

Dunajská Streda, 13.10.2022

Dear Business Partners, dear Customers!

As every year, we approach you in advance with information regarding price and service developments in the field of intermodal transport in the countries where we operate. Our aim is to give you a better understanding and prepare for the next period.

This year, though, is not like the previous years. We are faced with a constantly changing environment, be it transportation costs, traction energy costs, changing fuel prices, as well as the unfavorable situation in the ports which results in the congestion of the inland railway infrastructure, which in turn affects the inland terminals. This is not to blame one party or another in the transport chain, this is the so-called new normality.

As one of the examples, we can cite the current movements in the electricity market, which are difficult to predict and do not essentially represent a shortage of electricity as such, but are regarded as an area of economic speculation. We expect electricity prices to remain highly volatile in the coming months, with the purchase and price of traction electricity subject to very different market mechanisms that differ from country to country. In order to be able to determine the costs for the next period, it is necessary to have answers to at least the basic development questions.

We are currently in the phase of negotiations with individual entities and, at the same time, we are expecting information from individual authorities about the development for the next period. The development of prices in 2023 will depend on this. It can be assumed that prices will change faster in the future than we are used to, and therefore, we are looking for a suitable way to counter this trend.

As negotiations will take a lot of time this year, we do not expect the outcome of these negotiations earlier than in November. We can also see the ambitions of the EU, where we are also waiting whether there will be a possibility to have regulated prices. Some countries in Europe have already achieved to have such prices, unfortunately, our region still has not.

We would like to thank you for the support you have shown us over the years and we believe that together we can succeed in getting the system back on its feet and we will find a way to overcome this unusual period.

We will inform you of any progress in the series of negotiations and provide you with a comprehensive overview of the situation for the next period. We are convinced that we can do it together.

Thank you for your attention and understanding.

Sincerely Yours,

A handwritten signature in blue ink, appearing to read "Peter KISS", with a long horizontal flourish extending to the right.

Peter KISS  
on behalf of the Team METRANS