DEVELOPMEN OF AN FVL COST INDEX

Innovation Lab ECG Academy 16

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May 2023

INDUSTRY EXPERTS COMBINING THEIR EXPERTISE FOR A COMMON GOAL

Dagmara Choluj

- Key Account Manager/ Fleet Manager
- 8 years of business experience

ADAMPOL

Lukas Eiben

- Head of Sales
- 12 years of business experience

MOSOLF

Emmanuel Torreele
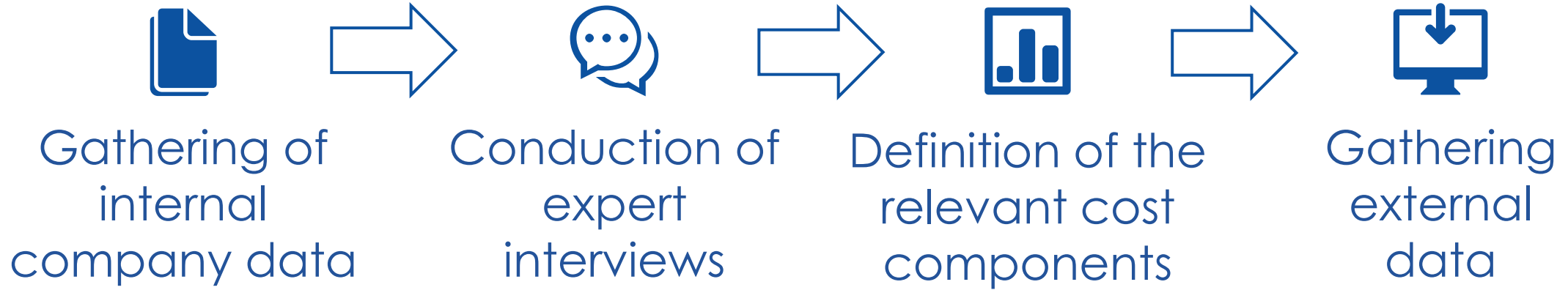
- Key Customer Support
- 15+ years of business experience

WALENIUS WILHELMSEN

Tom Zielke

- Executive Assistant to CEO
- 5 years of business experience

MOSOLF

ECG ACADEMY

Gathering of internal company data → Conduction of expert interviews → Definition of the relevant cost components → Gathering external data

Finished ECG Cost Index

METHODOLOGY
COST COMPONENTS

In general, our infrastructure cost component groups all costs required to operate a port or inland compound excl labour: **rent/lease/property loans(land/buildings); depreciation; operating costs and maintenance; media; taxes.**

The benefit of this approach is that publicly availably **national CPI's are available via the official national data sources,** so these CPI`s can be applied on one general infrastructure group.

The large diversity in compound characteristics requires an overall approach:

country + location/region; access to the quay, railway siding; compound + storage area; equipment; services provided.

COST COMPONENTS DEFINITION – LABOUR

1) Important differences between indexation mechanisms

- ➢ **National level**
  - ▪ Automatic indexation
  - ▪ Partially automatic indexation
  - ▪ No automatic indexation

- ➢ **Regional**

- ➢ **Location of compound**

2) The difference in labour costs and indexation mechanisms and sectorial bargaining agreements for (Union) Port Labour and own Compound Labour required to consider both separately for Port Compounds.

SPAIN	Port Stevedores	Terminal Staff
Santander	+8,4%	+6%
Vigo	ES CPI exp'd	ES CPI exp'd
Sagunto	ES CPI + 1 basic point	+4,5%
Barcelona	ES CPI + 1,5% increase	no info
Tarragona	+5% + full month add. pay	no info

wage increase
Port Stevedores vs Own Compound Staff
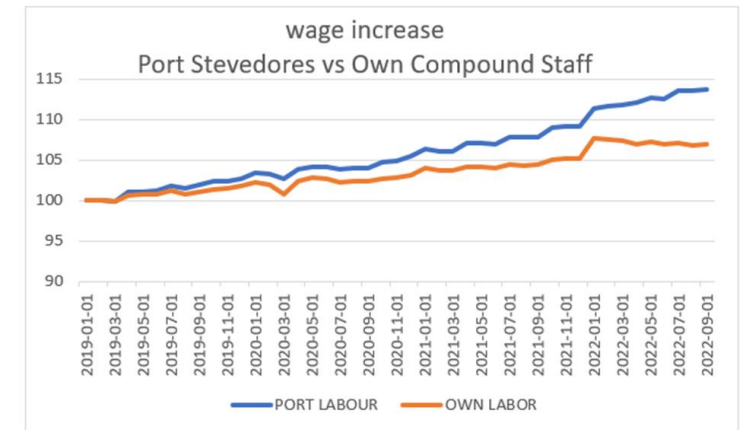
RAILWAY

RAILWAY COST INDEX
ARTIFICIAL MODEL-DATA IS AVAILABLE AND CALL ALSO EASILY BE EXTENDED

	Energy	Locomotive	Overhead	Wages	TAC	General Cost Level
Belgium	0,2829	0,2405	0,0551	0,1519	0,3259	1,0562
Germany	0,2700	0,2600	0,0600	0,1700	0,2400	1,0000
France	0,2845	0,2438	0,0562	0,2011	0,2607	1,0463
Italy	0,3101	0,2956	0,0682	0,1291	0,1200	0,9230
Poland	0,1826	0,2706	0,0624	0,0509	0,4074	0,9739

Artificial data sets are build by using evaluated and real Data sets

- Data shown refers to the period 12/2022
- Data may vary to actual costs of a single transports due to vastly varying cost structures in railway transports
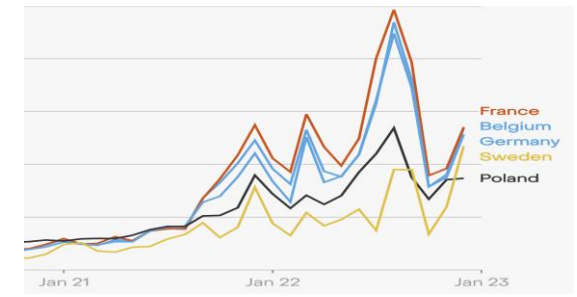
Overhead Costs/ Locomotive costs

- Loco/ Overhead costs are the same in every country (as these are a percentage)
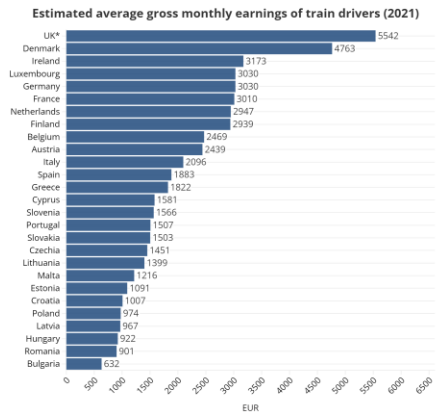

Energy costs

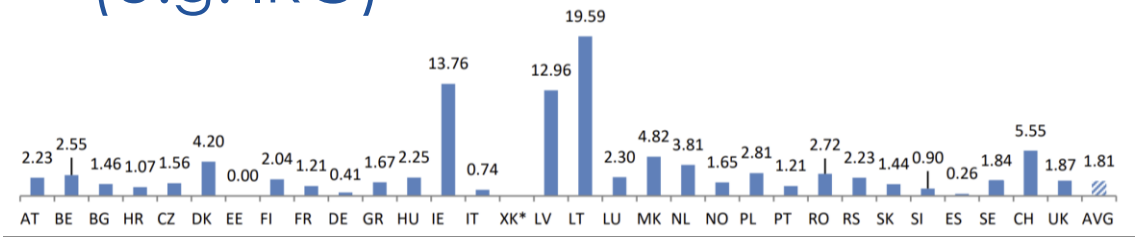- Various official statistics available

Wages

- Annual TAC-changes must be surveyed by daily press/ official announcements/ Information Requests/ Public Statistics

Estimated average gross monthly earnings of train drivers (2021)

Country	EUR
UK*	5542
Denmark	4763
Ireland	3173
Luxembourg	3030
Germany	3030
France	3010
Netherlands	2947
Finland	2939
Belgium	2469
Austria	2439
Italy	2096
Spain	1883
Greece	1822
Cyprus	1581
Slovenia	1566
Portugal	1507
Slovakia	1503
Czechia	1451
Lithuania	1399
Malta	1216
Estonia	1091
Croatia	1007
Poland	974
Latvia	967
Hungary	922
Romania	901
Bulgaria	632

Track Access Charge (TAC)

- TAC-changes must be surveyed by daily press/ official announcements (e.g. IRG)

AT	BE	BG	HR	CZ	DK	EE	FI	FR	DE	GR	HU	IE	IT	XK*	LV	LT	LU	MK	NL	NO	PL	PT	RO	RS	SK	SI	ES	SE	CH	UK	AVG
2.23	2.55	1.46	1.07	1.56	4.20	0.00	2.04	1.21	0.41	1.67	2.25	13.76	0.74		12.96	19.59	2.30	4.82	3.81	1.65	2.81	1.21	2.72	2.23	1.44	0.90	0.26	1.84	5.55	1.87	1.81

RESULTS COULD BE OPTIMIZED BY COLLABORATION AND TRANSPARENCY

Rail								
Belgium	France	Germany	Italy	Poland	Spain	Sweden	United Kingdom	FVL Rail Cost Index
117.7	118.5	129.9	116.9	122.4	123.4	128.5	122.9	124.2

Cooperations

- More and updated cost split ups
- External Verification
- More data sources
- Partnership with external industry associations would be enforced for further projects and a common industry understanding

Artificial intelligence / Big Data

- Streamline the regular update process

Data-Transparency

- Provide more information about…
  - Data sources
  - Number of data points
  - Method of data collection
  - Differentiation of public data sources (e.g. TAC)/ confidential data sources (e.g. cost distribution)

Thank You!