



MARKET PLACE SEMINAR

INLAND HUBS: KEY TOWARDS
RAIL FREIGHT
CORRIDOR DEVELOPMENT

Rail Cargo Group

Your Partner in Europe



Mr. Harald Jony



DUISBURG, GERMANY
14-15 SEPTEMBER 2017

Rail Cargo Group business model

Rail Cargo Group
Member of ÖBB

- 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

Rail Cargo Logistics
Member of ÖBB

2 Operator for high-frequency long-distance routes

Rail Cargo Operator
Member of ÖBB

3 Carrier for in-house traction provision

Rail Cargo Austria / **ÖBB**
Member of ÖBB / ÖBB-Produktion GmbH
Rail Cargo Hungaria
Member of ÖBB
Rail Cargo Carrier
Member of ÖBB

4 Wagon rental

Rail Cargo Wagon
Member of ÖBB

5 Rolling stock maintenance

ÖBB

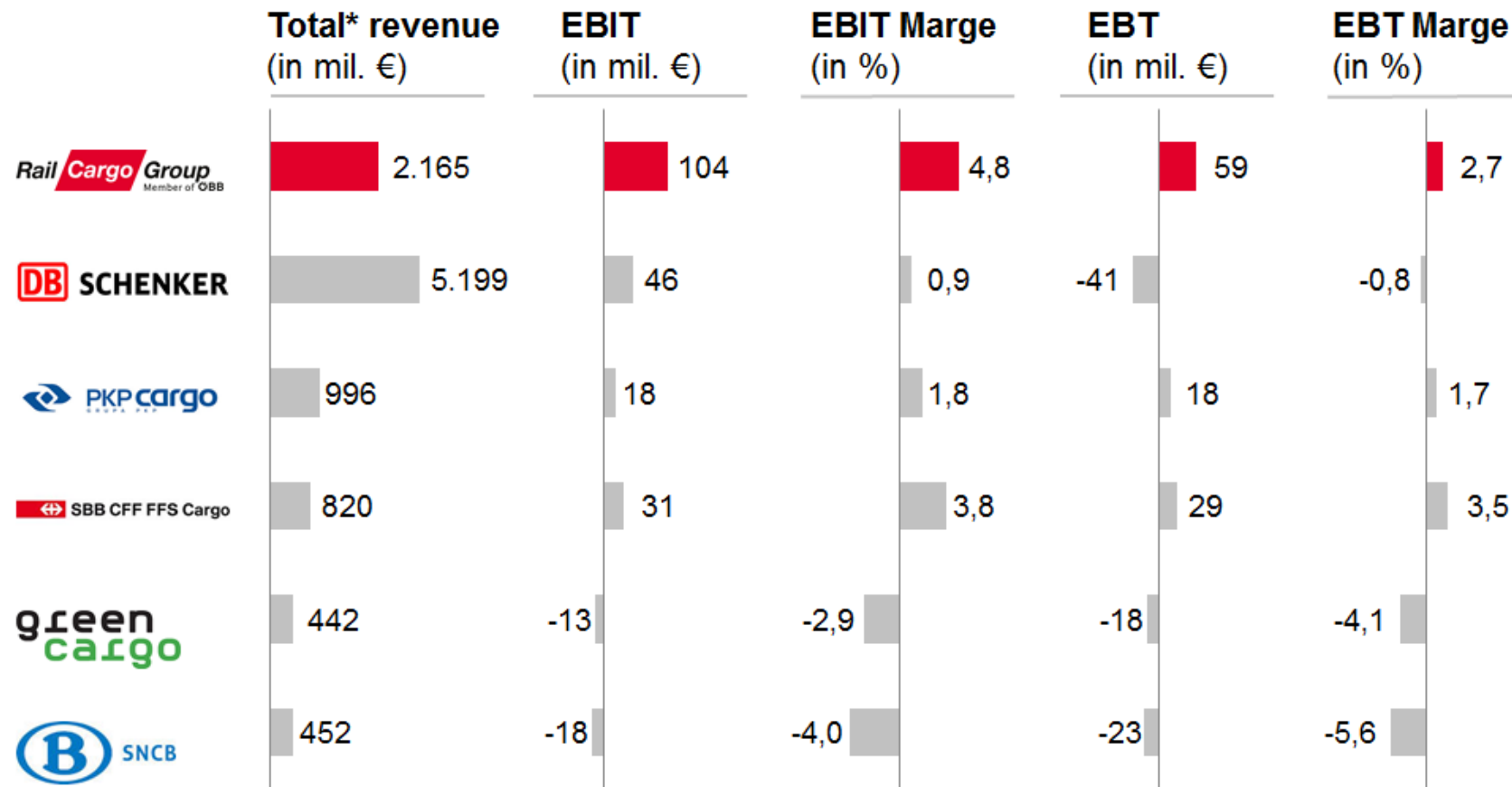
- ÖBB-Technische Services GmbH
- Technical Services Hungaria Kft.
- Technical Services Slovakia, s.r.o.
- TS-MÁV Gépészet Kft.

Rail Cargo Group at a glance

- **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

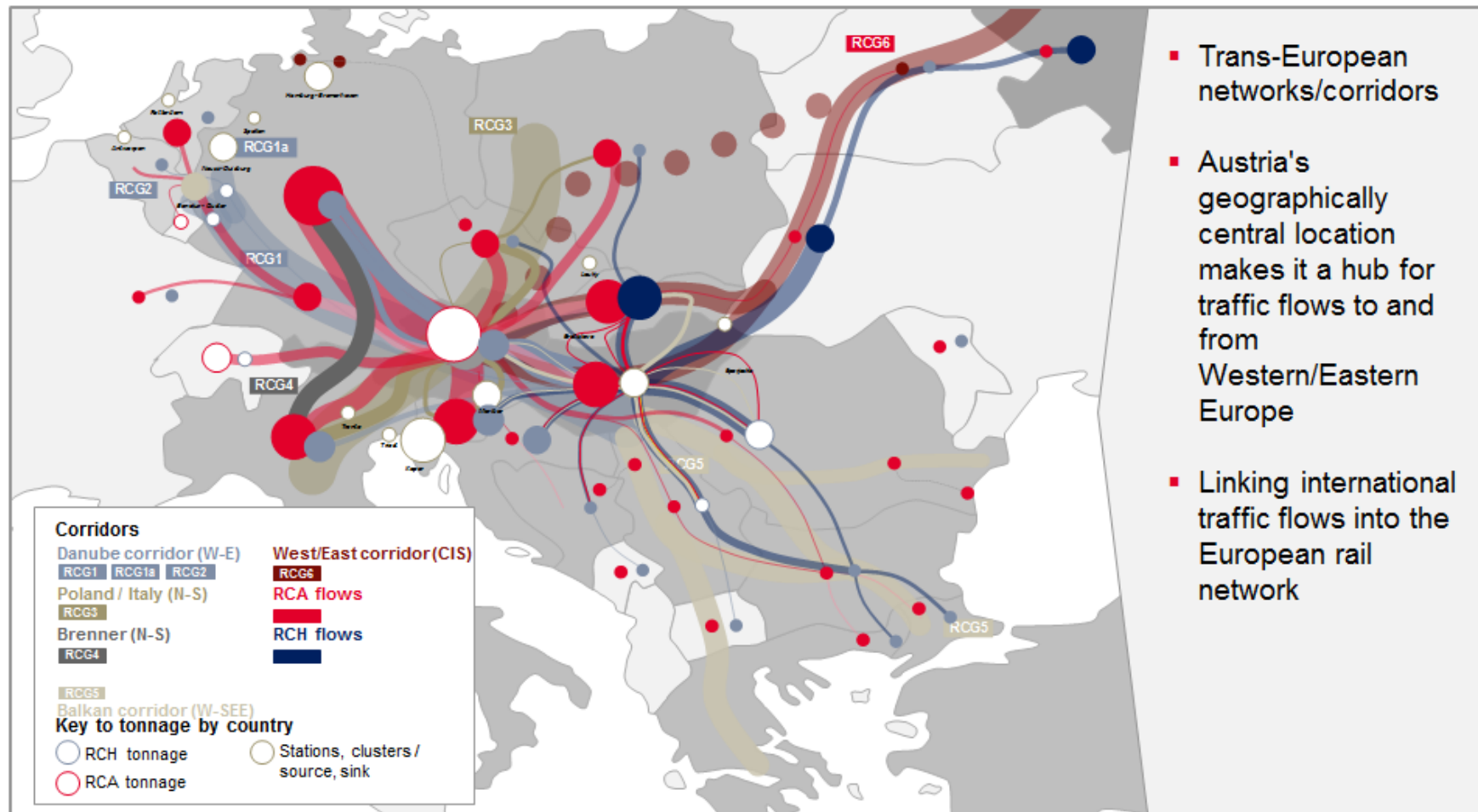
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Benchmark of European freight railways – Rail Cargo Group is European profitability champion



* Total revenue: including capitalized services and other revenues

Current traffic flows and growth corridors for Rail Cargo Group



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	Czech Republic	Slovakia	Hungary
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)	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)	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)	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)

Germany
Rail Cargo Operator - Port/Rail Services GmbH
Management:
Holger Teuteberg, Gerhard Kratochwil
28195 Bremen, Hutfilterstrasse 16-18, Austria
Tel.: +49 421 478 86620 (H. Teuteberg)
Tel.: +42 (0) 603 288050 (G. Kratochwil)

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
6980 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 Fürtitz, 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

International Terminals for Unaccompanied Combined Transport (UKV)

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

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

Terminal Píerov
CZ-57117 Horní Moštěnice
sales.roo.cz@railcargo.com

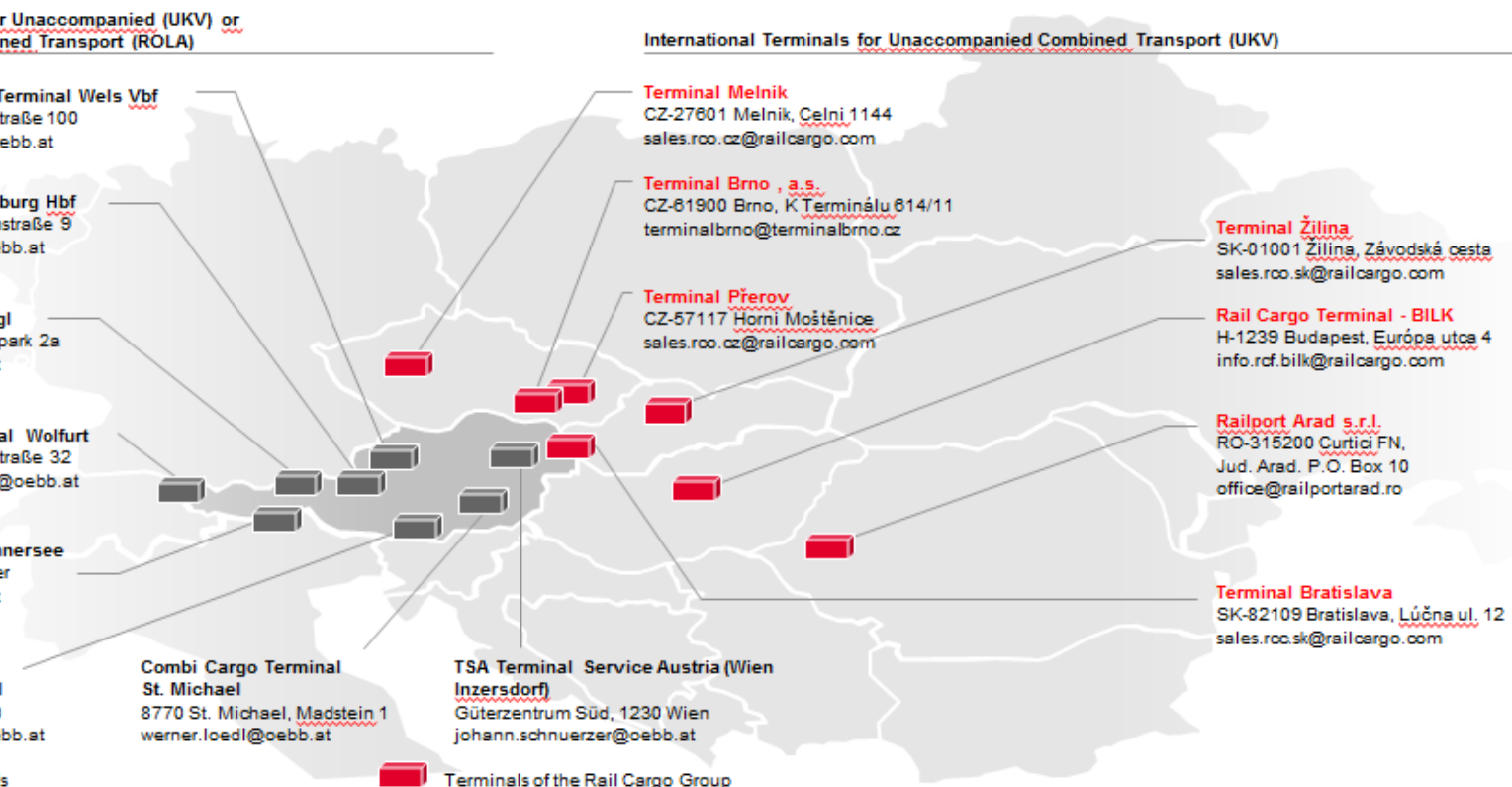
Terminal Žilina
SK-01001 Žilina, Závodská cesta
sales.roo.sk@railcargo.com

Rail Cargo Terminal - BILK
H-1239 Budapest, Európa utca 4
info.rf.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.roo.sk@railcargo.com

■ Terminals of the Rail Cargo Group



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

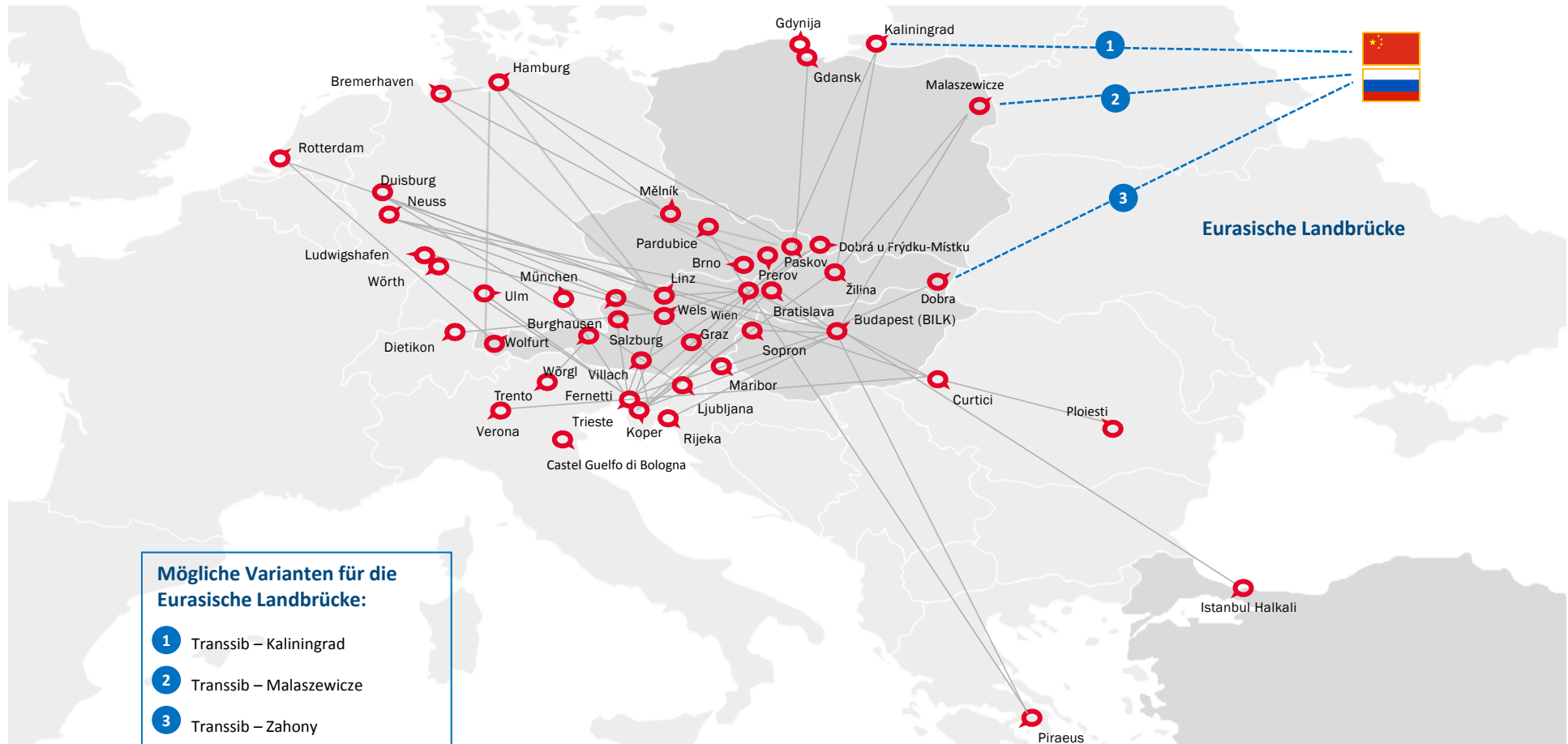
- Preparation of customs documents (T1, JCD, carnet TIR and ATA, CIM, CIM/SMGS)
- Customs clearance of import/export shipments
- Assistance and support for the complete customs clearance procedure and checks



European Corridors



RCO Networking incl. Expanding to Asia



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