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Market Place Seminar

Karl M. Mohnsen
CEO
TX Logistik AG
TX Logistik Group

Trenitalia SpA

TX Logistik AG

- TX Logistik GmbH Austria: 100%
- TX Logistik GmbH Switzerland: 100%
- TX Logistik AB Sweden: 100%
- TX Logistik A/S Denmark: 100%
- TX Consulting GmbH: 100%
- boxXpress.de GmbH: 15%
<table>
<thead>
<tr>
<th>Place of business</th>
<th>Bad Honnef, NRW, Germany</th>
</tr>
</thead>
<tbody>
<tr>
<td>Foundation</td>
<td>1999</td>
</tr>
<tr>
<td>Employees</td>
<td>300</td>
</tr>
<tr>
<td>Trains</td>
<td>450 per week</td>
</tr>
<tr>
<td>Turnover</td>
<td>185 Mio. Euro</td>
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</tbody>
</table>
Presence in Europe

Germany
Sweden
The Netherlands
Denmark
Norway
Austria
Italy
Switzerland
Hungary
France
Belgium

TX Logistik AG

planned
partly own structures
**Speed, transparency and profitability**

TX Logistik is the ideal partner for the transport of finished vehicles.

- Transported cars 500,000
- One-stop traction with own licenses in Europe
- Modern multi-system locomotives
- Competent and specialized personnel
- Long-lasting experience in the automobile sector
- Close partnerships
Conventional traffics
Pan-European solutions for industrial clients by rail

Scope of business

- Full-Train-Service
- Wagon Group Solutions
- Hub & Spoke Concepts
- Waste disposal logistics

<table>
<thead>
<tr>
<th>Cole, Coke &amp; Chalk</th>
<th>Chemicals &amp; Gas</th>
</tr>
</thead>
<tbody>
<tr>
<td>Timber &amp; Paper</td>
<td>Consumer goods</td>
</tr>
<tr>
<td>Scrap metals &amp; Recycling</td>
<td>Security goods</td>
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</table>
Status 2011

- 100 trains per week
- 2600 trailers per week

Success factors

- Tractioner + Operator
- Seamless traction
- Integrated IT-Processes
- Effective terminals
- Mixed trains
- Value-added-services
Your offer for maritim logistic services
National & international seacontainer – hinterland traffics
Intermodal network for import and export transports
Integrated services product
Traction and operator role done by TX Logistik
### Network

- Seacontainer – Hinterland – network
- Harbor Hamburg & Bremerhaven
- Daily departures
- Door – Door – traffics
- 500,000 TEU p. a.

### Company trains

- Seacontainer train systems
- National & International relations
- Direct access to production resources
- Terminal – Terminal traffics

### Services

- Charter - & Partner models
- First & last mile at the domestic terminal
- Complete transport monitoring
- Customs clearance
- Quality and Performance report
Thank you for your attention!

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