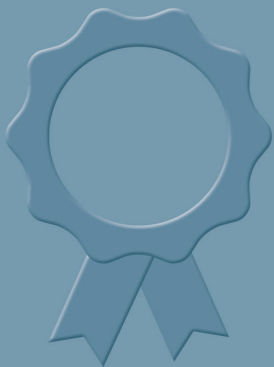




**THE POWER OF INTEGRATED LOGISTICS**  
PKP CARGO GROUP



THE PKP CARGO GROUP IS  
A **LEADING INTERNATIONAL  
OPERATOR OF RAILWAY FREIGHT  
TRANSPORT** IN POLAND  
AND THE EUROPEAN UNION.



We offer transportation services in integrated logistics chains, combining **rail, road, and sea transport**.

Our services include **transport, forwarding, reloading, warehousing, and customs clearance**.



Many industries, including **mining, metallurgical, construction, chemical, food, wood, and automotive**, use our services. Our offer is tailored to the individual needs of the customer.

The PKP CARGO Group includes companies such as **PKP CARGO, PKP CARGO CONNECT, PKP CARGO TERMINALE, PKP CARGO INTERNATIONAL, PKP CARGO TABOR, and PKP CARGO SERVICE**.



STRATEGIC GOAL: **MAINTAINING NO 1 POSITION**  
IN THE AREA OF NORTH-SOUTH CORRIDOR  
AND NEW SILK ROAD IN EU - BOTH IN TERMS  
OF FREIGHT TURNOVER AND VOLUME.

## GROWTH PILLARS

### KEY DRIVERS



#### SALES

- > **Intensive** commercial activities
- > Logistic package **development**
- > **High efficiency** in sales and customer care process

#### PROCESSES

- > Constant **improvement** of **freight** transport and maintenance processes
- > **Digitalisation**

#### STRUCTURE

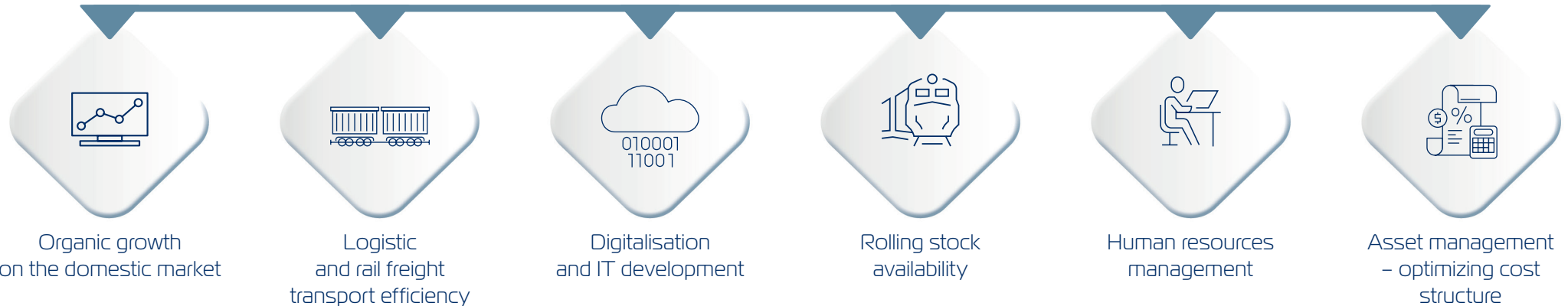
- > **Optimizing** and **adaptation** of company's structure and resources to market environments and economic challenges



STRATEGIC GOAL: **MAINTAINING NO 1 POSITION**  
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OF FREIGHT TURNOVER AND VOLUME.

## GROWTH PILLARS

STRATEGIC INITIATIVES OF HIGHEST PRIORITY



## PKP CARGO GROUP IN NUMBERS

**100,6**  
mn tons  
freight  
volume

**20**  
subsidiary  
companies

Over  
**20 ths**  
employees

**1547**  
locomotives

**53,459**  
train cars

STRENGTHENING LEADING LOGISTICS OPERATOR POSITION

# RAIL FREIGHT TRANSPORT



**INTERMODAL  
SERVICES**



**SHIPPING**  
(DOMESTIC AND  
INTERNATIONAL)



**TERMINALS**



**RAIL SIDINGS  
AND TRACTION  
SERVICES**



**ROLLING  
STOCK**  
MAINTENANCE  
AND REPAIRS



**RECLAMATION  
SERVICES**



# PKP CARGO GROUP ON THE KEY UE TRANSPORT CORRIDORS

WE OPERATE WITHIN THE BALTIC AND NORTH SEAS AND THE ADRIATIC,  
AS WELL AS ON THE NEW SILK ROAD.



# PKP CARGO GROUP ON THE KEY UE TRANSPORT CORRIDORS

WE CONSISTENTLY  
STRENGTHEN OUR  
PRESENCE IN CENTRAL  
AND SOUTHERN EUROPE.

The PKP CARGO Group holds licenses for the provision of rail freight services in the following **9 EU countries**:

POLAND,  
THE NETHERLANDS,  
SLOVENIA,  
AUSTRIA,  
THE CZECH REPUBLIC,  
GERMANY,  
HUNGARY,  
LITHUANIA,  
SLOVAKIA.



## Thanks to Poland's strategic location

at the crossroads of communication routes (East-West and North-South), we can play the role of a logistics hub serving international trade, not only between the EU and China but also between other countries in Europe and Asia.

WE OPERATE WITHIN THE BALTIC AND NORTH SEAS AND THE ADRIATIC,  
AS WELL AS ON THE NEW SILK ROAD.





# KEY UE TRANSPORT CORRIDORS IN CEE REGION



# KEY UE TRANSPORT CORRIDORS IN CEE REGION

## POLAND - STRATEGIC LOCATION IN THE NETWORK OF EU TRANSPORT CORRIDORS

**Significant  
contribution** ▶  
in transport  
routes between  
the Balcan  
region and  
Scandinavian  
countries



▶ **Main  
transport  
route**  
between  
Western  
Europe and  
CIS/Far East  
countries

▶ **Main player**  
in the Baltic-Adriatic  
transport corridor

# KEY UE TRANSPORT CORRIDORS IN CEE REGION



**POLAND –  
STRATEGIC  
LOCATION  
IN THE NETWORK  
OF EU  
TRANSPORT  
CORRIDORS**

OPERATING IN

PL	DE	CZ	SK
NL	BE	LT	AT
HU			

RAILWAY  
FORWARDING

BG	RO	HR	SI
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# THE NORTH-SOUTH CORRIDOR AND NEW SILK ROAD

PKP CARGO GROUP'S KEY TRANSPORT ROUTES

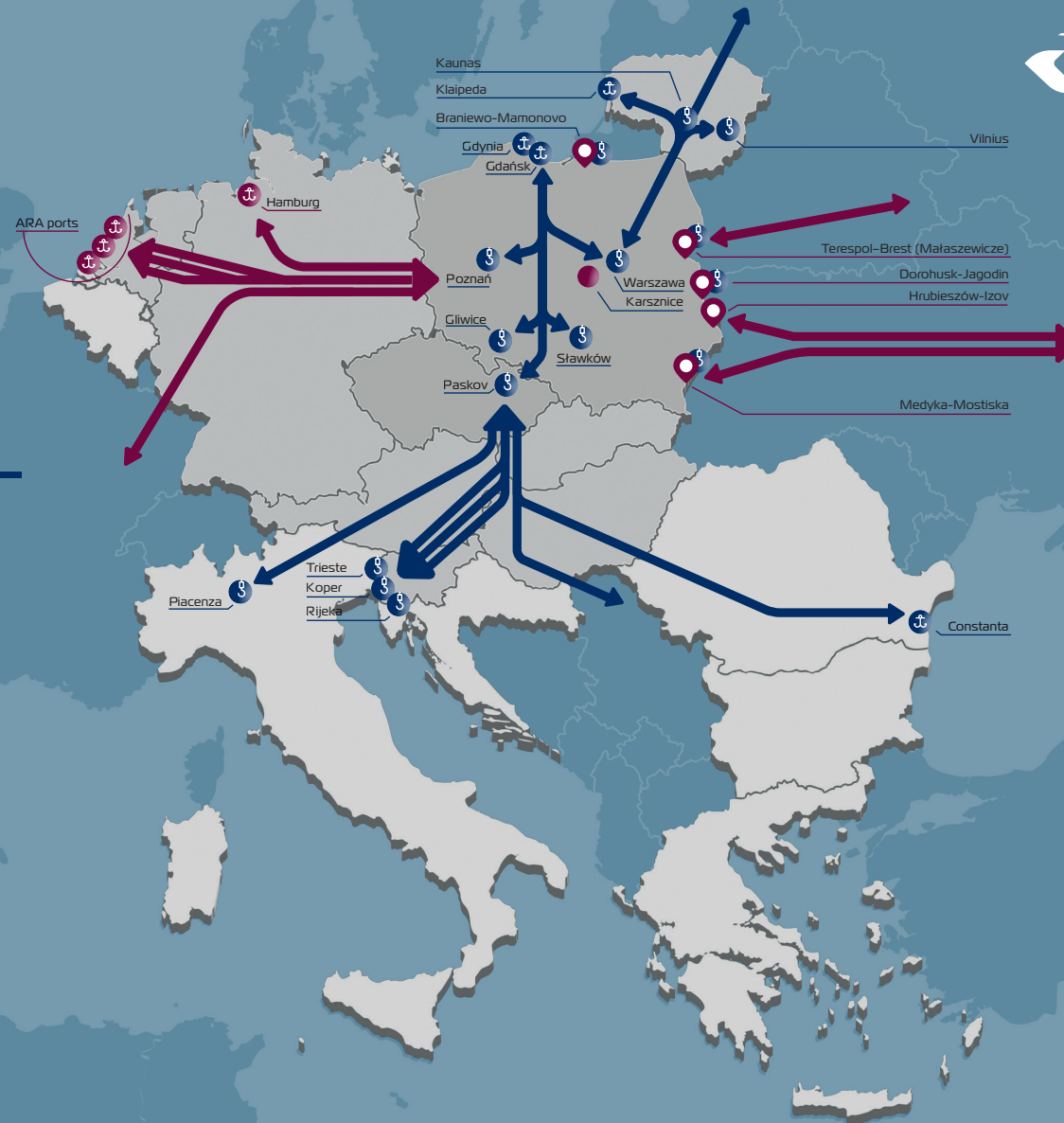




EAST  
-WEST

# THE NORTH-SOUTH CORRIDOR AND NEW SILK ROAD

PKP CARGO GROUP'S KEY TRANSPORT ROUTES



←→  
Flow of transported goods on the New Silk Road

↕  
Flow of transported goods in the North-South corridor

●  
Border crossings 1435/1520 mm

§  
Terminal

⚓  
Ports



NORTH  
-SOUTH

# DOMESTIC PKP CARGO GROUP'S TERMINALS

We have conventional, intermodal, and conventional-intermodal terminals.

We provide services related to reloading, unloading, and loading, as well as warehousing, sorting, and packing of goods.

The PKP CARGO Group's terminal network allows for efficient transport of goods throughout the country, as well as on major transport routes in North-South and East-West Europe.

# DOMESTIC PKP CARGO GROUP'S TERMINALS



40  
THS. TEU

POZNAŃ  
FRANOWO



220  
THS. TEU

KARSZNICE



100  
THS. TEU

WARSZAWA



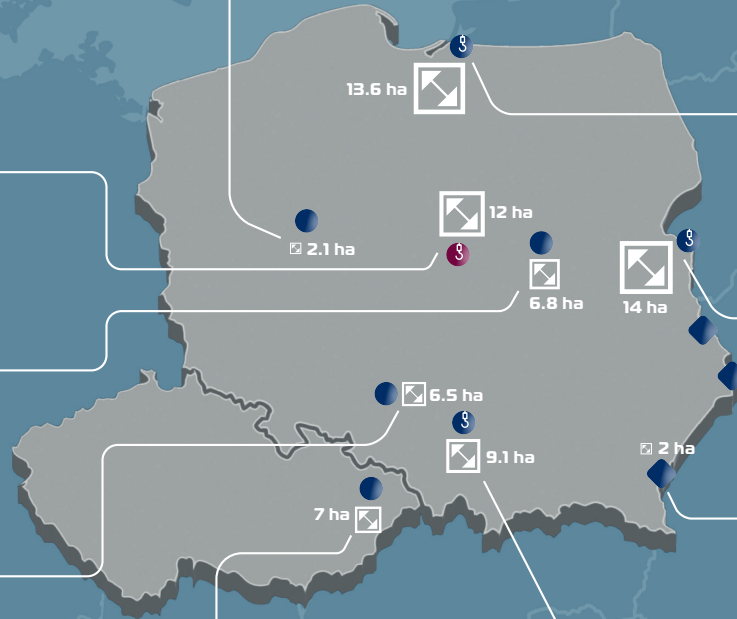
128  
THS. TEU

GLIWICE



200  
THS. TEU

PASKOV



40  
THS. TEU

BRANIEWO

224  
THS. TEU

MAŁASZEWICZE

44  
THS. TEU

MEDYKA

285  
THS. TEU

ŚLAWKÓW

Intermodal and conventional terminals  
 Intermodal terminals  
 Conventional terminals  
 Investment in progress



THE **PKP CARGO TERMINALS**  
ARE LOCATED ON STRATEGICALLY  
IMPORTANT TRANSPORTATION  
CORRIDORS







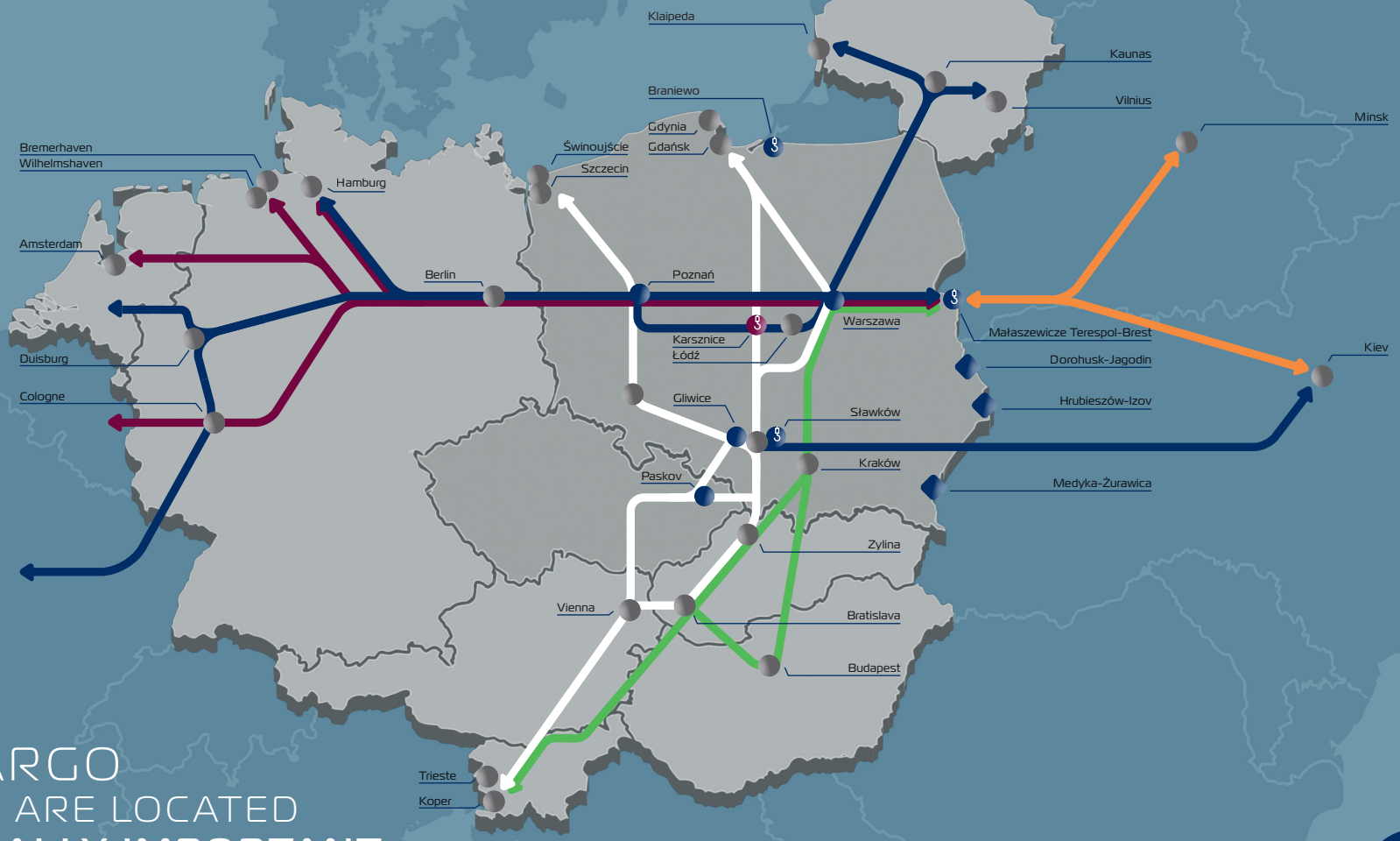
EAST  
-WEST

TEN-T  
North  
Sea-Baltic  
Sea RFC-8

TEN-T  
Baltic-Adriatic  
RFC-5

Amber  
Freight  
Corridor  
RFC-11

FERRMED  
Standard



- \$ Intermodal and conventional terminals
- Intermodal terminals
- ◆ Conventional terminals
- Other terminals/seaports
- \$ Investment in progress

THE PKP CARGO  
TERMINALS ARE LOCATED  
ON **STRATEGICALLY IMPORTANT**  
TRANSPORTATION **CORRIDORS**



NORTH  
-SOUTH

# ROLLING STOCK INVESTMENTS 2019-2024



**10**  
multi-system  
electric locomotives

**34**  
heavy six-axle  
electric locomotives,  
including **24 two-system** ones



**1156**  
intermodal  
platforms

# PKP CARGO GROUP'S OVERVIEW

SEGMENTS

MAIN  
BUSINESS  
LINES  
AND CARGO  
GROUPS

ANCILLARY  
SERVICES

# PKP CARGO GROUP'S OVERVIEW



## MAIN BUSINESS LINES AND CARGO GROUPS

### SEGMENTS



Coal



Aggregates



Metals



Intermodal and automotive



Other

PKP CARGO GROUP

OPERATOR IN 9 EU COUNTRIES



**FORWARDING**  
rail, road, water  
transport, storage,  
transshipment,  
customs duty



**TERMINALS**  
conventional and  
intermodal



**ROLLING STOCK**  
maintenance,  
repair, rental



**SIDINGS**  
formation of  
trains, rail traffic  
management  
on sidings



**LAND RECLAMATION**  
revitalisation of post-  
-industrial premises








## ANCILLARY SERVICES

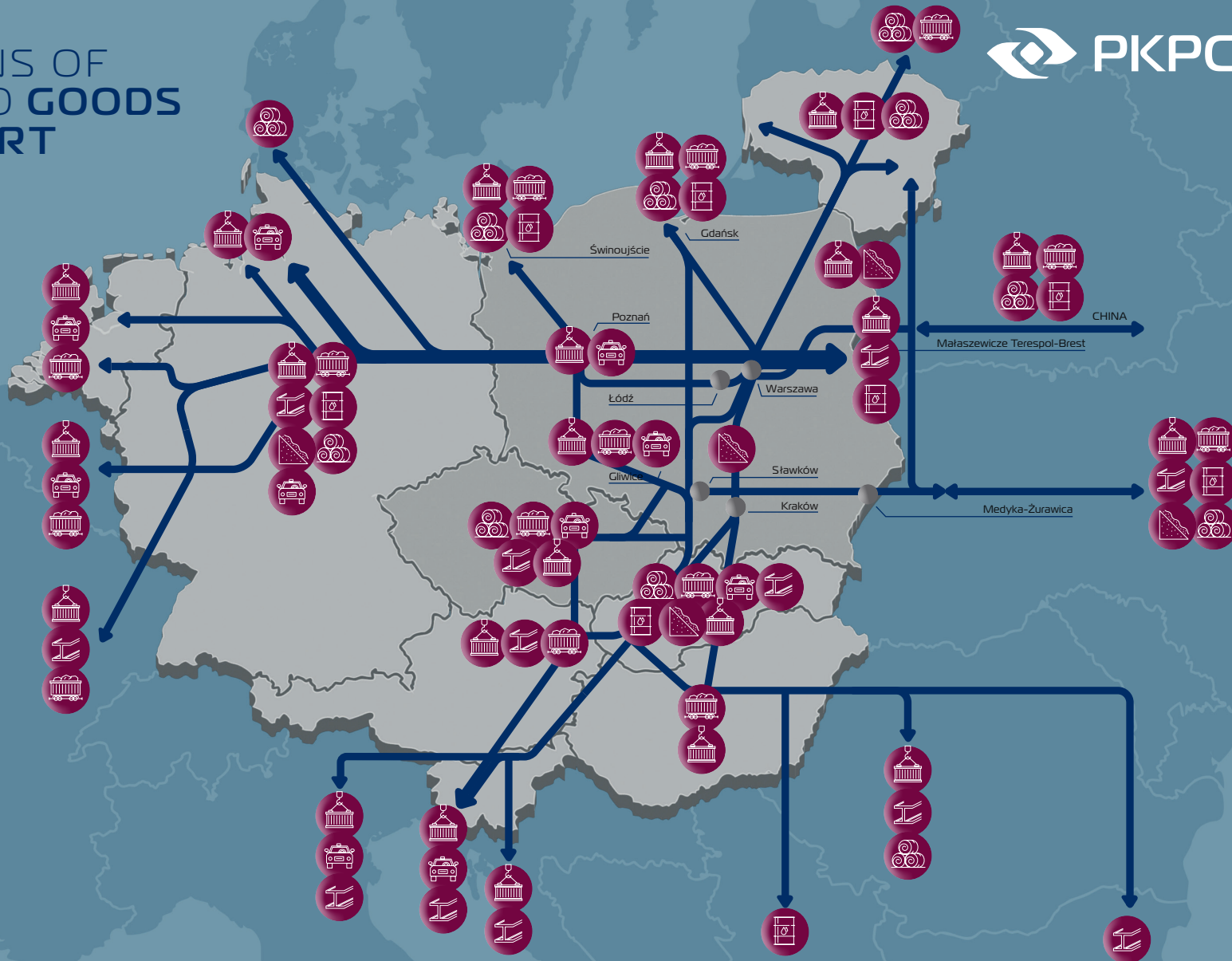


# DIRECTIONS OF PKP CARGO GOODS TRANSPORT



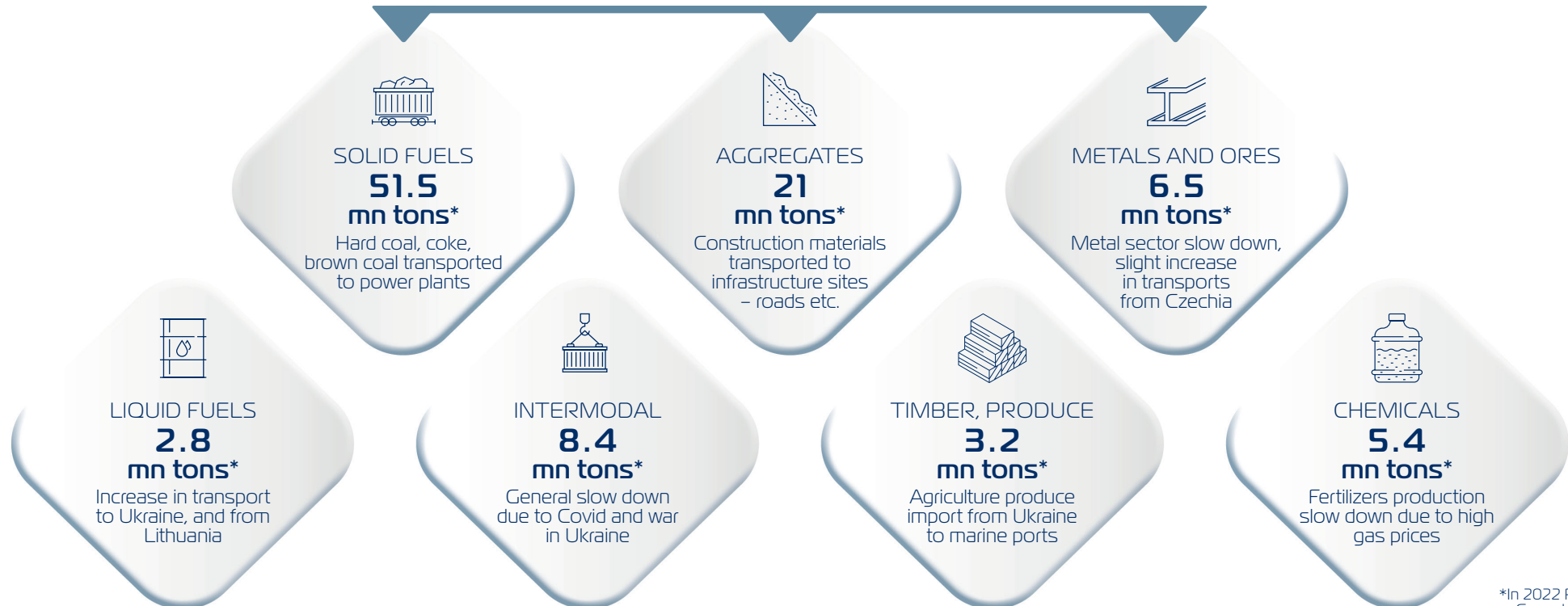
# DIRECTIONS OF PKP CARGO GOODS TRANSPORT

-  Intermodal
-  Hard coal  
Coke
-  Aggregates  
Building materials
-  Iron  
Ore  
Metals
-  Liquid fuels  
Chemicals
-  Wood  
Agriculture
-  Automotive



# PKP CARGO GROUP KEY CARGO CATEGORIES

## WIDE SPECTRUM OF TRANSPORTED GOODS



\*In 2022 PKP CARGO Group transported



# TRANSPORT OF GOODS TO AND FROM UKRAINE

BORDER CROSSINGS ON THE EASTERN BORDER OF POLAND





## BORDER CROSSINGS ON THE EASTERN BORDER OF POLAND

Structure of goods  
transported  
by PKP CARGO  
in the Poland-Ukraine  
relation

Kuźnica Białostocka-Bruzgi

Terespol-Brest Małaszewicze

Dorohusk-Jagodin

Hrubieszów-Izov

Medyka-Mostiska



>HARD COAL



>METALS  
>METAL PRODUCTS  
>ORE



>GRAIN



>FERTILISERS



>INTERMODAL  
TRANSPORT



>OIL  
>PETROLEUM  
TRANSPORT

# TRANSPORT OF GOODS TO AND FROM UKRAINE



# HARD COAL TRANSPORT

WE PROVIDE ENERGY SAFETY



# HARD COAL - FREIGHT VOLUME

(THS  
TONS)

16,250

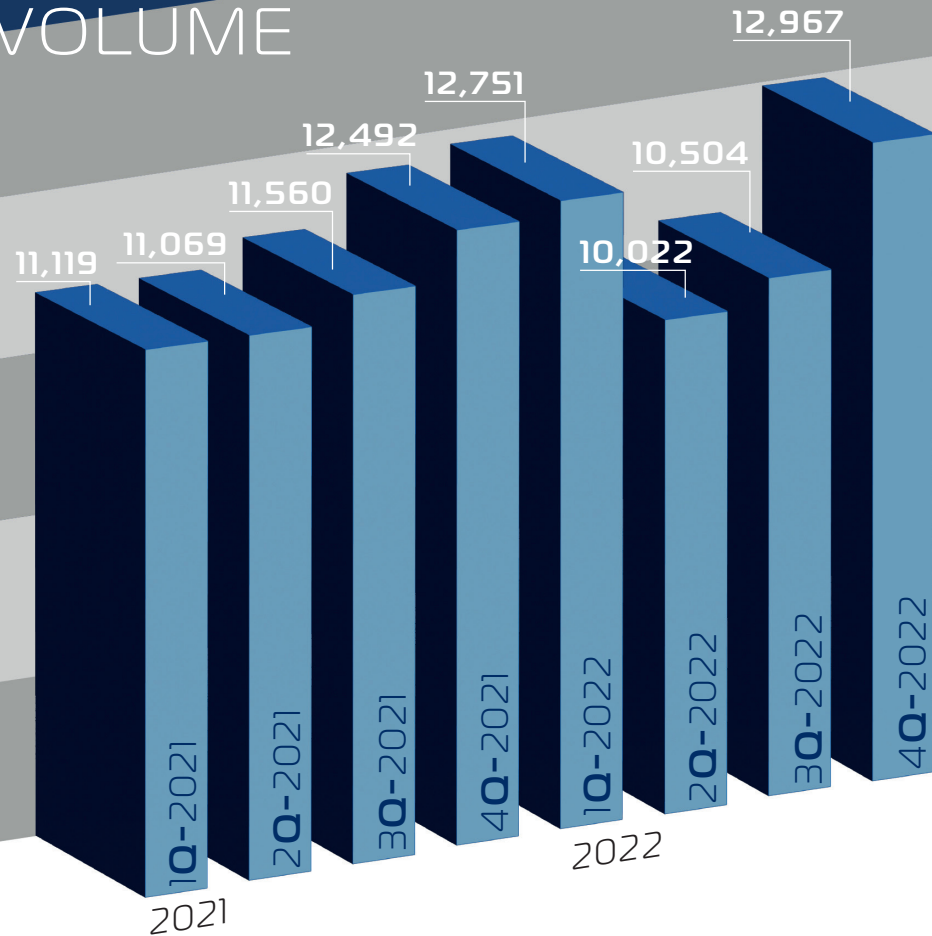
13,000

9750

6500

3250

0



PKP CARGO TRANSPORTED  
OVER **46 MILLION TONS**  
OF HARD COAL

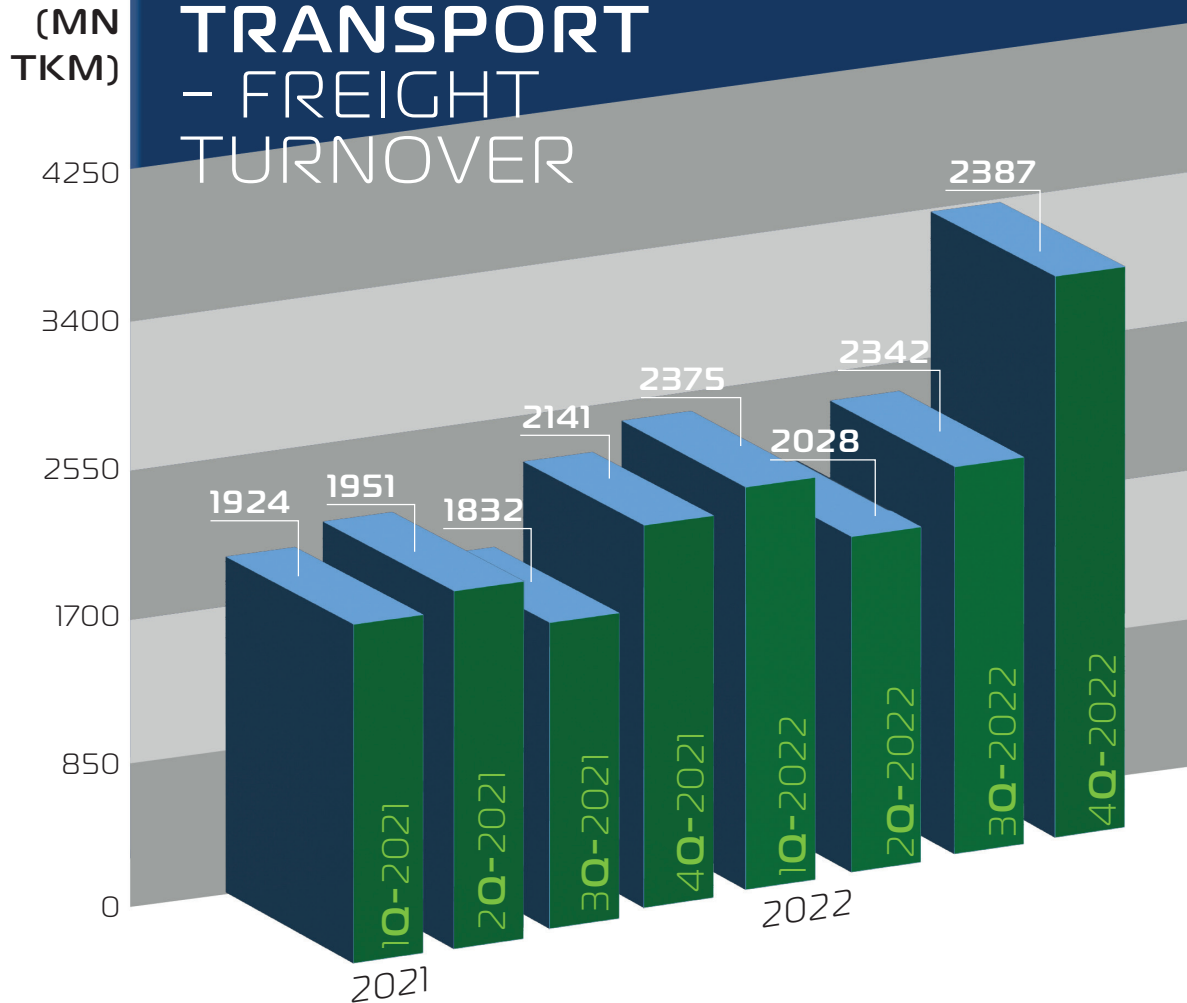


We carry out coal transport in international relations: RIGA, AMSTERDAM, KLAIPEDA, BREMEN.

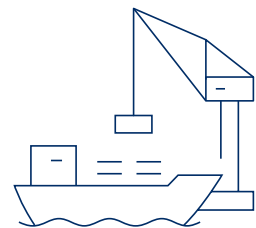
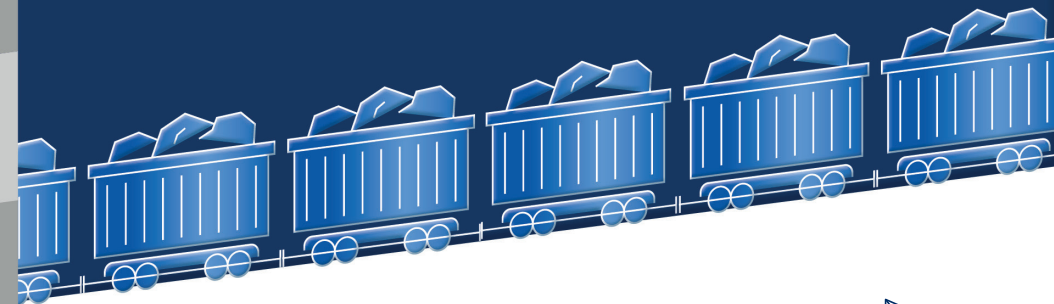


HARD COAL TRANSPORT

# HARD COAL TRANSPORT - FREIGHT TURNOVER



PKP CARGO CARRIED CA.  
**7.5 MILLION TONS**  
OF HARD COAL THROUGH  
**POLISH SEAPORTS.**



HARD COAL TRANSPORT



# 3 PKP CARGO GROUP'S DEVELOPMENT AREAS

WE ARE BUILDING INTERNATIONAL LOGITSTICS OPERATOR POSITION





PKP CARGO  
GROUP'S  
DEVELOPMENT  
AREAS

# INTERNATIONAL POSITION



PKP CARGO  
GROUP'S  
DEVELOPMENT  
AREAS

# GROWTH AND INVESTMENTS



**Investment in modern rolling stock – 12 new locomotives** were delivered by NEWAG to PKP CARGO in March 2023.

**GROWTH AND INVESTMENTS**

Zdunska Wola – Karsznice

**We are completing the construction** of transshipment terminal in **Zduńska Wola-Karsznice**. It will allow PKP CARGO to increase competitiveness on rail freight market.





PKP CARGO  
GROUP'S  
**DEVELOPMENT  
AREAS**

PKP CARGO  
GROUP  
**STRATEGY**

## PKP CARGO GROUP STRATEGY

PKP CARGO Group  
has started works on  
creation of a long term  
**strategy** for  
**2024–2027.**

In cooperation with  
subsidiary companies  
we have created our  
first **Sustainability  
Report.**

VERY FIRST ESG STRATEGY



**PKPCARGO.COM**

**PKPCARGOINTERNATIONAL.COM**

**PKPCARGOTERMINALE.COM**

**PKPCC.COM**