



# INSPIRING RAIL SOLUTIONS

**GREEN. INNOVATIVE. AHEAD**

# Agenda

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# Captrain, a SNCF company



## SNCF GROUP

### SNCF IMMOBILIER



- Management of industrial and commercial property
- Maintaining the value of property and land
- Management and administration of property portfolio

**530**  
Million  
€

## SNCF RÉSEAU

### INFRASTRUCTURE



- Access to the rail network
- Network traffic management
- Operation, maintenance and expansion of rail infrastructure and rail network
- Focus on the Île-de-France metropolitan area

**6.4**  
Billion €

## SNCF MOBILITÉS

### SNCF VOYAGEURS



- SNCF Transilien (Île-de-France regional network)
- Regional and long-distance services
- SNCF voyages

**16.9**  
Billion €

### SNCF LOGISTICS



- Geodis (freight division)
- **MULTI-MODAL RAIL FREIGHT TRANSPORT**
- Asset Management

**10.3**  
Billion €

### KEOLIS



- International public transport
- Urban transport networks
- Overland transport
- Station management
- Digital services

**6.5**  
Billion €

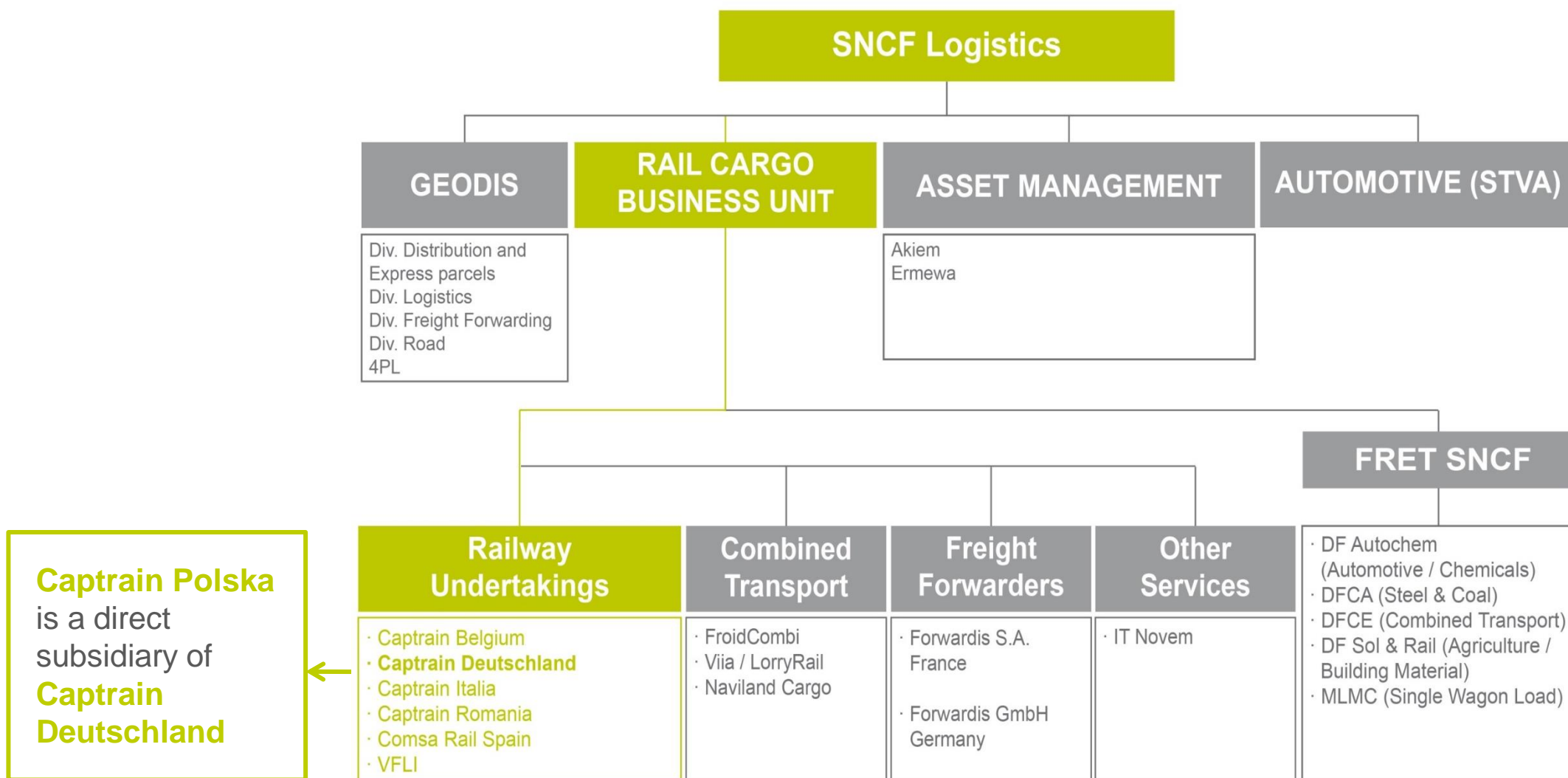
### STATIONS + CONNECTIONS



- Train stations

**1.5**  
Billion €

# The Ownership Structure of Captrain





# WE ARE ...



## GREEN.

At Captrain, the color of green represents on-going development, growth, sustainability and, of course, environment. The railway is the most environmentally friendly type of transport.



## INNOVATIVE.




We continually develop our logistics solutions. Under the name SmartRail Logistics, we have founded a joint venture with a partner company that optimally combines railway traffic with road traffic.

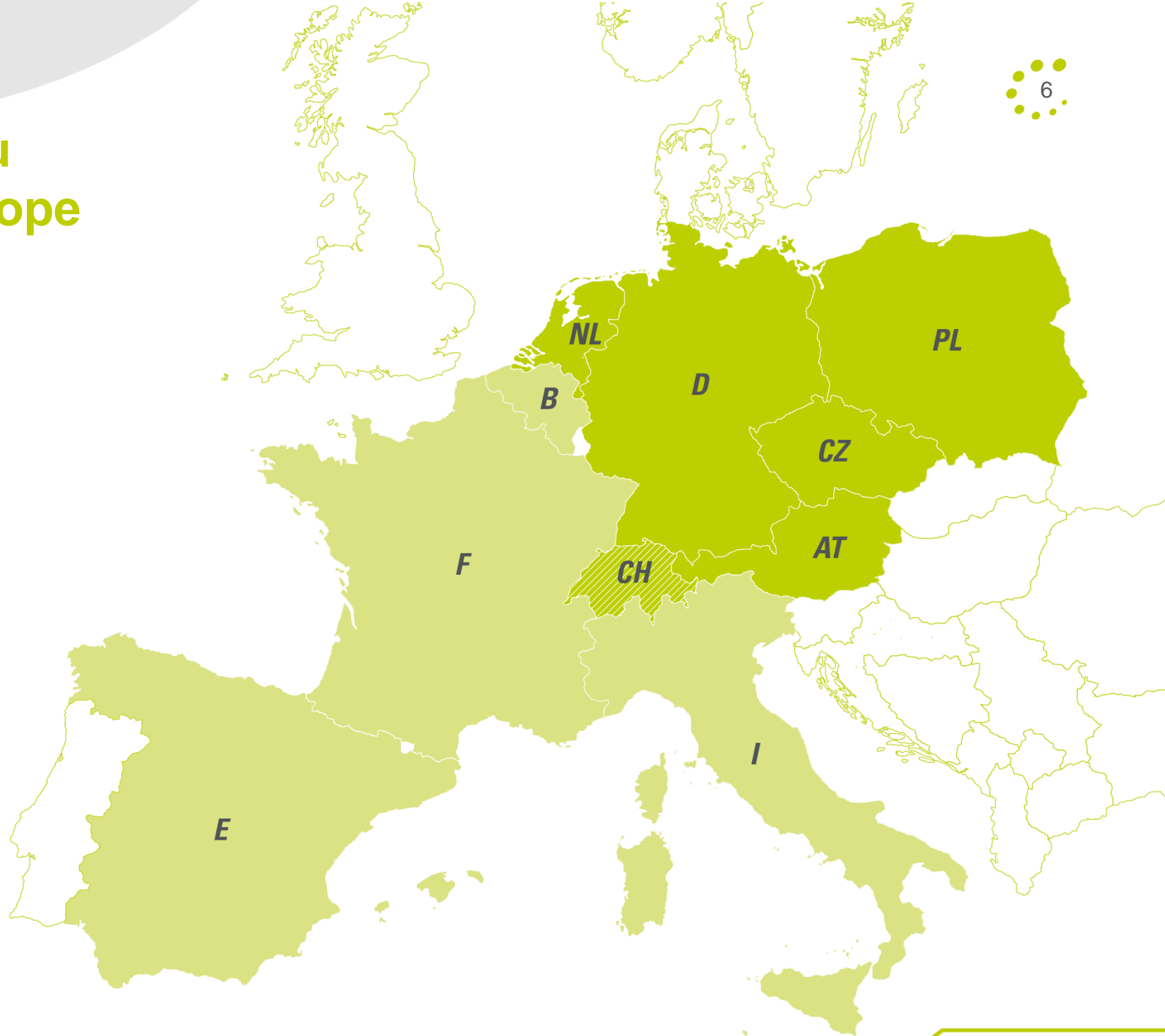


## AHEAD.

We are dealing with the topics of the future and have the courage to make innovations and move in new directions.

# Working for you throughout Europe

-  Captrain Deutschland-Gruppe
-  Our affiliates:  
Captrain España, Captrain Italia,  
Fret SNCF, Railtraxx, VFLI
-  Associated company: BLS Cargo



# Figures that speak for themselves

## KEY FIGURES 2019

Turnover (EUR, millions)



**368\***

Employees



**1,540\*\***

Transportation volume  
(tonnes, million)



**58.4**

Transport performance  
(billions of tonne-kilometres)



**8**

Locomotives



**220**

Wagons



**2,742**

Workshops



**7**

Rail infrastructure (km)

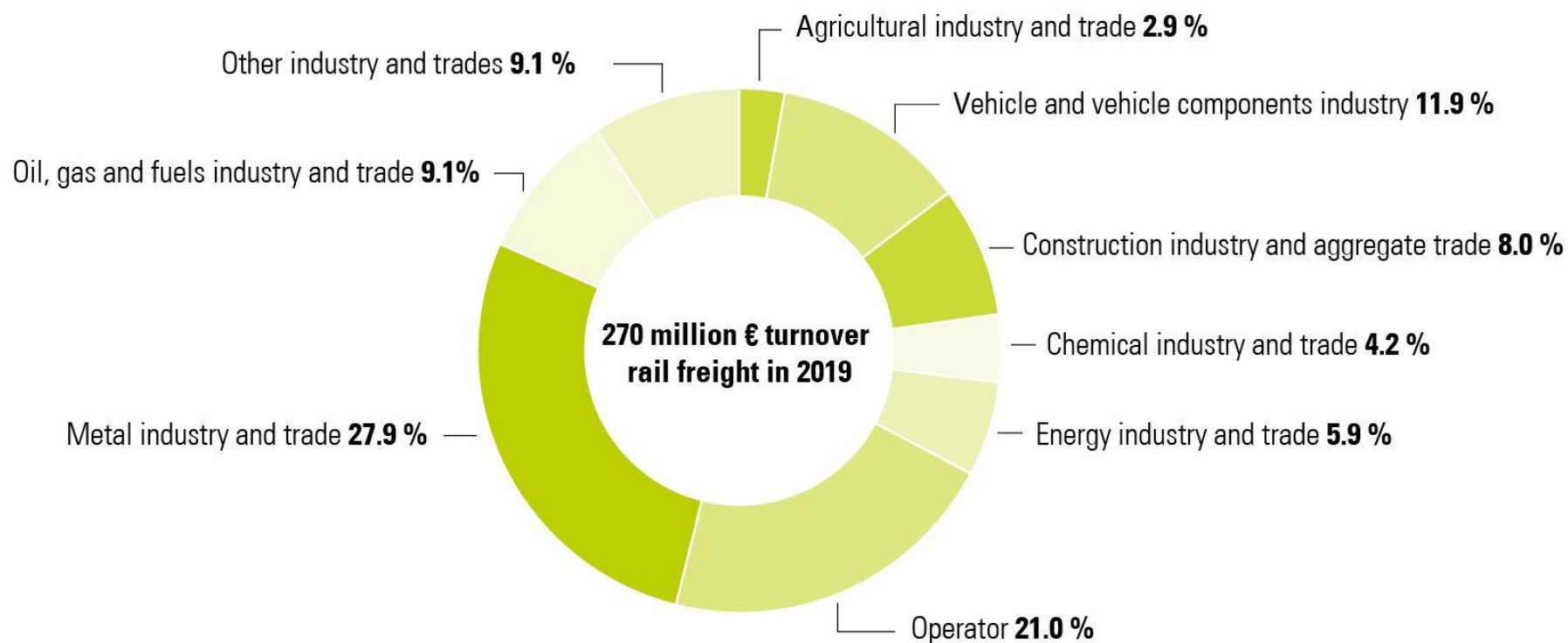


**403**

\* 269.7 million EUR rail freight, 82.7 million EUR public rail transport, 15.6 million EUR workshops/leasing/rail infrastructure

\*\* 1.171 rail freight; 369 public rail transport

## At home in all industries





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# History of Captrain Polska

Foundation as a subsidiary of ITL. Until October 2014 the company was known as ITL Polska sp. z o.o. active on the market. Initially, the company's activity consisted of organizing transport of goods moved by rail to Germany, the Czech Republic and the Netherlands as a forwarding agency, and had its consignees in Poland.

A new chapter in the history of private international transport begins in January: ITL Polska drives a train from the Czech Republic via Chałupki and Małaszewicze to Brest. The SNCF takes over the remaining 25 percent stake in ITL, thus integrating the ITL (including ITL Polska) into the Captrain group

Stabilization of the company, provision of positive financial results, beginning of cooperation with ArcelorMittal. ITL Polska changes name to Captrain Polska Sp. z o.o.

Leap into new markets such as intermodal, petrochemicals, doubling the size of the company. Opening a workshop in Wołów.

Captrain Polska is a stable, profitable company with passionate employees who identify with the way Captrain Germany works.

2006

2010

2012

2014

2016

2019

ITL Polska receives its own license for the execution of rail freight transportation and the provision of locomotives. It is also the first rail transport company in Poland to receive the European safety certificate, part A. Later, it is followed by the European safety certificate, part B, which enables the company to bring transports on the rails under its own name. In April 2009, the first train with aggregates (sand, gravel, gravel, etc.) set off.

Economic problems due to the economic crisis.

ITL Polska is renamed to Captrain Polska.

Captrain Polska becomes a leading company in intermodal transport (second place after PKP Cargo in the market share of work performance).

# Captrain Polska in Numbers

## GRAPHIC KEY FIGURES 2019

Turnover (EUR, millions)



24.0

Employees



135

Transportation volume  
(tonnes, million)



3.2

Transport performance  
(billions of tonne-kilometres)



1,103

Locomotives



30

Wagons



150

# Captrain Polska – rolling stock

## Owned types of locos

4 x BR232 / M62Ko



12 x EU07



5 x SM42 / SM48 / 409Da



5 x E186 / E483



## “Captrain pool” locos

BR187



Class66



The standard and specialist cars from “Captrain pool” and the companies from capital group like Akiem (locos) and Ermewa (cars)

## Our Strengths – Your Benefits

- **EFFICIENT** – with the older diesel and electric locos available permanently on the Czech and German border, we are able to provide a competitive offer for the routes starting in this area, for both regular deliveries and the spot movements
- **MODERN** – with the modern diesel and electric locos available in „Captrain pool” we are able to provide a competitive offer for innovative projects with high quality expectations.
- **EASTERN** – under the agreement with the Belorussian, Ukrainian, Russian and Lithuanian Railways we offer transport services throughout Europe, including countries with a wheelbase of 1,520 mm.
- **WESTERN** – as a member of the European capital group, Captrain Polska is able, in a very short time, to estimate costs at each route across Europe indicated by a Customer and to present an aggregate price per unit regardless of the number of boundaries crossed by the trainset.
- **LOCAL** – with the small scale of operations we guarantee an individual approach and flexibility for each Customer.
- **INTERNATIONAL** – thanks to the international experience of the employees of Captrain Polska, our Customer is provided with a guarantee of highest quality of services rendered according to the best European standards.



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## Good for your goods: Our services

### Transport capacity

provision of wagons, loading advice, optimisation

### Train services

performance of trains, operational monitoring, incident management

### Infrastructure

planning, operation, maintenance

### Individual customer service

operating concepts, personal, holistic, continuous

### Shunting services

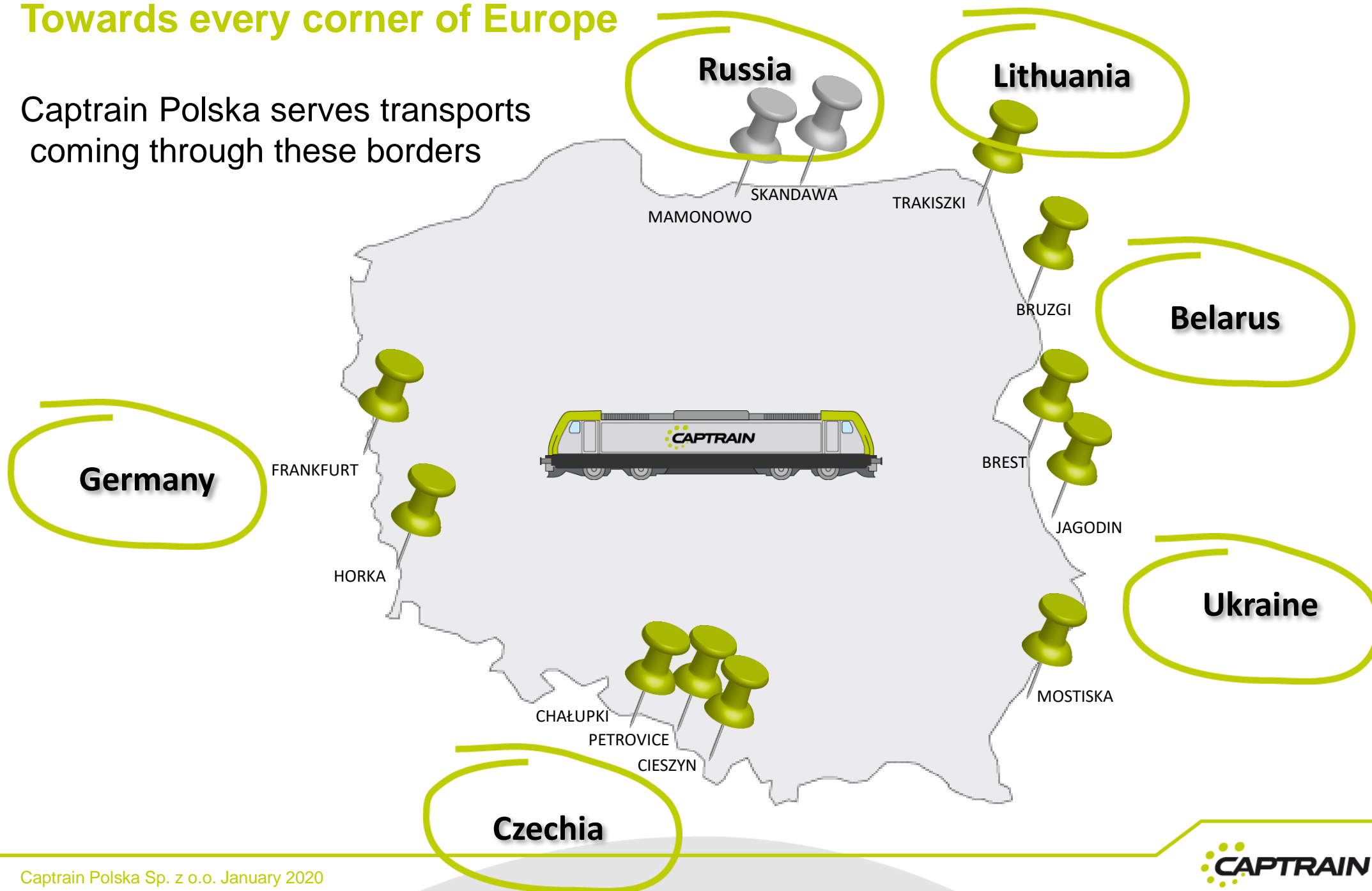
site deliveries, industrial shunting service, train composition

### Value-added logistics services

pre and onward truck carriage, loading and unloading, warehouse logistics

## Towards every corner of Europe

Captrain Polska serves transports coming through these borders







**Traction**

**Industrial Railway  
Operations**

# OUR MARKET SEGMENTS

**Integrated Logistics**

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# Traction



## Requirement

- Inland and International transport of combined transport loads between several locations in Poland and Germany
- Maximum reliability and punctuality
- Permanent exchange of information
- High flexibility with planning trains

## Solution

- Dedicated offer with mixture of national and multisystem locomotives, which guaranty competitive prices and high quality
- Optimization of cost made together with operator
- Flexible tariff dependent on weight of single train
- Cooperation in the whole Europe, also East
- Fast trains basing on the high qualified loco-drivers and Dispo
- Access to GPS system of the locos
- Dedicated coordinator ready to react in case of problems



# CT OPERATORS

## Our services:

- Regular and international transports
- Highest degree of punctuality and reliability
- High transport frequencies
- Fast and uninterrupted flow of information

## Customers::

**Rail Cargo Operator**  
Member of ÖBB

**bls cargo**

**kombi  
verkehr**

**pcc**  
Intermodal

**LOCONI**  
INTERMODAL SOLUTIONS

**LIS.**  
LOGISTIC INTERMODAL SERVICES S.R.L.

**MM**  
Multi Modal  
Rail



**HUPAC**

**clip**  
group

**CAPTRAIN**

# FORWARDING AGENTS

## on the move throughout Europe

### Our services:

- Seasonal and spot transport
- Short response times
- Non-standard and special transportation
- International network of partners
- Fast and uninterrupted flow of information

Customers::



Dettmer Rail







# Traction

## Industrial Railway Operations





**Traction**

**Industrial Railway Operations**

**Integrated Logistics**



# Integrated Logistics

for ArcelorMittal Polska

**Industry:** Steel (long rails)

**Transport volume:** 65,000 tons

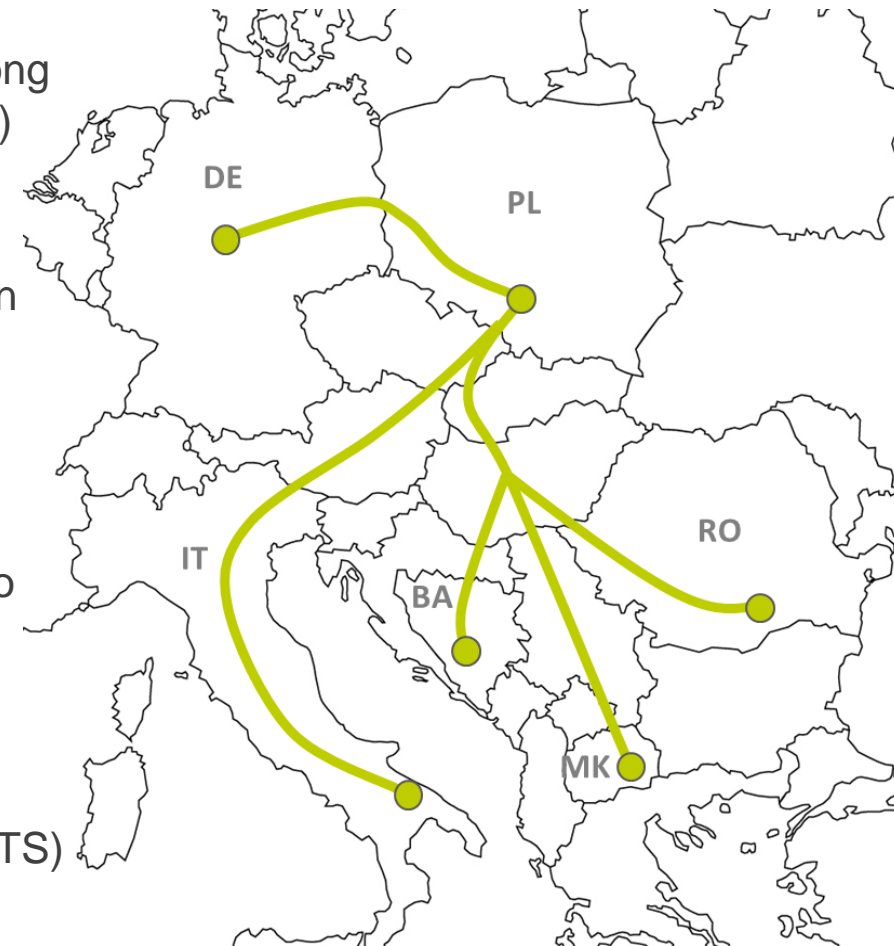


## Requirements

- Extraordinary cargo - Long Rails (30, 60, 90, 120 m)
- Specialized wagons
- Deliveries to railroad construction works within the whole Europe
- Short transport time

## Services

- Transport from Poland to Balkans, South Europe, West Europe
- 123 wagons optimally tailored to customer requirements (system STS)
- 3 multisystem locos
- Innovative load securing



# Integrated Logistics

from Track Tec facility in Zawadzkie to construction sites at various locations in Poland

**Industry: Rail constructions**

**Transport volume:** 120,000 tons of railway sleepers .... Tons of rail switches



## Services

- transport by a specially appointed route with extreme caution due to the oversized cargo
- shunting and operating service during unloading

## Requirements

- punctuality
- driving according to designated slots for track closures
- Extraordinary train – permit needed
- gauge exceeded by cargo
- axle load exceeded by accompanying vehicle (railway crane)





# Integrated Logistics

for LG Chem

**Industry:** Vehicle industry

**Transport volume:** up to 24 full truck per day

- **Requirements**
- Transport of vehicle parts (batteries) from LG Chem plant to the railway terminal
- transshipment terminal must be modern with D class permit
- High value of cargo and its sensitivity for external factor - there have to be covered storage place in the terminal (batteries have to be stored under the roof)
- ecological factors are important – transshipment terminal must be as close as possible from LG plant to limit the distance of trucks transport
- deliveries to Braunschweig have to be just on time



## Services

Tailor-made transport solution, synchronized supply chain:

- Product Loading →
- Road transportation (empty / full) →
- Unloading at the terminal →
- Short storage →
- Wagons shunting →
- Loading onto wagons →
- Direct train dispatch to Braunschweig

# WE WILL ALSO FIND THE OPTIMAL SOLUTION FOR YOUR COMPANY



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