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**To the partners of
Rail Cargo Hungaria Zrt.**

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Subject: RCH - RCL-HU new operating model

Dear Partner,

We would like to inform you that our companies, Rail Cargo Hungaria Zrt. and Rail Cargo Logistics - Hungaria Kft. have set a common strategic objective to optimize their commercial activities. In order to facilitate this process, in frame of a dedicated project we have implemented an operational model that meets customer needs better and supports directly a high quality, cost-effective and on-time service delivery.

The main objectives of the new system are to better exploit the synergies of the partnership between RCH and RCL-HU, to achieve a faster, more efficient and thus more coherent sales process, by avoiding duplication and creating thereby a sales process that meets customer requirements better. This will be based on the creation of shared values, by combining and leveraging the unique strengths of RCH and RCL-HU, and at the same time, it will relieve processes of the extra time overheads arising from the overlapping activities. We are committed to ensuring that our clients do not feel the operational impact of this model change, but experience its positive effects and effectiveness, as soon as possible.

Our account managers will be pleased to inform you and answer your eventual questions.

Yours sincerely,



dr. Imre Kovács
RCH CEO



Norbert Körös
RCH CFO



Gábor Márta
RCL-HU
Managing director