Rail Cargo Group

Your Partner in Europe

International Rail Freight Business Association (IBS)

Conference October 2017

Contents

- Company profile
- Facts & figures
- Ownership structure and history
- Countries and principal subsidiaries
- Successfully into the future

COMPANY PROFILE

Tailor-made rail logistics

* AT, BA, BE, BG, CZ, DE, GR, HU, HR, IT, LU, NL, PL, RO, RU, SI, SK, TR

Rail Cargo Group business model

Rail Cargo Group Member of ÖBB

- Focus on **core competence: railway logistics**
- Transparency through simplicity and **five businesses, each with its own model and markets (internal, external)**
- **Bringing together skills, resources** and **responsibilities**
- **Consistent brand architecture**

1 **Rail forwarding** with specialist sector competence — Rail Cargo Logistics Member of ÖBB

2 **Operator** for high-frequency long-distance routes — Rail Cargo Operator Member of ÖBB

3 **Carrier** for **in-house traction provision** — Rail Cargo Austria Member of ÖBB / ÖBB-Produktion GmbH; Rail Cargo Hungaria Member of ÖBB; Rail Cargo Carrier Member of ÖBB

4 **Wagon rental** — Rail Cargo Wagon Member of ÖBB

5 **Rolling stock maintenance** — ÖBB
- ÖBB-Technische Services GmbH
- Technical Services Hungaria Kft.
- Technical Services Slovakia, s.r.o.
- TS-MÁV Gépészet Kft.

FACTS & FIGURES

Rail Cargo Group at a glance

STATUS: 2015

- **Turnover** € 2.1 billions, € 60.2 millions EBIT
- **Goods carried** 109.1 million tonnes
- **Tonne kilometres** 28.8 billion tonnes-km
- **Staff** 8,409
- **Locomotives** 452 service locomotives
  173 shunting locomotives
- **Wagons** 21,533
- **5 rail business units** 16 Rail forwarding units
  4 Operating companies
  11 RU
  1 Wagon lessor
  4 Rolling stock maintenance companies

Rail Cargo Group: facts & figures

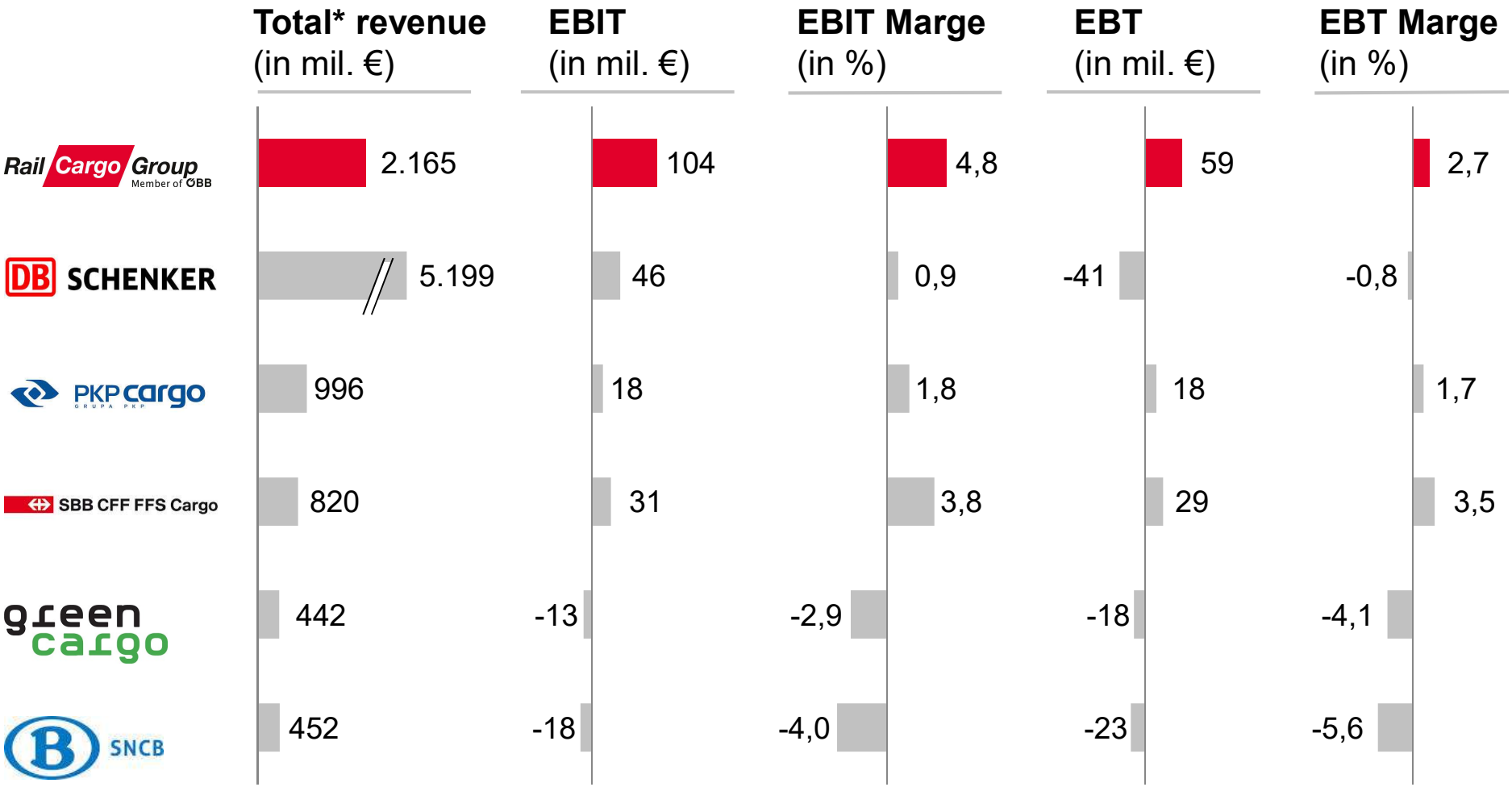
STATUS: 2016

	2016
Goods transported in million tonnes	109.1
Tonne-kilometres in billion tonnes-km	28.8
Total revenue in million EUR	2,124.0
EBT in million EUR	44.3
EBIT in million EUR	60.2
EBIT margin in %	2.8 %
Personnel	8,409

		2016
Rolling stock	Shunting locomotives (diesel)	122
	Shunting locomotives (electric)	51
	Service locos (diesel)	86
	Service locos (electric)	366
	Total	**625**
Wagons	Covered wagons	3,782
	Flat bed wagons, open and with stanchions	10,379
	Bulk and silo wagons	2,538
	Steel wagons	1,275
	UCT, ACTS container wagons	2,506
	Tank wagons	99
	Rolling Road wagons and passenger cars	594
	Total	**21,533**

Benchmark of European freight railways – Rail Cargo Group is European profitability champion

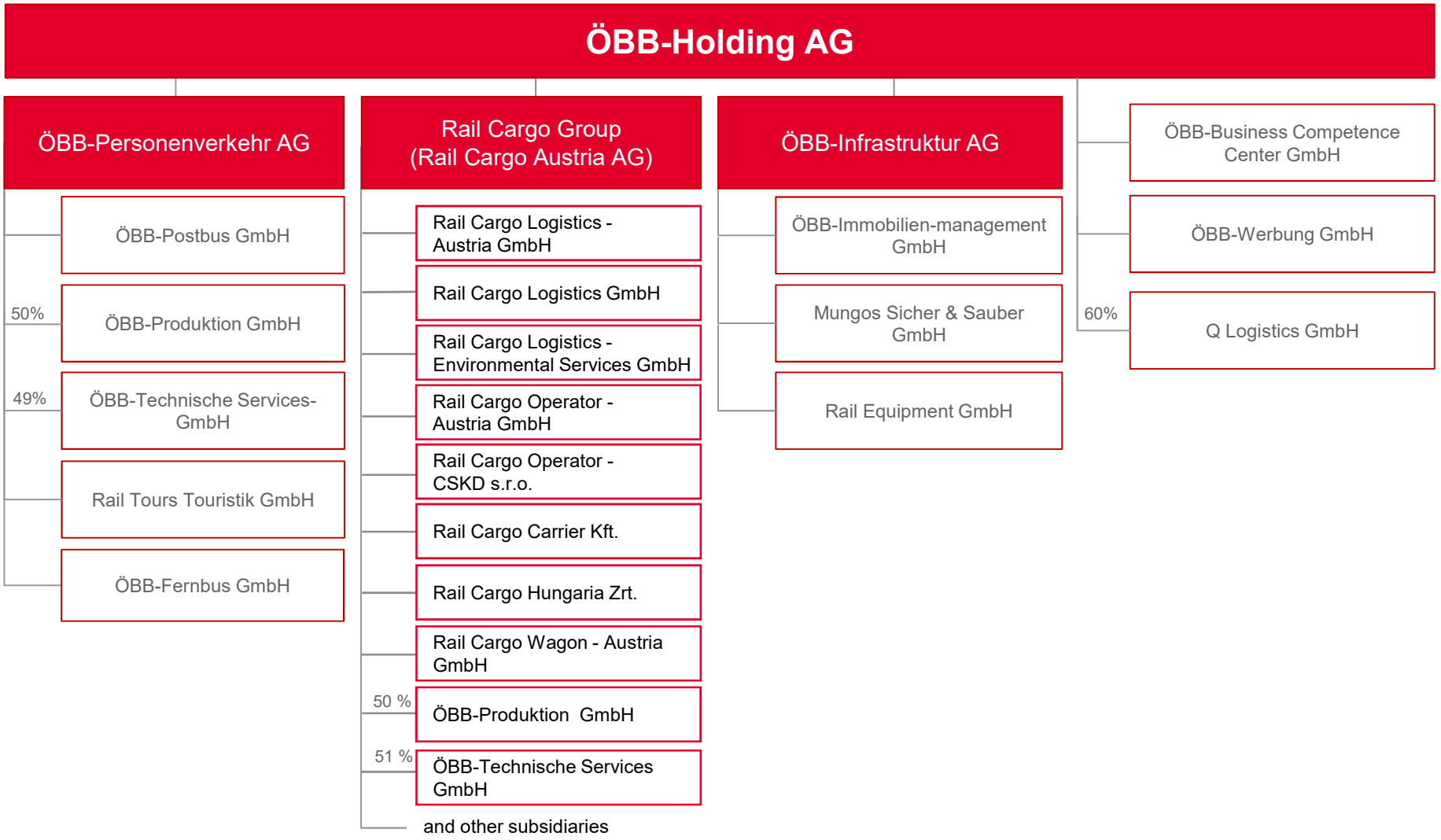
STAND: 21.04.2015



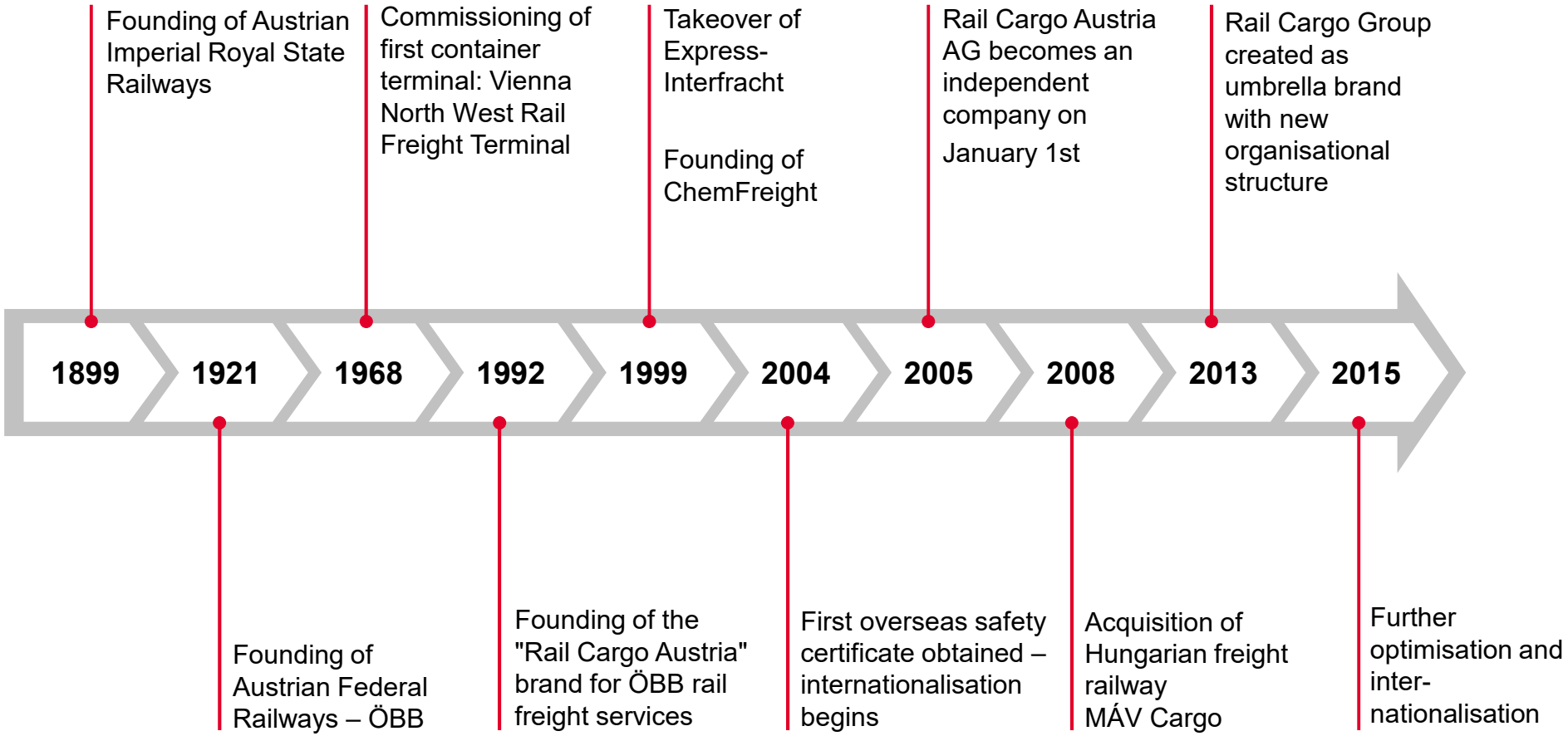
* Total revenue: including capitalized services and other revenues

OWNERSHIP STUCTURE AND HISTORY

Ownership structure – part of ÖBB Group



History of rail freight at ÖBB



COUNTRIES AND PRINCIPAL SUBSIDIARIES

International presence – subsidiaries

Austria
RCA
RCL-AT
RCL-MAC
RCL-ES
RCO-AT
RCW-AT
ÖBB-TS

Hungary
RCH
RCC
RCL-HU
RCO-HU
RCT-BIL
TS-MAV
TS-HU

Germany
RCL-DE
RCO-DE
RCC-DE
RCC-PCT
RCA

Italy
RCL-IT
RCT-DES
RCT-STI
RCC-IT

Croatia
RCL-HR
RCC-HR

Turkey
RCL-TR

Poland
RCL-PL
RCO-CSKD

Czech Republic
RCL-CZ
RCL s.r.o.
RCO-CSKD
RCT-PRG
RCC-CZ
RCA

Slovakia
RCL-CZ
RCO-CSKD
RCC-SK
TS-SK

Russia
RCL-RU

Romania
RCL-RO
RCC-RO

Bulgaria
RCL-BG
RCC-BG
RCA

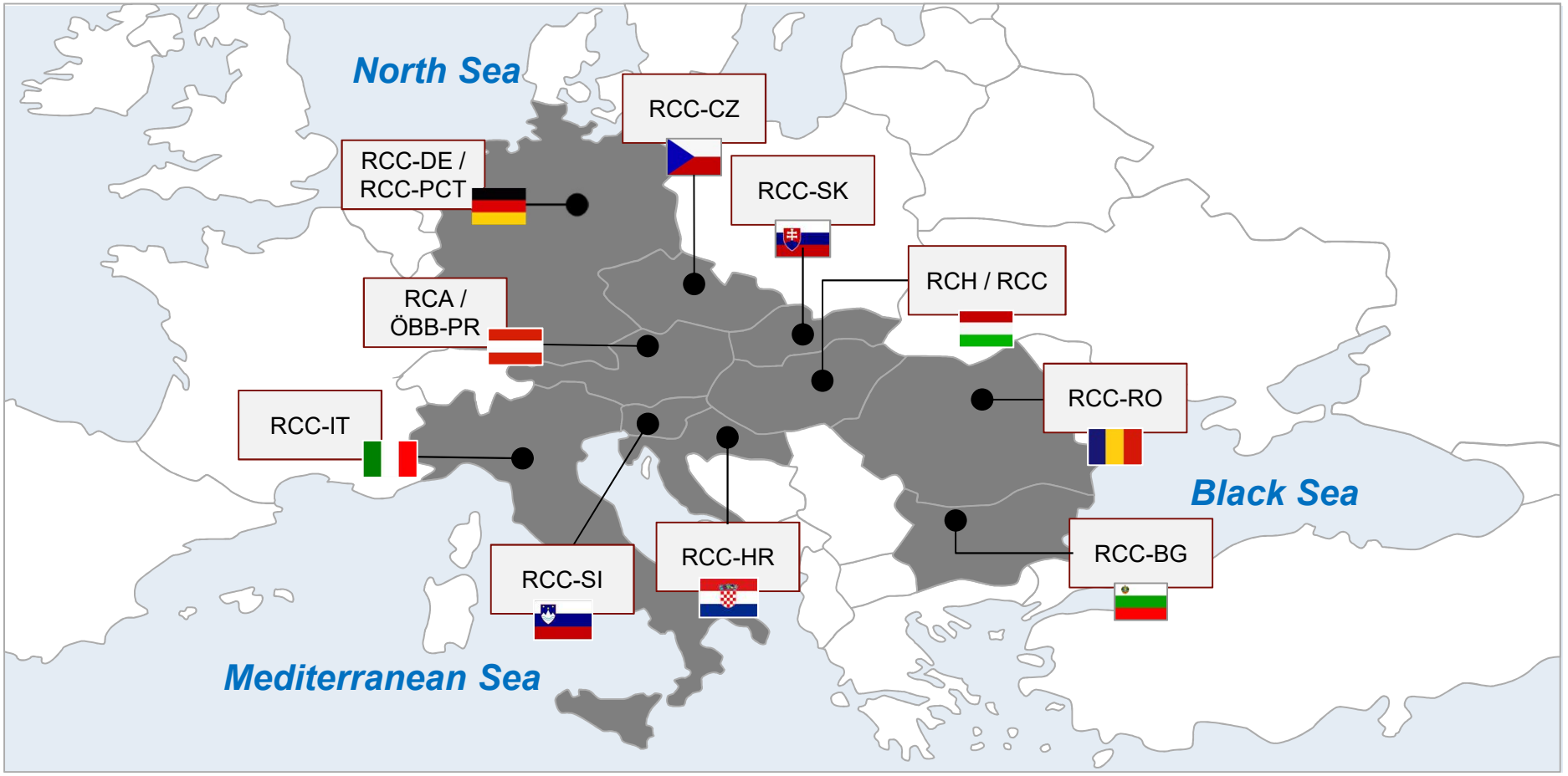
Greece
RCL Goldair
RCT-SIN

Slovenia
RCL-SI
RCC-SI
RCA

Bosnia-Herzegovina
RCL-BH

RCL … Rail Cargo Logistics
RCO … Rail Cargo Operator
RCT … Rail Cargo Terminal
RCC … Rail Cargo Carrier
RCW … Rail Cargo Wagon
RCA … Rail Cargo Austria
RCH … Rail Cargo Hungaria
ÖBB-TS … ÖBB-Technische Services

In-house traction provided in 10 countries



Rail Cargo Group
Member of ÖBB

Rail Cargo Operator

Rail Cargo Operator

- Our operator units in five countries secure a Central European network and high-frequency long-haul connections between economic regions (ports, industrial areas and urban centres) for our customers
- Rail Cargo Group operator companies:

Germany

Rail Cargo Operator - Port/Rail Services GmbH

Management:
Holger Teuteberg, Gerhard Kratochwil

28195 Bremen, Hutfilterstrasse 16-18, Austria

Tel.: +49 421 478 866 20 (H. Teuteberg)
Tel.: +42 (0) 603 288050 (G. Kratochwil)

Austria

Rail Cargo Operator - Austria GmbH

Management:
Dr. Max Kindler, Tufan Khalaji

1100 Vienna, am Hauptbahnhof 2, Austria

Tel.: +43 (0) 664 88425139 (M. Kindler)
Tel.: +43 (0) 664 8417066 (T. Khalaji)

Czech Republic

Rail Cargo Operator - ČSKD s.r.o.

Management:
Gerhard Kratochwil, Dr. Max Kindler

13000 Prague, Žerotínova 34, Czech Republic

Tel.: +42 (0) 603 288050 (G. Kratochwil)
Tel.: +43 (0) 664 88425139 (M. Kindler)

Slovakia

Rail Cargo Operator - ČSKD s.r.o.

Management:
Gerhard Kratochwil, Dr. Max Kindler

01001 Žilina, Bratislavská cesta 60, Slovakia

Tel.: +42 (0) 603 288050 (G. Kratochwil)
Tel.: +43 (0) 664 88425139 (M. Kindler)

Hungary

Rail Cargo Operator - Hungaria Kft.

Management:
Gabor Spellenberg, Lukas Bernard

1133 Budapest, Váci út 92, Hungary

Tel.: +36 (0) 304 972235 (G. Spellenberg)
Tel.: +42 (0) 606654101 (L. Bernard)

Terminals

NationalTerminals for Unaccompanied (UKV) or Accompanied Combined Transport (ROLA)

Combi Cargo/ROLA Terminal Wels Vbf
4600 Wels, Terminalstraße 100
johann.schnuerzer@oebb.at

ROLA Terminal Salzburg Hbf
5020 Salzburg, Lastenstraße 9
guenther.einetter@oebb.at

ROLA Terminal Wörgl
6300 Wörgl, Gewerbepark 2a
kurt.codemo@oebb.at

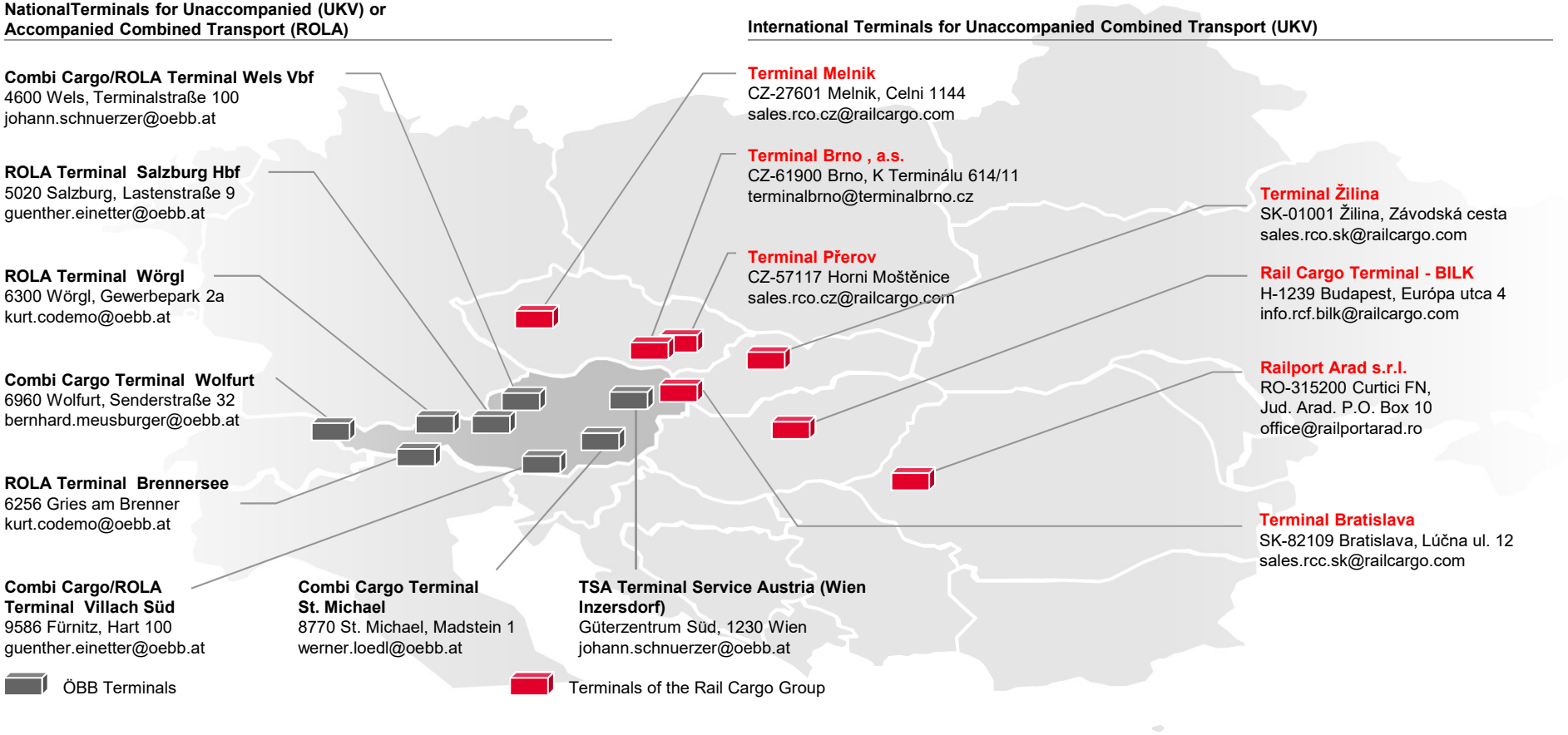
Combi Cargo Terminal Wolfurt
6960 Wolfurt, Senderstraße 32
bernhard.meusburger@oebb.at

ROLA Terminal Brennersee
6256 Gries am Brenner
kurt.codemo@oebb.at

Combi Cargo/ROLA Terminal Villach Süd
9586 Fürnitz, Hart 100
guenther.einetter@oebb.at

Combi Cargo Terminal St. Michael
8770 St. Michael, Madstein 1
werner.loedl@oebb.at

TSA Terminal Service Austria (Wien Inzersdorf)
Güterzentrum Süd, 1230 Wien
johann.schnuerzer@oebb.at



ÖBB Terminals

Terminals of the Rail Cargo Group

International Terminals for Unaccompanied Combined Transport (UKV)

Terminal Melnik
CZ-27601 Melnik, Celni 1144
sales.rco.cz@railcargo.com

Terminal Brno , a.s.
CZ-61900 Brno, K Terminálu 614/11
terminalbrno@terminalbrno.cz

Terminal Přerov
CZ-57117 Horni Moštěnice
sales.rco.cz@railcargo.com

Terminal Žilina
SK-01001 Žilina, Závodská cesta
sales.rco.sk@railcargo.com

Rail Cargo Terminal - BILK
H-1239 Budapest, Európa utca 4
info.rcf.bilk@railcargo.com

Railport Arad s.r.l.
RO-315200 Curtici FN,
Jud. Arad. P.O. Box 10
office@railportarad.ro

Terminal Bratislava
SK-82109 Bratislava, Lúčna ul. 12
sales.rcc.sk@railcargo.com

European Corridors

NORD/WEST PORTS CORRIDOR

- Hamburg - Melnik v.v.
- Hamburg - Paskov v.v.
- Bremerhaven - Melnik v.v.
- Gdansk - Paskov v.v.
- Hamburg - Wolfurt v.v.
- Bremerhaven - Wolfurt v.v.
- Hamburg - Wien - Linz v.v.
- Bremerhaven - Wien - Linz v.v.
- Rotterdam - Wolfurt v.v
- Rotterdam - Wien - Linz v.v.

CONTINENTAL CORRIDOR

- Duisburg - Ljubljana v.v.
- Neuss – Budapest v.v.
- Wels - Duisburg v.v.
- Wels - Ludwigshafen v.v.
- Wien - Wels - Neuss v.v.
- Wels - Wien v.v.
- Wels - Dietikon v.v.
- Verona - Curtici v.v.
- Duisburg – Curtici v.v.
- Wien – Castelguelfo v.v.
- Austrian National intermodal transport
- Zilina - Kaliningrad v.v.
- Paskov – Kaliningrad v.v.
- Zilina – Malaszewicze v.v.
- Wien - Budapest v.v.
- Budapest - Curtici - Ploiesti v.v.

SOUTH-PORTS CORRIDOR

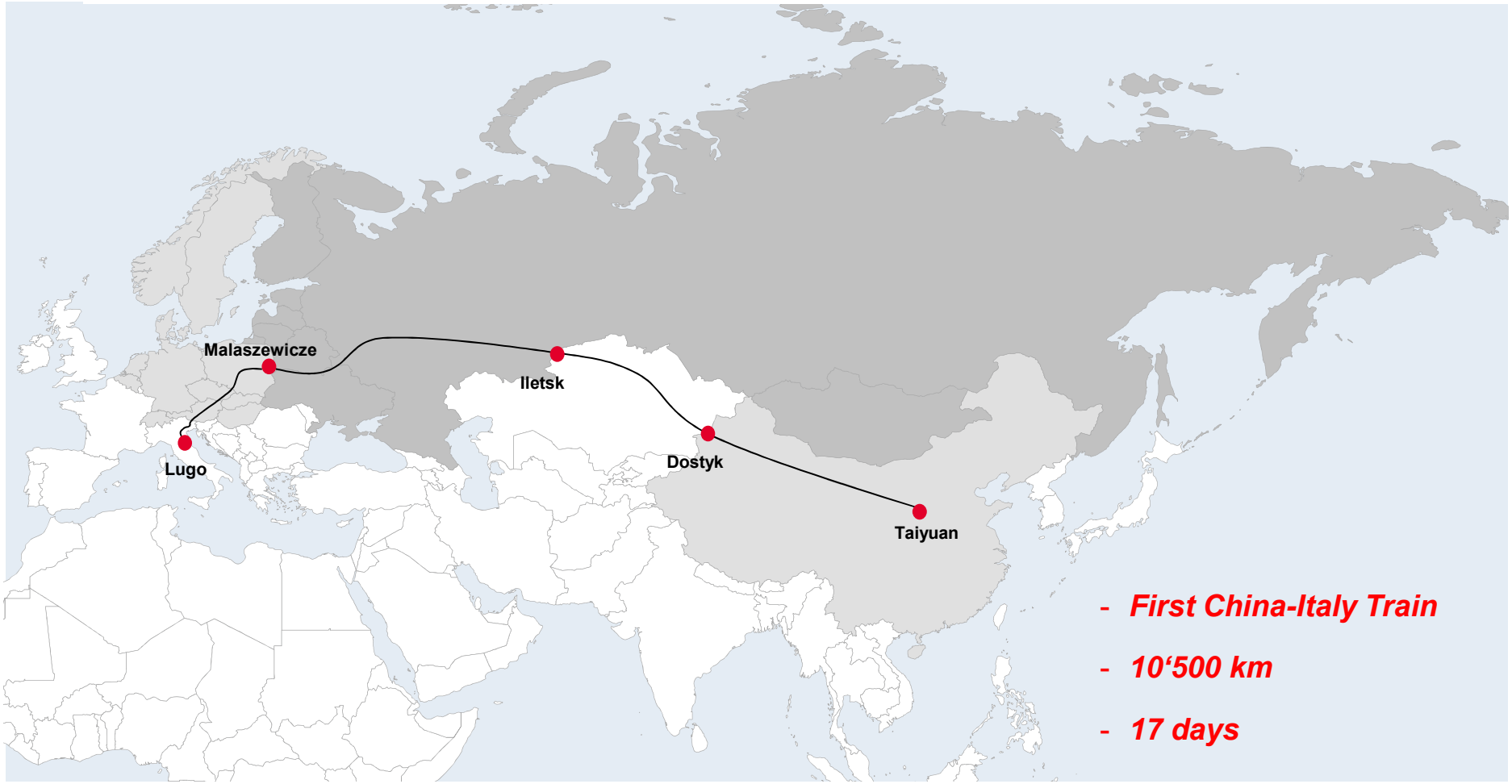
- Koper - Dobra u Frydku Mistku v.v.
- Koper - Bratislava v.v
- Koper - Zilina v.v.
- Koper - Paskov v.v.
- Koper - Bratislava – Wien
- Koper - Budapest v.v.
- Koper - Villach v.v.
- Piraeus – Budapest v.v.
- Piraeus – Pardubice v.v.
- Rijeka - Budapest v.v.
- Trieste - Budapest v.v.
- Trieste - Villach v.v.
- Trieste - Ulm v.v.
- Triest - München v.v.
- Trieste – Paskov v.v.
- Trieste - Burghausen u.v.v.

SOUTH-EAST EUROPE CORRIDOR with antenna connections

- Sopron - Budapest - Istanbul Halkali v.v.
- Budapest – Curtici - Ploijesti v.v.
- Budapest – Vienna v.v.
- Budapest – Munich – Hamburg v.v.
- Budapest – Wels - Neuss v.v.
- Budapest – Trieste v.v.
- Budapest – Rijeka v.v.
- Budapest – Koper v.v.
- Budapest – Piraeus v.v.

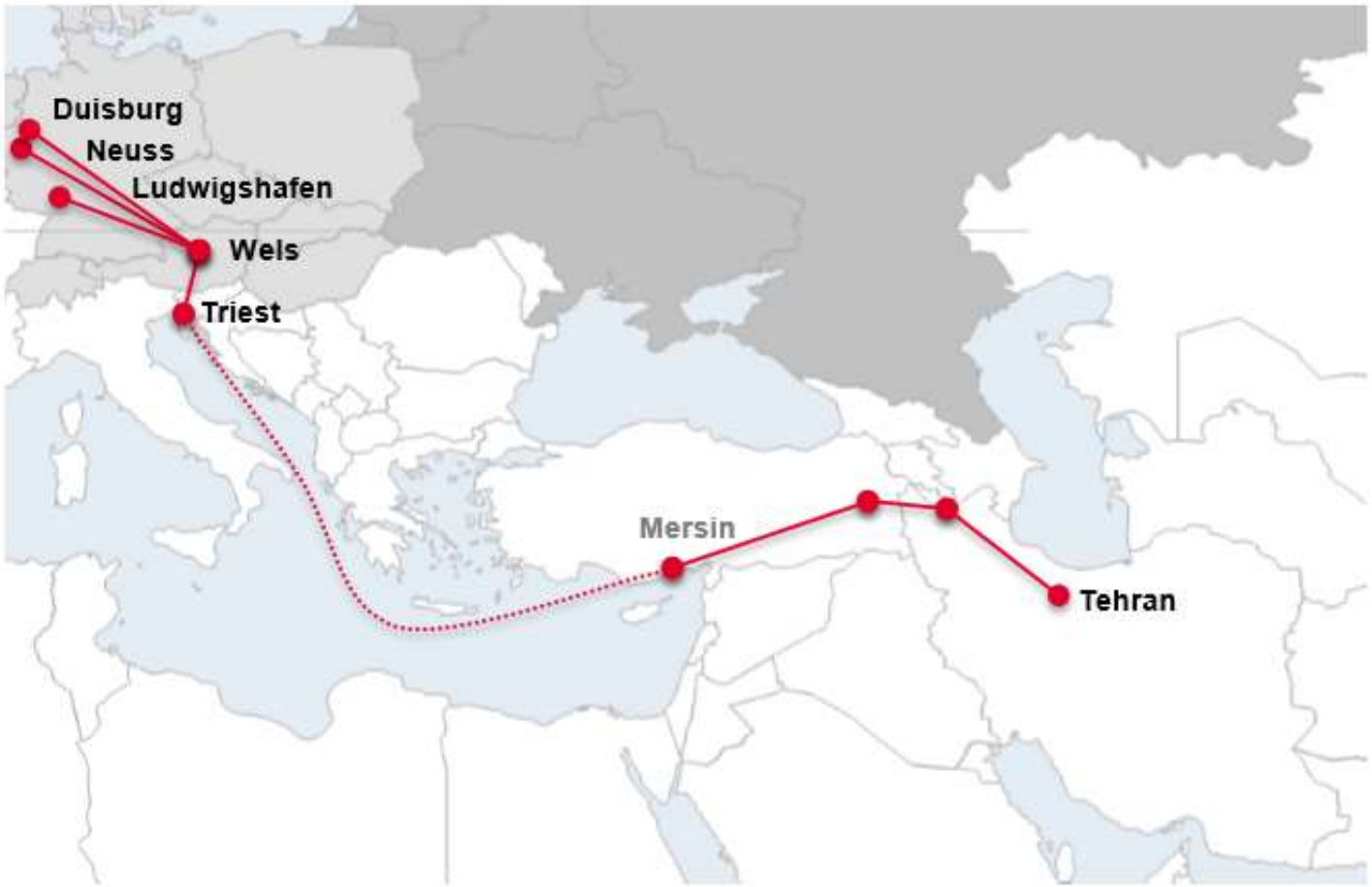
Eurasia Rail

Taiyuan – Lugo



Iran Train Shuttle

Illustration of route



THANKS FOR YOUR ATTENTION