

Rail Pioneer Challenge

or
Introduction of the first private
operator to Serbia Rail Network



Legal framework

- Railway Law
- Safety and Interoperability Law
- License
- Safety Certificate



Serbian Railway Directorate

- Introduction of new form of Safety Certificate-
part A and part B
- Safety Management System
- Aftermath



KP internal challenges

- Switch from loco lease business to traction
business
- Infrastructure access planning
- Vehicle readiness
- Drivers
- Market approach
- Pricing



Serbian Rail Infrastructure Company

- Highly interested to have other player(s) on
the market
- Totally unprepared
- Relatively cooperative
- Not even a quantum of change
- Path acquisition- chaotic
- No new tools or regulations, dependant on
individual good will



Competition

Serbia Cargo

- Status of the “worst enemy”
- No communication- even prohibited
- Illegal ways of market share fight

Other companies

- Local- lot of wishes, little work
- International players still waiting for dust to settle



Inspection

- Tool of SC for fighting competition
- No interest in our work
- Inspection as a help to newcomers is necessity
- Completely wrong concept of reaction instead prevention

Thank you and wish us luck!