

Dear Customers,

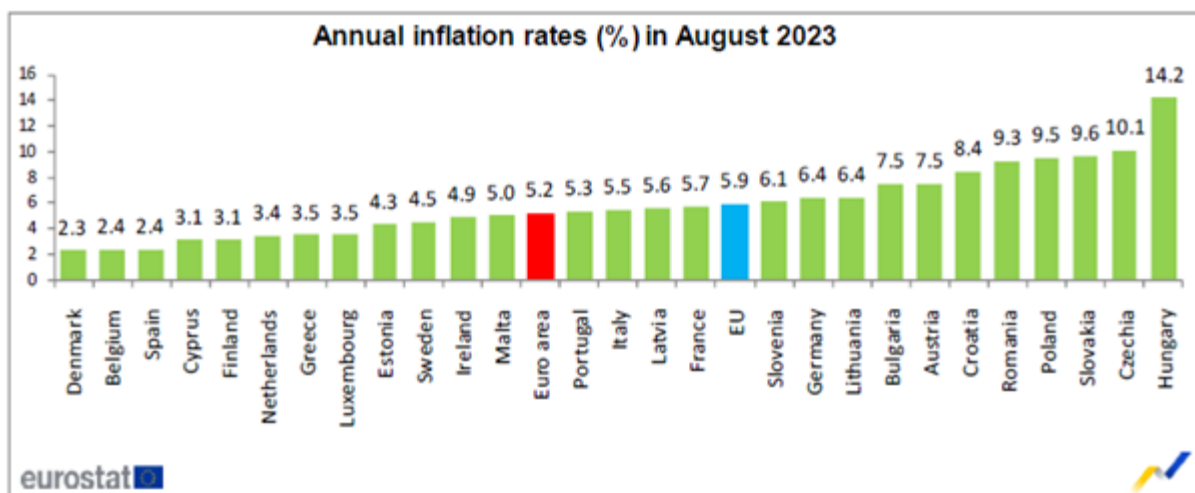
In our last business announcement on the expected cost developments in intermodal transport for 2024 we can only confirm that the actual transport costs will be higher. The main cost items exerting pressure on the increase in final prices include:

- price for the **use of railway infrastructure** - a real increase of up to 3 % across our network,
- **charges from port authorities** across the network increase by 3-7 %,
- **cancellation conditions** – payment obligation for cancelling already ordered routes with DB Netz can reach up to 15 % of the price from the fee for using the railway infrastructure.

We informed you in more detail about this topic in Newsletter No. 92/2023 on 13/9/2023 which you can download [here](#).

In addition to the above-mentioned rather minor, albeit absolutely unavoidable items, inflation has a significant negative effect on the final prices.

We have been and are still witnessing the sensitivity, fragility and, unfortunately, the direct dependence of the entire intermodal transport sector on the rate of inflation, thus of the entire European economy. The graph below shows that while the CPI indices are falling throughout Europe, in the CEE region, where the core of our services lies, the trend is rather the opposite and the CPI remains almost twice as high as in the EU. The starting point for next year is therefore not very positive.



**Therefore, our outlook for 2024 remains almost unchanged:**

- **economic challenges** - the EU region where we operate, faces a turbulent economic climate characterised by increased volatility. This turbulence will have an impact on the demand and availability of resources
- **instability of energy prices** – unstable energy prices throughout the EU region have affected our most important activities in the framework of intermodal transport. We will continue to monitor the situation and keep you informed
- **high CPI** – the rising consumer price index /CPI/ has increased our overall costs. To remain competitive, we have optimised our cost structure to maintain an affordable service in regard of prices.

In respect of all the facts given, we have finalised all the components for determining the prices in 2024. We have tried to find the right balance between the pressure to increase prices resulting from the above-mentioned factors and the current situation on the transport market. By fixing the price of traction energy at the level of 200 EUR/MWh and constantly optimising our products, we expect a price increase of up to 5 %.

The final values for individual countries and directions will vary. As part of the ongoing revision of the mileage and routing of transports from depots at all-in prices, selected destinations will be optimised by transferring the current DTS (Detour) Surcharge to the price (in those cases where there has been a permanent modification of restrictions in the road infrastructure).

A significant change for the year 2024 will be a change in rules for free waiting time for trucks and the introduction of a new discount for afternoon delivery at selected terminals (ADD – Afternoon Delivery Discount). We will inform you about both separately in one of our following newsletters.

We will continue to monitor the values of the Traction Surcharge and Fuel Surcharge and for 1Q/2024 we will announce them at the beginning of 12/2023.

We understand the complexity of the current economic situation and are committed to providing an exceptional service even in these challenging times.

We look forward to further cooperation with you and we believe that together we will be able to overcome all the obstacles that have arisen.

Thank you for your time and best regards,

A handwritten signature in blue ink, appearing to read "Peter KISS", with a stylized flourish at the end.

Peter KISS  
on behalf of the METRANS Team