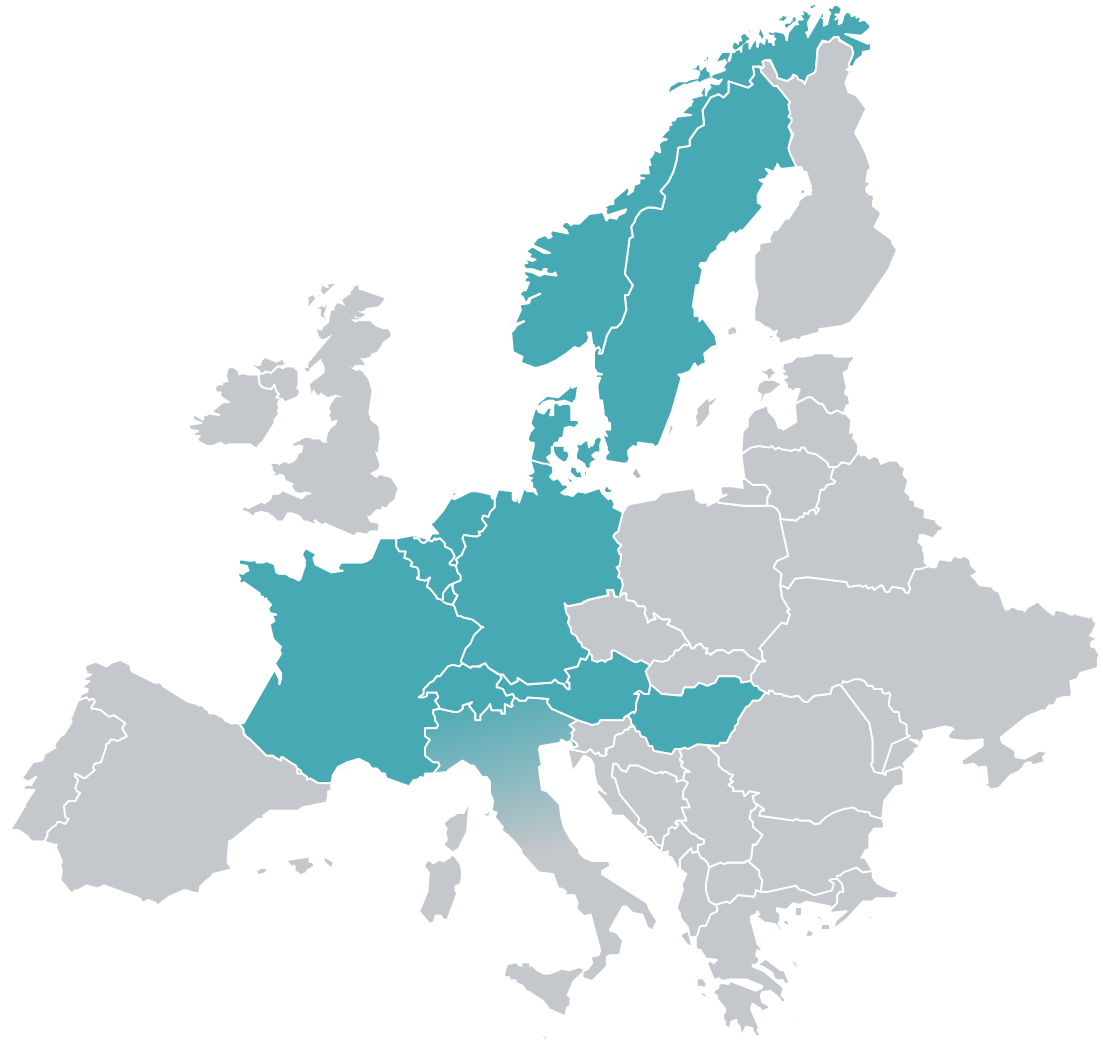




Introduction to the Xrail Alliance

Basel, May 2019



Alliance members:





Xrail is the leading Alliance for European Single Wagonload and pushes its further development

- The seven Alliance partners represent about 2/3 of the European Single Wagonload (SWL) traffic
- Mutual targets and committed service standards are basis for an enhanced, sustainable European Wagonload offer
- Common IT platforms, innovation and aligned processes enable seamless international SWL transports
- The cooperation has a strict focus on rail freight production and Single Wagonload





The Xrail Alliance aims at significantly enhancing the competitiveness of the European Single Wagonload

Environment



Rail is the leading transport mode in environmental performance, particularly on long distances

Transport reliability



The Xrail partners strive for a reliable execution of the given trip plan / estimated time of arrival (ETA)

Transport information



The Alliance aims at enhancing transparency for customers before, during and after transport

Seamless offer



Close international cooperation as basis for a more seamless and swift SWL offer by the Xrail partners

Price



Commercial aspects are strictly out of scope of the Alliance



The members provide Single Wagonload across 13 networks & continuously roll out the Xrail standards throughout Europe*



LINEAS

- Belgium



- Luxembourg



- France



- Switzerland

**green
cargo**

- Sweden
- Norway
- Denmark



- Germany
- Denmark
- Netherlands
- Northern Italy

Rail Cargo Group
Member of OBB

- Austria
- Hungary
- North-East Italy

* The Xrail standards are initially only available on selected relations until full roll-out of Xrail Capacity booking between the members and their subsidiaries



The Xrail Alliance plays a crucial role in driving digitalization, standardization and innovation between the partners

Digitalization

Develop smart, common technical solutions & ICT platform to support further automation and digitalization of the Alliance members

Standardization

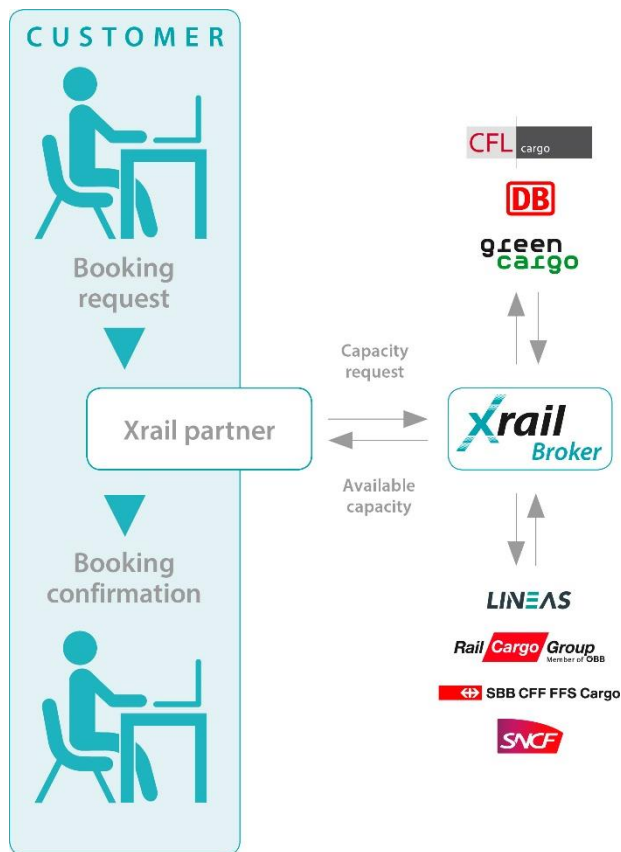
Push members' standardization and harmonization to enable full technical interoperability and seamless operations all across Europe



Innovation

Enhance efficiency, quality, speed and ease-of-use of Single Wagonload production through common innovation

Xrail Capacity Booking (XCB)* as a key element for a more competitive and sustainable European Wagonload offer



- Seven major European railway undertakings (RUs) implementing a “managed capacities” SWL production logic in a concerted approach
- The central XCB* broker seamlessly links the 7 members’ domestic systems based on common processes, standards & interfaces, allowing for:
 - Full network control and capacity management by the Xrail partners
 - An end-to-end deviation management and troubleshooting
 - ETA provision, seamless transport info and reliable trip plan execution for customers



XCB enables Xrail members to provide customers with a more reliable, transparent and seamless Single Wagonload offer

Before transport



- Reliable Estimated Time of Arrival (ETA)
- Seamless capacity booking for international SWL transports
- Improved forecasting for upcoming volumes

During transport



- Reliable execution of booked trip plans
- Enhanced transport information
- Improved, unified Track & Trace
- Stable and efficient network operations

After transport



- Aligned KPIs and a continuous improvement process between the partners as basis for an increased transport quality and efficiency



The full rollout of Xrail Capacity Booking (XCB) across all members' networks is planned until 2021

