

RTSB

Rail Transportation Service Broker GmbH

WHERE RAILWAY MEETS SERVICE

IBS Congress Athens
04.04. – 05.04.2019



ABOUT US

RTSB is a leading Railway operator on the Eurasian corridor. We create significant benefits for forwarding and logistic companies in terms of flexibility, reliability and price stability by providing a unique Web-based service for a transparent transportation chain.

WHERE WE COME FROM

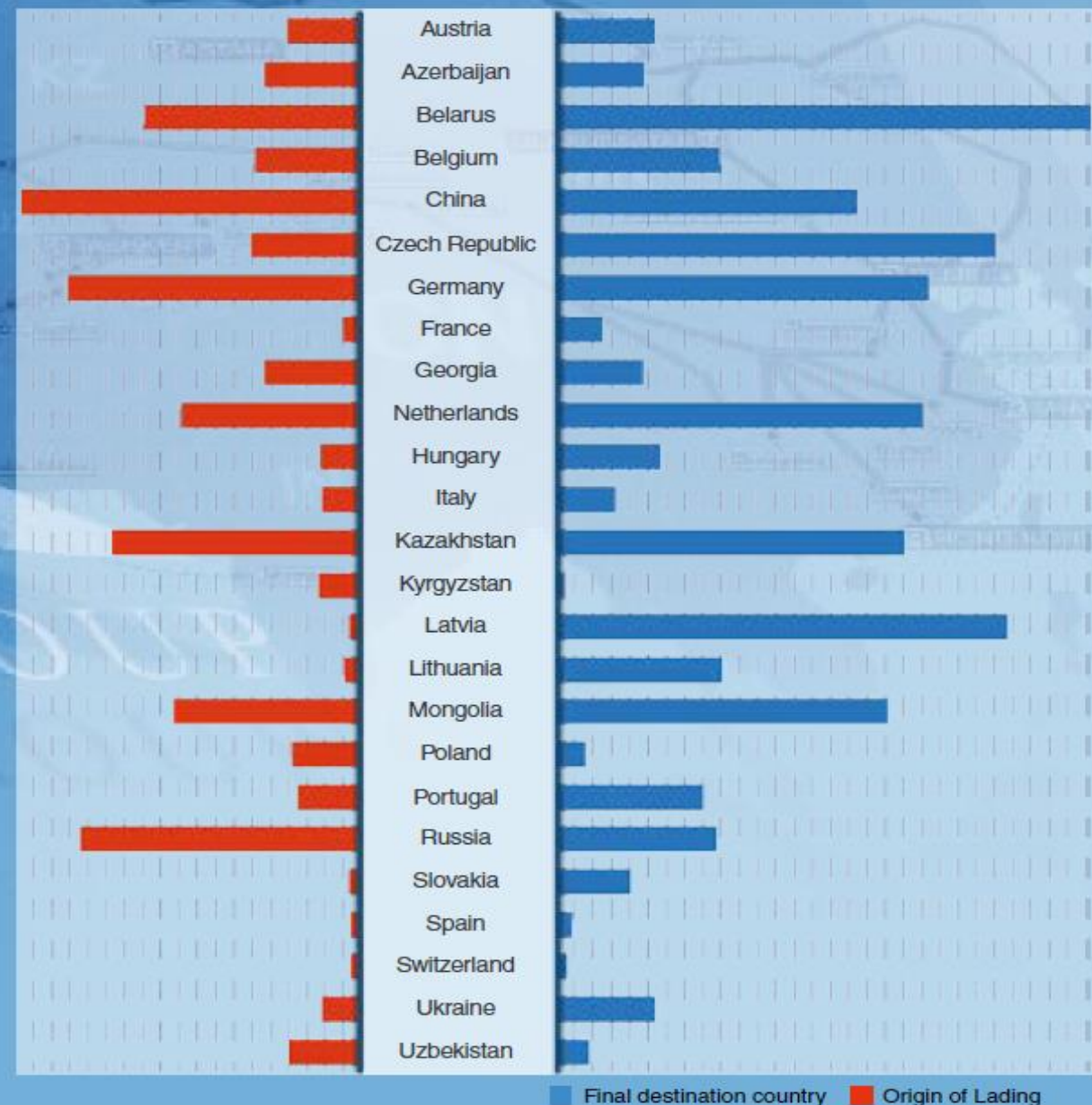
RTSB is a family run business founded in 1996, which started its activities with RW forwarding from Europe to CIS countries. During the years RTSB became a well-known forwarding company for organization of container transportation by rail. In 2011 RTSB GmbH was the first German company to sign direct forwarding contract with Russian Railways and thus obtained the status of official forwarder of Russian Railways.

Meanwhile our company signed similar contracts with most of CIS Railways (Belarus, Ukraine, Kazakhstan, Mongolia, Uzbekistan, Georgia, Latvia etc.)

WHERE WE ARE TODAY

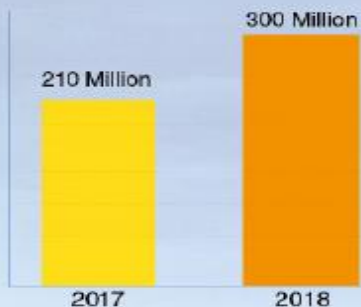
Today RTSB Group is a growing Company running its 18 branches in 13 countries, which are connected with our own web - based IT system 'MyTransoffice' that allow us to provide you real time information. It relies on five strong core businesses:

- Block Train Operation
- Intermodal Shipments
- Strong tie between Logistics and Information Technologies (IT)
- Container supply and Leasing Wagon
- Customized Logistics Projects



STRENGTH & GROWTH

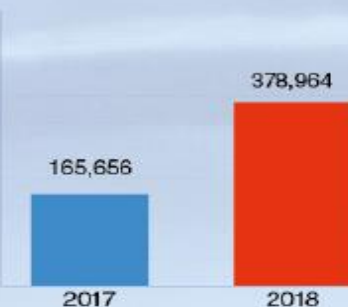
TURNOVER (USD)



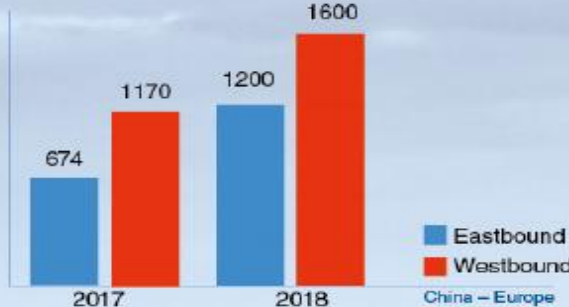
SHIPPED CONTAINERS BY RAIL (TEU)



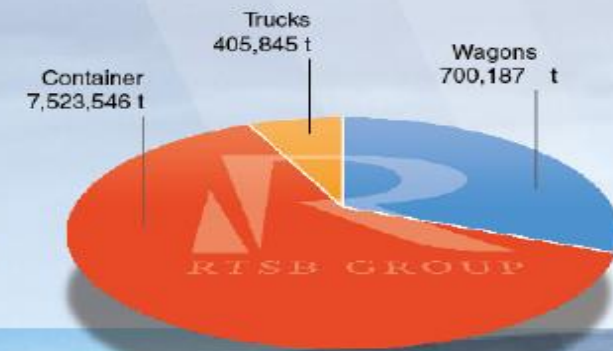
DOCUMENTS CHECKED FOR TRANSIT IN DDMS



NUMBER OF BLOCK TRAINS



TONNAGE 1,293,325 T IN 2018



RTSB was established on 8th of October 1996 in Friedrichsdorf, Germany. Started its activities with railway forwarding from Europe to CIS countries.

1996

RTSB signed direct contract with Russian Railways.

Inauguration of Moscow branch office.

2011

First container train China to Europe operated by RTSB.

Inauguration of RTSB Poland branch office

2013

RTSB Central Asia has been founded

2015

Signed cooperation contract with Latvia Railways

Branches opened in Switzerland, Poland, USA

New route: Kaliningrad — Groddno

2017

2009

Mr. Artur Ballardt was announced as CEO.

2012

Intermodtrans Riga has been founded

Inauguration of Belintertrans Germany GmbH

2014

Milestone in block train operations. Launch of own cloud based block train 'Dispoplan' tool developed by Transoffice GmbH

RTSB Asia has been founded

RTSB Turkey has been founded

2016

Reached annual turnover of 100,000,000 USD

2018

First multimodal shipment with over 3000 containers by shortsea via Kaliningrad and Riga onwards to China.

Branch office opened in Xi'an, China

Over 200 employees worldwide

BLOCK TRAIN NETWORK: CHINA ↔ EUROPE



WEEKLY TRAIN SCHEDULE

Westbound

- Xi'an - Duisburg - 7 trains per week
- Chongqing - Duisburg: 6 trains per week
- Chengdu - Lodz: 4 trains per week
- Zhengzhou - Hamburg: 2 trains per week
- Chengdu - Tilburg: 2 trains per week
- Chengdu - Nuremberg: 1 train per week
- Hefei - Hamburg: 1 train per week
- Hefei - Duisburg: 1 train per week

Eastbound

- Duisburg - Xi'an: 7 trains per week
- Lodz - Chengdu: 3 trains per week
- Hamburg - Zhengzhou: 2 trains per week
- Tilburg - Chengdu: 2 trains per week
- Nuremberg - Chengdu: 1 train per week
- Hamburg - Hefei: 1 train per week
- Duisburg - Hefei: 1 train per week

Grundsätzliche Struktur der Bahnverbindungen

Frachtzahler

Staatliche oder Halb-Staatliche Institutionen sogenannte Plattform Companies

Zugoperateur

Chinese Railway

Staatsbahnen der GUS

Diverse EVU in Europa

Geschäftsmodelle für die Frachtzahler

Öffentliche Züge

Dedicated Züge

Geschäftsmodelle für "Operateure"

Ganzzugsabwicklung

Einzelcontainergeschäft

Herausforderungen abhängig der Struktur

Vertragliche Einschränkungen

Wer zahlt bestimmt

Auswirkungen an den Schnittstellen in Europa

Reaktionszeit bei Problemen

Umleitungen

Beispiel Stau Alashankou-Dostyk im November-Dezember 2018

Neue Leitwege oder Produkte

Alternative Routings (Kaliningrad, Bruzgi, Dobra,...)

Bettembourg - Chengdu

RTSB

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GROUP

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*"The innovative web-based transport management system myTransoffice®
has been a significant contributor to our continued growth and success."*

