

Alberto Grisone,
Director Network Development

Antwerp, 25.09.15





More than 45 years of market success

Incorporation	1967
Share capital	CHF 20 million, over 100 shareholders 72% transport and logistic companies 28% railway companies
Locations	Chiasso, Basle, Busto Arsizio, Oleggio, Piacenza, Singen, Cologne, Duisburg, Rotterdam, Antwerp, Taulov, Warsaw, Moscow
Employees	407
Traffic volume 2014	100 trains a day 1.31 million TEUs – 12.0 million net tonnes
Financial data 2014	Annual turnover CHF 476.6 million (EUR 392.4 million) Cash flow CHF 41.4 million (EUR 34.1 million)

Own resources, strong market position



Rolling stock

- 5,166 rail platforms
- 185 rail platforms for the white gauge
- 11 main-line and/or shunting locomotive



Terminal management

Busto Arsizio-Gallarate, Novara RAlpin, Piacenza, Aarau, Basle, Chiasso, Lugano Vedeggio, Singen, Antwerp



Information technology

- Goal, integrated software for transport
- Cesar, customer information system
- Ediges, XML data exchange system



Traction

- Collaboration with numerous partners
- Integrated traction responsibility

Companies of the Hupac Group

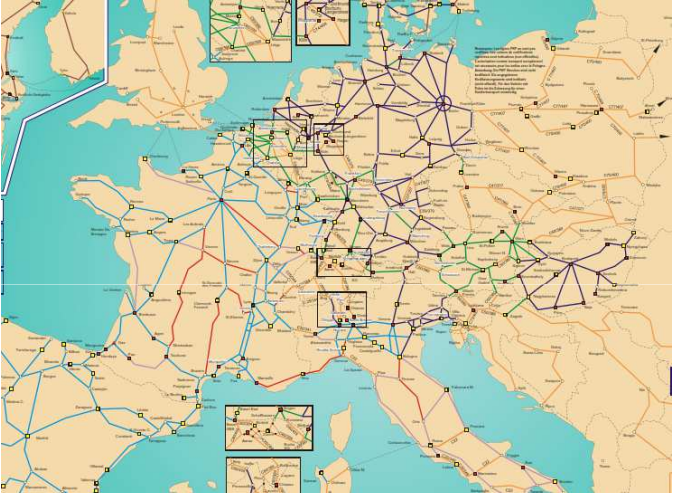



Hupac Ltd Chiasso Parent company		
Hupac Intermodal AG Chiasso Sales & Customer Service Traffic / Terminal Operations	Hupac Intermodal NV Rotterdam Service Provider	Hupac Intermodal BVBA Antwerp Terminal Engineering Terminal Operations
Hupac SpA Milano Terminal Operations Railway Operations	Hupac GmbH Singen Sales & Customer Service Railway Operations	Intermodal Express LLC Moscow Sales & Customer Service
Hupac LLC Moscow Fleet management	Termi Ltd Chiasso Terminal Engineering	Termi SpA Busto Arsizio Terminal Engineering
Fidia SpA Oleggio Terminal Operations Warehouse Logistics	Centro Intermodale SpA Milano Terminal Engineering	Terminal Piacenza Intermodale Srl Piacenza Terminal Operations

Intermodal transport: the solution of the future



EU politics: Transports > 300 km on the rail; 30% by 2030, 50% by 2050

System UCT: Europe-wide standard	Advantages for all
 A map of Europe showing a dense network of intermodal transport routes. The routes are represented by various colored lines (red, blue, green, purple) connecting major cities and ports across the continent. The map includes labels for major cities and regions.	 A photograph of a large, yellow intermodal terminal structure. The structure is a complex of metal beams and platforms, with a yellow cylindrical tank-like component at the top. A yellow semi-trailer is being lifted by a crane arm. The structure is situated in a grassy field under a blue sky with some clouds.
<ul style="list-style-type: none">➔ Hundreds of thousands of standard loading units (containers, swap bodies, semi-trailers)➔ 400 terminals and ports➔ 60,000 rail wagons➔ 2,000 cargo locomotives➔ Long-term system commitment	<ul style="list-style-type: none">➔ 5.3 billion EUR turnover➔ 39,000 places of work➔ 6.7 million tons CO2 reduction➔ 2.2 billion EUR fewer external costs

Source: UIC Report on Combined Transport 2012

Own resources, strong market position



Rolling stock

- 5,036 rail platforms
- 187 rail platforms on Russian Gauge
- 10 main-line and/or shunting locomotive



Terminal management

Busto Arsizio-Gallarate, Novara RAlpin, Piacenza, Aarau, Basle, Chiasso, Lugano Veduggio, Singen, Antwerp



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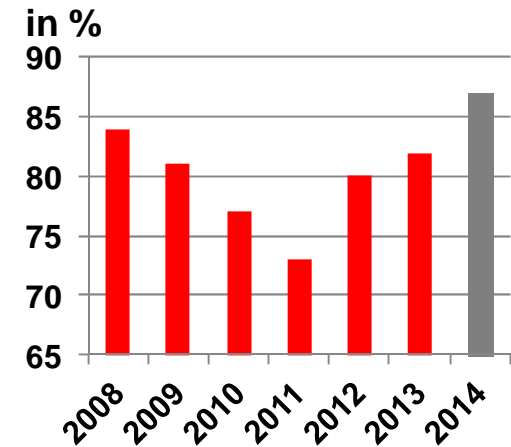
Terminal

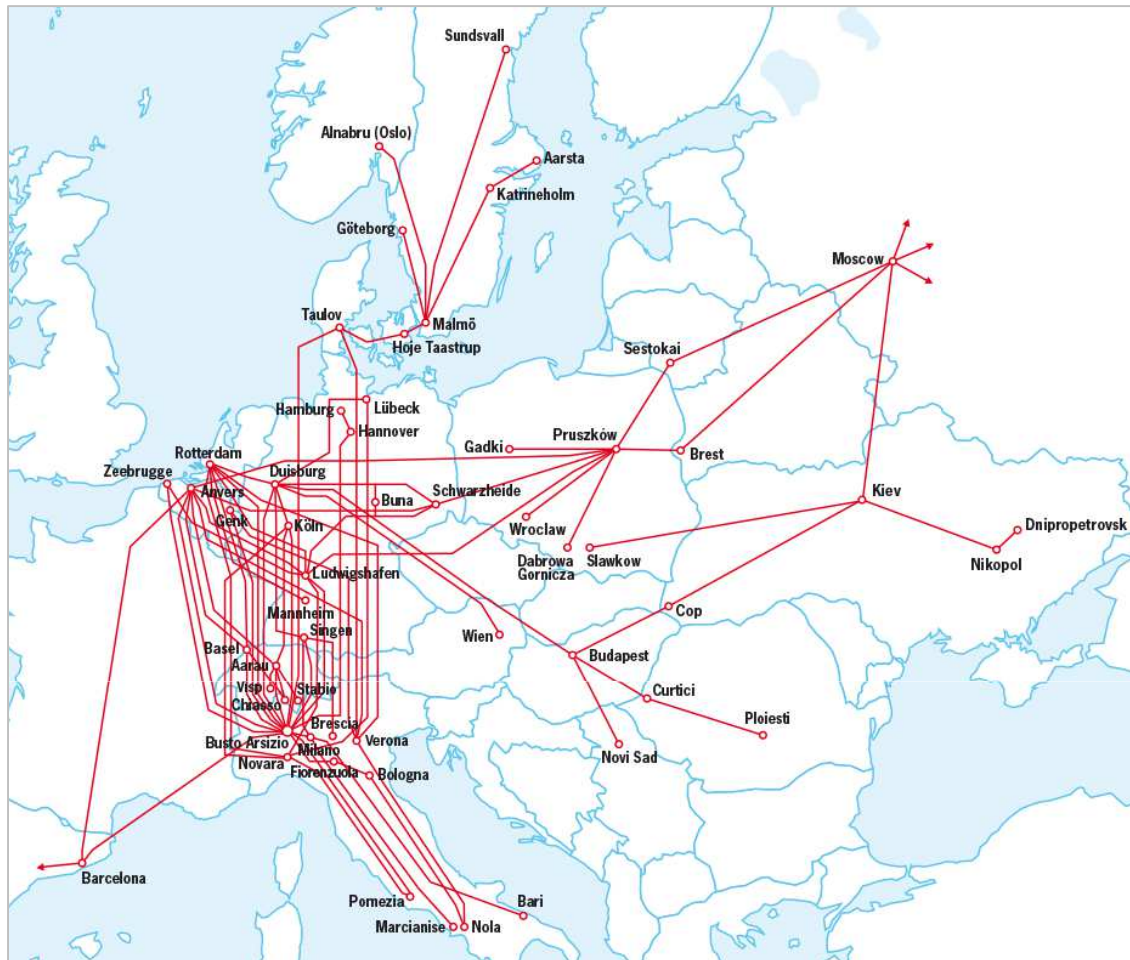


Own wagon maintenance for higher wagon availability



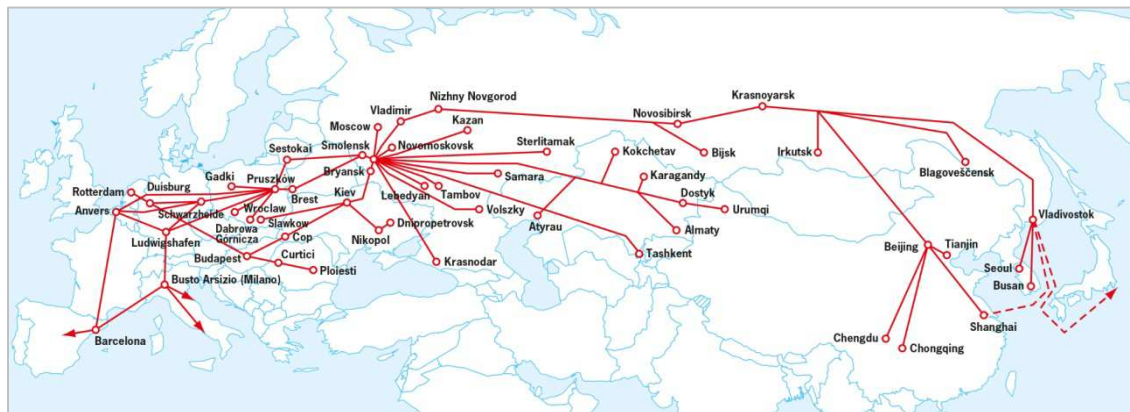
Rollingstock availability



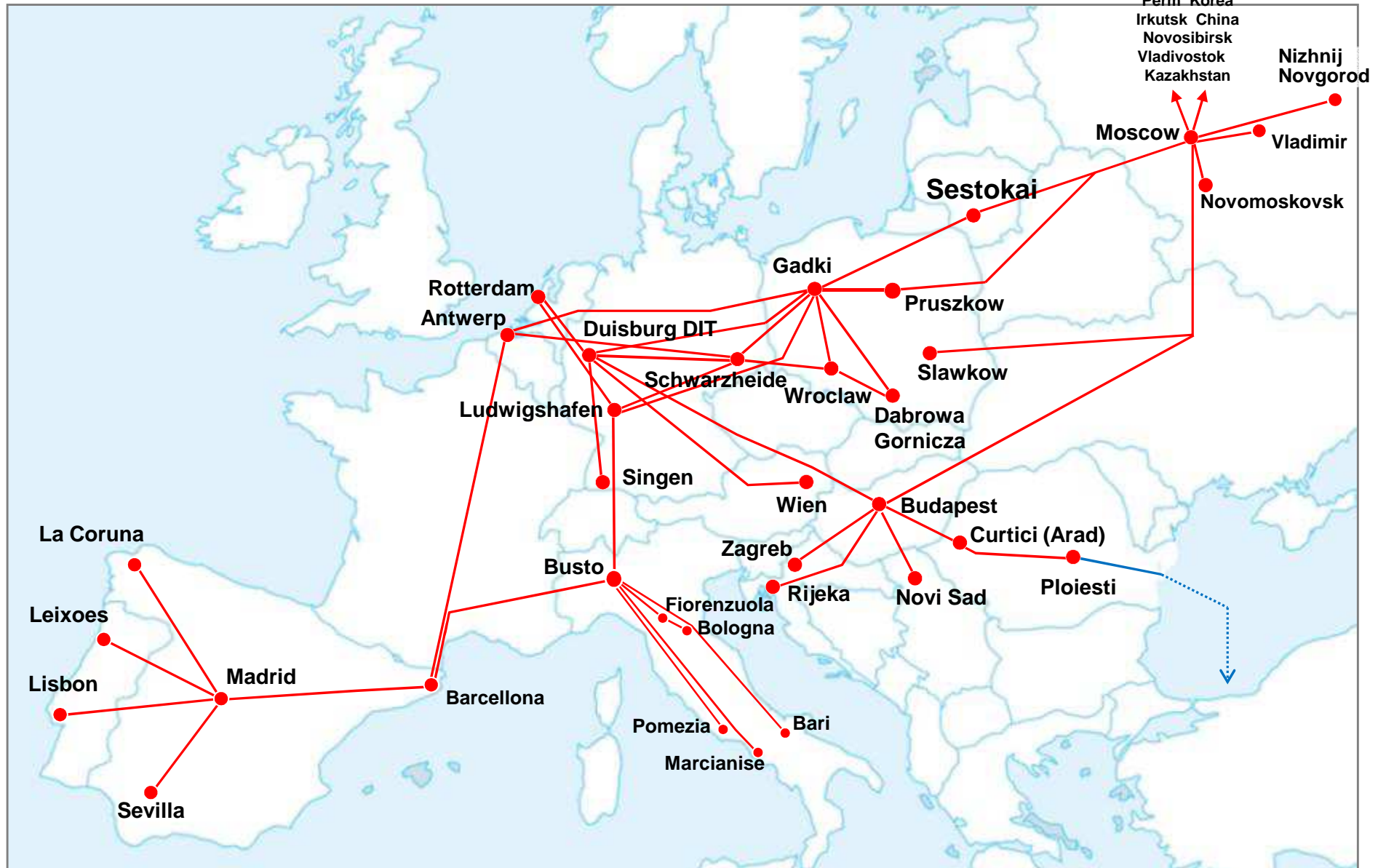


**A powerful network
From the Atlantic to the
Pacific from North to South
through the Alps**

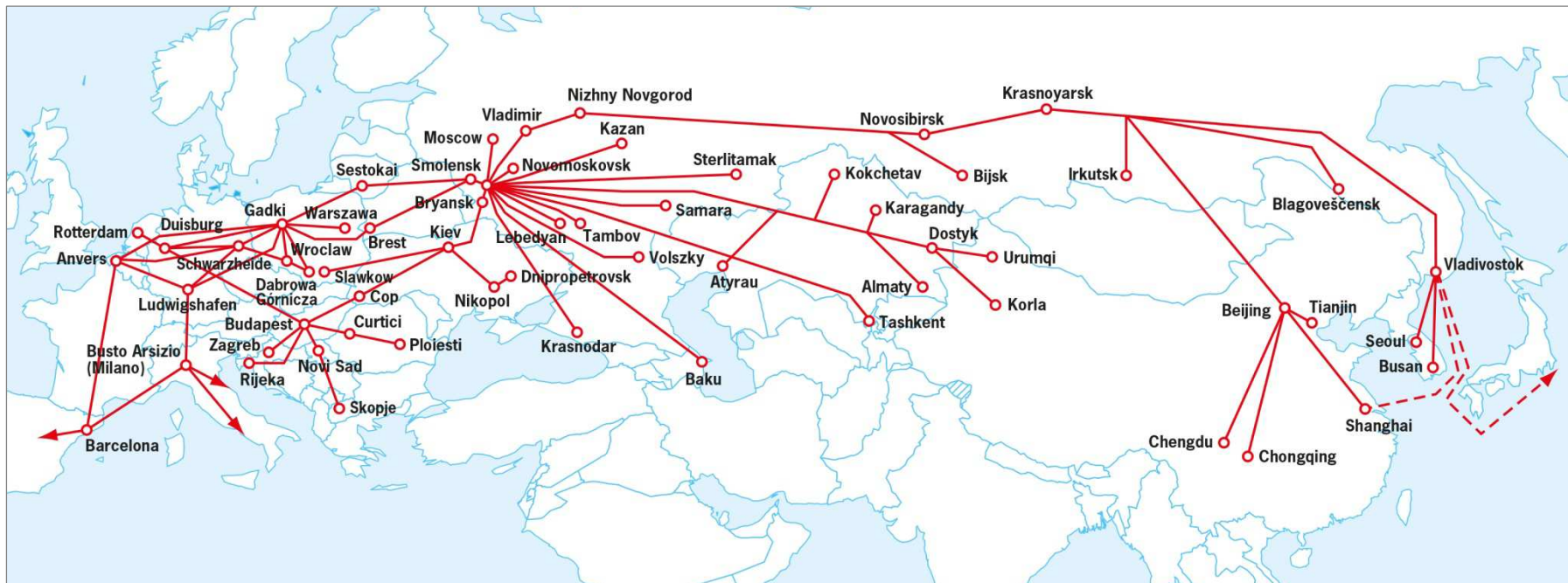
- ➔ 100 trains a day
- ➔ 1.31 million TEUs
- ➔ 12.0 million net tons



East-West European Network Connecting 1435 and 1520 Network

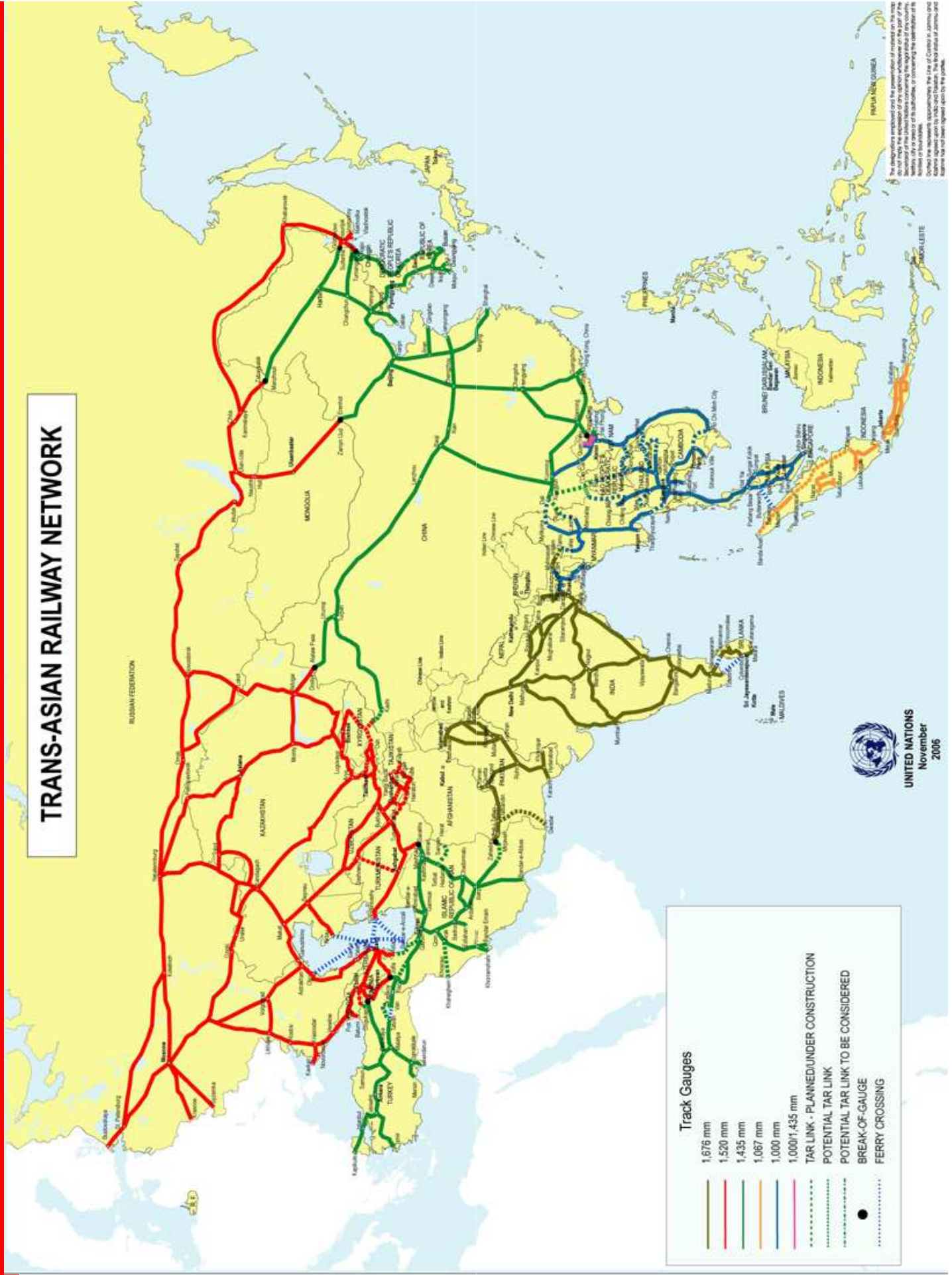


From Europe to Far East



- Important emerging markets Russia, China and Korea
- Together with partners
- Via the Gadki hub, close to Poznan
- On site: branch in Moscow

TRANS-ASIAN RAILWAY NETWORK



Track Gauges

- 1,676 mm
- 1,520 mm
- 1,435 mm
- 1,067 mm
- 1,000 mm
- 1,000/1,435 mm
- TAR LINK - PLANNED/UNDER CONSTRUCTION
- POTENTIAL TAR LINK
- POTENTIAL TAR LINK TO BE CONSIDERED
- BREAK-OF-GAUGE
- FERRY CROSSING

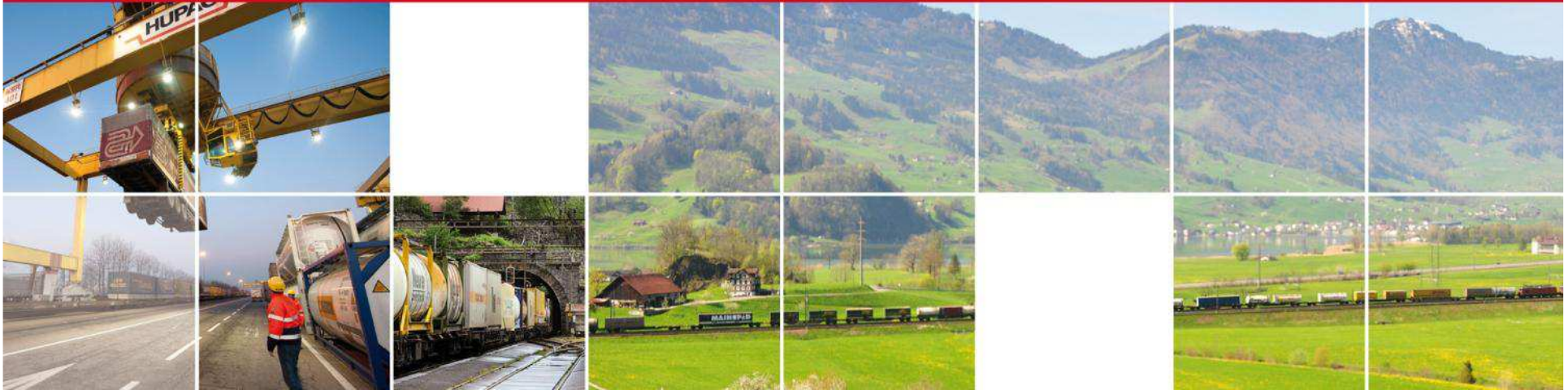


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2006

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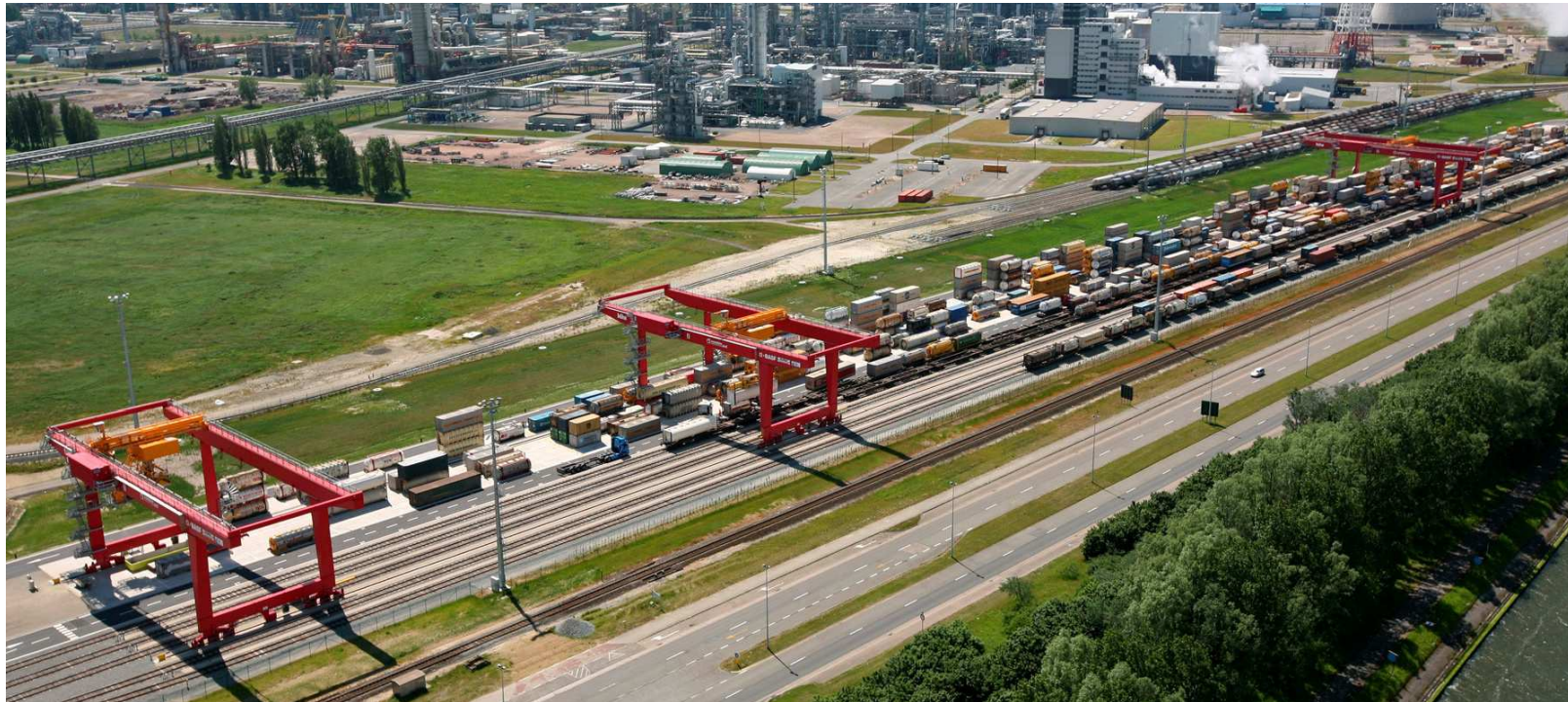
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**Strong cooperation between Hupac and Producers
for building new infrastructures**



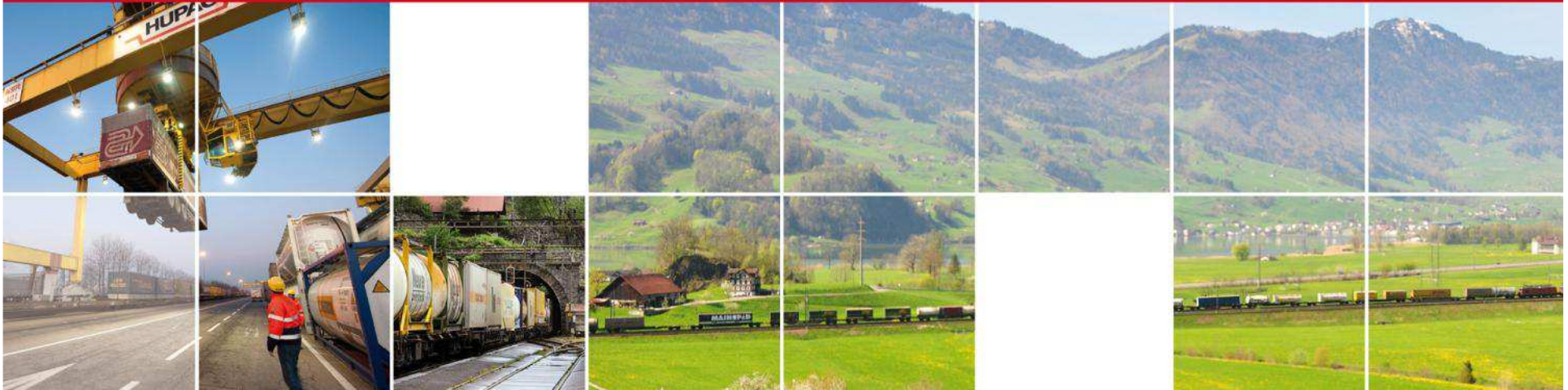
Terminal Combinant Antwerp investement together with BASF and Hoyer



Area	90,000 m²
Transshipment sidings	5 x 650 m
Gantry cranes	3
Capacity	12 train pairs per day

Terminal KTL Ludwigshafen Company KTL BASF together with Hupac Bertschi Hoyer Kombiverkehr





Strong co-operation between public and private sector



A strong co-operation between public and private sector



11.5.2012: Memorandum of Understanding FS Logistica/ Cemat/Hupac in Lugano



17.12.2012: Memorandum of Understanding Switzerland/Italy in Bern



28.01.2014: Agreement Switzerland-Italy "Rail Infrastructures" in Bern

2017 – Opening of the Gotthard Base Tunnel will revolutionize intermodal transport within Europe



A huge investment of Switzerland for passengers and freight mobility.



Investment of \$ 26 billion by the Swiss Government to build this new tunnel connecting Northern with Southern Europe



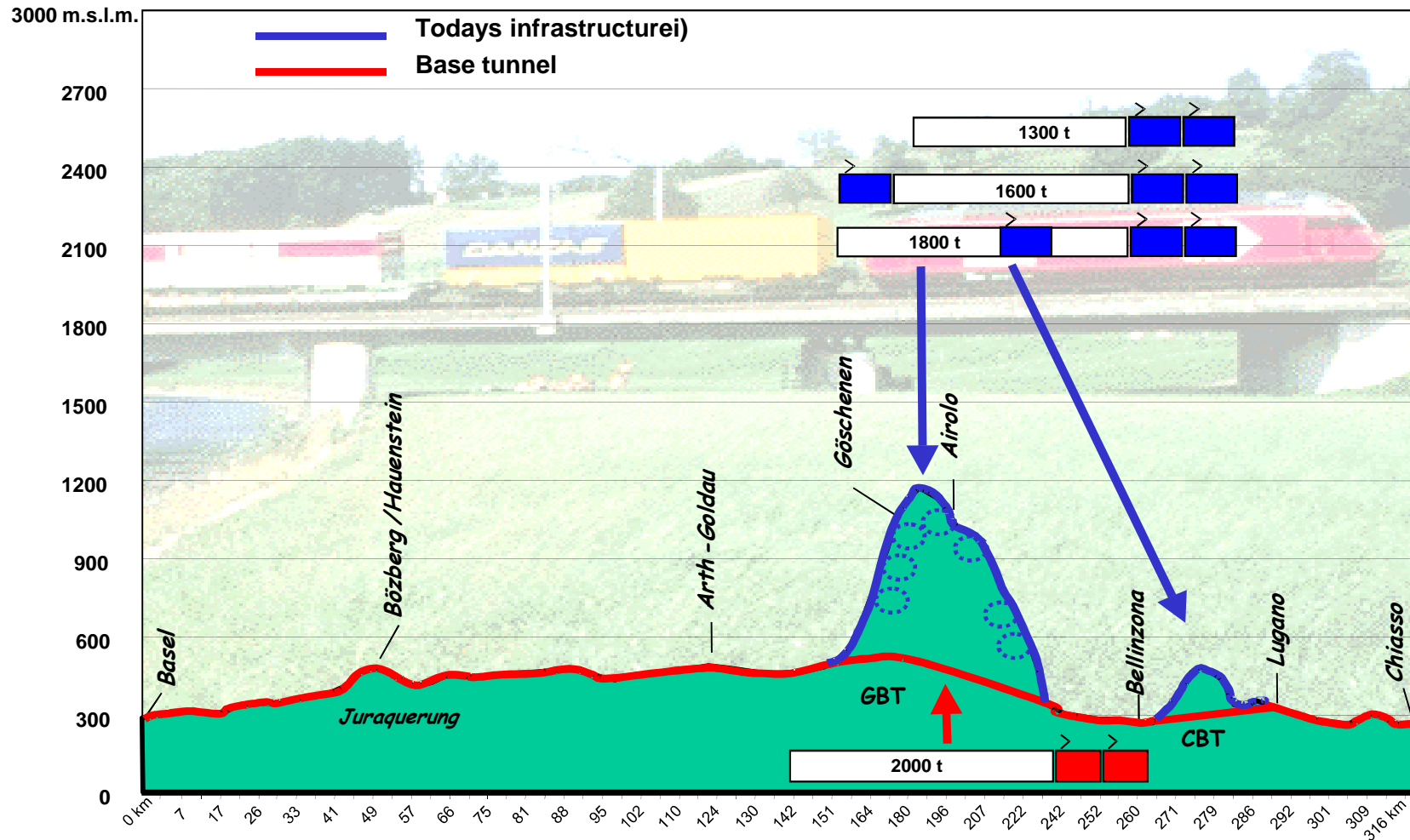
Tunnel length of 57 km

- **Start of the works: 1996**
- **End of the works: 2016**
- **Inauguration: 06.2016**

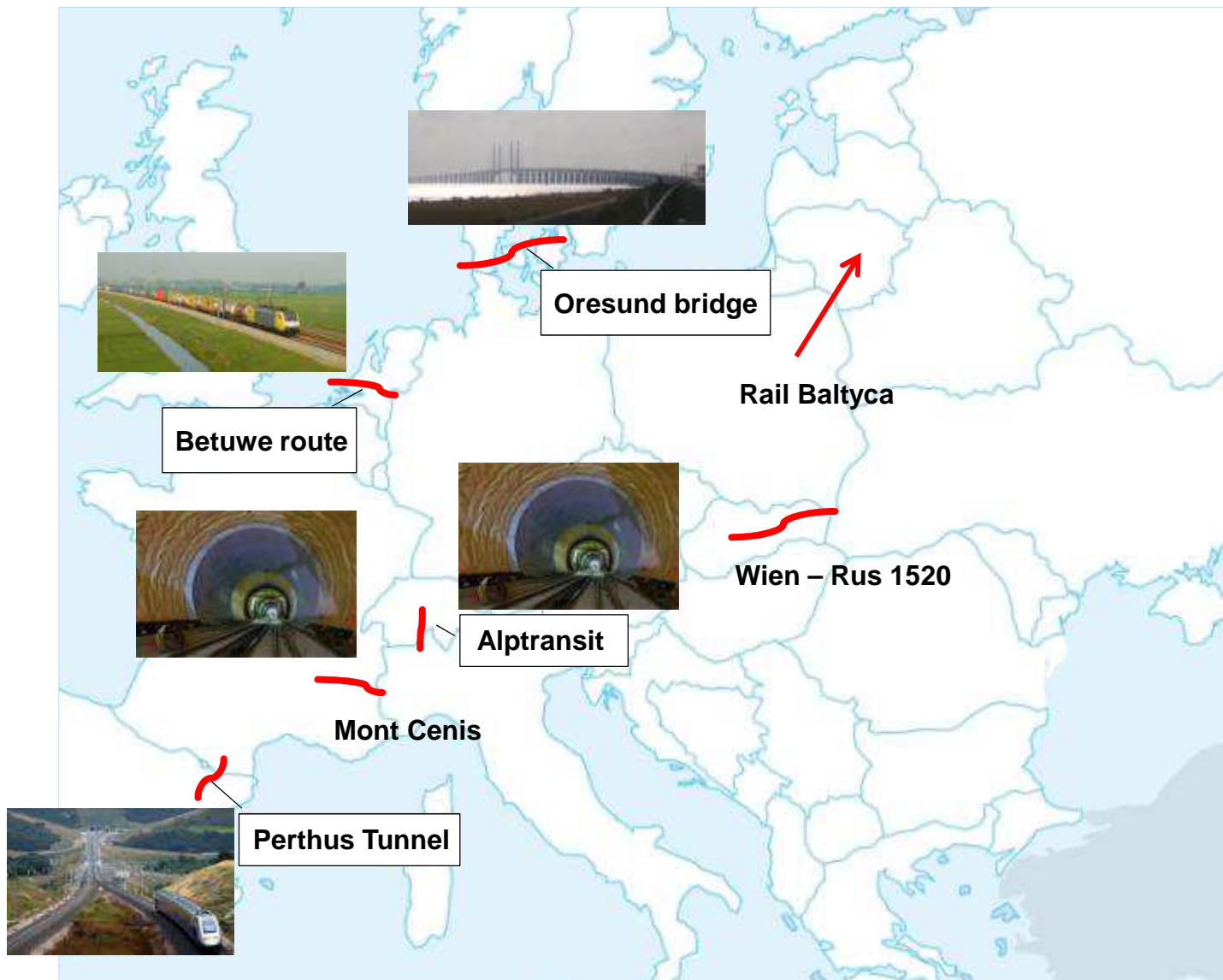
New Gotthard Base Tunnel



A great chance for increasing productivity



The usage of new railway infrastructures and the readiness for new ones





Thank you for your attention.

