innofreight

ANNUAL REVIEW 2015

The Innofreight Team and our Technology that Serve our Customers in Europe Every Day

Published in December 2015

PREFACE

The highlight of the year 2015 was the successful implementation of the new railway logistics solutions for Fortum in Stockholm and voestalpine in Donawitz.

Innofreight's systems provide logistics support to the major European biomass power plant of the Scandinavian power plant operator Fortum. We have developed and manufactured exceptionally capacious containers with a capacity of 175 square meters per 60-feet waggon for railway transport. These containers are being emptied by means of a stationary container unloading machine that was constructed by Innofreight as general contractor for Fortum. This logistics solution allows us to deliver up to 12,000 square meters of biomass per train on a daily basis. Above that, together with ÖBB/RCG, we have produced a new railway logistics system to provide coke supply for both blast furnaces of voestalpine Donawitz. These 3 new developments – the exceptionally light 60-feet container platform waggon Sgns light, a further development of the 80-feet InnoWaggon, the new Innofreight MonTainer as well as the stationary container unloading machine combined with a shuntingrobot – rendered it possible to increase the efficiency of the railway transport by 30 %. The operator's workplace is currently an air-conditioned control stand – the opening of the self-unloading waggons' flaps is no longer arduous - it is all joystick-controlled.

Thanks to these two logistics solutions we are redefining the standards in the transportation of bulk cargo of the 21st century. Our railway logistics services allow you to stop worrying about the bulk cargo you produce as soon as you pass it on to us - we take it from there.

In 2015 we successfully carried on the market launch of the new InnoWaggons - over 200 ore waggons with the RockTainer ORE are already being employed. We developed new types of containers for you, namely the WoodTainer SideDoor for the transportation of sugar beets, while in 2016 we will introduce the first liquid containers onto the market.

Enjoy the reading of our Annual Review.

THE MANAGEMENT BOARD SAYS THANK YOU

On behalf of the whole Innofreight team we would like to thank you all most sincerely for the effective cooperation in 2015.

2015 was a year of a significant international expansion for us that was expedited by our new InnoWaggons. Our modular concept consisting of the InnoWaggon, load-optimised containers and innovative loading and unloading techniques offers, in addition to the load advantage in the railway transport, the new flexibility in the logistics for the raw materials supply to the power plants, steel industry and building materials industry as well as for the future liquids transportation - this is the new standard in the railway logistics of the 21st century. Multipurpose waggons and containers will replace special waggons - all that to your logistics benefit.

To stay abreast of the company's expansion, we expanded the Innofreight team internationally. In January 2016 we will open our new branch office in Germany - for sales and service - under the management of Mario Carl, an experienced railroad engineer. In the first half of the year 2015 new sales representatives joined our team in Sweden and Turkey. Our service department was also expanded - specialists with long experience constitute a valuable addition to the Innofreight team focusing on the technology of waggons and the maintenance of special machines. Within this Annual Review we will introduce to you the members of the Innofreight team.

We have set ourselves ambitious targets for 2016, since we are the leader in innovations in the European railway logistics. This imposes an obligation upon us - we take you to the top!

We would like to wish you and your loved ones a Merry Christmas and a Happy New Year 2016.

DI Peter Wanek-Pusset & Bernhard Grentner

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voestalpine

…from the RockTainer ORE to a Comprehensive Logistics Solution

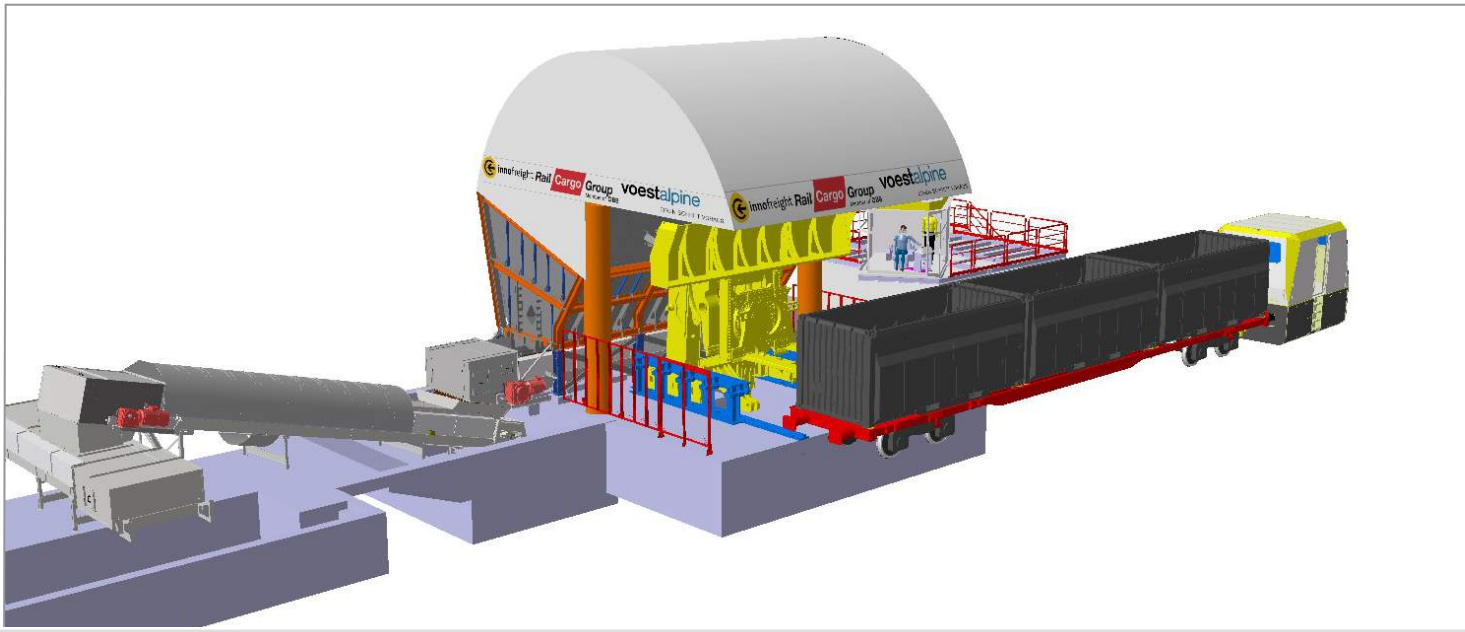
Since last year, the RockTainer ORE have been transporting iron ore from Erzberg to voesalpine's plant in Donawitz. Three block trains operate on this route – this is a tried and tested technology. We were able to increase the load per train by approximately 10 %, due to the low tare weight, in comparison with the waggons that have been employed so far. Hence, Innofreight's technology is the backbone of the ore supply. These ore containers marked the beginning of the cooperation with voestalpine. That was the first step towards creating a comprehensive logistics solution by Innofreight for voeastalpine Donawitz.

The Stationary Unloading Machine for Coke and Coal

The project began in 2011 when the prototype waggon was sent to Donawitz and the first coke container was unloaded. The coke waggons that have been employed for decades, usually self-unloading waggons, were getting on in years and as a result of the coke's low dead weight and the low load volume, the capacity of this waggon was unsatisfactory.
Together with voestalpine and ÖBB/RCG we drew up the following product requirements document for the future coke transports:

- the maximum tare weight of the waggons with the containers amounts to 24 tonnes
- at least 1,300 tonnes of net load at a maximum block train gross weight of 1,880 tonnes
- one-man operation during unloading
- process reliability in winter operation

In order to secure the technology, we commenced intensive test operations of the unloading forklift truck and the development of an unloading machine. During the concept stage we additionally defined that such an unloading machine must also be capable of unloading coal and that both coke and coal shall be supplied to respective production bins by means of reversible conveyor belt systems.



VSC

Volker Schörgmayer

Volker Schörgmayer studied Automotive Engineering and has been employed by Innofreight since 2010. Being member of the research and development team, he is also the contact person for voestalpine Donawitz and Fortum Stockholm. He occupies a crucial role in developing new unloading technologies.

Innofreight is the general contractor in this project which means that Innofreight is responsible both for formulating the concept and constructing the machine, including new rails and the shunting robot 'Seppi'. 'Seppi' was named after Innofreight's eldest employee, Josef Schreder, and this was announced during the RailShow at Sappi in Gratkorn on 8th October 2015.

The unloading machine including 'Seppi' will be operated by voestalpine's employees. Innofreight undertakes to provide service and maintenance of the new unloading machine and remains the contact partner.

This is the first complete unloading machine, which continues to be Innofreight's property, and which at the same time offers the widest range of services that Innofreight has developed so far.

We will employ the block trains with as many as 24 waggons for the purpose of delivering the coke that is being unloaded in Donawitz. From December 2015 the total number of 6 trains will transport coke from coking plants to voestalpine Donawitz. The cycle time of a unit equals 3-4 days.

At unloading a train with 24 waggons loaded with MonTainer is divided in three parts upon its arrival at Donawitz. The first 8 waggons are being arranged and the shunting robot 'Seppi' is being biased. 'Seppi' moves the containers towards the unloading machine where one after another they are being unloaded by means of tilting. One container's unloading takes approximately 2.5 minutes. Afterwards, 'Seppi' moves a part of the train back and pulls it into a parking space. A diesel locomotive exchanges the waggons and then 'Seppi' continues. The electric shunting robot is powered by a trailing cable and steered from the operator's cabin. It is equipped with a pneumatic brake system, automatic coupling as well as sanding system.

The Advantages of Innofreight's Systems for voestalpine

With this innovative and efficient technique, the future-proof supply to the location in Donawitz is ensured.

– The recently developed 60-ft container platform waggon with its weight-optimised bogies, strength-optimised frame as well as low -noise brake systems is state-of-the-art.

– The robust MonTainer is suitable for the rough conditions of use in the transportation of bulk cargo and – when combined with the vibration technology used in unloading machines – it ensures high process reliability in winter operation.

– The use of an electric shunting robot reduces the emissions and the costs of the shunting activity at the unloading point. No additional staff is required and the shunting is controlled by the operator of the container unloading machine.

– The machine is operated with a joystick from an air-conditioned, dustproof and soundproof control stand. There is no unloading staff in the vicinity of the waggon. As a result, the operator's workplace offers high working safety standards.

– An almost identical unloading machine started operating for Zellstoff Pöls AG 8 years ago and has been tried and tested. There is sufficient operational experience.

– Due to a considerably higher load volume at a low tare weight when compared with the self-unloading waggons used so far. This allows savings of approximately 30 % of all trains.

To sum up: with Innofreight's modular concept and the combination of the optimised container platform waggons, load-optimised containers as well as innovative unloading technology, we can substantially boost the efficiency of the railway logistics – all to the customer's benefit.

Future Plans

For 2016 we have already planned the further development of the conveyor belt systems for coal unloading. So far, the unloading of coke and coal took place in two separate unloading points. In the future it will be possible to unload both raw materials with one central unloading machine on one platform.

Due to the higher specific weight of coal in comparison to coke we will replace the 60-ft waggons with the close-coupled 80-ft InnoWaggons along with Innofreight's 13-ft containers. On track class D the net load amounts to 69 tonnes. Hence, the load per block train may be increased by approximately 15 %. This system allows decisive reduction concerning shunting activities and significant efficiency increase of railway infrastructure use.

The thawing of the self-unloading waggons in the thawing hall, which has been practised so far while operating during winter, is no longer necessary both for coke and coal, and that constitutes another great advantage. Hence, there are no operational differences between summer and winter which adds up to substantial cost savings.

Innofreight's technology is the backbone of the raw materials supply to voestalpine Donawitz. In only 2 years we managed to tailor the railway system to voestalpine's needs of the 21st century. voestalpine, ÖBB/RCG and Innofreight – 3 strong business partners!

Lukas Zeni

LZE

Lukas Zeni studied Engineering Management, specialisation Mechanical Engineering. The subject of his thesis was the RockTainer. Since 2008 Lukas Zeni has been employed by Innofreight and now his field of expertise is sales. Among other duties, he is the contact partner for voestalpine, Knauf and Agrana.

To Be Continued in Linz:

After the Innofreight team turned to the experts in Linz for advice on the choice of an optimal material for the concept of the RockTainer ORE the voestalpine's alform® welding system has been chosen. It became clear that Innofreight's system will also be used by voestalpine Linz.
Since 2015 there are 3 block trains consisting of InnoWaggons with RockTainer ORE that deliver iron ore from Koper (Slovenia) to Linz. The first loading took place in Koper in May 2015. In the future we will also employ a modern coal unloading concept in Linz, while the PortRotator for the crane unloading of Innofreight's containers is still being considered. Innofreight looks forward to continuing this innovative cooperation!

Implementation

…of the Stationary Unloading Machine at voestalpine Donawitz

It was on 3rd November when voestalpine, the Rail Cargo Group and Innofreight gathered in Leoben/Donawitz to celebrate the implementation of the stationary unloading machine.

The formal event during which the first official unloading took place was held by Franz Kainersdorfer, Member of the Management Board of voestalpine AG and Head of the Metal Engineering Division of voestalpine Group, Christian Kern, Chairman of the Board of Management (CEO) of ÖBB-Holding AG, Jörg Leichtfried, Styrian Government's Councillor for Transport (Landesrat) and Bernhard Grentner, General Manager of Innofreight.

We would like to thank voestalpine, the Rail Cargo Group and all our partners in this project for the successful cooperation, especially the following companies: Neuson for constructing the unloading machine, Vollert for delivering the shunting robot as well as Porr for reconstructing the railway tracks.

ArcelorMittal

...Test Runs in Bremen

The international company ArcelorMittal, with its headquarters in Luxemburg, is the world's largest steel and mining company with local offices in more than 60 countries. Moreover, it is one of the five leading producers of iron ore and coal in the world.

As a part of the production process, ArcelorMittal Bremen delivers coke from the coking plant in Bottrop to three blast furnaces in the steel plant Bremen over a distance of 400 km.

In October 2015, Innofreight together with the Rail Cargo Group and Captrain conducted several test runs in Bremen. These test runs were aimed at trying out various logistics solutions. For this purpose, we used a total of 6 waggons with 18 MonTainer, a forklift truck as well as a rotary equipment.

The focus of these test runs was the company's request to optimise the international raw materials logistics. Innofreight's efficient logistics offer will be considered as a solution. The goal that is being pursued is to introduce the MonTainer raw materials logistics system combined with a stationary unloading machine and, as a result, to ensure that the location Bremen is future-proof with regard to the raw materials supply.

Richard Schanner

RSC

Richard Schanner studied Industrial Engineering, specialisation Mechanical Engineering, at Graz University of Technology. He gained long experience at Siemens SPG. Since 2015 Richard Schanner has been employed by Innofreight as Business Development Manager.

US Steel

...an Optimized Transport and Unloading Technology of Iron Ore Concentrate

US Steel Košice is one of the few steel production locations without any access to water transport. Therefore, the transport is arranged by means of trucks or trains, which makes Innofreight a perfect partner for this company.

The iron ore concentrate, with a bulk weight of over 4 t/m^3, is a sticky load that requires a very specific unloading technology, particularly during winter times.
After extensive tests, Innofreight together with Spedition Interport won the contract for the delivery of approximately 200 thousand tonnes of the iron ore concentrate annually, starting from January 2016.

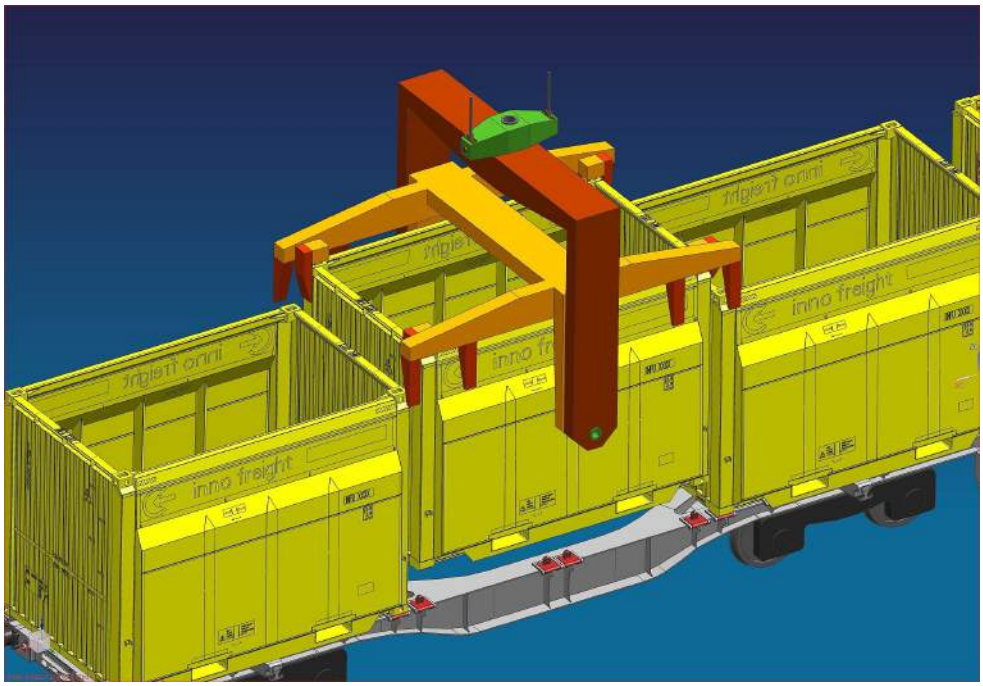
The route for these transports passes through 4 countries - the trains run from Bulgaria, through Serbia and Hungary to Slovakia, to US Steel in Košice. In total as many as 4 sets are being employed, each with 10 InnoWaggons manufactured by Tatravagonka in Poprad.
US Steel also ordered Innofreight and Interport to carry out the unloading operation by means of a rotary unloading forklift truck and a new feed hopper with a conveyor belt system.

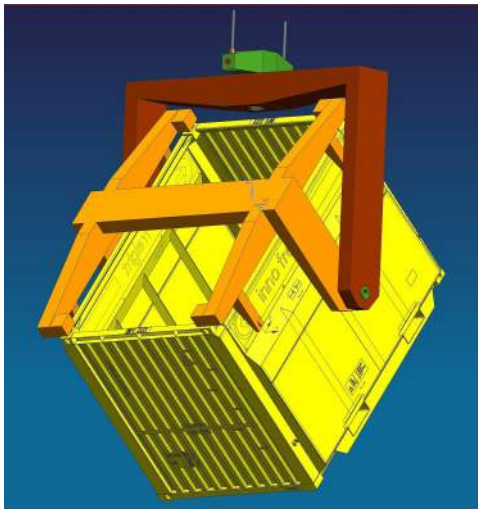
If the implementation of Innofreight's technology at US Steel proves to be a success, then in the next stages the broad gauge system for the raw materials supply should also be replaced with Innofreight's systems.

PRA

Primož Rauter

Primož Rauter has been employed by Innofreight since 2013. As Head of Sales he is mainly responsible for planning and coordination of all related sales activities. He is also the contact partner for US Steel Košice.





PortRotator

...Innovative Crane Unloading for Ports

The Finnish port of Kokkola is one of Innofreight's largest customers. Over 2 million tonnes of bulk cargo per year – predominantly material for the steel industry as for example ferric oxides – are moved by employment of 5 Innofreight forklift trucks. Innofreight's container technology is the only system to be successfully proven at very low temperature operation. Currently, the bulk cargo transshipment requires an intermediate step of container unloading on the quay followed by ship loading with dredge cranes. In 2014, Innofreight has begun to develop a new technology for direct unloading of containers onto ships. This innovative *PortRotator* technology offers decisive advantages:

– Process time savings by direct unloading of containers onto ships without intermediate unloading-storage-loading steps
– Savings in required space for material manipulation
– Secured unloading in all weathers and retrenchment of manual cleaning processes
– Quality protection of the bulk cargo by reduction of material breaking caused by each additional manipulation

A first prototype for this type of loading and unloading by container pick up with forks at forklift pockets has already been constructed and tested in Kokkola. In 2015, the system has been further developed and enhanced. The technical concept has been extended to enable container pick up at upper corner fittings as well as linkage to different crane types. A new prototype of this latter system is under construction.
Having finished the InnoWaggon's development and start of its series production as well as the development of the stationary unloading machines for Fortum and voestalpine, we will now take actions to optimise our port logistics solutions.

Our goal for next year is to develop the PortRotator technology towards series-production readiness to enlarge our product offer for ports and industries by this most recent innovative logistic solution.

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MZI

Martina Zisler

Martina Zisler has been employed by Innofreight since 2015 in the field of innovation management. Since she studied Industrial Engineering and has distinct experience in working for a technology research company, she is responsible for the development and coordination of the research, development and funding projects.

Fortum

...the Biomass Logistics for the Energy Supply to the Citizens of Stockholm

The Finnish energy producer Fortum is the leading district heating supplier in the city of Stockholm. At the beginning of 2016, the largest Scandinavian biomass power plant will commence its full operation. Innofreight delivers all the components for the state-of-the-art railway logistics.

– 180 WoodTainer SCANMAX units with a load volume of 175 square meters per a 60-ft waggon: this is possible thanks to the Swedish railway tread, a width of 3.5 m, in comparison with the WoodTainer XXL 2.9 m, and a height of 3.15 m (the WoodTainer XXL – 2.9 m).

– A stationary unloading machine for deep bunker unloading: the tilting machine is located in a multi-functional building where the trucks are also being unloaded. A weighing system is integrated into the tilting machine and each container is weighed prior to the unloading. The machine is capable of unloading 12,000 square meters of biomass while operating on 3 shifts.

Both international references and the reliability of the WoodTainer systems, especially in winter operation, convinced Fortum to place trust in Innofreight's systems. For Innofreight this project means that the company will continue establishing its dominant position in the Scandinavian market. Hector Rail will provide tractions for Fortum's trains.

Hans-Peter Zaller

HPZ

Hans-Peter Zaller graduated from HTL Bulme, in the study course of Electrical Engineering, and has been employed by Innofreight since 2004. He works in the service department and is responsible for both the mobile equipment and the unloading machines.

Pilsen

...the InnoWaggon Goes into Series Production for the Transportation of Lignite

In Pilsen, Innofreight works together with CarboSped, one of the major customers of ČD Cargo. Moreover, CarboSped in cooperation with ČD Cargo delivers biomass three times a week to the Czech energy producer, Plzeňská teplárenská, from the Sokolov coal mine to the Pilsen power plant, which is located approximately 150 km away.

After all, 2015 was a remarkable year for Innofreight's equipment. On 26th March 2015, we were able to employ for the very first time the block train with the new InnoWaggons for the transportation of coal in Europe.

From the beginning of March we will start transporting lignite in these trains from the Sokolov mine to the Pilsen power plant. At the moment we employ a block train equipped with 13 InnoWaggons and 78 WoodTainer XXM. The cycle time amounts to 48 hours and the train runs three times a week, 44 weeks a year. The coal is loaded in Sokolov by means of a 20-km-long conveyor belt which runs directly from the mine to the train loading station. It takes only 10 minutes to load the WoodTainer XXM. The unloading in Pilsen is carried out in the same swift manner. The containers are picked up from the waggon with a rotary unloading forklift truck, then rotated and unloaded. The unloading time of the WoodTainer XXM with a net weight of 23 tonnes of coal lasts around 4 minutes.

It is possible to transport 1,800 net tonnes of coal per train, which means that one train is capable of transporting 350 tonnes of coal more than a conventional block train.

Thus the advantages gained by a power plant are clear and obvious. On the one hand, it is the high load that renders it possible to reduce both the number of block trains and consequently, the costs of transport. On the other hand, Innofreight's equipment offers a swift unloading process, also during winter, since the unloading is conducted directly from the containers. In addition, the equipment may be employed for various purposes (e.g. for biomass, coal, ash). The project at the Pilsen power plant is aimed at constructing new unloading bunkers. We will continue optimising the unloading process. In the future the material is supposed to be unloaded through a hopper onto conveyor belts which will then transfer the material directly to the production department or into an interim storage container. This will result in further savings of unloading costs and will make the Innofreight Technology even more attractive to power plants.

These technological solutions that have already been presented should be launched by the end of 2015, so that this new unloading solution could go into volume production next year. For 2016 we are considering the employment of the second set of the InnoWaggons in order to increase the total transport volume up to 500 thousand tonnes annually. Thus we will manage to completely replace the outdated solutions with the most advanced technology. Innofreight stays in regular contact with the customers and looks forward to continuing the cooperation. Together we will strive to keep optimising the technology.

PVA

Petr Valach

Petr Valach has been employed by Innofreight since 2006. He is responsible for the sales activities in Czech Republic, Slovakia and Hungary. He is the contact person for ČD Cargo, EP Cargo, Plzeňská teplárenská and Purum.

EP Cargo

...the MonTainer in Action

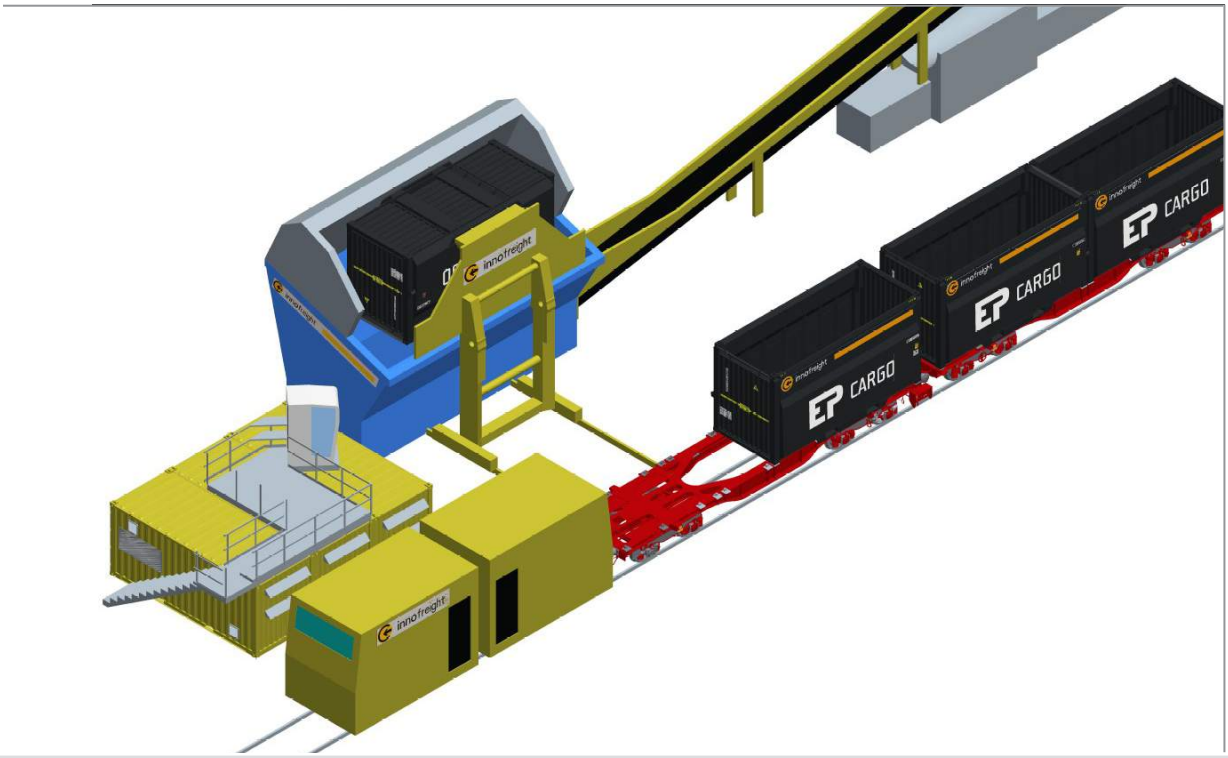
The Czech carrier EP Cargo, a subsidiary of EP Holding, specialises in the international railway transport of coal, limestone and lime. It was in the summer of 2014 when EP Cargo started to test Innofreight's logistics solutions.

Innofreight and EP Cargo concluded a cooperation agreement in December 2014.

Originally, we planned to employ our technology on the route from Profen to the Buschhaus power plant. However, this power plant will suspend its operation in Septemer 2016 following the government's decision. EP Cargo decided to switch over to Innofreight's system of the self-unloading waggons and employ this logistics solution in the Opatovice power plant.

For this purpose we will employ a total of 4 sets of 80-feet InnoWaggons consisting of 16 InnoWaggons and 280 MonTainer XXL each. The MonTainer XXL, volume-optimised heavy load containers intended for the transportation of bulk cargo for the coal and steel industry, will start operating for EP Cargo in the Opatovice project.

The unloading in Opatovice will take place by means of a stationary tilting machine with a shunting robot. Innofreight's equipment will start its full operation by the end of September 2016. From this moment on, conventional logistics solutions will be completely replaced with Innofreight's technology (the InnoWaggon and the MonTainer). The agreement provides a turnkey solution that includes both the waggons and the containers, as well as a stationary tilting machine and a shunting robot. The project partners own more coal companies in Germany and in Poland. Innofreight looks forward to working together on other projects as a part of active and close cooperation with EP Cargo.



DRO

Domen Rožanc

Domen Rožanc studied Mechanical Engineering and was employed as development engineer in the container industry. Since 2013 he has been working in Innofreight's research and development department and he engages in both power plant and steel industry related projects. He is involved in developing new containers and unloading technologies.

TERMIKA

...the Transportation of Biomass to the Largest Powerplant in Poland

The Polish energy producer, PGNiG Termika, is the leading supplier of heat energy in Poland. Termika owns 4 power plants in Poland, with CHP Siekierki being the biggest one of them, and at the same time the biggest power plant in Poland and the second biggest in Europe. In 2015 a new furnace for burning biomass was built in the Siekierki power plant.

In cooperation with the freight forwarding company, Skarna ltd., the future transportation of biomass to the Siekierki power plant will be conducted by means of Innofreight's equipment.

The cooperation with Termika will commence in December 2015 and the first unloading process is scheduled for 7th December 2015.

The WoodTainer XXL will be employed for this purpose. Innofreight offers also the unloading of containers by means of a 33-tonne forklift truck. Thanks to this logistics solution, we can arrange the supply and unloading of biomass at one location, in the power plant, which is situated in a highly urbanised area with a heavy road traffic. The use of the forklift truck for the rotary unloading allowed us to reduce not only the unloading time but also the level of noise emissions. Moreover, it is possible to carry out the unloading process in this limited area as efficiently as possible. These logistics solutions allow us to improve the synchronisation of the power plant's operations at the loading terminal.

MDZ

Michal Dzido

Michal Dzido works in the sales department. In the course of his employment he has been responsible for all the projects in Poland (Pfleiderer Grajewo, CHP Bialystok, GDF Polaniec) as well as for the cooperation with Termika Warsaw.

NYYLO

...500 AgroTainer in the Intermodal Transportation

The AgroTainer...

...features rear and side doors. The containers are also suitable for the transportation of steel, fuel, paper, timber and sugar beets which opens up various possibilities for return transport.

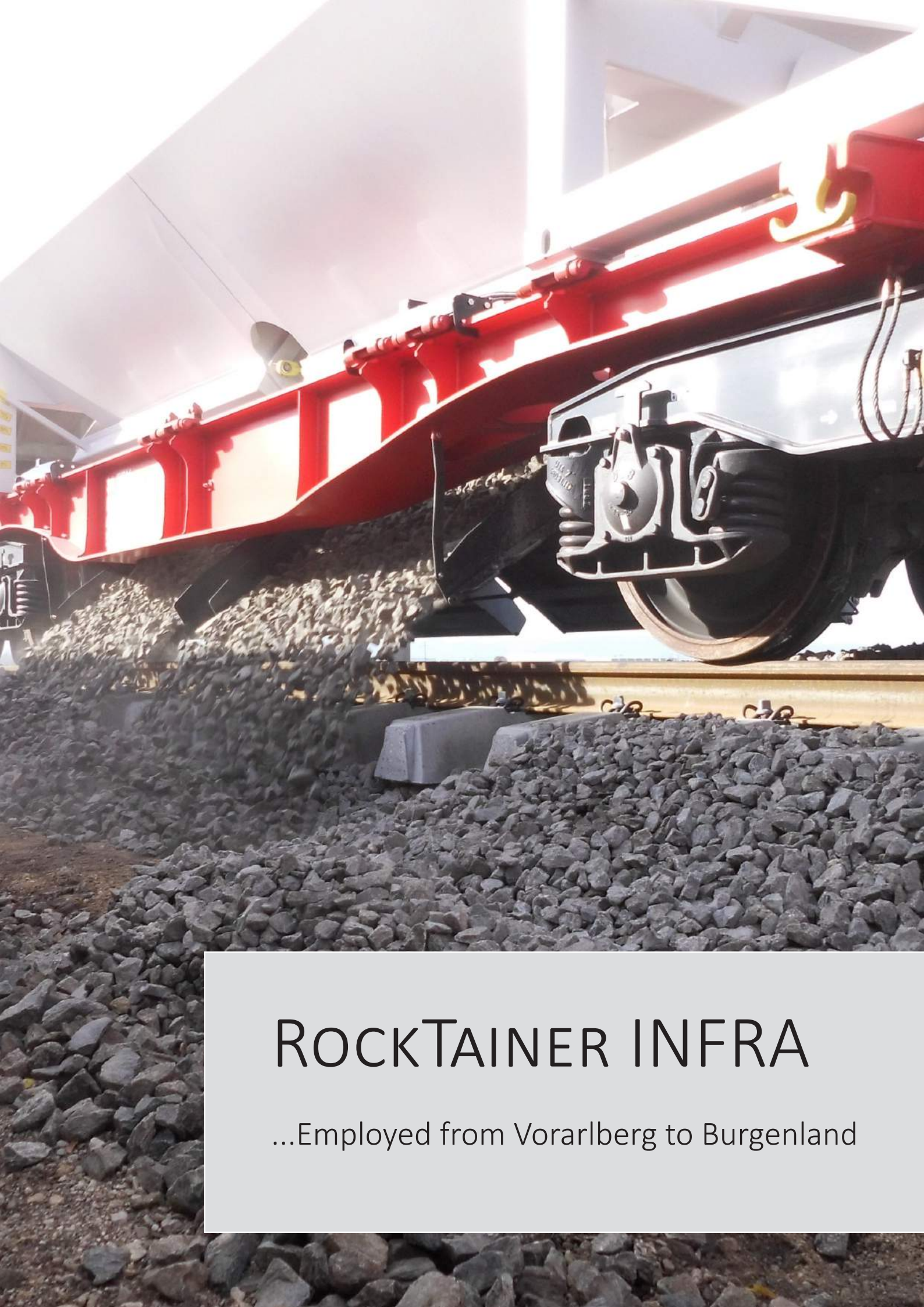
The Czech freight forwarder, Nyylo, is one of Innofreight's key individual customers. Nyylo, with its headquarters at the railway hub Usti nad Labem, near Germany, operates all over Europe. It employs currently around 500 AgroTainer OpenTop for the intermodal transportation. The 30-ft containers serve as efficient means of transportation, since they may be transported by train or truck. The containers are loaded from above by means of a conveyor belt. In Usti nad Labem a new container terminal was constructed – a result of a revitalisation. The USTI freight station (UFS) benefits from the close vicinity of the company providing container terminals, METRANS. UFS uses cranes with the capacity of 40 tonnes and offers all services regarding the loading and unloading of the containers, their storage, etc.

Nyylo uses the AgroTainers, mostly paired, to transport high quality coke from the Czech Republic to Germany. On their way back, the containers are filled with lignite briquettes. In 2016, Nyylo in cooperation with the Rail Cargo Group will presumably focus on commencing freight forwarding services in the direction of Turkey and the Balkans.

Lutz Busch

LBU

Lutz Busch, a trained tool maker and a carpenter, had worked for a long time at a wood- and building preservation company. Since 2015 Lutz Busch has been working in Innofreight's service department. He takes care mainly of projects in Germany.



RockTainer INFRA

...Employed from Vorarlberg to Burgenland

For RockTainer INFRA...

...the modular character of the system consisting of a multipurpose carrier waggon, the InnoWaggon, along with special containers demonstrates its decisive advantages. During summer, when the infrastructure construction sites are operated, the InnoWaggon is equipped with RockTainers INFRA as special containers for this purposes. During winter, these waggons may be combined with other types of containers and used for seasonal operations (e.g. sugar beet transport).

The prototype of the RockTainer INFRA had undergone extensive tests from July 2014 until the end of 2014. At that time, we also made final adjustments in the containers' construction and the hydraulic system.
However, the RockTainer INFRA is not only a container – it is an effective rail track ballast distribution system. The RockTainer INFRA allows to control and stop the gravel's flow by means of dosed unloading, which is of crucial importance for the infrastructure construction sites. The track ballast may be discharged outside or between the tracks. Due to its integrated chute system, it is possible to ballast either the new tracks or the existing ones anew.

The RockTainer INFRA offers an increased volume in comparison with that of conventional waggons, while the flap control system is operated hydraulically. Moreover, one person can control the unloading of both units while standing on the work platform. This allows decisive time and cost savings as well as a significant improvement of working safety.

2015 was the year of the first large scale series application of the RockTainer INFRA. In April 2015, we finally commenced this process in close cooperation with ÖBB INFRA. From October 2015 as many as 10 InnoWaggon units (each with 2 half waggons) with the total of 20 RockTainers INFRA are being employed. The containers are loaded with track ballast in around 15 various loading points. Thus they are in use from Vorarlberg to Burgenland at infrastructure construction sites all across Austria.

We have planned to increase the number of containers in the coming years.

Gerald Petschner

Gerald Petschner is responsible for the InnoWaggons as well as for both the development of waggons in general and their approval. He is also the contact partner of ÖBB Rail Cargo Waggon and the contact partner for the RockTainer INFRA.

MERTZ

...More InnoWaggons for the Railway Development Project Stuttgart 21

Since September 2014 the Mertz company is employing InnoWaggons for the transportation of sand and gravel for the railway development project *Stuttgart 21.* The traction has been provided by the railway services of Stuttgart and takes place by means of heavy 6-axle diesel locomotives.

In August 2015 the organisation of the transport underwent some changes. Since there are insufficient supplies of high quality sands in the Stuttgart area and there is a demand of gravel in the Berlin area, now a pair of trains will transport gravel to Berlin and, in return, sand to Stuttgart twice a week.

In order to exploit the maximum block train gross weight, the number of the InnoWaggons in one block train will be increased from 10 to 12. A rotary unloading forklift truck is employed now both in Berlin and in Stuttgart.

This train concept allows us to transport around 300,000 tonnes of sand and gravel with one set of the InnoWaggons for Mertz on an annual basis. Further partners in this project are the sales company OHU, Kies-Beton-AG as well as Eurovia.

Isabella Legat

ILE

Isabella Legat studied Business Administration and has been employed by Innofreight since 2007. She is in charge of sales on the German market and is the contact partner for Nyylo Germany as well as for Zellstoff-Stendal, Palm, Mertz and SCA-Mannheim.

RockTainer SAND

...the RockTainer for the Building Materials Industry

Innofreight offers various container systems and unloading techniques for the 40-ft InnoWaggon. The containers are each time adjusted to the specific weight of the load and thus load- and volume-optimised.
For deep bunker systems intended for bulk cargo with high specific weight, such as e.g. iron ore, the 30-ft RockTainer ORE is an optimal container system. This type of a container is a very robust and simple construction thanks to voestalpine's alform® welding system and its high tensile steel. The unloading flaps are activated pneumatically. Having conducted extensive tests, together with the building materials industry, we decided to respond to the demand for a universal self-unloading container. We called it the RockTainer SAND.

The specifics of RockTainer SAND comprise:

– The RockTainer SAND has the same pneumatic system as the RockTainer ORE.
– The design principles of the mechanical flap locking system, the design of the flaps as well as the metallic labyrinth seal will remain unchanged.
– The 30-ft RockTainer ORE will be extended to 40 ft. This will result in a load volume of 64 square meters at a net load capacity of 67 - 68 tonnes.

The RockTainer SAND is intended for the transportation of the following bulk cargo: sand and gravel, granulated slag and limestone. The RockTainer SAND is a universally applicable, volume- and load-optimised container for the building materials industry.
By the end of the first quarter of 2016 Innofreight will launch 2 prototype containers, whereas for the second half of the year 2016 we have scheduled the introduction of series production.

We offer our customers from the building materials industry the following products:
The RockTainer INFRA: for dosed unloading with the possibility of closing the unloading flaps under the load's weight to controlled stop of material flow
The WoodTainer with rotary unloading: for the construction site logistics with minimum requirements for the unloading infrastructure
and now the new container:
The RockTainer SAND: a container for the swift unloading into a deep bunker meeting the needs of the building materials industry

WSE

Wolfgang Seidl

Wolfgang Seidl graduated from the HTL Leoben, with the main focus on Logistics. He has been employed by Innofreight since 2015. His scope of duties comprises the coordination between the St. Michael Terminal and Innofreight. He is in charge of the RockTainers.

XXL-Schweighofer

...New WoodTainer for the 125th Anniversary

Innofreight provides as many as ca. 2,500 WoodTainer XXL for the Central European paper, pulp and chipboard industry. The company Schweighofer was one of our first customers, when 10 years ago Innofreight's first WoodTainer XXL were introduced to the market.

Wood chips are transported from the major sawmills in Romania to Austria by the company Schweighofer. A substantial part of these wood chips is processed further to cellulose in Hallein at Schweighofer Fiber. The unloading in Hallein takes place by means of Innofreight's rotary unloading forklift trucks.

The key advantage of Innofreight's system is that it defines the standards of the European railway transport of light bulk cargo such as e.g. wood chips, and thus the trains may deliver to various consignees – in order to optimise the warehouse logistics. For this purpose, Innofreight employs more than 50 unloading forklift trucks internationally.

On 24th April 2015, Schweighofer Fiber in Hallein celebrated its '125th anniversary of cellulose in Hallein'. For this occasion, Innofreight dispatched 3 out of 75 new WoodTainer as special containers with the following inscription:
'125 years – Congratulations!'

JSC

Josef Schreder

Josef Schreder was a self-employed master carpenter and has been employed by Innofreight since 2005. He is now responsible for drivers training, forklift truck inspection as well as for visiting customers. Moreover, he carries out maintenance at St. Michael's Terminal.

2M Log

...a New Transport Solution for KEFAG and Papierholz Austria

Zellstoff Pöls is (among other sources) supplied with Hungarian pine wood to produce pulp. Papierholz Austria and KEFAG have been cooperating for many years now.

Our goal was to optimise these transports.
A team which included Rail Cargo Logistics defined the requirements for the transport of 2-meter logs:

– For the purposes of swift loading and unloading, trunks should be loaded transversely to the driving direction. Corresponding regulations on loading require the trunks to be located below the container's upper edge – hitching is forbidden.
– Reduction of additionally necessary load securing (e.g. lashing straps in the former system).
– The minimum net load of 52 tonnes on track class C.

It was possible to achieve the required net load by increasing the volume of the AgroTainer Open-Top with 25 cm high stacking frames. This new logistics system has proved to be reliable and efficient. Both the side flaps of the containers and the even steel floor allow quick cleaning of the scraps after the unloading. For 2016, we planned a further expansion of Innofreight's technology.

Peter Benigni

PBE

Peter Benigni has been working for Innofreight since 2005. As Head of the Service Team he is responsible for the whole equipment, i.e. for putting it into operation, for its maintenance, repair, delivery and transport. The service team consisting of ten people aims at ensuring the smooth operation of Innofreight's equipment.

RWP Portugal

...Large Scale Round Wood Transportation for the Portugese Pulp Industry

The Round Wood Pallet...

...in its basic construction may be employed for the most diverse purposes. The pallets, only equipped with short stanchions, may be used e.g. for the transport of Blooms in the steel industry. The same solution but with longer stanchions may be used for the round wood transportation. We employ around 1,000 round wood pallets all across Europe, with over 600 in Portugal only.

In the course of the project which started in 2011, the round wood trunks have been transported from Galicia (Spain) to paper mills in Portugal over a distance of more than 600 km. The Portuguese railway company Takargo is Innofreight's project partner. Eucalyptus trunk wood is being transported for the purpose of both pulp and paper production in the paper mills of Celbi and Portucel in Fiqueria da Foz which is situated on the Atlantic coast, approximately 200 km north of Lisbon.

The transported eucalyptus trunks have a length of around 2.6-meter to 3-meter and are of a higher specific weight than e.g. spruce wood. The trunks are loaded on the round wood pallets (containers for the round wood transportation) which are placed on the waggons und secured with container pins.

Currently, Innofreight employs 15 block trains a week on this route. Concerning these transports, the extremely short cycle time is exceptional. Notwithstanding the distance of around 600 km, we managed to arrange the transport including the loading and unloading of the trains within 24 hours. Thus Innofreight acknowledged its strong presence in Southern Europe. Our technology is the backbone of raw materials supply for the Portuguese pulp industry.

PTR

Pascal Trimmel

Pascal Trimmel studied Engineering Management at the TGM Vienna and has been employed by Innofreight since 2015. His primary focus is on the various aspects of our waggons. Moreover, he is in charge of the round wood pallets in Portugal and Slovakia. He also conducts trainings for the RockTainer INFRA.

Sugar beets

...WoodTainer with Side Doors for the Unloading by Means of a Water Cannon

For many years now, Innofreight has been transporting around 140 thousand tonnes of sugar beets for the company AGRANA in Slovakia. A further project with the company AGRANA Zucker GmbH in Austria begun in the summer of 2015. The sugar beets are transported between Bruck an der Leitha and Siebenbrunn-Leopoldsdorf employing Innofreight's equipment. In Bruck an der Leitha, the total number of 40 WoodTainers XXL with side doors is loaded. These containers as well as the InnoWaggons are brand new.

The special feature that distinguishes these containers from conventional waggons is that they are higher and narrower. An old type of a waggon is roughly comparable with one half of the InnoWaggon. Thus we are able to achieve a higher net load of up to 60 tonnes per half-waggon.

Due to the container's height, we employ a special loading ramp of around 1.5 m length. The loading by means of a wheel loader runs smoothly and ensures a swift loading.

Apart from the exceptional height, the latest addition to the WoodTainers is a set of two 90-cm wide side doors.

The unloading of the containers takes place by means of water cannons onto a platform tilted by around 8 degrees. The containers are filled with water and the side doors open. The sugar beets flow out of the containers, fall into a water channel and are transferred to the production site. Thanks to a compact design of the containers with their steel floor, the unloading is swift and takes around 2-3 minutes.

As the WoodTainers with side doors are equipped with the forklift pockets, they can be used for the transport of other types of bulk cargo outside the beet campaign season. In this case, the unloading is carried out either by a stationary unloading machine or a rotary unloading forklift truck.

Employing these new WoodTainers with side doors, Innofreight has been able to enlarge its product offer to the most diverse unloading techniques, increasing the flexibility of the equipment.

David Präpasser

DPR

David Präpasser, as soon as he had graduated from the HTL in Leoben, with the main focus on Logistics, has been working in Innofreight's service department since July 2015. He is the contact person for the sugar beet transports, in particular for the company AGRANA.

Liquids

...Exploring New Shores

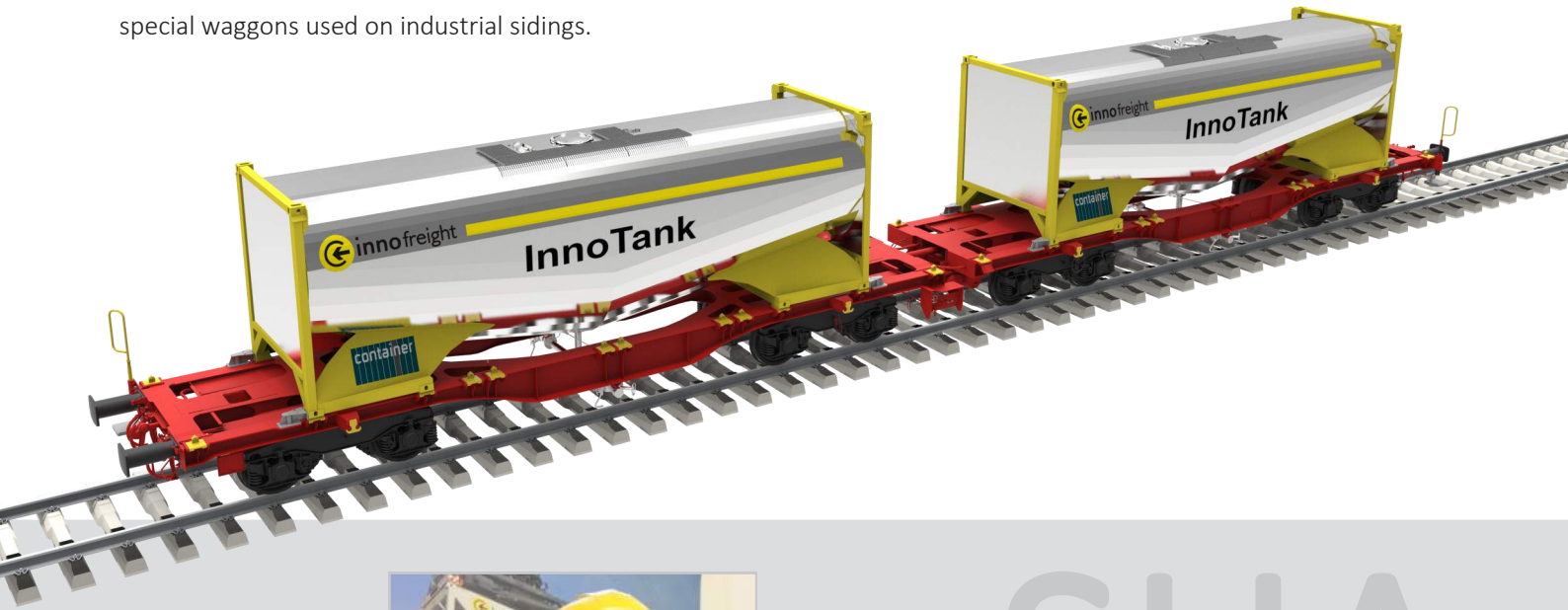
At *transport logistic 2015* we were repeatedly asked by numerous customers if Innofreight had ever taken into consideration to develop an innovative modular concept for the transportation of liquids. A concept of separating the tank container's structure from the platform waggon would offer decisive advantages for end customers:

– An increased flexibility and productivity; the tank containers may also be used for the interim storage purposes.
– Optimised use of the waggons; the conventional 'warehouse on wheels' in form of a tank waggon will be replaced by a storage container.
– Easy cleaning, since the containers may be removed when empty. Furthermore, existing road transport systems for cleaning may be employed.
– Greater availability and shorter lifecycles in comparison with tank waggons at lower specific production costs.

As a part of a pilot project, Innofreight has been conducting a feasibility study of the above mentioned requirements for the last couple of months. The research was aimed at developing new types of tank containers as an addition to the intermodal containers that have already been employed. These tank containers could replace the special waggons used on industrial sidings.

These large containers for liquids have a maximum weight of 76 tonnes which is comparable with that of our RockTainers ORE. We finished the technical development of our first tank container and now the prototype went into production. This container is insulated and made of stainless steel. It is 30-ft long and intended for the transport of slurry. With a container's tare weight of less than 6 tonnes, we will achieve a net load of around 70 tonnes in combination with the InnoWaggon. This corresponds to the maximum load of modern special tank waggons – however, the difference is that as a result of separating the tank container's structure from the platform waggon, we can offer new logistics solutions to our customers.

With its length of 40 ft, the InnoWaggon proves perfectly suitable for the transport of e.g. 2 x 20-feet intermodal tank containers. Our multipurpose platform waggon can be used for various types of tank containers. Innofreight will launch its first modular tank waggon – consisting of the InnoWaggon and the InnoTank container – in the 1st quarter of 2016. Further types of tank containers will be introduced in 2016.



SHA

Sebastjan Hajnšek

Sebastjan Hajnšek studied Mechanical Engineering and is experienced as development engineer in the container industry. He has been employed by Innofreight in the R&D department since 2006. He focuses mainly on the development of the new containers and waggons.

Fair

...Transport and Logistic 2015

The international trade fair *transport logistic* that was held in Munich from 5th until 8th of May 2015 is the most important trade fair for the international logistics sector. Innofreight was, among one of over 2000 exhibitors, in Munich.

Innofreight seized the opportunity to introduce its most recent technological developments, such as the new MonTainer, a container intended for the transportation of bulk cargo for the coal and steel industry. This container will be employed for the first time for EP Cargo in the Opatovice project. The new container platform waggon, the InnoWaggon, was also presented at the *transport logistic* fair. Two years ago the experts at the trade fair saw the InnoWaggon's prototype, while this year Innofreight was already proud to present a production model.

Numerous international potential and existing customers as well as our partners welcomed this chance to experience the most recent technological developments at first hand and to engage themselves in interesting conversations. This year's *transport logistic* fair again turned out to be a great success for Innofreight. We would like to thank all the visitors most sincerely for coming to our booth!

VABU & RailShow

…at Sappi in Gratkorn

On 8th October 2015, the 5th Symposium on Industrial Sidings took place. It was organised by the Association of Industrial Sidings Companies (VABU), Austria, and hosted by Sappi in Gratkorn. The symposium, which was held in the arts and leisure centre in Gratkorn and during which numerous interesting presentations were given on the subjects such as for example the rail operation and infrastructure, was followed by a visit at Sappi's mill. The centrepiece of the event was the Rail Cargo Group's and Innofreight's joint RailShow in Sappi's lumberyard. That was where the visitors could have gained their first impressions about Innofreight's equipment. Among the exhibited containers were the RockTainer ORE, the AgroTainer and the WoodTainer. After the welcome speeches and several addresses held by the management boards and managing directors, the guests welcomed an approaching 200-meter long train equipped with a large product portfolio presenting innovations in the field of rail freight transport. During the RailShow we had a chance to see not only the familiar products but also the ones that went into production. Innofreight presented as well the first locomotive, a shunting robot. That was the highlight of the RailShow. The robot was named 'Seppi', after Innofreight's eldest employee of many years, Josef Schreder. 'Seppi' will start operating for voestalpine in Donawitz from November 2015.

We would like to thank our host, Sappi, for a successful and long-standing cooperation, all the guests for coming and all the persons involved for their support!

Werner Boberger

Werner Boberger, who is 47 years old, had worked for the company Böhler for many years. He had a stroke at the age of 27 and as a result was able to communicate with others only by blinking. He had to learn everything from the beginning, he fought and eventually was able to live on his own. Today, he is 47 years old and he became an outstanding athlete. Together with the Austrian Association of People with Disabilities (ÖZIV), he started running many charity projects.

- On 5th June 2011 he managed to reach the highest point of the Grossglockner High Alpine road on his special bike as the official participant in the cycling event, Glocknerkönig. Moreover, he rode the long-distance cycling routes Murradweg as well as the 4 passes route in the Dolomites.
- On 26th April 2014 Werner took part in the official ride in Bad Radkersburg and covered the distance of 15 km.
- From Styria to the Pope: in the summer of 2014 Werner Boberger rode 2000 km by bike to Rome, to the Pope. During this tour he also raised money – and this time for a wheelchair lift for Kerstin Willingshofer's future car.

Andreas „Rambo" Ropin

The 37-year-old citizen of Bruck an der Mur fell into depression as a result of both alcohol addiction and unemployment. What helped him to come out of it was a support group, but above all it was sport. His first mountain bike tour run from Bruck to Feldbach.

Today Rambo is an extreme sportsman. These are just a few stages of his career in sport:

- In 2011 he ran up the Rennfeld mountain (Bruck an der Mur) 8 times in 24 hours.
- In May 2015 he ran approximately 420 km (the altitude of 5352 meters) to Medulin (Croatia) in 6 days.
- In July 2015 he climbed the Mont Blanc, which rises 4,809 m above sea level and is the highest mountain in the Alps, in 6 hours and 1 minute.

'(On) wheels for Vanessa': with this motto began in 2013 Werner Boberger's 1,700-km-long trip around Austria. The kilometres were sold to sponsors. This charity tour's aim was to buy a 3-wheel bike for Vanessa Schantl, now aged 14. She suffers from spastic diplegia and can move her legs only in a limited way. This particular3-wheel bike, which was ordered specially for her, costs about 5,500 euro and is equipped with a supporting electric motor. Thanks to all the kilometres ridden by Werner Boberger and the sponsors who paid for them, Vanessa officially received her bike on 13th September 2013.

'Two friends, two cities': in this project which runs also under the slogan 'Overcome barriers, find friends', Werner Boberger and Andreas Ropin encouraged people to make donations. On 27th June 2015 both of them covered the distance from the city of Bruck an der Mur to the city of Kapfenberg and back in 12 hours – Boberger rode a bike, Ropin ran. The proceeds from this event went to 'Sternenhaus Oberaich'. Apart from that both athletes support the Fischer family and their son, Jonas, who was affected by encephalitis. Jonas loves bikes. We are raising money for a tandem bicycle so that he can ride a bike again with his mother.

In a retirement community in Oberaich (district Bruck an der Mur), Tamara Kügerl, the manager, and Sabine Kügerl, the head nurse, run the 'Sternenhaus-Oberaich'. This facility is a recreational and nursing centre for severely ill children. The 'Sternenhaus' offers the children short stays while their families some rest. The families also receive massive support. However, the hospice for children still needs funds to run the facility. Therefore, we created an association called 'Brücke ins Glück' ('A bridge to happiness') to raise funds necessary to help the families pay for the children's stay.

Human

...vs Machine

'Human vs. machine': On 7th October 2015, under this slogan, Rambo entered a competition with Innofreight's ore train. The ore train runs every day from the terminal in Erzberg to Leoben-Donawitz. The train arrives at its destination in a little over 2 hours. Both competitors start at 9 a.m. The train took its daily route, Rambo chose the pass over the Erzberg mountain, through Präbichl to Donawitz. Still, the focus of attention was the charitable purpose of this event. The funds were collected again for both the 'Sternenhaus Oberaich' and Jonas Fischer.

And who won? The human! However, given the fact that Rambo covered the distance in exactly 2 hours and 17 seconds and won with the train by 15 seconds, one can wonder who the machine in this competition really was. Still, we know for a fact that Innofreight has already announced a rematch next year.

Sales International

Primož Rauter

Sales Czech Republic

Petr Valach

Tomáš Bořil

Sales Poland

Michał Dzido

Sales Scandinavia

Bertil Leijding

Sales Germany

Isabella Legat

Sales France

Gilles Goiset

Sales Austria

Lukas Zeni

Sales Italy

Carlo Capurro

Sales Turkey

Sinemis Ozden

General Manager International

Bernhard Grentner

Peter Wanek-Pusset

General Manager Germany

Mario Carl

Headquarters

Manuela Iris Mayer, Controlling/Marketing

Xinhua Fraiss, Controlling

Andrea Pusset, Accounting

Sandra Hirschler, Invoicing

Gudrun Moser-Raninger, Administration

Mark Lützler, Purchasing

Hannes Pichler, Finance

Katarzyna Iskrzak, Quality Management

Martina Zisler, Innovation Management

Richard Schanner, Business Development

Rita Stiglbauer, PR

Mario Neubauer, IT

Research and Development

Domen Rožanc, R&D

Sebastjan Hajnšek, R&D

Volker Schörgmayer, R&D

InnoWaggon

Gerald Petschner, InnoWaggon

Pascal Trimmel, InnoWaggon

Technical Services

Peter Benigni, Customer Service

Hans-Peter Zaller, Customer Service

Josef Schreder, Customer Service

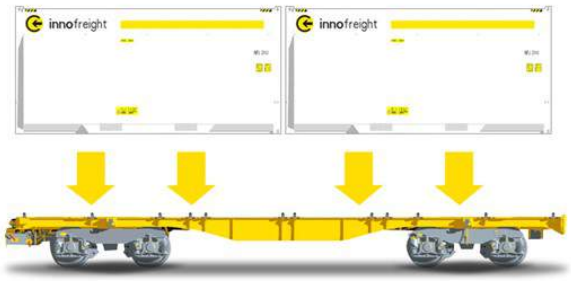
Wolfgang Seidl, Customer Service

David Präpasser, Customer Service

Lutz Busch, Customer Service

Marianne Weninger, Equipment Management

Yvonne Zöhrer, Equipment Management



Thank you for the Successful Cooperation!

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