



Minutes

of the 45th IBS General Assembly on 05 April 2019 in Athens

ITEM 1. Welcome by the chairman and introduction of the guests

Welcomed as guests

Mr Jochen Weber	Alpha Logistics
Mr Bill Riniotis	Alpha Logistics
Mr. Stelios Archontakis	Schenker Logistics
Mr. Nicolas Schmitt	VTG Rail Europe
Mr. Panagotis Christelis	VTG RL, Greece
Mr Euripides Sakellariou	PEARL
Mr. Stelios Kapetanakis	Transkombi Express
Mr. Helmut Hansy	RCA Greece
Mr Sotirios Theofanis	Thessaloniki Port Authority
Mr Tasso Vamvakidis	PCT S.A. Piraeus
Mr Chrysanti Kamoulakou	Piraeus Port Authority
Mr Timon Heinrici	D V Z

Mr. Krüger thanked all guests for their support of the congress.

Special thanks of all participants were expressed to Mr. Sakellariou (PEARL), Mr. Vamvakidis (PCT S.A.) and Mr. Kamoulakou for the very interesting tour through the port of Piraeus as well as to the colleagues of Alpha Intermodal, Mr. Bill Riniotis and Mr. Jochen Weber for the organization of the dinner the day before.

New IBS members

The company Baltic Port Rail from Mukran (Germany) has joined the IBS. The managing director, Mr. Gerschler, introduced the company.

www.ibs-ev.com>Events>Congresses>Athens>Presentation Mukran Port



The managing director of Alpha Intermodal, Mr. Riniotis, introduced the company as a new IBS member.

www.ibs-ev.com>Events>Congresses>Athens>Presentation Alpha Intermodal

During the General Assembly PEARL and Transkombi Express also shared the interest in an IBS membership.

For the first time the following representatives of already active IBS members took part in the congress:

Mrs Silvia de Rocchi

ERFA, Brussels

Mr Zoltan Potvorski

VTG Rail Logistics

Data security

At the request of the IBS Chairman, all participants agreed to the publication of all presentations, speeches and photos on the IBS website.

ITEM 2. Executive Board information

The chairman of the board informed about the main activities of the board since the last general assembly on 12 October 2018 in Edinburgh.

www.ibs-ev.com>Events>Congresses> Athens>Board Activities

From 4 to 7 June 2019, IBS will again be present at the Transport and Logistics Fair in Munich. The chairman presented the overall concept.

www.ibs-ev.com>Events>Congresses>Athens> Munich Fair



All members were informed about the following usage possibilities.

- Advance bookings of appointments at the meeting tables on the IBS stand Hall B6/ Stand 300 (for each IBS member 2 hours per day) at
grit.fromke@future-railfreight.com
additional bookings according to free capacities directly during the fair.
- Slideshows or films can be booked at the IBS stand for the entire duration of the fair.
All PR-Measures will be shown on a separate screen in continuous loop.

The IBS website is available to all IBS members via the Newsflash for current company information. Please send the following information to the IBS head office.

- Information photo + short headline
- Text information on the respective company activity

The financial development of the IBS is within budget. The legality of the financial movements was certified in writing by the financial auditor of the IBS, Mr. Michael Baier. A current financial status can be requested from the main office at any time.

The President of the IBS - partner association UIRR informed about current developments of the UIRR and European political topics in Brussels. Separately, the current status of the new Combined Directive was pointed out. Concrete information is available at

www.uirr.com

The Chairman of the IBS and the President of the UIRR informed about the status of the development of a European Internet portal for the visualisation and presentation of the performance of all the terminals for transshipment and train formation available to rail freight traffic.

Both associations are involved in the portal development in this project as participants of a consortium.

www.ibs-ev.com>Events>Congresses>Athens>Rail Locations Portal



ITEM 3. Block of topics "Rail freight transport in the Balkan – States“

The topic block was moderated by the Vice President of FIATA and owner of the company "TransExpress" Dr. Ivan Petrov.

ITEM 3.1. Private Railway Operation in Greece - Adventure and Success

Speaker: Mr. Helmut Hansy (Member of the Board RCL/Goldair S.A.)

- 3 years foundation process with Greek authorities
- RCL freight forwarding group becomes the first private railway carrier in Greece
- Operational launch October 2018, February/March 2019 already 45 trains with own traction and 100 % punctuality
- Videos about RCL/Goldair on Youtube

Mr Hansy's presentation can be viewed on the IBS website

www.ibs-ev.com>Events>Congresses>Athens>RCL-Goldair

ITEM 3.2. VTG Rail Logistics train system between the Balkan States and Central Europe

Speaker: Zoltan Potvorski (Regional Director Southeast Europe of VTG Rail Logistics)

- VTG RL with its own "Retrack" European train network
- Own traction and customer-friendly car pools
- Tailor-made customer solutions with optimised supply chain, planning and reporting tools as well as supplementary administrative services
- For Balkan traffic hub's in Budapest, Sturovo and Sopron
- Own hub "Sindos" in Thessaloniki
- Last mile is organized by own forwarding agency

The complete lecture of Mr. Potvorski on the IBS - Website

www.ibs-ev.com>Events>Congresses>Athens>VTG Balkan Network



ITEM 3.3. Sofia an important interface for rail freight transport on the Balkans

Speaker: Dr. Ivan Petrov (Managing Director TransExpress, Bulgaria)

- TransExpress operates Multimodal Rail Terminal Sofia West
- Bundling of wagons and wagon groups for a South-East European train network as well as regional services on the last mile.
- Connections also to Central Europe and intermodally to China and Central Asia.
- Current comprehensive expansion project presented in 3 stages, focus among other things on the handling of seaport - hinterland transports and 740 m long trains.

Dr. Petrov's presentation at

www.ibs-ev.com>Events>Congresses>Athens>Rail Terminal Sofia

ITEM 3.4. Rail services between the Balkan States

Speaker: Mr. Jochen Weber (CEO Gartner Hellas/Board - President, Alpha-Logistics)

- Gartner focuses on optimized rail traffic in Balkan traffic
- Demand for integrated logistics solutions along the entire route
- A positive cooperation has developed with Alpha Intermodal as integrator.
- RFC 7 must provide competitive infrastructure conditions (e.g. longer trains).
to ensure the competitiveness

Performance parameters in Balkan traffic compared to Central Europe in Mr Weber's presentation at

www.ibs-ev.com>Events>Congresses>Athens>Gartner, Alpha-Teampresentation

ITEM 3.5. Development concept for the port of Thessaloniki after privatisation – potential for railways

Speaker: Mr Sotirios Theofanis (CEO Thessaloniki Port Authority)

- Privatization of the port in March 2018 (owner consortium: 67% investment companies /33% Terminal Link)
- 180 million € for port extension and renewal (priorities: modern container port by 2022 and by end 2023 modernisation of rail and road links with support from the Greek State)



- Main markets besides Greece: hinterland transports for the Balkan states and CEE countries within a radius of up to 800 km north of Thessaloniki
- Consistent integration of the port into the EU - Corridors
- Port to offer logistics systems integrated in cooperations with strong customer focus

A detailed presentation of the port and the development concept of Mr. Theofanis

www.ibs-ev.com>Events>Congresses>Athens>Thessaloniki Port

The planned presentation of the company Trainose "Strategy after takeover by the FSI Group" had to be omitted because the CEO could not attend the congress at short notice but made his presentation available.

www.ibs-ev.com>Events>Congresses>Athens>Strategy Trainose

ITEM 4. Workshops of the executive board divisions

ITEM 4.1 Board Division Eurasia - Transport

The workshop consisted of three parts and was moderated by the IBS board member, Mr. Tufan Khalaji.

Part I Discussion Forum on 4 April 2019

China - Future market for European rail freight transport

Focus of the Forum

- + Development of trade exchanges between China and EU countries
- + Competitiveness of through rail transport compared to seagoing vessels
- + Measures to strengthen rail transport in pre and post-seaport traffic
- + Opportunities to increase the efficiency of rail services in China through freight forwarders and train operators (e.g. concentration of terminals, new routes, reloading organization)



INTERNATIONAL RAIL FREIGHT BUSINESS ASSOCIATION

Impulse lectures

Introduction of the workshop (Tufan Khalaji - CEO Nunner Switzerland/IBS - Executive Board)

www.ibs-ev.com>Events>Congresses>Athens>Introduction China Workshop

Challenges and developments on the Eurasian land bridge (Mr. Wolfgang Rupf - Managing Director RTSB)

www.ibs-ev.com>Events>Congresses>Athens>RTSB Eurasian Land Bridge

Opportunities for hinterland transport from the port of Piraeus to Central Eastern Europe (Mr Stelios Archontakis, Head of Multimodal, DB Schenker Greece)

www.ibs-ev.com>Events>Congresses>Athens>Schenker Hinterland Trains

with subsequent discussion forum.

Part II Visit of the COSCO harbour in Piraeus on 4 April 2019

Representatives of the „Piraeus Port Authority“, the „CTC S.A. container terminal“ and the „PEARL“ company led the congress participants through the COSCO – Port and showed an impressive business and operational development in recent years.

Part III Lectures by Greek Intermodal companies on the connection of the port of Piraeus to the European hinterland

The Port of Piraeus and its importance in the global supply chain - the growing role of railways (Mr Euripides Sakellariou, Managing Director PEARL)

www.ibs-ev.com>Events>Congresses>Athens>PEARL Presentation

Regular train connections to serve the COSCO port in Piraeus (Mr Stelios Kapetanakis, CEO of TranskombiExpress)

www.ibs-ev.com>Events>Congresses>Athens>Transkombi Express



Summary of the workshop

- All presentations are included on the IBS website.
- The management of traffic across the land bridge is increasingly dependent on politically motivated subsidies from the Chinese regions. The "platforms of these regions" and the respective Chinese freight forwarders/operators are used for being in charge of the traffic.
- Necessary new efficient rail corridors (e.g. over the Baltic Sea with longer trains over Russia/Baltic States) still fail due to conflicts of interest on the Chinese side.
- The large number of EU terminals served makes it difficult to consolidate the return cargo for reloading the containers to the east.
- Great growth opportunities exist in the cooperation between shipping companies operating in China and integrated rail-oriented logistics companies. The hinterland transports with Piraeus are seen as a positive example of this.
- The companies Alpha Intermodal, PEARL and Transkombi Express in particular have already implemented or are planning such business models for serving the port of Piraeus.
- All participants of the workshop agree that both the traffic over the land bridge of the Silk Road and the distribution and groupage traffic over the seaports offer a remarkable growth potential for rail freight traffic in Europe.

ITEM 4.2. Management Board Digitization

The workshop was moderated by the responsible IBS board member, Mr. Michael Breuer.

Lectures:

RailWatch – how to reach the future (Mr. Michael Breuer, CEO Rail Watch)

- The RailWatch system for the early detection of wagon damage/wagon wear during ongoing railway operations has been developed after an elaborate development phase with several "Start-up" - awards and certificates into the operational implementation.
- After the installation of 5 "Pulsar" detectors in 2018, the number will be increased to at least 10 in 2019.



- The main focus in the start-up phase in Germany will be on the respective "Rail Freight Corridors" (RFC).
- Early detection of increased wear, damage and prophylactic maintenance requirements means optimised deployment and cost-effective maintenance measures for the owners and users of the wagons.
- The data generated by the RailWatch system are compressed and efficiently evaluable and are looking for further users on the market.
- A rapid expansion of the system is not only to be expected in Europe.

A detailed insight into the development of the RailWatch system is available at

[www.ibs-ev.com>Events>Congresses>Athens>Rail Watch](http://www.ibs-ev.com>Events>Congresses>Athens>Rail_Watch)

Fleet Table - modern position detection system for freight cars of VTG Rail Europe

(Mr. Nikolas Schmitt, Digitisation Officer, VTG Rail Europe)

Using the Fleet Table application, the position data of the freight cars equipped with a VTG connector can be enriched with the respective data from the internal ERP system and visually displayed using intuitive filters. In this way, the positions of the wagons to which the same characteristics are assigned by the system, such as fleet status, rental status, segment, rental contract, customer, various technical equipment and many more, can be determined at any time.

Furthermore, wagon lists can be pulled out of the Fleet Table application using the export function or imported into the table using the import function.

A system description is shown at

[www.ibs-ev.com>Events>Congresses>Athens>VTG Fleet Table](http://www.ibs-ev.com>Events>Congresses>Athens>VTG_Fleet_Table)



ITEM 5. Miscellaneous/ Next Congress

No topic registration under Miscellaneous.

The IBS Autumn Congress will take place on 10 and 11 October 2019 in Trieste (Italy).

Olaf Krüger

Chairman of the Executive Board of IBS