

Rail Freight Summit in Wroclaw



Poland's Importance to Silk Road



Volume of load between UE and China



- EU-China rail transports have increased hundredfold since the beginning of the 2010s.
- From 2011 6,637 freight trains were launched in both directions, including 3,673 in the record-breaking 2017 alone. In 2017 about 200,000 TEU (twenty-foot container equivalent) were shipped by train from China to Europe, while maritime container flow reached 10 million TEU.
- The value of goods shipped by rail in 2016 can be estimated at US\$ 22.9 billion, which constituted about 4% of overall EU-China trade. The estimated value of goods transported by train in 2020 may reach US\$ 76.5 billion. More than two thirds of trains are run from China to Europe, reflecting the Chinese general trade surplus with the EU.
- Most forecasts assume that rail transport can only cover several per cent of the total volume of goods transported from Asia to Europe and *vice versa*.

Source: Center for Eastern Studies Report No.72/2018

Types of load

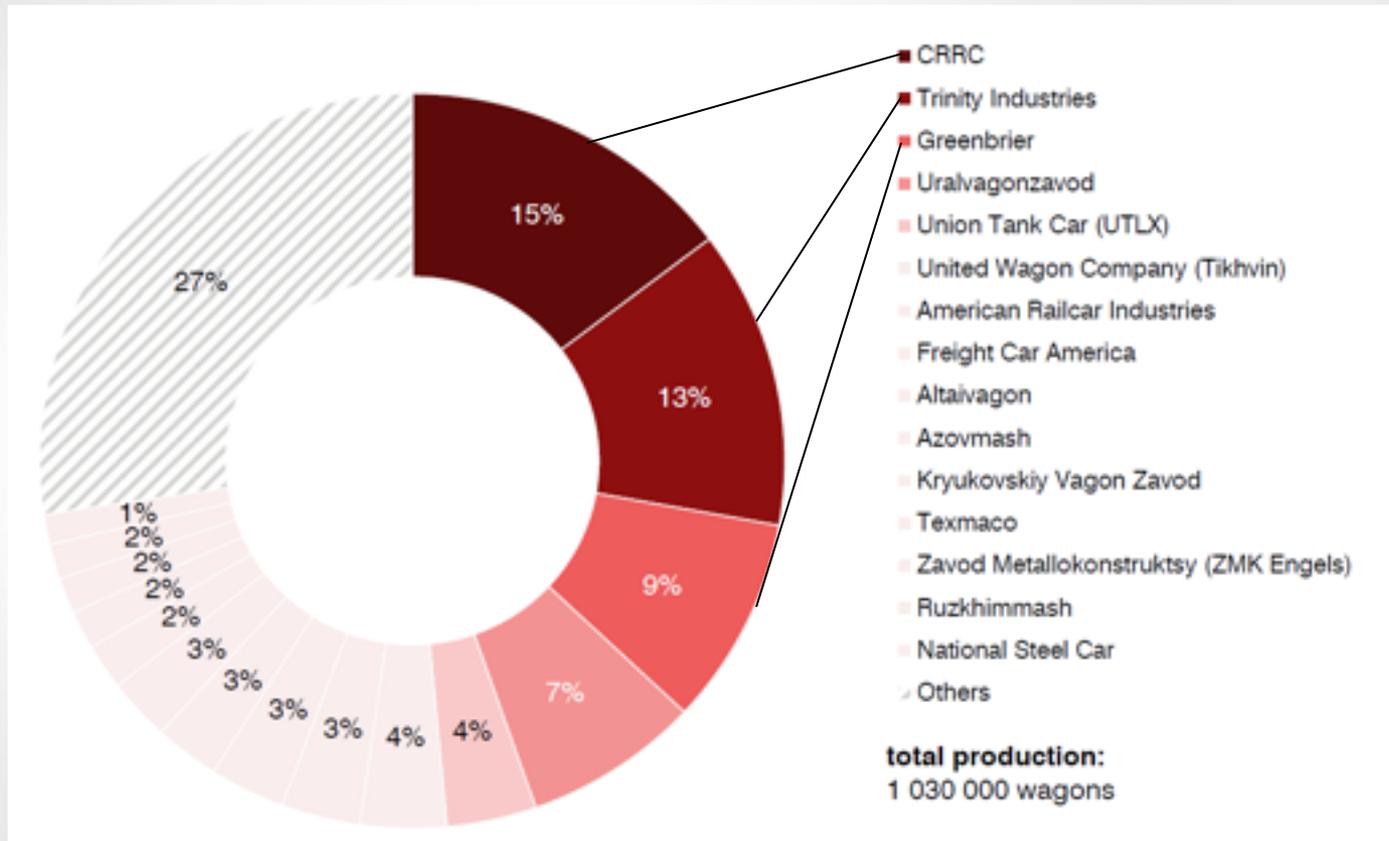


- Around 65-67% of deliveries by train from China to Europe involve goods of a relatively high value: electronic devices, electrical machines, pharmaceutical and chemical products.
- The China-EU rail connection is popular with manufacturers of seasonal goods, including in particular clothes.
- Emergency deliveries of goods are another category of using rail transport.
- The opening of the rail connection to e-commerce has created an opportunity to transport at least a portion of the large market of parcels sent from Europe to China and *vice versa*.

Source: Center for Eastern Studies Report No.72/2018



Global Railcar Deliveries By OEM (2012-2016)

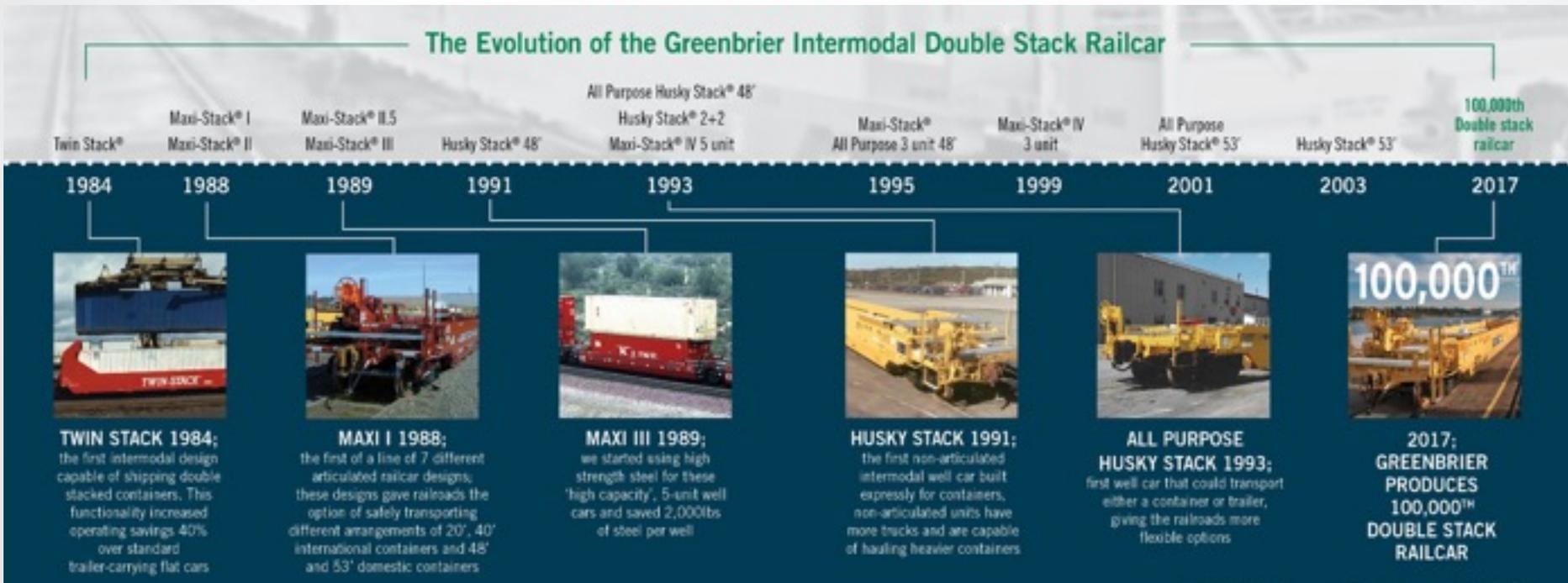


Source: SCI Freight Wagons – Global Market Trends 2017

Greenbrier's Intermodal Solution



- Greenbrier facilitated this rise in intermodal with 13 unique designs needed to accommodate various sizes of shipping containers & trailers



Poland as a logistic hub



Poland is an attractive location for providing logistical services to rail cargo traffic with Central Europe and to certain degree also with Scandinavia and the southern and eastern regions of Germany. **Advantage of the Polish location:**

- low labour costs and
- a relatively large logistics and warehousing base. One important asset is the big number of companies that offer road transport services at a competitive price.

The main Polish logistic and railway hubs are:

- **the city of Łódź**, a 'hub', as it services around 25% of trains travelling from China to the EU and *vice versa*, accounting for around 7% of the value of transported goods.
- **trans-shipment terminal in Małaszewicze** on the Polish-Belarus border.

Source: Center for Eastern Studies Report No.72/2018

Other logistic centers in the Central Europe



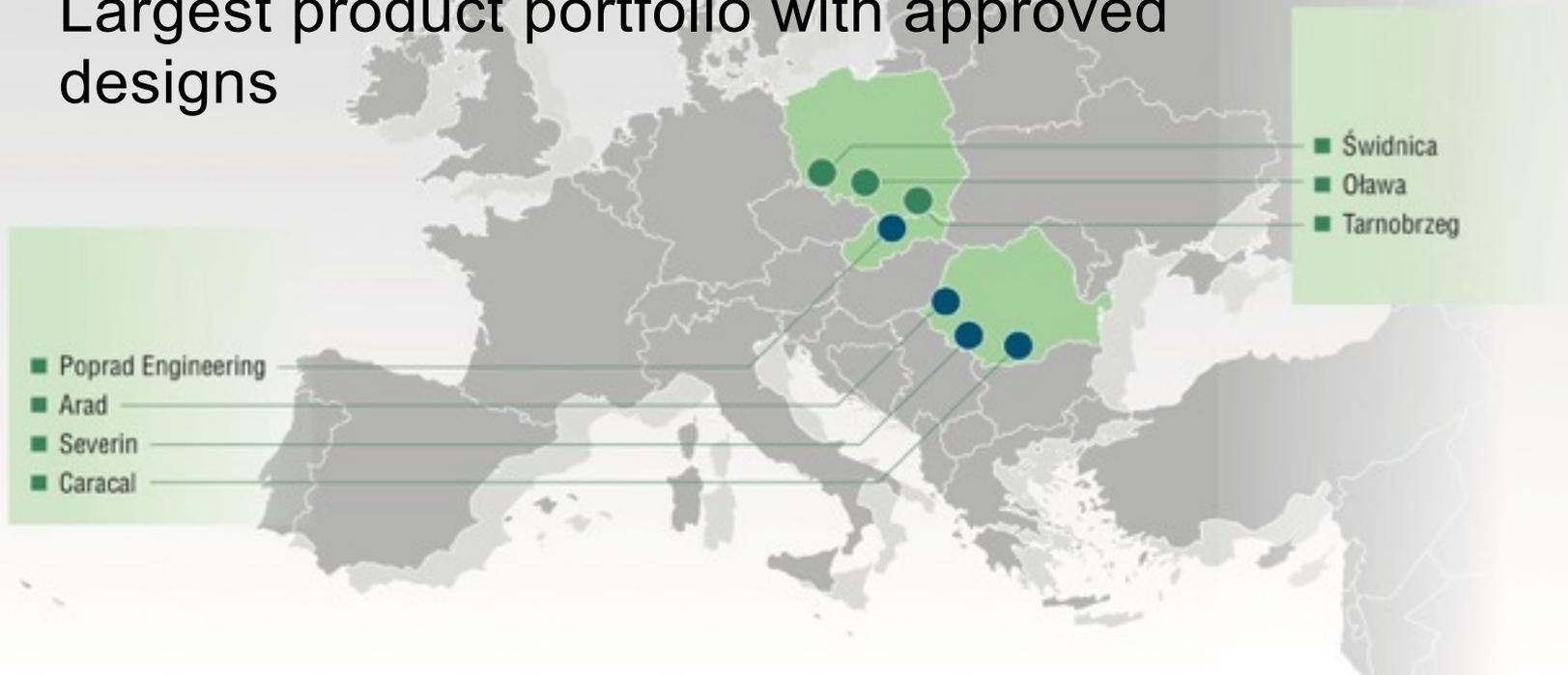
- Duisburg in North-Rhine Westphalia is playing the role of a logistics ‘hub’ for the territory of Germany, Benelux and northern France. Rail connections between the EU and China generate around 5.4% of rail trans-shipment operations carried out there. Around 25% of trains, accounting for around 75% of the value of goods, are trans-shipped in Duisburg.
- Slovakia and Hungary are competing for the status of a Central European ‘hub’. However, their role is currently limited due to the difficulties affecting transit via Ukraine.

Source: Center for Eastern Studies Report No.72/2018

Greenbrier's European Operations



- Total capacity of more than 5,000 wagons
- 3 engineering offices with great know-how and long experience
- Largest product portfolio with approved designs



European Operations



The biggest freight car manufacturer in Europe

- JV established on 1st of June 2017
- Total production area under the roof 437,785 m²
- Current annual quantity of wagons: 3,500



Poland

- 1,600 employees
- Total area / m²: 655,260
- Under the roof / m²: 102,300



Romania

- 2,400 employees
- Total area / m²: 683.221
- Under the roof / m²: 335 485

Customer Base



Questions?

