



jo vetëm beton...

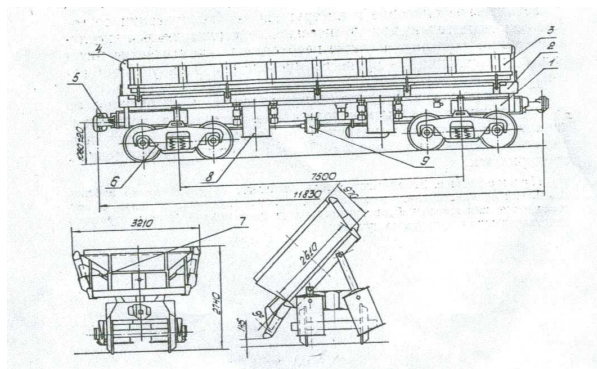
### BUSINESS DEVELOPMENT IN RAIL TRANSPORTATION

Production and trading activity based company, with main production site located in Koplik, is 15 km long railway with the Montenegrin border, extending its activity on a road length of 120 km and a railway line of 115 km mainly, in the region of Tirana and Durres.

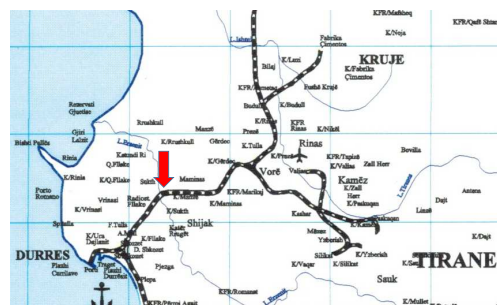
### ACTUAL RAIL TRANSPORTATION

- Actual transportation is based on 2 four-axle locomotives with a traction capacity of 900 to 1000 gross tones for sloping lines up to 9 per thousand and a total 21 four-axle self-loading wagons with a carrying capacity of 26.2 m3 of material per wagon.
- Current transportation is being operated with 1 locomotive and 13 wagons.

### BETONPLUS COMPANY RAIL STATION

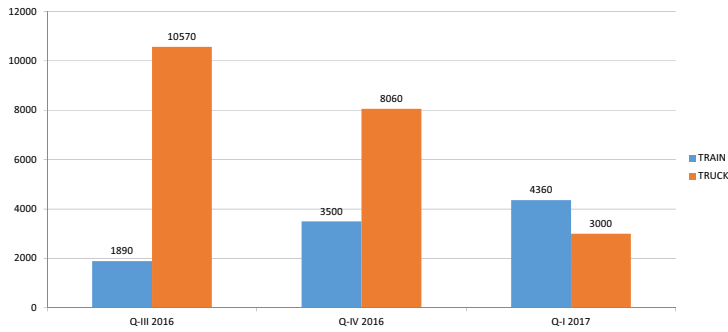


Impossible to transport our products to Tirana on rail because of the missing line from Sukth to Tirana. The transport is operated by trucks for a length of 20 km.



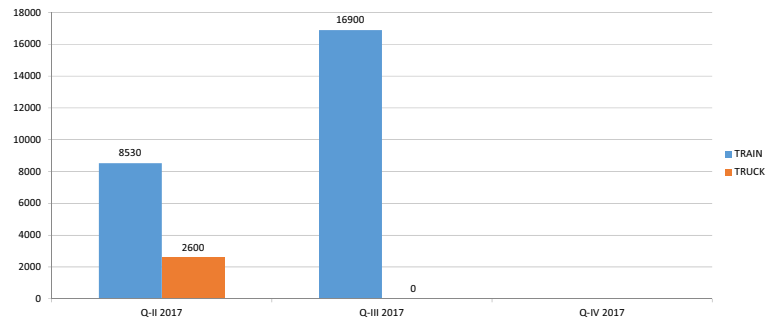
## Old fares / Slow development

6 Eur per train/km



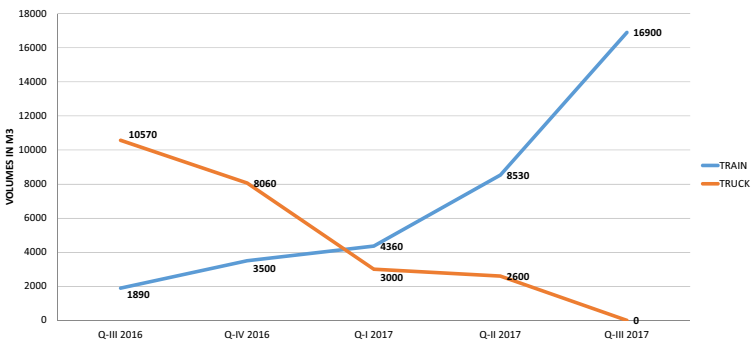
## New fares / New volumes

From 6 Eur per train/km to 1.8 Eur per train/km



## VOLUMES COMPARISON

TRAIN vs TRUCK 2016-2017 PROGRESS



## Transportation type and fares effect

Nr	Sales in Sukth Rail Station	Transportation costs + Selling price	Loss/Profit
a.	On truck		
	7,10 Euro/m3	8,04 Euro/m3	-0,94 Euro/m3
b.	On train with 6 Eur per train/km	-15%	
	7,10 Euro/m3	6,83 Euro/m3	+0,27 Euro/m3
c.	On train with 1.8 Eur per train/km	-20 %	
	7,10 Euro/m3	5,44 Euro/m3	+1,66 Euro/m3

## STILL HIGH FARES

The formula used to calculate the tariff for using railway infrastructure approved by the ministry covering the transport activity is:

$$Q = L \times P \times C_n \times K \times F$$

Currently, the value of  $C_n = 2.5$  Euros per train/km. This was initially accepted from ours until the establishment of the Railway Regulatory Authority. This is because The Rail Infrastructure Manager in the tariff setting does not take into account the railway capacities on the line we travel presupposing a fictitious number of trains that will travel on this line. They should not allocate the fees that belong to the train to which the tariff is calculated, overall infrastructure costs divided by the length of the line, and then unfairly increasing the value of  $C_n$ .

## SECURITY OF THE MOVEMENT IN RAIL

The private operators as well as the Railway Infrastructure itself is not equipped with safety certificate, from the Railway Safety Authority (today Railway Inspection Directorate). This until the entry into force of the new Railway Law.

### NO MAGIC STICK!!!

The entry into force of the new railway code does not mean it is the magic stick that will create more conditions for the infrastructure and railway transport security, but will create a legacy pool and stronger security requirements. Security that will require funding and long time.

THANK YOU

FALEMINDERIT

HVALA

