

Growing intermodal traffic in CEEC countries
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The way forward

The view from a private railway company

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Agenda

- 1. Introduction to ERS Railways**
- 2. Infrastructure challenges**
- 3. Matching the customers' needs**
- 4. The way forward**

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ERS Railways:



- Is a private railway company established in 1994
- Specializes in combined intermodal transport
- Has a European network of direct shuttle trains
- Offers customers dynamic, cost competitive and sustainable green transport modalities

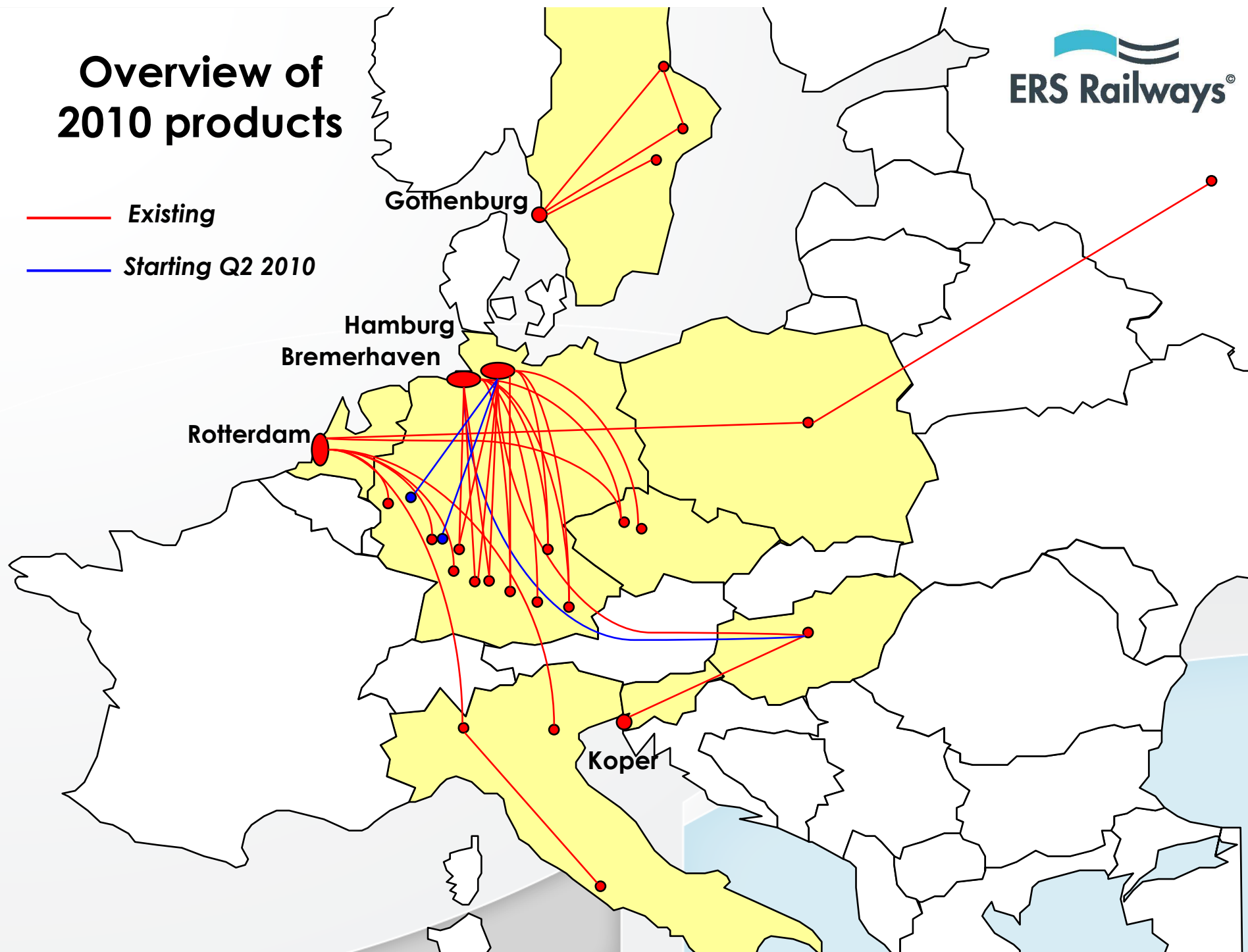


Overview of 2010 products



— Existing

— Starting Q2 2010



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Infrastructure challenges

- **Accessibility**
- **Quality**
- **Reliability**
- **Interoperability**



Example: the Koper-Budapest corridor

- Partly single-tracked
- Electrification works
- Limited interoperability



Infrastructure costs

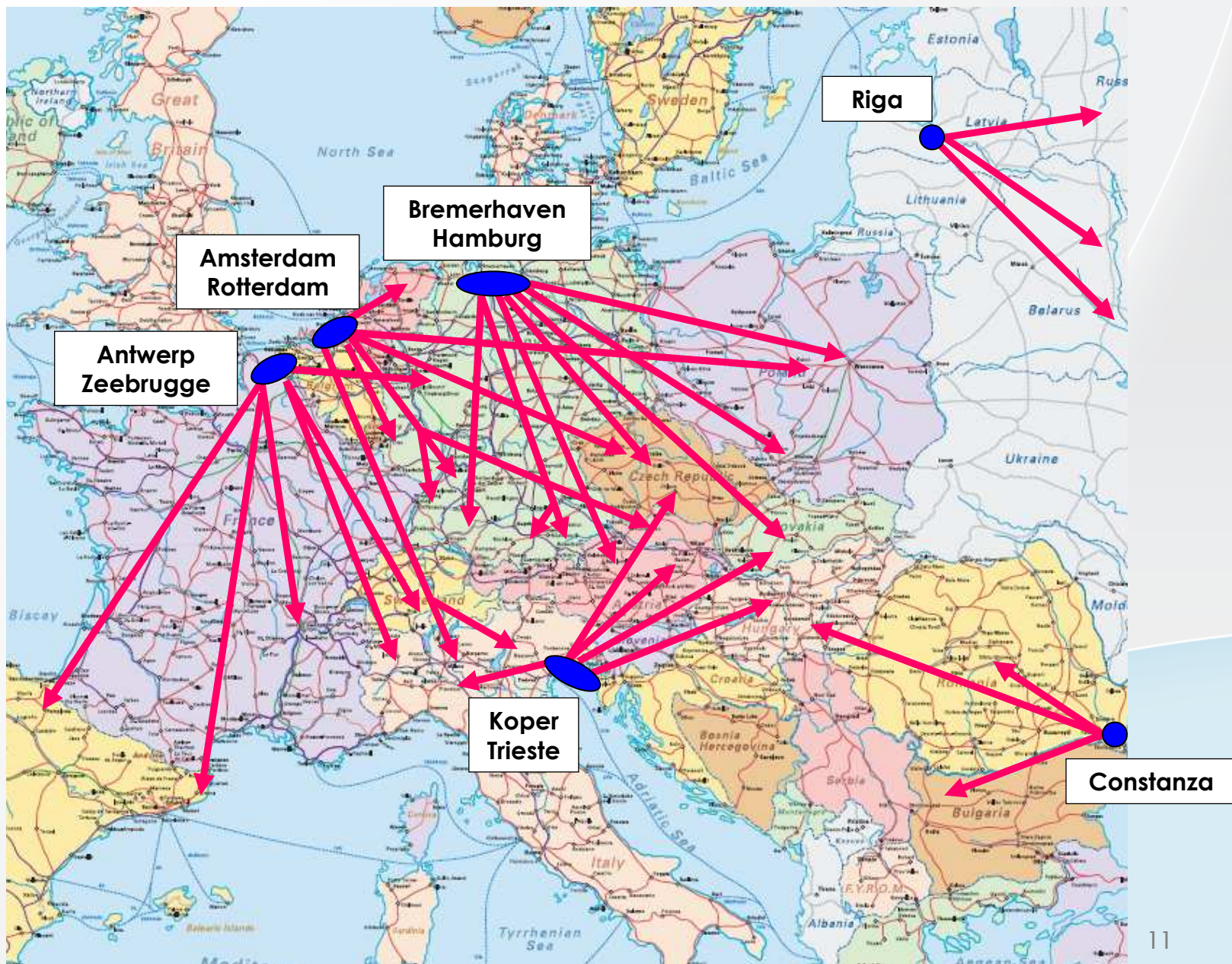
- **High infrastructure costs in Slovakia**
- **Costs do not always match the quality of the infrastructure**
- **Improvement of the rail networks is needed, but infrastructure charges must remain reasonable**



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Intermodal business in the Europe market



Customers' needs

- Competitive pricing
- Cargo security
- Door-to-door services
- Fast transit time
- Reliability



Environmental sensitivity

- CO2 emissions
- Interest of manufacturers for rail
- But key point is to offer cheaper all-in prices than the current setups.



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Expectations for the future

- Development of rail infrastructure
- Encourage cooperation between actors of intermodal transport to offer a real alternative to all-truck solutions
- Think “services”



Expectations for the future

- **Encourage privatization and competition**
- **Opening of intermodal terminals to all operators**
- **Support EC initiatives to develop rail**



Thank you!



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