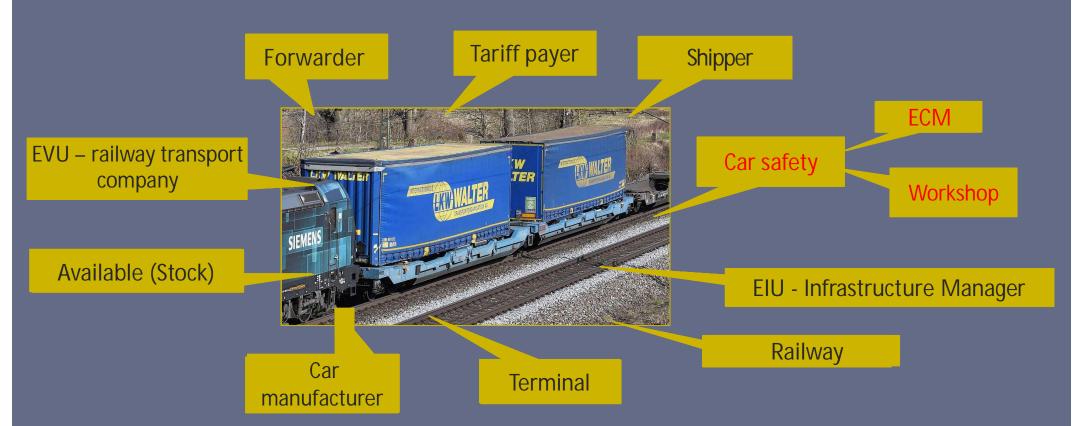
## EUROPLATFORM PURCHASE PROJECT





**Транс** Director: Evgen Balashov

### Content

- 1. Marketing information about correspondence of cargo flow (p. 3-5).
- Marketing information on manufacturers and owners of fitting platforms of this type (p. 6-8).
- 3. Technical justification for the choice of fitting platforms of this particular type (p. 9-13).
- 4. Technology of operation of the car fleet: car turnover, volume of transportation, interaction with railway authorities of EU countries, with carriers (owners of locomotives), owners of terminal infrastructure, organization of planned types of repairs and TMR (p. 14-21).

3

#### → To Poland:

- For 6 months of 2024 11.06 million tons of cargo were transported, which is 36% more than in 6 months. 2023 (Yagodyn = 2.08 million tons, growth +71%; Rava-Rus`ka = 268 thousand tons, growth +195%; Mostyska 2 = 2.64 million tons, growth +22%; Izov = 6.08 million tons, growth +30%).
- Top 5 cargo transported :
  - Iron and manganese ore + pellets 24% ~ 433 thousand tons/month;
  - II. Grain 12% ~ 217 thousand tons/month;
  - III. Import of petroleum products 11% ~ 212 thousand tons/month;
  - IV. Mineral building materials 9% ~ 162 thousand tons/month;
  - V. Ferrous metals 7% ~ 134 thousand tons/month.

#### → To Slovakia:

- For 5 months of 2024 4.77 million tons of cargo were transported, which is 15% less than in 5 months 2023 (Chop = 2.5 million tons, decrease -13%; Uzhgorod = 2.27 million tons, decrease -17%).
- Top 3 cargo transported (the same for both crossings):
  - Iron and manganese ore + pellets 78% ~ 740 thousand tons/month;
  - II. Grain 9% ~ 89 thousand tons/month;
  - III. Hard coal 3% ~ 29 thousand tons/month (37% export + 63% import).

# 1. Marketing information about cargo flow correspondence

4

#### To Hungary:

- Over the 6 months of 2024, 1.47 million tons of cargo were transported, which is 44% less than in the 6 months of 2023 (Batevo = 1.03 million tons, a decrease of 47%; Chop = 437 thousand tons, a decrease of 33%).
- > Top 3 cargo transported:
  - I. Iron and manganese ore + pellets 35% ~ 85 thousand tons/month (Ferrexpo constant volume = 75-80 thousand tons/month; Metinvest / Arcelor Mittal transportation volumes fell in 2024);
  - II. Grain 28% ~ 68 thousand tons/month;
  - III. Cement 8.4% ~ 21 thousand tons/month.
- Through Batevo/Epereshke travels: 1-ore, 2-cement, 3-grain;
- Through Chop/Zahon` travels: 1-grain, 2-petroleum products, 3-ferrous metals.

#### To Romania:

- For 6 months of 2024, 1.57 million tons of cargo were transported, which is 16% less than for 6 months of 2023 (Vadul-Siret = 1.36 million tons, a decrease of 7%; Dyakovo = 208 thousand tons, a decrease 47%).
- Top 4 transported cargo :
  - I. Grain 36% ~ 93 thousand tons/month;
  - Import of petroleum products 22% ~ 58 thousand tons/month;
  - III. Cement 17% ~ 43 thousand tons/month;
  - IV. Timber cargo 11% ~ 30 thousand tons/month.
- Traveling through Vadul-Siret: 1-grain, 2-petroleum products, 3-cement, 4-timber;
- > Traveling through Dyakovo: 1-grain, 2-cement, 3-timber.

5

#### → To Moldova:

- In 6 months of 2024, 1.15 million tons of cargo were transported, which is 24% less than in 6 months of 2023.
- Top 4 transported cargo:
  - I. Grain 30% ~ 58 thousand tons/month;
  - II. Mineral building materials 18% ~ 34 thousand tons/month;
  - III. Iron ore 14% ~ 27 thousand tons/month;
  - IV. Ferrous metals 11% ~ 21 thousand tons/month.

#### → To Germany:

A project to transport alcohol and rapeseed for biodiesel production.

### 2. Marketing information on manufacturers and owners of fitting platforms of this type

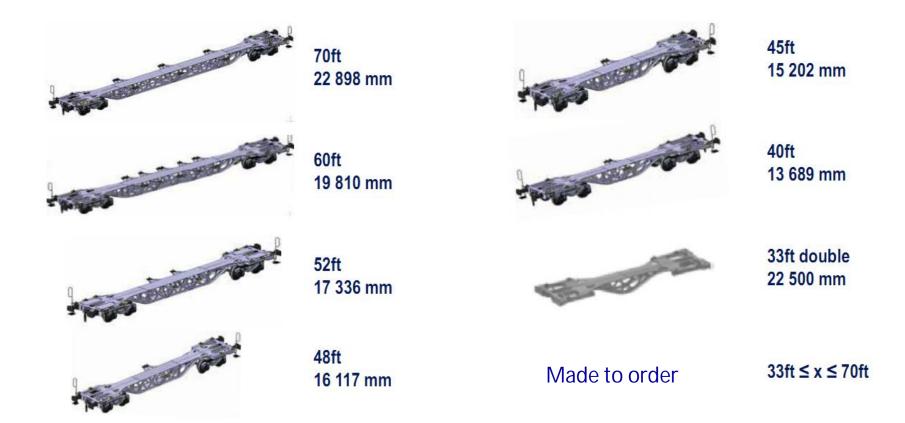
- 1. TransAnt, Austria / PJSC Dniprovagonmash, Ukraine
- 2. Kryukiv Wagon Building Plant, Ukraine
- 3. Nymwag, Czech Republic
- 4. Wascosa AG, Switzerland
- 5. Tatra Vagonka, Slovakia
- 6. GOK GROUP Gok Rail, Turkey
- 7. Vako (Vagon Konteyner San. Tic. A.Ş.), Turkey
- 8. <u>Duro Dakovic Holding, Croatia</u>
- 9. LOKO TRANS, Slovakia
- 10. ERR (European Rail Rent GmbH), Germany

7

### Wagon types



### Platform nomenclature



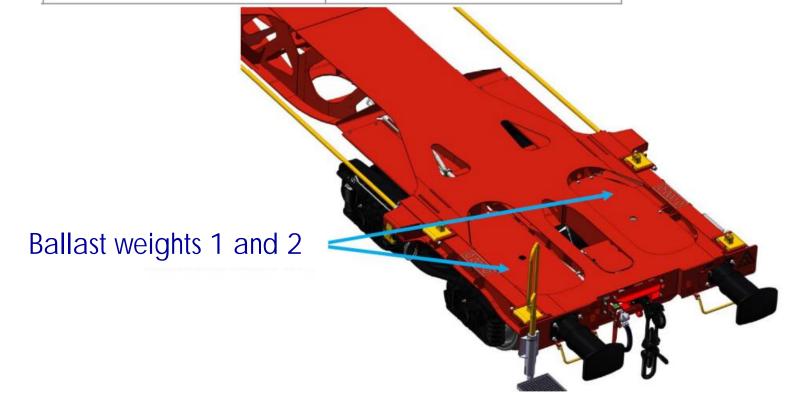
→ Right Owner – TransAnt, manufacturer – Dniprowagonmash

## 3. Technical justification for choosing fitting platforms of this type. Removable ballast weights.

→ Ballast weights on platforms 33, 40, 48-f

Material Weight, kg Quantity/Wagon

Ballast weight 1	Ballast weight 2	
ALFORM 700ME	S355J2+N	
59,88	366	
4	4	



## 3. Technical justification for choosing fitting platforms of this type. Types of superstructures.

Weight, t Load capacity, t Body volume, m3 **Length Configurations** Model number Number of axes Bogie Base, mm Length by buffers, max., mm Loading area length, mm Width of loading area, mm Internal height, mm Volume, m3

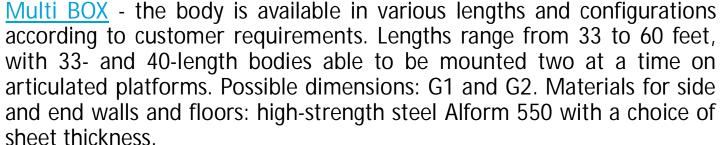
Flat BOX 70ft	Cover BOX 70ft		
22,2	23,6		
67,8 (Rnooss + 3,8 т)	66,4 (Habbiins + 3,9 т)		
109	123 (Habbiins - 6,4 м³)		
Від 40 до 70-ф	Ŀ		
Rns G2	Rilns		
4	4		
Y25 with compact brake	Y25 with compact brake		
17 300	17 300		
22 900	22 900		
21 400	21 400		
2450	2600		
-	2100		
140	117		

## 3. Technical justification for choosing fitting platforms of this type. Types of superstructures.

	TIMES AFT MARIE MA		
	Multi BOX 48 ft	Bulk BOX 33 ft	
Weight, t	20	39	
Load capacity, t	70 (Eanos + 4 т)	140	
Body volume, m3	83,7	80	
Model	Eanos	Falmmrrs	
Number of axes	4	8	
Base	-	2 x 6,5	
Loading area length, mm	14 700	2 x 9 800	
Cargo type	сыпучие и поштучные	сыпучие (в т.ч. руда/окатыши)	
Bogie	Y25 with compact brake	Y25 with compact brake	

## 3. Technical justification for choosing fitting platforms of this type. Types of superstructures.







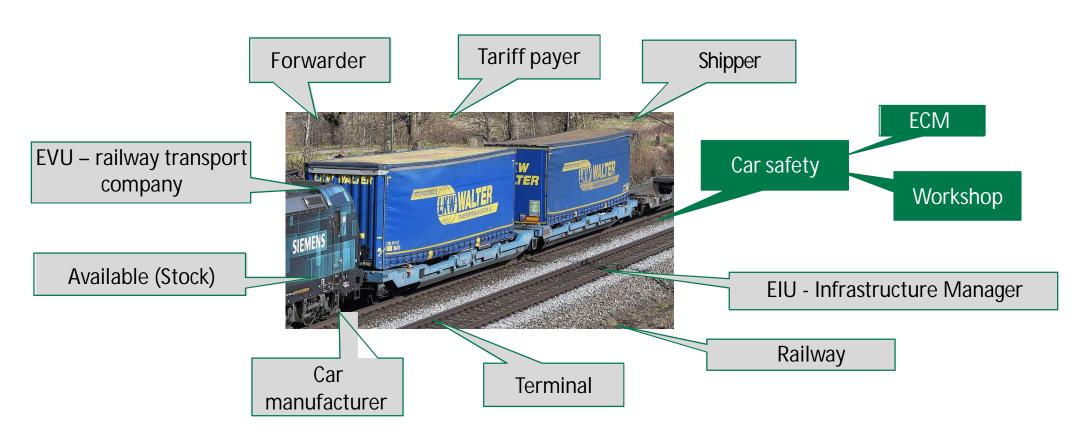
Bulk Box 33-ft Double - the body is designed for bulk cargo, in particular optimized for the transportation of ore; equipped with side folding frames. The low tare weight of the body, 39t, increases it proportionally. load capacity – 140 t (compared to Faalns type – 96 t). The body has two separate loading openings; control is provided on both sides, both individual and general. The operation of a car with a "BulkBox" body, due to its high freight capacity, allows reducing the number of trips by 100 per year.



CoverBox 70-ft - The Rilns type car consists of a 4-axle flat car and a modular "CoverBox" superstructure with a canvas cover for long loads and those requiring protection. Compared to the Habbiins type, the carrying capacity of this car, due to the reduced tare weight (24 tons), is proportionally increased by 3.7 tons and amounts to 66.4 tons. For loading from above, a movable, non-removable canvas cover is provided. From the side, the structure is equipped with four movable canvas "curtains".

4. Technology of operation of the car fleet: Car turnover, volume of transportation, interaction with railway authorities of EU countries, with carriers (owners of locomotives), owners of terminal infrastructure, organization of planned types of repairs and TMR

## The technology of railway transport operation at the EU training ground



4. Technology of operation of the car fleet: Car turnover, volume of transportation, interaction with railway authorities of EU countries, with carriers (owners of locomotives), owners of terminal infrastructure, organization of planned types of repairs and TMR

#### Basic abbreviations

- → ECM Entity in Charge of Maintenance.
- EVU Eisenbahnverkehrsunternehmen / Railway Undertaking.
- → EIU Eisenbahn-Infrastruktur Unternehmen / Infrastructure manager.
- AVV General Contract of Use for Wagons (GCU).
- → Tf Triebfahrzeugführer / Locomotive driver.
- → EBA Eisenbahnbundesamt, Eisenbahnbehörde in Deutschland / German Ministery for railways.
- → TU Technische Überwachung (in Österreich) / Technical survey of railway safety (in Austria).
- → WgM Wagenmeister / Wagon inspector.

### Purchase of rolling stock

### → Cycles relevant for purchase:

- ✓ Wagon service life: 30-40 years;
- ✓ Depreciation of a standard carriage: usually 20-25 years;
- ✓ Depreciation of a special car: usually 12 years;
- ✓ Replacement body depreciation: 6-8 years.

#### → Standard contract terms:

- ✓ Intermodal transportation: 1-3 years;
- ✓ Tank wagon: 2-6 (...12) years;
- ✓ Bulk products: 3-12 years.

4. Technology of operation of the car fleet: Car turnover, volume of transportation, interaction with railway authorities of EU countries, with carriers (owners of locomotives), owners of terminal infrastructure, organization of planned types of repairs and TMR

### Purchasing rolling stock: advantages

- → Flexibility in responding to customer requests (including changes in transportation rates or routes).
- → Own pricing policy.
- → Possibility of supplying wagons to the territory of Ukraine (since due to military operations, many companies do not allow their wagons to enter Ukraine).
- → Opportunity to participate in large projects for the export of goods from Ukraine (including in cooperation with partners).
- → Reducing costs for renting wagons.

### Potential for effectiveness: summary

- →Clear distribution of roles between service providers;
- → Clear definition of the scope of services;
- → Clarity in communication, early communication;
- → Operational safety of used cars;
- → Contract management;
- → Insurance.