

thelo 
Railways for Africa



Efficient and
Reliable **Mobility**
on the Continent
of **Africa**

thelo

Thelo is an African industrial group and has developed relationships with manufacturers, financiers, operators, regulators, consultants and technical partners throughout Africa and around the world and is rapidly gaining renown as a point of reference for railway infrastructure and rolling stock finance on the continent.

Thelo's vision is to be the pre-eminent railway financing and management company on the African continent.

The Company's mission is to support Africa's industrialisation and economic development as a centre of excellence in the railway sector, providing clients with cost-effective, reliable, high-quality infrastructure and industry solutions.

DB Group is one of the largest transport and mobility providers worldwide



Deutsche Bahn's 180 years of rail expertise is represented by DB E&C (DB), always offering the most adequate solutions for your needs, from idea through to operations.

As one of the world's leading transport and mobility firms, DB is shaping the world of tomorrow. DB offers customised and sustainable transportation solutions to ensure future success of commerce and makes an important contribution to environmental protection.

Our specialists and generalists in all engineering disciplines develop and realise railway and infrastructure projects around the globe, bringing people and markets together.

Facts about DB*

Present in **130 countries**

318 000 Experts worldwide

12.8 million Passengers every day

DB operates **33 000 km** of tracks in Germany alone

DB has leading market positions

IN EUROPE	1st Place	
	• Rail Logistics & Cargo	
	• Biggest Rail Infrastructure Network	
	• Local Passenger Transportation	
	• Land Transportation	
GLOBALLY	2nd Place - Long-Distance Passenger Transportation	
	3rd Place - Air Freight	
	4th Place - Sea & Ocean Freight	

*Information Source: Deutsche Bahn AG, 2019

Thelo DB – Who We Are

Introduction

Thelo DB is an incorporated partnership between Africa's industrial group, Thelo and the leading European railway conglomerate, Deutsche Bahn E&C (DB). The Company brings unmatched capacity to the African railway sector, supporting development of new railway corridors, the opportunity to expand existing infrastructure and enhancing operational efficiencies of existing networks.

Background

In Africa, delayed investment into the railway sector over several decades has created a massive gap in development of infrastructure (both hard and soft) throughout the continent. This has resulted in wide-ranging consequences, impacting on key aspects of the continent's economic and socio-economic well-being.

A modern rail transportation network will achieve transformative and long-term benefits for the continent, boosting intra and inter-Africa trade, tourism and job creation, thus enhancing its logistics systems and improving access to national, regional and international markets.

The future of a connected Africa requires not only substantial financial investment – an estimated \$65 billion per annum – but also institutional expertise with the credibility, technical expertise, global experience and market insight to deliver railway projects.

Thelo DB is committed to modernising and expanding the continent's rail transportation network, combining Thelo's proven experience in sustainable railway financing and expertise in rolling stock supply with DB's world-leading reputation in designing, engineering, operating and maintaining freight and passenger rail networks around the world



Photo: Douglas Holder

Profile of Services

Consulting & Engineering

In markets with existing railway networks and operational railway companies, general engineering and consulting services are required to further develop capacity to meet market demand. The needs span from enhancing operational efficiencies infrastructure, systems or rolling stock upgrades, training, safety and maintaining existing lines to supporting policy makers modernising regulatory framework for the railway sector.

- Business Strategy Consulting
- Railway Organisational Development
- Rail Reform
- Logistics Consulting
- Operations & Maintenance Consulting
- Operational Efficiencies
- Digitalisation Consulting and Solutions
- Condition Monitoring and Diagnosis
- Systems Engineering Design
- Construction Engineering Design
- Smart Mobility Development
- Safety Management
- Capacity Building & Training through DB Rail Academy

Railway Operations

Railways are complex undertakings requiring in-depth knowledge and experience of the entire integrated system. Train operators and infrastructure companies are continuously facing challenges, including the organisation of daily operations, safety, procurement, modernisation & maintenance of rolling stock and /or infrastructure. Our dedicated specialists develop mobility concepts and dimension systems across the full Life Cycle of any project, offering individual solutions for railway system integration, operating models and operational implementation.

- Concept, Feasibility and Master Planning for Freight and / or Passenger Rail Traffic
- Cost Planning & Control
- Funding Preparation Support for Projects & Overall Management
- Development / Modification of Regulations
- Overall Project Steering & Management
- Project Implementation (Operations, Infrastructure & Rolling Stock)
- Early Train Operating
- Shadow Operating
- Technical Training & Skills Transfer through DB Rail Academy

Rail Corridor & Network Development

In order to support regional economic development and integration, the African continent requires efficient cross border transportation corridors that allow for effective inter and intra-African trade. Today, the market is, in general terms, insufficiently developed and needs strengthened capacity to develop and operate new corridors and networks.

- Corridor & Network Concept Development
- Feasibility Studies
- Design and Engineering
- Engineering Procurement and Construction Supervision Submission
- Testing and Commissioning of Infrastructure & Rolling Stock
- Operations and Maintenance
- Capacity Building & Training through DB Rail Academy

Profile of Customers



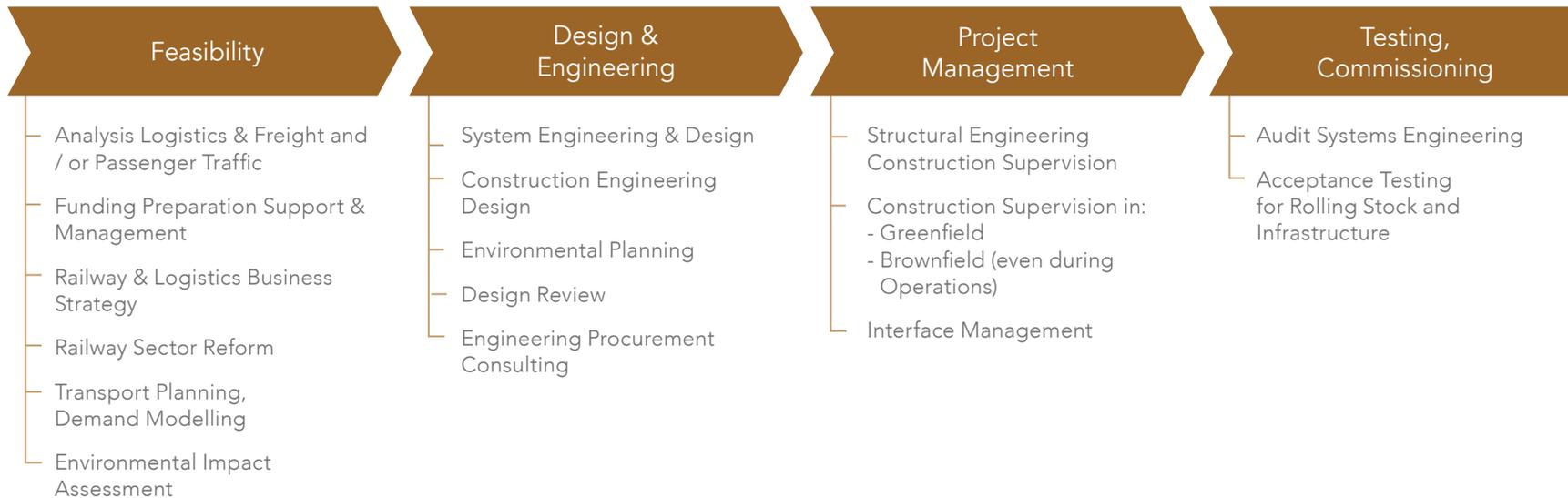
Thelo DB provides effective railway and logistics solutions to a variety of industry stakeholders on the African continent. As a result of our partnership, Thelo DB brings unmatched experience and expertise to the African continent which it deploys to support clients on a bespoke basis, based on specific individual requirements. Thelo DB offers the complete value chain of services required to improve mobility and connectivity on the African continent and is optimally positioned to support any client across the entire railway and logistics value chain, which in turn, is fundamental for future trade, infrastructure and economic development on the Continent.

Photo: Lothar Mantel



Value Chain of Rail Offerings: Corridor / Network Development

We have the technical capacity and experience to carry railway initiatives of any scale through the entire Project Life Cycle



We deliver what we promise

- Sustainable partnership-based approach putting quality and customer satisfaction first
- Immediate application of know-how on operational processes, systems, infrastructure and equipment configuration safety procedures and environmental protection
- Great emphasis on development of a local African workforce through training and skills transfer, using DB's existing global curricula
- Introducing and implementing KPI's on operations and customer satisfaction, delivering continuous growth of freight volumes and/ or passenger ridership, as well as public acceptance

What We Envision

Our unmatched 'best of global breed' experience and expertise will bring growth and development to the railway sector on the continent of Africa and thus accelerate industrial development trade, job creation, skills development, regional integration and economic development

Operations & Maintenance

- Operations
- Shadow Operations
- Operation Consulting
- Tender for Operation
- Operations Planning & Simulation
- Early Train Operator
- Infrastructure Maintenance Depots
- Rolling Stock Maintenance Depots
- Construction Optimisation
- Rail Academy & Training

Photo: Thomas Kabisch





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