



Richard Kirchner
Green Cargo
18th May 2022



Revenue
SEK 4,2 MD
2021



Earnings
SEK 440 M
2021



SEK 949 M
NEW FREIGHT
AGREEMENTS

OUR BUSINESS CONCEPT: Developing and delivering efficient and sustainable rail logistics with Scandinavia as our home market



Employes
1900
2021



Locomotives
360
2021



Market share
57%
2021

Important areas for customers and stakeholders

A sustainable and functioning freight transport system is crucial for Sweden's important industrial companies, and for Sweden as a trading nation. All modes of transport are needed, both today and in the future, but the role of the railway has never been more important.

Fossil-free
transports


Digitalization
&
Integration

Sustainable
business

green
cargo

D-1127



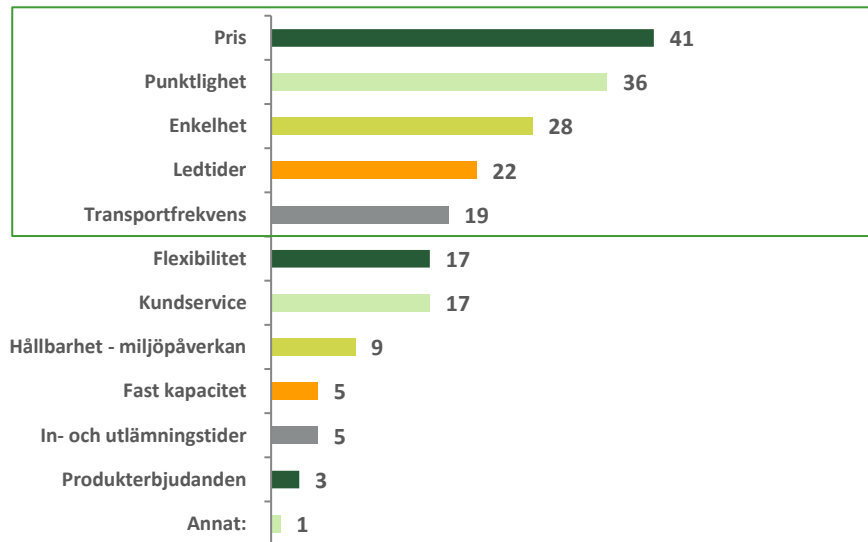


Intermodalizing the network

Meeting customers demands by Intermodalizing the network

The most important aspects

Customer survey, May 2021



Price
Competitive and based on volume

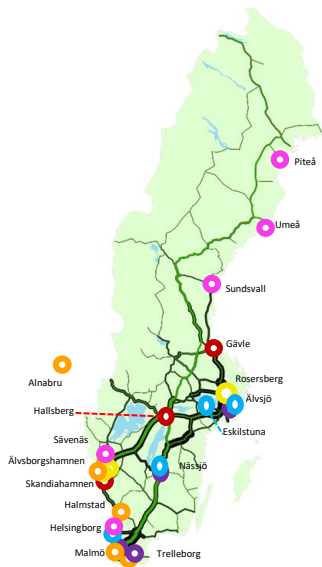
Easy-of-use & punctuality
Allocated capacity between predefined destinations.

Transport leadtimes and frequencies
High frequency and adapted timetables enables short leadtimes and maximized usage of units



Intermodal destinations 2023

Increased volumes in an existing coordinated network increases revenues and profitability



21 Terminals



1300 wagons



Potentially
500 intermodal units
per dag →
+100 000 annually
= 2 Mton = +10 %



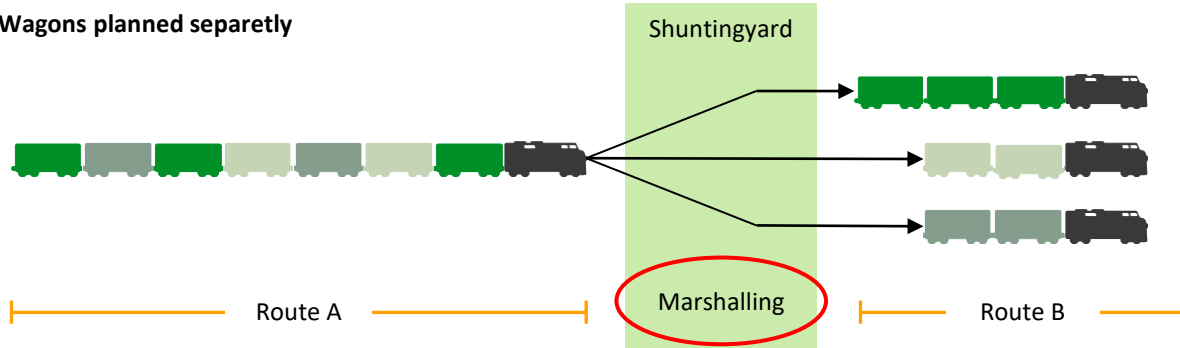
Filling rate
75%



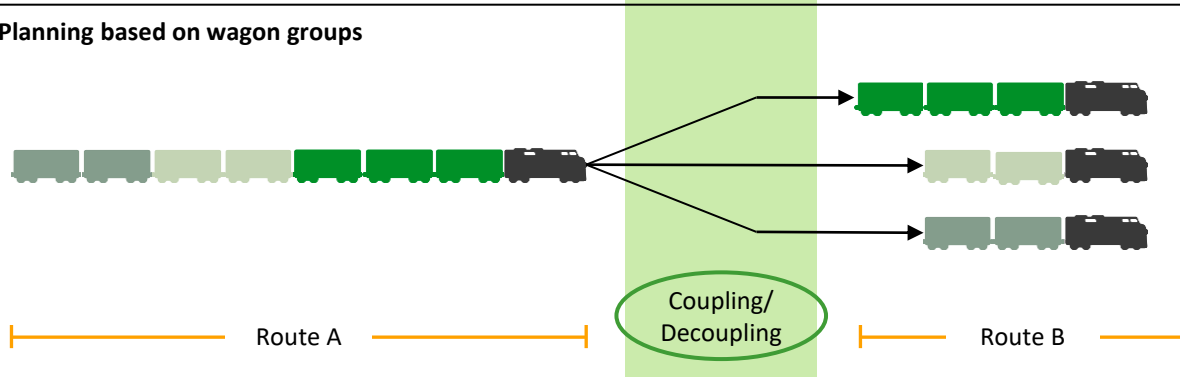
25 trains daily

Wagongroupbased planning reduces handling times and complexity (...and marshalling is avoided)

Wagons planned separately



Planning based on wagon groups



Main intermodal routes from 2023

Rosersberg-Skandiahamnen-Halmstad

via Sävenäs och Skandiahamnen

Gävle-Skandiahamnen/Norrköping

via Hallsberg

Alnabru-Trelleborg

via Sarpsborg, Skandiahamnen, Sävenäs, Skandiahamnen, Halmstad och Malmö

Piteå/Umeå/Sundsvall-Halmstad

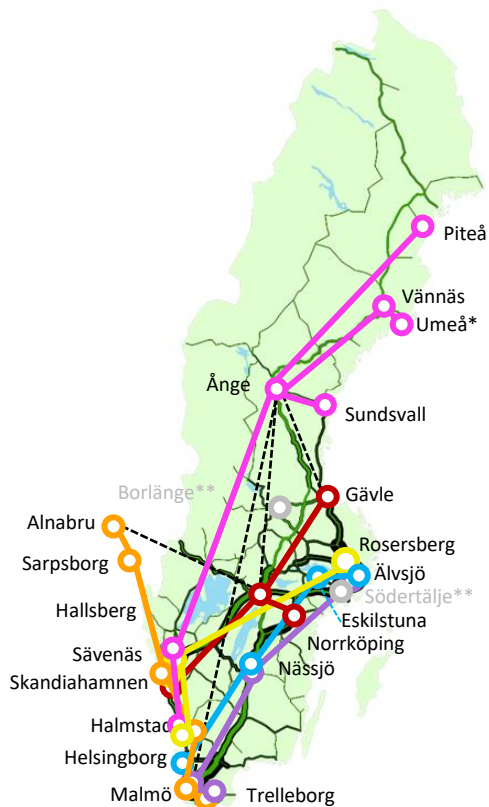
via (Vännäs), Ånge och Sävenäs

Älvsjö-Helsingborg

via Eskilstuna och Nässjö

Älvsjö-Trelleborg

via Nässjö och Malmö



IM T23 | Malmö – Älvsjö/Årsta



Delsträckor som ingår i upplägg



* I Nässjö kopplas block till Gamlarp av och block från Gamlarp, Älmhult och Torsvik kopplas på

Kartläggning över vilka delsträckor som respektive block trafikerar

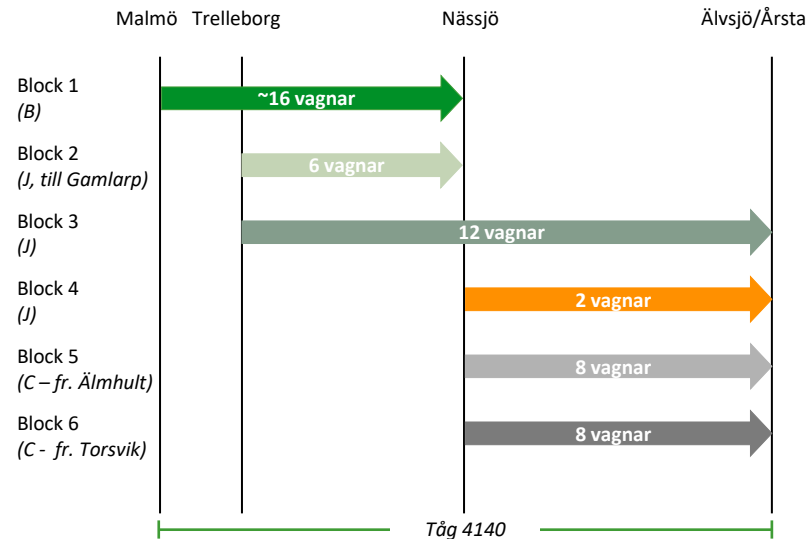


Illustration över tågens sammansättning per delsträcka (varje vagn representerar ett block och siffran anger hur många vagnar som ingår i blocket)

Klockslag som anges är avgångstider förutom för sista station då klockslag anger ankomsttid

Malmö



21:10



Tåg 4140

Trelleborg



22:23



Tåg 4140

Nässjö



02:56 (+1)



Tåg 4140

Älvsjö/Årsta



07:03(+1)

How to intermodalize

Expanding our network with direct connections based on identified customer needs

- ⇒ Reduced leadtimes and adapted time tables
- ⇒ Kombiterminals and last/first mile services
- ⇒ Predefined resources (locs and wagons)

The trains consist of preplanned wagon groups

- =>Multiple destinations "en route"
- =>Coupling and decoupling at each destination
- =>Flexibility

The trains are as long and as heavy as possible

- =>Increased and maximized filling rate by effective yield management and a high degree of digitalized wagon management
- =>Traditional single wagon load is combined with intermodal volumes

Relentless execution

- =>Stick to the plan
- =>Scalability through automation, digitalization and standardisation

Einride & Green Cargo - innovating solutions for sustainable logistics



Improved sustainability in the transport chain through last mile electrification



=>Customer presentations in May 2022

=>Potentially start during Q1/Q2 2023

=>Stockholm area (initially)

=>Distribution of containers and/or trailers from central storage facilities via the Green Cargo network

=>Conceptual development in cooperation between Einride & Green Cargo





Thank You

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