International Freight Corridor UIC Freight & RAME Webinar

14 October 2020
Mr. Rafi Papo
Welcome to Rail Cargo Group

Reliable. Caring. Go-ahead
## The Rail Cargo Group in numbers

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Members of staff</td>
<td>9,340</td>
</tr>
<tr>
<td>(from 34 nations incl. 105 apprentices)</td>
<td></td>
</tr>
<tr>
<td>Trains per year</td>
<td>506,661</td>
</tr>
<tr>
<td>Freight wagons</td>
<td>26,532</td>
</tr>
<tr>
<td>Trains per day</td>
<td>1,388</td>
</tr>
<tr>
<td>Tonnage / year</td>
<td>105.3 m.</td>
</tr>
<tr>
<td>Train km / year</td>
<td>49.36 m.</td>
</tr>
<tr>
<td>Net tonne km</td>
<td>29.9 bn.</td>
</tr>
<tr>
<td>Traction vehicles</td>
<td>666</td>
</tr>
<tr>
<td>Freight wagons</td>
<td>26,532</td>
</tr>
<tr>
<td>Logistics centres</td>
<td>10</td>
</tr>
<tr>
<td>(17 terminals, 9 owned by RCG + 8 by OBB-Infra)</td>
<td></td>
</tr>
<tr>
<td>Countries</td>
<td>present in 18</td>
</tr>
<tr>
<td>Sales revenue</td>
<td>2.3 bn. Euro</td>
</tr>
<tr>
<td>Earnings before tax (EBT)</td>
<td>5.1 m. Euro</td>
</tr>
<tr>
<td>Rail track share in AT</td>
<td>29.2%</td>
</tr>
<tr>
<td>Freight volumes share in AT</td>
<td></td>
</tr>
</tbody>
</table>

As of 31.12.2019
RAIL FREIGHT FORWARDER

Customized end-to-end solutions for industrial products from A to Z with single wagons or customer-specific block trains.

OPERATOR

High-frequency TransFER connections for intermodal loading units transporting all kinds of goods between urban centres, industry regions and ports.

ROLA

Entire trucks and articulated trucks cover part of their journeys via the rolling road.

CARRIER

Significant market advantage for our customers thanks to our own traction services in twelve countries.

ASSETS

Our new wagon material is setting new standards in rail logistics. Bundled wagon management delivers precise logistics solutions.

MAINTENANCE

Proactive maintenance concepts guarantee maximal functionality und vehicle availability.
Present in 18 countries – 12 of which with our traction

Legende

Sales
Sales & Own Traction
Domestic Market
Rail Cargo Group Intermodal in numbers

- ~3,500 intermodal wagons
- ~500 employees
- 1,6 mio. TEU/year
- 600+ trains per week
- 120+ connections
- 17 terminals

As of 31.12.2019
## INTERMODAL TRANSPORT

- Intermodale connections to and from Germany, Austria, Benelux, Switzerland, Italy, Poland, Russia, Slovakia, Hungary, Slovenia, Czech Republic, Romania, Turkey
- Block train service, container shuttle trains tailor-made intermodal projects drafting and operating
- Single-wagon container transport or transfer of wagon groups
- Combination of reliable rail transport and flexible road transport, transport of dangerous goods, heavy and oversized cargo

## TERMINAL SERVICES

- Cargo handling
- Repair and maintenance services, container cleaning, pre- and post-trip inspections etc.
- Purchase and sale of containers
- Storage possibilities, depot services
- Installation of gensets – for transport of temperature-controlled goods

## CUSTOMS SERVICE

- Preparation of customs documents (T1, JCD, carnet TIR and ATA, CIM, CIM/SMGS)
- Customs clearance of import/export shipments
- Assistance and support for the complete customs clearance procedure and checks
Rail Cargo Operator

- Our operator units in five countries secure a Central European network and high-frequency long-haul connections (TransFER) between economic regions (ports, industrial areas and urban centres) for our customers
- Rail Cargo Group operator companies:

**Austria**
Rail Cargo Operator - Austria GmbH
Management: Bernhard Ebner
1100 Vienna, Am Hauptbahnhof 2, Austria
Tel. +43 664 88171886 (B. Ebner)

**Czech Republic**
Rail Cargo Operator - ČSKD s.r.o.
Management: Gerhard Kratochwil
13000 Prague, Žerotínova 34, Czech Republic
Tel. +42 603 288050 (G. Kratochwil)

**Slovakia**
Rail Cargo Operator - ČSKD s.r.o.
Management: Gerhard Kratochwil
01001 Žilina, Bratislavská cesta 60, Slovakia
Tel. +42 603 288050 (G. Kratochwil)
Tel. +42 190 2410605 (A. Gastan)

**Germany**
Rail Cargo Operator - Port/Rail Services GmbH
Management: Gerhard Kratochwil
28195 Bremen, Hutfilterstraße 16-18, Germany
Tel. +42 603 288050 (G. Kratochwil)

**Hungary**
Rail Cargo Operator - Hungaria Kft.
Management: Agnes Hernad, Lukas Bernard
1133 Budapest, Váci út 92, Hungary
Tel. +36 70 606 6260 (A. Hernad)
Tel. +420 606 654 101 (L. Bernard)
Terminals

National terminals for the unaccompanied (UKV) or accompanied intermodal traffic (ROLA)

Combi Cargo/ROLA Terminal Wels Vbf
4600 Wels, Terminalstraße 100
bernhard.fabian@oebb.at

ROLA Terminal Salzburg Hbf
5020 Salzburg, Lastenstraße 9
guenther.einetter@oebb.at

ROLA Terminal Wörgl
6300 Wörgl, GewerbePark 2a
kurt.codemo@oebb.at

Combi Cargo Terminal Wolfurt
6960 Wolfurt, Senderstraße 32
robert.steger@oebb.at

ROLA Terminal Brennersee
6256 Gries am Brenner
kurt.codemo@oebb.at

Combi Cargo/ROLA Terminal Villach Süd
9586 Fürnitz, Hart 100
guenther.einetter@oebb.at

Combi Cargo Terminal St. Michael
8770 St. Michael, Madstein 1
werner.loedl@oebb.at

TSA Terminal Service Austria
Wien Süd
Güterzentrum Süd I, 1100 Wien
alois.ometzberger@oebb.at

International terminals for the unaccompanied intermodal traffic (UKV)

Terminal Melnik
CZ-27601 Melnik, Celní 1144
sales.rco.cz@railcargo.com

Terminal Brno, a.s.
CZ-61900 Brno, K Terminálu 614/11
terminalbrno@terminalbrno.cz

Terminal Žilina
SK-01001 Žilina, Závodská cesta
sales.rco.sk@railcargo.com

Rail Cargo Terminal - BILK
H-1239 Budapest, Európa utca 4
info.rfc.bilk@railcargo.com

Railport Arad s.r.l.
RO-315200 Curtici FN, Jud. Arad, P.O. Box 10
office@railportarad.ro

Terminal Bratislava
SK-82109 Bratislava, Lúčna ul. 12
sales.rcc.sk@railcargo.com

Terminal Přerov
CZ-57117 Horní Moštěnice
sales.rco.cz@railcargo.com

Terminals of ÖBB

Terminals with share or owned by Rail Cargo Group
RCG Intermodal Operator segments

- EURASIA
- MARITIME
- CONTINENTAL
- ROLA
- TURKEY
RCG Intermodal Operator segments at a glance

**EURASIA**
- Intermodal traffics between Asia, CIS and Europe
- Typical operator business
- Sale of single slots on a train and „door to door“ solutions for forwarder

**MARITIME**
- Intermodal connections to major European harbours
- Trucking services
- Custom services like T1 Papers, EXA, custom services, storage in ports and inland terminal
- Our customers are shipping lines and forwarders

**CONTINENTAL**
- High frequent intermodal train connections between economic hubs within Europe.
- Attractive network solutions for our customers, starting from Turkey via Hungary and Austria further to Germany.
- Additional „door to door“ solutions including support of intermodal equipment

**ROLA**
- Transport of complete trucks including driver on special wagons.
- Truck driver stay on train and enjoy the ride in our bistro.
- Relief of strong congested roads and highways in Austria
TransFER connections between ports and terminals
Since 2015 the business has grown by 25 – 30% annually. Especially new destinations through network trains from/to Turkey were established.

New equipment types like trailers and swap bodies are now being transported which was not the case in the past.

Usage of alternative route via Serbia – increasing the corridor efficiency. New alternatives in Turkey via Marmaray tunnel to the Asian side – further connections to Central Asia, China and Middle East.

<table>
<thead>
<tr>
<th>Year</th>
<th>Transported Units</th>
</tr>
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<tbody>
<tr>
<td>2017</td>
<td>15,811</td>
</tr>
<tr>
<td>2018</td>
<td>17,652</td>
</tr>
<tr>
<td>2019</td>
<td>25,974 (+47%)</td>
</tr>
<tr>
<td>Challenges</td>
<td>Coping strategies</td>
</tr>
<tr>
<td>------------</td>
<td>------------------</td>
</tr>
<tr>
<td>1. Infrastructure on the corridor</td>
<td>1. Investments</td>
</tr>
<tr>
<td>2. Lack of terminals in Turkey</td>
<td>2. Back-up plan strategies and stable growth strategy</td>
</tr>
<tr>
<td>3. Low usage of railway vs. high usage of road transportation in related countries</td>
<td>3. Local staff in all related countries</td>
</tr>
<tr>
<td>4. Language barriers, border controls in non EU-states, safety etc.</td>
<td>4. High safety measures on the axis</td>
</tr>
<tr>
<td>5. High traction and terminal costs in Turkey</td>
<td>5. Close cooperation with state railways</td>
</tr>
</tbody>
</table>
Forecast & Opportunities

- Started in May 2020
- Stable lead time: 66 hours
- Direct competition to road transportation
- Further connections from Curtici to Western Europe

<table>
<thead>
<tr>
<th>TRANSFER</th>
<th>CURTICI – ISTANBUL</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Started in May 2020</td>
</tr>
<tr>
<td></td>
<td>Stable lead time: 66 hours</td>
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<td></td>
<td>Direct competition to road transportation</td>
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<td>Further connections from Curtici to Western Europe</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>TRANSFER</th>
<th>BUDAPEST - KÖSEKÖY</th>
</tr>
</thead>
<tbody>
<tr>
<td>A completely new route through the Marmaray tunnel</td>
<td></td>
</tr>
<tr>
<td>Reaching the industrial zone by rail</td>
<td></td>
</tr>
<tr>
<td>Köseköy as a new gateway for China, Central Asia and the Middle East</td>
<td></td>
</tr>
<tr>
<td>Connecting Asia to Europe via our network with direct link to Köseköy</td>
<td></td>
</tr>
</tbody>
</table>
MARITIME
- Enns–Hamburg
- Linz–Hamburg/Bremerhaven
- Melnik–Hamburg/Bremerhaven
- Vienna–Hamburg/Bremerhaven
- Wolfurt–Hamburg/Bremerhaven
- Wolfurt–Frenkendorf–Rotterdam
- Bratislava/Zilina–Koper
- Budapest–Koper
- Villach–Koper
- Munich–Trieste
- Salzburg–Trieste
- Villach–Trieste
- Wels–Trieste
- Trieste–Vienna–Linz–Trieste
- Salzburg–Trieste–Graz–Salzburg
- Paskov–Gdansk

CONTINENTAL
- Budapest–Köseköy
- Budapest–Neuss
- Budapest–Ploiesti
- Sopron–Budapest–Istanbul
- Curtici–Istanbul
- Linz–Wels–Duisburg
- Duisburg–Ljubljana
- Verona–Lübeck
- Vienna–Melzo
- Vienna–Wels–Hall–Bludenz–Wolfurt
- Wels–Vienna–Budapest
- Brenner–Wörgl (ROLA)
- Trento–Wörgl (ROLA)
- Wels–Maribor (ROLA)

EURASIA
- Xi’an–Vienna–Milan
- Jinan–Budapest
- Budapest–Xi’an
- Asien–Moskau

INT. SHUTTLE (CONVENTIONAL)
- Budapest–Balkans
- Hohenau–Bohumín/Petrovice
- Linz–Antwerp
- Linz–Duisburg–Wels
- Sopron–Bučarest
- Vienna–Scandinavia
- Vienna–Záhony
- Villach–Italy

TransFERs in detail with departures almost daily
Rail freight transport in Austria saves the climate **1.1m. tonnes in CO₂ emissions**

You would have to plant a forest **one third as big as Vorarlberg** in order to absorb this amount of CO₂.

A comparison of CO₂ emissions:

1 : 44

Rail freight transport in Austria is 44 times better for the climate than road transport.
Rail Freight Forward is a coalition of European rail freight companies that are committed to drastically reducing the negative impact of freight transport on the planet and mobility through innovation and a more intelligent transport mix. It is our goal to increase the **modal share** of rail freight across Europe **to 30% by 2030**. All of us – **railway undertakings**, **infrastructure operators** as well as **politicians** across Europe are needed to make the modal shift happen.
Thank you for your attention!