



GYSEV CARGO – SETA presentation

Geneva

11th of September, 2013



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Activities of GYSEV CARGO

SETA Business Cases

COMPANY GROUP - ACTIVITIES



Passenger transport



Rail freight in Hungary



Rail freight in Austria



Infrastructure management



Logistics, warehousing



Traction

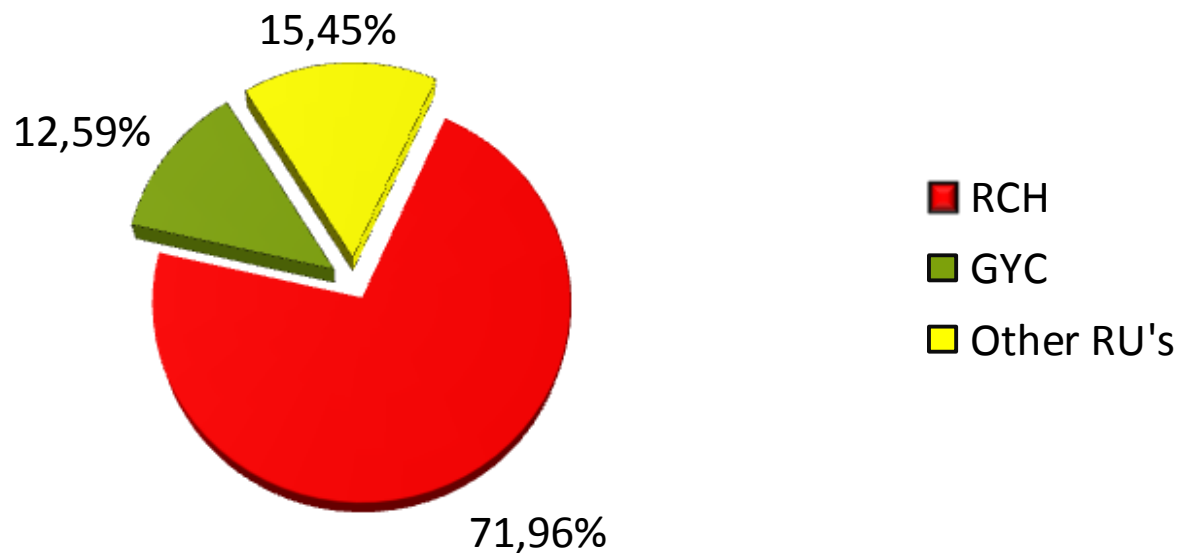
MAIN FIGURES – GYSEV CARGO

- **Headquarters:** Sopron
- **Affiliate:** Wulkaprodersdorf
- **Ownership structure:** 100 % GYSEV
- **Number of employees:** 230
- **Transported volume (2012):** 4,6 mio. tons



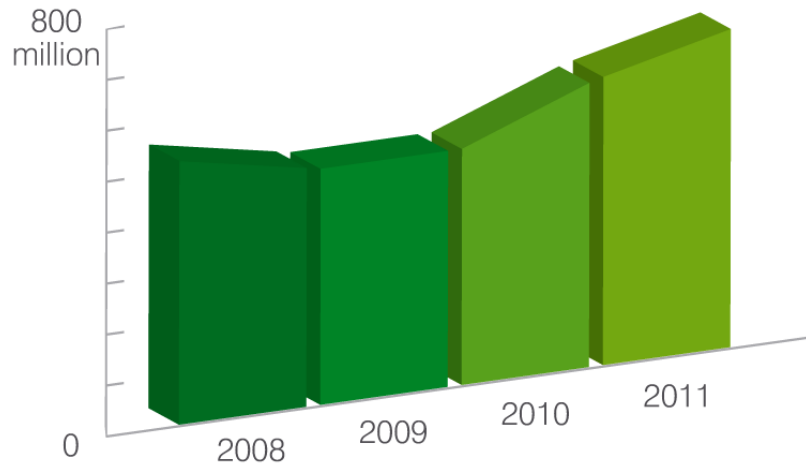
FREIGHT TRANSPORT PERFORMANCE Hungary

Market share of RU's in Hungary in 2012
measured in transport volumes

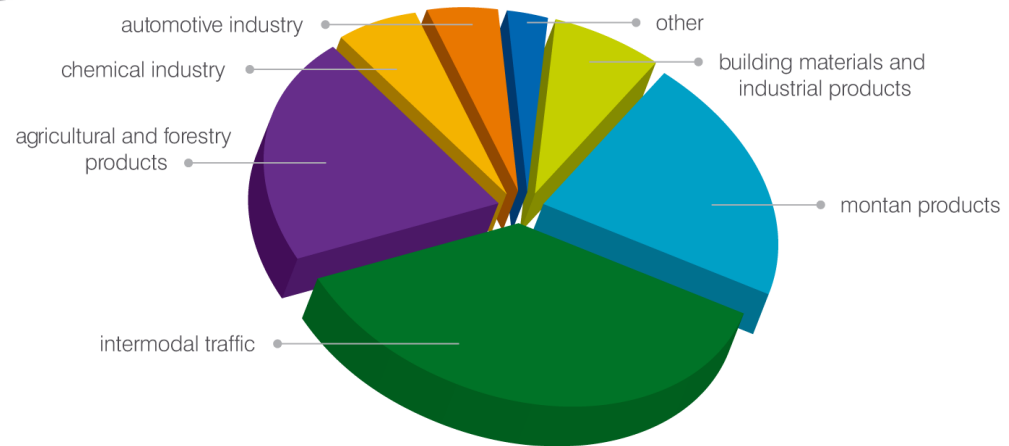


FREIGHT TRANSPORT PERFORMANCE GYSEV CARGO Zrt.

freight tonne kilometre



transit traffic of Sopron by product groups



BLOCK TRAIN SYSTEMS



- Hub function between West Europe and Southeast Europe
- Conventional and combined traffic
- Cooperation with international railways and operators



INFRASTRUCTURAL BACKGROUND OF THE BLOCK TRAIN SYSTEMS



Marshalling yard

Handling of 1 500 wagons/day

Warehouses

Open storage area: 60.000 m²
Covered storage area: 28.000 m²



**Full range
of logistic services**

Container Terminal

Craining capacity: 72.000 containers/year
Storage capacity: 1.500 TEU



seta
South East Transport Axis



Programme co-funded by the
EUROPEAN UNION

SOPRON LOGISTICS SERVICE CENTRE

Planned investments

PROJECT

Extension of the container depo's area

Acquisition of container lifting units

Lengthening the existing tracks

Increasing the container terminal's capacity

STATUS

in progress

in progress

planning

planning





SETA Business Cases

Business Case 1 – finished cars from Slovakia to Port of Koper

- Customer: Volkswagen Slovakia s.r.o.
- Estimated transport start: 2014 Spring
- Quantity: approx. 10.000 cars / 50 trains per year
- Transport in complete trains between Factory and Port of Koper
- Competition: road transport

Business Case 1 – finished cars from Slovakia to Port of Koper

Benchmark	Rail	Road
Equipment	4	4
Security (damage/theft)	4	3
Reliability	3-4	4-5
Transport time	3	5
Logistics at factory/port	4	4
Price	4	4
Quality factor:	3,75	4,1

Business Case 2 – Export/import in Port-Hinterland connection with MSC

- Operator: MSC Hungary Ltd.
- Planned transport start: 2014 January
- Quantity: 2-3 trains/direction/week
- Transport in complete trains between ILC Sopron and Adriatic Ports serving the region's factories
- Competition: road transport

Business Case 2 – Export/import in Port-Hinterland connection with MSC

Benchmark	Rail	Road
Equipment	4	4
Security (damage/theft)	5	4
Reliability	3-4	4-5
Transport time	3	5
Logistics at ILC/port	4	4
Price	4	4
Quality factor:	3,91	4,25

Business Case 3 – Coal export between Poland and Overseas

- Operator: PKP International
- Planned transport start: projected
- Quantity: 3 trains/direction/week
- Transport in complete trains between Polish mines and Adriatic Ports
- Competition: longer sea transport via Gdynia

Business Case 3 – Coal export between Poland and Overseas

Benchmark	Rail	Sea
Equipment	4	4
Security (damage/theft)	5	4
Reliability	3-4	4-5
Transport time	3	5
Logistics at ILC/port	4	4
Price	4	4
Quality factor:	3,91	4,25

THANK YOU FOR YOUR ATTENTION!

