

# Rail Cargo Group

Your Partner in Europe

Corporate presentation

Status: June 2017



# Contents

- Company profile
- Facts & figures
- Ownership structure and history
- Countries and principal subsidiaries
- Successfully into the future







# COMPANY PROFILE

## Tailor-made rail logistics



\* AT, BA, BE, BG, CZ, DE, GR, HU, HR, IT, LU, NL, PL, RO, RU, SI, SK, TR

# Rail Cargo Group business model



- Focus on **core competence: railway logistics**
- Transparency through simplicity and **five businesses, each with its own model and markets (internal, external)**
- **Bringing together skills, resources and responsibilities**
- **Consistent brand architecture**

1

**Rail forwarding with specialist sector competence**



2

**Operator for high-frequency long-distance routes**



3

**Carrier for in-house traction provision**



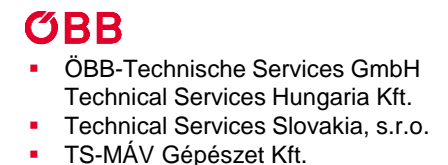
4

**Wagon rental**



5

**Rolling stock maintenance**





# Services beyond borders



# Rail Cargo Group deploys innovative wagon systems

## Examples of innovative solutions

Separation of basic wagon & add-on, combined with various loading/unloading devices.



## Success factors

- **Developing Unique Selling Points** in product portfolio: includes incorporation of customer-specific modifications (add-ons) and optimisation of useful life
- **Cost reduction through standardisation**
  - Purchasing
  - Maintenance/storage of spare parts
  - Cost-effective technical modifications (add-ons)
- **Optimised capacity utilisation**
  - Greater flexibility in responding to changes in market needs
  - Combining seasonal traffic flows
  - Higher payload and volume optimisation





# FACTS & FIGURES



# Rail Cargo Group at a glance

STATUS: 2015

- **Turnover** € 2.1 billions, € 60.2 millions EBIT
- **Goods carried** 109.1 million tonnes
- **Tonne kilometres** 28.8 billion tonnes-km
- **Staff** 8,409
- **Locomotives** 452 service locomotives  
173 shunting locomotives
- **Wagons** 21,533
- **5 rail business units** 16 Rail forwarding units  
4 Operating companies  
11 RU  
1 Wagon lessor  
4 Rolling stock maintenance companies

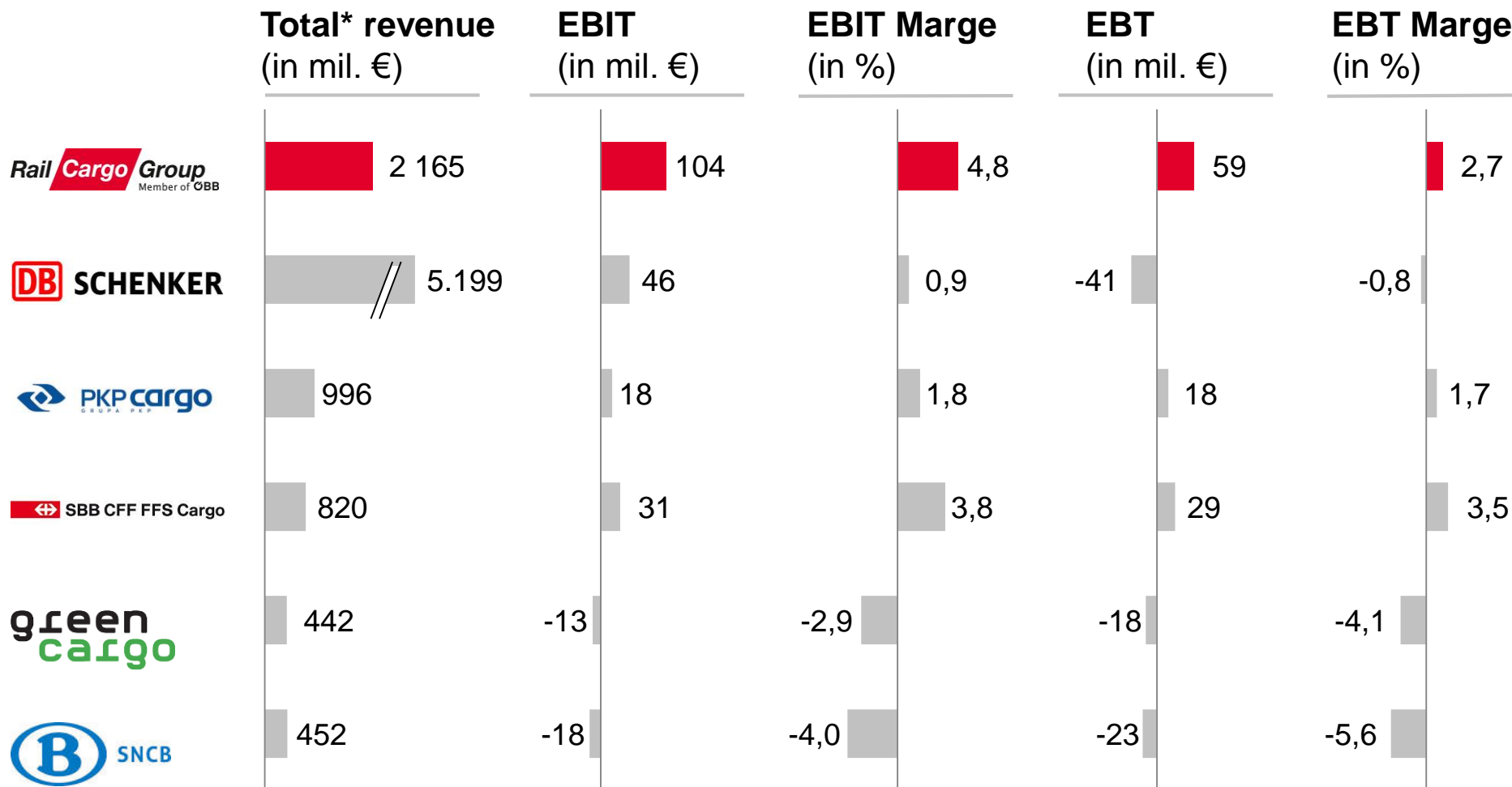
# Rail Cargo Group: facts & figures

STATUS: 2016

	2016
<b>Goods transported</b> in million tonnes	109.1
<b>Tonne-kilometres</b> in billion tonnes-km	28.8
<b>Total revenue</b> in million EUR	2,124.0
<b>EBT</b> in million EUR	44.3
<b>EBIT</b> in million EUR	60.2
<b>EBIT margin</b> in %	2.8 %
<b>Personnel</b>	8,409

		2016
<b>Rolling stock</b>	Shunting locomotives (diesel)	122
	Shunting locomotives (electric)	51
	Service locos (diesel)	86
	Service locos (electric)	366
	<b>Total</b>	<b>625</b>
<b>Wagons</b>	Covered wagons	3,782
	Flat bed wagons, open and with stanchions	10,379
	Bulk and silo wagons	2,538
	Steel wagons	1,275
	UCT, ACTS container wagons	2,506
	Tank wagons	99
	Rolling Road wagons and passenger cars	594
	<b>Total</b>	<b>21,533</b>

# Benchmark of European freight railways – Rail Cargo Group is European profitability champion



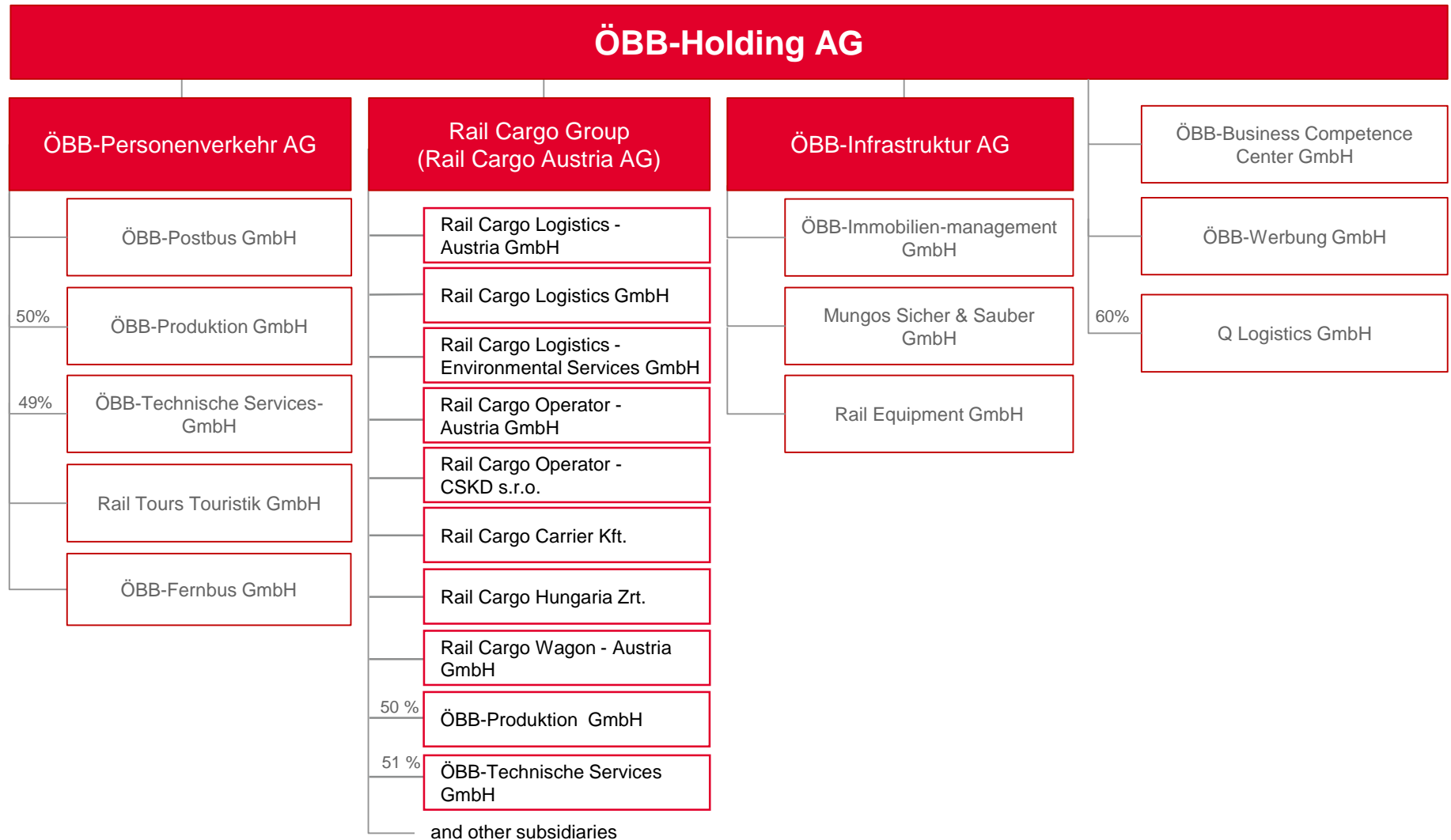
\* Total revenue: including capitalized services and other revenues



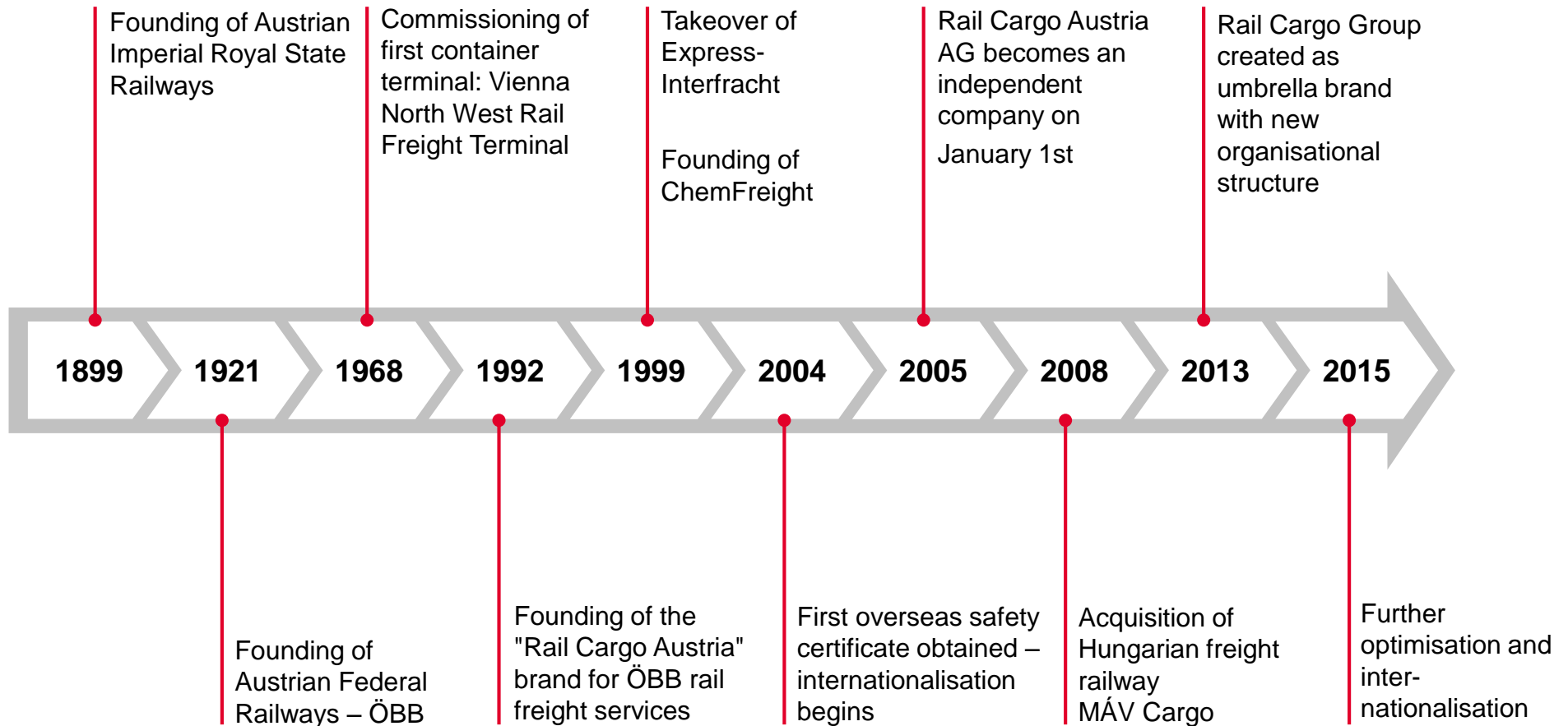


# OWNERSHIP STRUCTURE AND HISTORY

# Ownership structure – part of ÖBB Group



# History of rail freight at ÖBB





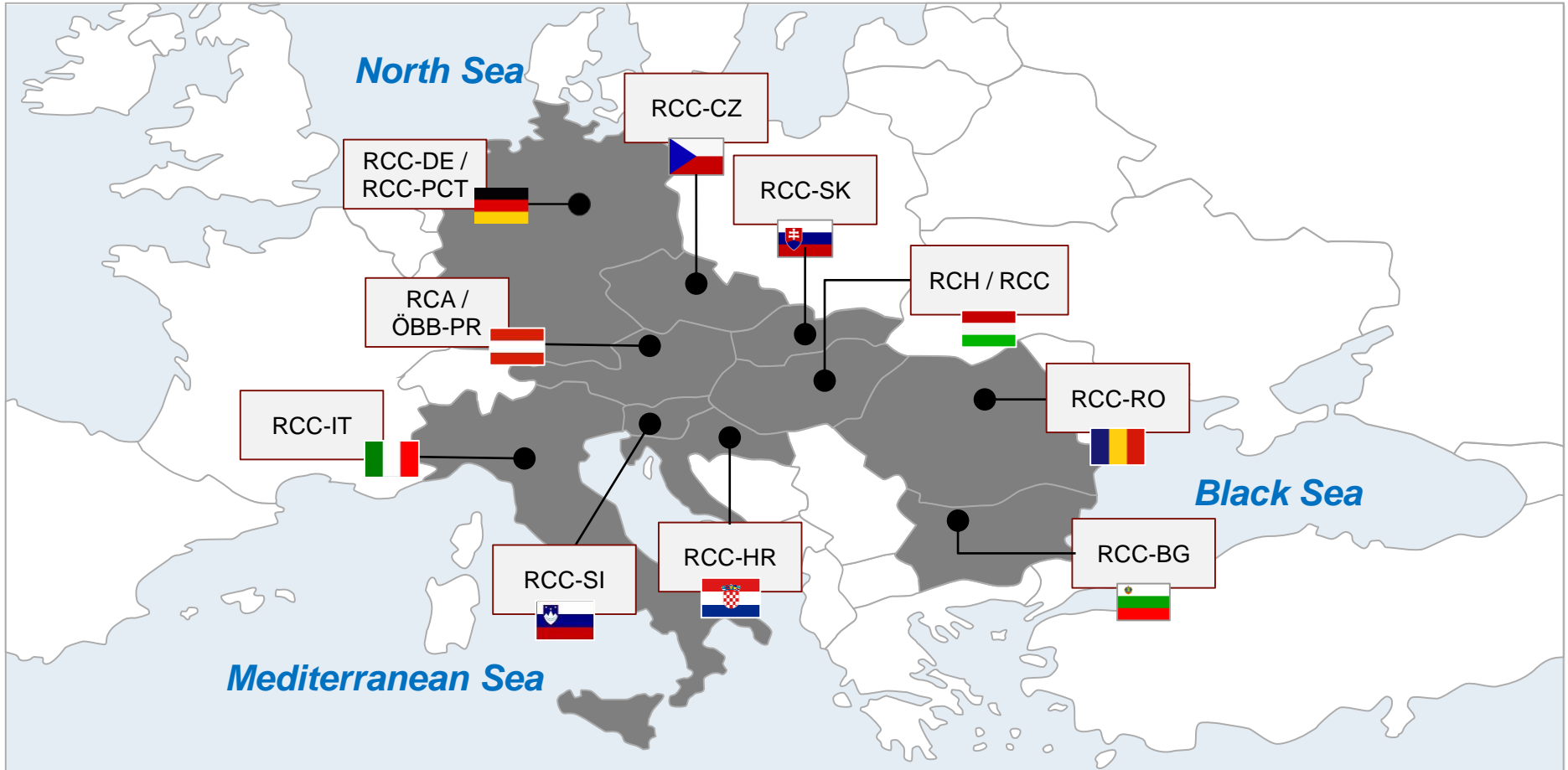


## **COUNTRIES AND PRINCIPAL SUBSIDIARIES**

# International presence – subsidiaries



# In-house traction provided in 10 countries





# Rail Cargo Operator



# Customised railway logistics

## Rail Cargo Operator

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

### Austria

**Rail Cargo Operator - Austria GmbH**

Management:  
Dr. Max Kindler, Tufan Khalaji

1100 Vienna, am Hauptbahnhof 2, Austria

Tel.: +43 (0) 664 88425139 (M. Kindler)

Tel.: +43 (0) 664 8417066 (T. Khalaji)

### Czech Republic

**Rail Cargo Operator - ČSKD s.r.o.**

Management:  
Gerhard Kratochwil, Dr. Max Kindler

13000 Prague, Žerotínova 34,  
Czech Republic

Tel.: +42 (0) 603 288050 (G. Kratochwil)

Tel.: +43 (0) 664 88425139 (M. Kindler)

### Slovakia

**Rail Cargo Operator - ČSKD s.r.o.**

Management:  
Gerhard Kratochwil, Dr. Max Kindler

01001 Žilina, Bratislavská cesta 60,  
Slovakia

Tel.: +42 (0) 603 288050 (G. Kratochwil)

Tel.: +43 (0) 664 88425139 (M. Kindler)

### Germany

**Rail Cargo Operator - Port/Rail Services GmbH**

Management:  
Holger Teuteberg, Gerhard Kratochwil

28195 Bremen, Hutfilterstrasse 16-18,  
Austria

Tel.: +49 421 478 866 20 (H. Teuteberg)

Tel.: +42 (0) 603 288050 (G. Kratochwil)

### Hungary

**Rail Cargo Operator - Hungaria Kft.**

Management:  
Gabor Spellenberg, Lukas Bernard

1133 Budapest, Váci út 92, Hungary

Tel.: +36 (0) 304 972235

(G. Spellenberg)

Tel.: +42 (0) 606654101 (L. Bernard)

# Terminals

## National Terminals for Unaccompanied (UKV) or Accompanied Combined Transport (ROLA)

**Combi Cargo/ROLA Terminal Wels Vbf**  
4600 Wels, Terminalstraße 100  
johann.schnuerzer@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  
bernhard.meusburger@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 Inzersdorf)**  
Güterzentrum Süd, 1230 Wien  
johann.schnuerzer@oebb.at

 ÖBB Terminals

 Terminals of the Rail Cargo Group

## International Terminals for Unaccompanied Combined Transport (UKV)

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

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

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

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

**Rail Cargo Terminal - BILK**  
H-1239 Budapest, Európa utca 4  
info.rcf.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



## Key services

### Intermodal transport

- Intermodal 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



# European Corridors

## NORD/WEST PORTS CORRIDOR

- Hamburg - Melnik v.v.
- Hamburg - Paskov v.v.
- Bremerhaven - Melnik v.v.
- Gdansk - Paskov v.v.
- Hamburg - Wolfurt v.v.
- Bremerhaven - Wolfurt v.v.
- Hamburg - Wien - Linz v.v.
- Bremerhaven - Wien - Linz v.v.
- Rotterdam - Wolfurt v.v.
- Rotterdam - Wien - Linz v.v.

## CONTINENTAL CORRIDOR

- Duisburg - Ljubljana v.v.
- Neuss – Budapest v.v.
- Wels - Duisburg v.v.
- Wels - Ludwigshafen v.v.
- Wien - Wels - Neuss v.v.
- Wels - Wien v.v.
- Wels - Dietikon v.v.
- Verona - Curtici v.v.
- Duisburg – Curtici v.v.
- Wien – Castelguelfo v.v.
- Austrian National intermodal transport
- Zilina - Kaliningrad v.v.
- Paskov – Kaliningrad v.v.
- Zilina – Malaszewicze v.v.
- Wien - Budapest v.v.
- Budapest - Curtici - Ploiesti v.v.

## SOUTH-PORTS CORRIDOR

- Koper - Dobra u Frydku Mistku v.v.
- Koper - Bratislava v.v.
- Koper - Zilina v.v.
- Koper - Paskov v.v.
- Koper - Bratislava – Wien
- Koper - Budapest v.v.
- Koper - Villach v.v.
- Piraeus – Budapest v.v.
- Piraeus – Pardubice v.v.
- Rijeka - Budapest v.v.
- Trieste - Budapest v.v.
- Trieste - Villach v.v.
- Trieste - Ulm v.v.
- Triest - München v.v.
- Trieste – Paskov v.v.
- Trieste - Burghausen u.v.v.

## SOUTH-EAST EUROPE CORRIDOR with antenna connections

- Sopron - Budapest - Istanbul Halkali v.v.
- Budapest – Curtici - Ploiesti v.v.
- Budapest – Vienna v.v.
- Budapest – Munich – Hamburg v.v.
- Budapest – Wels - Neuss v.v.
- Budapest – Trieste v.v.
- Budapest – Rijeka v.v.
- Budapest – Koper v.v.
- Budapest – Piraeus v.v.



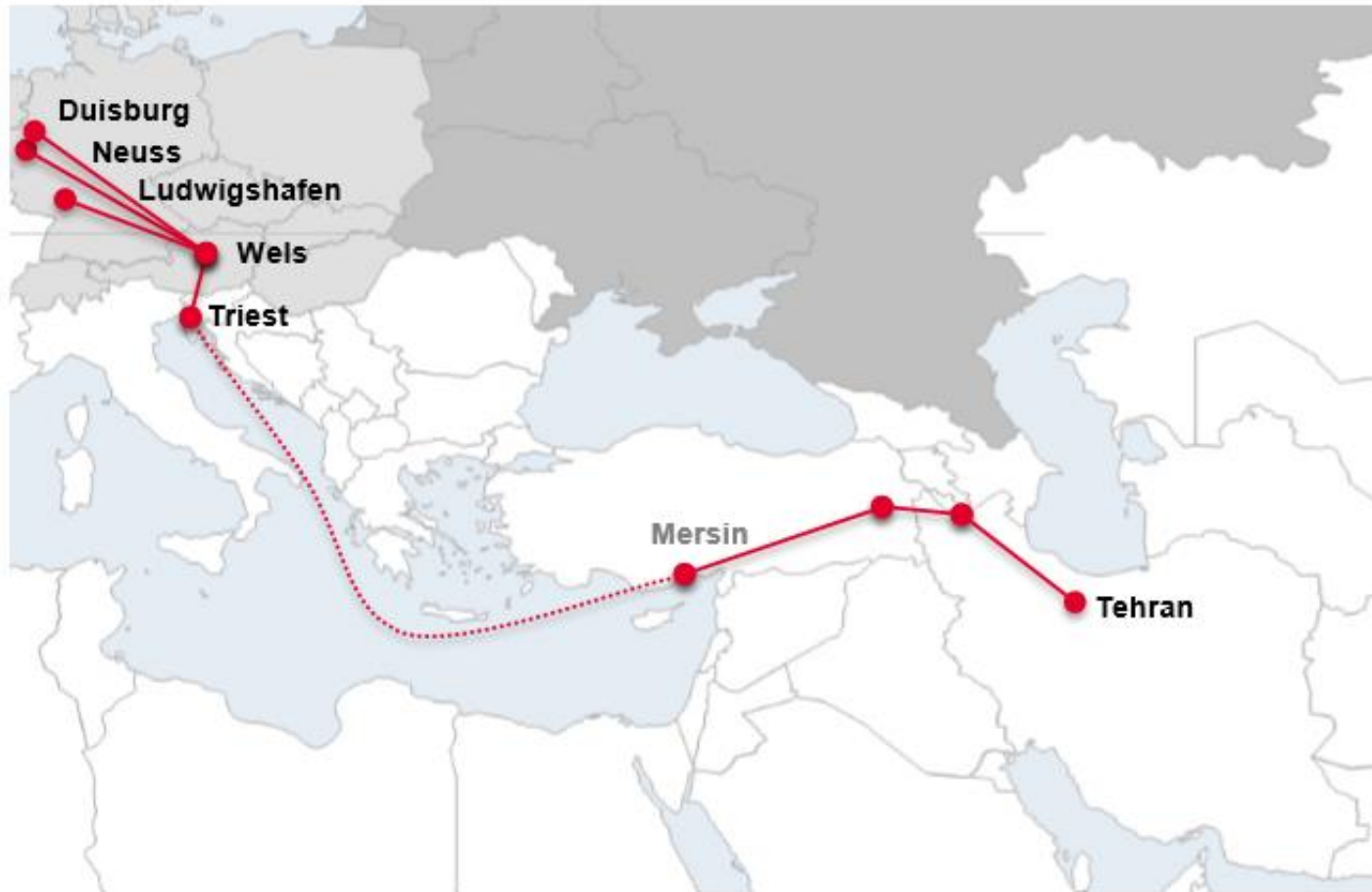
# Eurasia Rail





# Iran Train Shuttle

## Illustration of route



THANKS FOR YOUR  
ATTENTION