



Connecting Europe and Asia

Maritime Dimension

DB Cargo / DB Schenker

Igor Hribar

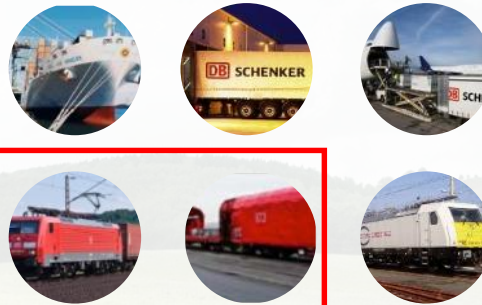
Rail Services Austria & South East Europe

December 14, 2018

Passenger Transport



Transportation and Logistics



Railway in Germany



Infrastructure



European network

- 16 Locations in Europe
- 60 % of transport services are pan-European



Multimodal logistics solutions

- 4,200 private sidings and terminals provide access to one of the world's largest rail network



Fleet capacity

- Largest fleet of locos and wagons in Europe
- 84,827 Wagons
- 2,817 Locomotives



Eco-efficiency

- CO₂ reduction of 18,300 tonnes per day



Certified quality

- Among many other certificates
- ISO 9001: quality management
- ISO 14001: environmental management

In many countries of East Europe / Danube Region DB Schenker Rail has its own companies



DB Schenker Rail Hungária

- Headquarters in Győr
- Part of DB family since 2001
- Starting with Siding services for automotive –providing reliable services between Western Europe and the Balkans



DB Schenker Rail Romania

- Headquarters in Timisoara/ Bucharest
- Part of DB family since 2000
- Offering competitive rail logistics services in South East Europe



DB Schenker Rail Bulgaria

- Headquarters in Pirdop
- Part of DB family since 2002, own legal entity since 2010
- Number three in the Bulgarian rail freight market



DB Schenker Rail Polska

- Headquarters in Zabrze
- Part of DB family since 2009
- One of the biggest private freight railroad companies in Poland

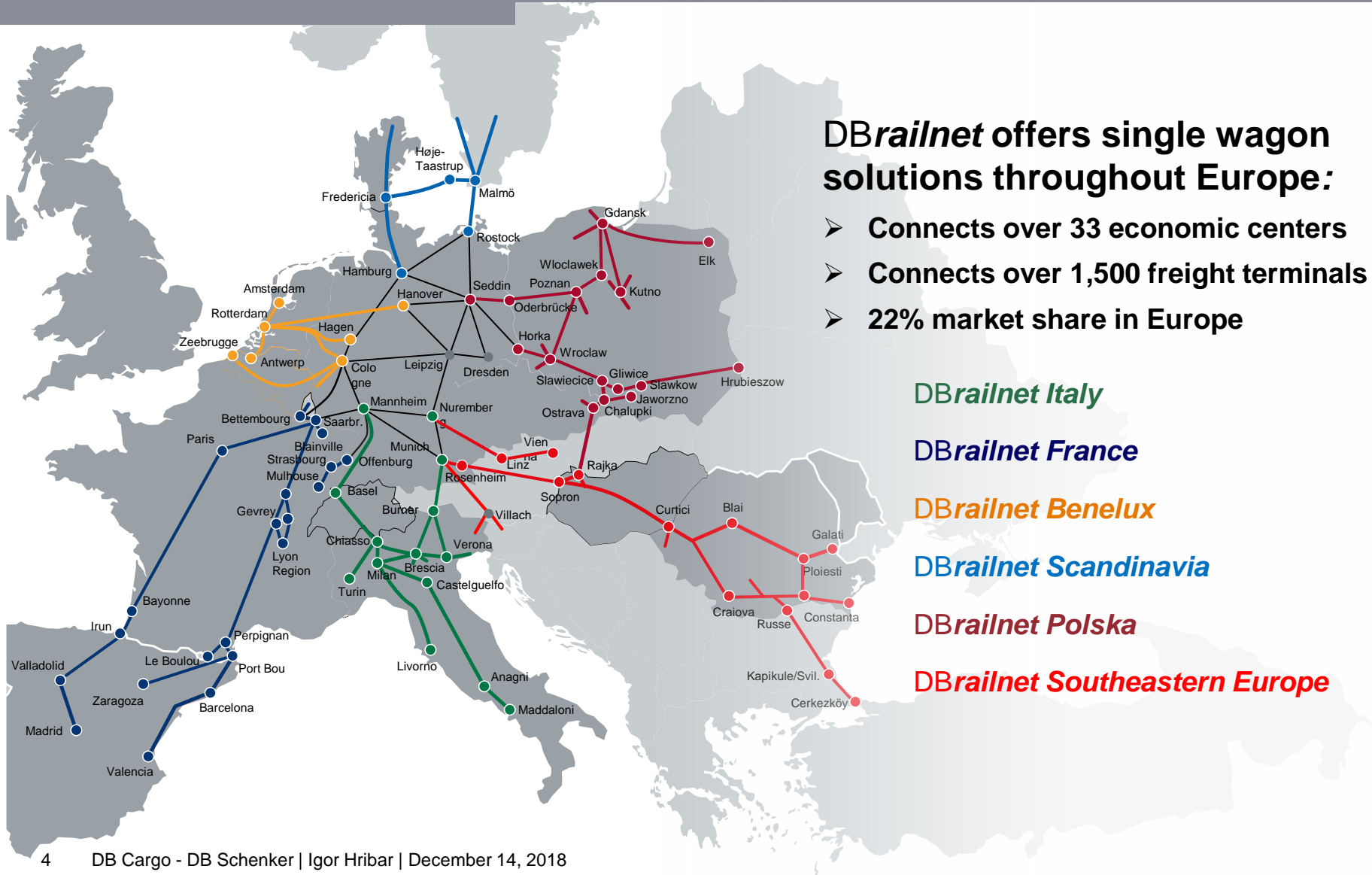


Railion Russija Services

- Headquarters in Moscow
- Established in 1999
- Offering transport solutions for import and export of goods between EU and Russia, CIS countries, Mongolia and China

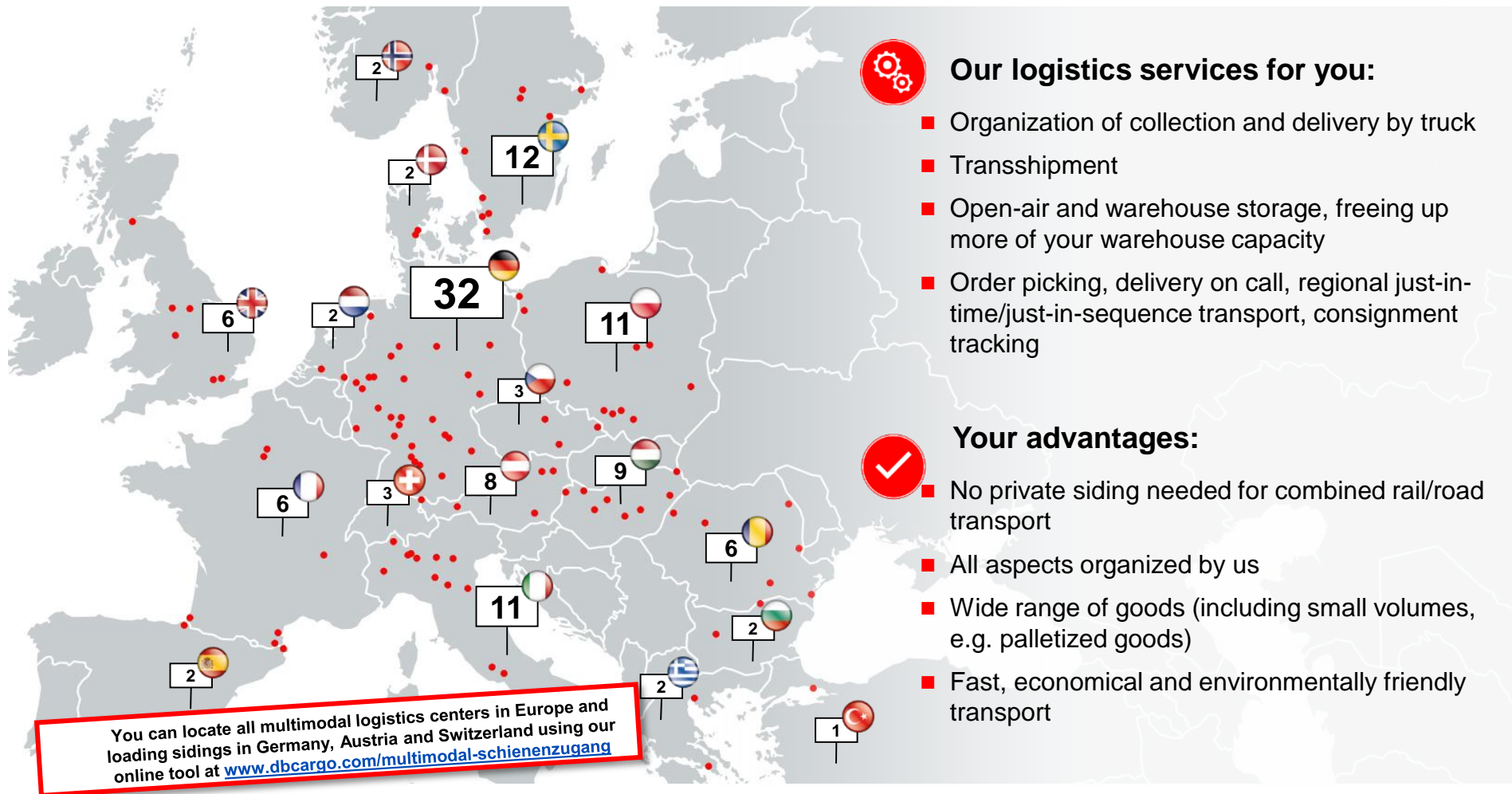
DB Cargo's European products

Part of a strong international network



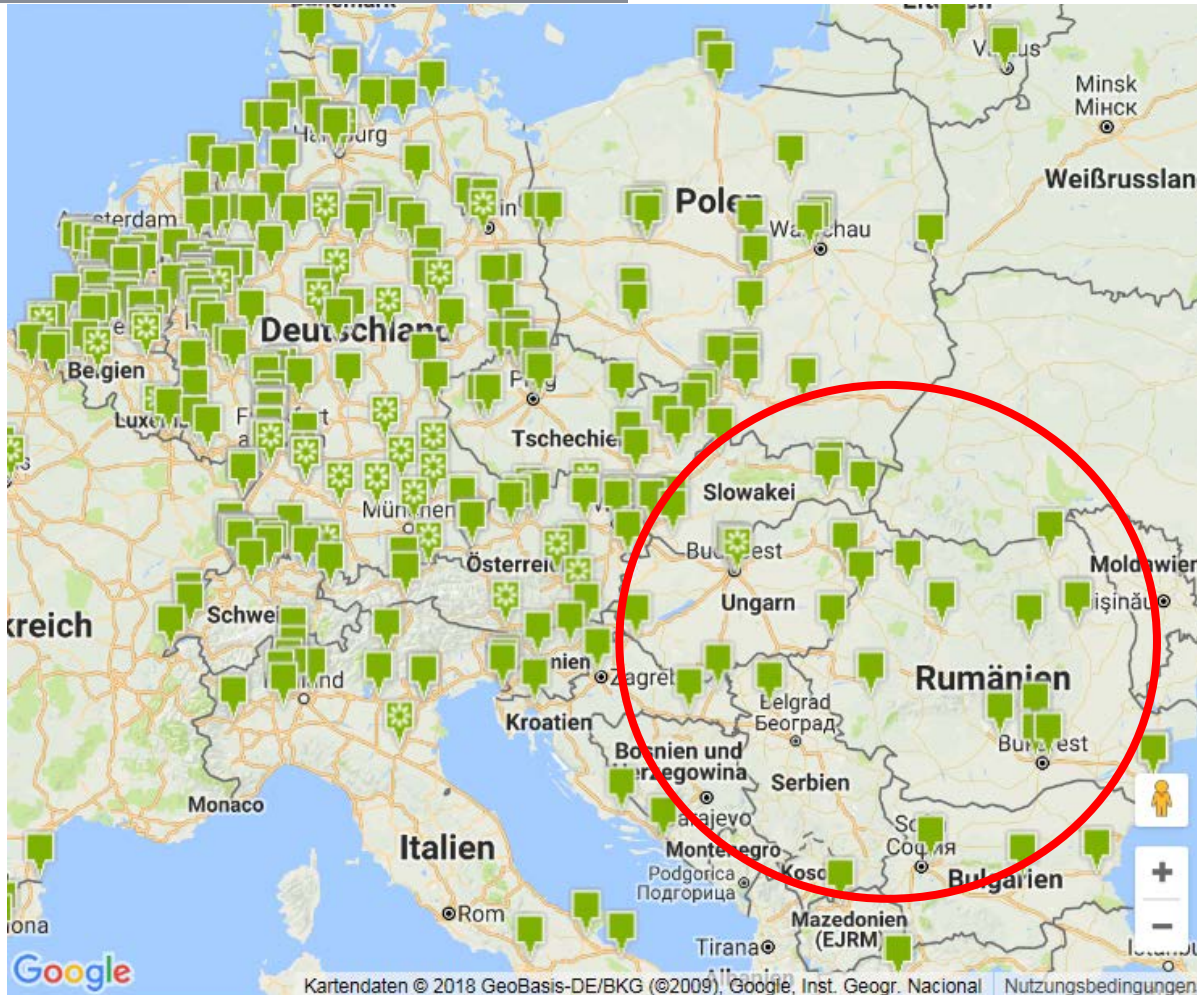
Over 100 multimodal logistics centers

Your door to Europe-wide logistics services



Intermodal logistic infrastructure

Substantial need to improve



Networks/Services



Terminals



Technology

Rail Infrastructure

Who is closing the gaps?



Continental development

How sustainable is the development?

Months spent to reach WB market development milestones, 2011-2017



Sustainable?

Rail Performance

- Transport time
- Tracing (train/ITU)
- Unified transport law

Interfaces

- Border terminals
- Alternative routes
- Throughput

Customs

- Language
- Classifications
- Working times

Equipment

- Intermodal wagons
- Reefer container

Network

- Services (Border-Hub)
- Disruptions

Potential to shift Asia volumes to Adriatic Sea Ports

Case Study

Pulp & Paper

Automotive

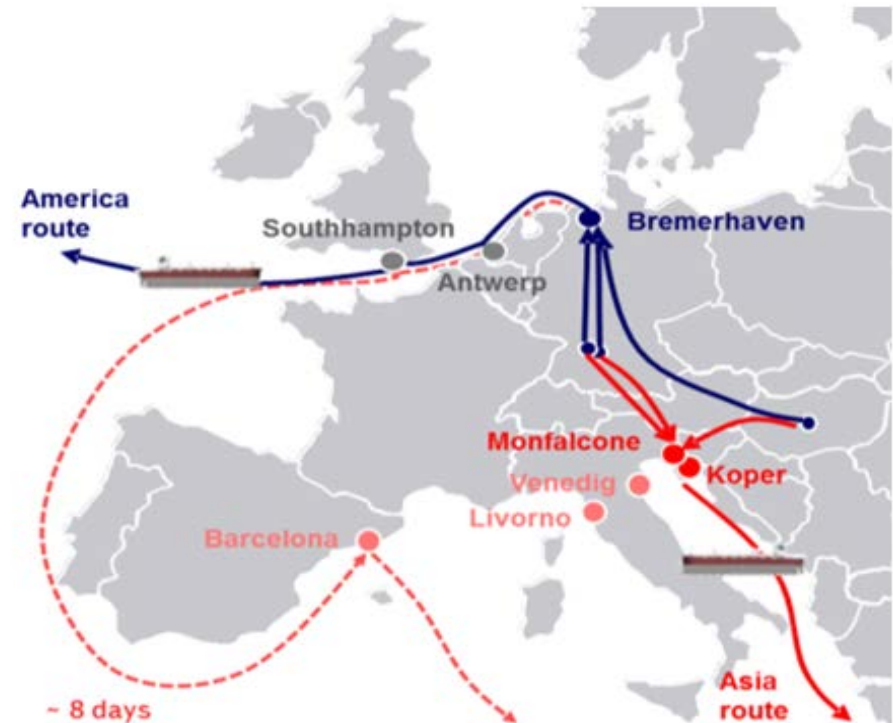
General Cargo

Challenge

- Currently export of European finished vehicle volumes to Asia and America takes place via Northern European sea ports
- As a result the **transport time to Asia is very long** (est. 8 days +)
- Time and costs are the main decision criteria when choosing the type of transport
- OEM would like to switch to Adriatic sea ports, however **insufficient capacities** apply

Solution

- Engagement by DB Cargo to increase port capacities
- Joint approach together with other stakeholders (i.e. ocean carriers) to offer customers a one-stop-shop supply chain to Asia





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