



Business development through RFC services

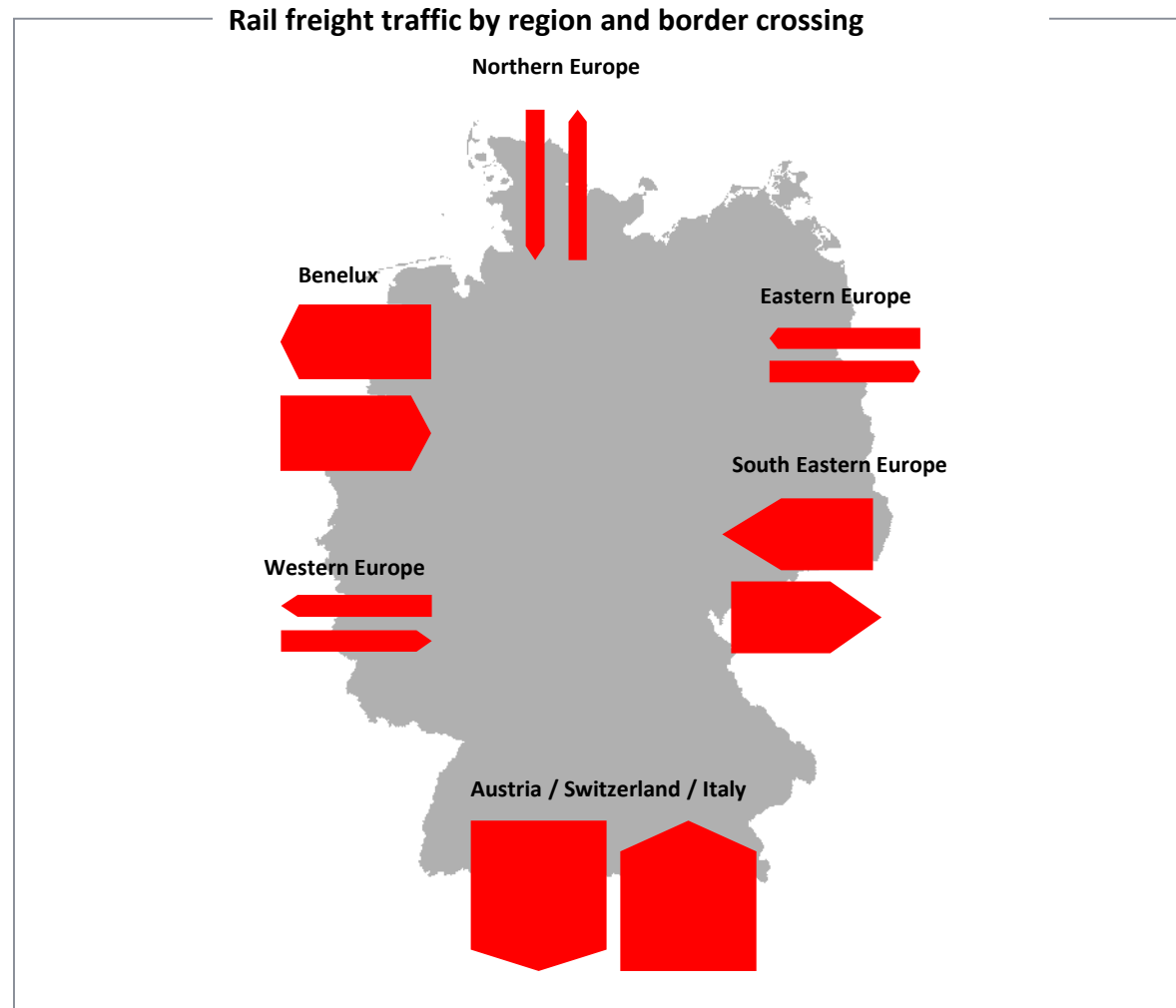
RFCs have opened up new perspectives – From national IM to the central puzzle piece in Europe



RFCs according to Regulation 913/2010

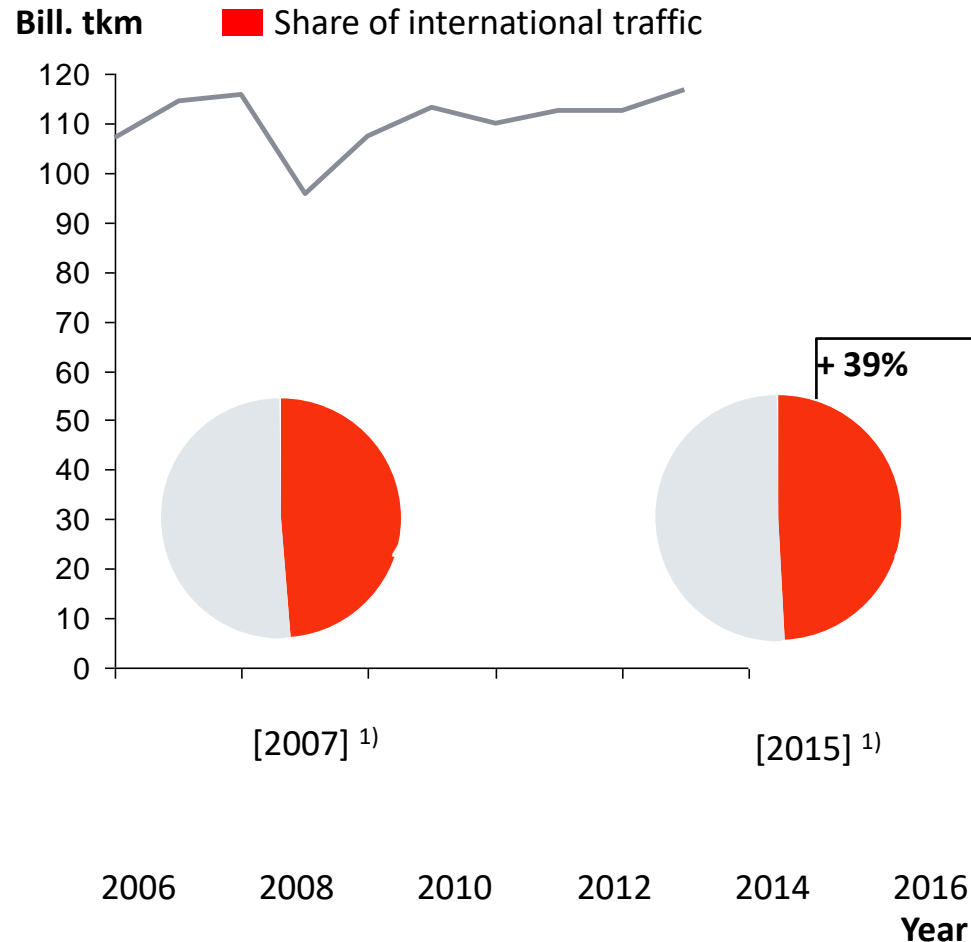
-  Rhine – Alpine
-  North Sea – Mediterranean
-  Scandinavian – Mediterranean
-  Atlantic
-  Baltic – Adriatic
-  Mediterranean
-  Orient/East – Med
-  North Sea – Baltic
-  Rhine – Danube

International rail freight traffic breaks over some main border crossings into the German network



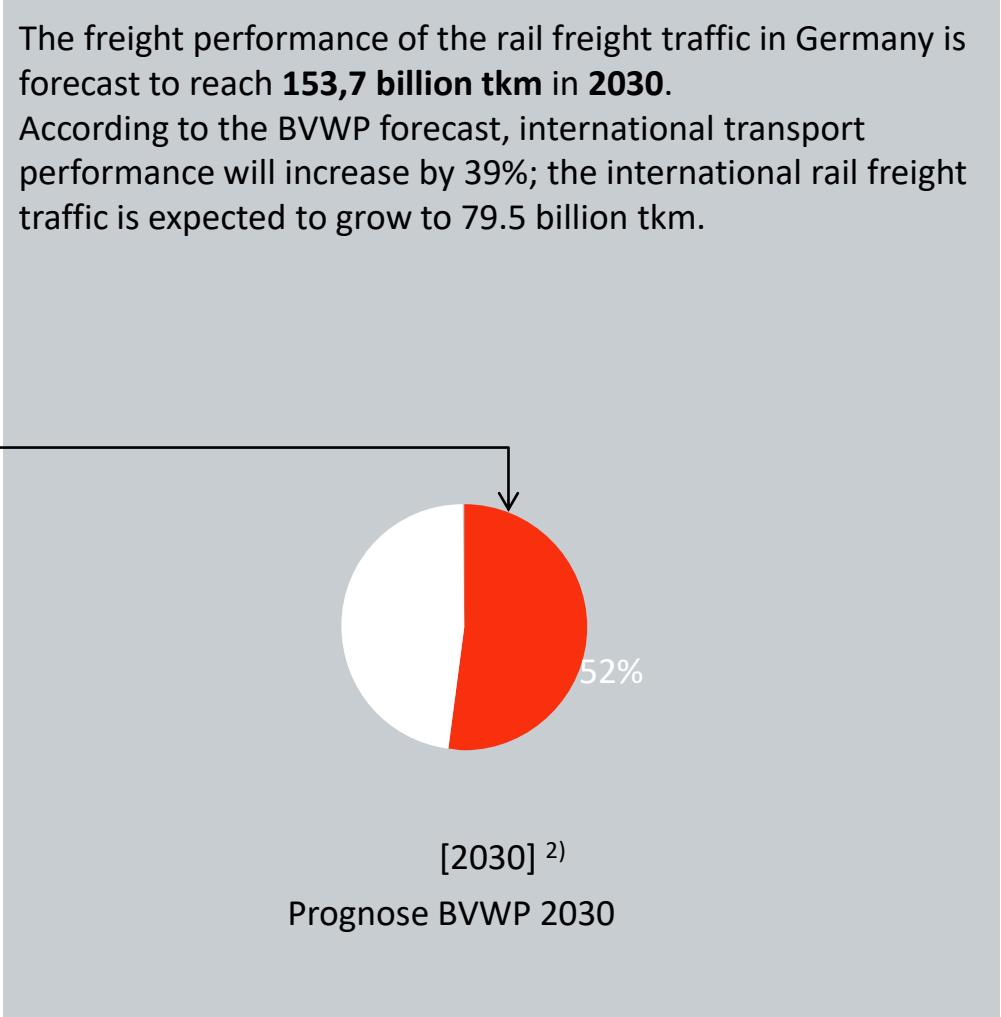
The importance of the international rail freight traffic will continue to increase in the future

Half of rail freight traffic in Germany is already international ¹⁾



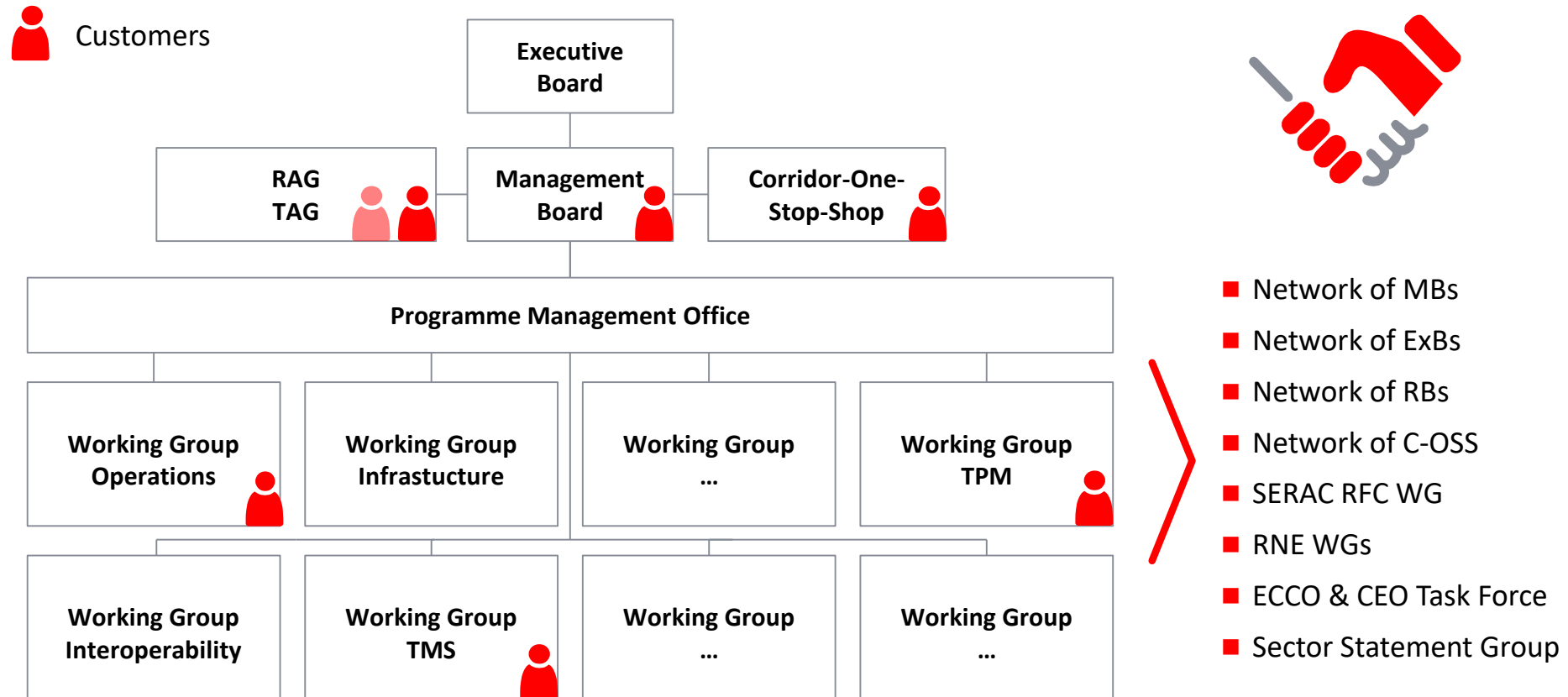
The freight performance of the rail freight traffic in Germany is forecast to reach **153,7 billion tkm** in **2030**.

According to the BVWP forecast, international transport performance will increase by 39%; the international rail freight traffic is expected to grow to 79.5 billion tkm.



Sources: 1) BMVI, Verkehr in Zahlen 2017/2016;
2) Verkehrsverflechtungsprognose 2030

RFCs as platform for cooperation for the sector to react to market needs and to benefit as sector from the growth



The RFCs provide different opportunities for partners and stakeholders to get involved

	<i>RAG/TAG Meetings</i>	<i>Bilateral Working Groups</i>	<i>Multilateral Working Groups (Brenner Platform)</i>
Goal of cooperative scheme	<ul style="list-style-type: none"> Information about work and progress on the RFCs as well as its strategic focus Presentation of the results of the working groups 	<ul style="list-style-type: none"> Cooperation on operative cross-border issues Removal of barriers at borders in order to improve train performance 	<ul style="list-style-type: none"> Comprehensive coordination and cooperation of rail freight traffic in a crucial section of RFC ScanMed Removal of barriers
Stakeholders and partners	<ul style="list-style-type: none"> All partner IMs on the RFC Railway Undertakings Terminal Operators 	<ul style="list-style-type: none"> Partner IMs (bilateral) Railway Undertakings 	<ul style="list-style-type: none"> Partner IMs (trilateral) Railway Undertakings Terminal Operators
Mode of stakeholder participation	<ul style="list-style-type: none"> Customers are informed about new developments on RFCs and can give feedback 	<ul style="list-style-type: none"> RUs play an active role in the problem-solving process with the IMs 	<ul style="list-style-type: none"> RUs play an active role in the problem-solving process with the IMs



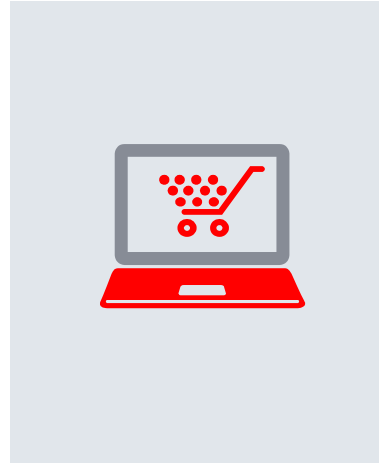
Besides the requirements from the Regulation the platform provides room for further developments

Capacity:

Simplified capacity access for international rail freight traffic via the RFC

Measures in 2019:

- Development of a new TTR-pilot on RFC ScanMed to better adjust capacity offers to market demands



TCR Coordination:

Temporary Capacity Restrictions are coordinated internationally

Measures in 2019:

- RFC Rhine-Alpine is piloting a new interactive TCR Tool in order to facilitate the overview of TCRs for the customers

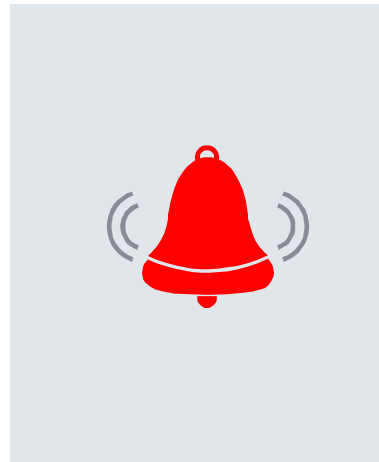


International Contingency Management:

In cooperation with RFCs, national IMs prepare for possible incidents with international effects

Measures in 2019:

- Development of customer-friendly re-routing scenarios for every corridor
- Simulations of international incidents to assess the validity of the processes outlined in the ICM Handbook



Bilateral cooperation:

Bilateral Working Groups are essential for the exchange and the improvement of operational processes between IMs

Measures in 2019:

- Set up of bilateral WGs for the border crossings Bad Bentheim, Bad Schandau and Frankfurt (Oder) in order to simplify border crossings

