

BRITISH COLUMBIA RAILWAY COMPANY

DIRECTORS' CONSENT RESOLUTION

SUBJECT – EXECUTIVE COMPENSATION DISCLOSURE REPORT

Verify that Executive compensation paid in 2017/2018 was within the approved Compensation Plan and approve the 2017/2018 Compensation Disclosure Report.

CONSIDERATIONS

BCRC's Compensation Plan was updated in 2016 and approved in 2017.

The undersigned, being the sole director of **BRITISH COLUMBIA RAILWAY COMPANY** (the "**Company**"), hereby consents in writing to the following resolution as of the 31 day of May 2018:

BE IT RESOLVED that:

- a. The Board is aware of the Executive compensation paid in 2017/2018 and compensation was within the approved Compensation Plan and complies with the Public Sector Executive Compensation Disclosure Guidelines (April 2018);
- b. The disclosed information is accurate and includes all compensation paid by British Columbia Railway Company, or its subsidiaries;
- c. There were no values of any pre- or post-employment payments made during the 12 month period before or after the term of employment to disclose.
- d. The Executive Compensation Disclosure Report as presented to the Board is approved.



GRANT MAIN

2017/2018 BRITISH COLUMBIA RAILWAY COMPANY COMPENSATION DISCLOSURE

BACKGROUND

British Columbia Railway Company (BCRC) is a Crown corporation incorporated under the British Columbia Railway Act.

BCRC's primary mandate is to acquire and hold railway corridor and strategic port lands and to make related infrastructure investments to provide benefits to the Province. Specifically:

- BCRC retains ownership of all former BC Rail railway lands and track infrastructure and is responsible for the management of its long-term lease with CN Rail.
- BCRC retains ownership of two strategic port terminal lands and is responsible for the management of its long-term leases with Kinder Morgan and Squamish Terminals.
- BCRC retains ownership of the Port Subdivision, the 24-mile railway line accessing the port terminals at Roberts Bank and is responsible for maintaining the track infrastructure and managing all train operations for CN, CP and BNSF to service Deltaport Terminal and Westshore Coal Terminal.
- BCRC's subsidiary, BCR Properties Ltd., is mandated to acquire and retain ownership of strategic lands which support port terminal operations.

On April 1, 2010, the shares of BCRC were transferred from the Province to the BC Transportation Financing Authority (BCTFA), resulting in BCRC becoming a wholly-owned subsidiary of the BCTFA, under the management control of the Ministry of Transportation and Infrastructure ("MoTI"). BCRC remains a self-supporting commercial Crown corporation and retains its legal and legislative authorities, assets and agreements.

BCRC'S COMPENSATION PLAN

Established within the Public Sector Compensation Guidelines, BCRC's approved Compensation Plan (the "Plan") identifies salary ranges that take into account: annual salary progression within the pay scales, employee performance, and individual career planning objectives. The Plan is also used to address retention issues and control salary costs from year to year. BCRC uses external professional Human Resources Consultants to analyze comparative markets for benchmarking compensation, benefits, and perquisites for all employees.

In June 2015, crown corporations were directed to implement a Common Compensation Philosophy for the B.C. Public Sector to embody the following four core principles:

CORE PRINCIPLES

Performance

Compensation Programs support and promote a performance-based (merit) organizational culture.

Differentiation

Differentiation of salary is supported where there are differences in the scope of the position within an organization, and/or due to superior individual team contributions.

Accountability

Compensation decisions are objective and based upon a clear and well documented business rationale that demonstrates the appropriate expenditure of public funds.

Transparency

Compensation programs are designed, managed and communicated in a manner that ensures the program is clearly understood by employees and the public while protecting individual personal information.

In addition, the Plan is designed to meet the following key objectives:

Attract and Retain Qualified Employees

BCRC established competitive salary ranges based on market data, a competitive benefits package and positive work environment in order to retain qualified employees.

Externally Competitive

As a commercial Crown Corporation, BCRC salary ranges take into consideration the local, provincial and/or national rates of pay in both the private and public sectors. Determination of salary ranges is done through participation in annual salary surveys, analysis of prevailing market pay rates and adjustments within salary ranges as appropriate.

Internally Equitable

Positions are evaluated based on market (pay) data from salary surveys. The basis for selecting market data is position comparison, determined by comparing the duties and responsibilities of the BCRC position with the best match of the survey positions. They are matched on content, not necessarily title. Several factors are considered to establish and maintain internal pay equity among employees. These factors include applicable work experience, education, appropriate certifications, performance, and consistent application of pay policies and practices.

BCRC'S PENSION PLAN

Effective July 14, 2004, BCRC no longer offered a Pension Plan to its employees. All permanent full-time employees are eligible for an RRSP with employer contributions at a level equivalent to the value of the former BC Rail Ltd. registered pension plan.

BCRC PAY PHILOSOPHY

Established within the Public Sector Compensation Guidelines, the salary ranges within the Plan for each position reflects the organization's pay philosophy. BCRC sets its competitive target market at the 50th percentile or median of the comparative market. This means that the midpoint of BCRC salary ranges approximates the median of the market. BCRC's salary ranges were updated in 2016 and approved in 2017.

EXECUTIVE COMPENSATION

In July 2012, the Crown Corporation Executive Compensation Policy was approved and Crowns were directed to make amendments to employment agreements to ensure that they were compliant with the new Policy. In May 2013, BCRC amended the employment agreements with the Executives accordingly.

BC Railway Company

Summary Compensation Table at 2018

Name and Position	Salary	Holdback/Bonus/ Incentive Plan Compensation	Benefits	Pension	All Other Compensation (expanded below)	2017/2018 Total Compensation	Previous Two Years Totals Total Compensation	
							2016/2017	2015/2016
Kevin Steinberg, VP Finance & CFO	\$ 173,338	-	\$ 13,999	\$ 15,600	\$ 9,279	\$ 212,216	\$ 211,392	\$ 203,778
Gordon Westlake, President & Chief Executive Officer	\$ 175,204	-	\$ 14,023	\$ 15,768	\$ 15,079	\$ 220,074	\$ 217,441	\$ 214,813

Summary Other Compensation Table at 2018

Name And Position	All Other Compensation	Severance	Vacation payout	Leave payout	Vehicle / Transportation Allowance	Perquisites / other Allowances	Other
Kevin Steinberg, VP Finance & CFO	\$ 9,279	-	-	-	-	-	\$ 9,279
Gordon Westlake, President & Chief Executive Officer	\$ 15,079	-	\$ 8,119	-	\$ 6,960	-	-

Notes

Kevin Steinberg, VP Finance & CFO	Other Note: Leased vehicle taxable benefit
Gordon Westlake, President & Chief Executive Officer	