



Protocol

IBS Web-conference on 25 September 2020

The spring and autumn conferences of the IBS (both in Helsinki), which had already been prepared in advance, had to be cancelled due to political regulation in Finland and travel restrictions imposed by several member companies.

In both cases the IBS board tried to organise the events under restrictive conditions. In the end, the travel restrictions imposed by the Finnish government led to the cancellation. After the cancellations, several alternative options were proposed to the members in order to continue the IBS association work and communication efficiently. More than 90% of the members decided to hold a bridging web conference.

Due to the excellent organisational conditions at RailWatch, the web conference was held on 25 September 2020. After weighing up all the pros and cons, the board decided on the "Zoom Conference" conference module, which ensured smooth connection of the guest presentations and simultaneous translation for all participants.

The board of directors and some member representatives as well as conference guests gathered in the specially equipped web conference room of RailWatch. The RailWatch team under the direction of Ms. Laura Blechmann did an excellent job of preparing this conference. At this point we would like to thank Ms. Blechmann and her colleagues once again.

In preparation for the conference and the upcoming election of a new board of directors, all members received the invitation and agenda as well as the necessary election documents (report of the board, financial report 2019, the current organigram of the board of directors and a proposal for the amendment of the statutes). No changes to these documents were requested by the members, so that these were the basis for the accountability of the executive board.

www.ibs-ev.com>Events>Congresses>Web>Board Report

www.ibs-ev.com>Events>Congresses>Web>Financial Report

www.ibs-ev.com>Events>Congresses>Web>Statute



The Chairman welcomed all members to the election of the new IBS Board and the subsequent web conference with partners and guests of the IBS Association.

Before the beginning of the election event, Mr. Krüger informed about the much too early death of the long-time IBS colleague Petr Kroca from the JERID/Oltis-Group and asked the conference participants for a minute of commemoration.



The IBS will remember Petr Kroca as a very pleasant partner with an extremely positive charisma.



New election of the IBS board of directors

The chairman of the board, Olaf Krüger, proposed the representative of the new IBS member "Tigges-Rechtsanwälte", Mr. Langenkamp, on the basis of his legal experience as election manager. Mr Langenkamp declared his willingness and was confirmed as election manager without any dissenting votes. In a brief presentation, he first introduced the company "Tigges Rechtsanwälte" (information pls. see conference minutes)

Mr. Langenkamp informed about the legality of the election of the Executive Board on the basis of the IBS statutes as well as the current legal situation due to the corona pandemic in Germany (basis: register entry of IBS in Berlin).

Mr. Langenkamp asked the Chairman for the statement of the current board. Mr. Krüger explained the activities of the Executive Board in the last legislative period (which had been handed over to the members in advance) and the financial reports for 2019 and current year.

Mr. Michael Baier (financial auditor of IBS) confirmed the legality of the annual financial statements for 2019 and the budget report for the first half of 2020.

Mr. Krüger informed about the unanimously agreed amendment of the statutes of IBS regarding a possible termination procedure.

The vote requested by Mr. Langenkamp on the discharge of the Executive Board for the activities in the last legislature April 2018-September 2020 was unanimous of all IBS members present or connected.

Mr. Langenkamp thanked the IBS Executive Board for its activities in a difficult time of the association's work and asked the members for new proposals for the future Executive Board. He informed that the present Board of Directors has declared its willingness to be available for the next legislative period. On the part of the members, present and connected, no further candidate proposals were registered.

Thus, the previous board was also available for election for the next period until the autumn conference 2022. The election supervisor proposed to hold a block election due to the adherence to the limit of board members (according to the statutes up to 5 members) and the willingness of the previous board. This proposal was accepted unanimously. In accordance with the statutes, the subsequent election took place with a simple majority of the members present or connected to the web conference.



In a separate election process, all previous board members were re-elected without dissenting votes also for the new board.

Mr Langenkamp confirmed the election process and congratulated the previous board on the new election. He handed over the further direction of the event to Mr Krüger.

Mr Krüger thanked Mr Langenkamp for the legally sound election management under difficult conditions. Mr. Krüger informed that the new members of the Executive Board will revise the entire range of responsibilities of the individual Executive Board departments and will announce the appointment of these departments and the appointment of the Chairman of the Executive Board in October.

IBS Conference/Welcome

The Chairman of the Board welcomed the IBS members who had already been engaged for the election of the Executive Board as well as the guests of this conference.

Mr Philip Evans	European Freight & Logistics Leaders' Forum (F&L)
Mrs Audrey Macnab	"
Mr Pasi Forsman	Company VR Cargo
Mr Dominik Fürste	Company Rail-Flow
Mr Timon Heinrici	Deutsche Verkehrszeitung/Railbusiness

The new Board welcomed "Tigges Rechtsanwälte" as a new member of IBS and underlined the importance of the company as a member with extensive legal expertise in the rail transport sector. Mr. Langenkamp will represent the company in IBS. On the basis of the short presentation the following functions of the firm "Tigges Rechtsanwälte" are seen as particularly important for the other IBS members and, if applicable also IBS partners:

- Foundation more than 35 years ago
- 29 lawyers at the Düsseldorf/Berlin, Warsaw and Katowice offices
- Associated tax consulting company HOW
- Tigges can handle almost all legal issues related to the transport sector (including contracts, liability issues, customs litigation, compliance, data protection, organisational consulting and litigation)
- Member of the International Commercials Law Alliance (ICLA)



For the IBS members, the company Tigges is available with comprehensive know-how in all legal questions concerning the design of the rail transport mode. The short lecture can be viewed at

www.ibs-ev.com>Events>Congresses>Web>Tigges

Short presentation UIRR

The President of the IBS partner association UIRR, Mr. Ralf Charley Schultze, then informed in his tried and tested manner about current developments, especially in combined transport, as well as transport policy measures and activities in the field of the European Commission and various European associations in Brussels. Mr Schultze also referred in this connection to the UIRR's regular Info Letter (www.uirr.com). The short presentation can be viewed

www.ibs-ev.com>Events>Congresses>Web>UIRR

Short presentation IBS Board "new fair concept"

Under the direction of the company RailWatch, IBS will present a new concept at the next transport and logistics fair in Munich. The project manager, Mrs. Laura Blechmann, informed about the main points :

- Topic: Networking of the IBS.
- Extension of the exhibition stand at the previous location Hall B6 by 40 m².
- Organisational cooperation with the company RailWatch (cost effect).
- Provision of the additional space for interested IBS members for a corresponding financial contribution; all additional individual stands are already fully booked
- Additional presentation opportunities for all other IBS members.
- Catering area central for both exhibition areas.

The entire presentation at

www.ibs-ev.com>Events>Congresses>Web>Fair



Presentations

European Freight & Logistics Leaders' Forum (F&L)

The Secretary General, Mr. Philip Evans, informed about the structure and strategic objectives of his association:

- Compact dialogue network between shippers, marketers, transport and logistics Companies and complementary service providers in the transport and logistics sector
- Priority topics of the dialogue network: Sustainability, digitisation, innovative practical solutions, cost optimisation, European harmonisation.

Due to several almost identical objectives, both associations will discuss a closer partnership. Mr. Christian Ressenar from the IBS board of directors will take over the coordination of further activities together with Philip Evans.

The lecture of Mr. Evans under

www.ibs-ev.com/Events/Congresses/Web/F&L

Company profile and strategy of Finnish Railways (VR)

Mr. Pasi Forsman, Sales Director of VR, presented the VR group of companies and in particular the freight transport and logistics sector.

- In 2019 the entire VR group achieved a net turnover of € 990 million with 6060 employees.
- The Finnish railway network (broad gauge) is managed by the "Finnish Transport Agency" (owned by the state). It is connected to the Russian railway network via 4 border crossings, to the Swedish railway network via one border crossing and 2 ferry lines.
- In 2019, approximately 37 million tonnes of goods were transported by rail (approx. 28% of Finnish land transport) and approx. 4 million tonnes by road.
- The main types of goods are forest products, steel/metals and oil and chemical products.
- Strong growth has been recorded in particular in container transport via 8 seaports and in „Special and Project transport“.
- The main focus of freight transport is on Finnish domestic traffic and international traffic with the CIS (in particular the Russian railways).



Mr Forsman's presentation can be found on the IBS website at

www.ibs-ev.com>Events>Congresses>Web>VR

Development of Eurasia traffic

Mr. Tufan Khalaji, member of the IBS board, responsible for Eurasia transport, informed by telephone about the development and priority problems on this traffic related to the different corridors.

During the period of the Corona pandemic, there has been a strong increase in rail transport volumes (especially with China).

The information provided by Mr Khalaji is shown in the following chart

www.ibs-ev.com>Events>Congresses>Web>Eurasia

Information from the IBS Executive Board

Digitisation

The member of the board responsible for "Digitisation", Mr. Michael Breuer, informed about current trends .

www.ibs-ev.com> Events> Congresses> Web> Digitisation

As a guest of the IBS - web conference Michael Breuer welcomed Mr. Dominik Fürste from the company Rail Flow.

Mr. Fürste presented the online platform developed by his company.

- The company Rail Flow was founded in Frankfurt am Main in the 1st quarter of 2020 by Rail - and IT experts.
- The aim of the "Rail Flow" platform is the transparent support and development of the highly interface-rich system of rail freight transport with many service areas. In many business cases the shift to rail fails due to insufficient cooperation and in particular a lack of information about services and capacity reserves of efficient service providers in this system.



- With its modules, "Rail Flow" will support the intensification of co-operations, the most unobstructed access possible to the system of the Rail Freight and the increase of competitiveness and efficiency.
- " Rail Flow" is a neutral and trust-building IT platform, e.g. for shippers, rail transport companies, freight forwarders, train operators and terminal operators.
- The tools "Tender Management“ (e.g. fast and efficient offer design)" and “Transport Management“ (e.g. order realisation and capacity management) are already actively usable.
- Further tools, such as a broker module for recording and marketing of unused capacities and the comprehensive system access for shippers will be available in 2021.

The IBS Board of Directors sees this new IT platform as a milestone for the targeted shift of transports to the ecological mode of transport rail and will actively support the development of "Rail Flow".

The entire, very informative presentation by Mr Fürste will be available on the IBS website at

www.ibs-ev.com>Events>Congresses>Web>Railflow

Mr. Fürste is very interested in questions, feedback and hints from IBS members. The communication data of the "Rail Flow" team can be taken from the presentation.

„Strategic New orientation“ of the IBS

Mr. Krüger provided information on the main points of the strategic realignment of IBS, including

- The increased involvement of shippers' interests in the association's work.
- Consistent support for the development of multimodal transports with a functional regional infrastructure, also for the continuation of traditional wagonload transports via these terminals.

The focal points of the strategic reorientation under

www.ibs-ev.com>Events>Congresses>Web>Strategy



The new management board will define the planned strategic adjustments in concrete responsibilities of the individual board departments for the implementation of these strategic modifications.

Promotion of cooperation with rail transport customers

Mr Ressenaar, Member of the Board, explained the measures planned to intensify future cooperation/cooperation with shippers, main points of emphasis:

- Joint development of new best-practice transport and logistics solutions involving the competencies of IBS member companies (currently active in 16 business areas of the Rail Freight sector).
- Influence on the creation of efficient regional rail infrastructure to ensure a competitive TEC for shippers.
- Influence on increasing bundling of traffic and the reloading organisation for emptying means of transport by IBS forwarders and train operators.
- Future coordination of the association work with the shippers' association F&L.
- Creation of a separately responsible IBS board department.

The presentation of Mr. Ressenaar is available on the website at

www.ibs-ev.com/Events/Congresses/Web/shippers

Evaluation of the web conference

Overall, the organisation of the 1st IBS web conference as a replacement for the cancelled congresses in Helsinki due to the pandemic has met the expectations of the Board and participants.

The purchase of the licence and the use of the conference module "ZOOM" proved to be a success in the organisation of the conference as well as the required simultaneous translation.

Some member companies were not able to register to use "ZOOM" due to the requirements of their company.

Several representatives of member companies and individual guests could not actively participate in the conference after successful registration. In some cases, participation by telephone was possible.



The board will consult all representatives of IBS members who did not have trouble-free access to the "Zoom" conference.

The election of the Executive Board was carried out in accordance with the statutes and in compliance with legal regulations for holding such events under the conditions of the Corona Pandemic.

The Executive Board will determine at short notice the tasks and topics for the individual IBS departments as well as the respective responsible members of the Executive Board and will inform all members.

It is planned to hold the congress again in the proven form from spring 2021 on at a location in Europe which is interesting for rail freight traffic. However, due to the currently unforeseeable effects of the pandemic, a decision on this will not be taken until January 2021. Optionally, a congress within the framework of the Munich Logistics Trade Fair as well as a new web conference would be conceivable.

Olaf Krüger

Chairman of the Board of Directors of the IBS

