



Rail Freight: A system in competition

Dr. Dirk Stahl, CEO BLS Cargo AG





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Profile of BLS Cargo



- Service provider on the central north-south corridor «rhine-alpine» through Switzerland.
- Provision of transport services for Swiss national, import and export freight traffic.
- Founded 2001. Shareholders (97% BLS; 3% Ambrogio Group)
- Key figures 2015
 - turnover CHF 171 mill.;
 - profit CHF 0.3 mill.
 - 18 225 trains
 - 2.5 Mrd. tkm; 10 Mio. t
 - 30% share of Swiss transalpine freight market (Gotthard: 11%; Lötschberg: 53%)

Differentiation for the benefit of the customers



Best products and services for the customers

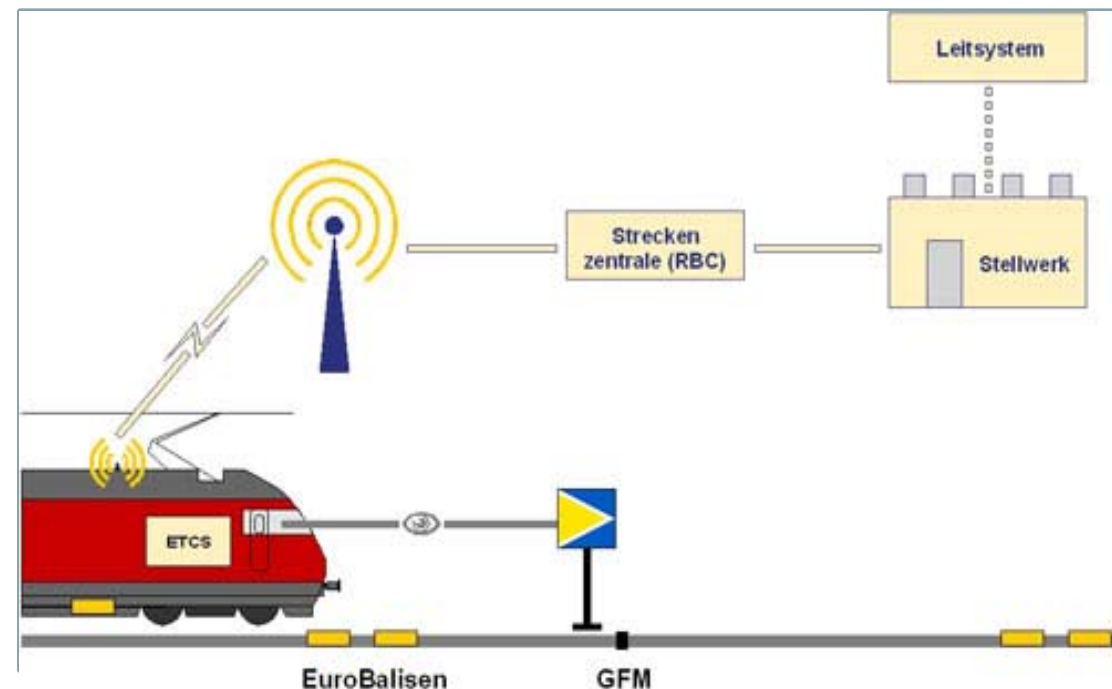
BLS Cargo focuses on cross-boarder operations in order to increase competitiveness. New infrastructures create potential chances for rail freight vs. road



- Fleet of about 50 multi-system locos. Freshly arrived new locos Re 475 DACHINL for corridor “Rhine-Alpine” in order to cope with future growth and replacement of older locos.
- Cross-Border production concepts of BLS Cargo need seamless and interoperable infrastructure and harmonised processes
- Customers to be served end-to-end with full responsibility of BLS Cargo
- Gotthard-Basetunnel. Preparation of BLS Cargo to run trains in 2016. Increase of efficiency and productivity from 2021, because of works on the whole axis (4-m-corridor, Ceneri-Basetunnel).

Oil price, strong swiss franc, complexity of rail

Towards road there are critical success factors. Above all low oil price and a high complexity of the rail system



Regulation

As from BLS Cargo, the following issues have to be solved

- Reduction of regulations in rail freight with benchmark road. Consistent european solutions and regulations in order to replace national rules.
- Harmonised licence procedures for locos and drivers.
- Harmonised infrastructure access rules and infrastructure charges.
- Fair level playing field rail/road, regarding external costs
- Fair usage of infrastructure capacity between passenger and freight