



GEFCO
Your Multimodal Partner

IBS, the 08/10/10

GEFCO

LOGISTICS FOR MANUFACTURERS

Summary

1. GEFCO some figures
2. GEFCO strategy and Know-how
3. GEFCO concept
4. GEFCO multimodal corridors

1. GEFCO some figures

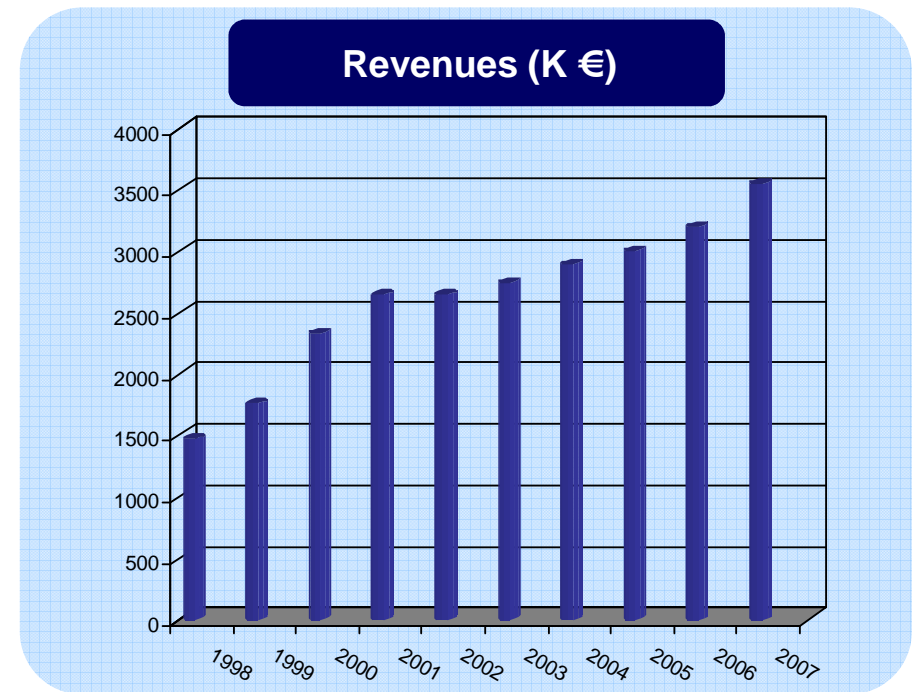
GEFCO key figures

One of the leading logistics players in Europe (Top 10)

Continuous and profitable growth (+ 15% per annum)

Worldwide coverage

Key figures (2009)	
Revenues	3.55 Bn €
Number of employees	10,000 people
Geographical coverage	80 countries (4 continents)



GEFCO - logistics service provider since 1950

Internationally-driven network

Development based on organic growth

Geographical extension towards strong potential areas

1950	GEFCO foundation GEFCO (Groupages Express de Franche-COMté)
1955 – 1977	Development in France and in the Benelux
1978 – 1988	Subsidiaries created in the UK, Switzerland, Portugal, Spain and Italy
1988 – 1999	Extension on the Mercosur area: Argentina, Brazil
1988 – 2007	Central and Eastern Europe development: Germany, Poland, Czech Rep., Russia, Austria, Slovakia, Hungary, Romania, Turkey, Slovenia Subsidiaries opened in Maghreb: Morocco, Tunisia Presence in Asia: China, Hong-Kong
2008	Worldwide coverage extension: India, Chili, Ukraine, Latvia, Ireland, Denmark

2. GEFCO strategy and Know-how

GEFCO Multimodal Strategy

- With the strength of expertise in rail transportation for finished vehicles, GEFCO has extended its multimodal activity to freight, offering an alternative solutions to its customers.
- GEFCO is a logistics integrator. Its added value is managing the service from end to end (pre- and post-delivery, managing returns, hiring containers and swap bodies) and securing transport plans. With its international network, GEFCO guarantees local contact and back-up solutions by road.
- GEFCO acts as a combined operator, as with the recent innovative Vesoul (Eastern France) / Kaluga (Russia) daily blocktrain organised for PSA, or as a forwarding agent for railway solutions.

GEFCO Know-how and high return of experience in rail management



- GEFCO operates 25% of the flows through an alternative solution to road transportation; the European average is 17% .
- GEFCO operates 200 active rail flows for finished vehicles in Europe.
- GEFCO has a dedicated department for rail business (purchase, fleet management, engineering, maintenance...)
- GEFCO owns 4.200 wagons.
- GEFCO has developed traffics with incumbents and new entrants.

3. GEFCO concept

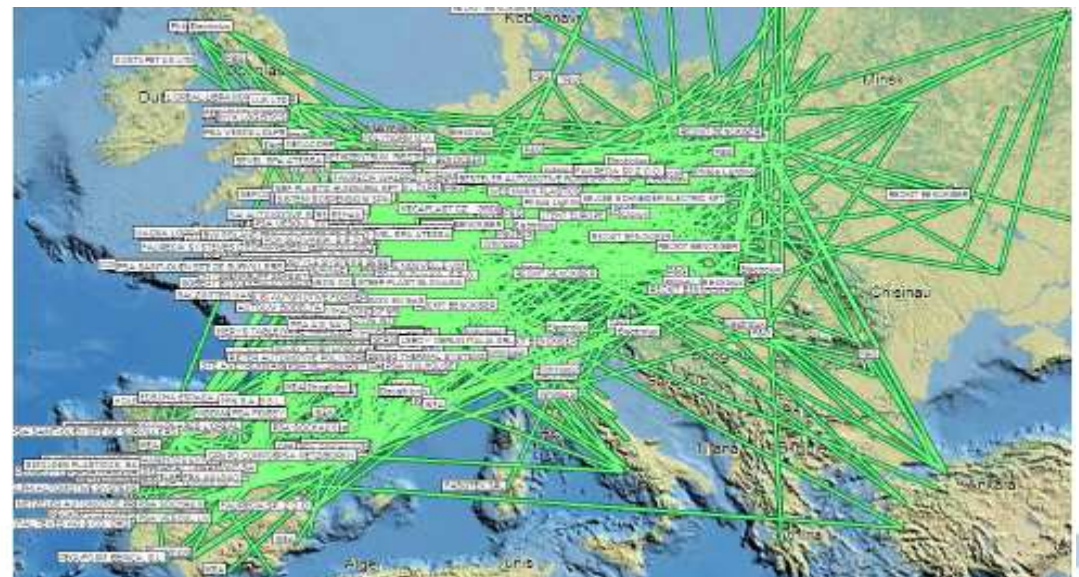
Integration of railway in the supply chain

The multimodal solution depends on the volume :

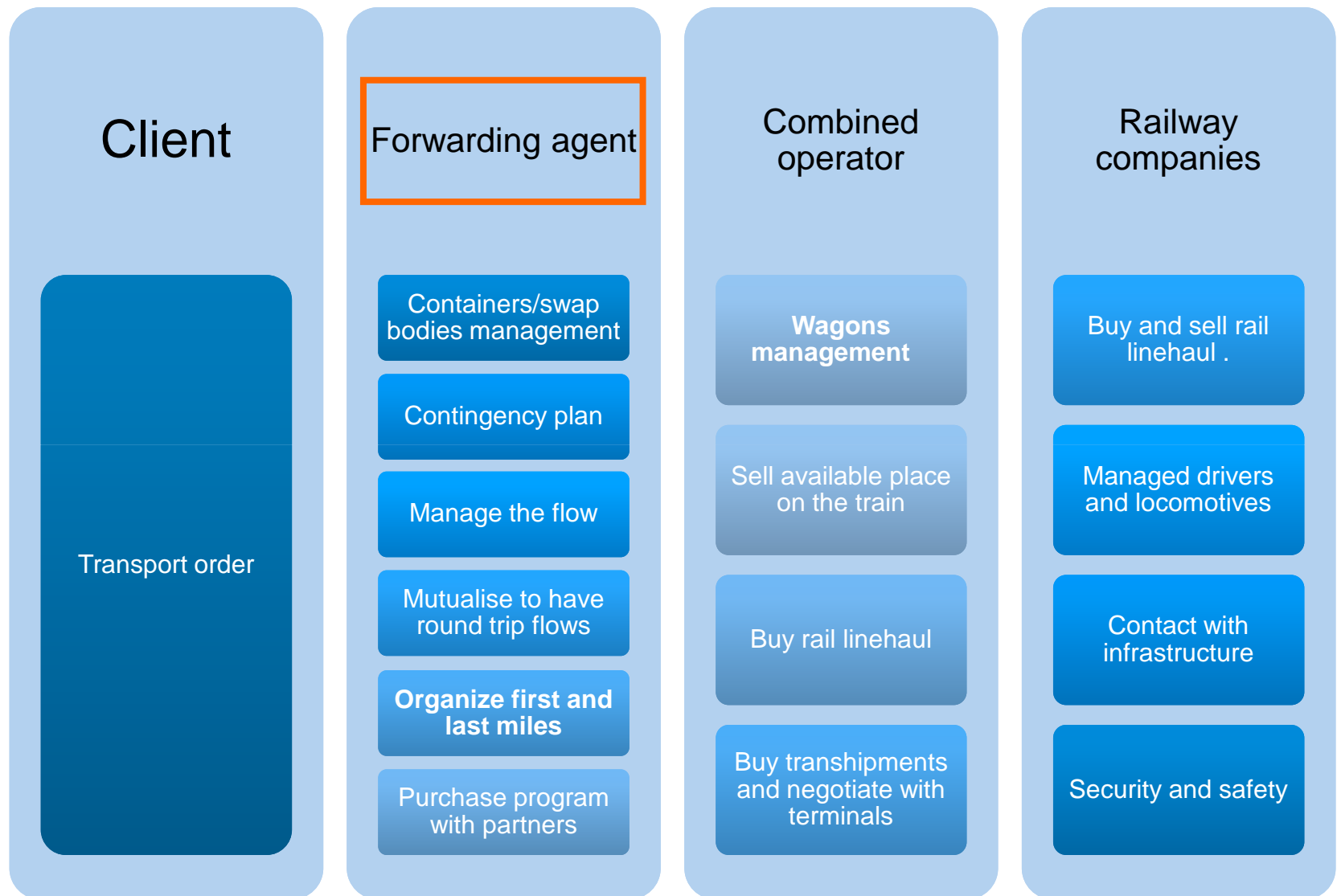
- For small volumes GEFCO looks for synergies with its current customers and business. In this case GEFCO uses different partners and networks (**forwarding agent for railway solutions**).
- For significant volumes, GEFCO operates on some identified corridors, building block trains and buying directly from railway undertakings (**combined operator**).

Mutualise and secure

- Using partner networks and GEFCO equipment (swap bodies, trailers or intermodal containers).
- The existing flows operated by GEFCO are the best basis for mutualisation.



GEFCO as integrator with one face to the customer



4. GEFCO multimodal corridors

GEFCO - Corridor France - Russia

Snapshot of the situation

- GEFCO operates daily train from FR to RU
- **Current project is to open to other customers this train or put new solution in place**

GEFCO Solution

- Strong partnership with Russian railway company Transcontainer 
- 1 GEFCO dedicated block train in round trip
- Departure France (Vesoul)
- Arrival Russia (Kaluga)
- Daily frequency
- 5 days transit time
- 3 000 km one way
- Transshipment in Malaczewisze / Brest
- 44 containers 40'HC



Client Benefits

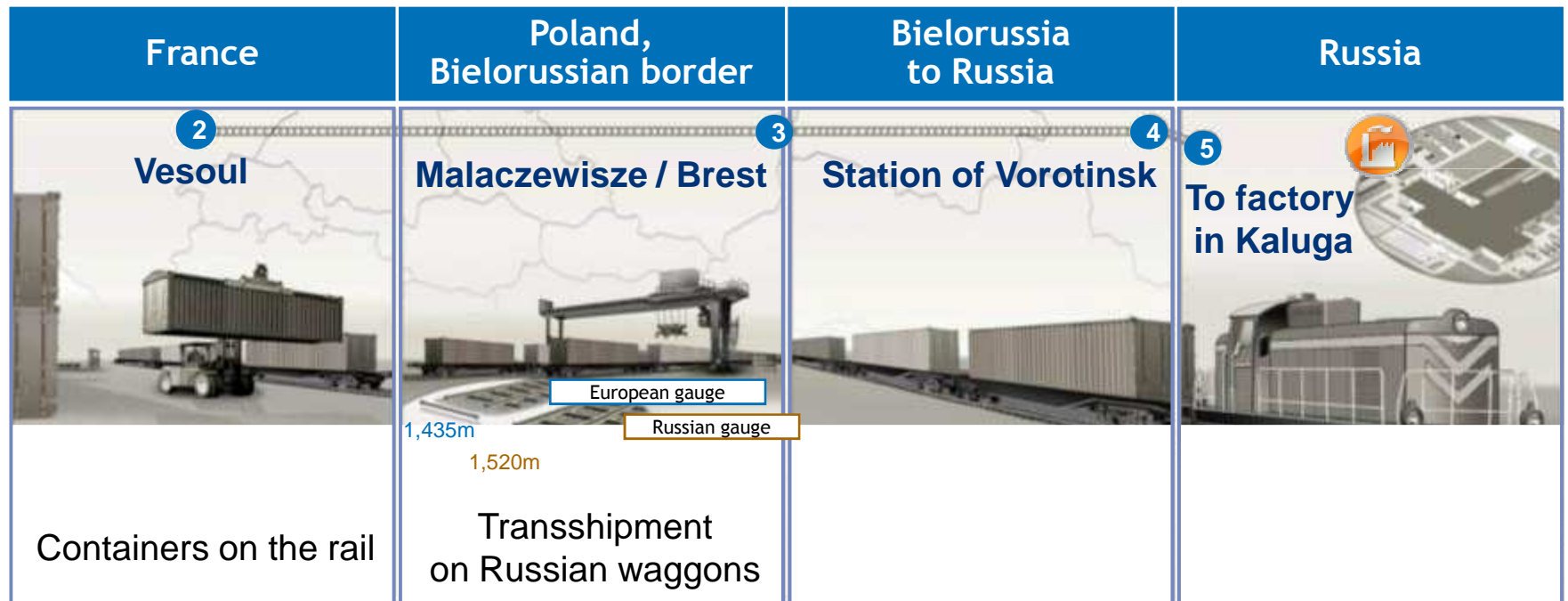
- Security of Goods (back up by road)
- Transit time
- Customs clearances

The Kaluga Train

Extraordinary project:
 6000 km roundtrip
 >400 dedicated waggons
 >1200 dedicated TC for roundtrip
 >80 trucks on the road

Mission : Transportation from Vesoul in France to Russia
 SKD (Semi Knocked Down) parts to be assembled in Kaluga

Steps: **1** Transport of 144 cars per day 308 & C4 from Sochoux and
 Mulhouse and 60 from Zeebrugge to Vesoul for disassembling



6 Transport of finished cars from Kaluga to the GEFCO car compound
 Bykovo (Moscow).

GEFCO - Corridor France - Spain

Snapshot of the situation

- GEFCO operates this dedicated block train since 2008.
- **Next step is to put in place an additional train from north of France to Madrid and one from East of France to Vigo.**

GEFCO Solution

- 1 GEFCO dedicated block train in round trip
- Departure France (Paris La Chapelle)
- Arrival Spain (Madrid)
- Daily frequency : departure 20:30
- 28 hours transit time
- 1 000 km one way
- Train length 720 in France and 540 in Spain
- 44 swap bodies MEGA



Client Benefits

- Security of Goods (back up by road)
- High frequency
- Door to door solution incl. pre and post carriage

GEFCO - Corridor France – Slovakia - Russia

Snapshot of the situation

- Project in preparation
- Starting date planned for 2011

GEFCO Solution

- 1 GEFCO dedicated block train in round trip
- Departure France (Ottmarsheim or Mulhouse)
- Arrival Slovakia (Sládkovičovo)
- minimum 3 departures per week
- 30 hours transit time
- 1 000 km one way
- 18 wagons 90'
- 36 containers 45'HC
- The train is the first step of a longer corridor to Eastern Europe (via Dobra)



Client Benefits

- Security of Goods (back up by road)
- Frequency
- Door to door solution : Pre and Post carriage

GEFCO - Corridor Germany - Turkey

Snapshot of the situation

- Project in preparation
- Starting date planned for 2011

GEFCO Solution

- 1 GEFCO dedicated block train in round trip
- Departure Germany (Mannheim)
- Arrival Turkey (Halkani)
- Weekly frequency : departure day Saturday
- 5 days transit time
- 2 583 km one way
- Train length 530 m = 17 wagons 90'
- 34 Containers 45' HC PW (89 cbm/33 pal.)



Client Benefits

- Security of Goods (back up by road)
- Customs clearance
- Door to door solution incl. pre and post carriage

GEFCO - Corridor Riga – Central Asia

Snapshot of the situation

- **Project has been implemented (Eurasian Bridge)**
- Started in 2010

GEFCO Solution

- GEFCO and partners will operate non dedicated trains to Central Asia via Baltic
 - Departure Riga (connexion to the container port)
 - Arrival Central Asia (mainly Kazakhstan and Uzbekistan)
 - Regular frequency (minimum weekly)
 - 4 500 km one way
 - Block train and single containers
 - Last trip container possible
- > **Opportunity : 60 containers empty from Europe via Riga to Kazakhstan**



Client Benefits

- Security of Goods (back up by road)
- **GEFCO new branch in Kazakhstan (Sept. 2010)**
- Connection to the port of RIGA

Thank you for your attention!

