Rastatt lessons learnt – and our way forward

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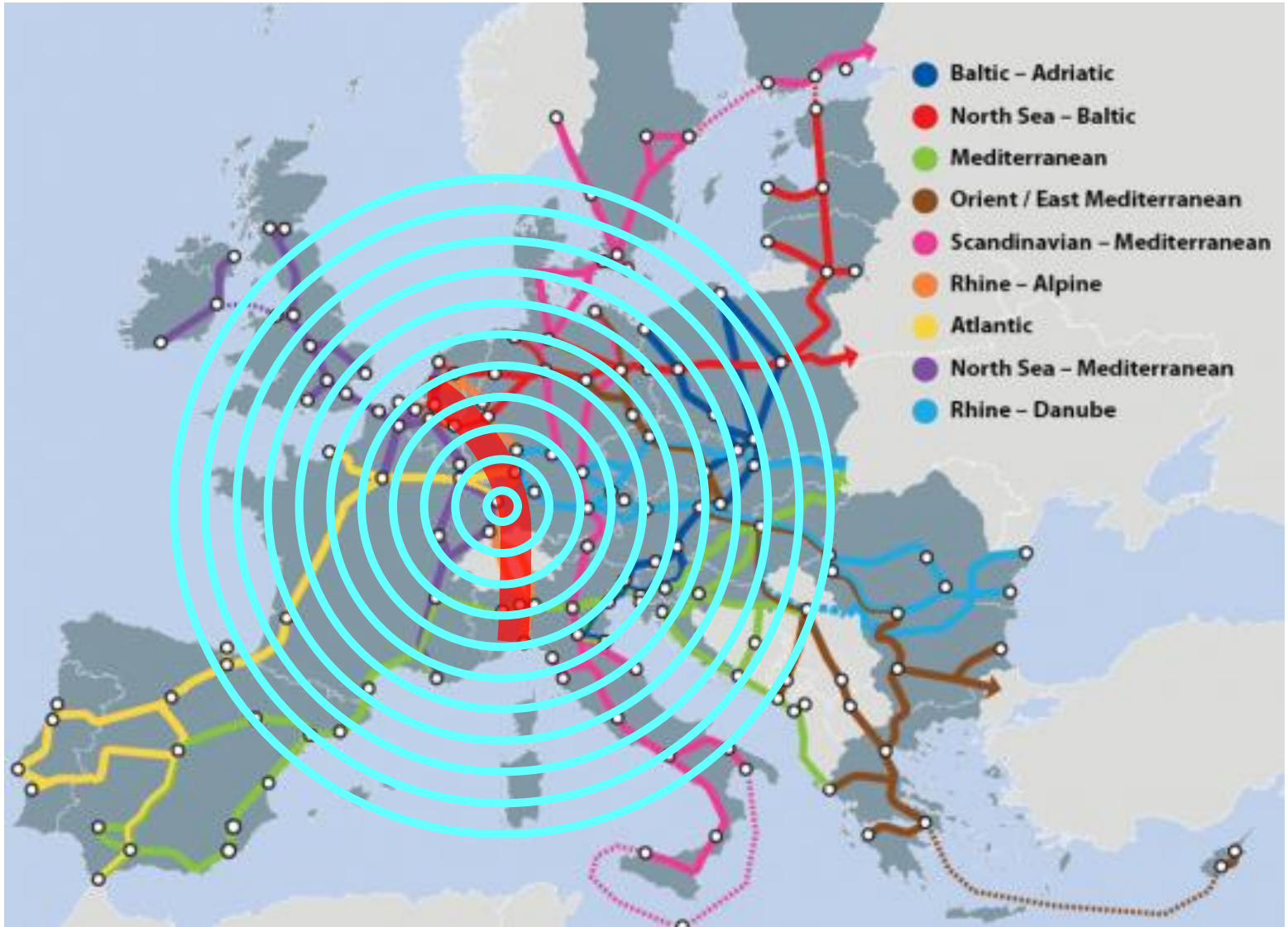
Rastatt disruption:
Europe-wide consequences for supply chains



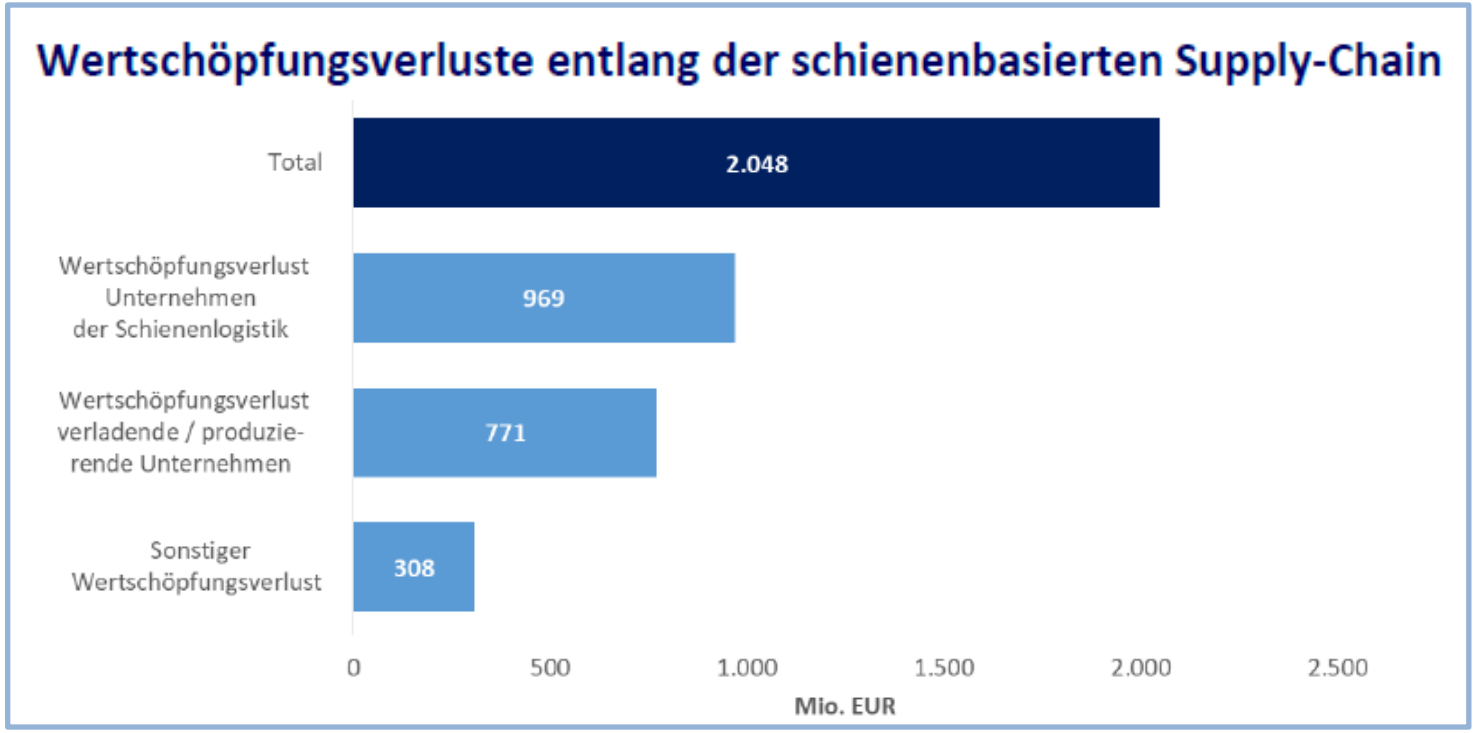
Major temporary impact on European intermodal logistics

>> Special loading equipment short – tied up in N-S pipeline

>> Railcars, locos and loco-drivers short – waiting for alternative routings, in detours

>> Terminals blocked – overfilled with containers

Rastatt-study reveals economic damage of € 2 billion



- ➔ **Major works on diversions, no emergency plans**
- ➔ **Lack of international crisis management**
- ➔ **3 weeks to start-up via F – only 40% of diversion route capacities used – no fair share mechanism**

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Rastatt triggering broad initiative for improving international rail freight

- **International Contingency Management / Re-Routing Overviews** European-wide implementation by end of 2018
- **International traffic management**
  - First IT-tool for cross-border traffic management in pilot on Corridor Rhine-Alpine
  - **English communication** between central traffic management centers by 2020
- **Operational language (IM-RU) and processes** – joint effort of EU, UIC, RailNetEurope, DB Netz AG
- **Coordination of works** - New mandatory European framework for to be implemented 12/2018 – 12/2020
- **Incentive system delays** – DB Netz AG preparing implementation for December 2018 (pending approval of regulator)

Transport ministers

of Corridors Rhine-Alpine and North Sea – Med giving strong support to measures by signing Declaration 23 May in Leipzig

Hupac invests in stability and continuity

- **Contingency management:**
  10% of rolling stock as reserve compositions
- **Loco's and loco drivers as back-up reserve**
- **Contingency route planning**
  Back-up scenarios – deviation routings after incidents
- **Operations 24/7**
  Planning, intervention, information
- **Crossborder rail traction**
  Hupac invests in 8 DACHINL multisystem locos
- **GPS, geofencing and ETA project (2018/19)**

Rastatt lessons: progress made – which open issues?

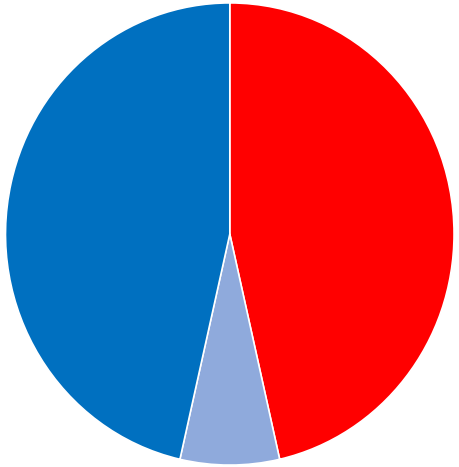
- ➔ Priority for freight on EU-corridors: short-term single track re-start
- ➔ International coordination rail works – start now, not 2020
- ➔ End-to-end infra management Rhine-Alpine – international dominates
- ➔ Incentive system infra: intermodal = passenger (terminal slots)
- ➔ Liability issues: Rastatt claims of RU's and IM operators on DB Netz?
- ➔ Backup infrastructure Wörth (D) – Strasbourg (F) double track

Hupac growth opportunity: 4m-GBT-corridor 2021

- ➔ 4m trailer trains & high cube containers
- ➔ Productivity & capacity boost: 690m, 1’800 tons, 1 loco/train
- ➔ Productivity gain allows reduced Swiss subsidies
- ➔ Swiss politics: subsidies to be 100% phase out by 2024

Intermodal growth - Hupac invests CHF 300 million in 5 years

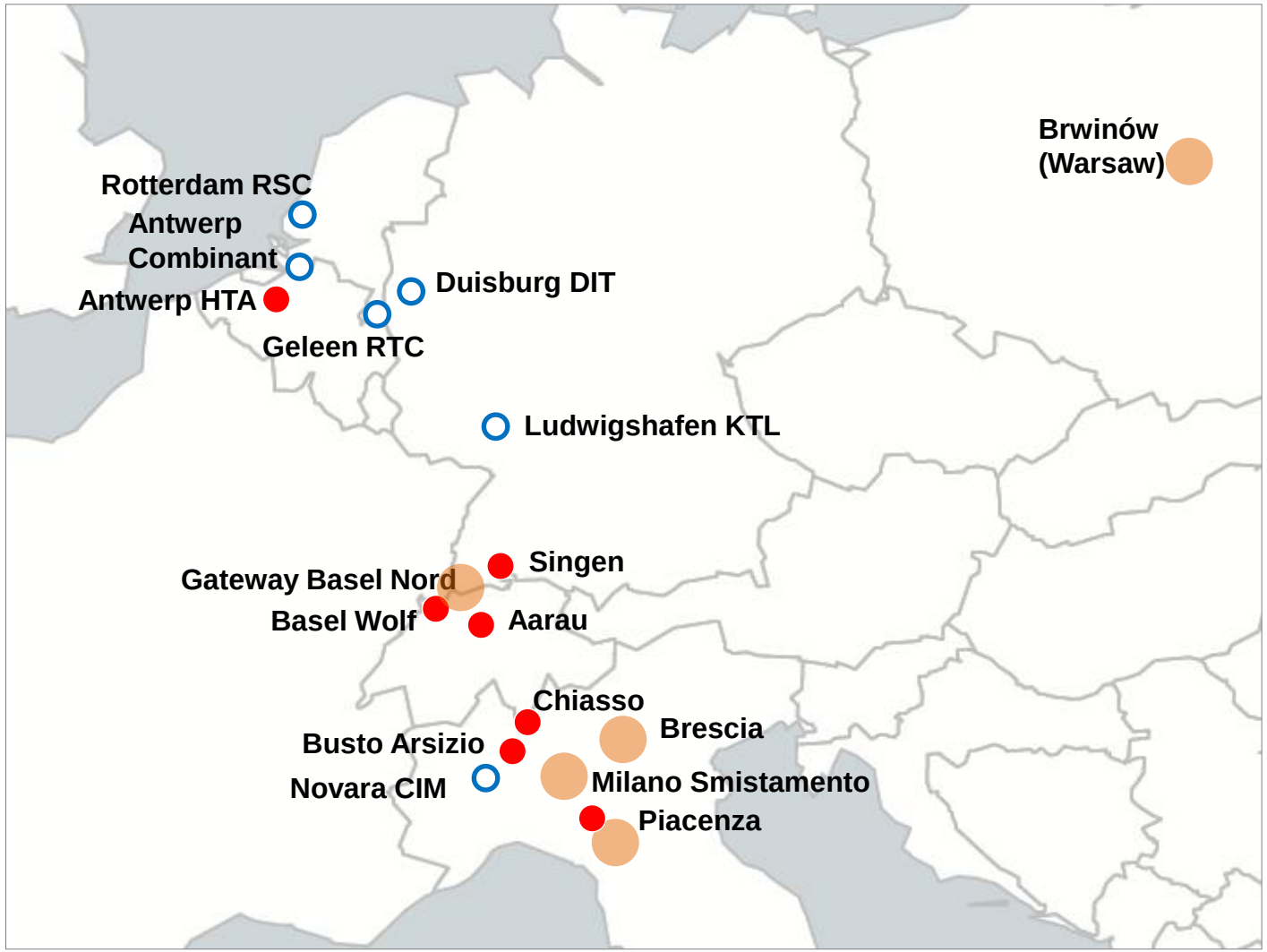
Terminals
CHF 140 million



Rolling stock
CHF 140 million

IT & Digitalisation
CHF 20 million

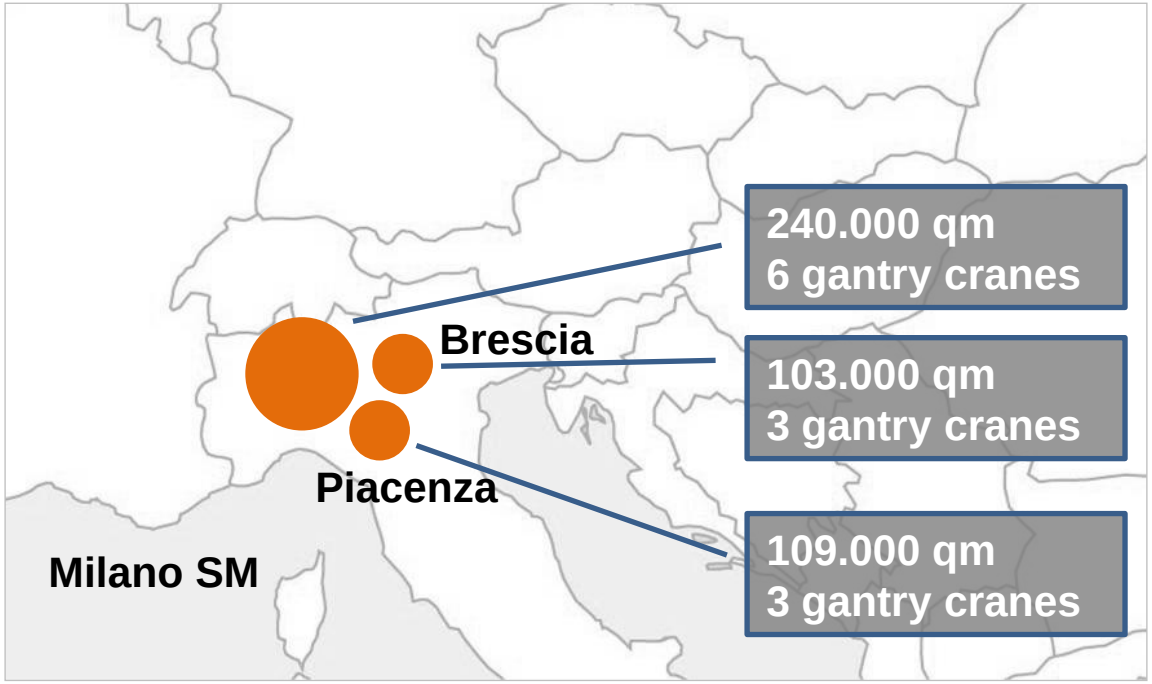
Terminals – tomorrow's bottleneck for intermodal growth



- ➔ **Hupac engaged in 13 terminals**
- ➔ **Investments in 5 new terminals planned**

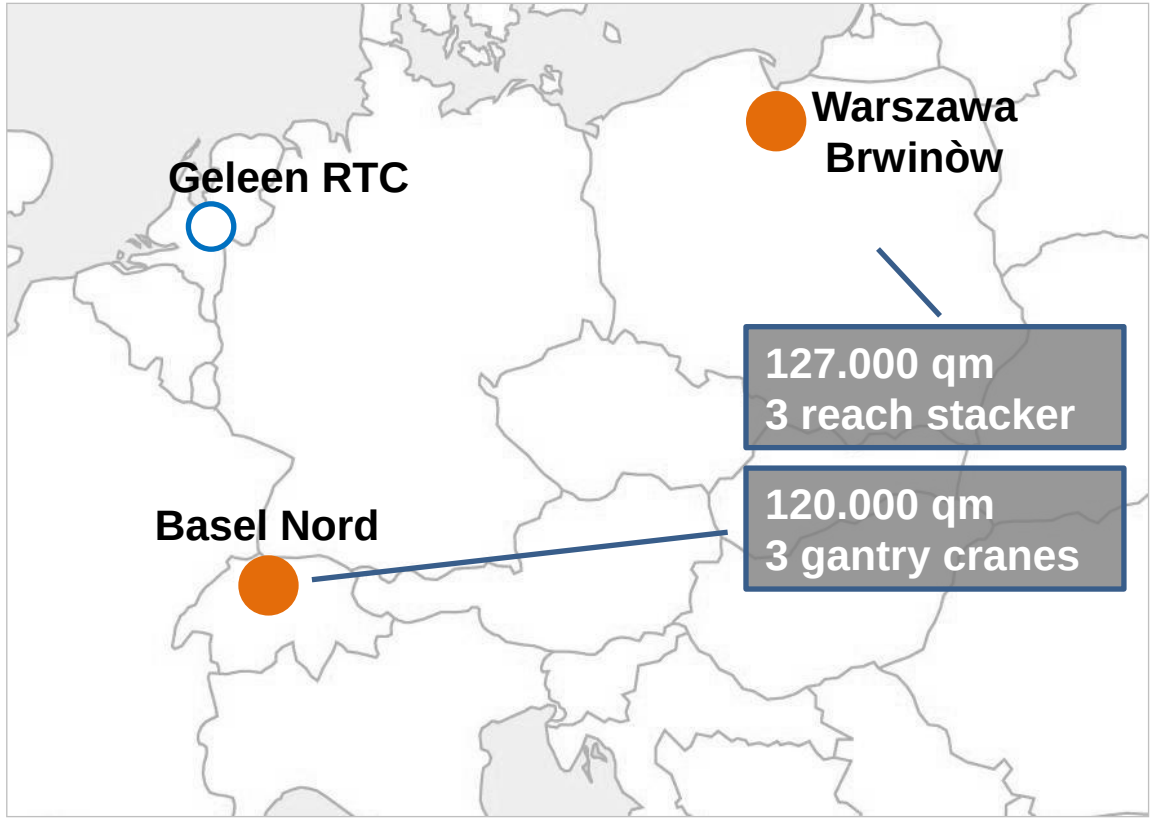
- ● **Hupac terminal**
- ○ **Hupac active participation**
- ● **Hupac terminal project**

Terminals Italy: Hupac/Mercitalia – capacity boost under way



	Building permit	Funding	Building start	Start service
Milano SM > Phase 1 > Phase 2	✓	✓	2020 2021	2022 2023
Brescia	Q4 2018	Q2 2019	2020	2022
Piacenza	✓	Q3 2018	2018	2020

Terminals north – Hupac to further engage



	Building permit	Funding	Building start	Start service
Brwinòw	✓	✓ (Hupac)	Q3 2018	2019
Basel Nord	Q3 2018	Q3 2018	2019	2021

- ➔ CH: Basel Nord
  JV SBB C/Rhenus/Hupac
- ➔ PL: Brwinòw/Warszawa
- ➔ NL: RTC Geleen -
  Hupac acquires 40%
- ➔ DE: cooperation Köln Nord
- ➔ Others: tbd

Hupac – our way forward

Shuttle Net transalpine via CH

Opportunity GBT 4-m corridor 2021

Company Shuttle

Pan-European growth strategy

Shuttle Net non-transalpine

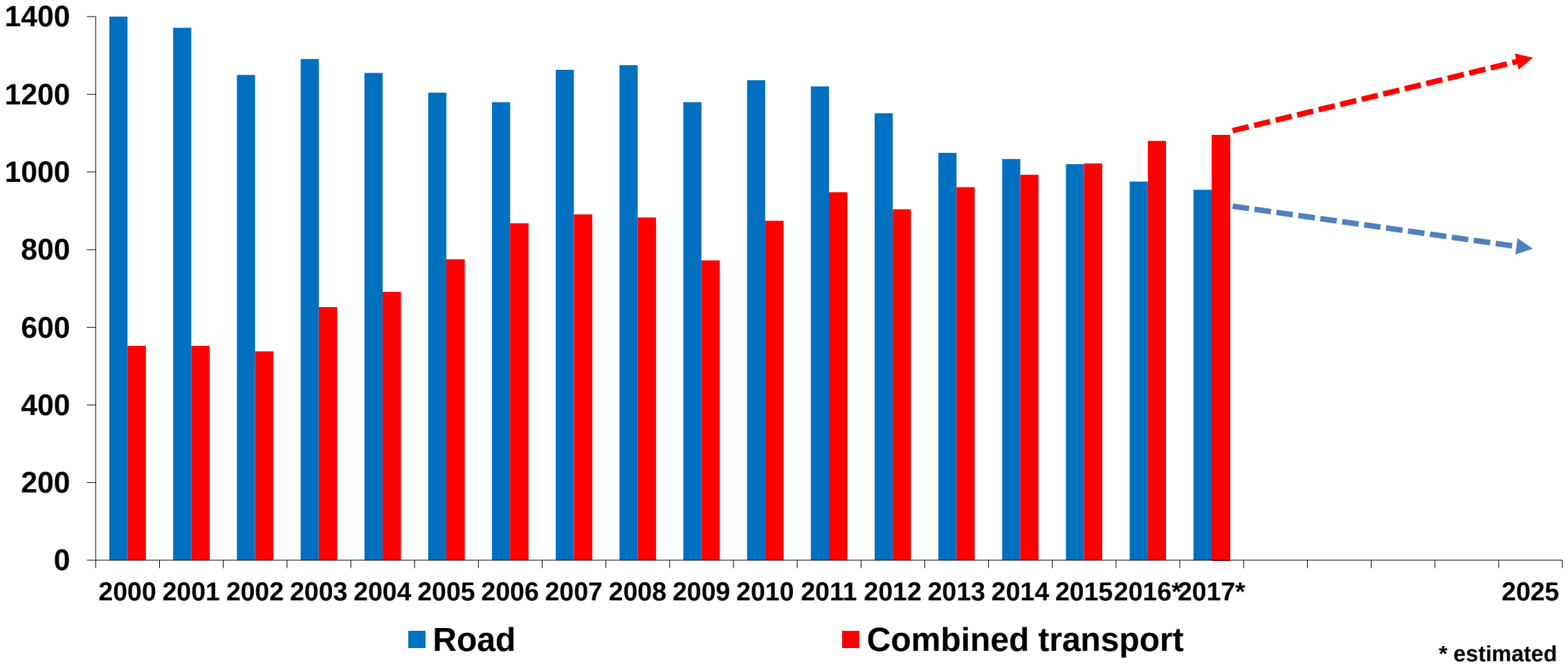
SE-/E-Europe, Spain/F, RUS, China

Maritime Logistics

ERS acquisition & further growth

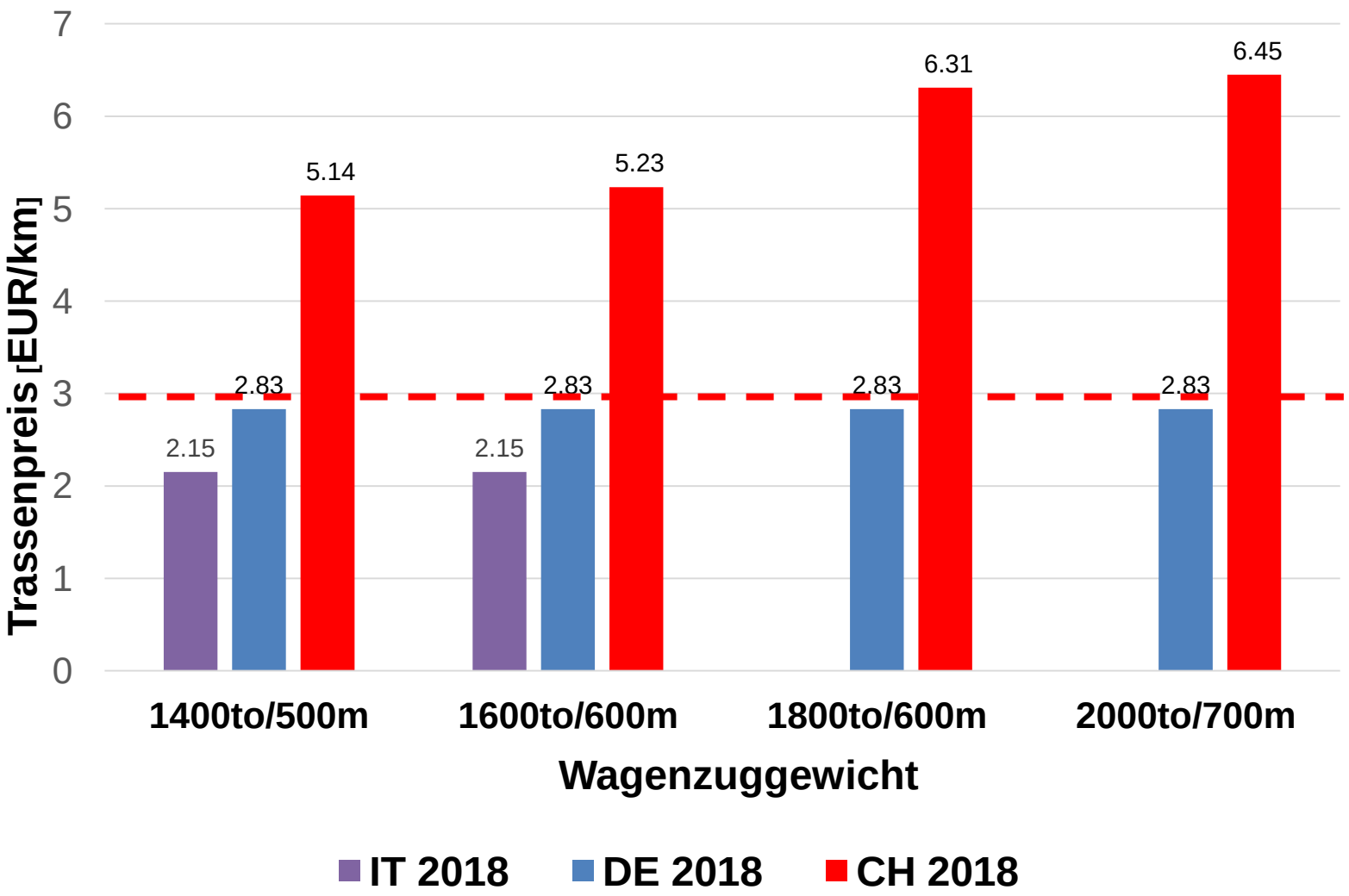
Modal split in Alpine transit via Switzerland

Consignments / Truck trips in 1000



* estimated

Transalpine IM train paths: Swiss flat-rate from 2024



- - **Swiss flat-rate for Intermodal transalpine train paths (e.g. 3 € /train km)**

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Thank you for your attention!