



ECOlogistics – for our future

« Intermodality - multimodality : an answer for optimizing flows

The Luxembourg example on how to create value for transit flows





Marc Valette, Managing director ELO,

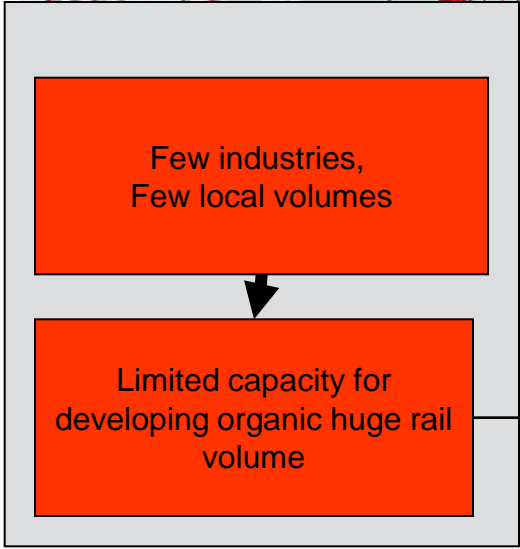
Graduate in industrial engineering and a MBA in management and finance, MV spent several years in industrial process development. He starts his career as an advisory and consulting specialist in Industry, especially within international supply chain operations and management. In this context, he supported the strategic review of the CFL group before joining the logistics entity. Initially he focused on sales development and later, has taken the responsibility of the combined rail operator ELO to develop added value solutions around rail in Luxembourg.

Luxembourg, General context in terms of multimodal development

Luxembourg : when location matters



- Central location
- Important international transit
- Attractive frame for creating logistical activities
- Important neighbors market
- Intersection of major rail and road corridors



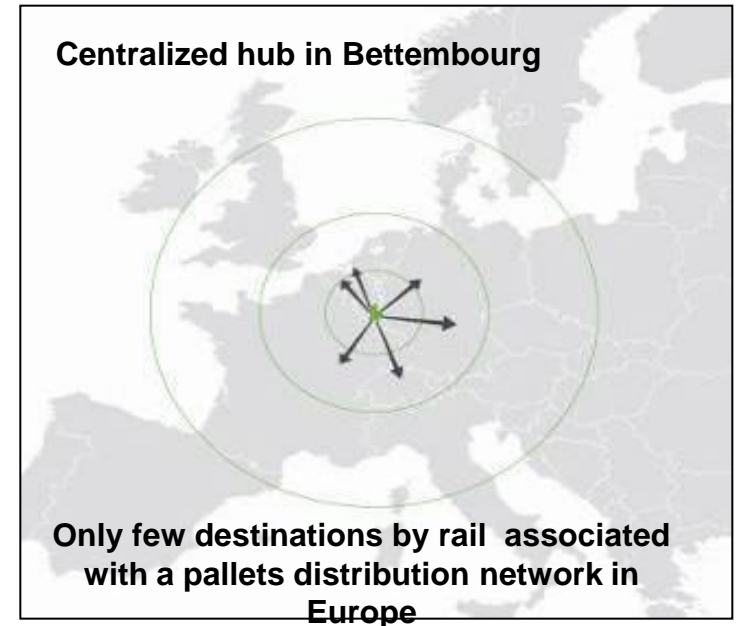
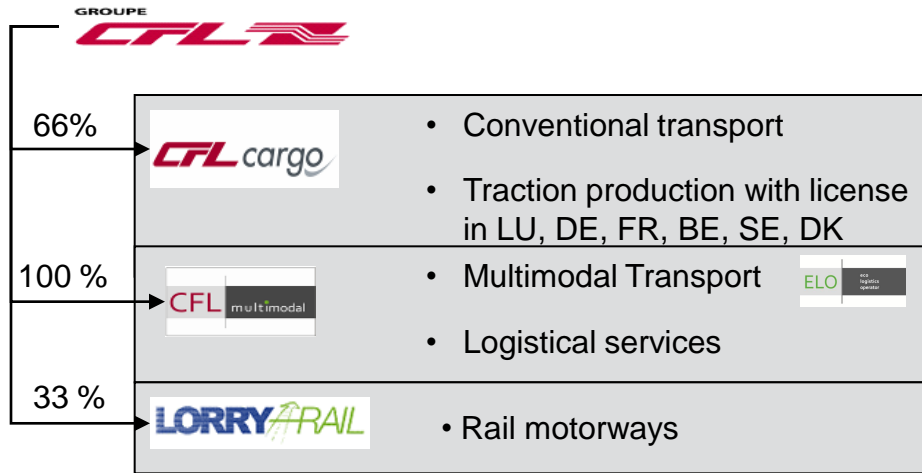
Opportunity to stop flows

Need for Luxembourg specific solutions

Need to create "value for money solutions" answering to the main pains of the rail

QUALITY – FLEXIBILITY – CUSTOMER SERVICE – COSTS EFFICIENCY

Lean structure

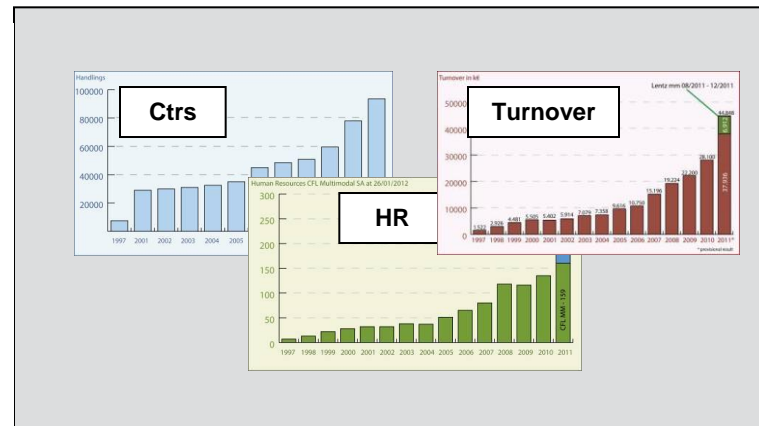


For a strategy

1. Create products that are controlled and produced by the Group as often as possible > **QUALITY**
2. Develop centralization of customer contact > **SERVICE and CONTACT**
3. Innovate in rail products to group volumes > **FLEXIBILITY & COST EFFICIENCY**
 1. Rail: mixed train, rail motorway,
 2. Associate with logistics solutions (distribution) to bring more volumes
 3. Interconnect trains to avoid road transfer and improve use of assets
4. Invest in integrated infrastructure > **COST EFFICIENCY**

2012: Key figures

- Turnover € 58 mio
- HR 340
- Handlings 104.000 Ctr/ 45000 trailers
- 130 trains per month in Bettembourg



Main reasons of the growth during crisis

1/ Mixed train

- Optimization of production costs and tonnage
- Better filling yield

2/ Intermediation between clients

- Propose the services of our train client (transport companies) to our local logistics clients
- Propose to our trains clients our local logistics services

3/ Added value products

Integrate rail in a chain and not as a transport

4/ Quality and flexibility

WIN – WIN – WIN model

Accepting to share for winning more

Change the rail from a commodity to a part of value creation

Focus on value and Ethics

General MULTI approach in an integrated concept

ELO rail network



MULTI destinations

Future Bettembourg site



MULTI service

Future terminal



MULTI technology

Current situation

Hinterland of main maritime ports
Central node of road and rail network
Existence of logistical infrastructure



For Attracting volumes

Facilitate work of clients by managing all types of transports mode (trailers, container, tanks, bulk..)

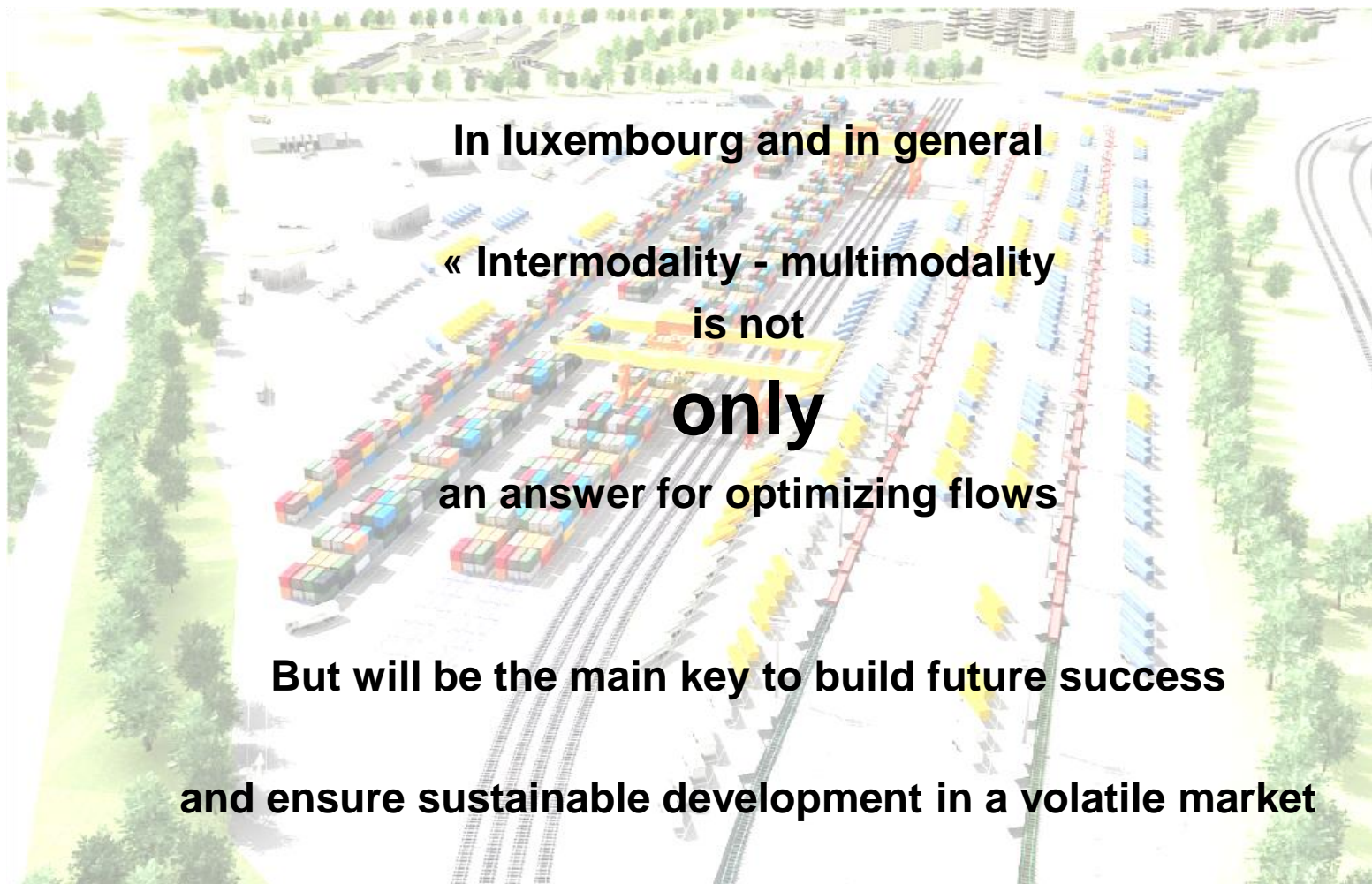
Improve costs and consequent selling conditions

Develop capacity sharing for increasing frequency



With requirements

Quality of service
Efficiency of infrastructure
Monitoring of operation
Capacity to support locally



In luxembourg and in general

**« Intermodality - multimodality
is not
only**

an answer for optimizing flows

But will be the main key to build future success

and ensure sustainable development in a volatile market