Inland Hubs: Key towards Rail Freight Corridor Development

Rail Cargo Group

Your Partner in Europe

Mr. Harald Jony

Duisburg, Germany
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Rail Cargo Group business model

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

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

<table>
<thead>
<tr>
<th></th>
<th>Total* revenue (in mil. €)</th>
<th>EBIT (in mil. €)</th>
<th>EBIT Margin (in %)</th>
<th>EBT (in mil. €)</th>
<th>EBT Margin (in %)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rail Cargo Group</td>
<td>2.165</td>
<td>104</td>
<td>4.8</td>
<td>59</td>
<td>2.7</td>
</tr>
<tr>
<td>DB Schenker</td>
<td>5.199</td>
<td>46</td>
<td>0.9</td>
<td>-41</td>
<td>-0.8</td>
</tr>
<tr>
<td>PKP Cargo</td>
<td>996</td>
<td>18</td>
<td>1.8</td>
<td>18</td>
<td>1.7</td>
</tr>
<tr>
<td>SBB CFF FFS Cargo</td>
<td>820</td>
<td>31</td>
<td>3.8</td>
<td>29</td>
<td>3.5</td>
</tr>
<tr>
<td>Green Cargo</td>
<td>442</td>
<td>-13</td>
<td>-2.9</td>
<td>-18</td>
<td>-4.1</td>
</tr>
<tr>
<td>SNCF</td>
<td>452</td>
<td>-18</td>
<td>-4.0</td>
<td>-23</td>
<td>-5.6</td>
</tr>
</tbody>
</table>

* Total revenue: including capitalized services and other revenues
Current traffic flows and growth corridors for Rail Cargo Group

- Trans-European networks/corridors
- Austria's geographically central location makes it a hub for traffic flows to and from Western/Eastern Europe
- Linking international traffic flows into the European rail network
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:

<table>
<thead>
<tr>
<th>Country</th>
<th>Operator Name</th>
<th>Address/Location</th>
<th>Contact Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Austria</td>
<td>Rail Cargo Operator - Austria GmbH</td>
<td>1100 Vienna, am Hauptbahnhof 2, Austria</td>
<td>Tel: +43 (0) 664 68425139 (M. Kindler)  Tel: +43 (0) 664 68417086 (T. Khalaji)</td>
</tr>
<tr>
<td>Czech Republic</td>
<td>Rail Cargo Operator - ČSKD s.r.o.</td>
<td>13000 Prague, Želetavská 34, Czech Republic</td>
<td>Tel: +42 (0) 603 2888050 (G. Kratochvíl)  Tel: +43 (0) 664 68425139 (M. Kindler)</td>
</tr>
<tr>
<td>Slovakia</td>
<td>Rail Cargo Operator - ČSKD s.r.o.</td>
<td>08011 Žilina, Bratislavská cesta 60, Slovakia</td>
<td>Tel: +42 (0) 603 2888050 (G. Kratochvíl)  Tel: +43 (0) 664 68425139 (M. Kindler)</td>
</tr>
<tr>
<td>Hungary</td>
<td>Rail Cargo Operator - Hungaria Kft.</td>
<td>1133 Budapest, Váci út 92, Hungary</td>
<td>Tel: +36 (0) 304 972235 (G. Spellenberg)  Tel: +42 (0) 50 6654101 (L. Bernard)</td>
</tr>
</tbody>
</table>

**Germany**
- Rail Cargo Operator - Port/Rail Services GmbH
  - Management: Wolfgang Teuteberg, Gerhard Kratochvíl
  - Address: 20195 Bremen, Huttenstrasse 16-16, Austria
  - Tel: +49 421 471 802 20 (W. Teuteberg)  Tel: +42 (0) 603 2888050 (G. Kratochvíl)
Terminals

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

Combi Cargo/ROLA Terminal Wien Ufb
4000 Wien, Terminalsstraße 100
johann.schnuezer@oebb.at

ROLLA Terminal Salzburg Hbf
5020 Salzburg, Lastenstraße 8
geyerthor.einmetz@oebb.at

ROLLA Terminal Wölfl
6300 Wöfl, Gwerresport 2a
kurt.ecker@oebb.at

Combi Cargo Terminal Wolfsrd
6960 Wolfsrd, Sanderastraße 32
bernhard.meusburger@oebb.at

ROLLA Terminal Bremersee
6266 Gries am Brenner
kurt.ecker@oebb.at

Combi Cargo/ROLA
Terminal Villach Süd
5980 Fürthi, Hart 100
geyerthor.einmetz@oebb.at

Combi Cargo Terminal St. Michael
8770 St. Michael, Midgen 1
werner.loebl@oebb.at

International Terminals for Unaccompanied Combined Transport (UKV)

Terminal Melnik
CZ-27001 Melnik, Celni 1144
sales.roo.ee@railcargo.com

Terminal Brno, a.s.
CZ-61900 Brno, K.Terminalu 014/11
terminalbrno@terminalbrno.cz

Terminal Piestro
CZ-57117 Horní Máchonas
sales.roo.ee@railcargo.com

Rail Cargo Terminal - BIJK
H-1239 Budapest, Euroas utca 4
info.ro@railcargo.com

Railport Arad c.p.
RO-318500 Curtea FN,
Jud. Arad, P.O. Box 10
office@railportarad.ro

Terminal Bratislava
SK-82109 Bratislava, Lučne ul, 12
sales.mol.sk@railcargo.com

Terminals of the Rail Cargo Group
## Key services

<table>
<thead>
<tr>
<th>Intermodal transport</th>
<th>Terminal services</th>
<th>Customs service</th>
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</thead>
<tbody>
<tr>
<td>Intermodal connections to and from Germany, Austria, Benelux, Switzerland, Italy, Poland, Russia, Slovakia, Hungary, Slovenia, Czech Republic, Romania, Turkey</td>
<td>Cargo handling</td>
<td>Preparation of customs documents (T1, JCD, carnets TIR and ATA, CIM, CIM/SMGS)</td>
</tr>
<tr>
<td>Block train service, container shuttle trains, tailor-made intermodal projects drafting and operating</td>
<td>Repair and maintenance services, container cleaning, pre- and post-trip inspections etc.</td>
<td>Customs clearance of import/export shipments</td>
</tr>
<tr>
<td>Single-wagon container transport or transfer of wagon groups</td>
<td>Purchase and sale of containers</td>
<td>Assistance and support for the complete customs clearance procedure and checks</td>
</tr>
<tr>
<td>Combination of reliable rail transport and flexible road transport, transport of dangerous goods, heavy and oversized cargo</td>
<td>Storage possibilities, depot services</td>
<td></td>
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<tr>
<td></td>
<td>Installation of gensets – for transport of temperature-controlled goods</td>
<td></td>
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</tbody>
</table>
European Corridors
RCO Networking inlc. Expanding to Asia

Mögliche Varianten für die Eurasische Landbrücke:
1. Transsib – Kaliningrad
2. Transsib – Malaszewicze
3. Transsib – Zahony
Contact

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1010 Vienna
Am Hauptbahnhof 2
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Fax +43 5 7750 200

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