



Cargo

Freight belongs on rail.

July 2024 | Mainz

Our mission

Strong rail gets a boost

For the climate



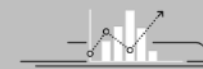
Thanks to the volume we transport at DB Cargo, 7 million fewer tonnes of CO₂ emissions are generated each year.

For people



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

The climate targets can only be achieved with a shift traffic to rail

For the climate



- We're already replacing 22 million truck journeys every year.
- We'll increase the modal share of rail freight transport to 25%.
- With a strong rail freight transport, we can then save 10.5 million tonnes of CO₂ every year.

More freight on the railways means a better quality of life

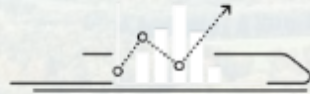
For people



- We're making rail transport quieter, which benefits people, animals and the environment.
- We run 3,600 trains a day (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.

Fast and secure deliveries are a decisive competitive advantage

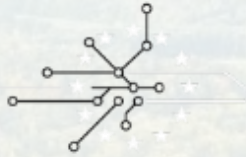
For the economy



- We're the backbone of Germany's core industries.
- We connect business locations in Europe and all the way to Asia.
- Our industry experts enable us to offer customised solutions to all industries from a single source.

Rail is Europe's central link between north and south and east and west

For Europe



- 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 from a single wagonload or container – with no private siding required.
- As of today, 60% of all of our transports are already pan-European.



Cargo

This is DB Cargo

We're part of the strong DB Group



Passenger transport

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

- **DB Long Distance**
Long distance rail passenger transport¹
- **DB Regio**
Regional and local passenger transport in Germany
- **DB Arriva**
Regional and local passenger transport in Europe²

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 InfraGO**
Rail network, service facilities, stations and traffic stations
- **DB Energie**
Traction and stationary energy

¹ In Germany and cross-border traffic;

² In UK also long distance rail transport operated by Arriva subsidiary CrossCountry;

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

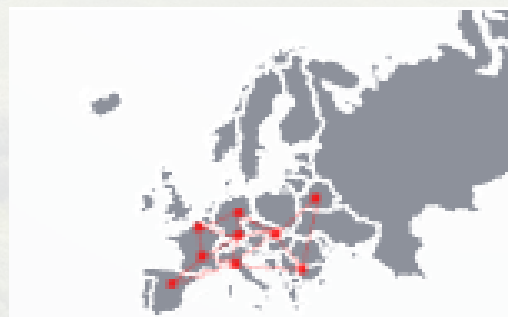


Cargo

DB Cargo's market share in Europe



Largest network



Industry expertise



Customised product solutions



Innovation



Most sustainable transport sector



DB Cargo in figures

As of: 2023



Cargo

31,400

employees

18 countries

3,600

trains per day¹

377 km
average distance
transported

198

million tonnes
of freight transported

74.500

million tonnes
of freight transported

17%

market share
in Europe

2,536

locomotives

79,000

freight wagons

5,582

million euros in
revenue

7

million tonnes
of CO₂ savings²

¹ middle of the week
² compared with road transport

A team of five makes up DB Cargo's Management Board



Dr. Sigrid E. Nikutta

Chair of the
Management Board
and CEO of DB Cargo



Michael Fritz

Member of the
Management Board
for Human Resources



Dr. Martina Niemann

Member of the
Management Board for
Finance & Controlling
and Service Design &
Control (personal
union)



Ralf-Günter Kloß

Member of the
Management Board
for Production



Pierre Timmermans

Member of the
Management Board for
Sales

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 leg = rail,
First and last mile = road.
For example, we connect seaports with the hinterland or 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



Cargo

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 distribution

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. CO₂-neutral transport with Climate+

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



Cargo

Industrial Sales Division

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

Building materials

Coal

Fertilizers & agriculture

Metals

Raw materials

Waste logistics

Logistics Sales Division

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

Mineral oil

Chemicals

Pulp & paper

Consumer goods & forwarders

Automotive components

Automotive components VW

Automotive Finished Vehicles

Intermodal Sales Division

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

Transport services

Operator business

Terminal business, container depot & trucking

Regional sales at DB Cargo



DB Cargo's Regional Sales is your contact for rail freight transport. We make **rail logistics easy for you** – on site in **your region**. Whether with your own rail siding or without, we'll find your best logistics solution in our European network.



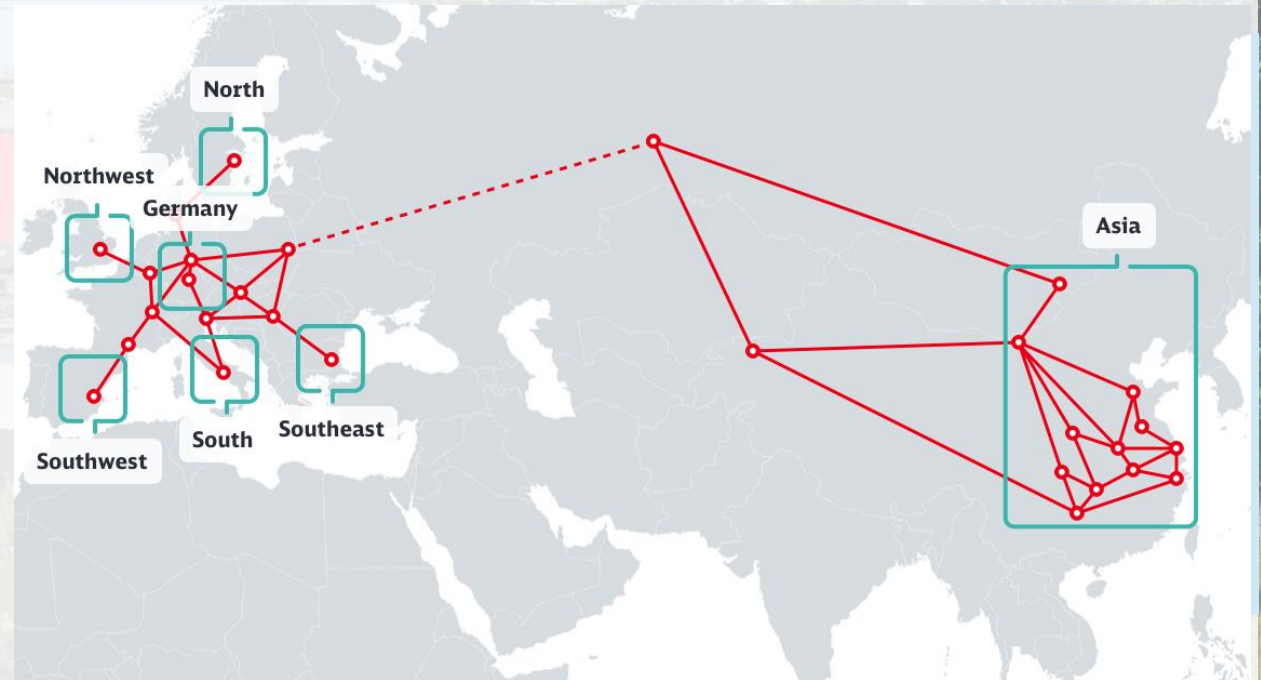
We connect Europe and beyond

Our strong network

How your international solutions help you:

- 4,200 customer sidings for fast, reliable, frequent and flexible connections
- Combines the benefits of road and rail
- The strong network in Europe and all the way to Asia
- The largest fleet
- Different commodity groups in each wagon possible
- Environmentally friendly transport with up to 80 percent emission savings
- Additional services: including Track & Trace, collection service, labelling and storage
- Combination of different modes of transport, whether road or rail, intermodal, Eurasia or short sea
- Largest European logistics network by rail and road

From Scandinavia to southern Italy and from the Atlantic to Asia: We offer fast, high-frequency connections and solutions for various industries.*



* The dashed line is currently only possible as a transit connection.

Fast and high-frequency Our shuttle transports

Our shuttle service:

- **Antwerp-shuttle** – connecting Antwerp and the Ruhr and Rhine/Neckar regions
- **Mediterranean-shuttle** – between Germany and Spain
- **Zeebrugge-shuttle** – between Rotterdam and Zeebrugge
- **Alsace-shuttle** – between Eastern France and Offenburg
- **Burghausen-shuttle** – connection from Southern to Northern Germany
- **Power Railer** – connection to South East Europe
- **Trailer Romania Xpress** – between Stuttgart and Romania
- **Slovakia-shuttle** – between Germany and Slovakia
- **Slovenia-shuttle** – between Germany and Slovenia
- **Pulp Sprinter** – your scalable network in seaport hinterland services

Your 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

What makes us strong

Benefits offered by DB Cargo service

A strong network

We offer the **largest rail network** in Europe, thanks to our Germany-wide railports and Europe-wide partner terminals.

Door-to-door logistics from a single source

We also transport your goods door-to-door – **road & rail can be easily combined**. This gives you the maximum flexibility for your transport.

Your own private siding

We can help you either to design, develop and build your new private siding or to reactivate an existing one. **Funding of up to 50%** from public funds is possible.

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 *Climate+* 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 **197 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.



Green & Innovative

Carbon footprints can get even smaller



Cargo

Climate+



- With Climate+, our customers make their transport completely carbon-neutral
- In doing so, we ensure that the most expedient combination of CO₂ reduction is offered
- Customers receive a certificate which states the amount of CO₂e emissions avoided or offset

Using 100% renewable power

- For rail transport in DE, AT, NL and PL
- TÜV-certified

Using 100% HVO

- Reduction of around 90% CO₂e
- For rail transport in Germany

Compensation for unavoidable CO₂e emissions

- Available worldwide and also on non-electrified routes
- Pre-carriage and post-carriage by road

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**.

The bi-mode locomotive is a fully-fledged electric- and diesel-powered main-line locomotive. If an overhead line is available, this locomotive runs on environmentally friendly traction current. The hybrid locomotives have a modern traction battery in addition to the traditional internal combustion engine. This system allows hybrid locomotives to temporarily store lost energy, for instance from braking, and reuse it.

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. All freight wagons in active service in Germany had been fitted with whisper brakes since the end of 2020.(*)(**)

LEADER – train drivers save energy

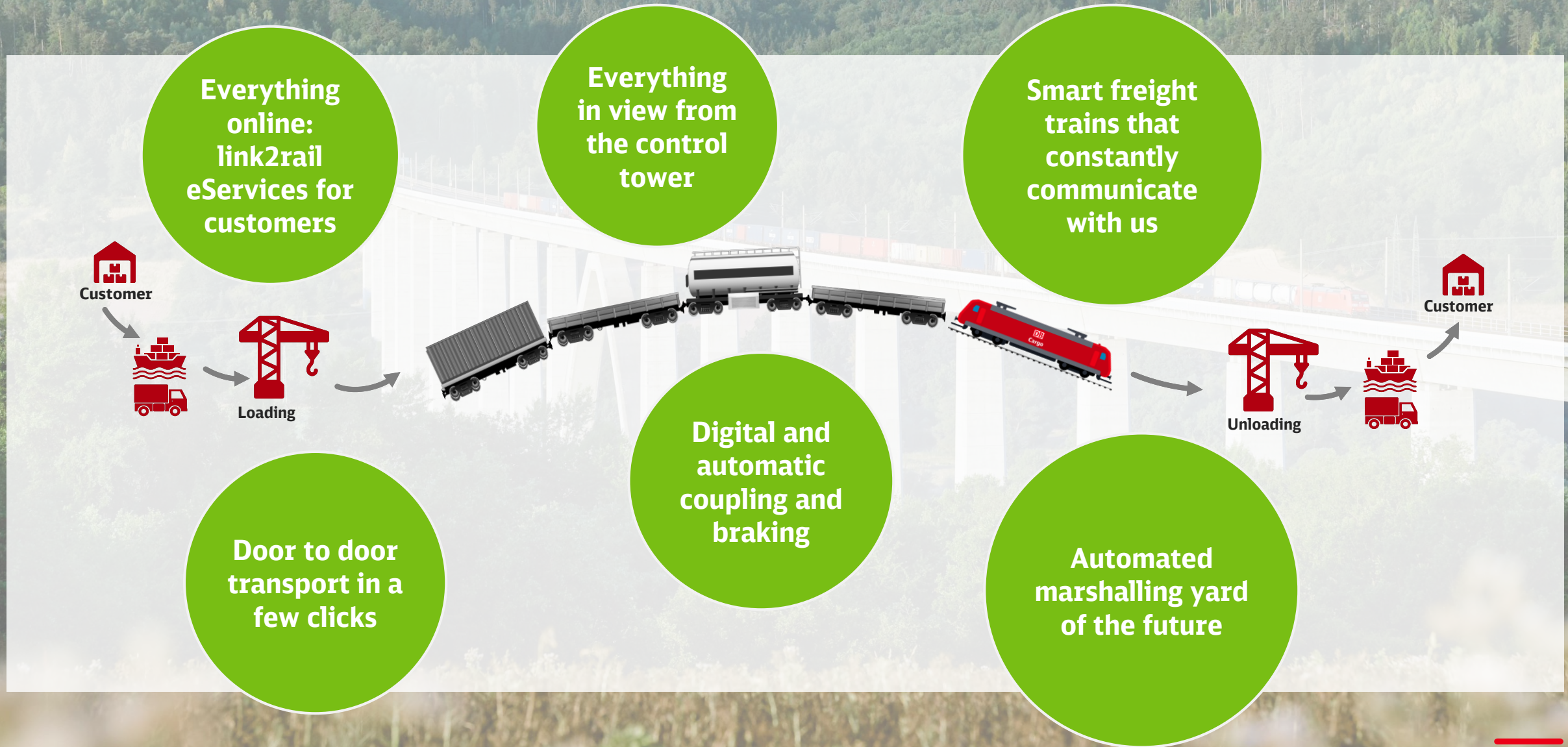
Moving several thousand tonnes of heavy trains around the busy rail network on time and in an energy-efficient manner is no easy task.

The LEADER **driver assistance system** helps our train drivers to steer trains through various route profiles and special operating scenarios in the best, most energy-efficient way possible. (*)

(*)  Kofinanziert von der Fazilität „Connecting Europe“ der Europäischen Union

(**)  Based on a resolution of the German Bundestag, funded by the Federal Ministry of Transport and Digital Infrastructure

DB Cargo: digitalisation and automation for a sustainable delivery service throughout Europe



The right link2rail eService for every customer requirement



Cargo



eService

Funktion

Empty Wagon

Empty wagon orders including status feedback

Order

Create transport order (one- and two stage) with overviews of all orders and order codes

Track&Trace

Transparency of the current consignment status including transport history

Train Management

Triggering cancellation /orders for block trains, e.g. with the help of order templates, monitoring train programs and tracking block trains

Geofence Control

Location and standing time of freight wagons in the customer siding

Wagon Control

Browser-based and mobile IT solution to optimize loading and unloading processes on the customer's premises

Recycling

Coordination of supply and demand with transparent planning and simplified supply management of shipment quantities

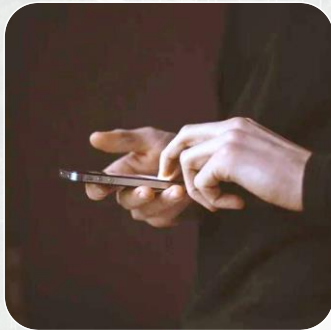
Invoice

View, organise and download invoices

Into the digital age with DB Cargo

Our future innovations in rail freight transport

#Innovation



Digital rail logistics with link2rail eServices – already available

Simple control of rail logistics and the best tracking for rail transport – available online in the portal or via direct connection to the customer system

Automatic train coupling and digital braking

Goods reach their destination more quickly and single wagonload transport becomes even more attractive for our customers

Camera-based train damage detection

Our trains pass through camera gantries that take pictures of the freight wagons – damage is detected and reported automatically without delay

Smart trains that communicate with us

Sensors make our trains smart: they run automatically and send live data on load, position and possible adverse conditions

Marshalling yard of the future

In the automated marshalling yard of the future, freight trains will depart faster, more flexibly and more frequently, helping us to shift even more freight to rail

Freight wagon concept m²: the modular and multifunctional freight wagon of the future



- Integration into your **logistics processes** and development of **innovative logistics concepts**
- Rapid implementation of individual customer requirements through **flexibility** and a shorter **time to market**
- Can be used in **single wagonload transport**
- **Higher availability** of loading space

The multifunctional and modular m² freight wagons are a flexible modular system that allows freight wagons to be individually adapted to customer needs.



Rail Freight Forward

Standardised, digital data exchange in rail freight transport is the basis for smooth, transparent and on-time cross-border and cross-company transport. DB Cargo is the main consortium partner and a founding member.



Xrail

Seven European rail freight operators are driving seamless and attractive single wagonload services in Europe. DB Cargo is the key player due to its size and geographical location.



Europe's Rail

The joint initiative Europe's Rail is a central funding platform for rail innovations in Europe. DB Cargo leads S2R's freight innovation programme, which focuses on digitalisation and automation.



Technical Innovation Circle for Rail Freight Transport

Targeted cooperation on technical innovations is taking place together with the entire sector. DB Cargo provides one of the spokespeople for the Technical Innovation Circle for Rail Freight Transport (TIS).



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 – certified waste management company
- 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 (Authorized Economic Operator Full) – simplified customs and safety/security procedures
- ISO 27001: 2019 – Certificate of baseline IT security



Cargo

Creating the right conditions for successful rail freight transport

Overall conditions

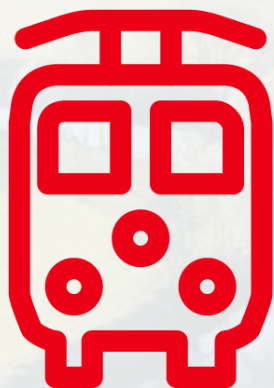
Shifting goods from road to rail



Cargo

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



Cargo

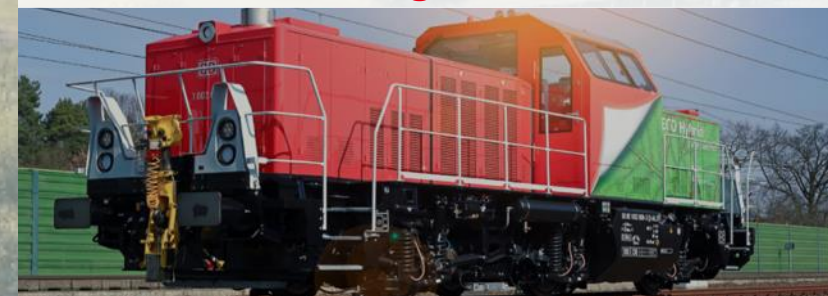
Strengthen the most environmentally friendly mode of transport and provide highly effective infrastructure.

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 to strengthen 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



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