



**DB Cargo. We deliver the goods.**

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January 2021 | Frankfurt

An aerial photograph of a rural landscape. A long freight train with several red and white locomotives and green cargo cars is traveling along a straight road that cuts through a dense forest. To the right of the road, there are large, well-maintained cornfields. The surrounding area is a mix of green fields, forests, and small clusters of buildings. The sky is blue with scattered white clouds.

# Our mission

# We're big, green and powerful



## For the climate



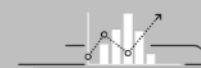
Thanks to the volume we transport at DB Cargo, 7 million fewer tonnes of CO<sub>2</sub> emissions are generated each year.

## For people



Rail freight transport takes traffic off the roads and reduces externalised costs (accidents, road construction, etc.) by EUR 3 bn. each year.

## For the economy



As the backbone of Germany industry, we connect all the different economic centres.

## For Europe



We serve our customers on-site in 17 European countries and China.

# We're big, green and powerful



## For the climate



- Right now, we take 90,000 lorry trips off the roads every day.
- By 2030, we'll increase the modal share of rail freight transport to 25%.
- With a strong rail freight transport, we will save 10 million tons of CO<sub>2</sub> every year from 2030.

# We're big, green and powerful



## For people

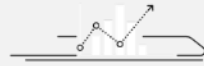


- We're making rail transport quieter, which benefits people, animals and the environment.
- We run 20,000 trains a week (60% of which are international), ensuring supply lines which provide food, energy and raw materials continue flowing across Europe.
- We will grow our market share, which will allow us to shift 30 million lorry loads off the roads.

# We're big, green and powerful



## For the economy



- We're the backbone of Germany's core industries.
- We connect economic centres in Europe (with 4,200 Rail sidings) and around the world, including Asia.
- Our industry experts enable us to offer customised solutions to all industries from a single source.

# We're big, green and powerful



## For Europe



- Our industry experts enable us to offer customised solutions to all industries from a single source. Our corridors and direct connections allow us to connect all of Europe's economic centres.
- We offer customers comprehensive access to our European network starting at a single wagonload.
- As at today, 60% of all of our transports are already pan-European.

An aerial photograph of a freight train crossing a bridge over a river. The train consists of several brown freight cars and a red locomotive. The landscape is green and rural, with fields and trees. The sky is blue with some clouds.

# This is DB Cargo



## Passenger transport

Moving people from A to B –  
in Germany and throughout  
Europe

- **DB Fernverkehr**  
Long distance rail passenger  
transport<sup>1</sup>
- **DB Regio**  
Regional and local transport  
in Germany
- **DB Arriva**  
Regional and local passenger  
transport in Europe<sup>2</sup>

## Freight and logistics

Intelligent logistics services by  
land, sea and  
air

- **DB Cargo**  
European rail freight  
transport
- **DB Schenker**  
Global logistics services

## Infrastructure

Efficient, future-proof railway  
infrastructure in Germany

- **DB Netze Fahrweg**  
Rail network
- **DB Netze  
Personenbahnhöfe**  
Stations
- **DB Netze Energie**  
Traction power

<sup>1</sup> In Germany and cross-border traffic;

<sup>2</sup> In UK long distance rail transport operated by Arriva subsidiary CrossCountry;

# We're Europe's no. 1 company for European freight transport



## DB Cargo's market share in Europe



## Largest network



## Industry expertise



## Customised product solutions



## Innovation



## Greenest transport sector



# DB Cargo in figures

As at: 2019



**29,500**

employees in

**17** national  
companies

**3,600**

trains per day

**345** km

average  
distance  
transported

**232**

million tonnes  
of freight  
transported

**85.000**

billion tonne km  
of volume

**2,680**

locomotives

**82,700**

freight wagons

**EUR**

**4.449**

billion in revenue

**7** million tonnes

CO<sub>2</sub> savings\*

\*compared to road transport

# A team of six makes up DB Cargo's Management Board



**Dr Sigrig E. Nikutta**  
Chair of the  
Management Board  
and CEO of DB Cargo



**Dr Ursula Biernert**  
Member of the  
Management Board  
for Human Resources



**Dr Martina Niemann**  
Member of the  
Management Board for  
Finance & Controlling



**Thorsten Dieter**  
Member of the  
Management Board  
for Service Design &  
Control



**Ralf-Günter Kloss**  
Member of the  
Management Board  
for Production



**Pierre Timmermans**  
Member of the  
Management Board  
for  
Sales and Marketing



# Our products

# We rely on our three tried-and-tested core products when carrying out transports



## Combined transport



We combine the strengths of various different means of transport - main route = rail, first and last mile = road. Using different modes, we connect ocean ports to the hinterland. Or we transport swap bodies in continental transport.

## Block train transport



Block train transport is our production system for bulk cargo; flexible and fast. Our train systems reflect the individual needs and requirements of our customers.

## Single wagonload transport



Our alternative to the lorry – starting at just a single wagonload. Single wagonload transport offers customers full access to DB Cargo's European network even without a private siding.

# These products round out our portfolio



## Planning and ordering

e.g. preparation of necessary shipping documents

## Providing empty wagons

e.g. customer-specific wagon equipment or wagon retrofitting

## Loading and unloading

e.g. provision of loading and unloading services, transshipment at railports



## Collection and delivery

e.g. additional handling, shunting services, weighing of freight wagons

## Providing transport services

e.g. defined wagon sequence/ wagon sorting, provision of wagons correctly aligned for loading

## Accounting and documentation

e.g. enhanced reporting



## Commercial services

e.g. Eco Solutions, zero-carbon transport with **DBeco plus** and **DBeco neutral**

## Supplementary transport services

e.g. first and last mile by road, reloading

## International services

e.g. provision of customs clearance services



# Our industry solutions offer everything you need, from one single source



## Industrial Sales Division

Innovative transport solutions for **bulk cargo** in the national and European network.

## Logistics Sales Division

Multimodal logistics concepts that combine classic transport with a wide array of **industry-specific logistics services**.

## Intermodal Sales Division

Europe-wide solutions from your full-service provider for **combined transport**.

**Building materials**

**Coal**

**Fertilisers & agriculture**

**Metals**

**Raw materials**

**Waste logistics**

**Automotive components**

**Automotive finished vehicles**

**Chemicals**

**Consumer goods**

**Mineral oil**

**Pulp & paper**

**Timber**

**Transport services**

**Operator business**

**Terminal business,  
container depot & trucking**



# What makes us strong – benefits offered by DB Cargo service at a glance



## No private siding necessary

Thanks to our **railports** all across Germany and our Europe-wide **partner terminals**, we can transport your loads even if you don't have your own private siding.

## Block train or single wagonload transport

From just a **single wagonload**, we organise transport to suit your specific needs – including door-to-door transport. Our block train solutions are there to handle **large quantities**.

## Your own private siding

We can help you either to design, develop and build your new private siding or to reactivate an existing one. Government **subsidies** may cover **up to 50%** of the cost.

## Eco-sustainable transport

Transports with DB Cargo benefit the environment by **reducing CO2 emissions by 7 million tonnes** each year (compared with road haulage); transports with our *DBeco plus* product use 100% renewable power and generate **0 g of CO2**



## Faster than by road

For **longer distances**, trains frequently reach their destination faster than trucks. Delays caused by congestion are virtually non-existent in rail transport.

## We transport (almost) everything

With more than **300 different types of wagons** in Germany, we can transport (almost) anything for you – from cars to consumer goods to steel – from one corner of Europe to the other.

# Fast and high-frequency – our shuttle transports



## Benefits:

- Fast, reliable rail solution with a fixed schedule
- A complete logistics solution tailored to the needs of our customers
- Numerous additional services bookable along the transport chain

## Shuttles

- DB Cargo network
- DB Cargo national company
- Port
- DBzeebrugge-shuttle (Germany, Belgium)
- DBmediterranean-shuttle (Germany, Spain, France, Austria, Hungary)
- DBantwerp-rhine-shuttle (Germany, Netherlands, Belgium)
- Alsace-shuttle (Germany, France)
- Burghausen-shuttle (Germany, Netherlands, Belgium)
- Direct connections



# Crossing borders for any volume – our railnets



## Benefits:

- Comprehensive Europe-wide access
- Transport possible without own private siding in combination with railports
- Usable also for small batch sizes
- Industry solutions available for the special service requirements of individual industries

## Networks

- DB Cargo network
- DB Cargo national company
- Port
- DBrailnet Germany
- DBrailnet Denmark
- DBrailnet France
- DBrailnet Italy
- DBrailnet Netherlands
- DBrailnet Poland
- DBrailnet Southeastern Europe



# Our trans-Eurasian land bridge as an alternative transport route



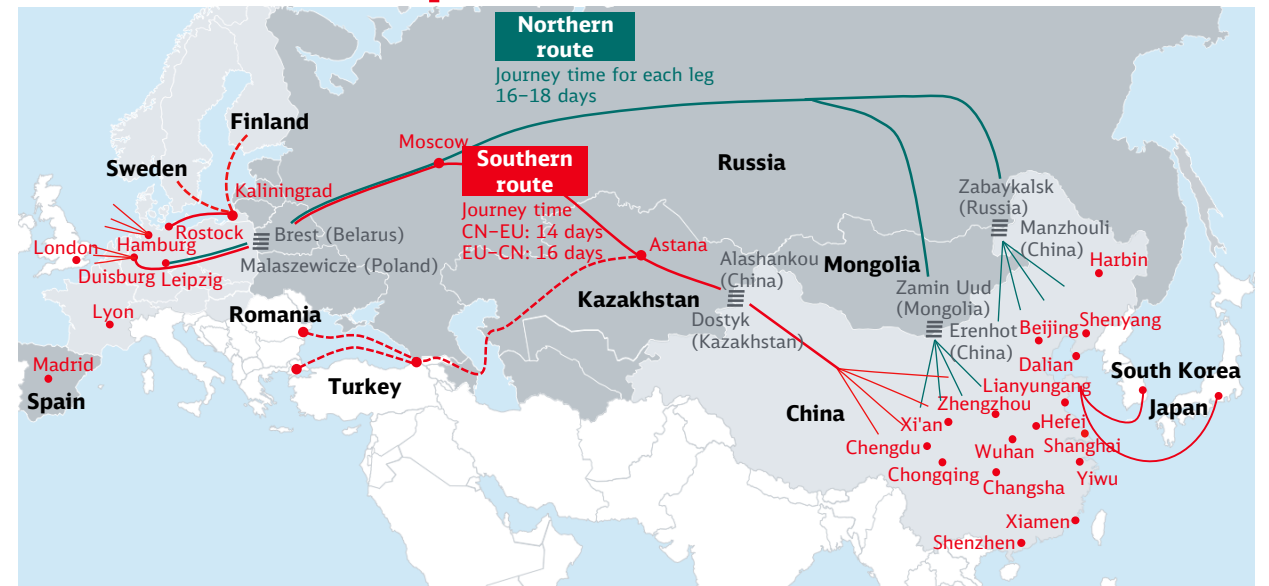
## DB Cargo Eurasia offers:

- Terminal-to-terminal services
- Door-to-door services
- Sale of transport capacities and cargo space to logistics providers

## An attractive option for small volumes, too

Trains are available for all customers starting at a single wagonload and for part loads

## More affordable than air transport and faster than a ship



# Carbon footprints can get even smaller



## Zero-CO<sub>2</sub> transports traverse Germany and Austria with *DBeco plus*

- **Green power** from renewable energy sources
- Twice as eco-friendly: 10% of earnings are **invested** in systems which **generate or store renewable energy**
- Customers receive a **certificate** with the amount of CO<sub>2</sub> emissions they have prevented (verified by TÜV, the German Technical Inspection Agency)

## *DBeco neutral* offsets unavoidable CO<sub>2</sub> emissions

- **Offsets** for unavoidable CO<sub>2</sub> emissions, e.g. covering the first and last mile with lorries
- Depending on the level of offset required, we **invest** in certain **sustainable projects** around the world which meet the CDM Gold Standard
- Customers receive a **certificate** for the amount of offset CO<sub>2</sub> emissions

# Quiet, eco-friendly transport with DB Cargo



## Decarbonising our fleet

We're working on solutions to retrofit existing vehicles and on procuring new **hybrid locomotives**. Hybrids have a traditional internal combustion engine, but they also carry a lithium-ion traction battery and a generator.

This system allows hybrid locomotives to temporarily store lost energy, for instance from braking. This energy can later be used to power the rolling stock as and when needed.

## Whisper brakes – for less rail noise

The most significant source of rail noise is the contact between wheel and rail. **Modern composite brake blocks** (whisper brakes) keep the running surface smooth, thereby halving the noise level. Since the end of 2020 all of our roughly 63,000 freight wagons have been low-noise.

## LEADER – train drivers save energy

Moving several thousand tonnes of heavy trains around the busy rail network on time and in an energy-efficient manner is no easy task.

The LEADER **driver assistance system** helps our train drivers to steer trains through various route profiles and special operating scenarios in the best way possible.

# We're moving DB Cargo into the digital age – innovations in rail freight transport



## Technical Innovation Circle for Rail Freight Transport (TIS)

Working with the entire sector to specifically target technical innovations

## Digital locomotives

Our locomotives transmit specific condition data and geodata across Europe to ensure the performance of condition-based maintenance and a high level of vehicle availability

## Wagon intelligence

By the end of 2020, over 65,000 DB Cargo freight wagons will be equipped with state-of-the-art sensors and telematics

## Shift2Rail's innovation programme for freight

Centralized platform for promoting railway innovations in Europe with a focus on digitalisation and automation

## Digital fleet management

Digital fleet management is paving the way for the gradual automation of locomotives Integrated interfaces provide a higher degree of connectivity and greater transparency

## Digital automatic coupling

European solution for robust automatic coupling

# DB Cargo's link2rail eServices offer a completely online experience



## Empty Wagon

Place and monitor empty wagon orders easily online (as a portal and API)

## Order

Place and monitor transport orders and bookings online (as a portal and API)

## Track & Trace

Up-to-date information on shipment status in position and time (as portal, API or app)

## Benefits

- Customisable solutions and features
- Complete portfolio of digital products
- Simpler business processes for our customers
- Services can be accessed through multiple channels
- Work can be done within modern, flexible architecture



# Becoming a customer – in seven easy steps

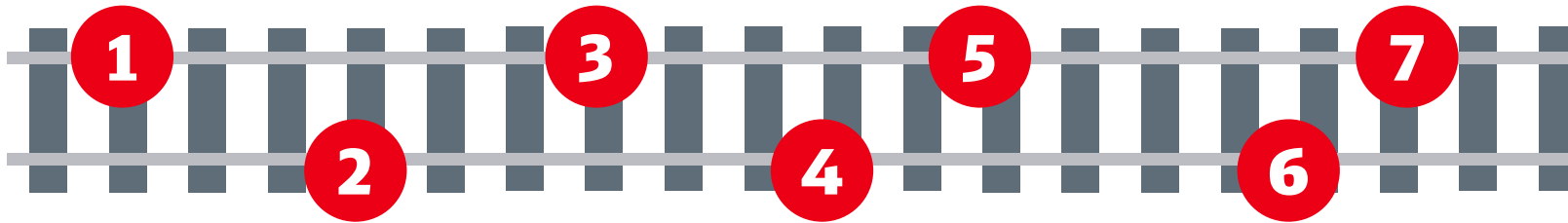


You express your interest in DB Cargo as a partner

We work with you to define your best access point to the rail network

You order your transport, e.g. using our modern online platform link2rail

We transport your shipments to their destination – reliably, securely, in good condition and on time



We visit you on site and get to know your business and your logistics needs

We agree on the operational and commercial framework for transport

We prepare a customised transport schedule for your shipments

You have a skilled contact person throughout the entire transport process

# Certifications for transport, maintenance, quality, environmental protection, safety and security



## **DB Cargo's integrated management system is based on various recognised standards for quality, environmental protection, safety and security.**

DB Cargo is certified to the following standards:

- ISO 9001:2015 – Quality management
- ISO 14001:2015 – Environmental management
- ISO 28000 – Security in the supply chain
- ECM – Maintenance sites
- EfbV – Waste management specialist
- HACCP – Feed and food safety, including confirmation of conformity with GMP (Good Manufacturing Practices) of Productschap Diervoeder
- SQAS (Safety and Quality Assessment System of Cefic, chemical industry)
- In some subdivisions, we also hold certification to SCC (Safety Certificate Contractors, chemical industry).
- AEO F certification (Authorised Economic Operator Full) – simplified customs and safety/security procedures

# We are there for you!

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@dbcargooffiziell



@DB\_Cargo



dbcargo.com



dbcargo.com/  
newsletter



www.dbcargo.com/app-ios  
www.dbcargo.com/app-android

An aerial photograph of a long freight train traveling through a lush, green rural landscape. The train, led by two red locomotives, is pulling a long line of various freight cars, including several large white cylindrical tankers. The train is positioned on a set of tracks that curve through the terrain. To the left of the tracks, a small stream flows through a grassy field. The background features rolling hills, dense forests, and open fields under a clear sky. The overall scene conveys a sense of industrial activity within a natural setting.

# Our strategy

# More pioneering, more powerful and more robust to shift traffic to rail



## The "more pioneering" strategic area

creates a higher speed of innovation

DB Cargo will become **more pioneering**.  
International standing.  
Strong multimodal networking. Smarter service.

## The "more powerful" strategic area

sets the organisation in motion

DB Cargo will become **more powerful**.  
Simple structures.  
Clear workflows.  
Dedicated teamwork.

## The "more robust" strategic area

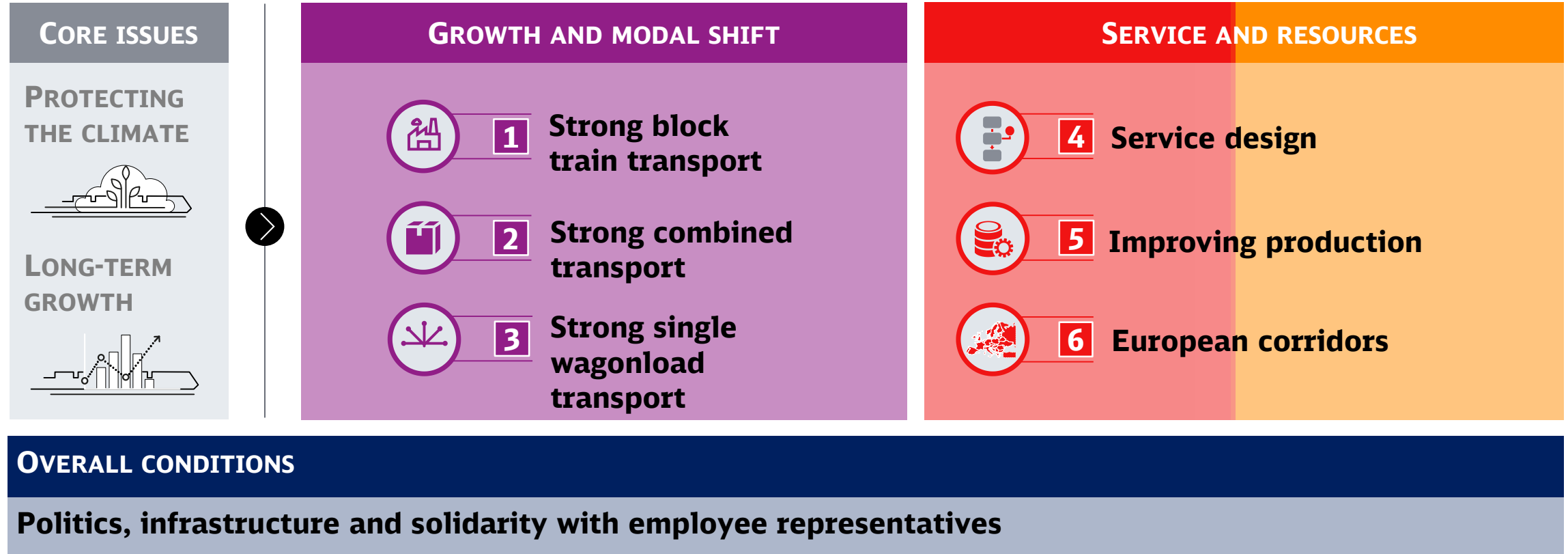
ensures appropriate and sufficient resources

DB Cargo will become **more robust**.  
More employees.  
More and more innovative locomotives and wagons.

# We're growing and shifting more goods to the rails to protect our environment and to do business the green way



## Transformation programme at DB Cargo



Strong Rail strategic area:

**MORE PIONEER**

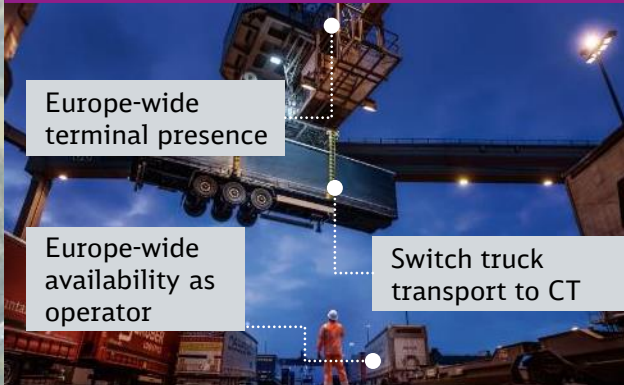
**MORE POWERFUL/ROBUST**

# More pioneering



**We are launching an offensive to put more goods on the rails with appealing products and the highest possible security of supply.**

## Strong combined transport (CT)



CT is the alternative to trucking. DB Cargo will shift truck volumes to rail by using combined transport solutions.

## Strong single wagon transport (SWT)



Rail freight transport can only form the backbone of the European economy if high-coverage, reliable and economically viable single wagonload traffic is in place.

## Strong block train transport (BTT)



Fast and flexible train systems with shuttles and programme trains in rail logistics networks underpin our ability to grow, especially in truck markets.



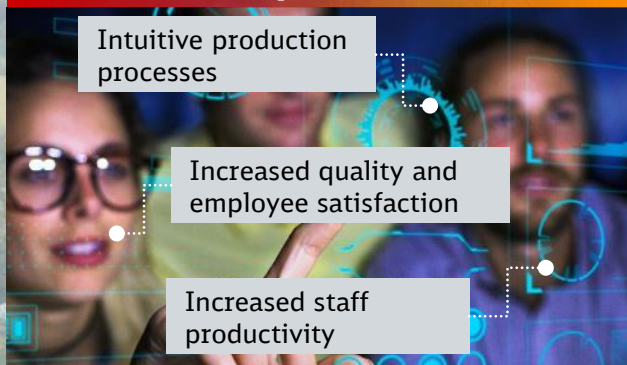
**(Digital) added value for our customers**

# More powerful and more robust



**We are digital and international. We inspire our customers with increased efficiency.**

## Improvement of production system



Clear processes and a culture of excellence in combination with smart digitalisation ensure lean structures with increased quality and satisfaction in working for DB Cargo.

## Development along European corridors



A shared European vision and seamless cross-border processes, e.g. through interoperable locomotives, ensure efficiency and growth and define DB Cargo's international activities.

## Improvement of service design

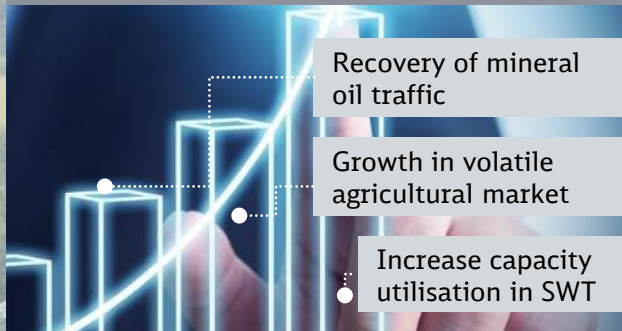


Talented employees use service design to secure maximum customer satisfaction and ensure that rail transport makes economic sense for DB Cargo.



**We impress our customers – because our highly competent employees help us put the highest quality transport products on the rails.**

## Sales campaign



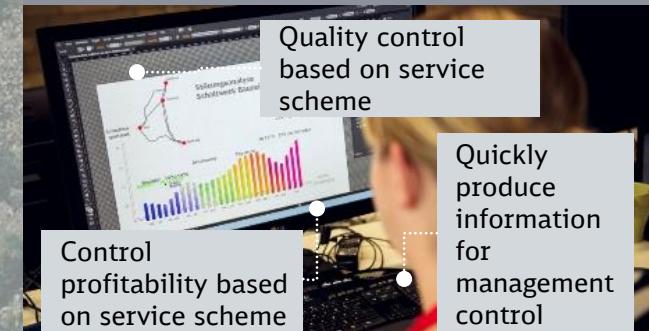
DB Cargo is on the prowl for customers. Thanks to a great portfolio and effective sales work, we can shift loads from the roads to the rail in growing and future-oriented markets.

## Sustainable workforce management



The right employees with the right qualifications and responsibilities, always exactly where they are needed.

## Service scheme management



Service scheme management ensures that DB Cargo's customers receive top product quality at a good price. We not only manage individual trains, but also ensure that each customer's complete transport concept delivers on its promise.

# Digitalisation and automation help our customers, our colleagues and our company



## Customer

### Easy access and full shipment transparency

- Booking via online interfaces (web portal, mobile apps, etc.)
- Full transparency of current transport status and predicted arrival time
- Flexible transports at the right time – by integration into customer logistics and digital services

## Rail operations

### (Partial) automatic operation

- Reduction of costs through automation
- Increased flexibility through more transparency in all processes
- Improvement of product quality through shorter reaction times in event of deviations

## Management

### Smart control

- More planning security through smart planning and implementation systems
- More safety and reliability through predictive condition-based maintenance
- Improvement of working conditions for operational activities through faster information chains

Sensors



Automation



Algorithms





# Creating the right conditions for successful rail freight transport

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# Overall conditions

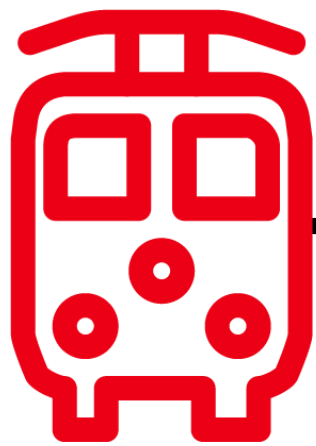
## Shifting goods from road to rail



The shift from road to rail will require the joint efforts of railway undertakings, infrastructure managers and politicians

In the future

**>25%**



- **Climate**
- **People**
- **Economy**
- **Europe**

## Overall conditions

Strengthen the most environmentally friendly mode of transport

Provide highly effective infrastructure

# Overall conditions

## Shifting goods from road to rail



**Strengthen the most environmentally friendly mode of transport and provide highly effective infrastructure.**

### Short-term measures for shifting traffic to rail



- Economic incentives to switch to combined and single wagon transport (CT and SWT)
- Support for transshipment and relief in combined transport
- Obligation for semi-trailers to be CT-compatible
- Fair competitive conditions in the transport sector

### Long-term measures for strengthening rail freight traffic



- Promoting the introduction of Digital Automatic Coupling in Europe
- Support of automatic train operation and the marshalling yard of the future
- Easy access to the rail freight network in Europe
- Continuous international train paths on interoperable infrastructure
- Upgrade and modernisation of infrastructure including to accommodate 740 m and 1,500 m trains



**DB**