

## On track with good results: The Hamburg-Köln-Express

### Full trains, high levels of punctuality and no cancellations / After a good month, the initial results are positive

(Cologne, Germany, August 28, 2012) About a month after the start of its train service between Cologne and Hamburg on July 23, 2012, Hamburg-Köln-Express GmbH is reporting that its initial results are positive. From the very first day, the trains were fully booked. Around 25,000 people have now made the journey between the Rhine and the Elbe aboard the Hamburg-Köln-Express (HKX). The average number of passengers varied between 70 and 80 percent of capacity after the first few days. In the meantime, bookings have been taken all the way into November.

"The high demand shows that the HKX is being well received," says the Chair of the HKX Management Board, Eva Kreienkamp. "We are particularly pleased that we are obviously attracting people who have not traveled by train until now. This means that we have succeeded in expanding the market and in getting people on board our trains who have not previously seen our big competitor as an alternative to the automobile or plane. That is precisely our aim."

The high operational reliability has also contributed to these positive results. The first 55,000 kilometers traveled saw no serious operational disruptions. Not one train was cancelled. And punctuality (for long-distance travel and within 15 minutes of scheduled arrival) was extremely high at over 98 percent.

"We are very pleased with these figures, our extensive training has paid off," says Carsten Carstensen, the Managing Director at HKX with responsibility for operations. "Now we are working on consolidating them further so that we can satisfy our customers with a good service every day."

"Because," Kreienkamp continues, "now that many customers have gotten to know us in the first few weeks, it is a matter of turning them into regular customers over the coming months, and of establishing a sustainable position for ourselves in the market. That includes raising the average ticket prices slightly in the next few months."

The factors that determine the price will then be the time when the booking is made and how full the train is at that point. In other words, the longer in advance of the journey an X Ticket is bought and the lower the demand, the cheaper it will be. An X Ticket will be considerably more expensive on any train for which the demand is so high that only a few free seats are available at the time of booking. The minimum price of 5 cents/kilometer will remain. The new system is currently being introduced step by step.



The HKX has been traveling between Hamburg and Cologne since July 23, 2012 with stops at Hamburg-Altona, Hamburg Dammtor, Hamburg Central, Hamburg-Harburg, Osnabrueck Central, Muenster Central, Gelsenkirchen Central, Duisburg Central, Essen Central, Duesseldorf Central and Cologne Central Station. The journey time for the entire route is four hours. The HKX therefore links the Rhine city of Cologne with the Hanseatic city of Hamburg as quickly as the trains of Deutsche Bahn (German Railway). X-Tickets are available on the Internet at [www.hkx.de](http://www.hkx.de) or from 6 AM to 10 PM by phoning the HKX Service Center at (+49) (0) 180-3 459 459. For those who travel on the spur of the moment, they can also be purchased on board, although the higher on-board tariff then applies.

HKX GmbH is the first private railroad company in Germany to operate a long-distance passenger rail service only. The main shareholder of HKX GmbH is [Railroad Development Corporation](#) (RDC) Deutschland; other shareholders include locomore rail GmbH & Co. KG and the railroad investor Michael Schabas.

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