



ITALIAN ROMANIAN INTERMODAL SOLUTION

LEADING ALL THE WAY

STRUCTURE, STRATEGY AND DEVELOPMENT OF IRIS PROJECT

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MARCO POLO CONFERENCE 23-24 SEPTEMBER 2009 IN GDANSK



ITALIAN ROMANIAN INTERMODAL SOLUTION

SUMMARY

- INTRODUCTION
- PURPOSE
- CONSORTIUM
- PROJECT DESCRIPTION
 - ✓ TOTAL BUDGET INCLUDING EU AID
 - ✓ STEPS
- MARKET SITUATION
- STATE OF REALISATION
- PROBLEMS AND SOLUTIONS
- FUTURE DEVELOPMENT
- ADVANTAGES



PURPOSE



- ROMANIA: STRATEGIC EUROPE-ASIA AND NORTH-SOUTH EUROPE FREIGHT CONNECTION
- INCREASE IN COMMERCIAL TRADING AND DIRECT INVESTMENT
- DEMAND FOR HIGH QUALITY LOGISTIC SERVICES
- DEMAND FOR A ONE-STOP LOGISTIC SERVICES PROVIDER

MEETING MARKET REQUIREMENTS



I.R.I.S. INTERMODAL CONNECTION





MARCO POLO
NEW WAYS TO A GREEN HORIZON

ITALIAN ROMANIAN INTERMODAL SOLUTION

A NEW LOGISTIC INTERMODAL SERVICE
FROM ITALY TO ROMANIA
WITH 2 INTERMODAL CONNECTIONS



**I.R.I.S. PROJECT CONFIRMED IN FEBRUARY 2007
BY THE EUROPEAN COMMISSION
DIRECTORATE-GENERAL FOR ENERGY AND TRANSPORT**

**MARCO POLO I
MODAL SHIFT ACTION
Selection Round 2006**

Project Number: TREN/G3/SUB/03-2006/MP-023



I.R.I.S.
www.iris-project.com



I.R.I.S. CONSORTIUM

LEAD PARTNER



PARTNERS



HIGHLIGHTS

OBJECTIVE

SCHEDULED BLOCK TRAIN SERVICES

ROUTE

ITALY – ROMANIA
ALONG EUROPEAN CORRIDORS "IV", "V" & "X"

PERIOD

01/01/2007 - 31/12/2009

ELIGIBLE COST OF ACTION

€ 43,471,255

MAXIMUM EU AID

€ 560,000

ENVIRONMENTAL BENEFITS

€ 11,191,566

MODAL SHIFT VOLUME

529,776,060 TKM



IRIS PROJECT – FIRST STEP

CERVIGNANO DEL FRIULI (Italy) - ARAD (Romania) THROUGH SLOVENIA AND HUNGARY

TECHNICAL TRAIN FEATURES :

Frequency: 3 trains/week

Journey time: 3 days

Length: 360 m

Transported tons: 650 net tons

Number of wagons: 18

Total distance: 938 km



IRIS PROJECT – SECOND STEP

PIACENZA (Italy) - PITESTI (Romania) THROUGH SLOVENIA, CROATIA AND SERBIA

TECHNICAL TRAIN FEATURES:

Frequency : 2 trains/week

Journey time: 4 days

Length: 360 m

Transported tons: 600 net tons

Number of wagons: 16

Total distance : 1,688 km



IRIS PROJECT – THIRD STEP



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**SHUTTLE CONNECTION
BETWEEN GERMANY'S
SEA PORTS
AND
ARAD'S AND BUCHAREST'S
INDUSTRIAL AREAS**



**IN FUTURE ALSO WITH
ROMANIAN BLACK SEA PORTS**



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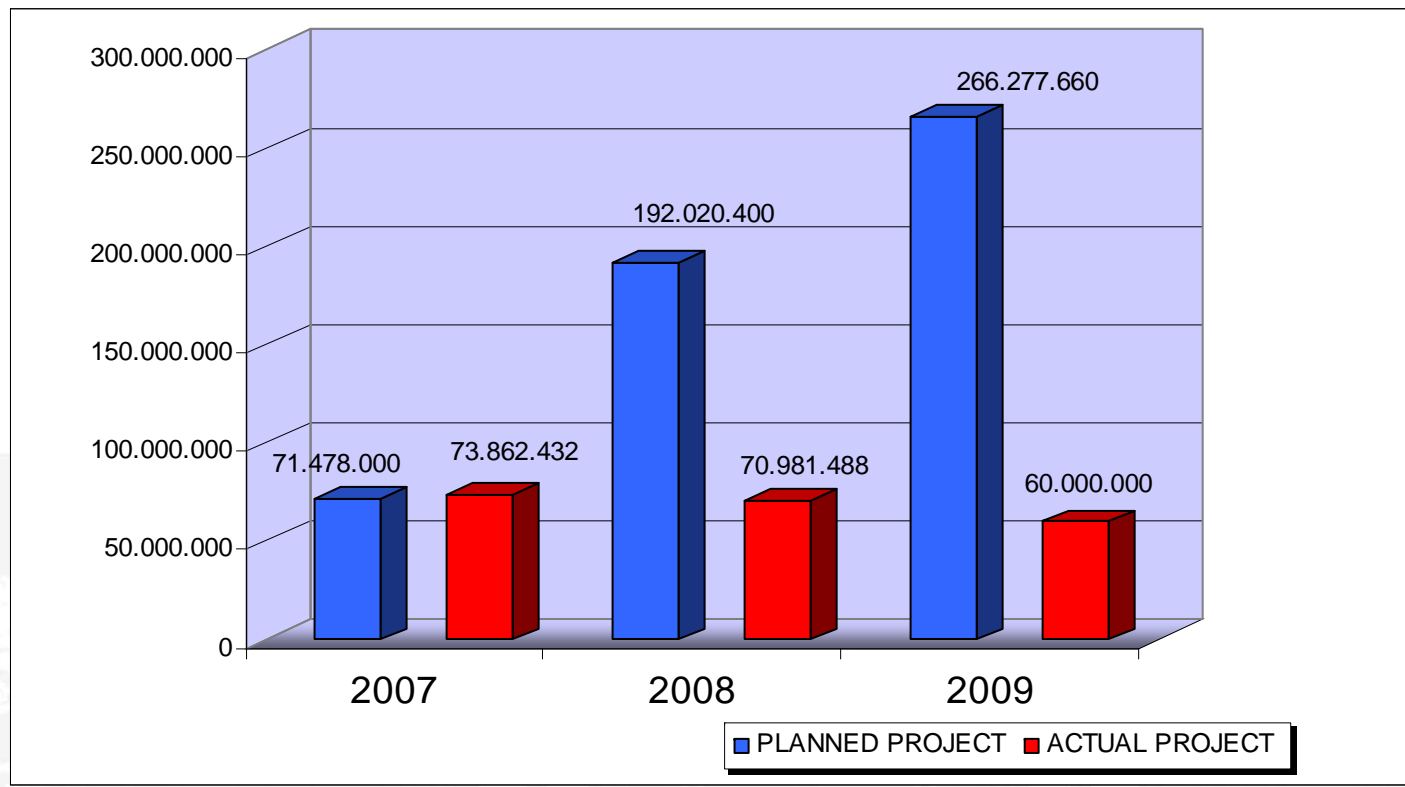
MARKET SITUATION 2007 - 2009

- INCREASE IN RAIL FREIGHT COSTS
- HEAVY IMPACT OF THE SERIOUS WORLD ECONOMY CRISIS ON ALL THE SECTORS IN WHICH THE IRIS CONSORTIUM OPERATES
- STRONG AND AGGRESSIVE COMPETITION BY ROAD TRANSPORT

<i>According to Confetra analysis in</i>	2007	2008	2009 (I-VI)
<i>International rail freight</i>	+2.5%	-3.5%	-31%
<i>International road freight</i>	+4.5%	+1.0%	-25%



IRIS – DEVELOPMENT OF SHIFTED VOLUMES



1 YEAR: 103%, 2 YEARS: 37%, 3 YEARS (forecast): 23 %



PROBLEMS & SOLUTIONS



TECHNICAL PROBLEMS

SOLUTIONS

2007

- Delay of Step 1 Cervignano – Arad



2007

- Second step started earlier than expected (main reason: demand for transport in the Bucharest area)

- Delayed construction work at the Pitesti terminal



- Destination terminal changed to Berceni for trains arriving from Piacenza

2008

- Traffic restrictions in summertime and distribution problems in Romania
- Infrastructural problems at the Arad terminal



2009

- New connection Piacenza-Oradea (with possible stop-and-go in Cervignano)



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ACTUAL PROJECT



INTERMODAL SERVICE 1



INTERMODAL SERVICE 2



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FUTURE DEVELOPMENT OF IRIS PROJECT (1)

- CONTINUATION OF THE IRIS PROJECT



I.R.I.S. JOINT VENTURE



FUTURE DEVELOPMENT OF IRIS PROJECT (2)

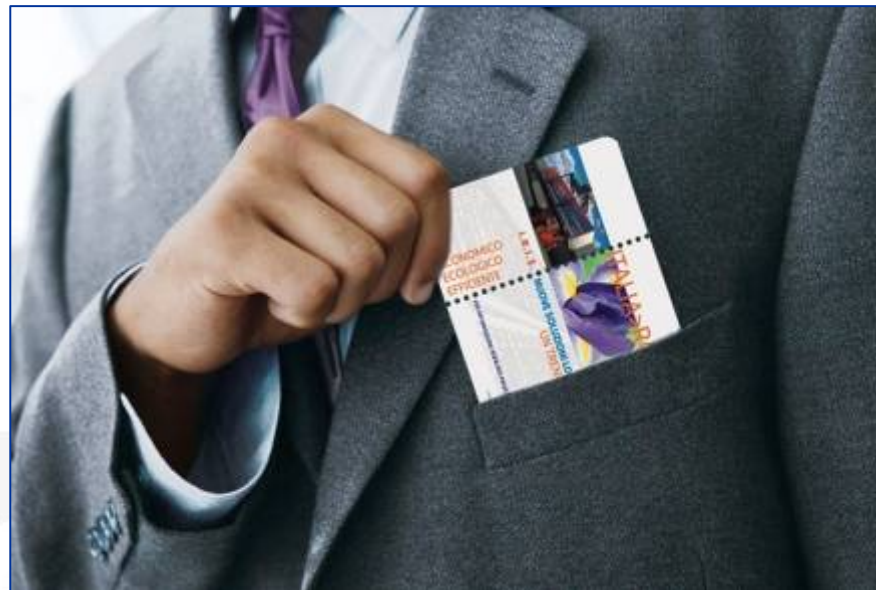


ADVANTAGES OF IRIS PROJECT

- SCHEDULED BLOCK TRAIN
- TAILORED LOGISTIC SOLUTIONS TO MEET CUSTOMER REQUIREMENTS: JUST IN TIME PRODUCTION SYSTEMS, DOOR-TO-DOOR SERVICE, STORAGE, ETC.
- TRANSPORT OF SMALL LOTS AND HIGHER WEIGHTS COMPARED TO ROAD TRANSPORT
- IRIS - TRAFFIC ROUTE AS A VALID ALTERNATIVE TO THE ALL-ROAD FREIGHT MODE
- DEVELOPMENT OF INTERMODAL TRANSPORT: INNOVATIVE LOGISTIC MODEL AND LOGISTIC SERVICE IN ROMANIA (BERCENI, ORADEA HUBS)
- REDUCED ENVIRONMENTAL IMPACT



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