



# **Railion**—the European Rail Freight Company

---

Rail Transports

---

Logistics Solutions

---

Environmental Competency

03	Foreword	10	We draw on our great experience to drive progress forward
04	Germany is the switching point for a strong Europe	12	A solid foundation for the future
06	Size is all that counts down to the very last detail	14	Contact
08	Higher, faster, further for the environment in which we live		





Dear Reader,

In the rapidly expanding transport and logistics sector, the call for “more transport to switch onto the track” is growing louder all the time. And for good reason, since there is no more environmentally friendly way of getting goods to their destination than by rail. With every ton of freight transported by rail instead of by road, Railion exposes the environment to two-thirds less harmful carbon dioxide—a particularly important contribution towards protecting the environment. What’s more, we relieve the roads of some 100,000 trucks per day. Placed end to end, they would stretch the entire distance from Hamburg to Rome.

Rail freight transport continues to grow at an impressive rate. This is due both to the favourable economic climate and to markets in Europe opening up. This has brought with it lively competition between rail companies, motivating them to be more efficient and more innovative. Only rail companies capable of providing their customers with one-stop-shop transport beyond their own national borders can hope to maintain their position on the market.

Railion is ideally equipped to compete on this market. Sales and production are once again united under one roof, our products are even better adaptable to individual customer demands and the expansion of our European network will further improve the services we offer our customers within Europe and in neighbouring countries.

At the same time, it is a great help to us that we, as part of DB Logistics, the Transport and Logistics division of Deutsche Bahn AG, have its full range of logistics services and carriers at our disposal.

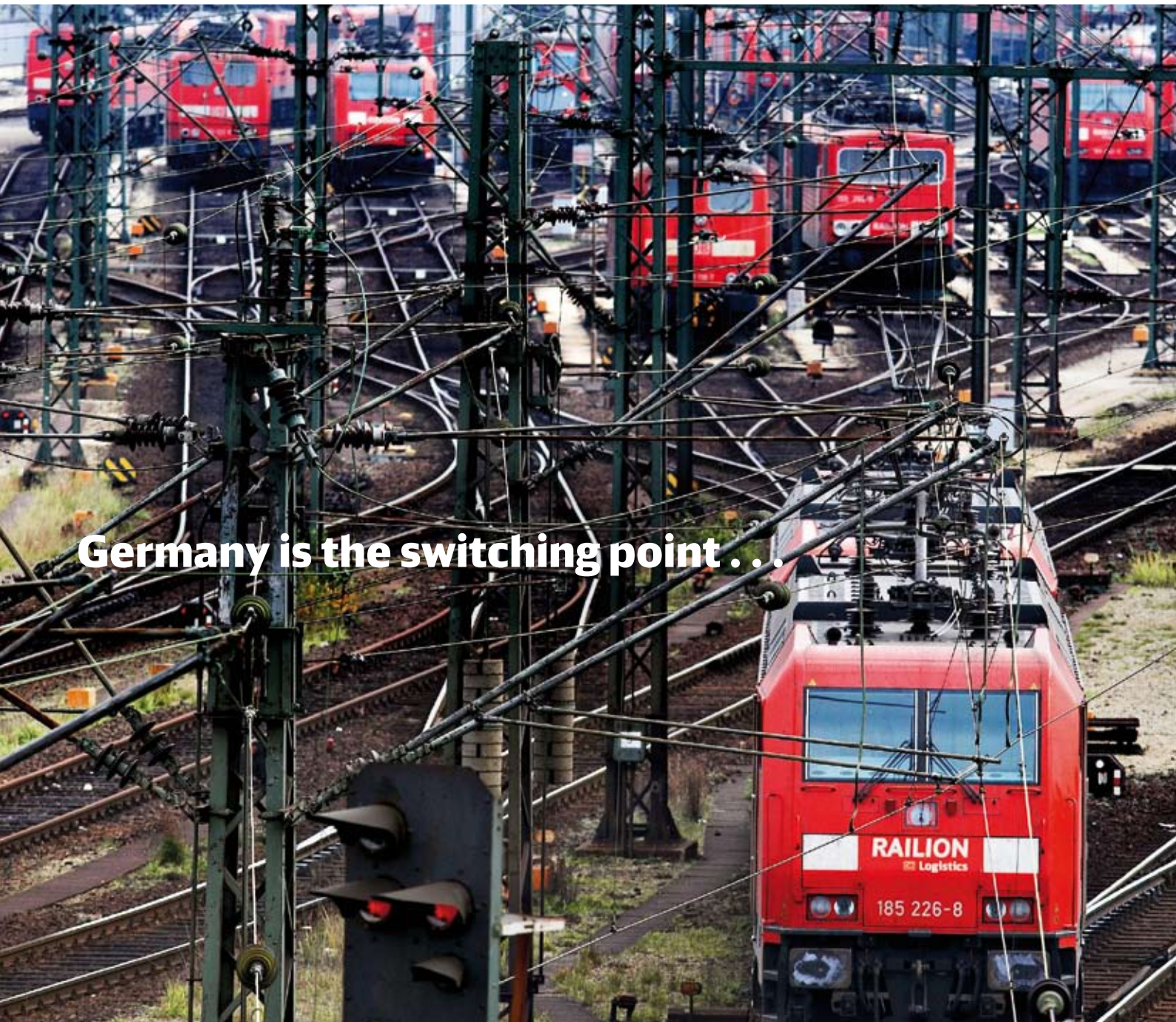
On the following pages, we present to you a German company that knows no borders. We show you a rail freight company that is anchored in Germany and operates throughout Europe, and we give you a full insight into Railion, a brand of DB Logistics and thus part of the largest European transport and logistics company, Deutsche Bahn AG.

Enjoy your read!

Yours sincerely,

A handwritten signature in blue ink, which appears to read "K. Kremper". The signature is fluid and cursive.

Dr Klaus Kremper  
CEO, Railion



## Germany is the switching point . . .

Without Railion, modern rail freight transport would be unthinkable. We are the biggest and most efficient rail freight company in Germany. We provide innovative transport and logistics solutions, employ over 23,000 highly trained staff and generate turnover of 3.9 billion euros a year.

We see Germany as a network made up of the more than 3,100 private sidings we serve. We give our customers access to one of the largest rail networks in the world and the best possible connection to their markets and production sites—be it from the port of Hamburg to Bavaria or from suppliers in Saxony to a factory in Cologne. From our base in Germany, at the switching point of the transport corridors between East and West, North and South, we control our Europe-wide commodity flows.

At our Customer Service Centre in Duisburg, we employ a team of competent staff who are always happy to assist our customers with any transport-related services, spanning the ordering of wagons, providing status information and shipment monitoring. Located at the heart of Europe, we act as a strategic partner, taking care of exceptional logistics tasks that go beyond all national borders. It is fitting, therefore, that Railion belongs to the Transport and Logistics division of the biggest mobility and logistics service provider in Europe, Deutsche Bahn AG.

**If you think Europe when you think Germany, then it's partly thanks to Railion.**



## ... For a strong Europe

Every private siding in Germany is also a connecting point to rising commodity flows in Europe. Our strong position on the domestic market makes us ideally qualified to provide efficient and dependable goods transport to every European state. More than 60 per cent of all Railion transports today serve international destinations.

However, Railion not only makes access to the European market possible—Railion also shapes that market. With our national companies Railion Deutschland, Railion Danmark, Railion Nederland and Railion Italia, we intensify the close interlocking of production processes and provide dependable, centrally controlled local services. Bilateral cooperation with international partner rail companies in transport management and sales strengthens our leading position as a provider of

boundless European freight transport and broadens our range of services. With our Railports, we offer customers that have no private siding of their own a viable alternative, even abroad, for trans-shipment from track to truck.

Ultimately, our combined efforts with our various European partners and companies help to improve the flow of commodities, present and future, shipped by rail within the European Union and beyond.

By contributing to the development of uniform production and quality standards, we continue to help dismantle the frontiers between the states of Europe. All of this makes Railion the greatest rail freight company in Europe.



Size is all that counts . . .

Size comes with performance. More than 7,000 transport orders come into our Customer Service Centre and some 9,500 empty wagons are booked every day. Railion Montan alone transports some 125 million tons of steel, coal, ore, scrap and non-ferrous metals on board 40,000 of our around 100,000 special wagons. Railion's daily transport capacity totals more than 353 million ton-kilometres. This is equivalent to the volume of 100,000 trucks—lined up end to end, they would stretch the distance from Hamburg to Rome.

Our versatility also makes us a big performer. In addition to rail transport for logistics companies specialising in bulk cargo, our services include cost and performance-optimised logistics solutions covering supply and storage to disposal, as well as maintenance at operational level and consulting

on all aspects of private sidings.

Size offers stability and freedom of scope. Thanks to the extensive network always available to Railion, we assure our customers nationwide supply and planning reliability. By 2011 alone, we plan to invest some 1.7 billion euros in the modernisation and expansion of our fleet, to further optimise our plant to the tune of 109 million euros and to spend 3.1 million euros on upgrading our IT systems to cope with future requirements. This will protect our customers' investments and ensure the success of their business for a long time to come.

**By all means see the big picture when you think Railion. We see to the details for you.**



... Down to the very last detail

Individual solutions can only come from a company like Railion, for which size is synonymous with industry know-how. Germany's leading energy providers, steel producers and chemical companies place their trust in our transports, as do our customers from the automobile and consumables industry. We provide all of these sectors with the appropriate freight wagons. Special equipment from Railion transforms the rail track into an extended production line. Hardly a rail freight company in Europe has similar means at its disposal to provide each branch of industry with the right mode of transport.

We have worked closely with our customers to develop our range of services because we attach great importance to dialogue and partnership. With our specialist industry and block-train products, single-wagon transport, just-in-time solutions

and long-term supply agreements, not we, but our customers are the ones who dictate the services we provide.

Our individual offering also includes specialists on every subject. We employ competent service agents—loading experts and customs specialists, experts on freight law and quality management—who are well acquainted with our customers' operational processes. This is what we call customised service—which is enabled in the first place by our size.



## Higher, faster, further...

The dynamic development of the global economy and the enlargement of the European Union are bringing about a drastic increase in worldwide trade. In 2006, the volume of freight transport in Germany rose by 6.6 per cent; rail freight transport even rose by 10 per cent. Railion is benefiting significantly from this development.

Growth, to Railion, not only stands for an increase in transport capacity, but also for company modernisation. By optimising our production system to cater to single-wagon transport, we alter train capacities. Instead of a number of low-frequency direct connections, we concentrate single-wagon transports on central corridors between the big marshalling yards, thus stabilising transit times to the various destinations.

To us, growth also means maintaining a visible presence throughout Europe. Railion is involved in several cross-border EU research projects concerned with furthering the development of rail transport. Knowledge transfer and quality management are important aspects of the European committee work aimed at transferring more freight from road to rail.

**You think greater performance when you think growth.  
We think environment, too.**



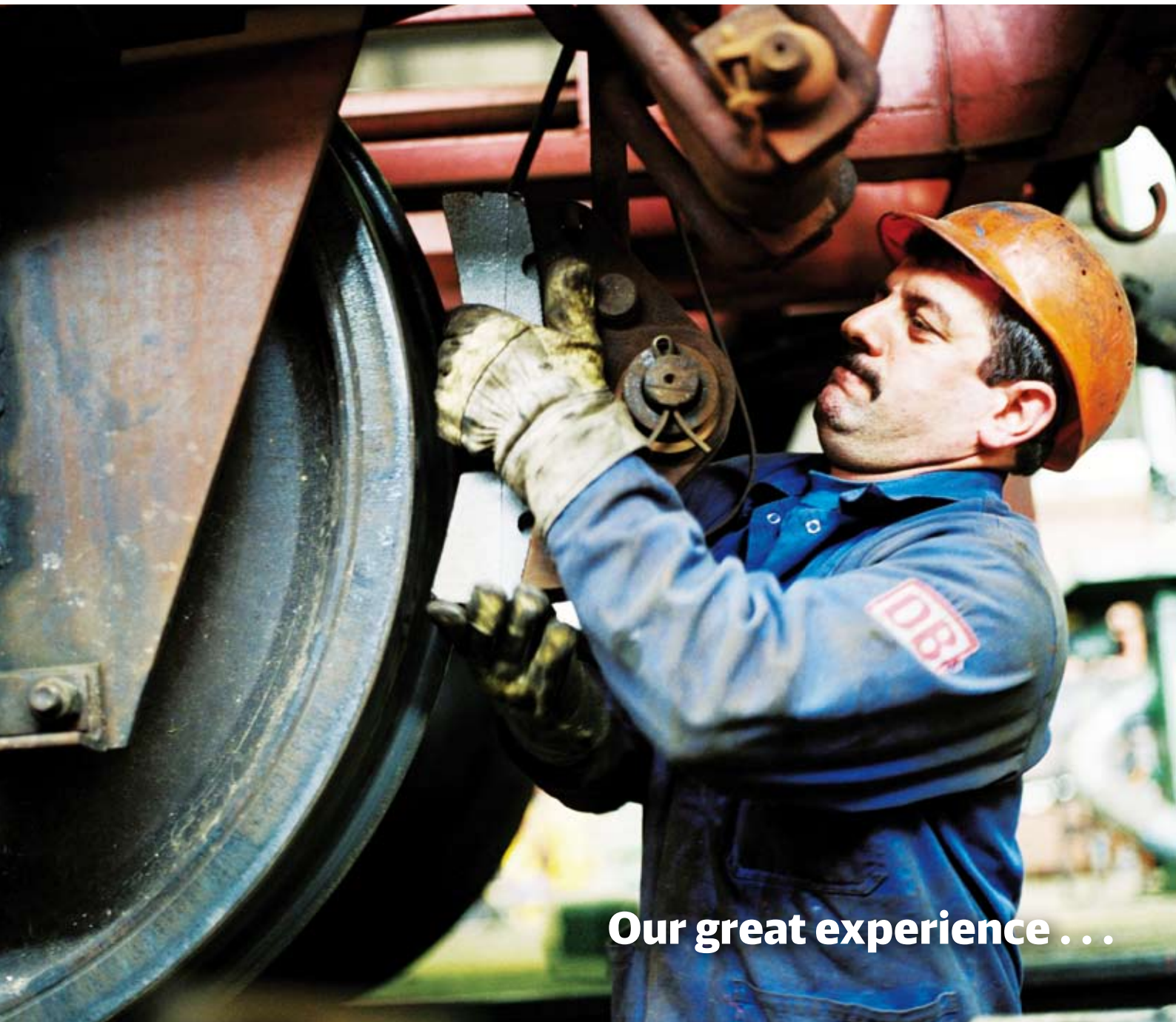
## ... For the environment in which we live

Our growth has a direct and positive effect on the environment. Every day, Railion spares Europe's roads 100,000 truck trips and more than four million tons of CO<sup>2</sup> each year. No other mode of transport takes goods from A to B more ecologically than the wheel/track system. That's a very good reason for Railion to carry on with the good work. New, low-emission engines reduce the amounts of nitrogen oxide released into the atmosphere by more than 30 per cent, while optimised braking systems reduce noise pollution.

Environmental protection and growth—these two form a strong unit elsewhere in our operations. Railion is a certified waste disposal company and the ideal partner for industry-specific and environmentally compatible transport solutions for the waste industry. What's more, the track-bound system

of transport is the safest mode of transport for hazardous substances and accordingly represents an important contribution towards protecting the environment.

Growing companies need advice. With the online tool Eco TransIT recommended by the International Union of Railways, we offer our customers the opportunity to calculate the CO<sup>2</sup> emissions of their specific intermodal transport and so to render the level of pollution visible—whether they send their goods via road or rail, as air or sea freight, in Germany or in any of 17 European countries. Environmental protection at the click of a mouse—that, too, is all part of growth.



## Our great experience . . .

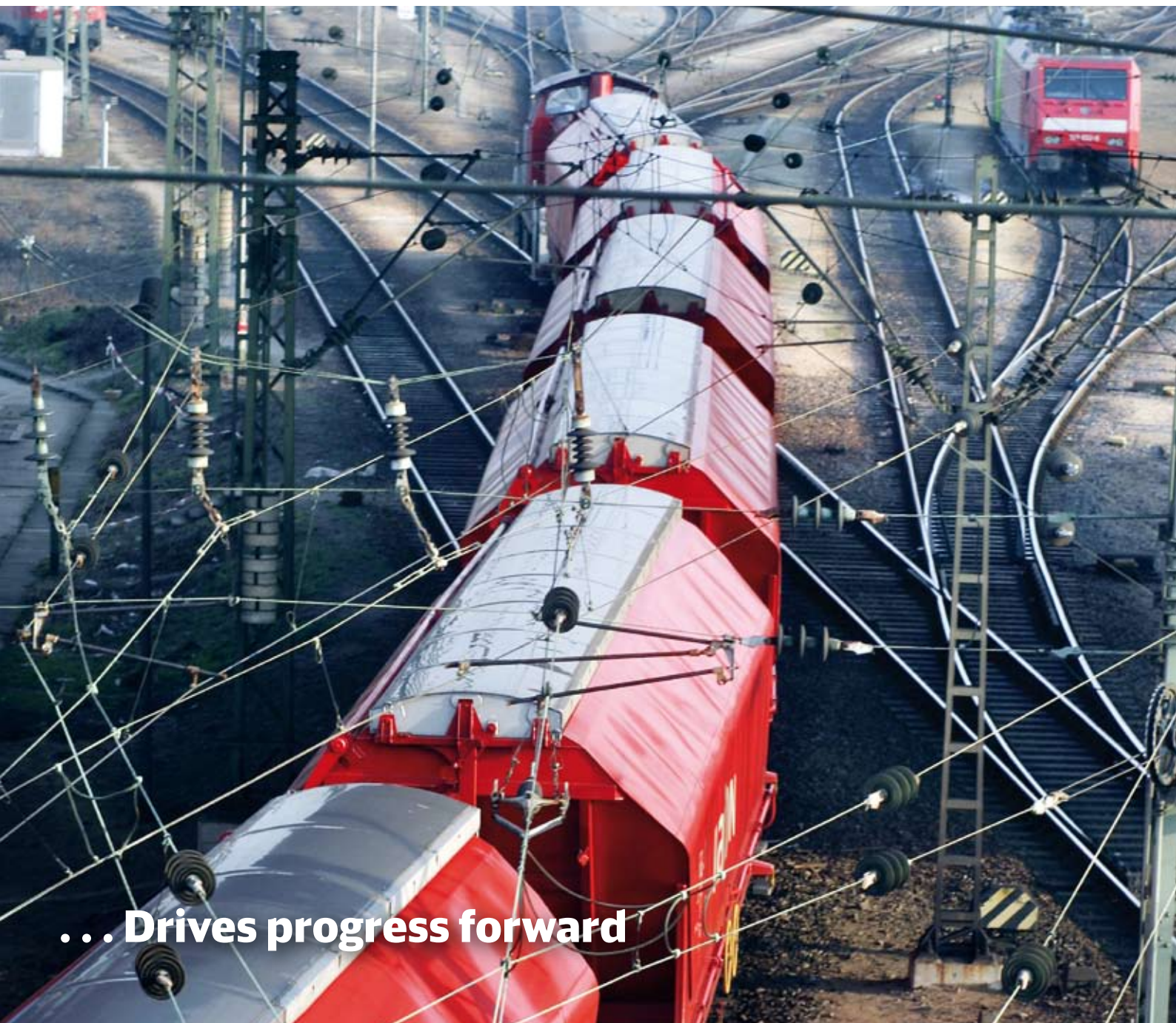
From Reichsbahn to Bundesbahn, from DB Cargo to Railion—no other rail freight company in Europe has quite such an eventful history to look back on, no other railway has re-invented itself quite so often and has been able to learn from its changes. This is what makes Railion such a unique player on the European market.

To us, tradition means a capacity for change. At the same time, we always aim to create the very best solutions for our customers. The result is the economic success we have enjoyed in recent years. With our international rail logistics network and our exceptional industry know-how, we have more and better services to offer than many of our competitors. This gives our customers a sense of confidence and security makes for a high degree of customer satisfaction.

Companies such as ThyssenKrupp and Opel have been benefiting from our expertise and experience for over 80 years.

Indeed there's only one thing that will not change: the fact that the wheel/track system has always been and still is the most efficient way to transport large quantities of freight on efficient transport corridors. This is a tradition with a future.

**By all means think tradition when you think Railion.  
Because our tradition is change.**



## ... Drives progress forward

Railion has one of the most high-tech wagon fleets in Europe—and a great deal of inventive genius went into it. At our research centre in Minden, we are constantly working on new solutions to satisfy our customers' requirements for sturdy and long-lasting equipment. For example, we are working on a new double-decker wagon with shallow ramps and a new type of wheel chock for the automotive industry, in an effort to tailor our services even better to the workflows and product requirements of our customers.

To us, innovation means removing existing obstacles. The use of new multifrequency and multisystem locomotives adapted to the specific requirements of the European route networks facilitates cross-border transport and helps to make it even more efficient, safe and reliable.

Innovation also means introducing new technologies today that will be the worldwide norm tomorrow. Projects testing radio frequency identification devices (RFID) are as much a part of this trend as the use of GPS for monitoring transports. Mobile data acquisition, smoother-running processes and less time and effort spent on data acquisition—thanks to our innovative strength, we always have one foot in the future.



## A solid foundation . . .

A company that's right at the top today needs to secure its position for tomorrow. The liberalisation of rail freight transport in Europe is testing Railion's strategic decision-making ability. In this situation, Europe's biggest rail freight company is benefiting from the new structure of DB Logistics, which allows for maximum scope and at the same time provides access to the know-how of one of the most efficient mobility and logistics companies in the world.

In our strategy we are already thinking today about another important success factor for tomorrow. Railion trains more apprentices than any other rail freight company and thus makes sure of a wide range of qualified specialists on its staff because more and more competitors are jostling for position on the transport market of the future—rail. That's why Railion

trains qualified specialists who are motivated and eager to shape their own future and that of rail freight. You only have to consider our economic success and the personal effort these people put in when extreme weather situations arise to realise just how committed our employees are.

There are no limits to the present. The future is still to come. That's why Railion is also encouraging integration in the qualification of engine drivers. A European train driver's licence is a milestone on the way towards opening up state borders for efficient and faster rail transport.

**You can think about a Europe without frontiers.  
We think one step further.**



## ... For the future

Success today secures success for tomorrow. The tremendous growth expected in cross-border freight transports over more than 500 kilometres promises top opportunities for Railion. The future goes by train—and not just in Europe, but via existing rail links all the way to Greece, for example, or to Turkey and in future also from Berlin via Moscow to Beijing. This means that we can offer our customers unrivalled transport corridors with which to open up the growth regions of the future.

In order to expand our forefront position in the European railway industry amid ever-increasing competition, we will constantly be boosting our productivity. This means ensuring a lean and competitive organisational structure and developing our international networks.

The use of new technologies will continue to be our top priority in the future, too—innovations that make rail transport even more efficient and fast. And the more successful we are and the more freight we bring to the tracks, the better it is for our environment, too. That is at once our responsibility, our challenge and our goal—today and in the future.



### Contact

Railion Deutschland AG  
Rheinstraße 2  
55116 Mainz  
Germany

[www.railion.com](http://www.railion.com)  
[info@railion.com](mailto:info@railion.com)

Information service for new customers:  
Telephone +49(0)180 5 331050  
[neukundenservice@railion.com](mailto:neukundenservice@railion.com)

DB Logistics  
Deutsche Bahn AG  
Leipziger Platz 9  
10117 Berlin  
Germany

[www.dblogistics.de](http://www.dblogistics.de)  
[info@dblogistics.de](mailto:info@dblogistics.de)





---

**Publisher**

Published by:

Railion Deutschland AG  
Marketing Communication  
Rheinstraße 2  
55116 Mainz

Subject to change without notice,  
we accept no responsibility for the  
correctness of individual details.

As at: June 2007  
VGL R01307 E

Internet:  
[www.railion.com](http://www.railion.com)

E-mail:  
[neukundenservice@railion.com](mailto:neukundenservice@railion.com)

Information service for new customers:  
Telephone +49(0)180 5 331050