



Cargo

Intermodal Sales Division

DB Cargo AG | Intermodal Sales | April 2024

Intermodal Sales Division

Your full-service provider for multimodal transport



Frank Erschkat
Head of Intermodal Sales

“European combination for and with our customers.”

Intermodal Sales Division

Engagement in three independent business units



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 **1,000 trains** per week
- **240 destinations** in approx. 30 countries
- with around **9,100 multimodal wagons**



Operator sales, storage space sales

DB Cargo is involved in the business of operators via its equity interests

- 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 depots and trucking

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

- Operation of more than **15 terminals in Europe**
- 37,000 TEU storage capacity in **10 container depots**
- **135,000 deliveries** per year in Germany

* Independent business segment

Intermodal Sales Division

Four examples of top performance



Carrier Sales



Carbon-free intermodal network for express customers

DB Cargo runs **20 trains** on the north-south-north and east-west-east axes for **DHL Freight** as an **overnight express service**

- Highest priority express train paths and speeds of up to **140km/h** guarantee reliable **next morning deliveries**
- A **comprehensive weekend network** completes the portfolio and underlines the **competitive advantage** over road transport
- **6 million additional parcel shipments** a year via special train services during the Christmas season



Customised solution for Frankenbach

- 3 round trips per week between Rotterdam and Mainz with **connections to all deep sea terminals** on the Maasvlakte offer an attractive and competitive service
- High-quality rail link with **90% punctuality**
- **End-to-end working** of locomotives and train drivers



Operator sales



Vehicle parts for the world

- **TFG Transfracht GmbH** supports the logistics of the BMW Group using DB Cargo trains
- **The AlbatrosExpress** transports **80,000 TEU per year** from dispatch points in Dingolfing, Wackersdorf and Wallersdorf to Hamburg, Bremerhaven and Wilhelmshaven.
- From there, the containers' destinations include Asia and North and South America



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 transports towards southeastern Europe
- Work to **expand** with a **second terminal module** is in progress

Carrier Sales, block train sales

Block train traction, wagon provision
and terminal services

Carrier Sales

We connect Europe with highly efficient block train products



Sylke Hussmann
Head of Intermodal Carrier Sales

*“Our expertise is always
at your service.”*

Carrier Sales

Is the European market leader for intermodal block train transports



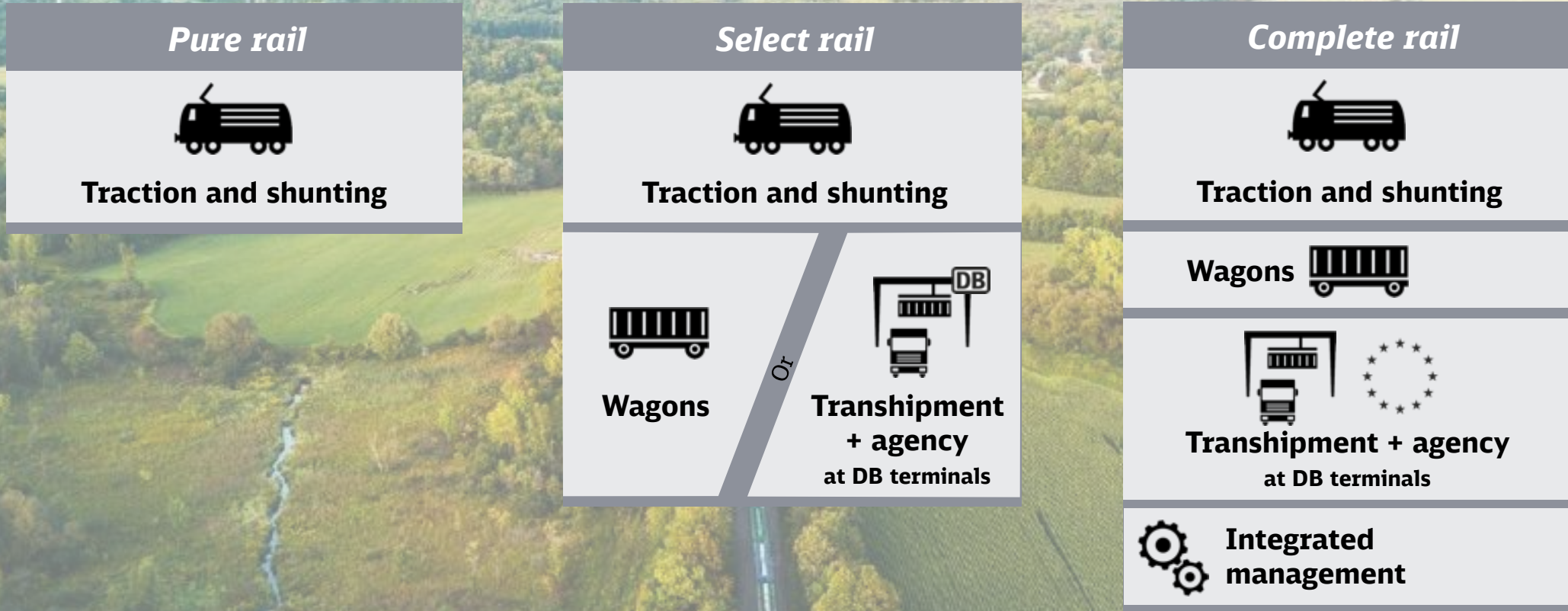
Our services (2022)

- **24 billion tonne kilometres** of transport volume
- more than **2 million load units** transported per year
- **240 destinations** throughout Europe in around 30 countries
- 700 km average transport distance
- **437 national** and **581 international** trains per week
- **9,100 multimodal wagons** (DB wagons and leased wagons)

We avoid 6.3 million HGV trips every year – equivalent to a reduction of 2 million tonnes of CO₂ ... or a queue of HGVs that would stretch 3 times around the world

Carrier Sales

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



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

Carrier Sales

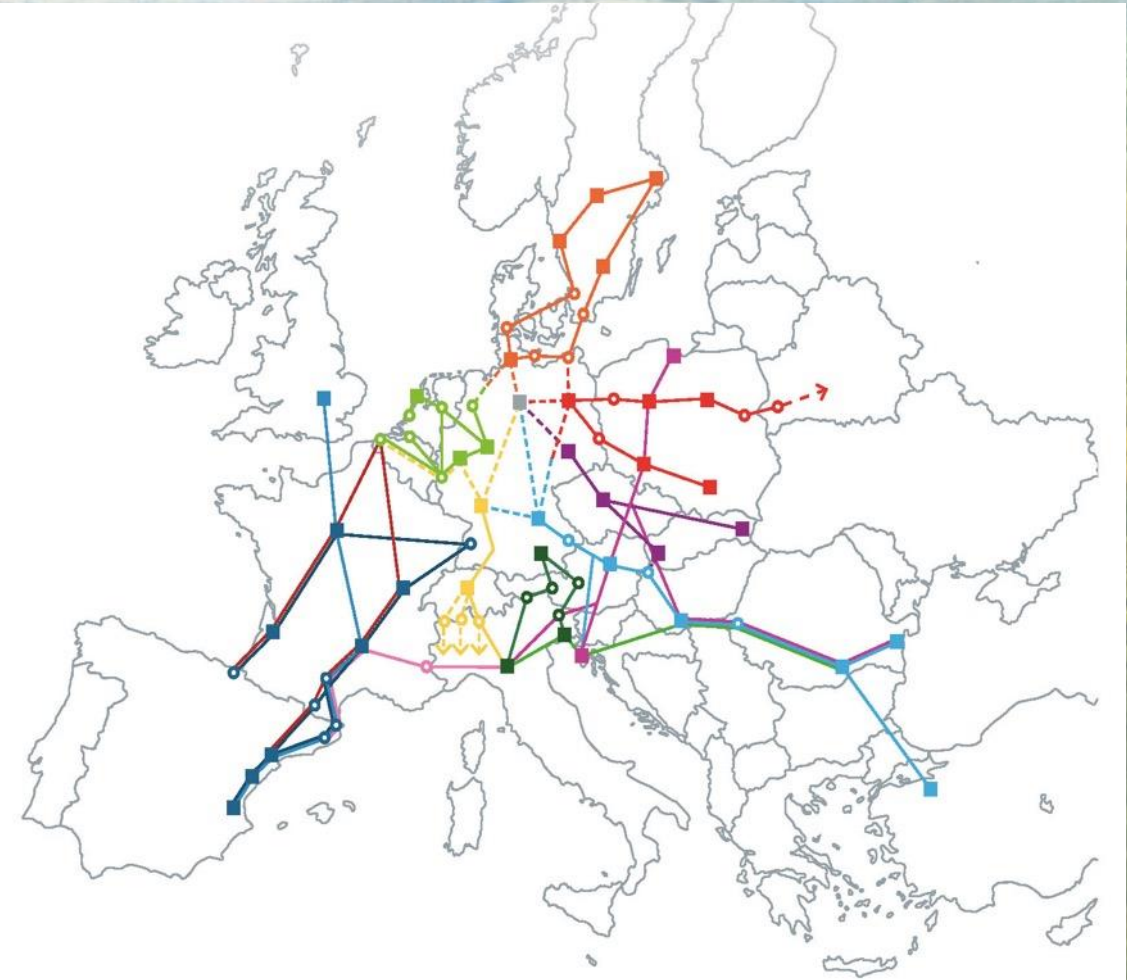
Builds on a strong DB Cargo network in Europe



Represented throughout Europe with our own production companies and partners

Your network advantage:

- **Own production presence in 15 countries**
- **Consistent management** 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

Increased quality 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**, of which more than 700 operate cross-border services
- Investments in our main north-south corridor: **60 new multi-system locomotives** for the transports in 6 countries (**Germany, Austria, Switzerland, Italy, Netherlands, Belgium**). More such locomotives to be procured in 2023 and subsequent years
- Deployment of **44 multi-system locomotives** for the corridors towards **eastern and southeastern Europe**
- 25% of own fleet fitted with ETCS
- Reliable, energy-efficient and cross-border traction

Carrier Sales

State-of-the-art wagon fleet and smart 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 megatrailers
- 7,300 intermodal wagons will be equipped with GPS by the end of 2023
- Management of 9,100 multimodal wagons for the maritime and continental segments
- Comprehensive wagon service
- Wagon dispatching on selected European corridors
- Own damaged wagon management at key terminals
- Mobile maintenance
- Additional services, such as monitoring of trainset movements and trainset compositions
- Further e-services in the pipeline



Carrier Sales

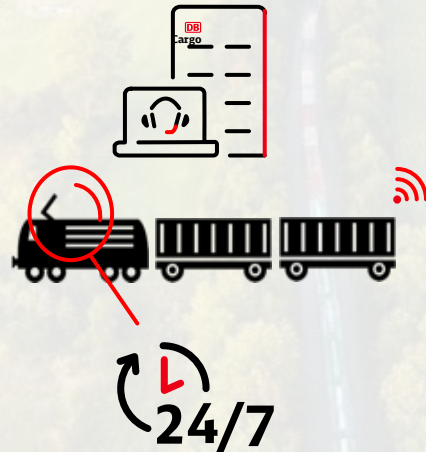
The Intermodal Control Tower manages your transports



“We also manage out-of-the-ordinary situations for you.”



Oliver Hilgers
Head of Intermodal Control Tower



- Dedicated customer teams
- Europe-wide transport management
- 7 days a week, 24 hours a day

Carrier Sales

Intermodal Control Tower: Full-service transport management from a single source



Train running management

Your **dedicated customer team** manages your transports

- Seamless **production control** and **Europe-wide transport monitoring**
7 days a week, 24 hours a day
- **Proactive customer information** according to customer's wishes in case of disruption, including ETA forecast
- **link2rail customer portal** for detailed information on progress
- Optional: **digital provision of train running information**



Terminal and order management

Your **service provider** for the complete **ordering process**, from purchasing the terminal service, **ordering the train, preparing the consignment note, customs services** and **billing** through to **complaints**

- **Dangerous goods hotline** for the transport of dangerous goods
- Powerful **e-services** and interfaces



Wagon dispatching

We **look after your wagons** all the way from the starting point to the destination

- **Dispatching** for your **trainsets**
- **Monitoring of desired trainset composition**
- **Damaged and replacement wagon management**

Carrier Sales

Our country-specific sales contacts



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Carrier Sales

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Operator sales

Maritime & continental networks from Europe
to Asia

Operator sales

Maritime & continental networks from Europe to Asia



"The densest rail network of seaport hinterland services in Europe"

Frank Erschkat

Spokesperson of the Board of Managing Directors
TFG Transfracht GmbH

No.1 in the DACH region for maritime transports



"The intermodal network provider for Germany and Europe"

Armin Riedl

Managing Director Kombiverkehr GmbH & Co KG

Network provider for continental transports in Europe



"Capacity utilisation on DB Cargo's European rail network with traffic to and from Asia"

Andreas Lübs

Managing Director
DB Cargo Eurasia GmbH



DB Cargo Eurasia



"Quality is non-negotiable"

Karsten Scheidhauer

Managing Director
Optimodal Nederland B.V

Expert for the ARA region



Operator sales – TFG Transfracht GmbH

Specialist for seaport hinterland logistics from port to door

TFG
TRANSFRACHT

DB
Cargo

Maritime traffic optimally combined – since 1969

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

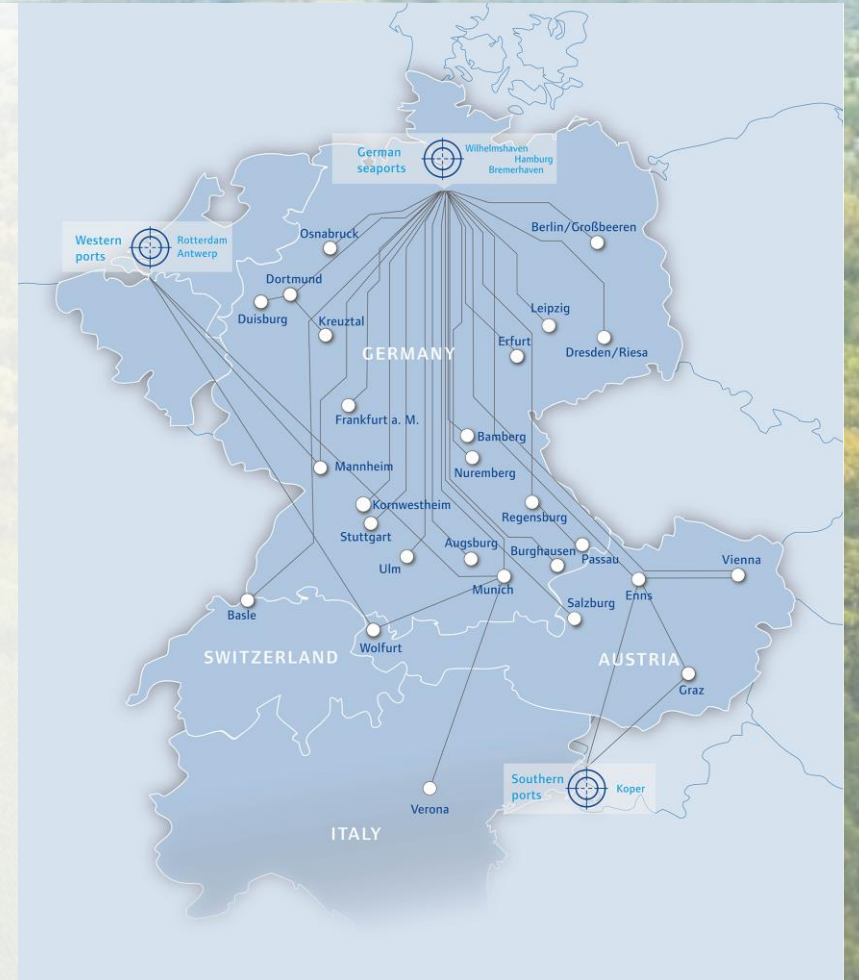
- AlbatrosExpress – 4 countries / 6 ports / 1 system / 27 terminals
- 15,000 locations in the DACH region with 260 departures per week
- 1,000,000 TEU per year and more than 15,000 connections by rail
- High frequencies/fixed timetables/short transit times

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

- Rail-bound pre-carriage and onward carriage to ports
- First and last mile by road
- Dangerous goods and customs clearance, empty container positioning, specific turner concepts as well as depot services and other services

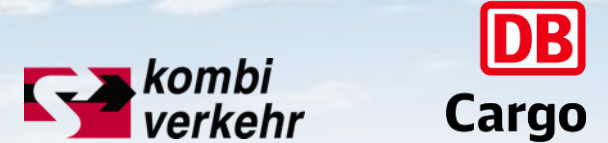


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Operator sales – Kombiverkehr GmbH & Co KG

The intermodal network provider for Germany and Europe

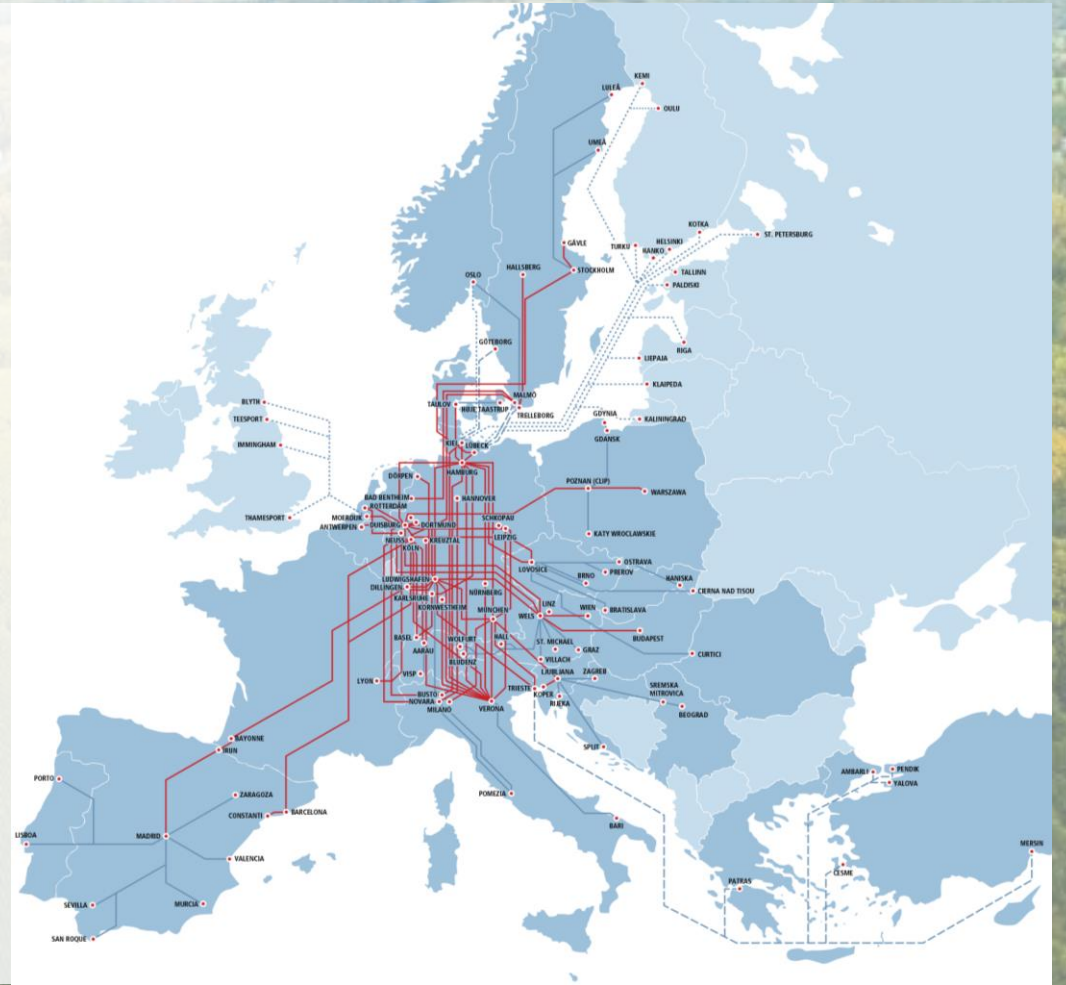


The intermodal network provider for Germany and Europe

- Neutrality and maximum network flexibility
- Open train system for any forwarder and customer-specific block train solutions
- Reach Germany's economic centres overnight by intermodal transport: With over 210 direct connections per week and a capacity for more than 1,300 truck shipments per night, Kombiverkehr offers Germany's biggest network for combined transport
- 560 fast through services 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 every day connect 30 European countries
- Over 220 connected terminals with more than 15,000 gateway connections throughout Europe for maximum flexibility of transport route
- 24/7 transport monitoring



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Operator sales – DB Cargo Eurasia GmbH

Transport pioneer between Europe and China



The DB Cargo operator for transports on the Eurasian corridor

[Get your rate](#)

We are an international rail operator and specialist in the inter-/multimodal sector. With our own fleet of wagons, we offer tailor-made solutions.

Destinations:

- 15+ destinations China <-> Europa
- Central Asia and Caucasus <-> Europe
- Regular public trains to Duisburg/Hamburg/Budapest
- Japan/South Korea/Vietnam on request

Benefits:

- Booking of both individual containers and company trains possible
- Journey time 17-20 days
- Express product: 12 days
- Tracking and tracing

Customer service departments in Berlin, Malaszewicze, Moscow, Xi'an and Shanghai.



Contact us

Single container business sales:
DB.CE.pmg.asia@deutschebahn.com

Block train sales:
DB.CE.BT.sales@deutschebahn.com



Operator sales – Optimodal Nederland B.V.

Your expert for 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 from/to 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. Trucks to the final destination complete the rail transports, e.g. Quirinus-Express, 9 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

Depots and trucking

Terminals, depots and trucking

Europe-wide terminal operation and Germany-wide trucking



Michael Heinemann
Head of Intermodal Terminals

*“Benefit from
our local expertise.”*

Terminals, depots and trucking

With partners, we operate our own terminals at 15 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 collaborations at further locations



Michael.Heinemann@deutschebahn.com



Terminals, depots and trucking – DB Intermodal Services

Operates at 13 locations with depot services and trucking



Depot services for loaded and empty containers: **close-to-terminal storage capacity of 37,000 TEU** – for relieving pressure on transshipment terminals and ports

Plant logistics – transport services in inter-plant transport for automotive manufacturers

Trucking – container deliveries for seaport hinterland transport by road between transshipment terminal, depot and customer; depot-to-depot positioning also offered

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



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Cargo



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