CER
CARGO HOLDING SE

WELCOME!

HORVÁTH LÁSZLÓ PRESIDENT, CER GROUP

„CHALLENGES OF THE PRIVATE RAILWAY UNDERTAKINGS IN THE RAILWAY MARKET”

PRIVATE RAILWAY UNDERTAKINGS?

- **THE DEFINITION ITSELF IS DISCRIMINATIVE**
- **THERE MAY BE PASSENGER-, OR FREIGHT TRANSPORT COMPANY**

SAME TREATMENT AND CHANCES UP TO THE EU REGULATIONS!

1.1 STRUCTURE OF CER GROUP ESTABLISHED IN 2004

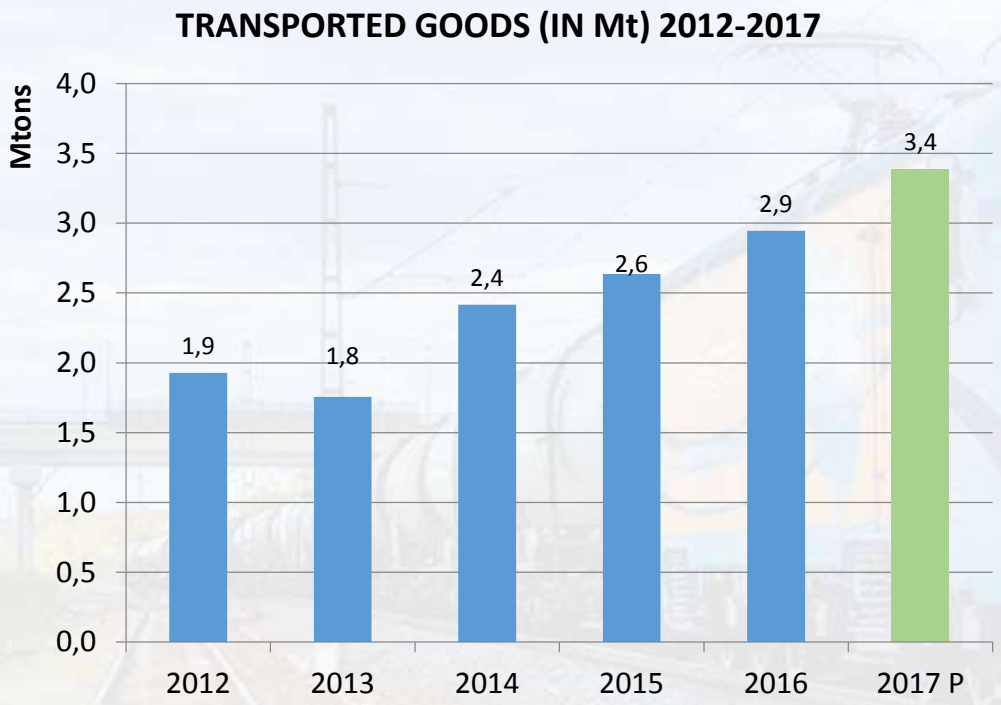
blue=railway; grey=dormant; green=forwarding; yellow=admin service; white=outsourced representation

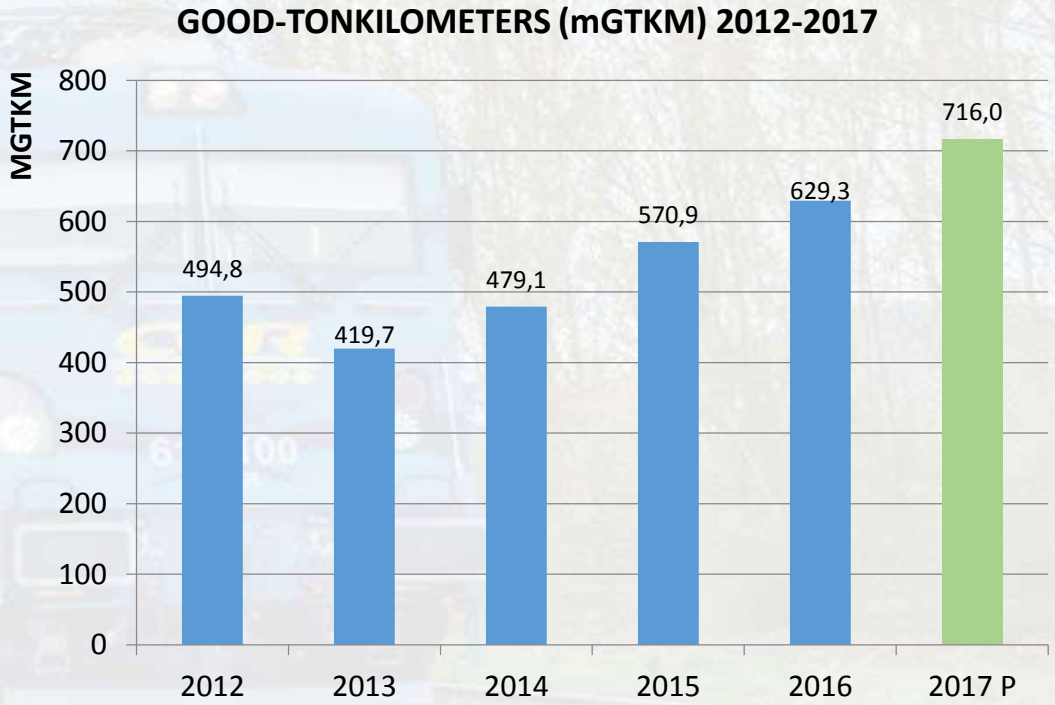
1.2 SAFETY CERTIFICATES

- **CER HUNGARY: IN HUNGARY**
- **CER SLOVAKIA: IN SLOVAKIA AND THE CZECH REPUBLIC**
- **CER-FERSPED: ROMANIA**

PROFESSIONAL COMPETENCY

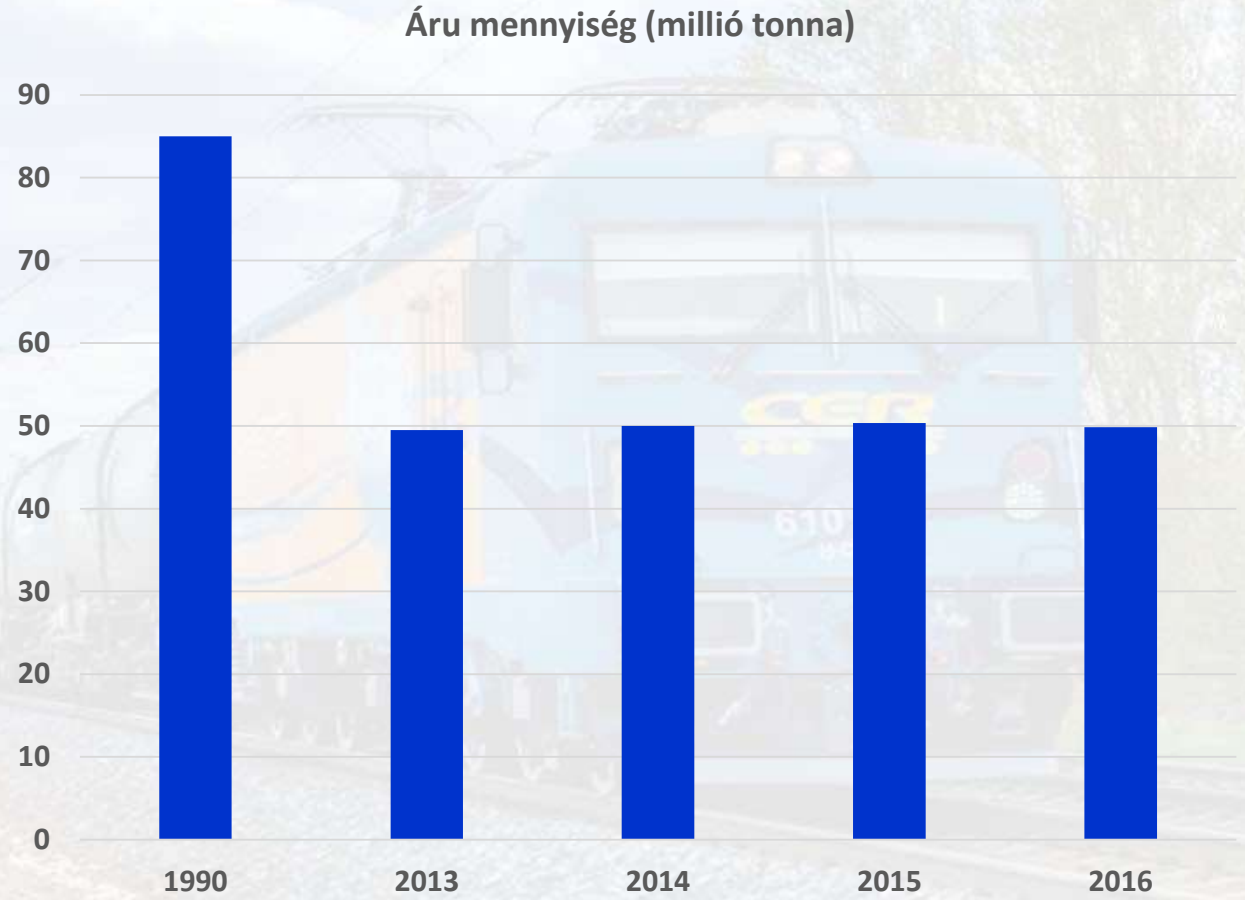
1.3 FIGURES 2013-2017 - CER GROUP





2.1 CHALLENGES OF INFRASTRUCTURE

TOTAL VOLUME OF TRANSPORTED GOODS IN HUNGARY 1990, 2013-2016 (IN MioT)



~70% MORE GOODS IN 1990 ON ALMOST SAME RAILWAY NETWORK

IT MEANS THAT THE PRESENT NETWORK MAY BE SUITABLE FOR TRANSPORTATION OF EVEN BIGGER VOLUMEN AMONG APPROPRIATE CIRCUMSTANCES

2.2 CHALLENGES OF INFRASTRUCTURE

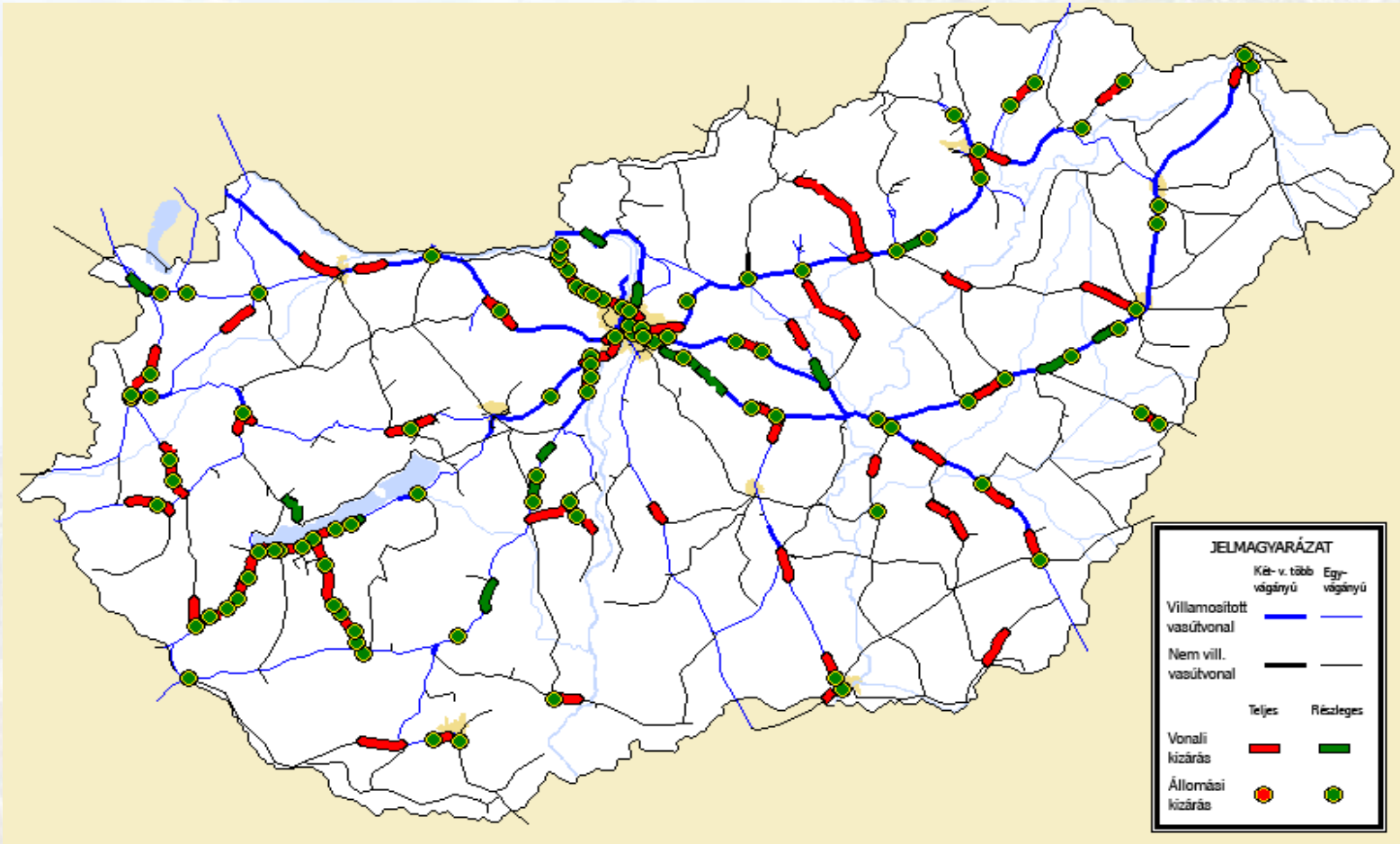
- **STRUCTURE CHANGES (SCHENGEN, SPECIAL TECHNOLOGICAL EXPECTATIONS, NEW INFLEXIBLE TRAFFIC CONTROLL IT SYSTEMS)**

- **THERE WERE NO ENOUGH MAINTENANCE/DEVELOPMENT IN THE PAST WHAT CAUSED DISTURBANCES**

- **NOW THE HUGE VOLUME OF RUNNING COSTRUCTION WORKS RESULTS RESRICTIONS**

2.3 RESTRICTIONS ON MÁV INFRASTRUCTURE

27.9.2017 (SOURCE: KAPELLA)



2.4 NEGATIVE IMPACTS OF CURRENT SITUATION REGARDING PERFORMANCE OF RAILWAY UNDERTAKINGS

- **RELEVANTLY LONGER TRANSPORT DURATION**
- **POOR PLANNABILITY = LOW EFFICIENCY**
- **„OBLIGATE" PUSHING OF THE EXTRA-COSTS TO CUSTOMER**

→ **DICREASING RAILWAY COMPETITIVENESS**

2.5 OVERWIEV INTO OTHER COUNTRIES

- **CZECH REPUBLIC: REGULAR DISCUSSION WITH AFFECTED RAILWAY UNDERTAKINGS ABOUT PLANNED RAILWAY RESTRICTIONS**

- **SLOVAKIA: REMARKS OF STATE INCUMBENTS ARE MORE CONSIDERED**

CONCLUSION

„ONE OF OUR EYES IS CRYING THE OTHER ONE IS SMILING…”

<u>PROPOSAL</u>: FINALIZATION OF TECHNOLOGICAL PREPARATION OF RAILWAY RECONSTRUCTIONS ONLY WITH APPROVAL OF HUNGRAIL INFRASTRUCTURE COMMITTEE

NATIONAL ECONOMY INTEREST!

3. CHALLENGES OF LEGAL REGULATION AND LEGAL PRACTICE

- **LIBERALIZATION AND UNIFIED EU DIRECTIVES IN RESPECT OF RAILWAY LICENCE AND SAFETY CERTIFICATE BUT DIFFERENCES IN DEATAILS PER COUNTRIES - PROTECTIONISM**

  → **DISADVANTAGE IN COMPETITION FOR HUNGARIAN COMPANIES IN FOREIGN MARKETS**

- **DIFFICULTIES IN LICENSING OF NEW ASSETS (..CONTRA-LOBBYING..)**

- **LACK OF SAME CONDITION OF COMPETITION BETWEEN RAIL AND ROAD TRANSPORT**

4. OPERATION

- **INFLEXIBLE BORDER STATION TECHNOLOGIES (e.g. IMMCOM SYSTEM), LACK OF INTEROPERABILITY**

  → **PROPOSAL: IMPLEMENTATION OF CHANGES/ NEW SYSTEMS ONLY WITH APPROVAL OF HUNGRAIL**

- **INFRASTRUCTURE COMPANIES SHOULD BE REAL BUSINESS PARTNERS OF RAILWAY UNDERTAKINGS – COMMON INTEREST!**

- **APPROPRIATE TEST-PHASE AND EDUCATION OF AFFECTED USERS BEFORE LOUNCH OF NEW RAILWAY SYSTEMS/REGULATIONS**

5.1 WHAT CER DOES?

- **DEVELOPMENTS – UNTIL RACIONAL LEVEL OF RISK**
- **IMPROVEMENT OF SERVICE QUALITY AND EFFICIENCY**
- **DEVELOPMENT OF INTERNAL COMMUNICATION/ PROCESSES**
- **TO BE CONTIGOUSLY AWARE OF UPDATE INFORMATION, DEVELOPMENT OF COMPANY IT SYSTEM FOR THIS REASON**

RIS – Railway Integrated System©

RIS IS ABLE TO HANDLE THE WHOLE RAILWAY TRANSPORT PROCESS, THE CONNECTING ADMINISTRATIVE TASKS AND PROVIDES RELIABLE BACKGROUND INFORMATION TO THE MANAGEMENT FOR DECISION MAKING.

5.2 OUR FUTURE I.

EXTENTION OF OUR ACTIVITY:

1. FROM GEOGRAPHIC' ASPECT

5.2 OUR FUTURE II.

EXTENTION OF OPERATION:

2. FROM POINT OF VIEW OF RANGE OF SERVICES

- **SOLUTIONS FOR COMPLEX LOGISTIC REQUIREMENTS (INTEGRATION OF TERMINALS, PORTS AND TRANS-SHIPPING CENTRES INTO LOGISTIC CHAIN)**
- **TRANSPORTATION OF WAGONLOADS AND GROUP OF WAGONS**

OUR PARTICIPATION IN R+D PROJECTS

HORIZON 2020 GRANTED BY EC

SMART RAIL

Improving European Railways
retrack
An Integrated EU-Project

..BECAUSE WE FIRMLY BELIEVE IN FUTURE OF RAIL FREIGHT TRANSPORTATION!

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THANK YOU VERY MUCH FOR YOUR KIND HONORIFIC ATTENTION!