

# Discover Combined Transport

Find, plan and book sustainable  
transportation with modility







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# Moin.

# We are modility.

When we want to fly on vacation, it only takes a few clicks today. Simply visit one of the numerous travel sites, enter your trip details, compare offers, and book the right flight including transfer directly online.

Unfortunately, it's not that simple everywhere. When companies want to book intermodal transportation, there is no such thing as a comparison portal, no overview of possible providers and connections, and certainly no way to book suitable offers right away. For many companies, this is a major hurdle, which means that they often end up sending the truck on its way instead.

With modility, we're doing something about that. We have built an online marketplace that brings together operators and buyers of sustainable rail freight transport, simplifies communication, and thus gives companies access to Combined Transport. In this brochure, we will show you how our solution works, what it looks like, and what benefits it brings.

We hope you enjoy reading it!

*Your modility team*

# The best of both worlds



**Combined transport (CT) is a special form of freight transport in which several modes of transport are combined for one shipment. The loading units (containers, swap bodies or semi-trailers) are transported over longer distances by rail or waterway. The truck is only used for the shortest possible distance for the first and last mile. In this way, CT combines the sustainability and efficiency of rail with the flexibility of road transport.**

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# In CT we distinguish two **segments**

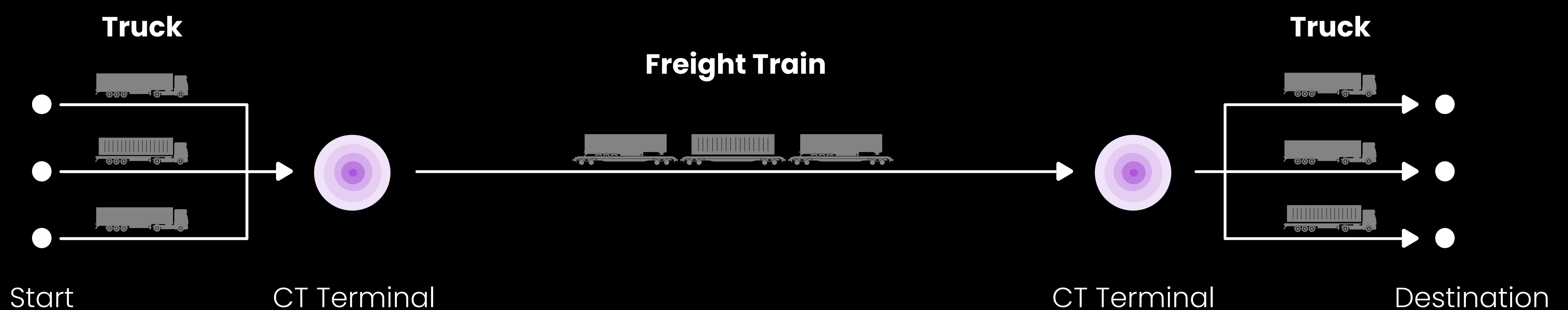
## Seaport hinterland traffic

Seaport hinterland transportation is the inbound and outbound carriage of goods between seaports and the surrounding hinterland, usually using standard ISO containers.



## Continental traffic

Continental traffic includes freight transport within the same continent, where containers, swap bodies or semi-trailers are transported by rail in the main run.



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# Have a look at the **advantages** of CT

## **10 percent higher maximum weight**

Trucks may carry a maximum total weight of 44 tons in the pre- or on-carriage leg of a Combined Transport, which is 4 tons more than in road-only freight transport. This means that up to one in eleven truck journeys is saved.

## **Cost savings on long-haul routes**

No vehicle tax, less truck toll and lower fuel consumption. At a distance of 600 kilometers, CT is already cheaper than road transport for four out of five connections when including external costs. Above 1,000 kilometers, the ratio is almost 95 percent.

## **Up to 80 percent less CO2 emissions**

Rail is not only efficient, but also sustainable. Door-to-door CT by rail can save up to 80 percent of CO2 emissions compared with road-only transportation. The longer the main leg distance, the greater the savings potential.

## **More staff and car capacities**

CT means that resources can be used even more efficiently, because personnel and vehicles are less likely to be tied up on long truck journeys across Europe. Instead, they can be used flexibly for pre- and on-carriage to the next CT terminal as well as for other transport services.

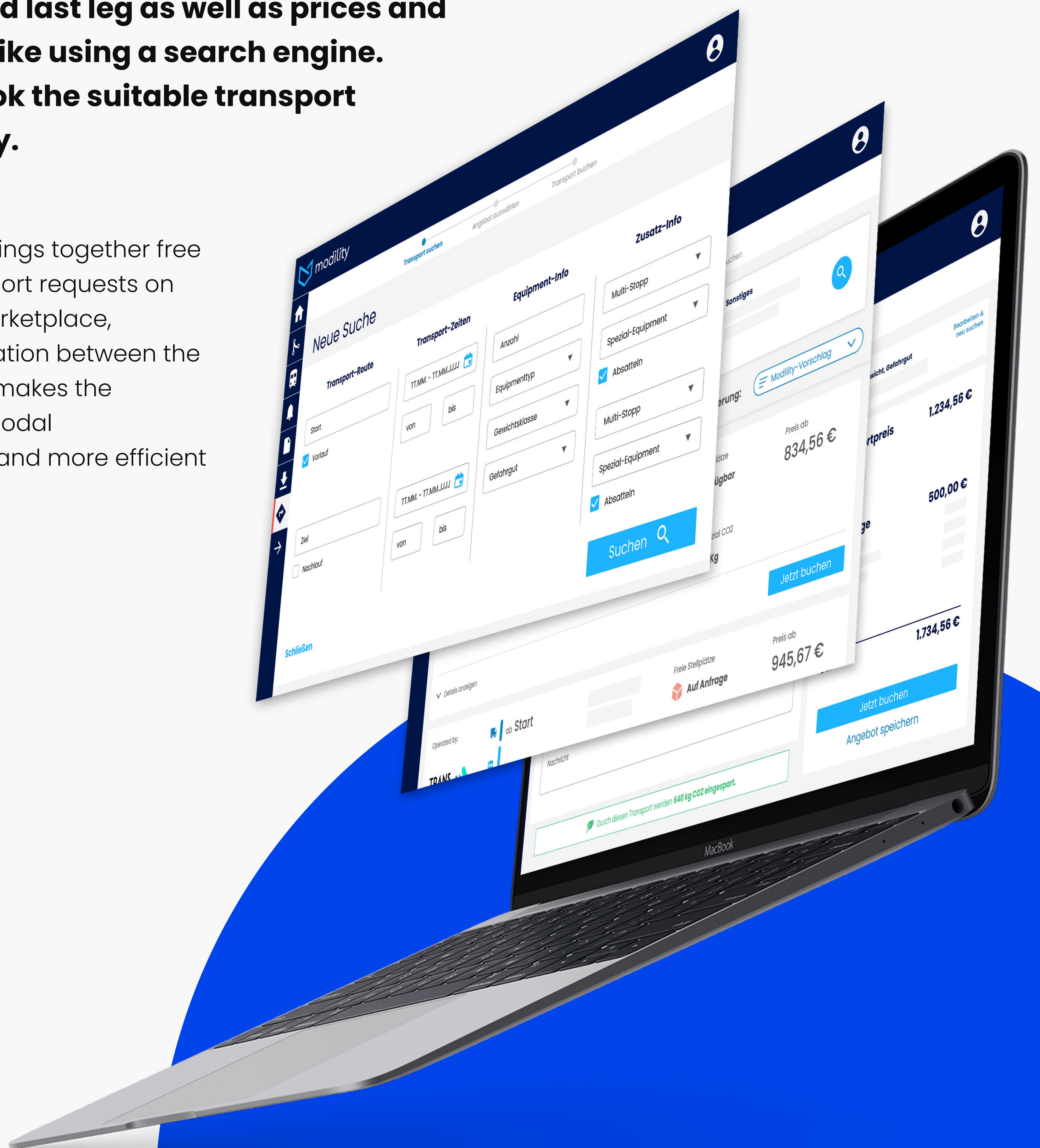
## **I would like to book, but...**

For many forwarders and their customers, CT is an attractive trucking alternative. They would like to take advantage of the benefits and book. But how? And where? They lack a one-stop shop for information on providers, routes, prices and available capacity. We developed modility to simplify access to the market and facilitate the booking of intermodal transportation.

# At a glance

**Modility makes it easier for companies to access climate-friendly Combined Transport. In our online portal, freight forwarders and shipping companies can find out about rail connections offered by numerous operators including first and last leg as well as prices and capacities. Just like using a search engine. And they can book the suitable transport option right away.**

This is how modility brings together free capacities and transport requests on one central online marketplace, facilitates communication between the parties involved, and makes the organization of intermodal transportation easier and more efficient than ever before.





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# A solution that is **different**

**With our one-stop store for all aspects of booking CT transport, we support companies in making their supply chains more sustainable.**



## **Simple handling**

Modility follows the design rules of well-known booking platforms for private users. This means that both experienced CT users and newcomers can quickly navigate throughout the system.



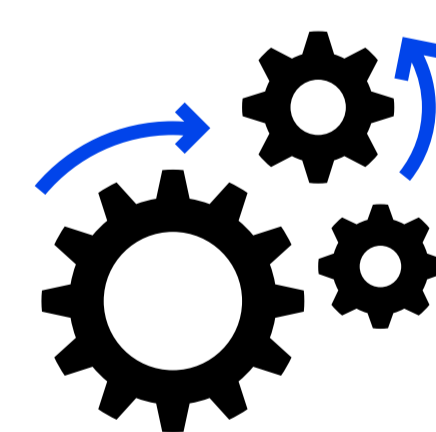
## **One access for everyone**

As a neutral platform, modility is available to all companies - regardless of their size or CT experience.



## **Focus on matchmaking**

As a matchmaker, we mediate the transport between suppliers and demanders. However, the transport processing itself is done between the two parties just like today.



## **Support in every phase**

At modility, you can not only view intermodal transportation options from numerous providers, but also book them right away and view as well as manage all information in one place.

# modility for demanders

**When looking for intermodal transport solutions, as a freight forwarder you can now easily find rail connections including first and last leg, plan them according to your individual needs and book the suitable transport directly online.**





Plenty of choice.  
Quick booking.

Organizing a CT  
transport is now  
just **as easy as  
online shopping.**

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# Your **advantages** with modility



## **More options**

In less than one minute, modility shows you an overview of suitable transport options in CT for your individual request. Our network comprises more than 500 rail connections from numerous providers including first and last leg.



## **Direct booking**

In the portal, you can not only find suitable connections, but also view available capacities as well as prices and book the transport with the operator. Then you just enter the transport details and upload the documents. That's it.



## **Quick and easy**

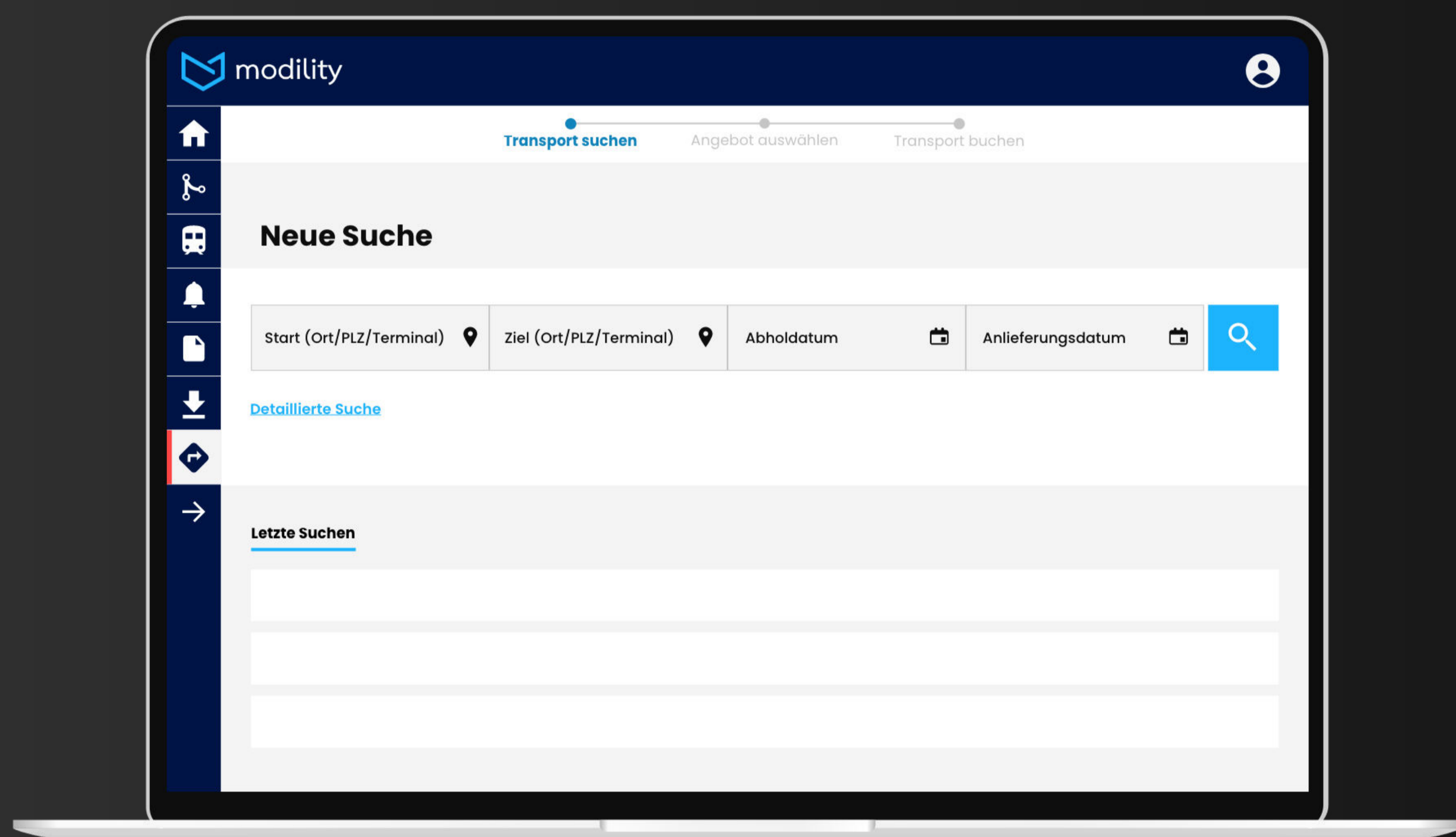
The simple and intuitive interface saves you time and nerves in the inquiry and booking process. In addition, you can view and manage all bookings digitally in one place – if necessary, even with multiple users in parallel.



## **Your CT advantages**

Combined Transport makes supply chains more sustainable and flexible. Benefit from up to 90% less CO2 emissions, 10% additional weight, no driving restrictions during Sundays and public holidays, more free personnel and vehicle capacities, and so much more.

# This is how you book your **transport** with modility



## STEP 1

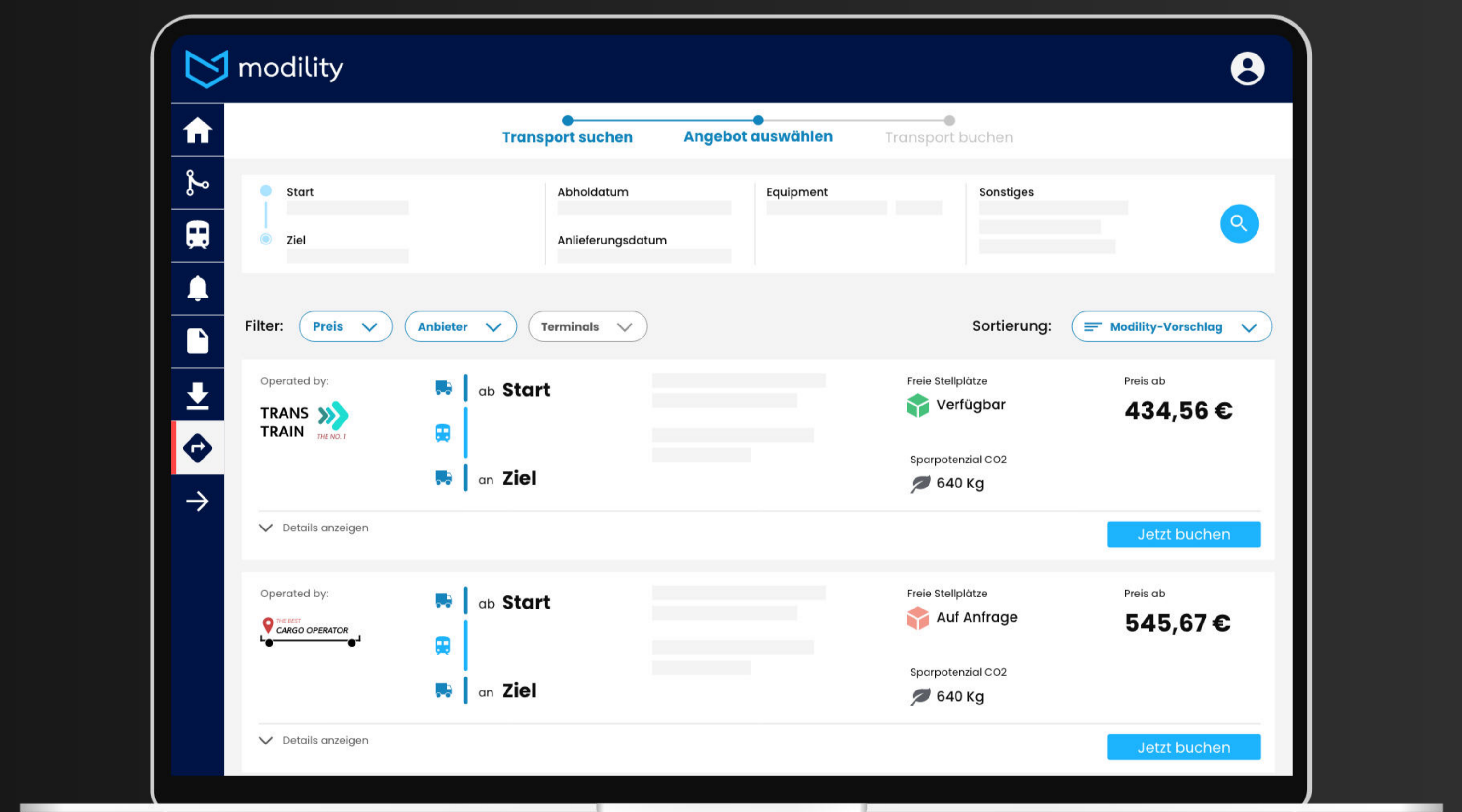
### Search transport

Enter start, destination, date and, if necessary, more information about the desired transport in the search mask.

## STEP 2

### Select offer

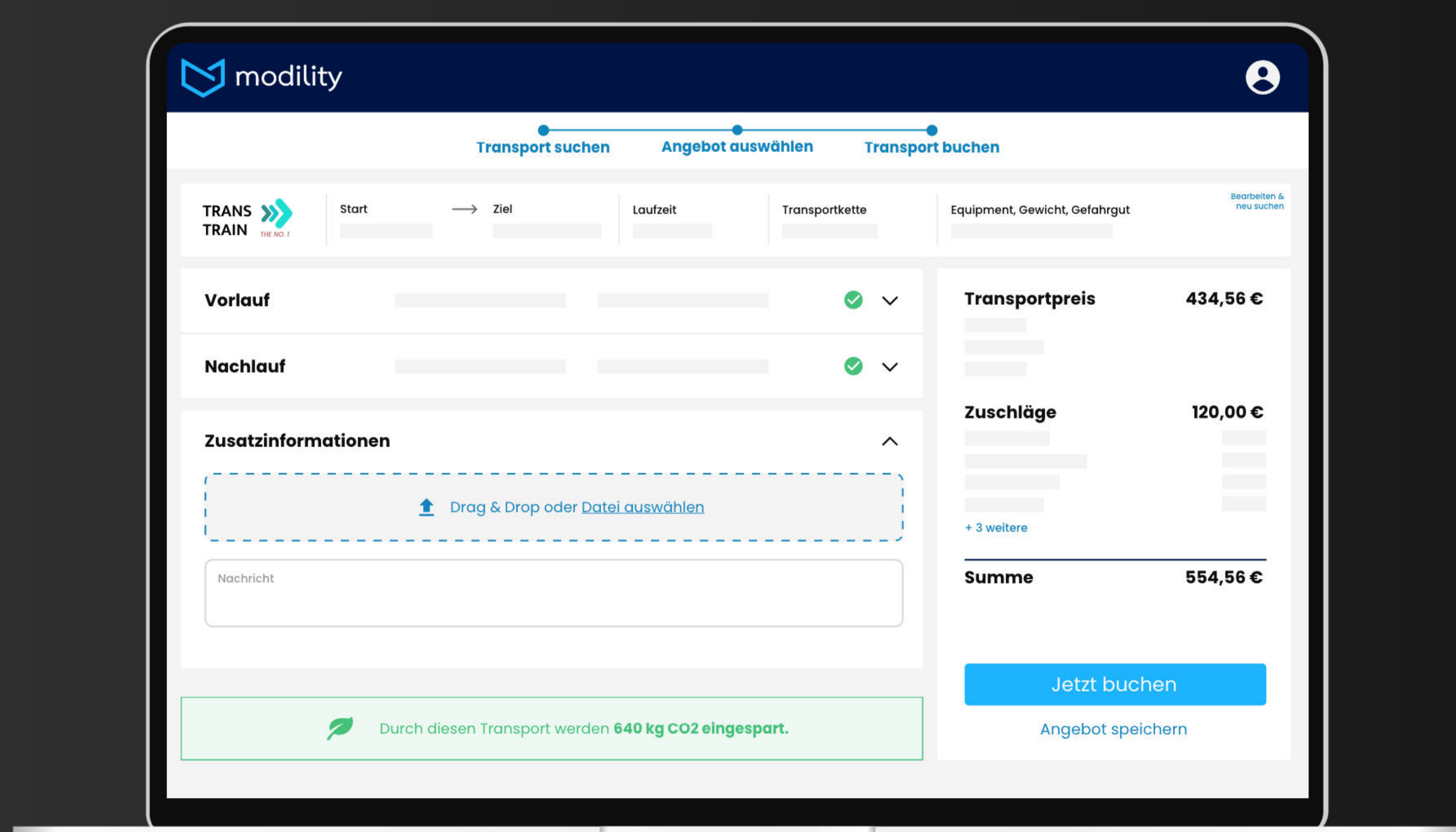
Arrange the list of results according to your individual requirements and select the most suitable transport.



## STEP 3

### Book transport

Enter the necessary information, check the details and book the transport directly with the provider.



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# Services throughout **Europe**

The modility network covers more than 650 CT connections by numerous operators in 14 European countries.

**45**

OPERATORS

**105**

TERMINALS

**665**

CONNECTIONS

**2.960**

DEPARTURES/WEEK



... for every type of **equipment**



**Containers**



**Swap bodies**



**Trailers**



**Tank containers**

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# 1 train replaces up to 52 trucks



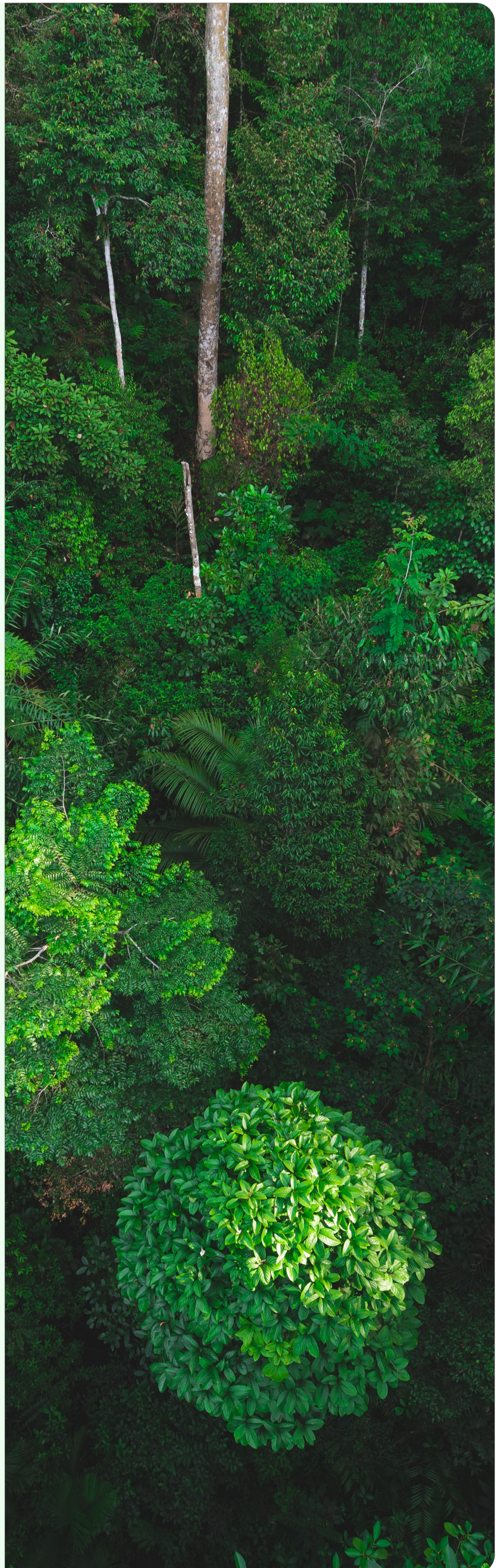
Rail freight transport is electrified to a large extent, so that up to 90 percent less CO<sub>2</sub> is emitted in Combined Transport compared to road transport. The potential savings vary and depend on the distances of the main and secondary legs.

For this reason, the savings of each offer are **automatically calculated and displayed at modility.**

 This transport **saves 640 kg of CO<sub>2</sub>.**



**...of CO<sub>2</sub> can be saved by using CT (compared to road transport).**



# modility for operators

**As an operator, you can market your capacities online via modility. It's entirely up to you whether you want to offer your entire schedule or individual routes only. Prices and capacities can be flexibly managed at the level of individual departures and you will receive binding bookings including basic transport information.**







Every slot counts.

That is why your capacities should be displayed in a **digital store window.**

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# Your **advantages** with modility



## **Market capacities online**

Apart from additional attention for your services, modility makes it easier for you to reach new target groups. With our portal, even more potential customers can view your relations online and book free slots directly.



## **Full control over rates and capacities**

You want to market all your train slots online or increase the capacity utilization of individual services? With modility, you can do both, because the integrated dashboard gives you full control over your capacities and rates at all times.



## **All information in one place**

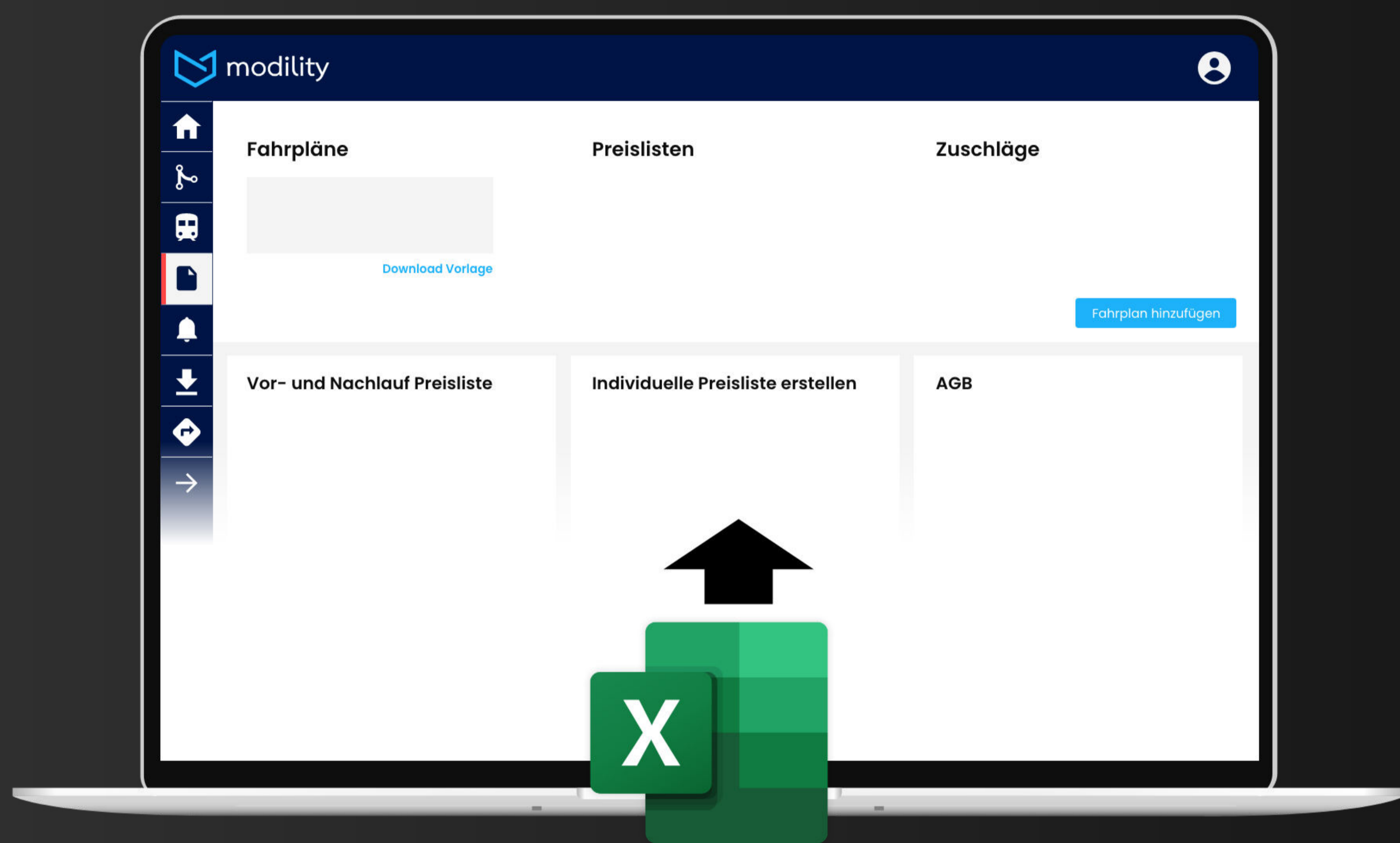
Modility collects all relevant information for physical transport processing from the customer and stores it for you in the system. In this way, we help you ensure that no information is lost or has to be requested at short notice. All data can be conveniently exported from the portal for your own use.



## **Your step into digitization**

Even without operating an own booking portal, you can now bring your offerings into the digital age with modility. We provide the platform, while you can concentrate on your business without additional development and maintenance effort.

# This is how you set up your **offer**



## STEP 1

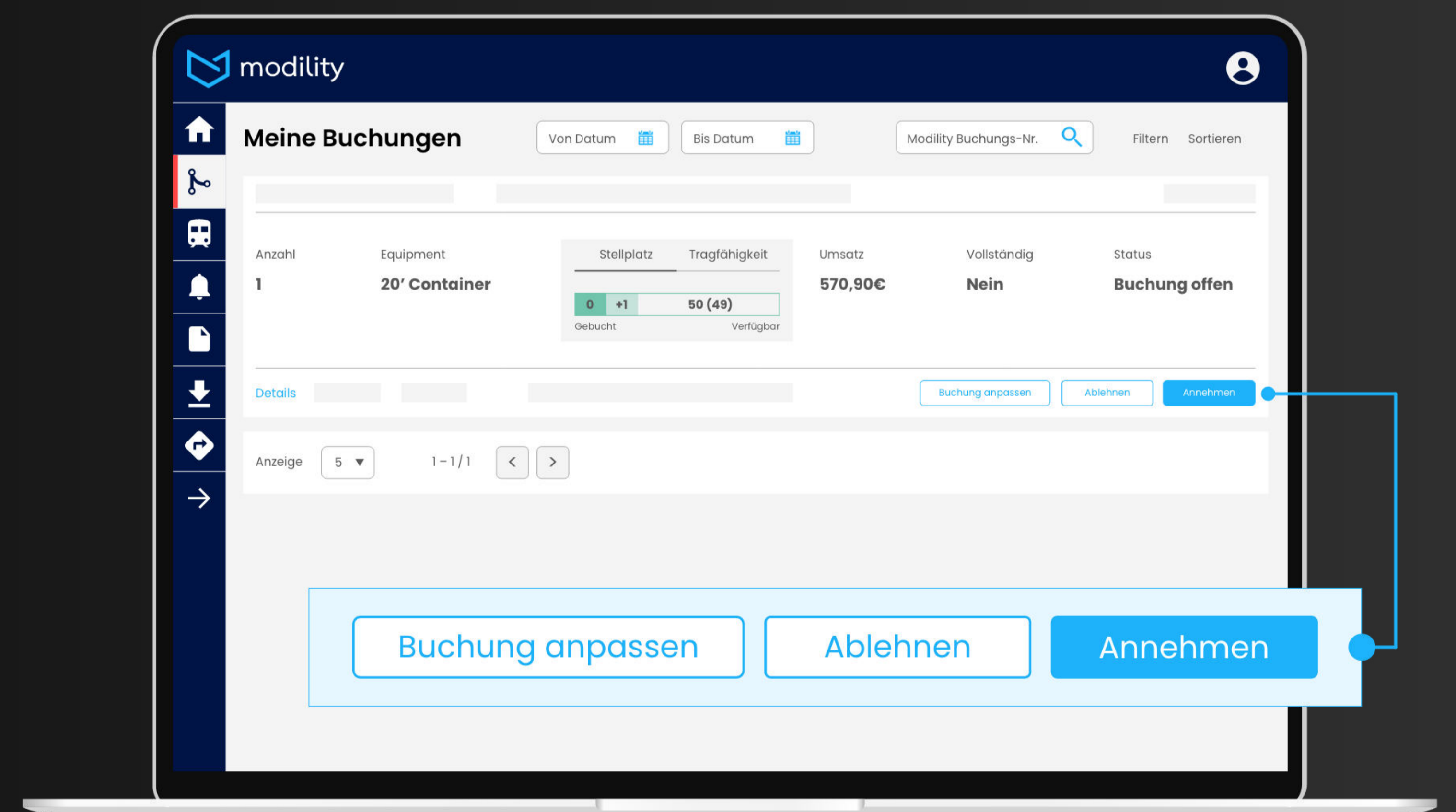
### Upload offers

Market free capacities on your routes by loading basic information such as timetables, capacity details and prices into the system with just a few clicks.

## STEP 2

### Receive orders

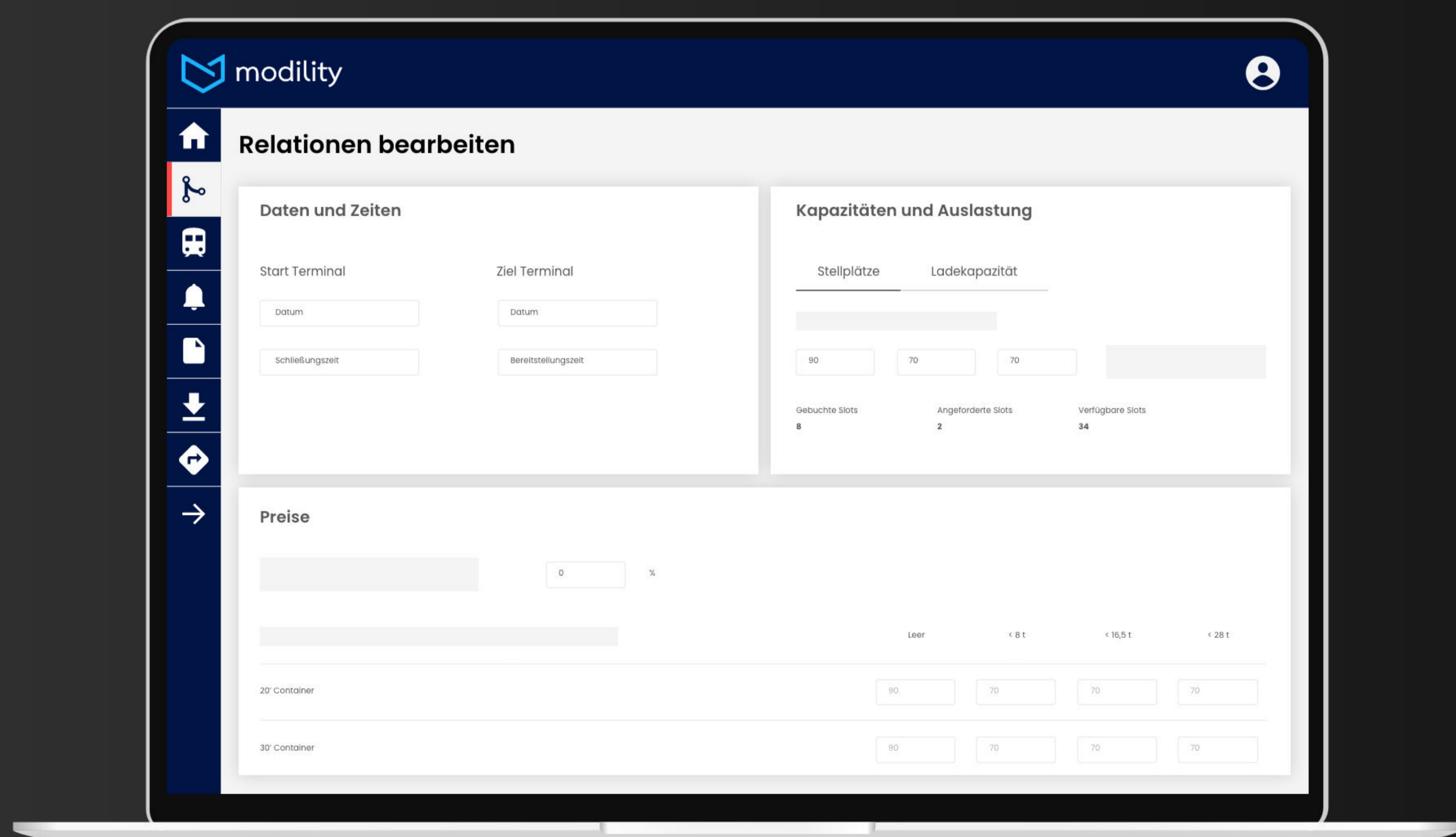
Customers can book your services directly via the online portal. All essential information for processing the transport is obtained by modility from the customer on time and stored in the system for you.



## STEP 3

### Control offers

With modility, you have full control over your bookings, even at the level of individual departures. You can flexibly determine departure times, prices and capacities yourself.



# About us

**We are modility, a Hamburg-based tech startup with a team of logistics enthusiasts. We use the opportunities of digitization to make Combined Transport easier and more efficient.**

Together with companies from the market, we have developed modility, a one stop shop for CT, which brings together the demand for rail transport services and the free capacities provided by train operators.

In this way, we make it easier for companies to access CO2-friendly transportation options and ensure that the European rail infrastructure is used in an enhanced manner.

## By the way:



**Bundesministerium  
für Digitales  
und Verkehr**

Modility is supported by the Federal Ministry of Digital and Transport (BMDV) in the context of their **„Future Rail Freight Transport“** funding program.



## **Supply chains must become more sustainable.**

We support companies  
in finding the right  
transport solutions.

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# The modility **DNA**

**Modility is not an ordinary startup. We are a corporate spin-off. As an agile and dynamically growing tech startup, we additionally benefit from the advantages of our strong parent company, Hamburger Hafen und Logistik AG (HHLA), and thus have access to a large network right from the start.**

## Working together to push CT forward

For the further development of modility, we are in close contact with our **partner companies**. These include logistics service providers and companies from industry and commerce who know the market inside out and therefore understand exactly what users expect from our solution.

We also work together with numerous **industry associations and initiatives** to jointly strengthen the rail industry and shape the future transport logistics.



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# This is **us**



**Hendrik-Emmanuel Eichentopf**  
Managing Director



**Miriam Görg**  
Sales



**Michelle Friedrich**  
Sales



**Erik Fiske**  
Product Owner



**Nils Funke**  
Marketing



**Marie-Sophie Dalke**  
Customer Success



**Amaro Agge Santos**  
Customer Success



**Lena Grünewald**  
Customer Success



**Gullu Mammadli**  
Sales & Marketing



**Colin Kolvenbach**  
Sales



**Joel Gebhart**  
Marketing

## Initiators



**Angela Titzrath**  
Chairwoman of the Advisory Board



**Lars Neumann**  
Member of the Advisory Board

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# Contact

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