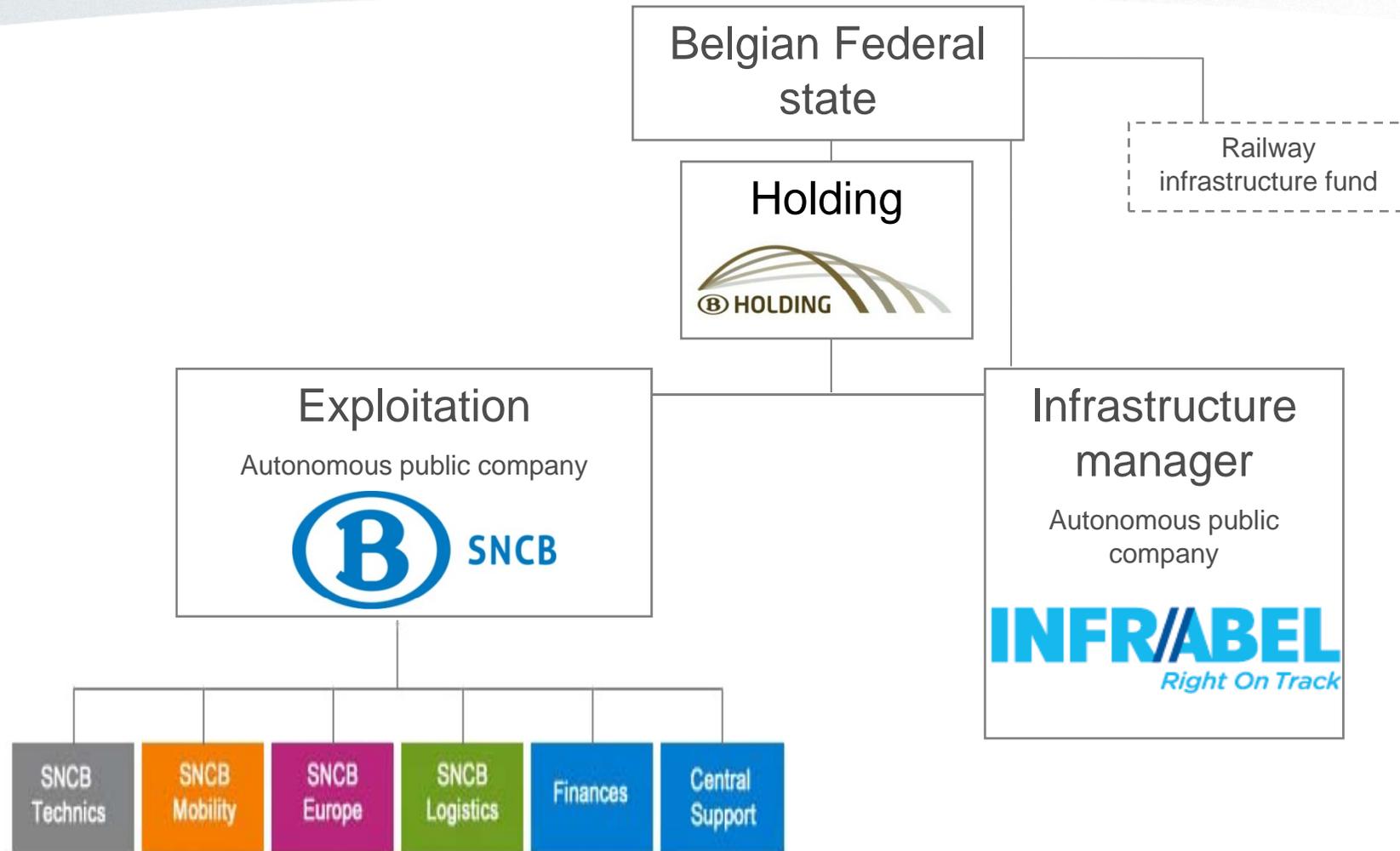




**IFB, the intermodal operator
of SNCB Logistics**

Marc Descheemaecker

Structure of SNCB Group



Strategy and structure SNCB Logistics today



Commercial development

B-CARGO
OPERATIONS
member of B Logistics

Quality



Productivity



Sibelit

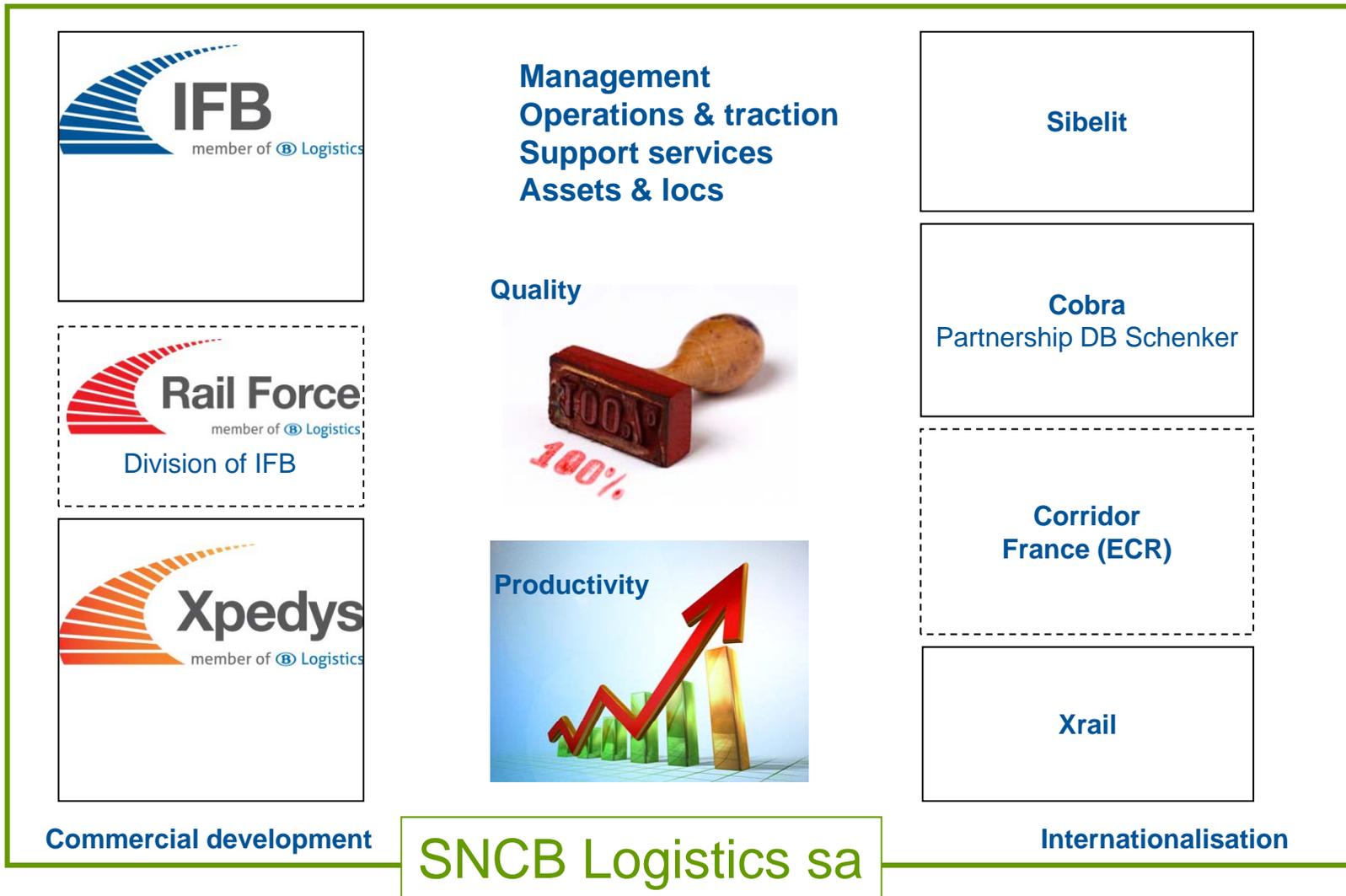
Cobra
Partnership DB Schenker

Corridor
France (ECR)

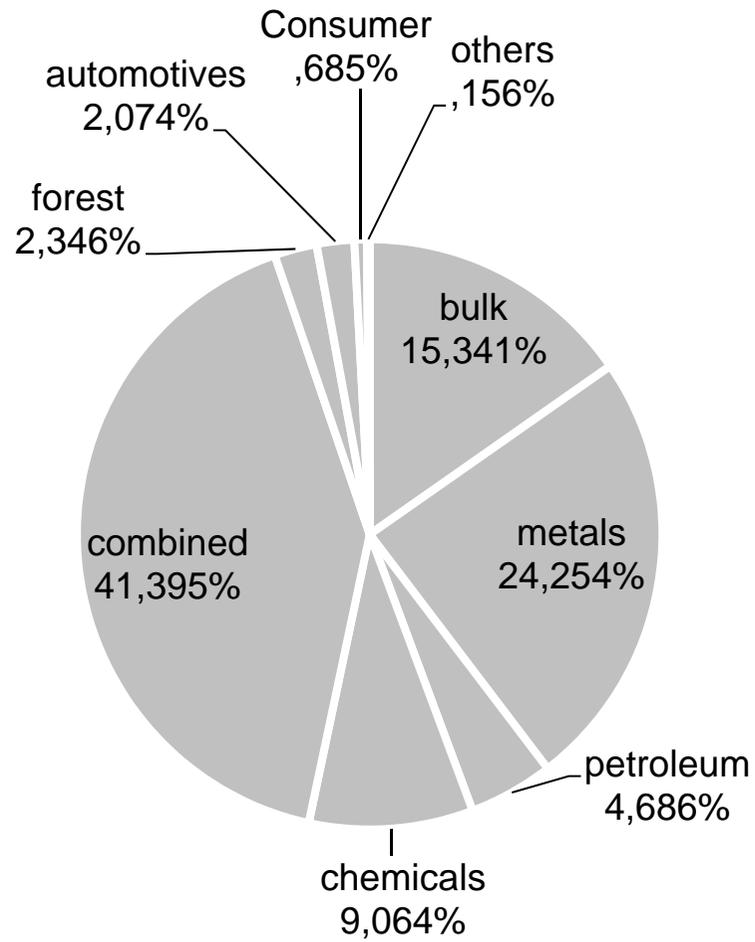
Xrail

Internationalisation

Strategy and structure SNCB Logistics sa



Volumes – % by Segment



* 2009 data



Innovative solutions for combined traffic

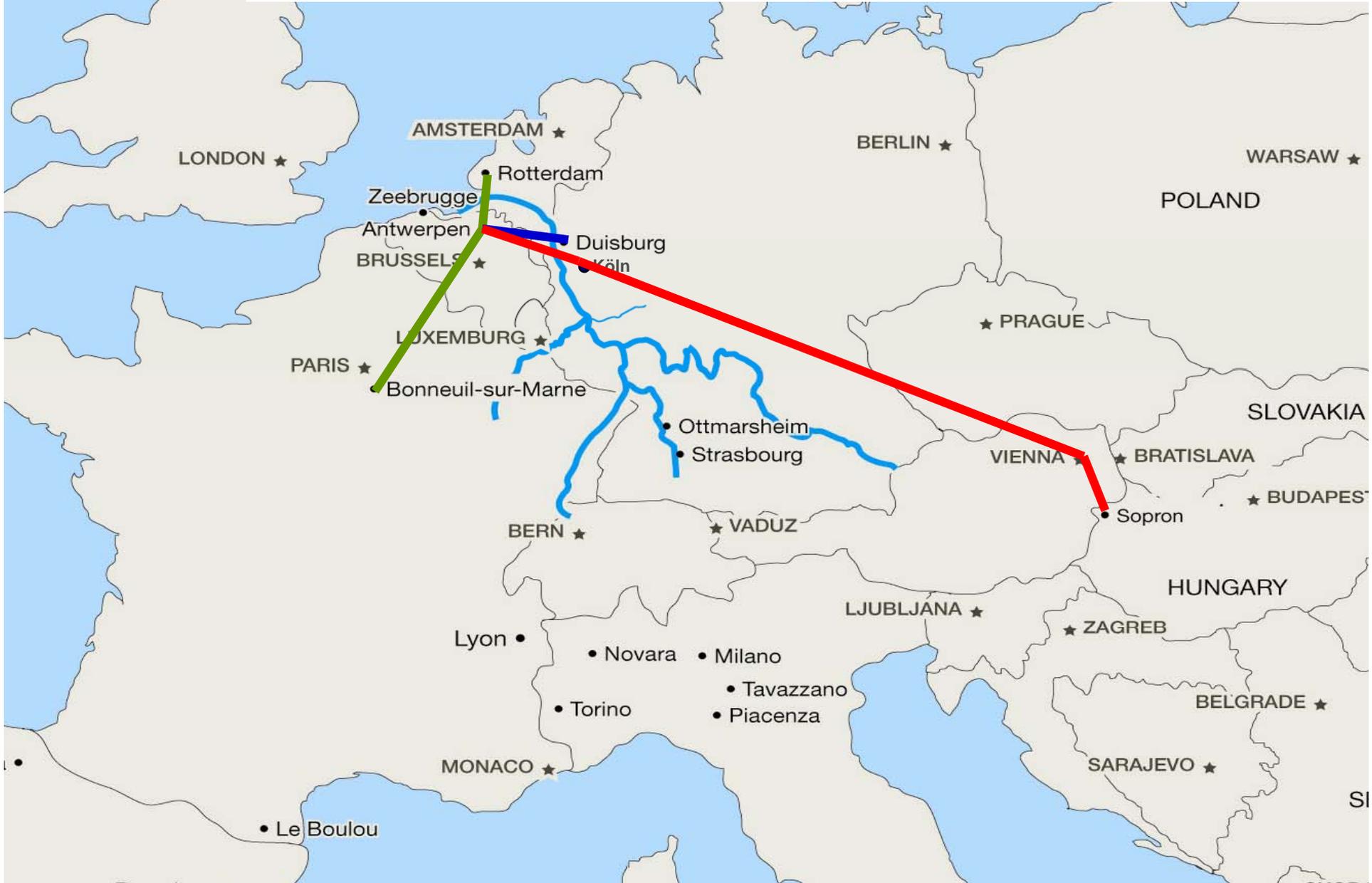


IFB, multimodal solutions with a focus on container rail and barge transport

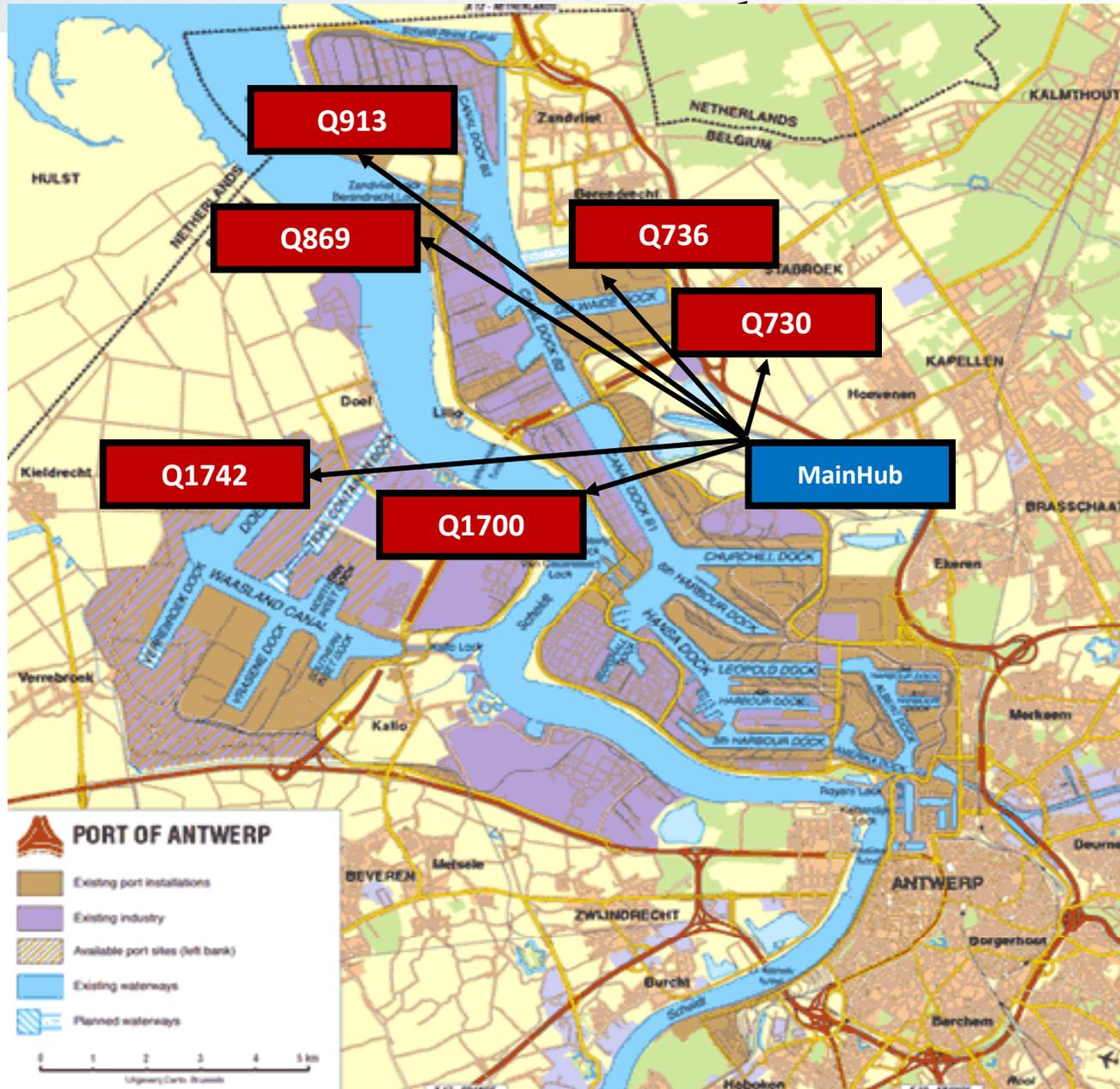
Strategic priorities

- To develop a **reliable European intermodal network**
- To achieve **customer service excellence**
- To extend the sales coverage with **closer customer relationships**
- To extend the logistic offering with **value adding solutions**, linked to the multimodal network

Linking maritime and continental rail networks



Linking local hubs, like port of Antwerp, with overall network



Linking rail transport to value added services

Basic services in trimodal terminals:

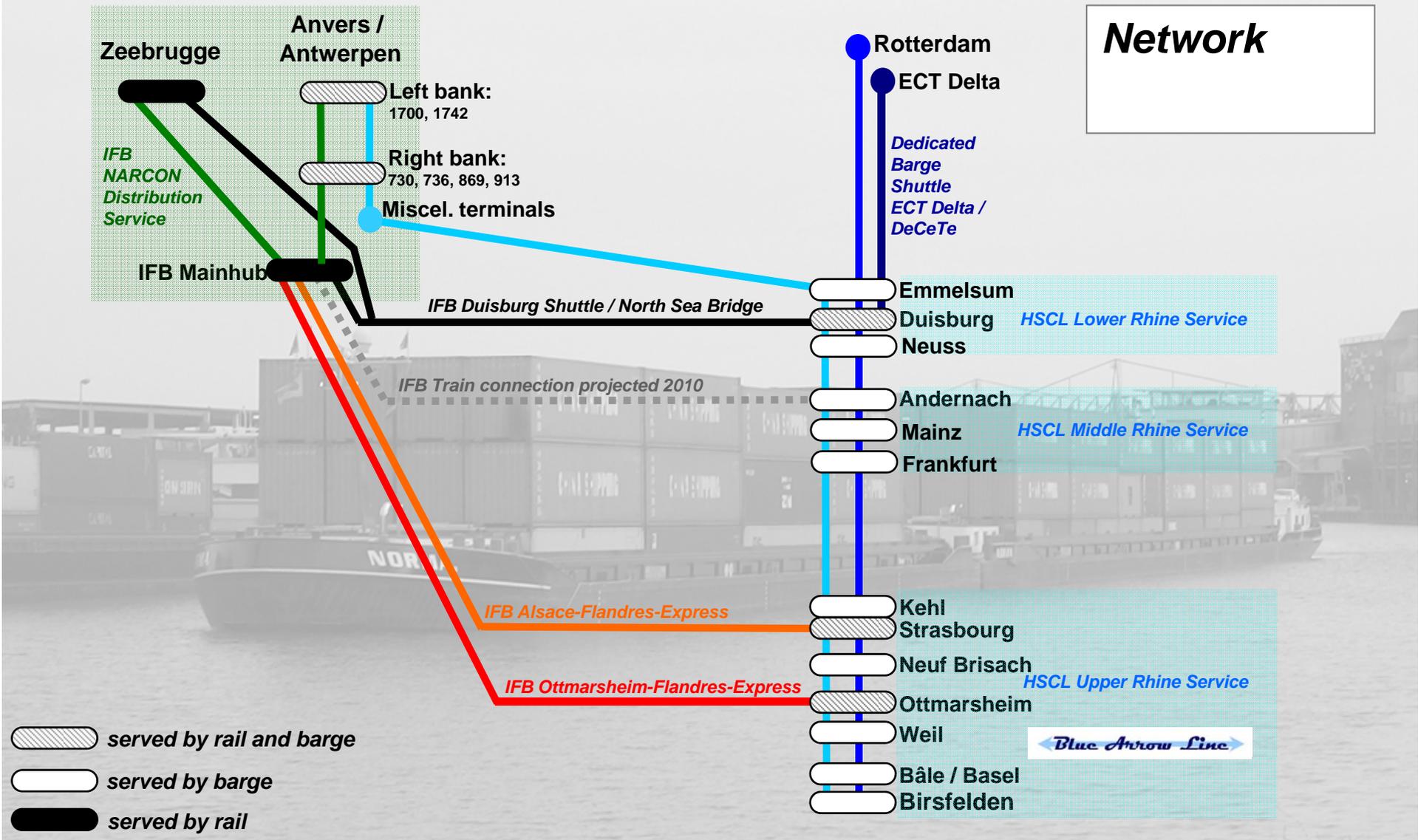
ATO (Antwerp), Charleroi Dry Port, Liège Renory, Bonneuil-sur-Marne (France), Andernach and Kehl (Germany)

Extra services according to customers needs:

- Stuffing & stripping of containers
- Storage of non-hazardous products
- Local trucking
- Reefer PTI and repair services (via third parties)
- Empty container depot
- Fitting of liners and flexi-tanks in containers
- Container cleaning and repair
- Customs documentation

Linking barge and rail networks

Network



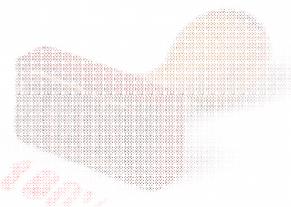
SNCB Logistics is well on track to become



**B-CARGO
OPERATIONS**

Sibelit

Quality



Cobra
Partnership DB Schenker



SNCB Logistics, a profitable, high performing, international logistics rail freight group

New SNCB Logistics

