



Strategies to deliver opportunities and enhance effectiveness

European Approach

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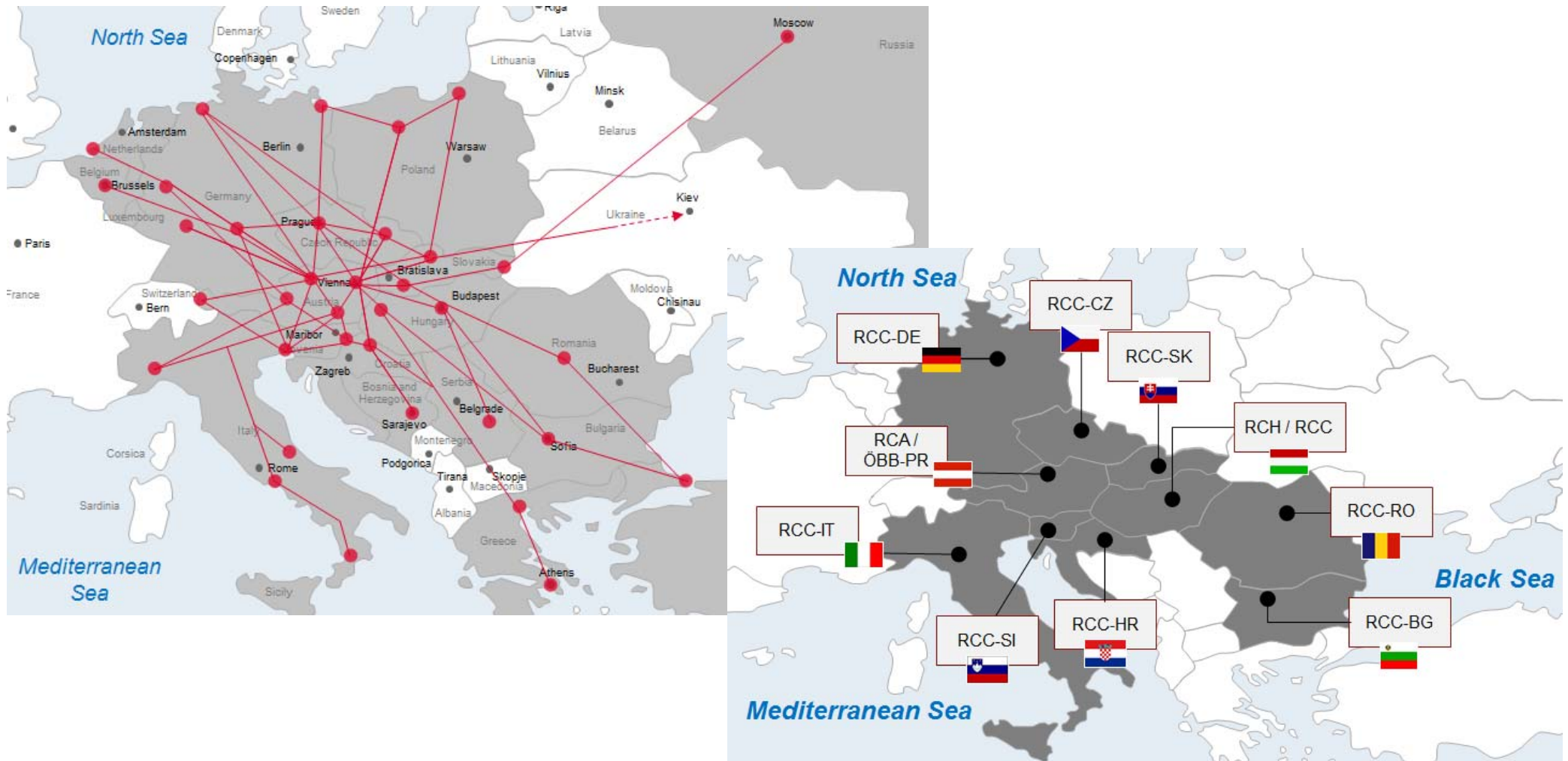
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- ❖ **Rail Cargo Group**
- ❖ **CEO Task Force**
- ❖ **European Approach**
- ❖ **Innovation**

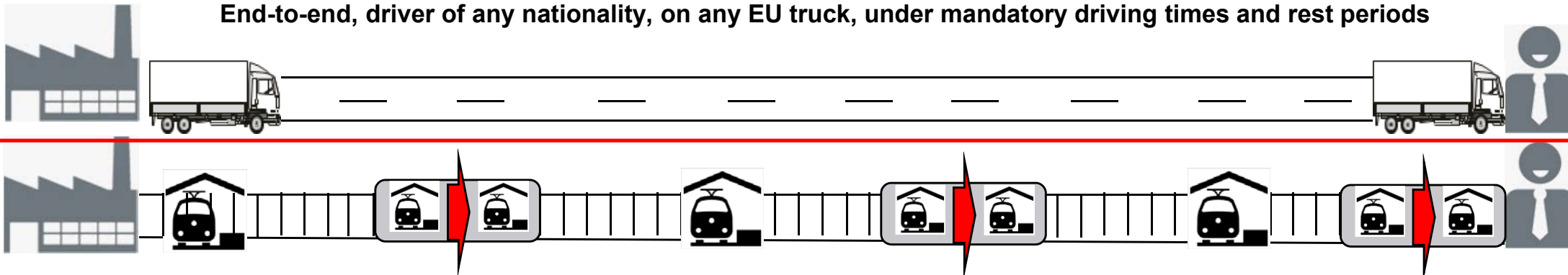
Services beyond borders & In-house traction provided in 10 countries



High operational and financial efforts are necessary to enable a smooth European transport on rail



End-to-end, driver of any nationality, on any EU truck, under mandatory driving times and rest periods



Netherlands

- For the formation of the **train, different operating regulations** of all the involved countries must be considered: braking rules, length + weight
- The standard is the lowest length/weight** of train of any of the involved countries
- The locomotive must be equipped with the Dutch **train control system ATB and ETCS (costs 400- 500.000 €)**

Border Emmerich

- Change of loco and loco driver **or:**
- Loco admission for Germany + equipped with German train control system PZB/LZB
- Language skills of **German level B1 (costs 20.000 €)**
- Training of loco driver in **operational knowledge for Germany + drivers license (costs 20.000 €)**

Germany

- Higher costs for non-noise reduced wagons
- Costs for retrofitting of **1.700€ per wagon**



Border Basel

- Change of loco and loco driver **or:**
- Loco admission for Switzerland
- Training of loco driver in **operational knowledge for Switzerland + drivers license (costs 20.000 €)**

Switzerland

- ETCS equipment of Netherlands is not compatible with ETCs Switzerland
- Loco needs Swiss ETCS and Swiss train control system ZUB (costs 400.000 € per loco)**
- Loco needs Swiss pantograph (smaller)

Border Domodossola

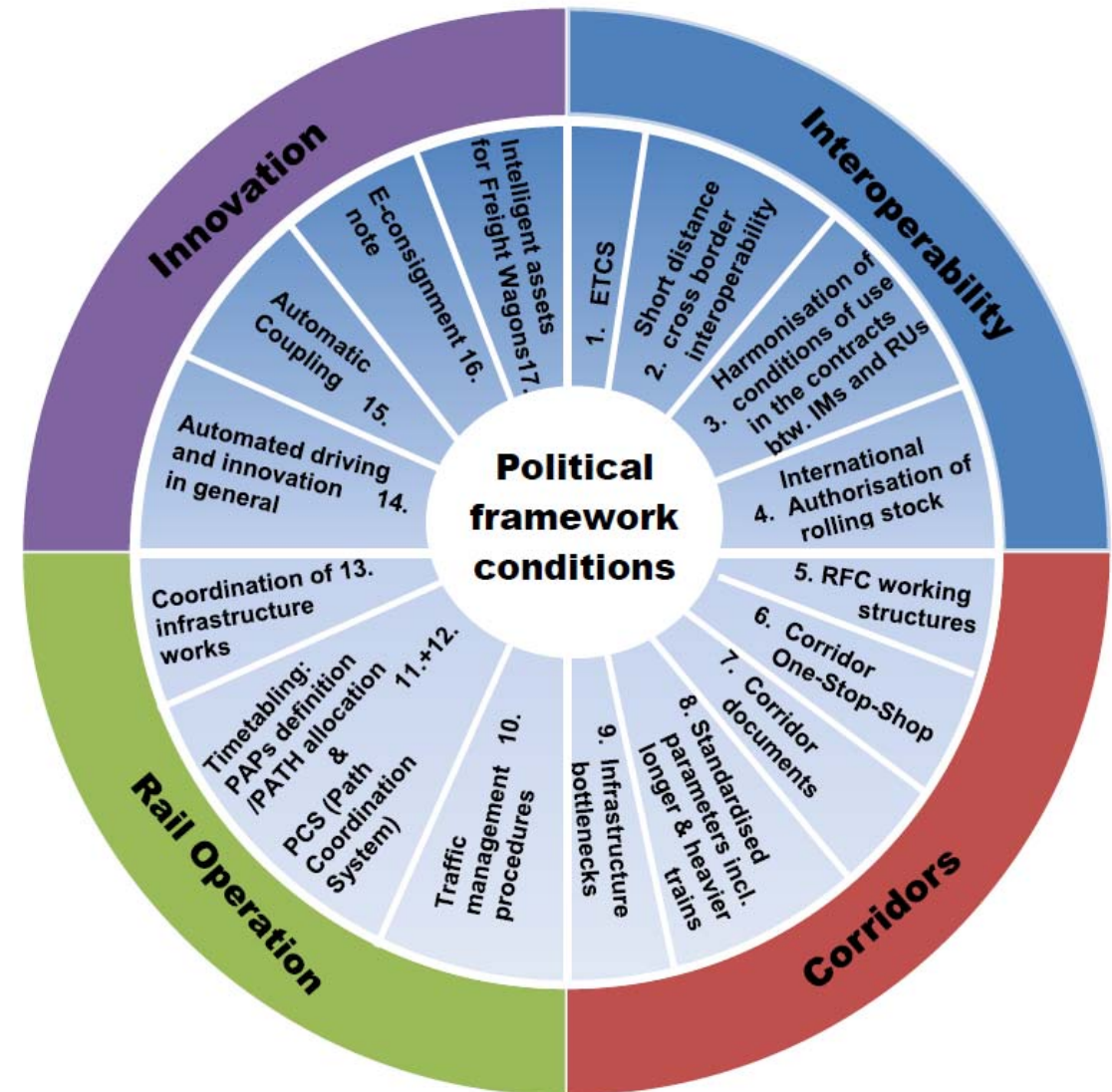
- Change of loco and loco driver **or:**
- Loco admission for Italy + equipped with Italian train control system SCMT
- Training of loco driver in **operational knowledge for Italy +drivers license**
- Language skills of **Italian level B1**
- Two loco drivers** in Italy required
- Length of train max. 540m

CEO Task Force Methodology



RAIL FREIGHT IN THE 21st CENTURY:

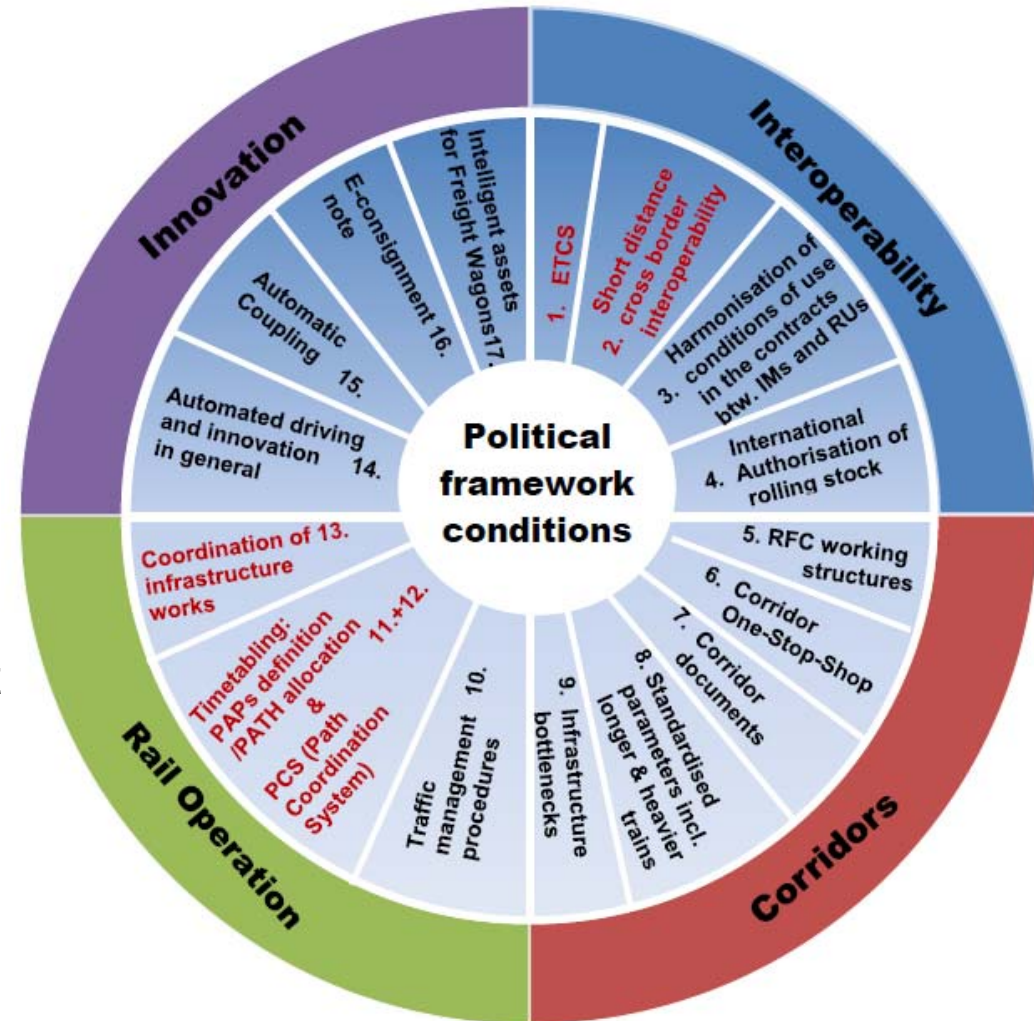
- 17 projects
- 4 clusters:
 - Interoperability
 - Corridors
 - Rail Operation
 - Innovation
- Issues of importance for the competitiveness of rail freight



CEO Task Force Methodology



- Prioritized topics:
 1. ETCS
 2. Short distance cross border interoperability
 - 11.+ 12. Timetabling & PCS
 13. Coordination of infrastructure works
- Ongoing CEO Task Force lobbying activities on “Framework Conditions” as an “overarching activity” into which each of the 17 identified projects may provide input under the monitoring of the relevant CER/UIC expert groups.



European Approach => Customer Approach

1 ETCS - ERTMS

2 Short Distance Cross Border Interoperability

3 International Authorisation of Rolling Stock

4 Timetabling & PCS

5 Infrastructure Bottlenecks

6 Coordination of Infrastructure Works

7 Intelligent Assets



Innovation

Intelligent Assets: Improved productivity & optimized maintenance to strengthen market position



Innovations are essential which enable rail freight to compete with road !



Improved productivity

- Real time fleet management
- Reduced turnover time
- Reduced manual work
- Better forecast of fleet utilization
- Improved estimated time of arrival

Optimized maintenance

- Higher reliability
 - Better understanding of damages
 - Early recognition of damages
 - Reduction of damages
- Improved processes at workshops
- Pro-active handling

Customer benefit

- New services for customers
 - Real time tracing of transports
 - Event messages tailored for the customer's needs
- Monitoring of the good's quality in real time
 - Specific thresholds
 - Triggered actions

Source CEO TF / 17. Intelligent Assets