



Letter of Intent

of Managers and Owners of the TERMINALS

of Rail Freight Corridor 7 (Orient Corridor)

**„Prague-Vienna/Bratislava-Budapest - Bucharest-Constanta - Vidin-Sofia-
Thessaloniki-Athens”**

about setting up of the Advisory Group of Rail Freight Corridor 7

in accordance with Regulation (EU) 913/2010

Budapest, 30 October 2012

Railway Infrastructure Managers and Allocation Bodies along Rail Freight Corridor 7 „Prague-Vienna/Bratislava-Budapest - Bucharest-Constanta - Vidin-Sofia-Thessaloniki-Athens” have set up the Management Board of the corridor based on Regulation (EU) 913/2010.

The purpose of this Letter of Intent is to identify a framework for cooperation and partnership between the Management Board and the managers and owners of Terminals and their representative organizations in the context of establishing and operation of Rail Freight Corridor 7 in order that the services provided along the corridor meet market demands as much as possible.

According to article 8 paragraph 7 of Regulation (EU) 913/2010, the Management Board shall set up an Advisory Group of Terminals, which

- may issue an opinion on any proposal by the Management Board which has consequences for investment and the management of terminals;
- may issue own-initiative opinions;

and the Management Board shall take any of these opinions into account.

Participation in the Advisory Group is on a voluntary basis.

Undersigned hereby confirm that the organizations they represent intend to cooperate with the Management Board of Rail Freight Corridor 7 in the framework of the Advisory Group of Terminals, in accordance with Regulation (EU) 913/2010 and the Rules of Consultation enclosed to this Letter of Intent.

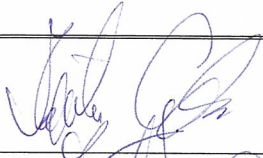
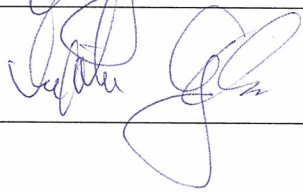
The comprehensive position of the Group (including majority and minority opinion of companies, if applicable) shall be communicated to the Management Board by one representative company of the Advisory Group, that is Rail Cargo Austria AG Deputy representative is WienCont Container Terminal Gesellschaft m.b.H

Budapest, 30 October 2012

Name of participant	Name of company	Signature
GANIBEGOVIC Nusreta	WIEN CONT CONTAINER TERMINAL GesmbH	
ANDRÁS SCHMIDT	AUT RAIL HÚZRT	
Dr. Fuller István Husztí ISTVÁN	BILK KOMBITERMINÁL Zrt	
Ernst Spuller	Rail Cargo Austria	
Mihai ROSCA	CFR MARFA S.A.	
FERENC TAKÁCS	DB SCHENKER RAIL HUNGÁRIA KFT.	
VLADIMÍR FIEBER	BOHEMIAKOMB/	
Angela KEMEC	WienCont Container Terminal Ges.m.b.H.	
ZOLTÁN NABY József Molnár	BUSINESS PARK ŠTÚROVO RAILWAY	

JURAJ MUDRÁK

METRANS /DANUBIA/AS.

Name of participant	Name of company	Signature
MÁRTA GÁBOR	GYSEV CARGO Zrt.	
MÁRTA GÁBOR	MLSZK SZ	



RULES OF CONSULTATION BETWEEN THE MANAGEMENT BOARD AND THE ADVISORY GROUPS OF ORIENT CORRIDOR IN HARMONY WITH REGULATION (EU) 913/2010

I. Basic provisions

1. The Management Board (MB) sets up one Advisory Group (AG) made up of managers and owners of the terminals of Orient Corridor and of their representative organizations.
2. The MB sets up one further AG made up of railway undertakings (RUs) interested in the use of Orient Corridor and of their representative organizations.
3. Participation in the AGs is on a voluntary basis.
4. The AGs may issue an opinion on any proposal by the MB which has direct consequences for AG members. The AGs may also issue own-initiative opinions. The MB shall take any of the opinions of the AGs into account.
5. The MB is responsible for organization and financing of three regular AG meetings / year / AG and of consultation between MB and AGs.
6. Internal meetings of AGs are financed by AG members themselves. Members of the AG will not be reimbursed by the corridor organization for their expenses.
7. The MB defines only the rules applicable between MB and AGs, but MB does not define the process of communication and position-making inside the AGs.

II. Formulation and representation of the positions of the AGs

8. Every AG elects its own representative for a defined time period, and informs the Secretariat of Orient Corridor of the name and contact details of the AG representative. The representative of the AG collects the opinions of AG member companies, and communicates the comprehensive position of the AG to the MB.
9. A sole position of the AG shall be communicated to the MB, and not individual positions of AG members. Nevertheless, the position of the AG may include majority and minority opinions, if applicable.

10. Inside the AG every country has a coordinator, pulling together the AG members inside its country, and communicating to the representative of the AG.
11. The possibility for joining and leaving both AGs shall be always open. Secretariat of Orient Corridor has to be informed of names and contact details of newly joined and/or leaving AG members.

III. Procedure of consultation between MB and AGs

12. The MB communicates with the representatives of the AGs only, i.e. one entity from AG of RUs and one entity from AG of Terminals.
13. The sole channel of communication with AGs on behalf of MB is the Secretariat of Orient Corridor, whose contact details are to be found on the website of the corridor. Therefore, the AG should address the Secretariat in case of sending the position of the AG, asking for clarifications, etc.
14. MB Secretariat circulates documents for consultation by sending them to every AG member by e-mail correspondence, but MB Secretariat receives the comprehensive AG position only from the representative of the AG, and not individual opinions from AG members.
15. The language of communication between MB and AGs is English.
16. Country coordinators of the AG may contact the MB member Infrastructure Manager company of their country for consultation.
17. Regular meetings of AGs are held three times a year. Regular meetings are organized by the MB Secretariat. MB members of Orient Corridor and its experts may take part in the AG meetings.

IV. Utilization of AGs' opinions

18. As a basic rule, MB takes every possible opinion of AGs into account.
19. If MB cannot take some AG opinion into account, MB gives justification to AG, and continues consultation with AG until agreement is reached.
20. If agreement between MB and AG position cannot be reached, parties can refer the matter to the Executive Board to act as mediator.