

DELIVERING SUSTAINABLE MOBILITY TO CANADIANS

YVES DESJARDINS-SICILIANO

PRESIDENT AND CHIEF EXECUTIVE OFFICER, VIA RAIL CANADA

January 31, 2017 — Halifax Chamber of Commerce

GOVERNANCE

MANDATE

Provide a safe, cost-effective and environmentally responsible service from coast to coast in both official languages

SHAREHOLDER

Government of Canada / Minister of Transport

BOARD OF DIRECTORS

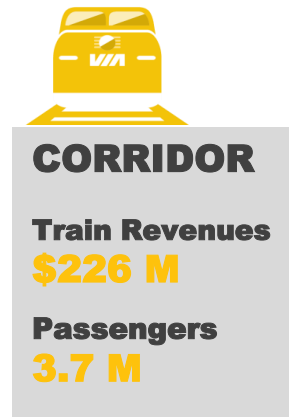
13 Members appointed by the Government (3 vacancies)



VIA RAIL'S SERVICES (2016 – PRELIM.)

03

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VIA Rail passengers

- 2016: 3,974,004 (+4.1%)
- 2015: 3,817,871 (+0.5%)
- 2014: 3,800,179 (-2.3%)



VIA RAIL IN THE MARITIMES

ATLANTIC'S BEST WINDOW: THE *OCEAN*

FIRST TRIP: JULY 3, 1904

- Fresh meals, regional specialties and Canadian wines while the landscape unfolds around you
- **1,346 kilometers - 28 stops** : along the St. Lawrence River, crosses the Matapédia valley and links the cities of Campbellton, Moncton, Truro and Halifax
- **Wi-Fi available** in the service car
- **3 departures/week** between Montréal and Halifax
- **Sleeper Plus**
 - Includes meals
- **Fares**
 - Economy – starting at 120\$ up to \$281
 - Sleeper Plus - starting at \$358 (off-peak) up to \$530 (peak)



CURRENT OFFER – EXPIRES FEB 6TH

ECONOMY

HALIFAX

MONCTON

CAMPBELLTON

BATHURST

<div><div>HOT DEAL /</div><div><div>Halifax, NS</div><div>Montréal, QC</div></div><div><div>120\$</div><div>STARTING AT \$97*</div></div></div>	<div><div>HOT DEAL /</div><div><div>Halifax, NS</div><div>Moncton, NB</div></div><div><div>51\$</div><div>STARTING AT \$42*</div></div></div>	<div><div>HOT DEAL /</div><div><div>Halifax, NS</div><div>Québec City (Sainte-Foy), QC</div></div><div><div>99\$</div><div>STARTING AT \$80*</div></div></div>	<div><div>HOT DEAL /</div><div><div>Moncton, NB</div><div>Montréal, QC</div></div><div><div>104\$</div><div>STARTING AT \$85*</div></div></div>	<div><div>HOT DEAL /</div><div><div>Moncton, NB</div><div>Halifax, NS</div></div><div><div>51\$</div><div>STARTING AT \$42*</div></div></div>	<div><div>HOT DEAL /</div><div><div>Moncton, NB</div><div>Québec City (Sainte-Foy), QC</div></div><div><div>82\$</div><div>STARTING AT \$66*</div></div></div>
<div><div>HOT DEAL /</div><div><div>Campbellton, NB</div><div>Montréal, QC</div></div><div><div>72\$</div><div>STARTING AT \$58*</div></div></div>	<div><div>HOT DEAL /</div><div><div>Campbellton, NB</div><div>Toronto, ON</div></div><div><div>121\$</div><div>STARTING AT \$106*</div></div></div>	<div><div>HOT DEAL /</div><div><div>Bathurst, NB</div><div>Montréal, QC</div></div><div><div>80\$</div><div>STARTING AT \$65*</div></div></div>	<div><div>HOT DEAL /</div><div><div>Bathurst, NB</div><div>Québec City (Sainte-Foy), QC</div></div><div><div>60\$</div><div>STARTING AT \$48*</div></div></div>	<div><div>HOT DEAL /</div><div><div>Bathurst, NB</div><div>Ottawa, ON</div></div><div><div>107\$</div><div>STARTING AT \$87*</div></div></div>	

CURRENT OFFER – EXPIRES FEB 6TH

SLEEPER PLUS

HALIFAX

○ Halifax, NS
○ Québec City (Sainte-Foy), QC

Sleeper Plus class - Cabin for 2 / per person

~~318\$~~ STARTING AT **\$212***

HOT DEAL /

○ Halifax, NS
○ Montréal, QC

Sleeper Plus class - Cabin for 2 / per person

~~358\$~~ STARTING AT **\$239***

MONCTON

○ Moncton, NB
○ Montréal, QC

Sleeper Plus class - Cabin for 2 / per person

~~343\$~~ STARTING AT **\$229***

HOT DEAL /

CAMPBELLTON

○ Bathurst, NB
○ Montréal, QC

Sleeper Plus class - Cabin for 2 / per person

~~264\$~~ STARTING AT **\$177***

HOT DEAL /

CURRENT SERVICE IN THE MARITIMES

Train # 14 – Leaves Montréal Wednesdays, Fridays and Sundays at 7:00 p.m.

3 departures / week



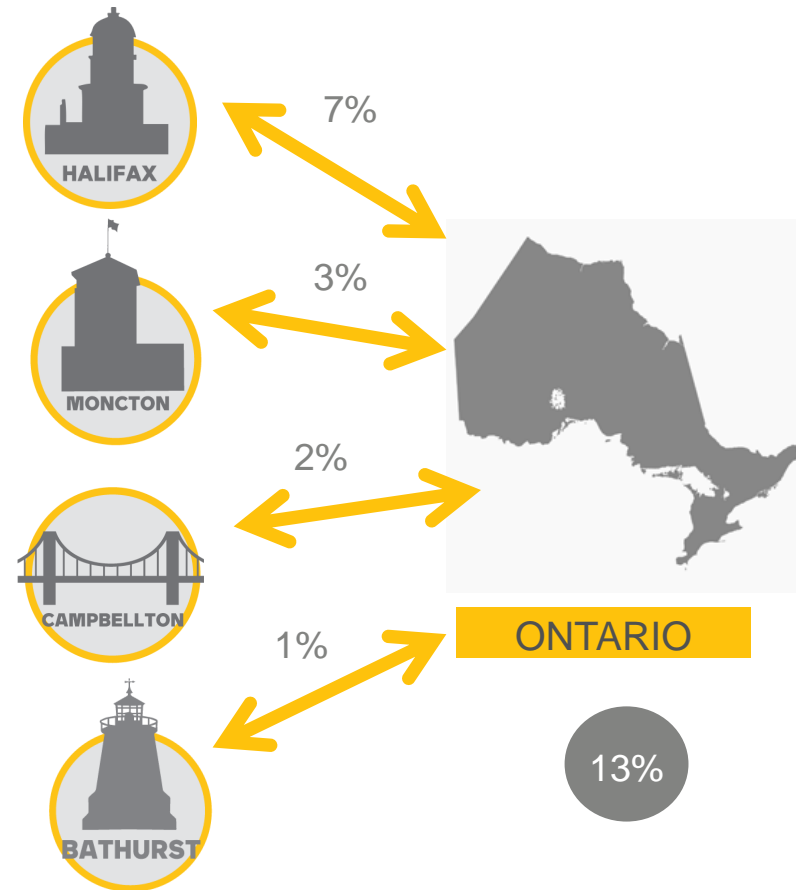
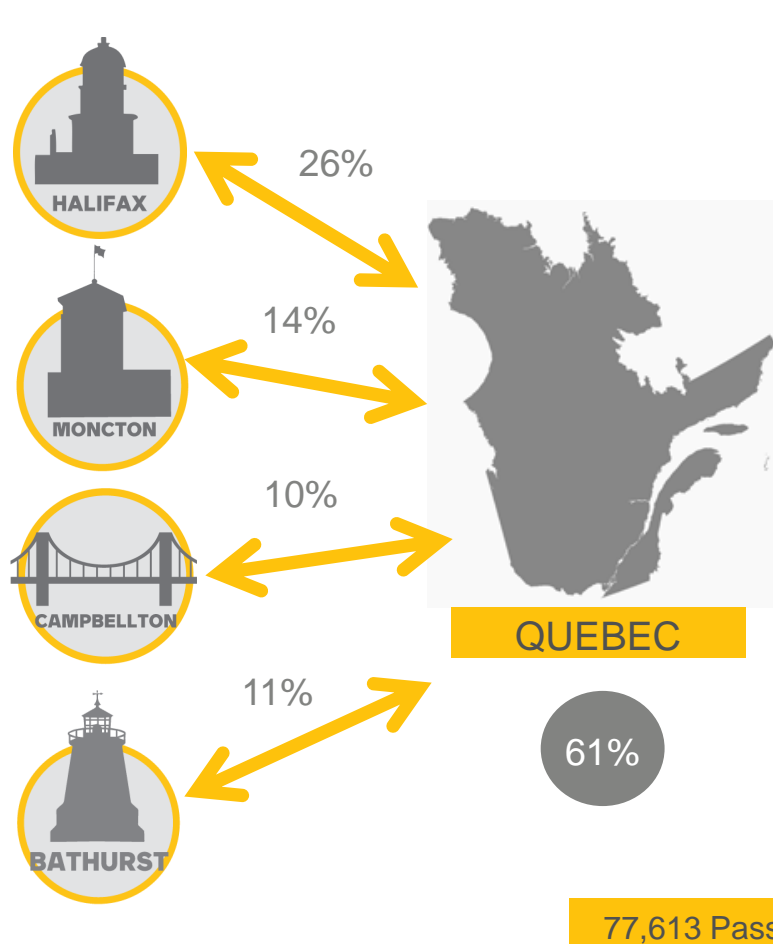
3 departures / week

Train # 15 – Leaves Halifax Wednesdays, Fridays and Sundays at 1:00 p.m.

MARITIME TRAFFIC

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INTERMODALITY – MARITIME BUS

Maritime Bus connections across the region

From **WOLFVILLE-ACADIA UNIV** to **MONCTON**

Feb 02 Thu	Feb 03 Friday	Feb 04 Sat
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Sorted by:
Train
Departure ▲
Arrival ▲
Duration ▲

09:40 AM 17:17 PM 7 hrs 37 m

621
Bus
09:40 AM 11:15 AM **WOLFVILLE-ACADIA UNIV - HALIFAX**



Economy Plus



Operated by: Maritime Bus.

Maritime Bus operates intercity coach service in Eastern Canada (New Brunswick, Nova Scotia, Prince Edward Island and parts of Quebec). For more information, please visit www.maritimebus.com.

VIA Rail Canada and Maritime Bus are not liable for missed connections or missed flights.

connection
1 hr 45 m

15
13:00 PM 17:17 PM **HALIFAX - MONCTON**



Economy - Escape fare

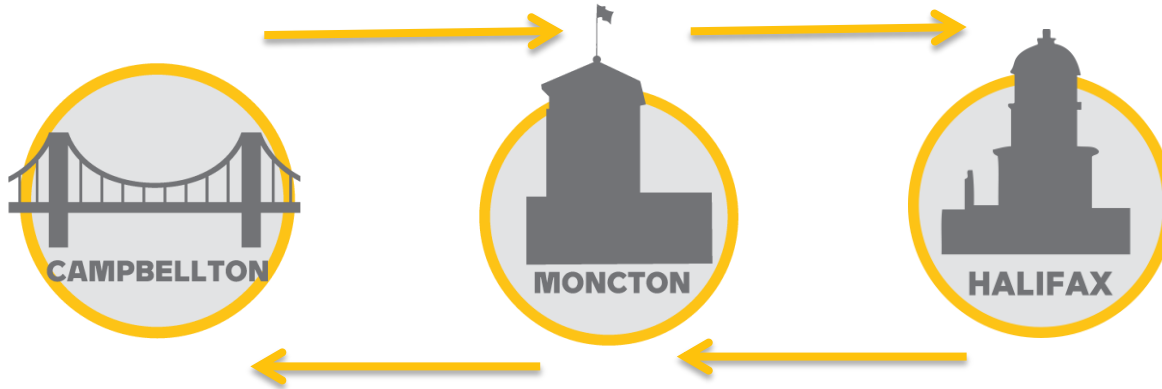


Select and continue

PLANNING FUTURE SERVICES IN THE MARITIMES

1. Regional services

1 early morning departure / day (Monday to Friday)



1 late afternoon departure / day (Monday to Friday)

2. Halifax Commuter Rail Service

Discussions with the Halifax Regional Municipality

** Both services to run on CN tracks*

VIA RAIL IN HALIFAX

- Station built in 1928
- Number of employees: Peak: 94 / Off Peak: 58
- In 2016
 - 15,683 passengers departed from Halifax
 - 15,960 passengers arrived in Halifax



HOLIDAY SEASON PERFORMANCE

- From December 18th to January 6th
- 24 trains – 6 additional departures for the 3rd consecutive year
- 7,600 passengers – up 2.7% compared to 2015

Most popular destinations





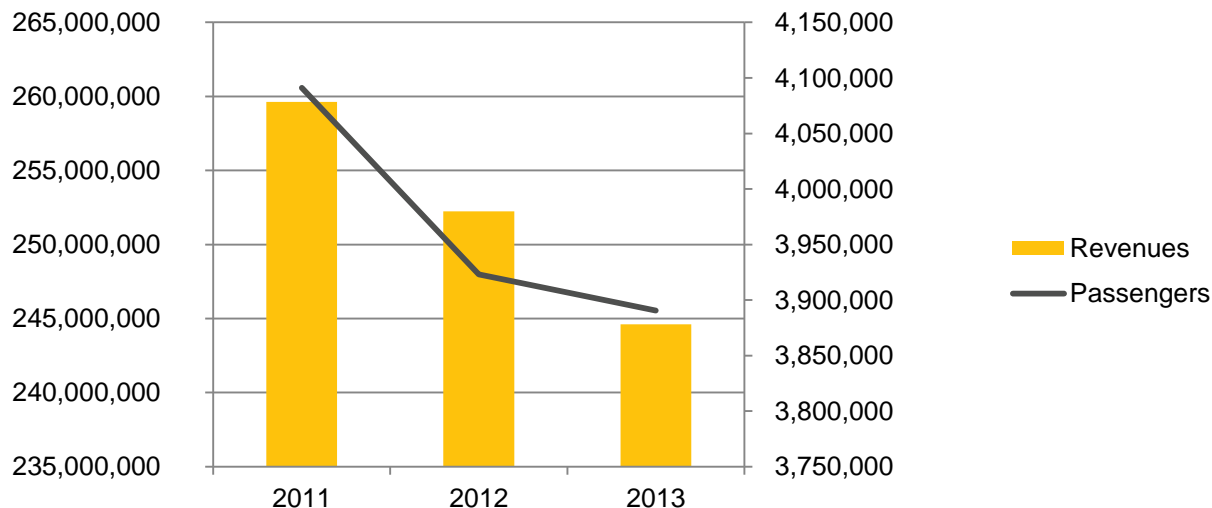
VIA RAIL'S TRANSFORMATION

MAY 2014 - THE OBSERVATION: SOMETHING HAS TO CHANGE

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REVENUES AND RIDERSHIP 2011-2013





VISION 2020

- Grow both revenues and ridership by focusing on the customer and the employees
- Develop a strategy to ensure long term viability: focus on what we control

WHAT VIA RAIL CONTROLS: OUTSTANDING CUSTOMER SERVICE

- On Train Services
- In Stations
- Customer Centers
- Customer Relations



WHAT VIA RAIL CONTROLS : BE AN EMPLOYER OF CHOICE

- 40% of our employees will be retiring over the next five years

Priorities

- Attract and develop talent
- Diversity and inclusion
- Health and well-being
- Employee engagement

2020 Objectives

- Increase the talent pool
- Increase gender diversity to 50% for management positions
- Hire 10% from Armed Forces, veterans and reservists

LISTENING TO EMPLOYEES AND CLIENTS

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EMPLOYEE MEETINGS



ENGAGING WITH CLIENTS



Josh Flower @josh_flower · Aug 27

@VIARailPrez @viarailcanada wow via rail, blowing my mind w scrambled tofu for breaky! #vegan #serviceexcellence pic.twitter.com/SaAjtWx7bi

Reply Retweet Like



YvesDS

@VIARailPrez

@josh_flower @viarailcanada Happy you enjoy the veggie b'fast. Always a challenge to please all. So, nice to know when we please some.yds

WHAT VIA RAIL DOESN'T CONTROL: FREQUENCIES

Added since 2014

- 1 daily return train between Montreal and Toronto
- 2 daily return trains between Ottawa and Toronto
- 1 weekend train between Toronto and Windsor
- 2 daily returns between Ottawa and Quebec City
- 3 daily returns between Quebec City and Ottawa

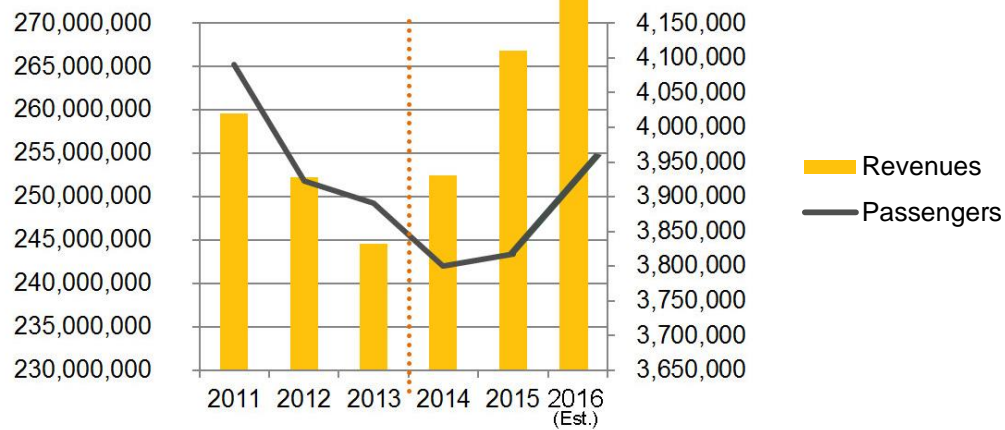
In planning

- 1 daily return-trip between Campbellton and Moncton
- 1 daily return between Moncton (NB) and Halifax (NS)
- 3 daily returns to Quebec City
- 2 daily returns between Toronto and London
- 1 daily return between Toronto and Stratford
- 2 daily returns between Windsor and Sarnia



END OF 2016 - CHANGE IS UNDER WAY:

REVENUES AND RIDERSHIP 2014-2016



LONG TERM STRATEGY: SUSTAINABLE MOBILITY

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Meeting customer needs

- Simplicity
- Flexibility
- Accessibility
- Efficiency
- Reliability



Inter-modality – a simplified travel experience



Inter-operability – maximizing infrastructure usage



A new corridor fleet



Dedicated passenger rail tracks

- Frequencies
- Speed
- Reliability





VIA RAIL'S DEDICATED TRACKS PROJECT



DISCLAIMER

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- The project for dedicated passenger rail is a VIA Rail management initiative and does not reflect Government of Canada policy or decisions.
- This data is part of a VIA Rail senior management project and is provided solely for information purposes. Certain information – financial or other – is preliminary and represents possible alternatives for this project.

PROJECT SUMMARY & BENEFITS / QUEBEC-MONTREAL-OTTAWA-TORONTO

COST

\$4.0 BILLION

LEVERAGES **\$1.5B** INVESTMENT IN CORRIDOR FLEET



ELECTRIFICATION: ADDITIONAL **\$2B+**



HOW



**HYBRID ELECTRIC
AND DIESEL**

USING NEW FLEET

WHEN

**4 YEAR
DEPLOYMENT**

CORRIDOR RIDERSHIP

9.9 MILLION BY 2030



BENEFITS

CARBON EMISSIONS AVOIDED
WITH DIESEL:

10.3 MILLION
tCO₂e
BY 2050

EQUIVALENT TO REMOVING **2.3M CARS**
FROM THE ROAD FOR A FULL YEAR

IF ELECTRIFIED:

13.9 MILLION
tCO₂e
BY 2050



EQUIVALENT TO REMOVING **3.1M CARS**
FROM THE ROAD FOR A FULL YEAR

50,000 PERSON-YEARS
OF CONSTRUCTION
RELATED JOBS



334,400

PERMANENT PERSON-YEARS OF
JOBS RESULTING FROM IMPROVED
ECONOMIC GROWTH OVER THE
PROJECT'S LIFECYCLE

**TRIPLE THE
NUMBER OF
TRAINS PER DAY
IN THE CORRIDOR**

IMPROVE ON-TIME
PERFORMANCE TO
OVER **95%**

REDUCE TRIP
TIMES
BY

1/4

GOVERNMENT OF CANADA SUBSIDY FOR CORRIDOR SERVICES

FOR VIA RAIL NOW:

\$150 MILLION

FOR VIA RAIL WITH
DEDICATED TRACKS:

\$0 (BY 2024)

HFR'S IMPACT ON THE MARITIMES

Achieving profitability in VIA Rail's services in the Corridor

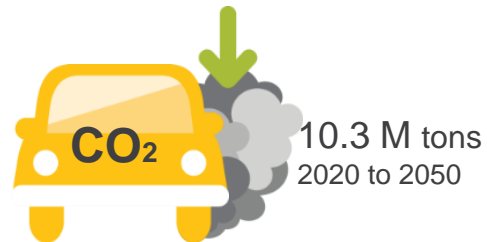


Additional funds to invest in other services

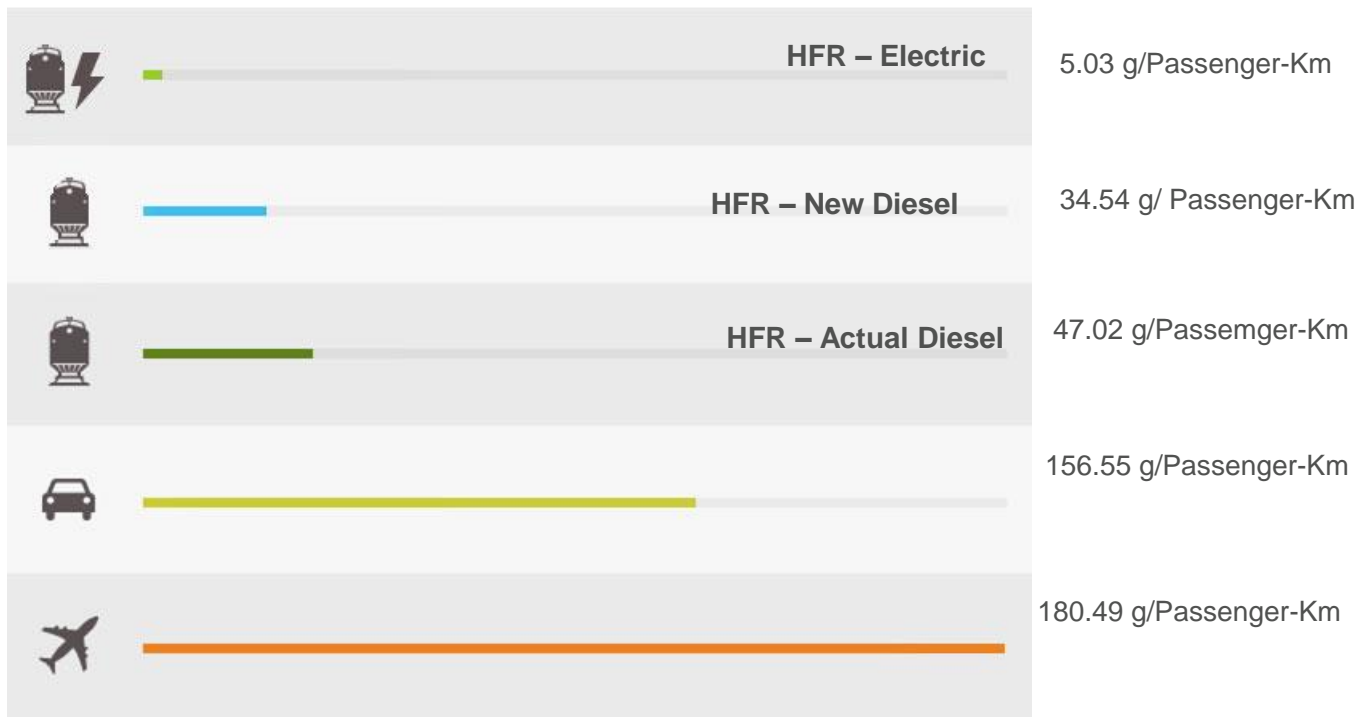


ENVIRONMENTAL IMPACT

ENVIRONMENTAL IMPACT



GREENHOUSE GAS EMISSIONS (PER KM OF TRAVEL)



2020 SUSTAINABLE MOBILITY STRATEGY

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3X

THE NUMBER OF TRAINS PER
DAY IN THE CORRIDOR /



3X

THE NUMBER OF
PASSENGERS IN THE
CORRIDOR (2024)



98%

REDUCTION
IN GHG /



12.5M

TONS REDUCTION
IN GHG /



FEDERAL BUDGET 2016: GROWING THE MIDDLE CLASS

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- Fleet renewal
- Dedicated tracks
- Other investments

- Public safety
- Maintenance Centers and stations
- Grade crossings

IMPROVING RAIL SERVICE

“ VIA Rail has developed a proposal for a high-frequency rail service within the Windsor-Quebec City corridor that could see VIA Rail operate on dedicated tracks exclusive to its services. **This could permit increased service frequencies, improved on-time performance and reduced trip times.** “ Federal Budget 2016

THE FUTURE OF VIA RAIL

- Service improvements
- More frequencies
- More reliable service
- Shorter trips

- Cleaner air
- Productive travel
- Connected cities
- A better future





#VIA_RAIL

IS ON BOARD
EST PARTANT