

Speaking Notes

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VIA RAIL CANADA
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CHECK AGAINST DELIVERY**

Our Vision

I would first like to welcome all of our guests participating in VIA's second annual public meeting here in Winnipeg, and across Canada by means of the Internet.

Je souhaite la bienvenue à tous nos invités participant à la deuxième assemblée publique annuelle de VIA Rail ici à Winnipeg et dans l'ensemble du Canada par Internet.

These are exciting times for VIA. We are preparing passenger rail in Canada for the future – and with support from the Government of Canada, it is a future we look to with confidence and enthusiasm.

Over the past few years the Government has invested almost \$1 billion to update and modernize the national service. And in the last federal budget, the Government announced additional operating and capital funding for VIA for 2012.

I want to thank the Government for its continued support and vision. We share a common goal: building a stronger, financially sustainable rail network that meets market demand and the needs of Canadians.

Notre plan en vue d'atteindre ce but comporte trois volets :

Premièrement, les investissements en immobilisations nous procurent le matériel roulant et les ressources nécessaires pour fournir les bons types de produits et de services demandés par les clients. Nous modernisons nos locomotives et nos voitures voyageurs afin d'offrir un service plus rapide, plus efficace et plus fiable. Nous augmentons la capacité des voies ferrées afin de répondre à la demande croissante du marché pour des services ferroviaires voyageurs dans le corridor Québec — Windsor. De plus, nous améliorons les installations destinées aux voyageurs et les gares dans l'ensemble du Canada, avec des projets comme celui que nous venons d'annoncer

vendredi dernier — des travaux de 6,5 millions de dollars visant l'amélioration de la gare, ici à Winnipeg.

Deuxièmement, VIA transforme son modèle d'entreprise afin d'exercer ses activités de façon plus efficace en vue d'accroître la valeur que nous offrons à nos clients, tout en réduisant le besoin de financement d'exploitation gouvernemental.

Troisièmement, notre objectif consiste à servir les différents marchés où nous sommes présents de la façon la plus efficace possible, en harmonie avec les autres services de transport public offerts dans ces marchés.

VIA is making good progress on all three fronts. In 2011 we moved forward with capital investment projects, and more will be completed this year. And, as our Chief Financial and Administration Officer will explain in a moment, we have improved VIA's financial position significantly over the past two years.

In 2012 we will continue this transformation. Earlier this year we added new train services in the Montreal-Ottawa-Toronto triangle, and we will be adding more in the future to meet market demand. And we will continue to develop new partnerships to integrate our services with those of others, to achieve the best mix of transportation to fit different markets. Our objectives are:

- To fine-tune VIA services, schedules and fares to serve markets more efficiently;
- To partner with other passenger services by aligning our schedules and selling their fares on VIA's website; and
- To make service adjustments that most effectively reduce costs and increase revenues.

Better integration and alignment with markets will allow VIA to focus energy and resources on delivering more value to customers, in markets where demand is high and growing.

These are the right changes for passenger rail in Canada. We need a new kind of passenger rail service for the 21st century. As we move forward, we are on track to achieve significant improvements in VIA's overall performance by 2017, Canada's 150th anniversary.

We are building a strong, resilient national passenger service that will deliver better service to Canadians at less cost to taxpayers – a service that is capable of growth for the future.

Nous bâtissons un service voyageurs national solide et résilient qui permettra de fournir de meilleurs services aux Canadiens tout en réduisant les coûts pour les contribuables – un service capable de croissance pour l'avenir.

Merci. Thank you.