

## Press release

### RAIpin celebrates its 10th anniversary

It was ten years ago today that the first RAIpin rolling highway train made its way through Switzerland. Since then the rolling highway has transported more than 700,000 heavy goods vehicles between Freiburg im Breisgau, Germany, and Novara, Italy. If positioned nose-to-tail, they would create a traffic jam some 14,000 km in length – equivalent to a 50-lane jam right the way through Switzerland between Basel and Chiasso!

RAIpin AG was founded on 4 April 2001 by the consortium comprising BLS AG, SBB Cargo AG and Hupac SA, since when it has provided a rolling highway service between Germany and Italy and, since 1 January 2011, within Switzerland between Basel and Lugano. The rolling highway continues to be operated in close partnership with the shareholders, who are, at the same time, the company's main suppliers. This collaboration has managed to bring a product to market that is fit for purpose, and succeeded in maintaining a modest yet steady growth in the capacities offered. "I still have vivid memories of standing at Ostermundigen station with Federal President Moritz Leuenberger and seeing the first rolling highway train making its way past us on its way through. Today I am very proud to see how the rolling highway with 100'000 trucks shifted from road to rail per year has managed to establish itself in Switzerland's road-to-rail intermodal landscape," comments Mathias Tromp, Chairman of the Board of RAIpin.

The fact that the trains are experiencing a high payload of 88% (2010) highlights the demand for rolling highway transportation and underscores the validity of piggyback transportation as a complement to unaccompanied combined transport (UCT). "RAIpin has succeeded in positioning the rolling highway alongside UCT and is now competing with it," observes RAIpin Managing Director René Dancet. That was not the case at the start, and the fact remains that some critics would rather see a Switzerland without rolling highway. Nevertheless, the rolling highway offers a valid alternative to UCT wherever the freight situation, the rolling stock and the customer's dispatch schedule warrants it. The fact is that a great many containers are not craneable or UCT-compatible. It is also the case that hauliers can be particularly sensitive and would rather not entrust their high-value goods to unaccompanied rail transport – they prefer to supervise their freight from start to finish. Last but not least, the rolling highway is attractive since it allows heavy goods to cross Switzerland despite the ban on night-time and Sunday circulation, with the drivers able to immediately continue their journeys to their destinations having enjoyed a rest in the accompanying coach.

While RAIpin's early trading years were characterised by development and stabilisation of the product, the focus henceforth is on improving its quality and safety. This is where RAIpin is looking to move up a gear and achieve a quantum leap, on the one hand by making investments, and on the other by simplifying its processes and procedures. The purchase of 20 new accompanying coaches from the SBB in December 2010 (due to enter into service early in 2012) is a major step in this direction.

Olten, 11 June 2011



RAIpin AG at a glance.

Headquartered in Olten, RAIpin AG operates the rolling highway between Freiburg im Breisgau, Germany, and Novara, Italy. RAIpin has also been operating the Gotthard rolling highway between Basel and Lugano since 1 January 2011. Every year the company shifts just under 100,000 heavy goods vehicles from road to rail. Under the rolling highway system, drivers drive their vehicles onto low-floor wagons at the terminals and accompany their loads in a passenger coach. This service, an add-on to the unaccompanied combined transport business, sees RAIpin making a significant contribution to safeguarding the sensitive Alpine region and making Switzerland's Alpine Initiative a reality. The shareholders of RAIpin are BLS AG (33%), Hupac SA (33%), SBB Cargo AG (33%) and Trenitalia SpA (1%).

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