

Lufthansa Cargo Subsidiary time:matters to handle IC Courier Service for Deutsche Bahn

- § **Starting this July, the premium express courier service provider time:matters will be in charge of product management and development as well as sales and marketing for Deutsche Bahn's InterCity courier services (ICK)**
- § **Transport volume expected to rise to 50,000 shipments per year by 2006**
- § **With ICK and same:day, the same-day delivery services of time:matters now reach about 90 percent of the German population (up from 56 percent)**

Munich/Neu-Isenburg (near Frankfurt am Main)/Berlin, May 22, 2003 – The logistics service provider time:matters, provider of premium express courier services (PECS) and a subsidiary of Cargo AG, is partnering with the Passenger Services division of Deutsche Bahn (DB) in the area of InterCity courier services. An agreement to this effect was signed at the beginning of the week between Deutsche Bahn and time:matters GmbH and was today presented to the public for the first time in connection with the transport logistic exposition in Munich. According to the agreement, which will enter into effect on July 1, product management and development as well as sales and marketing for InterCity courier services (ICK) will become the responsibility of time:matters, while Deutsche Bahn will continue to provide the actual transportation services.

The IC courier service is currently offered at about 140 train stations throughout Germany that have an IC, EC, and/or ICE connection; ICK shipments can be transported on all three of these train categories (InterCity, EuroCity, and InterCity-Express). The shipment can weigh up to 20 kilos and the maximum size is one meter long or two meters in circumference. With the exception of living animals, hazardous substances, and other objects that are subject to legal restrictions, just about anything can be transported by ICK. The service typically targets private and corporate customers who need to ship urgent documents or replacement parts.

Shipments are generally brought to the train stations by the customer and picked up by the recipient at the destination train station, but optional services include door-to-door, station-to-door, and door-to-station delivery. Orders are placed either directly at the train station or by phone. Prices range between 85 euros (shipments weighing up to 10 kilos using station-to-station transport) and about 195 euros (shipments weighing between 15 and 20 kilos, door-to-door delivery).

time:matters Managing Director Franz-Joseph Miller emphasizes that the IC courier service ideally complements the existing portfolio of services, which above all includes the air transport product same:day. "It underscores our position as a leading PECS provider in the same-day segment," he says. Miller points out that the same:day service of time:matters, which is available at 19 airports in Germany, reaches a potential 56 percent of the German population, while the inclusion of the 140 train stations featuring IC courier services increases the coverage to about 90 percent (calculation basis: 50 kilometer radius around the respective airport or train station). "In other words, ICK allows us to significantly expand our target group and makes our services more attractive, above all for customers in the B2B sector," explains the Managing Director of time:matters.

According to Miller, the common goal of both partners is to operationally and strategically realign ICK "with vision and momentum," simplify and optimize processes, and use targeted advancements and marketing measures to "sustainably and significantly" increase the volume of shipments transported. The total volume of shipments, which in 2002 consisted of about 38,000 packages, is to be increased to 50,000 packages per year by 2006. In addition, the IC

courier service is to be linked to the powerful IT platform of time:matters in order to be able to establish a tracking system.

time:matters, a subsidiary of Lufthansa Cargo AG, offers corporate customers a premium express courier service by air around the world. Its same:day, courier:express, and personal:courier services allow especially important materials such as documents and spare parts to be submitted immediately prior to departure, conveyed at greatest possible speed, and delivered to the recipient at the destination, with door-to-door service on request. As part of the same:day service, time:matters flies to nearly 50 destination airports in twelve European countries. Among other flights, Lufthansa's entire network of scheduled flights is available for time:matters shipments. Experts confirm that same-day and high-quality courier services have high growth potentials; when important materials can reach the recipient on the same day or very quickly, significant business advantages are realized and companies can use more of their time for core tasks.

Additional information on time:matters:

time:matters GmbH, Dornhofstrasse 100, 63263 Neu-Isenburg, Phone: +49/(0)6102/36738-800, Fax: +49(0)6102/36738-899, information and sales hotline (in Germany only): 0700-timematters (0700/84636288), E-mail: info@time-matters.de, Internet: www.time-matters.de

- **Press Relations time:matters:** Phone: +49/(0)6102/36738-800, E-mail: presse@time-matters.de

- **PR Agency:** Team Andreas Dripke, Phone: +49/(0)611/97315-0, E-mail: team@dripke.de