



Hupac solutions

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Hupac Group companies

Hupac Ltd Chiasso Parent company Asset management				
<p>Hupac Intermodal Ltd Chiasso Sales & operations Terminal operations</p> <hr/> <p>Termini Ltd Chiasso Terminal construction Facility management</p>	<p>Hupac SpA Busto Arsizio Terminal operations Railway operations</p> <hr/> <p>Fidia SpA Milano Terminal operations Warehouse logistics</p> <hr/> <p>Centro Intermodale SpA Milano Terminal construction Facility management</p> <hr/> <p>Terminal Piacenza Intermodale Srl Piacenza Terminal operations</p> <hr/> <p>Piacenza Intermodale Srl Piacenza Facility management Warehouse logistics</p> <hr/> <p>Termini SpA Busto Arsizio Terminal construction Facility management</p>	<p>Hupac Intermodal Italia Srl Busto Arsizio Sales</p> <hr/> <p>Hupac Intermodal NV Rotterdam Service provider</p> <hr/> <p>Hupac Intermodal BVBA Antwerp Terminal operations Facility management</p> <hr/> <p>Hupac GmbH Singen Service provider</p> <hr/> <p>Hupac Maritime Logistics GmbH Duisburg Maritime service</p> <hr/> <p>ERS Hamburg Maritime service</p>	<p>Hupac Terminal Brwinów Warszawa Terminal construction</p> <hr/> <p>Intermodal Express LLC Moscow Sales & operations</p> <hr/> <p>Hupac LLC Moscow Rolling stock management</p> <hr/> <p>Hupac International Logistics (Shanghai) Co. Shanghai Sales & operations</p>	
Switzerland		West Europe		East Europe & Far East

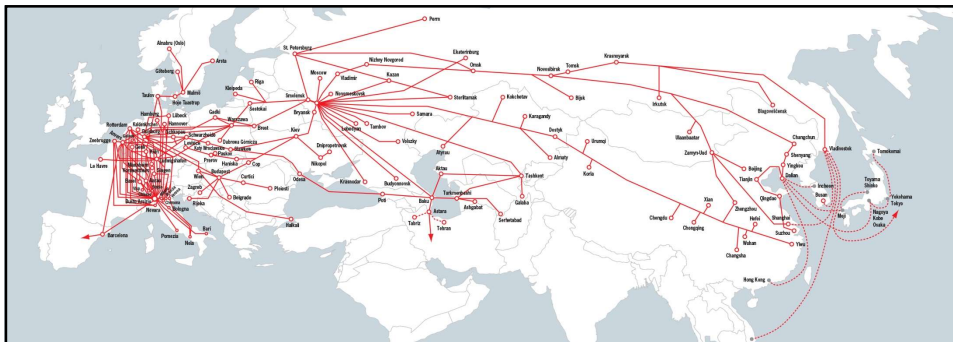
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We shape the future of intermodal transport



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Hupac – market leader in international combined transport

- > Flexibility and fast time-to-market
- > Own assets: wagons, spare wagons, workshops for rolling stock
- > Terminal operations: Busto Arsizio, Piacenza, Aarau, Basel, Chiasso, Singen, Antwerp
- > Strong partnership with customers and suppliers
- > Leading in IT integration and innovation
- > Growth strategy, capacity to invest in future
- > Fully committed to service: central management, local presence




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We ship your goods with dedicated resources

Solutions for the Russian broad gauge network
Intermodal Express, the Moscow branch of Hupac, specialises in intermodal services for the 1520-mm network of Russia and CIS countries, with a fleet of 220 own railcars.

We link networks
 We connect Russia and the CIS countries to the rail networks of Europe, Iran, China and South Korea, with intelligent solutions for managing technical and operational constraints. Shipments from Belgium, the Netherlands, Germany, Spain and Italy enjoy the perfect service of our regular shuttle trains.




Solutions for the Russian broad gauge network
 Intermodal Express, the Moscow branch of Hupac, specialises in intermodal services for the 1520-mm network of Russia and CIS countries, with a fleet of 220 own railcars.

New solutions for Iran and Central Asia
 Azerbaijan, Iran, Turkmenistan and Kazakhstan are now linked to the main European industrial clusters of Germany, Benelux, Italy, Poland and Spain via the new intermodal hub in Baku, with scheduled and reliable intermodal connections.

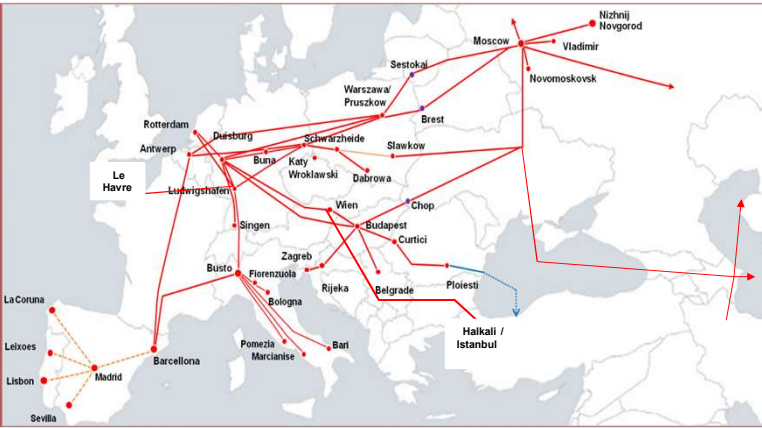
Own railcars – flexibility & service
 Hupac manages an own fleet of 5,900 platforms with normal gauge and 220 railcars with Russian broad gauge, offering clear advantages to the market in terms of independency, flexibility and reliability.

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European network connecting the Eurasian railways network



Main connections after Slawkow

- Slawkow – Antwerp – 2 times per week
- Slawkow – Ludwigshafen – 2 times per week
- Slawkow – Duisburg – 2 times per week
- Slawkow – Busto – 2 times per week
- Slawkow – Rotterdam – 2 times per week
- Slawkow – Barcelona – 2 times per week
- Slawkow – Le Havre – 2 times per week

Main connections after Brest/Sestokai / Pruszkow

- Pruszkow – Antwerp – 3 times per week
- Pruszkow – Ludwigshafen – 3 times per week
- Pruszkow – Duisburg – 3 times per week
- Pruszkow – Busto – 5 times per week
- Pruszkow – Rotterdam – 3 times per week
- Pruszkow – Barcelona – 3 times per week
- Pruszkow – Le Havre – 2 times per week

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HUPAC

We link China, Russia and Cis Countries to Europe

- > Own resources and local competence in Europe and Russia
- > Poland as entrance gate to Europe
- > Branch offices in Moscow and Shanghai

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HUPAC

Traffic bundling via Gateway

- > Transshipment of the loading units from one train to another
- > Bundling of traffic volumes
- > Connection of remote areas (e.g. southern Italy) to the European shuttle network
- > First introduced by Hupac on the Cologne/Mannheim-Busto-Pomezia line in 1992

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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

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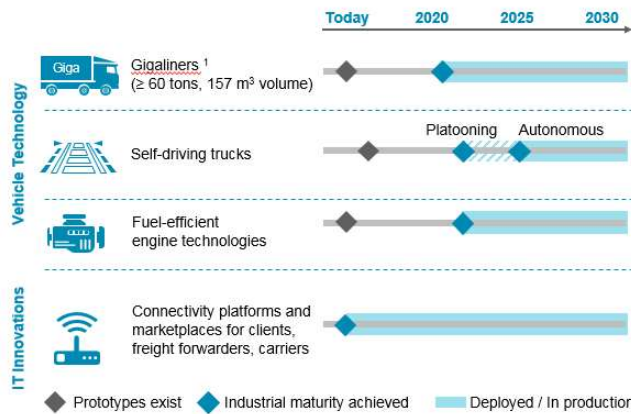
Competitiveness of road ↗↗

Production costs

Low fuel prices: impact minus 5-7%

Innovations

Enormous productivity boost: potentially up to minus 25%



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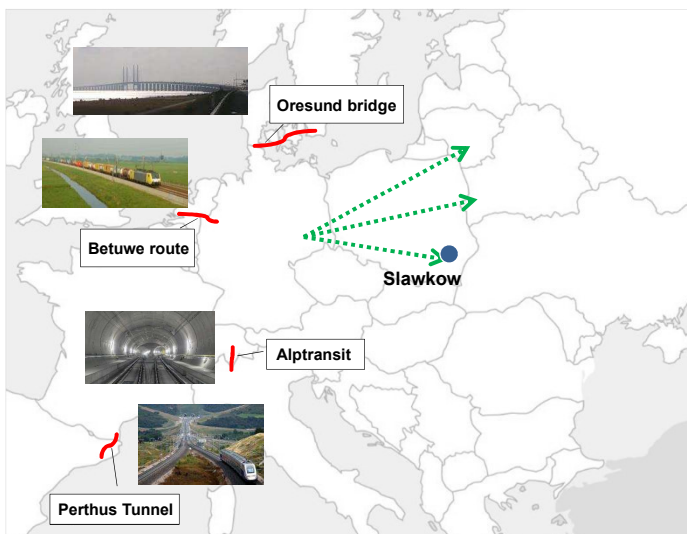
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Competitiveness by rail?

- > 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....)
- >

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



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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

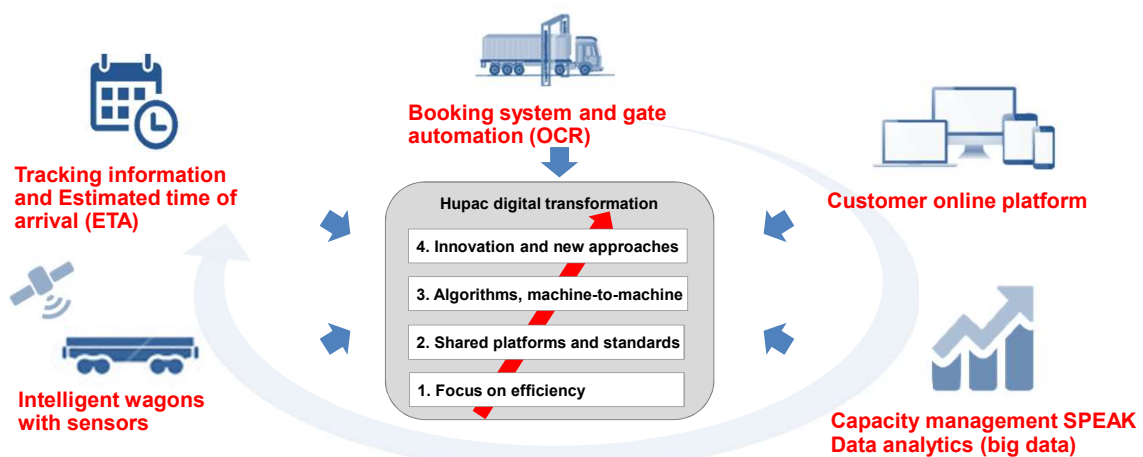
Transportation of tank container and chemical goods

- Better harmonization among all the railways networks

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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

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Thank you for your attention!

