1. **What is the CanaPux™ solid bitumen pellet?**
   Heavy crude oil (bitumen) is combined with polymers, a form of recyclable plastic that both thickens the crude oil into a solid shape and encases it with a protective shell. The pellets move best in open topped gondola railcars, similar to how we move coal.

2. **What are the environmental safety benefits of solid bitumen pellets?**
   The pellet is not flammable or explosive, will float in water and nothing can leach or dissolve into the environment. It does not create dust.

3. **What happens to the pellets in the event of a derailment?**
   They will simply need to be picked up. That could be done by hand, with construction equipment, nets, booms or vacuums.

4. **What are the economic benefits of solid bitumen and this potential supply chain?**
   - It has the potential to diversify Canada's energy markets and contribute to the economic growth of Alberta, British Columbia, and Canada.
   - Diversification to offshore markets reduces discounting by U.S. refiners.
   - Investment, job creation and increased utilization of existing West Coast port terminals.
   - Increased government revenues through royalties and taxes.

5. **Can this technology be used on all types of crude oil or even on refined products such as diesel?**
   While it may be possible to solidify lighter crude oils or refined products using this technology that has not yet been explored. This technology has been designed for bitumen.

6. **What are CN's next steps in developing the technology and seizing market opportunities?**
   The initial patent filing was made in March 2016. When the patents are obtained (expected to be in the fall of 2017), CN plans a commercial roll out of its proprietary solid bitumen pellet technology in collaboration with a range of industry participants.

7. **Why did you choose InnoTech Alberta to partner with on this project?**
   InnoTech Alberta has a long history and a deep understanding of heavy crude oil. They have a strong knowledge of the resource sector with a dedication to innovation and excellence. That makes them the ideal partner for CN.

8. **Will bitumen in diluted or neat form still be transported by CN?**
   Yes, and ultimately the choice of how bitumen is moved will be up to the shipper to determine.

9. **Will this replace pipelines?**
   No, solid pellets are a niche market that we believe will be of particular interest to companies that are not pipeline connected.

10. **Won't this take capacity on your rail line away from other products?**
    CN has existing capacity to move additional carloads and we continue to invest in our network to handle future business safely and efficiently.