

# TransFER Budapest–Balkans

Networking of Western, Southern and Southeastern European economic centres

TODAY. TOMORROW. TOGETHER.



## TransFER Budapest–Balkans



Fast as lightning connection to our dense network (TransNET) and throughout West, South & Southeastern Europe



Holistic transport chain planning with end-to-end deliveries and disposition from a single source



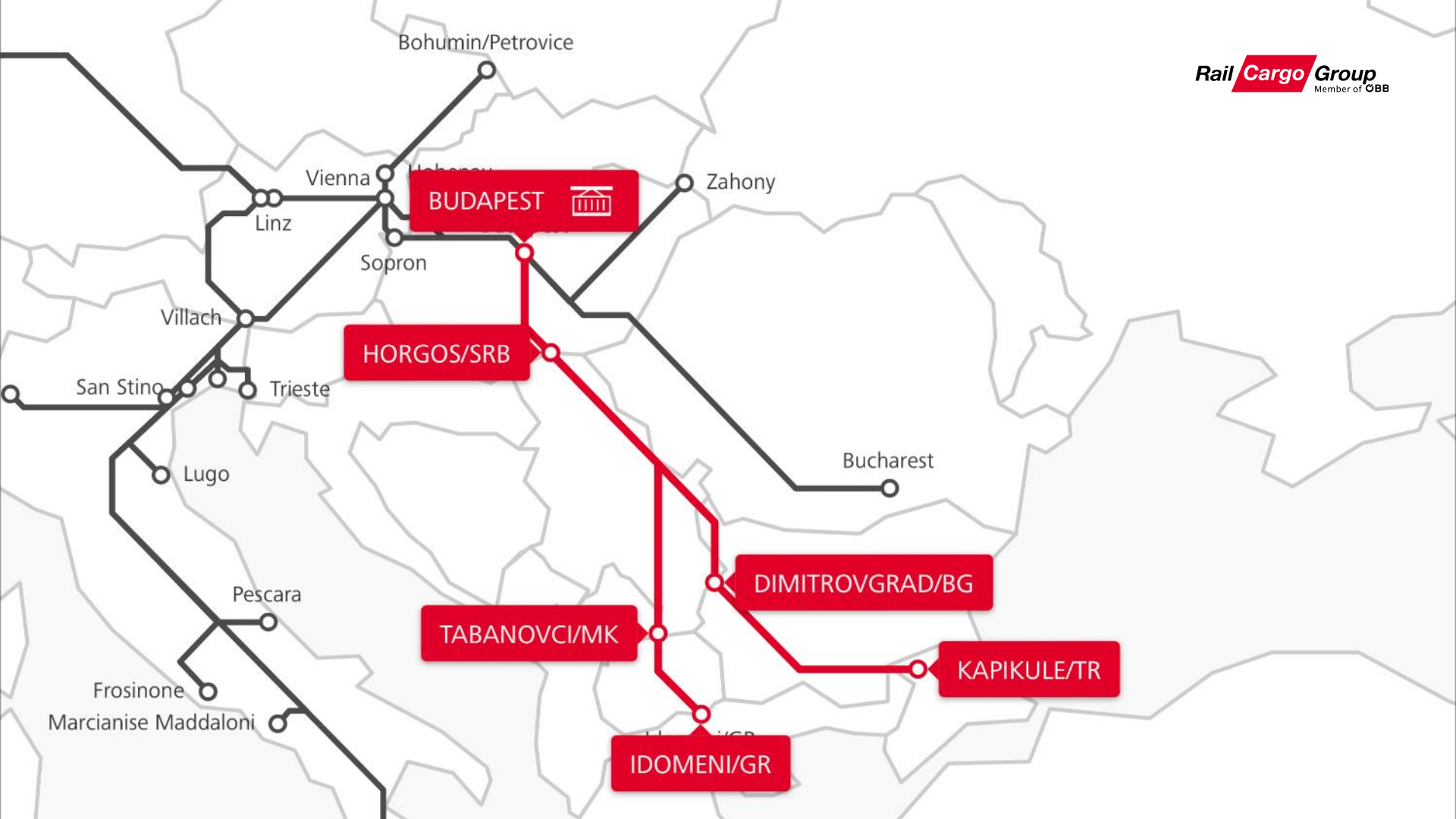
Regularly to Greece, North Macedonia, Bulgaria, Serbia and Turkey



Safe, reliable, punctual and in maximum quality (goal)



Daily departures (goal)



## Logistics competence carrying our name

- TransFER connection with capacities for **conventional wagonload** traffic in single wagon consignments and wagon groups
- Industry-specific rail logistics solutions for **all industrial goods** and **hazardous goods** (RID) shipments
- Daily **transport information** on shipment status
- Competitive advantage by **bundling into block trains**
- **End-to-end logistics solutions** including organisation of first and last mile
- Seamless **integration into the entire RCG network**



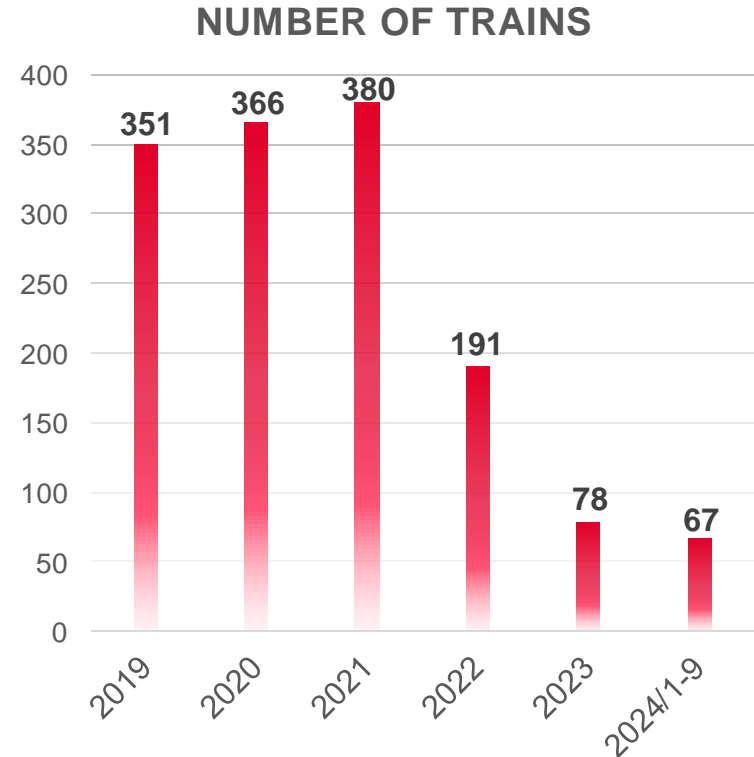
## Budapest-Ferencváros marshalling yard: The handling at a glance



- Central hub for volume flows to South and Southeast Europe
- Compilation of single wagon consignments and wagon groups from Northern / Western / Central Europe
- Bundling into block trains and onward transport to Greece, Bulgaria, North Macedonia, Serbia and Turkey
- Transport permissions and organization through one hand

# Historical Background TransFER Budapest—Balkans

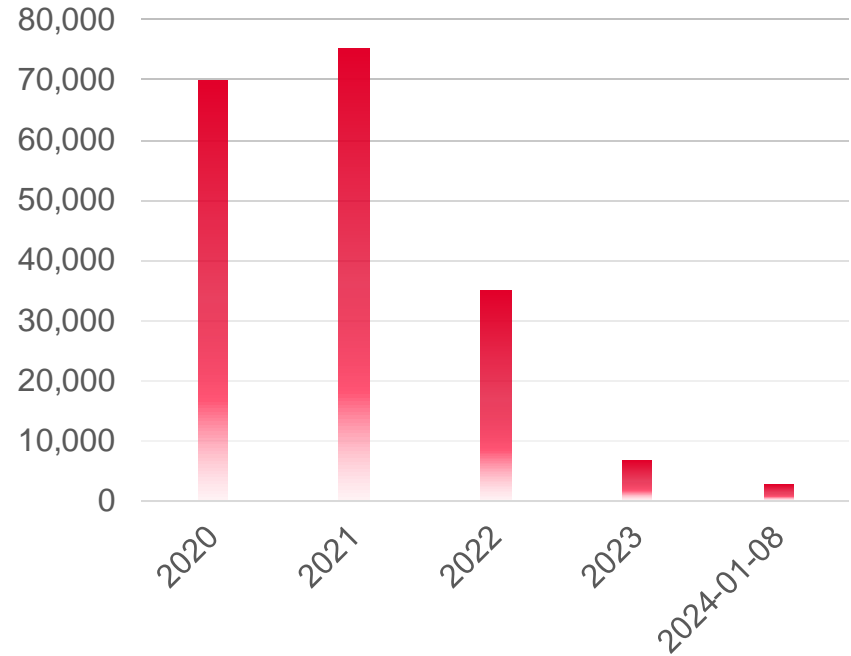
- **Start middle / end 90's:** Development of a new train concept for the combination of several single wagon / wagon group loads to block trains in the trade lane CEE – SEE starting in Sopron (Hungary)
- **2004-2013**
  - Cooperation with Kühne+Nagel, Schenker and Rail Cargo Group (former Express-Interfracht) in a purchasing pool agreement
  - Inclusion of new train hubs in CEE (i.e. Zalog / SI, Villach / AT, Sturovo / SK, Sopron / HU, Kelebia / HU, Belgrade / RS)
- **2014:** Start of the **independent TransFER project under the lead of RCG**
- **2017** re-organization and efficiency enhancement of the product due to changing the HUB structure to one point at the marshalling yard Budapest-Ferencváros
- **2018** Re-start of a cooperation with VTG Rail (former Kühne+Nagel)



## Destination: Bulgaria

- Max. 1 **departure** / week
- **Duration** Budapest–Bulgaria border:  
currently no information can be given due to construction sites
- **Route** from Budapest via Rözsk/Horgoš - Dimitrovgrad/Dragoman
- Warehouse logistics in Sofia, Volujak, Plovdiv, Kremikovtzi

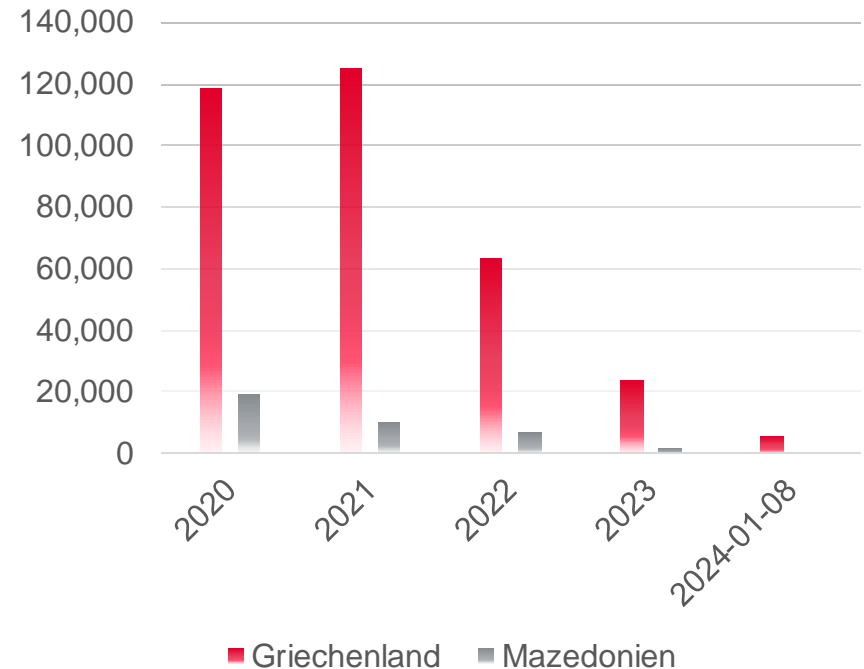
- Ton per year:



## Destination: Greece/North Macedonia

- Max. 1 **departure** / week
- **Duration** Budapest–Greece border: currently no information can be given due to construction sites
- **Route** from Budapest via Rösztke/Horgoš, Presevo/Tabanovci to Gevgelija/Idomeni
- Handling of block trains in Greece by the state railway or in own traction – ensuring a continuous and high-quality international production chain
- Transport of the main quantities directly to the industrial area of Thessaloniki with our own siding to our logistics centre in Sindos.

- Ton per year:

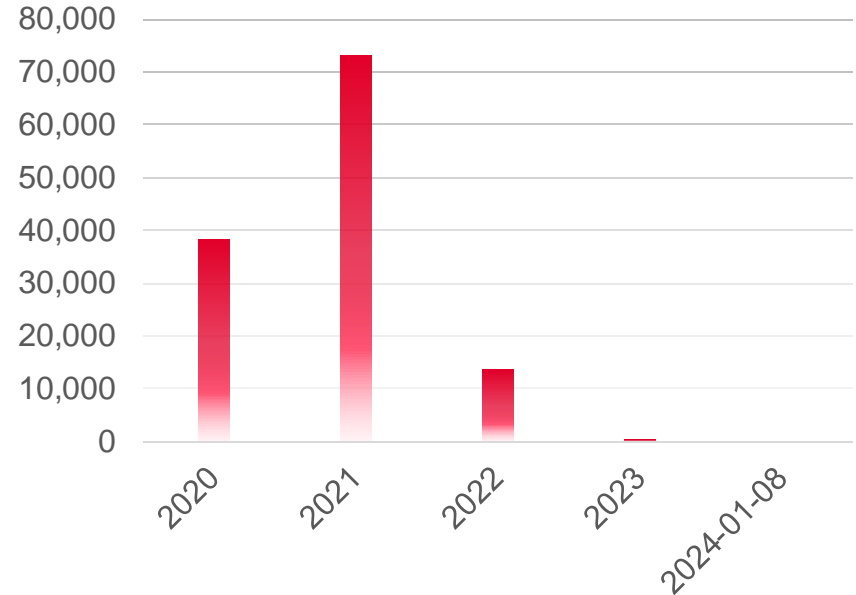




## Destination: Serbia

- **Departure** on request for block trains
- **Duration** Budapest–Serbia border: currently no information can be given due to construction sites
- **Route** from Budapest via Rözsk/Horgoš
- Handling of block trains in private traction – ensuring a continuous and high-quality international production chain

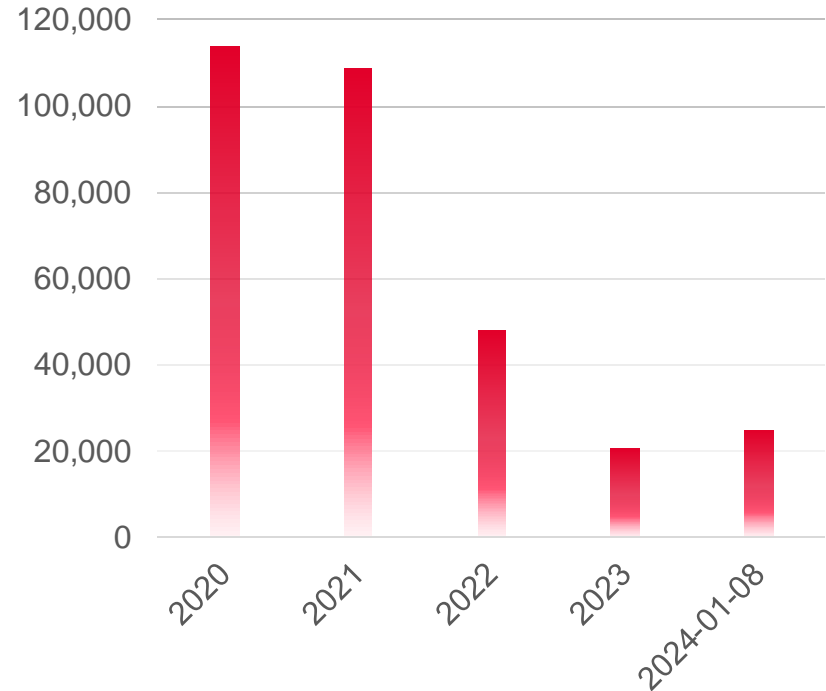
- Ton per year:



## Destination: Turkey

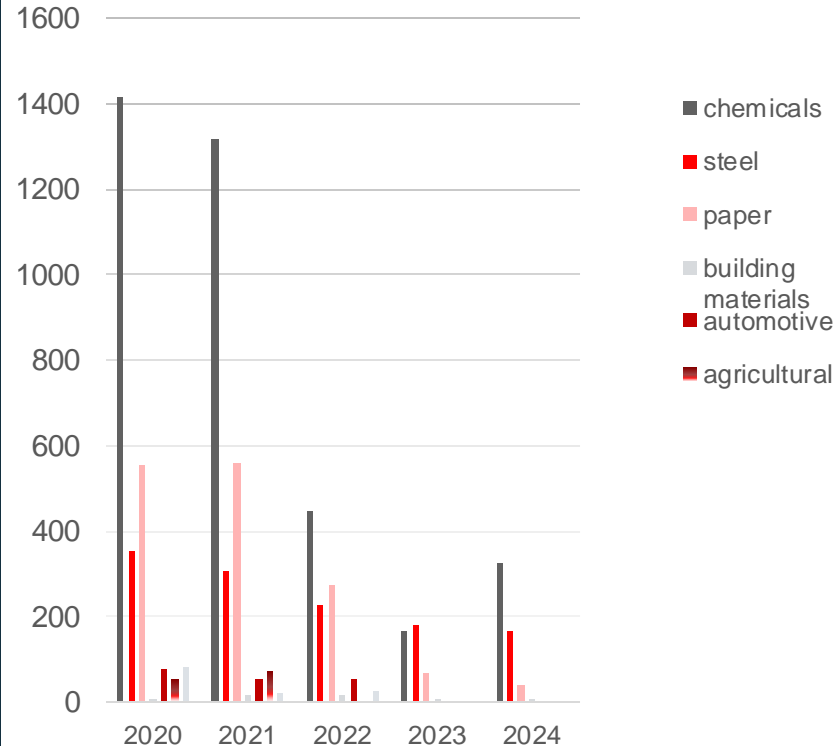
- Max. 1 **departure** / week
- **Duration** Budapest Turkey border: currently no information can be given due to construction sites
- **Route** from Budapest via Rözsk/Horgoš and Dimitrovgrad/Dragoman to Svilengrad/Kapikule
- Transport of the main quantities via Corlu (after closing of the station Cerkezköy)
- Warehouse logistics via our national branch office

- Ton per year:

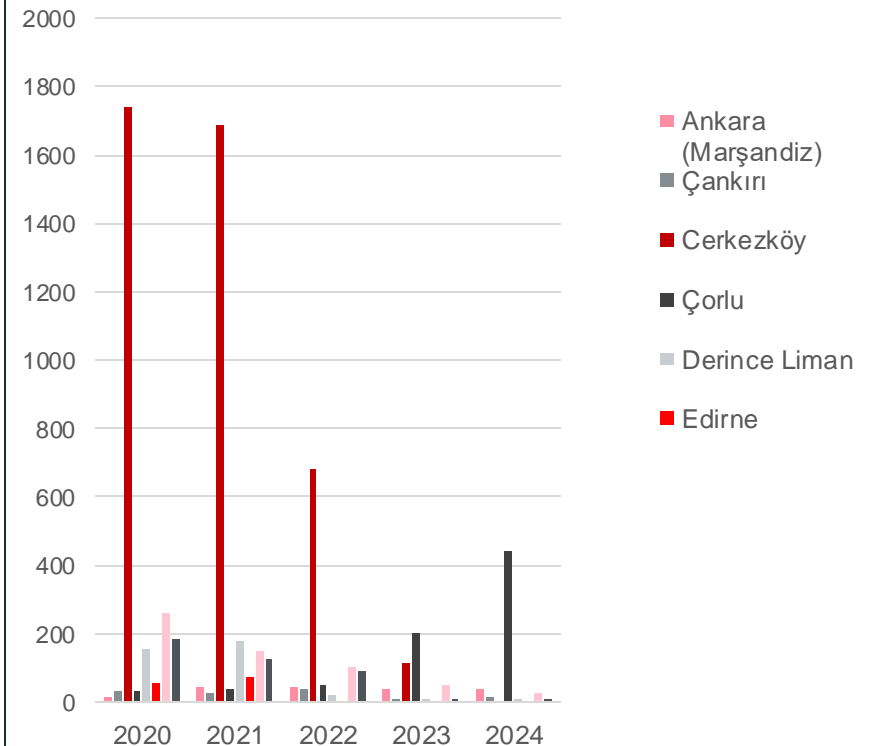


# Destination: Turkey – Wagon overview

## Flow of goods in Import Turkey per wagon



## Main used final stations in Import Turkey



## Your benefits

- **Seamless**, quality-assured order processing
- **Competitive advantage** through extended in-house production radius and reliable partners
- Complete security, maximum service quality
- Rapid connection to the entire RCG network as well as economic regions throughout West-, South- and Southeastern Europe with **end-to-end logistics solutions**
- Organization of additional logistics services



# What matters



## We take care of every detail

- Organisation of first and last mile
- Transshipment facilities and warehouse logistics
- Always ready in an emergency
- Damaged wagon management
- Emergency management

## Construction works

- Start of Construction works beginning with the year 2022, led to a deterioration of the forwarding time and to a poor quality in the TRANSFER product
  - **2022 in Serbia** (whole Serbia, main problems near Beograd and Nis)
  - **2023 in Hungary** (closure of the main border crossing point Kelebia, switch to the boarder Rösztke/Horgos with limited capacity)
    - Alternative routings via Croatia with a price impact of ab. +40%
  - **2024 in Bulgaria** (whole Bulgaria, as well at the boarder points)
  - **2024 Turkey** (closure of the main used arrival station Cerkezköy with switch to Corlu, constructions at the boarder)
- Drastic increase of the freight rates due to necessary re-routings during the period of the construction works
- Limited boarder capacities from the infrastructure
- Doubling - in some cases tripling of the transport time



## negative Effects and Challenges

Drastic increase of the freight rates due to necessary re-routings during the period of the construction works (Croatia)

Price increases due to several Construction works over the last few years

strong competition between road (truck) and rail; aggressive price dumping from trucking hauliers

Elimination of single wagon traffic in some countries

Extended lead times to ab. 25+ days in travel

High additional wagon usage fee for wagons towards Balkan (RIV) *charged through the state rails to the clients (Serbia, Greece, Turkey, Bulgaria ...)*

price increases due to the European energy crisis (abt. +30%)

Less volume led to longer standing times in the train HUB -> higher RIV fees

Doubling - in some cases tripling of the transport time

Limited boarder capacities from the infrastructure

We are here for you



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