

Network Development ChemOil Logistics AG

IBS, Trieste
18 October 2019

ChemOil

A company of

 **SBB CFF FFS Cargo**



Who is ChemOil?

- 1 100%-subsidiary of SBB Cargo
- 2 Sales Force of SBB Cargo for Oil & Chemicals
- 3 Independent and only rail forwarding company within the group
- 4 Switzerland's biggest rail logistics specialist for hazardous goods
- 5 Own Sales Force in Switzerland, Germany, BeNeLux & Italy



Figures & References

1

Volumes: abt. 10 mio to in 2018,
> 90% dangerous goods

2

Turnover: 135 mio CHF in 2018,
50/50 swiss / international

3

200 swiss & 150 international trains/week, most of them
done with sister company SBB Cargo International

4

Each day > 300 single wagon in our own ChemLink-
network independent on national railways system

5

Each year 2-3 new destinations built up in our overall
transport network

Lonza

DSM 

syngenta



 **BASF**
The Chemical Company



lyondellbasell

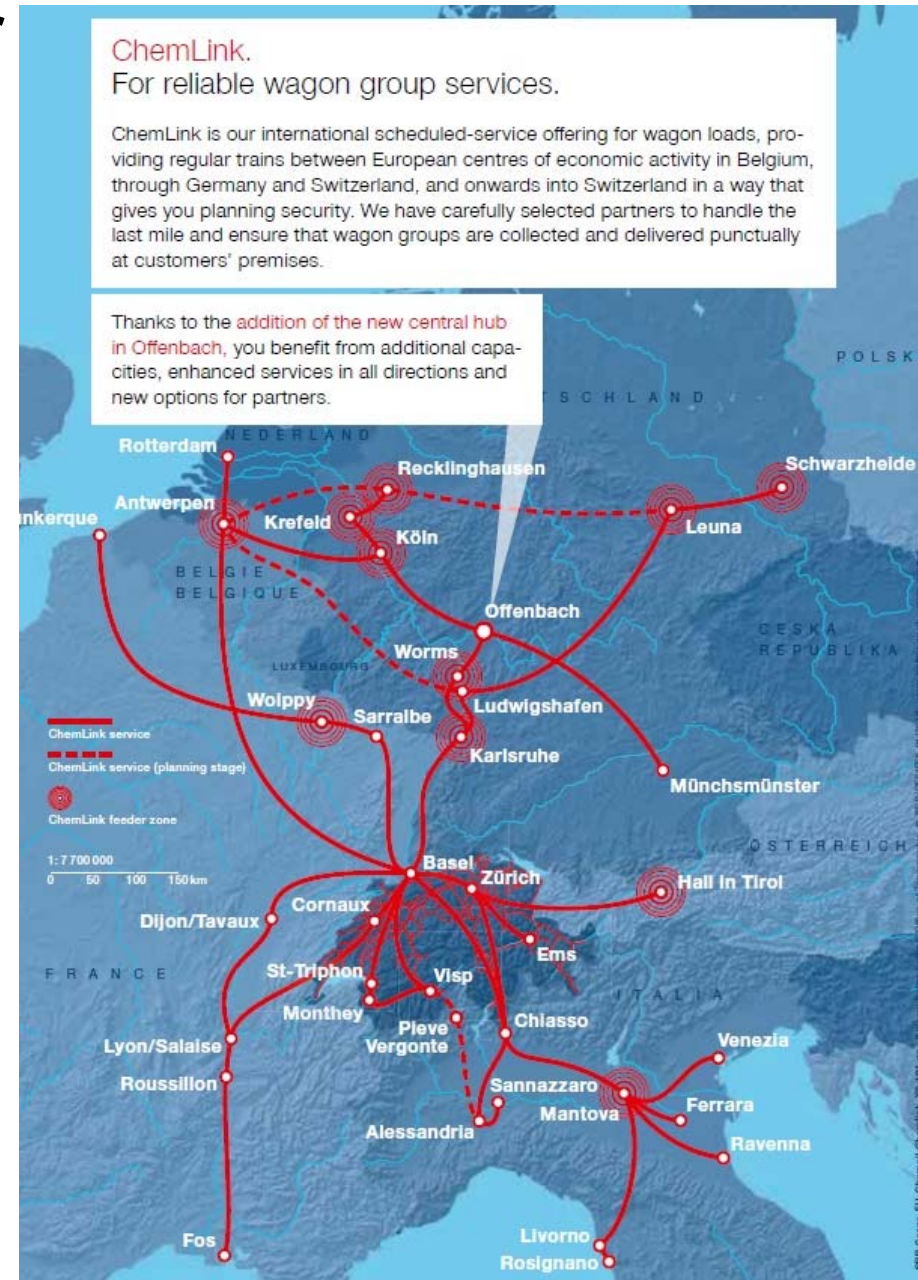
ChemLink connects european chemical clusters with regular wagon load possibilities

ChemOil

- Per day 10-12 regular long distance trains, in coordination with local feeders
- Cooperation of state owned & private rail operators under control of ChemOil
- Purchased, coordinated and sold as ChemOil's own product ChemLink
- Honored with the Innovation Award of European freight forwarders

Value proposition for customer:

- **Reliable and regular leadtimes**
- **Day-to day-priorisation**



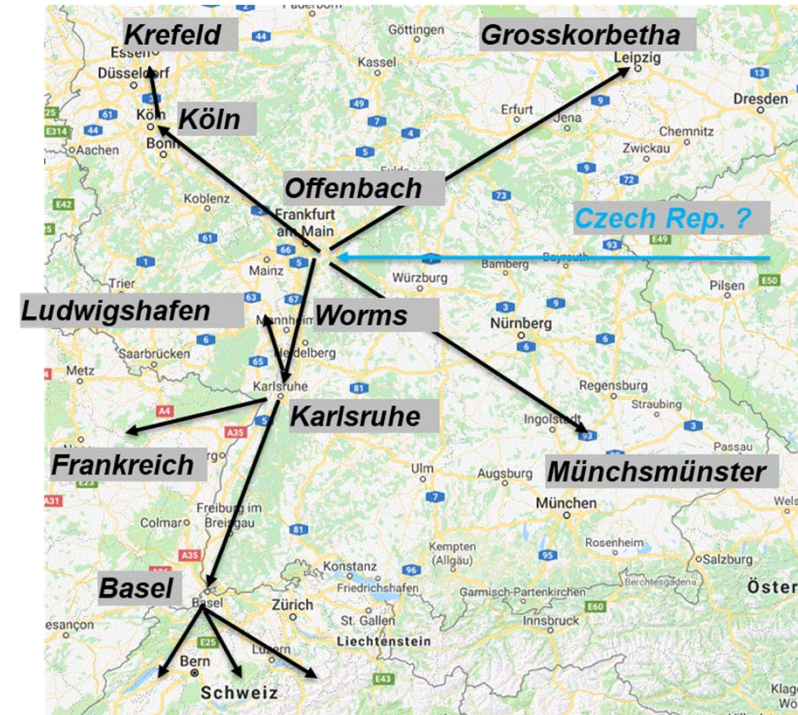
What's new ? HUB OFFENBACH near Frankfurt in the heart of Europe

ChemOil

- Main tracks are electrified, with length max 750 mtrs
- Own shunting locomotive and staff (in cooperation with SBBCDE)
- NOT for block trains but for wagons groups
- Open for all products, preferably for regular connection, but available also for sport ones

Value proposition for customer:

- **Connection/distribution by rail**
- **Access to the whole SWL network in CH**
- **Possibility to expand with eastern countries connections (Czech Rep)**



What's new ? HUB IN MANTOVA

- Regular connection with Chsm provided by private EVU
- Main tracks are electrified, with lenght max 500 mtrs in Mantova station
- NOT for block trains but for wagons groups
- Open for all products, preferably for regular connection, but available also for sport ones

Value proposition for customer:

- **Regular connections by rail for all type of goods to several destination in Italy**



What's new ? NEW LOKO AVAILABLE IN MANTOVA

ChemOil

- ➔ Starting from end of october a new Bombardier Traxx 494 will be available under ChemOil control in Mantova

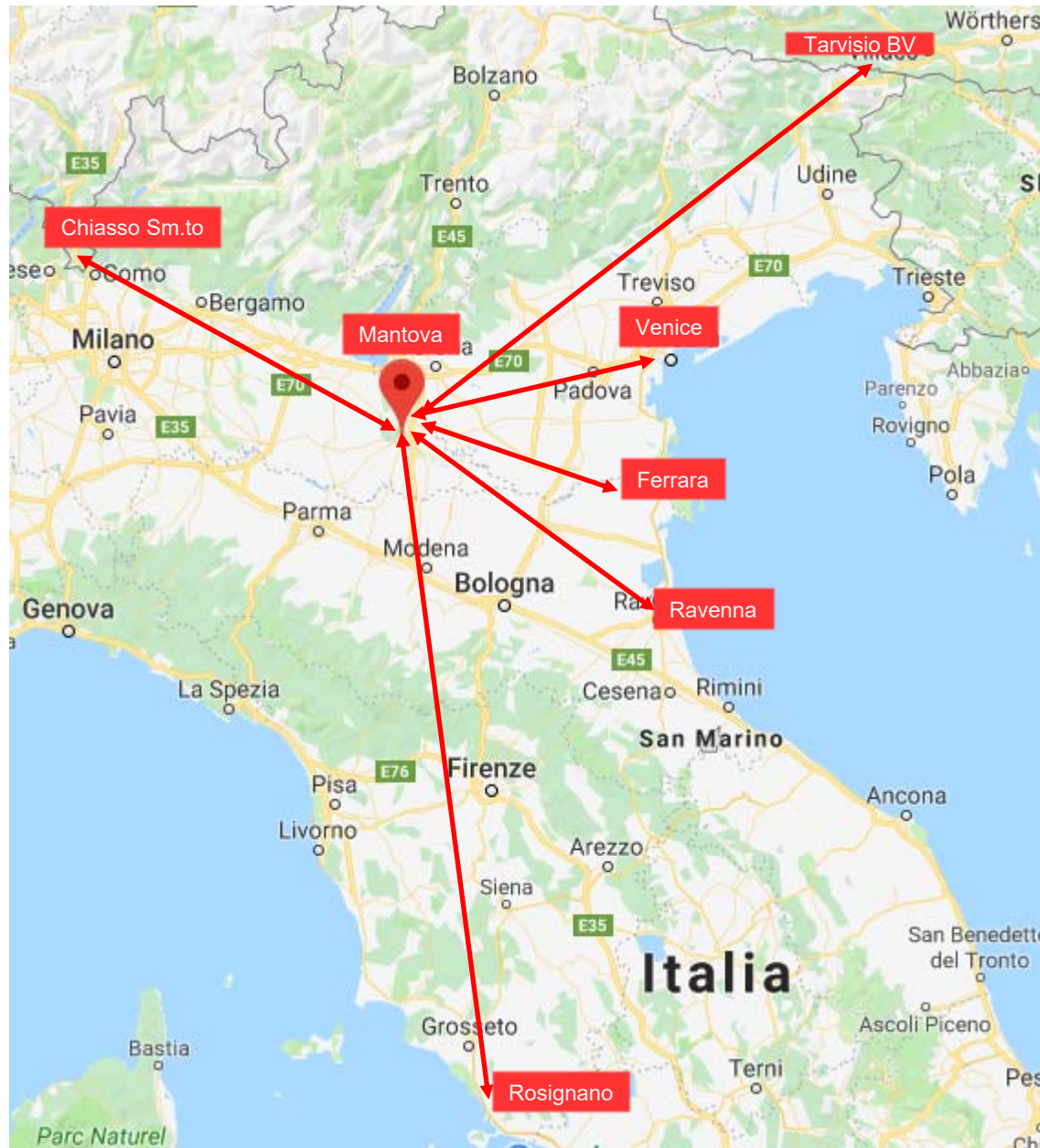


- ➔ This lok is equipped with double engine: electric and diesel for last mile shunting, and will allow us to reach all destinations where last mile shunting is required but not present on site
- ➔ This lok will allow us to increase the number of circulation through main borders as well as to final italian destinations

What's new ? NEW LOKO AVAILABLE IN MANTOVA

ChemOil

- WE'LL BE ABLE TO OFFER:
- 2x Week connection Chsm-Mantova
- 2x Week connection Mantova-Ferrara
- 2x Week connection Mantova – Ravenna
- 1x Week connection Mantova – Tarvisio BV
- 1x Week connection Mantova – Rosignano/Venice
- Still in pipeline connection to Villa Opicina



CONCLUSION

OUR NETWORK IS «ALIVE» AND WE'RE READY TO STUDY ADDITIONAL CONNECTIONS IN CO-OPERATION WITH INTERESTED CUSTOMERS.

**THANK YOU FOR YOUR ATTENTION
AND
DO NOT HESITATE TO CONTACT US FOR
FURTHER INFORMATION**

