

# THE INTERMODAL BUSINESS OF METRANS

## THE GLOBAL INTERMODAL SOLUTION



18th FLORENCE RAIL FORUM 8.11.2019

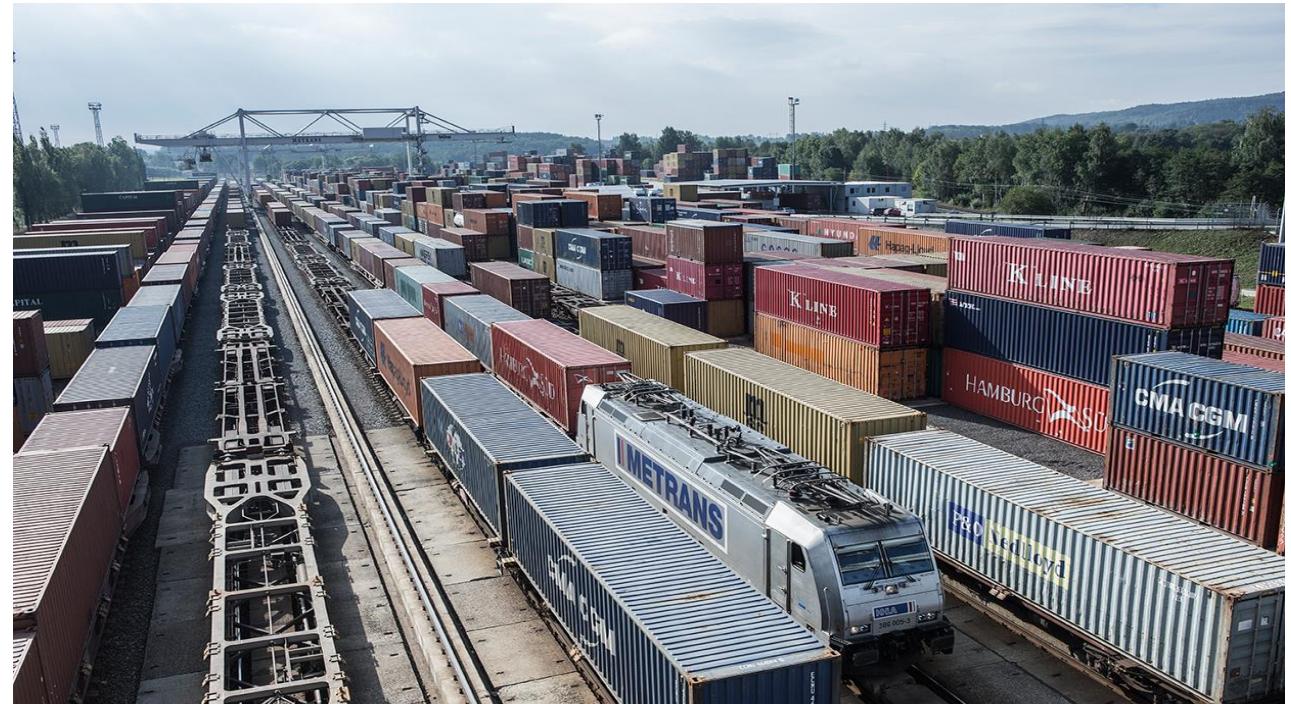
Robert Groiss   Business Development Manager



What is the impact of deployment of digitalization in rail freight?

In particular regarding client interface and integration in logistical chain?

- 1. METRANS Group— Facts and Figures
- 2. Using digitalization to optimize logistic chain
- 3. Advancements





### General information

Founded 1991  
100% HHLA

### Revenue (EUR)

2018

over 405 Mio EUR

### Intermodal (TEU)

2018

over 1 Mio TEU

### Depots (TEU)

2018

over 990 000 TEU

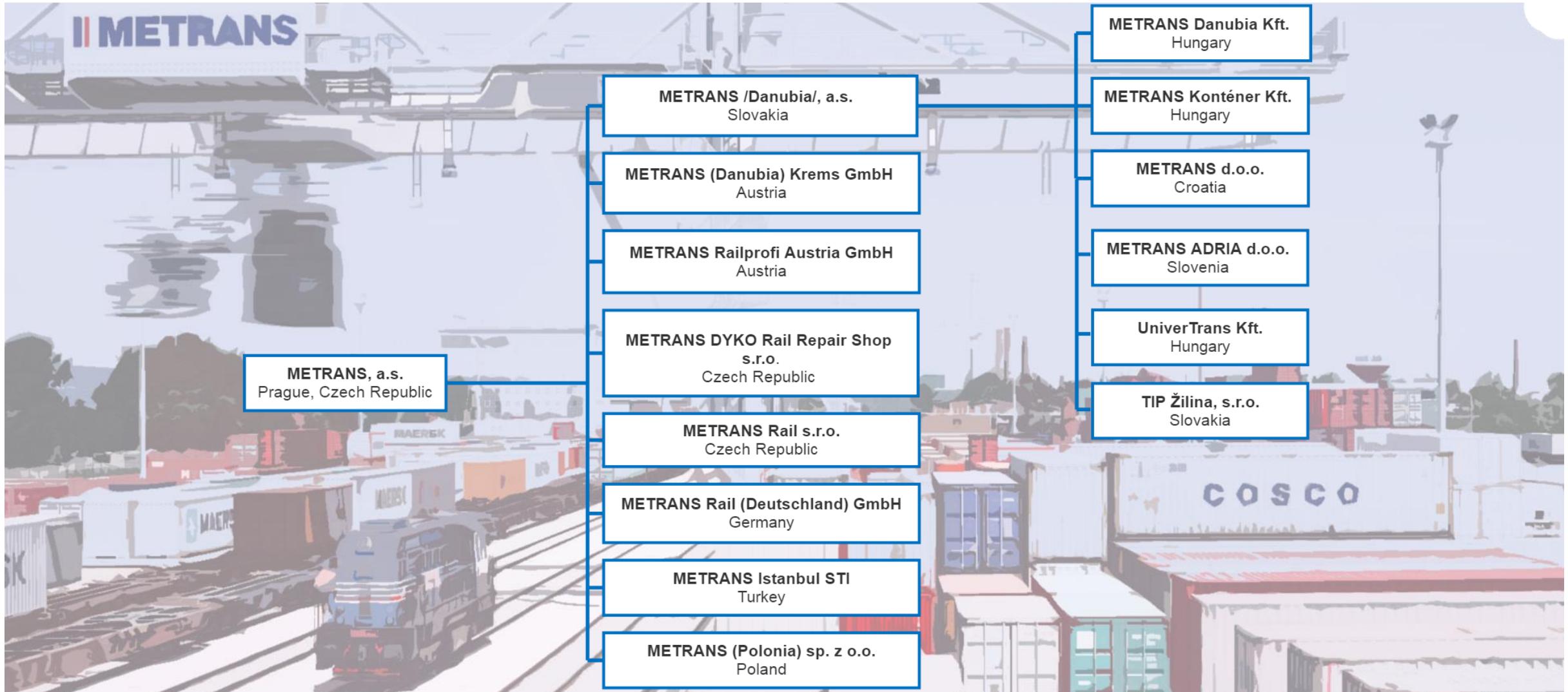
### Employees (#)

as of December 2018

1 942

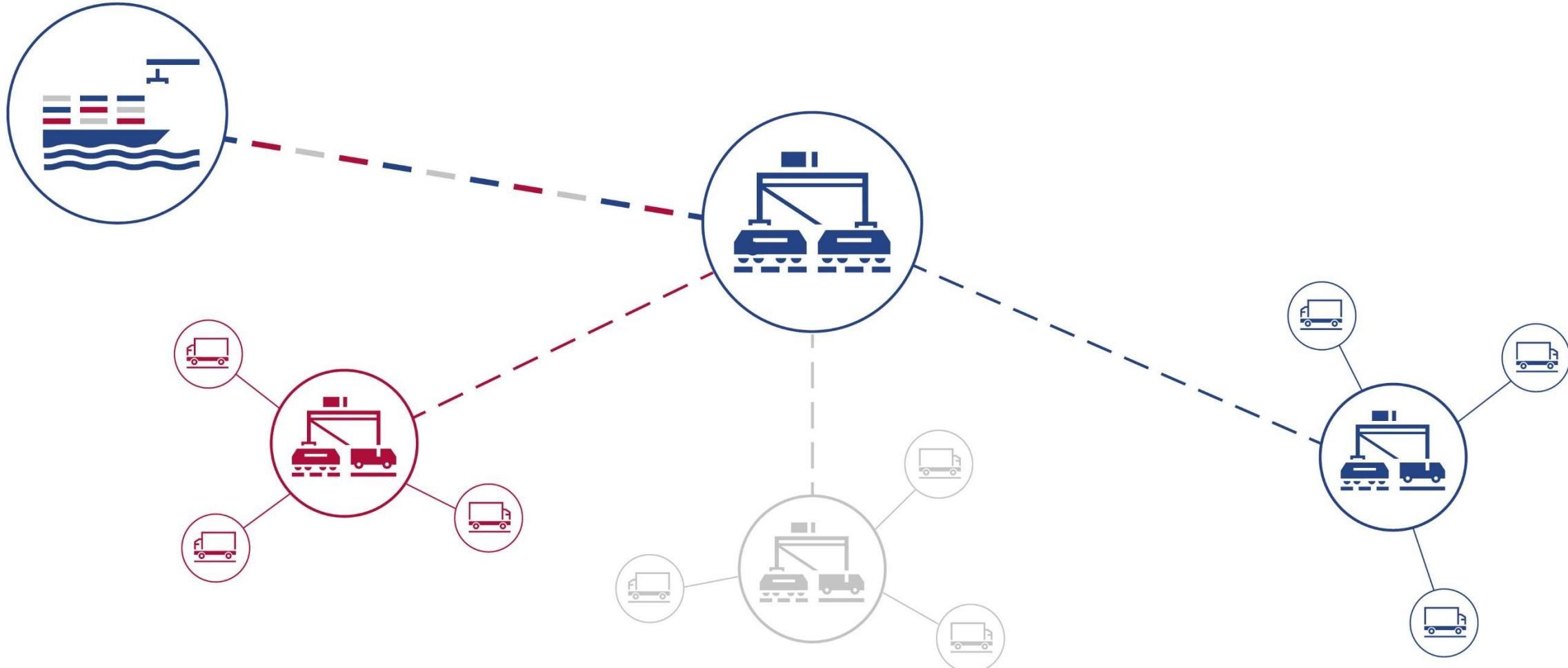
# The METRANS Group

Established in 1991, Sites in 9 countries, more than 1900 employees



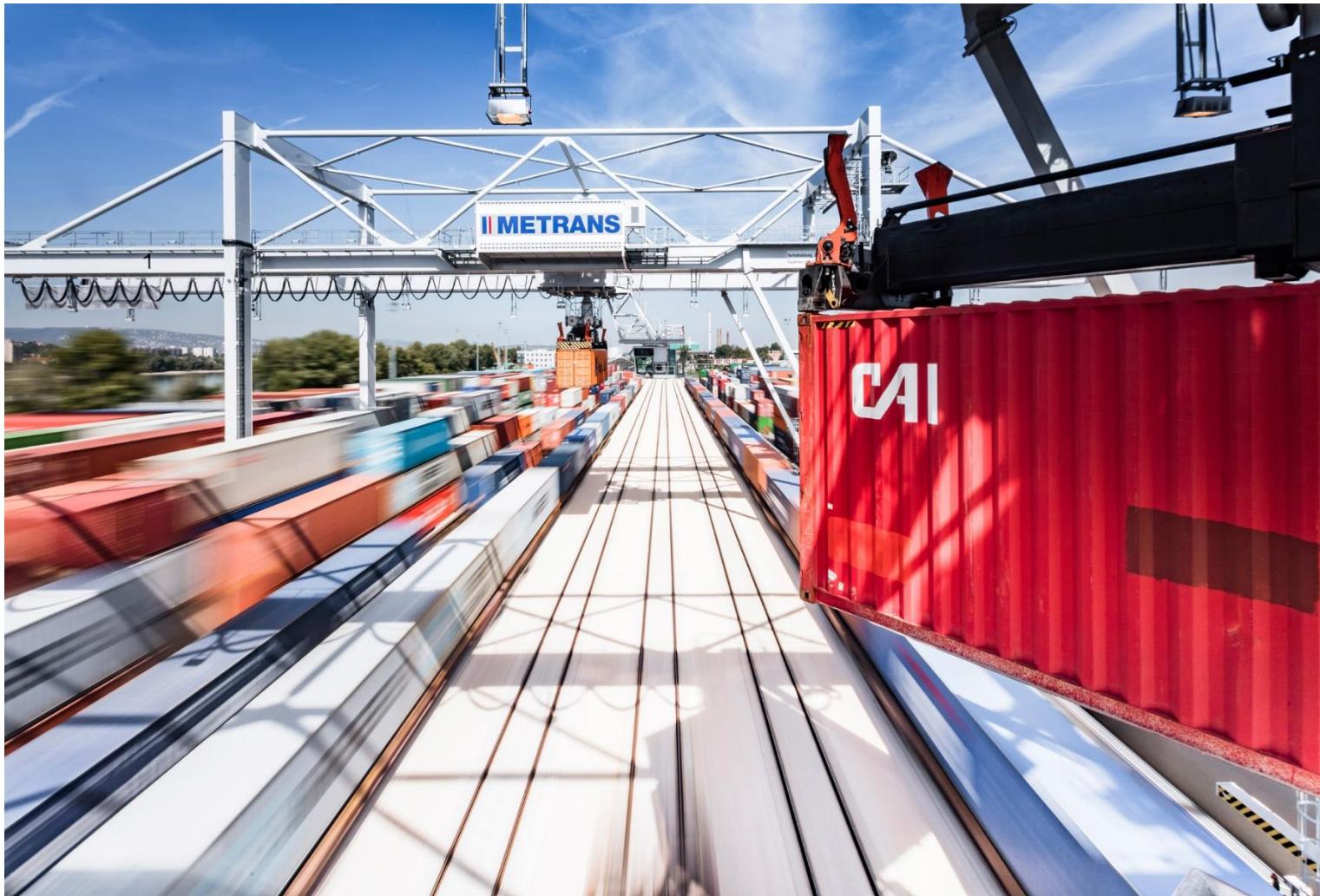
# The Hub and Shuttle System

The Ports are linked with a Network of Hub and Inland Terminals



# Profile of the METRANS Group, 2019

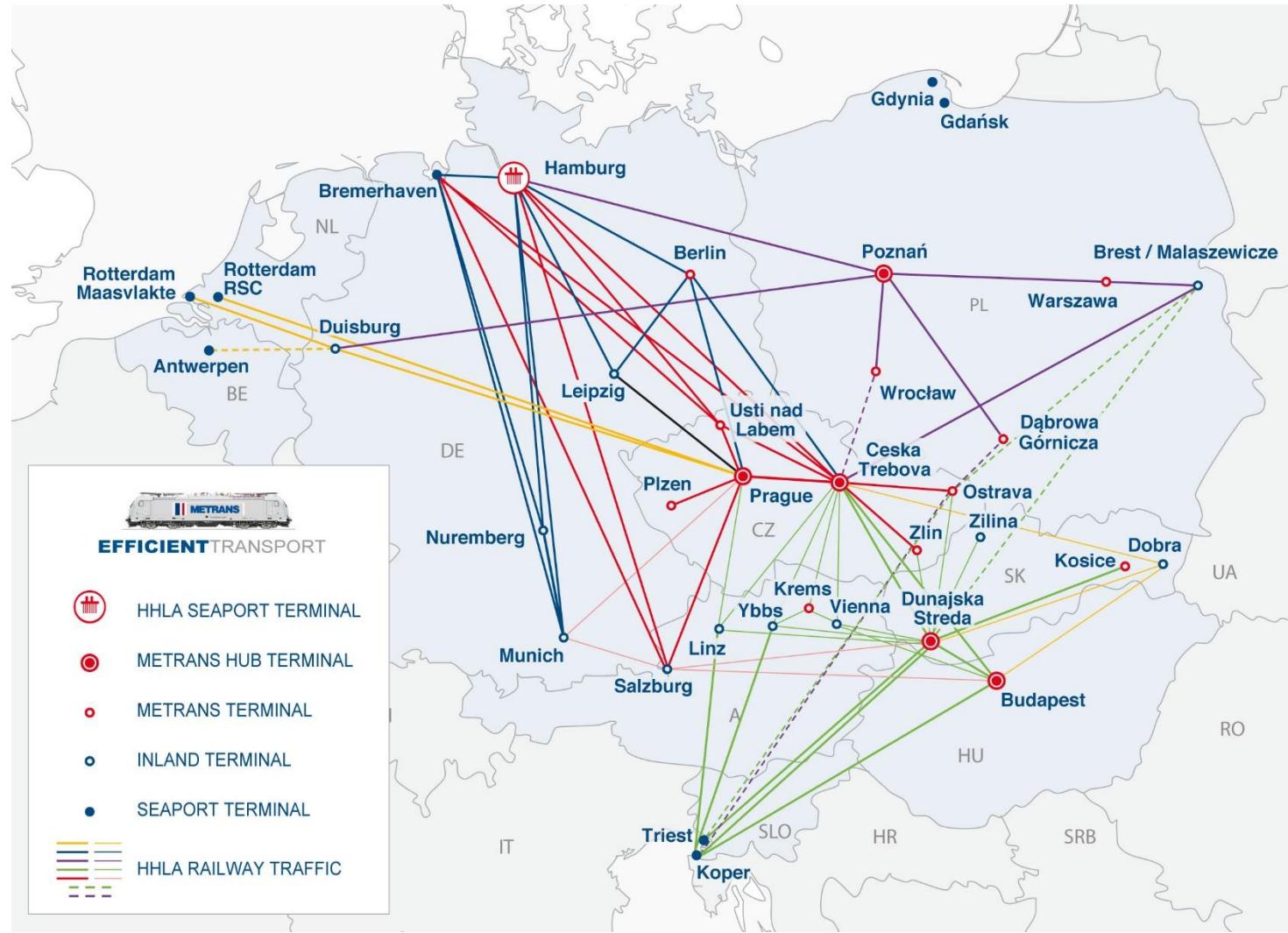
## Terminals, Locomotives, Wagons and Repair Shops



- 5 HUB terminals & depots in the Czech Republic, Slovakia, Poland and Hungary
- 11 inland terminals & depots in the Czech Republic, Slovakia, Poland and Austria
- over 2 million sqm on Depot & Terminal capacities
- almost 80 locomotives
- almost 3.000 wagons
- 2 repair shops for locomotives and wagons (Kolin & Dunajská Streda)
- offices in the ports of Hamburg, Bremerhaven and Koper

# METRANS 2019

Over 550 regular train connections per week



## Selected METRANS Connections

From/To	Trains per Week
Hamburg ↔ Prague	50
Hamburg ↔ Ceska Trebova	32
Hamburg ↔ Dunajska Streda	14
Bremerhaven ↔ Prague	12
Bremerhaven ↔ Ceska Trebova	12
Bremerhaven ↔ Dunajska Streda	6
Rotterdam ↔ Prague	10
Rotterdam ↔ Ceska Trebova	4
Duisburg ↔ Prague	6
Koper ↔ Dunajska Streda	28
Koper ↔ Budapest	28
Prague ↔ Ceska Trebova	28
Prague ↔ Plzen	12
Prague ↔ Salzburg	10
Prague ↔ Leipzig	1
Ceska Trebova ↔ Dunajska Streda	27
Ceska Trebova ↔ Kosice	4
Ceska Trebova ↔ Zlin	14
Ceska Trebova ↔ Ostrava	12
Ceska Trebova ↔ Krems	4
Dunajska Streda ↔ Kosice	14
Dunajska Streda ↔ Budapest	12
Dunajska Streda ↔ Krems	3
Hamburg ↔ Nuremberg	16
Hamburg ↔ Munich	16
Hamburg ↔ Leipzig	5 + 2 (to come with Berlin in November)
Bremerhaven ↔ Nuremberg	6
Bremerhaven ↔ Munich	6
Nuremberg ↔ Munich	8

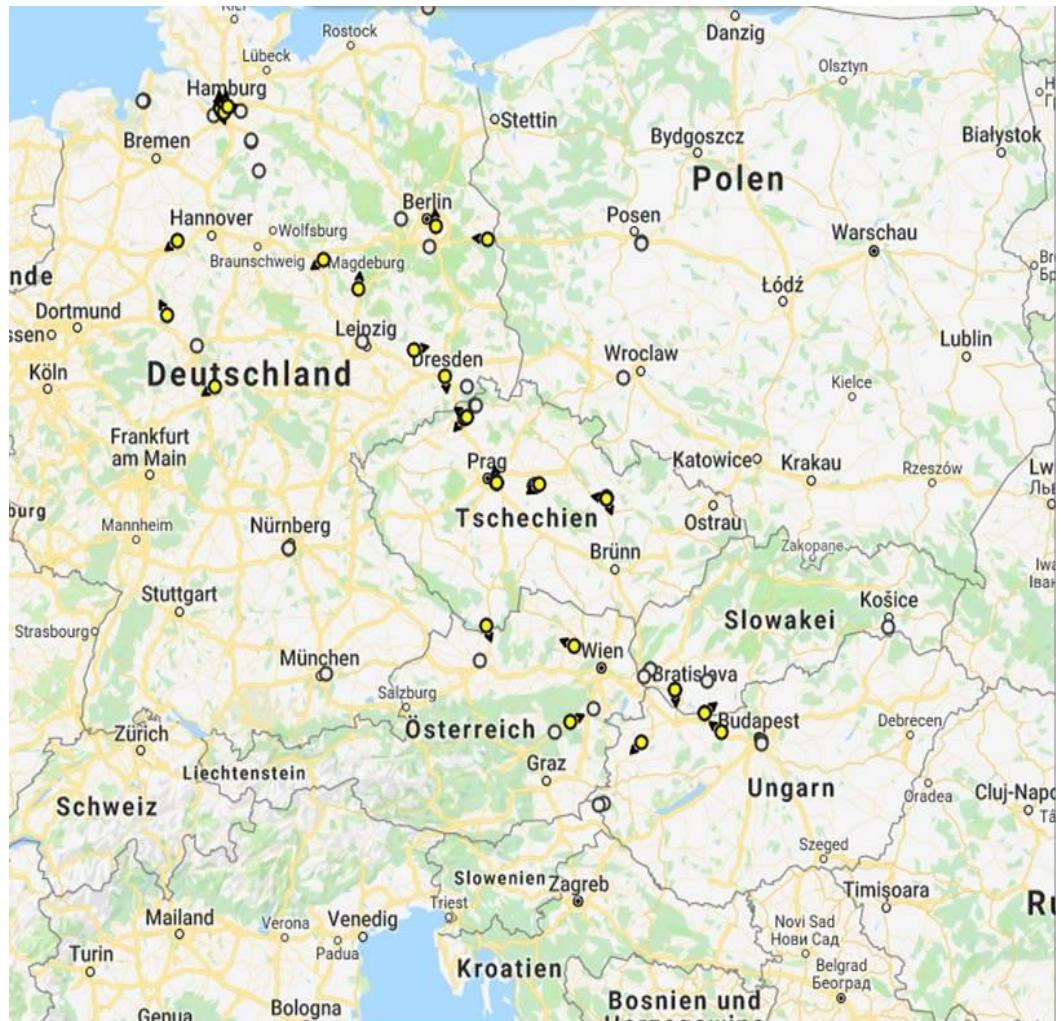


Main requirements for intermodal operators:

- Punctual delivery – active information about deviations
- Real time information for every single container
- EDI based data exchange

METRANS Model:

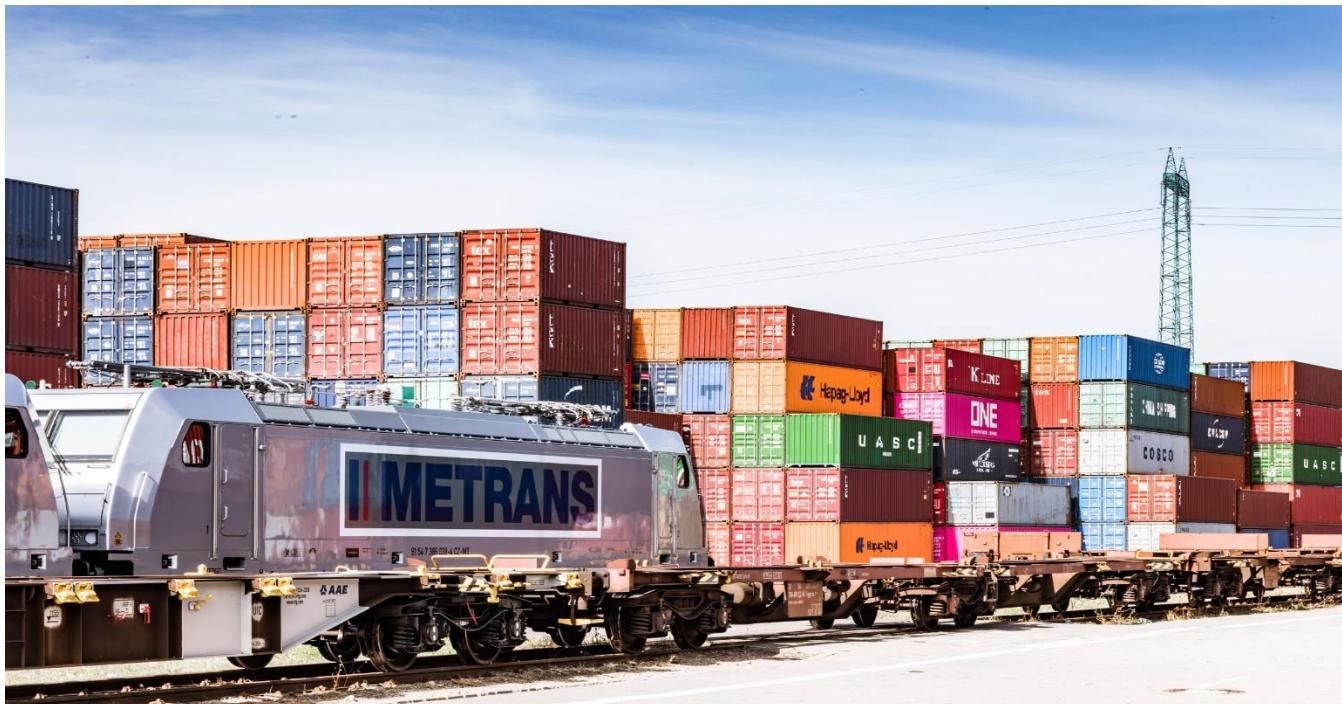
- Own assets (locomotives, wagons, terminals)
- Dedicated EDI system with interfaces
- Own RA in every country
- GSM on locomotives
- Own staff on whole route
- Close contact to IM





### Current situation:

- Same train datas must be sent to each IM of the passing countries
- We suggest that IM of each country handles trains datas to the next
- **One Loco can drive through different EU-Countries - but not datas**





**Thank you for your  
attention!**