Trends and developments when connecting sea and rail modes

Dr. Alberto Grisone
Director Network Development
More than 45 years of success on the market

Incorporation 1967

Share capital CHF 20 mio., over 100 shareholders
72% transport and logistics companies 28% railway companies

Locations Chiasso, Basel, Busto Arsizio, Oleggio, Piacenza, Singen, Köln, Duisburg, Rotterdam, Antwerpen, Taulov, Warsaw, Moscow

Employees 418

Traffic 2013 100 trains daily
656,877 road consignments – 11.8 million net tonnes

Financial data Turnover CHF 454.5 million (EUR 377.1 million)
2012 Cash flow CHF 48.1 million (EUR 39.9 million)
Business model: independent and neutral

Combined transport from terminal to terminal with own railcars, IT management and free choice of rail partners

Local distribution provided by customers

Traction: external railway companies
Rail infrastructure: national monopolies
Own resources, strong market position

Rolling stock

- 4,967 rail platforms,
- 11 main-line and/or shunting locomotive

Terminal management

- Busto Arsizio-Gallarate, Novara, Ralpin, Piacenza, Aarau, Basel, Chiasso, Lugano, Vedeffio, Singen, Antwerp

Information technology Traction

- Goal, integrated software for transport
- Cesar, customer information system
- Ediges, XML data exchange system

- Collaboration with numerous partners
- Integrated traction responsibility
## Rolling stock maintenance in Busto Arsizio

<table>
<thead>
<tr>
<th></th>
<th>Workshop</th>
<th>Wheelset refurbishing center</th>
</tr>
</thead>
<tbody>
<tr>
<td>Opening I</td>
<td>June 1, 2010</td>
<td>September 1, 2012</td>
</tr>
<tr>
<td>Area</td>
<td>20,000 sqm</td>
<td>9,000 sqm</td>
</tr>
<tr>
<td>Activity</td>
<td>Repair and preventive maintenance of medium level</td>
<td>Wheelset reconditioning and non-destructive testing</td>
</tr>
<tr>
<td>Investment</td>
<td>EUR 7.5 million</td>
<td>EUR 8 million</td>
</tr>
<tr>
<td>Operator</td>
<td>COSMEF</td>
<td>COSMEF</td>
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<tr>
<td>Max. output</td>
<td>30 wagons per day</td>
<td>45 wheelsets per work shift</td>
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</tbody>
</table>
A powerful network
From the Atlantic to the Pacific from North to South through the Alps

➔ 100 trains a day
➔ 656,877 road consignments
➔ 11.8 million net tons
East-West European Network
Our future – new infrastructures
Productivity increase and enhancement of the competitiveness of CT against road!

Railway Infrastructure
- Longer trains: from 550 to 750 m
- Shorter block intervals: more trains, better use of the network capacity

- Real competition in transportation markets
- Fair conditions of competition between road and rail

Rolling stock
- Higher payload: axle load from 22.5 to 25 t

Traction
- Opening of the market: give free hand to competition

- Harmonization of rules to grant a real interoperability and international rail transport development
Success factor: enlargement of the infrastructure

Today  weak innovation of the railway network
2017  Gothard basis tunnel
TEN-T: opportunity for the railway

Requirements for freight:
- 750 m train length
- Profile P400
- 100 km/h
- 22,5 tonnes/axis
- Double-track to 2050
The usage of new railway infrastructures and the readiness for new ones

- Oresund bridge
- Betuwe route
- Rail Balyca
- Alptransit
- Mont Cenis
- Perthus Tunnel
- Vienna-Rus 1520
Thank you for your attention.