

Shaping the future of intermodal logistics

Rastatt: never again

JOEP BREKELMANS

SENIOR MANAGER SOURCING AND CONTRACTING OF SABIC

CHEMISTRY THAT MATTERS™



THE IMPORTANCE OF EUROPEAN INTERMODAL TRANSPORT

Joep Brekelmans
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SABIC PETROCHEMICAL SOLIDS : ACTIVITY & PRESENCE IN EUROPE



6
MANUFACTURING
SITES



25
EXTERNAL
WAREHOUSES



45,000
TEU IMPORTS



170,000
CUSTOMER
ORDERS



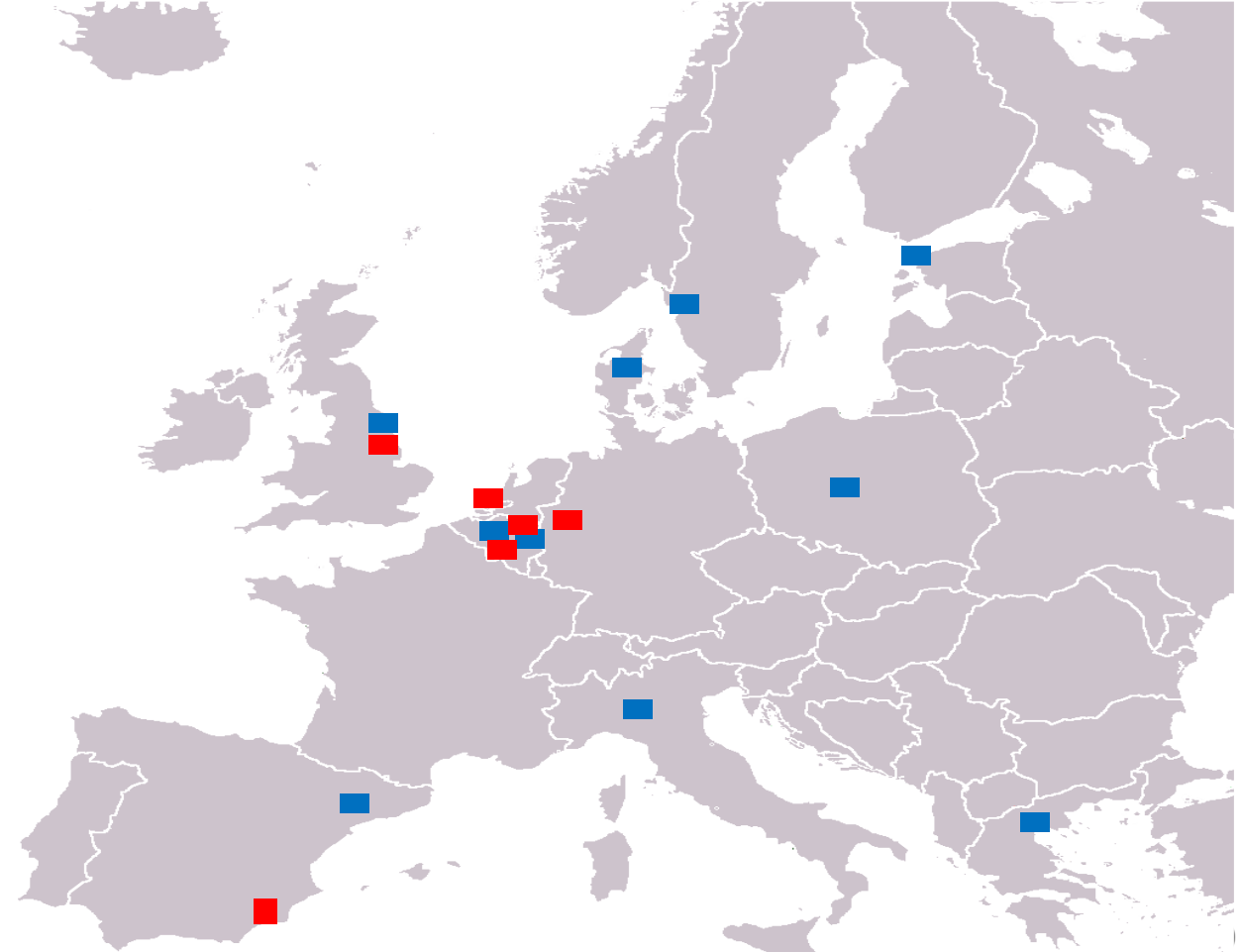
3,000
SHIP-TO
LOCATIONS



>150,000
TRIPS



95
LOGISTIC SERVICE
PROVIDERS



DEVELOPMENTS IN EUROPEAN ROAD TRANSPORT

ROAD TOLL/TAXES



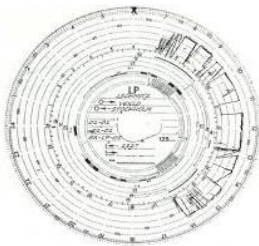
DRIVER SHORTAGE



CONGESTION



DRIVING HOUR RESTRICTIONS



REGIONAL DRIVING BANS



SOCIAL RESPONSIBILITY



SABIC STRATEGY : FOCUS ON INTERMODAL

“INTERMODAL” IS NOT JUST A MODALITY OF TRANSPORT FOR US.

Since > 5 years, SABIC focusses strongly on the development of intermodal routes.

- Payload optimization
- Safety: Low accident risk, on-site operations
- Reliability : High delivery punctuality
- Corporate Responsibility : CO2 footprint reduction

Customer acceptance is key ! (longer lead times)

WHERE HAS THIS INTERMODAL FOCUS BROUGHT US?

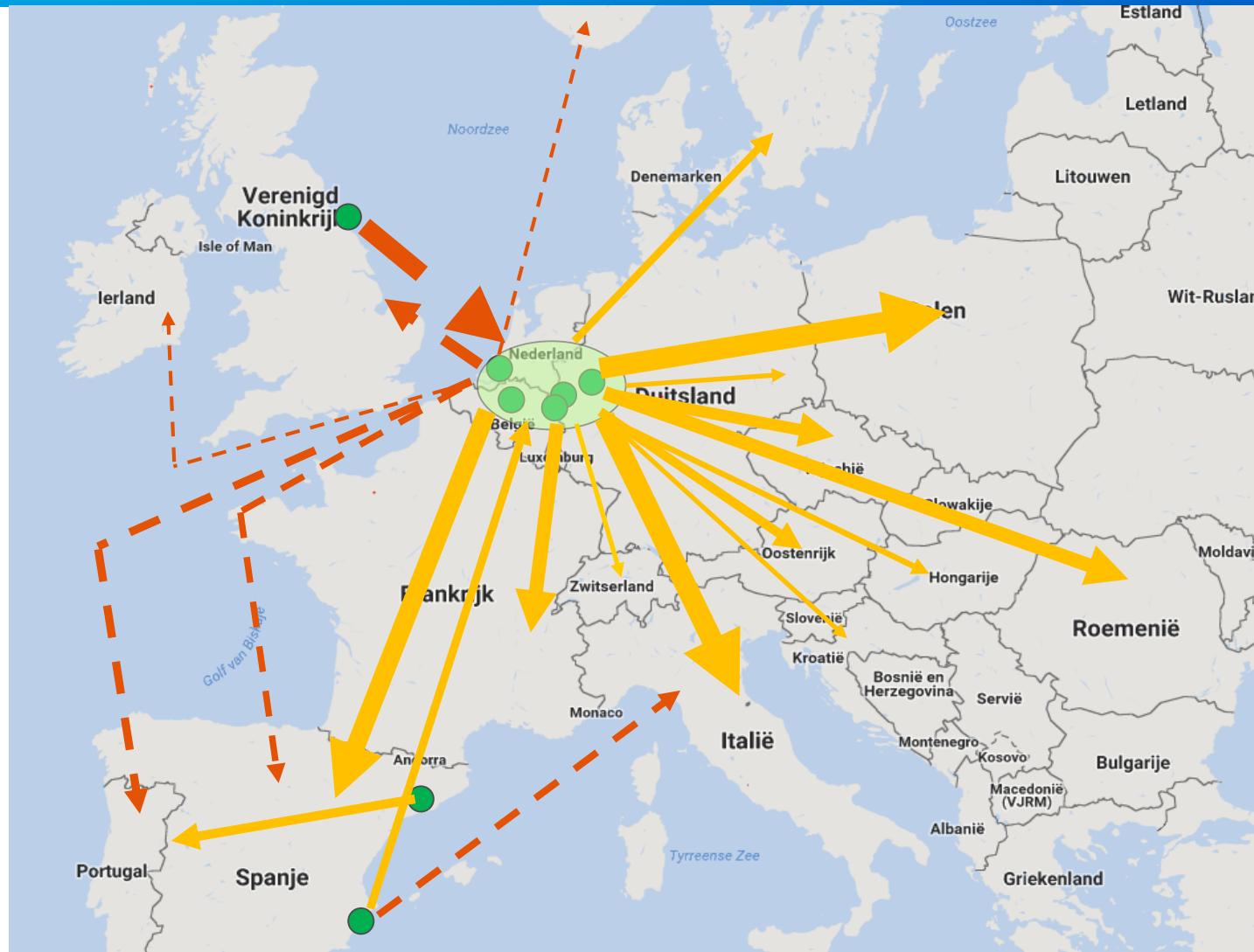


170,000
CUSTOMER ORDERS



Year	2015	2017	Increase
# of trips	25%	32 %	28 %
Volume	30 %	36 %	20 %

INTERMODAL : MAIN DESTINATIONS



Italy
Germany
Czech Republic
Poland
Romania
Austria

60% of our
intermodal
destinations are
passing through
Germany

SABIC : FUTURE DEVELOPMENTS INTERMODAL

Current minimum distance for intermodal is 600-700 km.

This must decrease to allow Intermodal to gain further importance

Pre-requisites for securing acceptance and further growth:

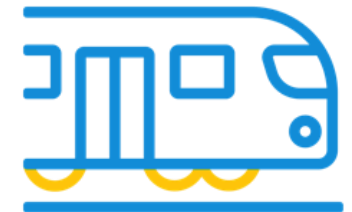
F_{requency of departures}

O_{n Time}

R_{eliability}

C_{ustomer Acceptance}

E_{conomical Feasibility}





THANK YOU