



Best Practices of Slovenian Railways in intermodal transportation

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Key facts of SŽ-Cargo



| Results | | 2006 | 2007 |
|------------------------------|--|-------|-------|
| Operating revenue (Mio EUR) | | 136 | 148 |
| Goods transported (Mio T) | | 18,8 | 19,3 |
| Work performed (Bio NTKm) | | 3,7 | 3,9 |
| Train performance (Mio TrKm) | | 7,8 | 8,0 |
| Avg. nr. of trains/day | | 203 | 206 |
| Resources | | 2006 | 2007 |
| Locomotives | | 142 | 142 |
| Wagons | | 3.995 | 4.075 |

At a glance

- SŽ-Cargo is the largest rail freight operator in Slovenia
- SŽ-Cargo is the largest exporter of services in Slovenia
- Positive business performance
- Growth of transport volume and revenues
- Increased productivity of resources

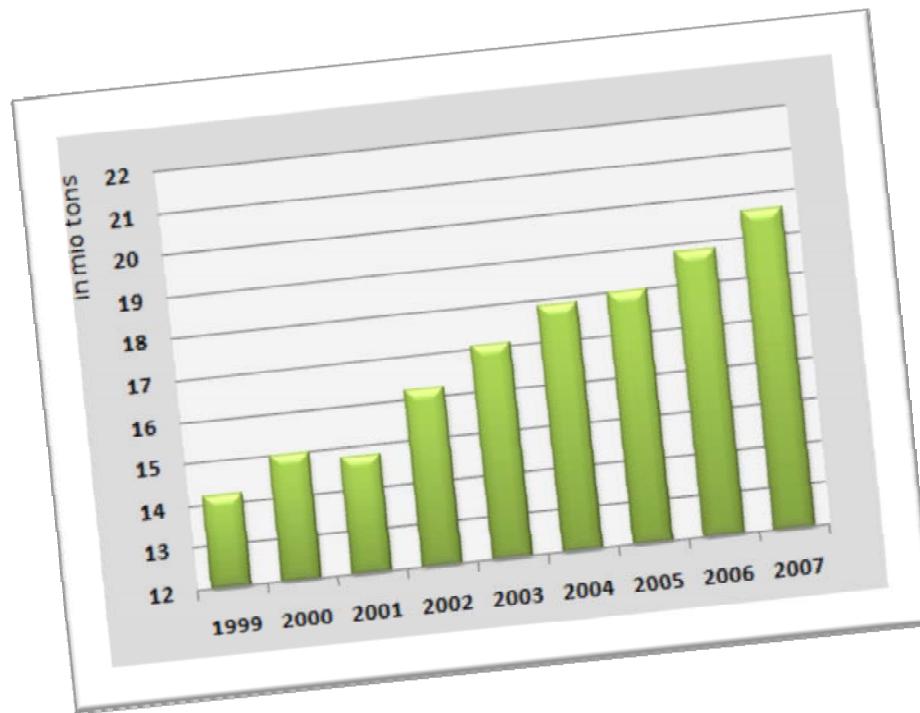


Key Strategic Elements of SŽ Cargo





Growing performance in freight traffic



Market development activities

- Positioning in key markets in SE Europe
- Developing an operative international sales network
- Developing new block train services
- Expanding the network of partner rail freight carriers in key markets



SŽ-Cargo is managing the traffic flows on two corridors



International scope of SŽ

- 93% of the traffic volume handled by Slovenian railways has its origin or destination in other countries
- 50% of the traffic volume cross Slovenia as transit traffic
- Managing the transit traffic is of vital importance for further growth of rail freight traffic



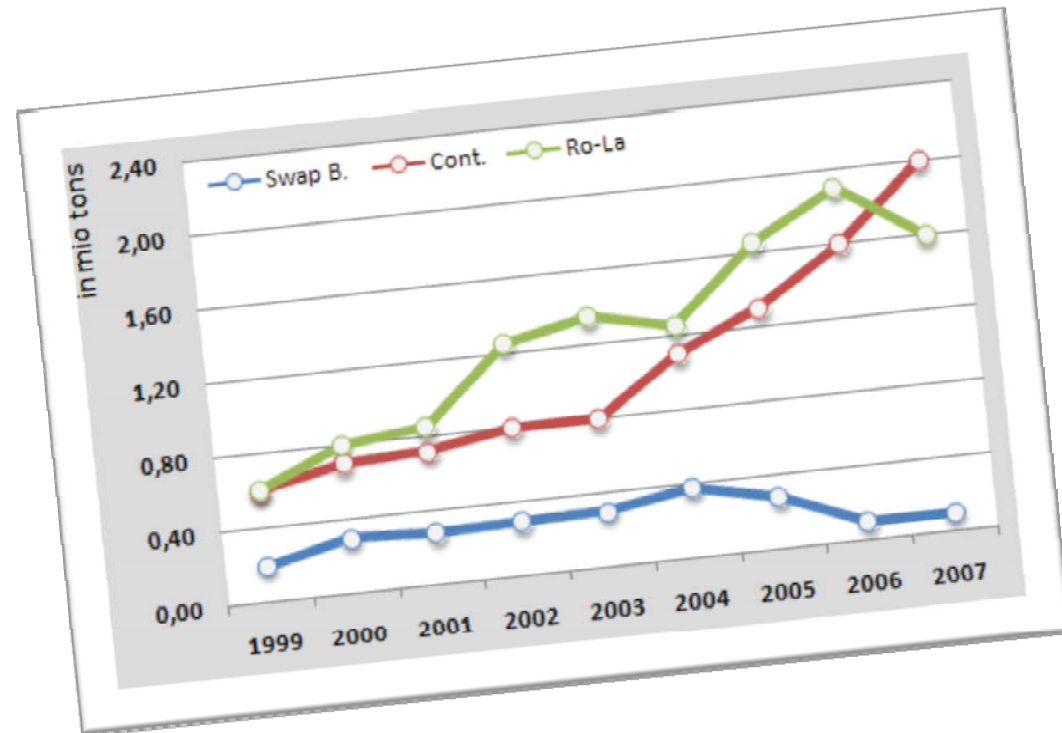


Growing importance of intermodal business



Intermodal = Growth

- Intermodal business is the fastest growing business of SŽ
- Share of the intermodal traffic (in tons) has increased from
 - 9 % (1999) to 19 % (2007)**
- Average annual growth rates achieved (2007/2002)
 - Ro-La 9 % p.a.**
 - Container 10 % p.a.**

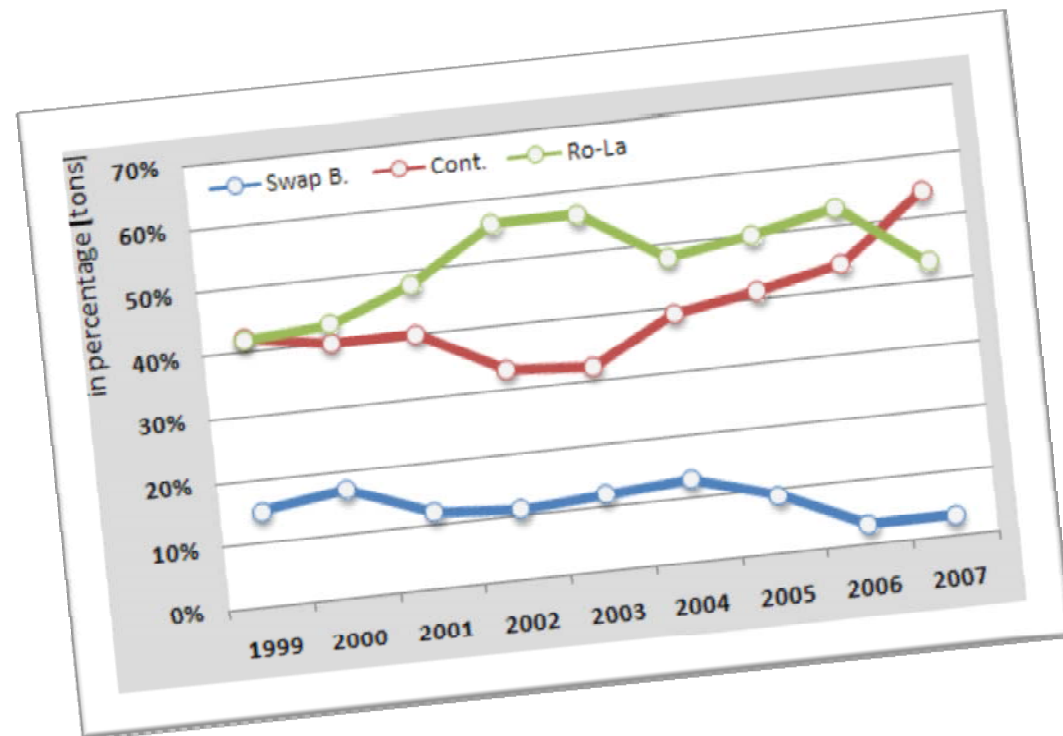




Ro-La and container segments drive the growth of the intermodal business

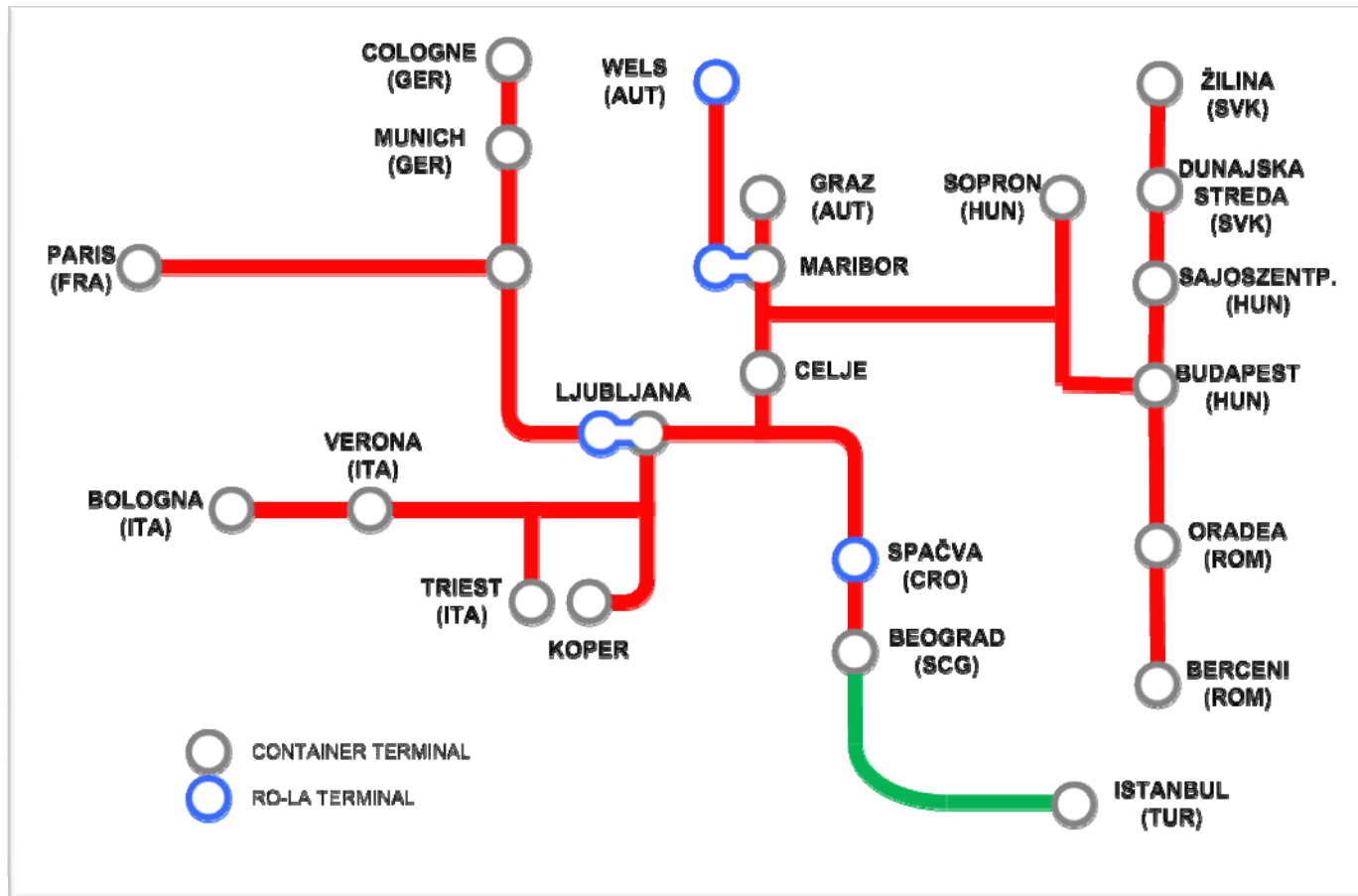
Ro-La vs. Container

- Share of the Ro-La business has fallen below the 50% mark
- Container traffic in Slovenia has been developing since 2002 impressively
- New connections in transit and inland traffic stimulate further growth of intermodal transportation





The intermodal network of Slovenian Railways





Reliable train services are a necessity for the development of intermodal transportation



Gateway Slovenia

- Intermodal shuttle and block train services
- Reliable, efficient and competitive service
- Venturing with intermodal operators
- Connection of the regional hubs in Italy, Germany, Hungary, Serbia and Turkey



SINGER Project Concept



Setting up is just a first step – how about optimizing?



Optimizing the network

- Reorganization of train services between Munich and Ljubljana



- Introducing shuttle train service between Koper and Ljubljana
- Introducing new train service between Ljubljana and Istanbul

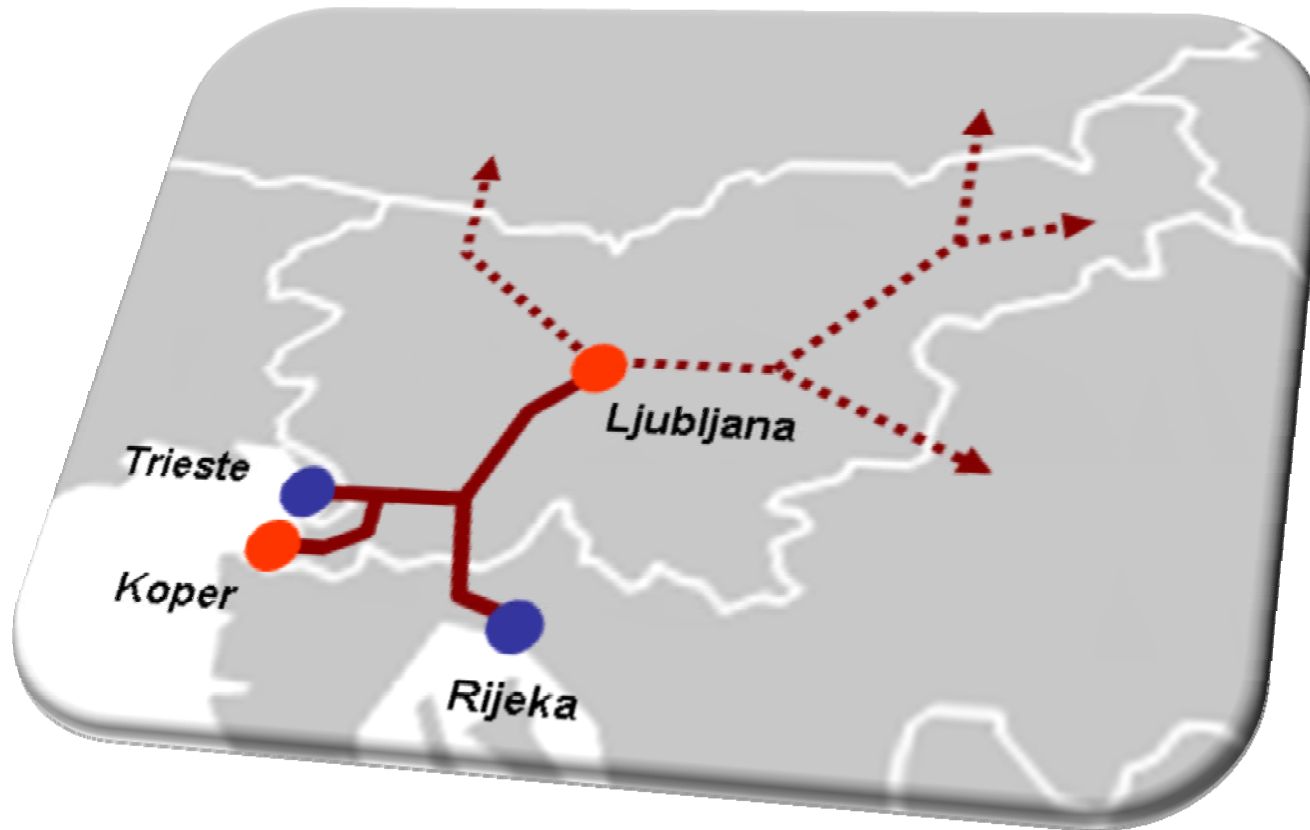


- Investments in the CT Terminal in Ljubljana





Preferred geographic position supports the organization of effective train operations





Central and Eastern Europe are key markets for port traffic

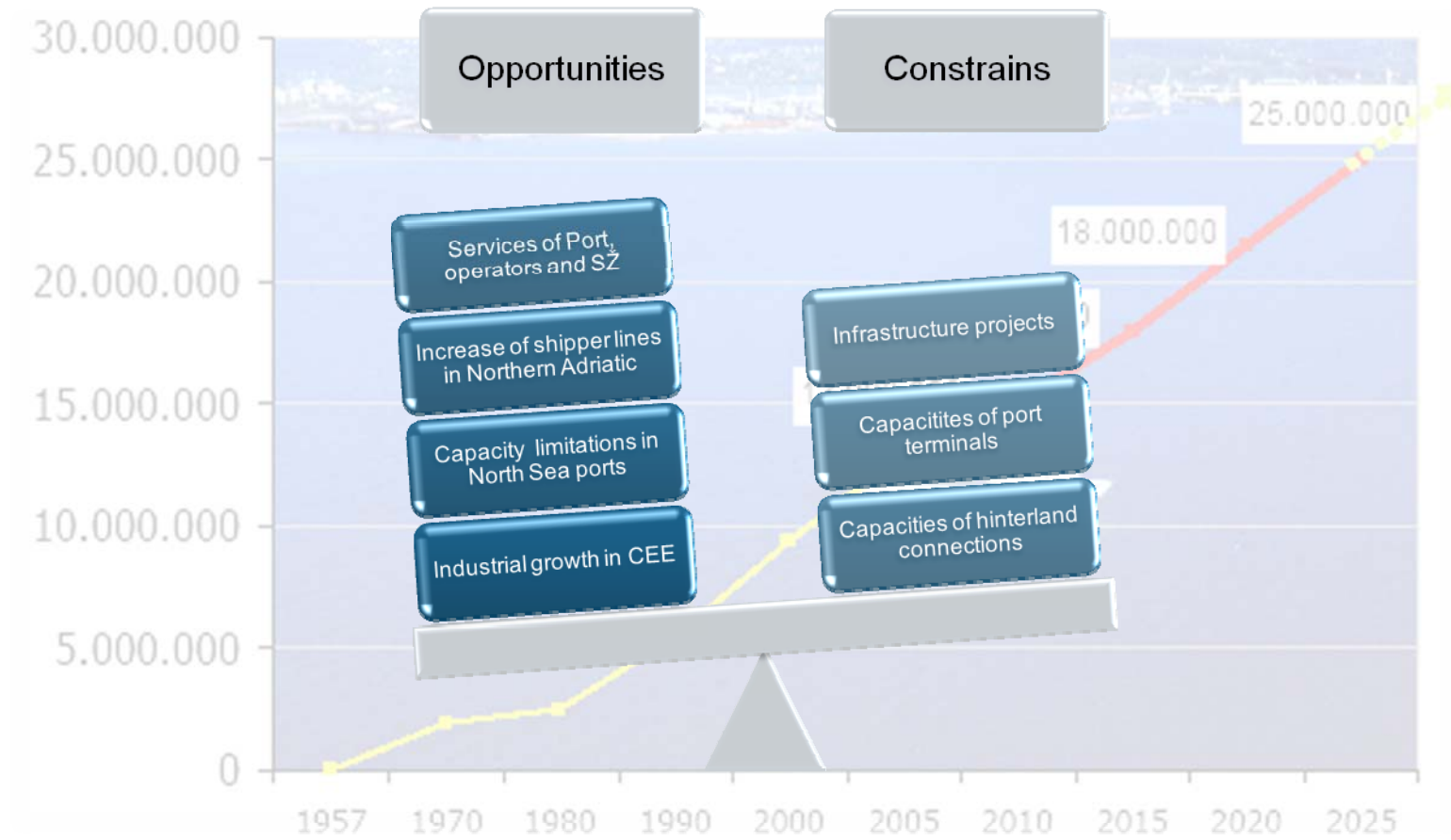


Port at a glance

- Regular train connections up to 35 trains/day from Koper and 28 trains to Koper
- 25% of all trains ▶ intermodal
66% of all trains ▶ company trains
55% of all trains ▶ direct international
- Share of rail traffic ▶ 60%
Share of rail container traffic ▶ 50%
- Additional services in hinterland terminals in Slovenia (Ljubljana)
- Market potential CEE



There are more opportunities than constraints for traffic to grow in Northern Adriatic










Increasing the reliability of train operations




Including the hinterland terminals in port traffic operation and expanding the network



Gateway Slovenia

-  ● Warehousing
-  ● Intermodal Terminal
-  ● Car Terminal
-  ● Direct Train Formation
-  ● Additional Logistic Services

Terminal Sežana

-  ● Trans-bording (SLO-I)
-  ● Warehousing
-  ● Direct Train Formation





Wisdom is knowing what to do next, skill is knowing how to do it, and virtue is doing it (David Starr Jordan, 1851-1931)



Quality of port services

Quality of hinterland connections/services

Managing the information flow

Monitoring of the transport chain

Quality of container shipper services

1. Destinations (port / terminals)
2. Number and regularity of connections
3. Range of services
4. Reliability of transportation
5. Safety of shipments
6. Tracking of consignments
7. Status of consignments
8. Open system (customer integration)
9. Connectivity of messages and systems
10. IT support



Thank you for your attention.