



Hupac solutions

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Geneve, 20.11.2018



We shape the future of intermodal transport

763,100 road shipments

1,370,000 TEUs

110 trains per day

470 employees

5,900 rail platforms /

220 rail platforms for 1520 rail network

CHF 485.6 million turnover

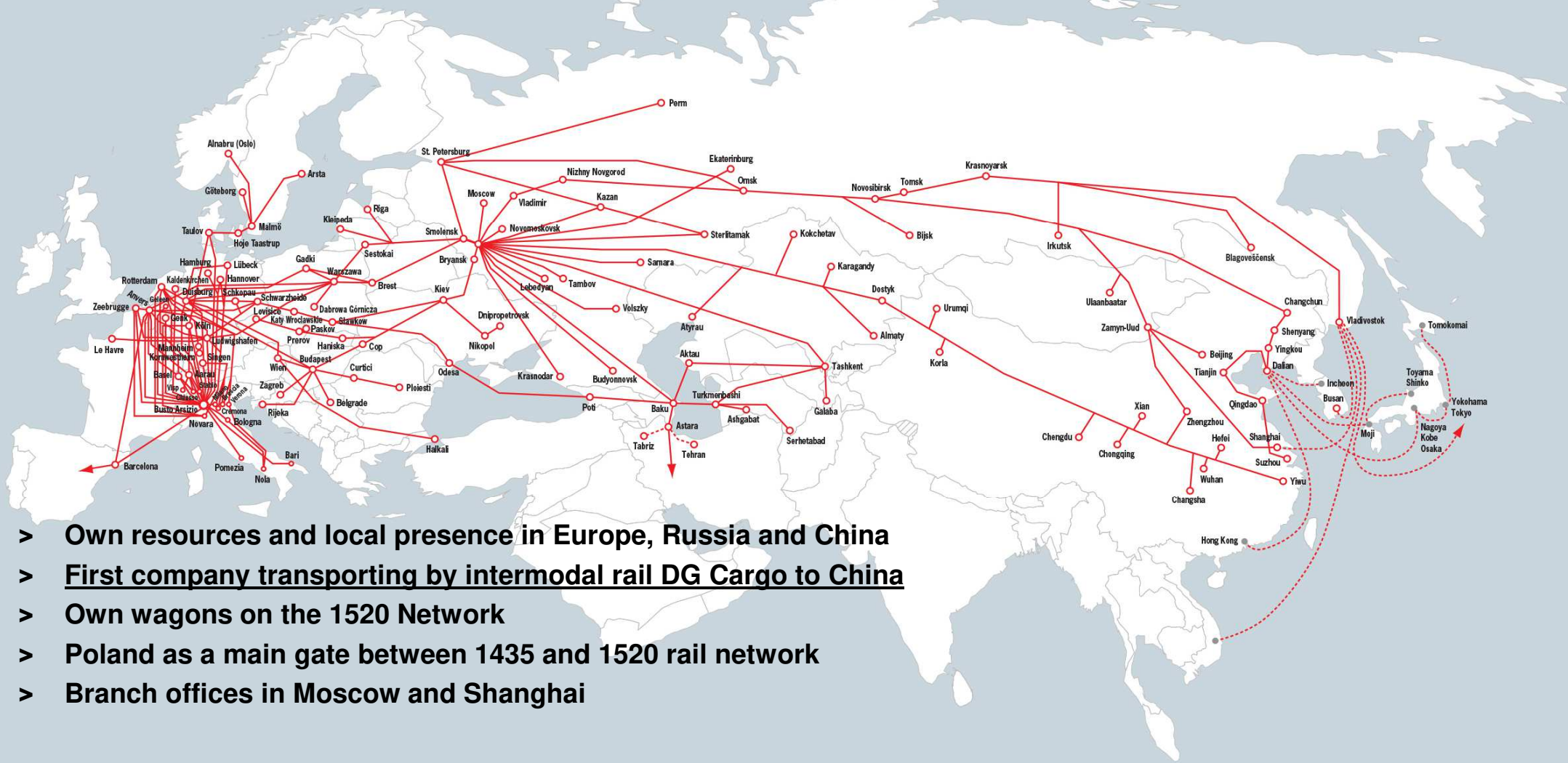
CHF 48.0 million EBITDA

100% low-noise wagon fleet

Figures 2017





We link Europe to Russia, CIS, Iran, China, Japan, South Korea



- > Own resources and local presence in Europe, Russia and China
- > First company transporting by intermodal rail DG Cargo to China
- > Own wagons on the 1520 Network
- > Poland as a main gate between 1435 and 1520 rail network
- > Branch offices in Moscow and Shanghai

Combined transport – future-oriented system

EU target: transportation > 300 km on rail or ship; 2030 = 30%, 2050 = 50%

Standardized system	Advantages for all
	
<ul style="list-style-type: none"> > Hundreds of thousands of standard loading units (containers, swap bodies, semi-trailers) > 700 terminals and ports > 60,000 rail platform > 2,000 cargo locomotives > Long-term system commitment 	<ul style="list-style-type: none"> > 5.9 billion EUR turnover > 41,000 jobs > 18.1 million tons CO₂ reduction > 2.2 billion EUR less external costs

Source: UIC Report on Combined Transport 2014

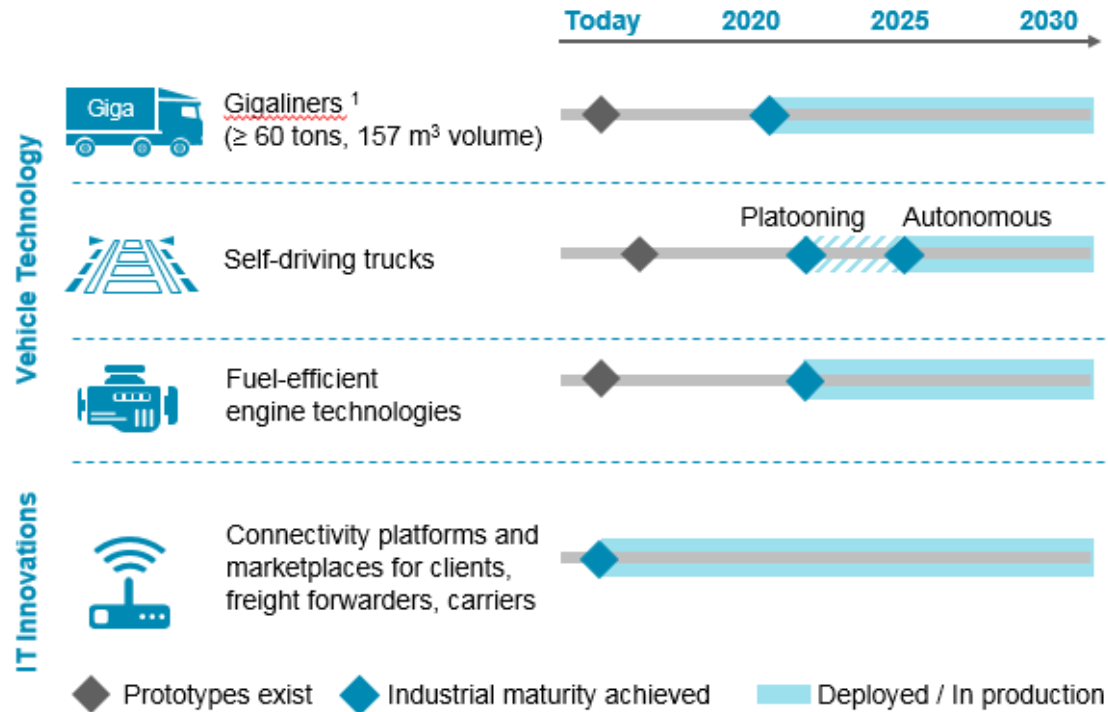
Competitiveness of road

Production costs

Low fuel prices: impact minus 5-7%

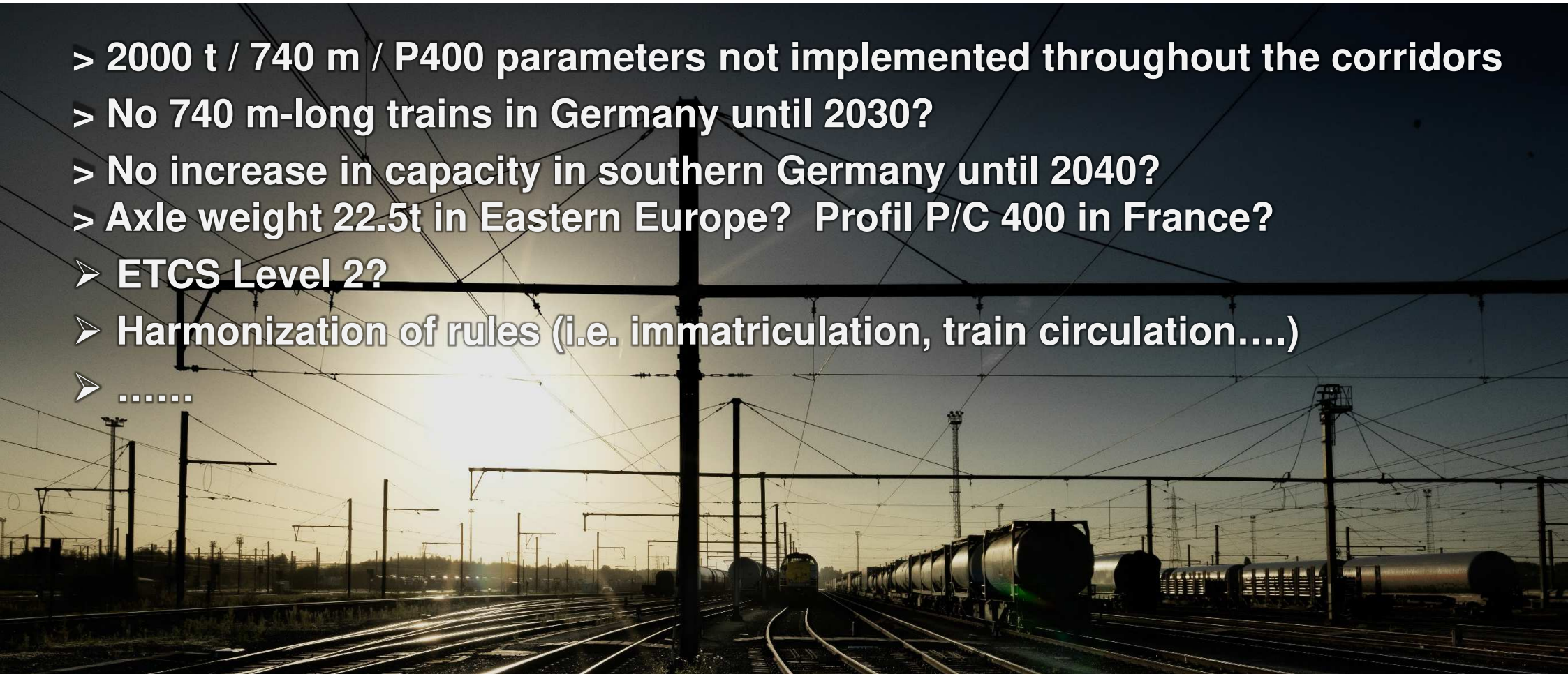
Innovations

Enormous productivity boost: potentially up to minus 25%

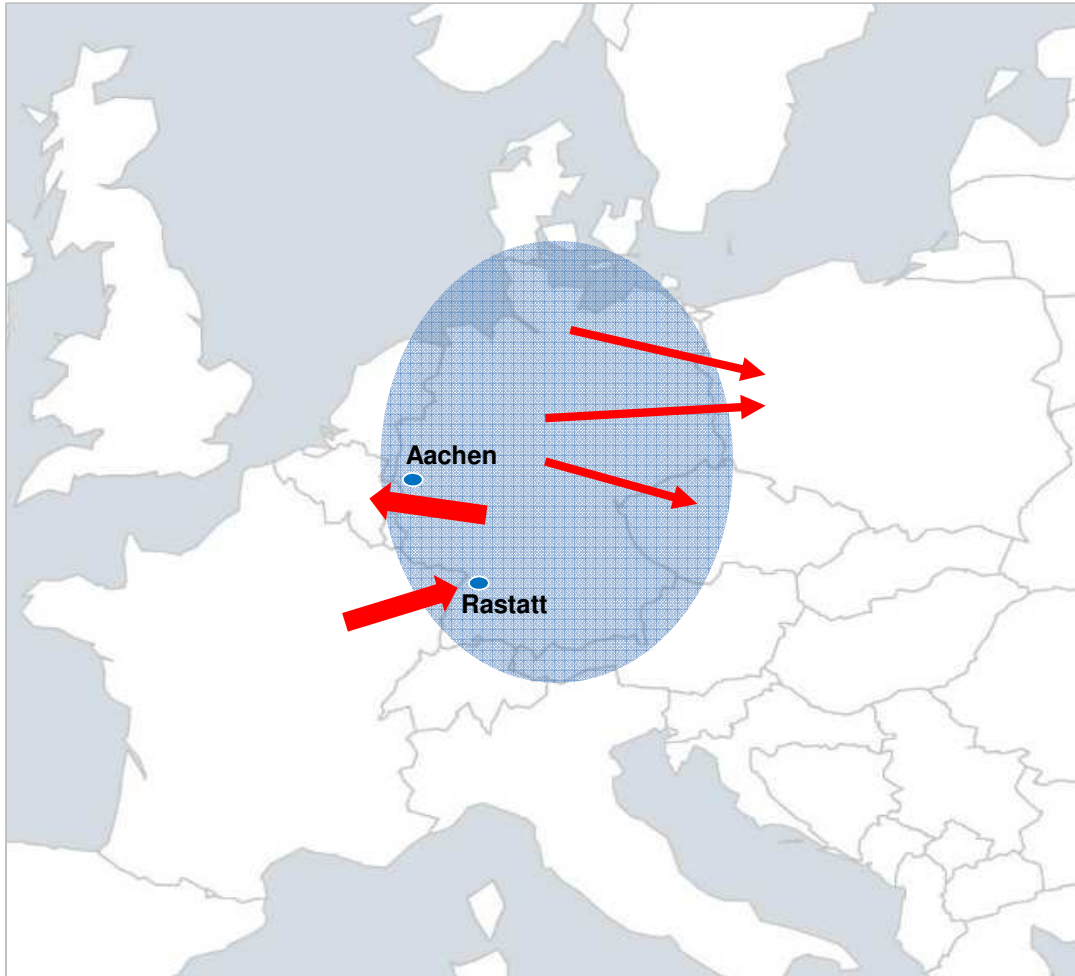


Competitiveness by rail?

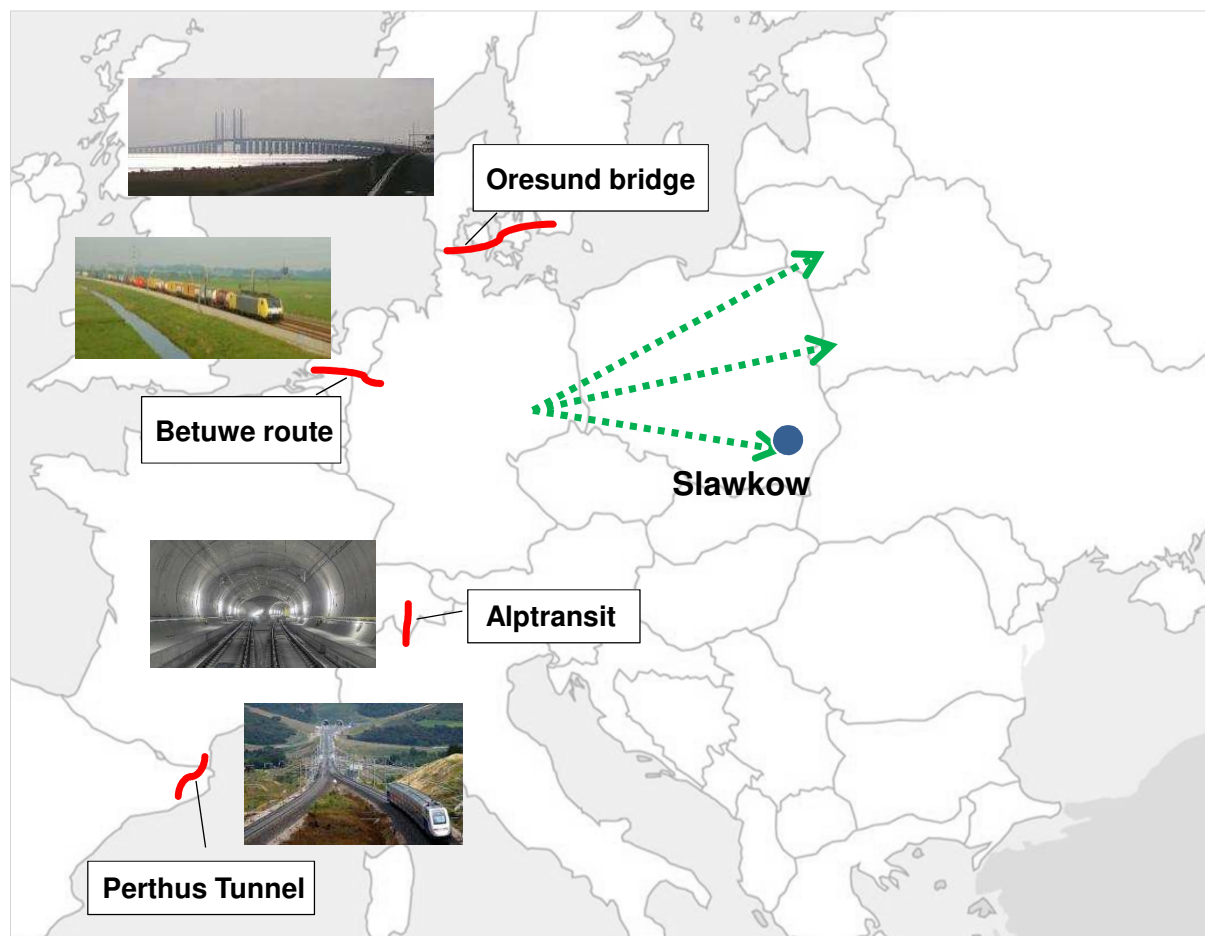
- > 2000 t / 740 m / P400 parameters not implemented throughout the corridors
- > No 740 m-long trains in Germany until 2030?
- > No increase in capacity in southern Germany until 2040?
- > Axle weight 22.5t in Eastern Europe? Profil P/C 400 in France?
- ETCS Level 2?
- Harmonization of rules (i.e. immatriculation, train circulation....)
-



Germany border bottlenecks



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



Productivity increase and enhancement of the competitiveness of Multimodal transport

Infrastructure

- Longer and heavier trains: in addition harmonisation in Europe as well as between 1435 EU, 1520 and in China

Simplification of communication among the railways in the Eurasian platform

- Telegraph.....among all the railways.....solutions to overtake this system
- Shorter block intervals: more trains, better use of the network capacity

Rolling stock

- Higher payload: harmonisation of axle load 22.5 and increase to 25 t

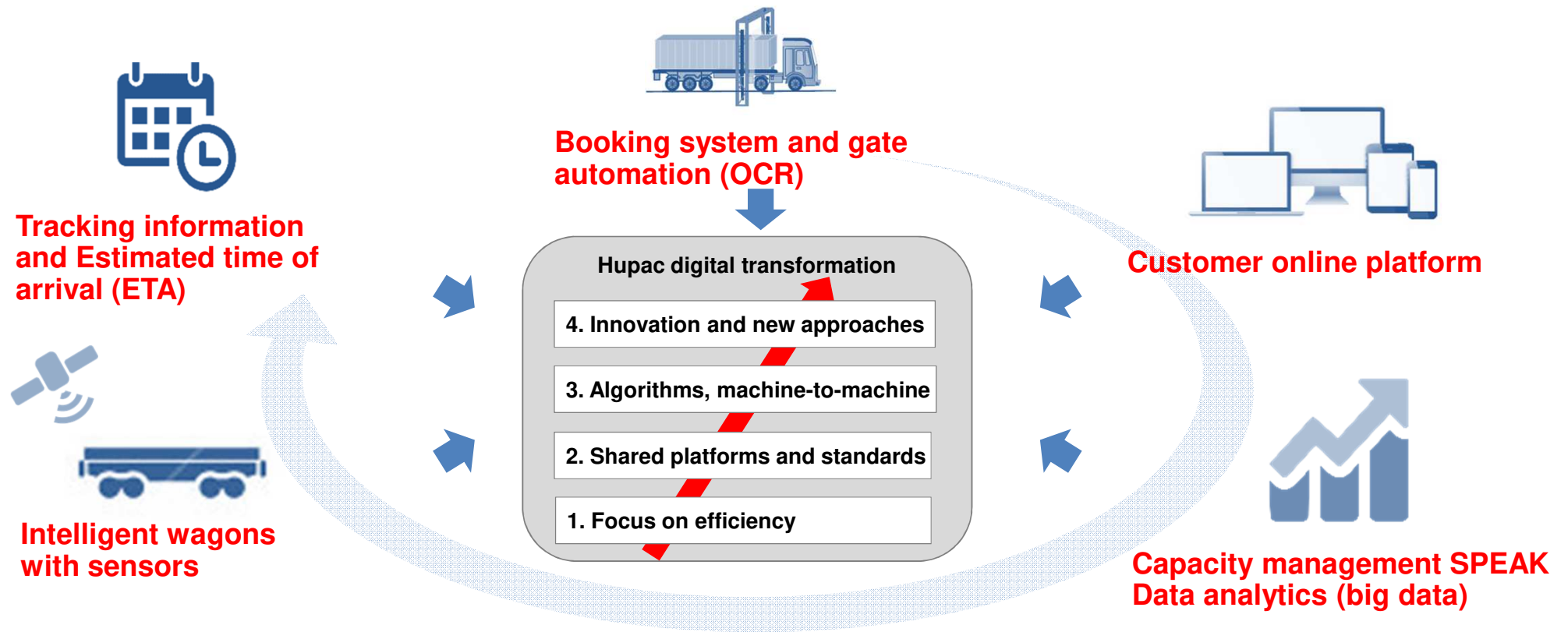
Transportation of dangerous cargo

- Harmonization among all railway networks

Transportation of tank container and chemical goods

- Better harmonization among all the railways networks

Digital transformation focus



Innovation with focus on:

- > Service to customers: booking-to-billing, tracking information & Estimated time of arrival
- > Production: capacity management, information flow, processes
- > Safety: detection of irregularities
- > Rolling stock: predictive maintenance



Thank you for your attention!

