

ForwardNet

**FORWARDIS EUROPEAN
ALTERNATIVE SINGLE WAGON NETWORK**



SNCF LOGISTICS

GEODIS

Full Load Trucking
Warehousing
Parcels
Air & Sea Freight Forwarding
Supply Chain Optimisation



Turnover
6,6 B€

Rail Cargo Business Unit



Turnover
1,8 B€

STVA

Finished Vehicles Logistics



Turnover
0,3 B€

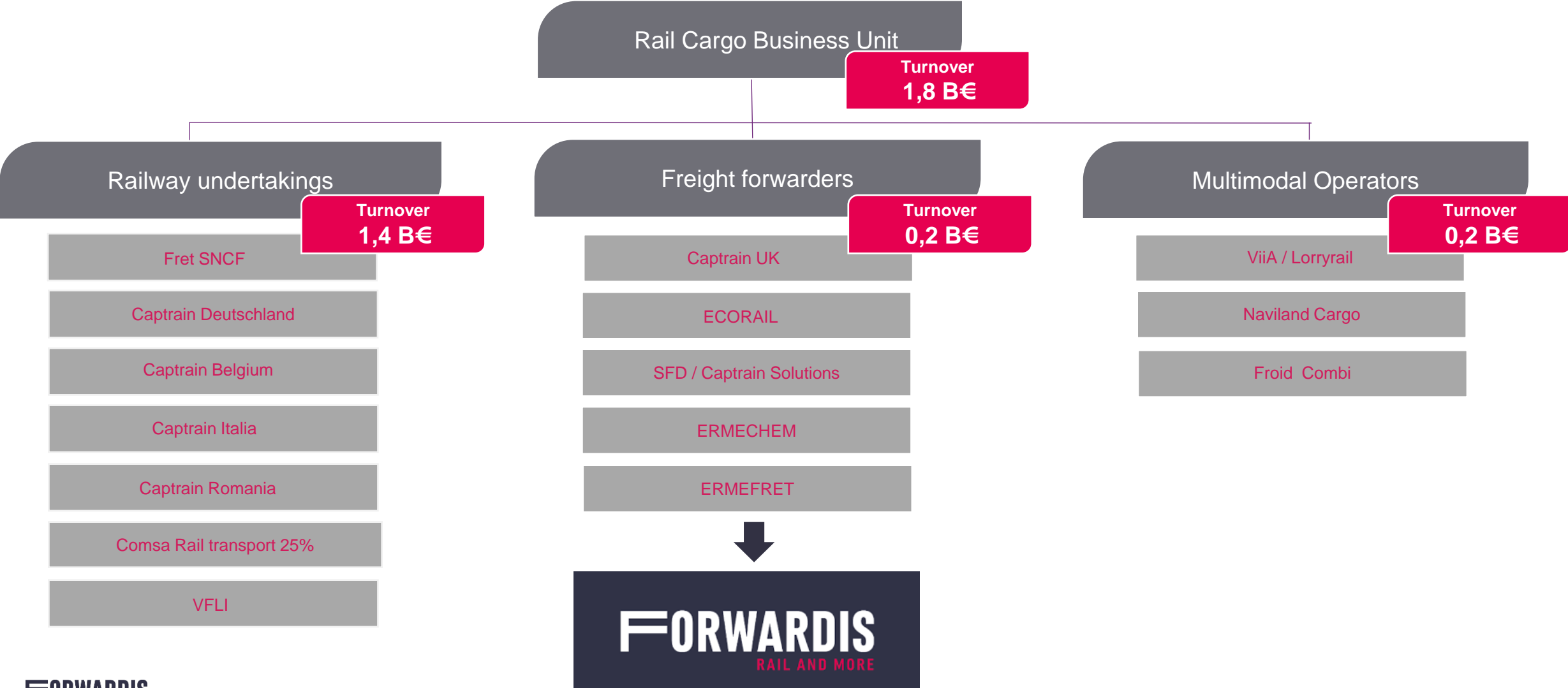
Asset Management

ERMEWA (Wagons)
AKIEM (Locomotives)

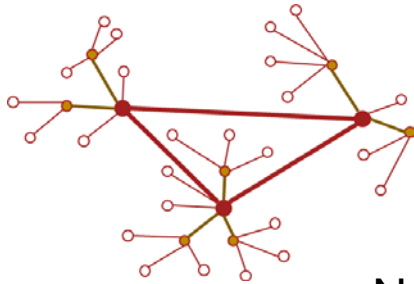


Turnover
0,4 B€

THE RAIL CARGO BUSINESS UNIT



FROM TRADITIONAL SINGLE WAGON TO ALTERNATIVE SINGLE WAGON

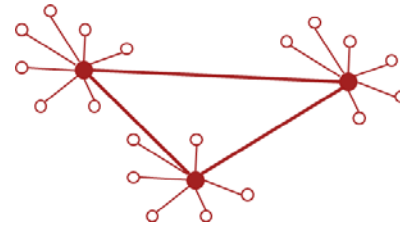


Network Management

2 level connected hub

Traditional production of Single Wagon Systems:

Grouping / Sorting take place through marshalling in **dedicated** yards



Connected hub

Most of Incumbents has reduced to one level

→ MLMC all the hubs are not interconnected

Grouping / Sorting take place through marshalling in dedicated yards



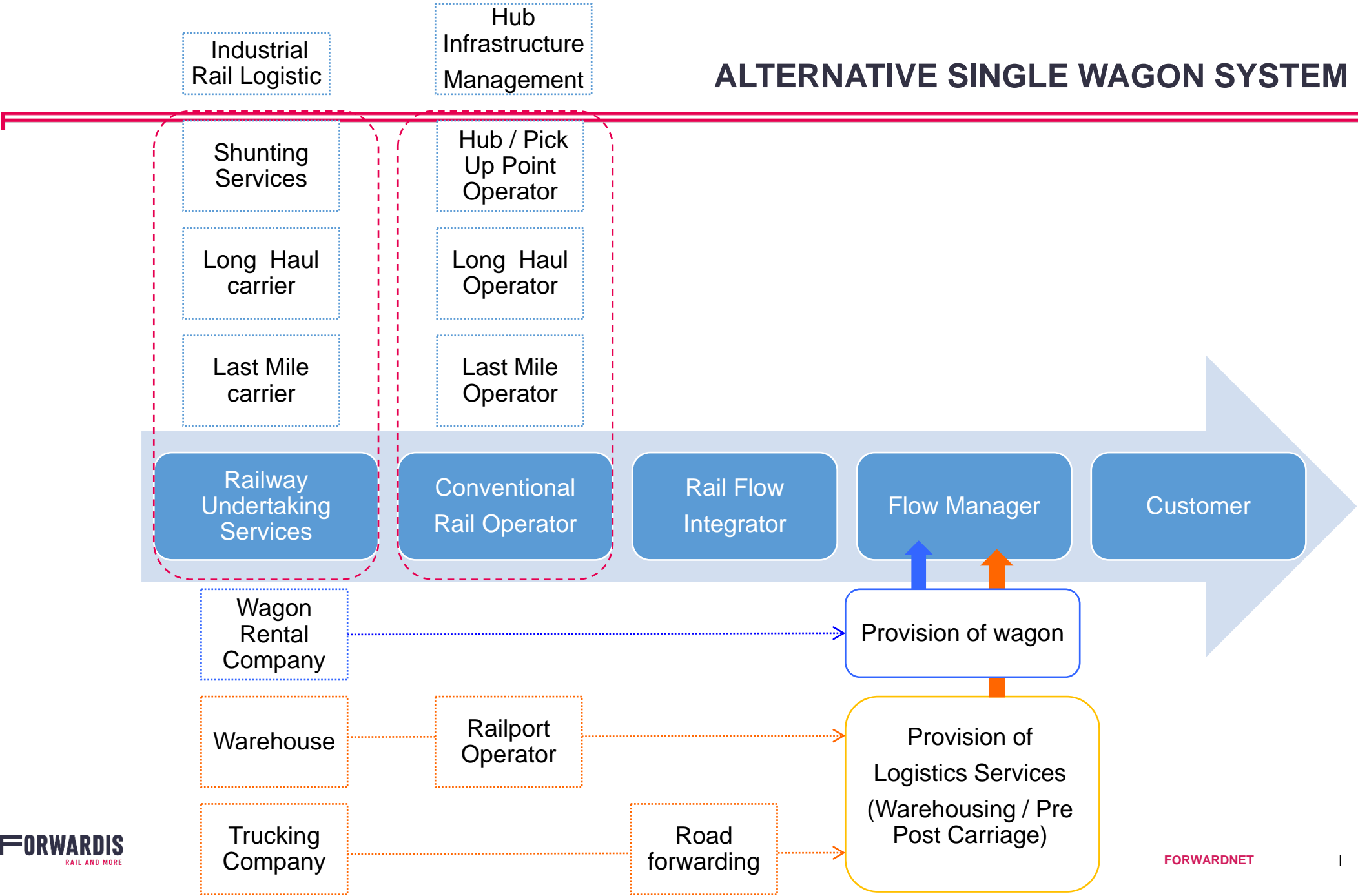
Corridor Management

Shuttle or Corridor train

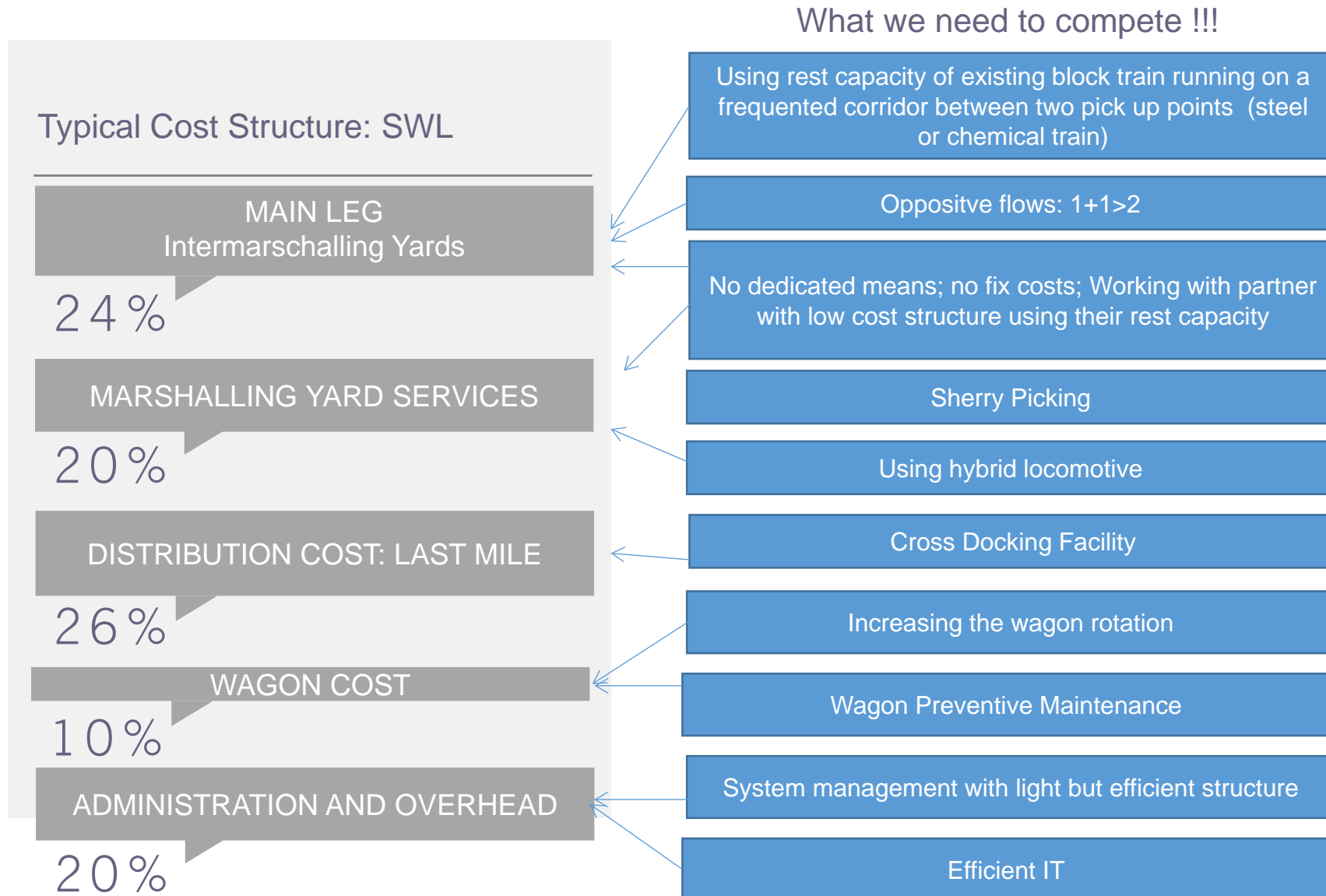
Used mostly by incumbent in third parties country or by new entrants

Simplified arrangement with removal / addition of group of wagons. Implies sorting of groups in the right order

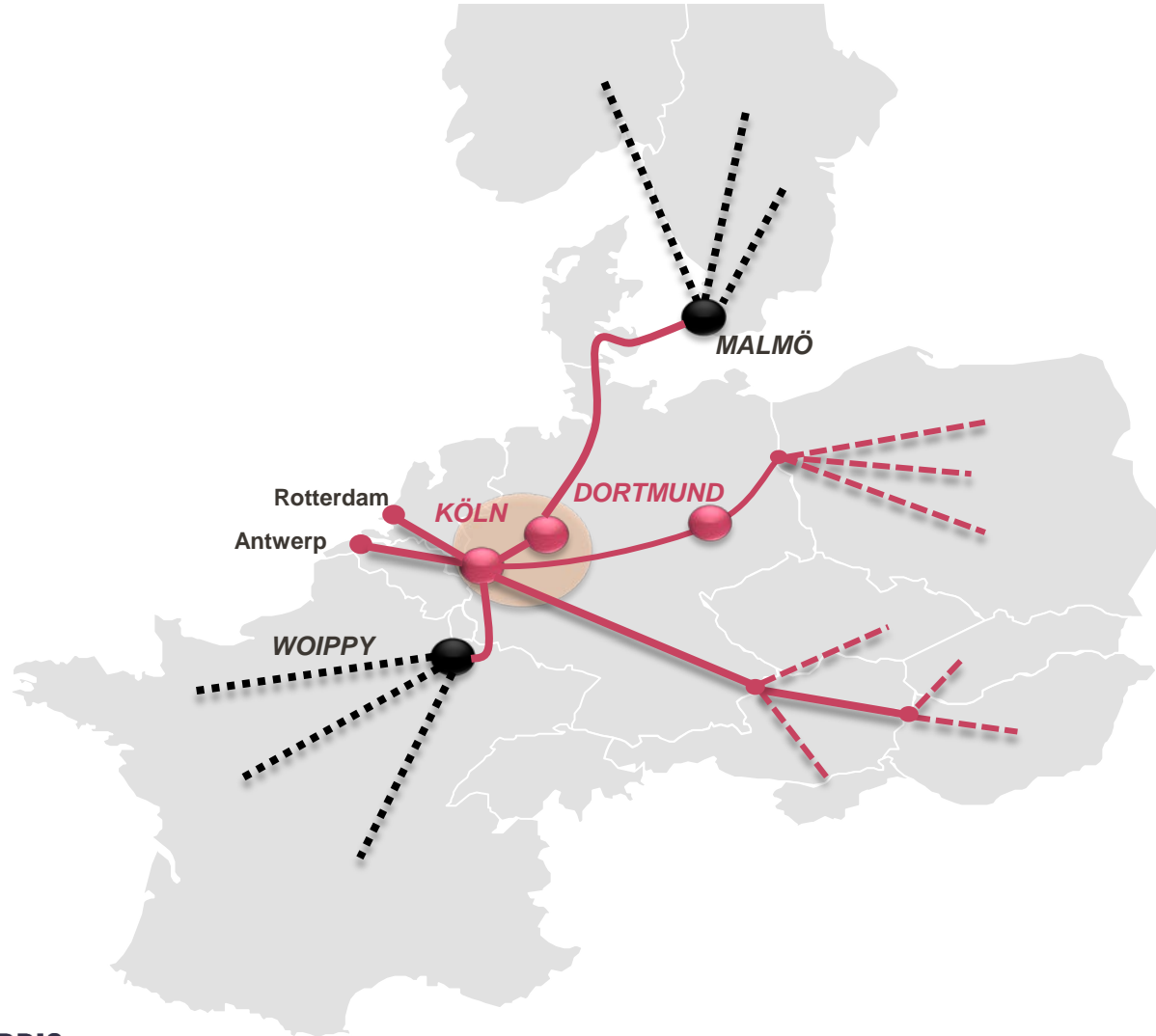
ALTERNATIVE SINGLE WAGON SYSTEM



COST STRUCTURE: HOW TO COMPETE WITH TRADITIONAL SINGLE WAGON



FORWARDNET : Forwardis European single wagon network



+ FROM/TO FRANCE

6 TRAINS PER WEEK

+ FROM/TO THE NORDICS

8 TRAINS PER WEEK

+ FROM/TO POLEN:

3 TRAINS PER WEEK

**+ FROM/TO AUSTRIA,
HUNGARY, ROMANIA**

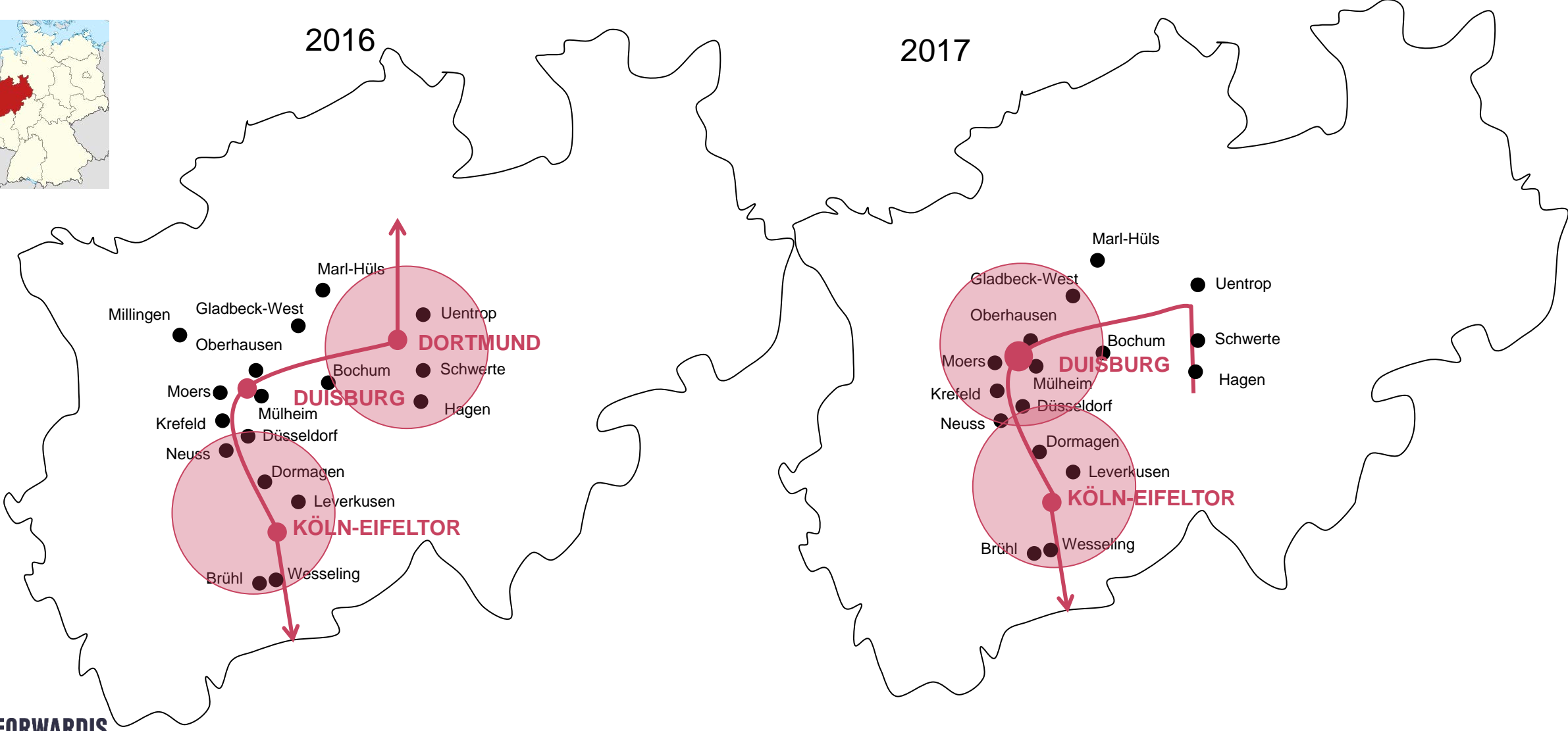
3 TO 6 TRAINS PER WEEK

ZOOM RUHR



2016

2017



OUR OFFER

01 FLEXIBILITY

We order the wagons for the customer

- › No risk on capacity booking
- › Consignment notes

02 RELIABILITY

- › A dedicated team:
FORWARDNET TEAM
- › An IT-tool: **CaptTrack**
- › Tailor-made
Tracking&Tracing
- › Continuous information

03 SECURITY

- › 15 years of experience with chemicals



ISO



- › Continuous wagon surveillance

TRAFFIC MONITORING & CONTINUOUS INFORMATION

CUSTOMER SUPPORT

Dedicated team to supervise your shipments

- + Located in Frankfurt, Working 7/7, 6am – 10pm
- + Supervision of all involved railway undertakings and partners
- + Direct contact with customers
- + Customer support in German, English, French, Polish, Russian and Italian

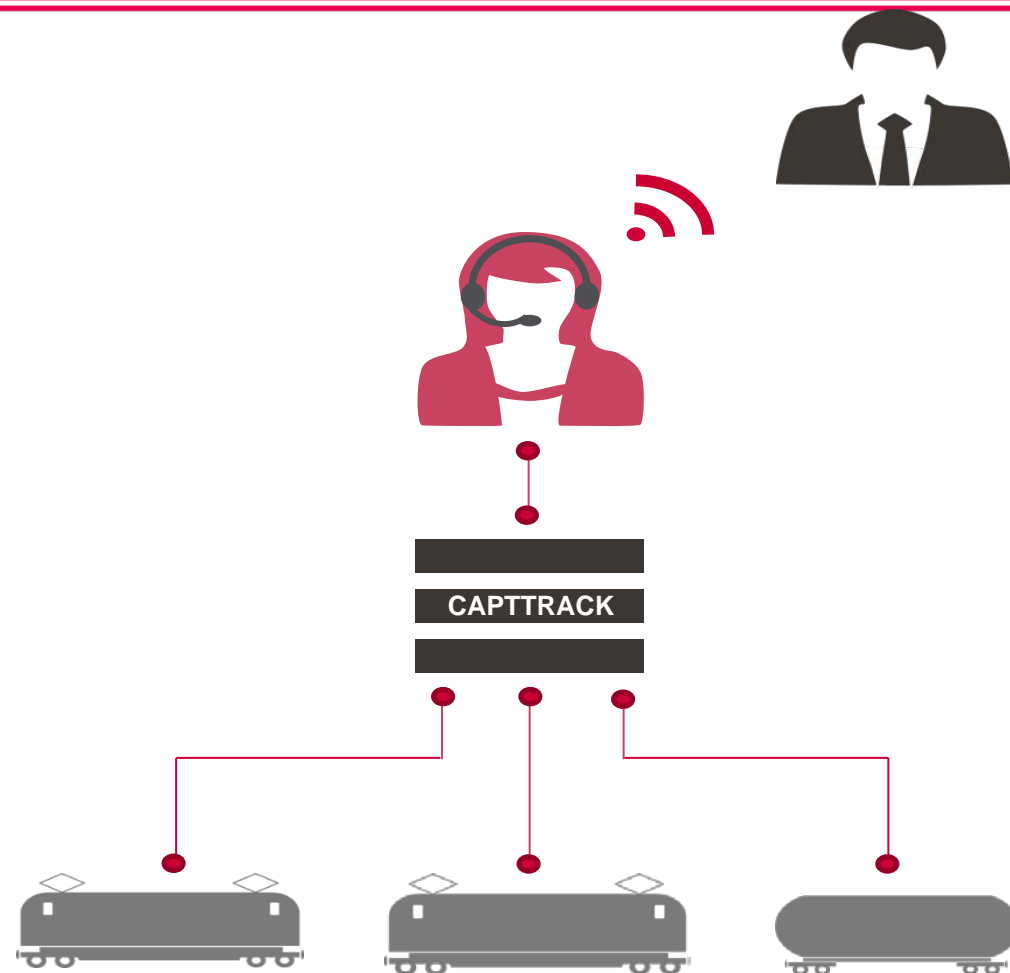
TRACKING & TRACING

- + Excel-file adapted to your needs daily sent to you

CAPTTRACK

A unique IT-tool to supervise your shipments in real time

- + CapTTrack collects all information about the position and the composition of your trains and single wagons.
- + This information is automatically forwarded to you via EDIFACT, XML or E-mail.



FORWARDIS
RAIL AND MORE

FORWARDNET