



# CASE HISTORY

## Project Outline

- Specification and delivery of equipment for rolling stock maintenance workshop for:
  - Electric locomotives
  - Diesel locomotives
  - Passenger carriages
  - Freight wagons

## Molinari Rail Turnkey Services

- Conceptual Design
- Detail Design
- Technical Specification
- Financing
- Procurement and Delivery
- Warranty Management
- Project Management

## Role of Molinari Rail

- Concept Design
- Equipment Selection
- Equipment Delivery
- Transaction Management
- Coordination with ECAs, Banks and Exporters



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## Maintenance workshop – Ethiopia

### New railway era for Ethiopia

Ethiopia is investing in its railway system. The rail network is to be expanded to cover more than 4'700 km. Yapi Merkezi from Turkey has been contracted for a central 420 km section of new electrified railway line by Ethiopian Railway Company (ERC). Yapi Merkezi is sourcing from several European countries, including Switzerland and Austria. The railway will be powered with energy from hydro-electric sources. This will substantially reduce emissions compared to the current mode of transport using trucks.

### Single Point of Contact

Molinari Rail is acting for all supplies from Switzerland and Austria as a single point of contact toward Yapi Merkezi, the Swiss and Austrian ECA as well as to the financing banks. These Transaction Management Services form an important part of the Molinari scope and cover all steps from contracting to delivery and payment. The development and implementation of a common contractual framework with most suppliers facilitated the contracting and reduced the efforts in managing the contracts with the suppliers.

The overall project is worth USD 1.165 bn. Of this amount, USD 415 m was financed via ECA-covered loans. Swiss-ECA SERV is insuring USD 151.2 m of this subproject. Since a high proportion of Austrian deliveries is included in the Swiss part, an amount of USD 62.3 m will be reinsured by OeKB on behalf of

SERV. The credit period for the buyer credit is 10 years, plus a waiting period of 2.5 years.

### Design and delivery project for Ethiopia

Molinari is also responsible for the concept design and equipment delivery of the new maintenance workshop in Kombolcha, which is located in the central high plateau at Kombolcha, next to a newly built freight yard.

### Challenge

Molinari has the task to design and equip the workshop as well the intermediate stations with all necessary equipment to cover the envisaged processes for the maintenance of electric locomotives, passenger coaches, freight wagons and the overhaul of all mayor equipment within the target cost frame. The workshop equipment will be sourced by Molinari directly and delivered to Ethiopia.

### Approach

Through strong collaboration with our client Yapi Merkezi, Molinari managed to meet the ambitious economic and technical targets. By applying a proactive project management, Molinari could efficiently manage the selection of sub-suppliers, technical clarification and handling of the international export project logistics.

### Result

Seamless project implementation throughout the project from concept design, basic design approval through to purchasing, delivery, installation and commissioning.

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