

PKP CARGO

2019



**AMBER CORRIDOR
LEADER POSITION**



01

PKP CARGO

Leader of rail freight transportation market

02

Strengthening Leader position

03

Amber Corridor Leader position

04

Malaszewicze Terminal

01

PKP CARGO
leader of rail
freight
transportation
market



01



PKP CARGO Group is the key player on the European rail freight market

1

Market leader on the rail freight market in Poland

2

Second largest rail freight operator in CEE

2.3 k

Locomotives

64 k

wagons

#1 fleet in Poland

2

logistic centres

5

container terminals

17

handling terminals

25

subsidiary companies in PKP CARGO Group

9

countries where PKP Cargo operates



01

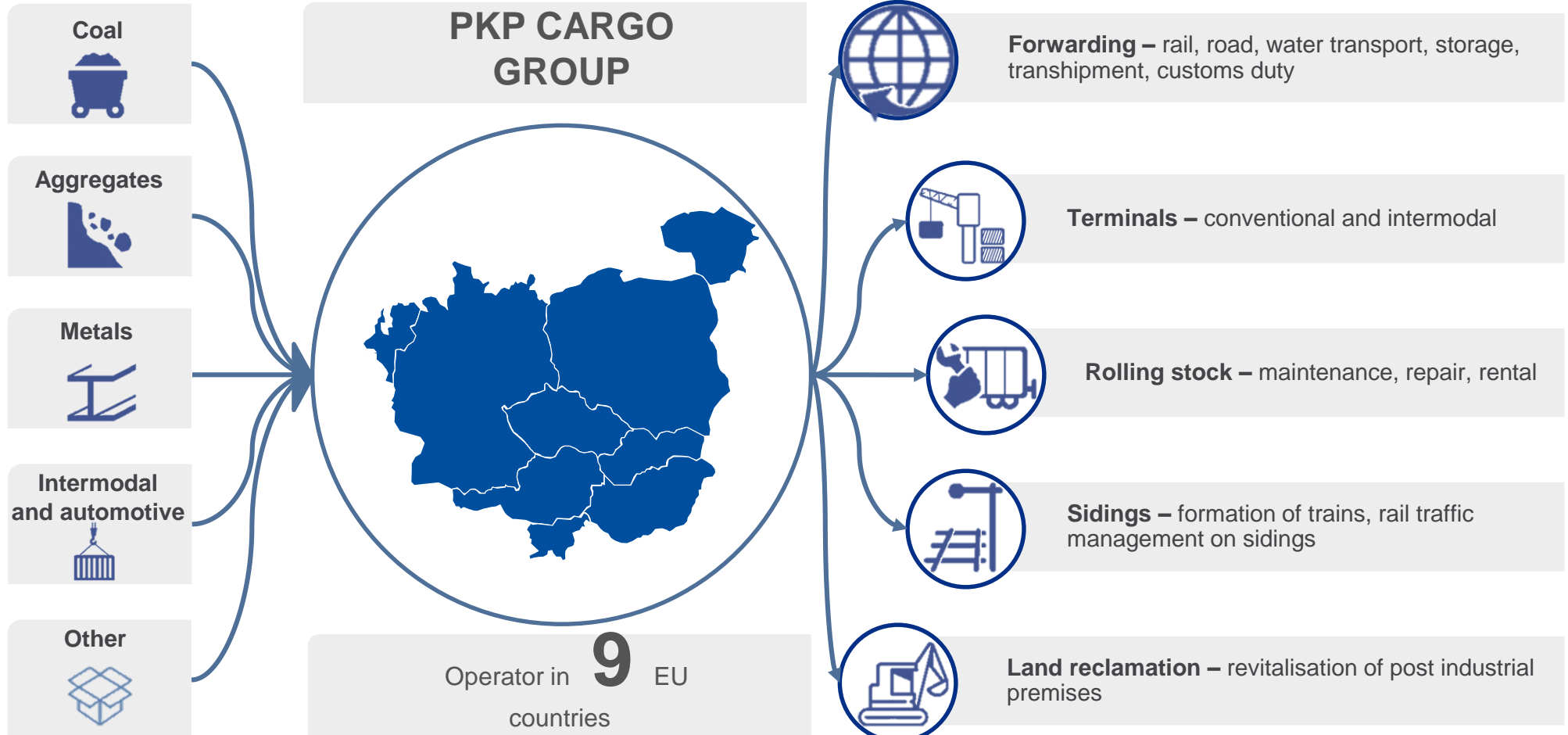


PKP CARGO Group delivers various types of stock in 9 eu countries

CARGO GROUPS

RAIL FREIGHT

ANCILLIARY SERVICES



5

PKP CARGO GROUP 2019

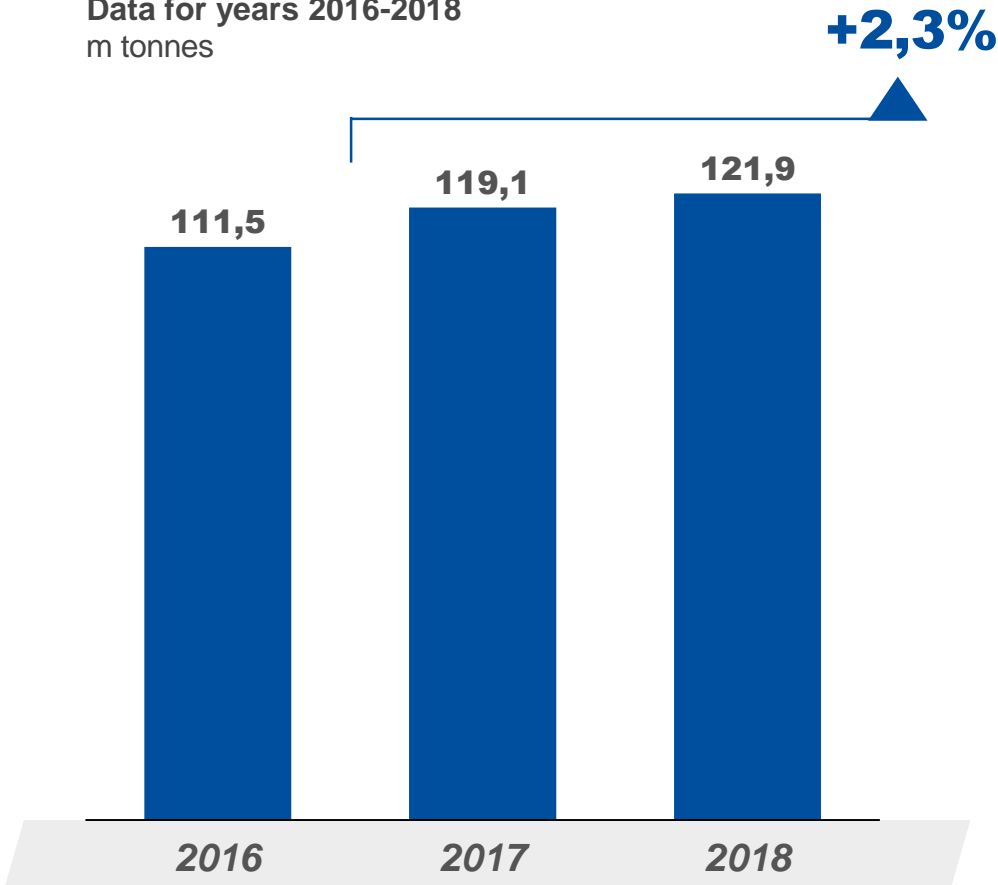
01



PKP CARGO Group's growth is leveraged by booming CEE economics

VOLUMES TRANSPORTED BY PKP CARGO GROUP

Data for years 2016-2018
m tonnes



MAIN DRIVERS OF VOLUME GROWTH

COAL



- Growing **import** of coal
- Increase in coal **prices**

INTERMODAL



- Development of **seaports**
- Terminals** expansion
- The **New Silk Road** development
- Increase in **oil prices**

ORE AND METALS



- Good economic **situation in the industry**
- Growing **steel production**
- Infrastructural investments**

AGGREGATES AND CONSTRUCTING MATERIALS



- Modernization of **rail infrastructure** ~€20 bn
- Highways** investment plan ~€45 bn
- 5-10% annual growth in the **aggregates**



01



PKP CARGO'S intermodal terminals are located on the main European transport routes

Trains per day



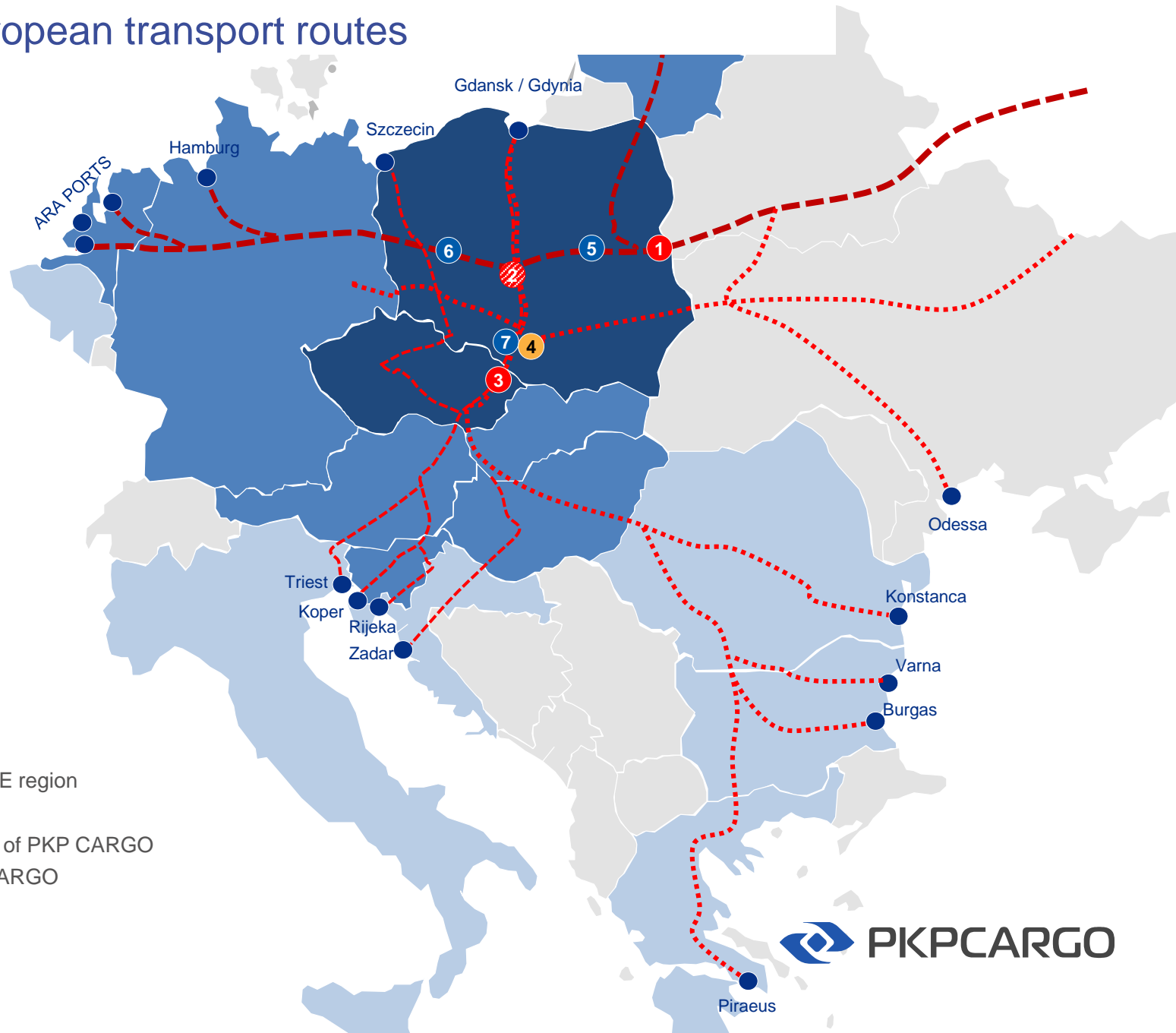
1	MAŁASZEWICZE	14
2	CENTRAL POLAND <i>(planned)</i>	25
3	PASKOV	5
4	SŁAWKÓW	14
5	WARSAW	3
6	POZNAŃ	3
7	GLIWICE	3

— Key European rail transport corridors in CEE region

■ PKP CARGO core markets

■ International markets with existing activities of PKP CARGO

■ Potential countries of operations for PKP CARGO



02

Strengthening Leader position

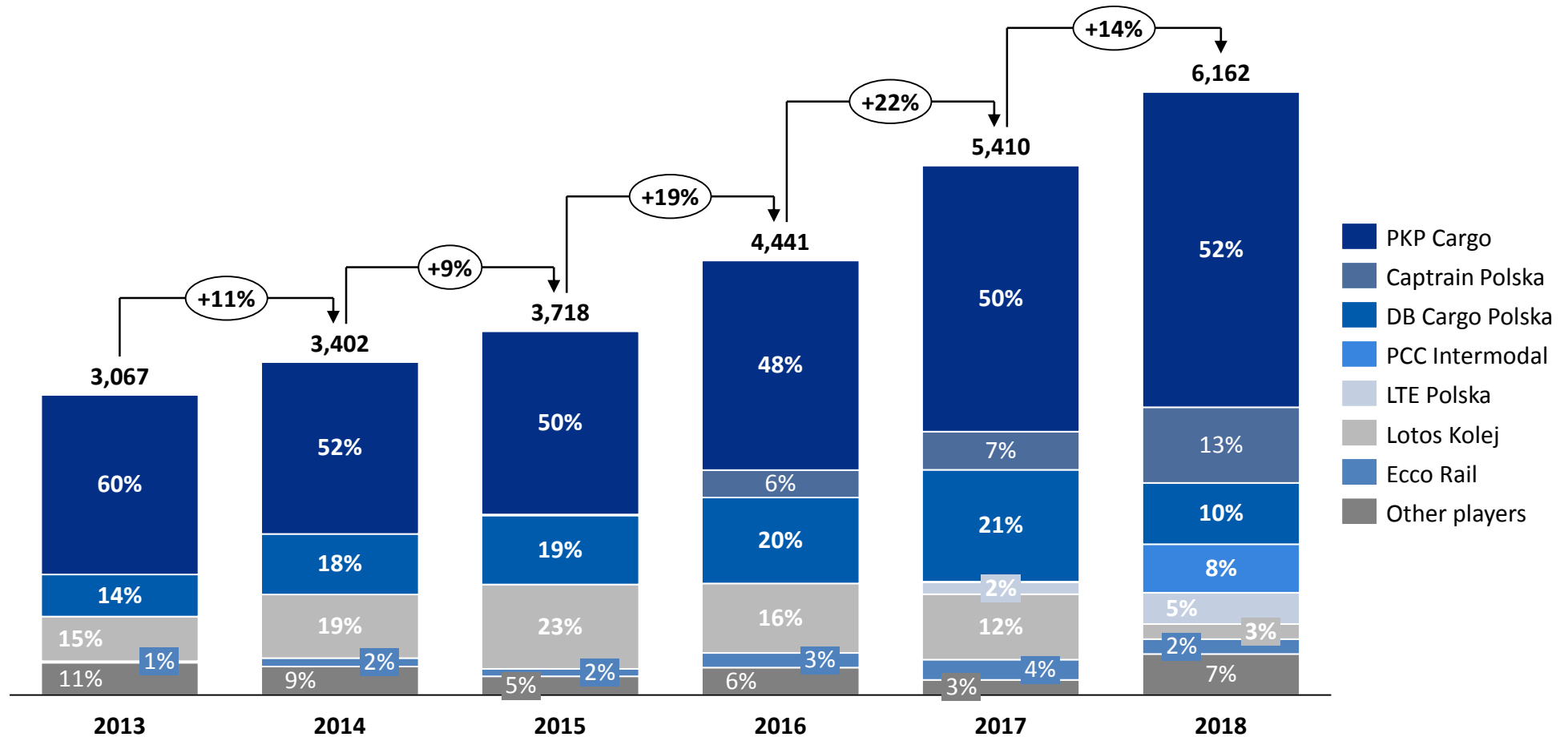


02



PKP CARGO Group consistently increases its market share on a dynamically growing intermodal market

SHARE OF RAIL OPERATORS IN INTERMODAL TRANSPORT MEASURED BY FREIGHT TURNOVER

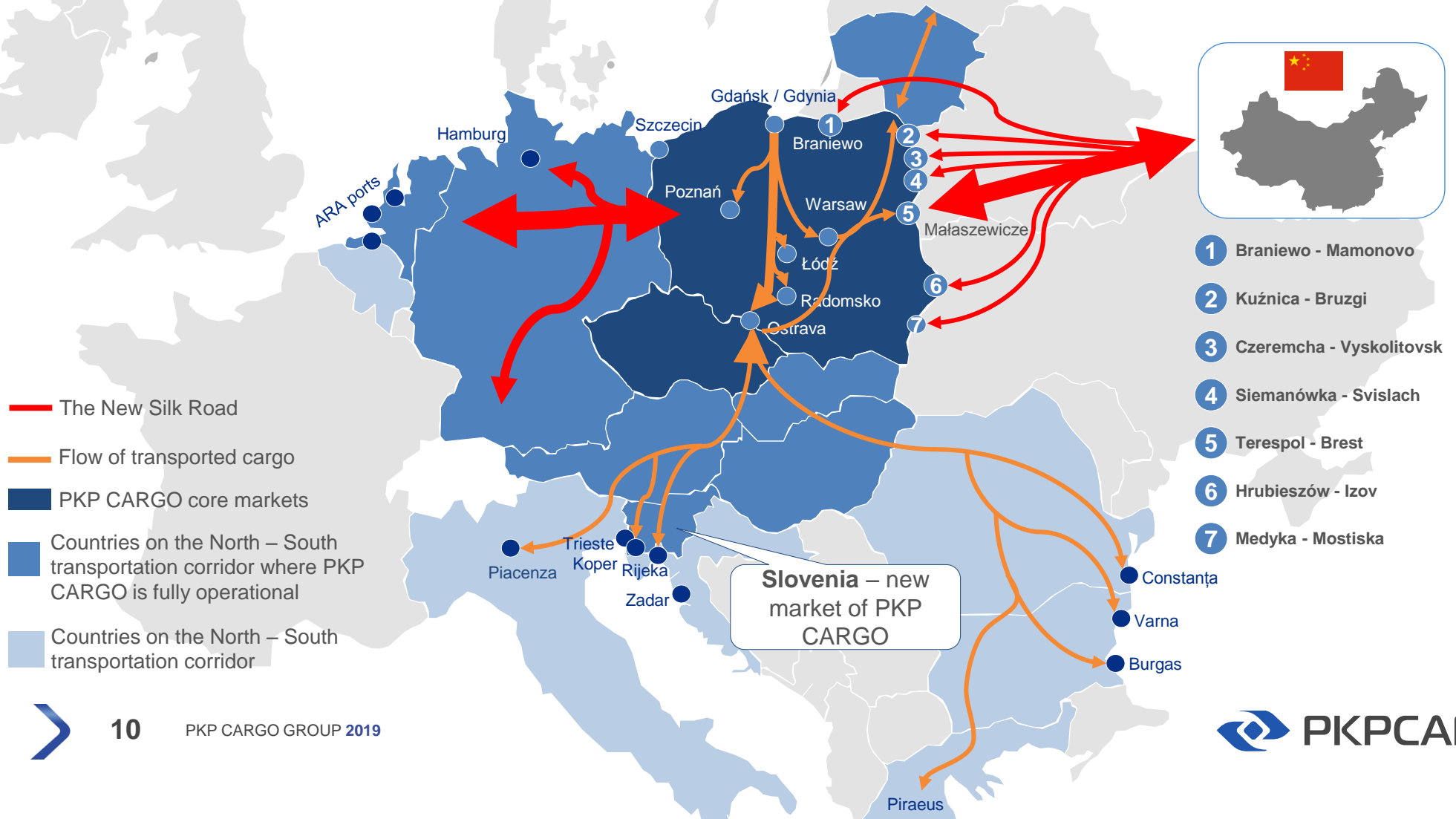


02



Strategically important for PKP CARGO is the north-south corridor connecting seaports

DEVELOPMENT OF PKP CARGO GROUP'S INTERMODAL TRANSPORT NORTH-SOUTH



03

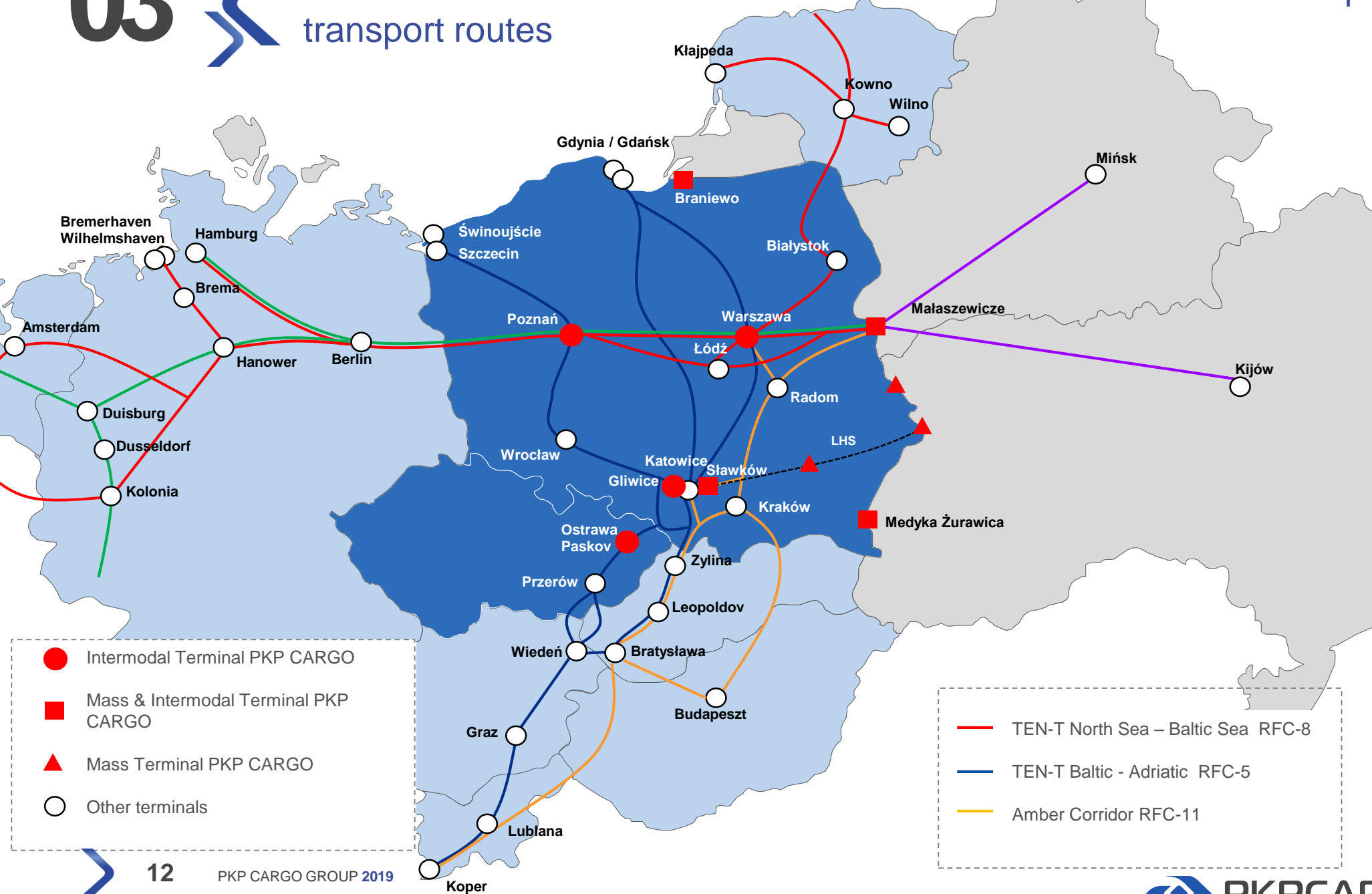
Amber Corridor Leader position



03



PKP CARGO'S intermodal terminals are located on the main European transport routes



- Intermodal Terminal PKP CARGO
- Mass & Intermodal Terminal PKP CARGO
- ▲ Mass Terminal PKP CARGO
- Other terminals

- TEN-T North Sea – Baltic Sea RFC-8
- TEN-T Baltic - Adriatic RFC-5
- Amber Corridor RFC-11

03



PKP CARGO has 8 intermodal terminals located on the key locations for the CEE transport corridors

POZNAŃ FRANOWO

2,8

117



GLIWICE

6,5

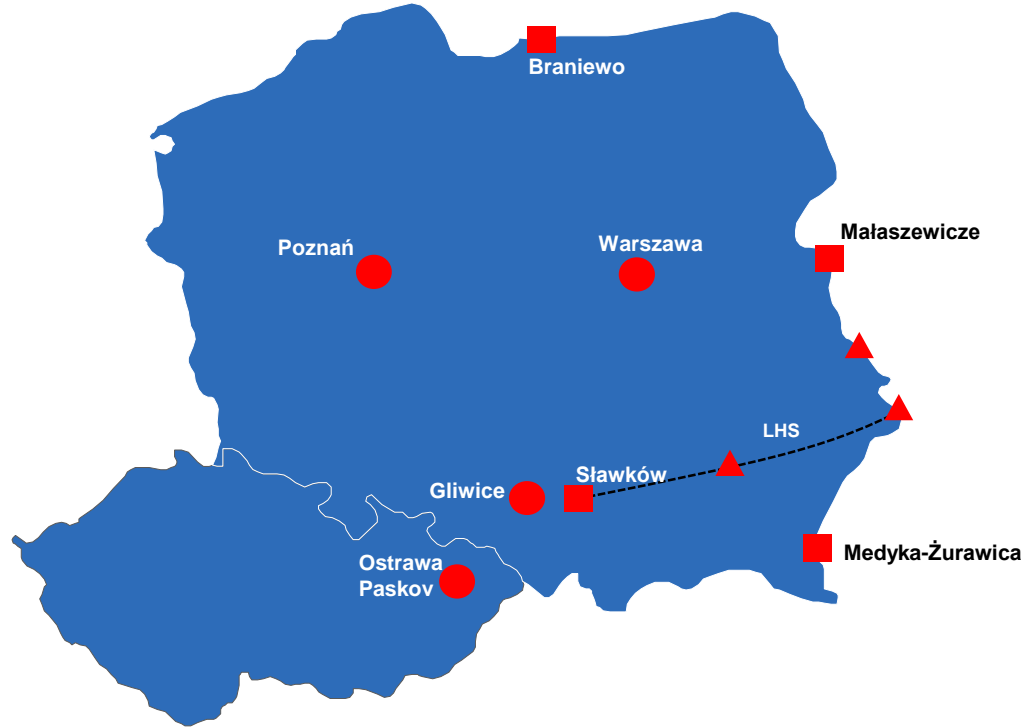
128



OSTRAVA-PASKOV

3,1

200



- Intermodal Terminal PKP CARGO
- Mass & Intermodal Terminal PKP CARGO
- ▲ Mass Terminal PKP CARGO



BRANIEWO

8

Przewozy Intermodalne ruszyły w V 2018 r.



WARSZAWA

3

77



MAŁASZEWICZE

14

220



SŁAWKÓW

90,3

285



MEDYKA

17

4 250

Storage capacity [ha]

Transshipment capacity [000' TEU]

04

Malaszewicze Terminal



04



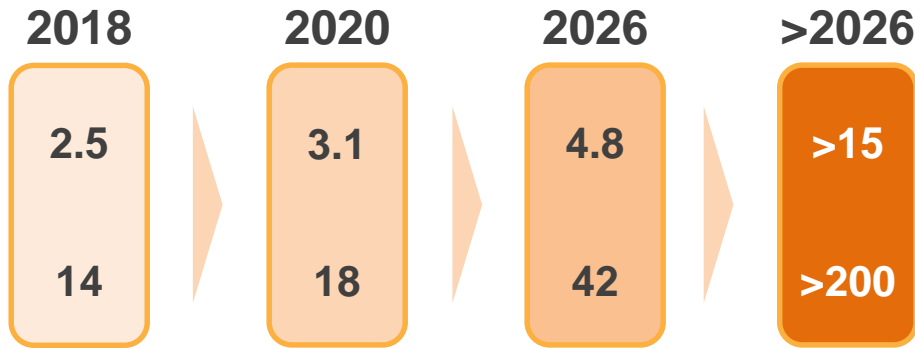
Big investments in Małaszewicze are held for future traffic growth on The New Silk Road with 94% of cargo reload of NSR today



Storage capacity [TEU ths]



Trains per day [nb]



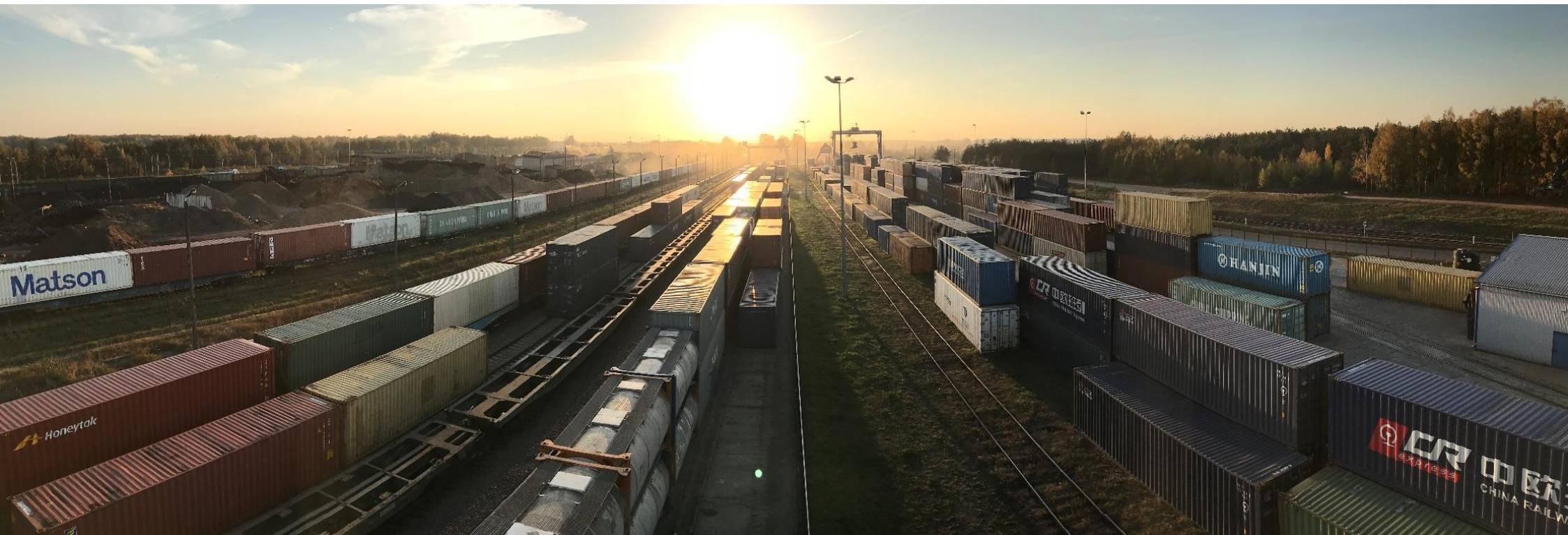
Total investments until 2026
~500m EUR



04



Malaszewicze – see yourself ...



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PKP CARGO GROUP 2019

 **PKPCARGO**



Thank you for your
attention

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