

FRET SNCF

AMONGST THE EUROPEAN RAILFREIGHT
LEADERS



RAIL FREIGHT AND MULTIMODAL TRANSPORT OF GOODS

3 COORDINATED ACTIVITIES IN FRANCE AND EUROPE

RAIL FREIGHT UNDERTAKING

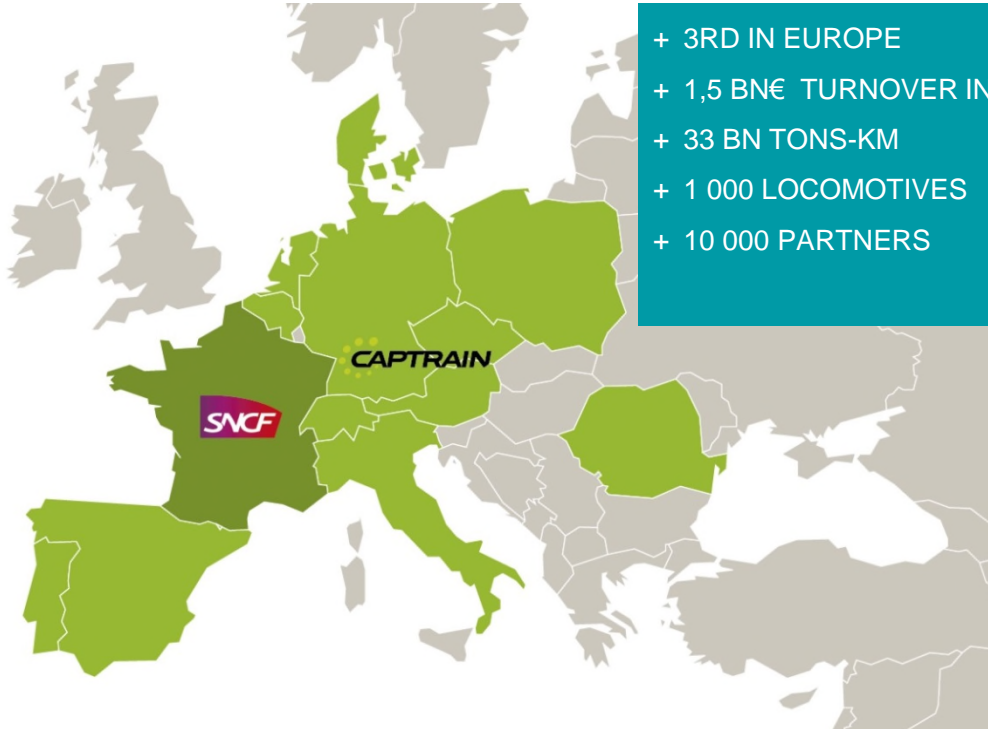
- + FRET SNCF
- + CAPTRAIN DEUTSCHLAND
- + CAPTRAIN BELGIUM
- + CAPTRAIN ITALIA
- + CAPTRAIN ROMANIA
- + CAPTRAIN ESPAÑA
- + VFLI

FREIGHT FORWARDER

- + FORWARDIS

COMBINED TRANSPORT OPERATORS

- + VIIA / LORRYRAIL
- + NAVILAND CARGO



- + 3RD IN EUROPE
- + 1,5 BN€ TURNOVER IN 2017
- + 33 BN TONS-KM
- + 1 000 LOCOMOTIVES
- + 10 000 PARTNERS

FRET SNCF

THE LEADING RAILFREIGHT OPERATOR IN FRANCE, DEDICATED TO YOUR GROWTH



- + 1ST IN FRANCE
- + 3RD IN EUROPE
- + 930 M€ TURNOVER IN 2017
- + 18,7 BNS TONS-KM
- + MORE THAN 500 LOCOMOTIVES
- + MORE THAN 6 000 PARTNERS

400 CLIENTS TRUST US

- + Arcelor Mittal,
- + Roquette,
- + Gefco,
- + Saint Gobain,
- + Novatrans,
- + Solvay,
- + Total,
- + Arkema,
- + Carlsberg
- + Danone,
- + Ferropem ...

FRET SNCF, OUR IDENTITY

WE SUPPORT YOU TO ADDRESS YOUR NEEDS

With a wealth of experience and expertise, we offer you, in France and in Europe, secured and optimized rail freight solutions

OUR MISSION



To help you simplify your logistics organization

OUR VISION



To be the partner of your growth

OUR VALUES



To guaranty security, eco-responsability, innovation and information



FRET SNCF

OUR STRENGTHS

SECURITY : OUR PRIORITY

2 500 agents are working daily in order to make sure the transport of your goods runs smoothly and that your convoys remain secured.

FLEXIBLE AND REACTIVE TEAM

From single wagonload to mass transport, from customized solutions to logistics services... Our offer enables us to meet the needs of all transports, through suitable and personalized solutions.

OUR RECOGNIZED KNOW-HOW

At your service : an ability to treat the most complex requests, and a constant research for production improvement like, for instance, the development of long and heavy trains.

OVERALL PROXIMITY

We put at your service the expertise of a salesforce, specialized in your activity sector, as well as people and facilities, which are located close to the loading and unloading sites and infrastructures, in order to insure you a high level of reactivity.

STRONG OPERATIONAL REACTIVITY

Real time information and 24/7 follow-up : production follow-up, last minute available train-path management, information management and distribution, risk anticipation.

OUR APPROACH

UNDERSTAND

You have unique and complex needs.
We understand them.

DESIGN

You need customized solutions.
We design them.

ACCOMPLISH

You are looking for operational excellence.
We implement it.

MEASURE

You're expecting a high and constant quality of service.
We measure it.

IMPROVE

You are in a perspective of continuous improvement.
We innovate and improve our performance.

WE UNDERSTAND YOU

OUR PRIORITY : TO BE FOCUSED ON YOUR REQUIREMENTS

We need to understand your specific needs : they are the aim of our solution conception.

CUSTOMER NEEDS

- + OPERATIONAL EXCELLENCE
- + COMPETITIVENESS
- + PERSONALIZATION
- + FLEXIBILITY
- + INNOVATION
- + DURABILITY

EXPECTED BENEFITS

- + HIGH QUALITY SERVICE
- + OPTIMIZED COSTS
- + CUSTOM-MADE SOLUTIONS
- + ADAPTABILITY
- + CONTINUOUS IMPROVEMENT
- + SUSTAINABLE SOLUTIONS

WE DESIGN YOUR SOLUTIONS

WE CAN MEET YOUR NEEDS WHATEVER THE FIELD OF YOUR ACTIVITY



Chemical products



Consumer goods



Minerals



Agricultural products



Gas &
hydrocarbon



Cars



Wood



Quarry products

WE DESIGN YOUR SOLUTIONS

WE CAN MEET YOUR NEEDS WHATEVER THE FIELD OF YOUR ACTIVITY



Flat steel products



Ores, solid flammables
& co-products



Exceptional transports



Long steel
products



Scrap iron



Cargo container

OUR SERVICES ARE TAILORED TO YOUR NEEDS



Mass transport



Single wagon



Combined transport



Exceptional transport



Shared-train Optifret

YOU NEED TO TRANSPORT A LARGE VOLUME END-TO-END ?

OUR ANSWER : MASS TRANSPORT



- + A tailor-made offer, specifically designed to meet your needs
- + Robust, fast, and flexible transport pattern, which are adapted to your industry
- + Guaranteed transport capacity, for all kinds of goods, and train sizes which can go up to 1500 meters (heavy and long train)
- + Competitive and guaranteed transit times
- + Direct end-to-end delivery : both in France and abroad, we accompany you until the last kilometer and remain your single contact
- + A 24/7 open customer portal, which gives access to a full set of e-services : you can manage and follow the whole transport chain, ranging from orders to invoices follow-up, and get real time information

IN FIGURES

In 2017

1,1

Million ton of aggregate

6,2

Millions tons of cereal

280 000

Tons of sugar

THEY TRUST US :

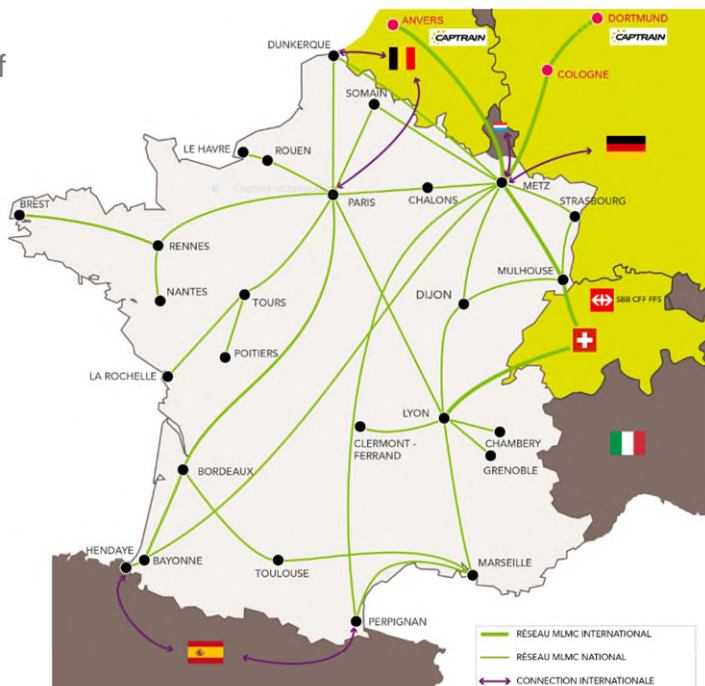
- + Arcelor, Ferropem, Eqiom
- + Roquette, Axereal
- + Lafarge, Panzani
- + Total, Danone, Gefco ...

SHIPPING FROM 1 SINGLE WAGON, IN FRANCE OR ABROAD ?

OUR ANSWER : OUR SINGLE WAGONLOAD OFFER (MULTI-LOTS MULTI-CLIENTS)



- + Fret SNCF single-wagon offer is available from 1 wagon, for all kind of goods
- + A regular transport offer, stopping at the main European and French hubs
- + Guaranteed transportation times, including some European relations
- + Dedicated internet-portal which enables you to enter your orders, manage your wagon deliveries and follow their conveyance
- + Mutual commitment about the reliability and handed-over volumes between us



IN FIGURES

1 000

Servicing trains per week

800

Servicing points

20 %

Of all Fret SNCF traffics

55 %

Of single wagonload offer traffics are international

+ 180 international and French clients, including the biggest steelworkers and chemistry industrials

CARGO OR SWAP BODY TO TRANSPORT ?

OUR ANSWER : COMBINED TRANSPORT



- + An offer available for all kinds of goods (cargos, swap bodies, semi-trailers, fresh produces, express transportation ...)
- + Specific solutions for press and fresh products
- + Efficient transit-time, in France and Europe
- + An optimal European coverage, thanks to a strong networking of the French territory and connections with the main European corridors
- + Specialized teams who accompany you until the last kilometer
- + Real-time information about the proceedings of your transport, both in France and Europe, insuring optimal reactivity.



IN FIGURES

More than 50
daily liaisons in France and
abroad
14 000
Long-distance trains per year
60%
Of our traffics are international

THEY TRUST US :

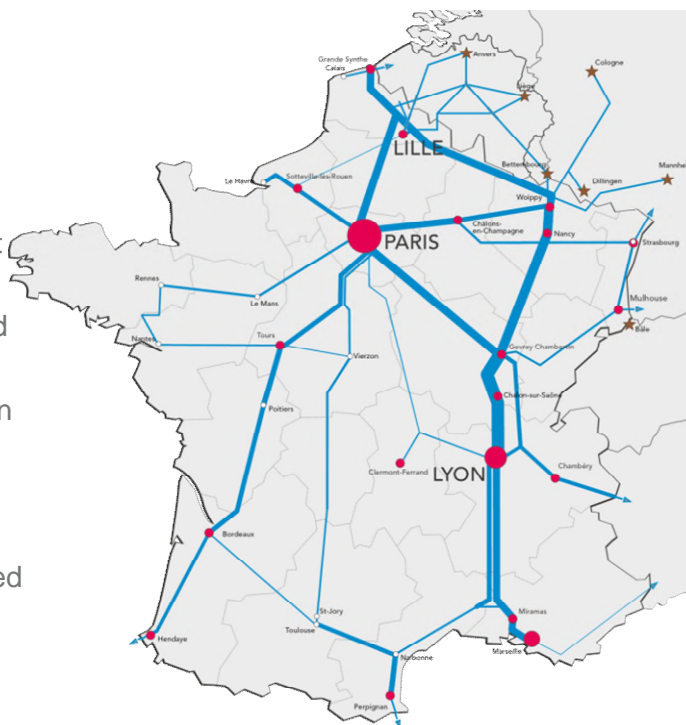
- + ViiA
- + Kombiverkehr
- + Froid combi
- + Novatrans
- + Hupac

INTERMEDIATE VOLUMES TO BE QUICKLY TRANSPORTED ?

OUR ANSWER : « OPTIFRET » OFFER



- + An innovative step which is based on the sharing and optimization of flows, assurance of a better competitiveness for our clients
- + Intermediate size between MLMC and mass transport, with the benefits of flexibility and simplicity (core target : unit shipment of 6-10 wagons)
- + Offer with variable validity period, adapted to peaks in business
- + Offer accessible even with low anticipation
- + Accelerated order process and quick response time
- + Offer available on certain days and at certain times, varying depending on related territories and transportation plan



IN FIGURES

60 flows launched since January 2017

THEY TRUST US :

- + SMDA
- + Invivo
- + Forwardis
- + Arcelor

OVERSIZE GOODS TO TRANSPORT ?

OUR ANSWER : EXCEPTIONAL TRANSPORT



- + A **team of experts who are ready to help** : your regular salesperson is leaning on a team of engineers and technical experts in order to design a safe and efficient offer.
- + A **safe and simplified transport** thanks to a high level of security and a simplification of administrative procedures, especially for crossing boundaries.
- + **Real time information** : a dedicated team insures a 24/7 information about the proceedings of your transport, both in France and Europe.
- + A **global solution** which includes rail traction, wagon supply, but also road approaches or logistics services, to meet all of your needs

IN FIGURES

300

Special convoys or single wagonload in 2017

1 000

wagons

THEY TRUST US :

- + French Army
- + Belgian Army
- + Bombardier
- + Alstom
- + Caterpillar

NEED LOGISTICS SERVICES ? OR COMPLETE MANAGEMENT OF YOUR GOODS ?

OUR ANSWER : INTEGRATED, PERSONALIZED AND GLOBAL LOGISTIC OFFER



Expertises



Road
services



Railway
services



Storage services



Global
and multimodal
services

Fret SNCF offers a large set of services, provided everywhere in France by our logistic experts network

ON SITE RAILWAY SERVICES

- + **Expertise** : engineering, training...
- + **Railway services** : rail maintenance, sorting and shunting, wagon loading and cleaning ...

Personnalized offers so that you can focus on your core business

ADDITIONAL LOGISTIC SERVICES

- + **Road logistics** : we offer start-to-end services, by carrying away your goods by road, before or after the transport by train
- + **Storage** : handling, storage management, customs operations ...

Alternative multimodal solutions tailored to all your sites, with or without railway sidings.

IN FIGURES

25,5 M€

Turnover in 2017

11 000 m²

Of storage areas en 2018

THEY TRUST US :

- + Egiom
- + Riva
- + Caterpillar
- + French Army

NEED TRAINING COURSES FOR YOUR EMPLOYEES ?

OUR ANSWER : A PERSONALIZED TRAINING OFFER



OUR OFFER

- + FRET SNCF delivers suitable solutions, in order to meet your needs in term of training courses or security management on your different sites.
- + FRET SNCF provides your staff with both initial formations and renewals every 3 years. These trainings take place under working situation, on your site, to meet all your needs and take your material features into account.

YOUR CONTACT

- + Bruno DEDUYTSCHÉ
- + Tel. : + 33 6 18 51 60 02
- + E-mail : bruno.deduytsche@sncf.fr

IN FIGURES

50

Tutors

1

Certified training center

Subject to decree n° 92 - 352

THEY TRUST US :

- + Arcelormittal
- + Michelin
- + Rhône Gaz
- + Sanofi
- + Sucrerie St Louis

WE CONSTANTLY MEASURE AND IMPROVE OUR PERFORMANCE

SINCE 2013, FRET SNCF ENHANCES THE OPERATIONAL EXCELLENCE STANDARDS

IMPROVE

WE CONSTANTLY IMPROVE OUR PERFORMANCE

- + Fret SNCF is involved in a continuous improvement move, based on the method of « *Lean Six Sigma* ». Our goals : improve our service standards, rationalize our processes with innovative solutions implementation, and reduce our costs.
- + In 2017, our expert network daily assists more than 130 managers and their teams in the roll-out of new value-creating processes



- + Improvement of wagon rotation in order to reach a 90% availability rate for the transport of fruits and vegetables
- + Improvement of the service quality for the international conveyance of chlorine wagons

MEASURE

WE CONSTANTLY MEASURE OUR PERFORMANCE

- + Fret SNCF manages its operational performance on a daily basis, through key indicators
- + Fret SNCF regularly asks its clients in order to measure their satisfaction



- + 70% of satisfied clients in 2017 (+ 18 points since 2010)

FRET SNCF AND DIGITALIZATION

INNOVATIONS SERVING YOUR TRANSPORT

As part of its strategy of innovation and digital transformation, Fret SNCF develops innovative technologies for the benefit of its customers and employees



DIGIFRET, A TABLETTE THAT SERVES THE INFORMATION

- + Fret SNCF has developed an app that helps to streamline the production and transmission of information, in order to provide you with real-time information
- + Fret SNCF has thus endowed a new tablet to all its conductors as well as the 1,800 agents of production of the terminal services



DIGITAL FREIGHT TRAIN

- + Fret SNCF develops, with the TRAXENS start-up, the new generation of intelligent freight train. By equipping the wagons of connected boxes, we propose a global solution to meet the specific needs of all actors in the sector
- + Geo-positioning in real time, geofencing, automation of brake tests, on-line monitoring of wagons, improved management and maintenance of the fleet ... all new services brought by our new technology

FRET SNCF HELPS YOU REDUCE YOUR CARBON FOOTPRINT

FIRST EUROPEAN OPERATOR TO CALCULATE THE ECOLOGICAL FOOTPRINT OF YOUR TRAFFICS



FRET SNCF ECOLOGICAL COMPETITIVENESS

Average Greenhouse Gas Emission per transported ton-kilometer

Fret SNCF 7 g (2,5g with electric traction and 40 with thermic)

Road transport 86 g

CONCRETE COMMITMENTS

- + Constant search for actions and innovations that could reduce the environmental footprint of our activity : eco-driving training of our agents, reengineering of our train manufacturing (conception, massification,...)
- + Setting up of Environmental Managements System (SME) on the whole of our sites in order to prevent risks and reduce environmental impact
- + Personalized information thanks to a detailed communication of the emissions of your traffics (Online Service infoCO₂ available on the Clic-Services portal is very precise and takes into account both the traction type and the wagons itinerary, meeting GLEC's and EN16258 requirements)

RESULTS SHOW OUR EFFICIENCY IN TERMS OF ECOLOGY

- + 90% of volumes are transported with electric traction
- + 14% decrease of CO₂ emissions by transported ton between 2013 and 2016



SECURITY

A DAILY COMMITMENT



IN FIGURES

+ 48 000 hazardous
goods wagons escorted
in 2017

A DAILY REQUIREMENT

Respect of rules, expertise of our operators, regular controls and audits, ... we pay particular attention throughout the process, from the loading facility and at every stage of the transport, in order to guarantee the security of your goods and convoys.

INTENSIFIED VIGILANCE FOR THE TRANSPORT OF HAZARDOUS GOODS

With PRESENCE FRET, we set up an expert unit dedicated to the constant follow-up of hazardous goods.

In case of contingency during a train route, the team insures the operational management and informs right away the different stakeholders, and if necessary the national authorities.

SQAS* AUDIT 97.25%

Every 3 years, Fret SNCF is being assessed for SQAS, based on the system of quality and security created by the chemical industry. Last audit in April 2016 confirmed Fret SNCF's high standards in terms of security, environment and working conditions.

**SQAS: Safety & Quality Assessment System*

OUR FLEET

THE MAJOR ASSET OF A POWERFUL FLEET

With about 650 locomotives, Fret SNCF offers you the most important engines fleet in France

- + A recent park for less than 5 years
- + A complete fleet that can meet all your needs : on site proceedings, locomotives authorized to circulate abroad ...
- + A park that meets high environmental standards

IN FIGURES

80%

Miles traveled in electric traction

2,5 g Of Greenhouse Gases per tonne-kilometer transported in electric traction

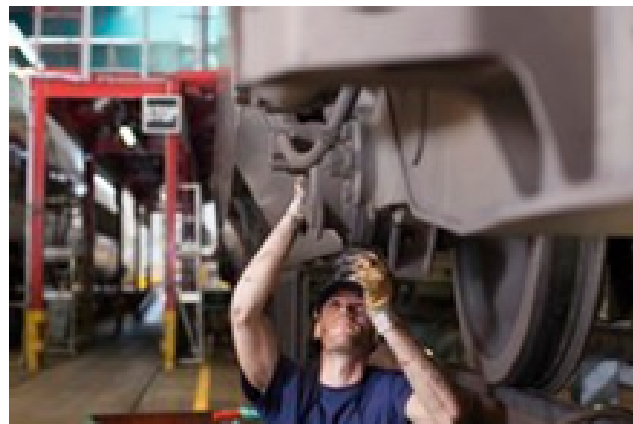


HARDWARE MAINTENANCE

THE EXPERTISE OF RELIABLE TEAMS

To guarantee the reliability of our rolling stock, our maintenance teams operate throughout the territory and in our specialized workshops. They provide you :

- + **Expertise** : Fret SNCF has 3 workshops specialized in the maintenance of its fleet, with dedicated teams for these rolling stock
- + **Proximity** : our 15 maintenance sites throughout the country allow us to carry out half of the maintenance operations in the troughs, in order to optimize the availability of the park
- + **Reactivity** : mobile teams can meddle at any time directly on your site
- + **Innovation** : thanks to the 50 dedicated Freight engineers within the Materials Engineering Department, we are developing innovations to improve the performance and reliability of our engines. Remote diagnostic equipment is being deployed to improve predictive maintenance



In figures

250

Dedicated agents to the Freight fleet maintenance