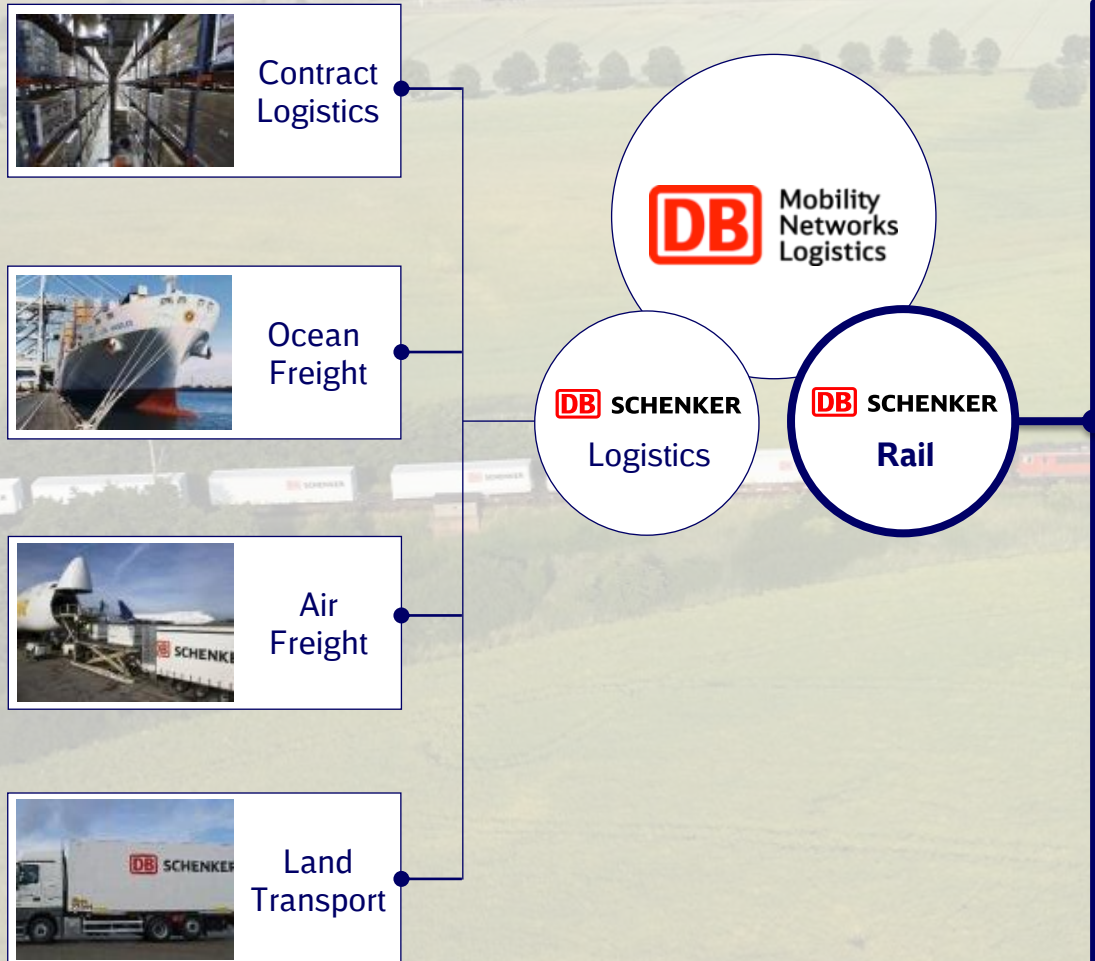




DB Schenker Rail

Company presentation



European network

- 18 Locations in Europe
- 60 % of transport services are pan-European



Multimodal logistics solutions

- 4,200 private sidings and terminals provide access to one of the world's largest rail network



Fleet capacity

- Largest fleet of locos and wagons in Europe
- 114,000 Wagons¹
 - 3,400 Locomotives¹



Eco-efficiency

- CO₂ reduction of 18,300 tonnes per day

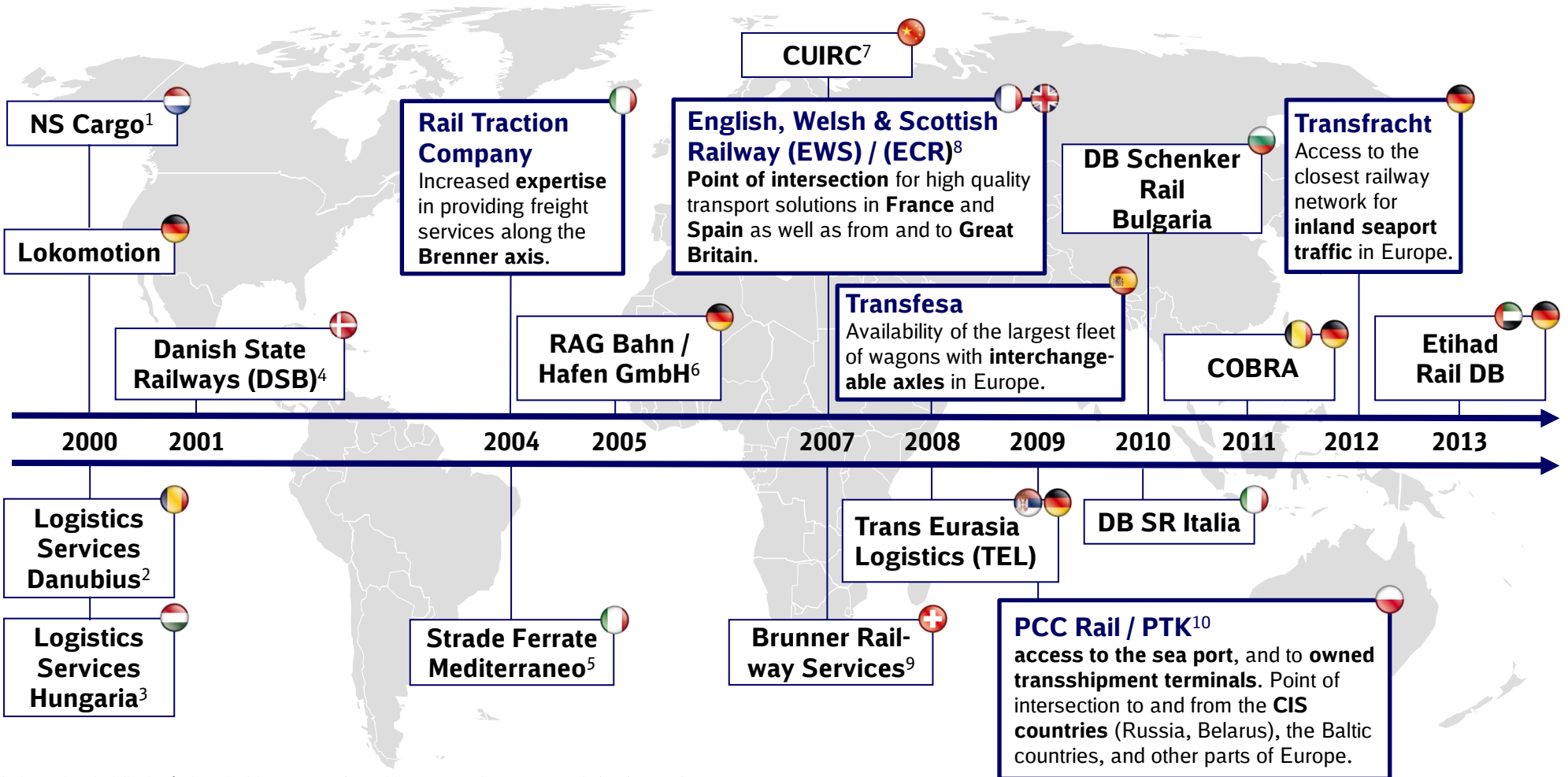


Certified quality

Among many other certificates

- ISO 9001: quality management
- ISO 14001: environmental management

DB Schenker Rail has strongly internationalized its business during the last years



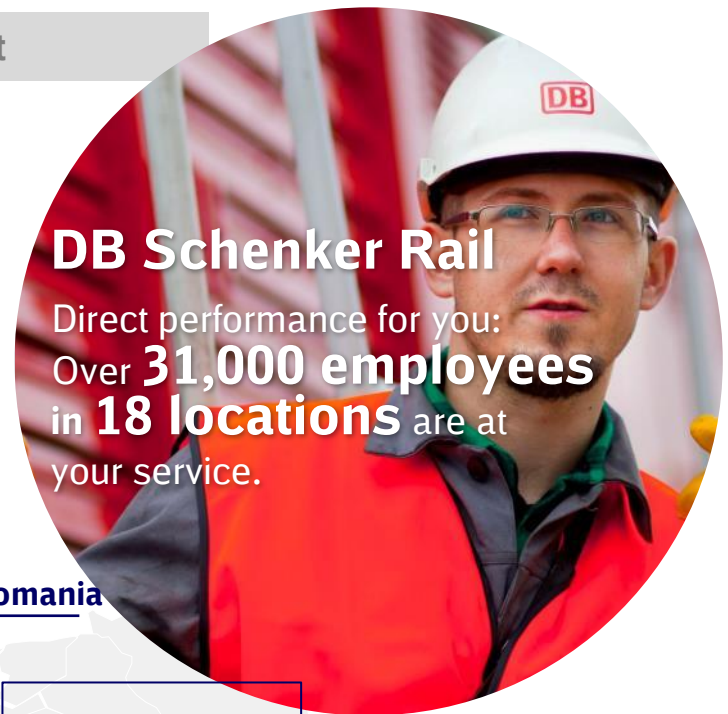
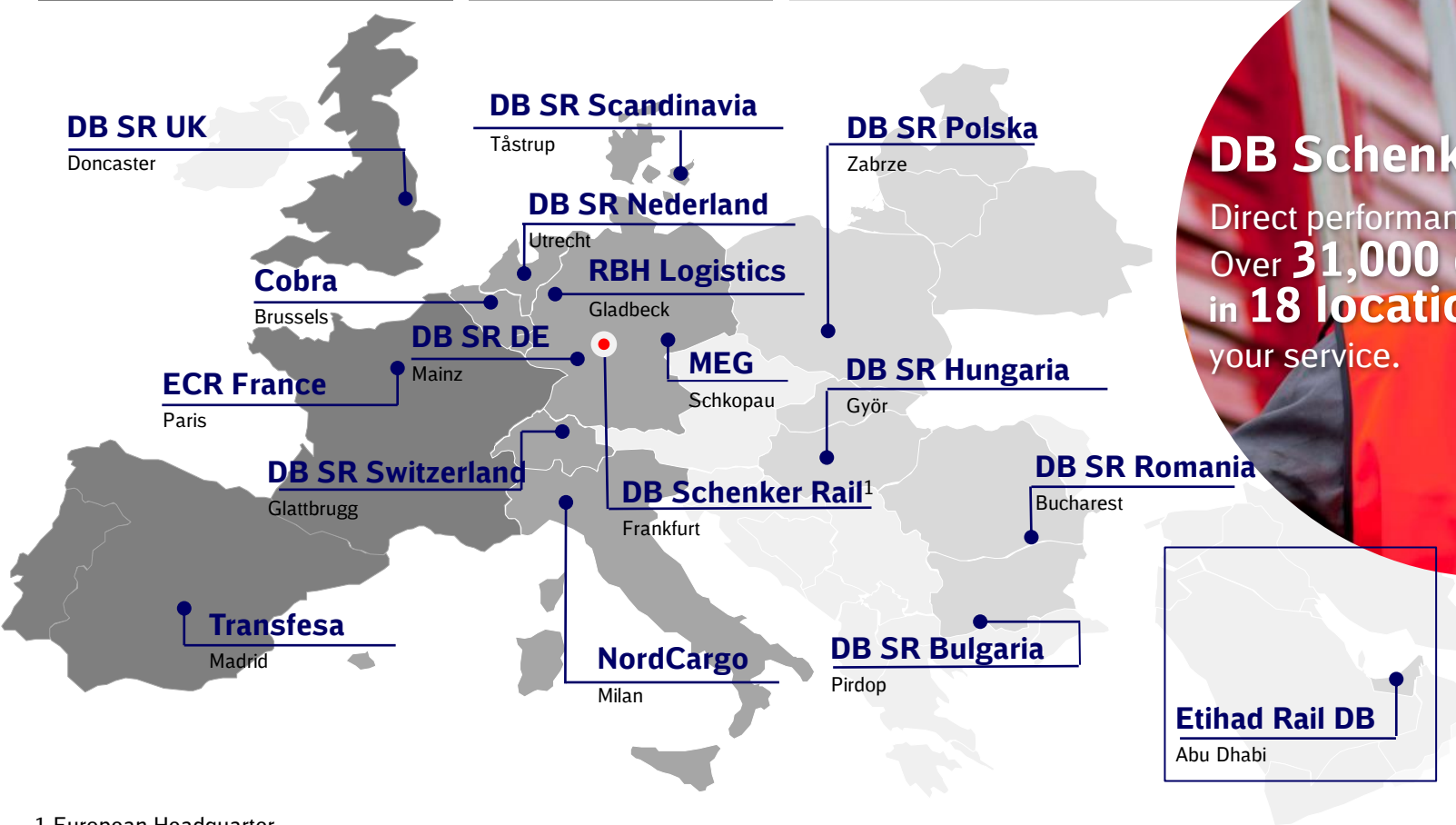
Selected subsidiaries/ shareholdings transferred into: 1 DB SR NL 2 DB Schenker Rail Romania
 3 DB SR Hungaria 4 DB SR Scandinavia 5 DB SR IT 6 RBH Logistics 7 China United International Rail Containers
 8 DB SR UK & DB Schenker Rail Euro Cargo Rail 9 DB SR Switzerland 10 DB SR Polska

DB Schenker Rail offers its customers

a comprehensive European network



Region West Region Central Region East



DB Schenker Rail

Direct performance for you:
Over **31,000 employees**
in **18 locations** are at
your service.

¹ European Headquarter

The European network of DB Schenker Rail



is led functionally and regionally



DB Schenker Rail's in-depth expertise in key industries

Selection



Daimler RailNet

- European plant supply by rail and road
- **Intermodal** plant supply-system and **innovative transshipment technologies** in four European countries
- Amount bundling and sorting through a **hub-and-spoke system** ensure flexibility and high frequency of departures



KombiTerminal Burghausen

- **Opening on January 19th 2015** to improve chemical transportation networks within Europe
- Connection of the Bavarian **ChemDelta** with German sea ports and thus facilitation of global transports
- Enables customer-oriented **supply-chain solutions**



Coffee transports for international food company

- Transports with an annual volume of approx. **120,000 tonnes** of green coffee from Bremen to Berlin since 1993
- The international food company was the first customer to use the product **EcoPlus**
- Use of block principle as part of DB Schenker Rail's **new business model**



Direct trailer-train between Germany & Turkey

- For freight-forwarder **Ulusoy Logistics**
- Cologne to Cerkezköy in only 5 days
- 3 round trips per week
- **Flexibility** of using trailer or 45 HC container
- **Reliability & speed** of block trains
- One comprehensive **Corridor Management**



Award for Novelis transport operations

- DB Schenker Rail UK has received prize at the **National RAIL Awards** in London
- **Switch** transport operations of the aluminium producer Novelis from **ship to rail**
- Aluminium ingots from UK to Germany, and aluminium coil goes in the opposite direction.

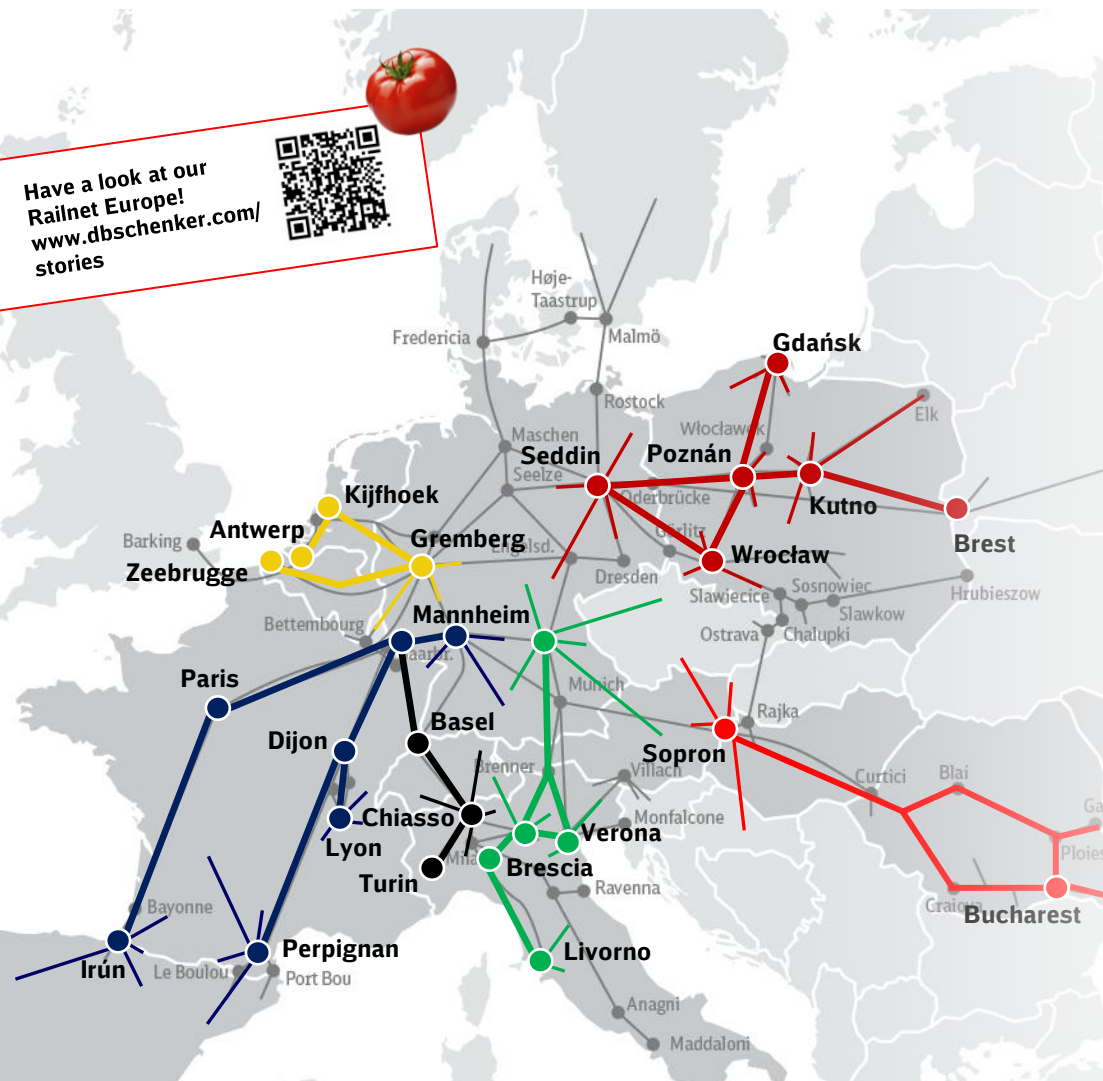


Have a look at our DB SCHENKERscrap-solution story!
www.dbschenker.com/stories

DB Schenker Rail's European products



are part of a strong European single wagon system



DB SCHENKERrailnet Italy

Single wagonload network of DB Schenker Rail in Italy with direct link to its European single wagonload network – ca. 100,000 wagons per year

DB SCHENKERrailnet France

Managing single wagonload traffic – including hazardous materials – into the South and East of France via several railports and railway sidings

DB SCHENKERrailnet Netherlands

Several direct connections per day from major western harbours in Belgium and the Netherlands to the rest of Europe

DB SCHENKERrailnet Polska

Direct connection between Poland, CIS and DB Schenker Rail's single wagon network

DB SCHENKERrailnet Romania

Runs 1-2 times per week in each direction between Hungary and Romania

Have a look at our Railnet Europe!
www.dbschenker.com/stories



With Netzebahn DB Schenker Rail is

setting the course for the future

Netzebahn is one part of the business model change of DB Schenker Rail from the ground:

By combining quantity planning, capacity booking and a new product and pricing model, we are offering more transparency, reliability and planning certainty.

Your advantages are:

- Transport of capacity-checked wagons in the network with time of arrival for every wagon
- More transparency about your transport and the service of DB Schenker Rail
- Intensify the dialogue with DB Schenker Rail



Your change



Electronic booking of transports only (via RSO/EDI) for capacity check



Adherence to **two-step ordering process** while complying with respective deadlines



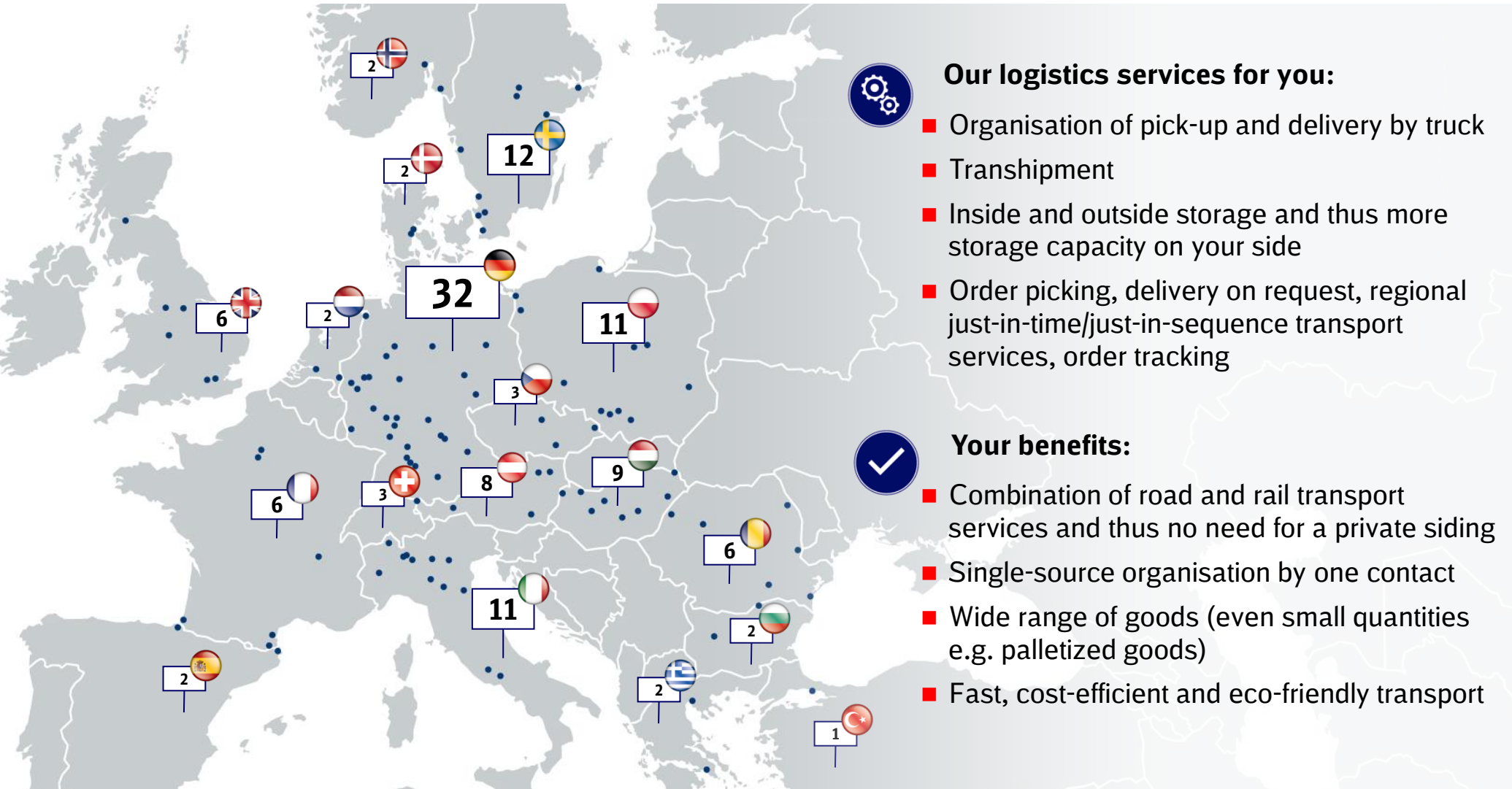
Information on WRT (= wagon release time) for every transport



Notification of DB Schenker Rail if customer exceeds or falls below the loading period for empty wagons

Over 100 multimodal logistics centers:

Your door to European-wide logistic services



Our logistics services for you:

- Organisation of pick-up and delivery by truck
- Transshipment
- Inside and outside storage and thus more storage capacity on your side
- Order picking, delivery on request, regional just-in-time/just-in-sequence transport services, order tracking



Your benefits:

- Combination of road and rail transport services and thus no need for a private siding
- Single-source organisation by one contact
- Wide range of goods (even small quantities e.g. palletized goods)
- Fast, cost-efficient and eco-friendly transport

Automation and Digitalisation

drive efficiency and productivity of our operations

Selection



TechLOK

- Intelligent assets **increase productivity** of our fleet
- Locos: “**TechLOK**” delivers basis for
 - knowledge-based operations and
 - condition-based maintenance
- Benefit both in **quality** and **availability**
- Fleet roll-out started



Driver Assistance

- Assistance systems support loco drivers in **energy-efficient driving**
- First pilots shows energy reductions up to 10 %
- **Overall effect** for the fleet estimated between **5 and 7 %**
- Currently roll-out in preparation



Automatic Start-Stop

- Retrofit of locos with automatic start-stop mechanism to **reduce energy consumption** and thus impact on the environment
- Roll-out started: 306 shunting locos in Germany and 90 main-line locos in UK
- Savings of **4,500 tonnes of CO₂** and **10 % of emissions**

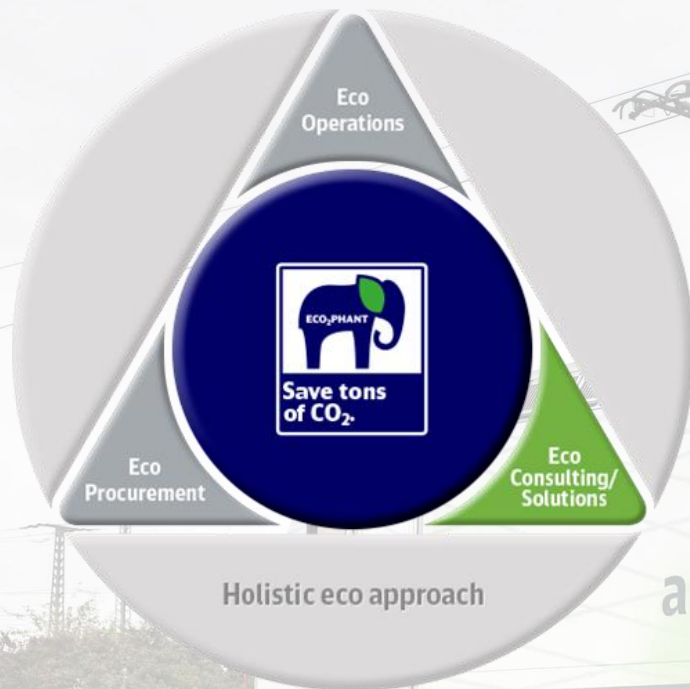


Mobile Communication

- At DB SR DE, **4,600** loco drivers, team leaders and trainers equipped with tablets since mid of 2014
- European-wide roll-out started - to **improve quality in cross-border transport**
- Savings of **7 tonnes of paper** - contributing to protect the climate and environment

Eco Solutions support our customers

to fulfill the role of an **Eco-pioneer**



Eco Consulting

- We support our customers optimizing their carbon footprints



Eco Plus



Eco Neutral

- We help our customers offsetting incurred carbon emissions by supporting projects that combat climate change



Customers can transport their goods **100 % CO₂-free**



100 % renewable energy from local sources, most notably hydroelectric power plants



The process is certified by **TÜV SÜD**



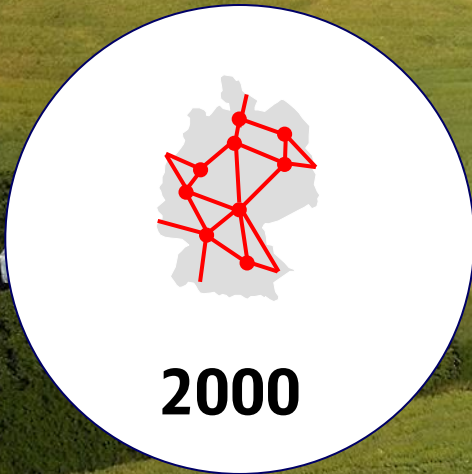
Ecology bonus

- DB funds the construction of **innovative facilities for renewable energy** with 10 % of the Eco Plus revenue
- E.g. hybrid power plant Prenzlau

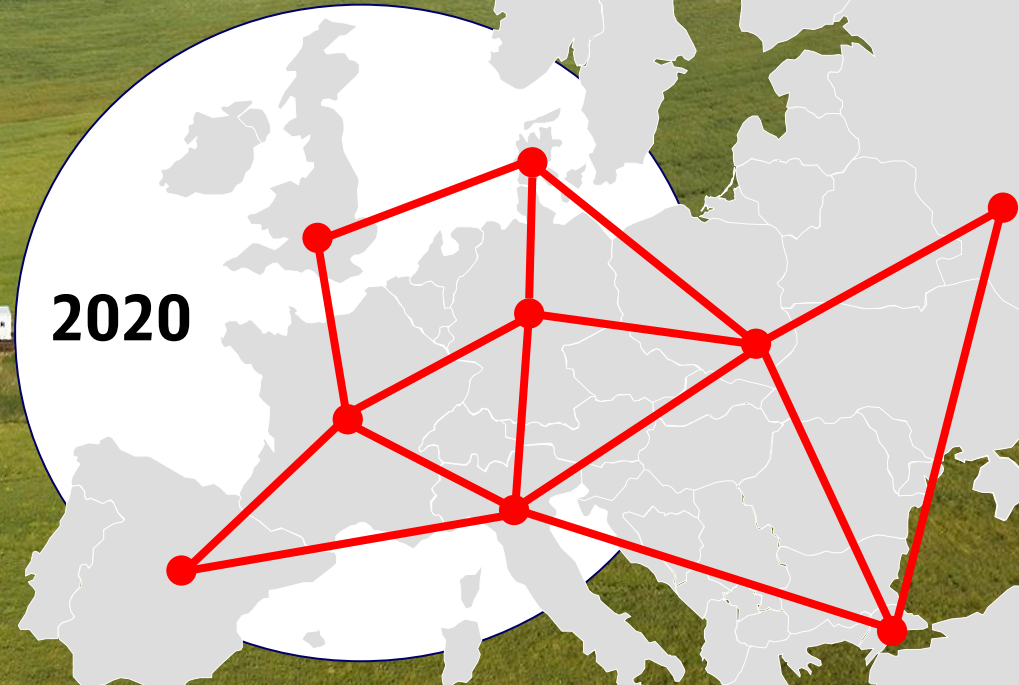


Availability in **Germany and Austria**

Our vision is to be Best Choice on European Tracks



National Railway
Provider



DB Schenker Rail – Best Choice on
European Tracks