

How ERS Railways is reacting to the economic downturn

**Presentation by Julien Morizet
Chief Strategy Officer**



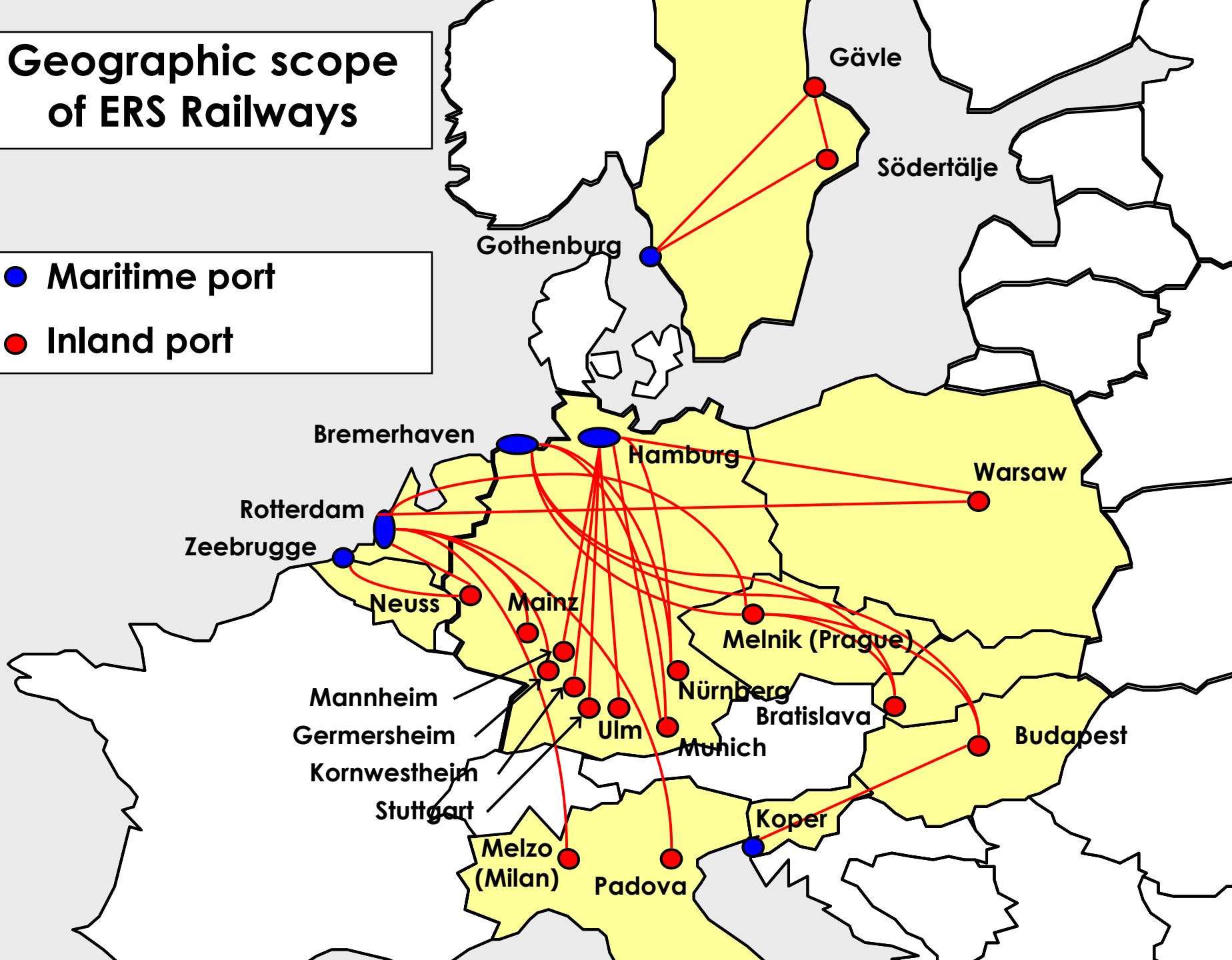
ERS Railways:

- **Is an independent railway company**
- **Specializes in combined intermodal transport solutions**
- **Has a European network of shuttle trains**
- **Offers customers a dynamic, cost competitive and sustainable greener alternative to road congestion**

Geographic scope of ERS Railways

● Maritime port

● Inland port



Impact of the economic downturn

- **Less volumes moved worldwide, so less imports from the main ports (Rotterdam, Hamburg...)**
- **Flows between UK and continental Europe have been afflicted by the crisis of the British Pound**
- **Priority #1 of customers is to get the best price value proposition**
- **Some customers have challenges to pay their invoices, which impacts the cash-flow**

How we have weathered the storm

We have:

- **right-sized our fleet**
- **invested in electric locomotives**
- **optimized our processes**
- **expanded our portfolio of customers**
- **worked with our customers to build sustainable transport solutions (rail & truck combination)**

Thank you!

