



MARKET PLACE SEMINAR

INLAND HUBS: KEY TOWARDS
RAIL FREIGHT
CORRIDOR DEVELOPMENT

Reliable solutions for
transport logistics

Hupac Intermodal SA

Renzo Capanni

Member of the Management Board



DUISBURG, GERMANY
14-15 SEPTEMBER 2017

Rastatt Interruption August 12th – October 07th



The Rhine valley line is the main line for intermodal traffic in Europe. **Around 50% of the trade between Northern Europe and Italy via Switzerland** is normally performed by intermodal transport on this axis.

At present, the freight railways can manage only 25% of the normal volumes on the re-routings via Germany, France and Austria.

The European system of rail logistics is about to collapse

Rhine railway line in normal case



Transit via Rastatt

Intermodal trains	120 per day
Conventional trains	80 per day
Shipments in intermodal transport	70.000 per month

Rhine valley line after Rastatt disruption



Facts and figures

737,000 road shipments

110 trains per day

440 employees

5,500 owned wagons

8 Intermodal Terminals

CHF 470 million turnover

CHF 53.4 million Cash flow

Figures 2016



Challenges for reliable Intermodal solutions

- Great initiative of EU Commission with regulation 913/2010. Unfortunately reality is far away. It's time to action, not on national but on international level!
- National railway particularities: e.g. homologated ECTS Level 2 missing, lack of mono-language corridors.
- Patchwork of corridor parameters (2.000 t with single locomotive, 750 m, P400)
- Administrational burdens (documentation like last century)
- Shortening of train-sequence-intervals to better use limited rail infrastructure



Day to day operational challenges

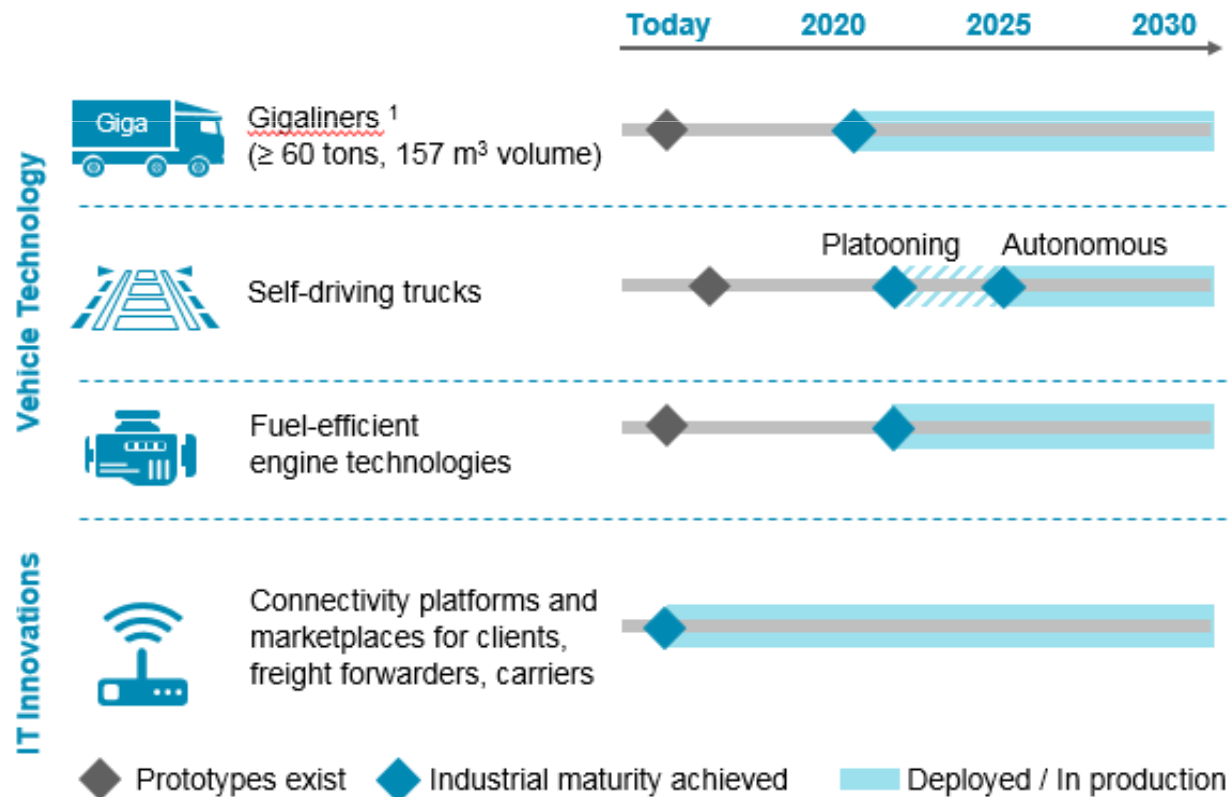
- Rastatt incident reveals the weakness of the rail system
- Insufficient international coordination of construction sites (lack of alternative routes), or if extended transit-time and lack of drivers.
- General lack of locomotive drivers (ageing of drivers)
- Lack of reserves is costing a fortune (cancelation of next train to restart)
- Resulting in overall lack of rail performance
- Plan (ordering train-paths in April for next year) vs. market reality.
- Time-gains along the routes are wasted again at the borders (no harmonization).
- Missing visibility of transport chain → ETA



Competitiveness of road will increase

**Production costs
Innovations**

**Low fuel prices: impact minus 5-7%
Enormous productivity boost:
potentially up to minus 25%**



How logistics can profit from digitalization

End2end visibility

- digitalization integrates all participants and processes via one IT-workflow and creates transparency about the whole supply chain

Reliability in delivery performance

- via digitalization problems in the transportation flow can be predicted and countermeasures can be started with a time margin ahead

Reduction of waste

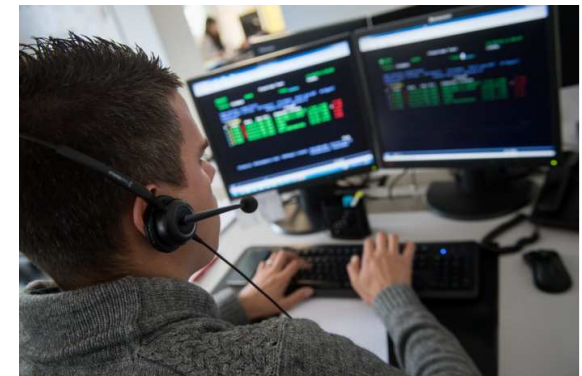
- digitalization helps to reduce transportation costs, better utilize assets, reduce administrative effort and investigations

Innovation Incubator

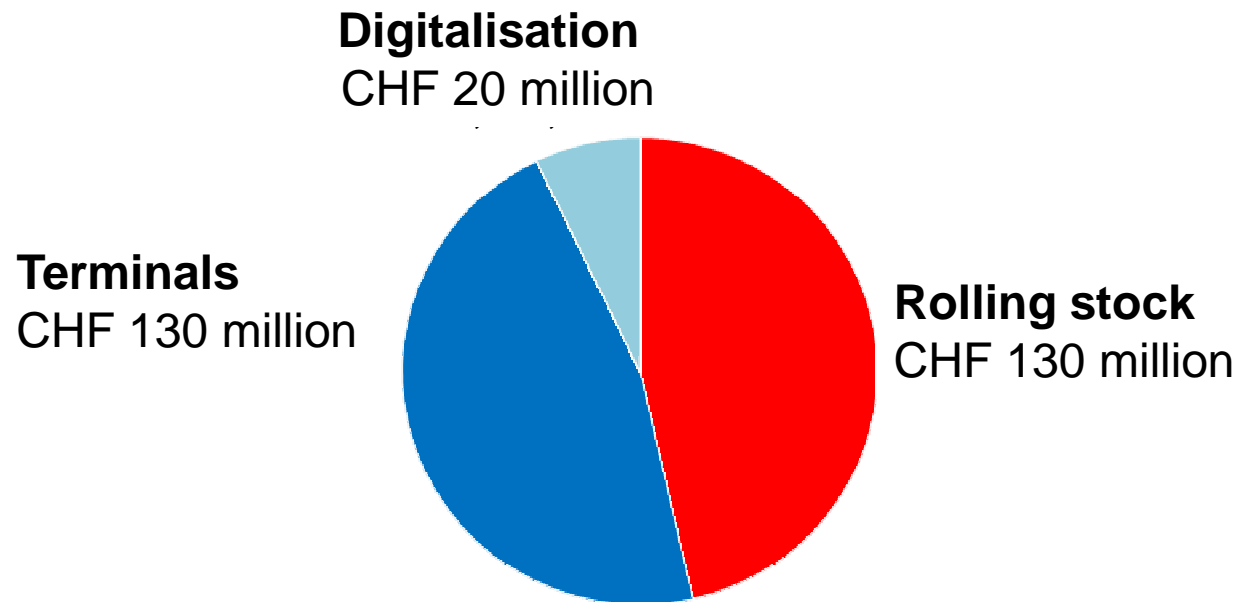
- digitalization forces companies to be more open to changes and innovations and to detect new business fields

Reduction of complexity

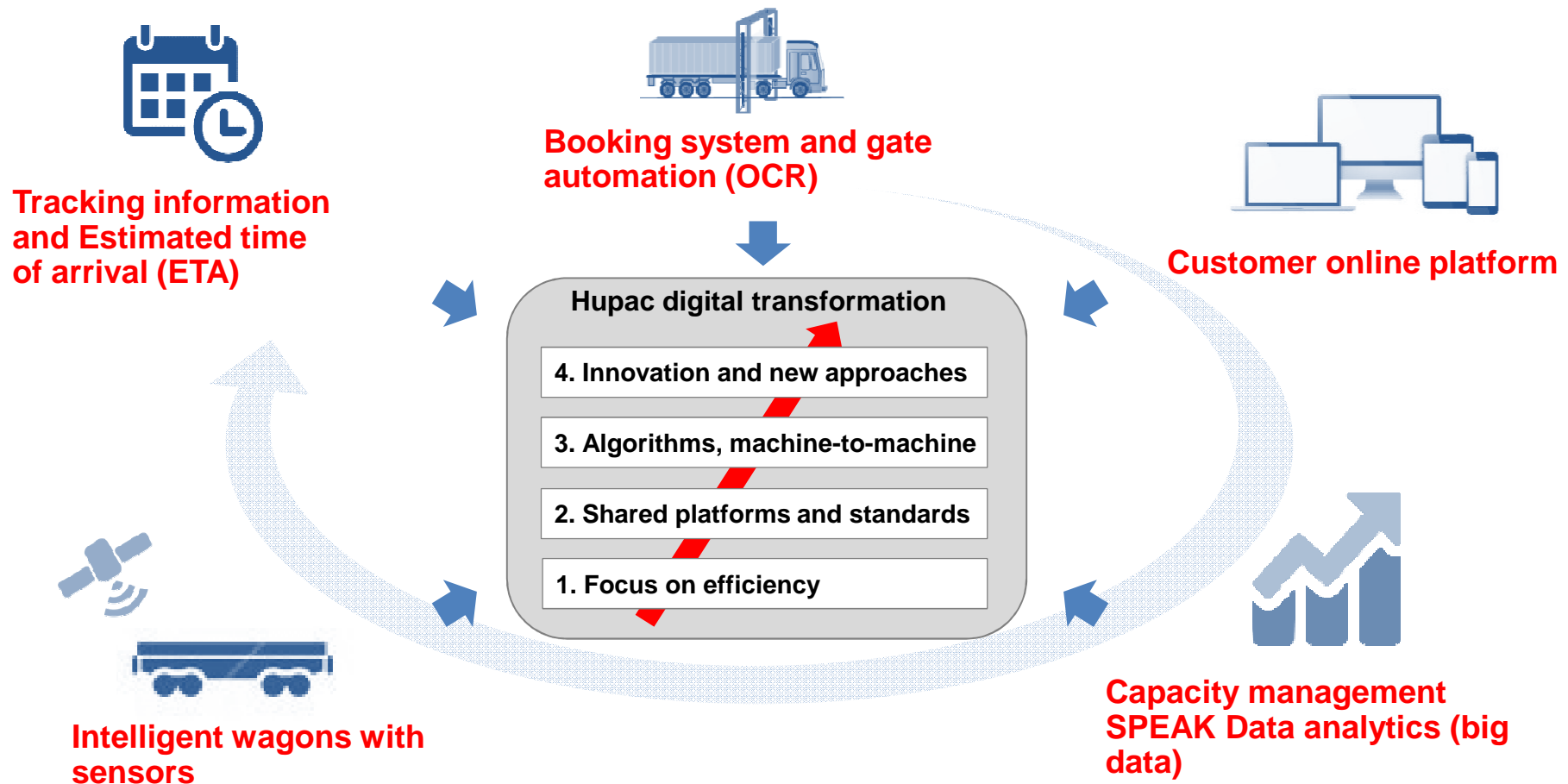
- digitalization will reduce costs of complexity via automation, standardization, transparency, availability of complete harmonized data



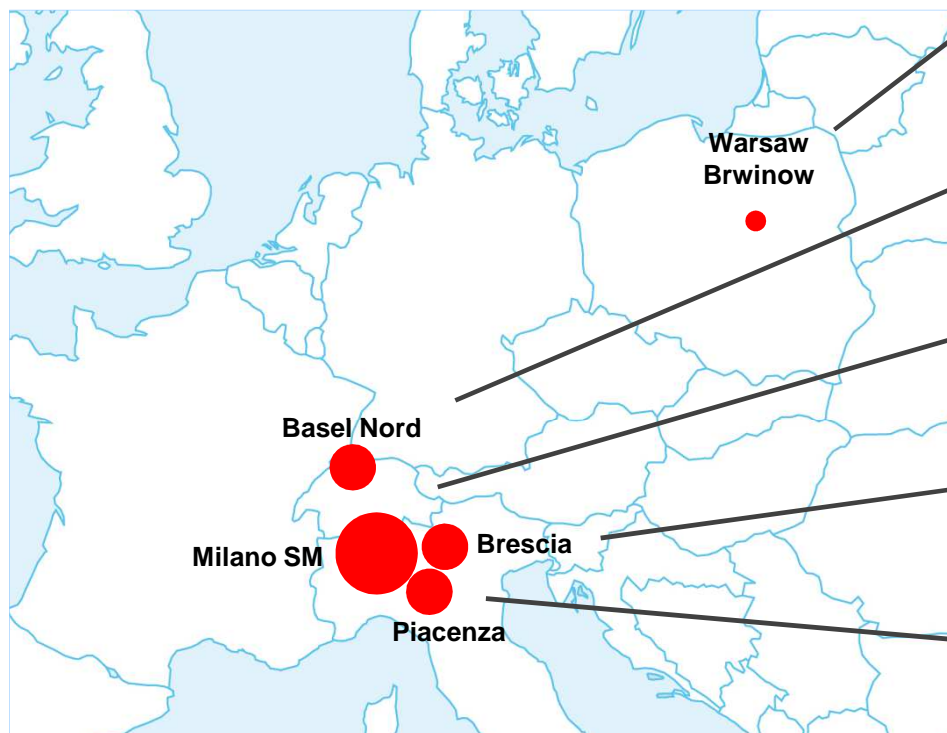
Strategy 2020: Hupac invests CHF 280 million



Hupac invests in digital transformation



Hupac invests in terminal capacity



127,000 sqm
3 reach stackers

120,000 qm
3 gantry cranes

240,000 sqm
6 gantry cranes

110,000 sqm
3 gantry cranes

100,000 sqm
3 gantry cranes



Hupac invests in multi-systems locomotives



Hupac invests in most modern wagons

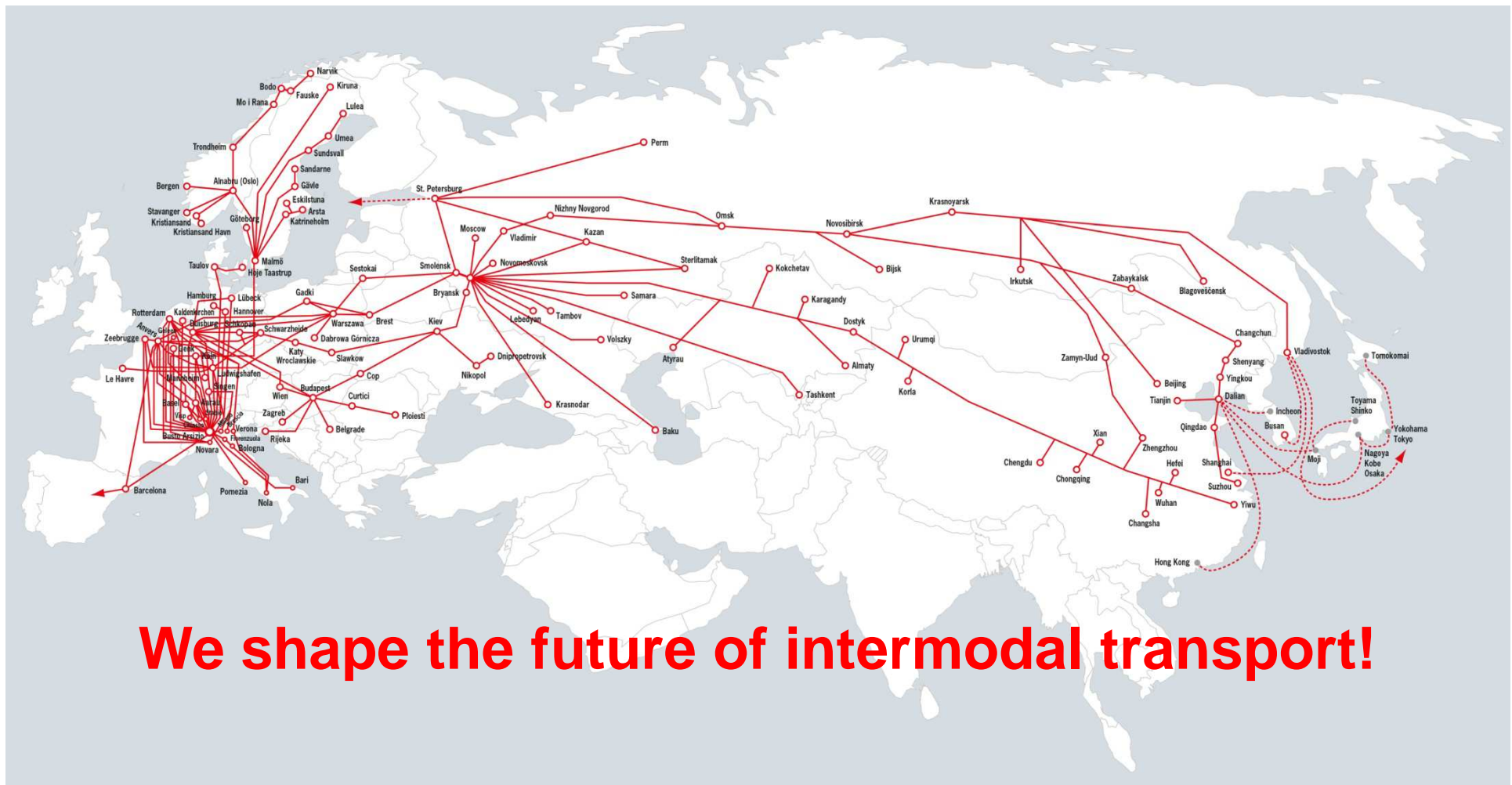


Intermodal benefits at a glance

- 10% weight advantage (44 t regulation)
- Spare assets and driver capacity
- Fixed transport schedules
- Multiple daily departures
- Buffering possibility (forward stock concepts)
- Predictable costs
- High level of safety



Unlimited by borders: nothing is impossible



We shape the future of intermodal transport!



Thank you for your attention.



Renzo Capanni
Email: rcapanni@hupac.com
Phone: +41 58 855 8080

