



Unipart Rail



Experts in Supply Chain
and Technology & Product
Solutions for the Rail Industry



We address the challenges of the rail industry across the asset life cycle by working collaboratively with our partners to deliver technology and supply chain solutions that **improve performance, reduce risk and optimise cost.**



Safety - You can rest assured we take safety seriously – considering safety is at the heart of everything we do. Ensuring the safety of rail workers and the general public is our number one priority, recognised by our British Safety Council Awards.



Cost - We will work with you to optimise your costs whether it's new technology or supply chain enhancements and process improvements. Our focus on cost is continual and by working with us, our customers know that we will help them optimise their costs.



Corporate Responsibility - We recognise the importance of corporate social responsibility to your business, and we will help you meet your aspirations in the marketplace, the environment, the community and in your workplace.



Risk - We will help you reduce and mitigate risk - important to ensuring the safety of people, and successful delivery of operational activities. Our ability to mitigate your risk is underpinned by our deep understanding of the rail sector and the investment we the made in our people, systems and processes.



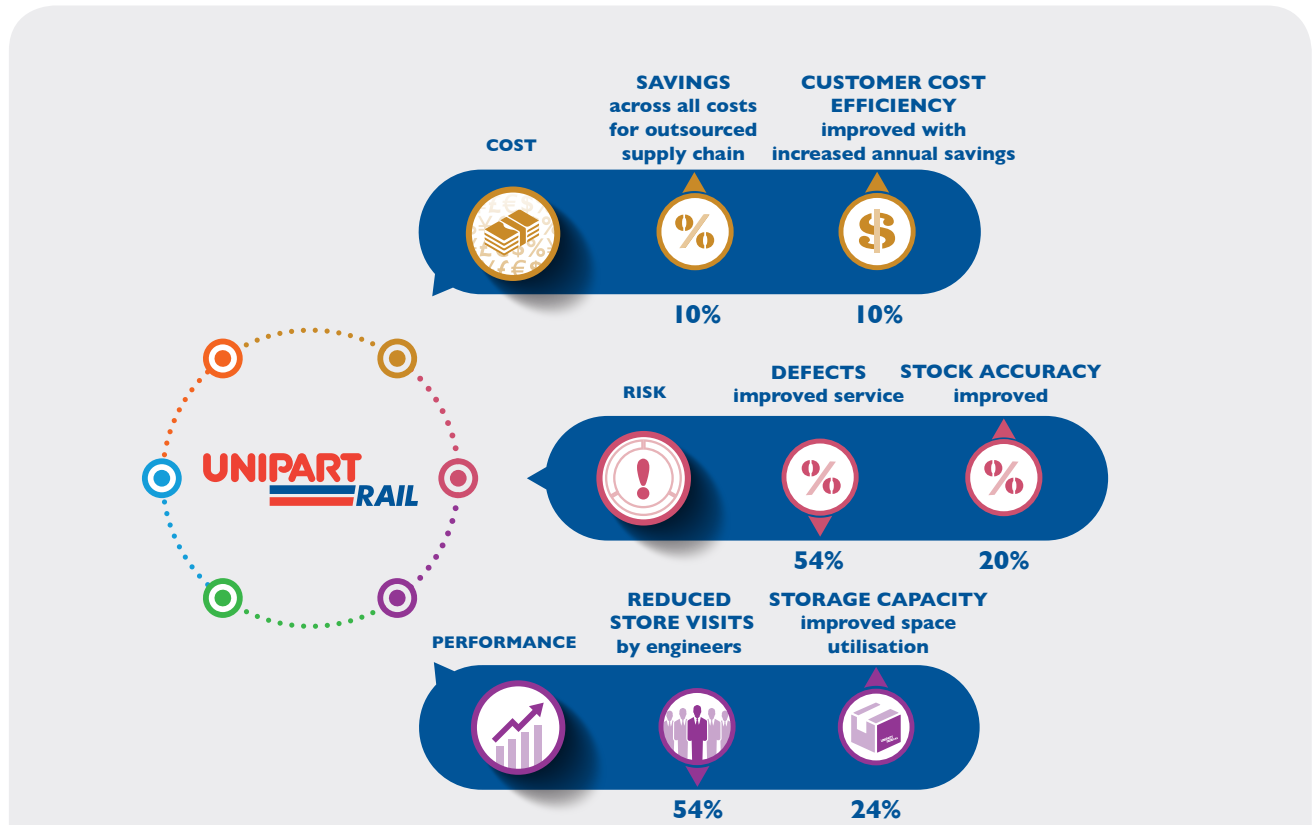
Digital - Digital technology offers new possibilities for rail sector - We will support and guide you in implementing radical new digital solutions to improve your performance - delivering Industry 4.0 systems through to condition based maintenance and enhanced customer experience.



Performance - Improved asset performance, reduced waste, improved operational performance, continually improving processes. All the result of working with us.



Innovation - We deliver added-value innovation in products and services that will transform and sustain your business.





Supply Chain Solutions

At the heart of your success is your supply chain. Reputation, revenue and profit all rely on your ability to deliver for your customers.

That's why we commit so much time, energy and investment into creating the strongest most resilient and most successful supply chains in the industry.

For more than 20 years we've partnered many of the best known names in world rail to carefully manage material availability, create bespoke designed solutions and to deliver highly valued rail industry support. Reputation, revenue and profit guaranteed through our expert supply chain solutions.

Here's how we help:



Supply Chain Operations - flexible and tailored solutions for your supply chain operations. Your supply chain defined on your terms



SmartServe - smarter point of use provision of materials for depot and stores. The right materials, in the right place, at the right time... at the right price



Consultancy - expert supply chain and lean consultancy for optimum supply chain and operational performance.



Technology & Products Solutions

Unipart Rail - a wealth of world class rail products and technologies across infrastructure, signalling, rolling stock and train operations.

High quality, industry compliant rail products delivered where you need them when you need them and in the format required. Products that help you get the job done punctually, professionally and profitably.

From new parts manufactured in house, to the servicing and overhaul of rail equipment, to third party products supplied and serviced alongside our supply chain partners, we've all you need.

Trusted the world over we already supply many of the world's leading rail companies and are the preferred route to market for the best known names in rail equipment.

Less a question of whether we can help.

More a question of how.

Unipart Rail – a wealth of world class rail products and technologies across infrastructure, signalling, rolling stock and train operations.



Engineering and Product Support



Warranty and Reliability Management



Manufacturing



Quality & Risk Management



Product Innovation



Optimised Delivery of Materials



Safety & Incident Management



Asset Management

Unipart Rail addresses the challenges of

Unipart Rail addresses the challenges of the rail industry across the asset life cycle. We work collaboratively with our partners to deliver technology and supply chain solutions that improve performance, reduce risk and optimise cost.

We're part of Unipart Group, a global business that brings together manufacturing, logistics and consultancy in a set of products and services that create imaginative solutions for its customers.

Our holistic approach to rail and work across infrastructure, signalling and rolling stock sees us working with Operators, ROSCOs, Infrastructure Owners and Contractors with our supply chain services a key component in their customer delivery.

At the heart of our business is a set of core principles. Ethical fundamentals that cover safety, corporate responsibility, employee engagement, and our unique Unipart Way. Principles that together mean you can be absolutely confident in Unipart Rail and the many ways we serve the world's railways.



Rolling Stock

Train and freight operators, train builders, maintainers and rolling stock leasing companies the world over benefit from our rolling stock products, components and supply chain efficiencies.

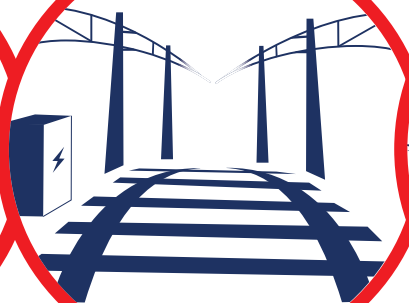
Using us as a single source supplier for all refurbishment and maintenance rail components and products means you both reduce deliveries and simplify order processing. We can also provide kits of equipment so that all job materials arrive on one pallet.

Aligning materials delivery with work programmes, organising off site buffer stocks and accurately forecasting future demand patterns also makes sure you always get to products you need, when you need them.

Traction and Rolling Stock (T&RS) product availability includes interior and exterior components, consumable components, heavy engineering and workshop products.



INFRASTRUCTURE



TRACTION & ROLLING STOCK



s of the rail industry



Infrastructure

Whether you are a rail Infrastructure owner, operator or contractor you can rely on us for a lock tight supply chain that delivers the rail infrastructure products you need.

Extensive experience in all rail infrastructure disciplines including P-way, Overhead line, Cable and Power Supply means that we know exactly what it takes to get the job done.

A keen understanding of the regulatory environment and the high standards required with a strong emphasis on safety means we can help you deliver to your customers confident in the knowledge that you're always fulfilling your legal obligations.

The kind of innovative, creative, compliant thinking that helps us find fresh answers to the most complex of customer questions. For example the OLE Assembly and Logistics, or the Off-site Factory for Level Crossings. Both cut trackside complexity and installation time as well as minimising stocking and requirements for trackside stores.

Our service centres coordinate repair and overhaul services, infrastructure products, off-site prefabrication and assembly for infrastructure projects

Did you know too that our capabilities are supported with a number of subsidiary companies? Samuel James for example who provide LV switchgear and control gear systems or Instrumentel, suppliers of condition based maintenance technology.



Signalling & Traffic Management

For signalling and traffic management we offer consultancy, design, manufacture and the supply of signalling products. All that plus installation of signalling equipment and delivery of signalling projects.

Unipart Dorman take care of design and manufacture of innovative Rail and Traffic Management products. Extensive product ranges available throughout the UK and in more than 30 other countries. Products include a complete range of LED signals and solutions for all aspects of Railway Signalling, Traffic Management solutions, Hazard Warning lamps and Vehicle Activated Signs.

Through our subsidiary Park Signalling, we provide a range of performance enhancing and life extending services and products for signalling systems. Park covers the life cycle of signalling systems spanning design and development, application engineering, prototype manufacture, repair and consultancy.

Our service centres provide repair and overhaul services for signalling equipment as well as assembly and pre installation testing services for signalling equipment such as Location Cases and REBs. We also provide supply chain solutions to the leading OEMs and contractors to help them deliver signalling projects on time and to budget.

Our customers operate right across the rail industry:

- Train Operating Companies
- Freight Operating Companies
- Rolling Stock Maintainers and Overhauleders
- Train Builders
- Train owners and investors
- Infrastructure Owners
- Contractors

Global business

A global business, Unipart Rail delivers rail technology and supply chain solutions that improve performance, reduce risk and optimise cost.

Our international presence sees us work with customers in Europe, the Middle East and Africa, North America, Asia Pacific and Australia.

In **Europe** we have a long established business in the UK and work with rail companies across the continent. Customers include Network Rail, London Underground, a host of operating companies, train leasing companies and the leading contractors, OEMs and train builders, as well as our Joint Venture with Lucchini - LUR.

In **Africa**, we partner Gear Rail, harnessing Gear Rail's reach across the African Continent and Unipart Rail's expertise in modernising supply chains. The partnership is focused on delivering cost improvements, reduced risk and improved materials deployment performance.

In the **Middle East**, our joint venture with Arabian Railway Company - Unipart Rail ARC is ideally positioned to support growth in Saudi Arabia, whilst we also seek further business opportunities across the region.

In **Australia** our client roster includes the likes of Yarra Trams, Sydney Trains and Metro Trains Melbourne. In a world class joint venture maintaining half of Sydney Trains' fleet, UGL Unipart combines UGL's intimate knowledge of Sydney's passenger rolling stock and Unipart Rail's international logistic and supply chain expertise to maximise rolling stock assets.

In **North America**, we have a long established signalling and traffic management business - Unipart Dorman, and are broadening our business across technology and supply chain solutions working with transit authorities, train builders and maintainers, freight operators and OEMS.



Working with the Best

We want to ensure that our business meets the needs of our customers. For over 15 years we have been working with, and acquiring companies that are the best at what they do - and which complement the wider Unipart Rail capabilities and solutions.



Key Fasteners offers a fully traceable supply chain solution for consumables and fasteners that complements the Unipart Rail service.



Instrumentel is a world leading manufacturer of electronics systems for precision measurement in extreme environments, expanding our capability into condition monitoring.



Unipart Dorman, part of Unipart Rail, leads the market in the development of LED signalling and indication.



Samuel James Engineering Ltd is one of the UK's leading suppliers of LV switchgear and control gear systems for the Rail Industry. This is an extension of our existing range of signalling & power equipment.



Park Signalling, part of Unipart Rail, delivers engineered solutions for railway signalling and telecommunications.

Why work with Unipart Rail

Perhaps it's the fact that we've invested and continue to invest so heavily in people, in systems and infrastructure, the service centres and customer and supplier distribution networks to keep you, efficient and effective.

Maybe it's because of our deep and broad rail sector knowledge. Or that we have an intimate understanding of railway equipment, of compliance, of railway standards and the necessary legal and safety requirements.

It could be because we understand the regulatory environment, the importance of high industry safety standards and can help you deliver to your customers with absolute confidence.

In reality though, it's a combination of all these important, industry essential factors.

Non-negotiables that see us work in close collaboration with suppliers and customers to deliver the quality and consistency you deserve. Every component specified correctly. Every component to standard. Every component supported.



Our approach sets us apart

Every business needs a set of principles that guides it. Ours is called The Unipart Way.

It is more than a set of tools and techniques – it's a way of working that engages your and our people, committing them to world-class performance and a culture of sustained continuous improvement.

What makes us an outstanding choice in helping you implement and sustain your Lean journey is our ability to gain high levels of employee engagement.

This approach features in everything we do.

From creative engineering and innovation through to our Lean business consultancy, we are constantly looking for ways to improve both our service, the quality of the solutions we offer, and the wider Supply Chain.

When you collaborate with Unipart Rail, you can have the confidence that we will deliver you the best service available to you – and do it better than anyone else.

Our people make the difference

Unipart Group has long been recognised as a pioneer in engaging people in continuous improvement, the result of which is a sustainable route to operational excellence through The Unipart Way.

Within Unipart Rail, we are developing a dynamic and systematic approach to harnessing the energy of our people to create the ideas and knowledge to grow and develop our business.

Today, Unipart Rail people recognise the importance of The Unipart Way as an holistic system that enables them to work together to develop innovative ways of delivering more for less.

It combines the best tools and techniques of "Lean" thinking with a commitment to engaging employees at every level of the organisation and it enables our people to focus on delivering benefits that make a significant difference to our customers and their customer.

The MacLeod Report on the benefits of Employee Engagement highlighted its importance in successful organisations, and we believe that we have exceptional performance in this area.

We are committed to delivering engaged employees in both our own and our customers' organisations.

This works for us both by developing our suppliers and partners to improve their business, and in the deployment of engagement to our customers through our Lean and Supply Chain consultancy offerings.

"Levels of engagement matter because employee engagement can correlate with performance. Even more significantly, there is evidence that improving engagement correlates with improving performance"

David MacLeod, *MacLeod Report*

Collaborative customer engagement

We believe that the relationship we develop with our customers should be the closest possible.

We know that every customer is different. It is only by working closely that we can fully understand their needs and respond with a creative solution that delivers the precise benefits required.

The certification to BS 11000 Standard for Collaborative Business Relationships demonstrates the commitment that we give to working with our partners to deliver additional value in a structured but dynamic way. Unipart Rail was awarded in early 2015 the prestigious UK Rail Industry Award for Collaborative Working in recognition of the pro-active relationships that the company has formed with customers.

Our services are designed to be strong enough to provide a powerful solution, yet flexible enough to fit your existing operations.

All of our services can be engaged in a 'stand alone' manner, but for maximum benefit, we can manage all your materials sourcing, supplier contracting, lean transformation, logistics and distribution.

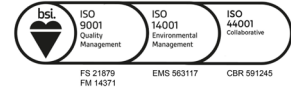
We partner with hundreds of leading global Rail businesses including those shown below:

Part of Affinity Rail Group
a DB company
a Genesee & Wyoming Company
Inspire the Next
Cleverer Lösungen auf der Schiene
greener smarter travel

We do it right

The Rail industry has many standards and safety controls and we understand that everything needs to conform to ensure safety and interoperability of systems.

That is why we are members of all relevant industry organisations, and have certifications and accreditations for the standards which underpin safety, security and quality – in our products, services and people.



Railway Industry Association



We believe Corporate and Social Responsibility (CSR) is about doing well by doing good. We understand that this is not simply altruism but commercially sensible and as such it is embedded into everything we do, every day.

Unipart Group is proud to have been recognised with a five star rating in the 2016 Business in the Community Corporate Responsibility Index for the second year.

We also won the 2011 Environmental Leadership 'Example of Excellence', the 2016 BUPA 'Wellbeing at Work' Award and the 2017 Fujitsu 'Responsible Business in the Digital Age' in the Business in the Community's responsible business awards



This continued recognition for our company's effort and performance in the area of Corporate Responsibility reaffirms our belief that the principles on which we founded our business - the Unipart Value Set - have endured in a constantly changing world and are as relevant today as they were when they were launched in 1987.

In removing waste from every aspect of our business and our supply chains, we continue to conserve scarce environmental resources. We used creativity before capital to solve problems and address issues, finding solutions that are low cost in terms of energy resources as well as in terms of cash.

By engaging with our local communities we can help to improve the employability and life prospects of those living within the community and develop local economies as well as positively impacting the well-being of our employees and their families.

We have achieved British Safety Council Swords of Honour for our Unipart Rail sites, recognising outstanding commitment to occupational safety on our premises.



UNIPART GROUP

Manufacturing · Logistics · Consultancy

The Unipart Group employs thousands of employees worldwide and has an annual turnover of approximately £800million. It is a leading UK manufacturer, full service logistics provider and consultant in operational excellence.

Operating across a range of market sectors, including Automotive, Manufacturing, Mobile Telecoms, Rail, Retail and Technology, Unipart offers a breadth of services from Third Party Logistics to expert consultancy.

All Unipart sites operate according to the Group's proprietary version of Lean known as The Unipart Way. This is a philosophy of working underpinned by tools and techniques that inspires efficiency, flexibility and outstanding customer service in any process.

The company, which is based in Oxford in the UK, has a growing number of international sites supporting a wide range of blue chip clients. For more information visit:

www.unipart.com



About Unipart

The Unipart Group is a leading UK manufacturer, full service logistics provider and consultant in operational excellence. Operating across a range of market sectors, including automotive, manufacturing, mobile telecoms, rail, retail and technology, Unipart offers a breadth of services to a wide range of blue chip clients internationally.

Unipart Rail

Jupiter Building, First Point, Balby Carr Bank,
Doncaster DN4 5JQ

Tel: +44 (0) 1302 731400

Fax: +44 (0) 1302 731401

email: enquiries@unipartrail.com

Unipart Rail

Gresty Road, Crewe,
Cheshire CW2 6EH

Tel: +44 (0)1270 847 600

Fax: +44 (0)1270 847 601

email: enquiries@unipartrail.com



Visit www.unipartrail.com for details
of our Worldwide Regional Offices