



## **Strengthening Security and Inter-operability along Euro-Asian Inland Transport Corridors**

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# Hupac Group companies – Market presence

**Hupac Ltd**  
Chiasso  
Parent company  
Asset Management

**Hupac Intermodal Ltd**  
Chiasso  
Sales & operations  
Terminal operations

**Termi Ltd**  
Chiasso  
Terminal construction  
Facility management

Switzerland

**Hupac SpA**  
Busto Arsizio  
Terminal operations  
Railway operations

**Fidia SpA**  
Milano  
Terminal operations  
Warehouse logistics

**Centro Intermodale SpA**  
Milano  
Terminal construction  
Facility management

**Terminal Piacenza Intermodale Srl**  
Piacenza  
Terminal operations

**Piacenza Intermodale Srl**  
Piacenza  
Facility management  
Warehouse logistics

**Termi SpA**  
Busto Arsizio  
Terminal construction  
Facility management

West Europe

**Hupac Intermodal Italia Srl**  
Busto Arsizio  
Sales

**Hupac Intermodal NV**  
Rotterdam  
Service provider

**Hupac Intermodal BVBA**  
Antwerp  
Terminal operations  
Facility management

**Hupac GmbH**  
Singen  
Service provider

**Hupac Maritime Logistics GmbH**  
Duisburg  
Maritime service

**ERS Railways BV**  
Rotterdam; branch office Hamburg  
Maritime services

**Hupac Terminal Brwinów**  
Warszawa  
Terminal construction

**Intermodal Express LLC**  
Moscow  
Sales & operations

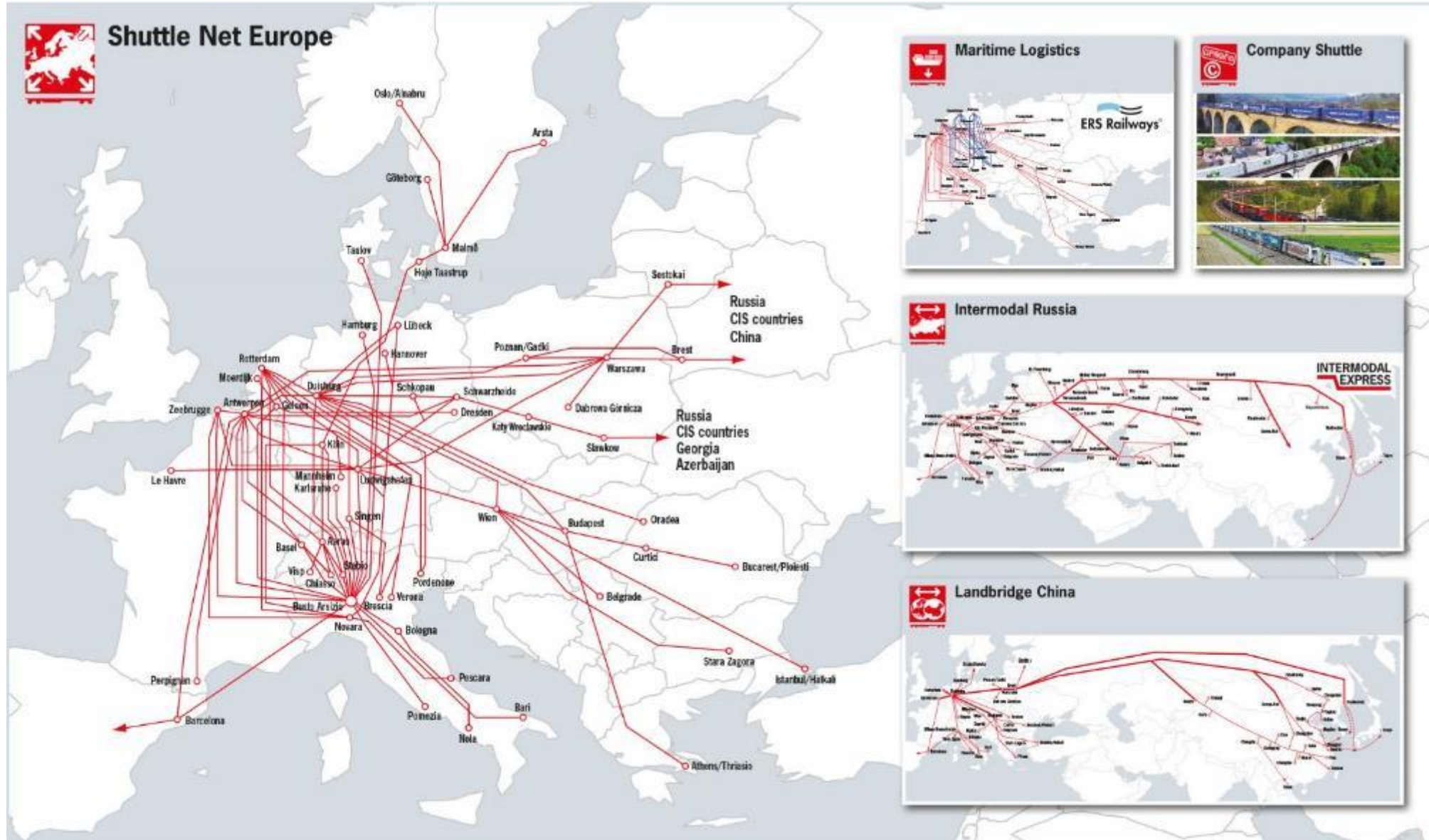
**Hupac LLC**  
Moscow  
Rolling stock management

**Hupac International Logistics (Shanghai) Co.**  
Shanghai  
Sales & operations

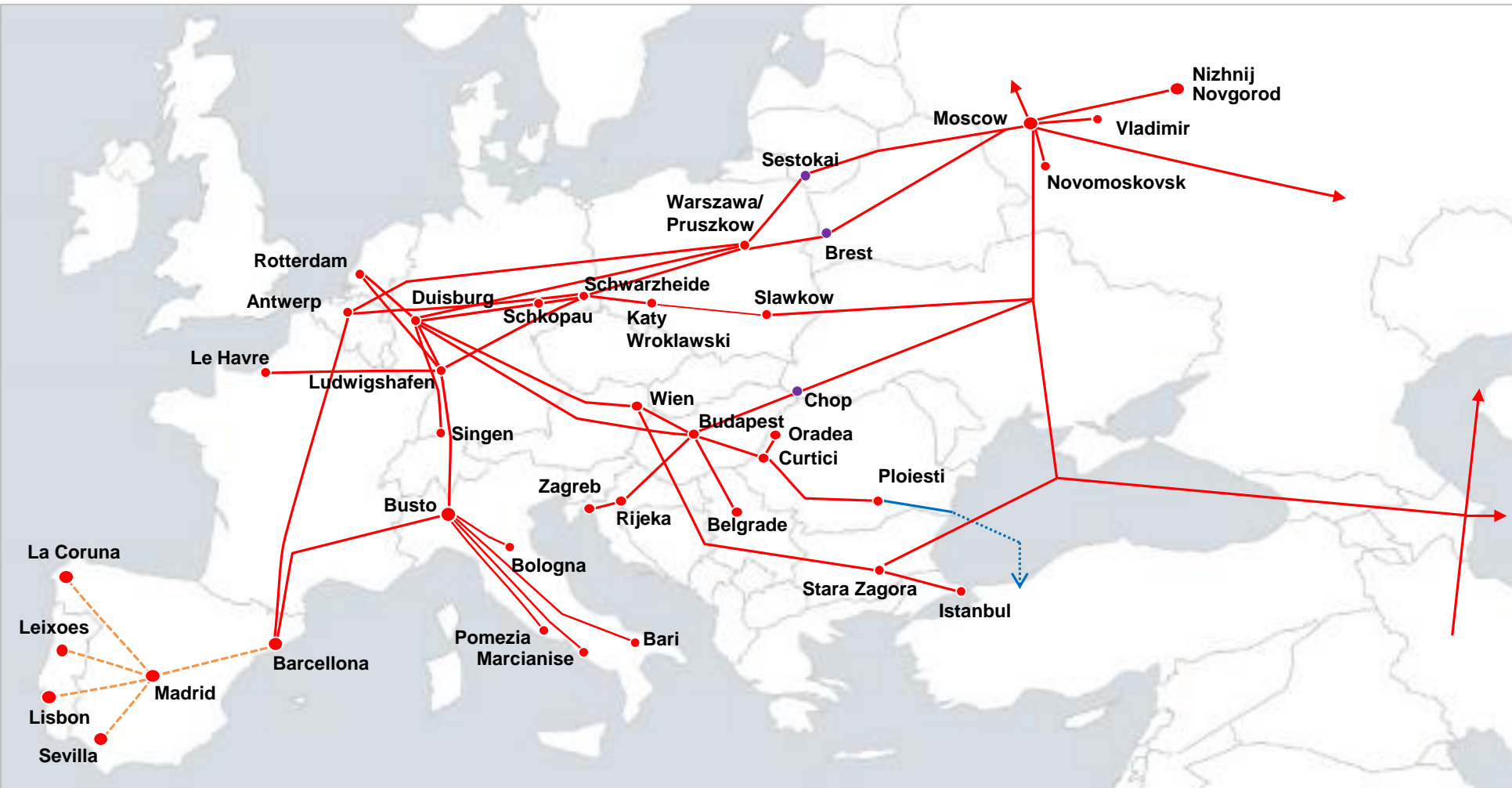
East Europe & Far East



# Hupac Group – combined advantage for logistics



# European network connecting the Eurasian railways network



Train per week

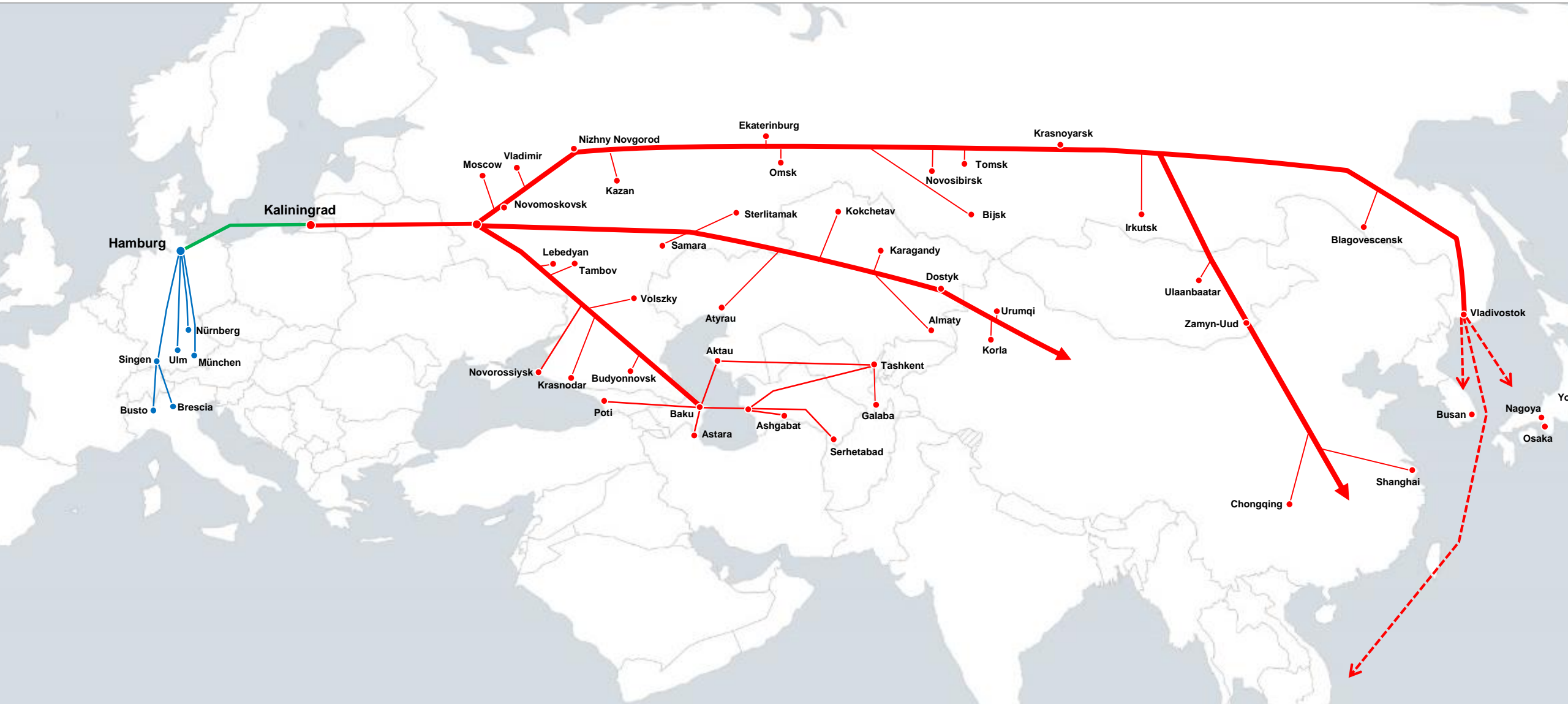
### Main connections after Slawkow

Slawkow ⇄ Antwerp	2
Slawkow ⇄ Ludwigshafen	2
Slawkow ⇄ Duisburg	2
Slawkow ⇄ Busto	2
Slawkow ⇄ Rotterdam	2
Slawkow ⇄ Barcelona	2
Slawkow ⇄ Le Havre	2

### Main connections after Brest/Sestokai /Pruszkow

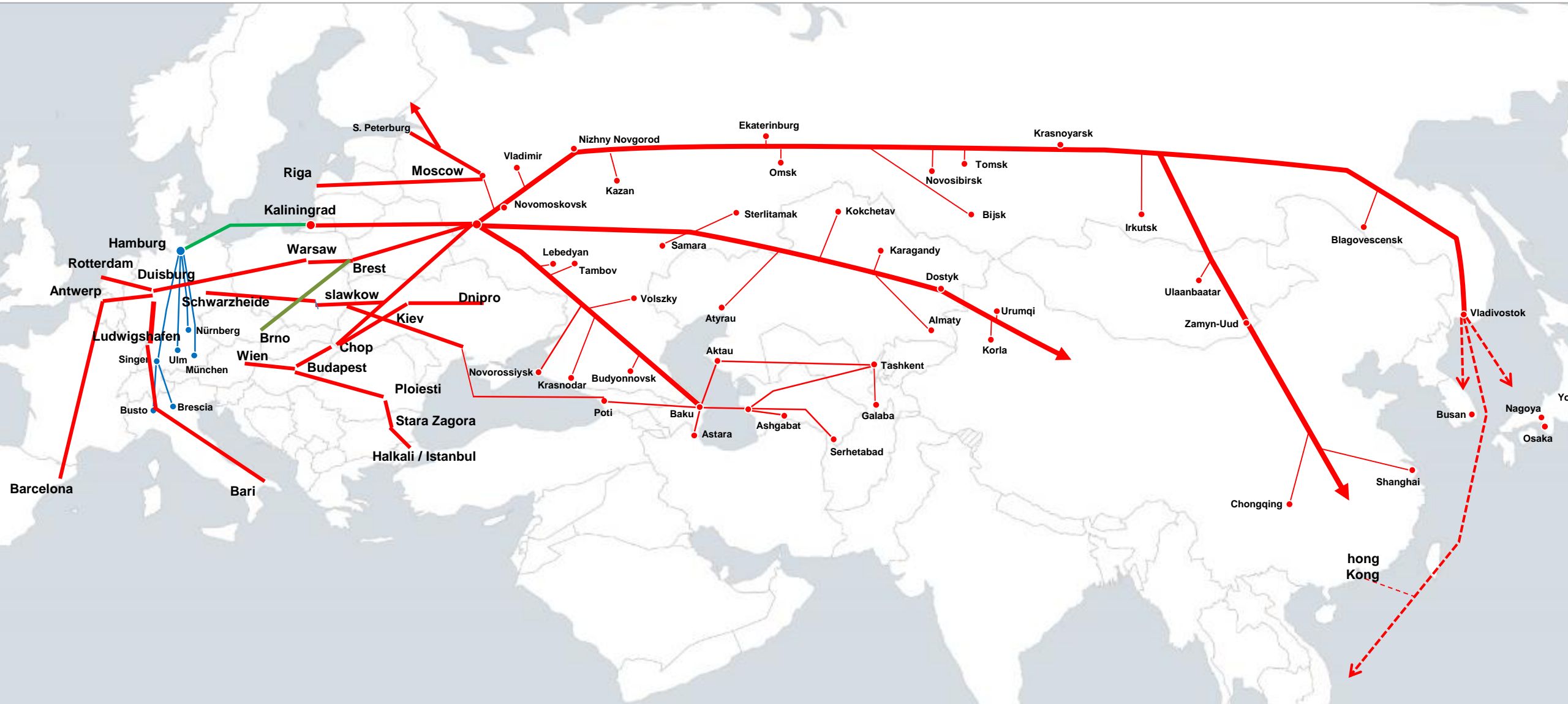
Pruszkow ⇄ Antwerp	3
Pruszkow ⇄ Ludwigshafen	3
Pruszkow ⇄ Duisburg	3
Pruszkow ⇄ Busto	5
Pruszkow ⇄ Rotterdam	3
Pruszkow ⇄ Barcelona	3
Pruszkow ⇄ Le Havre	2

# New Connections via Kaliningrad

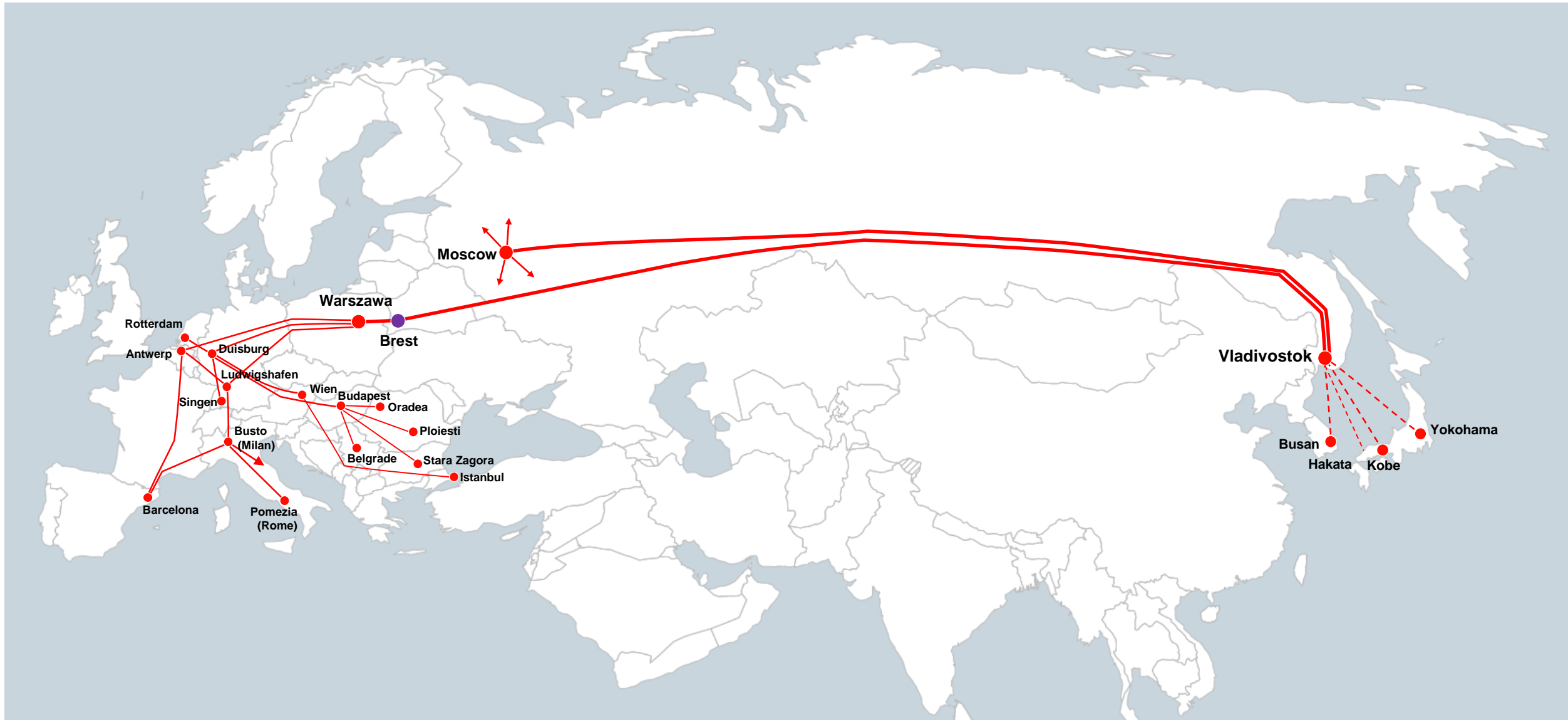




# Service Map of Intermodal Express



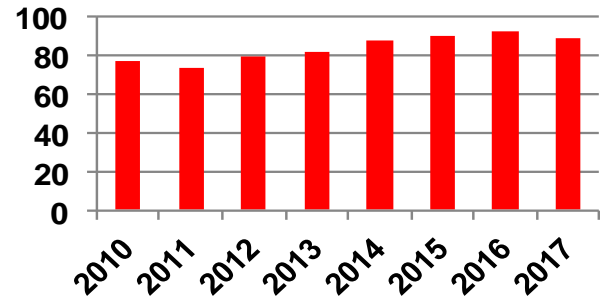
# Connections Europe ↔ Japan/South Korea





# Rolling stock maintenance in Busto Arsizio

Rolling stock availability in %

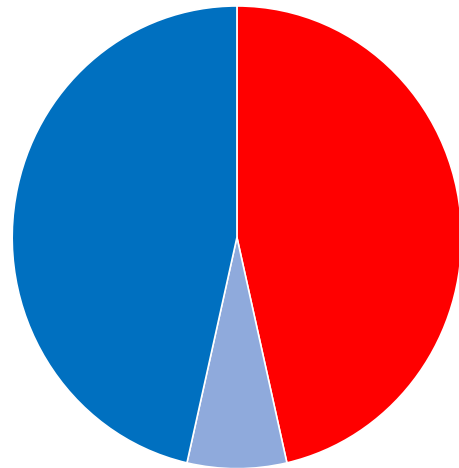


	Workshop	Wheelset refurbishing center
Opening	July 2010	September 2012
Area	20,000 m <sup>2</sup>	9,000 m <sup>2</sup>
Activity	Repair and preventive maintenance of medium level	Wheelset reconditioning and non-destructive testing
Investment	EUR 7.5 million	EUR 8 million
Operator	RIFER	RIFER
Max. output	30 wagons a day	45 wheelsets per work shift



## Strategy 2016-2020: Hupac invests CHF 280 million

**Terminals**  
CHF 130 million



**Rolling stock**  
CHF 130 million

**IT & others**  
CHF 20 million







# Terminal KTL

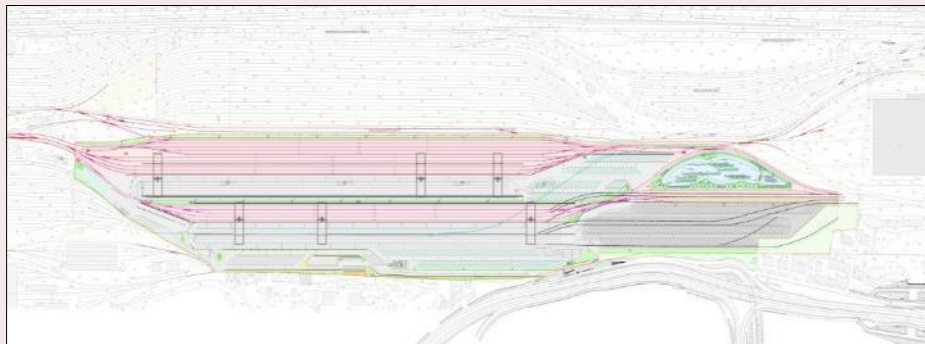
When Industry logistics and railway meets for intermodal terminal infrastructures





# Projecting new terminal

## Heart of logistics park, fast reloading of trains, high frequency of trains



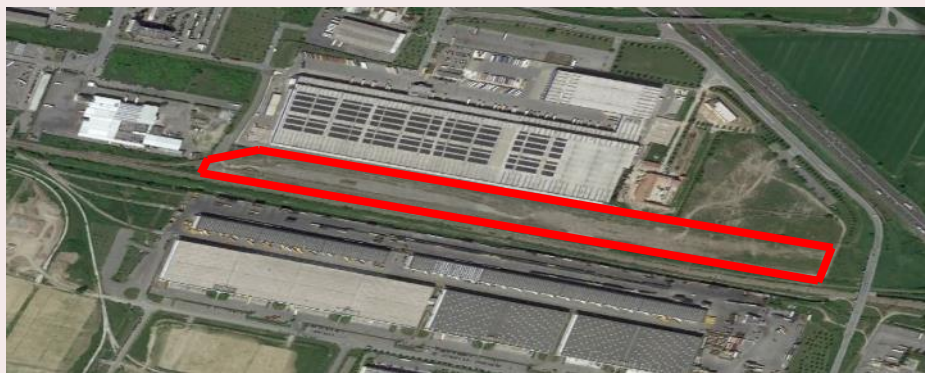
### Milano Smistamento

In attesa di inizio lavori

Stato del progetto: definitivo

Capacità massima annuale: ca. 390.000 UTI

Finanziamento della fase 1 confermato dall'Ufficio Federale dei Trasporti (UFT)



### Piacenza

Possibile inizio lavori: 2016

Stato del progetto: in fase di valutazione

Capacità massima annuale: ca. 190.000 UTI

Presentazione domanda di finanziamento all'UFT: 2015



### Brescia

Possibile inizio lavori: 2018

Stato del progetto: in fase di valutazione

Capacità massima annuale: ca. 190.000 UTI

Presentazione domanda di finanziamento all'UFT: 2017

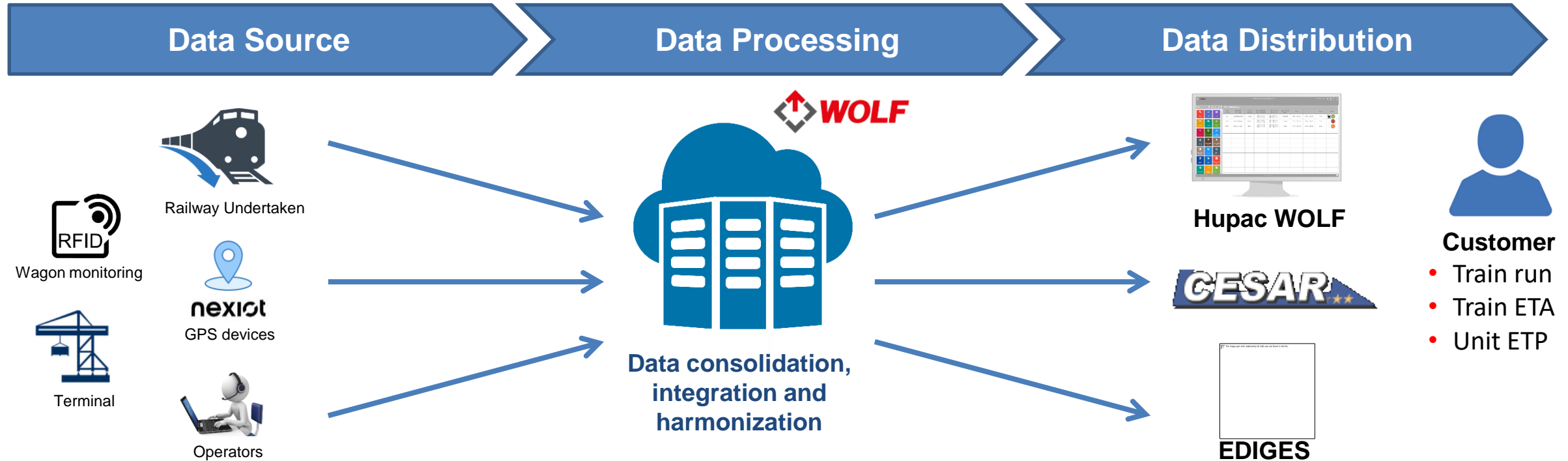
## Six steps help get the digital transformation going together with customers



- 1. Start from the customer: Prioritize key customer journeys and digitize end to end**
- 2. Break your functional silos: Build a cross-functional team with a clear mandate and digital talent**
- 3. Create measurable targets: Develop quantitative targets for each team/projects**
- 4. Translate digital ambition into resource allocations and budgets: Significantly reallocate investments**
- 5. Focus on talent: Infuse new leaders into organization; retain existing digital talent**
- 6. Maximize value of two-speed IT: Digitally enable your legacy infrastructure**



# New Digital concepts and solutions



- **Train run and ETA/ETP** are collected from the RUs, Terminals and other sources (EDIGES or semi-automatic)
- Train's **current position** is shown regularly via a GPS receiver every ten minutes (Nexiot)

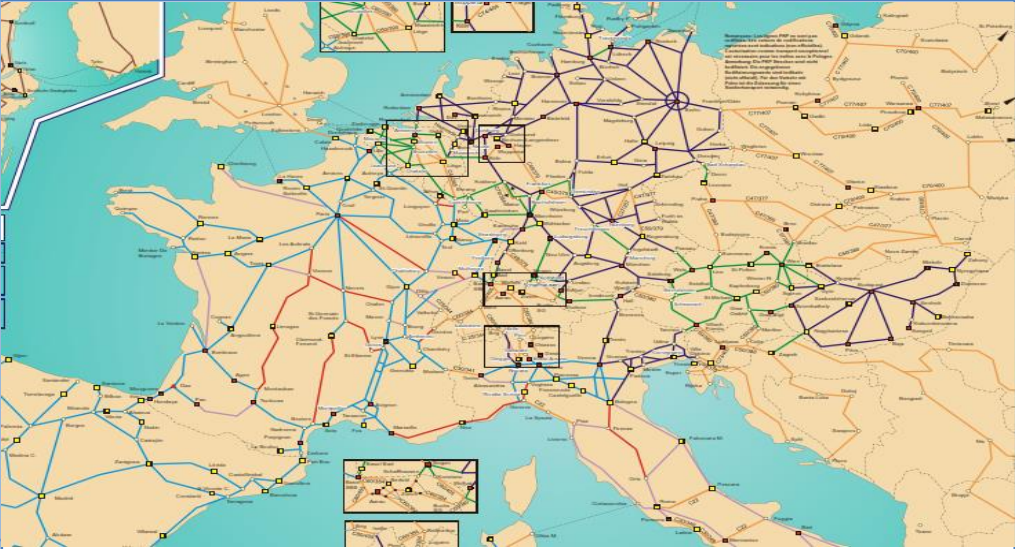

- Hupac **data centers** receive data related to the trains in real-time
- **Big data architecture** support the data collection
- **Hupac WOLF** core software **analyzes and transforms** the data into useful business information

- This is then made **available** on a **WOLF** online portal, via **CESAR** or via **EDIGES** data interfaces
- **Integration** with the customers and partners

# Combined transport – future-oriented system

**EU target:** transportation > 300 km on rail or ship; 2030 = 30%, 2050 = 50%

**Transiberian route Target:** 2 Mio. Teus in transit within 2025

Standardized system	Advantages for all
 <ul style="list-style-type: none"> <li>➤ Hundreds of thousands of standard loading units (containers, swap bodies, semi-trailers)</li> <li>➤ 700 terminals and ports</li> <li>➤ 60,000 rail platform</li> <li>➤ 2,000 cargo locomotives</li> <li>➤ Long-term system commitment</li> </ul>	 <ul style="list-style-type: none"> <li>➤ 5.9 billion EUR turnover</li> <li>➤ 41,000 jobs</li> <li>➤ 18.1 million tons CO<sub>2</sub> reduction</li> <li>➤ 2.2 billion EUR less external costs</li> </ul>

# The usage of new railway infrastructures and the readiness for new ones





# Increase of the productivity of Multimodal transport

## Infrastructure

- Longer and heavier trains: in addition harmonisation in Europe as well as between 1435 EU, 1520 and in China

## Simplification of communication among the railways in the Eurasian platform

- Telegraph.....among all the railways.....solutions to overtake this system
- Customs clearance operations: please just one language and one form.

## Cost of empty positioning

- A reduction of costs for empty container and empty wagon positioning

## Harmonization of rules

- Harmonization among all railway networks

# Solutions

*All stakeholders from the market shall cooperate to push Chinese Railways and Railway Ministry*

*To follow the standard of the international agreements that they accepted:*

- 1. Acceptance all the ISO CERTIFICATE OF TANK and any tank certified.*
- 2. Opening of all terminal for transportation of tank for Domestic and International connections*
- 3. Accepting the mixed loaded of box and tank container in the international block trains*
- 4. Recognized the international MSDS paperwork*
- 5. Finally authorize the transport of DG Cargo according to SMGS General Terms and RID.*

***WE NEED TO BE TOGETHER –***

***ANY LEVEL OF THE LOGISTICS SUPPLY CHAIN INCLUDING CARGO SHIPPERS AND OWNER  
WE NEED TO WORK TOGETHER***

***THE ONLY WAY FOR A STANDARDIZATION OF THIS TRANSPORT TECHNOLOGY.***



**Thank you for your attention!**

