



Hans-Georg Werner

Hans-Georg Werner is Member of the Management Board for Region East of DB Schenker Rail AG.

Hans-Georg Werner was born in Aachen on 2 April 1959. He successfully completed his training at Deutsche Bahn with a diploma in Business Administration in 1981 and subsequently worked for the company in production and sales both in Cologne and Düsseldorf. In 1990 he moved to sales at the Australian company Brambles Ltd.

He returned to the DB Group in 1998 and directed the pricing and regional sales departments of the Market Unit Chemicals / Mineral Oil / Fertilizers, becoming Head of the Market Unit Construction Materials in 1991. Between 2003 and 2009 Hans-Georg Werner was both Head of the Market Unit Chemicals / Mineral Oil / Fertilizers and Management Spokesperson of BTT BahnTank Transport GmbH.

Since October 2008, Hans-Georg Werner has been the Member of the Board responsible for Intermodal, at first within Railion Deutschland AG, which became DB Schenker Rail Deutschland AG in 2009.

Effective January 2010, he is responsible for the business segment Region East as a Board Member of DB Schenker Rail AG.

At the same time between April 2010 and April 2012 he was in dual role also CEO DB Schenker Rail Polska S.A.

Since July 1st 2012, Hans-Georg Werner has also taken over the position of Chairman of the Supervisory Board of DB Schenker Rail Polska S.A.



GLOBAL
RAIL
FREIGHT
CONFERENCE

DB SCHENKER

SEAMLESS TRANSPORT CHAINS THROUGH HARMONISATION

Success Stories and Global Perspectives for Rail Freight

“How to gain market share?”

Hans-Georg Werner

CEO Region East
DB Schenker Rail AG



GRFC 2014 VIENNA



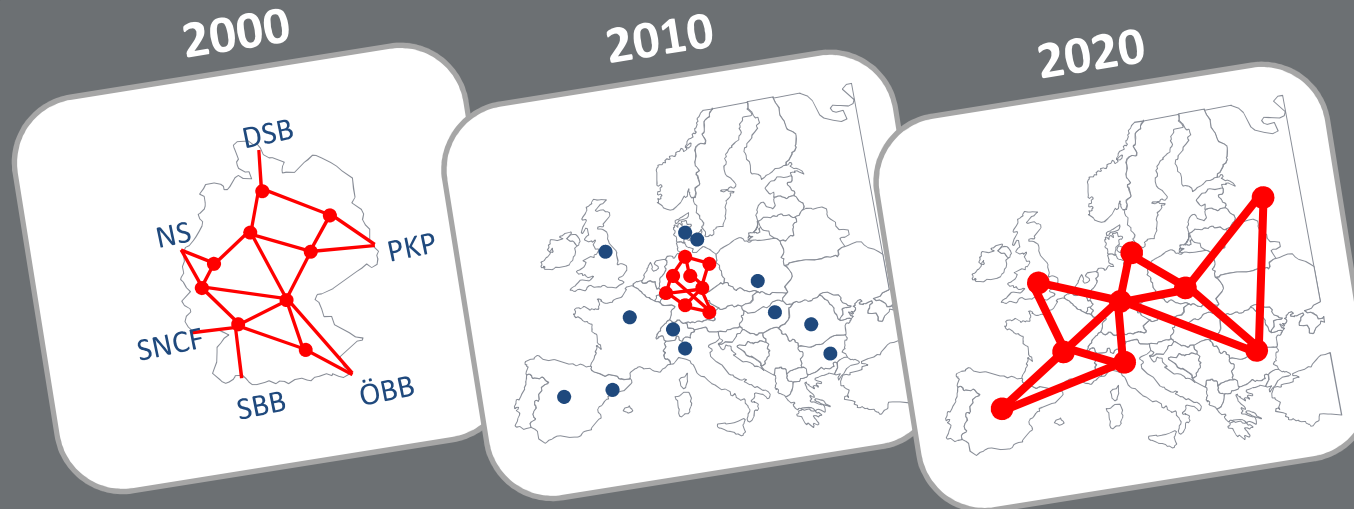
23-26 June 2014

“How to gain market share?”

Is the market share really the
most important value?

Story of DB Schenker Rail AG

Transition from patchwork to network



Market shares are based on tkm

Today we are a European railway company

European market share in 2012¹

delivery of new Vectrons to Poland



Transfer of Class 66 from UK to France and Poland



Transfer of Class 77 from France to Germany



Transfer of Class 92 from UK to Bulgaria and Romania



26%



Transfer of SANF 128 wagons from Germany to Romania



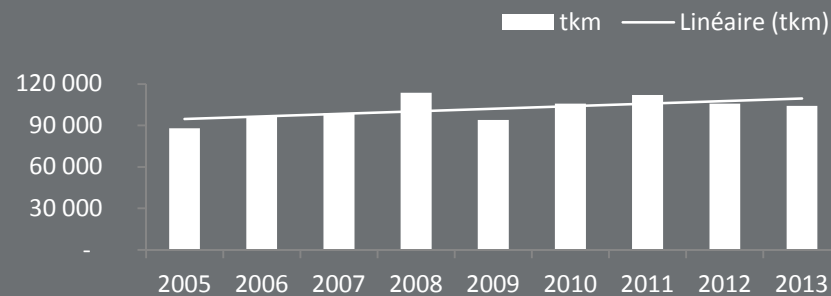
¹ Market share based on tkm 2012

Our strategy to gain the market share

Carry high volumes over long distances



DBSR AG – transport performance in mio Tkm

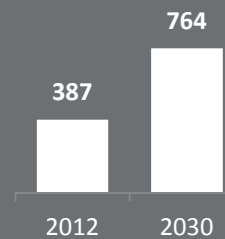


Be interoperable rail freight carrier

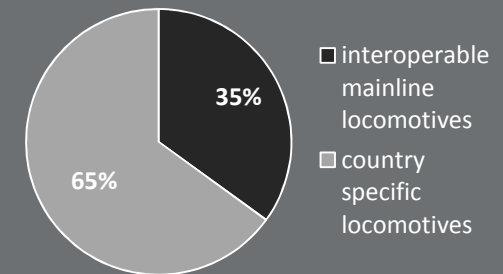


Development interoperable locomotives DB SR

Number of Locomotives



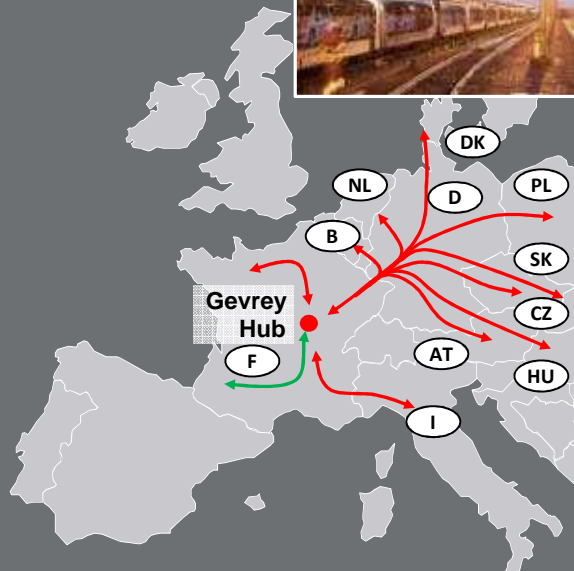
Allocation mainline locos 100% = 2.172 locos



Our examples of gained market share via customer-tailored solutions

Gefco transports

- ECR / DB SR
- Other partners



- **Gefco**, a big customer of the French subsidiary ECR
- Successful take-over of transports with **high quality**, especially through strengthening the network of **wagon group** in France

Direct connection UK - Poland



- **First regular rail freight market offer** between UK and Poland
- Usage of the „**High-Speed-One**“ connection from the channel to London

Ford Craiova train



- **Customer-tailored solution** for transport from Romania to Germany and Netherlands
- **Utilization of own DB SR** companies and **cooperation with our railway partners** in SEE

Our examples of gained market share via customer-tailored solutions

Single wagon system in Poland



- System of 3 line trains in with daily departures
- Innovative transport solution for **single wagons and wagon groups** in Polish market
- no restrictions regarding the transport of **dangerous goods**

Kaluga and NiNo train



- **Premium customer solution** for automotive transport to Kaluga and Nizhny Novgorod in Russia
- Cooperation between **DBSR companies** and **our railway partners**

Thank you for your attention!