IFB, the intermodal operator of SNCB Logistics

Geert Pauwels, Head of SNCB Logistics
2008-2011: period of transformation

Traditional National Railway Company

Issues

High performing International Logistics Group

Financials

Quality Commercial activity

International presence
Strategy and structure SNCB Logistics today

- **IFB**
- **Rail Force**
- **Xpedys**

- **B-CARGO OPERATIONS**
- **Quality**
- **Productivity**

- **Sibelit**
- **Cobra Partnership DB Schenker**
- **Corridor France (ECR)**
- **Xrail**

- **Commercial development**
- **Internationalisation**
## Strategic priorities

| Quality improvement | • Overall quality organisation & efforts  
|                     | • 10% increase punctuality trains at departure |
| Productivity improvement | • 20% cost reduction of the foreseen 25%  
|                          | • 10% higher average tonnage / train  
|                          | • Significant staff reduction |
| Commercial development | • 20% volume increase cfr 2009  
|                          | • Development logistics offering |
| International quality network | 70% of turnover in rail activities from international traffic |
International development SNCF Logistics

- Sibelit, with SNCF, CFL, SBB Cargo + partnership in Italy
- Cobra, partnership DB Schenker
- Open access
- Collaboration ECR
- International alliance SWL Xrail
Innovative solutions for combined traffic

IFB, multimodal solutions with a focus on container rail and barge transport
Strategic priorities

- To develop a **reliable European intermodal network**
- To achieve **customer service excellence**
- To extend the sales coverage with **closer customer relationships**
- To extend the logistic offering with **value adding solutions**, linked to the multimodal network
Current network
Linking barge and rail networks

Network

- IFB Mainhub
- IFB Alsace-Flandres-Express
- IFB Otmarshem-Flandres-Express
- IFB Ottmarsheim-Flandres-Express
- IFB Duisburg Shuttle / North Sea Bridge
- IFB Train connection projected 2010

Left bank: 1700, 1742
Right bank: 730, 736, 869, 913
Miscel. terminals

- Rotterdam
- ECT Delta
- Emmelsum
- Duisburg
- Neuss
- Andernach
- Mainz
- Frankfurt
- Kehl
- Strasbourg
- Neuf Brisach
- Ottmarsheim
- Weil
- Bâle / Basel
- Birsefelden

- IFB NARCON Distribution Service
- HSCL Lower Rhine Service
- HSCL Middle Rhine Service
- HSCL Upper Rhine Service

- Zeebrugge
- Anvers / Antwerpen
- Rotterdam
- ECT Delta
- Dedicated
- Barge
- Shuttle
- ECT Delta / DeCeTe

- Right bank: 730, 736, 869, 913
- Miscel. terminals

- Left bank: 1700, 1742

- Served by rail and barge
- Served by barge
- Served by rail
Basic services in trimodal terminals:
ATO (Antwerp), Charleroi Dry Port, Liège Renory, Bonneuil-sur-Marne (France), Andernach and Kehl (Germany)

Extra services according to customers needs:
• Stuffing & stripping of containers
• Storage of non-hazardous products
• Local trucking
• Reefer PTI and repair services (via third parties)
• Empty container depot
• Fitting of liners and flexi-tanks in containers
• Container cleaning and repair
• Customs documentation
Linking maritime and continental rail networks
Linking local hubs, like port of Antwerp, with overall network
Linking Western to Eastern Europe networks
SNCB Logistics, a profitable, high performing, international logistics rail freight group