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# Market Place Seminar UIC

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DB Schenker Rail AG

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Industry Sector Intermodal

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Ulrich Sontheim

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Wien, 16. April 2013

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# The sales units maritime and continental care for particular needs of the market – supported by two cross functional units



## Your partners



### Industry Sector Intermodal | Andreas Schulz

#### Continental transport | Sylke Hußmann

Key Account  Lars Herrig

Key Account  Ralf Frey

Continental Accounts<sup>1</sup> Ulrich Sontheim

#### Order and Equipmentmanagement

DB Intermodal Services GmbH

Regional planning

Ordermanagement



#### Maritime transport | Dr. Eric Pfaffmann

Key Account  Martin Herzig

Key Account   Tenschert

Maritime Accounts North<sup>1</sup> Johannes Tenschert

Maritime Accounts<sup>1</sup> Andrea Clasen-De Cunto

#### Branch and Productmanagement

Marketing

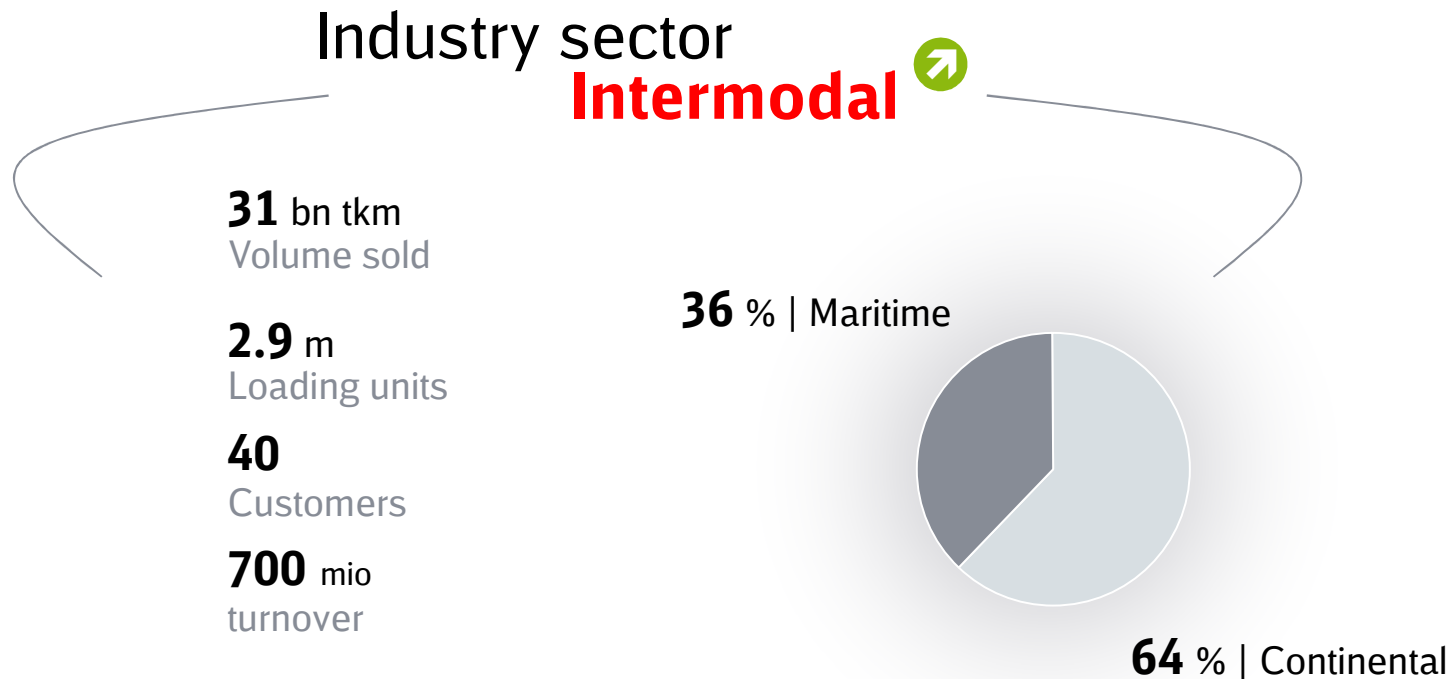
Productmanagement



# 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



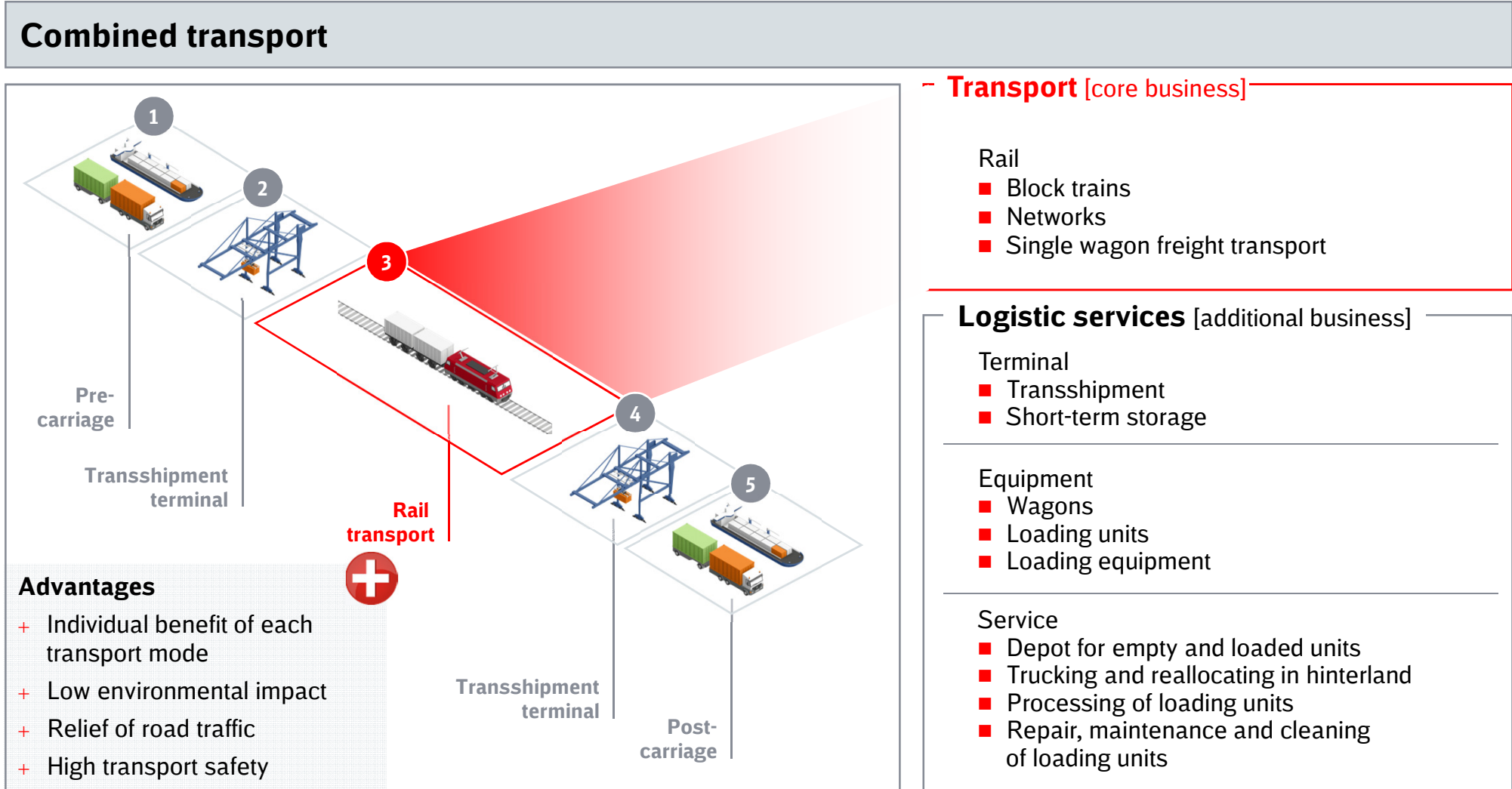
Basis: Business year 2012; maritime and continental share based on revenues; all figures rounded

# Many famous companies of maritime and continental segment have benefited from our services

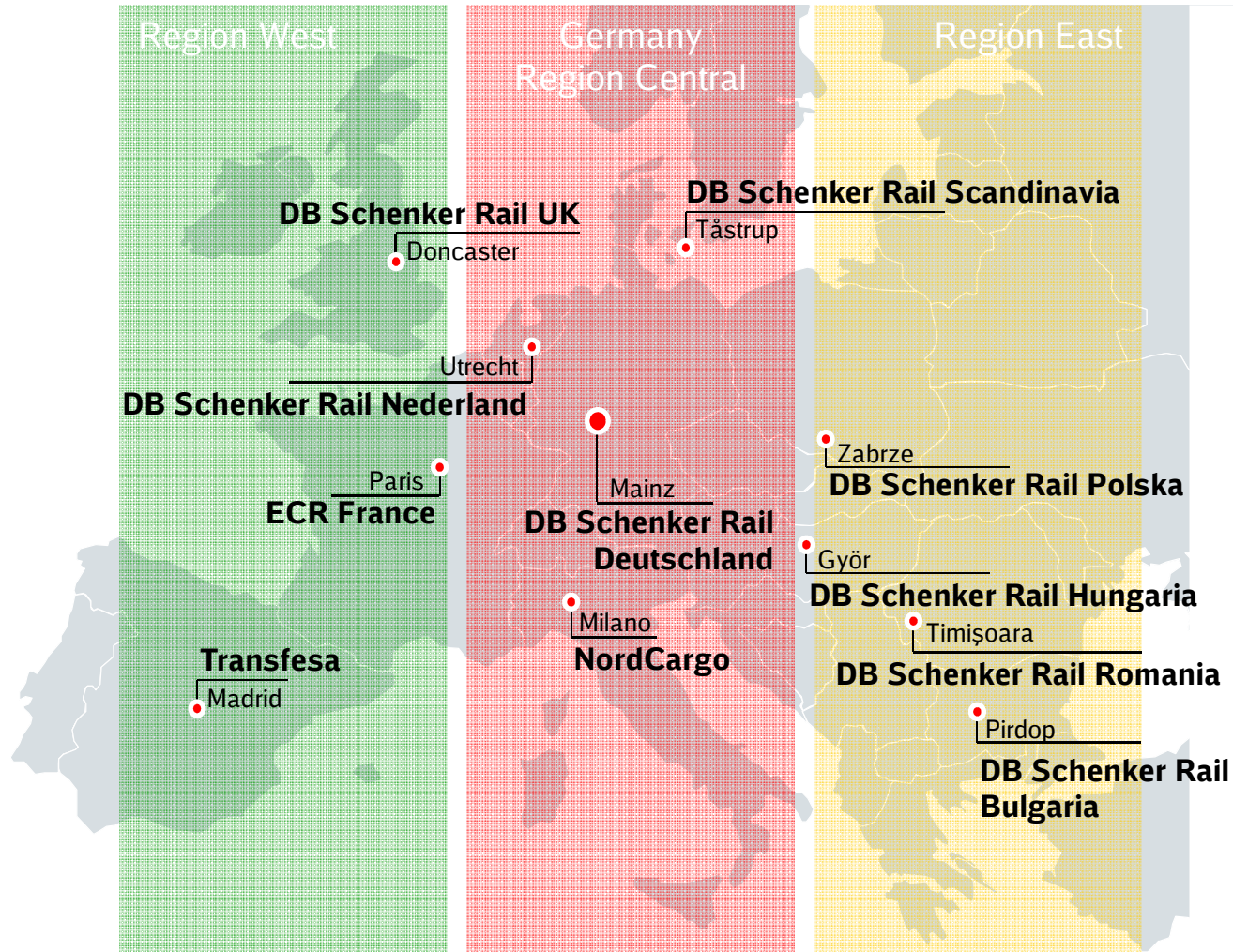
Maritim  
**Intermodal**  
 Kontinental



# Core business of Intermodal is rail transport together with a specific range of additional services



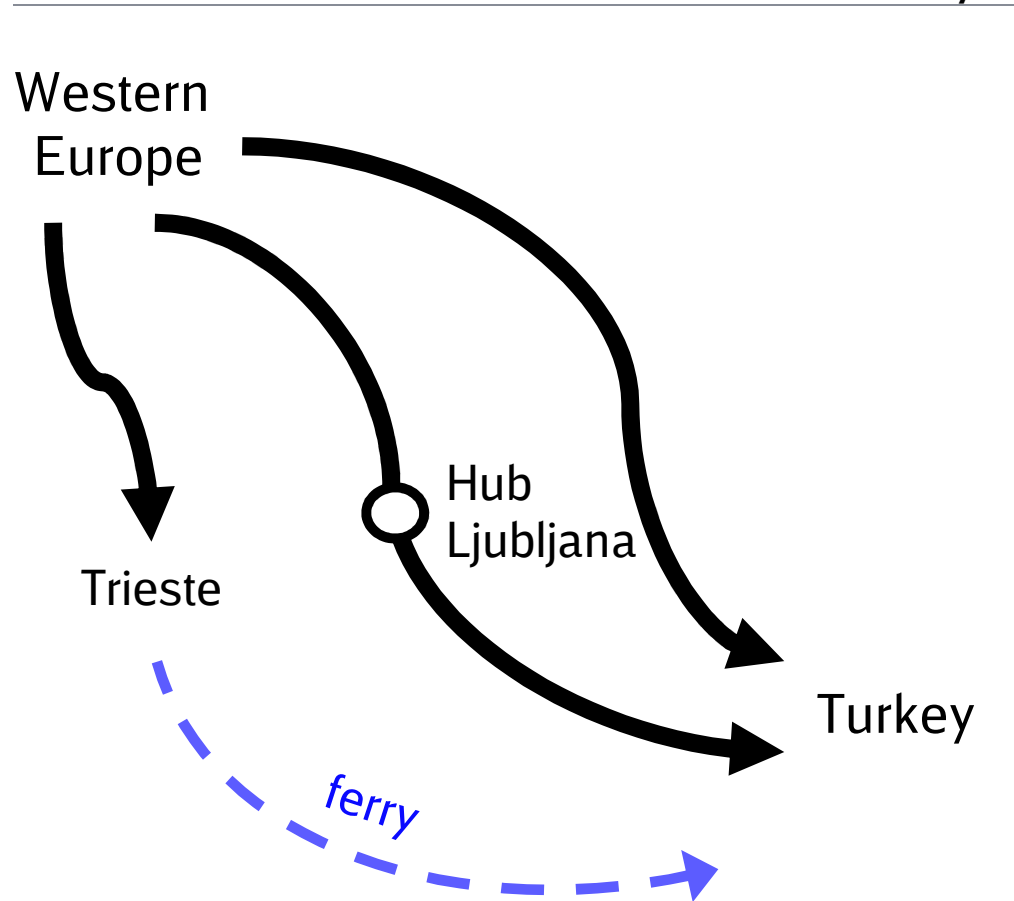
# Intermodal uses the extensive network and local know-how of DB Schenker Rail as a Europe-wide positioned rail freight operator



# Currently most of the intermodal rail volumes towards Turkey run via Trieste with short sea / ferry connections

BUSINESS CASE TURKEY

## Current intermodal service solution towards Turkey



### ***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
- Multiclient solution

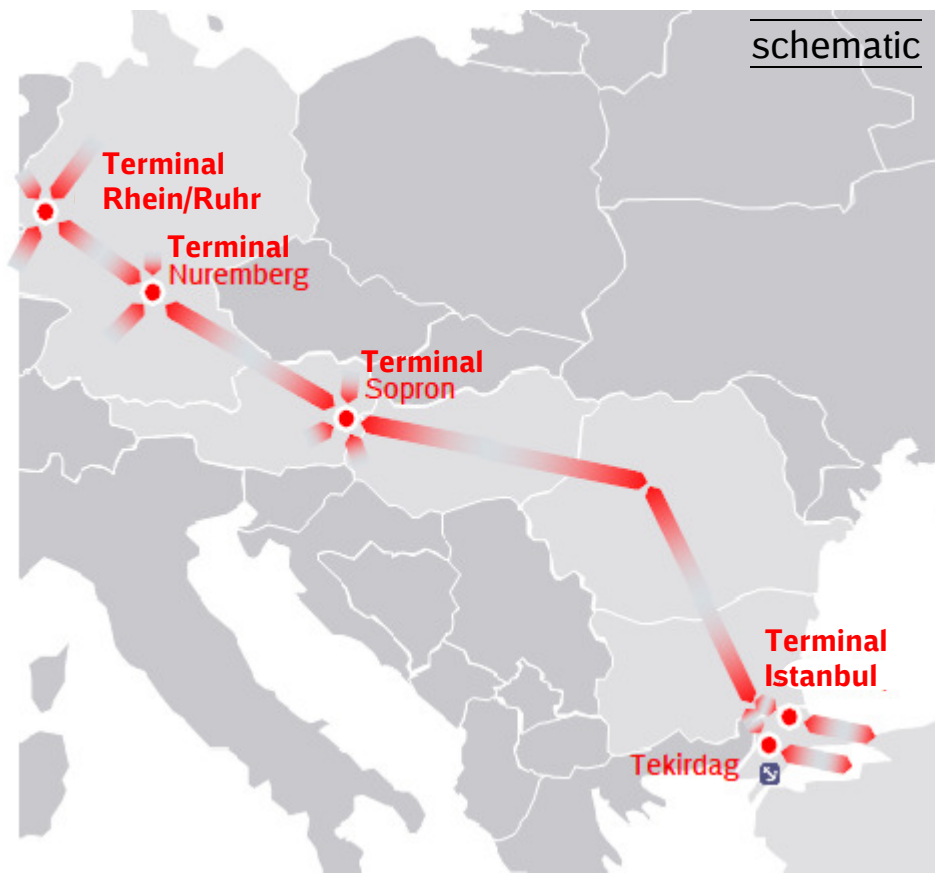
### ***Direct rail solution via Hungary***

- 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

## BUSINESS CASE TURKEY

### New ideas to connect Western Europe 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