



# STADLER – RELIABLE PARTNER IN BELARUS AND HUNGARY

Zoltán Dunai, Budapest, 28.04.2021

**STADLER**











































# DIVISIONS 2021

## STADLER RAIL GROUP

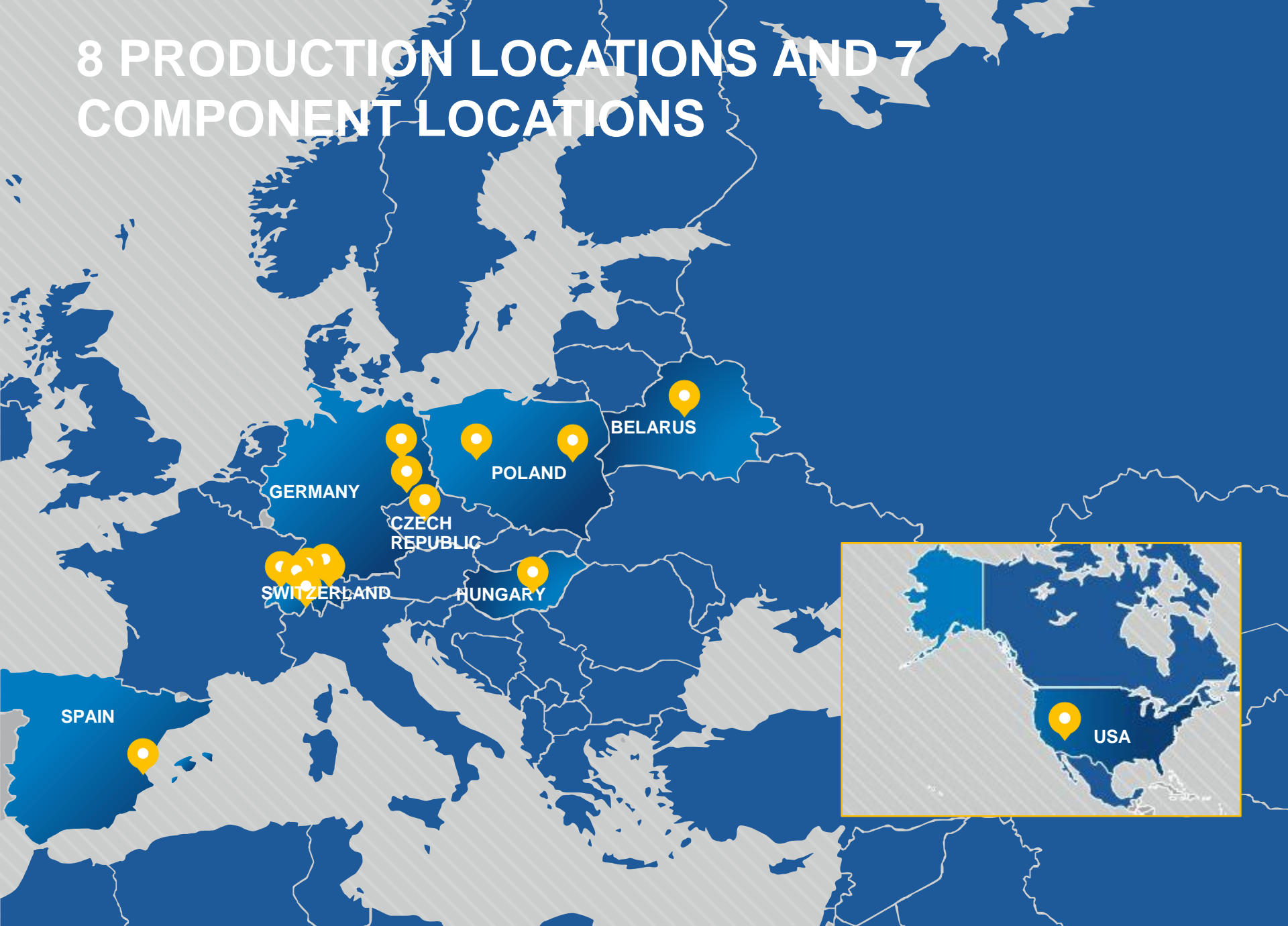
Switzerland	Germany	Central Europe	Spain	Components	Service
					
Bussnang	Pankow	Siedlce (PL)	Valencia	Winterthur (Switzerland)	Algeria
			ERION		Denmark
Rheintal	Chemnitz	Prag (CZ)	ERION (FR)	Biel/Bienne (Switzerland)	Germany
					Finland
Salt Lake City (USA)		Minsk (BY)		Szolnok (HU)	France
<b>Signalling</b>					Italy
				Środa (PL)	Netherlands
Wallisellen (Switzerland)					Norway
					Austria
					Poland
					Portugal
					Russia
					Serbia
					Sweden
					Switzerland
					Spain
					Turkey
					UK
					USA
					Hungary

Consolidated turnover in 2020: CHF 3.1 billion | Number of employees (average FTE 2020): 12 303

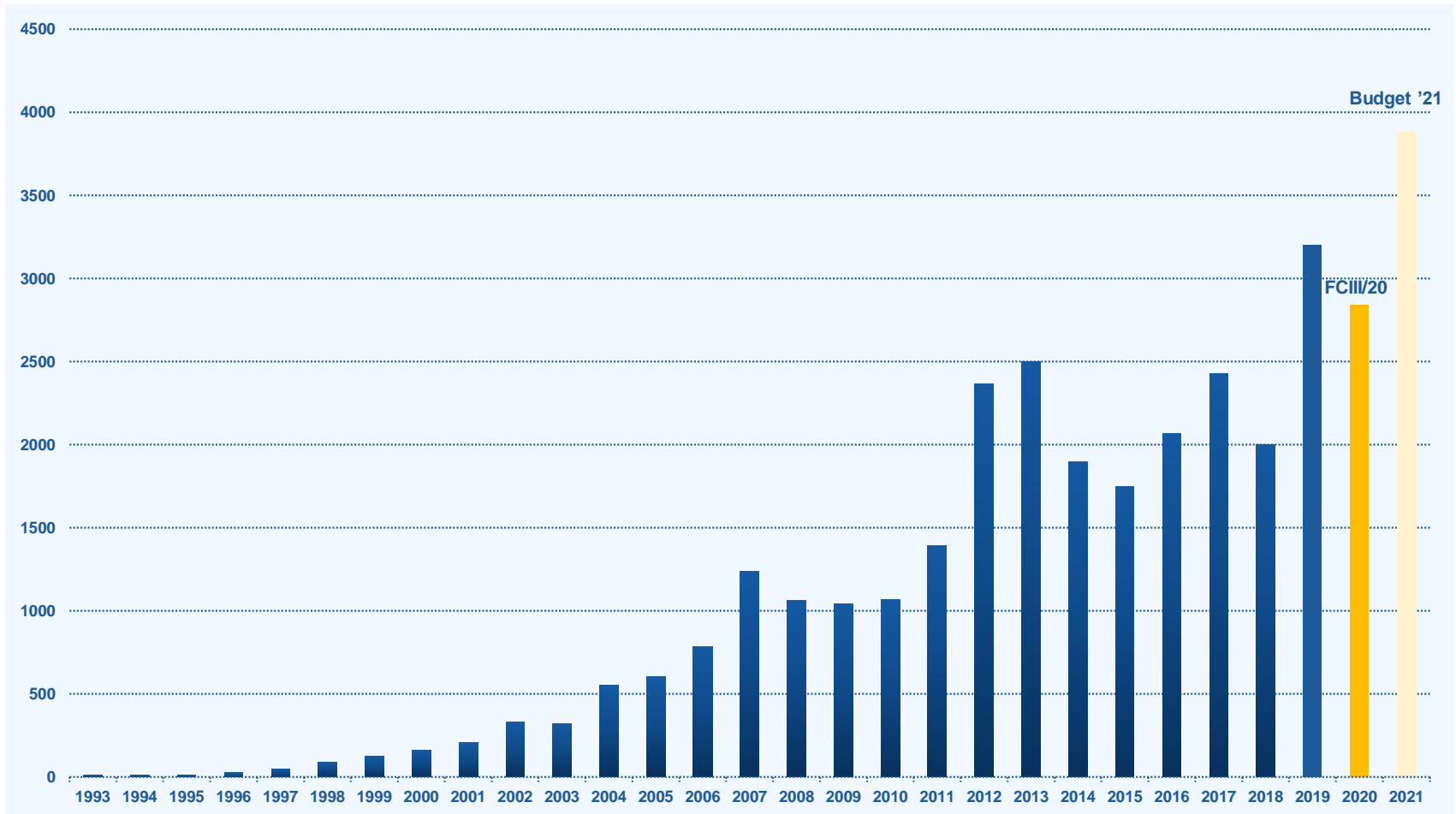
# MARKET SEGMENTS

SEGMENTATION			MODULAR CONCEPTS Adhesion drive		TAILOR-MADE VEHICLE CONCEPTS Adhesion drive and rack-and-pinion drive		
<b>URBAN TRANSPORT</b>							
LRV	Trams	≤ 80 km/h					
	Tram Trains	≤ 100 km/h					
Metro	Metro	≤ 100 km/h					
<b>HEAVY RAIL</b>							
DMU	Regional rail / rapid commuter suburban rail	≤ 160 km/h					
BMU	Regional rail / rapid commuter suburban rail	≤ 160 km/h					
XMU	Regional rail / rapid commuter suburban rail	≤ 160 km/h					
EMU	Regional rail / rapid commuter suburban rail	≤ 160 km/h					
	Intercity trains	≤ 200 km/h			Not a priority		
	High-speed	≤ 250 km/h					
Very high-speed	≥ 250 km/h	Not a priority					
Loco- motives	Main-line locomotives Diesel/dual-power/electric						
	Shunting locomotives/ special vehicles						
Carriage	Passenger and sleeper carriages						
	Freight wagons		Not a priority				

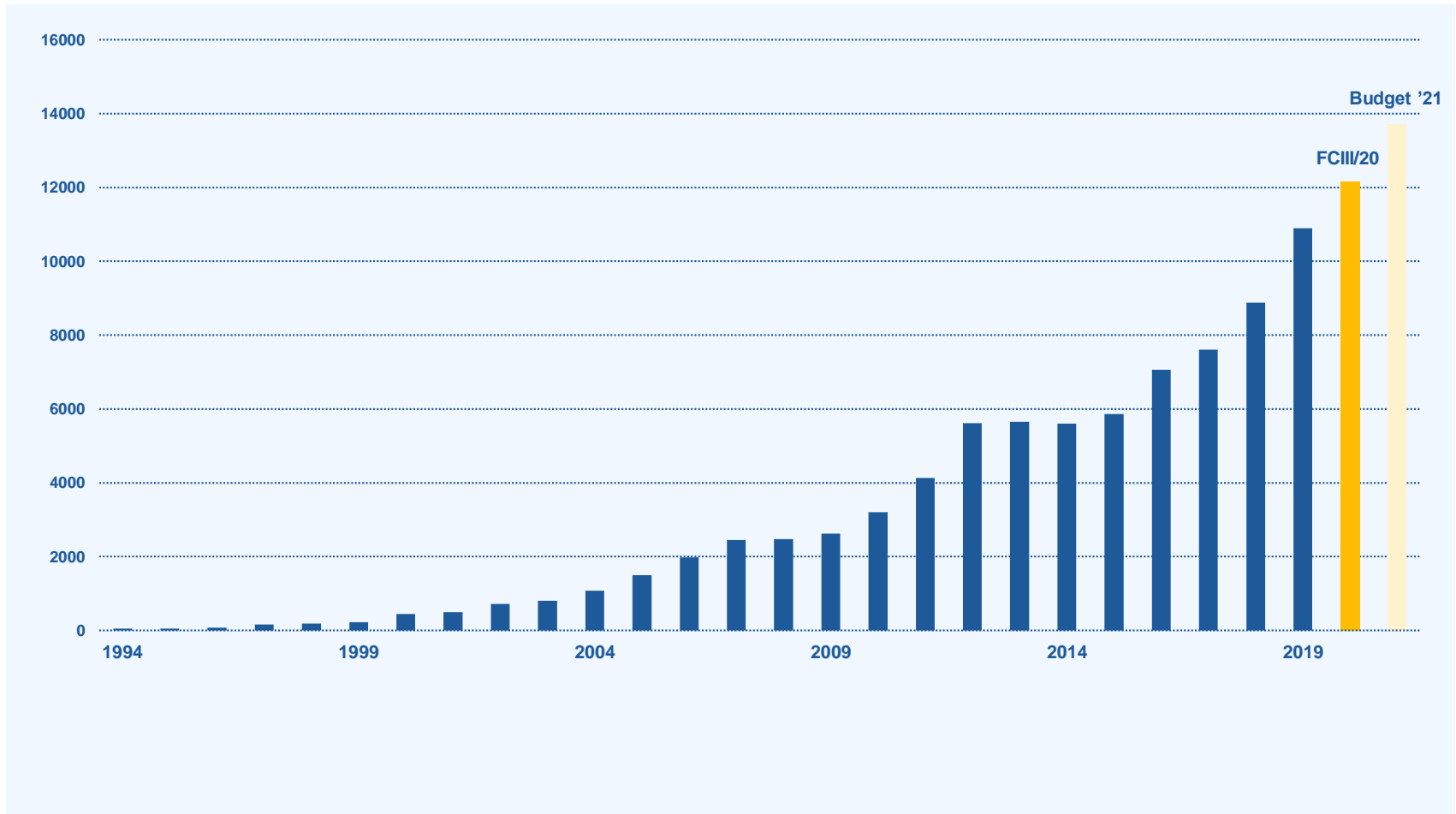
# 8 PRODUCTION LOCATIONS AND 7 COMPONENT LOCATIONS



# TURNOVER DEVELOPMENT STADLER RAIL GROUP



# WORKFORCE GROWTH STADLER RAIL GROUP



# A SOLID BASIS FOR THE FUTURE

## STADLER RAIL GROUP



# HISTORY OF STADLER HUNGARY

## HEALTHY BALANCE OF INVESTMENT AND SALES



- Stadler signs contract for 30+30 FLIRT with MÁV
- Head office opened in Budapest in 2005 December



- Stadler's first service depot opened in Pusztaszabolcs
- MÁV exercises option for 30 FLIRTs in November



Carbody production factory in Szolnok launches operation in 2009 March with 200 people



Stadler wins tender for 4 EMUs issued by GYSEV in 2012 April



- Stadler wins tender for 42+6 EMUs issued jointly by MÁV and GYSEV

2005 TO 2020



2005

2007

2009

2012

2013

2013

2015

2016

2017

2019

- Stadler doubles capacity in carbody factory in Szolnok
- BRCC starts operation in Szolnok

Stadler wins tender for 6+15 EMUs issued by MÁV in 2015 June

- Contract with GYSEV for 10 FLIRT EMUs
- BRCC to start the production of new bogies

- Stadler signs contract for 40 KISS EMUs and 8+4 Citylink tramtrains

Investment to double capacities of bogie revision center of competence in Szolnok





# SALES FIGURES

## VEHICLES SOLD IN HUNGARY



2005

30 FLIRT EMUs for MÁV



2007

30 FLIRT EMUs for MÁV



2012

4 FLIRT EMUs for GYSEV



2013

42 FLIRT EMUs for MÁV



2013

6 FLIRT EMUs for GYSEV



2015

21 FLIRT EMUs for MÁV



2016

10 FLIRT EMUs for GYSEV



2017

40 KISS EMUs for MÁV



2017

8 Citylink LRVs for MÁV



2020

4 Citylink LRVs for MÁV

### Contracts for 195 vehicles until 2020:

143 single and 40 double-deck EMUs and 12 tram-train within 15 years

# STADLER COMPANIES IN HUNGARY

## COMPANIES AND ACTIVITIES

### Stadler Budapest



#### Stadler's head office in Hungary

- Sales activities, PR and marketing
- Strategic project management
- 13 employees

### Stadler Pusztaszabolcs



#### Preventive and corrective maintenance

- Maintenance, overhaul, repair of 60 trains
- Third party assignments (GYSEV, HÉV)
- 47 employees

### Stadler Szolnok



#### Production

- Aluminium carbody manufacturing
- Total number of employees: 610

### BRCC Szolnok



#### Bogie Revision Centre of Competence

- Overhaul of railway bogies
- Final assembly of new bogies
- 96 employees

### Dunakeszi Járműjavító



#### Final assembly of KISS trains

- Final assembly of 11 units out of the 40 in total
- Commissioning activities
- 30 employees (from Stadler Minsk)

### Celldömök

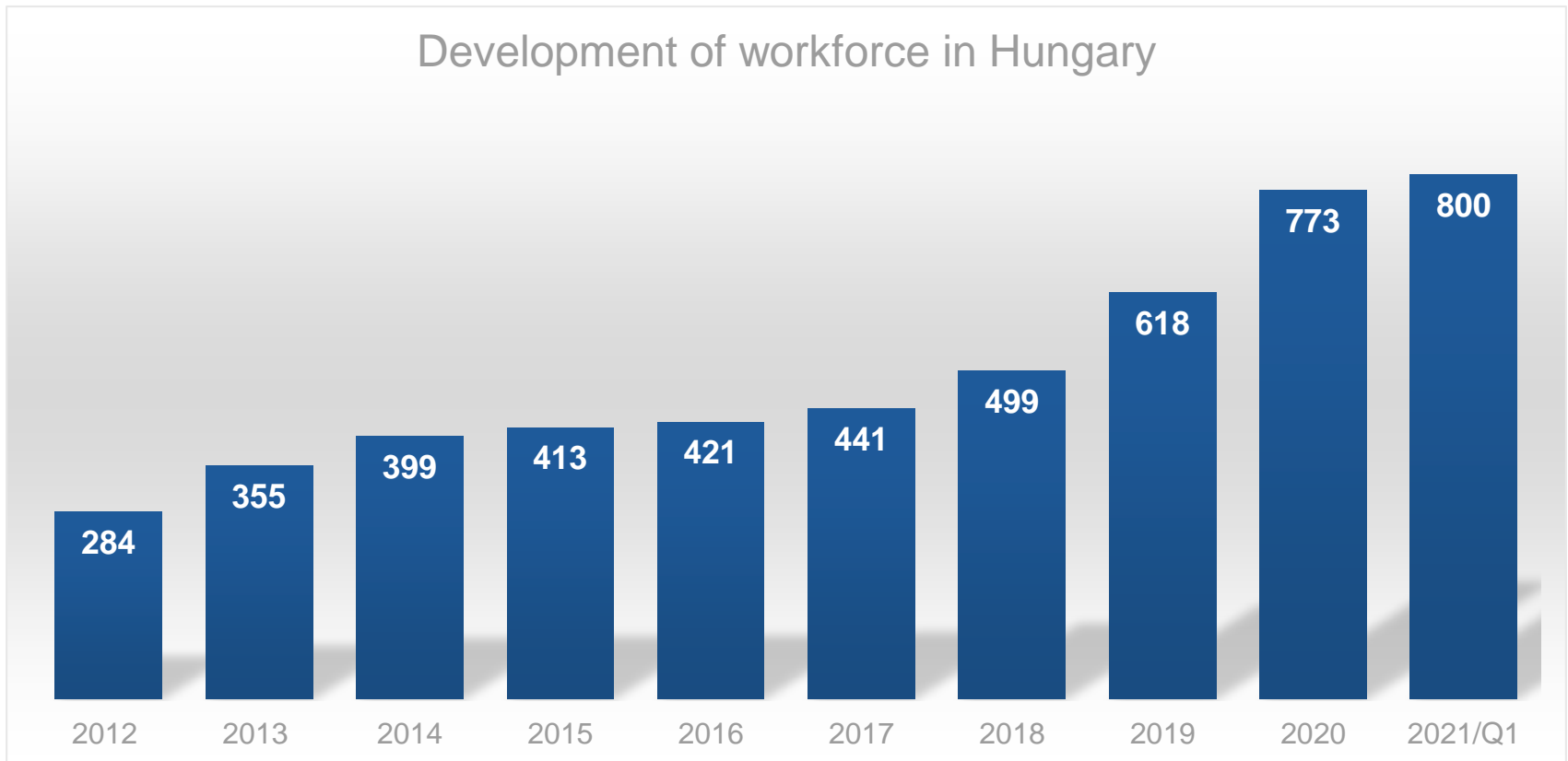


#### FLIRT retrofit project

- Technical upgrade of 60 FLIRT trains
- Maintenance hall rental in Celldömök from MÁV
- 20 employees (subcontractors)

# CONSOLIDATED FIGURES IN HUNGARY

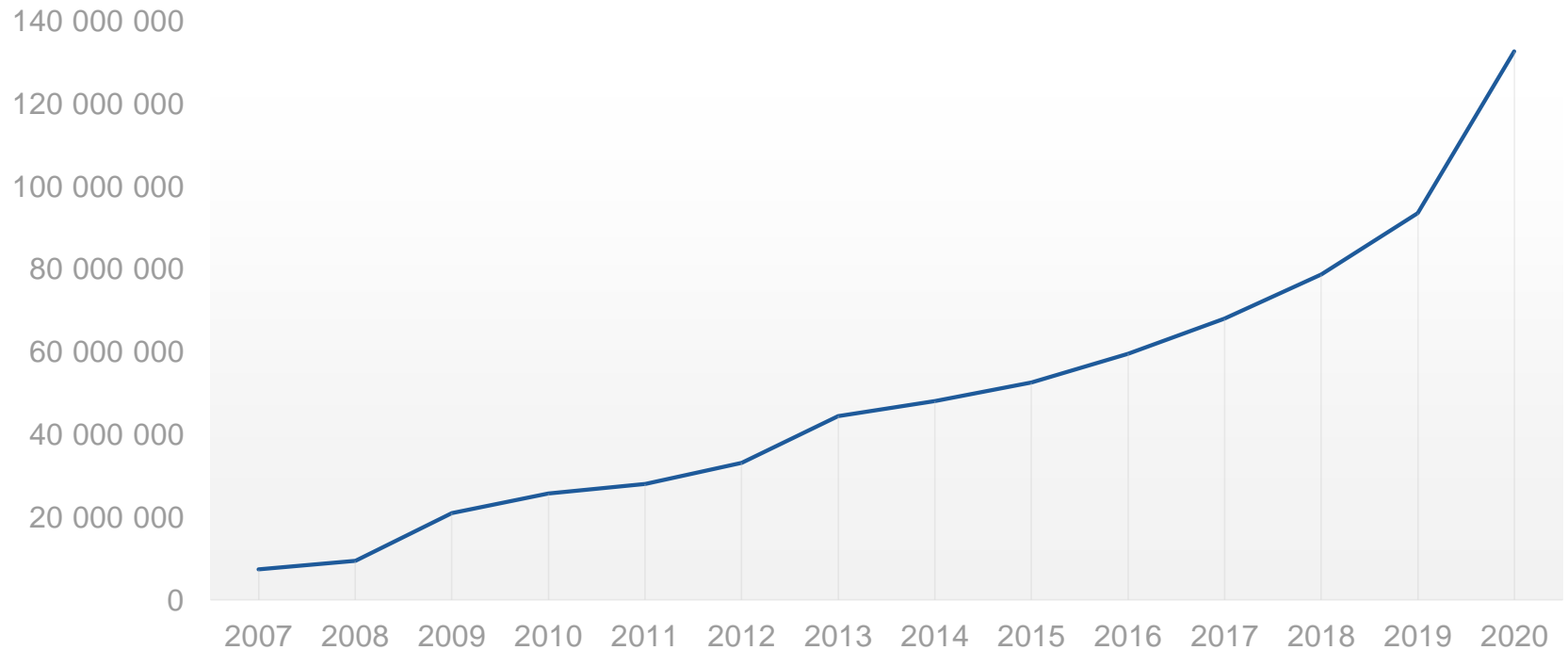
## EMPLOYEE DEVELOPMENT



**Altogether 800 workers employed by Stadler Hungary in 2021 Q1**

# CONSOLIDATED FIGURES IN HUNGARY

## CUMULATED INVESTMENTS



**More than 130 million CHF invested in the last 15 years**

# STADLER MINSK HISTORY



Project Stadler Minsk start-up

2012



Production process start-up

May 2014



Stadler Minsk gets a contract and starts engineering and production of 23 METELISA trams for St. Petersburg

2016



Stadler Minsk gets a contract for 10 FLIRT EMUs for the Belarusian Railway

2019

From  
2012

2013

Start of construction Stadler Minsk



2014

Alexander Lukashenko, the President of Belarus, solemnly opens up Stadler Minsk on the 20<sup>th</sup> November



2017

Stadler Minsk gets a contract for 10 METRO trains for Minsk (Belarus)



2020

Stadler Minsk launches the power converters' factory



# PRODUCTION CAPACITIES STADLER MINSK



## Facts and figures

- Square: 220 000 m<sup>2</sup> including 50 000 m<sup>2</sup> production area
- Number of employees: more than 1550
- The maximum output of the factory: 400 aluminium carbodies
- Full scope of production: mechanical treatment, welding of elements and carbodies, painting, assembling and commissioning of rolling stock

# OUR MISSION

## QUALITY POLICY

Provide mobility of population with high comfort and speed of movement

Mission



Become the leader in production of railway and urban electric transport of Eastern Europe and CIS

Vision

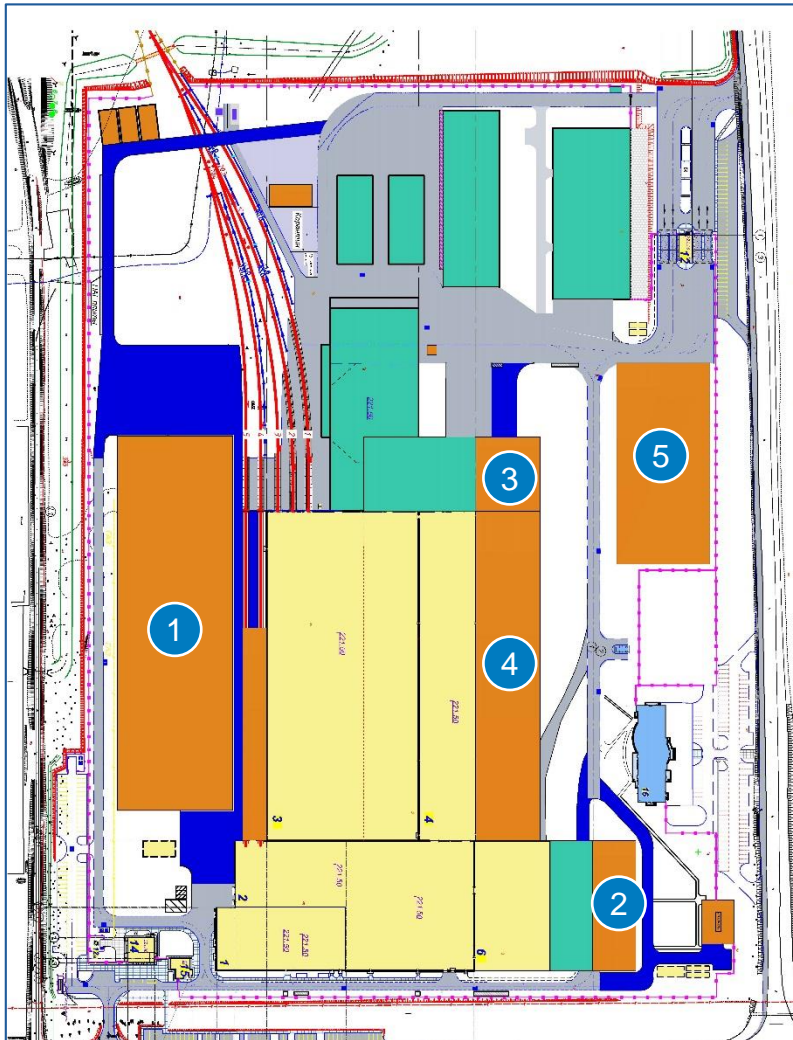


Provide sustainable growth of revenue of the company and its employees by high quality, reliability, safety and comfort of the manufactured goods

Goal



# EXPANSION OF STADLER MINSK INFRASTRUCTURE



## FACTS AND FIGURES

1. Construction of a storehouse for components with the area of 13,020 m<sup>2</sup>
2. Modernization of the painting shop for the installation of two additional painting booths with the area of ~1800 m<sup>2</sup>
3. Expansion of the mechanical treatment and trimming workshop ~1400 m<sup>2</sup>
4. Expansion of the carbody workshop ~6000 m<sup>2</sup>
5. Construction of a storehouse complex for aluminium ~3000 m<sup>2</sup>







**WE ARE READY FOR NEW CHALLENGES**

**STADLER**