



DB Cargo Intermodal sales division

April 2021





Intermodal sales division

Your full service provider for intermodal transport



Frank Erschkat
Head of Intermodal

“European combination for
and with our customers.”



Intermodal sales division

Active in three independent business segments



Carrier Sales, block train sales

Block train traction,
wagon provision
and terminal service

DB Cargo
for all customers
to every terminal in Europe

- More than **1,220 trains** per week
- **240 destinations** in approx. 30 countries
- Around **9,500 intermodal wagons**



Operator Sales, stowage space sales

DB Cargo is involved in the business of operators via **affiliates**

- Maritime:
100 % TFG Transfracht GmbH
24 % Optimodal Nederland B.V
- Continental:
50 % Kombiverkehr GmbH & Co KG
- China/CIS:
90% DB Cargo Eurasia GmbH*



Terminal Operation, Container Depot & Trucking

Affiliates & partners of DB Cargo operate terminals and depot services throughout Europe, as well as maritime trucking

- Over **14 terminals in Europe**
- 37,000 TEU of storage space at **9 container depots**
- **135,000 deliveries** per year in Germany

* Independent business segment



Intermodal sales division

Top performance based on four examples

Carrier Sales

Intercontinental logistics solutions



- DB Cargo operates **10 express trains per week** for **DHL Freight** between Hamburg and Munich in express traffic
- **Special priority express routes** and speed ups to **140 km/h** guarantee a reliable delivery within **9 hours**
- Additional **regular train connections** at **weekends** complement the portfolio and underline the competitive **advantage over the road**
- **6 million additional parcel shipments** p.a. through special train services during the Christmas season

Customised solution for Frankenbach



- 3 round trips per week between Rotterdam and Mainz with **connection to all deep-sea terminals** on the Maasvlakte providing an attractive and competitive solution
- High-quality rail connection with **90% punctuality**
- **Continuous use** of locomotives and locomotive drivers

Operator Sales

Car parts for the world



- **TFG Transfracht GmbH** supports the logistics of the BMW Group on DB Cargo trains
- **The AlbatrosExpress** transports **1.000,000 TEU per year** from the shipping points in Dingolfing, Wackersdorf and Wallersdorf to Hamburg, Bremerhaven and WHV
- From there, the containers are transported to Asia and North and South America, as well as other destinations

Terminal Operation

Container Terminal Enns (CTE)



- Joint venture between DB and M. Kaindl KG has further expanded its business activities with **230,000 handling operations**
- Logistics **hub** for the Austrian economy and important hub for transport operations to southeastern Europe
- Ongoing **expansion work** for a **second terminal module**



Carrier Sales

With highly efficient block train products, we connect Europe



Sylke Hussmann

Head of Intermodal Carrier Sales

“Our expertise is always at your service.”



Carrier Sales

The European market leader for intermodal block train services



We avoid 6.3 million truck trips every year – equivalent to a reduction of 2 million tonnes of CO₂, or a queue of trucks with a length of 3 earth circles

Our services

- **24 billion tonne kilometres** of transport volume
- More than **2 million intermodal transport units** transported per year
- **240 destinations** throughout Europe in around 30 countries
- Average transport distance of 700 km
- **442 national** and **779 international** trains per week
- **9,500 intermodal wagons** (DB wagons and leased wagons)



Carrier Sales

A one-stop shop for all services related to the traction business

Pure rail



Traction & shunting

Select rail



Traction & shunting



Wagons



Transshipment +
agency
at DB terminals

OR

Complete rail



Traction & shunting

Wagons



Transshipment + agency
all terminals – Europe-wide



Integrated control

+ additional service components can be integrated, e.g. customs, dangerous goods and much more



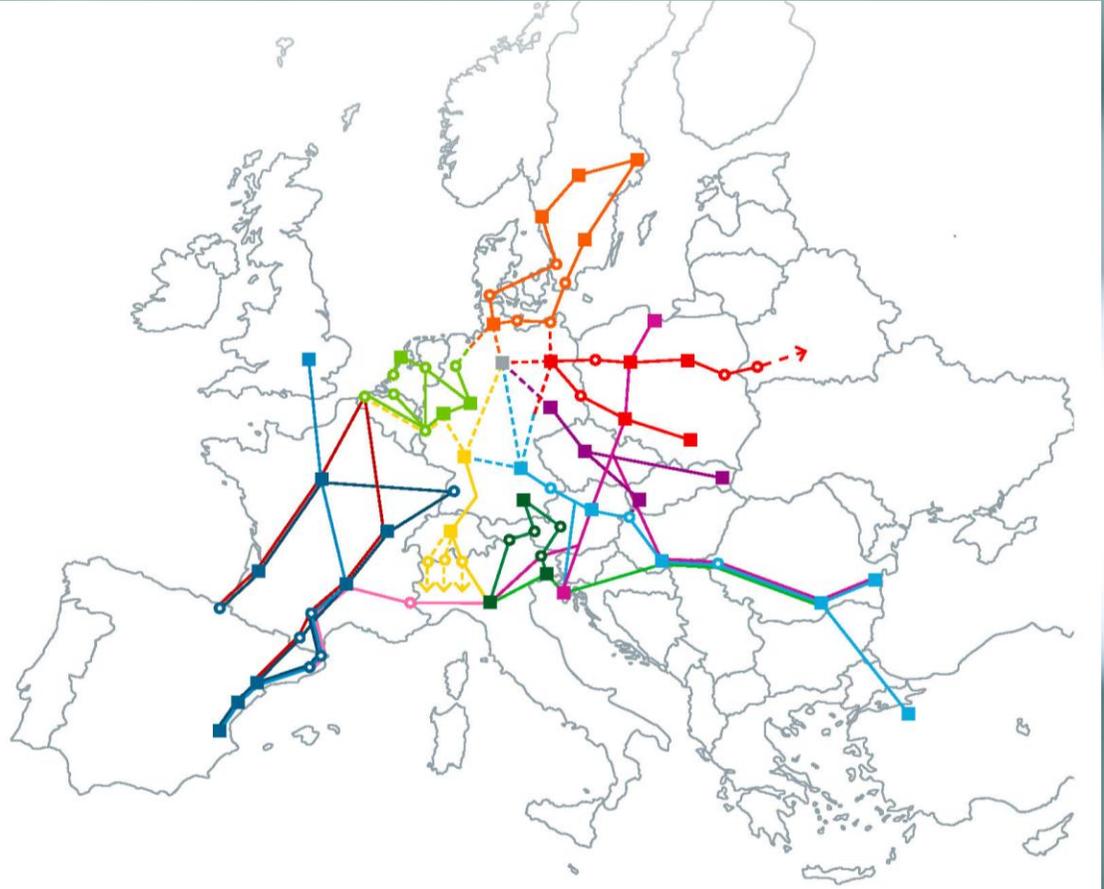
Carrier Sales

Built on a strong DB Cargo network in Europe

Represented throughout Europe with our own production companies and partners

How our network benefits you

- **Own production presence in 15 countries**
- **Consistent control** in the Europe-wide production system
- Cross-border use of **resources in the integrated rail system**
- Harmonised interfaces for smooth data exchange and advance notification
- **Fast connections** in our network, e.g. with one of the 60 new multisystem locomotives





Carrier Sales

Quality boost thanks to more than 700 interoperable locomotives

From the North Sea to the Mediterranean

Resources for robust concepts

- Large fleet of locomotives: **1,200 electric locomotives**, with over 700 operating in cross-border services
- Investment in our main north-south corridor: purchase of **60 new multisystem locomotives** for transport in 5 countries (DACHINL), and in 6 countries (+ BE) in 2021
- In the pipeline: acquisition of 44 additional multisystem locomotives for corridors towards eastern and southeastern Europe
- ETCS equipment for own electric locomotive fleet at 25%
- Reliable, energy-efficient and cross-border traction





Carrier Sales

State-of-the-art wagon fleet and intelligent freight wagons set new standards

Professional wagon management

State-of-the-art wagon fleet

- Latest fleet: **1,600 double pocket wagons in total, around 1,300 double pocket wagons** for mega trailers
- 4,600 intermodal wagons will be equipped with GPS by the end of 2020
- Management of 9,500 intermodal wagons for the maritime and continental segment
- Comprehensive wagon service on selected European corridors
- Own damaged wagon management at key terminals
- Mobile maintenance
- Additional services, such as monitoring of train set movements and train set compositions
- Further e-services in the pipeline





Carrier Sales

Control and monitoring of your transports for seamless train information



Oliver Hilgers
Head of
Customer Service

Heinz Nass
Head of
Operations Centre

“We also handle extraordinary situations” – directly and around the clock.

Integrated control as a complete package

- Europe-wide transport monitoring: personal operation managers for each individual transport actively control and supplement experienced train dispatchers round the clock, 7 days a week
- Customer service from A to Z, including on public holidays, and in close coordination with our operations centre
- Dangerous goods hotline 24 hours a day, 7 days a week
- link2rail customer portal with track & trace and powerful e-services

Personal contact for
after sales

Europe-wide
service, 24/7

E-services for tracking,
tracing & ordering



Carrier Sales

Full transparency and control options in operational business



Personal manager for operation & transport monitoring

- Train control and monitoring, as well as proactive **customer information in the event of deviations**
- **Personal coordinator** with 6 weeks preview & review
- **Individually defined range of services**, from daily status reports to permanent reports



24/7 for operational management and customer service

- Available **24 hours** a day, 7 days a week
- Central contact point **for contract, industry sector and equipment management**
- From **ordering transport services** to dangerous goods and customs duty **through to billing**



Customer portal link2rail tracking and tracing online

- The exact **course of the transport** can be called up at any time under link2rail
- Easy access to the portal via single sign-on
 - Secure **shipment data**





Carrier Sales

Our country-specific sales contacts



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Head of Account Management Central



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Carrier Sales

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Operator Sales

Maritime & continental networks from Europe to Asia



“The densest rail network in seaport hinterland service in Europe.”

Frank Erschkat

Management spokesman
TFG Transfracht GmbH

No. 1 in the D-A-CH region
for maritime traffic



“The intermodal network provider for Germany and Europe .”

Robert Breuhahn

Managing Director
Kombiverkehr GmbH & Co KG

Market leader for continental
transports in Europe



“Enabling growth in rail freight between China and Europe.”

Carsten Hinne

Managing Director for
DB Cargo Eurasia GmbH

Specialist for Russia
and China



“Quality is not negotiable.”

Karsten Scheidhauer

Managing Director
Optimodal Nederland B.V.

Specialist for the
ARA region





Operator Sales - TFG Transfracht GmbH

Specialist for seaport hinterland logistics, port to door



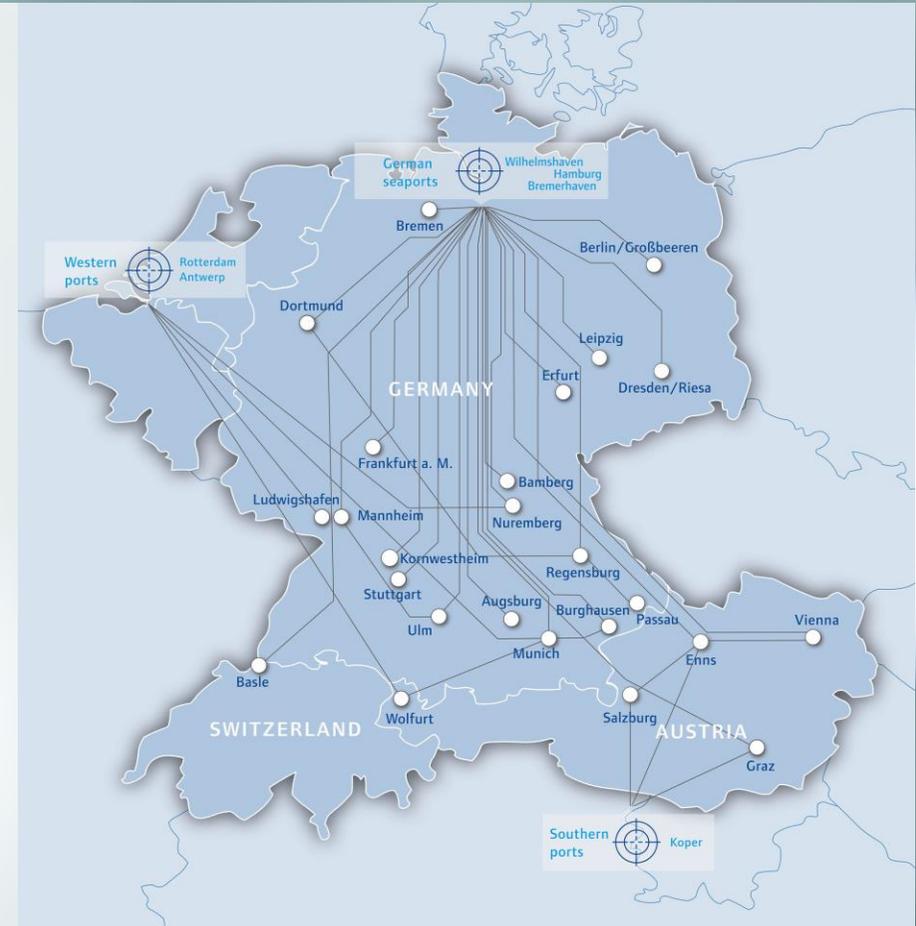
Perfectly combining maritime transport since 1969

Our comprehensive AlbatrosExpress network allows us to provide daily connections between the various container terminals at German seaports, Koper, Rotterdam and Antwerp.

- AlbatrosExpress – 3 countries / 6 ports / 1 system
- 15,000 locations in the D-A-CH region with 250 departures per week
- 1,000,000 TEU p.a. and more than 15,000 connections by rail
- High frequencies/fixed timetables/short transit times

Port-neutral operator in combined transport with integrated “port to door” solutions

- Railbound first and last mile to ports
- First and last mile by road
- Dangerous goods and customs clearance, empty container positioning and specific turner concepts, along with depot services and other services



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Operator Sales - Kombiverkehr GmbH & Co KG

The intermodal network provider for Germany and Europe

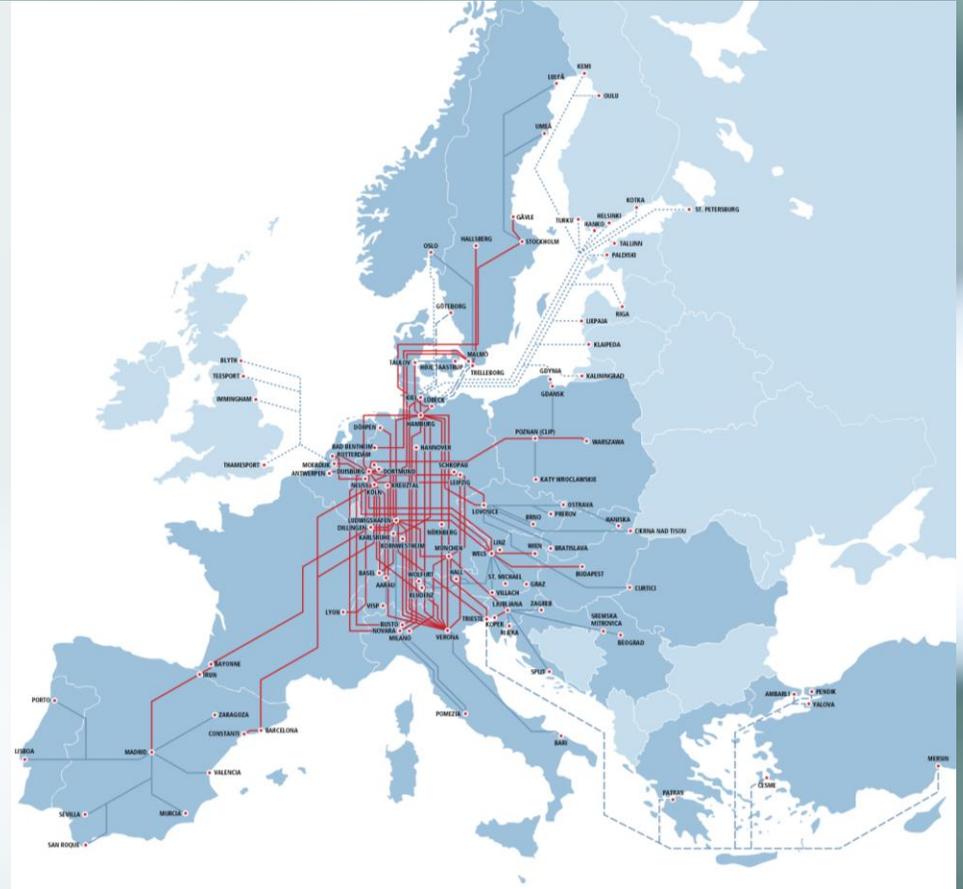


Highest flexibility and efficiency in the networks

- Neutrality and greatest network flexibility
- Open train system for every freight forwarder as well as customer-specific block train solutions possible
- Reach the German economic centres intermodally overnight: With over 210 Direct a week and a capacity for more than 1,300 truck shipments per night, Kombiverkehr offers the largest CT network within Germany
- 560 fast and continuous connections per week across Europe in the **eu.NETdirekt+** network: from Stockholm to Verona, from Rotterdam to Wels, from Madrid to Ludwigshafen or from Cologne to Pendik
- More than 170 train departures connect 30 European countries every day
- Europe-wide over 220 connected terminals with more than 15,000 gateway connections for the greatest possible flexibility in the transport routes
- Transport monitoring 24/7



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Operator Sales - DB Cargo Eurasia GmbH

Transport pioneer between Europe and China



New DB Cargo operator for transports in the Eurasian corridor

- As an international rail operator and specialist, we are able to offer custom solutions in the intermodal and combined transport segments.
 - Asia to/from Europe
 - Russia/CIS countries to/from Europe
- Presence in Berlin, Moscow and Shanghai with direct communication to the Chinese platforms
- Provision of own wagons
- Alternative route via Kaliningrad-Rostock in addition to Malaczewicze/Brest
- Booking of company trains or public trains possible
- Objective: to connect transport networks between Europe, Russia and China
- Potential to double the share of rail transport in this corridor in the next decade



Sales China:
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Sales Russia/CIS:
DB.CE.pmg.eme@deutschebahn.com





Operator Sales - Optimodal Nederland B.V.

Expert on rail, road and water for the ARA regions



Optimodal offers container transports to the hinterland

- Implementation of individual transport concepts by linking the various modes of transport
- Extensive network through cooperation with partners to/from Rotterdam and Antwerp, as well as cooperation with leading domestic terminals – more than 672 shuttle trains per week in Europe
- Containers are transported from Rotterdam and Antwerp to the most important European economic centres via the Duisburg and Neuss hubs. Rail transports are completed to the final destination by truck, e.g. Quirinus-Express, 11 per week
- Short transport times
- Rotterdam to Budapest 30 hours
- Rotterdam to Munich 16 hours
- Offices in Rotterdam, Neuss and Hamburg
- Ultra-modern locomotives



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Terminals, Depot & Trucking

Operates terminals throughout Europe and organizes Germany-wide trucking



“Benefit from
our local expertise.”

Michael Heinemann

Head of Intermodal Terminals



Terminals, Depot & Trucking

We operate our own terminals with partners at 14 locations in Europe



Neutral **terminal and depot operations** in Germany and Europe, as well as supplementary transport and forwarding services (agency, customs, SOLAS weighing)

Your partner for new partnerships at further locations



Michael.Heinemann@deutschebahn.com

Terminal operation





Terminals, Depot & Trucking - DB Intermodal Services

DBIS offers depot services and trucking at 9 locations

Depot services for loaded and empty **containers**: storage capacity of 37,000 TEU close to the terminal – to relieve the load on transshipment stations and seaports

Plant logistics - transport services in inter-plant shipments for car manufacturers

Trucking - container deliveries for seaport hinterland transport by road between transshipment terminal, depot and customer, plus cross-positioning between depots

Services for load units – **repair, maintenance, cleaning, container trade**, etc.



Container depot & trucking



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Thank you
for your attention



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DB Cargo AG