



Welcome!

Shaping the future of intermodal transport

Hans-Jörg Bertschi
Chairman of Hupac



Hupac milestones 2018



**New brand Maritime Logistics:
Acquisition of ERS Railways**

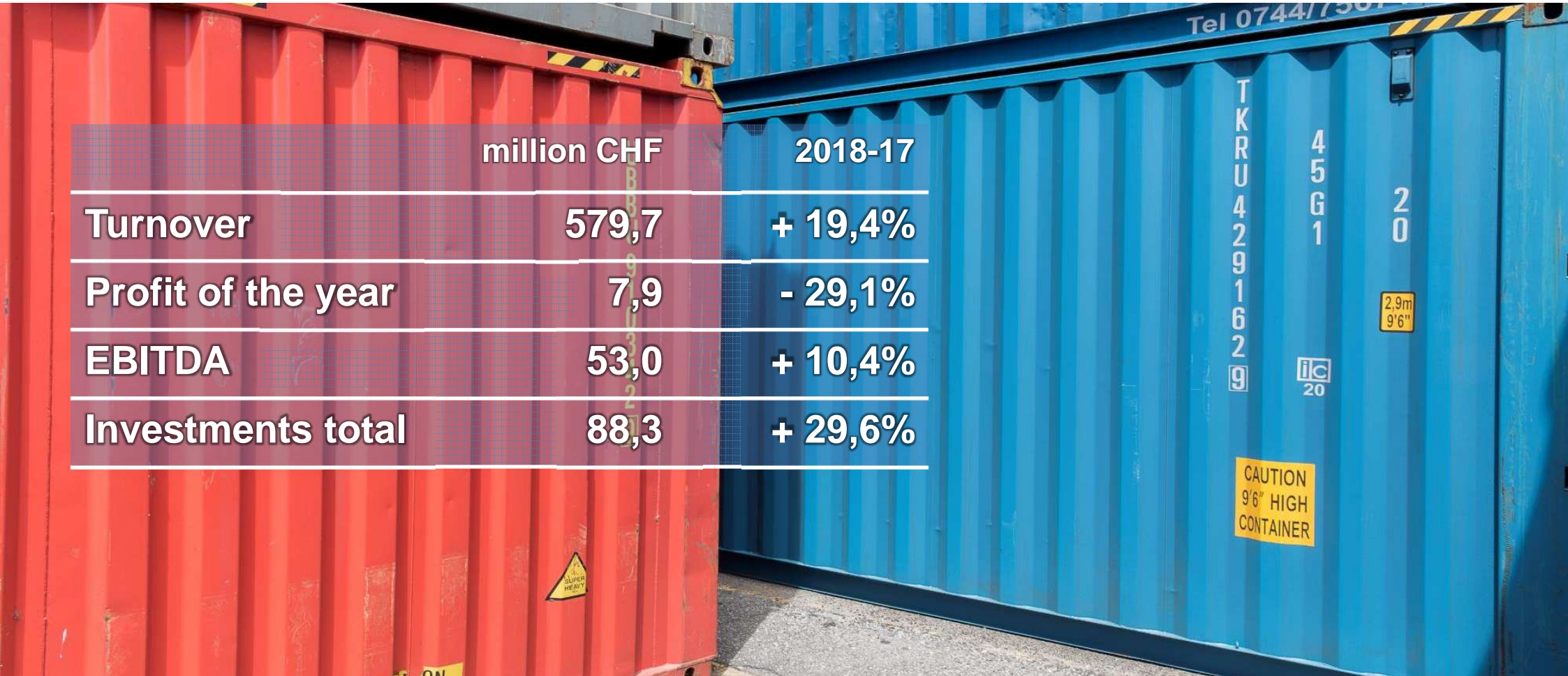


Total Hupac traffic + 21,4%
Transalpine via CH + 14,4%



Semitrailers via CH + 45%

Hupac – overall strong financial year 2018

The background of the slide features a photograph of two shipping containers. On the left is a red container, and on the right is a blue container. The blue container has several markings: "Tel 0744/7301" at the top, "TKRU 4291629" vertically, "45G1" and "20" vertically, a yellow height label "2,9m 9'6\"", an "ilc 20" logo, and a yellow "CAUTION 9'6\"/>

	million CHF	2018-17
Turnover	579,7	+ 19,4%
Profit of the year	7,9	- 29,1%
EBITDA	53,0	+ 10,4%
Investments total	88,3	+ 29,6%

2018: Hupac takes over maritime operator ERS Railways

Founded in 1994

Operational headquarters Hamburg

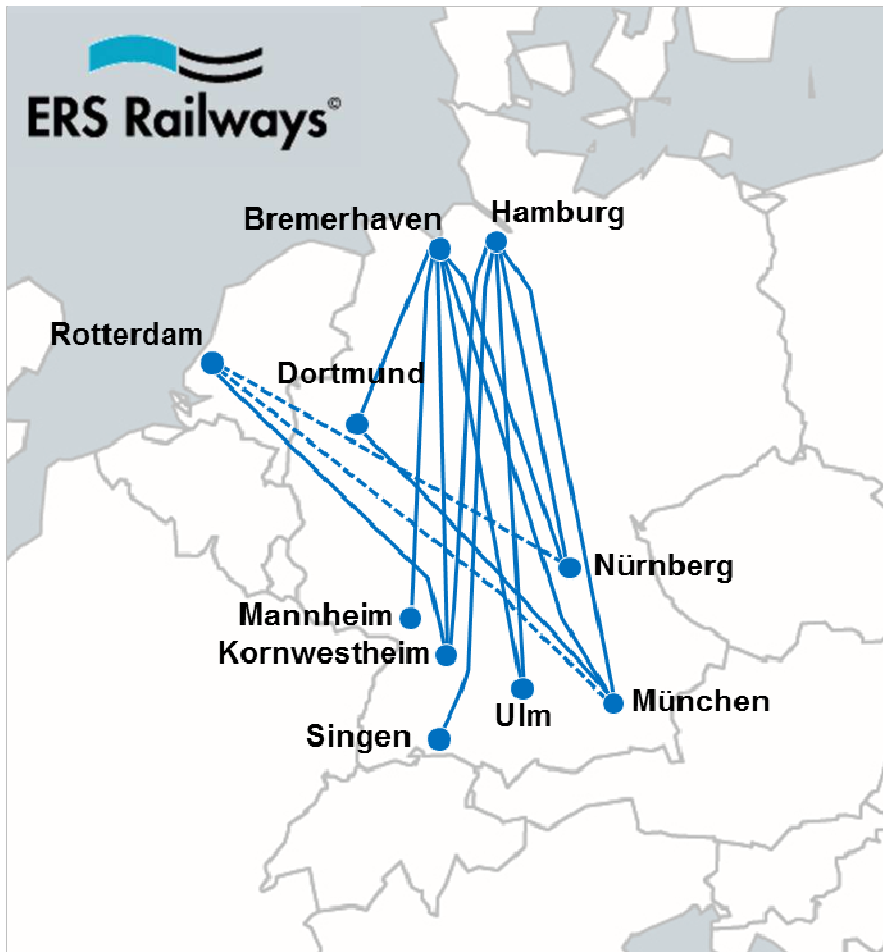
34 employees

Focus German seaports → hinterland

200,000 TEUs - EUR 59 million turnover



ERS Railways – the new Hupac brand in Maritime Logistics



Business continuity & growth strategy

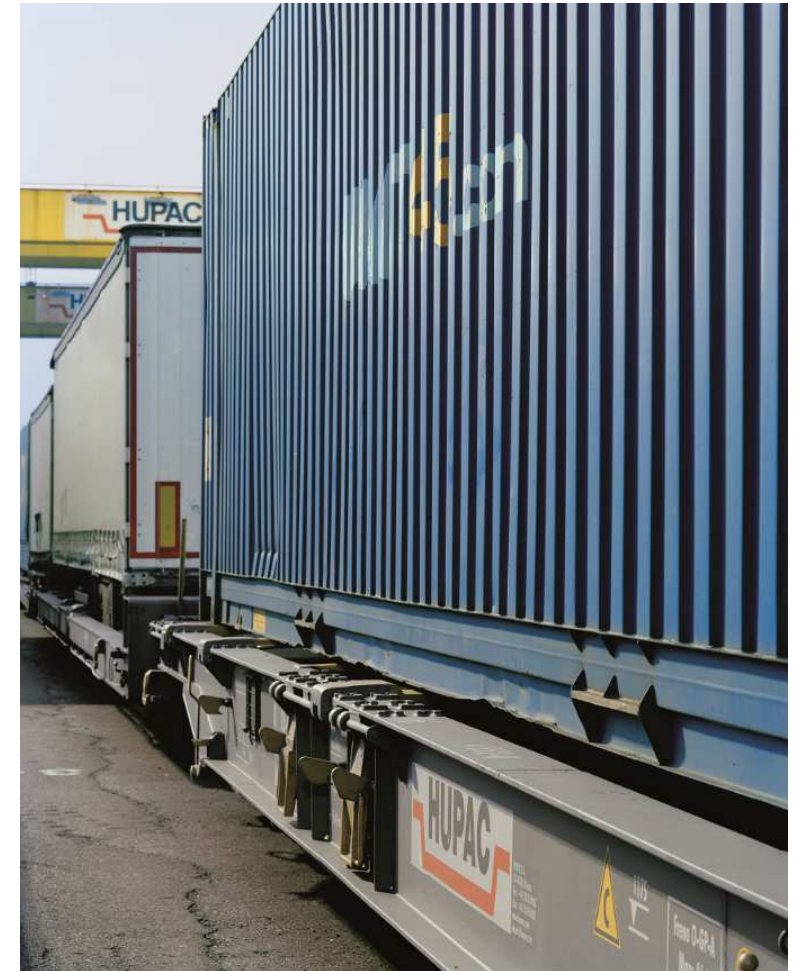
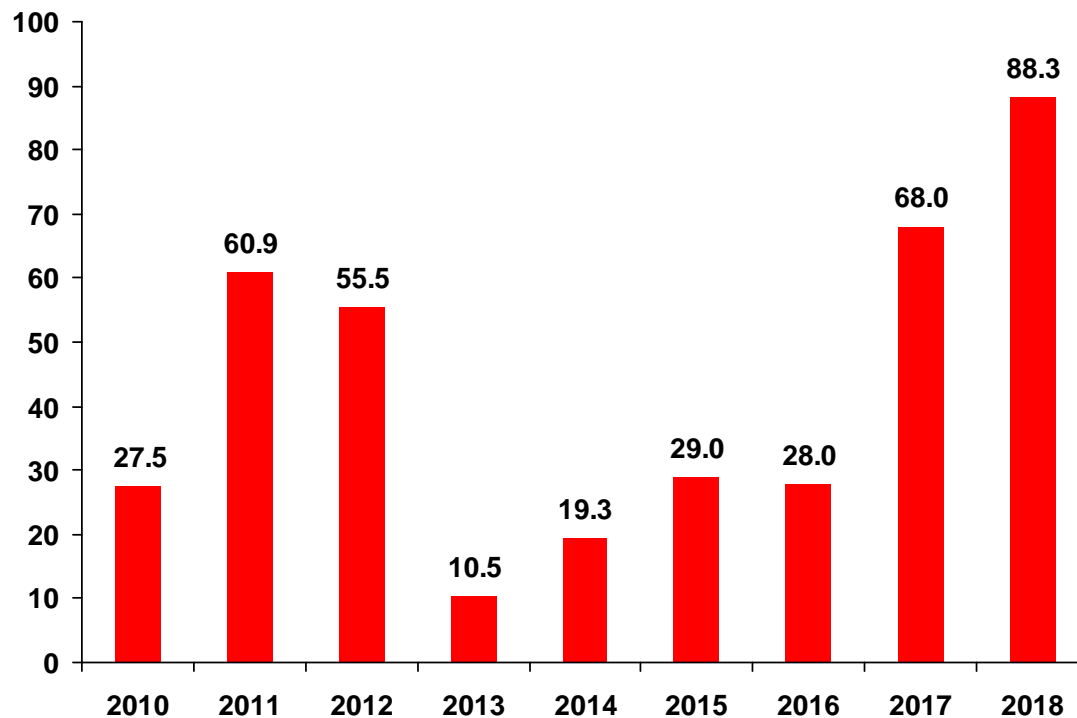
- > ERS Railways as proven brand in Maritime Logistics
- > BU management & HQ Hamburg unchanged
- > Synergies Hupac network, assets, IT and services
- > Expansion of services from Benelux ports

New hinterland maritime connections:

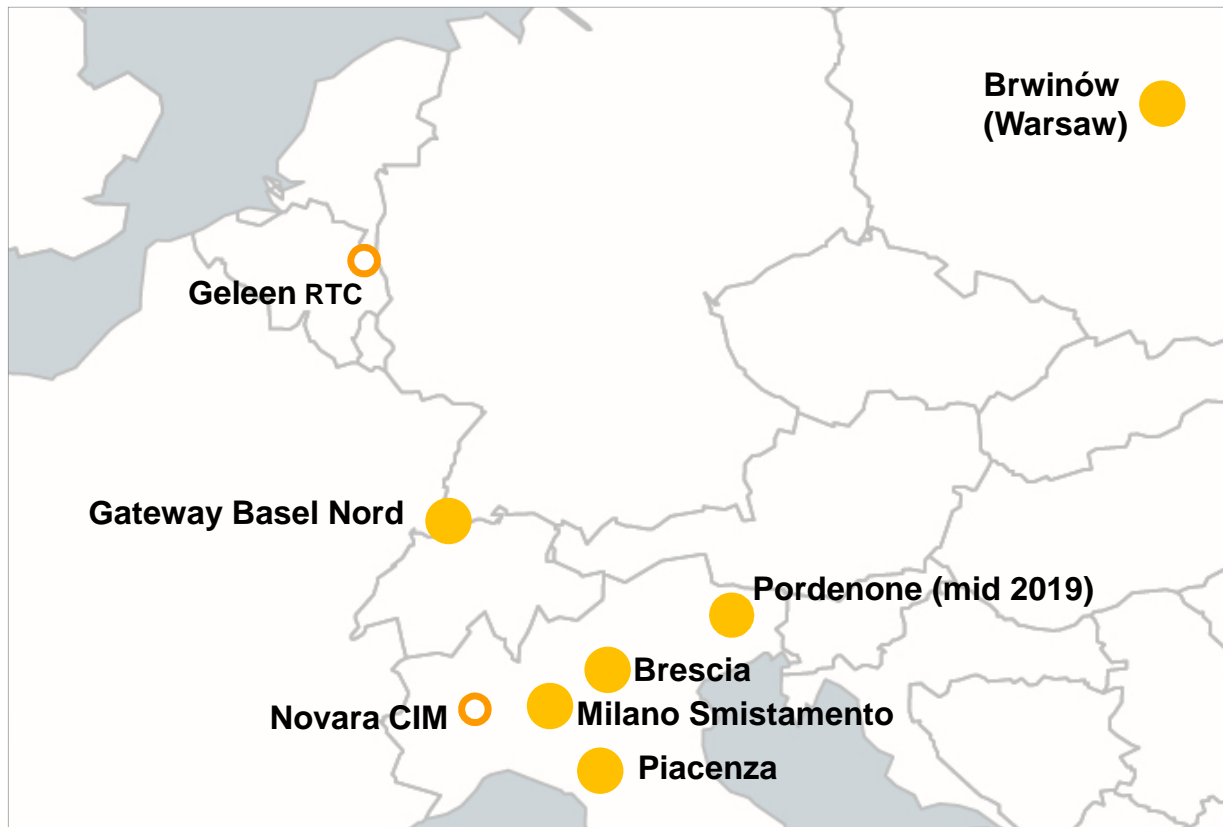
- > Rotterdam ⇌ Kornwestheim
- > Rotterdam ⇌ München (as of June 2019)
- > Rotterdam ⇌ Nürnberg (as of June 2019)



Hupac – fast growing investments in modal shift (mio CHF)



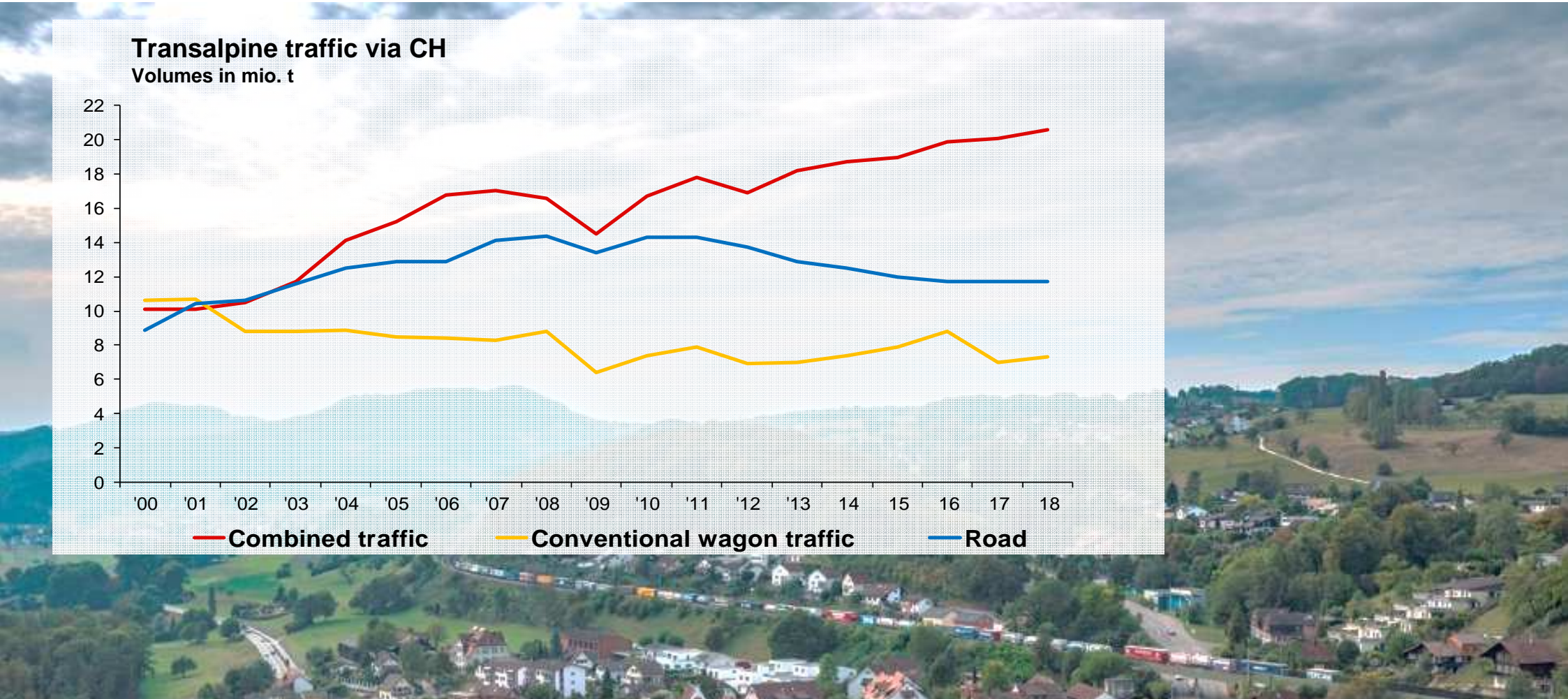
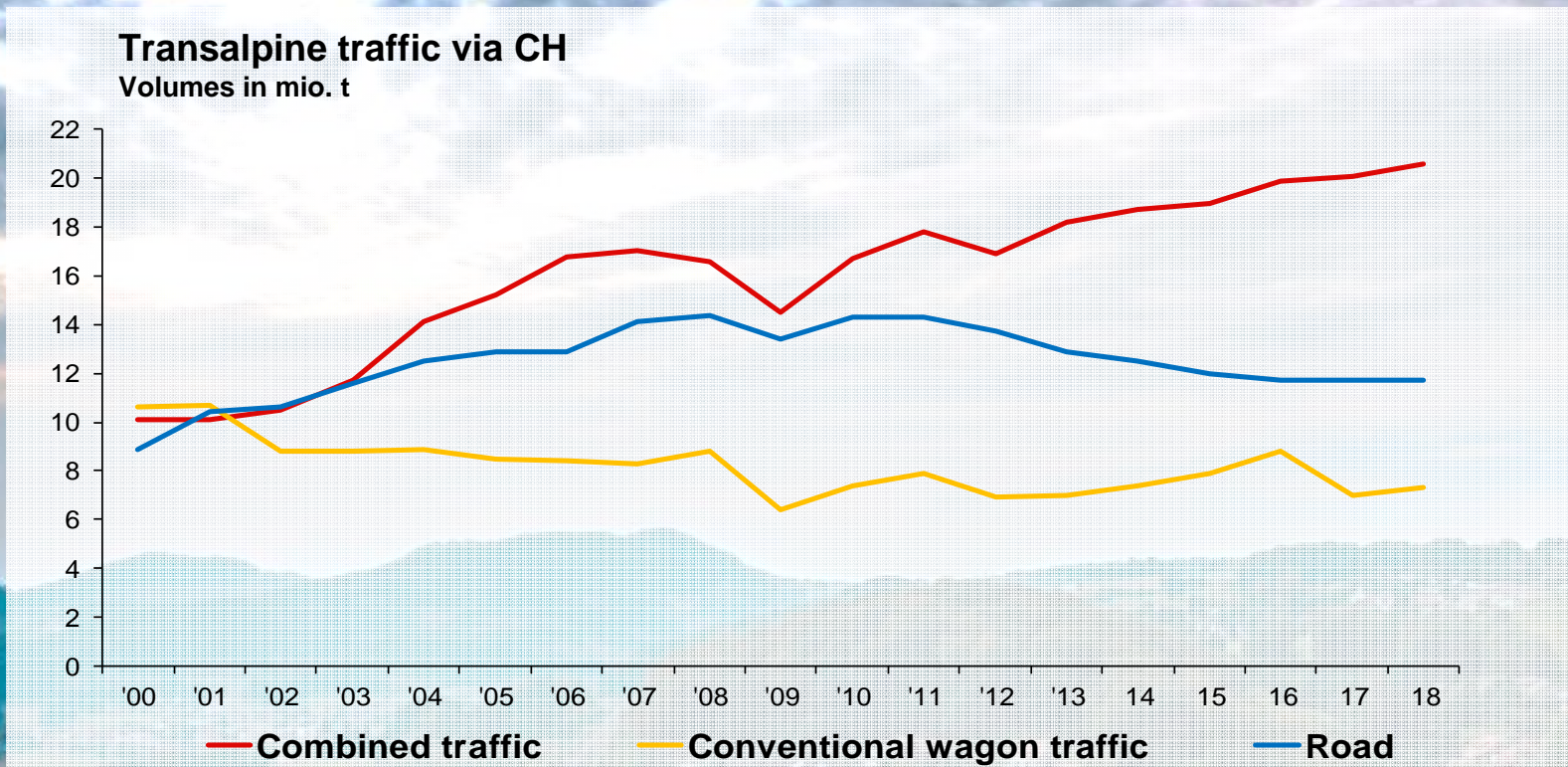
Hupac: modal shift & 4m corridor - terminal capacity critical



- Hupac Terminal projects
- Hupac Terminal participation projects

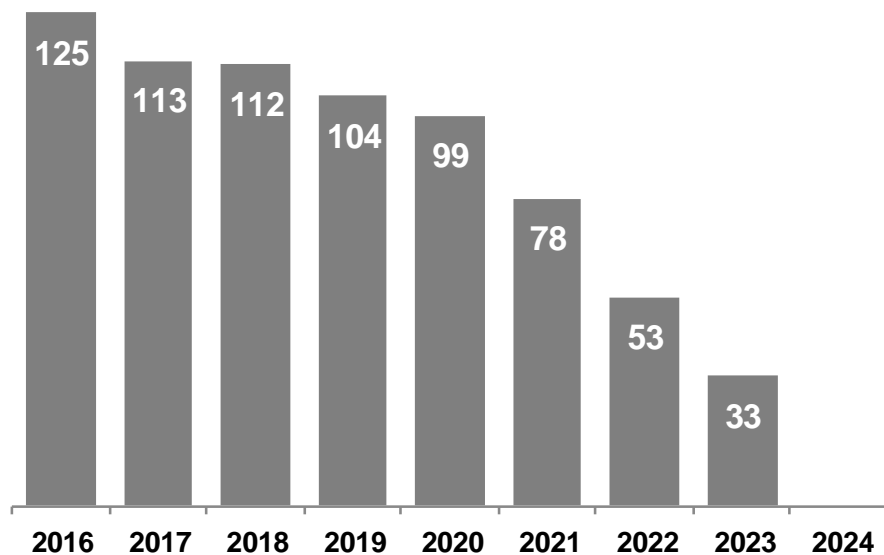


20 years of successful modal shift policy of Switzerland



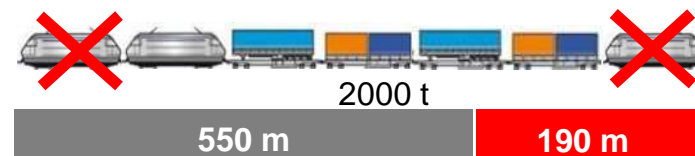
Swiss subsidies: modal shift will require new approach

Swiss subsidies all operators (in mio CHF – current legislation)



Alptransit Gotthard/Ceneri base tunnel

Planned productivity growth Rhine-Alpine corridor **will not be fully implemented by 2024**



Parameter As should be	2021 – 2030+ As will be
4 m profile	OK
Flat track	only in part: inclination 15/17/21‰ remains unchanged
2000 t with 1 loco	1 loco only 1700 t
Trains 740 m	- DB network bottleneck: 690 m train length until 2030+ - corridor train path planning?

2024: Productivity gap Alptransit endangers modal shift

2018



110
mio.

Subsidies for
intermodal transport

2024

Level of road competition



55
mio.

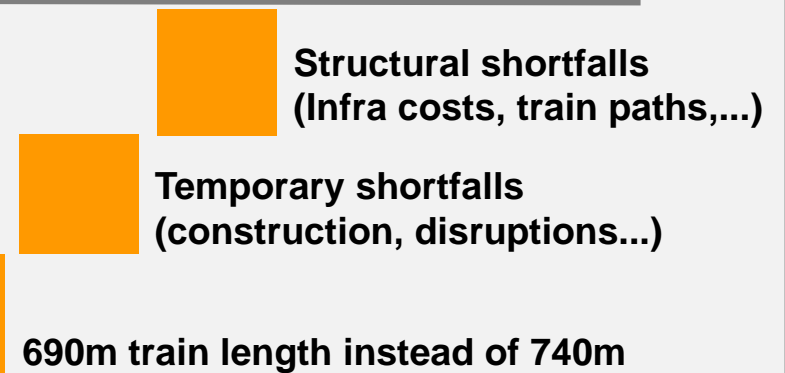


55
mio.

0 mio.

Subsidies for
intermodal transp.

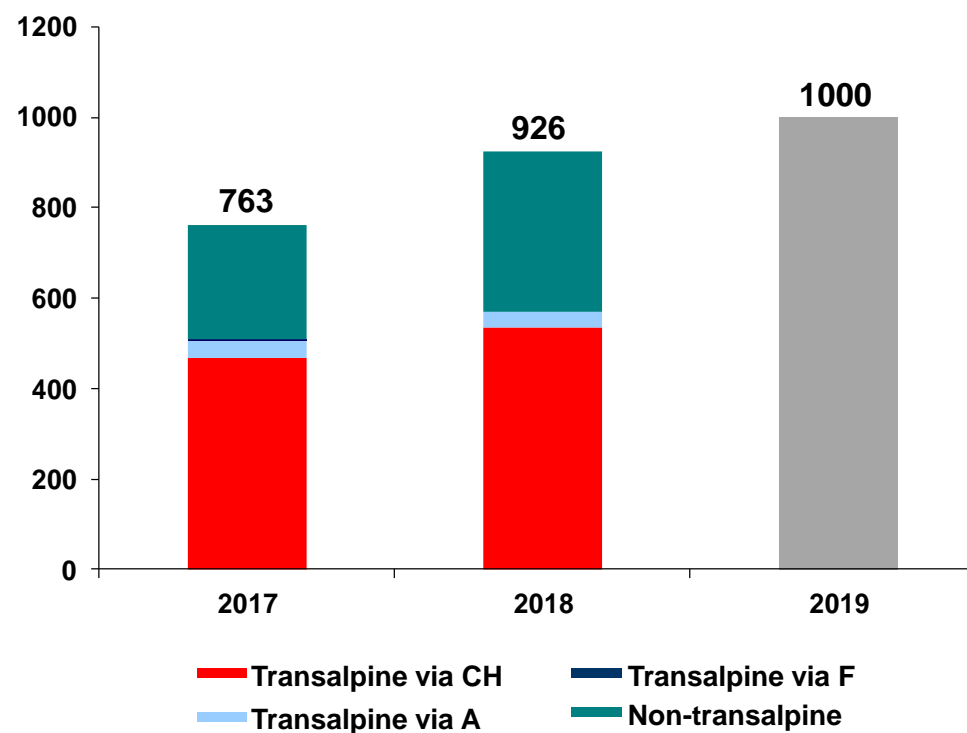
Productivity gain, «more payload» &
new Swiss track access prices 2021





Hupac 2019: goal to achieve 1 million road consignments shifted to IM rail

Road consignments in 1000





Thank you!

