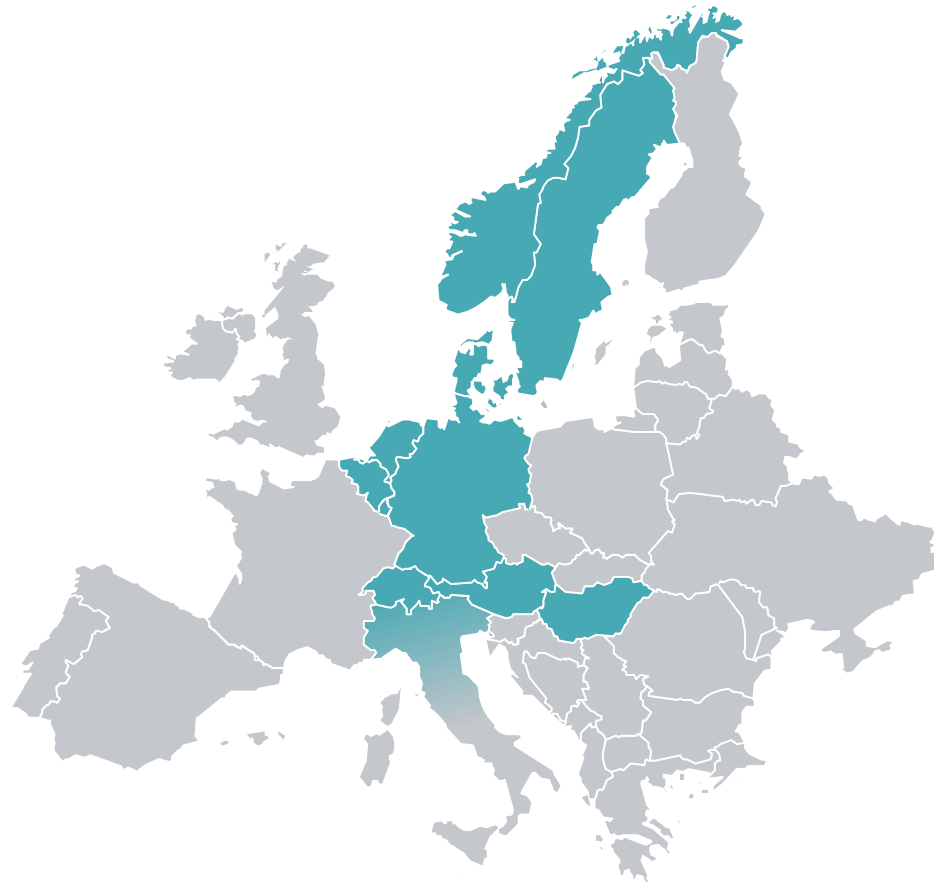




Introduction to the Xrail Alliance

Brussels, March 2017



Alliance members:





Xrail is the leading European Single Wagonload Alliance and acts as a platform for innovation & technical collaboration

- 6 Alliance partners, representing about 60% of the European Single Wagonload (SWL) traffic
- Mutual targets and committed service standards as a basis for an enhanced, sustainable European Single Wagonload offer
- Common (IT) platforms and processes to support seamless international operations
- Cooperation with clear focus on rail freight production and Single Wagonload business





The Alliance aims at enhancing the competitiveness of the European Single Wagonload in 3 key areas

Relevance for customers' decision-making

Price



Commercial aspects are out of scope of the Alliance

Transport reliability



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

Transport information



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

Seamless offer



Close international cooperation as basis for a more seamless, swift European SWL market offer by its members

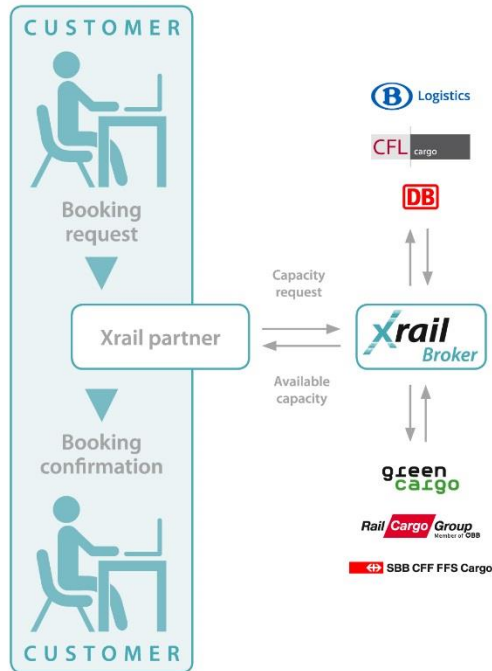
Environment



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



Aligned capacity booking introduction and linked systems to foster a compelling, sustainable European Single Wagonload



- Six major European railway undertakings (RUs) moving to a “managed capacities” Single Wagonload production logic in a concerted approach**
- A central broker solution seamlessly links multiple RU Wagonload booking systems based on common processes, standards and interfaces
- The seamless linkage of 6 partners’ booking systems via the Xrail Capacity Booking (XCB) broker** allows for:
 - Full network control and capacity management for RUs
 - End-to-end deviation management, troubleshooting, etc.
 - ETA provision, seamless transport info and reliable trip plan execution for customers

* Green Cargo already producing SWL according to booking logic for many years

** Watch the trailer on www.xrail.eu



Xrail benefits enable partners to provide their customers with a more transparent, reliable & seamless Single Wagonload offer

Transport information



- Solid ETA provision at the time of transport booking
- Continuous follow up of actual wagon status
- International Track & Trace
- Provision of new ETA in case of deviations

Transport reliability



- Automated Xrail quality monitoring for all transports according to common standards
- Provision of KPIs and performance reports
- Root cause tracing, follow up in case of deviations

Seamless offer



- Simplified collaboration of the partners via aligned common standards and processes as basis for a more seamless European SWL offer for customers



The partners provide Single Wagonload services across 11 European networks – the Xrail standards will be continuously rolled out*



- Belgium



- Sweden
- Norway



- Luxembourg



- Germany
- Denmark
- Netherlands
- Northern Italy



- Switzerland



- Austria
- Hungary
- North-East Italy



The central service entity of Xrail has a crucial role in driving innovation and technical collaboration between the partners

TECHNICAL COLLABORATION

Develop smart, common technical solutions and ICT platforms, supporting the automation and digitalization of the Alliance members

HARMONIZATION

Push 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

INFORMATION

Increase awareness of European Single Wagonload as a competitive and sustainable alternative to road