






We integrate Rail in a Global Logistic concept




Who is Eurorail ?

- Small independent company, 90 people, 60M€ turnover, 2 focus
- Rail transport – organization and forwarding
- Logistic involving always rail mode, 6 rail connected warehouses, 5 in France, 1 in Italy for a total of 70 000 m2



Some general considerations about rail

- Difficult financial situation of most of rail operators, especially historical ones
- New incomers, private rail operators focusing mainly on block trains
- Request of market for single load system
- Open market -> increase rail market share except some countries like France
- One probable reason, less focus on single load

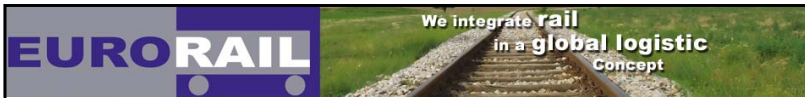


Our actions

- In September 2005, in cooperation with Norske Skog a customer and partner, we started a train operated by Veolia Cargo from Epinal (Golbey, The Vosges) to Offenburg in Germany aiming to virtually place the Norske Skog mill and our warehouse in Germany
- We built a warehouse – 12000 m2 (5.3 millions €) in front of Norske Skog Mill aiming to balance flows, operational from February 2006







Marco Polo RAIL 1

- 36 months + 2 months, from 01/2006 to 03/2009
- Initial Budget 54 M €
- Actual Budget 38 M €
- Modal Shift Budget 936 678 KTKM
- Modal Shift actual 424 649 KTKM
- 8 partners in 3 countries



Main problems Rail 1

- Offenburg was in opposition of strategy DBSR and Fret SNCF at this time --> shunting station in L rouville
- Delay in starting train to Spanish border
- When starting in January 2008, crisis in Spain, building industry – 75% in first quarter 2008 !
- One forecasted flow to Poland did not start for commercial reasons
- SNCF strikes in 2007









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After Rail 1

- System continues to run
- L rouville becomes shunting station working 24/24 7/7 helping to mutualize traffics from Benelux and Germany combining with those from France
- Norske Skog is, in his sector in France, the first user of rail -> more than 50% of his production is sent by rail
- L rouville totalizes today (June 2011) 45 000 wagons/year of single load wagons (to be compared to Fret SNCF system, 220000 wagons/year)
- Allow new development supported by Marco Polo, Rail 2





EURO RAIL

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Marco Polo RAIL 2

- 36 months from 09/2009 to 08/2012
- Initial Budget 46 M €
- Modal Shift Budget 937 175 KTKM
- Modal Shift actual on 31/07/2011, 102 214 KTKM
- 7 partners in 3 countries

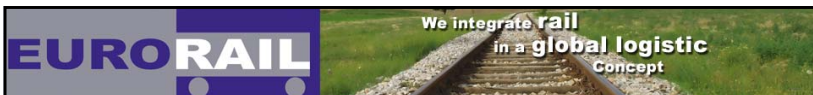
MARCO POLO

NEW WAYS TO A GREEN HORIZON



Main problems Rail 2 and actions

- Crisis !!! In rail sector, in 2009, 25% decrease in volume, 50% even when steel is concerned
- Problem of resources, example 8 months to train a driver
- 3 lines in Rail 2
 - Lyon. Is started from July 2009 but delays in distribution into Lyon area (problems of resources + several obstacles). From December 2012, 6/7 trains/week compared to 4 currently
 - Rouen is not yet started. Will start mid December 2011 (through Tergnier with connection to L rouville)
 - Fos – Italy is not yet started. Project still active and will probably start June 2012



Thanks

Despite a lot of additional remaining problems, Rail 2 will be realized but with delays ...

Thanks to Marco Polo we definitely succeeded to offer a perennial rail alternative for international single load traffic linked to France !

