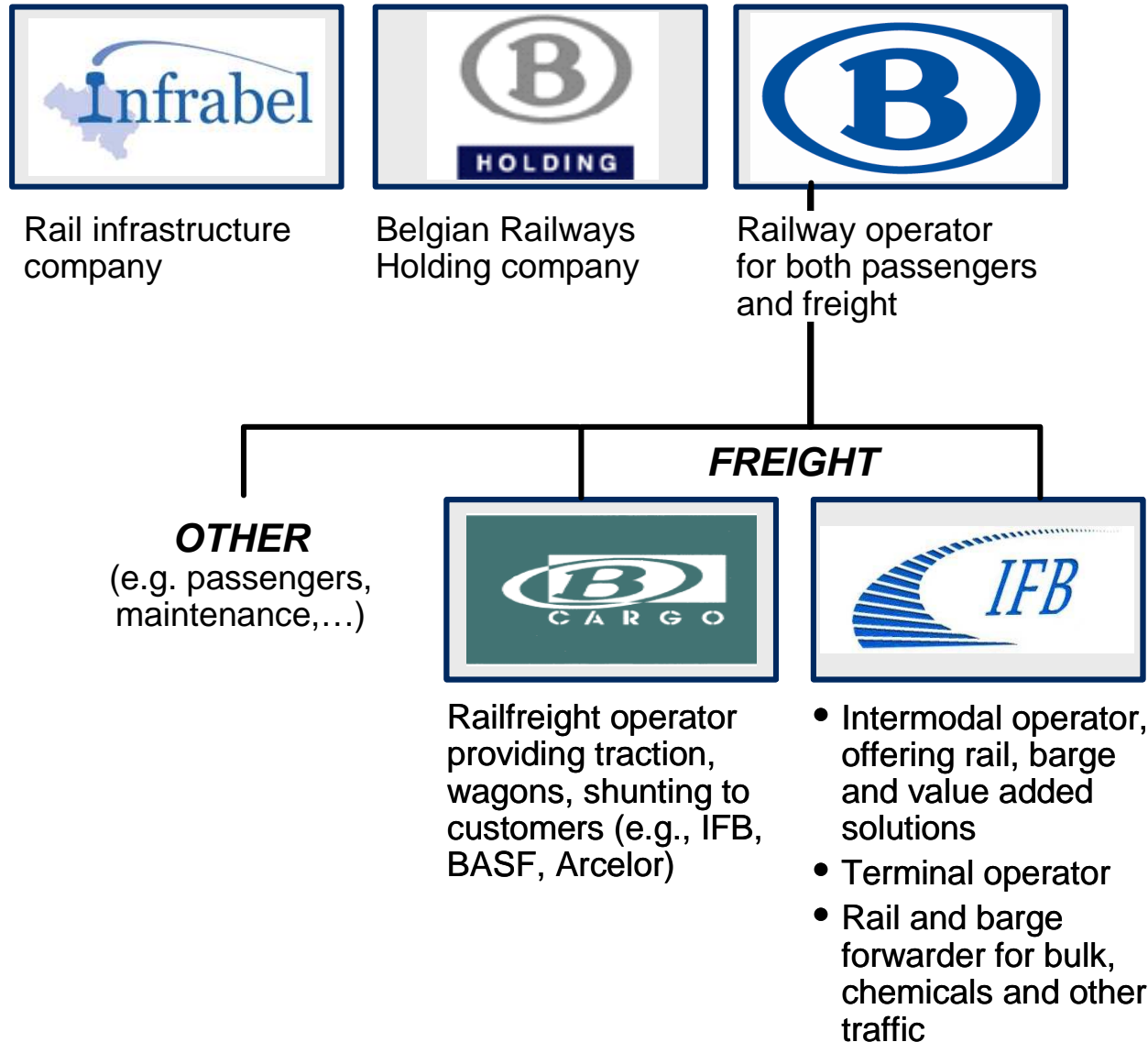


PROMIT , Antwerp 16-03-2007



POSITION OF B CARGO and IFB WITHIN SNCB



B-CARGO ACTIVITIES

Turnover 331 mio € - 60,9 mio Tons – 950 freight trains a day – 8,1 billion ton-km – 74% = international transport

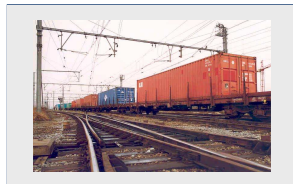
Local Operator



Strategy

- Consolidate the market share in the ports and in the large industrial areas
- Completely supervise the fixed assets: wagons; tractions, planning; shunting, interface with the customers
- Optimize the transport plan – Quowadis
- Deliver tailor-made logistic services

Corridor Manager



- Three corridors cover 80% of the international flows
- Alliance-strategy with historical RU's
- Upgrade the quality: more punctual, more frequent and faster service, “rolling carpet”: regular interval transport, train-shuttles
- Save costs by better management of stocks and staff, interoperability
- Optimize the loc fleet and staff, interoperability

Segment specialist



- Specialized branches for the most important markets
- Offer specific and integrated logistic solutions
- Work together with foreign partners to be able to follow up the customer in their European development

IFB ACTIVITIES

Turnover 76,8 mio €, 550.000TEU as trainoperator, 465.000 units as Terminal operator, 3 mio Ton conventional traffic

		Description	Main partners / subsidiaries
TERMINALS		<ul style="list-style-type: none"> • 4 rail terminals in Antwerp (MainHub, Zomerweg, Cirkeldyck and Schijnpoort), one in Muizen and a trimodal terminal in Renory • Trucking services; stuffing & stripping,... 	<ul style="list-style-type: none"> • Terminal Athus, • DPMLi, (Mouscron) • CDP (Charleroi) • LLI (Liège)
INTERMODAL		<ul style="list-style-type: none"> • National and European rail connections • Tailor made rail products • Barge Rhine transport • Agency services 	<ul style="list-style-type: none"> • H&S CL (Rhine barge operator) • Unilog (UK) • TRW (Italy & Spain) • Naviland Cargo (France)
BULK		<ul style="list-style-type: none"> • Integrated solutions for bulk transport (rail, barge, truck, transshipment,...) 	<ul style="list-style-type: none"> • H&S International (Rhine barge operator) • RKE (barge forwarder) • RIL (Rail Infra logistics) • Coil terminal
CHEMICALS AND FORWARDING		<ul style="list-style-type: none"> • Rail traffic for chemical companies • Door-to-door solutions for any transport, linked to rail (tiles, wood, tobacco) 	



Situation of national combined traffic before june 2004

- Short distances
- Several hinterland terminals linking with several maritime terminals in Antwerp and Zeebrugge
- Specific situation in Antwerp with 4 major deep sea terminals on right bank and two new major terminals under construction on Left Bank
- Rail production system over shunting station Antwerp North
 - Less reliability (interference with conventional traffic)
 - No specific grip on the timings
 - Several players, no clear co-ordination
 - Too many wagons in the system
 - Hidden costs



Message was clear

- The situation in 2004, combining:
 - growth of container traffic in Antwerp and Zeebrugge
 - major infrastructure works on the Ring of Antwerp
 - major refurbishment of the motorways in the Ardennes
 - a policy of the Belgian Government favouring the modal shift
 - acceptance by Europe of the Government's proposals
 - market study by B-Cargo and IFB

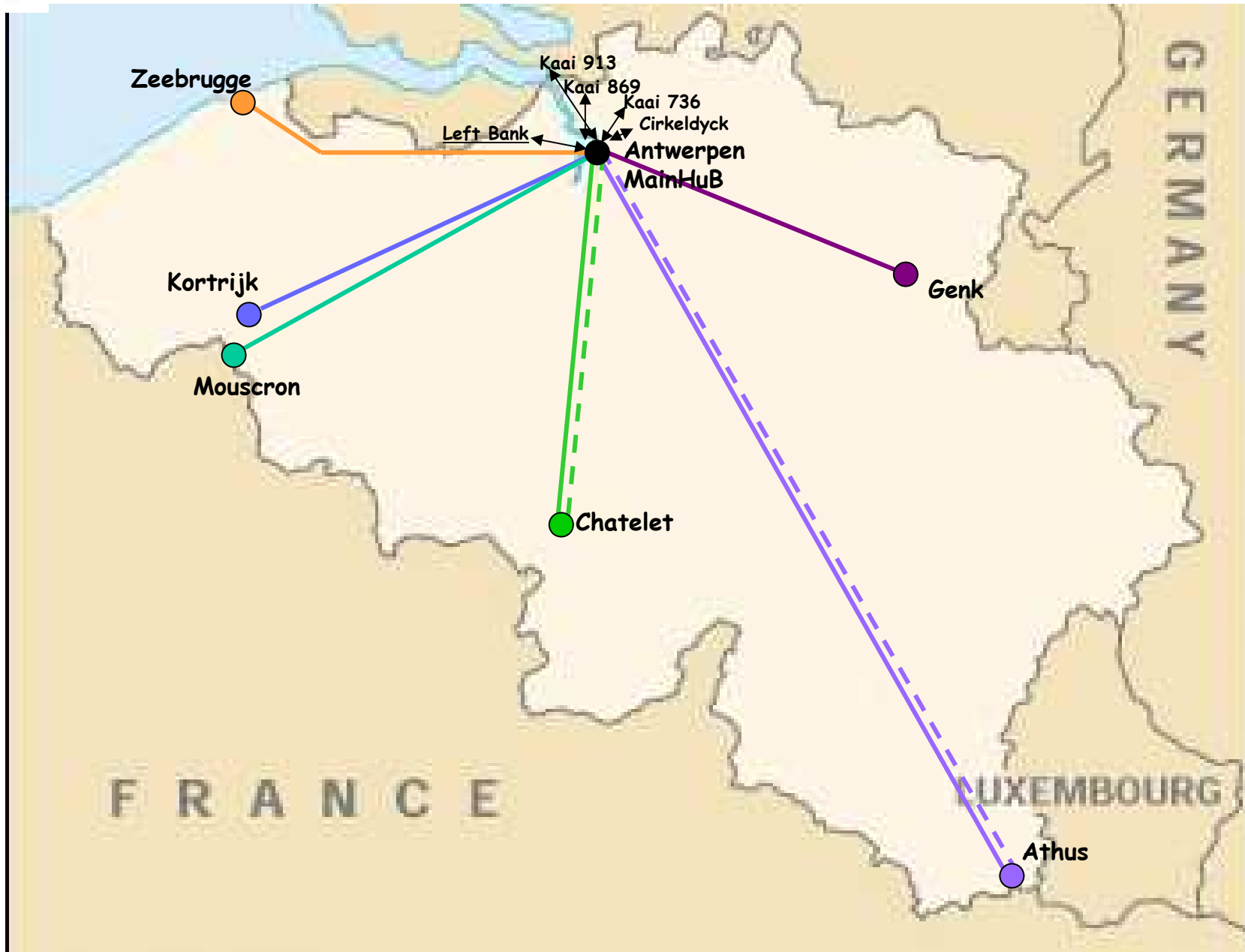
was the ideal environment to launch a new production system

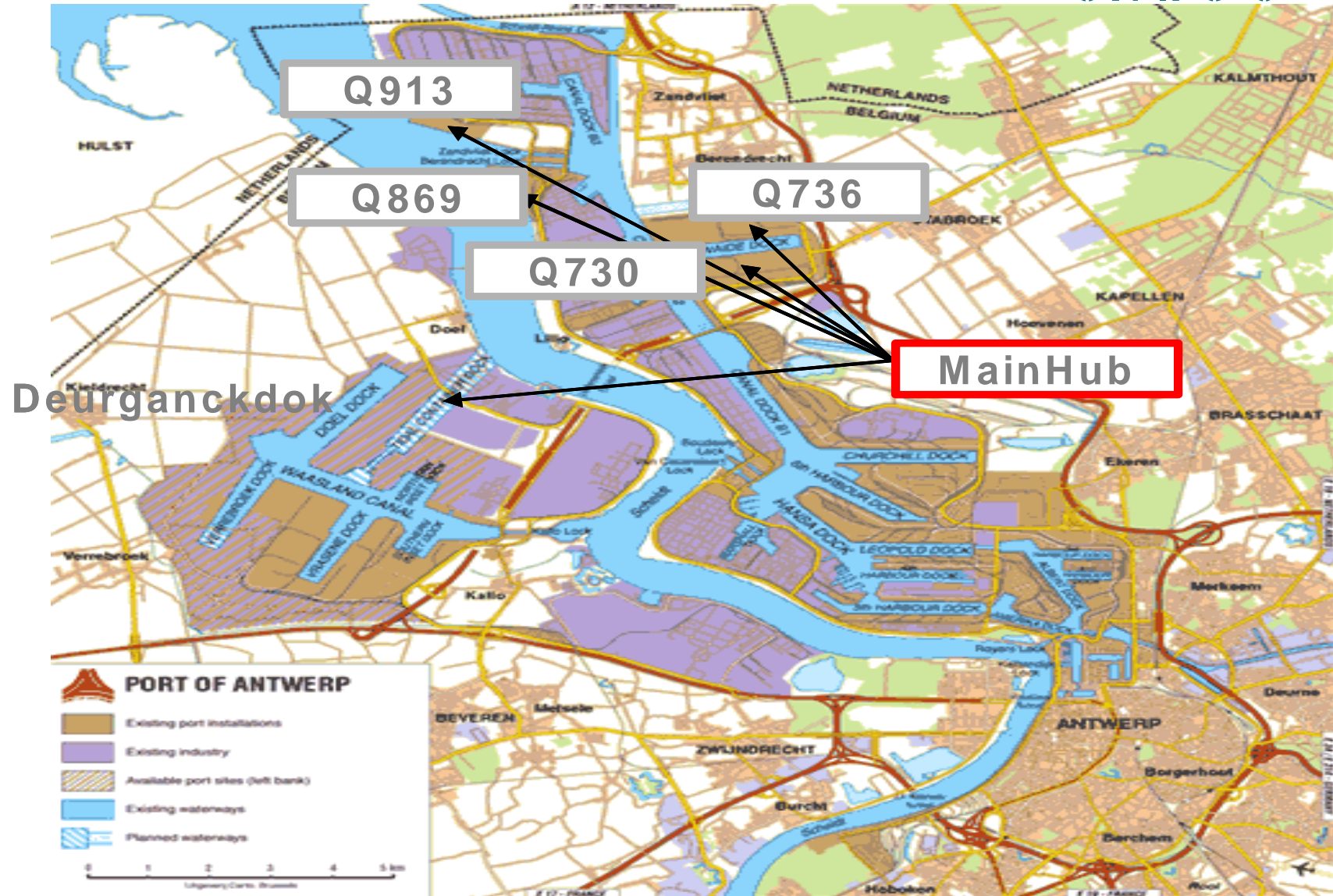
NARCON
National Rail Container Network



Narcon: bringing the actors together

- Bringing the actors together was the trigger to build up a new transport system based on quality and reliability
 - **Belgian Railways, B-Cargo**: rail operations and wagon management
 - **Hinterland Terminals**: commercial and operational partners, knowing exactly the needs in their area
 - **Deep sea Stevedores**: fixed timeslots and commitments for rail traffic
 - **IFB**: overall organisation including monitoring, handlings, documents, last mile truckings, one clear responsible towards the clients.
 - **Major clients**, directly or via the hinterland terminals

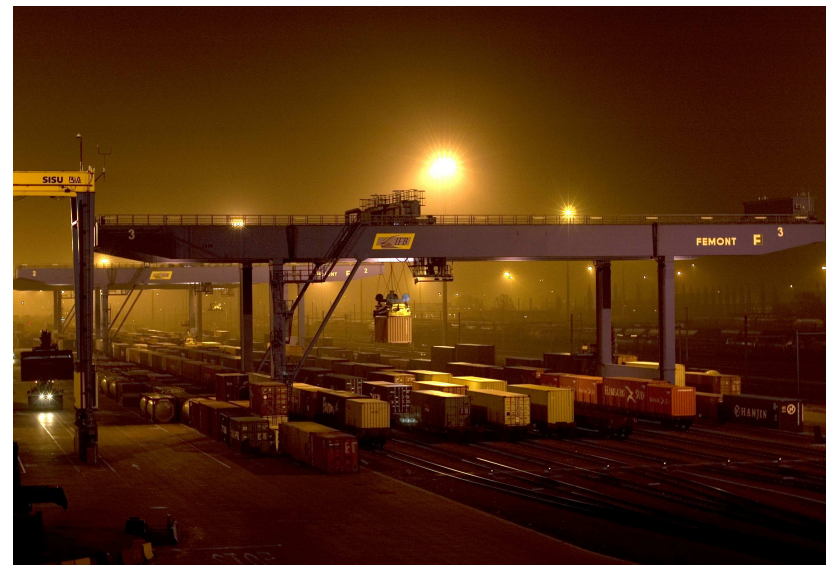




MAIN HUB ANTWERP



MAIN HUB ANTWERP



Euroterminal DPMLi



Lauwe Lar Kortrijk

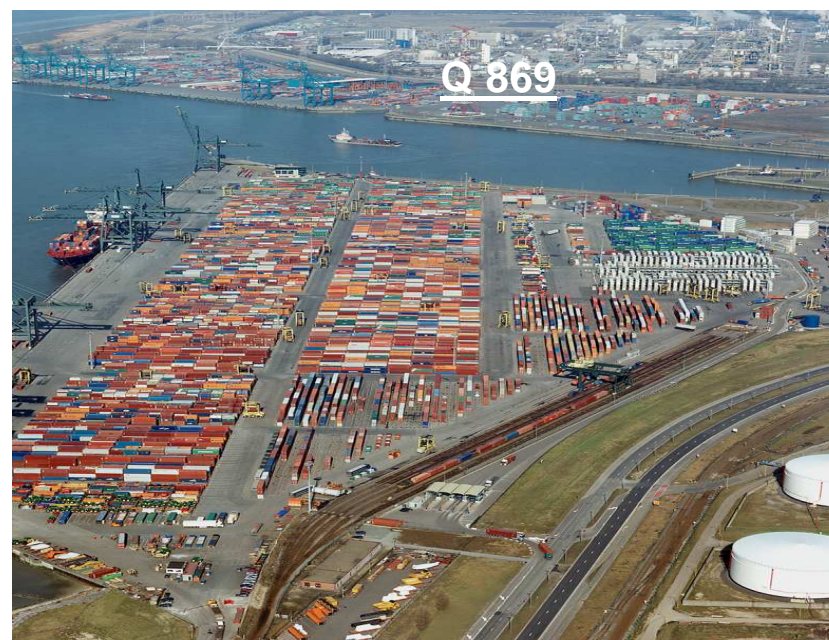
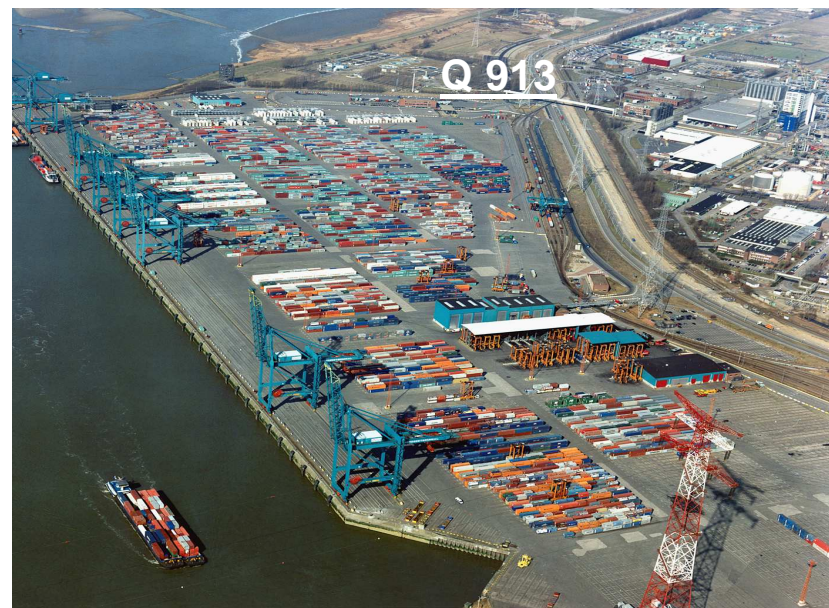


Charleroi Dry Port



Terminal Athus





Deurganckdok Antwerp Left Bank

Q 1700



Q 1742



Zeebrugge CHZ





The operational facts & figures

- **Focal point : Main Hub Terminal, vertical shunting and additional services**
- **6 round trips per day to and from the hinterland**
- **6 round trips per day to and from the quays**
- **Fixed wagon sets, 27 wagons (25 older low cost wagons and two 80' wagons)**
- **6.500 trains/year**
- **Max. actual capacity = 285.000 TEU/year**
- **Late A/ early B transit-time**
- **27.5 Millions trucks-km / year shifted from road to rail**

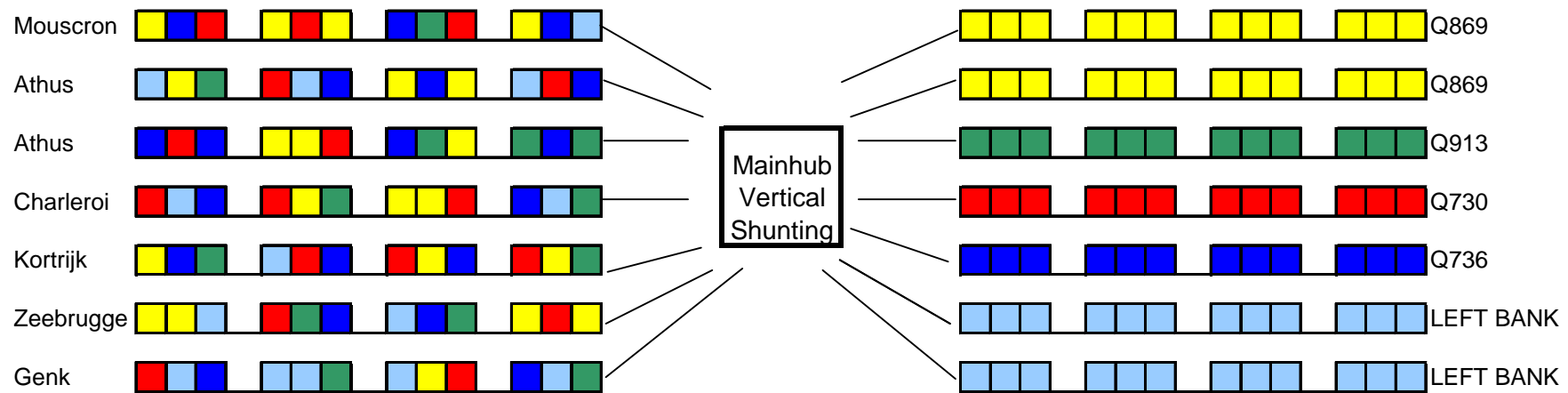
Wagon RGPS



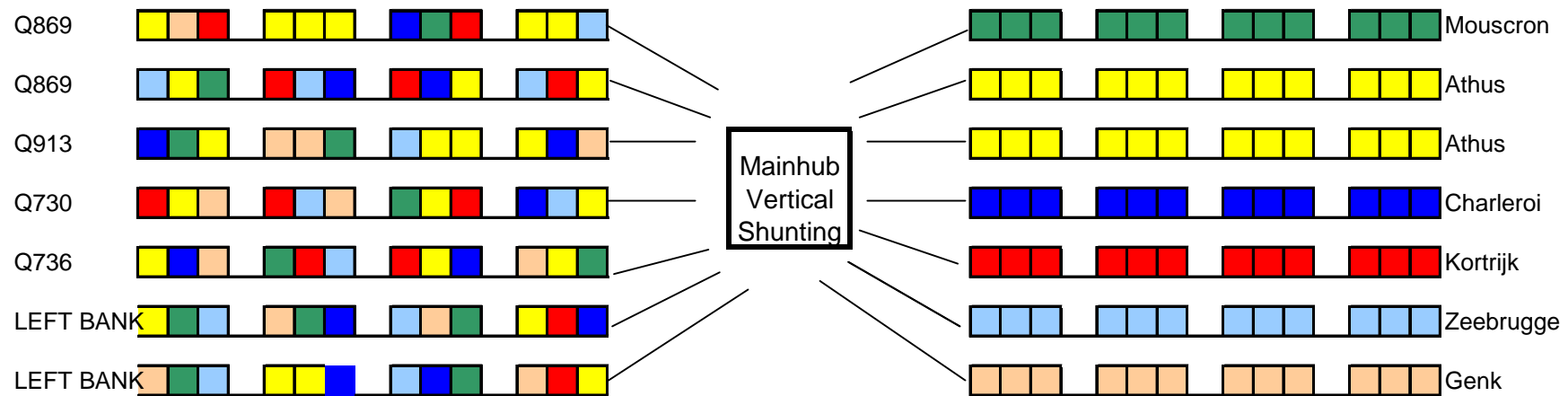
Wagon SGGS



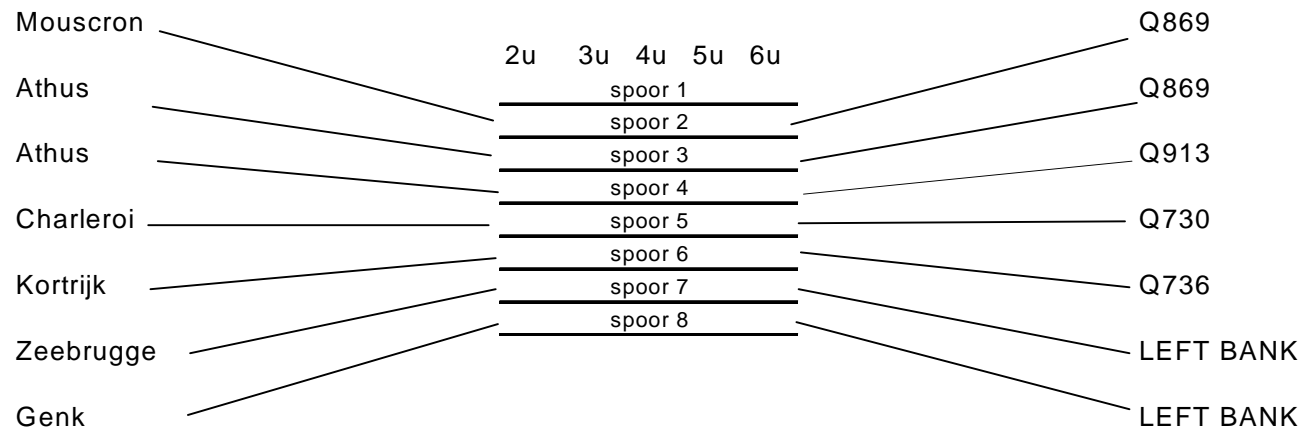
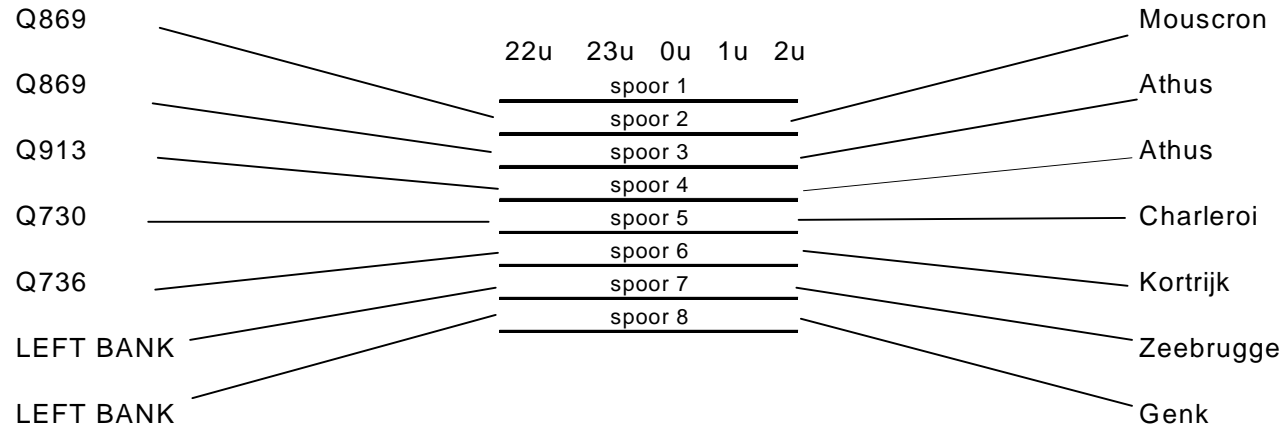
Maximum use of train capacity, minimizing the vertical shunts

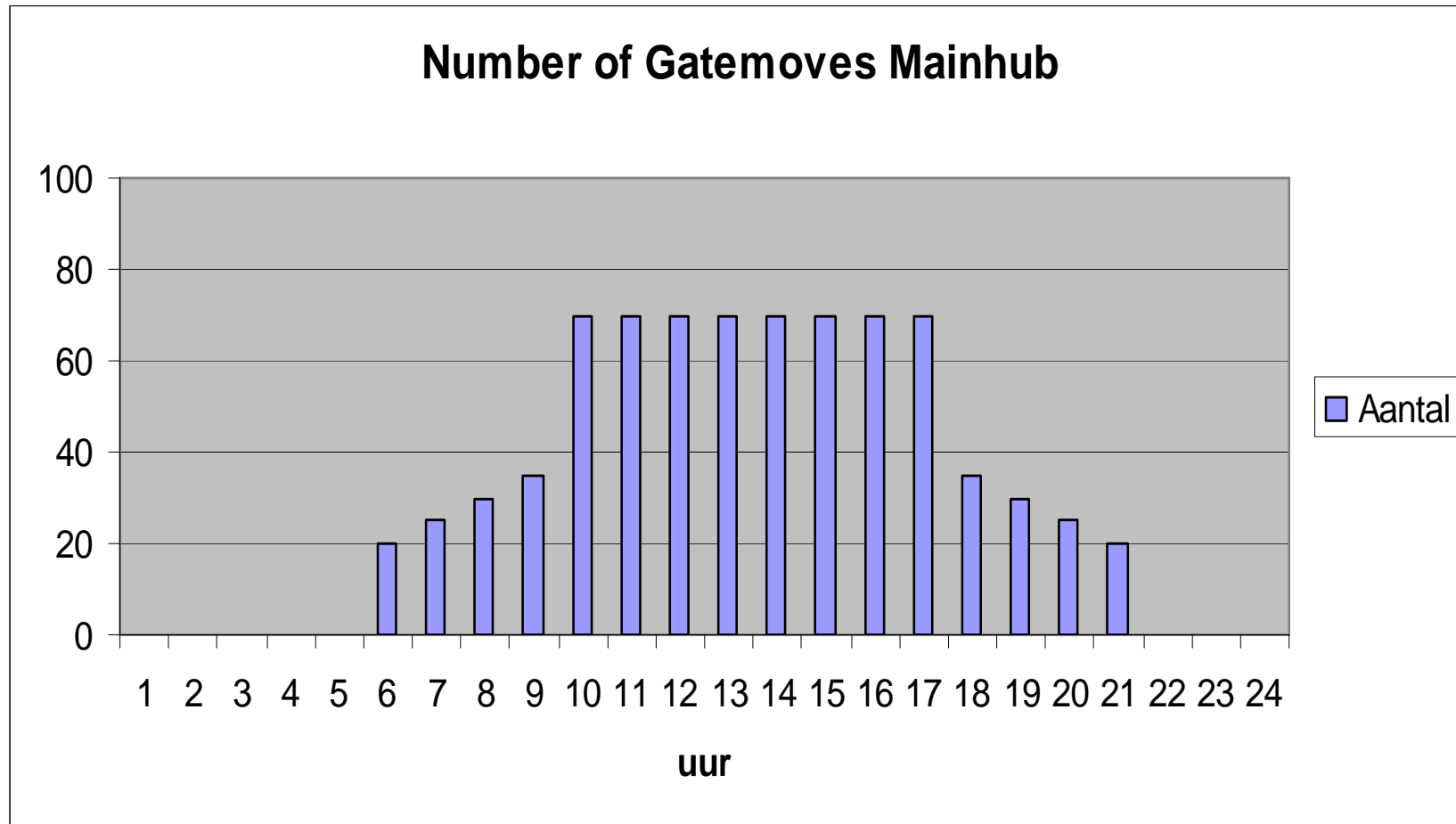


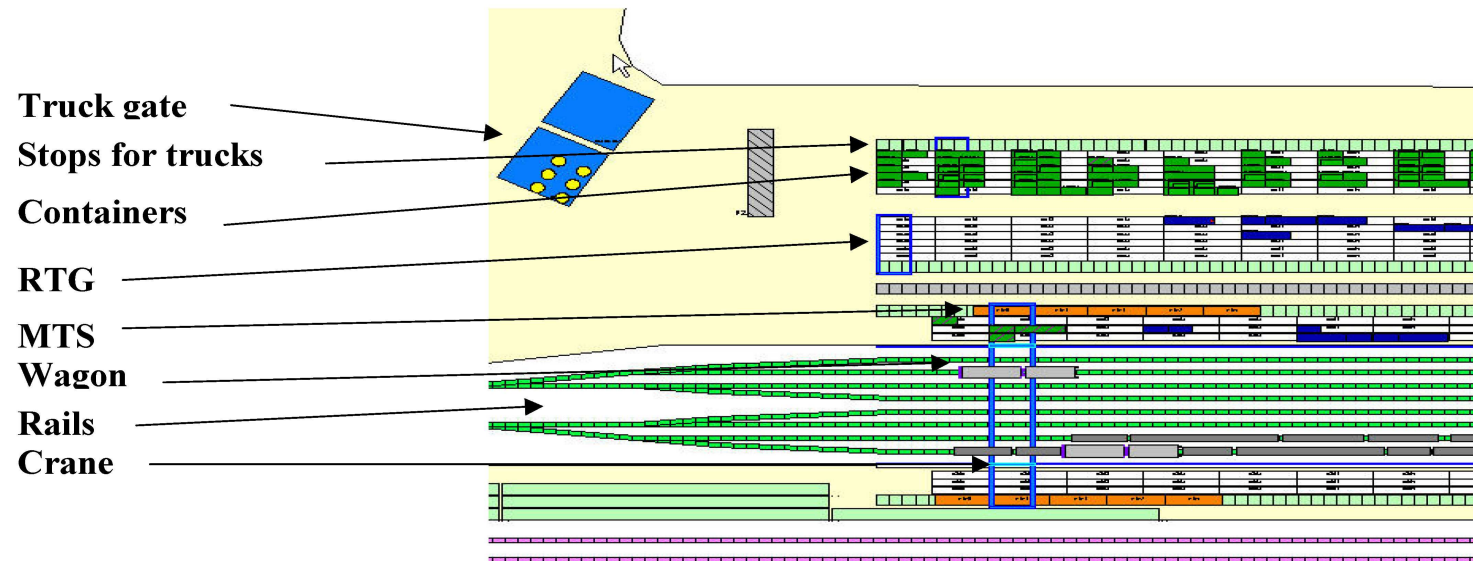
Maximum use of train capacity, minimizing the vertical shunts



Two “waves” during the night







Interman is a modern terminal management system that covers all activities from booking to invoicing, and from truck entry to rail or barge out, including very powerful yard-, barge- and rail planning capabilities. It is a real time system and the system is operated through a very user friendly graphical interface. Interman generates instructions for cranes, straddle carriers, stackers or other handling equipment using RF technology. It is probably the only European system that replies to your needs from A to Z. It is a standard solution that easily can be tailored to your needs.

Benefits:

- Cost effective and short implementation time
- Very reliably, low maintenance costs
- Easy to use and user friendly
- Optimization of yard, truck, rail and barge movements
- EDI communication with shipping companies and rail operators
- Proven solution: runs on 8 sites in 4 different countries
- Multi lingual: Dutch, French, German and Spanish (English on demand)
- Runs on Windows or UNIX server

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Actual situation

- **Reliable network** (more than 99% on time delivery = closings on quay)
- **Optimized network**
 - Optimization
 - of train capacity = one train for all maritime quays, no priorities or specific sequence for the containers on the trains,
 - locomotive capacity (immediate reuse)
 - Optimization of terminal capacity
 - vertical shunting during night and additional gate moves from and towards empty container depots and “smaller” quays during the day
 - Destination of the trains in function of reducing the vertical shunts
 - Less wagons, second life for older wagons
 - No hidden costs
- **One interface** towards the clients
- **Growing business**
- System is **still developing**
 - linking national and international traffic through hubs
 - Additional hinterland terminals to be served
 - Direct shuttles where possible

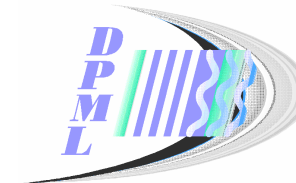
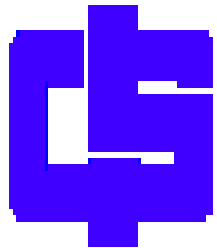
NARCON

National Container Network



References

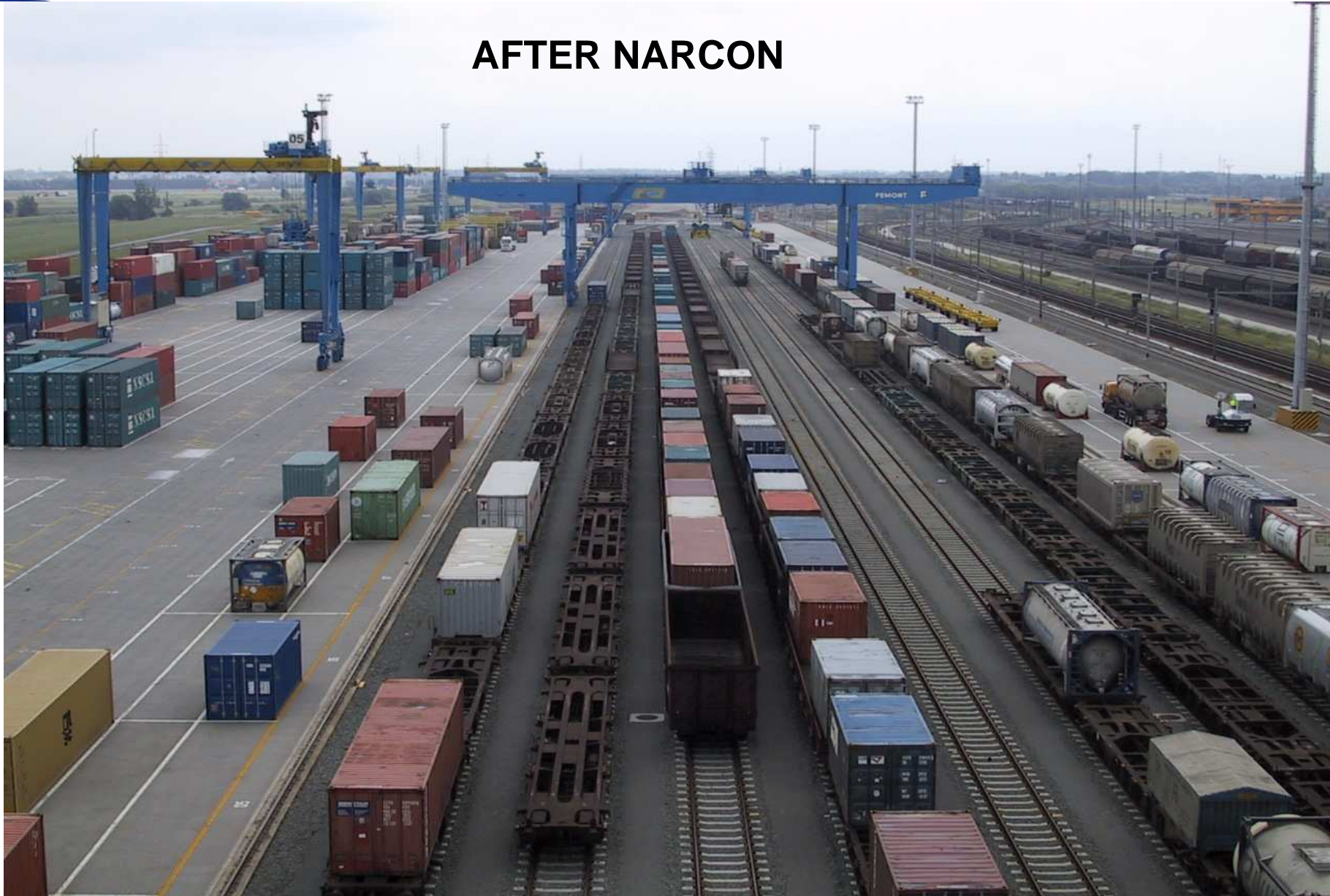
LLOYD TRIESTINO
DI NAVIGAZIONE S.P.A.



BEFORE NARCON



AFTER NARCON



BEFORE NARCON







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