

The Role and The Situation of The Private Rail Freight Operators in CEE – From the point of view of OKD-Doprava



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OKD-Doprava: Quick Facts



- Established in 1952
- 2008: Turnover > EUR 250 mil., 12 mil tons & 1000 TEU transported
- 2,500 employees
- More than 400 km of own rail track
- More than 160 locos and 3000 wagons
- 120 trucks, 140 tippers and silos
- ISO 9001:2001, 14001:2005, OHSAS 18001:1999 certified
- Member of New World Resources Transportation B.V.



When We Started...



We concentrated on coal transport on rail,

In a limited area of Ostrava and Karviny,

Offering limited range of services.



But, We Changed Our Focus...



Being now a

- Reliable
- Flexible
- Punctual

Business Partner with:

- Appropriate price/value ratio
- Long term focus
- Win – Win approach



Targeting To Be a...



Major player in CEE rail business,

The first choice of the Customers,

Leading the co-opetition process.



And We Want To Be a Service Provider



Ensuring

- End-to-End transportation solutions with tailor-made concept adopted to customer's needs
- High added value logistic services
- Network of strategic re-loading locations in CEE

Supported by

- Up-to-date IT and telcom solutions (GSM, GPS tracking, CRM)
- Motivated and skilled workforce
- M & A
- World class partners



Backbones of the EU Transport Policy



Each transport mode himself has to be:

- Safe
- Environmental friendly
- Competitive and Businesswise profitable

Safety

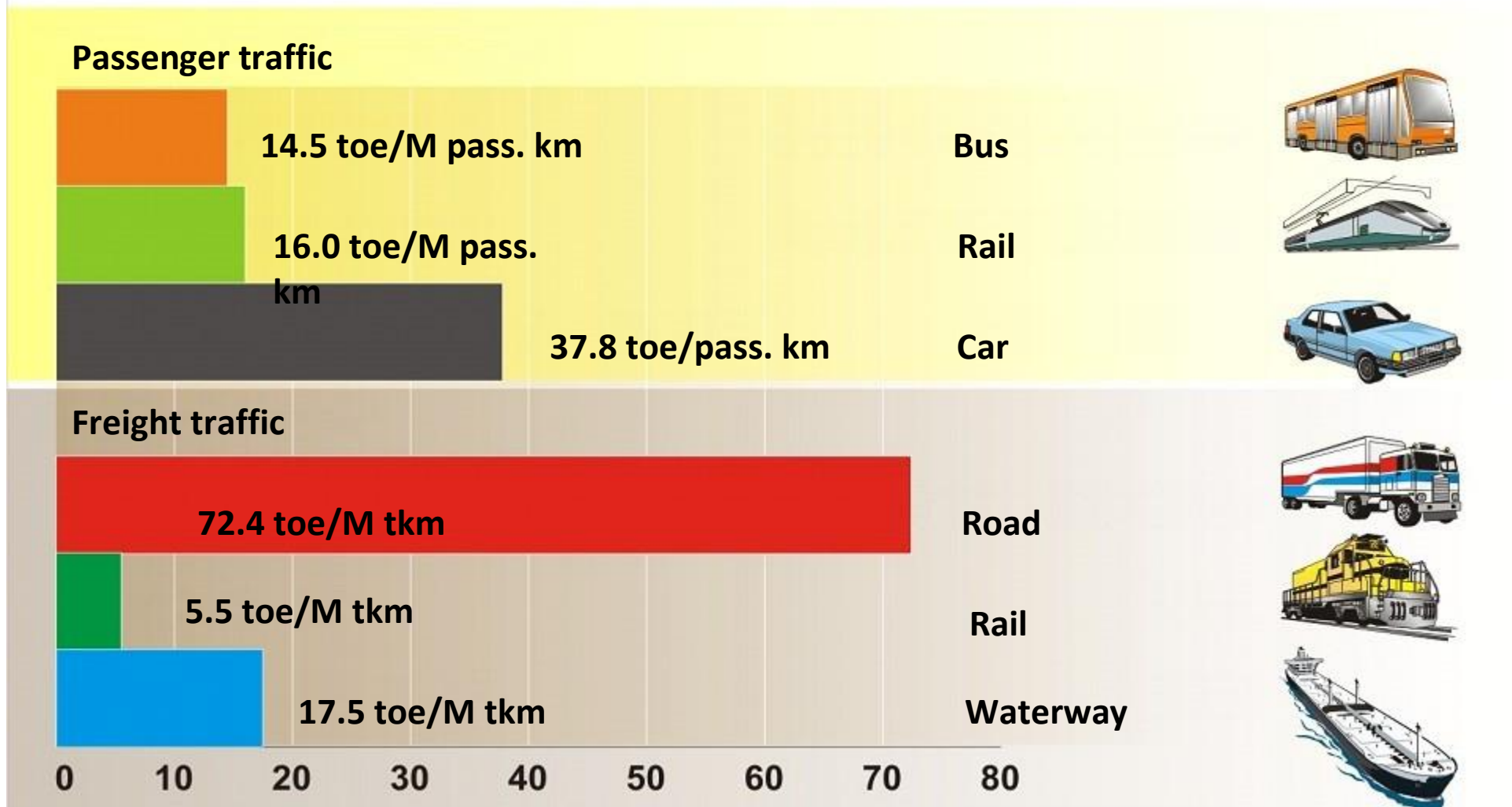


Number of casualties per 100 million person kilometer

Car	0.8
Train	0.04
Bicycle	6.3

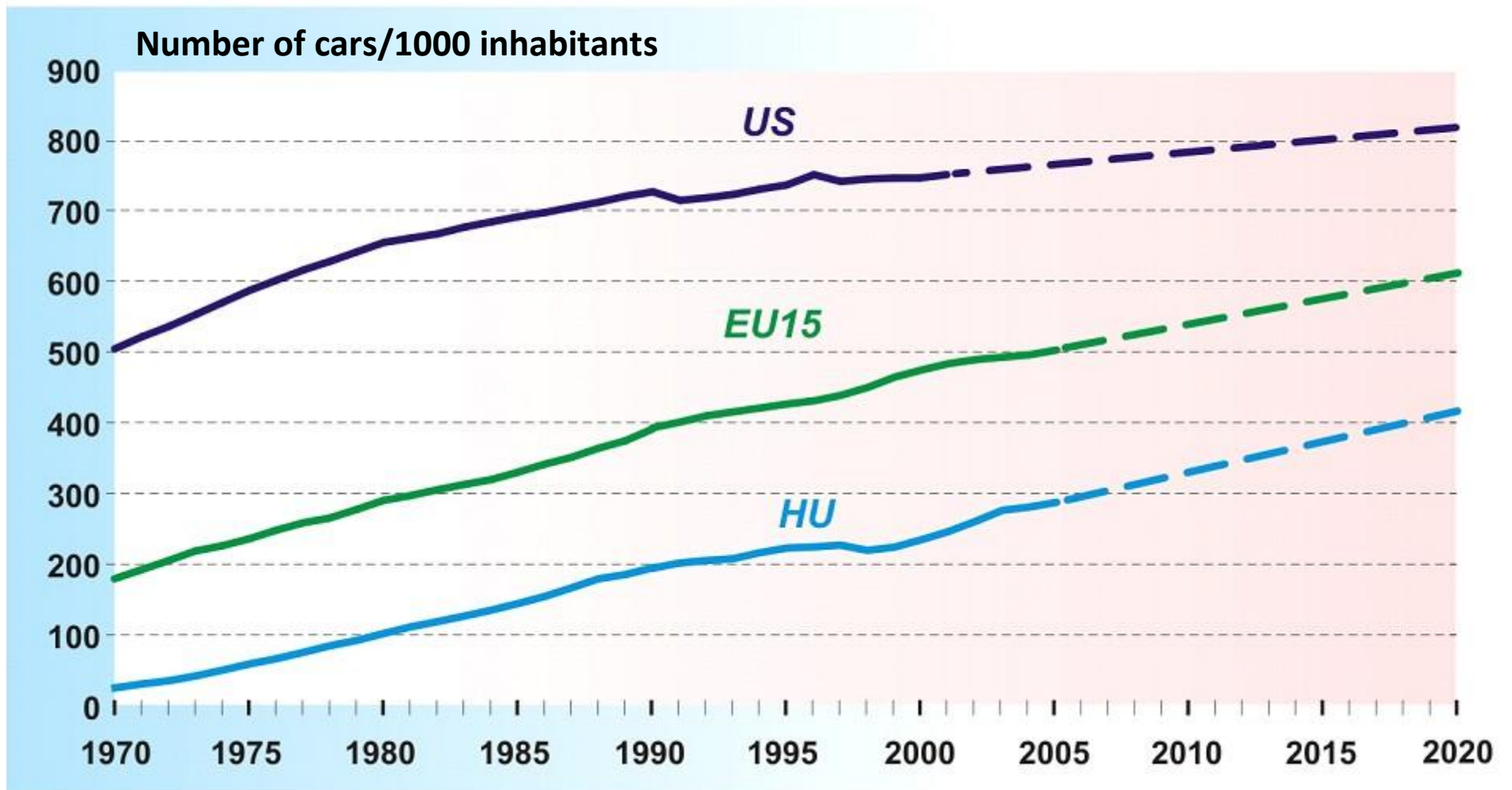
Source: Eurostat

Environment – The Energy efficiency



Source: EC

Motorisation 1970 – 2020...



Source: Data - Eurostat; Forecast - KTI

Change of the Rail Output in the USA and EU25 (1995-2003)



Passenger traffic (billion pass. Km)

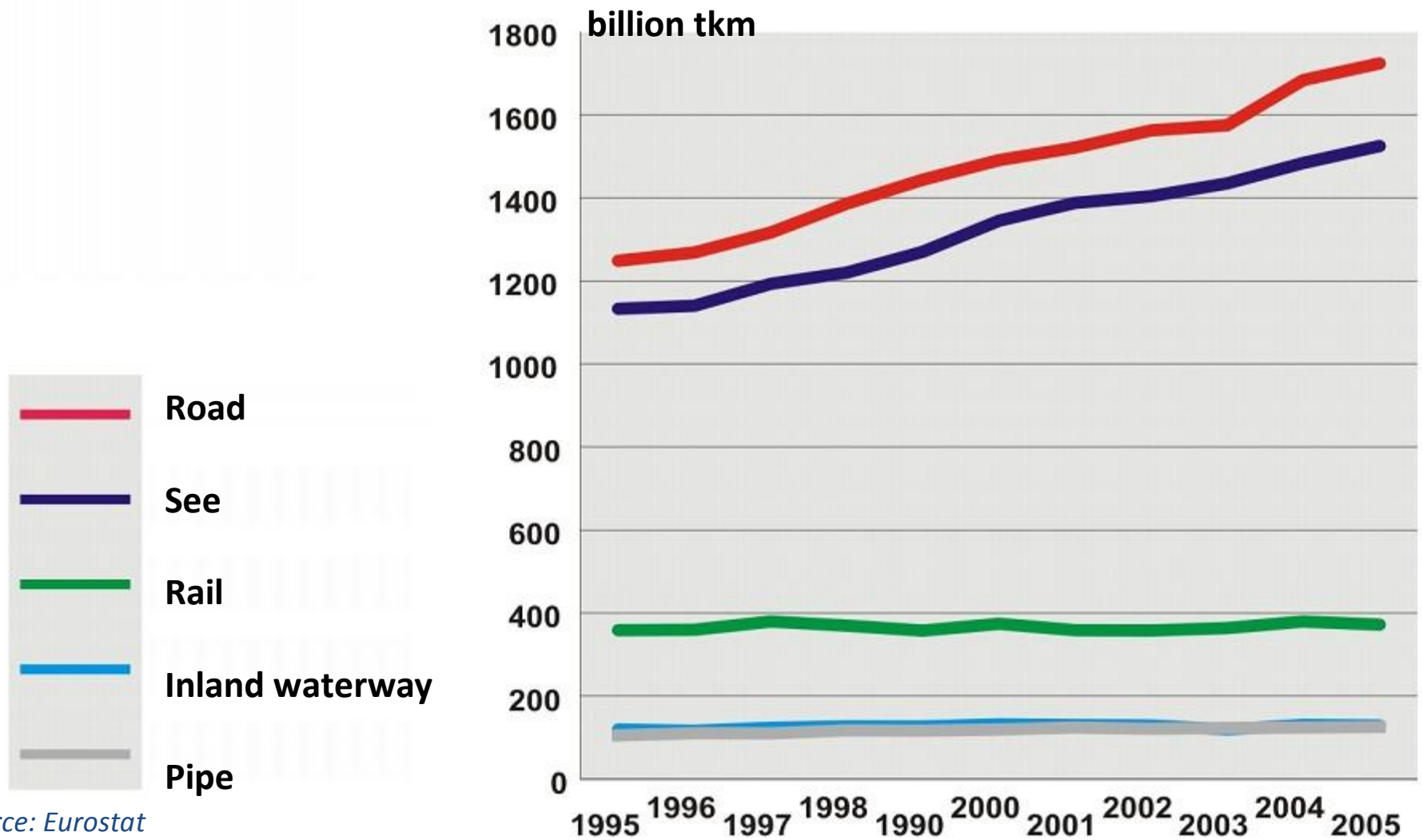
	1995	2003	Change (%)
USA	17	22	+ 29,4
EU25	322	345	+ 7,1

Freight traffic (billion tkm)

	1995	2003	Change (%)
USA	1 923	2 341	+ 21,7
EU25	358	364	+ 1,7

Source: Eurostat

Freight Output by Transport Mode EU25



The Three Ingredients...



To make successful rail operation are:

- Right (modern or modernised) infrastructure
- Fair charging between transport modes
- On – Rail competition

On – Rail Competition



Means:

- Equal treating and equal conditions for incumbents and new entrants
- Quality - Productivity – Efficiency
- Reliability – Pricing – IT Management
- Transport time – Handling time – Capacity
- Co-operation and co-opetition
- Cross-border unification and standardisation

On – Rail Competition



But, doesn't mean:

- Avoiding changes – promoting old structures and processes
- Committing, but not doing...
- Increasing entry barriers
- Price war on rail
- Cross - financing

More business like behaviour, less l'art pour l'art regulations...

The Challenges in the Rail Freight



- Instead of bulk material transport – move to higher added value services.
- The size and the weight of the materials to be transported is shrinking.
- Demand for the shortening of the delivery/lead time is growing.
- The passenger rail has priority over the freight.
- Internalization of the external costs (Eurovignette, mega-tracks...).
- The necessity to change...

We all should REMEMBER...



Our real competition is the road
and
Together we could be powerful...

Ďakujem za vašu pozornosť



Kiitos

Täname tähelepanu

Dziękuję za uwagę

Děkuji za vaši pozornost

Благодаря за вниманието

Bedankt voor uw aandacht

Merci de votre attention

Hvala za vašo pozornost

Thank you for your attention!

Hvala na pažnji

www.okd-doprava.cz

Хвала на пажњи

Ευχαριστώ για την προσοχή σας

Danke für Ihre Aufmerksamkeit

Дякуємо за вашу увагу

Vă mulțumim pentru atenție

Köszönöm a figyelmet

Спасибо за ваше внимание

Дзякуй за вашу ўвагу