

**EU target to shift 30% of road to
intermodal transportation by 2030
– What's the score?**

 **BASF**

The Chemical Company

Stefan Bartens
July 2014

Agenda

European white paper on sustainable transportation

BASF approach on sustainability

Status of implementation at BASF

EU Commission's Strategy

White Paper 2011

- **Roadmap to a Single European Transport Area - Towards a competitive and resource efficient transport system**
 - ▶ *Thirty per cent of road freight over 300 km should shift to other modes such as rail or waterborne transport by 2030, and more than 50 % by 2050, facilitated by efficient and green freight corridors. To meet this goal will also require appropriate infrastructure to be developed.*



Agenda

European white paper on sustainable transportation

BASF approach on sustainability

Status of implementation at BASF

Our purpose

We create chemistry
for a sustainable future



Stronger integration of sustainability into our business decisions

Enable our customers to develop more sustainable solutions

Connect – in our team and with society

Deliver excellence in our operations

Creating value

Reducing risk

Agenda

European white paper on sustainable transportation

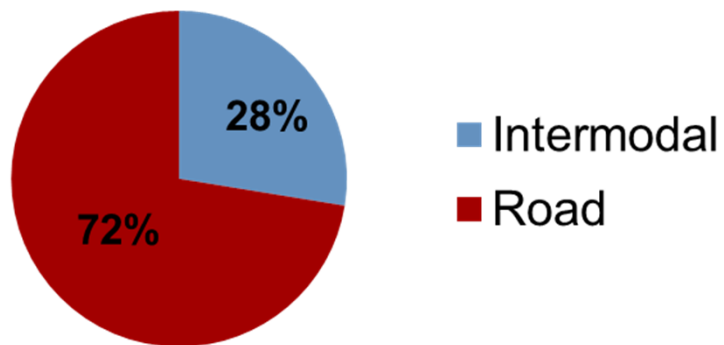
BASF approach on sustainability

Status of implementation at BASF

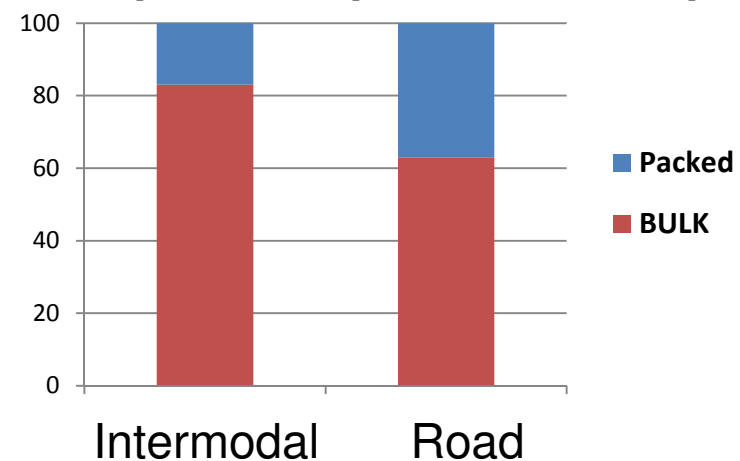
Modal shift in transportation: Where are we at BASF?

- For outbound distribution at major BASF sites in Europe

Modal Split 2013

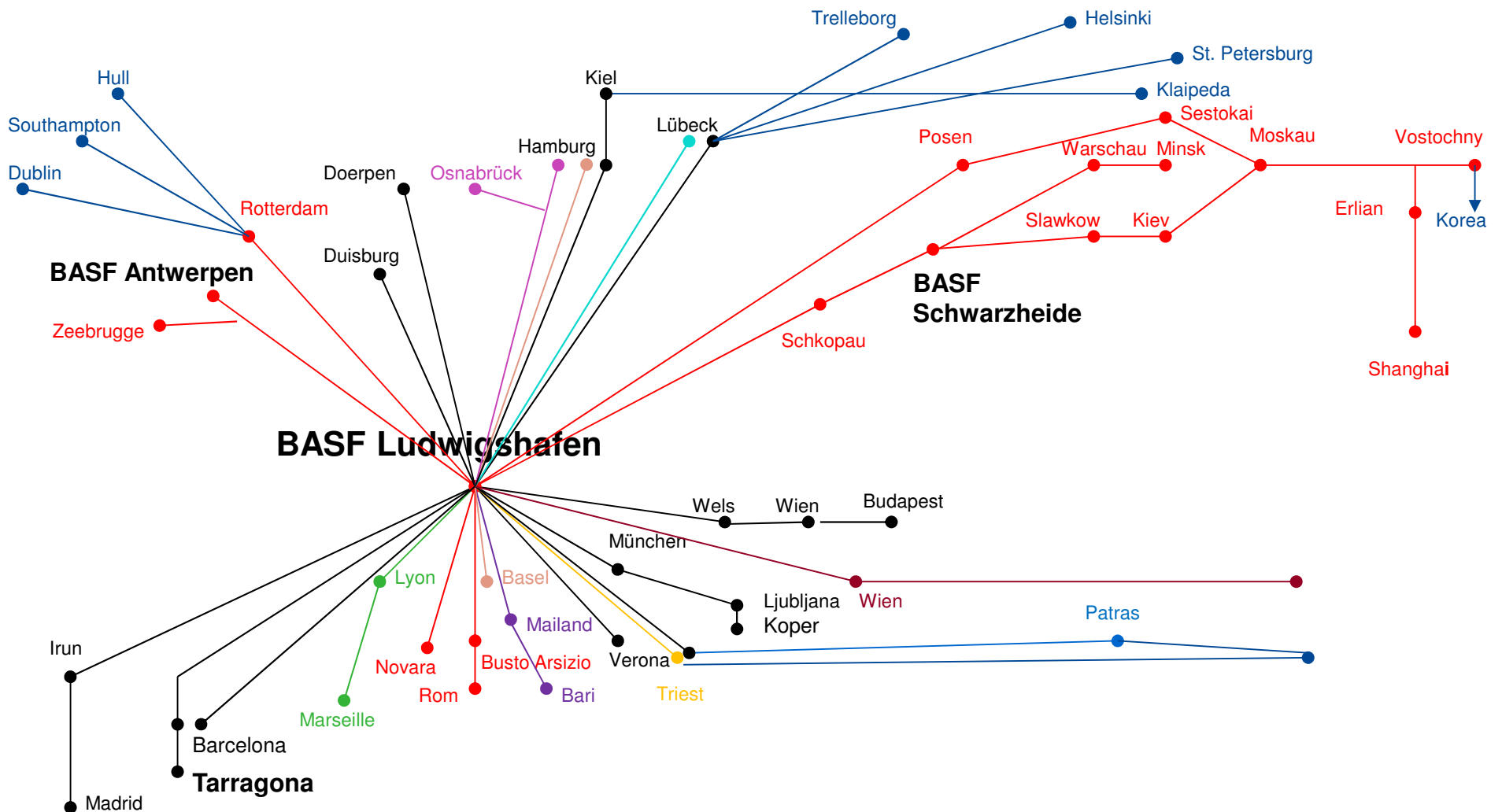


Share per Transportation Group



We are almost there !

All big BASF sites are integrated into the European intermodal network



What are the BASF success factors

Competitive intermodal infrastructure at major BASF sites

Market oriented approach in freight tenders



Close relation to rail operators and intermodal terminals

Long term contracts

What can WE do better

Shippers

- Definition of service requirements to the capacities of intermodal transportation
- Offer attractive volumes with long term commitments to the market

Transport Companies

- Be more market oriented and focus on development of road transportation
- Improve offerings for packaged transportation

Terminals

- Stay neutral
- Improve efficiency
- Extend offerings for integrated services