



**Xrail –
The European
Wagonload Alliance**

Brussels, April 2015

Alliance members:

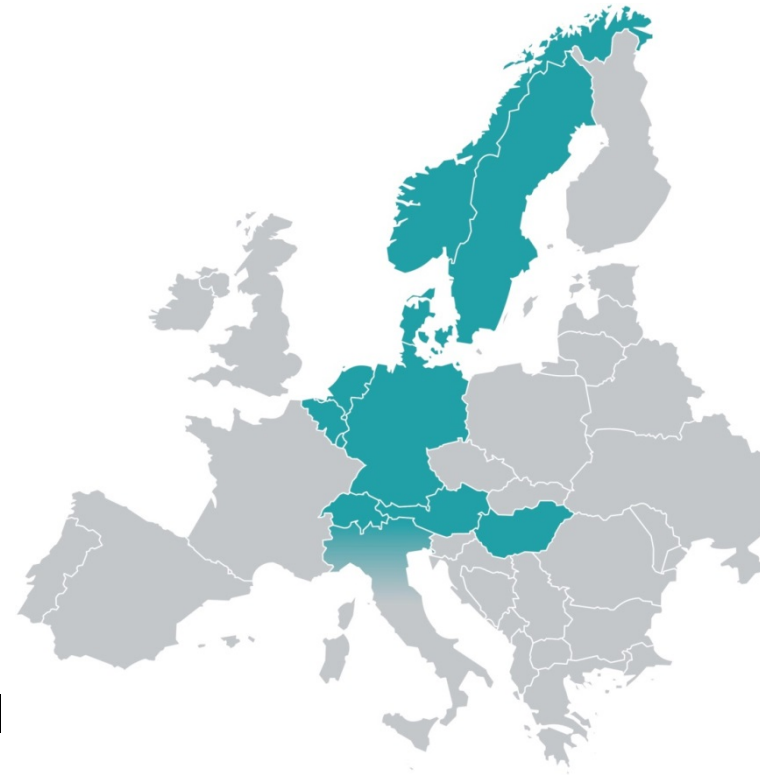


The Xrail Alliance is a Single Wagonload (SWL) production cooperation – commercial aspects and other rail transport modes are out of scope

XRAIL INTRODUCTION

- The Alliance members currently represent about half of the European SWL business
- Common targets and mutually committed service standards as foundation
- Cooperation with clear focus on production in SWL business
- Block train business and combined traffic as well as any commercial aspects are strictly out of scope of Xrail

Xrail The transparent quality network



Source: Xrail

The Xrail Alliance is aiming to significantly improve international SWL service standards in three key areas

XRAIL TARGETS



Transport reliability

Xrail is striving to reach a minimum reliability rate of 90% relative to the given estimated time of arrival



Transport information

Xrail to significantly enhance the information provided to customers before, during and after the transport



Time to market

Xrail is aiming to provide standard transport quotes within a maximum of 3 working days

Source: Xrail

Enhanced quality & process monitoring as well as transport info and root cause analysis enable an improved international SWL customer offer

XRAIL ACTIVITIES

Transport reliability



- Automated quality monitoring for Xrail relations
- Root cause tracing and follow up in case of deviations
- Provision of KPIs & performance reports

Transport information



- Provision of international trip plans
- Follow up of actual wagon status vs. plan during transport
- Automated info for deviations, updated ETA, next day arrival and Track & Trace

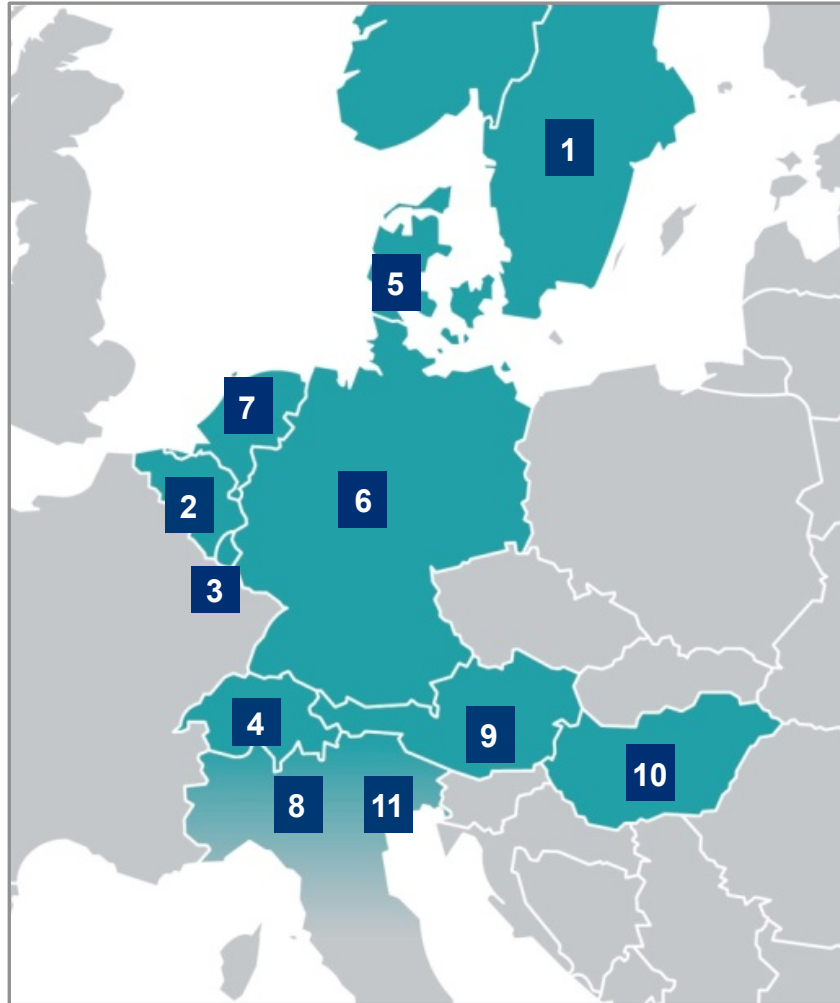
Time to market



- Continuous monitoring and improvement of offer processes for standard quotations

SWL transports on selected relations between 11 networks are served according to the Xrail standards today

XRAIL GEOGRAPHIC COVERAGE



The Xrail partners' network



1 Sweden / Norway



2 Belgium



3 Luxembourg



4 Switzerland



5 Denmark

6 Germany

7 Netherlands

8 Northern Italy



9 Austria

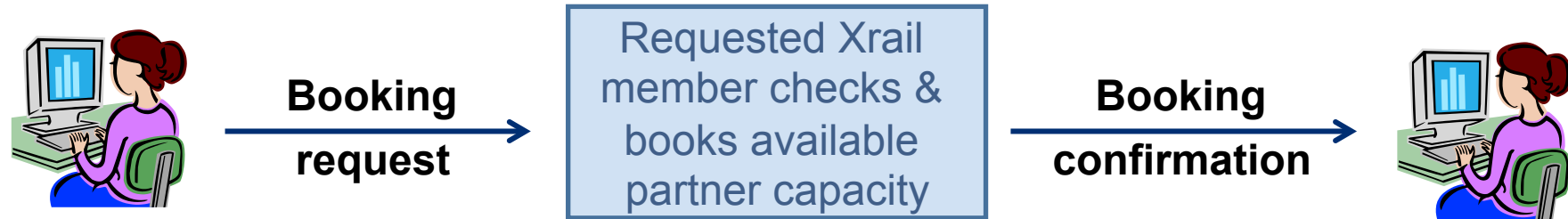
10 Hungary

11 North-East Italy

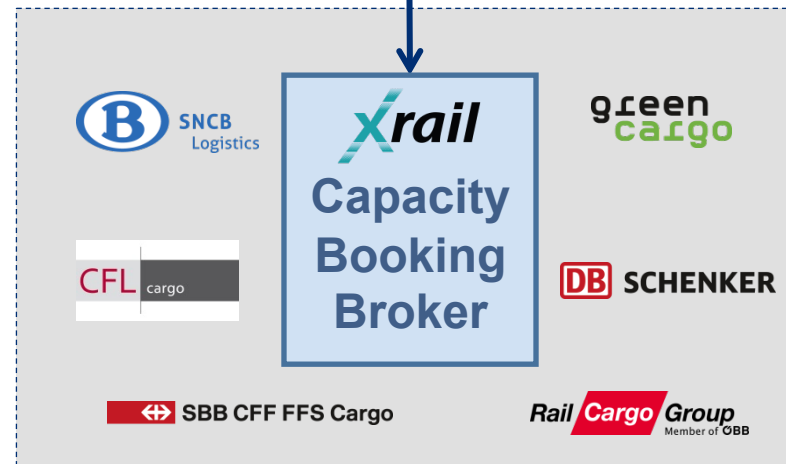
Source: Xrail

Connected domestic booking systems will enable a seamless & reliable international wagonload offer with full network coverage in the future

XRAIL CAPACITY BOOKING (XCB)



- Customer or 3rd party railway orders a SWL transport via Xrail member's booking portal or customer service center



- Booking party receives a booking confirmation including a specific estimated time of arrival

First tests and pilots for capacity-booked international SWL transports via the Xrail broker will take place in the course of 2015

Xrail

The transparent quality network

Alliance members:

