

# Mercitalia Rail Multimodal work

CIT Multimodality Seminar

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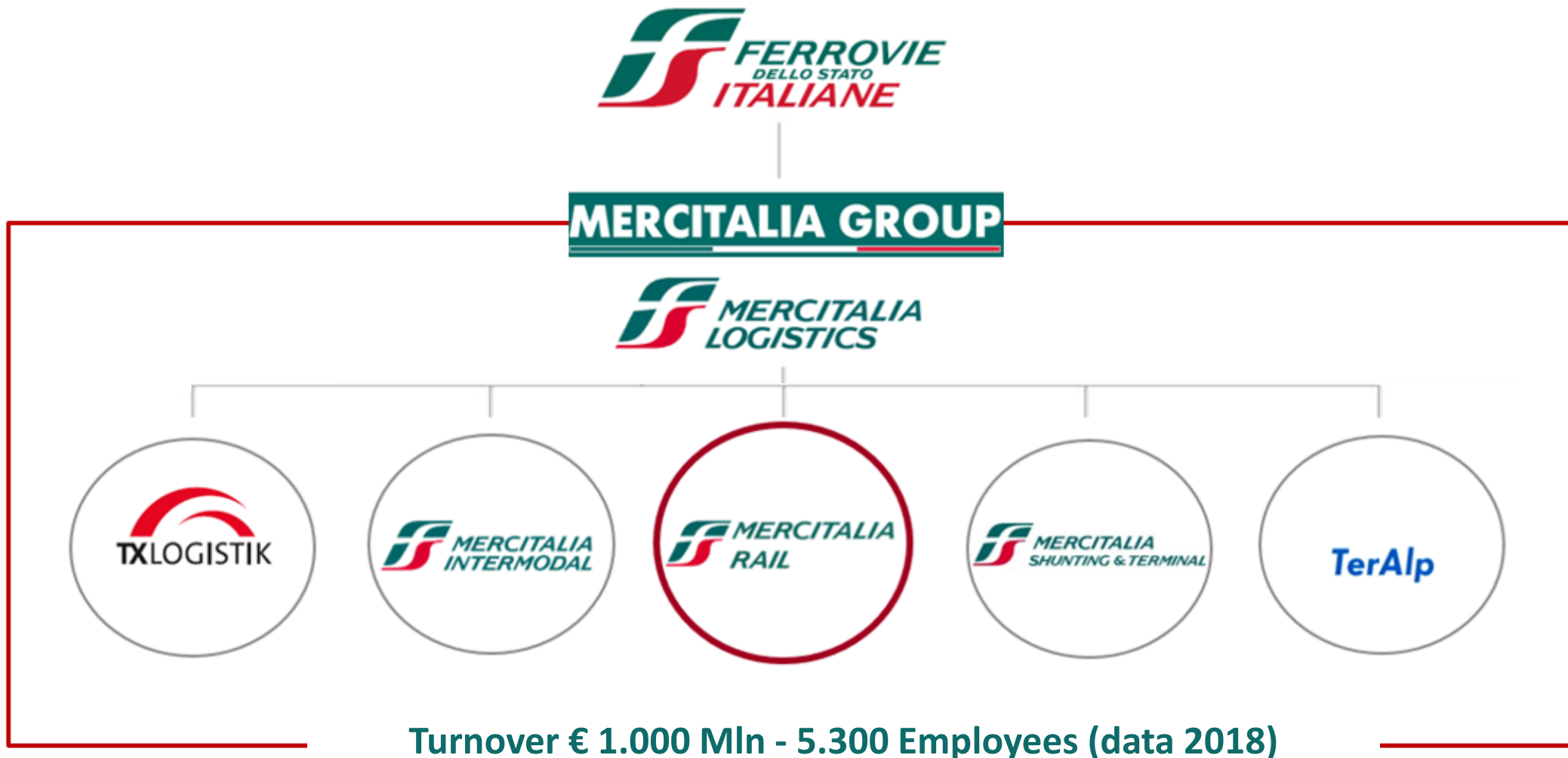
Head of Marketing – Mercitalia Rail

30 October 2019



# Mercitalia Group – Overview

A single Group of FS Companies operating in the freight transport and logistics



# Mercitalia Rail – Who we are

1

## The company

**Mercitalia Rail** is the **main Italian railway undertaking** of the freight transport and one of the most important player in Europe.

With our fleet of **400 locomotives and 13.000 wagons**, we operate about **2.000 train/week**, equal to **100.000 train/year**.



2

## Mission

Offer a **reliable, efficient and sustainable transport service** with particular attention to the **technological innovation** of our wagons and locomotives.



3

## Strategy

Leadership in the **domestic market**.

Strengthening and expansion of **international traffic**.

Adoption of a **customer oriented model**.



**Turnover € 500 Mln - 3.000 Employees**

# Mercitalia Rail - International Network

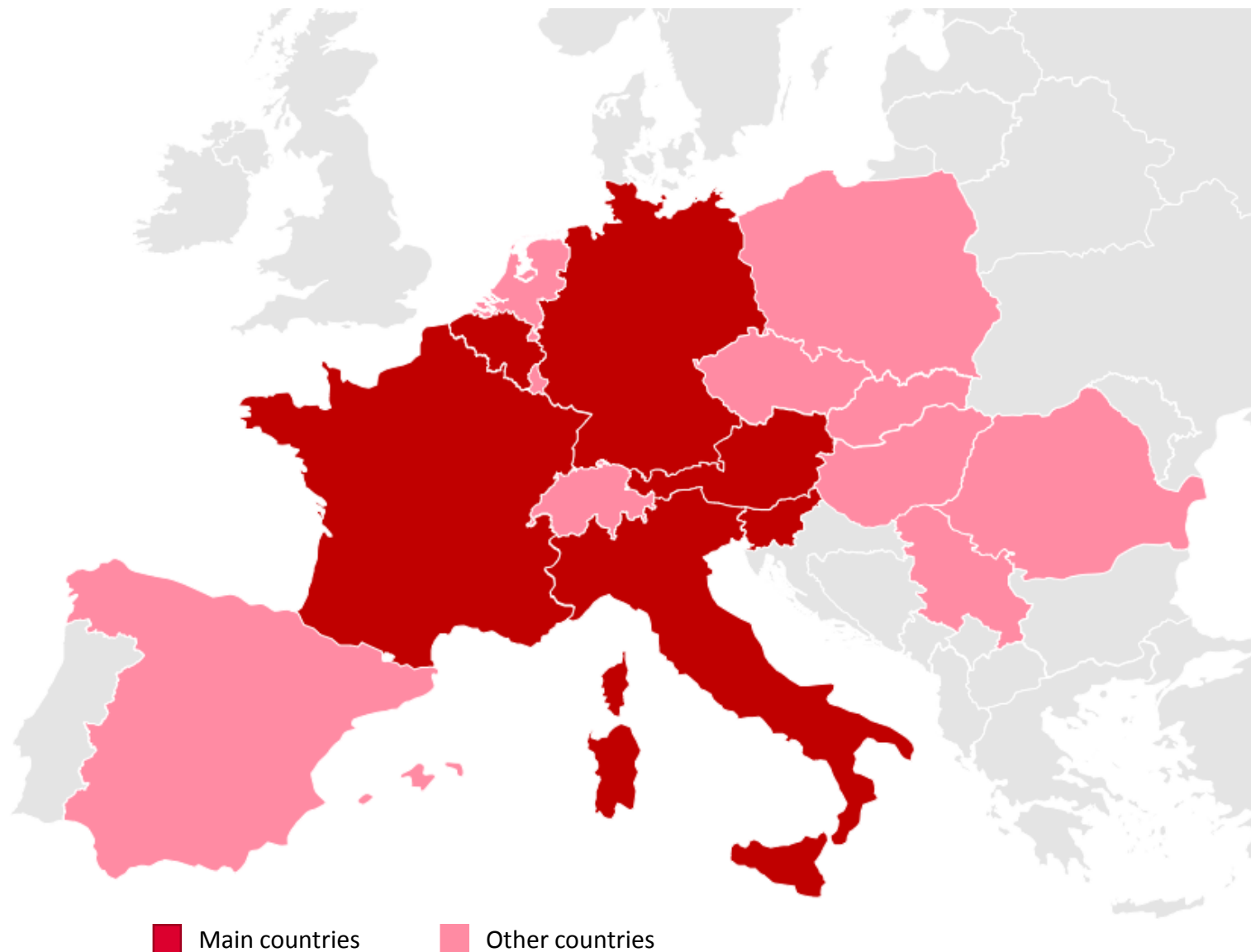
## Commercial Offer 2019

### Trains/year

- 35.700

### Main Countries

- Germany (27%)
- France (21%)
- Austria (19%)
- Slovenia (8%)
- Belgium (7%)



# Mercitalia Rail - National Network

Commercial Offer 2019

Trains/year

- 54.000

Station served by MIR

- 158



# Mercitalia Rail – Multimodal work

## MULTIMODALITY - Connecting rail with sea and road

### RAIL/SEA

- MERCITALIA Companies and partners have specific international and national business model and network to transfer maritime container from continental hubs to seaports.

### RAIL/ROAD

- Rail/Road Multimodality has 2 problems:
- Height limit of railway lines;
- Non-craneability of trucks.

## Mercitalia Rail – Multimodal work

RAIL/SEA Multimodality

# Mercitalia Rail – Port network

Commercial Offer 2019

Trains/year

- 36.000

Station linked to ports

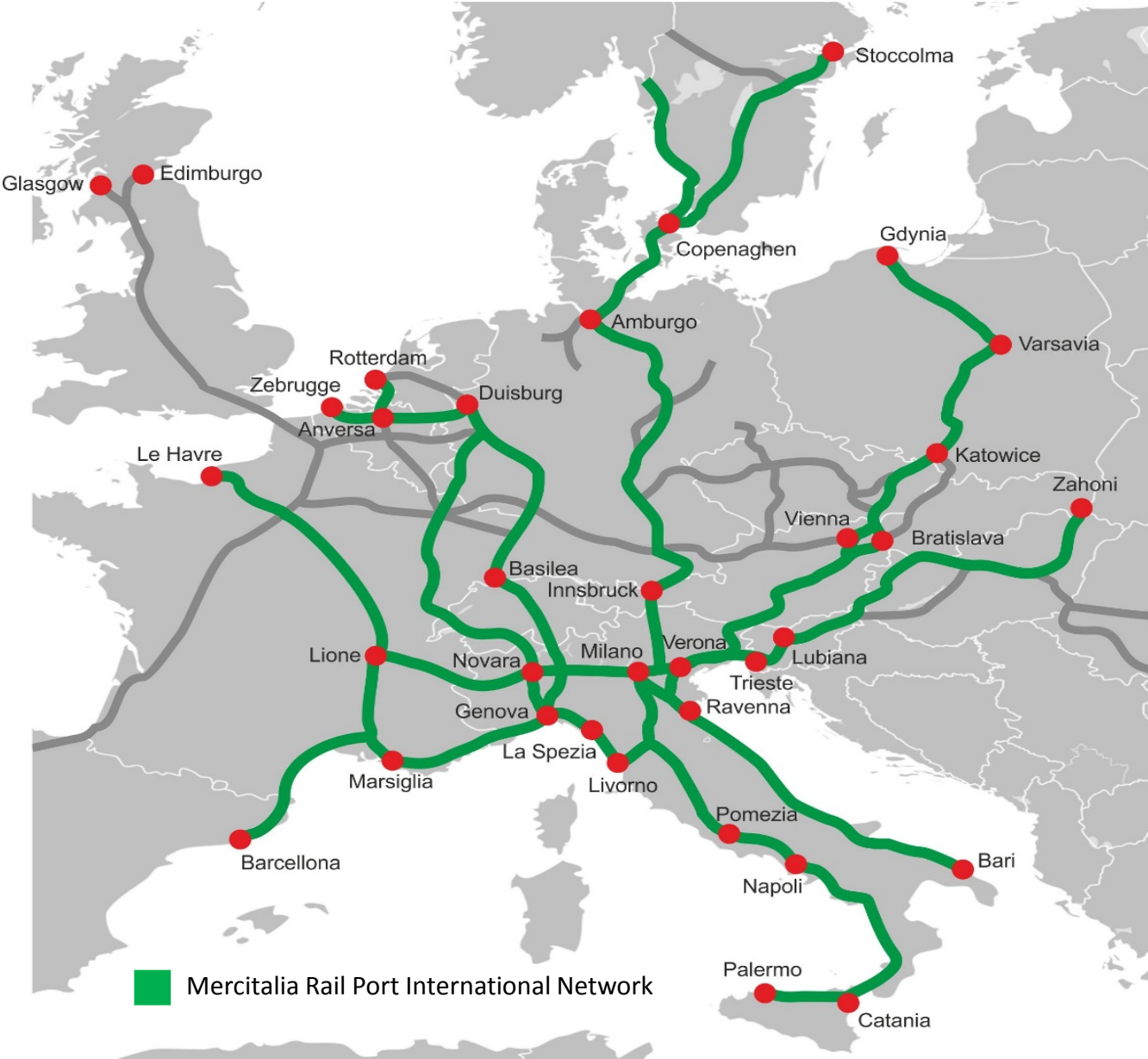
- 21

Trains from/to  
Italian Northern ports

95%

Trains from/to  
Italian Southern ports

5%

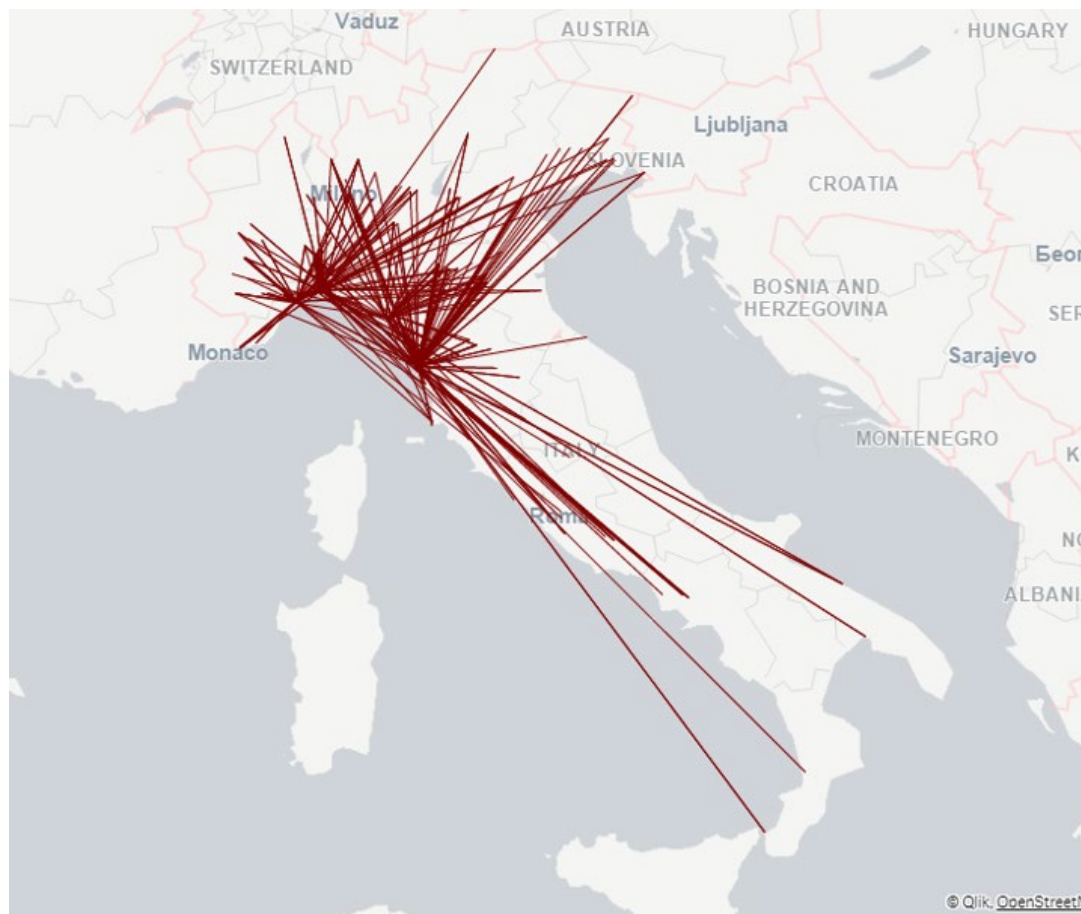




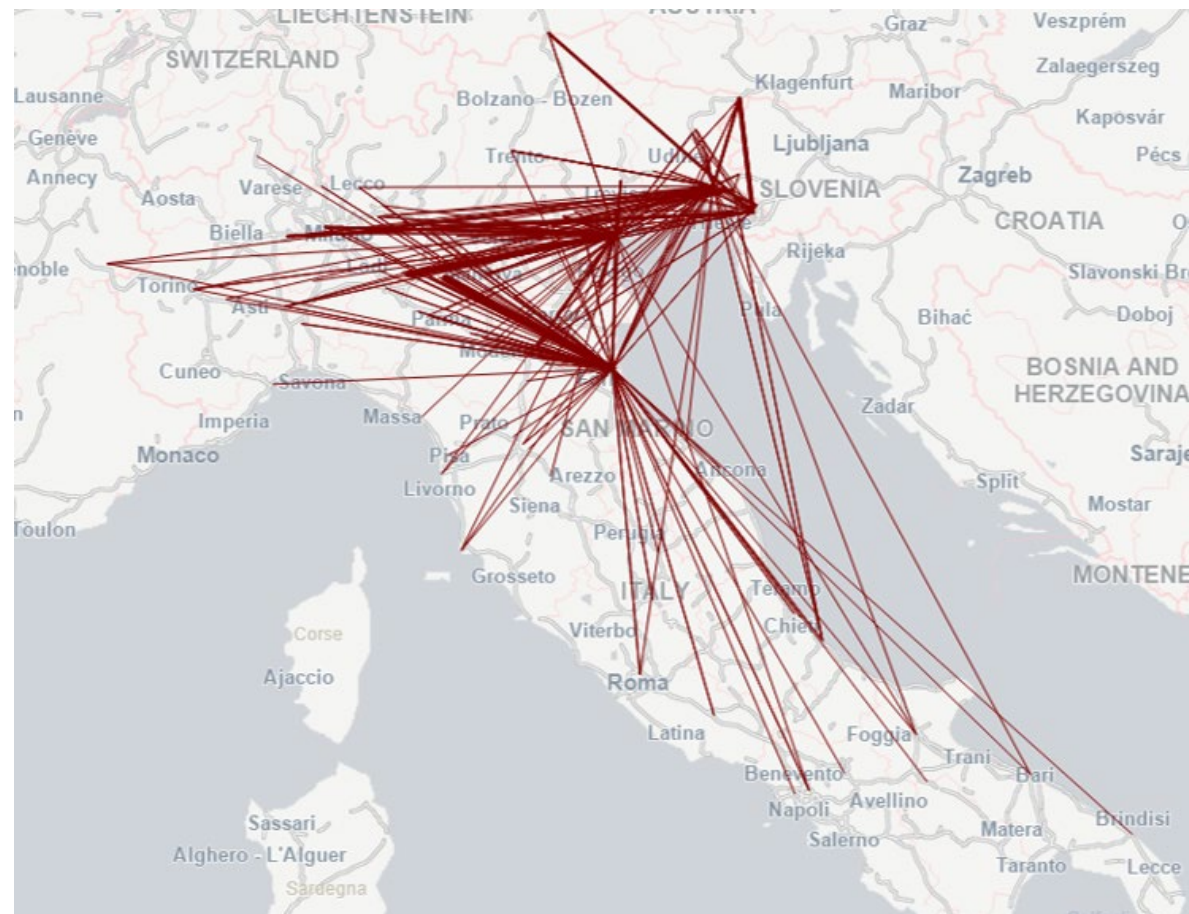
# Mercitalia Rail – Port National Network

## Northern Port Links

jan-sept 2019



Port of: Genova (included Vado Ligure), Savona, Livorno, La Spezia



Port of: Trieste (included Monfalcone), Venezia, Ravenna

# Mercitalia Rail – Port National Network

## Southern Port Links

jan-sept 2019

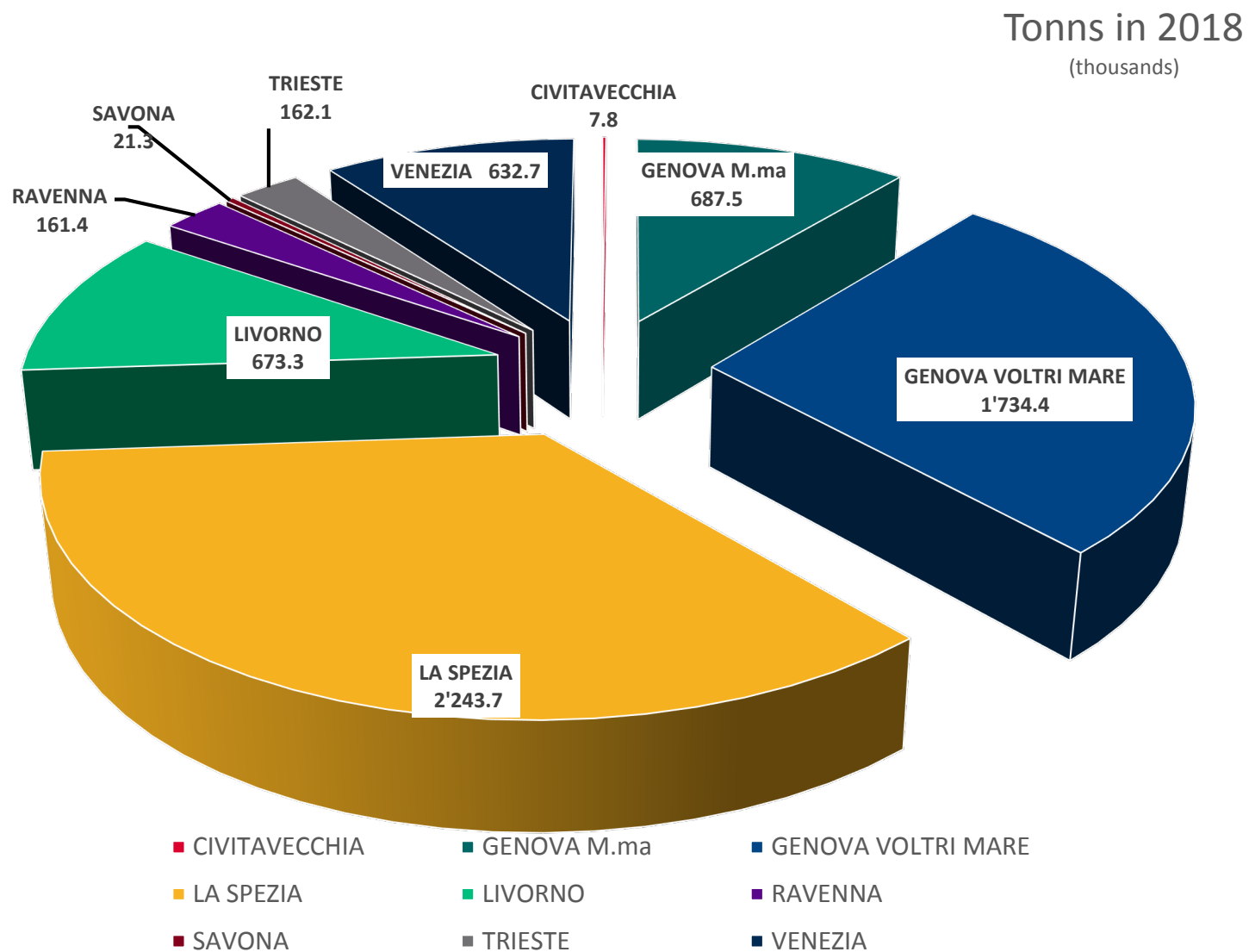


Port of: Ancona, Civitavecchia, Bari, Brindisi, Gioia Tauro, Messina

# Volumes O/D Port - Interport

Tonnes transported in 2018

In 2018, MIR carried out about **6,3 million tonns** freight with origin / destination **Ports and Interports**



## Mercitalia Rail – Multimodal work

# Rail/Road Multimodality



*l'autoroute ferroviaire alpine*





# AFA – Autoroute Ferroviaire Alpine (1/4)

## Service features

- Railway Transport service of trailer and semi-trailer (accompanied or not accompanied) on Torino Orbassano – Aiton line (175km):
  - 5 RT/day from Monday to Friday
  - 1 RT/day on Saturday
  - About 40.000 vehicles/year
- Possibility to transport:
  - Up to 44 tons of freight
  - Dangerous goods (forbidden for road transport via Frejus)
- Average saved external cost: 17,5 M€/year

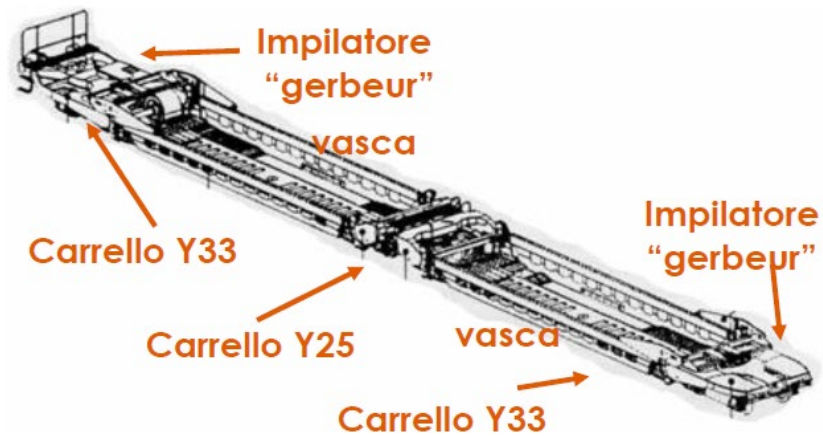
### Route Torino Orbassano – Aiton



# AFA – Autoroute Ferroviaire Alpine (2/4)

## Modalohr wagons

The load is carried out transversely.



# AFA – Autoroute Ferroviaire Alpine (3/4)

## Wagons loading

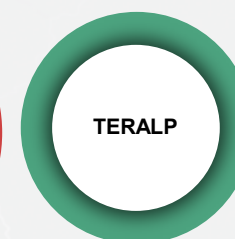
Loading activity is carried out simultaneously with all the wagons. Semi-trailers, with or without tractors, are loaded transversely through the rotation of the tanks





# AFA – Autoroute Ferroviaire Alpine (4/4)

Video

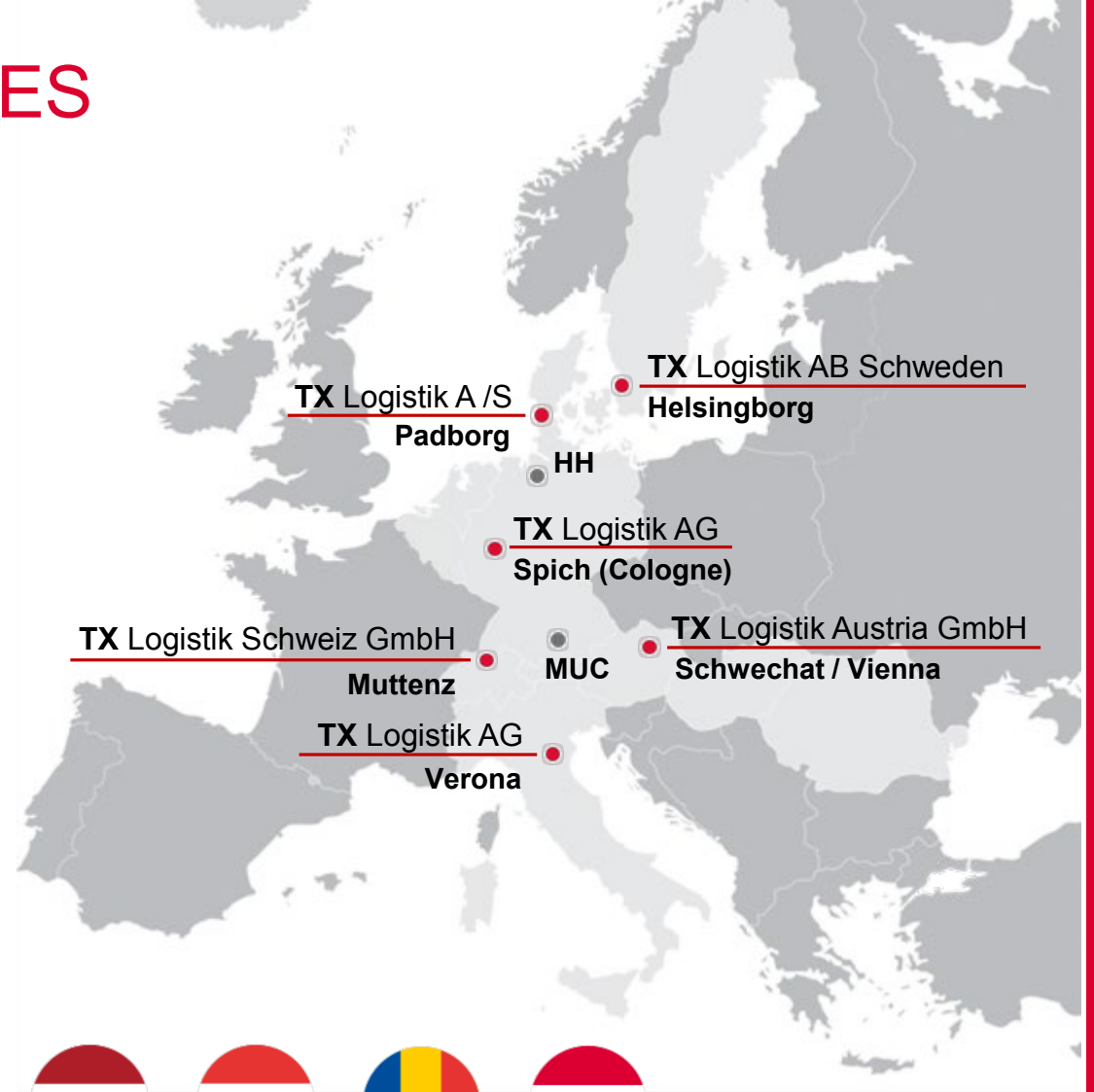


**BRINGING EUROPE CLOSER**

# PRESENCE IN EUROPE & ACTIVITIES

## CONNECTING EUROPEAN HOTSPOTS

TX LOGISTIK AG Germany	
TX LOGISTIK GmbH Austria	100 %
TX LOGISTIK GmbH Switzerland	100 %
TX LOGISTIK AB Sweden	100 %
TX LOGISTIK A/S Denmark	100 %
boxXpress.de GmbH	15 %



# CUSTOMIZED SERVICES: 3 BUSINESS UNITS

## TO MAKE EUROPEAN RAIL PERFORM

TXL offers services as

- |||| **Railway Undertaking**  
(Rail Freight and Carrier services)
- |||| **Operator**  
(Ocean Rail)
- |||| **Railway Undertaking and Operator**  
(Rail Road)



Intermodal – maritime  
**Ocean Rail Logistics**



- seaport hinterland transport
- service for the German seaports of Hamburg and Bremerhaven with the specially established production platform boxXpress
- **TXCARGOSTAR**: regular train frequencies, easy booking



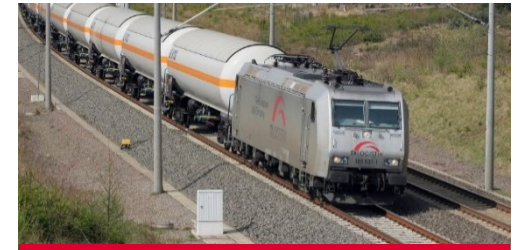
Intermodal – continental  
**Road Rail Logistics**



- combining the strengths of road and rail throughout Europe
- seamless logistics for continental units
- **TXCARGOSTAR**: regular train frequencies, easy booking



Rail Freight  
**Rail Freight Logistics**



- tailor-made freight concepts for mining, chemicals, steel, waste, scrap, alumina and mineral oil
- individual block train systems

# TXL OFFER: 3 GROWN NETWORKS

CONNECTING OCEAN & RAIL



Ocean **Rail** Logistics

- ..... Combined transport  
(Port-to-Door Service, Terminal –Terminal)
- ..... Equipment supply
- ..... Trucking in distance zones to the hinterland terminal
- ..... Firm timetable
- ..... Fixed wagon sets and uniform locomotive fleet (boxXpress)
- ..... Fixed parking capacities
- ..... All seaport terminals in Hamburg and Bremerhaven served



**240.000 TEU p.a.**

# TXL OFFER: 3 GROWN NETWORKS

## CONNECTING ROAD & RAIL



### Road **Rail** Logistics

- ||||| Combined transport  
(Door-to-Door Service, Terminal –Terminal)
- ||||| 24/7 control in the European Control Center
- ||||| High transparency: Real-time monitoring of trains
- ||||| Independence in the choice of terminals
- ||||| Customer-oriented schedules



# TXL OFFER: 3 GROWN NETWORKS

## CREATING RAILWAYS



### Rail Freight Logistics

- |||| Ad hoc transports, campaigns and regular traffic
- |||| Professionalized purchasing in context of first & last mile
- |||| 24/7 control in the European Control Center
- |||| High transparency: Real-time monitoring of trains
- |||| One Stop Shop



**1.520 trains**  
**30.000 wagons p.a.**



# INNOVATION POWERED BY TX: NIKRASA

THE EASY SHIFT FROM ROAD TO RAIL



# 90 %

of all semitrailers  
can't be lifted by crane or  
reachstacker



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THE EASY SHIFT FROM ROAD TO RAIL



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**NIKRASA** CLOSES THE GAP  
BETWEEN ROAD AND RAIL.

- |||| Transshipment in 3 easy steps
- |||| Easy booking: On demand
- |||| No additional investments
- |||| No modifications to your fleet
- |||| All services from a one stop shop

# THE EASY SHIFT FROM ROAD TO RAIL

## THREE EASY STEPS



1



This is how simply the truck drives onto the terminal ramp and sets the trailer down at the centre.

2



The trailer, on the NiKRASA lifting device, is then lifted onto a pocket wagon by a gantry crane or reach stacker.

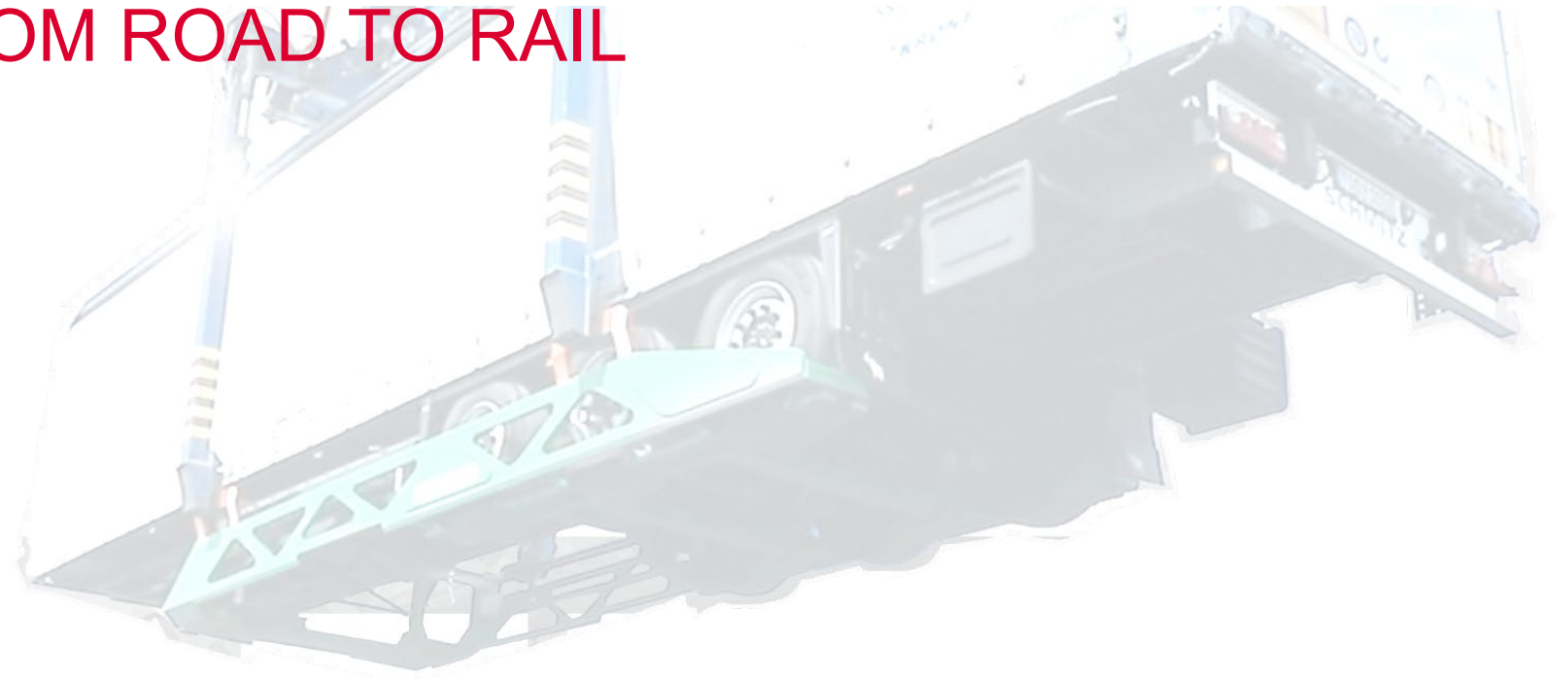
3



The terminal ramp remains at the loading point, the NiKRASA lifting device goes with the semi-trailer onto the rails. The trailer can be directly unloaded from the train at the destination terminal.

# THE EASY SHIFT FROM ROAD TO RAIL

THREE EASY STEPS



Video

