Market Place Seminar
UIC
The sales units maritime and continental care for particular needs of the market – supported by two cross functional units

Your partners

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Within the business unit DB Schenker Rail Intermodal is the specialist for intermodal rail transport.

We offer a **pan-European** train network for **intermodal transport**.

We are **Europe’s No 1** with round about **1,500 national and international** trains per week in total.

**Industry sector**

**Intermodal**

- **31 bn tkm**
  - Volume sold
- **2.9 m**
  - Loading units
- **40**
  - Customers
- **700 mio**
  - turnover

**36 %** | Maritime

**64 %** | Continental

Basis: Business year 2012; maritime and continental share based on revenues; all figures rounded.
Many famous companies of maritime and continental segment have benefited from our services
Core business of Intermodal is rail transport together with a specific range of additional services.

**Combined transport**

**Transport [core business]**
- Rail
  - Block trains
  - Networks
  - Single wagon freight transport

**Logistic services [additional business]**
- Terminal
  - Transshipment
  - Short-term storage
- Equipment
  - Wagons
  - Loading units
  - Loading equipment
- Service
  - Depot for empty and loaded units
  - Trucking and reallocating in hinterland
  - Processing of loading units
  - Repair, maintenance and cleaning of loading units

**Advantages**
- Individual benefit of each transport mode
- Low environmental impact
- Relief of road traffic
- High transport safety
Intermodal uses the extensive network and local know-how of DB Schenker Rail as a Europe-wide positioned rail freight operator.
Currently most of the intermodal rail volumes towards Turkey run via Trieste with short sea / ferry connections.

**Trieste solution**
- Focus on trailers
- Frequent trailer ferry connections (no rail car ferrys)
- Direct access to asian part of Turkey
- Strongest corridor for company-trains

**Ljubljana solution**
- Focus on tank&bulk loads
- Connected to intermodal network via terminal hub Ljubljana
- Mulit-client solution

**Direct rail solution via Hungary**
- Focus on 45’ / 13,60 m swap equipment
- Mainly company-trains
In the future mixed trains and new infrastructure projects could lead to increasing volumes for the direct rail connection with Turkey.

- New Marmara tunnel also allows a direct rail connection to the asian part of Turkey.
- New rail bridge in Calafat as a second routing option via Rumania and Bulgaria.
- Frequent departures due to bundled wagonload and intermodal transport flows.
- Direct link between Western Europe & Turkey.
- Fast transit time comparable with short sea connections.
- Intermodal Terminal Gateway-connections.
- One comprehensive Corridor Management by DB Schenker Rail.