



Building the future

Annual Report 2015

[iru.org](http://iru.org)



### **Helping the world get where it needs to be**

IRU is the world's road transport organisation.

We drive the sustainable mobility of people and goods across the planet, supporting trade, economic growth, jobs, safety, the environment and communities.

We develop knowledge, build networks, advocate for change and deliver services across more than 100 countries worldwide.

Our core constituents are national transport associations, but we also work with business, the United Nations, governments, international organisations and non-governmental organisations.



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**Christian Labrot**  
**IRU President**

# Building blocks

We're building the foundations of a better IRU.

2015 was a year of immense challenge and change for our industry and for IRU.

Geopolitical tensions continued to affect trade flows, and new technology and competitors shook up fast-evolving transport markets and the regulators who often struggle to keep pace.

We moved steadily closer to a future where integrated mobility solutions become the norm. But at the same time, passenger and freight operators continued to face the business and logistical challenges of effectively and efficiently moving people and goods across town, or across the planet.

For IRU, the challenge of rebuilding TIR in Russia continued. Developing new innovative services for freight operators and customs authorities, and expanding the system's geographical coverage, were however fruitful, with the notable accession of Pakistan to the TIR Convention.

We welcomed 18 new members to the family in 2015, and trained more than 21,000 drivers and managers through the IRU Academy.


Lobbying efforts on passenger transport were intensified, and we tripled the size of UpTop, our global taxi network.

IRU also continued on the challenging path to become a more professional, efficient and transparent organisation. This path has not always been easy, particularly with the need to restructure the organisation. However 2015 saw many of the key building blocks for the future start to take shape, including modernised operational, financial and organisational structures and processes.

These steps to build a stronger IRU will help us to become more innovative in the way that we operate and the services we provide, to expand into more countries, and to become an even more powerful and influential voice for our fast-changing industry.

Being elected IRU President in 2015 was a tremendous honour. I look forward to serving our members, our industry and our partners in the coming years, at this crucial time in the history of our organisation and our sector. ■

# 2015 at a glance



To move forward, to meet the challenges of our industry and our world, we needed to change.



18

**New members**

1,500,450

**TIR Carnets**

21,876

**Academy certificates**

2

**New innovation projects**

Seven key priorities drove our performance in 2015, inspiring our members, staff and partners:

- **Leading globally**
- **Going beyond road transport**
- **Becoming a network of excellence**
- **Driving innovation**
- **Sharing knowledge**
- **Connecting on and offline**
- **Partnering to influence**

This annual report is a departure from years past, providing a concentrated overview of successes across these seven areas.

Each area highlights a small selection of results and activities in 2015, covering both passenger and goods transport.

In addition, we highlight the people and organisations we recognised in 2015 for outstanding achievement or service, and give an overview of IRU's financial situation.





# Leading globally

IRU invested in geographical expansion, particularly with TIR, lobbied on global issues, and launched new services in new areas.

More than 200,000 taxis joined UpTop, IRU's global taxi network, in 2015.

#### **UpTop: IRU's fast growing global taxi network**

We welcomed 11 valuable new partners to the UpTop global taxi network – Taxi Deutschland, TLPA, URI, Taxi Semerochka, Taxi 068, Taxi 777, MT Data, IT Curves, Taxi Hail, Allo Taxi and Rezident Taxi.

By the end of 2015, UpTop had 350,000 taxis in 19 countries on four continents. This demonstrated IRU's role in taking the lead to provide a global network of high quality, safe and legal taxi services to customers.

#### **A new sustainability initiative with the UN**

In September, IRU partnered with the UN to launch the Global Partnership for Sustainable Transport (GPST) – a global initiative that makes us a key player in helping the UN achieve its sustainable development goals.

IRU and founding partner the UN Global Compact will coordinate the platform, with support from UN-Habitat, the International Chamber of Commerce and others, to develop business and industry partnerships and to demonstrate global best practice.



### **TIR on the move – Pakistan, China, United Arab Emirates, Egypt, Africa, Americas**

IRU made significant TIR progress in Asia, with Pakistan joining and with China set to follow soon.

In the Middle East and Africa, we created interest in TIR, lining up potential contracting parties for the future, and rolled out new TIR services in more areas:

- Pakistan officially joined in July, aiming to become operational in 2016
- We took more steps with the Chinese government to advance China's accession to TIR

- We have seven guarantee agreements signed in the UAE, all of which we expect to be operational in 2016
- Egypt customs have accepted to join
- The five countries of the East African Community (EAC)—Burundi, Kenya, Rwanda, Tanzania, Uganda—are officially evaluating TIR implementation, as are Cameroon, Mauritania, Sudan and Zambia
- Argentina and Mexico confirmed interest in joining TIR.

### **China's imminent accession to TIR**

All relevant ministries in China formally approved the country's accession to TIR.

This is significant for IRU and the TIR System, as China has been the world's biggest trader of tangible goods since 2014.

We also approached the countries in the Association of Southeast Asian Nations (ASEAN) to promote TIR. ■



# Going beyond road transport

IRU looked beyond roads to the future of mobility, with sectors as diverse as tourism and supply-chain management, and with new services such as Intermodal TIR.

## **Mobility as a Service Alliance**

IRU helped to create the Mobility as a Service Alliance (MaaS), along with 67 authorities, companies and stakeholders in Europe.

The way transport operators provide their services is fundamentally shifting. MaaS aims to establish a common approach, to make sure travellers and transport users get tailor-made solutions that fit their needs. Bringing key stakeholders together will make this easier and more consistent, while also improving efficiency across the transport chain.

## **Chair of the European Network in Tourism**

IRU took the Chair of the Network for the European Private Sector in Tourism – a network of hotels, restaurants, campsites, cruise companies and tour operators.

By leading this group, we put bus, coach and taxi services at the centre of tourism development in Europe.

## **'New routes: new opportunities' forum at Intermodal Asia, Shanghai**

With China's imminent accession to TIR, IRU showcased how TIR can help with China's 'one belt: one road' strategy – a plan to improve cooperation and connectivity across the Eurasian landmass.

We showed how the TIR System can boost trade between China and landlocked countries along the Silk Road Economic Belt and through the Maritime Silk Road. With IRU's new IT solutions, TIR can also cut border waiting times by as much as 50% according to the results of an Oxford Economics study.

## **13<sup>th</sup> Intermodal Africa Conference, Lusaka, Zambia**

IRU showcased to intermodal transport, logistics and shipping stakeholders at the Intermodal Africa Conference how TIR can make goods transport quicker, cheaper and more predictable along African shipping corridors. ■

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IRU's unique  
global network  
of members  
shapes mobility.



# Becoming a network of excellence

IRU further empowered its unique global community of members to push for better quality standards, training and certification, and best practice.

## **Quality standard set in Europe**

The International Transport Forum adopted a Quality Charter that recognises IRU Academy training standards as key benchmarks of quality – notably its certificates and diplomas for drivers and managers.

The European Conference of Ministers of Transport (ECMT) Multilateral Quota is a permit system for vehicles operating in international transport.

The system runs under the auspices of the International Transport Forum. It is an important tool in facilitating trade and encouraging growth in international road transport markets.

After much advocacy from IRU, this system has now been expanded to form the 'Quality Charter for International Road Haulage Operations under the ECMT Multilateral Quota'.

The Quality Charter aims to promote the highest quality transport in all ITF countries, focusing on social, legal, technical, environmental and practical issues.

## **Launching eXaminer in Jordan**

eXaminer is an IRU Academy training project. But beyond just delivering training, it also includes examinations to make sure students are meeting the right standards.

The project is awaiting a few final endorsements before launching in Jordan, and we will roll it out to other countries in the Arab world and beyond.

## **Scania World Championship**

IRU partnered with the 2015 Scania World Championship for Young Drivers – a competition in which young truck drivers compete in areas including fuel economy driving, defensive driving,

walk-around checks, manoeuvring, load securing and first aid.

The purpose of the event was to show that formally-trained drivers are much safer and more efficient than untrained ones.

The final took place in April in Södertälje, Sweden. As an official partner, IRU organised and monitored the load securing leg of the final. The eventual champion was Lars Søndergård of Denmark, whose company is a member of IRU member, the Danish Transport and Logistics Association.

## **Five new Associate Training Institutes**

IRU added five new institutes to its IRU Academy Crash Prevention Programme. The new ATIs are from Belarus, Moldova, Morocco, Russia and Singapore. ■

# Driving innovation



IRU continued to expand services and apps for goods and passenger transport, to remain at the forefront of innovation and technology in mobility.

### **TRANSPark**

TRANSPark is now available in 10 languages, including Albanian, Danish, English, French, German, Macedonian, Romanian, Russian, Spanish and Turkish.

TRANSPark is becoming the go-to portal for everyone involved in trade, tourism and transport. It's a free IRU app that helps commercial drivers and road transport managers search, find, contact and view information for almost 9,000 parking areas, petrol stations and low emission zones in 50 countries worldwide.

We partnered with various organisations in 2015 to further develop TRANSPark, including:

- Russian Ministry of Transport, Federal Road Agency, State Company Russian Highways
- Gazpromneft-Corporate Sales
- Kazakh agency for road transport infrastructure (KazAvtoZhol)
- Federation of East and Southern African Road Transport Associations (FESARTA)

### **Commercial Vehicle of the Future**

We launched an IRU public-private group called 'Commercial Vehicle of the Future'.

With automated vehicles and renewable fuels progressing fast, vehicles and infrastructure are changing. IRU is leading this group to ensure commercial vehicles of the future bring us maximum efficiency at every stage of the road transport chain.

Our working partners are:

- the European Commission
- European Parliament representatives from across the political spectrum
- non-governmental organisations from the environmental and road safety fields
- transport industry stakeholders
- vehicle manufacturers
- transport technology specialists
- academics
- representatives of Europe's major cities. ■



### **eTIR pilot: a major step towards a fully digital global transit system**

IRU worked together with the United Nations Economic Commission for Europe (UNECE), the governments of Turkey and Iran, and IRU's Turkish and Iranian members, TOBB and ICCIMA respectively, to conduct an eTIR pilot.

The project ran along one transport corridor, crossing the border from Turkey to Iran, and involving four customs offices which used IRU IT apps to decrease the risk of fraud and significantly reduce the administrative burden.

The pilot demonstrated eTIR's benefits to all actors in the TIR System in terms of additional security and risk management. eTIR is a major step towards a fully digital global transit system.

# Sharing knowledge

IRU launched new online and mobile platforms for learning and sharing state-of-the-art knowledge for members, partners and staff.





### **Study on Eurasian permit systems**

In the Eurasian region, permit systems tend to include the specific conditions for each bilateral agreement. This makes it difficult for transport operators to get access to those markets or travel through them.

IRU conducted an 'analysis of international road transport permit systems in Eurasia: current practices and prospects'.

It was instigated by a group of associations of international road carriers (members of the IRU Liaison Committee to Eurasia). The aim was to analyse the existing permit systems in 12 countries and determine their future prospects for development and harmonisation.

IRU presented the study to several countries to show that improving existing permit systems could:

- provide transparent, non-discriminatory access to the region's transport market
- create a modern legal framework to expand international road transport operations to the east and south of Eurasia, including China, Pakistan, India and other countries.

### **Mobile taxi training**

IRU launched the Taxistars mobile learning platform in September.

Taxistars gives on-the-go training to taxi drivers in many aspects of their jobs, including:

- quality customer service
- personal safety
- eco-driving
- dealing with emergencies

The app is based on input from over 400 drivers with clearly presented graphics, animations and tests.

Taxistars is funded by the European Commission and is available in seven languages online, on iOS and Android, or in a 132-page booklet.

### **World Bank Trucking Reform Toolkit**

IRU created a Trucking Sector Reform Toolkit with the World Bank to help countries reform policy, laws and regulations for more efficient, safer and sustainable trucking.

Aimed at developing countries that have little or no transport legislation in place, it gives advice based on best practice from the industry worldwide, including TIR and similar systems.

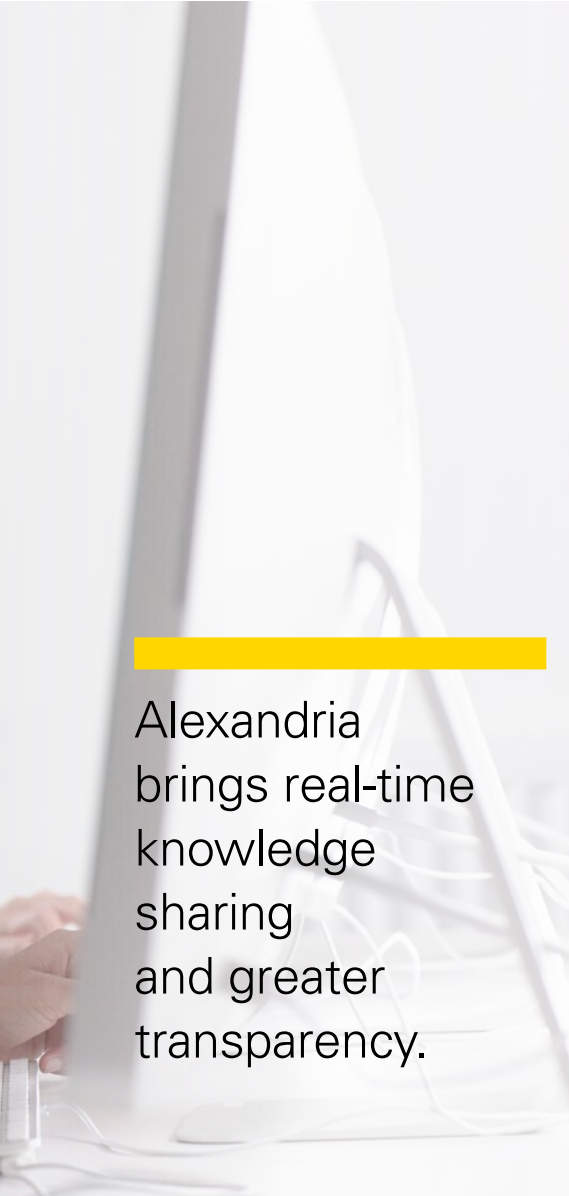
### **New guidelines for safe and effective collections and deliveries of road freight**

IRU adopted a new set of guidelines for promoting safe and efficient collections and deliveries of road freight, including examples of best practice from across the road transport sector. These will be published in the IRU International Manual on Safer Goods Reception.

### **Online knowledge platform**

IRU's Alexandria platform will bring real-time knowledge-sharing and greater transparency to the heart of IRU. Launched internally in 2015, it will also eventually be rolled out to members.

Named after the famous library of ancient Egypt, Alexandria will be a central hub for all IRU information. ■



Alexandria  
brings real-time  
knowledge  
sharing  
and greater  
transparency.



# Connecting on and offline

IRU organised over a hundred conferences and meetings, bringing members and transport stakeholders together, and developed new web-based networks.

## A growing IRU Academy network

In April, the IRU Academy Convention witnessed significant network growth and announced the accreditation of the following Associate Training Institutes:

- **Hi-Tech LLC (Oman)**  
CPC Truck and Coach Drivers Programmes
- **AMAP KR (Kyrgyzstan)**  
ADR Programme
- **Prometni Centar BLISK (Slovenia)**  
CPC Truck Drivers Programme
- **COB Centar za Obrazovanje (Bosnia and Herzegovina)**  
ECO-Driving and Safe Loading and Cargo Securing Programmes

- **CIPTI (Moldova) and ASMAP (Russia)**  
Crash Prevention Programme
- **ERSA (Belgium)**  
Safe Loading and Cargo Securing Programme
- **IUSTL (Turkey)**  
CPC Manager Programme

## Boosting freedom of transit across Eurasia

In September, IRU and its Ukrainian member, the Association of International Road Carriers of Ukraine (AsMAP UA), organised a conference to share knowledge and discuss challenges and opportunities in today's road transport industry. Some 300

participants and authorities from 15 countries passed a resolution calling on Eurasian Governments to adopt various UN systems, including TIR, to boost freedom of transit across Eurasia.

## Gearing up for Taxiworld

IRU partnered with its Turkish member, Istanbul Chamber of Taxi Tradesmen (ITEO), to address the future of taxi services in a fast changing market and technological environment.

The partnership starts with Taxiworld 2016, and will extend beyond as we continue working to build a stronger and smarter taxi. ■



The best networks bring people and organisations together from inside, and outside, our industry.



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A study of nine Asia-Pacific countries showed that TIR could save them USD 35 billion in just five years.

# Partnering to influence

IRU developed new partnerships, and leveraged existing ones, to put road transport at the heart of global discourse on economic, safety, environmental and social issues.

## **TIR in Russia**

After numerous lobbying efforts from IRU, Russia and the Eurasian Economic Union (EAEU) made key decisions in favour of TIR, avoiding a crisis that would have had a huge impact on all trade crossing their borders.

Customs authorities of the Russian Federation published an order to reinstate TIR on Russian territory. By December, 45 border crossing points had been opened and resumed accepting and terminating TIR Carnets in compliance with the TIR Convention.

## **A new era in IRU partnerships**

IRU further strengthened its partnership with the United Nations Economic Commission for Europe (UNECE), giving us a solid basis for continuing to promote TIR across the globe.

The United Nations Economic and Social Commission for Asia and the Pacific (UNESCAP) published a study showing the ways these regions could benefit from the TIR System.

The study showed that in nine countries, implementing TIR could save USD 35 billion in just five years.

IRU also continued its partnership with the United Nations Office of the High Representative for the Least Developed Countries, Landlocked Developing Countries and Small Island Developing States (UN-OHRLLS). This organisation continues to promote TIR and also the IRU Academy among its member countries.

We had high-level talks with the World Bank on how TIR can better help development in various regions.

Throughout 2015, the World Customs Organization worked with IRU to present TIR benefits to countries across the globe.



Road transport needs new regulations that promote innovation, while ensuring a level playing field for all.

**Partners around the world**

IRU presented TIR in a panel on South Asia issues, in the margin of the Aid For Trade meeting, and organised a panel in a public forum on the TIR Convention, in partnership with the **World Trade Organization (WTO)**.

IRU organised a workshop for the **United Nations Conference on Trade And Development (UNCTAD)** at its Headquarters and published the summary of a study of TIR in Pakistan in UNCTAD publications.

IRU launched a 5-year Action Plan on transport and transit facilitation, held a workshop on TIR, International Carriage of Goods by Road (CMR) and Dangerous Goods by Road (ADR) in Kabul, Afghanistan, and presented TIR at the Customs Transit and Road Transport Committees, in partnership with the **Economic Cooperation Organization (ECO)**.

IRU organised several meetings and explored areas for cooperation with the **Asian Development**

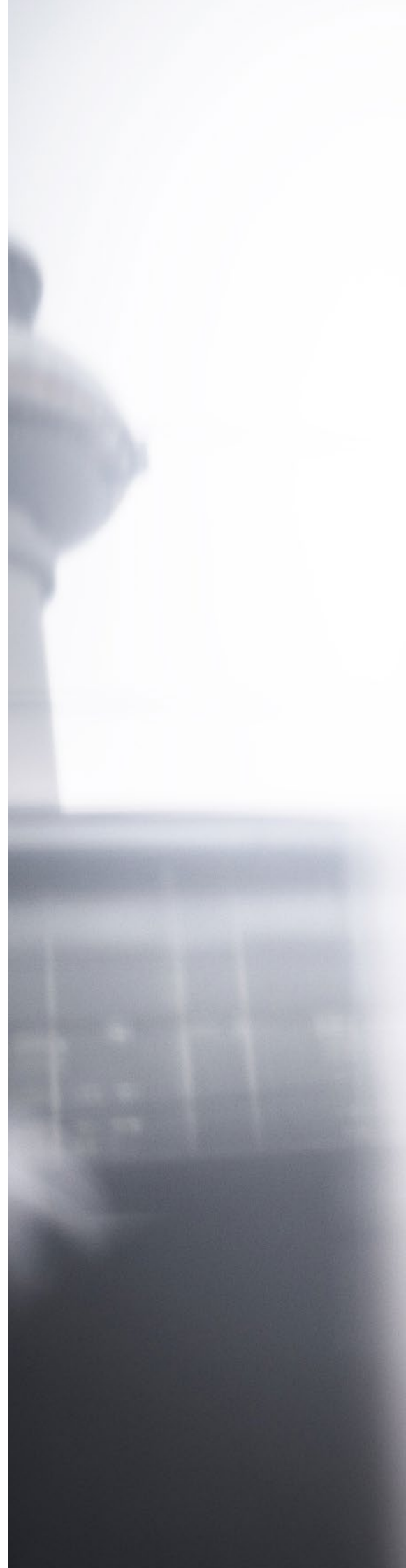
**Bank (ADB)** and promoted relations with the **Islamic Development Bank (IDB)**.

IRU worked with the **World Bank** within their Africa Transport Policy Programme (SSATP) to develop their next 4-year working programme on "Regional Integration, Connectivity and Cohesion Policies."

IRU presented TIR benefits for boosting trade efficiency along the Northern Corridor in Africa in partnership with the **Northern Corridor Transit and Transport Coordination Authority (NCTCA)**.

IRU worked with the **Organization of American States (OAS)** Inter-American Commission on Ports to provide information on TIR to improve and expedite the processing of in-transit intermodal cargo at ports in the Americas.

IRU strengthened cooperation to support TIR promotion in Central Asia, Afghanistan and Pakistan, together with **USAID**.



**Resolution on 'anti-uberisation' of work**

The 'uberisation' of work refers to Transport Network Companies (TNCs) entering the road transport industry with an informal business model that breaks competition rules and endangers drivers and passengers alike.

IRU forged a partnership with the International Transport Workers Federation (ITF) to lobby the International Labour Organization (ILO) for a resolution against 'uberisation'.

The ILO passed a resolution at the ILO Tripartite Sectoral Meeting on Road Transport in October. The resolution underlined that creating new, informal working sectors is unacceptable and that it undermines the contractual conditions between workers and employers.

The resolution calls on all competent authorities to fully enforce national rules and regulations on TNCs. It also invites all social partners to create and apply new regulations that promote innovation, while ensuring a level playing field for all.





### **EU migration crisis: Calais safe areas**

After intense lobbying activity, IRU convinced the French and UK Governments to create a new secured parking area at the port of Calais.

The migrant crisis was causing significant challenges for channel crossings. Migrants were trying to stow away on trucks and ferries, causing huge delays, security concerns and dangerous situations for road transport workers and the migrants themselves.

We held meetings with French and UK authorities, actively participated in the UK Home Office event in September in Brussels, and used press coverage to apply pressure for change.

Both governments have agreed to cooperate more on improving safety and security for workers and migrants.

### **New road safety campaign, in partnership with Volvo**

IRU and Volvo collaborated on the 'Give us a Hand' campaign to teach road safety to children from an early age.

The campaign encourages drivers to 'wave across' children waiting at pedestrian crossings. Likewise, it teaches children to 'stop, look, wave'. It also teaches children about commercial vehicles and teaches drivers techniques for better awareness in urban areas.

### **UN Secretary General's High-Level Group on Sustainable Transport**

Throughout 2015, IRU gave advice to the UN Secretary General's high-level advisory group on sustainable transport, to help them achieve their sustainable development goals.

With our help, the UN passed two resolutions to drive sustainable road transport:

- UN General Assembly Resolution on the 'Role of transport and transit corridors in ensuring international cooperation for sustainable development', welcomes IRU's role in developing and operationalising international transport and transit corridors
- UN General Assembly Resolution entitled 'Towards comprehensive cooperation among all modes of transport for promoting sustainable multimodal transit corridors', cites IRU's Global Partnership for Sustainable Transport as an innovative business- and industry-led, action-oriented, multi-stakeholder initiative involving all modes of transport. It also invites all UN Member States that have not yet done so to accede to the TIR Convention.





### European Parliament supports Smart Move goals

IRU convinced the European Parliament to include our Smart Move campaign's goal to double collective passenger transport in their reporting on future transport policy and urban mobility.

IRU did this through direct meetings with European Members of Parliament and also by arranging a European Citizens' Mobility Forum (ECMF) event.

The ECMF is an open forum structure we created in 2014. It is open to all public and private stakeholders who share our Smart Move campaign's goal of doubling collective passenger transport use worldwide and unlocking the unused potential of collective road and rail transport in the EU.

### ECO-Driving Programme

The IRU Academy ECO-Driving Programme issued 544 new certificates, which brings our total number to almost 3,000.

This means our ECO-Driving Programme has already saved:

- roughly 8,000 tonnes in road transport CO<sub>2</sub> emissions
- almost EUR 4 million in fuel costs.


We aim to issue even more certificates in 2016, helping boost sustainability on our roads. ■

The UN welcomed IRU's role in developing and operationalising international transport and transit corridors.



# Recognising our people





IRU awards recognise excellent drivers, managers, companies and public authorities.



### **IRU Best Eurasian Road Transport Operator**

This annual international contest recognises road transport companies that have excelled in environmental protection, corporate social responsibility and economic performance. There were four awards:

- Up to 10 vehicles:  
**MILineTrans (Belarus)**
- 11 to 50 vehicles:  
**ARNITRANS SRL (Moldova) and Firma "Biplan" (Russia)**
- Over 50 vehicles:  
**InterAutoTrans (Kazakhstan)**
- Certificate for high client orientation and corporate social responsibility:  
**ZakarpatoEuroTrans (Ukraine)**

### **IRU Grand Prix d'Honneur**

This award went to Ukrainian entrepreneur, Igor Tehsa, as international recognition for his courage and bravery in saving five lives during a terrorist attack.

In June 2013, Mr Tehsa dragged five drivers to safety after an explosion from a suicide bomber in Kabul, Afghanistan.

Presenting the award, IRU Secretary General, Umberto de Pretto, said, "Thanks to Mr Tehsa's courage, resourcefulness and training, he saved five lives in an incredible act of bravery. IRU is honoured to award this hero and count him among the ranks of our profession."



### **IRU Diploma of Honour**

At the IRU General Assembly, IRU awarded its Diploma of Honour to 1,241 coach, truck and taxi drivers from 28 countries worldwide. The award honours excellent driving and safety records.

Each award winner has professionally driven at least one million kilometres during a career of at least 20 years without causing an accident or seriously violating any traffic, customs or administrative regulations.

Congratulating the drivers, former IRU President Janusz Lacny said, "These drivers deserve recognition for their outstanding hard work and dedication to becoming the best in the industry. They demonstrate the industry's efforts to improve safety records by emulating best practices through professional training as provided by the IRU Academy."

### **IRU Smart Move Bus Excellence Award**

This award went to Metrobüs (Turkey) for its model Bus Rapid Transit system, which connects most of Istanbul's major metro and tramlines. More than 800,000 people use the 50km route every day.

Yves Mannaerts, IRU Vice-President, said, "The winner, Metrobüs, is a textbook case of a successfully implemented Bus Rapid Transit system, which must inspire both city authorities and public transport service providers to dare to achieve more, both in intra-city and inter-city bus and coach transport."

### **IRU Research and Innovation Award**

The IRU Global Bus Excellence Jury gave this award to the Digital

Matatus Project (Kenya), for creating and implementing an innovative open data collaborative system and substantially improving the quality of Nairobi's urban bus transport.

In many developing countries, there are no transport authorities and operators run bus systems very informally. This means they have very little information on routes, stops, fares and schedules.

The Digital Matatus Project supports a community of users who can build on available data to create new transit applications, planning tools and passenger information systems.

Zeljko Jetic, Head of IRU Global Innovation, said, "We are proud that the international jury followed our proposal and decided to reward this outstanding project, which could become a blueprint for many other cities across the globe, with similar urban collective passenger transport systems that have a high degree of informality."

### **IRU Smart Move Coach Tourism Innovation Award**

The international jury gave this award to the Parkyourbus.com web portal (Italy) – a project that helps drivers, tour managers, travel agencies and tour operators plan their group tours in a smooth and easy way.

Oleg Kamberski, Head of IRU Passenger Transport, said, "We are particularly satisfied to see this year's IRU Coach Tourism Innovation Award go to a web digital product innovation. Such tools are fundamental for small and medium-sized enterprises, the bulk of the companies in the coach tourism sector, to embrace and benefit from innovation."



### **IRU Smart Move City Trophy**

The winner was Dresden (Germany) for exemplary continuity in its sustainable city policy of welcoming group tourists by coach. The jury noted the local community's involvement, and also that of tourism coach operators.

Yves Mannaerts, IRU Vice-President, said, "The international jury was impressed by the political commitment and continuity of Dresden's decade-long policy to make the city a destination of choice for group tourism by coach. Dresden is certainly the example to follow for other cities, in particular since, for the first time since 2005, a city has been awarded the IRU Smart Move City Trophy for a second time."

### **President of Armenia gives IRU member highest award**

Herbert Hambardzumyan is the President of IRU's Armenian member AIRCA. He was given Armenia's highest state award, the Order of Appreciation, following a decree by President Serzh Sargsyan.

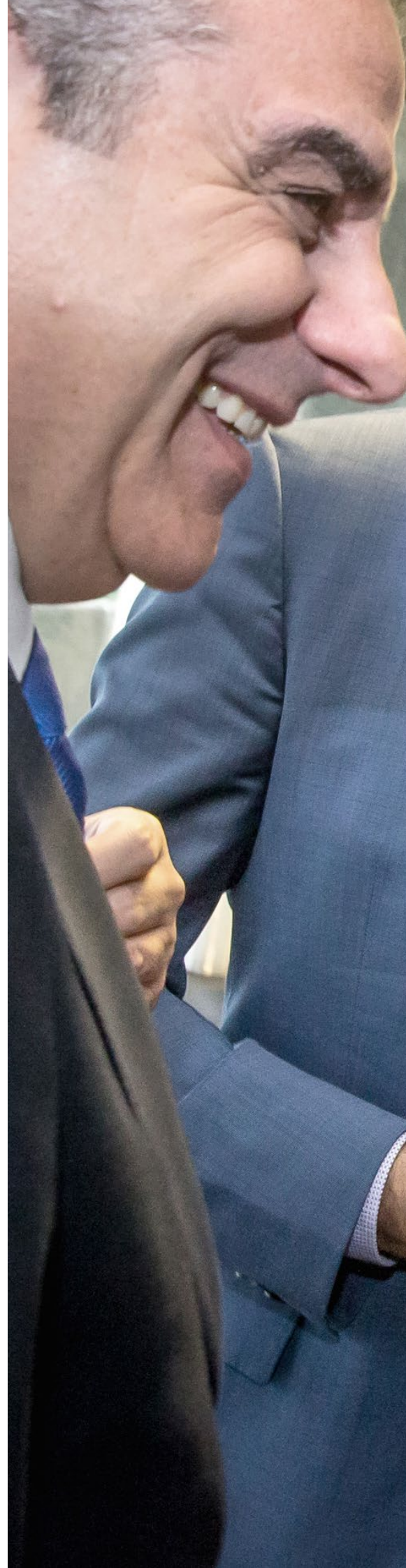
Mr Hambardzumyan was honoured for longstanding, conscientious and efficient work developing road transport in Armenia and beyond. This incredible accolade is excellent evidence of road transport's crucial role in every country's society and economy.

### **IRF Professional of the Year Award for IRU Secretary General, Umberto de Pretto**

The International Road Federation's Professional of the Year Award is one of the most prestigious individual honours in the global road industry. Established in 1951, it recognises eminent public, private and educational sector professionals who have demonstrated passion, leadership and commitment to the sector.

IRU Secretary General, Umberto de Pretto, received the prize at the 1<sup>st</sup> Europe and Central Asia Regional Congress in Istanbul. IRF President and CEO, C. Patrick Sankey, said the award was recognition for Mr de Pretto's significant advocacy work in improving public understanding of road transport and its economic importance.

Mr de Pretto said, "This distinction is a tribute to the work of IRU, my team, and particularly, our members who are committed to working together for a better future. I'm all the more grateful to receive this distinguished IRF award as every millimetre of infrastructure built enables road transport to better ensure the sustainable mobility of people and goods everywhere, anytime." ■





# Financial overview

| <b>Income and expenditure account for the financial year ended 31 December in CHF</b> | <b>2015</b>        | <b>2014</b>        |
|---|--------------------|--------------------|
| Total net operating revenue   | 59,256,102         | 82,897,652         |
| Direct operating expenses   | -23,312,467        | -32,946,869        |
| Salaries, social charges and other staff expenses                                     | -24,823,749        | -21,971,269        |
| Other operating expenses  | -15,806,393        | -13,938,276        |
| <b>SURPLUS / (MINUS) FROM OPERATING ACTIVITIES</b>                                    | <b>-4,686,507</b>  | <b>14,041,238</b>  |
| Surplus from financial activities   | 2,592,075          | 5,999,317          |
| Surplus / (minus) from non-operating activities                                       | 27,702,663         | -18,513,821        |
| <b>NET SURPLUS BEFORE ALLOCATION</b>  | <b>25,608,231</b>  | <b>1,526,734</b>   |
| Allocation to expansion fund / reserves   | -22,600,000        | -1,440,396         |
| <b>NET SURPLUS AFTER ALLOCATION</b>   | <b>3,008,231</b>   | <b>86,338</b>      |
| <b>Balance sheet as at 31 December</b>  | <b>2015</b>        | <b>2014</b>        |
| Cash, short-term investments and term deposits  | 349,693,218        | 339,924,981        |
| Short-term financial assets   | 16,166,449         | 11,189,922         |
| Receivables and inventories   | 44,898,952         | 21,366,585         |
| <b>TOTAL CURRENT ASSETS</b>   | <b>410,758,619</b> | <b>372,481,488</b> |
| Long-term financial assets  | 72,381,270         | 86,791,884         |
| Equipment and furniture   | 2,810,027          | 0                  |
| <b>TOTAL NON-CURRENT ASSETS</b>   | <b>75,191,297</b>  | <b>86,791,884</b>  |
| <b>TOTAL ASSETS</b>   | <b>485,949,916</b> | <b>459,273,372</b> |
| Short-term liabilities  | 37,607,478         | 38,092,455         |
| Provisions for unrealised losses on investments                                       | 32,867,623         | 31,314,333         |
| Risk and charges provisions   | 392,828,018        | 392,828,018        |
| <b>TOTAL LIABILITIES</b>  | <b>463,303,119</b> | <b>462,234,806</b> |
| Unrestricted funds  | -2,961,434         | -3,047,772         |
| Restricted funds - Expansion Fund   | 22,600,000         | 0                  |
| Results of the year   | 3,008,231          | 86,338             |
| <b>TOTAL FUNDS</b>  | <b>22,646,797</b>  | <b>-2,961,434</b>  |
| <b>TOTAL LIABILITES + FUNDS</b>   | <b>485,949,916</b> | <b>459,273,372</b> |



The lower volume of TIR Carnets issued in Russia continued to affect IRU's financial situation. Along with macroeconomic and geopolitical challenges, and competition from new entrants in the road transport industry, managing IRU's revenue and expenditure remained challenging in 2015.

The net operating result for 2015 was a deficit of CHF 4.7 million, in comparison with a surplus of CHF 14 million for 2014, as a result of a year-on-year decline in revenue of CHF 23.6 million, or 28.5%.

However, direct operating expenses were reduced by CHF 9.6 million.

Careful budget management also enabled us to invest in key strategic priorities for IRU's future, at the same time as managing ongoing operations.

Key strategic investments were made in:

- Global IRU geographical expansion for TIR, passenger transport and IRU membership
- New IRU and TIR communication tools
- One-off restructuring costs

In 2015, IRU also created an expansion fund of CHF 22.6 million to be used to support the geographical expansion of IRU's activities in order to ensure greater sustainability for the organisation and its members.

In terms of IRU's balance sheet, strong financial assets are necessary for IRU to effectively run the TIR System, in particular the financial guarantees for unpaid customs duties on TIR shipments, and the insurance scheme that underwrites these guarantees. ■



Careful budget management enabled us to invest in key strategic priorities for IRU's future.



**Umberto de Pretto**  
**IRU Secretary General**

# Moving forward together

Working together  
to make mobility  
better, our voice  
stronger.

IRU's role as the voice of road transport – the most important link in the global mobility chain – is more crucial than ever before.

It is clear that the efficient transport of people and goods directly supports trade, economies, jobs and communities. Sustainable mobility also works in harmony with the environment, and brings safety to our streets and security to our nations and along our borders.

The transport sector is changing rapidly. As we look to the future, IRU will continue standing up for transport networks that are accessible, efficient, adaptable, reasonably priced, innovative and interconnected.

And for markets that are fair, well-regulated and that do not discriminate against different transport modes or types of users.

Our members and their members, the world's transport operators, are at the heart of road transport. Their clients and users are the engine of global prosperity. IRU must therefore be not only a voice for our members and our industry, but a voice for mobility and prosperity.

We take this responsibility very seriously, but we can only be successful by working together.

We are already setting the foundation for future growth with new members and new innovative services in more countries than ever before.

I look forward to continuing building this future with you and to making a difference in how we move people and goods, helping the world get where it needs to be. ■



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