

Future development connecting 1435 and 1520 railway network

Milano, 22.5.2015





More than 45 years of market success

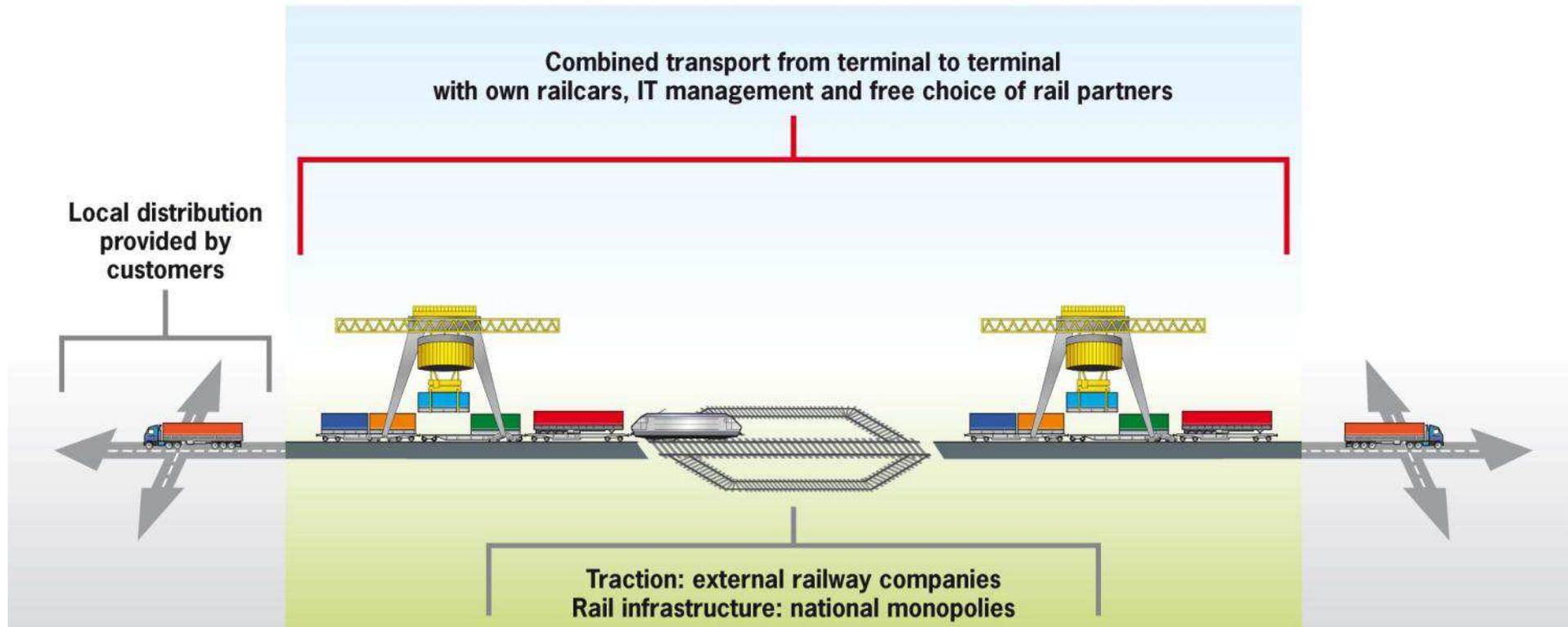
Incorporation	1967
Share capital	CHF 20 million, over 100 shareholders 72% transport and logistic companies 28% railway companies
Locations	Chiasso, Basle, Busto Arsizio, Oleggio, Piacenza, Singen, Cologne, Duisburg, Rotterdam, Antwerp, Taulov, Warsaw, Moscow
Employees	407
Traffic volume 2014	100 trains 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)

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

Business model: independent and neutral



Own resources, strong market position



Rolling stock

- 5,036 rail platforms
- 10 main-line and/or shunting locomotive



Terminal management

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



Information technology

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



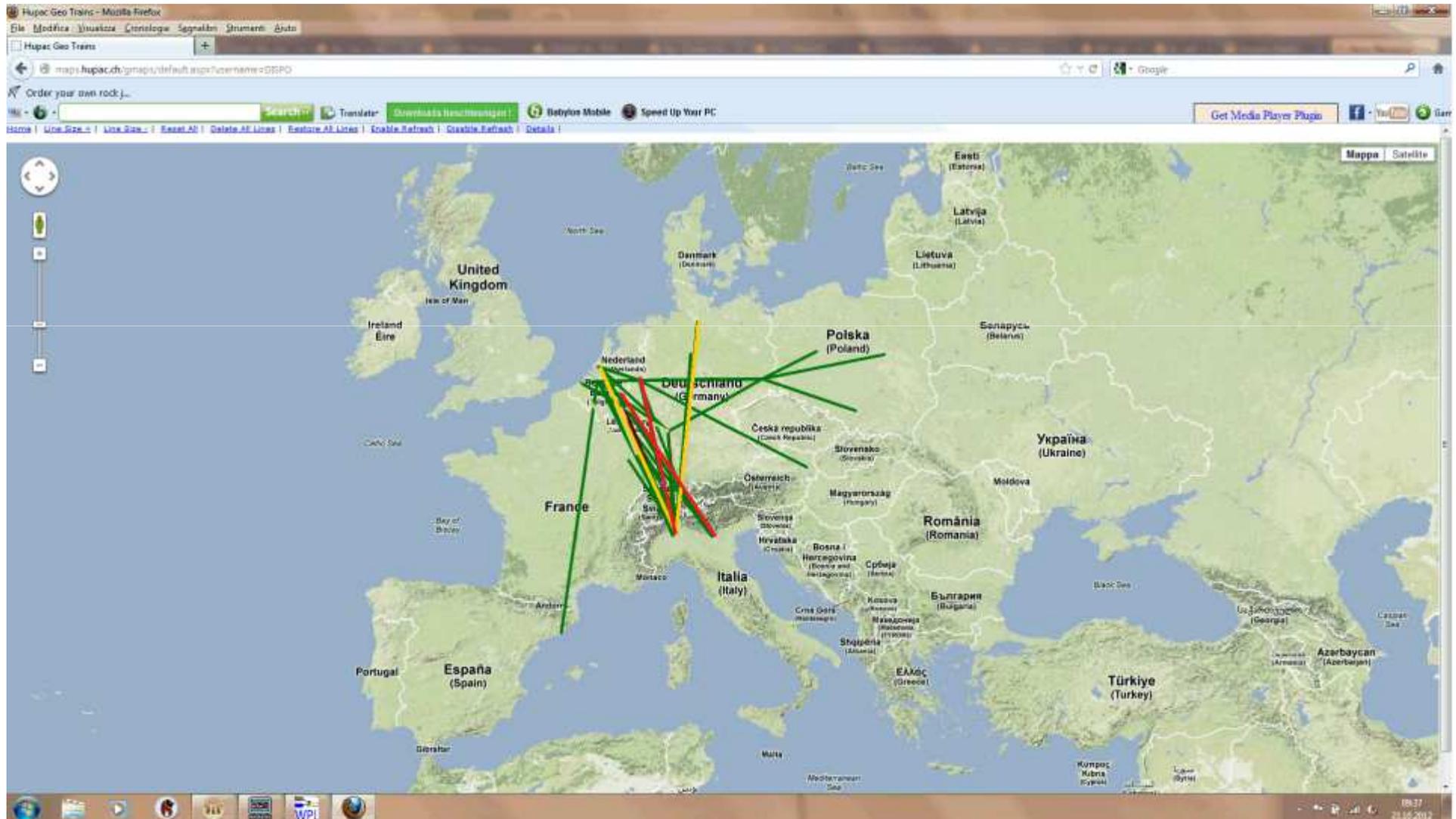
Traction

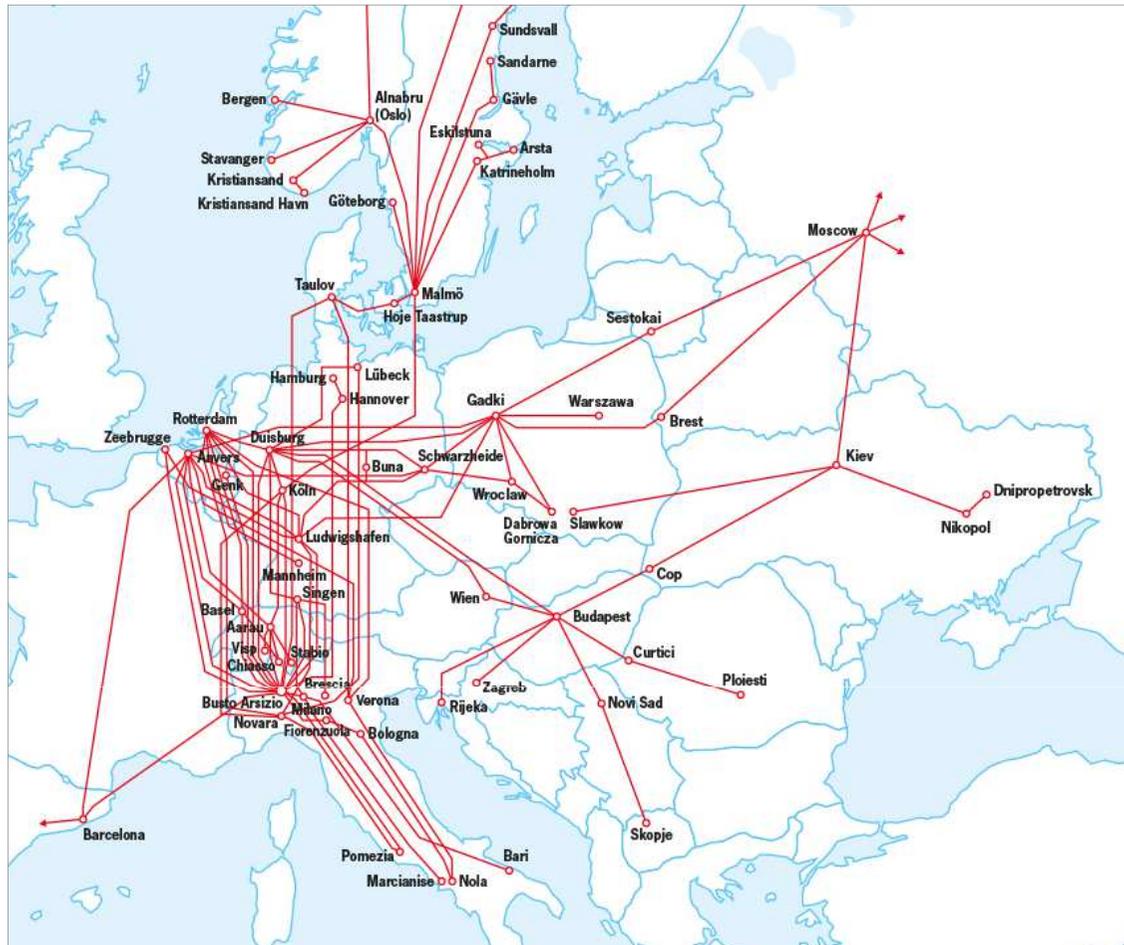
- Collaboration with numerous partners
- Integrated traction responsibility

Terminal



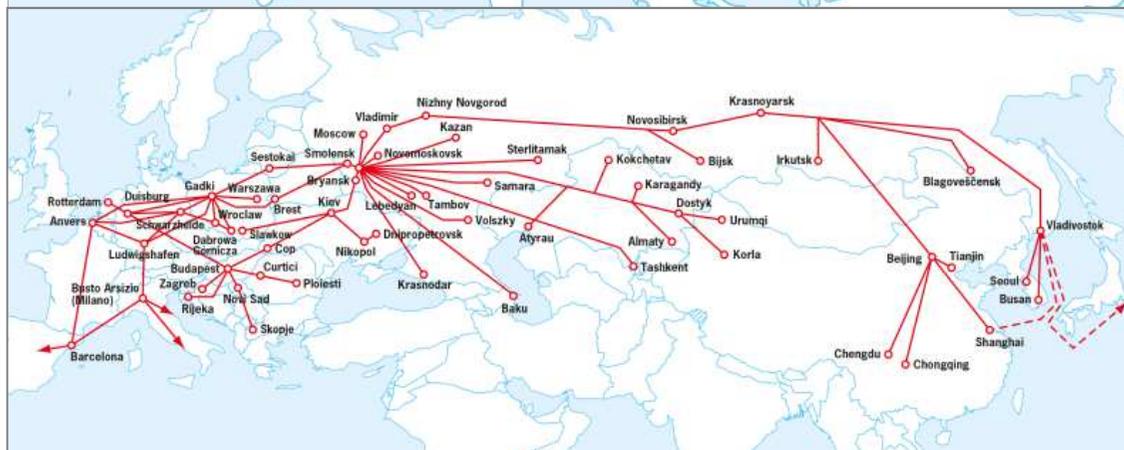
Track & Tracing Traffic Viewer: in 2013



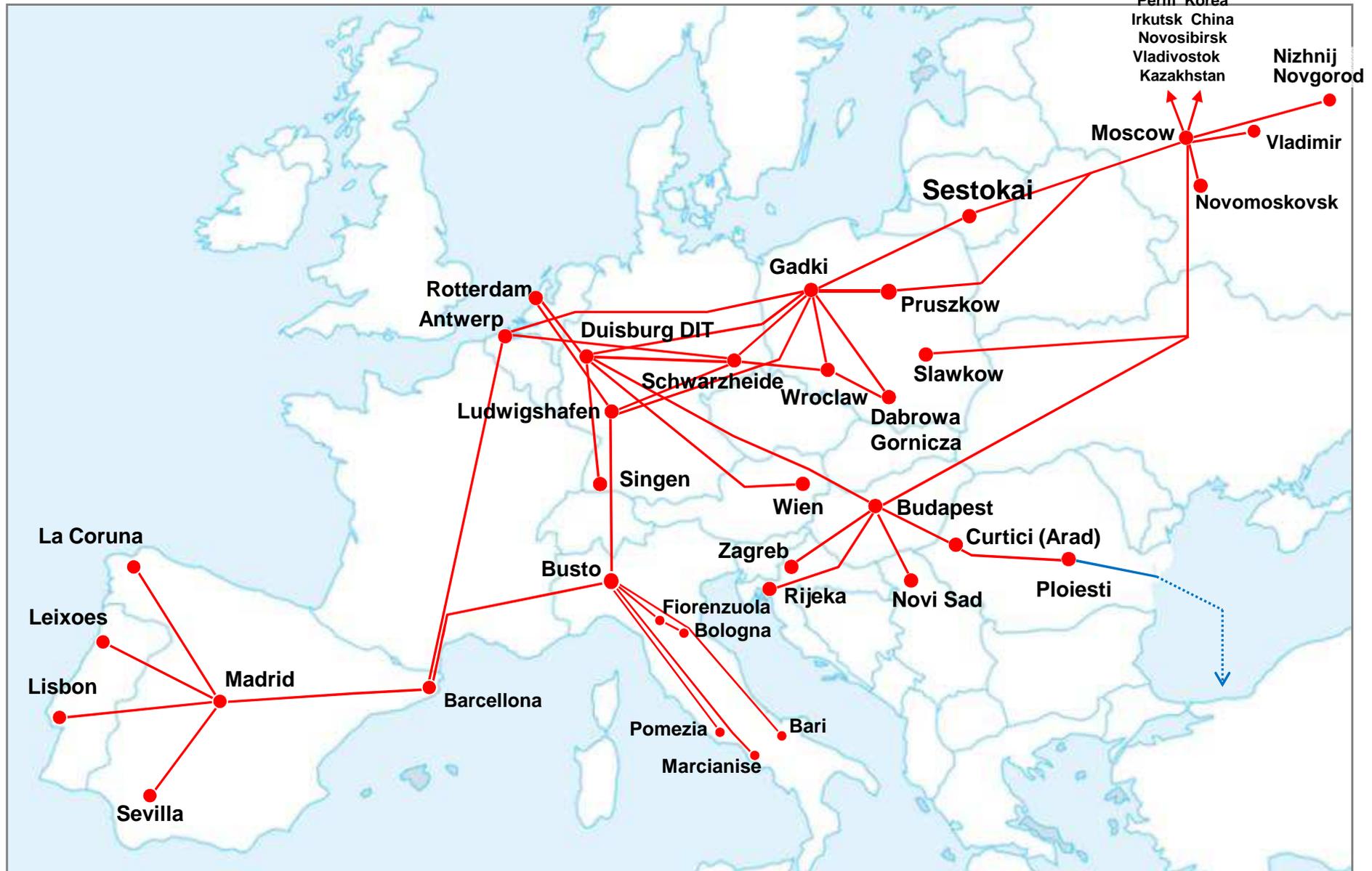


**A powerful network
From the Atlantic to the
Pacific from North to South
through the Alps**

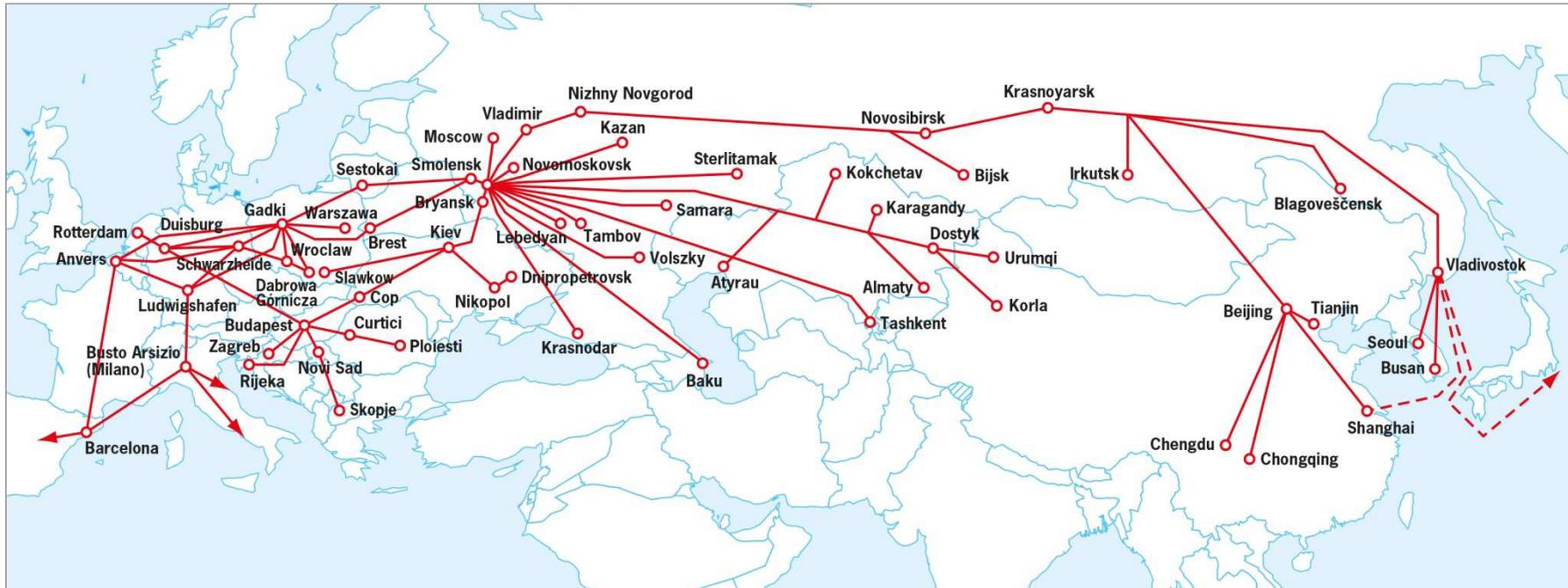
- ➔ 100 trains a day
- ➔ 1.31 million TEUs
- ➔ 12.0 million net tons



East-West European Network Connecting 1435 and 1520 Network

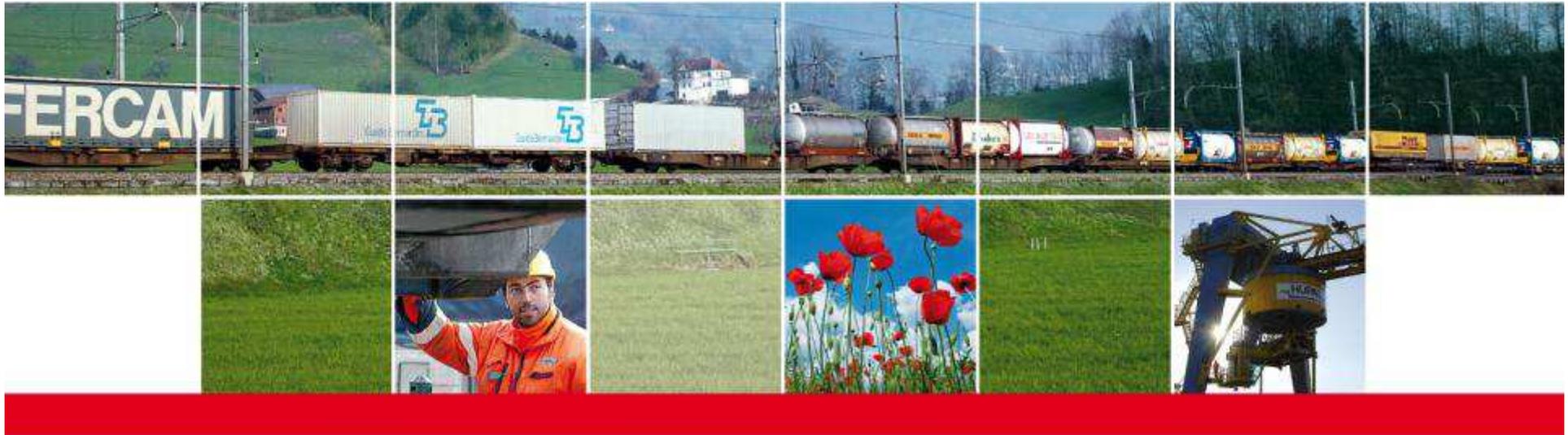


From Europe to Far East



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

Connection	Transit time
Antwerp - Moscow	7 days
Antwerp - Nizhny Novgorod	8 days
Ludwigshafen - Moscow	7 days
Duisburg - Moscow	8 days
Rotterdam - Moscow	8 days
Milano - Moscow	8/9 days



Our future – Harmonization - new infrastructures



Productivity increase and enhancement of the competitiveness of 1435/1520 network against

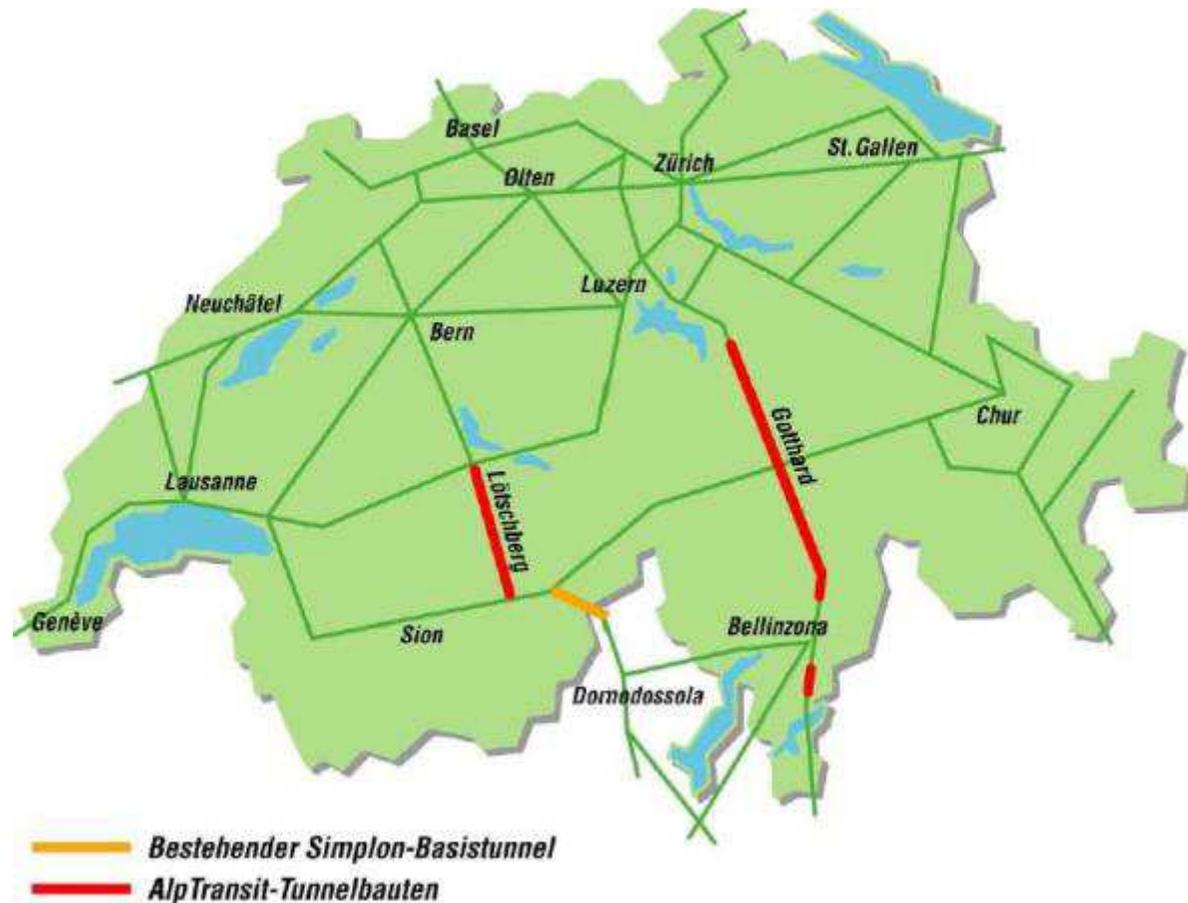


- **Appropriate Railway Infrastructure**
 - Longer trains: on 1520 over 1000m – In Europe still between 550/700m
 - Shorter block intervals : more trains, better use of the network capacity
 - More speed and punctuality especially on the 1435 segment
- **Real competition in transportation markets**
- **Fair conditions of competition between road and rail**
- **Rolling stock**
 - Higher payload: axle load from 22.5 to 25 t (majority of infrastructures in Eastern Europe still 20to/axle!
- **Harmonization of rules – simplification of information/comunication**
 - Opening of the market: give free hand to competition
- **Harmonization of rules to grant a real interoperability and international rail transport development**

Success factor: enlargement of the infrastructure



Today weak innovation of the railway network
2017 Gothard basis tunnel



Success factors: increase of productivity our trains



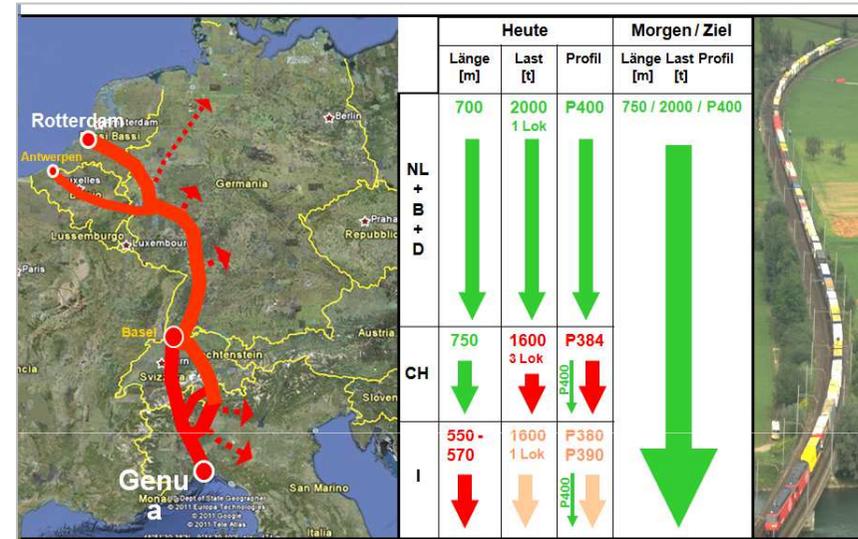
European Commission

High standards for rail in the TEN-T network (proposal)

Minimum requirements

- ERTMS
- Axle-load 22.5 t
- Electrification
- 750 m train length
- 100 km/h line speed

→ To be realised by 2030 for the Core network



Deutsche Bahn projects for longer and international freight trains of different train lengths

DB Mobility Networks Logistics

Projects „longer freight trains“

- 835 m freight trains**
 - Padborg – Maschen
 - 3 weeks of field testing 2008
 - regular operation since December 2012

2006 feasibility → 2008 management decision → 2009 implementation
- 1,150 m freight trains**
 - Rhine corridor, North-South-corridor (A)
 - demonstrator 2009 (two trains) between Rotterdam and Oberhausen

2007 rough feasibility → 2009
- 1,500 m freight trains***
 - Rhine corridor, North-South-corridor

feasibility → decision → implementation

* Ministry funded project „GZ 1500“ in preparation

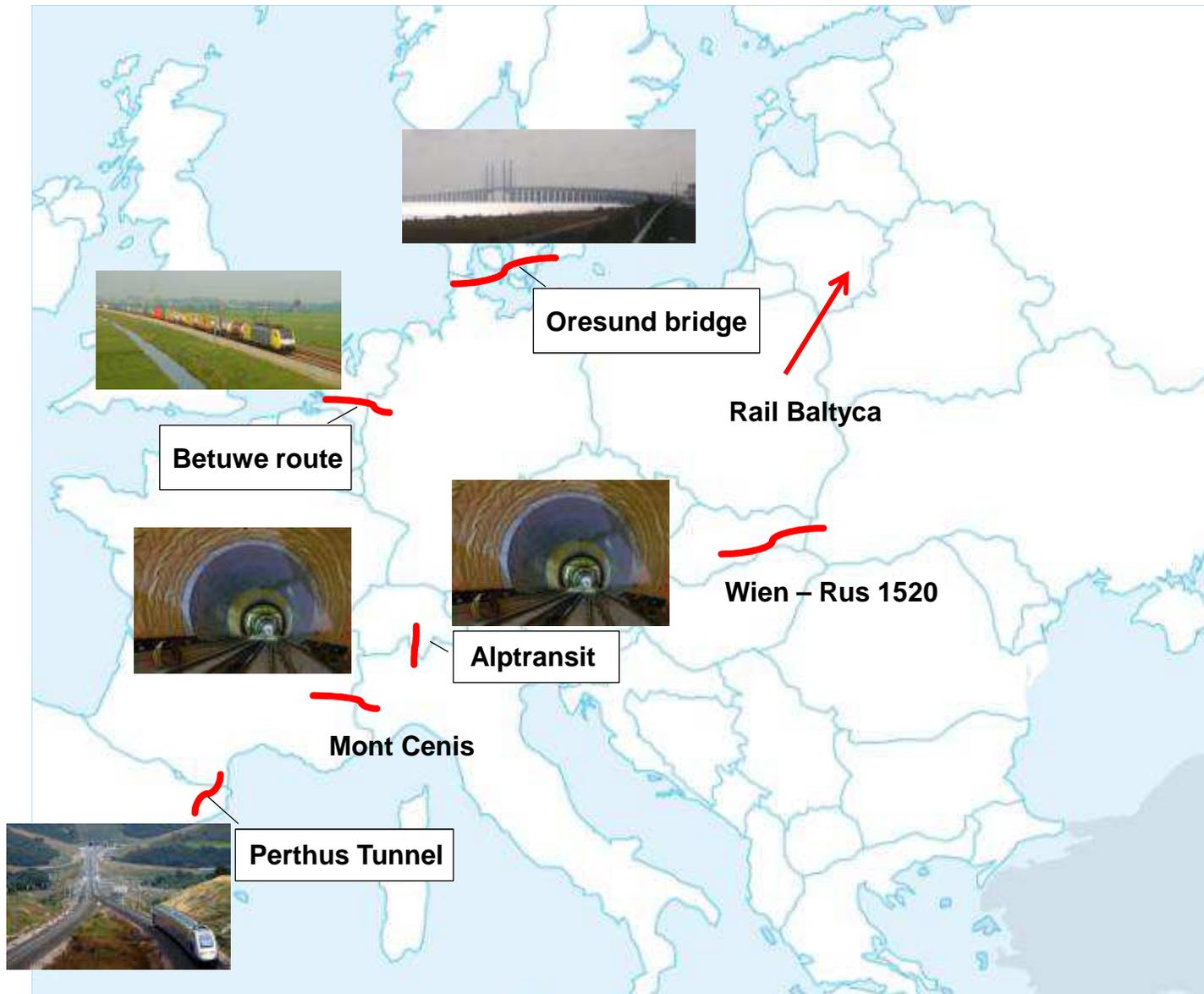
Long trains current offer in France (850 m)

- 850-meter train offer on 2 main North – South roads from 1st of January 2012:
- Bettembourg- Perpignan
- Le Havre-Paris-Lyon-Marseille
- Targeted offer on rolling road and transportation of swap bodies and shipping containers.

4 Fermed conference - 6 mars 2013

RÉSEAU FERRE DE FRANCE

Success factors: the usage of new railway infrastructures and the readiness for new ones





Thank you for your attention.

