



**IFB, the intermodal operator  
of SNCB Logistics**

**Geert Pauwels, Head of SNCB Logistics**

# 2008-2011: period of transformation



Traditional  
National  
Railway  
Company



High performing  
International  
Logistics  
Group

## Issues

Quality  
International presence  
Financials  
Commercial activity



# Strategy and structure SNCB Logistics today



Commercial development

**B-CARGO**  
OPERATIONS  
member of B Logistics

Quality



Productivity



Sibelit

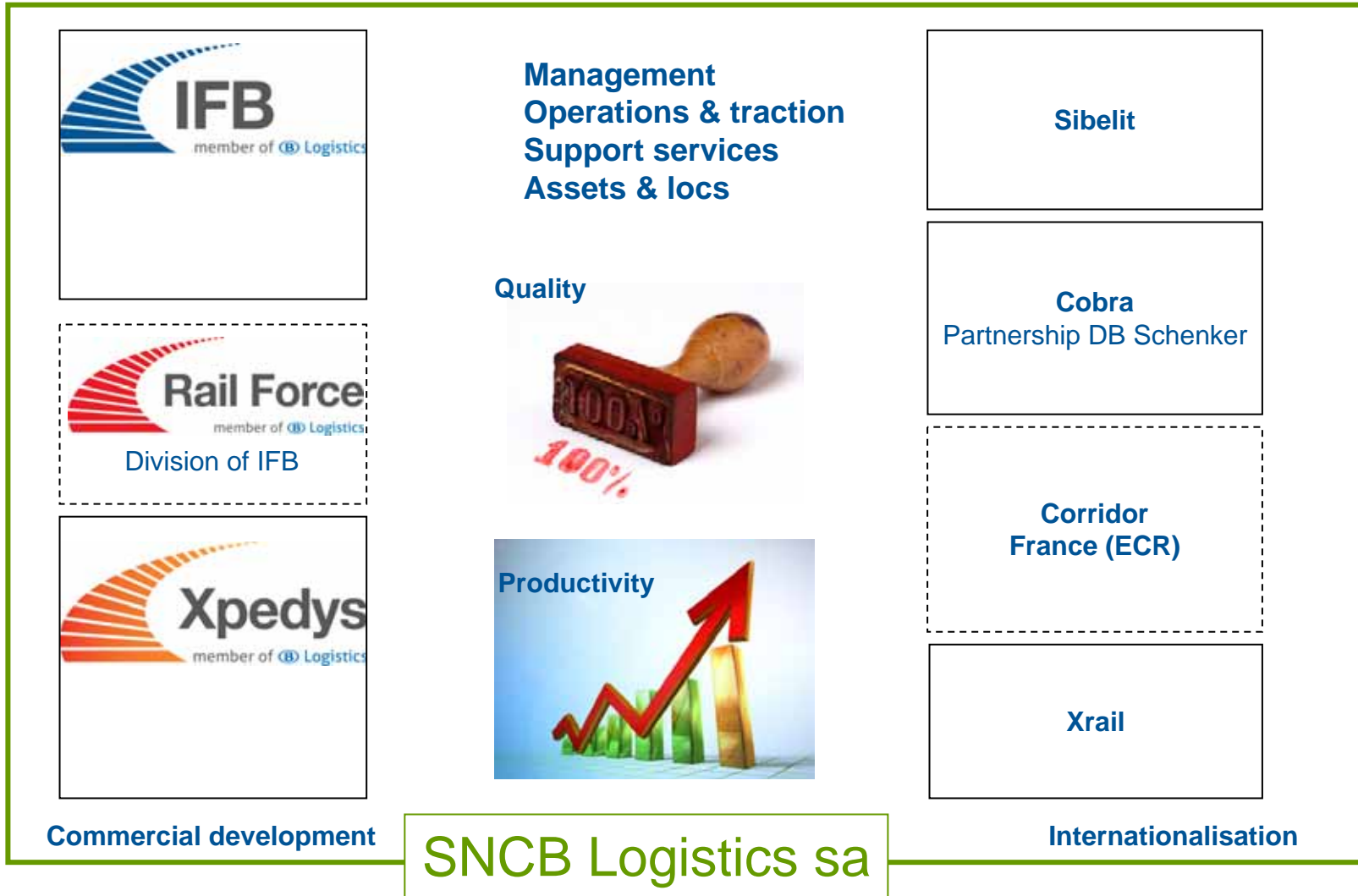
Cobra  
Partnership DB Schenker

Corridor  
France (ECR)

Xrail

Internationalisation

# Strategy and structure SNCB Logistics sa



# Strategic priorities

## Quality improvement

- Overall quality organisation & efforts
- 10% increase punctuality trains at departure

## Productivity improvement

- 20% cost reduction of the foreseen 25%
- 10% higher average tonnage / train
- Significant staff reduction

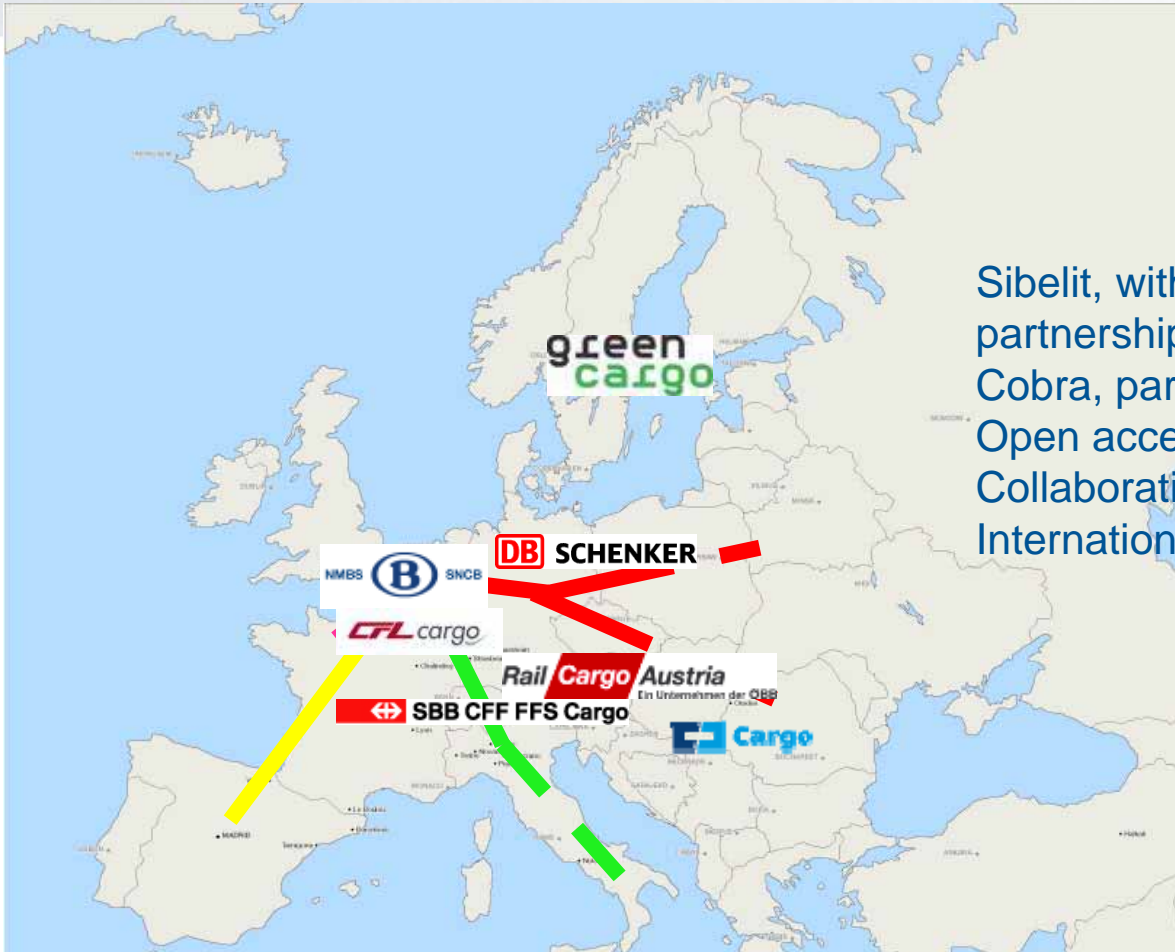
## Commercial development

- 20% volume increase cfr 2009
- Development logistics offering

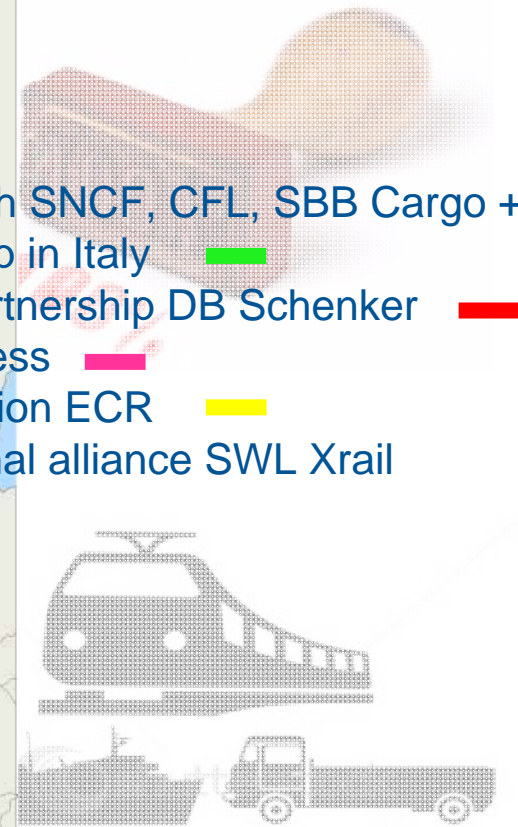
## International quality network

70% of turnover in rail activities from international traffic

# International development SNCB Logistics



- Sibelit, with SNCF, CFL, SBB Cargo + partnership in Italy █
- Cobra, partnership DB Schenker █
- Open access █
- Collaboration ECR █
- International alliance SWL Xrail



# Innovative solutions for combined traffic



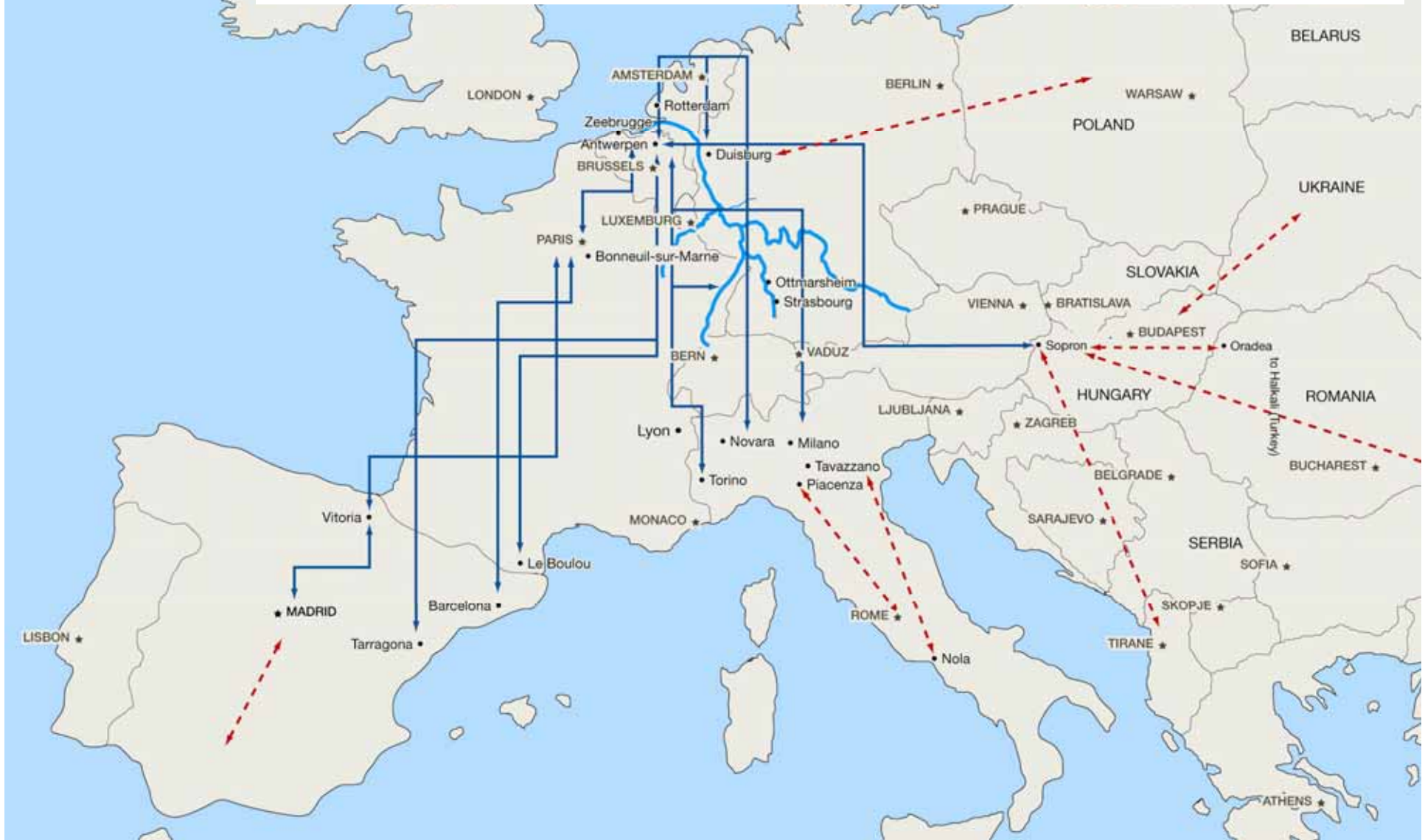
**IFB, multimodal solutions with a focus on container rail and barge transport**

# Strategic priorities

- To develop a **reliable European intermodal network**
- To achieve **customer service excellence**
- To extend the sales coverage with **closer customer relationships**
- To extend the logistic offering with **value adding solutions**, linked to the multimodal network



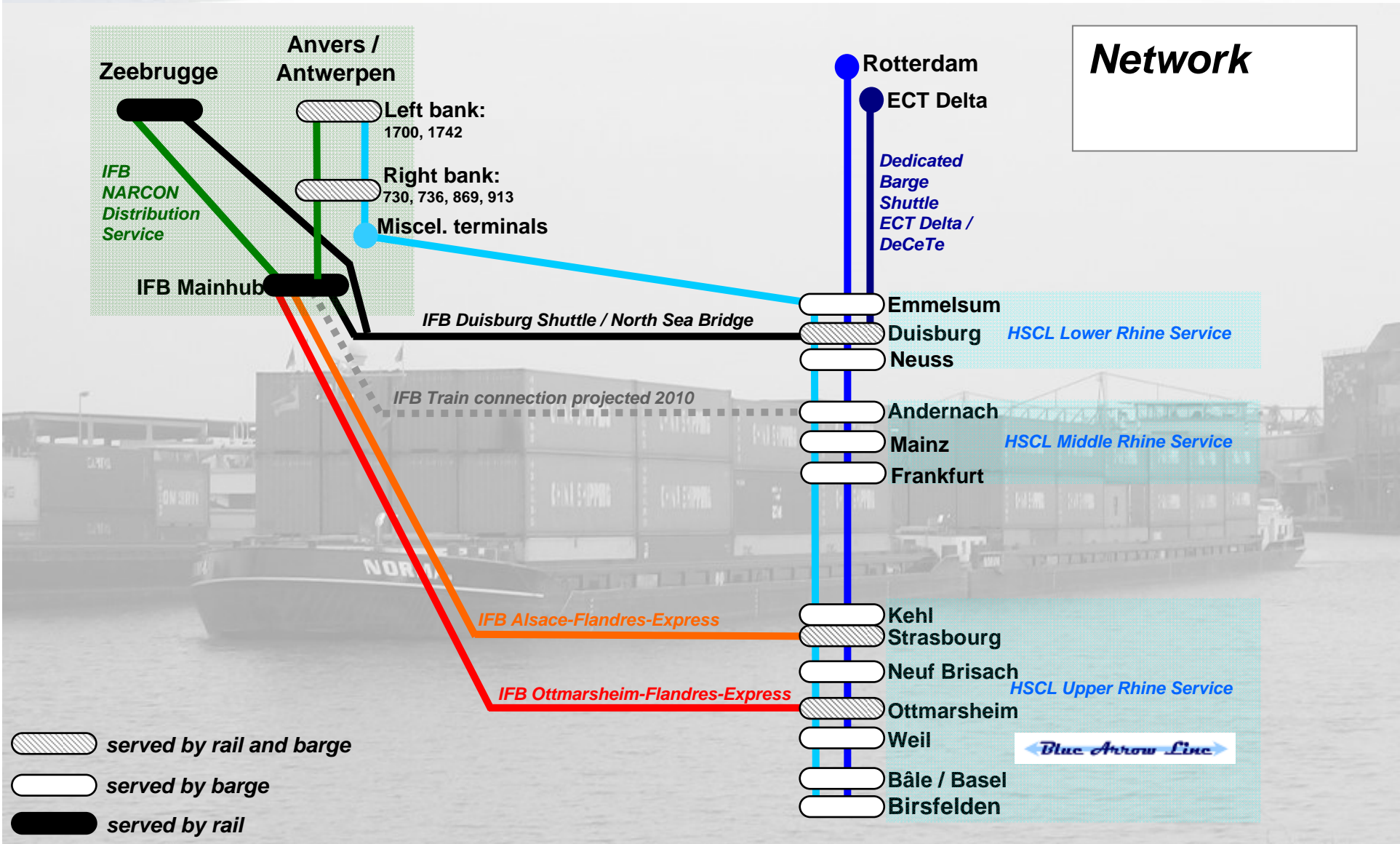
# Current network



# Linking barge and rail networks



## Network



# Linking rail transport to value added services

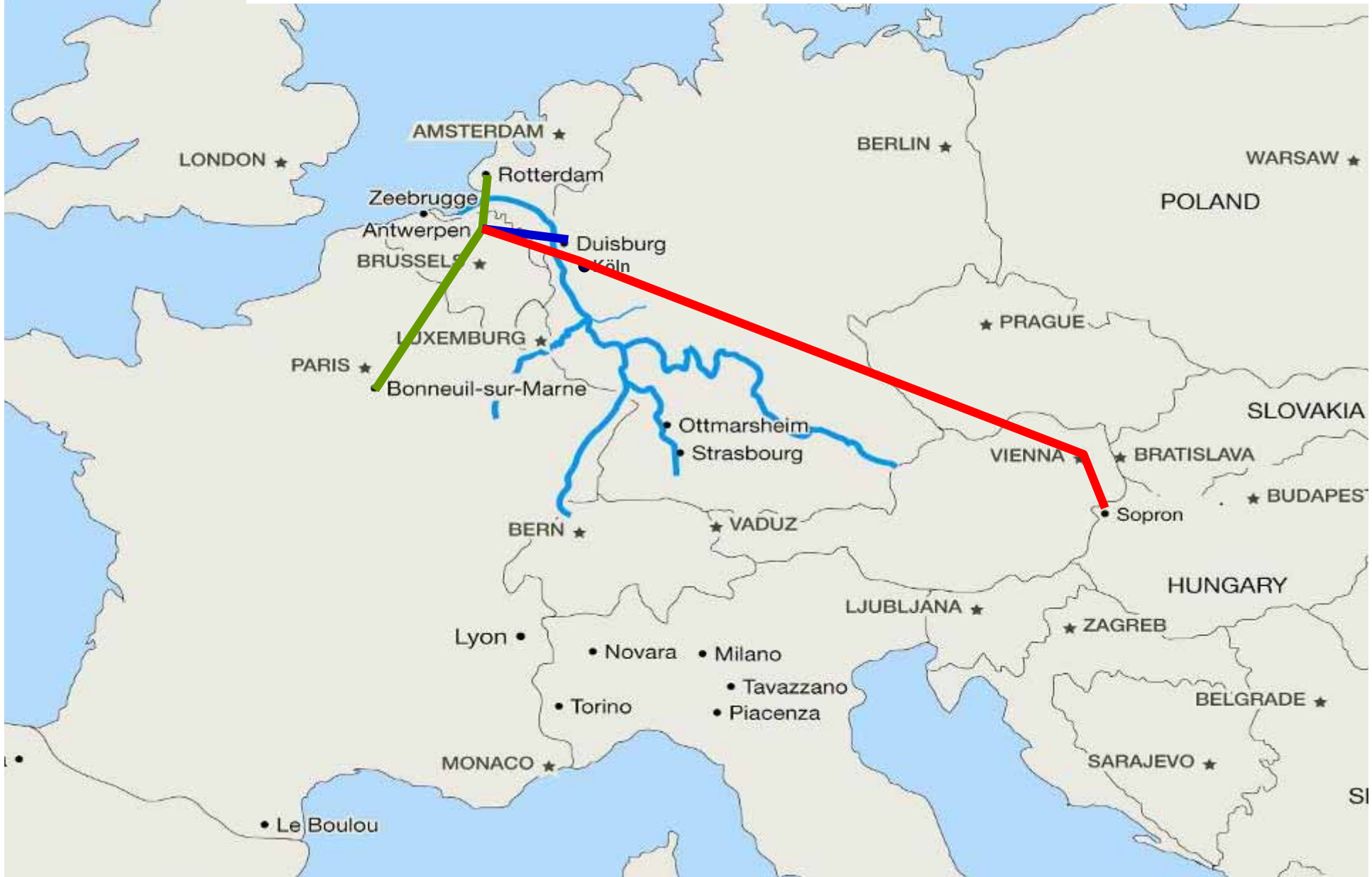
Basic services in trimodal terminals:

ATO (Antwerp), Charleroi Dry Port, Liège Renory, Bonneuil-sur-Marne (France), Andernach and Kehl (Germany)

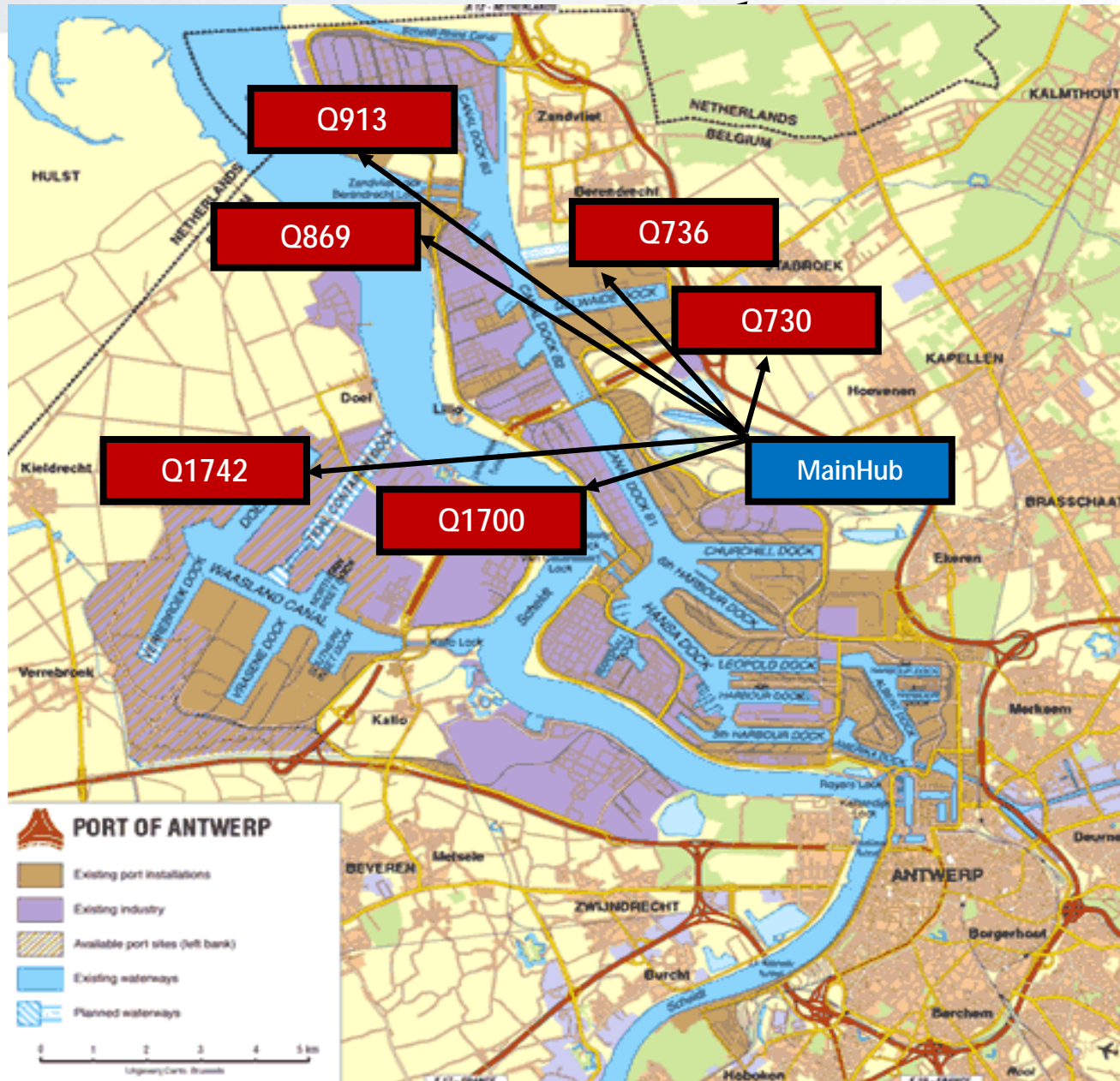
Extra services according to customers needs:

- Stuffing & stripping of containers
- Storage of non-hazardous products
- Local trucking
- Reefer PTI and repair services (via third parties)
- Empty container depot
- Fitting of liners and flexi-tanks in containers
- Container cleaning and repair
- Customs documentation

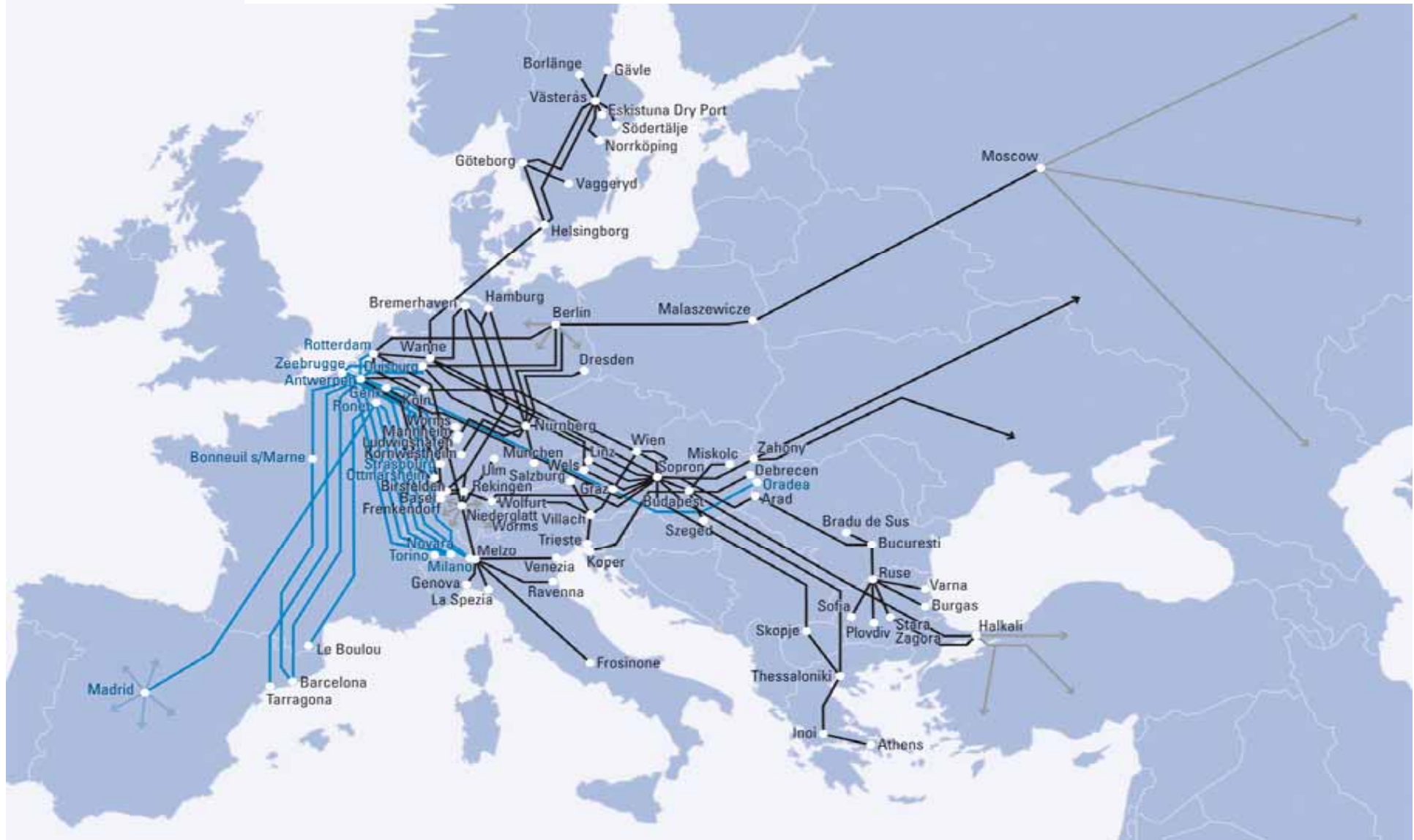
# Linking maritime and continental rail networks



# Linking local hubs, like port of Antwerp, with overall network



# Linking Western to Eastern Europe networks



**SNCB Logistics is well on track to become**



**B-CARGO**  
OPERATIONS

Sibelit

Quality



Cobra  
Partnership DB Schenker



**SNCB Logistics, a profitable, high performing, international logistics rail freight group**

New SNCB Logistics

