The role of intermodal transport in the development of the Euroasian landbridge

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Chairman of the Board

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## Facts & figures

<table>
<thead>
<tr>
<th>Category</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Foundation</td>
<td>1967</td>
</tr>
<tr>
<td>Employees</td>
<td>405</td>
</tr>
<tr>
<td>Volumes 2009</td>
<td>1.4 million TEU</td>
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<tr>
<td>Ressources</td>
<td>5,500 rail platforms</td>
</tr>
<tr>
<td></td>
<td>13 locomotives</td>
</tr>
<tr>
<td></td>
<td>10 rail terminals</td>
</tr>
<tr>
<td>Financial data 2009</td>
<td>Turnover EUR 320 million</td>
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<tr>
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<td>Cash flow EUR 31 million</td>
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</tbody>
</table>
European network for combined transport
Logistics in Russia: Rail dominates

- EU: Rail 15%, Road 85%
- Russia: Rail 90%, Road 10%
We have a dream: In 2020 all European long distance transports will choose the rail

- Appropriate rail infrastructure
- Real competition in rail markets
- Fair conditions of competition between road and rail
Partners join forces on the East-West corridor

- Connecting networks
- Own private fleet of wagons
- Focus on shuttle block trains
- Close relationship with railways
- Neutrality as intermodal operators
- One-stop-shop and local presence
2007-2010: Connecting European and Russian networks

- 2005: Poland
- 2007: Moscow
- 2010: Vladimir
- Nizhnij Novgorod

Map of European and Russian network connections.
2010: Landbridge Europe-Russia-Asia

Transit times:
Antwerp – Moscow 13 days
Antwerp – Novosibirsk 16 days
Antwerp – Vladivostok 19 days
Antwerp – Busan 30 days
Antwerp – Shanghai 30 days
2010: Trail transportation of 70 containers from Antwerp to South Corea

Antwerp

Slawkow

Moscow

Transiberia

Vladivostok

Busan
Developing transport services to China

Railway gauge 1435
Railway gauge 1520
Container transshipment
Transit customs checkpoint

Anvers
Busto
Ludwigshafen
Slawkow
Moscow
N.Novgorod
Ekaterinburg
Omsk
Irkutsk
Ulan-Ude
Zamin Uud
Erlian
Beijing
Shanghai
Schwarzheide
Bryansk
Isow
Naushki
N.Novgorod
Irkutsk
Ulan-Ude
Zamin Uud
Erlian
Beijing
Shanghai
Need for infrastructural harmonisation

Europe (international):
Trains up to 600 m / 1800 t

Russia:
Trains up to 1050 m / 5000 t

China:
Trains up to 800 m / 3500 t

Challenge for efficient train operation on Euroasian landbridge:
- 3 European trains = 2 Russian trains
- 3 Russian trains = 4 Chinese trains

Europe should learn from Russia!
- High productivity of Russian trains
- Excellent railway efficiency
- High quality of information system
Challenges for the future development of the Eurasian landbridge

- Railway connection is a real alternative to road and deep sea
- Supply chain: stability and predictability of transit time

Requirements:
- Investments in efficient rail terminal
- Last mile: shunting costs, bonded areas
- Incentive regulations for road deliveries to/from intermodal terminals (higher road weight)
Thank you for your attention.