

# Business segments

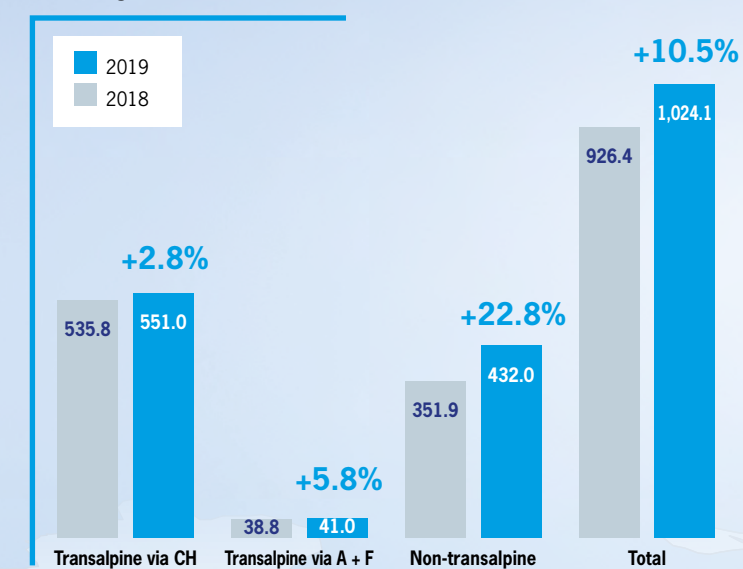
## Swiss transalpine transport remains the main market

In its core business of transalpine transport through Switzerland, Hupac carried 551,024 road consignments by rail; this corresponds to an increase of 2.8%. Overall, the past year was characterised by rather restrained demand. The first half-year was still relatively strong in terms of volume. In the second half of the year there was a noticeable decline in traffic as the economy in the core markets slowed down.

In its core business of non-transalpine transport, Hupac achieved growth of 22.8% to 432,020 road consignments. This significant increase is primarily due to statistical effects: the volumes of the ERS Railways, which was integrated into the Hupac Group in June 2018, are reflected here with its transports from the North Sea ports.

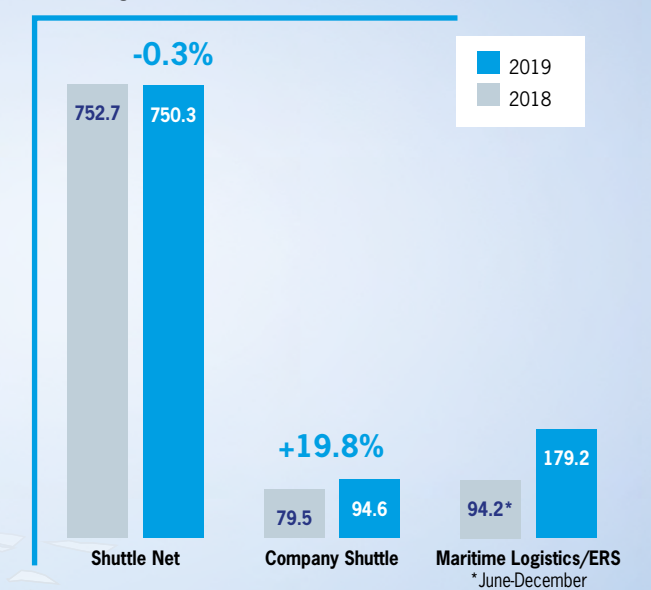
### Traffic volume by route

Road consignments in 1000



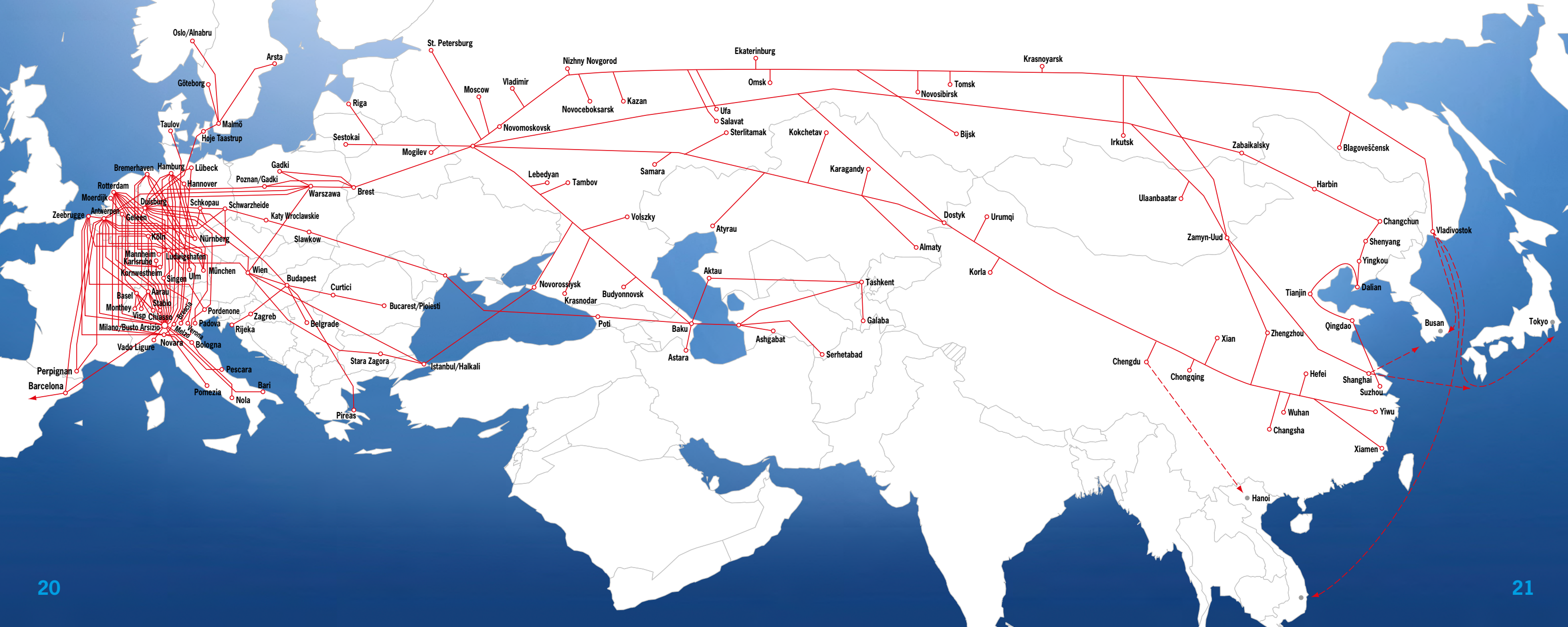
### Traffic volume by business unit

Road consignments in 1000



**Road consignment:** number of loading units that would equate to one HGV in road haulage, i.e. one semi-trailer or two swap bodies 7.15 metres long or one heavy tank container or two light 20-foot containers

Dated 1.5.2020



## Shuttle Net – backbone of the company

The Shuttle Net business unit was able to introduce numerous new connections. In the transalpine segment, transport from the high-performance terminal Köln Nord to Italy and the strengthening of the offer for 4-metre semitrailers between Novara and Hannover or Zeebrugge are to be mentioned. In September, the first shuttle trains between Pordenone in northeastern Italy and Duisburg started operating.

Interesting developments can also be mentioned in the non-transalpine transport segment. For the Antwerp ⇌ Barcelona connection, it was possible to obtain the P386 semi-trailer authorisation for the first time. In this way, Hupac opens up the

trailer transport segment for the Spanish market. On the east-west axis, the frequency of the trains Antwerp ⇌ Schkopau/Schwarzheide and Duisburg ⇌ Poland has been increased. Here too, for the first time, it was possible to transfer trailer transports to rail.

The south-eastern Europe segment continues to show interesting potential. Through the hub terminals in Vienna and Budapest, south-eastern Europe with destinations in Romania, Bulgaria, Serbia and Turkey has been connected to Hupac's Shuttle Net. With the introduction of the Rotterdam ⇌ Vienna shuttle, the network has been further differentiated.

## Company Shuttle expanding

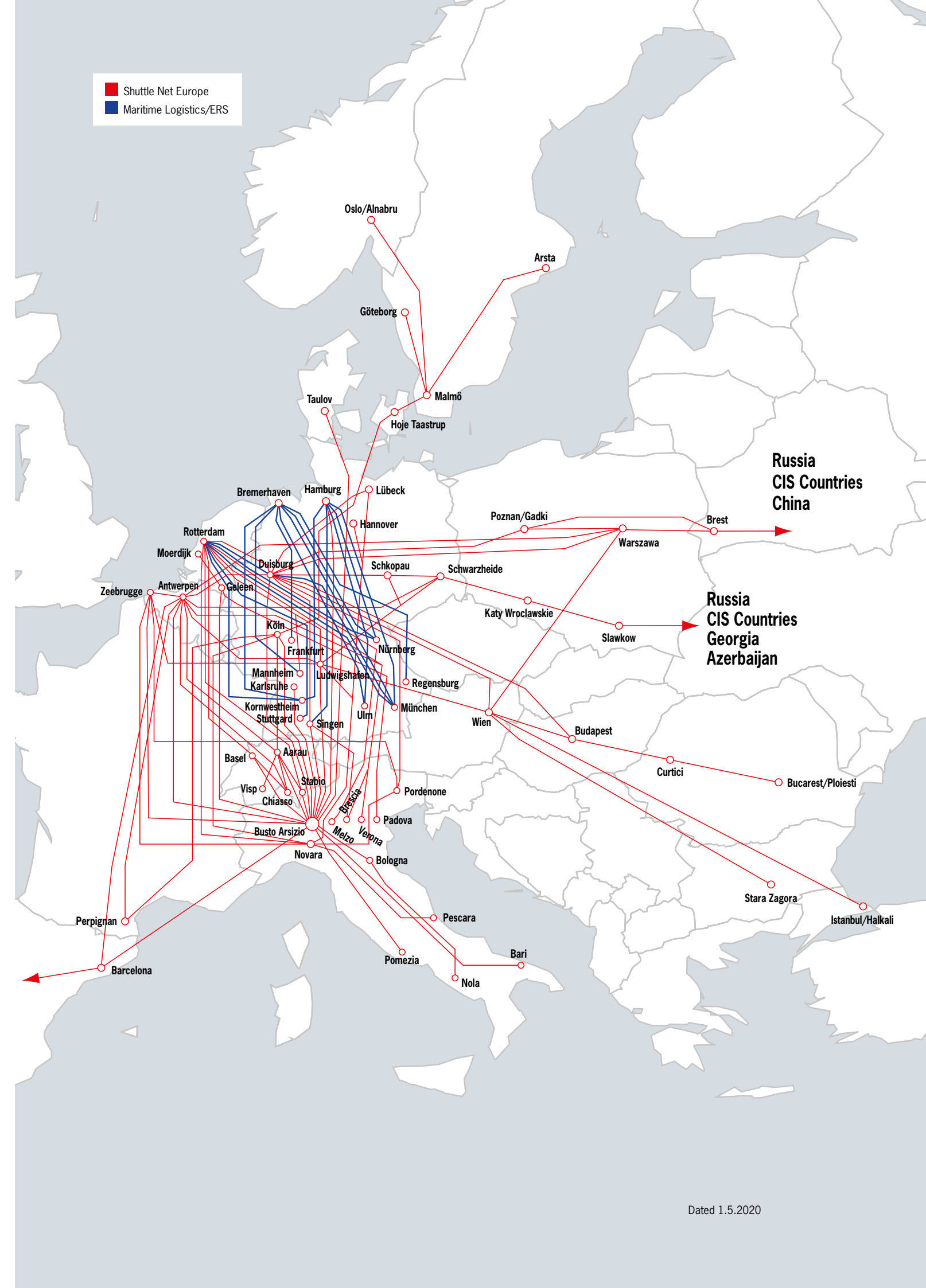
The new Company Shuttle business unit continued to develop very dynamically in 2019 reaching a transport volume of 94,564 road consignments. In line with the strong demand, the service was adjusted with additional shuttles for

transalpine traffic. Trains travel on behalf of individual transport companies. Customers assume the risk of using company shuttles and entrust the organisation and management of transport to Hupac as operator.

## Maritime traffic: ERS Railways expands its network

For the Maritime Logistics business unit, the subsidiary ERS Railways, which in the previous year operated only from northern German ports, developed and expanded new connections between Rotterdam and southern Germany (Mu-

nich, Nuremberg, Kornwestheim and Würth). In 2019, ERS Railways was able to handle a transport volume of 323,577 TEU in inland maritime traffic, a growth of around 11% over the whole year 2018.







## Terminals: efficient transshipment road/rail

The Hupac Group operates eight terminals in Switzerland, Italy, Germany and Belgium. The operating companies are Hupac Intermodal Ltd for the Aarau, Basel and Chiasso terminals, Hupac SpA for the Busto Arsizio-Gallarate and Pordenone terminals, TPI Terminal Piacenza Intermodal SpA for the Piacenza terminal; Hupac Intermodal BVBA for the Antwerp terminal and the Terminal Singen TSG GmbH joint venture company for the Singen terminal.

About 250 employees of the Hupac Group work in the terminal area. Every day, they load thousands of loading units onto rail wagons or

trucks, and they manage arrivals and departures of trains, rail wagons and road vehicles. The Goal (Global Oriented Application for Logistics) software supports and manages every element of the terminal process.

The Hupac Group's terminal business developed satisfactorily in the year under review. Hupac's terminals are accessible without discrimination and are used by various operators. In the year under review these were Hupac Intermodal, Mercitalia Intermodal, Kombiverkehr, TX Logistik, TTS, GTS and Codognotto.

Terminal	Surface	Cranes	Undercrane tracks	Train pairs per day	Destinations	Loading units 2019	2019/2018 %
Busto Arsizio-Gallarate	245,000 m <sup>2</sup>	12 gantry cranes 1 mobile crane	13 x 540-760 m	33	Germany, Switzerland, Italy, Spain, Netherlands, Belgium, Denmark	420,000	-7%
Piacenza	45,000 m <sup>2</sup>	5 mobile cranes	3 x 600 m 1 x 500 m	8	Italy, Germany, Belgium, Poland, Romania	103,000	-4%
Pordenone	100,000 m <sup>2</sup>	2 mobile cranes	4 x 750 m	8	Italy, Germany, Belgium	2,500	=
Chiasso	7,000 m <sup>2</sup>	1 mobile crane	1 x 300 m	2	Switzerland	8,000	-3%
Aarau	33,000 m <sup>2</sup>	3 mobile cranes	4 x 300 m 1 x 200 m	5	Germany, Italy, Belgium, Switzerland, Netherlands	50,000	+2%
Basel Wolf	17,000 m <sup>2</sup>	3 mobile cranes	1 x 380 m	3	Netherlands, Belgium, Switzerland	34,000	-10%
Singen	50,000 m <sup>2</sup>	2 gantry cranes 1 mobile crane	4 x 650 m	8	Germany, Italy	78,000	+2%
Antwerp HTA	53,000 m <sup>2</sup>	3 gantry cranes	5 x 620 m	10	Italy, Switzerland	81,000	-8%

# Highlights 2019



February

First admission of P386 semi-trailers on the Antwerp ⇌ Barcelona route



March

Hupac strengthens the east-west axis by increasing the frequency of trains Antwerp ⇌ Schkopau/Schwarzheide and Duisburg ⇌ Poland



June

Strengthening the offer for 4-metre trailers between Hanover or Zeebrugge and Novara



June

Hupac SpA starts operations at the Pordenone terminal



July

ERS Railways expands its network for maritime hinterland transportation to Rotterdam with new connections to Southern Germany



September

Hupac starts traffic from the Pordenone terminal in northeast Italy with a total of 5 shuttle trains to Duisburg and Novara



September

New Ludwigshafen ⇌ Vienna shuttle: Bulgaria, Serbia and Turkey are connected via the Vienna and Budapest hubs



October

Introduction of a direct connection Rotterdam ⇌ Vienna



November

Optimized Turkey connection between Istanbul/Halkali and Western Europe with 4 departures per week and direction



November

Multimodal service between Germany and Russia/CIS countries via Kaliningrad