



CPKC ADVANTAGE

Investor Presentation:
March 2025

TSX/NYSE: CP





FORWARD-LOOKING STATEMENTS

This investor presentation may contain certain forward-looking information and forward-looking statements (collectively, "forward-looking information") within the meaning of applicable securities laws in both the U.S. and Canada. Forward-looking information includes, but is not limited to, statements concerning expectations, beliefs, targets, plans, goals, objectives, assumptions and statements about possible future events, conditions, and results of operations or performance. Forward-looking information may contain statements with words or headings such as "financial expectations", "key assumptions", "anticipate", "believe", "expect", "targets", "plan", "will", "outlook", "guidance", "should" or similar words suggesting future outcomes. This presentation contains forward-looking information relating, but not limited to statements concerning financial targets for 2024-2028 as provided during CPKC's 2023 Investor Day and our ability to deliver on financial guidance for 2025, including estimated growth and capital expenditures, the success of our business, the realization of anticipated benefits and synergies of the Canadian Pacific Railway Limited ("CP")-Kansas City Southern ("KCS") combination, and the opportunities arising therefrom, the actual number of common shares that will be repurchased under the NCIB, the method of purchase, the timing of any such purchases, the prices and cancellation thereof, reasons for and benefits of any purchases made under the NCIB, the anticipated implementation of the Plan, the method by which such CPKC common shares may be purchased, our ability to generate free cash flow and our pipeline of growth opportunities, our operations, priorities and plans, including sustainability-related targets and plans, anticipated financial and operational performance, business prospects and demand for our services and growth opportunities. The forward-looking information that may be in this presentation is based on current expectations, estimates, projections and assumptions, having regard to Canadian Pacific Kansas City Limited's ("CPKC's" or the "Company's") experience and its perception of historical trends, and includes, but is not limited to, expectations, estimates, projections and assumptions relating to: changes in business strategies, North American and global economic growth and conditions; commodity demand growth; sustainable industrial and agricultural production; commodity prices and interest rates; performance of our assets and equipment; sufficiency of our budgeted capital expenditures in carrying out our business plan; geopolitical conditions, applicable laws, regulations and government policies; the availability and cost of labour, labour disruptions, services and infrastructure; the satisfaction by third parties of their obligations to CPKC; and carbon markets, evolving sustainability strategies, and scientific or technological developments. Although CPKC believes the expectations, estimates, projections and assumptions reflected in the forward-looking information presented herein are reasonable as of the date hereof, there can be no assurance that they will prove to be correct. Current conditions, economic and otherwise, render assumptions, although reasonable when made, subject to greater uncertainty. Undue reliance should not be placed on forward-looking information as actual results may differ materially from those expressed or implied by forward-looking information. By its nature, CPKC's forward-looking information involves inherent risks and uncertainties that could cause actual results to differ materially from the forward looking information, including, but not limited to, the following factors: changes in business strategies and strategic opportunities; general Canadian, U.S., Mexican and global social, economic, political, credit and business conditions; risks associated with agricultural production such as weather conditions and insect populations; the availability and price of energy commodities; the effects of competition and pricing pressures, including competition from other rail carriers, trucking companies and maritime shippers in Canada, the U.S. and Mexico; North American and global economic growth and conditions; industry capacity; shifts in market demand; changes in commodity prices and commodity demand; uncertainty surrounding timing and volumes of commodities being shipped via CPKC; inflation; geopolitical instability; changes in laws, regulations and government policies, including regulation of rates; changes in taxes and tax rates; potential increases in maintenance and operating costs; changes in fuel prices; disruption in fuel supplies; uncertainties of investigations, proceedings or other types of claims and litigation; compliance with environmental regulations; labour disputes; changes in labour costs and labour difficulties; risks and liabilities arising from derailments; transportation of dangerous goods; timing of completion of capital and maintenance projects; sufficiency of budgeted capital expenditures in carrying out business plans; services and infrastructure; the satisfaction by third parties of their obligations; currency and interest rate fluctuations; exchange rates; effects of changes in market conditions and discount rates on the financial position of pension plans and investments; trade restrictions, including the imposition of any tariffs, or other changes to international trade arrangements; the effects of current and future multinational trade agreements or other developments affecting the level of trade among Canada, the U.S. and Mexico; climate change and the market and regulatory responses to climate change; anticipated in-service dates; success of hedging activities; operational performance and reliability; customer, regulatory and other stakeholder approvals and support; regulatory and legislative decisions and actions; the adverse impact of any termination or revocation by the Mexican government of Kansas City Southern de México, S.A. de C.V.'s Concession; public opinion; various events that could disrupt operations, including severe weather, such as droughts, floods, avalanches, fires and earthquakes, and cybersecurity attacks, as well as security threats and governmental response to them, and technological changes; acts of terrorism, war or other acts of violence or crime or risk of such activities; insurance coverage limitations; material adverse changes in economic and industry conditions, including the availability of short and long-term financing; the demand environment for logistics requirements and energy prices, restrictions imposed by public health authorities or governments, fiscal and monetary policy responses by governments and financial institutions, and disruptions to global supply chains; the realization of anticipated benefits and synergies of the CP-KCS transaction and the timing thereof; the satisfaction of the conditions imposed by the U.S. Surface Transportation Board in its March 15, 2023 decision; the success of integration plans for KCS; the focus of management time and attention on the CP-KCS transaction and other disruptions arising from the CP-KCS integration; estimated future dividends; financial strength and flexibility; debt and equity market conditions, including the ability to access capital markets on favourable terms or at all; cost of debt and equity capital; improvement in data collection and measuring systems; industry-driven changes to methodologies; and the ability of the management of CPKC to execute key priorities, including those in connection with the CP-KCS transaction. The foregoing list of factors is not exhaustive. These and other factors are detailed from time to time in reports filed by CPKC with securities regulators in Canada and the U.S. Reference should be made to "Item 1A - Risk Factors" and "Item 7 - Management's Discussion and Analysis of Financial Condition and Results of Operations - Forward-Looking Statements" in CPKC's annual report on Form 10-K and quarterly reports on Form 10-Q. Any forward-looking information contained in this presentation is made as of the date hereof. Except as required by law, CPKC undertakes no obligation to update publicly or otherwise revise any forward-looking information, or the foregoing assumptions and risks affecting such forward-looking information, whether as a result of new information, future events or otherwise.



BASIS OF PRESENTATION & NON-GAAP MEASURES

BASIS OF PRESENTATION

Except where noted, all figures are in millions of Canadian dollars.

Financial information is prepared in accordance with accounting principles generally accepted in the United States of America ("GAAP"), unless otherwise noted.

NON-GAAP MEASURES

CPKC presents Non-GAAP measures, including Core adjusted combined operating ratio, Core adjusted combined diluted earnings per share ("EPS"), Core adjusted combined operating income, Core adjusted combined income, Adjusted combined free cash, Adjusted combined net debt to adjusted combined Earnings before interest, taxes, depreciation and amortization ("EBITDA") ratio, Core adjusted combined Return on invested capital (ROIC) and Core adjusted effective tax rate, to provide additional bases for evaluating underlying earnings and liquidity trends in CPKC's current period's financial results that can be compared with the results of operations in prior periods and facilitate a multi-period assessment of long-term profitability.

These Non-GAAP measures have no standardized meaning and are not defined by GAAP and, therefore, may not be comparable to similar measures presented by other companies. The presentation of these Non-GAAP measures is not intended to be considered in isolation from, as a substitute for, or as superior to the financial information presented in accordance with GAAP.

Beginning in 2025, "Core adjusted diluted EPS" will be used in continuity of the non-GAAP measure currently known as "Core adjusted combined diluted EPS". No adjustments are required to Core adjusted combined diluted EPS as reported in 2024 to present it on a comparable basis as Core adjusted diluted EPS, as KCS was consolidated within the Company's results throughout the whole year and therefore, no combination adjustments exist.

The Core adjusted effective tax rate is a Non-GAAP measure, calculated as the effective tax rate adjusted for significant items as they are not considered indicative of future financial trends either by nature or amount nor provide comparability to past performance. The Company uses the Core adjusted effective tax rate to evaluate CPKC's operating performance and for planning and forecasting future profitability. Core adjusted effective tax rate also excludes KCS purchase accounting to provide financial statement users with additional transparency by isolating the impact of KCS purchase accounting. This Non-GAAP measure does not have a standardized meaning and is not defined by GAAP and, therefore, may not be comparable to similar measures presented by other companies.

Although CPKC has provided forward-looking Non-GAAP measures (Core adjusted diluted EPS and Core adjusted effective tax rate), management is unable to reconcile, without unreasonable efforts, the forward-looking Core adjusted diluted EPS and Core adjusted effective tax rate to the most comparable GAAP measures, due to unknown variables and uncertainty related to future results. These unknown variables may include unpredictable transactions of significant value. In recent years, CPKC has recognized acquisition-related costs, KCS purchase accounting, adjustments to provisions and settlements of Mexican taxes, changes in income tax rates and a change to an uncertain tax item. These or other similar, large unforeseen transactions affect diluted EPS and effective tax rate but may be excluded from CPKC's Core adjusted diluted EPS and Core adjusted effective tax rate, respectively. Additionally, the U.S.-to-Canadian dollar exchange rate is unpredictable and can have a significant impact on CPKC's reported results but may be excluded from CPKC's Core adjusted diluted EPS and Core adjusted effective tax rate.

For further information regarding Non-GAAP measures, including reconciliations to the most directly comparable GAAP measures, see the Non-GAAP Measures supplement to the Q4 2024 Earnings Release on our website at investor.cpkcr.com and on SEDAR+ at www.sedarplus.ca under CPKC's SEDAR+ profile, and the Q4 2024 Unaudited Combined Summary of Supplemental Data on our website at investor.cpkcr.com.

FINANCIAL PERFORMANCE DATA

(\$ in millions of Canadian dollars, except percentages)	2024	2023 ⁽¹⁾	Change
Total revenues, as reported	\$14,546	\$12,555	16%
Combined total revenues ⁽²⁾	\$14,546	\$13,909	5%
Operating income, as reported	\$5,179	\$4,388	18%
Core adjusted combined operating income ⁽²⁾	\$5,623	\$5,281	6%
Operating ratio, as reported ⁽³⁾	64.4%	65.0%	-60bps
Core adjusted combined operating ratio ⁽²⁾	61.3%	62.0%	-70bps
Net income attributable to controlling shareholders, as reported	\$3,718	\$3,927	(5)%
Core adjusted combined income ⁽²⁾	\$3,973	\$3,582	11%
Diluted earnings per share, as reported	\$3.98	\$4.21	(5)%
Core adjusted combined diluted earnings per share ⁽²⁾	\$4.25	\$3.84	11%

(1) Represents combined financial and operating information to illustrate the estimated effects of the acquisition for the year ended December 31, 2023, as if the acquisition closed on January 1, 2022. For the year ended December 31, 2024, KCS was consolidated. For a full description and reconciliation see Q4 2024 Unaudited Combined Summary of Supplemental Data on investor.cpkcr.com

(2) These measures are Non-GAAP measures, and have no standardized meanings prescribed by accounting principles generally accepted in the United States ("GAAP") and, therefore, may not be comparable to similar measures presented by other companies. These measures are defined and reconciled in Q4 2024 Unaudited Combined Summary of Supplemental Data on our website at investor.cpkcr.com at investor.cpkcr.com.

(3) Operating ratio is defined as operating expenses divided by revenues.

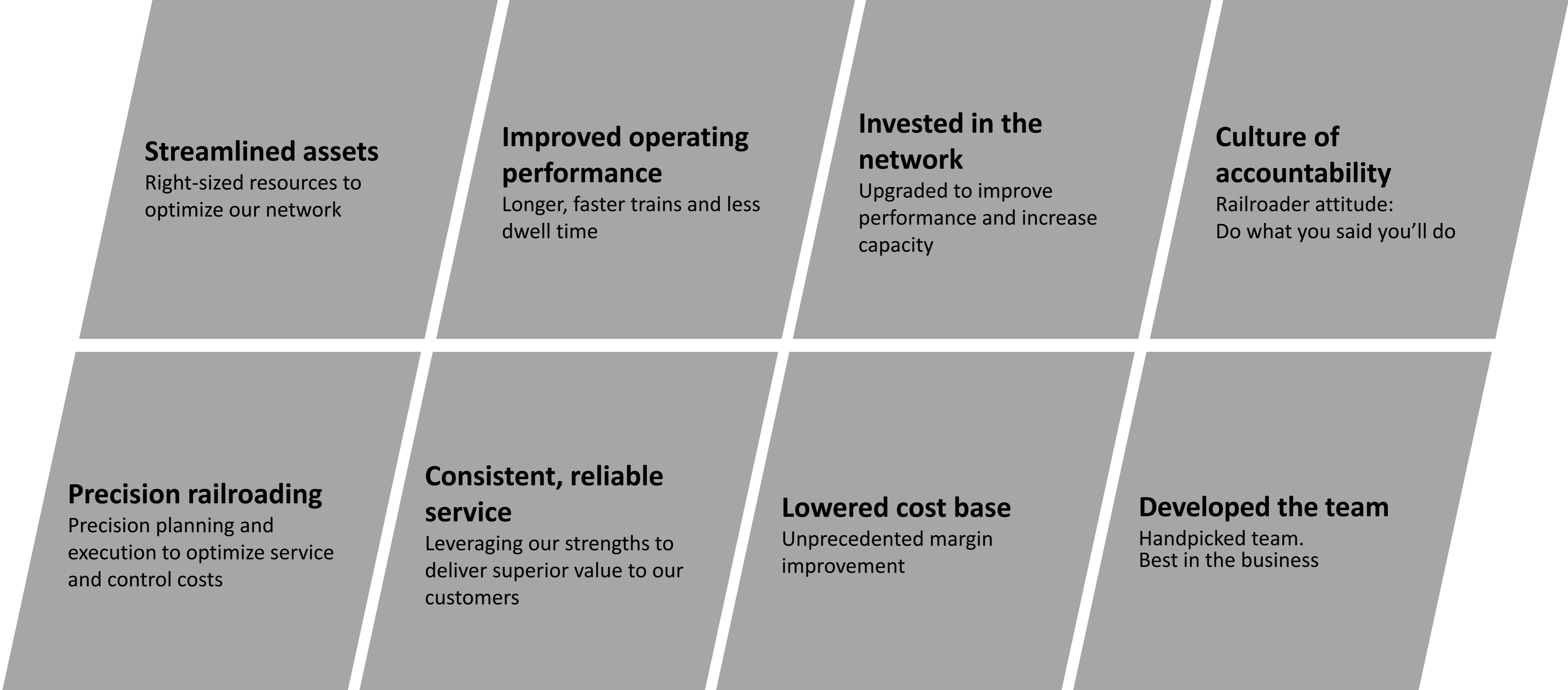
**FOUNDED IN PRECISION,
BUILT FOR GROWTH,
THE CPKC ADVANTAGE**

The CPKC combination has redrawn the North American railroad map and changed the freight rail industry for the better. Guided by our precision railroading model, foundations and core values we continue to deliver industry-leading service. It's a culture of excellence that we adhere to 24/7, 365. Stretching approximately 20,000 route miles across Canada, the United States and Mexico, and employing 20,000 railroaders, CPKC provides our customers unparalleled rail service and network reach to key markets across the continent. While our playing field has grown, our playbook and commitment to delivering safely and sustainably for customers and shareholders remains the same.

Welcome to the CPKC Advantage!



2012 – 2016: WE REBUILT THE ENGINE



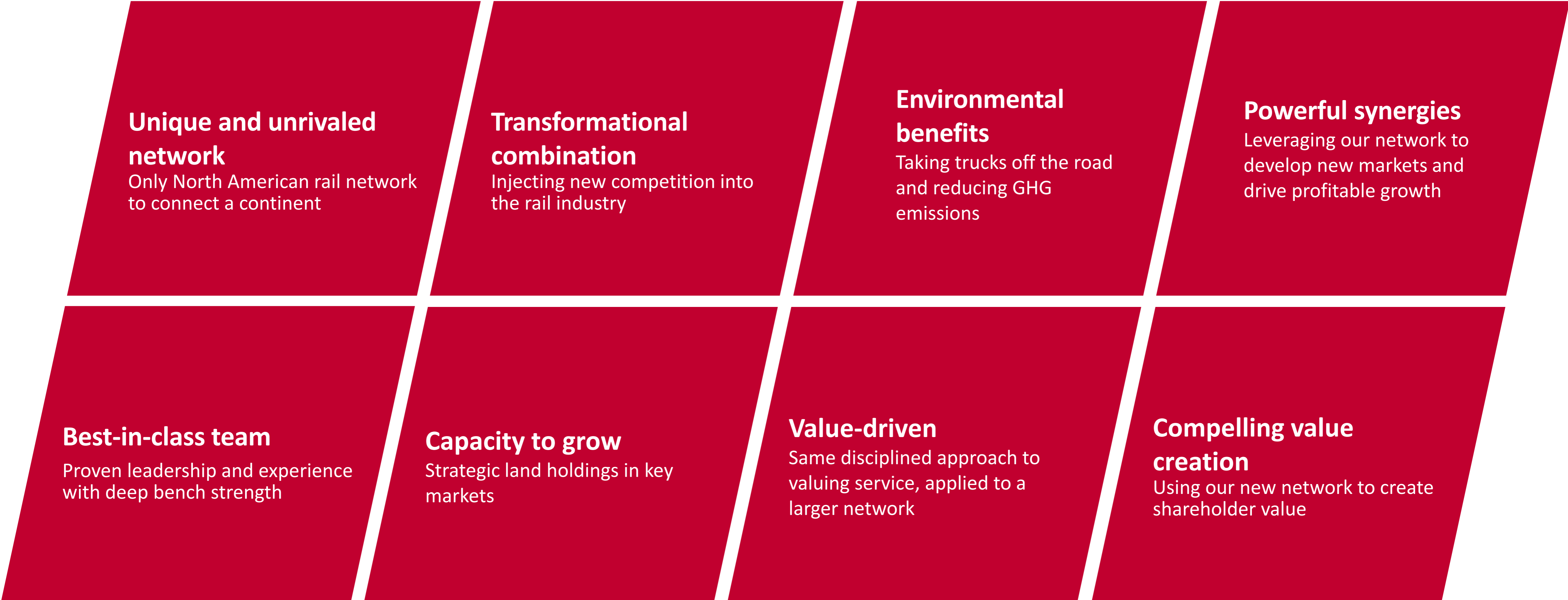


2017 – 2022: WE LED THE INDUSTRY IN GROWTH





CPKC: THE NEXT CHAPTER



SAME PLAYBOOK BIGGER PLAYING FIELD

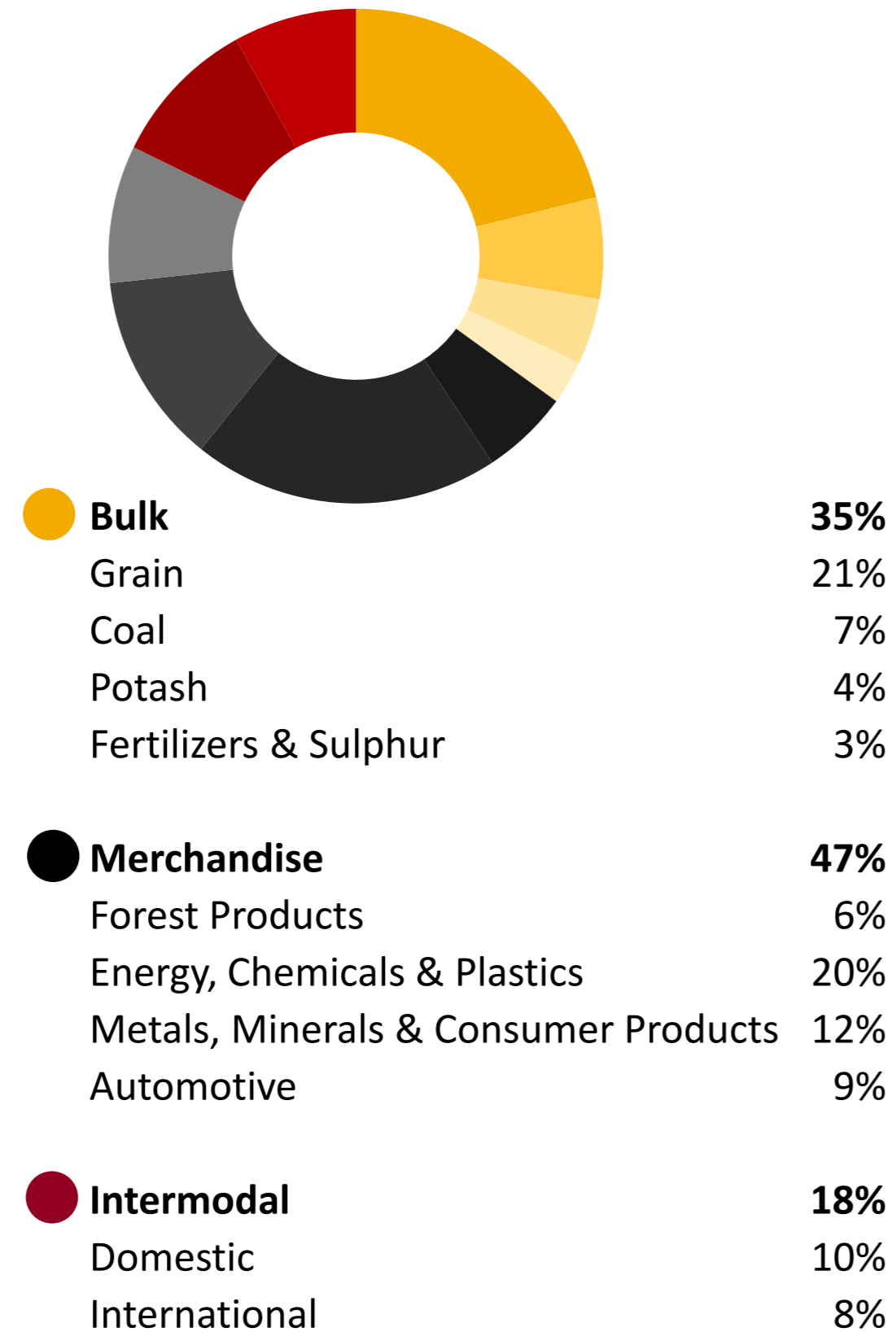
- 3-country connectivity
- 20,000 track miles
- 30+ ports & 30+ auto facilities
- 200+ transloads & 90+ shortlines
- Unique, strategic land assets



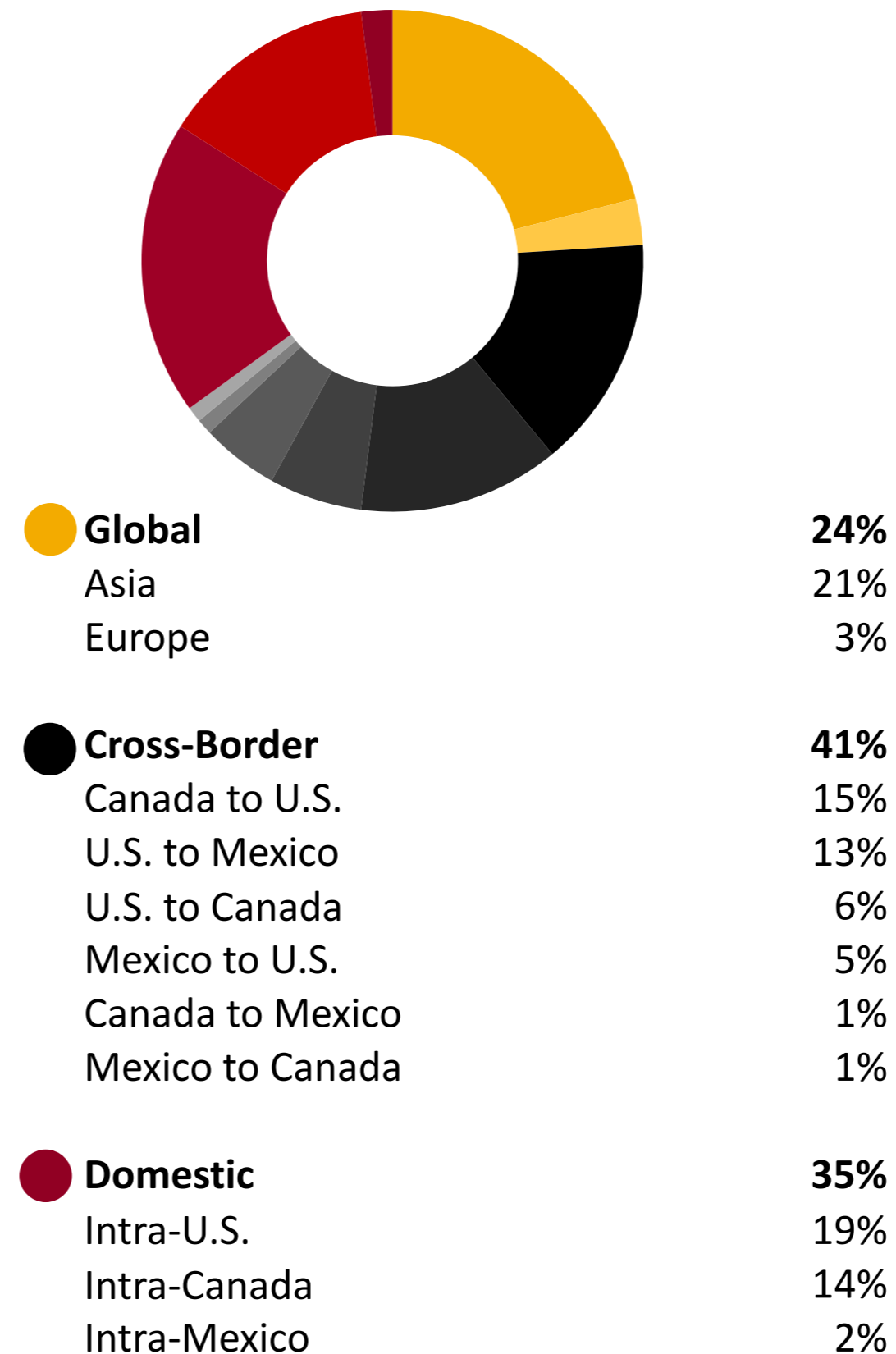
A powerful base to drive sustainable growth

- Uniquely positioned with best-in-class service and capacity to grow
- Leveraging our strengths to grow with existing customers and bring on new business
- Stronger margins allow us to compete for new opportunities
- Continually innovating with long-term partners to help them win in the marketplace

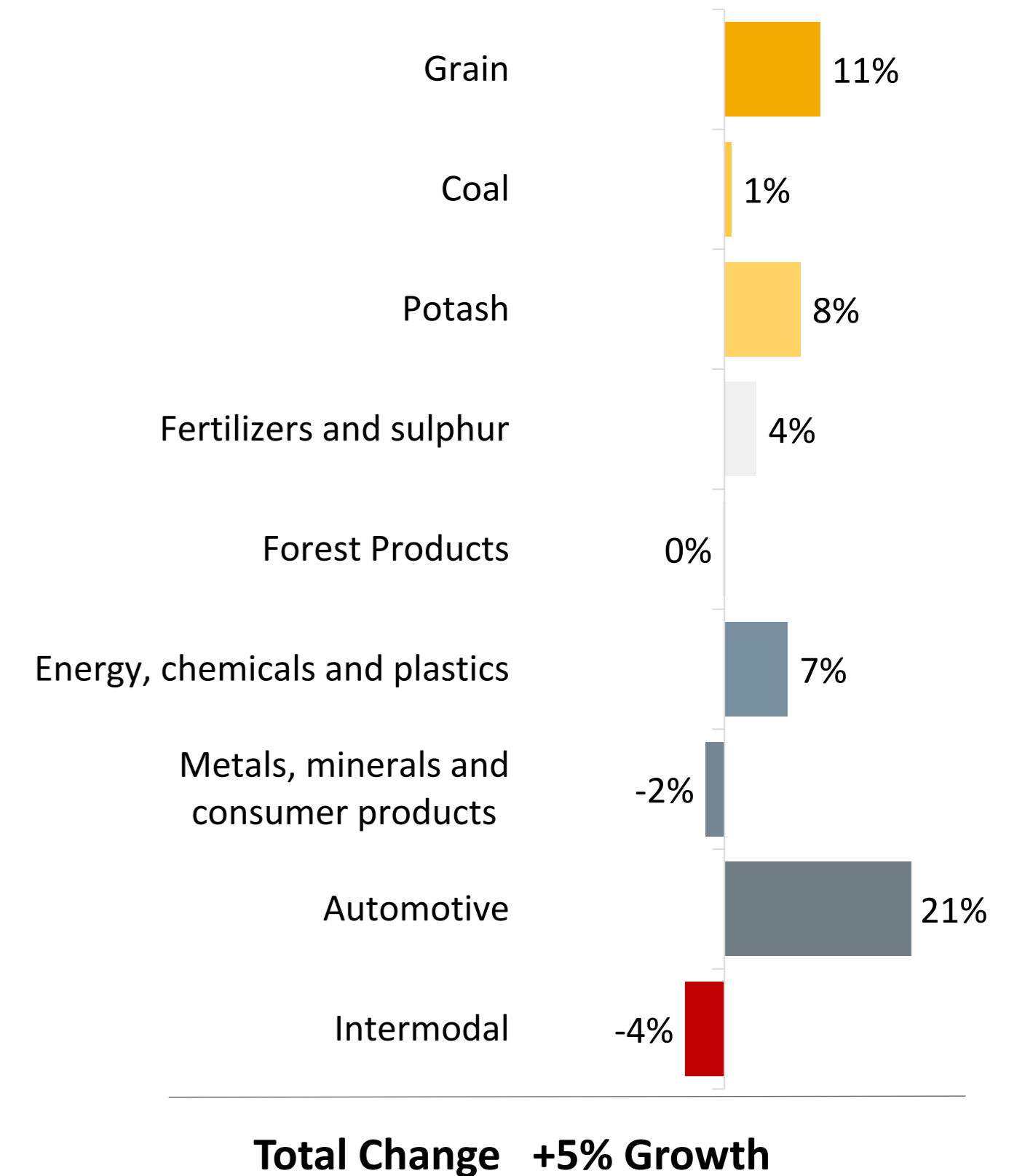
Business Mix
% of 2024 Freight Revenue



Geographic Distribution
% of 2024 Freight Revenue



2024 Freight Revenue Variance
% of 2023 Combined Freight Revenue ⁽¹⁾



PRECISION PERFORMANCE

Operations

- The cornerstone of our industry-leading performance is our precision railroading operating model and disciplined focus on planning and execution
- Faster train speeds and reduced dwell mean better asset utilization and reduced costs for CPKC and our customers
- Longer, heavier faster trains increase network capacity and reduce operating costs
- CPKC's proven operating model and focus on planning and execution will drive productivity and disciplined growth across our entire North American network

Operating Metrics

2024 vs 2023⁽¹⁾

7%

Improvement in **average train speed**

5%

Improvement in **average terminal dwell**

3%

Improvement in **Revenue Ton-Miles**

6%

Improvement in **Locomotive Productivity**

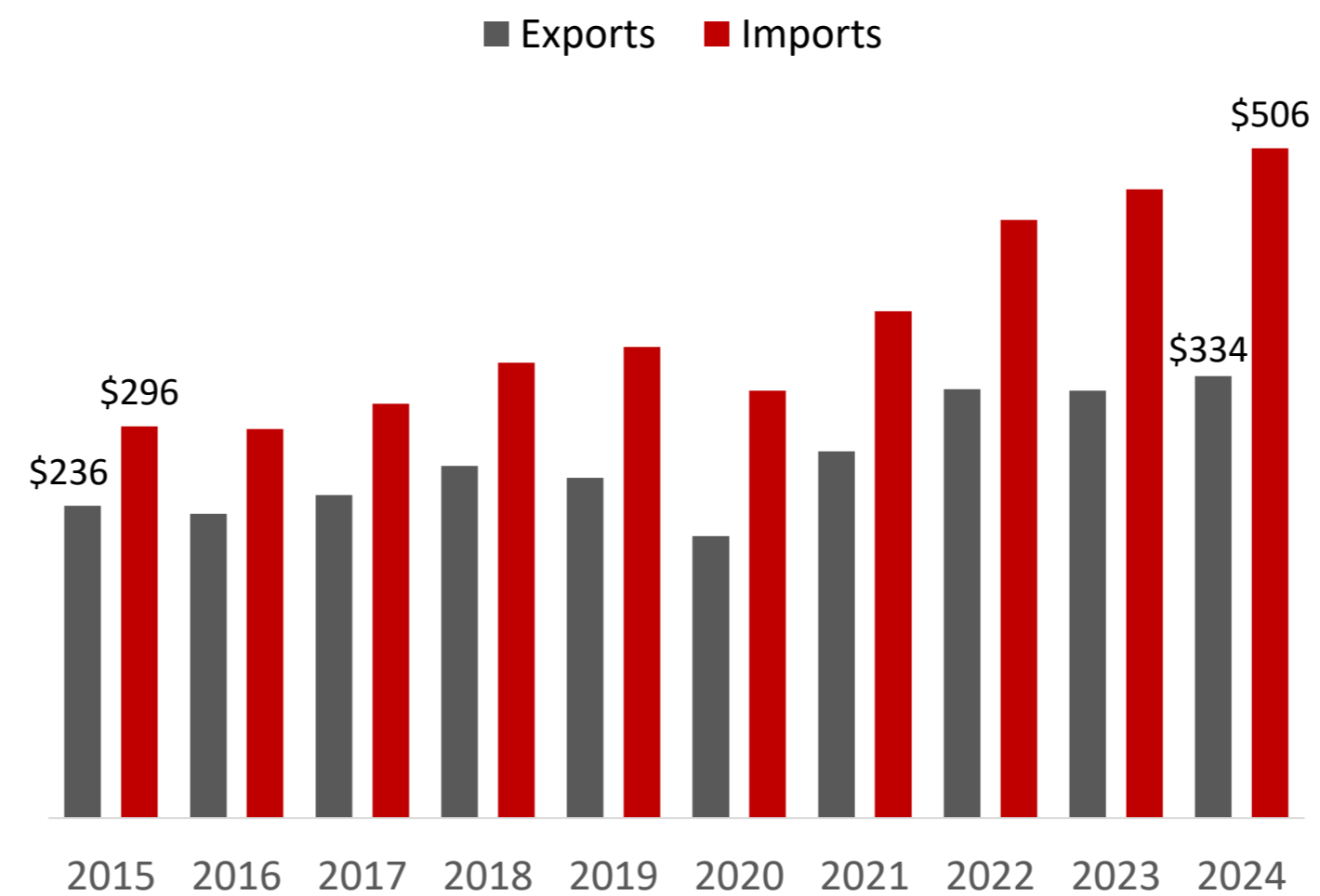
(1) Represents combined operating information to illustrate the estimated effects of the acquisition for the year ended December 31, 2023, as if the acquisition closed on January 1, 2022. For the year ended December 31, 2024, KCS was consolidated. For a full description and reconciliation see Q4 2024 Unaudited Combined Summary of Supplemental Data on investor.cpkcr.com

THE CPKC MEXICO ADVANTAGE

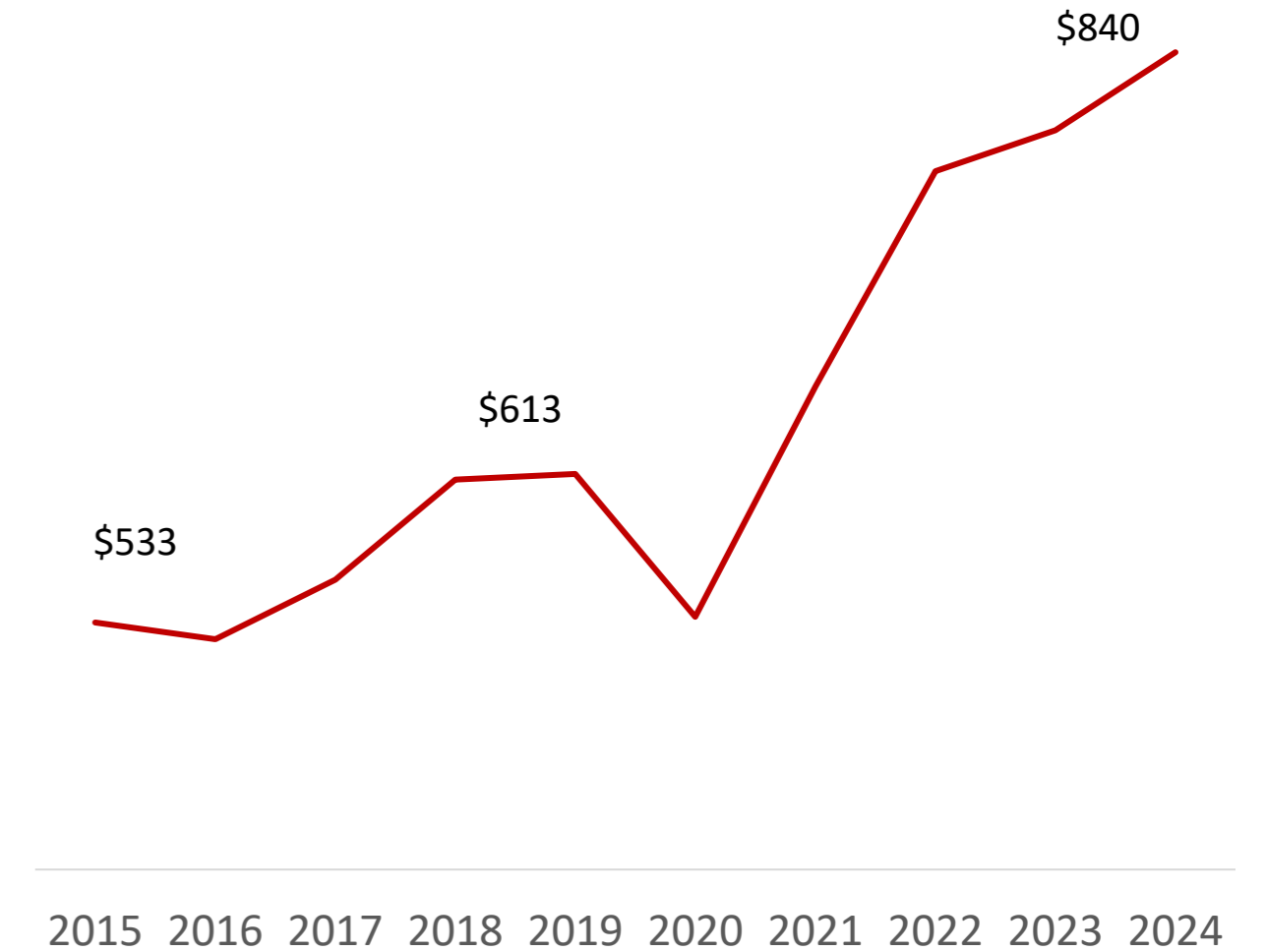
Mexico Nearshoring Drivers

- Trade agreements and industrial policy in place
- Robust manufacturing base and supplier infrastructure
- Reduction in transportation cost and transit time to the U.S. and Canada
- Skilled and competitive labour force
- Environmental benefits from compressed supply chains

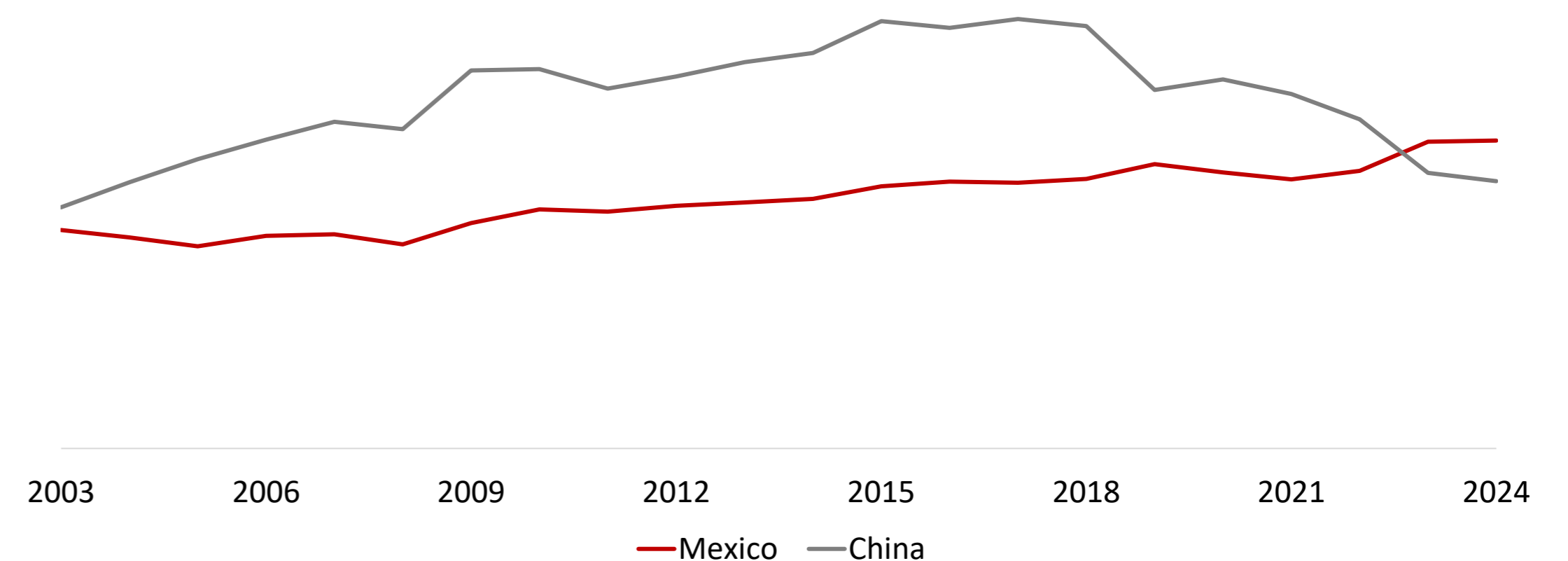
U.S. Trade with Mexico
U.S. \$Billions



Total Value of Goods – U.S. / Mexico Trade
U.S. \$Billions



Share of Total U.S. Imports



Source: U.S. Census Bureau

ROOM TO GROW 2.0

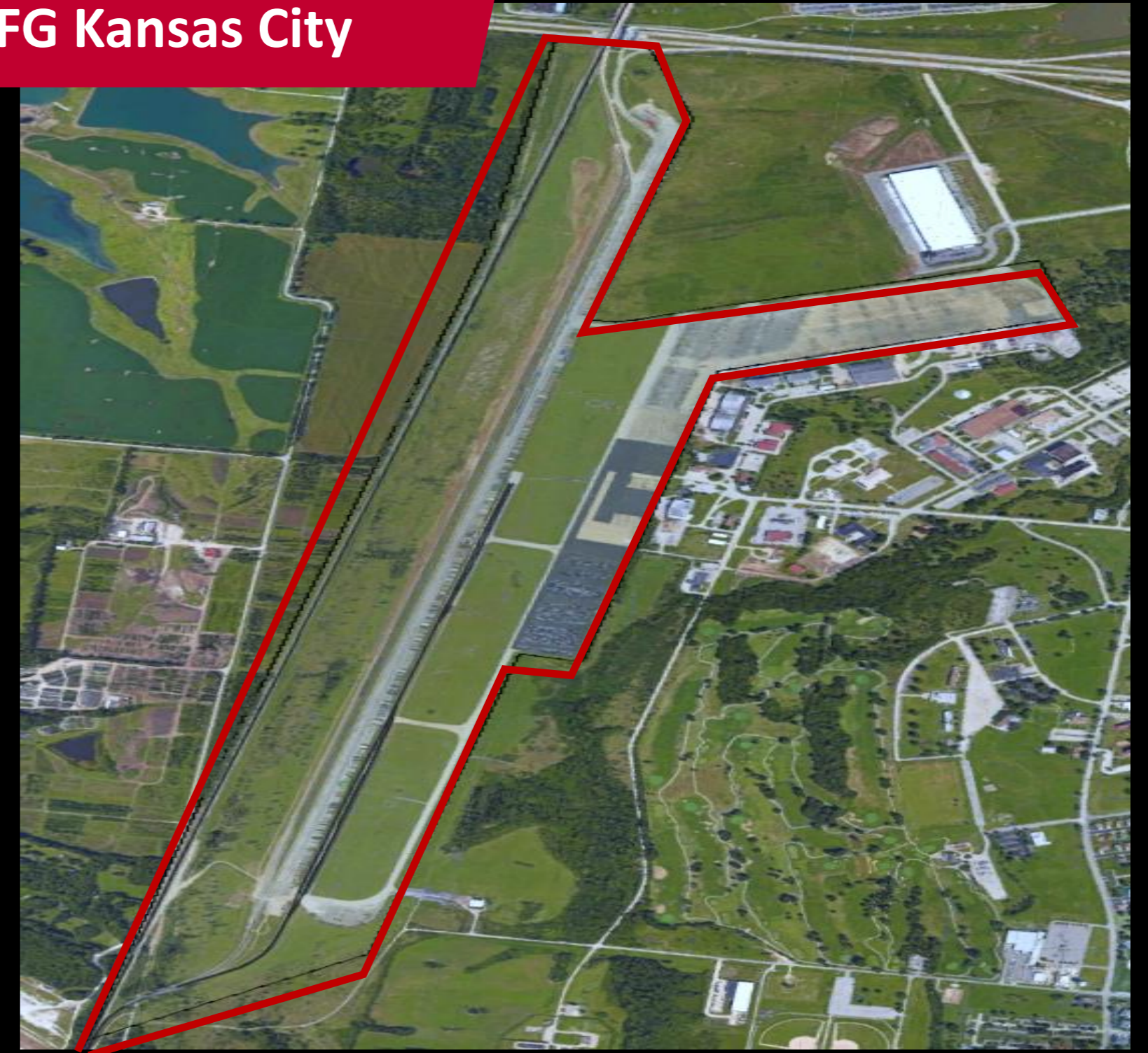
Surplus acreage across the network drives optionality & low-cost capacity



Port Arthur Terminal

- 17.5 acres with 10,000 feet of existing rail track
- 2,530 feet of waterfront with dock infrastructure
- Opportunity to develop a new export terminal which will add another outlet to move bulk products to markets overseas

IFG Kansas City



- Located in the Kansas City metro area, at the heart of CPKC's North American network
- 180 acres of undeveloped land, which can be leveraged for low-cost franchise growth



SPOTLIGHT

Creating a Cold Storage Ecosystem

CPKC and Americold established a strategic agreement to co-locate Americold warehouses on the CPKC network

CPKC is seamlessly connecting U.S. Midwest frozen and fresh protein markets with Mexico produce markets with the first Americold facility under construction at IFG and slated to open in mid-2025

ROOM TO GROW 2.0

Chicago & Dallas



Chicago

Bensenville Yard

- Room to grow within existing footprint
- ~U.S.\$300M facility with expansion underway

Schiller Park

- 75-acre site made surplus through consolidation of intermodal operations
- Potential to repurpose for growth opportunities, or divest

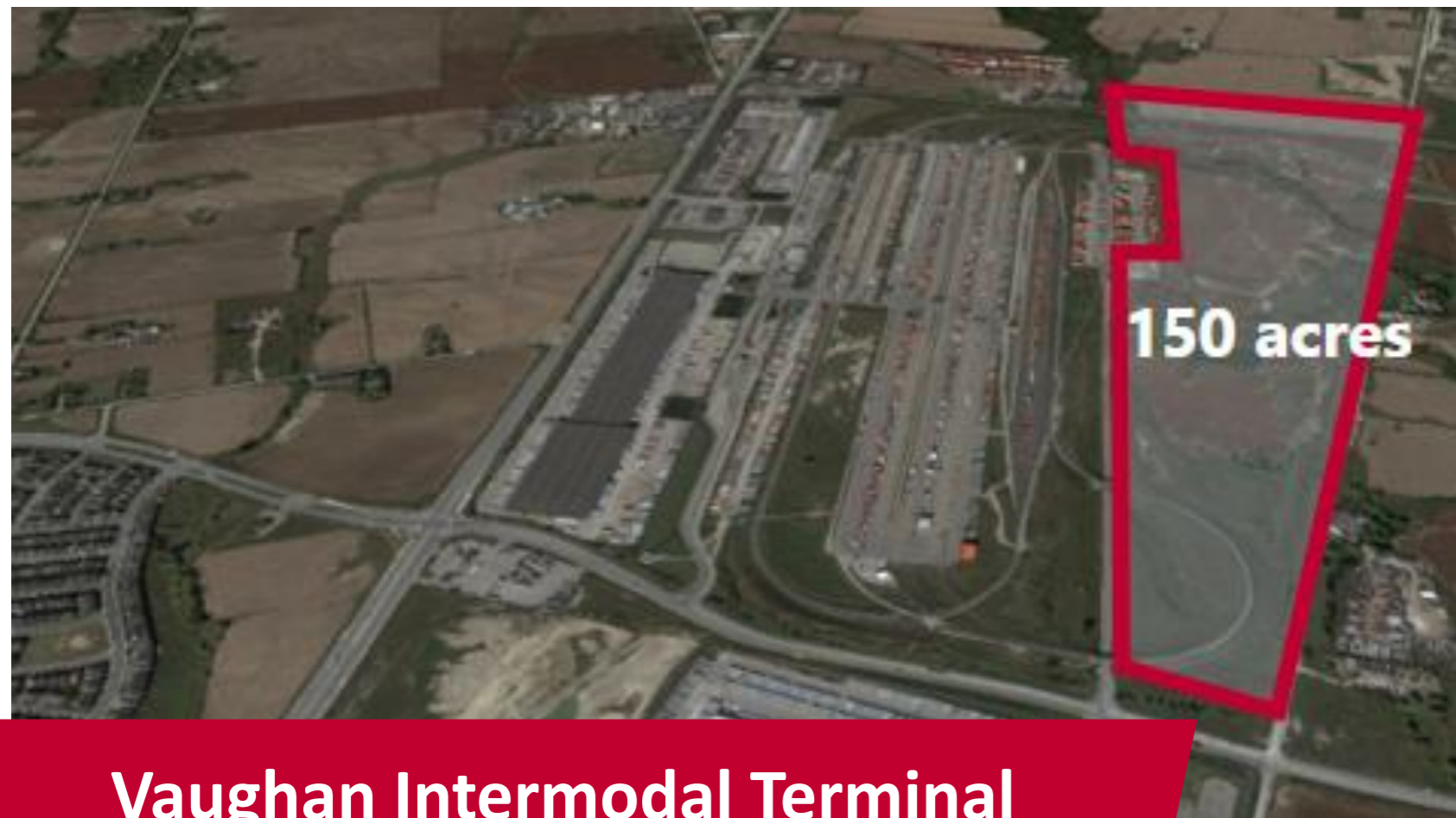


Dallas Wylie Terminal

- ~500-acre footprint in one of the fastest growing markets in the U.S.
- 30-acre Dallas Automotive Compound opened in June 2024
- Ability to build a high-efficiency, multi-commodity, indoor-outdoor transload facility
- Connecting origin markets in Canada, Mexico and the U.S. southeast with key Texas destination market

ROOM TO GROW 2.0

Vancouver & Toronto Area



Vaughan Intermodal Terminal

- 500-acre footprint; 150 acres vacant
- Ability to more than double operations with minimal capital

Vancouver



- Unmatched ability to expand footprint in Canada's largest trade gateway
- Existing intermodal facility operating well below capacity
- CPKC owns >150 acres of vacant land adjacent to existing facility

SPOTLIGHT

World-Class Transload

In 2021, CPKC and A.P. Moller-Maersk opened a new world-class transload and distribution facility in Vancouver. The opportunity matched CPKC's strategic land holdings with a customer looking to control their end-to-end supply chain

The unique service solution enables ocean containers to efficiently move to and from the port and loaded domestic containers to move inland by rail, removing thousands of local round-truck trips from Vancouver roads

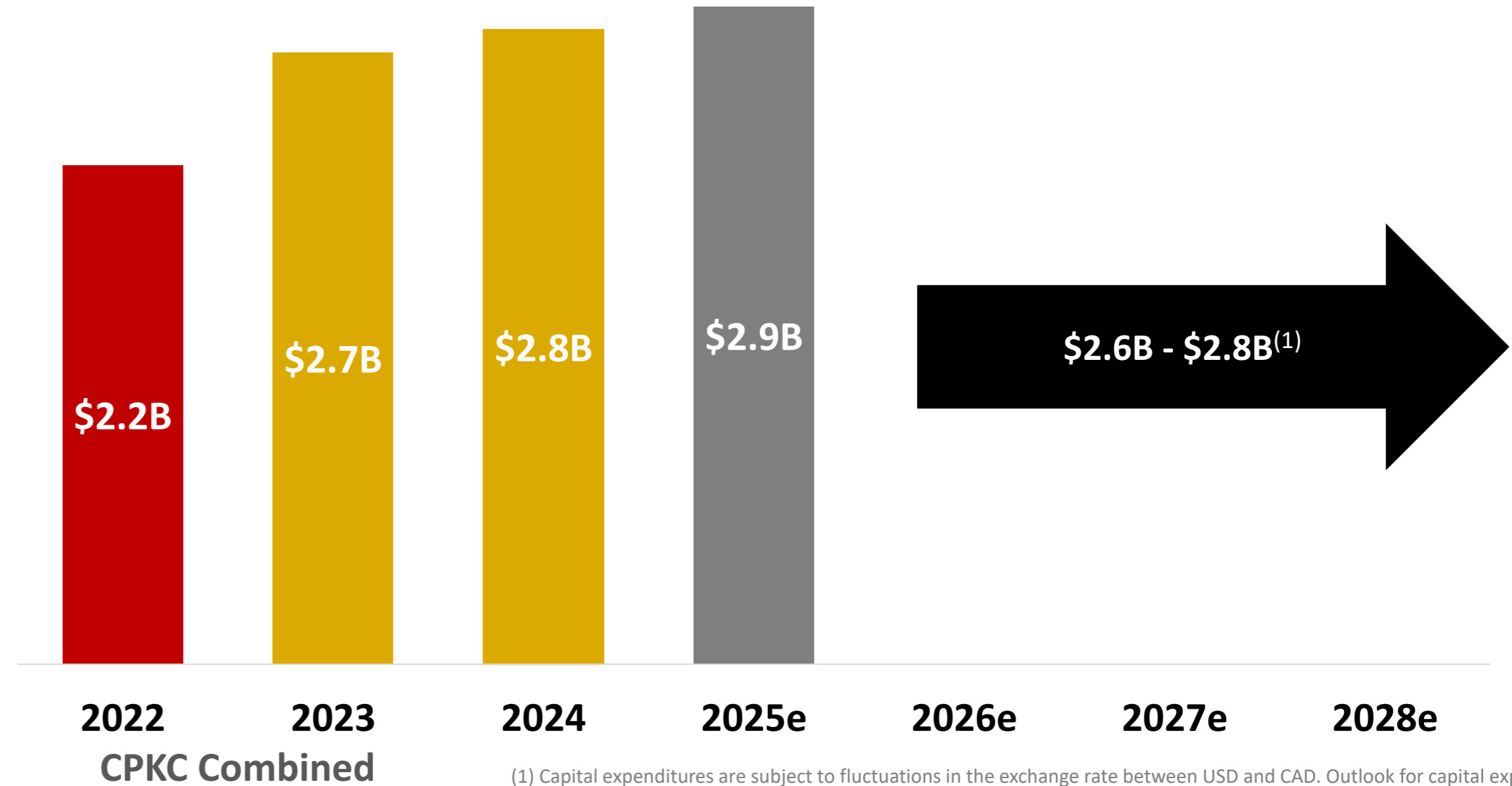


CAPITAL INVESTMENT

Safety, service reliability and growth

- Over half of capital investments are allocated towards safety and replacement initiatives to improve network safety and efficiency
- Strong pipeline of high return projects
- Disciplined approach to capital planning – reinvest in the business to enhance safety and enable growth
- Key investments in safety and capacity were made ahead of the merger, priming the combined network for growth

Capital Expenditures (in CAD)



(1) Capital expenditures are subject to fluctuations in the exchange rate between USD and CAD. Outlook for capital expenditures as provided during CPKC's Investor Day on June 28, 2023.

SPOTLIGHT Patrick J. Ottensmeyer International Railway Bridge Expansion

CPKC has strategically invested in infrastructure to support future growth by twinning the International Bridge at Laredo, which more than doubles our capacity at the border. This investment accelerates growth between the industrial heartland of Mexico and points across the U.S. and Canada.



REWARDING SHAREHOLDERS

New share repurchase program

- Strong track record of returning cash to shareholders through a balanced approach, utilizing share repurchases and dividends
- Share repurchases were paused in 2021 as part of the KCS transaction in order to reduce leverage and strengthen the balance sheet following the merger
- On February 27th, 2025 CPKC announced a new a normal course issuer bid (NCIB) for ~37 million shares or ~4% of common shares outstanding

Target leverage

2.75x

Adjusted combined net debt to Adjusted combined EBITDA ratio⁽¹⁾

BALANCE SHEET STRENGTH

Committed to a strong investment-grade credit rating

- Legacy-CP completed issuance of debt to fund cash consideration of the KCS transaction in November 2021. Debt was issued to optimize our ability to de-lever while also locking in attractive long-term financing rates
- Interest rate risk mitigated through fixed interest on 100% of term debt
- Significant liquidity available via U.S. \$2.2B committed credit facilities, and U.S. \$1.5B commercial paper program

Long-term Debt Ratings

S&P Global Ratings: **BBB+**

Moody's: **Baa1**

PREDICTIVE ANALYTICS

Leveraging big data to drive sustainable improvements

- Using patented technology, we accumulate valuable data on wheels, rails, cars, locomotives and trains in real-time, enabling us to anticipate issues and take preventative measures to improve both safety and efficiency
- With strategic investment in leading technology and collaboration with regulatory agencies, CPKC is able to create tangible operational benefits through technology deployment
- Through a wide variety of wayside and rolling stock sensors, we process massive amounts of data with unparalleled analytical capabilities
- In our industry, we are at the forefront of predictive analytics

Remote Train Inspection Portal

- Uses 35 cameras to capture full body images of moving equipment
- Regulatory exemption on the loaded Potash fleet eliminates 2400 hours of dwell, lowers GHG emissions and creates capacity at our high-volume Moose Jaw terminal
- Two portals in operation with plans to deploy additional

Detects >80%

more defects than manual inspection



PREDICTIVE ANALYTICS

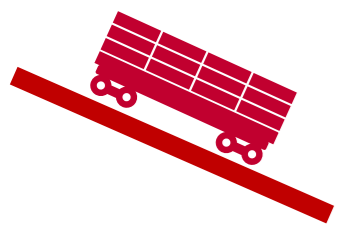
Leveraging big data to drive sustainable improvements



- **Track Inspection** - Technology mounted on locomotives locates possible track defects by identifying unusual movements on acceleration
- Units analyze more than 600,000 miles on the network enabling aggregation with other data sources to provide a consolidated view of track health



- **Broken Rail Detection** - Using existing technology to run an electric current through the rail to detect broken rail
- Enhances safety and higher track speeds enabled by broken rail detection improve cycle times and enhance fuel efficiency at a fraction of the cost of Centralized Traffic Control



- **Cold Wheel Technology** - Measures wheel temperatures on descending grades to identify if brakes are working correctly. Regulatory exemption on certain bulk fleets eliminates the need for manual inspection, reduces terminal dwell, improves fuel efficiency and GHG emissions
- Patented, award-winning CPKC developed technology



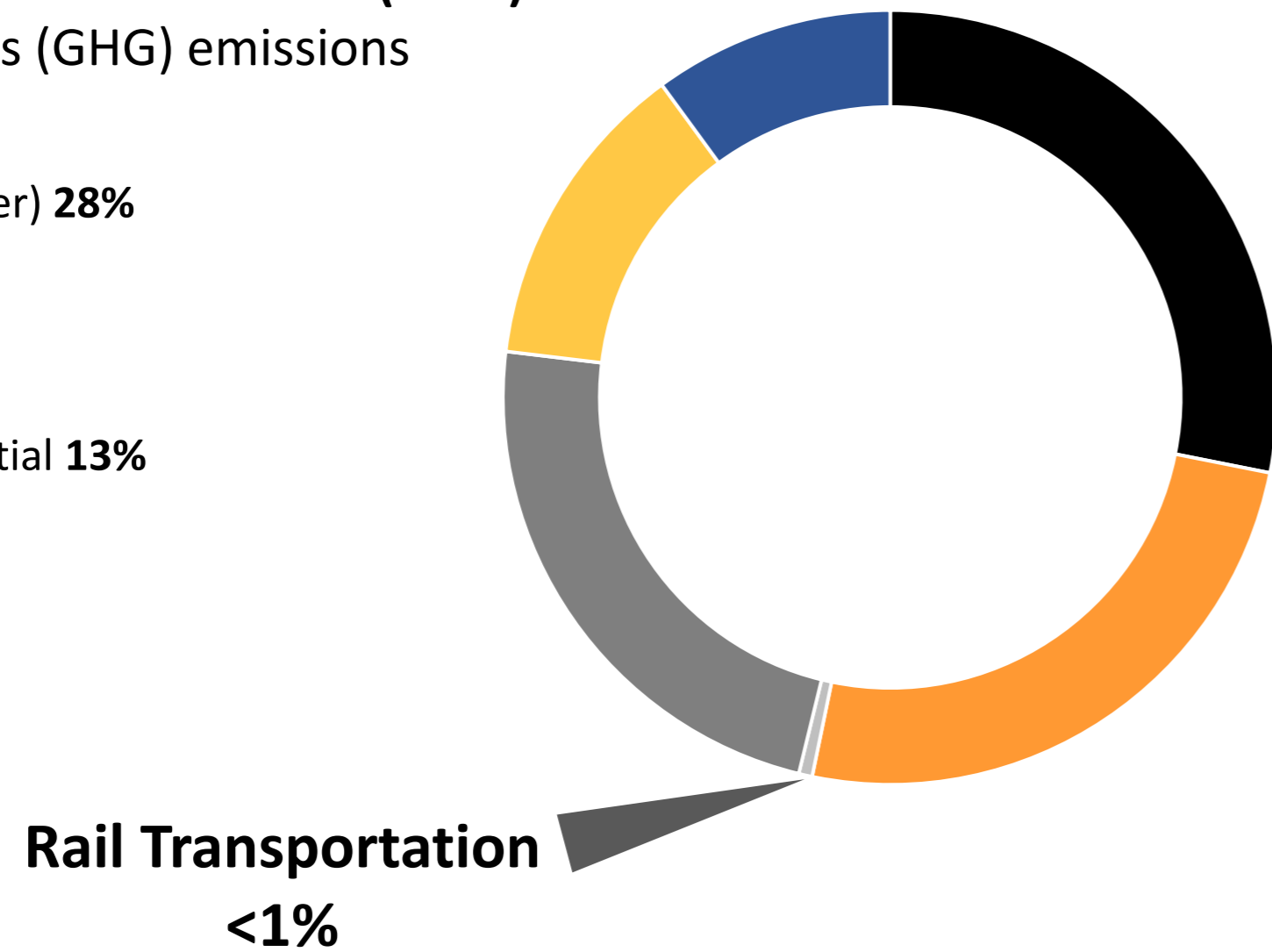
SUSTAINABILITY

Sustainably driven

The transportation sector is responsible for 28% of U.S. annual GHG emissions, with the rail industry contributing less than 1% to the country's total annual GHG emissions ⁽¹⁾

U.S. GHG emissions by industrial sector (2022)⁽¹⁾
% of U.S. greenhouse gas (GHG) emissions

- Transportation (all other) **28%**
- Electric Power **25%**
- Industry **23%**
- Commercial & Residential **13%**
- Agriculture **10%**

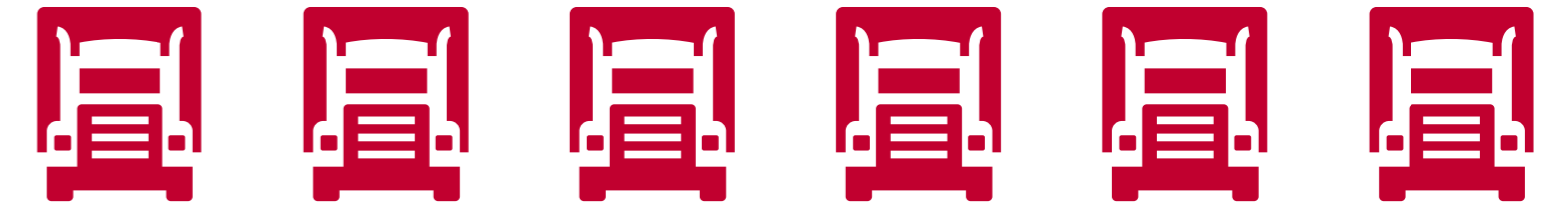


Transportation by rail is one of the most economical and environmentally responsible methods of moving freight

Rail vs. Trucking⁽²⁾

A single unit train keeps more than

300



Trucks off of public roads

4x



More fuel-efficient

75%




Less GHG Emissions

⁽¹⁾ United States Environmental Protection Agency – Sources of Greenhouse Gas Emissions. Retrieved from: <https://www.epa.gov/ghgemissions/sources-greenhouse-gas-emissions>

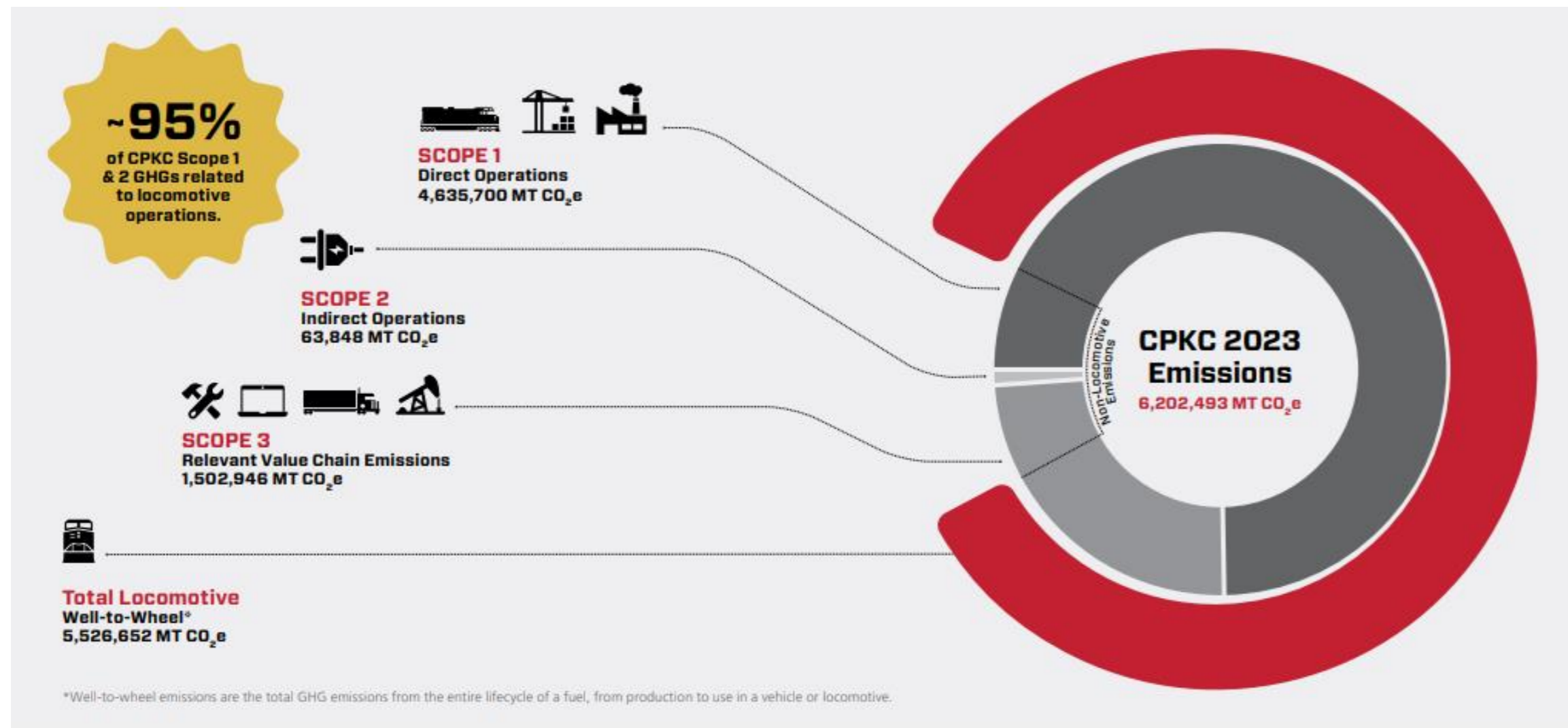
⁽²⁾ Association of American Railroads (2020). The Positive Environmental Effects of Increased Freight by Rail Movements in America. Retrieved from: <https://www.aar.org/wp-content/uploads/2020/06/AAR-Positive-Environmental-Effects-of-Freight-Rail-White-Paper-62020.pdf>.

Setting the course through leadership and action

CPKC will reduce our well-to-wheel (WTW) locomotive emissions by 36.9% per gross ton-mile by 2030 from a 2020 base year.¹



SCIENCE
BASED
TARGETS
DRIVING AMBITIOUS CORPORATE CLIMATE ACTION



Highlights

- Strong history of ESG disclosures and leading sustainability practices
- Climate Mileposts published in 2025
- Commitment to Climate Action published in 2023
- Customer-focused Carbon Calculator
- Annual “Say on Climate” vote

Climate-related initiatives

- Industry-leading hydrogen locomotive program
- Localized hydrogen generation capacity
- Advanced fuel efficiency technology development
- Alternative fuel source trials
- EV charging infrastructure
- Calgary and Kansas City Knoche Yard solar energy farm investment

SUSTAINABILITY

Hydrogen: The path forward

- CPKC's Hydrogen Locomotive Program has developed and delivered North America's first hydrogen-powered line-haul freight locomotive
- The program involves retrofitting line-haul locomotives with hydrogen fuel cells and battery technology to drive the locomotive's electric traction motors
- Low horsepower units have entered service within our Calgary terminal in remote control locomotive switching operation
- First Road unit has completed its first movements and will continue testing in 2025; a second unit will begin testing in 2025

Spotlight

Why hydrogen?

- CPKC's Hydrogen Locomotive Program will gather valuable data on the viability of hydrogen-hybrid locomotives as a potential long-term replacement to diesel while ensuring we manage decision-making around reliability, performance and cost
- Hydrogen offers a potential replacement to diesel with no change in recharge / refuel time, fixed point or direct to locomotive refueling, and a much greater range than battery



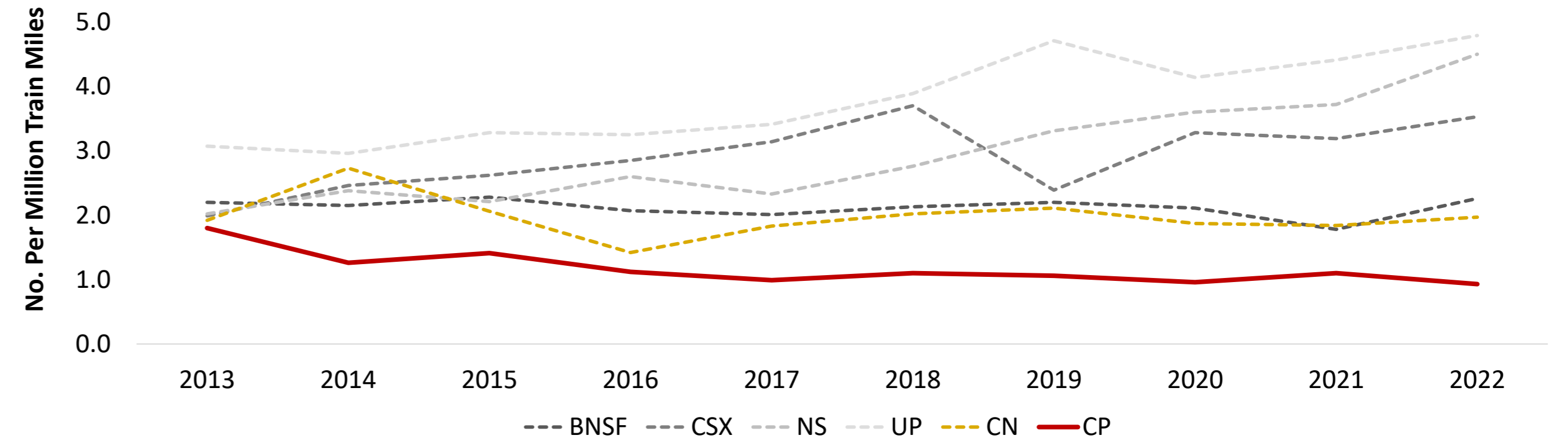
SUSTAINABILITY

North America's safest railway

Safety is foundational at CPKC. We remain steadfast in our commitment to safety, across our entire North American operation

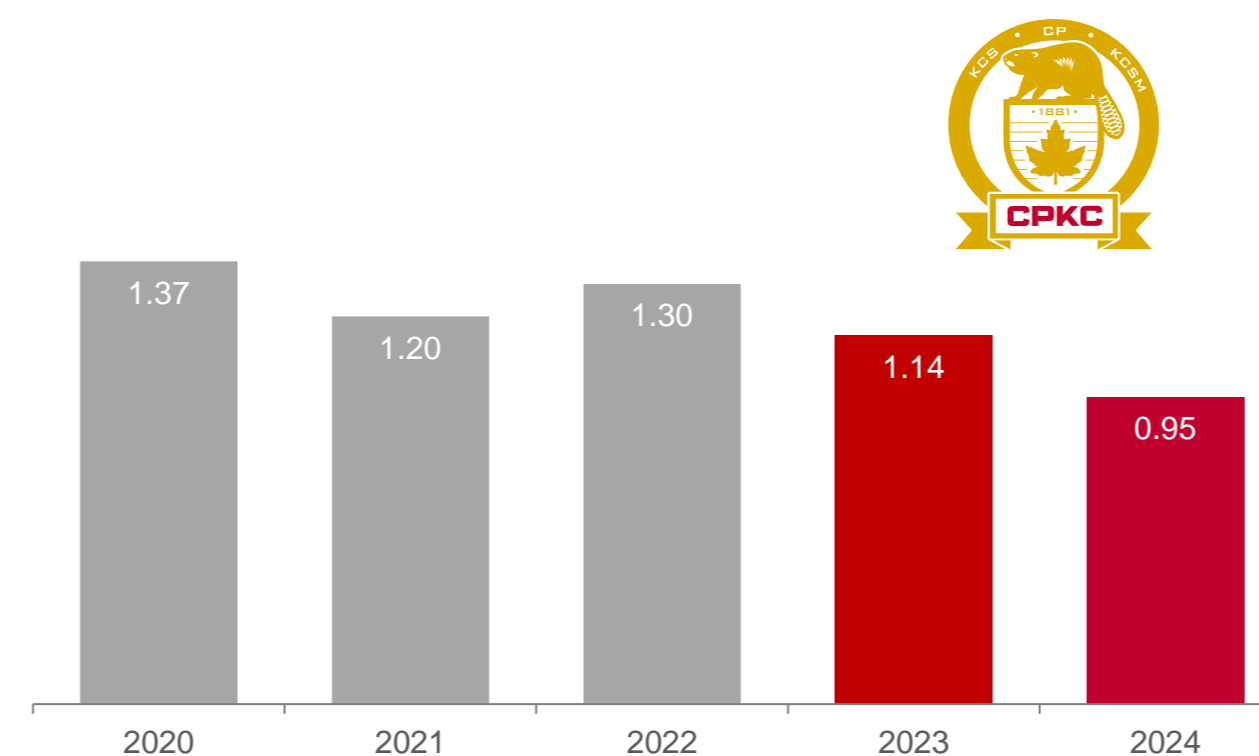
- In 2024, CPKC led the industry with the lowest FRA-reportable train accident frequency among Class 1 railroads for the second year in a row, building on CP's legacy of 17 consecutive years of industry leadership
- Each year CPKC allocates over half of its capital investments toward safety and replacement initiatives to ensure our network remains safe and efficient
- Management compensation is tied directly to safety performance: 30% of the short-term incentive program is weighted to safety

Class 1 Compare: FRA Train Accident Frequency (2013 – 2022)

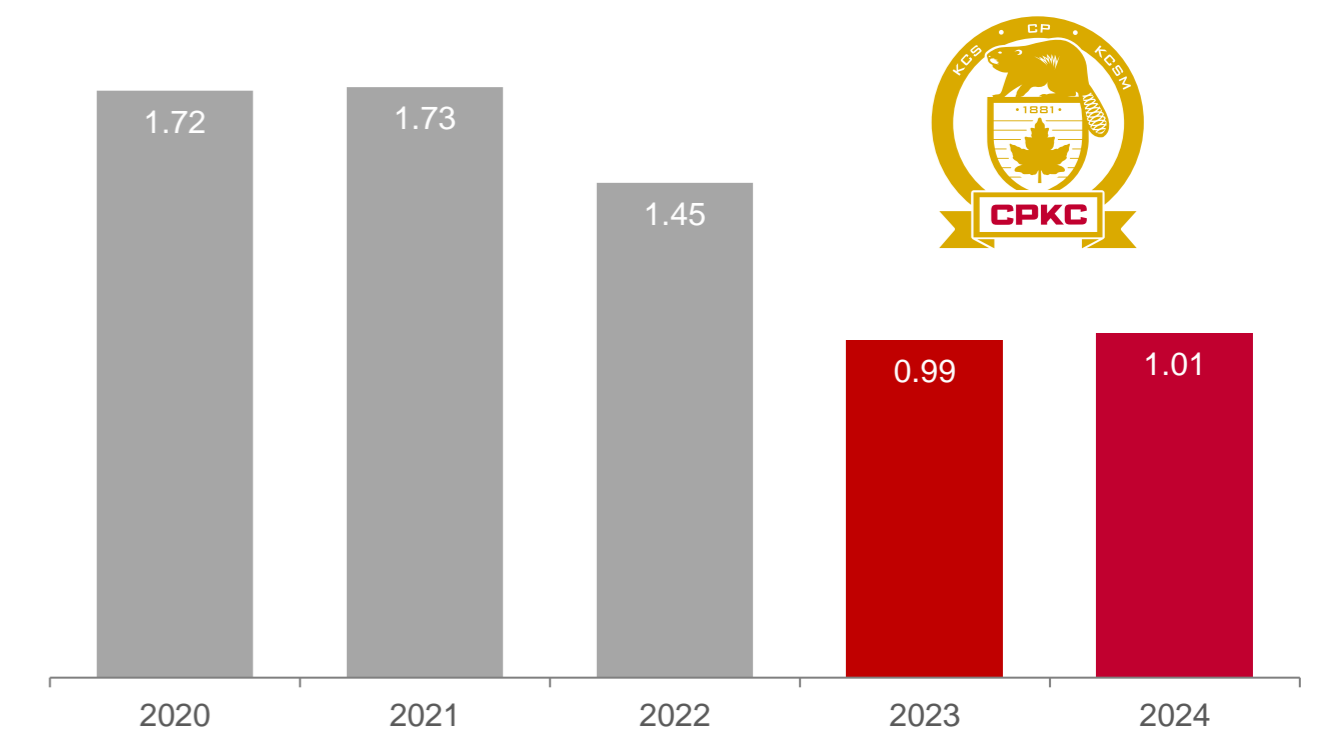


CPKC Combined⁽¹⁾ 2020-2024

FRA Personal Injury Frequency⁽¹⁾
(per 200,000 employee-hours)



FRA Train Accident Frequency⁽¹⁾
(per million train-miles)



2025 OUTLOOK⁽¹⁾

12-18% CORE ADJUSTED DILUTED EPS⁽¹⁾ GROWTH

vs. 2024 core adjusted combined diluted EPS⁽¹⁾ of \$4.25

MID-SINGLE DIGIT RTM GROWTH

CAPITAL EXPENDITURES \$2.9B

Assumptions

- Other components of net periodic benefit recovery will increase by \$76 million, from \$352 million in 2024
- Core adjusted effective tax rate of approximately 24.5%⁽¹⁾

(1) For a full description and reconciliation of Non-GAAP measures and forward-looking Non-GAAP measures see CPKC's Q4 2024 Earnings Release on investor.cpkcr.com and on SEDAR+ at www.sedarplus.ca under CPKC's SEDAR+ profile, and CPKC's Q4 2024 Unaudited Combined Summary of Supplemental Data on investor.cpkcr.com



OUTLOOK FOR LONG-TERM GROWTH: 2024 – 2028⁽¹⁾

High single-digit revenue growth

Double-digit core adjusted EPS⁽²⁾ growth

Capital expenditures of \$2.6 to \$2.8 billion per year

Adjusted combined free cash⁽³⁾ conversion of core adjusted combined income⁽³⁾ of ~90%

Return to double-digit core adjusted combined ROIC⁽³⁾

Strong margin improvement through cost control and operating leverage

Key Assumptions

- Exchange rate of \$1.35 CAD/USD
- On-Highway Diesel price of \$4.15 USD/US gallon
- Other components of net periodic benefit recovery of \$330 million to \$370 million
- Annualized 2024 – 2028 core adjusted effective tax rate of approximately 25.5%⁽³⁾, excluding significant items

(1) Outlook for Long-Term Growth as provided during [CPKC's Investor Day](#) on June 28, 2023. Certain assumptions have changed, including higher expected CAD/USD FX and lower expected core adjusted effective tax rate

(2) For a full description and reconciliation of Non-GAAP measures, see CPKC's Q4 2024 Earnings Release on [investor.cpkcr.com](#)

(3) For a full description and reconciliation of Non-GAAP measures, see CPKC's Q4 2024 Unaudited Combined Summary of Supplemental Data on [investor.cpkcr.com](#)



OUR MARKETS (2024 FREIGHT REVENUE)



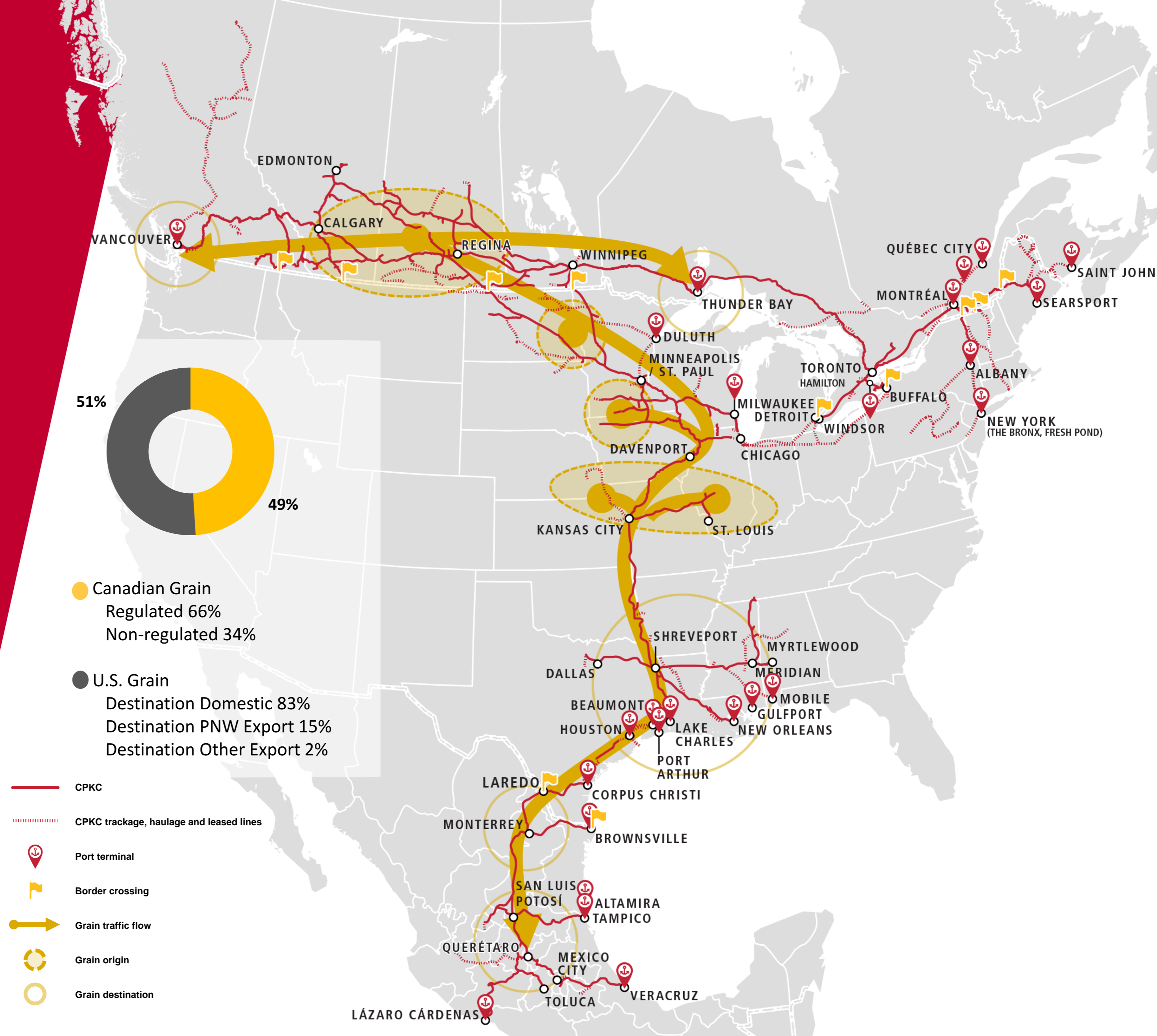
BULK GRAIN

Grain is our largest market segment and we are the best at servicing it. CPKC is the only Class 1 railway with meaningful grain franchises in both Canada and the U.S. Our network is strategically positioned through the heart of the grain-producing regions of Western Canada and the Upper Midwest. We provide direct access from high-throughput unit train loading elevators to markets in the southern U.S. and Mexico, and to major export port terminals for shipments overseas.

SPOTLIGHT

The future of grain transportation

At the end of 2024, ~50% of the high-throughput elevators we service in Canada are 8,500-foot High Efficiency Product™ capable (“HEP”), and we are working with our customers to add the HEP model to their elevators in the U.S. and Mexico as well. The 8,500-foot HEP grain train, when combined with our investment in new hopper cars, enable >40% more grain to be moved per train, with 30% fewer cycles and ~300 fewer train starts.



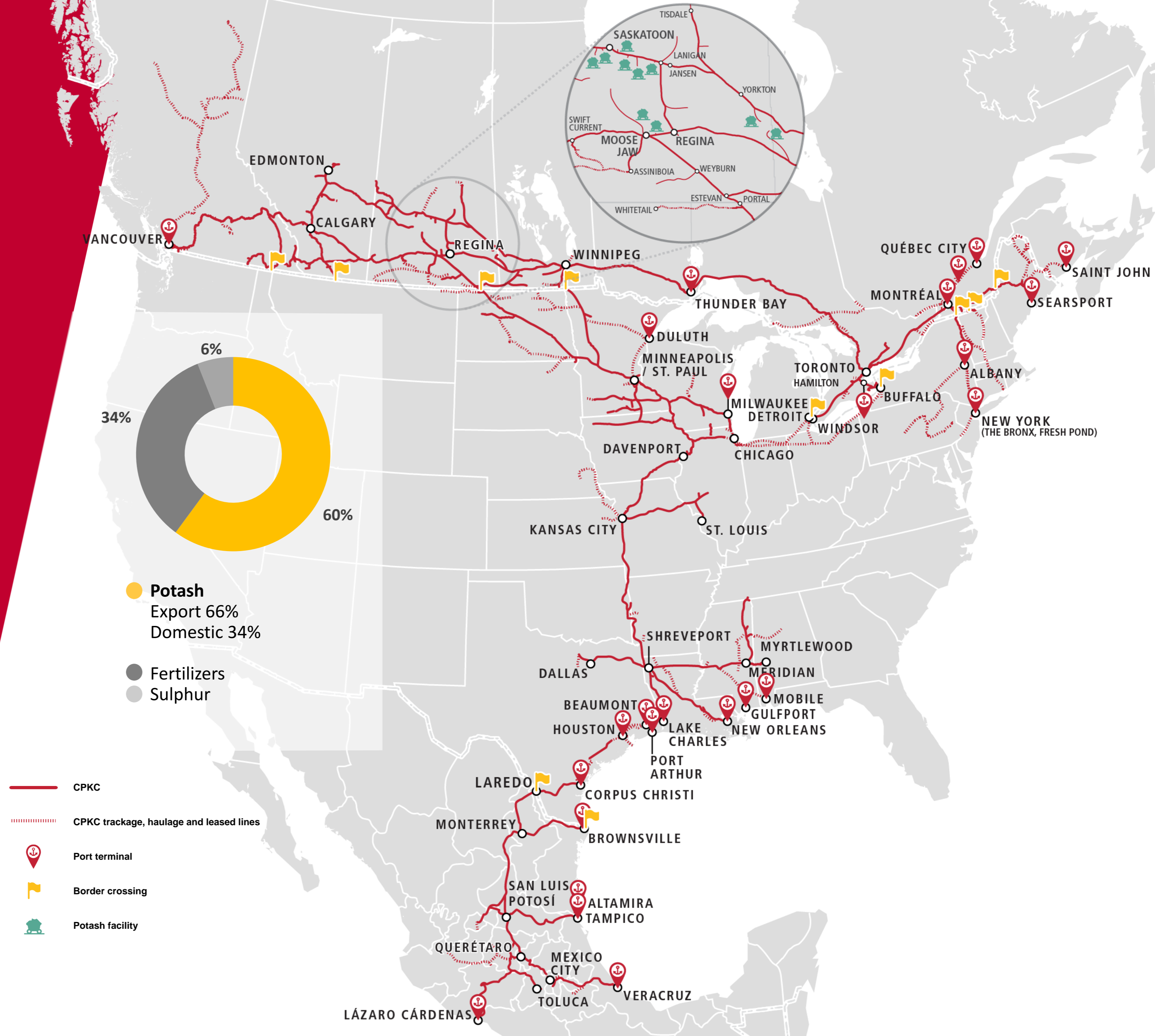
BULK POTASH, FERTILIZER AND SULPHUR

CPKC serves major potash and nitrogen facilities from Canada, combining direct service to Alberta production and Mississippi River system terminals with significant interline business from other carriers. Our extensive network and interline agreements give us the ability to help transport agricultural inputs across North America and beyond.

SPOTLIGHT

Building a more resilient supply chain

As the leading carrier of export potash, CPKC is using its' extended network to build resiliency into this critical supply chain. We have the opportunity to develop a new export terminal in Port Arthur, Tx., which will add another outlet to move potash and other bulk products to markets overseas.



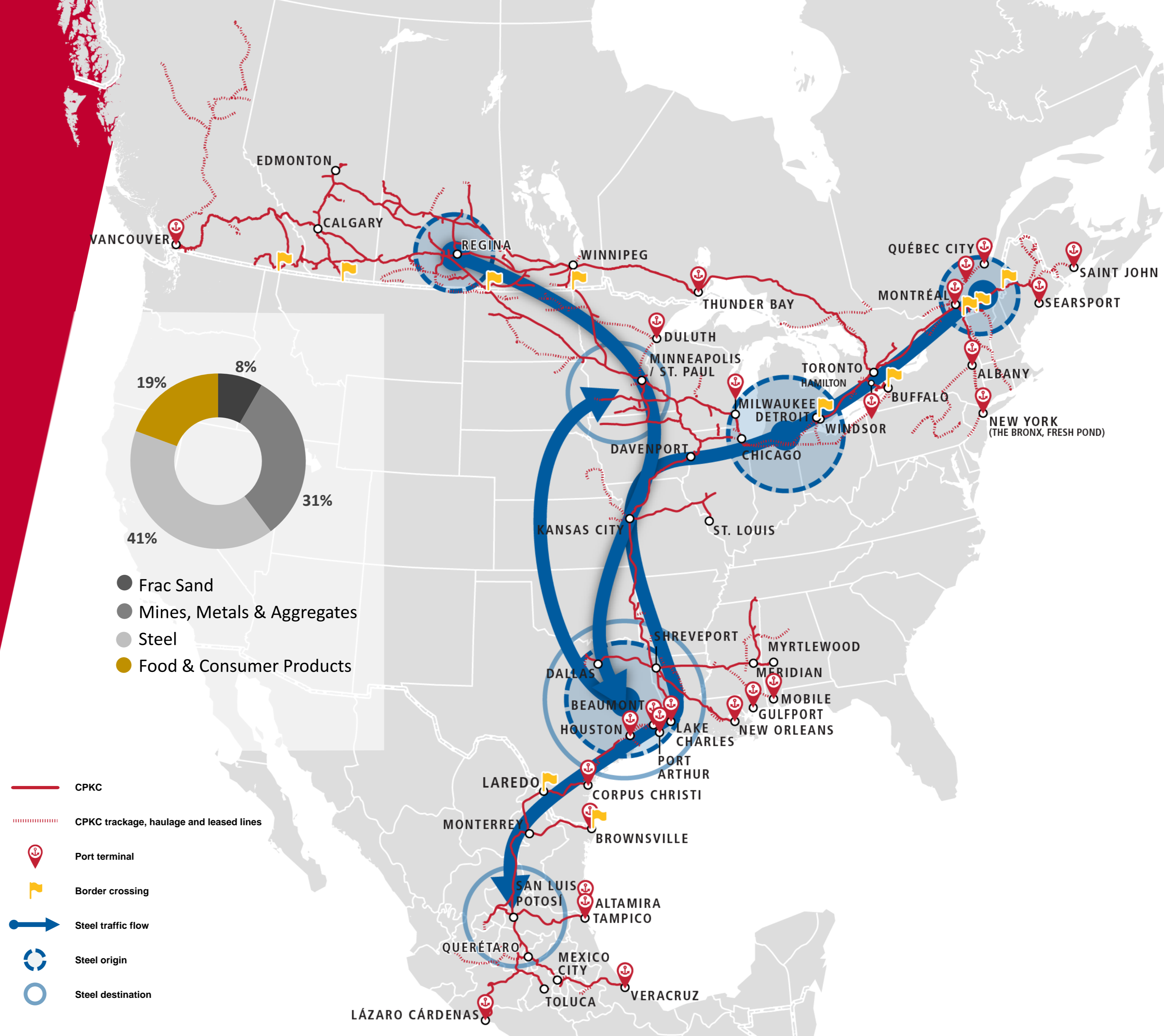
MERCHANDISE METALS, MINERALS & CONSUMER PRODUCTS

CPKC is the only railway that directly connects Canadian and U.S. steel mills with the growing Mexico manufacturing corridors. In turn, we also connect Mexico steel production with the U.S. and Canada, along with products such as cement, limestone and foundry sand to major construction, production and energy markets across North America.

SPOTLIGHT

Expanding the steel supply chain

CPKC's network connects rapidly expanding steel production across North America with key end markets. Our rail network is enhanced by strong partnerships with transload operators to provide safe, reliable and efficient dock-to-dock delivery.



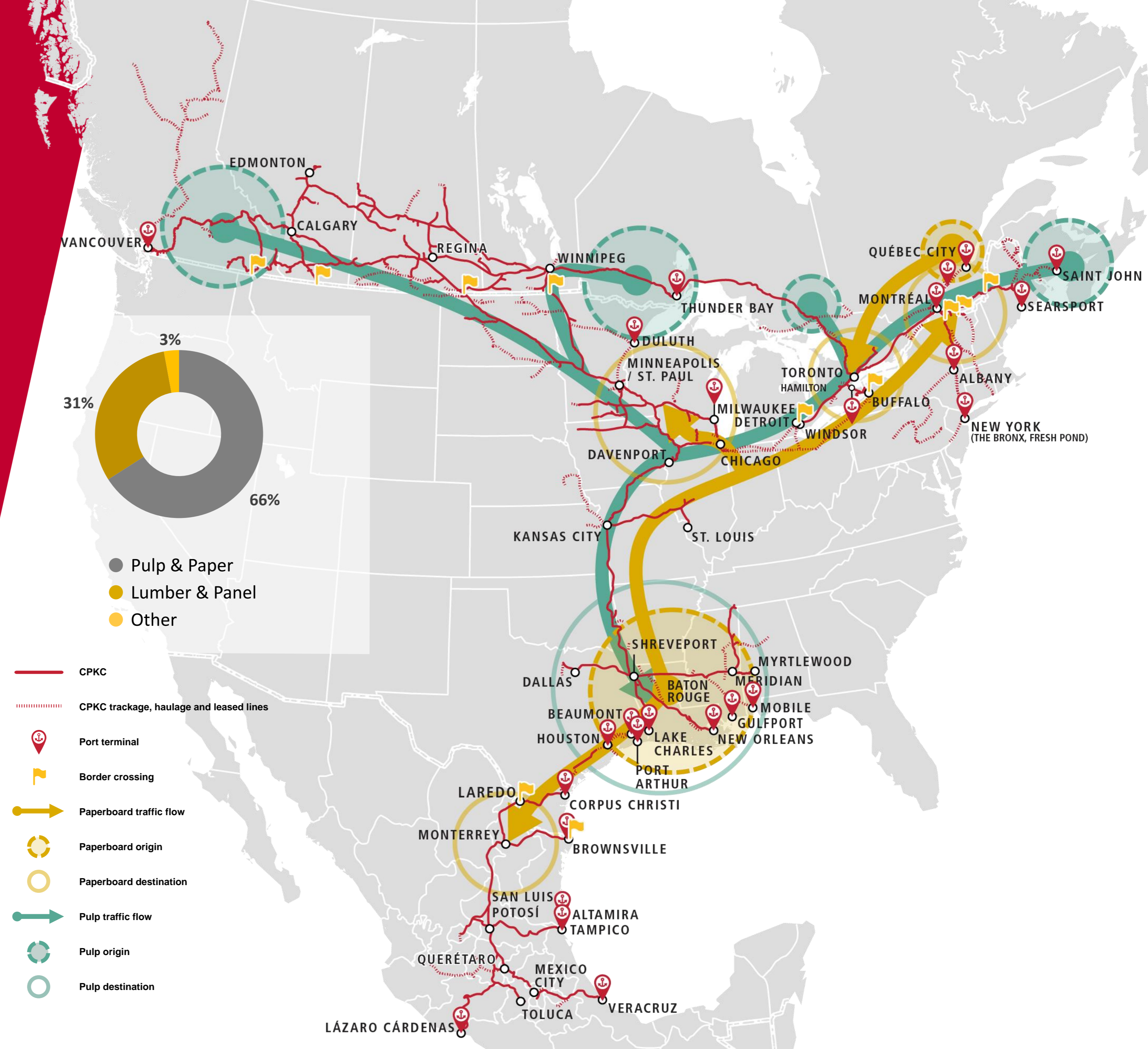
MERCHANDISE FOREST PRODUCTS

Serving the pulp, paper and lumber industries, CPKC combines logistics expertise with decades of experience to ship forest products efficiently and cost effectively. We work with customers in major production areas in Canada and the U.S. to reach destinations across North America and beyond. In addition, our transport and handling processes are tested rigorously to help ensure safe and efficient delivery.

SPOTLIGHT

Maximizing the load

CPKC's expanded network offers our lumber customers the only high-speed, single-line rail solution connecting highly sought after Eastern Canadian lumber with the Dallas-Fort Worth metro area, one of the fastest growing construction markets in the U.S. Leveraging our transload partners, we are able to efficiently ship centre beams of lumber from Eastern Canada into Dallas, connecting two markets that did not previously have an efficient, single-line rail option. CPKC is then able to reload the same centre beams with yellow pine from the Southeast U.S., and ship them back north.



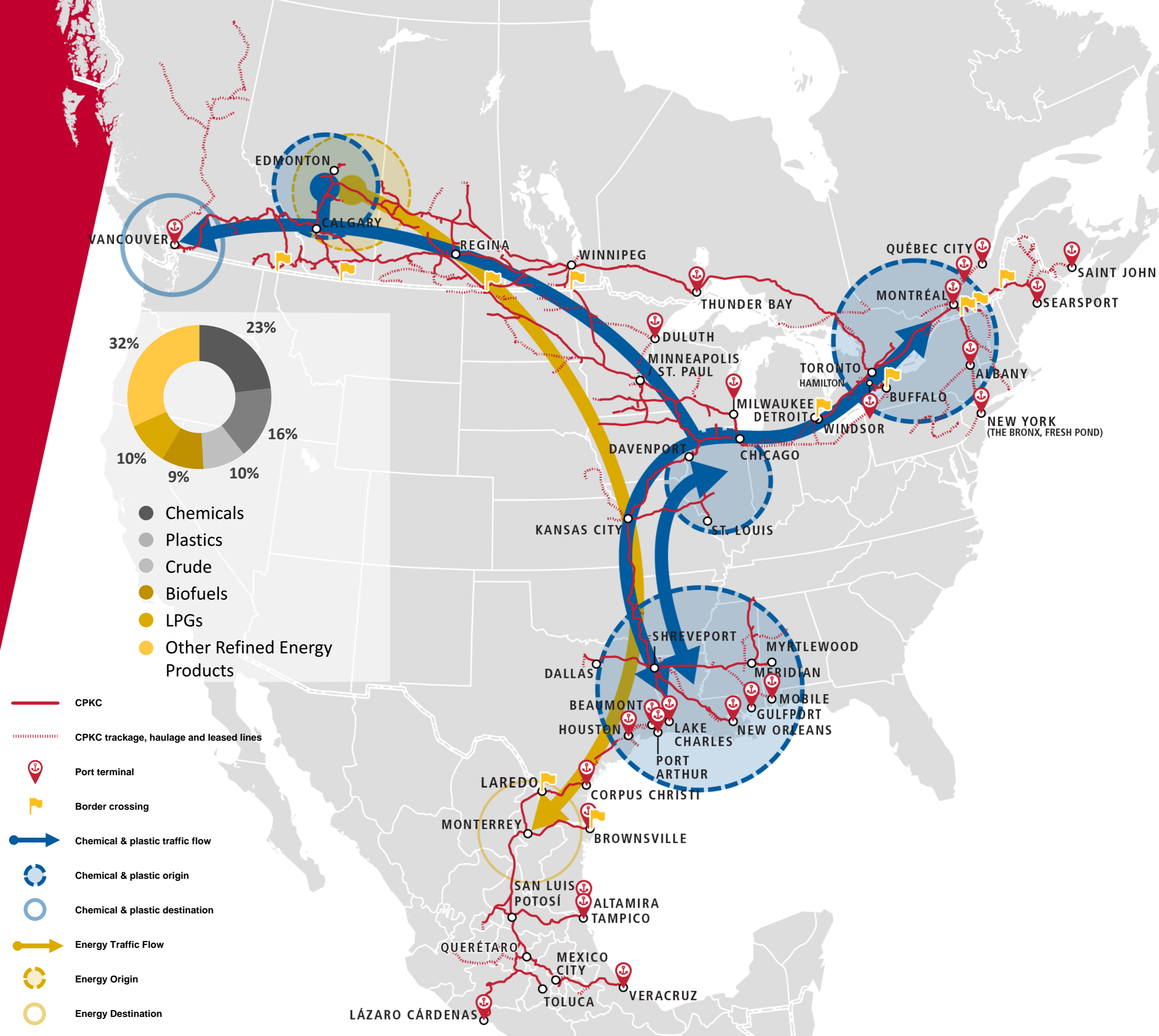
MERCHANDISE ENERGY, CHEMICALS & PLASTICS

With unparalleled reach across North America, and to major ports, CPKC is uniquely positioned to move ECP products across the continent and to major export markets. With our unique access into major industrial centres in Alberta and the Gulf Coast, CPKC can help our customers expand their supply chains and win in new markets across North America. The CPKC network offers unique single-line synergy opportunities to move ECP products from Alberta to the Gulf Coast and Canada.

SPOTLIGHT

Renewable fuels

CPKC is leveraging our unique end-to-end renewable fuel franchise to create optionality for customers and drive growth. As Canada shifts from the consumption of conventional diesel and gasoline to renewable fuels, our network is connecting Gulf Coast supply with new areas of demand. The CPKC network is also providing export options for surplus Canadian diesel, creating safe and efficient backhaul shipments to the U.S. and Mexico.



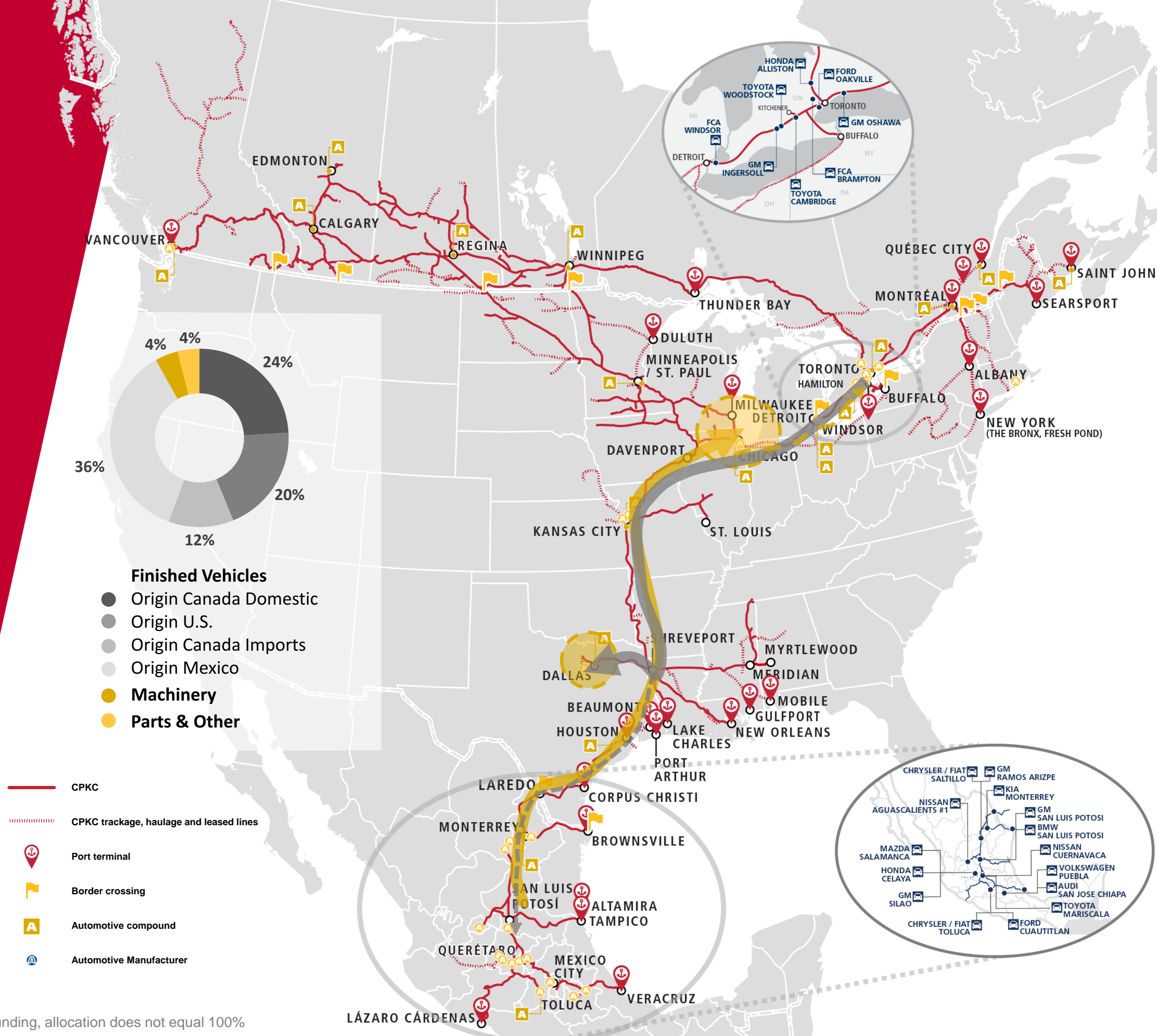
MERCHANDISE AUTOMOTIVE

CPKC's extensive rail network and vehicle distribution centres provide manufacturers with direct rail access to automotive compounds across Canada, the U.S. Midwest and Mexico. Assembly plants have direct routing options to major markets including Chicago, Dallas, Houston, the Twin Cities, Kansas City, as well as markets within Canada and Mexico. CPKC has access to 25 automotive production facilities in North America, including 90% of the automotive assembly plants in Mexico.

SPOTLIGHT

A closed-loop solution

CPKC offers automotive customers the unique ability to create a closed-loop supply chain. Combining our superior access to automotive assembly plants in the greater Toronto area and Mexico, with automotive compounds located across our network, CPKC offers its customers the opportunity to place automotive equipment in a closed-loop supply chain – improving asset utilization, speed to market and consistency of service.



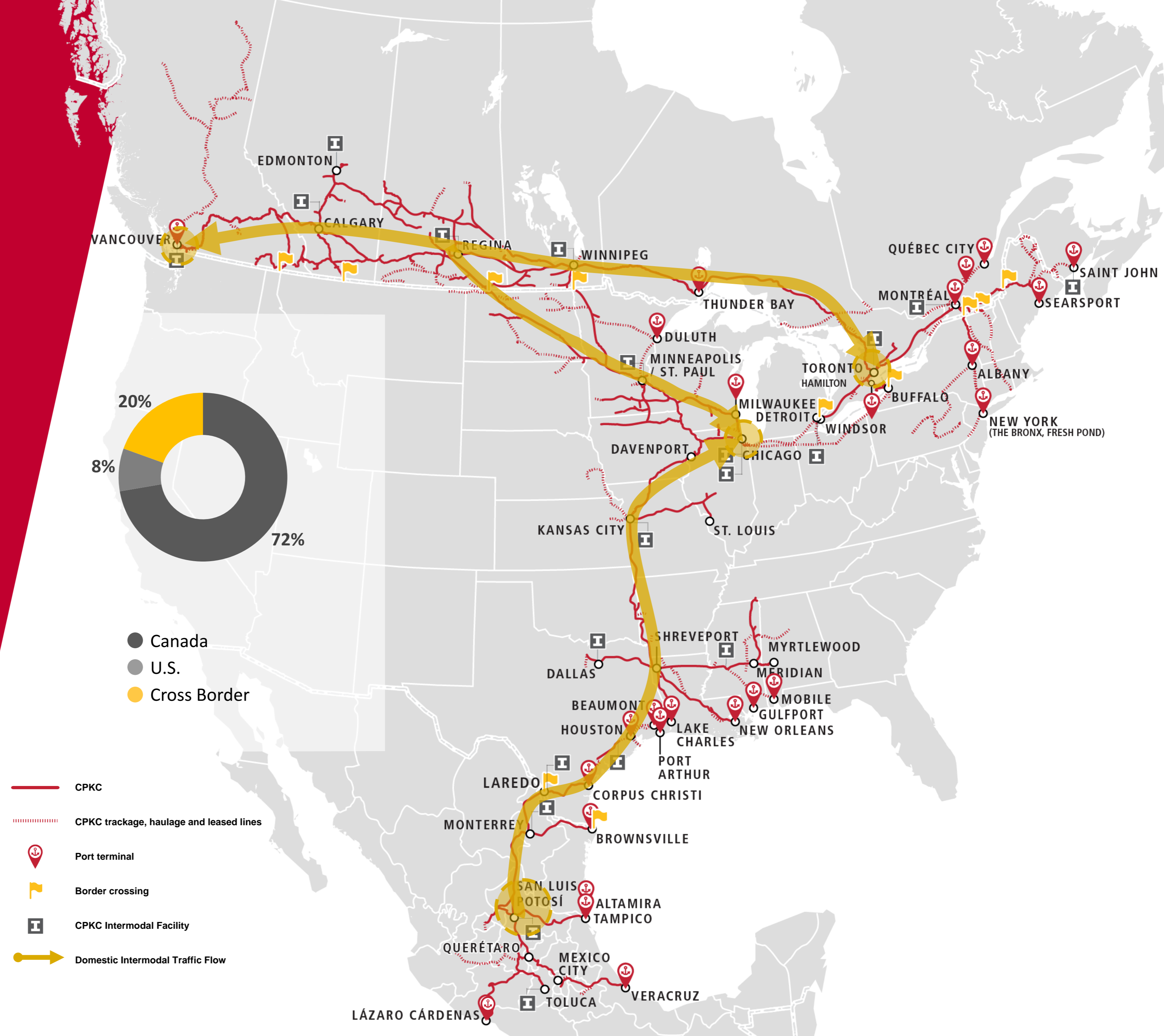
INTERMODAL DOMESTIC INTERMODAL

As the only single-line service connecting Mexico, the U.S. and Canada, we're capitalizing on our industry-leading performance and unparalleled reach to convert trucks to rail. Our unique cross-border advantage with truck competitive service and 24-hour rail crossing at the Laredo border (vs 16-hour per day for trucks) offers a superior alternative to over-the-road service.

SPOTLIGHT

Mexico Midwest Express (MMX)

Our flagship MMX service is the first and only single-line rail connection between Mexico and the U.S. Midwest. CPKC offers truck competitive daily intermodal service with the fastest transit times in the rail industry. Our superior service offers an environmentally-friendly alternative to trucking, reducing emissions and making highways safer.



INTERMODAL INTERNATIONAL INTERMODAL

CPKC is uniquely positioned as the first transnational railway connecting Canada, the U.S. and Mexico, bringing unrivaled reach to more major North American ports. Our 200-mile advantage has the shortest international intermodal routes from the East Coast into Montreal, Toronto and Chicago, with access to ports at Saint John, New Brunswick and Searsport. CPKC is also taking a leading role in growing trans-Pacific trade. Our vast network and unique access to key ports, including the Port of Vancouver and Port of Lázaro Cárdenas, connects the West Coast with key North American markets.

SPOTLIGHT

Port of Lázaro Cárdenas

CPKC is the only railroad to serve the Port of Lázaro Cárdenas. This port has two container terminals operated by APM Terminals and Hutchinson, respectively, with over two million TEUs of combined capacity and further multi-phase expansion plans in place. As Mexico benefits from industrial development and nearshoring, the Port of Lázaro Cárdenas has significant potential for growth





INVESTOR RELATIONS CONTACTS

Chris De Bruyn
VP Capital Markets

Ashley Thorne
AVP Investor Relations

403-319-3591
investor@cpkcr.com
investor.cpkcr.com

