

FLORENCE RAIL FORUM

26 APRIL



OUR ACTIVITIES

- **Intermodal transport operator – short to medium distance (150 to 600 km) – mainly for maritime containers**
- **Own terminals, rail and barge handling**
- **Own barges**
- **Railway undertaking & fleet owner**
- **Road haulier (last mile operations)**

MODAL SHIFT RAIL – TODAY'S SITUATION

- **Market dominated by incumbent railways**
- **Very little innovation in the sector compared to road or IWW**
- **Access to the RU profession is being made difficult for new entrants**
- **Infrastructure operators protect their national carriers**
- **EU rules and regulations are based on 200 years of railway history, over-regulated sector, very “rusty”**

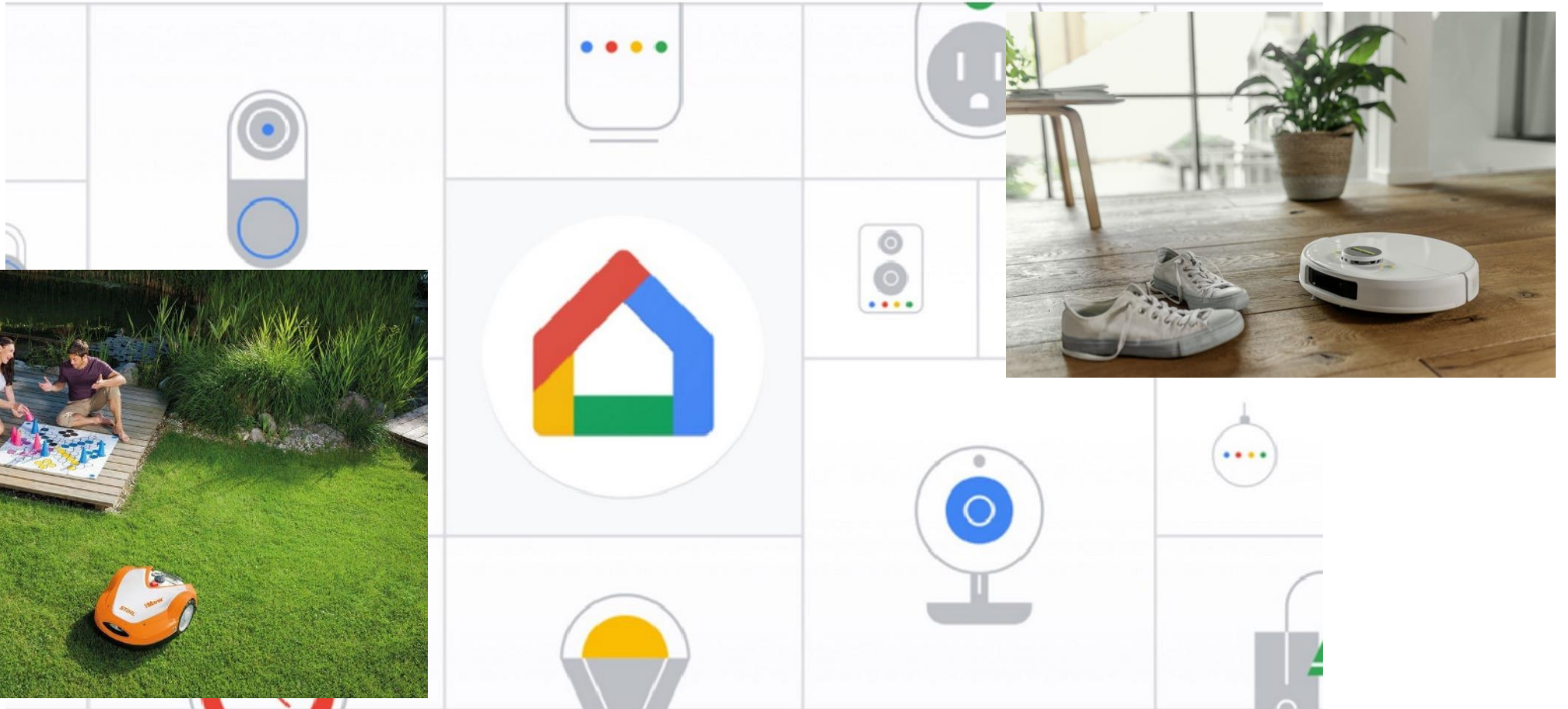
MODAL SHIFT – TODAY'S SITUATION

- **Intermodal is growing segment, conventional business stable (ores, coal, chemicals, cars, etc)**
- **SWL in decline and clinically dead, but on public finance I.V. since many years**
- **Innovations in railways are marginal improvements**
- **Sector no longer competitive with fast moving road sector and IWW**

MODAL SHIFT – FUTURE

- **Stop operational subsidies in the near future**
- **Invest in real innovation like autonomous driving, remote control, battery operated wagons, etc**
- **Simplify acces to profession, less red tape, abondon language barriers, national rules protecting incumbent railways, hidden (cross)subsidies, etc**
- **Prevent incumbent railways from buying small private competitors with public money**

AT HOME - TODAY



AT WORK – TODAY - TOMORROW

From the 19th century



into the

20th century



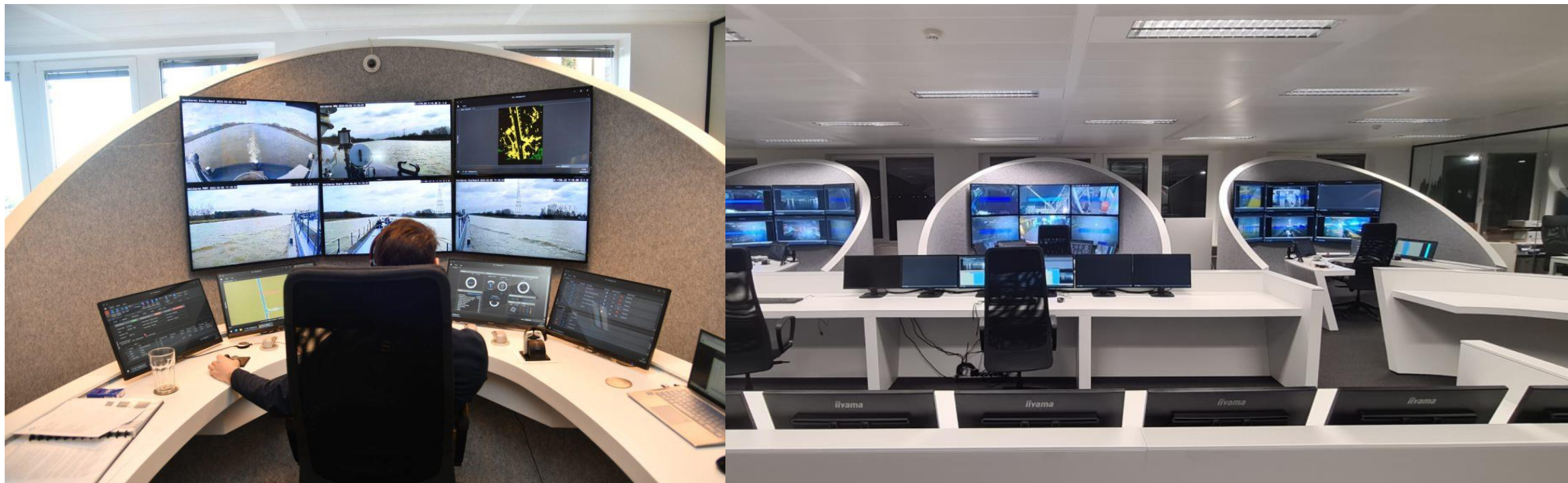
NEW DEVELOPMENTS IN RAIL – WHY NOT EMBRACED BY THE SECTOR

- **We should embrace new (revolutionary) developments in rail**
- **Rail is 6 times more energy efficient compared to road, on one battery charge a wagon could run 2500 km, yet not used**
- **Autonomous vehicles can save the SWL system**
- **Technology is ready**

AUTONOMOUS RAILWAY WAGONS



IWW VERSUS RAIL : REMOTE CONTROL OF OUR VESSELS



OUR EXPERIENCE SINCE 2020

- ▶ OWN VESSELS FULLY REMOTE CONTROLLED
- ▶ BETWEEN LOCKS SHIPS NAVIGATE AUTONOMOUS
- ▶ ONE MASTER CONTROLS MULTIPLE SHIPS
- ▶ CAMERA CONTROLLED, 5G + SATELLITE BACK-UP
- ▶ SAFE MODE IF COMMUNICATION IS LOST
- ▶ FULLY APPROVED IN BELGIUM, TEST IN NL AND D
- ▶ IMPACT:
 - ▶ COST SAVINGS
 - ▶ CHANGED HIERARCHY ON BOARD
 - ▶ FAMILY LIFE, LESS WORKING DAYS LOST



CONCLUSION

- Rail is a reliable mode of transport and should be promoted
- The sector is dominated by incumbent railways, incapable of adapting to new technology and engineering rather than business driven
- No longer competitive, relying on operational subsidies (from public funds)
- To do: simplify access to the profession, less red tape, embrace new technology, become efficient ... and capture the market

Thank you!

