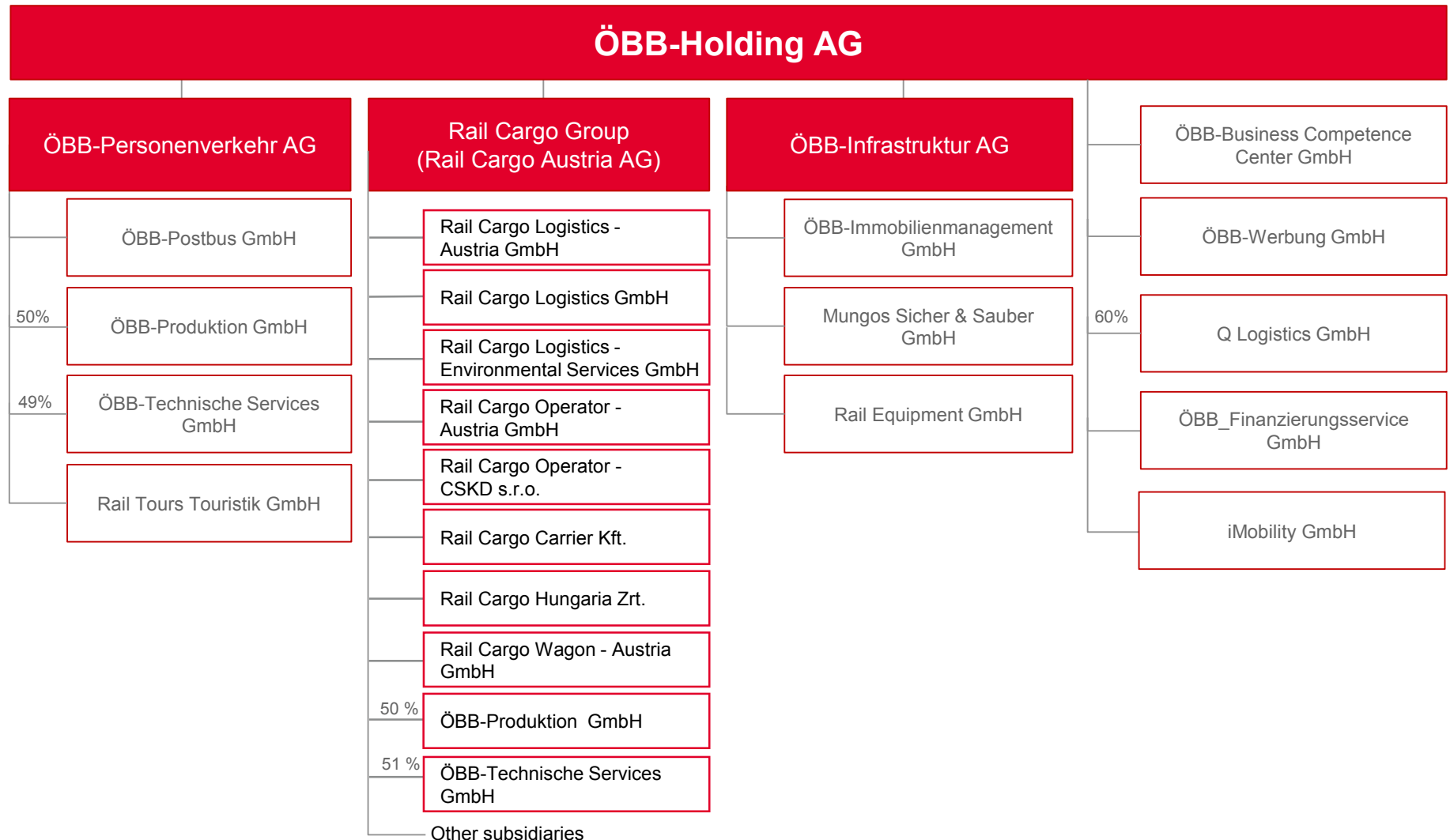


Rail Cargo Group

Your partner for rail logistics
In Europe and Asia

The ÖBB Group | Organisational chart of Austrian railways



Rail Cargo Group | present in 18 countries, within 12 also with own traction - Austria and Hungary Home markets

Geographical presence...



... and selected Facts & Figures 2018

~1.402 trains
per day

113 Mio.
tonnes per year



~3/4 of all transports
international

52,02 Mio.
train km per year



~1/5 all transports in AT

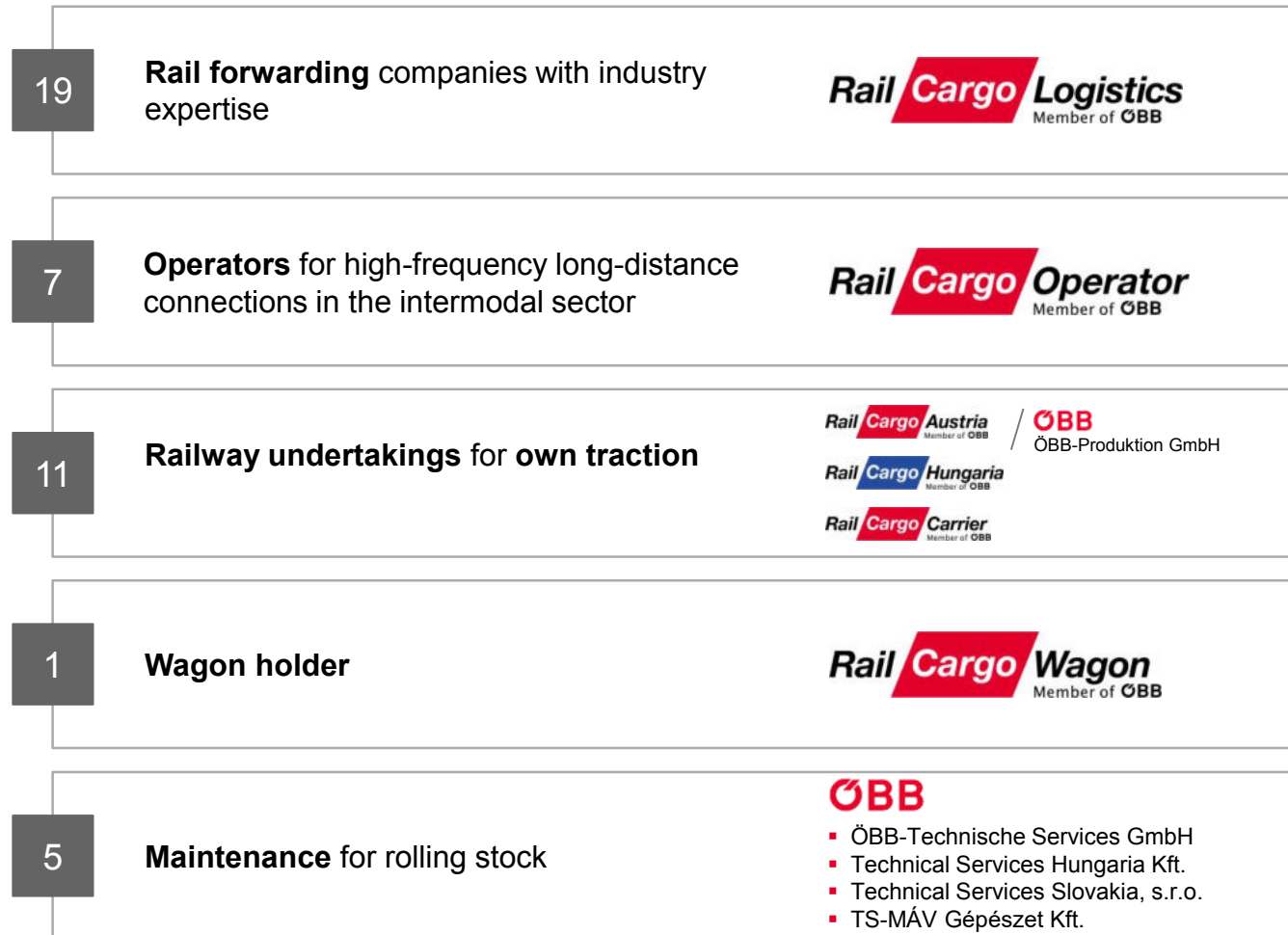
31,7 Bln.
tonnen km per year



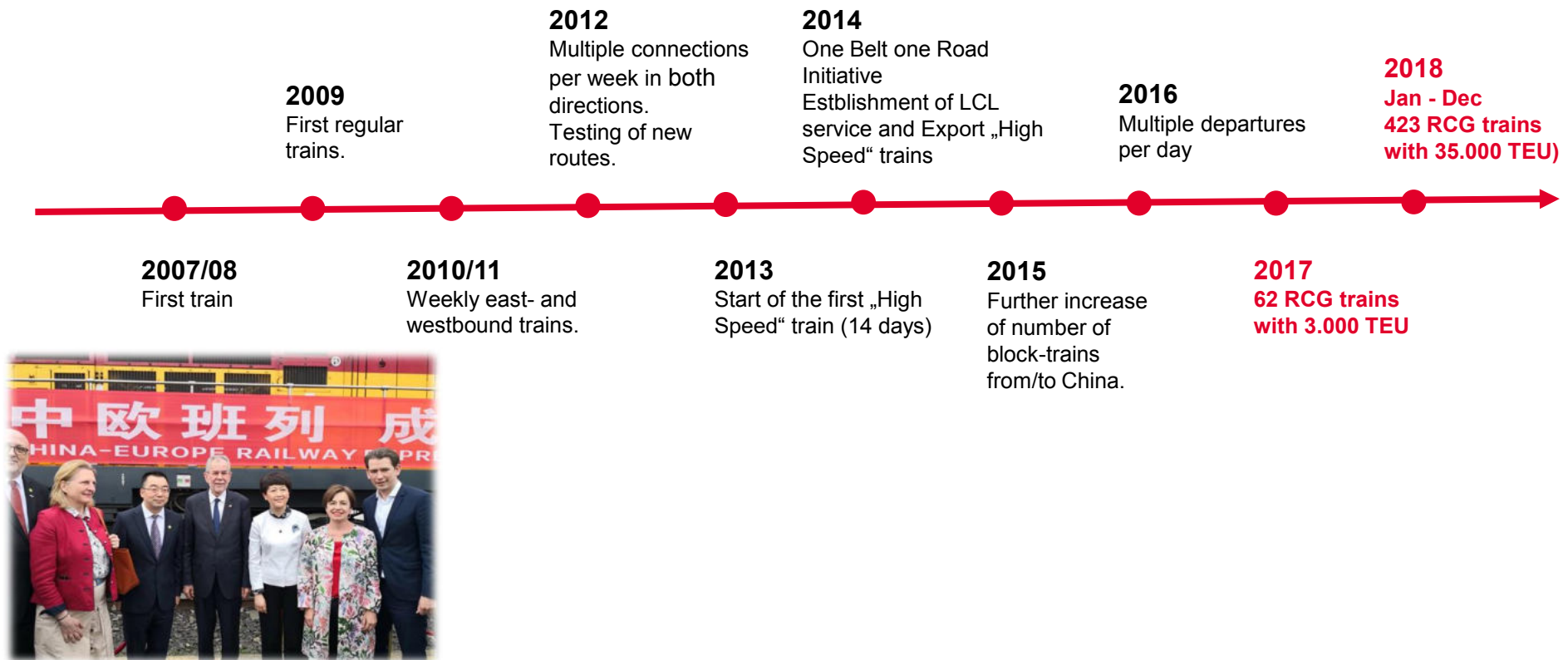
653
Locomotiven

25.698
Waggons

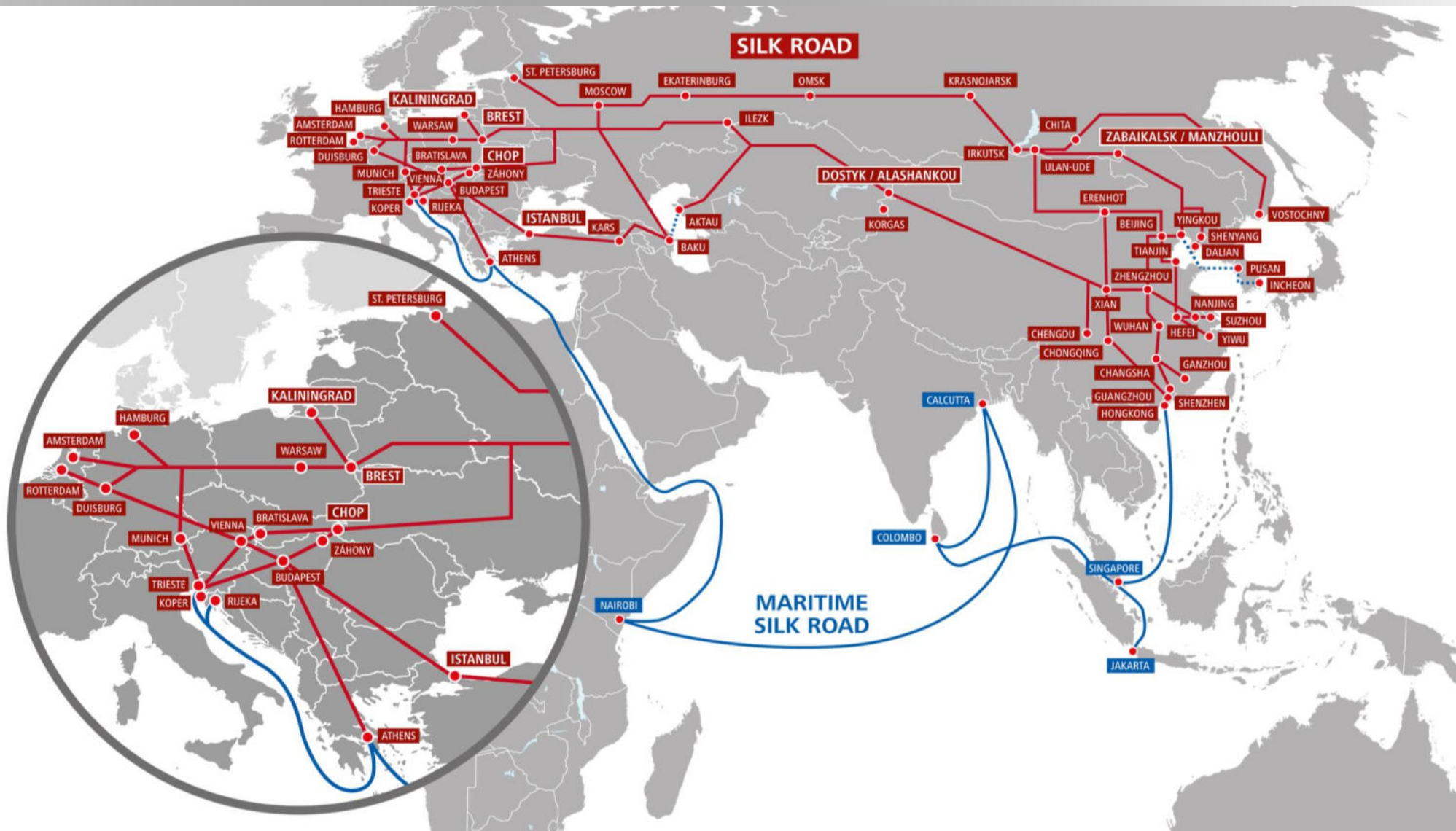
Business model | Rail Cargo Group along the entire value chain



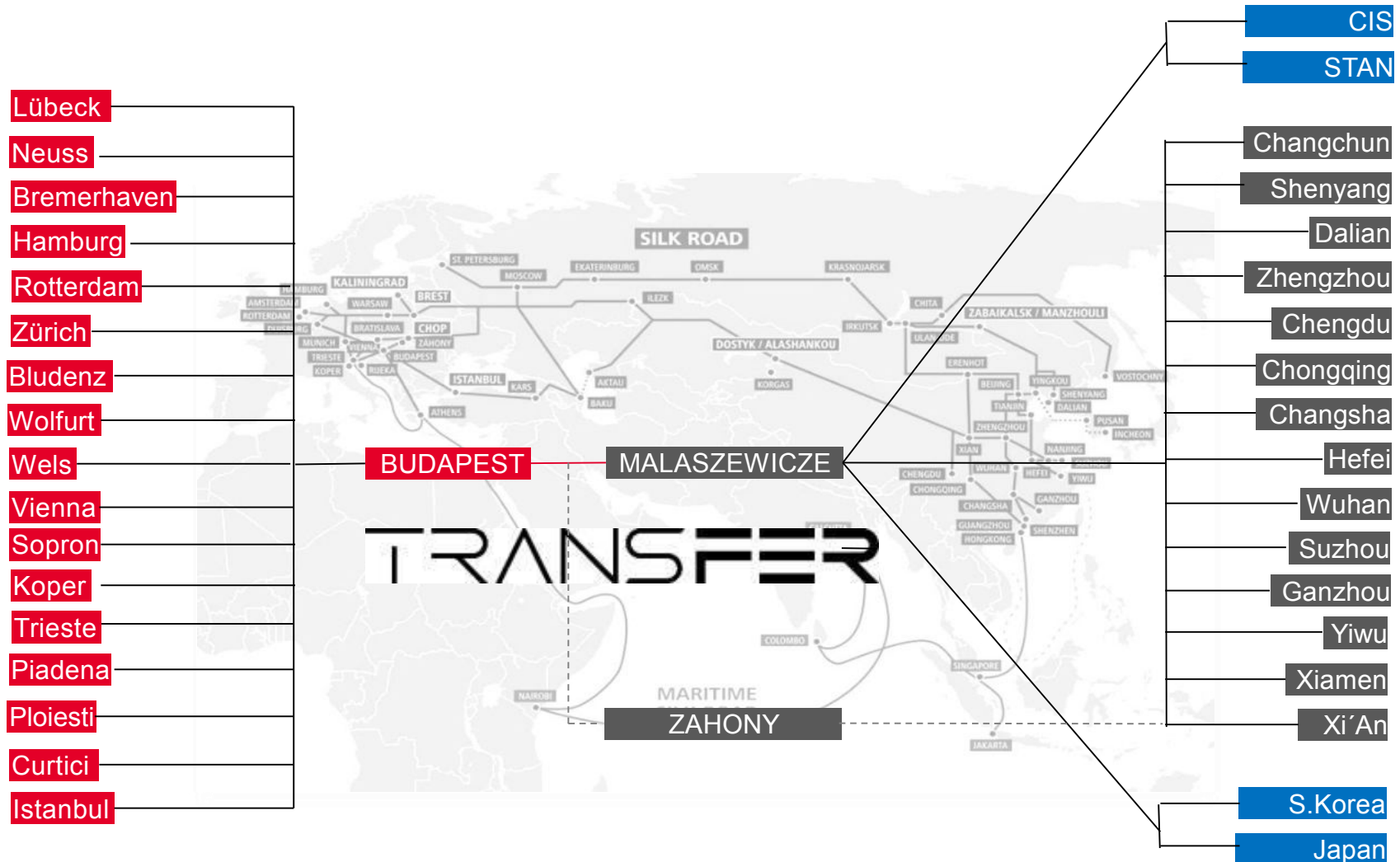
Rail Cargo Group | Strong growth on all Europe - China corridors



Highly linked | comprehensive ent-to-end logistics



China-Europe | Our main Eurasian service is via Malaszewicze and Zahony to Budapest, which is our main gateway to CEE



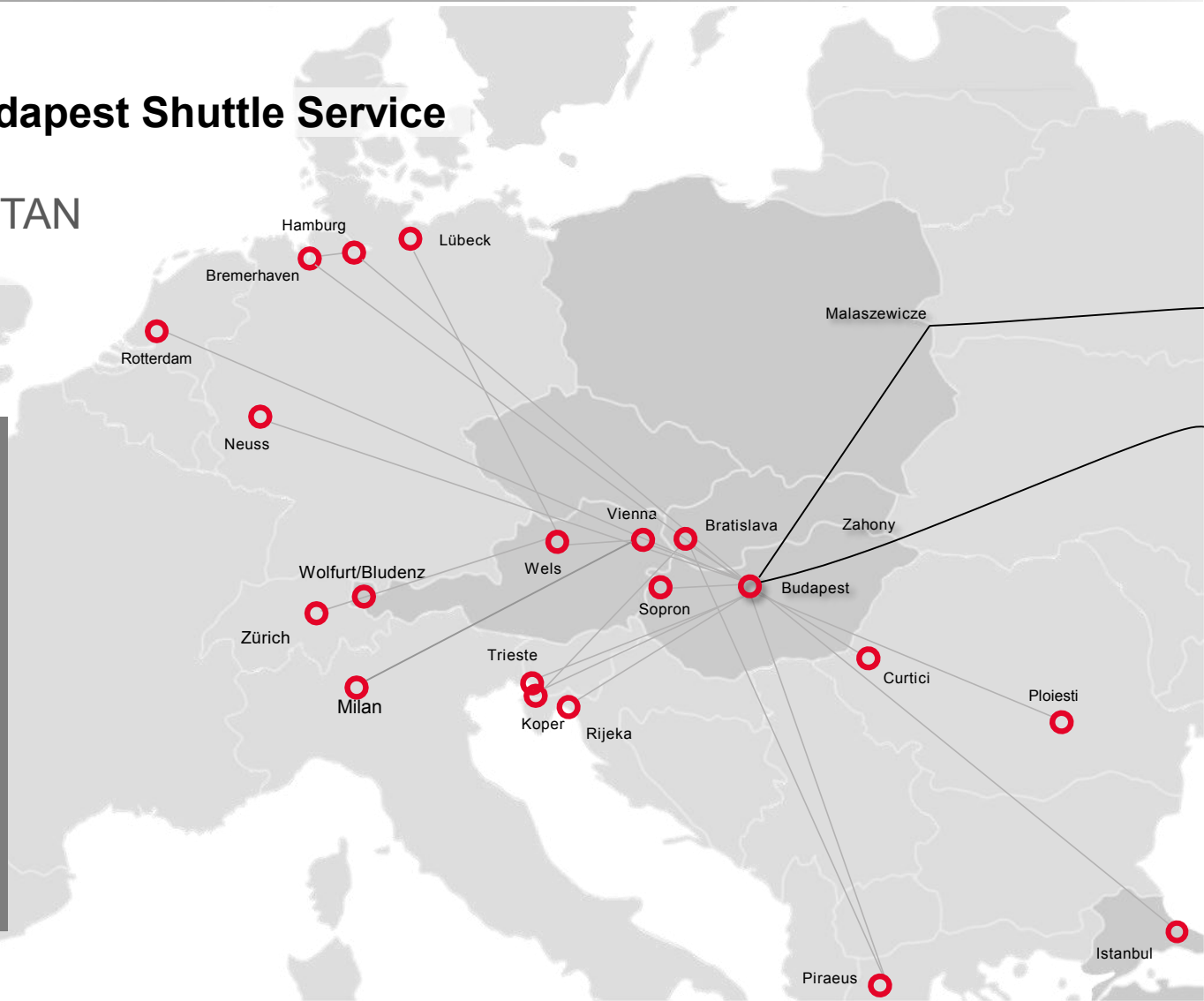
TransNET | Main aim of our strategy is to connect the CN container flows into our European network via Budapest

■ New Malaszewicze – Budapest Shuttle Service

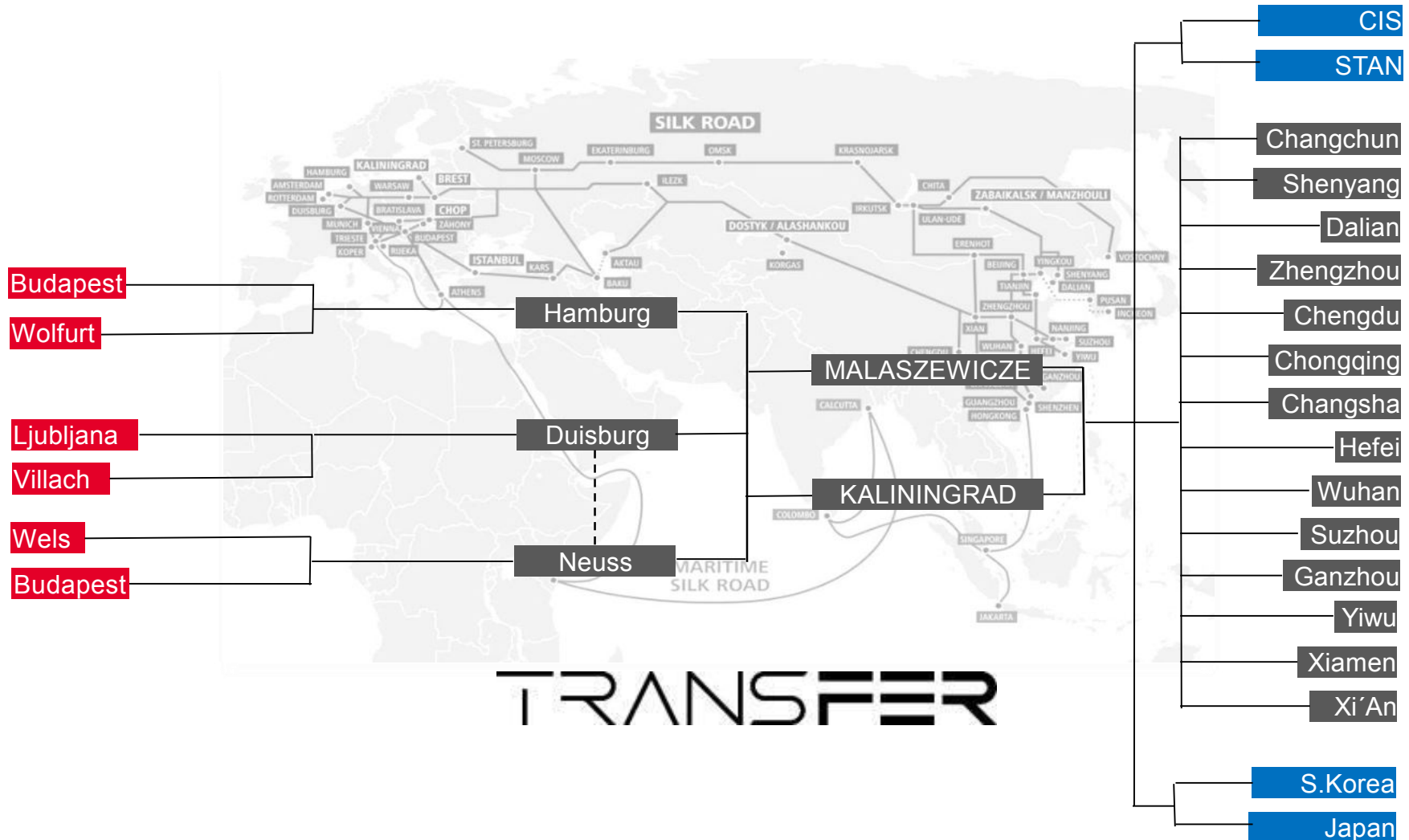
- Connection to China
- Connection to CIS / STAN
- Continental Links

FROM / TO BUDAPEST

Terminal	Transit time	Frequency
Wels	1 day	3x/week
Neuss	3 day	4x/week
Hamburg	2 day	5x/week
Bremerhaven	2 day	3x/week
Lübeck	3 day	2x/week
Rotterdam	3 day	2x/week
Koper	1 Tag	7x/week
Istanbul	4 day	5x/week
Zürich	12 hours	1x/week
Ploiesti	2 days	1x/week



Additional solution | Our intermodal transportation is also going via Kaliningrad to Germany



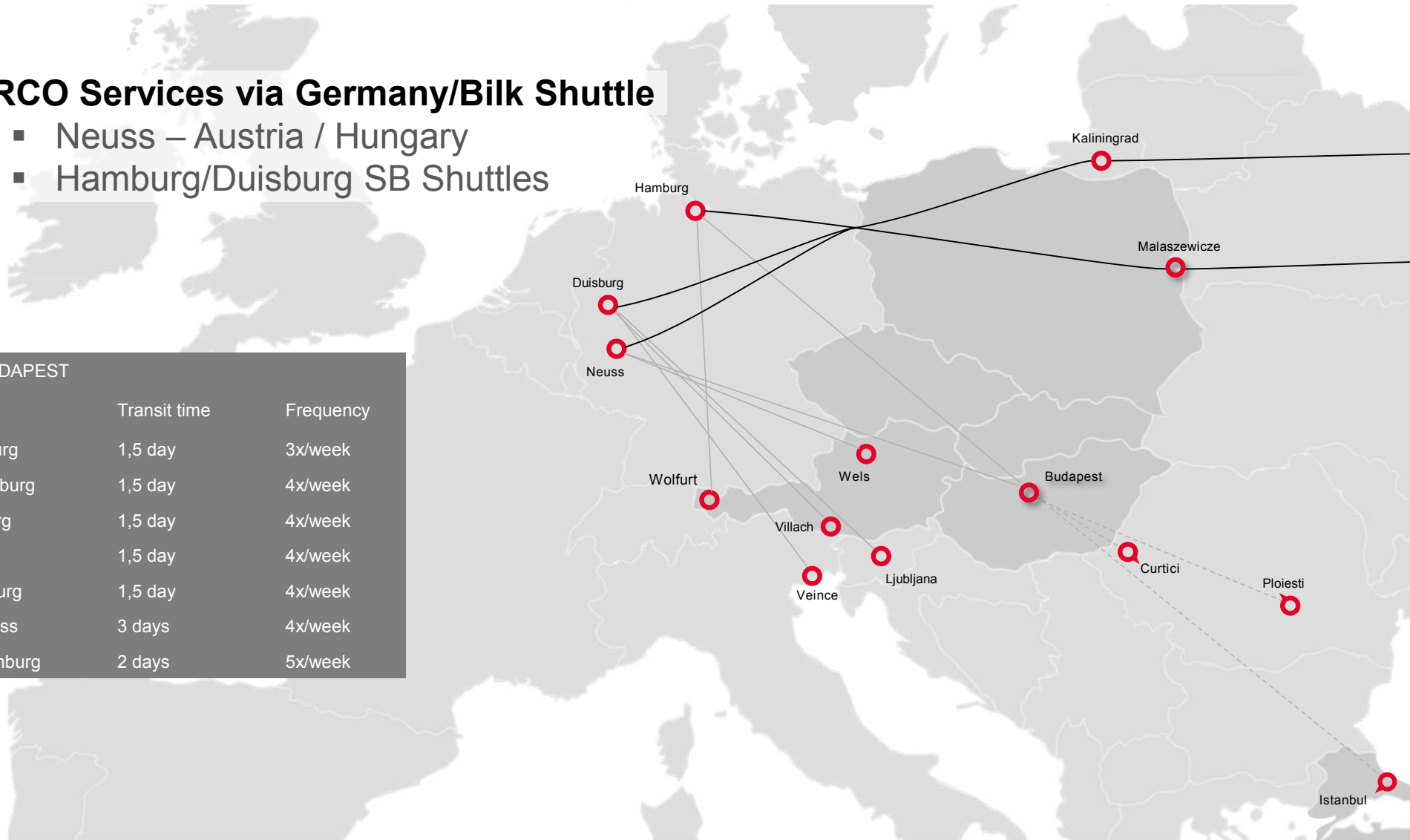
Additional solution | ..to further connect our network via Hamburg, Duisburg and Neuss

■ RCO Services via Germany/Bilk Shuttle

- Neuss – Austria / Hungary
- Hamburg/Duisburg SB Shuttles

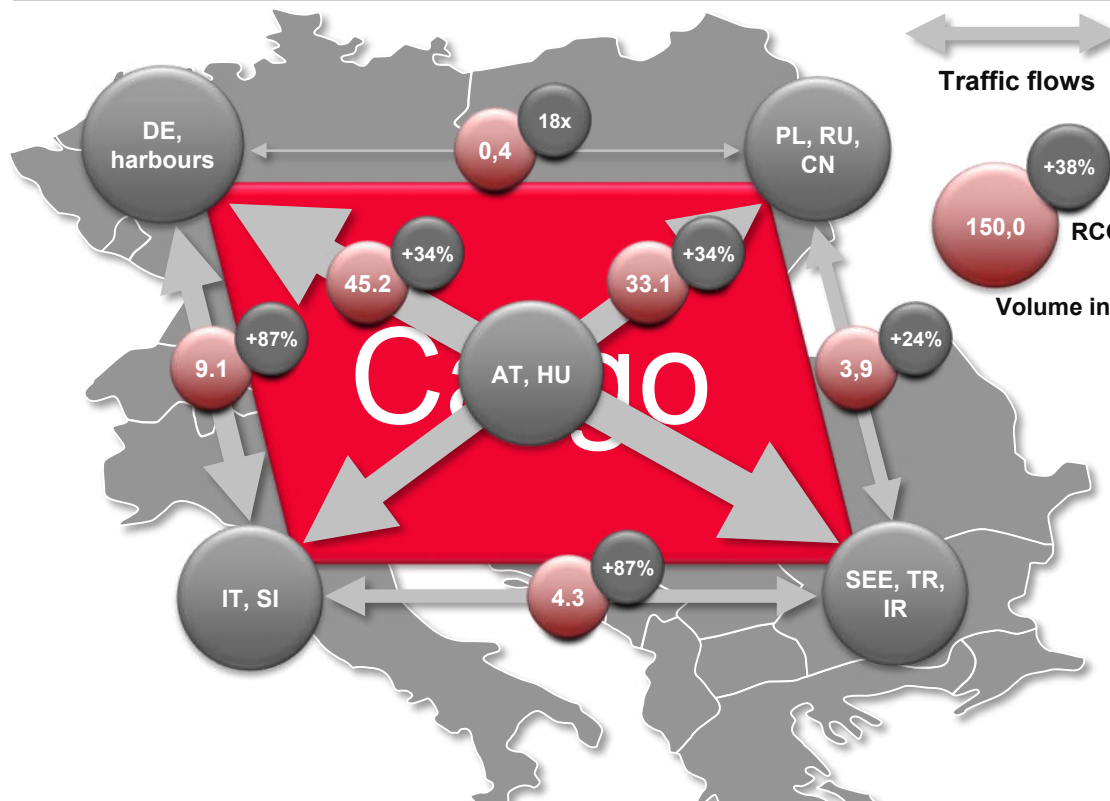
FROM / TO BUDAPEST

Terminal	Transit time	Frequency
Venice - Duisburg	1,5 day	3x/week
Ljubljana - Duisburg	1,5 day	4x/week
Villach -Duisburg	1,5 day	4x/week
Wels - Neuss	1,5 day	4x/week
Wolfurt - Hamburg	1,5 day	4x/week
Budapest - Neuss	3 days	4x/week
Budapest - Hamburg	2 days	5x/week

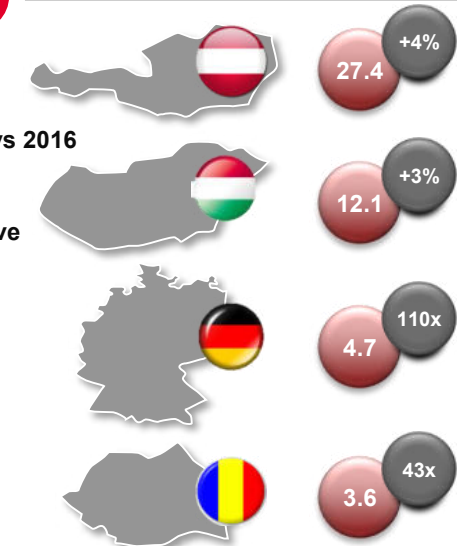


Strategy | Internationalisation is our driver

International corridors



Relevant national markets



Other markets



- 150 mn tons per year realistic potential identified
- Growth of ~30% on the main corridors transiting AT & HU
- Developing Brenner axis and IT-SEE, DE-TK und IT/SI-PL connections



We care for you