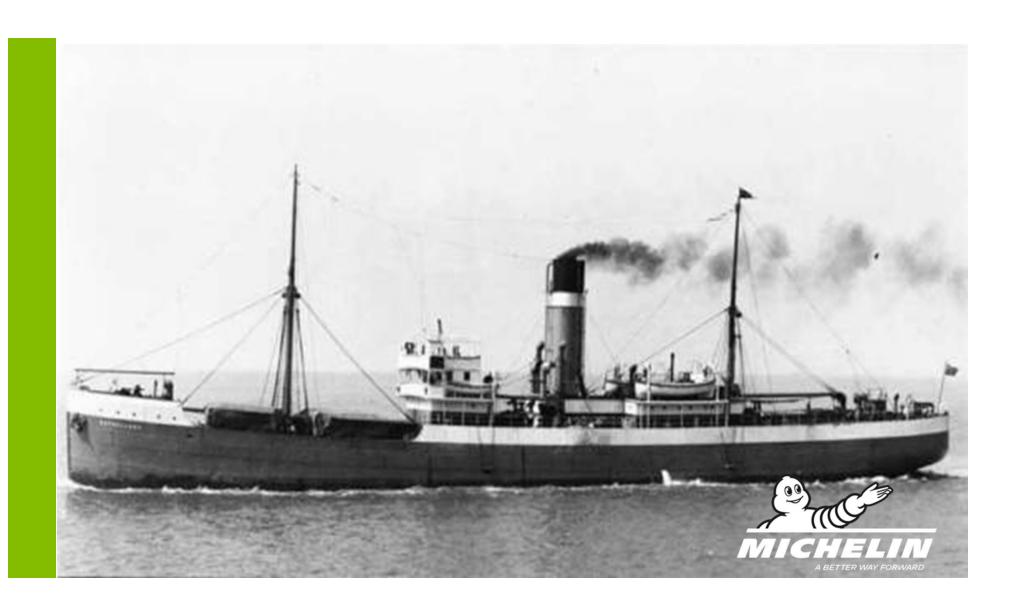




PLANES, TRAINS, SHIPS AND TRUCKS YESTERDAY - TODAY : PROGRESS IS HAPPENING!



















WHERE ARE WE HEADED?





WHAT ARE OUR NEXT STEPS IN TRANSPORT?





LET'S TALK ABOUT NEW GENERATION WIDE BASE SINGLE (NGWBS)



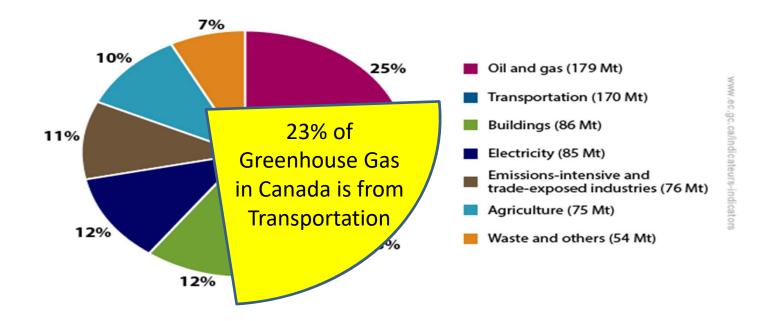
MICHELIN NORTH AMERICA (CANADA) INC.

- Approximately 3,450 Michelin employees in Canada
- Michelin established commercial sales force in 1940
- Michelin established production facilities in Nova Scotia in 1969; First tire produced in 1971
- Michelin Canadian Headquarters in Laval, QC with 150 employees including field sales force
- New Generation Wide Base Tires are manufactured in Waterville, NS.



NEW GENERATION WIDE BASE SINGLE TIRES: BENEFITS

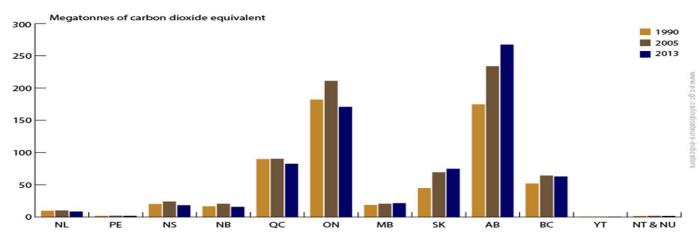
GREENHOUSE GAS EMISSIONS IN CANADA





GHG EMISSIONS AND THE TRUCKING INDUSTRY

- Transportation is key to the success of the Canadian economy
- Motorized transportation is a GHG intensive industry
- In spite of a downward trend in air pollution emissions since 1990, it continues to be a major emitter





ENVIRONMENT CANADA RECOGNIZED BENEFITS OF NGWBS TIRES

- GHG emissions reductions of 8.5 tonnes per truck per year (the equivalent of taking 1.8 passenger vehicles per truck off the road each year)
- Fuel savings up to 10% compared to dual tires
- Aligns with federal and provincial commitments to reduce emissions from the transportation sector

NGWBS tires have the potential to reduce GHG emissions from the transportation sector by up to 2.2 million tonnes. (The equivalent of 23,000 passenger vehicles per year.)



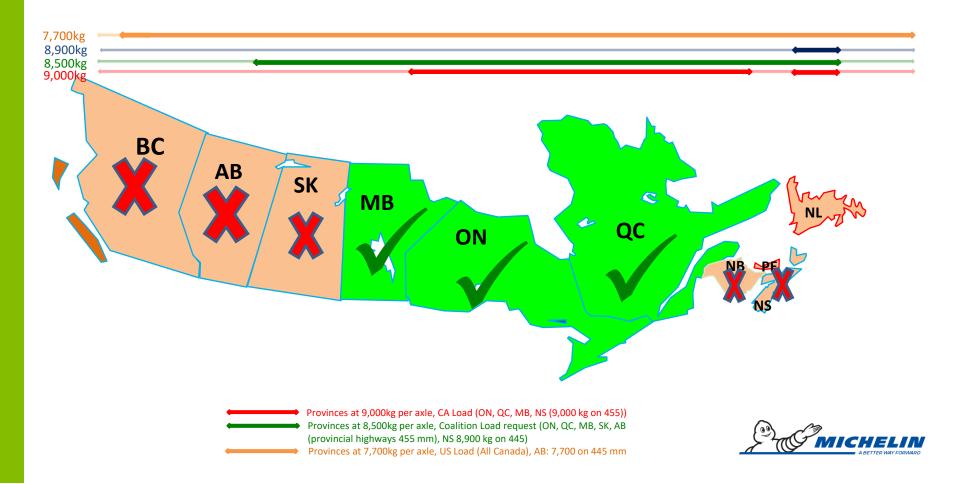
SAFETY AND COMPETITIVENESS

- Reductions in the numbers of both injury and fatality accidents on provincial highways
- Substantial cost savings in the trucking industry in terms of maintenance and other operating costs
- Increased productivity of truck, movements across Canada
- Increased competitiveness for the Canadian trucking industry with US counterparts

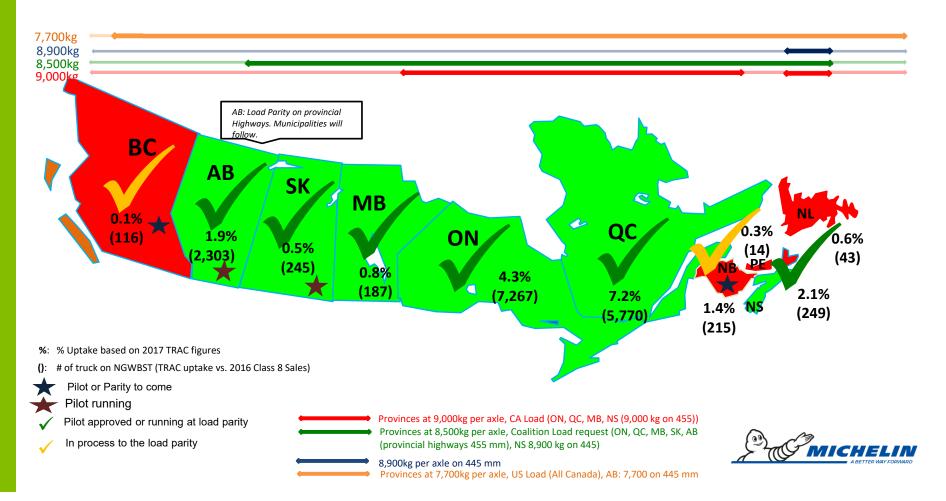




NGWBST: PROVINCIAL REGULATORY LANDSCAPE - 2015



CANADA NGWBST PROVINCIAL STATUS - NOVEMBER 2017



NGWBS TIRES: PROVINCIAL REGULATORY STATUS

| PROVINCE | NGWBS Tire STATUS | COMMENTS |
|----------|--|---|
| ВС | 7,700 kg per axle | Seeking load parity at 8,500 kg |
| AB | 8,500 kg per axle on 455 & 445; on Provincial Highways | Resolving concerns with municipal governments |
| SASK | 8,500 kg per on 455 mm on Mx X One only | N/A |
| MB | 9,000kg per axle | Provincial RTAC roads |
| ON | 9,000 kg per axle | Load parity since 2009 |
| QC | 9,000 kg per axle | Load Parity since 2008 |
| NB | 7,700 kg per axle | Seeking load parity at 8,500 kg |
| NS | 455mm will allow 9,000kg / 445mm will allow 8,900kg | Permanent Pilot |
| PEI | 7,700 kg per axle | Permit of \$25 for the fleet |
| NFL | 7,700 kg per axle | N/A |



NEXT STEPS

NEXT STEPS

British Columbia

BC is looking at approving a pilot project?

Alberta

- Provincial pilot approved for highways.
- Michelin and the Alberta Motor Transport Association are working with municipalities to resolve concerns related to infrastructure stress.

New Brunswick

• Transportation department in the process of looking at Pilot project for the province.



THANK YOU!

- On behalf of Michelin Canada Inc., thank you to the Task Force membership for the significant regulatory changes to allow load parity for NGWBS tires.
- Michelin would like to continue to work in partnership with the provinces to resolve any outstanding issues

Our goals:

- A national corridor for NGWBS tires
- Adding 8,500kg to the MOU



