

Intermodal Forum

Intermodal supply chains -
solutions for a greener economy

Lugano, 13 May 2022



Programme

Opening

Hans-Jörg Bertschi, President of Hupac Group

Keynotes

> **Modal shift for freight: strategy & investments**

Luigi Ferraris, CEO of Ferrovie dello Stato Italiane

> **Next steps to achieve the modal shift target**

Peter Füglistaler, Director of Swiss Federal Office of Transport

Panel discussion

"Intermodal supply chains - solutions for a greener economy"

> Tabita Verburg, Director of Logistics Road & Intermodal, Dow Chemical

> Peter Füglistaler, Director of Swiss Federal Office of Transport

> Karl Schauer, Director of Operations, LKW Walter

> Michail Stahlhut, CEO of Hupac

> Gianpiero Strisciuglio, CEO of Mercitalia Logistics

Event moderator: Majorie van Leijen



Welcome!

Shaping the future of intermodal transport

Hans-Jörg Bertschi
Chairman of Hupac



Network development 2021: core biz North-South, growth South East, South West and Maritime

in road consignments

Figures 2021

Annual turnover +14.4%

CHF 682.5 million

EUR 631.2 million

Road consignments +10.7%

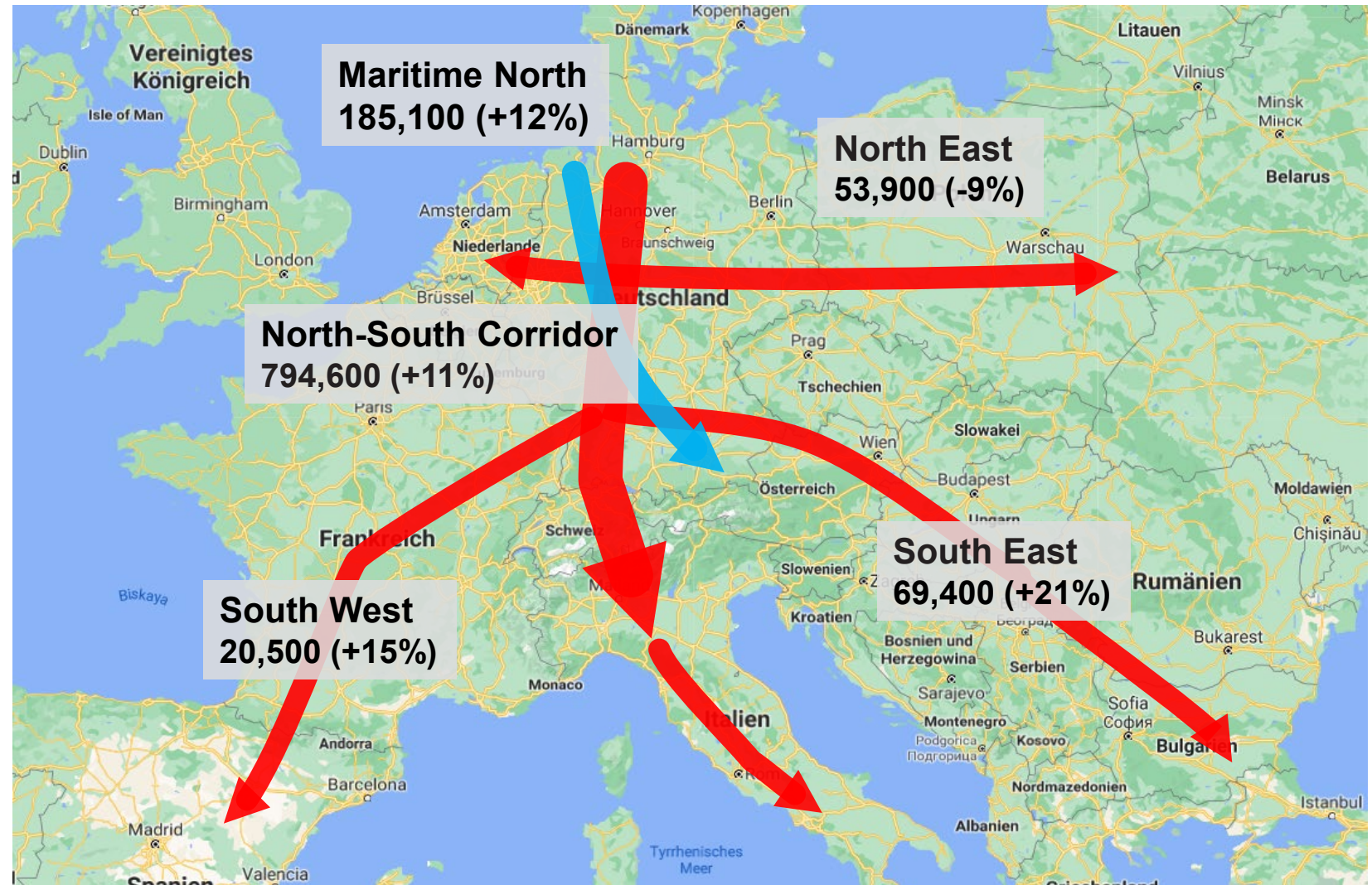
1,124,000

Staff members +12.7%

630 FTE

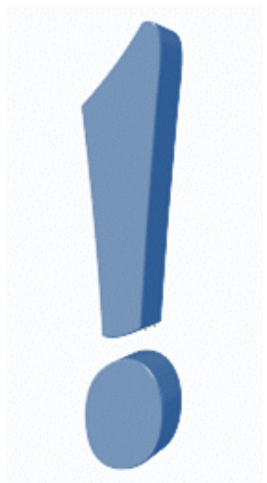
CO₂ savings

1.5 million tonnes



Strategy 2026 – we shape the future of intermodal transport

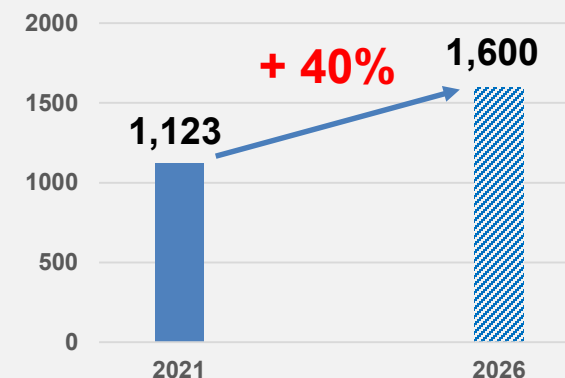
- > **Quality leadership** in European intermodal markets
- > **Investments** in market expansion and partnerships for modal shift
- > **Digital transformation** of our offerings; driving of sector standards
- > Attract **talents** and develop **diversity** for growth
- > Political **advocacy** to improve modal shift conditions and grow capacity



Strategy 2026 in numbers

- Modal shift 1,1 → 1,6 million trucks p.a.
- CHF 300 million investment with focus on terminals, digitization, railcars
- 7 major new terminals / expansions
- Achieve 90% punctuality by 2026

Volume development 2021 – 2026
Road consignments in 1000



Hupac Strategy – bridging the gap between reality and expectations

Short term 2022

Focus resilience

- Stabilize current offerings
- Rent more reserve wagons
- Build alternative routings
- IM chain capacity mgt.
- Busto overflow mgt.
- More Hupac loco-drivers

Mid term 2023-2024

Focus growth

- More 690m Alptransit trains
- New terminal Brwinow 2023
- New terminals Piacenza, Milan Smistamento 2023/24, CIM Novara expansion
- New links South Italy P400
- S-E, S-W, N-E growth

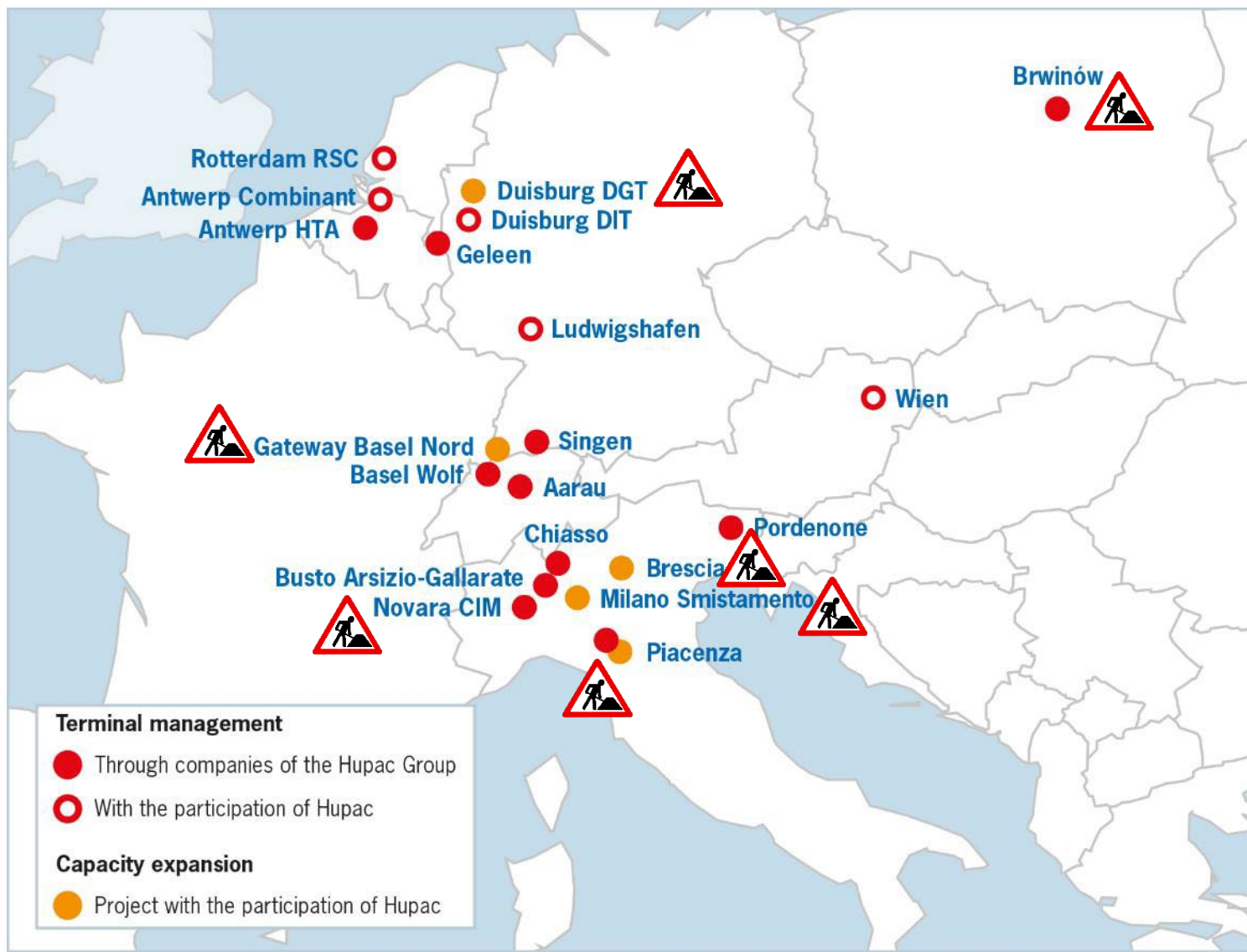
Long term 2025-2030

Focus new capacities

- Bypass Strasbourg 2026+
- New DGT and GBN terminals
- 740m Alptransit trains
- SW Spain: European gauge
- BE-IT via Metz-Basel at 740m, P400
- IM incentives EU/CH



Hupac: new terminal capacity at 7 locations 2023-2026



Total new capacity 1.300.000 loading units
Total investments EUR 500 million



Corridor Rhine Alpine: political support to remove 71 km bottleneck. More capacity and quality of transalpine traffic



Investment for upgrading of Würth-Strasbourg: CHF 500 million





Intermodal transport & Green Deal

How to fill the gap between political expectations and market reality?

Panel discussion

“Intermodal supply chains - solutions for a greener economy”



Tabita Verburg

Director of Logistics
Road & Intermodal
Dow Chemical



Peter Füglistaler

Director of Swiss Federal
Office of Transport



Karl Schauer

Director of Operations
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Michail Stahlhut

CEO Hupac Intermodal



Gianpiero Strisciuglio

CEO of Mercitalia Logistics



Thank you for your attention!

