



Intermodal transport US versus EU

Focus on infrastructure

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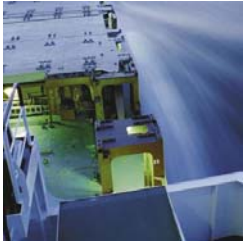
**DIOMIS Conference, Paris
March 10, 2009**



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DVB Bank SE – The Specialist in Transport Finance



- Unique position worldwide
- Global presence
- Highly experienced specialist departments, with proven asset finance track record in Aviation, Shipping and Land Transport sectors
- Synergies plus transfer of skills and knowledge across all transport sectors
- Short reporting lines allow quick response times and significant flexibility
- Enhanced financing solutions through combination of industry knowledge, structuring capabilities and DVB's corporate finance services. An intermodal fund is part of our portfolio
- For Land Transport Division regional focus remains: Europe and North America (rail and road assets)

DVB Rail Portfolio

Track Record in Rail Financings

Total transaction volume (closings and commitments): More than EUR 8,0 bln

In excess of 125 transactions comprising new and used equipment

- Approx. 100,000 freight cars including intermodal platforms
- Approx. 1,500 passenger train sets
- Approx. 2,000 locomotives
- High speed passenger coaches, double deck coaches, trams/street cars



To be focussed is the best warrant for our success!



A comparison - Differences



➤ Approach:

By grace of passengers

Priority for freight

➤ Politics:

Strong influence

Deregulation since 1980

➤ Railroad ownership:

90% state owned

100% private

➤ Container transportation:

Barely profitable

Efficient, core business

➤ Infrastructure parameters:

Low axle load, small profile

High axle load, big profile

➤ Train length:

400 - 750 meters

2500 - 3600 meters

➤ Layers:

Single

Double-stack + trailers

➤ Train formation:

In harbors

At the edge of harbors

A comparison - Similarities

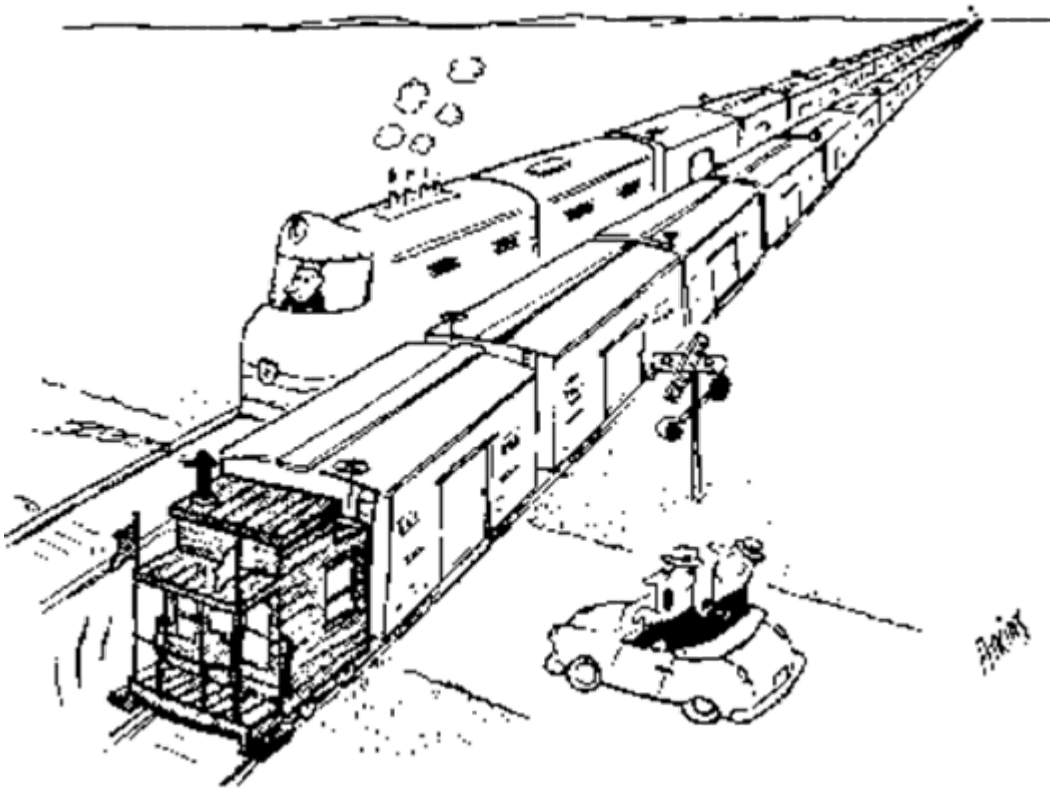


Track width = 1,435 mm

Opportunities for a more efficient intermodal system in EU

- ➔ High priority for freight trains
- ➔ Dedicated infrastructure for freight
- ➔ Think further than Mickey Mouse terminals and yards
- ➔ More facilities for trailers and domestic containers
- ➔ Enhancement of axle loads, profiles and sidings
- ➔ Establishment of feeder services (independent)
- ➔ Hands-on infrastructure management (incl. terminals)
- ➔ Introduction of long anticipated mid couplings

➔ Longer freight trains



**Thank
you
for
your
attention!**

"Well, finally! I thought this thing would never end."