



SBB CFF FFS Cargo

**We contribute to the
success of our
customers.**

Company presentation
SBB Cargo AG.





Overview of SBB Cargo – facts, figures and data.

Founded

1999

Headquarters

Olten

Headcount

3,084 (2018)

Revenue

CHF 988m (2018)

Transported volumes

51.9m tonnes per year (incl. Cargo International)
The equivalent of the weight of 5,150 fully loaded large lorries per day.

Subsidiaries

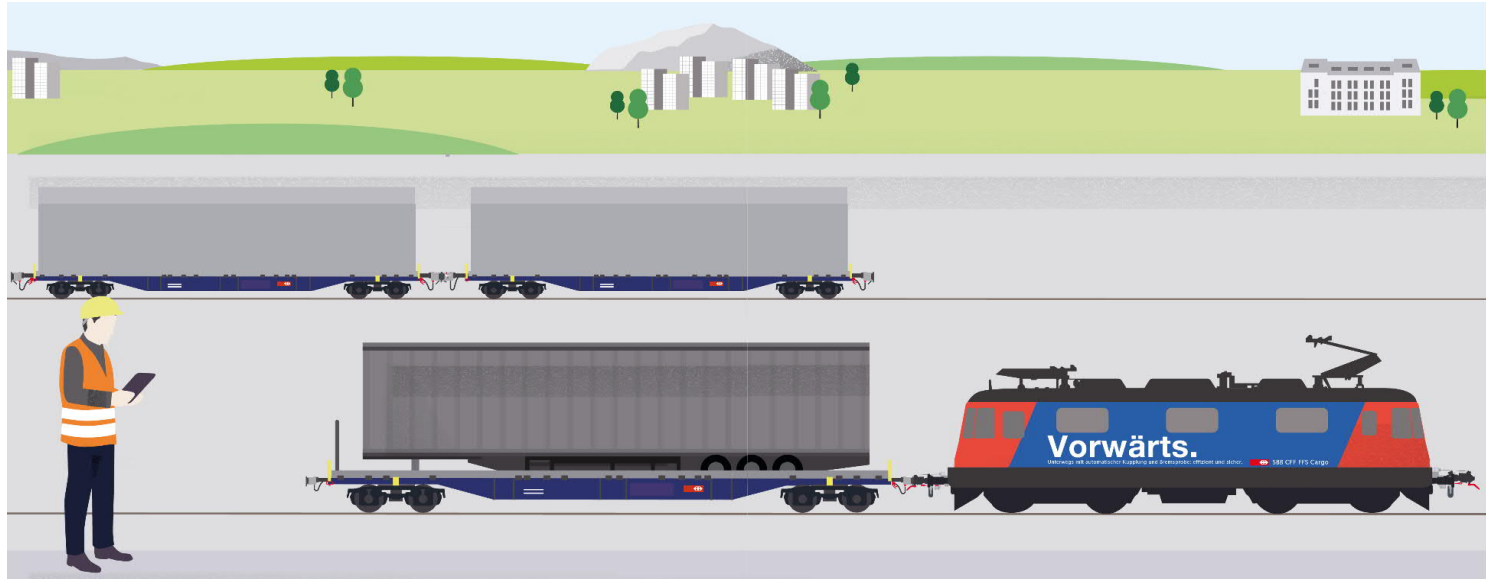
ChemOil Logistics AG 100%

SBB Cargo International 75%

Fleet

5,278 freight wagons, 324 mainline locomotives and
75 shunting locomotives

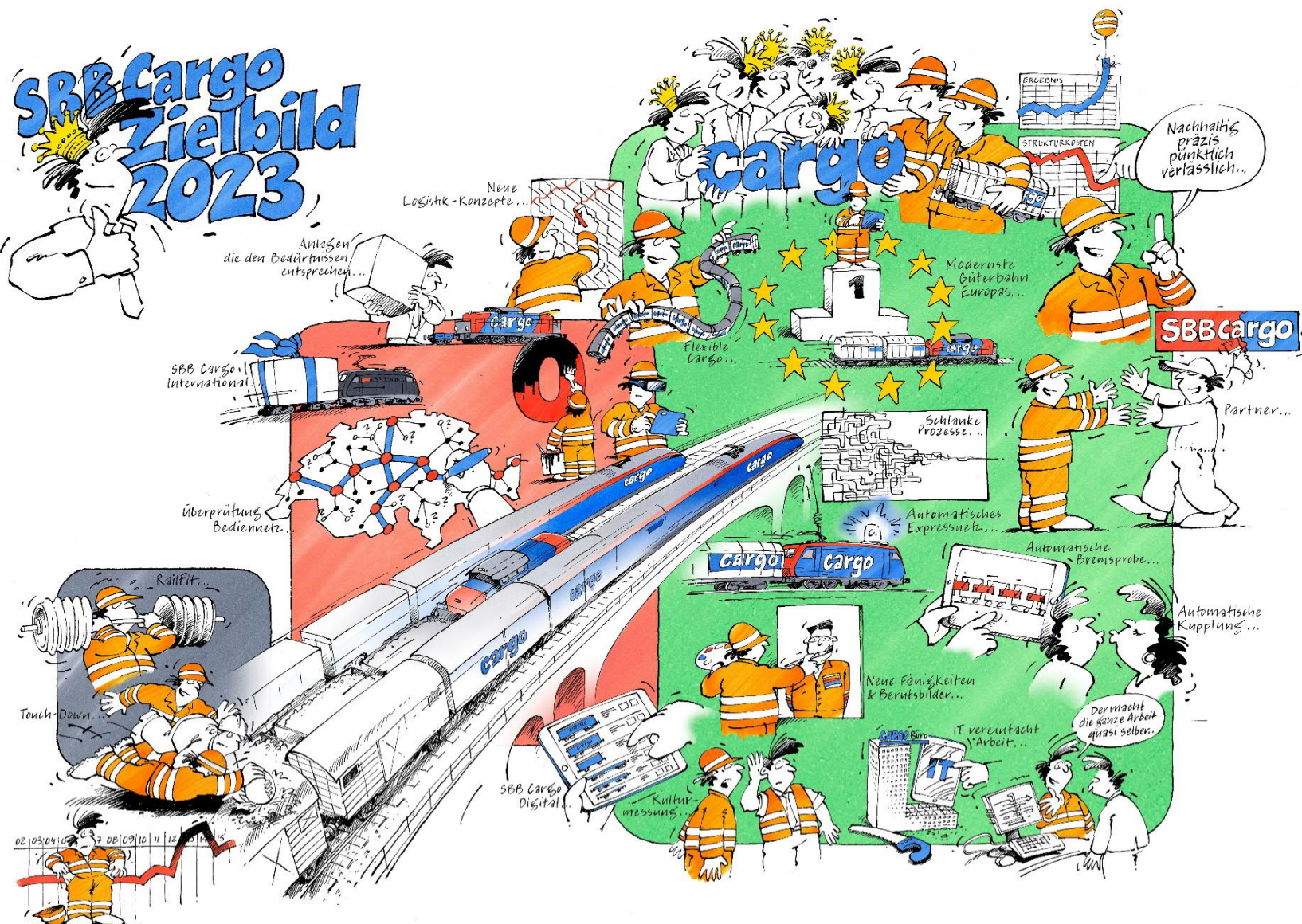
SBB Cargo is the logistical backbone of Switzerland.



The three strategic priorities:

- **Strong position in the Swiss market:** SBB Cargo provides a quarter of Switzerland's daily freight transport volume and connects economic areas.
- **Strong in automation and digitalisation:** The first European freight railway company to aspire to implementing one-person operation with automatic coupling and brake testing as well as a collision warning system. In the past, two people carried out these tasks.
- **Competitive thanks to simple structures:** Conversion to standard IT, simplified processes and organisation as a group company to remain competitive with road transport.

SBB Cargo Zielbild 2023



SBB Cargo offers unique advantages.



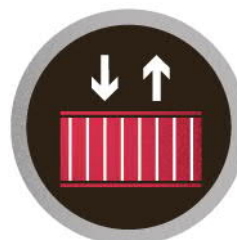
Overnight: dispatched in the afternoon, delivered the next morning.



Plannable, reliable and safe.



Transport of heavy goods and large quantities.

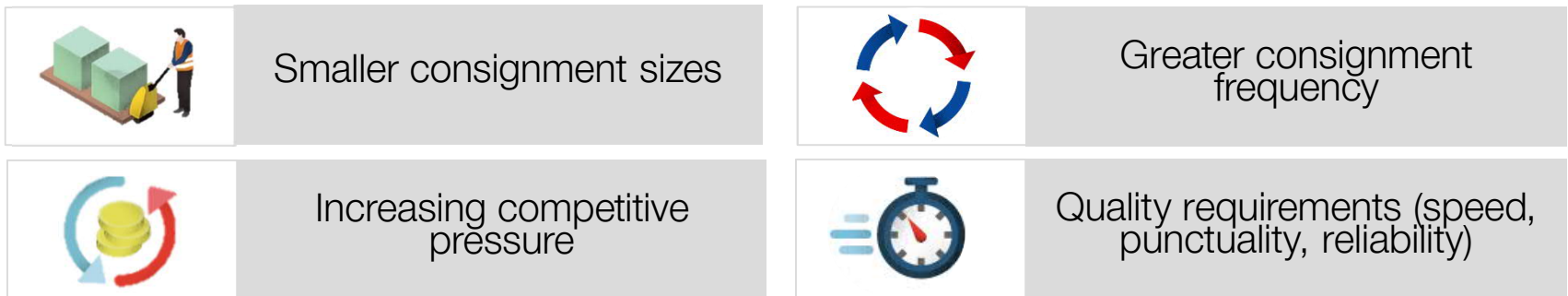


Efficient loading and unloading logistics.



More eco-friendly than road transport:
12 times less greenhouse gas emissions and 20 times less primary energy per tonne-kilometre.

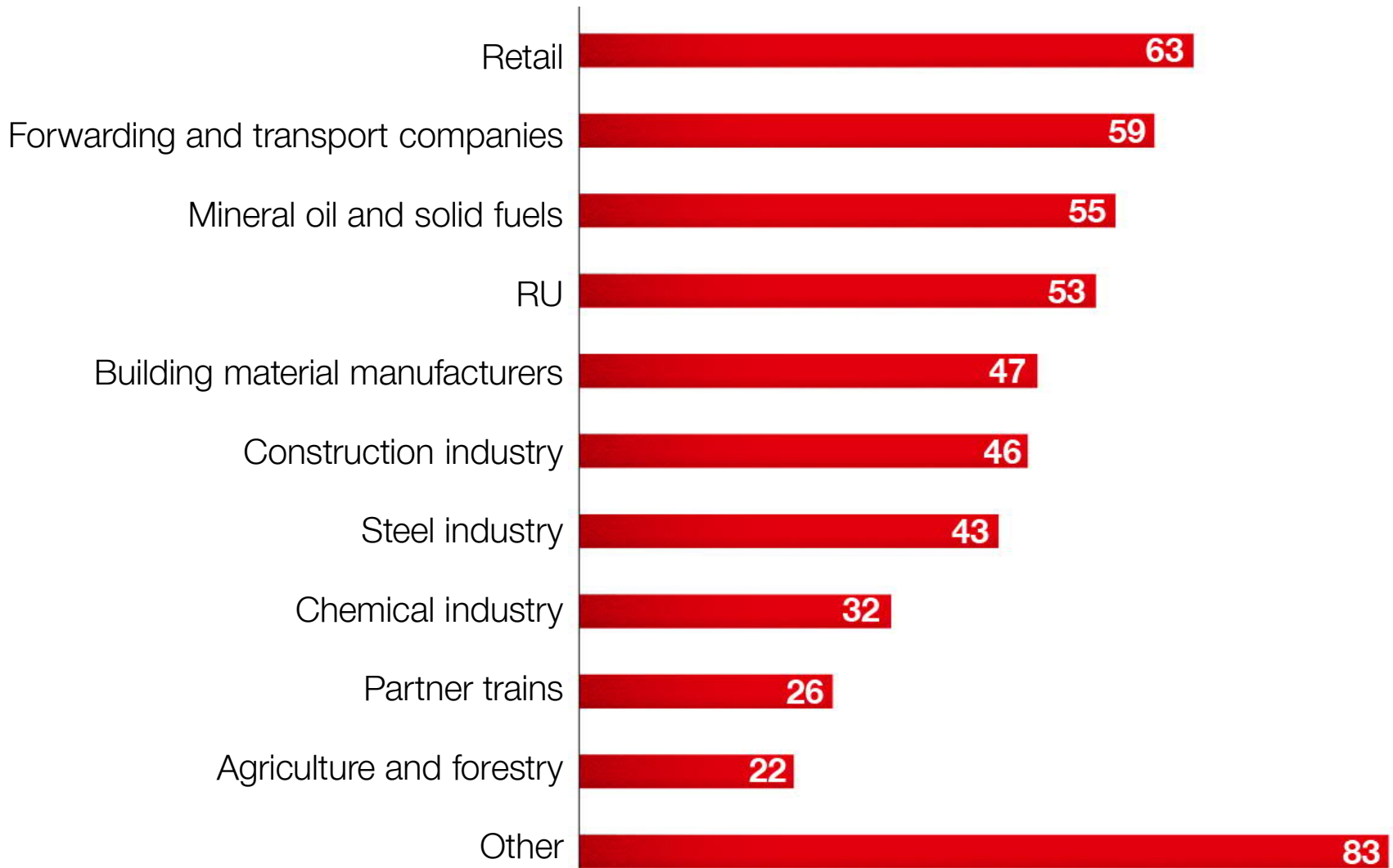
We consistently focus on the needs of our customers.



	<ul style="list-style-type: none">• Introduction of systematic wagonload freight and only rail freight company with clock-face schedule, quality guarantee and booking system.• Development of industry-specific logistics concepts that include new superstructures for wagons.• More flexibility, capacity and speed through automation.
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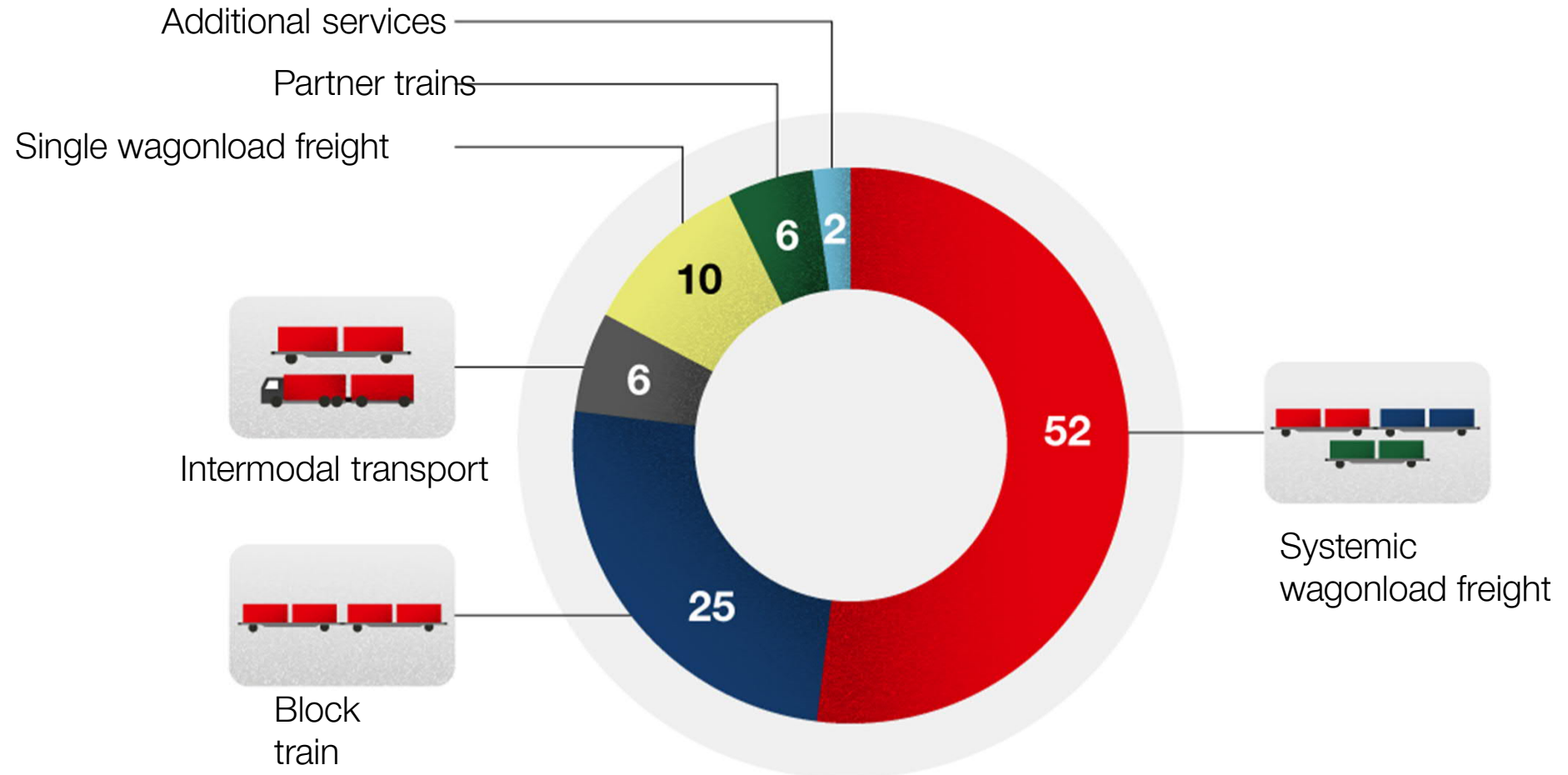


SBB Cargo is a service provider for a wide range of industries – an overview.

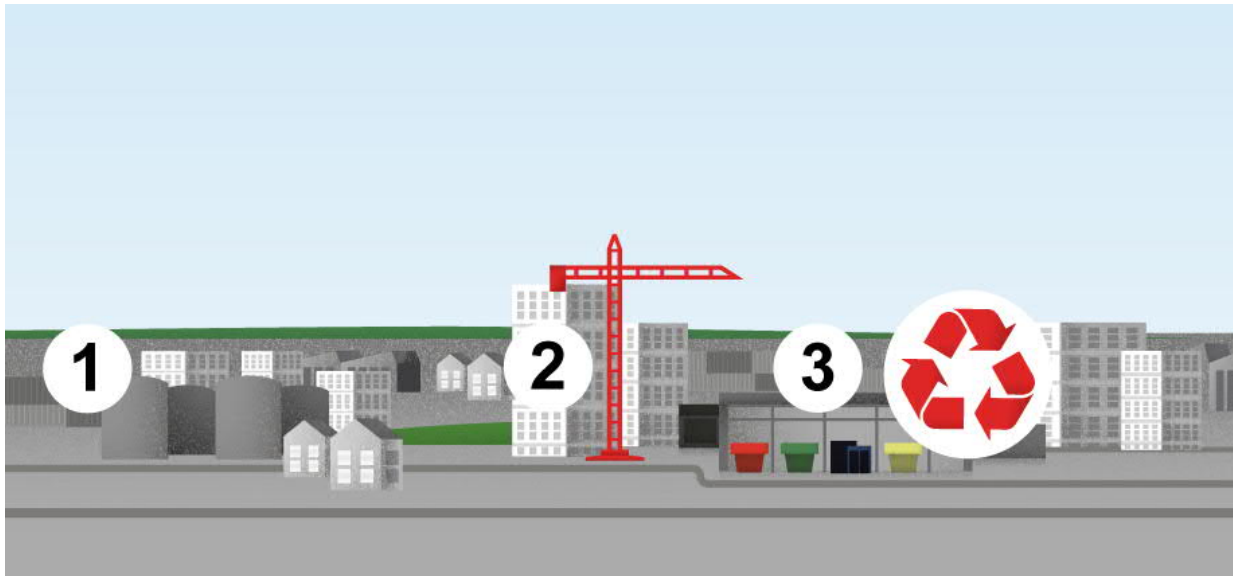


Overview of freight revenue by sector in millions of Swiss francs.

An overview of SBB Cargo products.



SBB Cargo invests in tailor-made customer solutions.

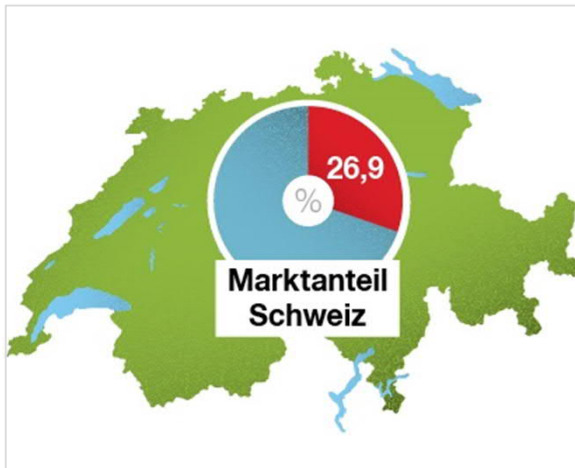


1. Chemical and mineral oil logistics: Transportation of fuels and chemicals. Example: kerosene for Zurich Airport.

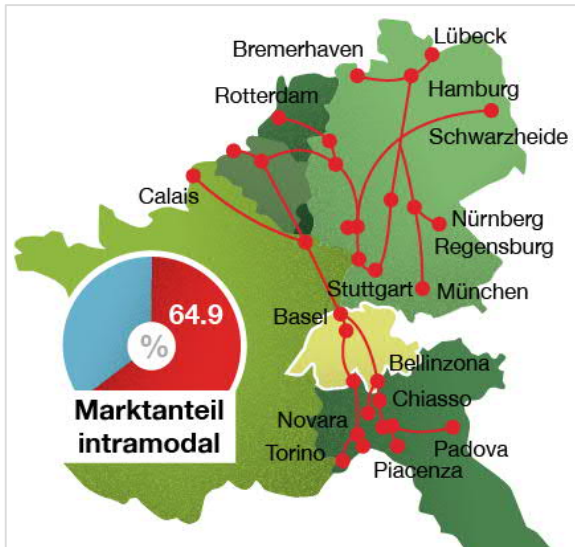
2. Construction logistics: Comprehensive, customised door-to-door solutions for larger construction projects - examples: Gubrist Tunnel, renaturation of the Emme.

3. City logistics: Central rail-connected hubs for urban supply and disposal, interlocking rail logistics with city logistics. Examples: Zurich (Spross-Debag), Lucerne.

SBB Cargo is a key part of the supply chain in Swiss business.






- Market share of SBB Cargo Switzerland and International in **Swiss freight services** (measured by road and rail): 26.9% (2017)



- Rail accounts for 70.5% of transalpine freight transport in Switzerland, measured by road and rail (2018).
- Intramodal market share** of SBB Cargo Switzerland and International: total 64.9% (2018)

Key financial figures.

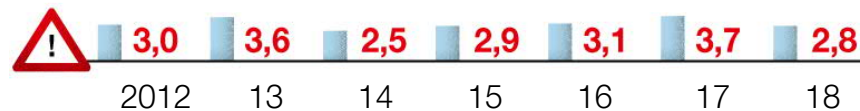
	Year-on-year performance	2018	2017	2016
Operating income (CHF million)		988	960	979
Annual result (CHF million)		13	-239*	1
Investments (CHF million)		34	30	18

* of which write-down of CHF -189m

Safe, reliable and environmentally friendly

Safety

Occupational accidents (annual number of accidents per 100 employees): **stable at a low level**



- Occupational accidents followed by absence
- Continuous improvement of safety-relevant factors in the past

Punctuality

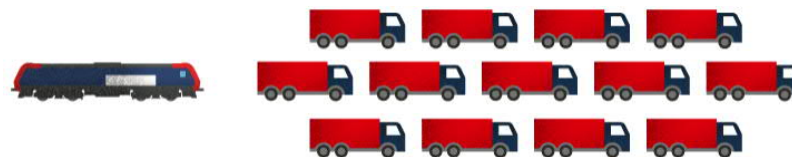
Consignment punctuality: **Positive development for 2018 financial year**



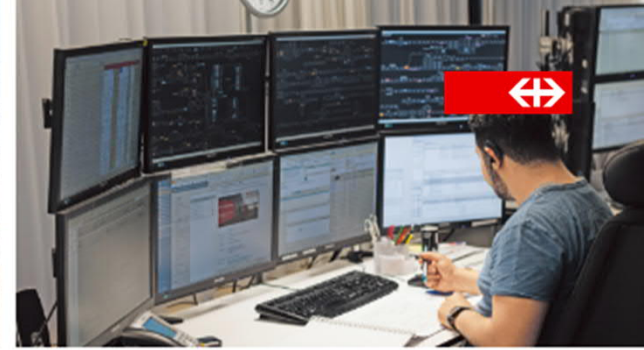
- 89% of consignments reach our customers with less than three minutes delay on Cargo Express or less than 20 minutes delay on Cargo Rail.

Sustainability

Comparison of CO₂ emissions*: **Rail as an environmentally friendly means of transport**



- The railways emit 12.8 times less CO₂ than lorries.



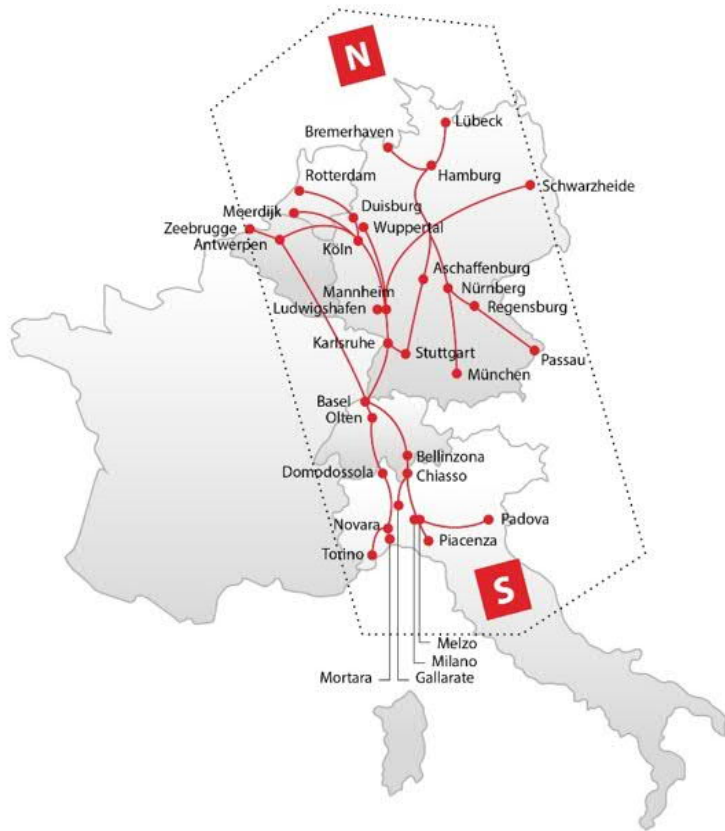
**Our employees are committed to
punctual and safe transport.**





SBB Cargo is led by an experienced management team.

SBB Cargo International – a successful traction provider on the north-south corridor.



- The company, whose head office is located in Olten (Switzerland), was founded in 2010 by its two shareholders SBB Cargo AG (75%) and Hupac AG (25%).
- It has a dedicated workforce of over 600 employees based in Germany, Italy and Switzerland.
- It specialises in intermodal transport and block trains on the international north-south corridor between the North Sea ports and northern Italy.
- It has established one subsidiary in Germany (SBB Cargo Deutschland GmbH) and one in Italy (SBB Cargo Italia S.r.l.).

ChemOil – unique expertise in Europe.



- ChemOil operates a European logistics network for fuels and chemicals with a volume of 9m tonnes (basis: 2018)
- Has unique rail know-how as a freight forwarder and the ability to provide comprehensive services with various partners (> 50 RUs as partners)
- ChemOil now also serves additional industries (e.g. grain transport) and intends to expand its service range.

Gateway Basel Nord (GBN) – Switzerland's transport hub.



- The only genuine trimodal terminal.
- Securing national supply.
- Rapid elimination of capacity bottlenecks in container traffic.
- Efficient bundling of import/export container traffic.
- Necessary for further implementation of the modal shift policy in transalpine transport.
- Lower transport costs by bundling volumes.
- Strengthening Basel's position as a logistics hub.
- Relief for the national road network.



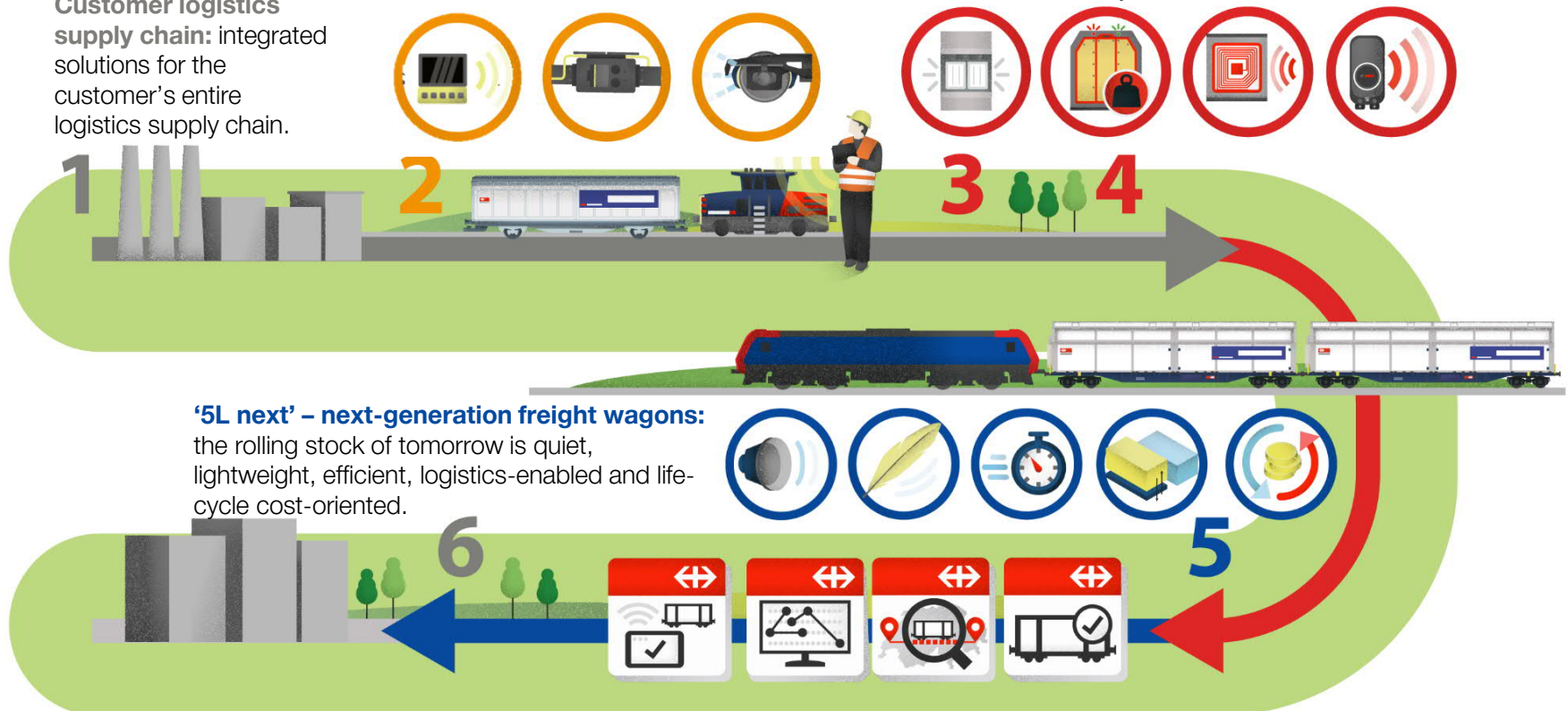
Boost in efficiency thanks to one-person operation, 5L freight wagons and digitalisation.

One-person operation: Greater efficiency in the first and last mile with automatic coupling, automatic brake testing and collision warning system.

Wayside intelligence: Intelligence in train control systems for predictive maintenance.

Asset intelligence: Intelligence on wagons and locomotives for tracking, monitoring and greater efficiency.

Customer logistics supply chain: integrated solutions for the customer's entire logistics supply chain.



'5L next' – next-generation freight wagons: the rolling stock of tomorrow is quiet, lightweight, efficient, logistics-enabled and life-cycle cost-oriented.

SBB Cargo Digital: Digital applications for optimal tracking of the customer's logistics supply chain.



Asset Management offers comprehensive vehicle support – also for external customers.

Fleet management
Stock and rental



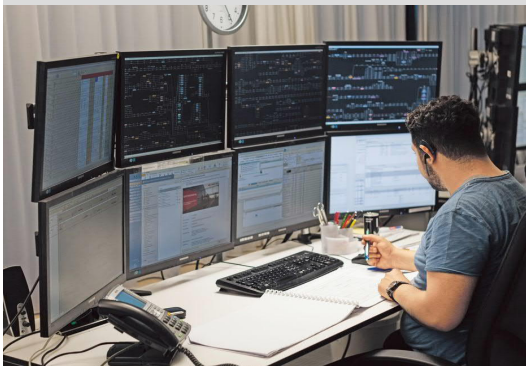
Vehicle engineering and
innovation



Marketing



24/7 availability
management



Maintenance



Procurement and supply
chain

