

We're at home, **anywhere in Europe**

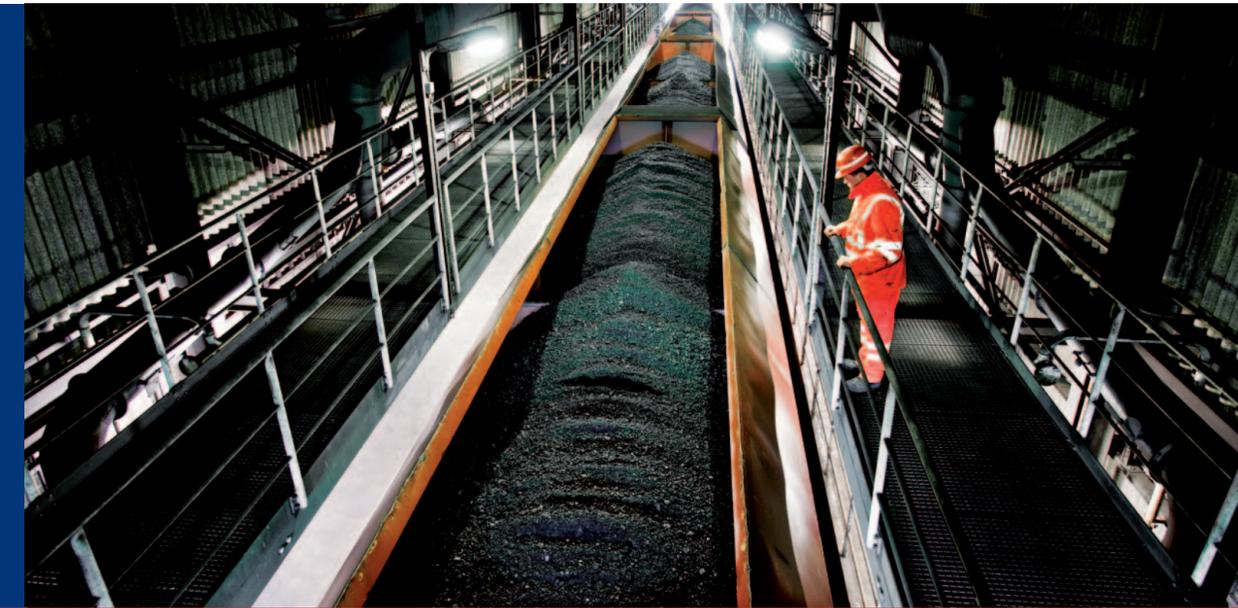
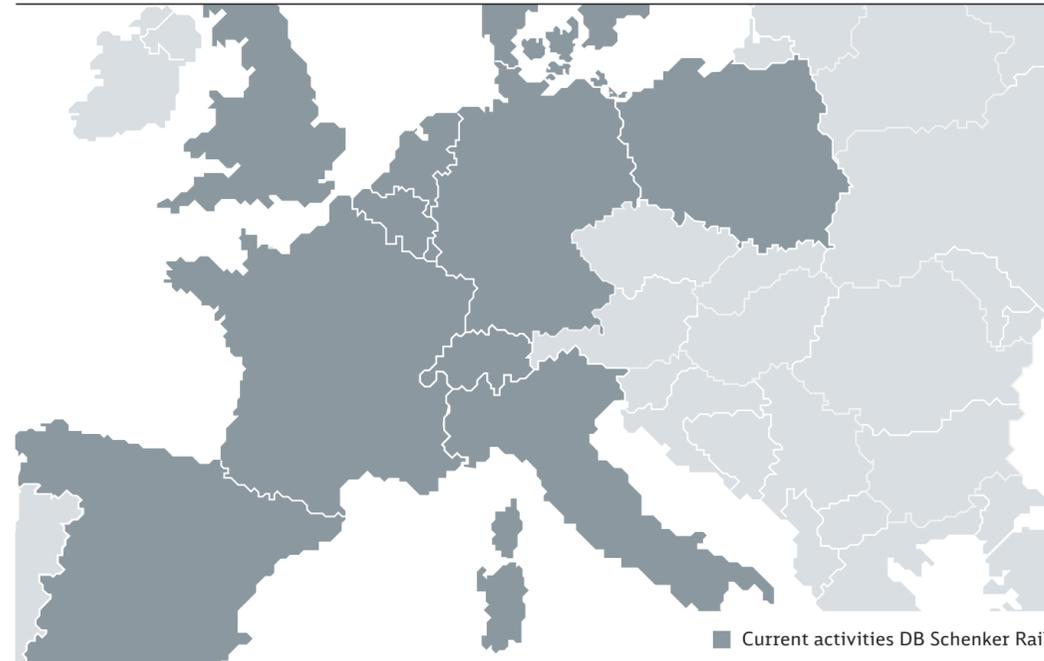
The Polish port of Swinoujscie is more than just the gateway to the Baltic. It is the only Polish port other than Szczecin with an inland waterway link and what's more, it is connected to a dense rail and road network that reaches all of Europe. From Swinoujscie, DB Schenker Rail ships hard coal to Poland in particular, as well as to Slovakia and the Czech Republic.

Ocean and land routes connect it to Scandinavia, Russia, Southern and Eastern Europe, and West Africa. Deutsche Bahn has a 42.8 percent stake in the port of Swinoujscie, which, thanks to state-of-the-art technology, is one of the most efficient Baltic ports. Up to 25,000 tonnes can be transhipped within 24 hours. The site also provides 20,000 square meters of covered storage and 200,000 square meters of uncovered storage.

DB Schenker Rail offers customers services from a single source. For example, it cooperates with its local partners to coordinate hard coal transports by water and land, loading and unloading of containers, and freight handling.

Vattenfall Europe Mining AG (lignite briquettes, a refined product)

DB Schenker Rail transports REKORD lignite briquettes for the European utility company Vattenfall. The briquettes are produced at the Schwarze Pumpe plant in Germany's Lusatia region and are sold throughout Europe. Vattenfall has established a network of storage sites in Germany, Poland and the Czech Republic to ensure flexible delivery to customers. DB Schenker Rail helped Vattenfall select sites; one site in Bavaria, for example, is operated by DB subsidiary Transa. Warehouses are supplied by the single car network and block trains according to a coordinated cycle concept and based on demand. Four-axle cars with tarpaulin covers and two-axle hopper cars are used. Close cooperation with our subsidiaries located throughout Europe, such as DB Schenker Rail Polska, and other partners guarantees a dense transportation network. Vattenfall is planning to further expand its storage sites and thus intensify cooperation with DB Schenker Rail. It also coordinates with DB Schenker Rail to supply customers directly, for example in Slovenia, Italy and Austria.



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DB Schenker – **Transporting Coal** for Europe

Delivering solutions.



Your **reliable partner** for coal transportation in Europe

DB Schenker Rail: Coal transportation in figures (2010)

Tonnage transported	72.9 million t
Tonnage, rail	65.9 million t
National	42%
Tonnage, inland waterways	7.0 million t
National	14%
No. of freight cars	14,000

The DB Schenker Rail Business Unit transported 65.5 million tonnes of hard coal and coke and 7.4 million tonnes of lignite in 2010. Most hard coal is now transported internationally or in European markets (Poland, UK etc.), while most lignite is transported nationally to supply power plants.

DB Schenker Rail also transports refined products such as lignite briquettes. It offers you a team of experts in this sector, who draw on their bundled specialized expertise to process coal shipments throughout Europe using all modes of transportation. Not only are our specialists experts on transportation-related issues, they also know the ins and outs of the different coal origins and their shipping requirements.

DB Schenker Rail Deutschland AG is well positioned – even when it comes to future developments in the coal sector. We are ready use our expertise and resources to support you as you expand throughout Europe. Together with our European partners and national companies, we ensure reliable coal transports to your locations throughout Europe.

We were named Best Performing Rail Freight Operator last year for our outstanding performance in Britain, where we transported over 12 million tonnes of coal in 2010. Poland is also a very successful market for us, where our annual transport volume is 13.8 million tonnes.



Coal **transportation concepts** from the **ARA ports**

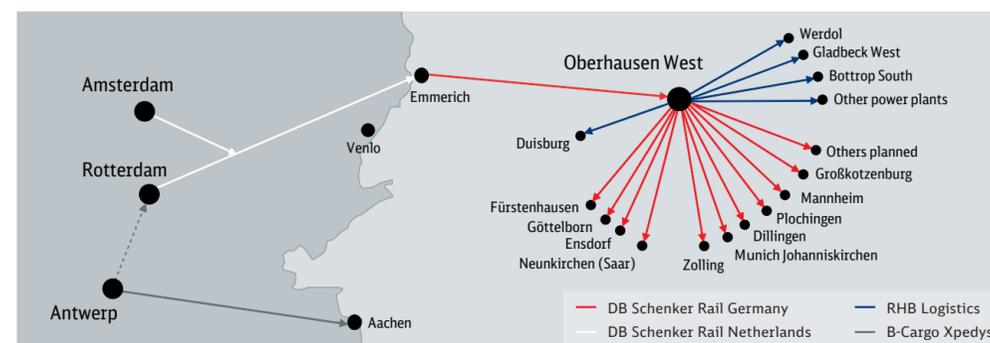
DB Schenker Rail assumes, controls, monitors and optimizes the entire delivery chain, ensuring an uninterrupted supply from a single source. Together with our partners, we develop customer-specific solutions and guarantee a high level of compliance with deadlines while ensuring security of supply and sustainability.

ARA rail system

In line with the steady increase in import coal from the ARA ports, we have developed a hub concept designed for sustainable growth for multiple customers. This concept improves both the quantity and quality of coal supplies to German power plants and steel mills. Most coal from Rotterdam, Amsterdam and Antwerp is transported to Oberhausen and then distributed throughout Germany. Oberhausen West serves as the hub and links the forwarding system from the ARA ports with the customer-side receiving system.

ARA logistics system

RVG GmbH has contracted DB Schenker Rail to coordinate coal transportation for power units B through E of E.ON's Scholven power plant (in Germany's Ruhr region), one of Europe's largest hard coal power plants. DAP Barging B.V. organizes shipping by inland waterway from the ARA ports to the coal terminal at the Port of Duisburg. The site currently has an annual capacity of 2.5 million tonnes. Deutsche Bahn will invest some 19 million euros in its expansion by 2014. The site will then have a transshipment and storage capacity of 4.5 million tonnes, or almost double the current capacity. DB Schenker Rail's subsidiary RBH Logistics receives the imported hard coal from E.ON, creates the customer's required coal mix and loads it onto freight cars for onward transportation by rail. DB Schenker Rail Nederland and RBH also supply the power plant with coal by rail only.



Our services for you

We work together with you to develop requirements-based service packages for any and every shipment volume. We have the flexibility to adapt our transportation concepts to our customers' changing transportation flows and volumes.

- Security of supply for a large locomotive and car fleet (such as large-volume cars with open-top gravity-discharge hoppers), which meets the wide range of customer requirements
- Cooperation with our European subsidiaries, in particular RBH Logistics GmbH, Mitteldeutsche Eisenbahn GmbH and DAP Barging B.V., as well as with other partner companies
- Just-in-time solutions for power plants and steel manufacturers to reduce your supply inventory
- Consulting expertise, particularly in the development of transportation concepts for planning new power plant constructions
- Coordination of transportation flows from different sources and requirements-based supply of coal to power plants/steel mills
- Coordination of power plant supply and disposal
- Temporary coal storage at the RBH Logistics GmbH coal terminal or at other partner companies' facilities and creation of your specific coal mix
- Execution of all factory transport to ensure smooth processes at your plant site
- Unloading at private sidings
- Comprehensive customer support around the clock, 365 days a year
- International transportation monitoring and shipment tracking

We would be happy to provide more information.

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