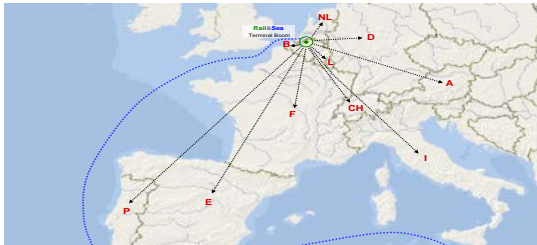


Rail&Sea

Your Path is our Goal

Terminal operators – partners to the new rail world

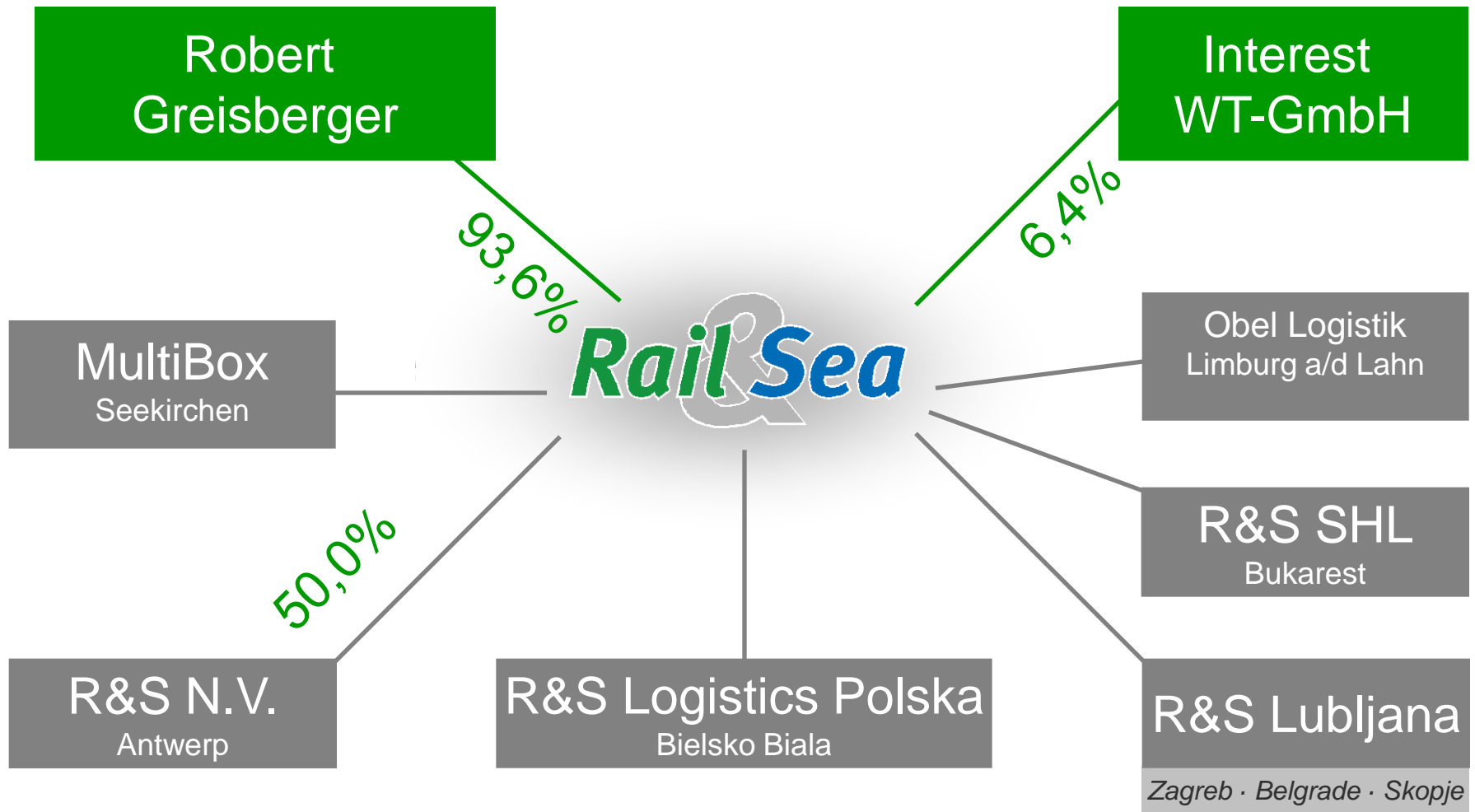
Edwin Moehlig – Managing Director



Rail&Sea

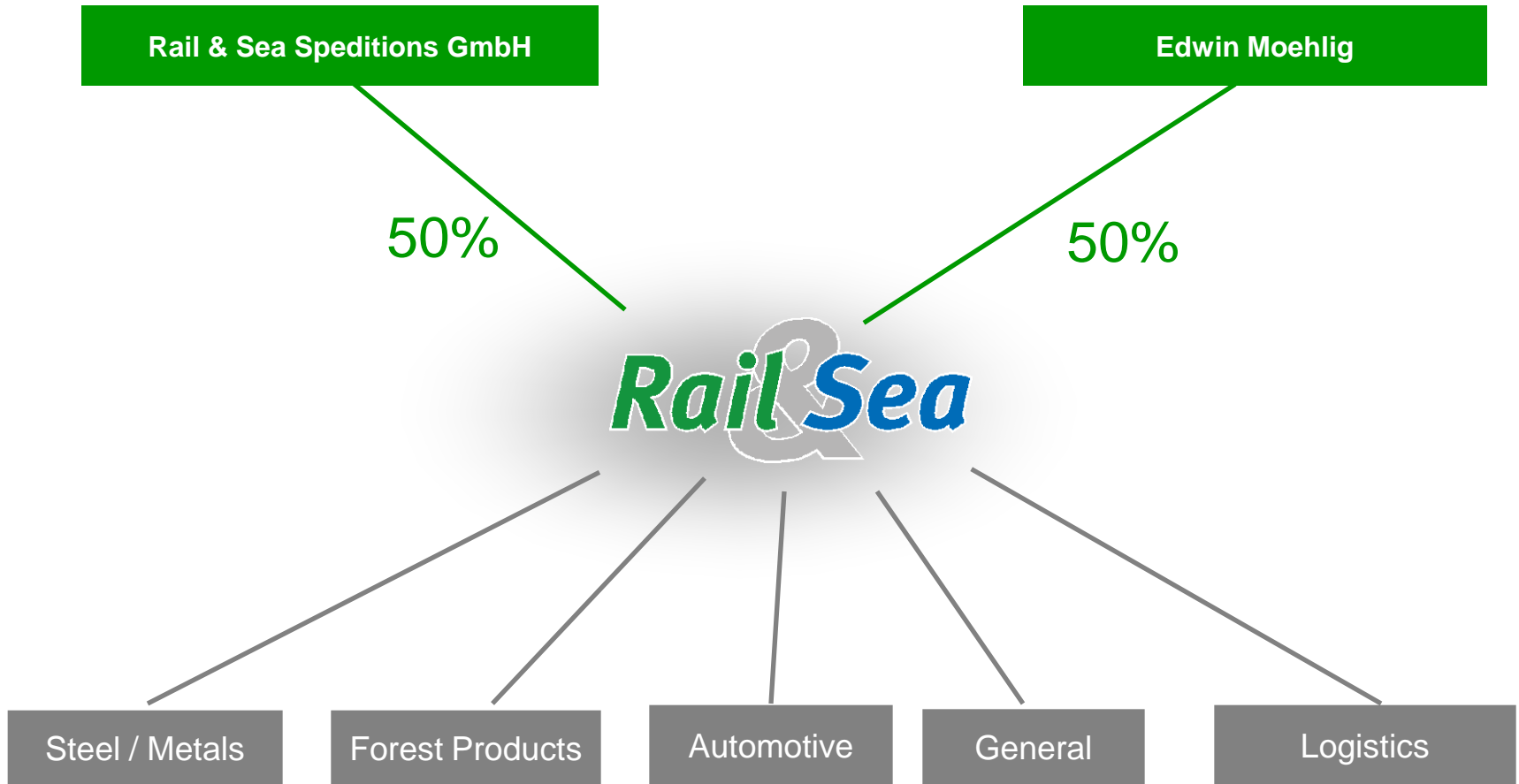
Shareholders and partner companies

Rail&Sea Speditions GmbH / Austria



Rail & Sea N.V. / Antwerp

Belgium



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Specialist in rail logistics

Rail&Sea



- Rail&Sea is a **100 % privately owned** logistics service provider emphasizing on certain industries
- Rail&Sea is **fully independent** from any state- or private owned railway company or logistics provider.
- Rail&Sea is developing **integrated logistics concepts by rail**
- Rail&Sea has been investing in a number of **own terminals** – mainly in CEE - ensuring constant and reliable performance.

Rail&Sea world

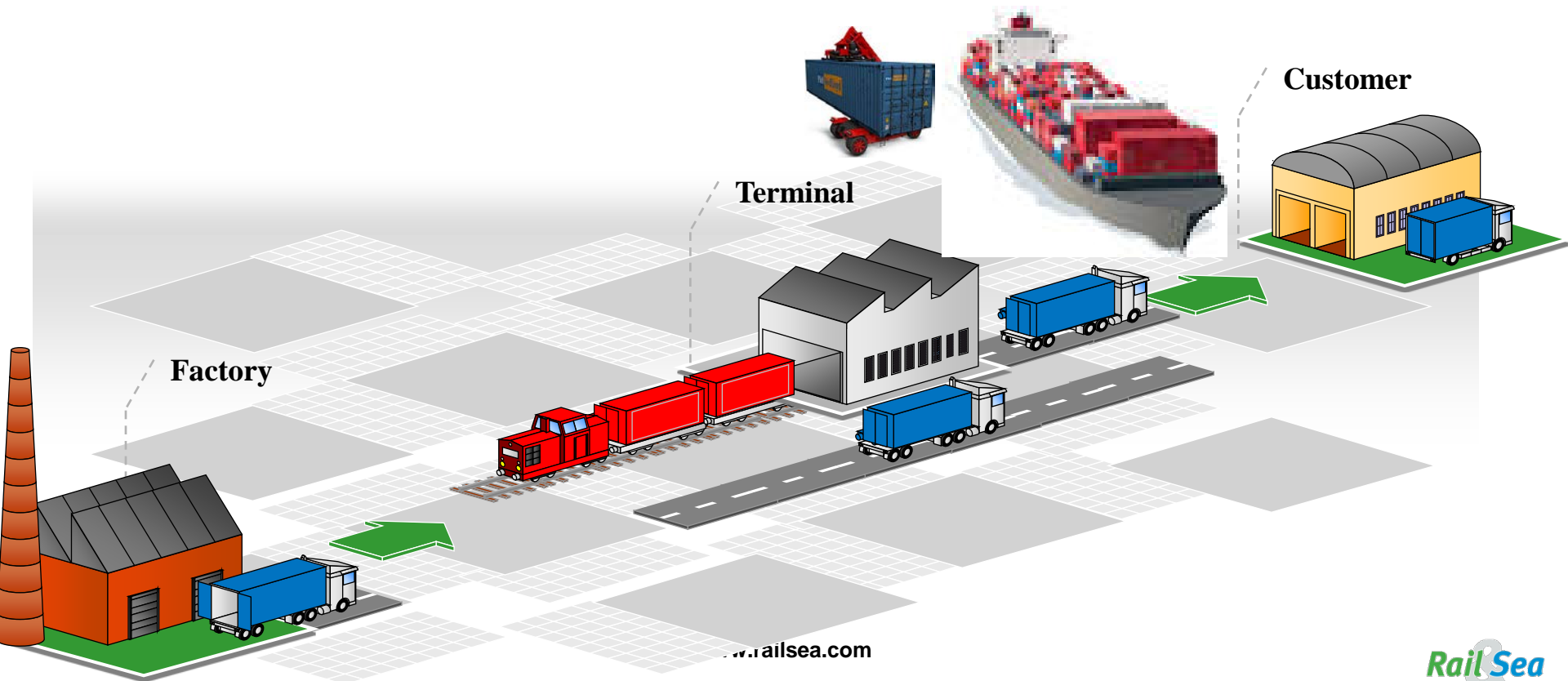


Rail organisation seen as part of a Supply Chain mode

Production

Logistics-System

Customer



Factory sidings

Growing market

- Rail&Sea is operating **factory sidings**: An efficient way to reduce costs and increase service level dramatically. We use most modern tools to steer and optimize all processes.
- We offer our partners best tariffs on rail logistics – in particular in Central- and Eastern Europe. Years of cooperation with railway companies result in excellent relations. Due to our market power we obtain best conditions for their services. An advantage we provide to our customers.





Wir bestehen auf Flexibilität



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Rail & Sea

MULTIBOX Types

MULTIBOX Swingfloor

Patent selfdischarging
Custom build for industries
using woodchips



MULTIBOX Swingsider

Exceptional: Bulk and
pallets are combined in the
same unit
„Staatspreis-Sieger“ Austria



MULTIBOX Wingliner

Succesfull operation with
Kaindl Group
Hydraulic Wingliner System
for container doors

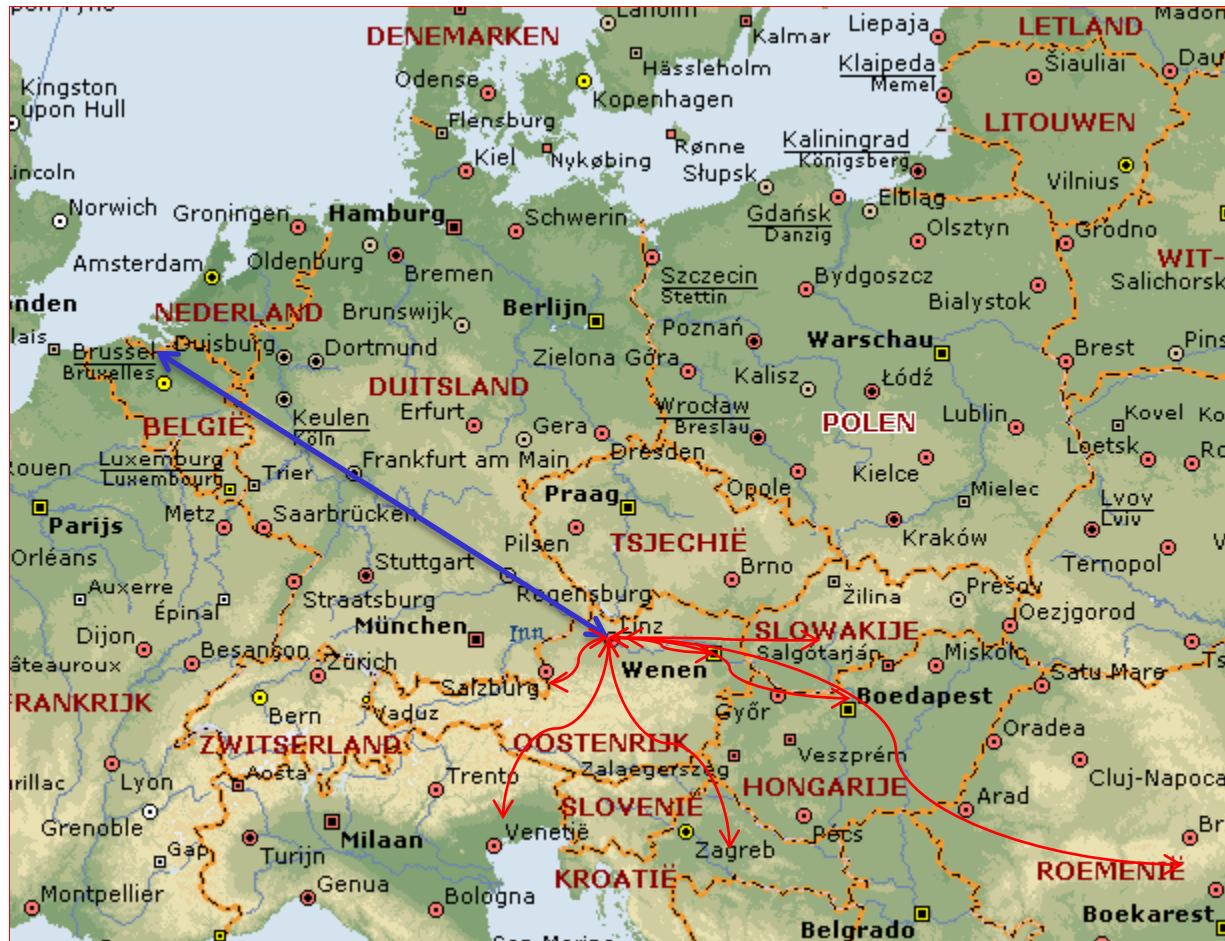


MULTIBOX Recycling

In combination with trailer that
can position or pick-up
Specialy developed for
growing transportmarket for
recycling, bio-mass etc.



Connection to South-East Europe

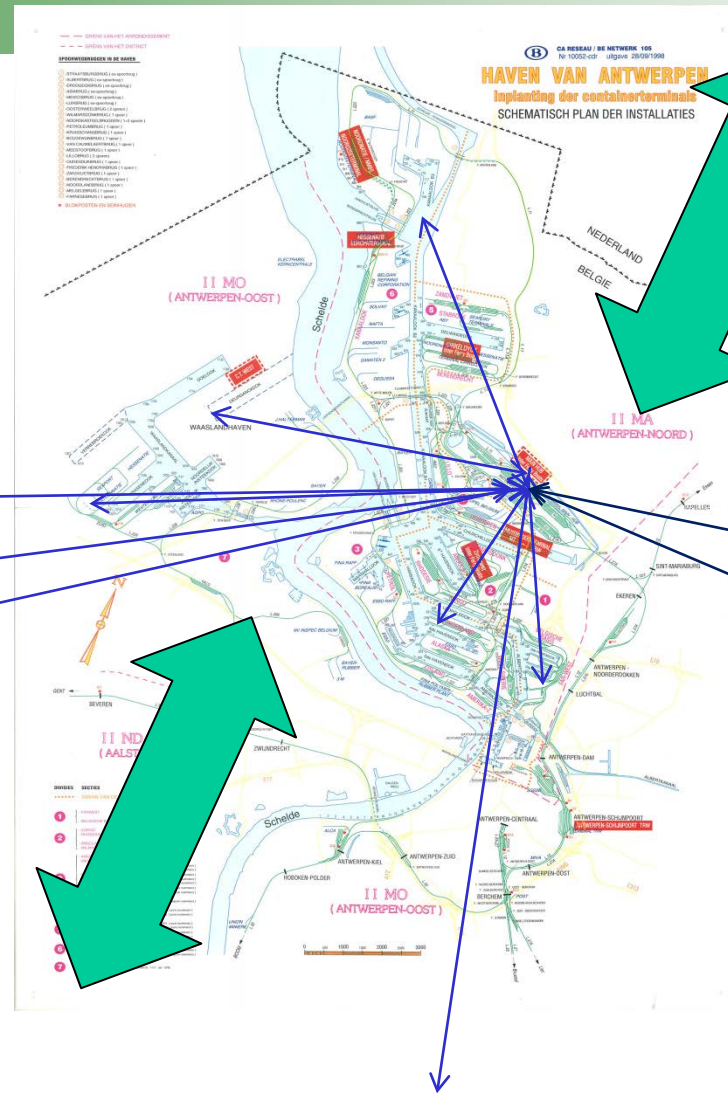


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FREIGHT CORRIDOR Antwerpen - Linz

- Fixed shuttle between Antwerpen-Noord and Linz – frequency 3 trains/week/direction to start with with aim to go to daily frequency with several departures
- Best optimisation of locomotives over this distance (3 round trips per week per locomotive)
- **Best of both worlds:**
 - Private traction with Railtraxx in combination with Rail Cargo Austria
 - Private shunting in Belgium with Railtraxx (first private single wagon load alternative!)
 - Connection with Rail Cargo Austria network in Austria, Central Europe and Italy
 - Joint Venture company between Rail Cargo Austria and Rail & Sea NV in Antwerp for Benelux and Northern France = close to the market

Antwerpen Noord – Shunting to and from terminals/locations



The Netherlands

Zeebrugge

Gent
Kortrijk

France

Genk

Liège

Boom

www.railsea.com

Advantages for the customers

- Fixed departures from Austria and Belgium
- Transit time 24 hrs between Linz and Antwerp or even VoestAlpine/Linz to Genk of 24 hrs door-door
- Single wagon solution with service level and price level of blocktrains
- Access to the Rail Cargo Austria fleet of wagons in combination with private wagon owners
- Flexible private network in Belgium with links to the Netherlands and France
- 360 days solution, independent of strikes of National Railway Companies
- New competitive access to fast growing Central-European market
- Multi product & multi client / price setting in function of costs

Terminal Operators – Partners?!

Challenges for the terminal operator in the new rail world:

- Several rail operators instead of one bringing in railcars = time slots needed
- Rail operators may not touch upon railcars of others
- Acces to the terminal on Infrabel network / other rail operators on main line
- Rail operators block rail infrastructure with railcars till next shunting
- Optimal use of the available rail infrastructure on the terminal (night access)
- Internal shunting of railcars might be needed (use of locotractor)

Terminal Operators – Partners?!

- Efficient discharging and/or loading (planning)
- Priorities (vessels have priority on railcars / trucks)
- Operations on railcars only during dayshift on weekdays / to be extended!
- Cost of railcars and demurrage costs on railcars becomes major issue
- Concentration of flows to “best” terminals (rail infrastructure in combination with optimal operations and good location)
- Neutrality towards rail operators
- Communication (planning, info on operations)
- Possibility to do minor repairs on railcars with mobile workshops

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Thank you