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INTERNATIONAL TRANSPORT  
AND LOGISTICS CONFERENCE

**PRO//MOTION.WEST**

Kalinigrad, September 17th – 18th 2019



# Facts & Figures ARS Altmann AG

1,000

Employees

20

International logistics centres

4

Million m<sup>2</sup> total area

3.75

Million transported vehicles p. a.

3,000

Wagons

350

Million € turnover

650

Special trucks

# Our clients: selection of partners

**AVIS**



DAIMLER



DeTeFleetServices  
Deutsche Telekom Gruppe



MASSEY FERGUSON

TESLA

FCA  
FIAT CHRYSLER AUTOMOBILES

**Hertz**



HYUNDAI  
GLOVIS



**IVECO**



**MAHAG**



**SIXT**

**ARS**  
ALTMANN





**EGO 427**

## Facts & Figures Road

650

Special trucks

8

Truck Fleets

1.4

Million transported vehicles p. a.

**ALTMANN**



## Facts & Figures Compounds

4 Million m<sup>2</sup> total area

7 International offices

13 National bases

750,000 Vehicles handled p. a.





## Facts & Figures Rail

|       |                                    |
|-------|------------------------------------|
| 700   | Covered wagons G1 profile          |
| 400   | Covered wagons G2 profile          |
| 1,750 | Open double-deck wagons            |
| 150   | Open flat wagons                   |
| 1.6   | Million transported vehicles p. a. |





**Open wagons**



# Technical Data

## Laaers 560.1

|            |                |                   |
|------------|----------------|-------------------|
| Upper Deck | Loading Length | Max. Cargo Weight |
| Lower Deck | 30.550 mm      | 18.000 kg         |
|            | 30.070 mm      | 18.000 kg         |





# Covered wagons



# Technical Data

## Hccrrs 5.860

|            | Loading Length | Max. Cargo Weight |
|------------|----------------|-------------------|
| Upper Deck | 25.500 mm      | 12.000 kg         |
| Lower Deck | 25.450 mm      | 12.000 kg         |







**ATC**  
AUTOMOTIVE  
LOGISTICS

# Hub Kalinigrad – Eurasia's intersection

connecting Europe with Russia and China

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# Main Strategy Approaches ATC



## Regional Hub for the Kaliningrad region

specialized on Finished Vehicle Logistics including PDI-Infrastructure



## Gateway to Russian market

approachable by truck and European as well as Russian Railways



## Silk way Intersection

between Asia and Europe including customs bounded area

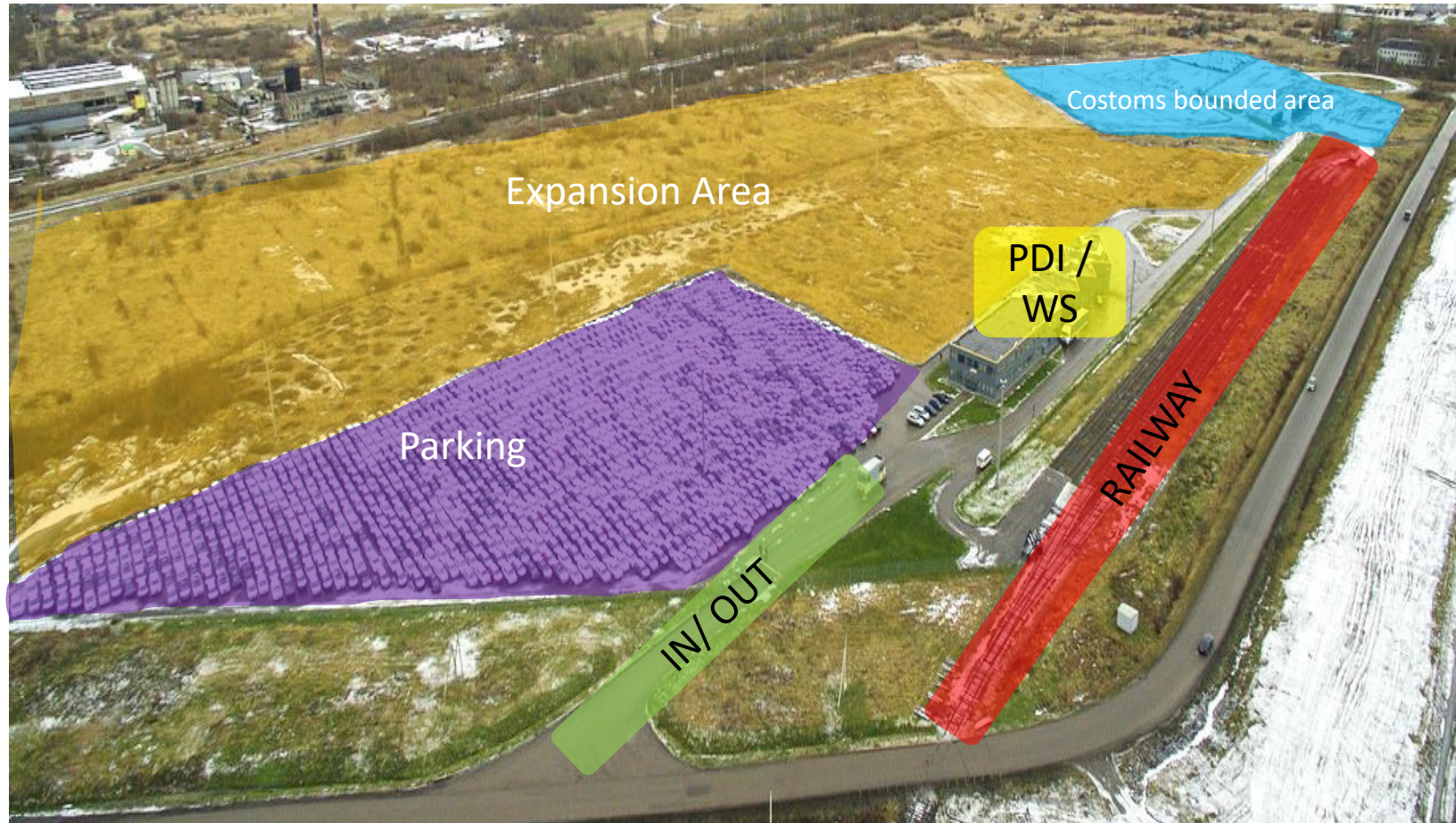


# Our compound: facts & figures

- Founded in 2005
- Central location within the Kaliningrad region
- Size: 250.000 m<sup>2</sup>
- Storage capacity: 4000 cars, plus option for further 5,000 vehicles
- Customs area with a storage capacity for 600 cars warehouse
- European & Russian Railway connection
- Re-gauging possible
- Fenced and secured, including 24/7 monitoring system
- Compound divided into: Loading and unloading areas, storage yard, bounded warehouse, workshop & warehouse facility
- Expansion area (greenfield) of 13 ha
- The surrounding terminal area is free from polluted industry

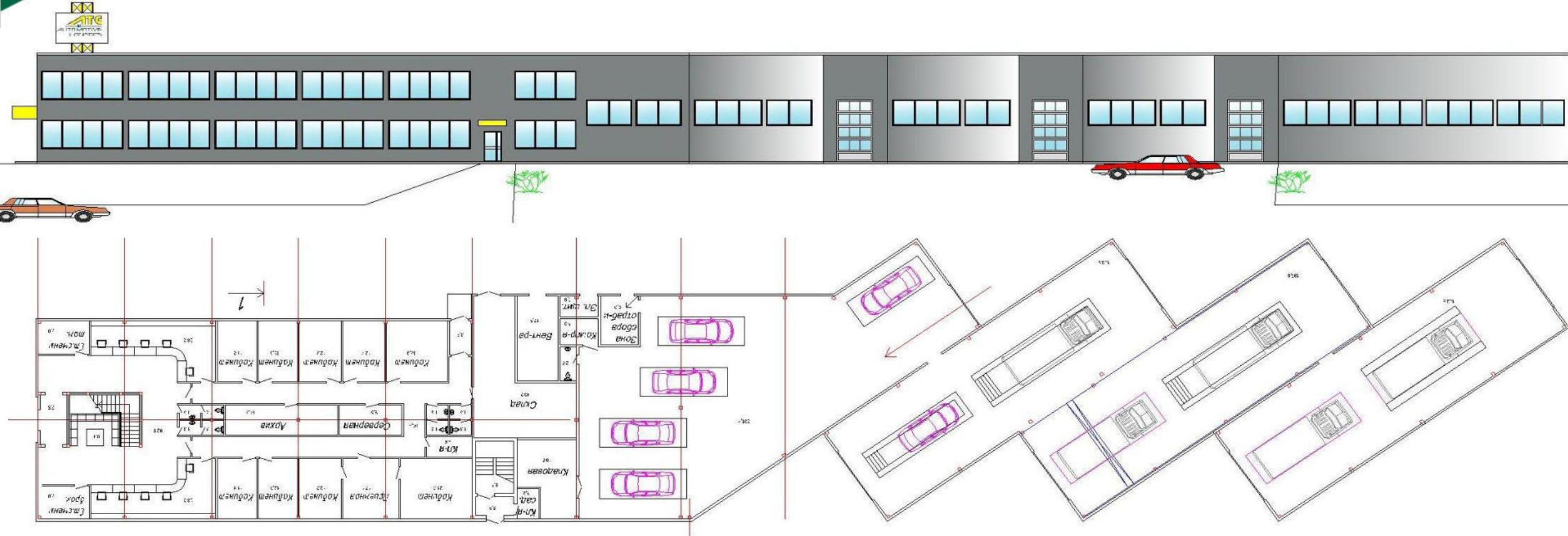


# Our compound: structure





# Our compound: PDI, Workshop, Offices



**Technical infrastructure** includes: 325 m<sup>2</sup> PDI; 360 m<sup>2</sup> Workshop; 175 m<sup>2</sup> washing facilities

**Office space:** 700 m<sup>2</sup>



# Concepts for Russia & Kaliningrad



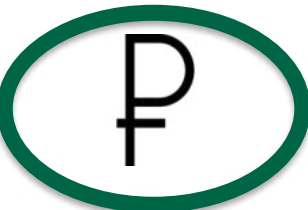
Stable and appreciating Rubel



Growing import numbers of finished vehicles into Russia



Prospect of Termination of Western Sanctions



Steady Investments in Energy and Military Infrastructure i.a. increase the purchasing power in the Kaliningrad oblast



- Consolidation point for Imports from Europe to distribute within Kaliningrad and to import into Russia (luxury brands)
- HUB for Imports from China (electric vehicles)
- Specific Services provided: PDI and Refurbishment
- Development of a local distribution fleet
- Expansion of the existing compound
- Increase in personnel

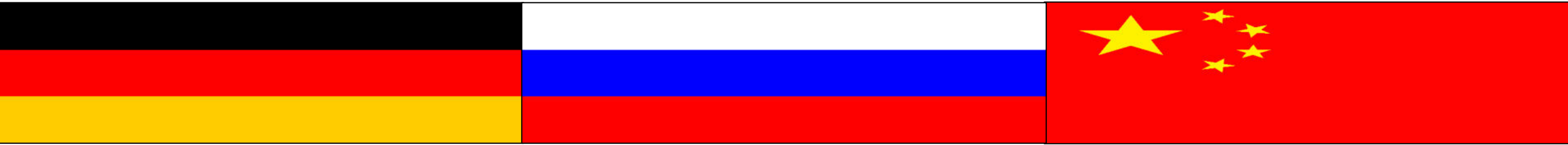
# Common rail approach for Kaliningrad & Russia





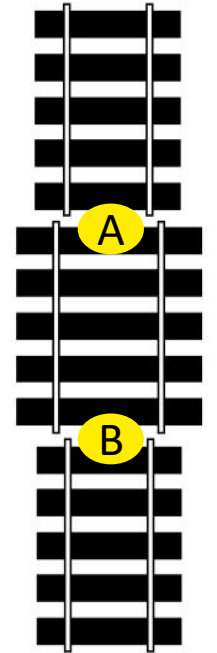
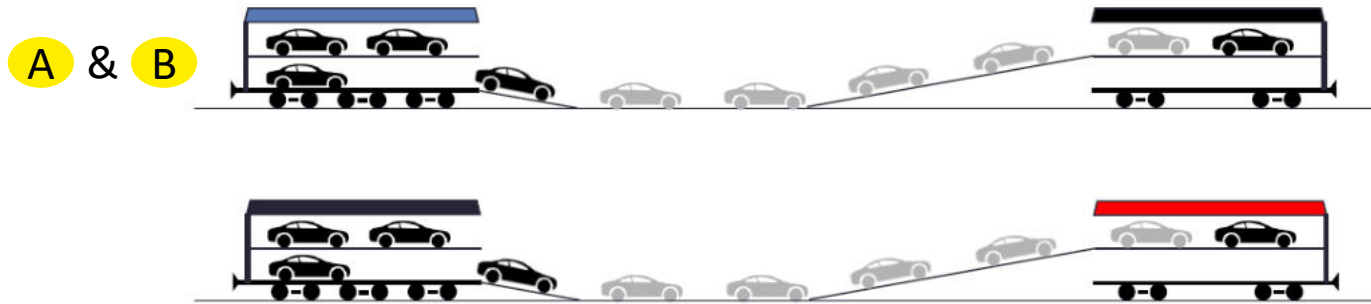


# Rail approach for the new Silk Road



# Logistics concept at a glance

|                                 |                                       |          |         |
|---------------------------------|---------------------------------------|----------|---------|
| Central Europe => Chernyakhovsk |                                       | 1250 km  | 2 days  |
| TransitionPoint <b>A</b>        | Chernyakhovsk (ARS Comound) => Horgos | 5991 km  | 11 days |
| TransitionPoint <b>B</b>        | Horgos => Central China               | 3800 km  | 5 days  |
|                                 |                                       | 11041 km | 18 days |





# Advantages and Opportunities

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|  |  |
|--|--|
| <b>Faster</b>  | Up to twice as fast (compared to sea freight)  |
| <b>More flexible</b>   | Innumerable stations vs. Limited number of harbours  |
| <b>Cleaner</b>   | Emissions free transport vs. Harmful heavy fuel (possibly banned from major European cities) |
| <b>More efficient</b>  | Loading factor up to twice as high (compared to container)                                   |
| <b>More prestigious</b>  | Taking on a pioneer role in one of most important infrastructure projects of all times       |
| <b>Our door to door concept offers a holistic approach which can complement the existing sea freights in a safer and less damage prone way</b> |  |





# Discussion Points

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## Tariff policy and barriers of trade

### Harmonization of discrepancies

#### Documentation

analog vs. digital => Standardized, digital document folder

#### Freight Documents

CIM vs. SMGS => CIM-SMGS

#### Sealing

No sealing vs. Mandatory sealing => optional sealing

#### Gauges

1435 mm vs. 1520 mm => Investments in material and/or infrastructure





# Thank you for your attention!

## **ARS Altmann AG Automobillogistik**

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## **Chairman of the board Dr. Maximilian Altmann**

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Board members:  
Christoph Bahner  
Wolfgang Ketterle  
Frank Lehner

Chairman of the supervisory board:  
Manfred Schlierf

## **Company headquarters**

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85283 Wolnzach  
Registration court:  
Wolnzach  
Ingolstadt HRB 179922  
Sales tax identification  
number:  
DE 128583733

