



Cargo

DB Cargo FLS

Full Load Solutions for Europe and the Eurasian Corridor

InnoTrans 2024

Full Load Solutions

DB Cargo bundles Europe-wide activities in rail freight transport and consistently pursues the Strong Rail strategy

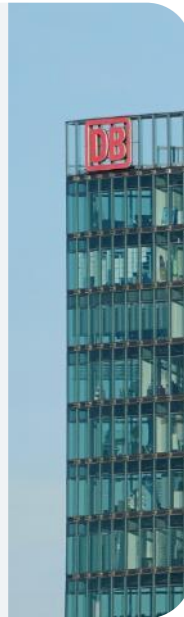


Value proposition:

DB is a one-stop shop for attractive, customer-centric and environmentally-friendly mobility, transport and logistics solutions.

Group KPIs:

	2022	2023
Revenues (EUR bn)	52.1	45.2
EBIT (EUR bn)	1.2	-1.0
Employees ¹	286,100	292,400



Strong Rail strategy targets:



Double long distance rail passenger kilometers: **> 70 bn**



Increase the number of passengers in regional and local transport **> 2.5 bn**



Increase train-path kilometer capacity in the rail network **> 1.4 bn**



Increase renewable power in the traction current mix to: **100%**



DB Long Distance

- EUR 5.9 bn in revenues
- 21,000 employees
- 140 m passengers
- 1,550 vehicles (including 170 locomotives)



DB Regional

- EUR 9.7 bn in revenues
- 39,600 employees
- 2.2 bn passengers
- 29,900 vehicles (including 11,550 buses)



DB InfraGO (est. Jan. 1, 2024)

Track

- EUR 6.3 bn in revenues
- 56,100 employees
- 1.1 billion train-path km
- 33,400 km of line operated



Stations

- EUR 1.4 bn in revenues
- 7,800 employees
- 156 m station stops
- 5,400 stations



DB Energy

- EUR 4.0 bn in revenues
- 2,100 employees
- 7,250 GWh of traction power
- 8,000 km traction power network



DB Cargo

- EUR 5.6 bn in revenues
- 31,400 employees
- 198 m t of freight carried
- 81,200 vehicles (including 2,500 locomotives)



DB Schenker

- EUR 19.1 bn in revenues
- 72,700 employees
- 1,850 locations in 130 countries
- 34,300 vehicles (incl. external vehicles)

(1) In FTEs, not including Arriva

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New unit: DB Cargo Full Load Solutions

As a new unit under the DB Cargo umbrella, the full load specialist DB Cargo FLS perfectly complements the product portfolio

New Business Unit

DB Schenker Core Business: LCL



DB Cargo Full Load Solutions Core Business: Multimodal- and Intermodal Solutions, Solutions for SME



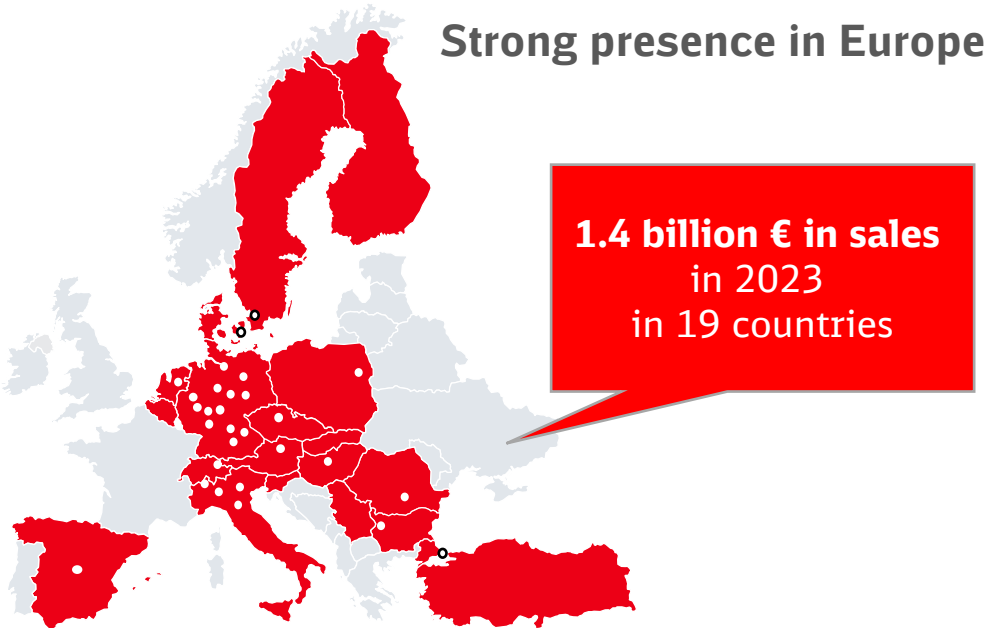
- **Transa GmbH** (Germany)
- **DB Schenker Multimodal Solutions** (international)

- (intern.) **Field Sales**
- **Customers** with intermodal/multimodal focus
- Industry focus Consumer Goods, Pulp & Paper, Timber and Construction

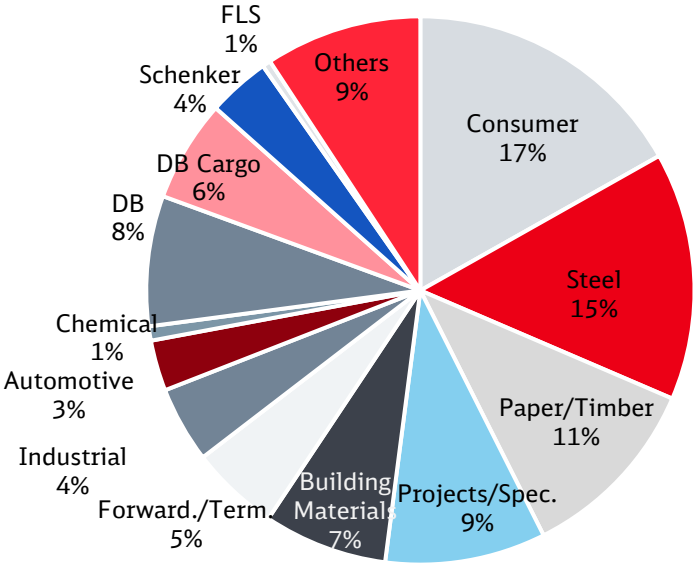
DB Cargo Core Business: Mass Transport – Rail Siding



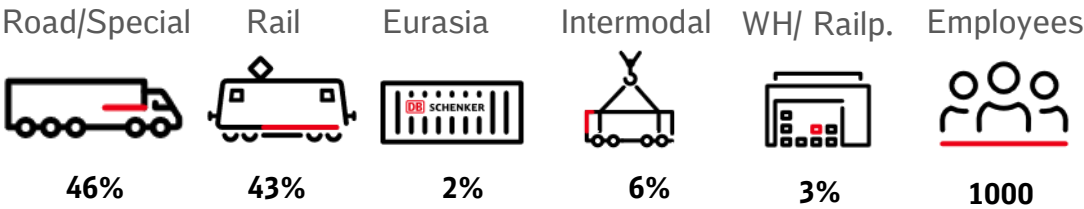
DB Cargo FLS is positioned for the future



Share by industry 2023 (revenue)



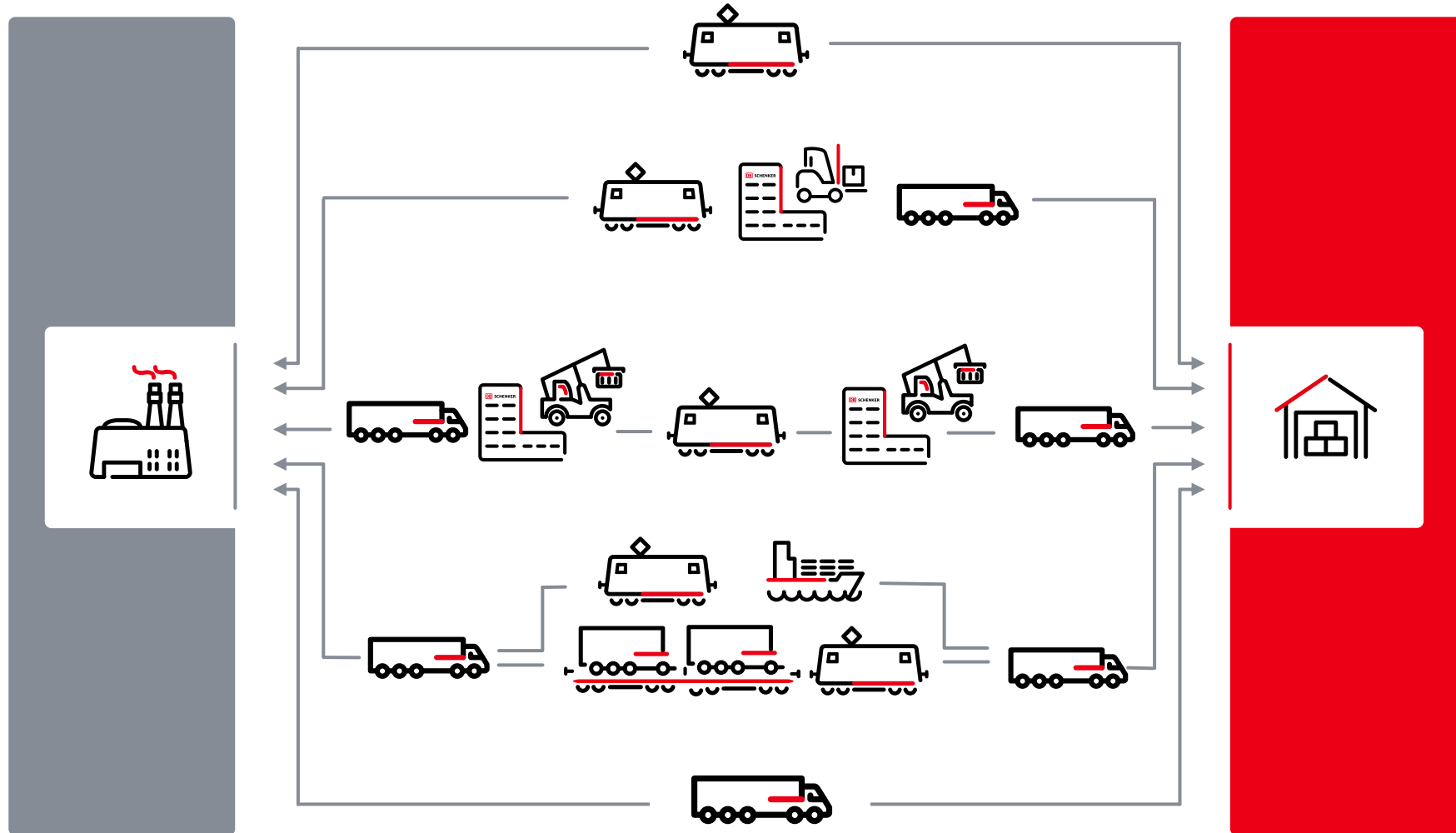
Modal Split FLS



Capacities and equipment



We offer all transportation solutions from a single source...



... and supplement these with additional services - e.g. storage, handling and other services.

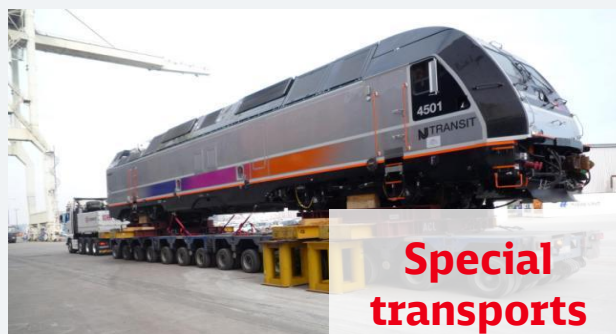
Added Services

 Multimodal Logistics Center	 Crossdocking Warehousing	 Project Management
 CO2 friendly supply chain design	 On-Site Special Equipment Services	 Construction Site Logistics
 Security door to door control	 Unpacking/ repacking	 Dedicated/ Special Equipment
 Express Service	 Control Tower und visibility service	 Construction site material disposal



The result: Your customised (industry) transport and logistics solution!

We reliably offer specific solutions for the requirements of your industry.
We use both, standard equipment and specialised equipment.

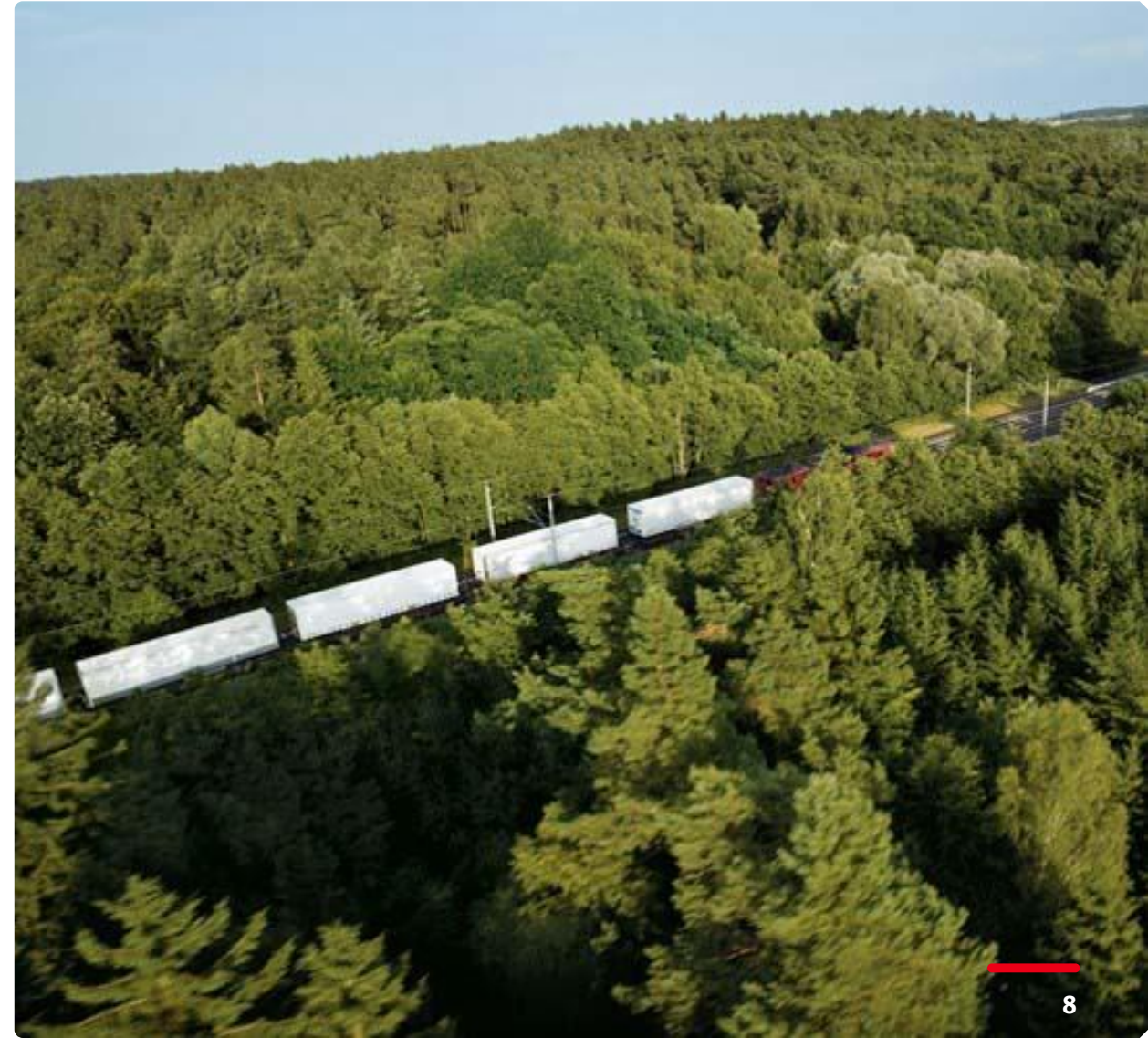


Our mission: As much rail as possible, as much road as necessary

Green solutions enabled

- From an ecological point of view, rail is the best choice for transports, this applies for CO₂-emissions as well as for other pollutants¹)
- **Go by rail and save up to 80% CO₂** compared to a transport by truck
- Example: Domodossola – Karlsruhe (440km) v.v. in combined transport mode for 100 containers (TEU): Rail: 6,47 CO₂/to, Truck: 64,30 CO₂/to
- Where we can't use rail, we can provide road connections

¹ E.g. PM (particulate matter), NMHC (non-methane hydrocarbons), SO₂ (sulphur dioxide), NOX (nitrogen oxides) Source: <https://www.ecotransit.org/>



We offer access to rail and have access to the DB Cargo network (among others)



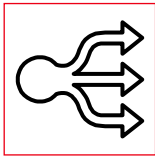
Our own steady set of connections on rail can be applied – also in combination with road transport – according to your demand:

- Single wagon and block train transport
- Intermodal transport
- Frequent connections and departure times
- Access to the DB Cargo network

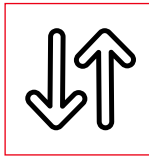


DB Cargo FLS is expanding its international service portfolio. The basis is local support and uniform standards.

**All offers from a single
source
(Consultative Selling)**



**Expansion of our
international network for
Road and Intermodal**



**New Product Eurasia
„SeaRail“**



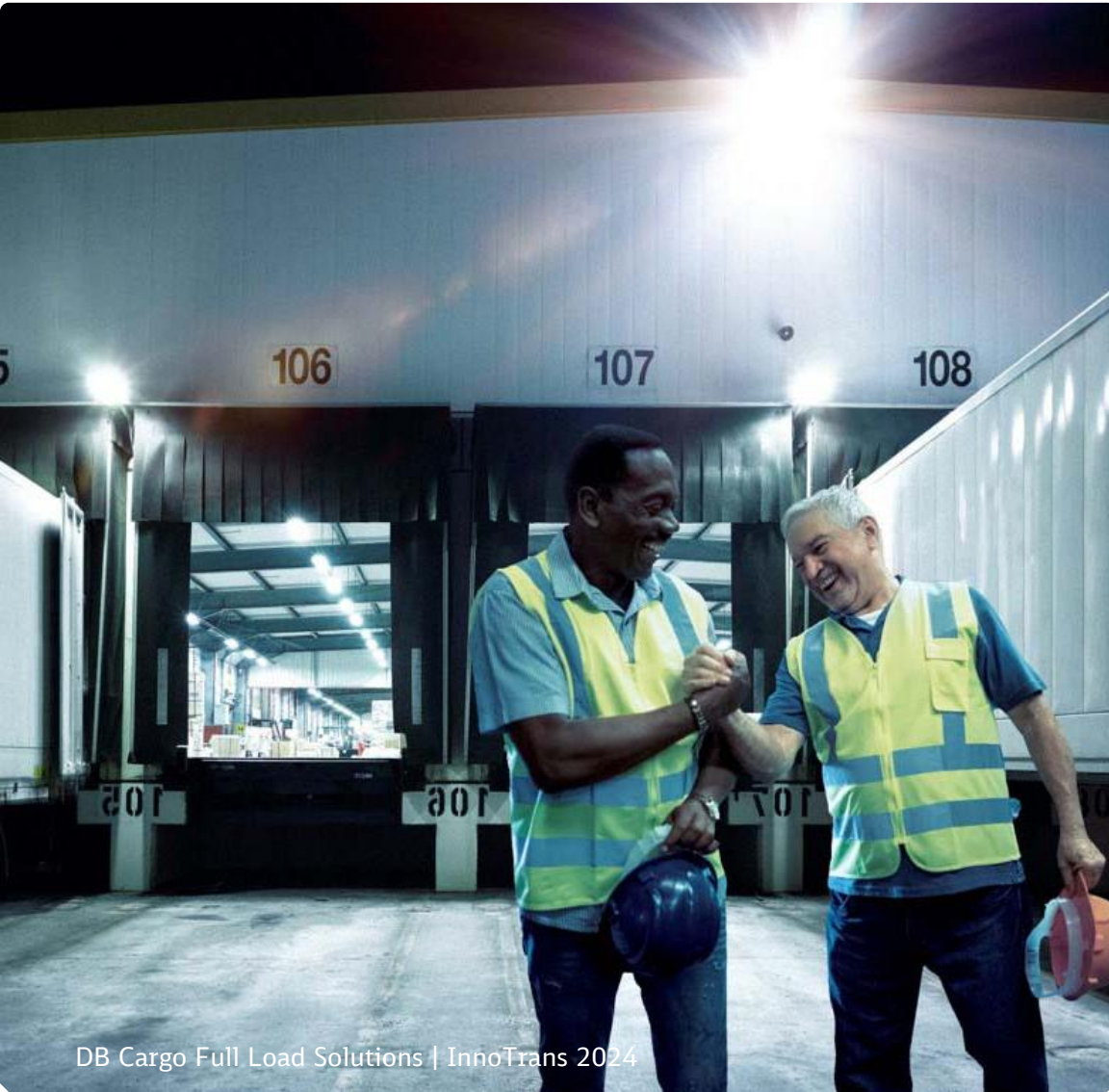
Local presence and support at over 40 locations



Standardized IT processes and standards throughout Europe



DB Cargo FLS is your local contact - throughout Europe



Local expertise for the right transport mode mix

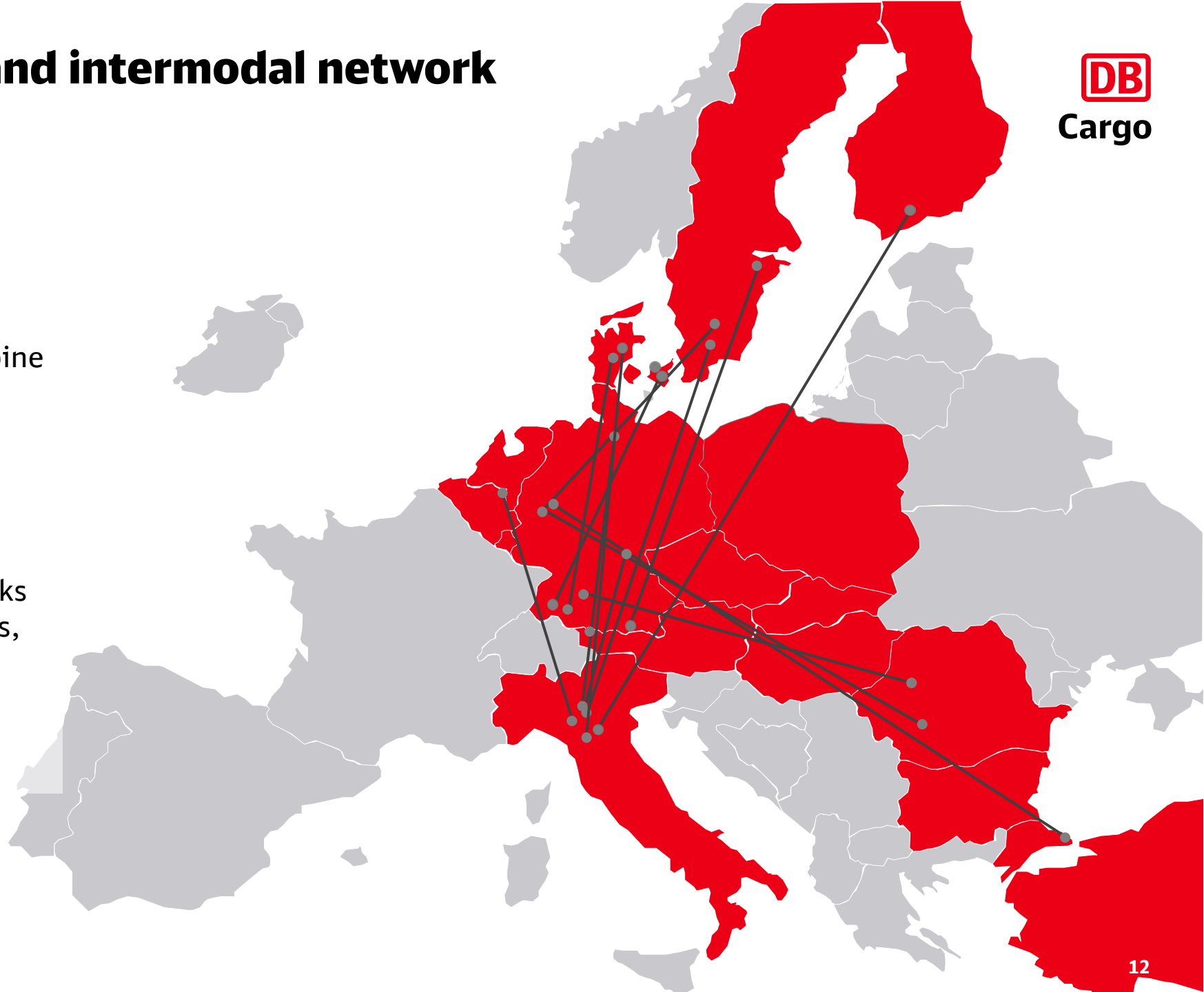
- We offer secure and flexible **full load solutions** for Europe and the Eurasian corridor **from a single source**
- We discuss the **optimal logistics concept** with you based on the parameters of costs, transit time and CO₂ emissions - throughout Europe
- **Selection of transport modes according to your individual requirements** in order to find a climate-friendly and economically viable solution
- **Customer proximity and flexibility through local service** combined with centralized control and short decision-making paths

Our international road and intermodal network

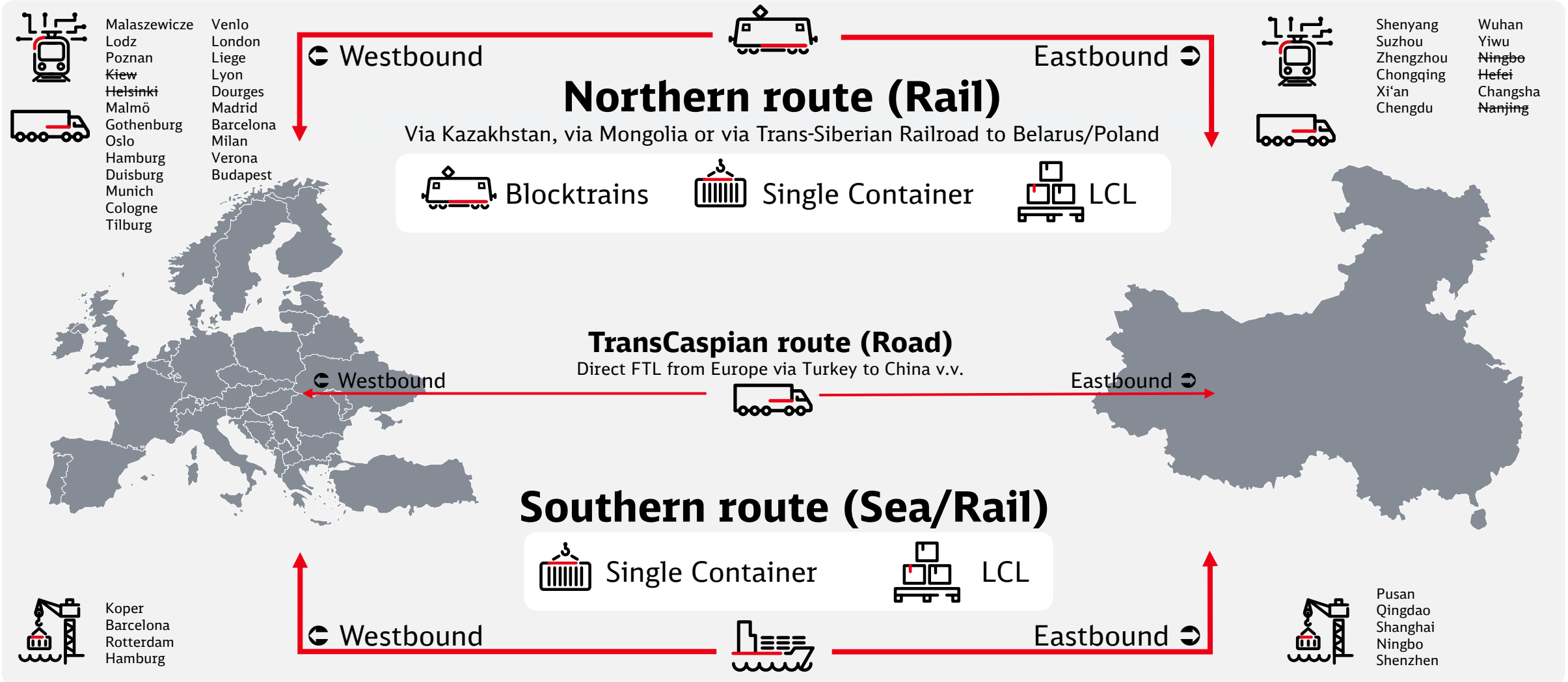


Flexible and sustainable: intermodal network for FTL

- Our **door-to-door solutions** combine road and rail transportation intelligently.
- Our **local experts** are on hand to advise you on site with comprehensive **know-how**.
- In the event of capacity bottlenecks and as part of emergency concepts, we can switch to road at any time

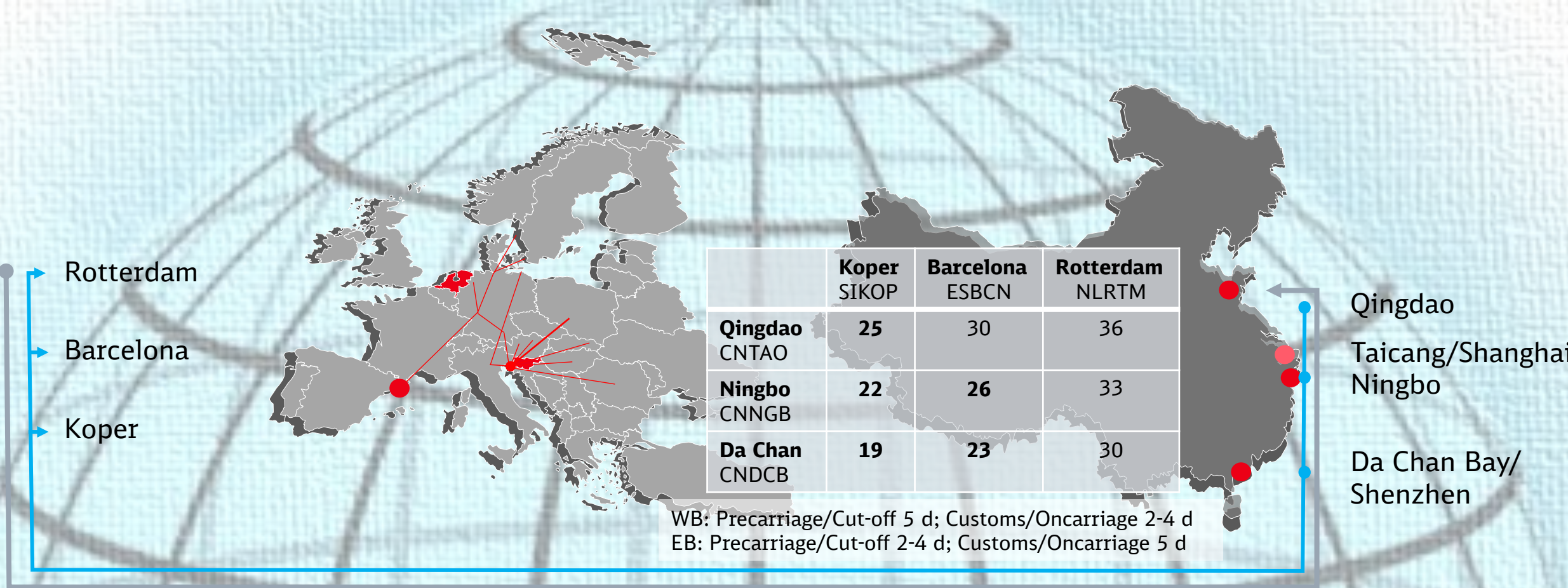


DB Cargo Full Load Solutions: Transport solutions for Eurasia



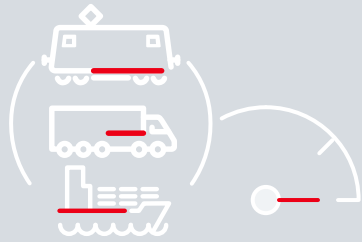
Fast Ocean connection with “SeaRail”

Westbound from China to Europe



Direct eastbound reverse loop Rotterdam - Qingdao

DB Cargo Full Load Solutions is the partner for your full loads: reliable, innovative and environmentally friendly supply chain solutions



Full load competence in all modes

Road/intermodal/rail/shortsea – single mode or combined as element of door-to-door Full Load supply chain

- Your contact for **all transport logistics – all modes of transport from a single source**
- We transport your goods **from door-to-door** – in **Europe's largest transport network**



Strength and reliability

Of a leading global logistics group combined with proximity and know-how of a solution expert

- We advise and support you **locally on site** and in your language - even across national borders
- From **advice on individual transport concepts** to implementation - everything from a single source



Enabling green solutions

Combining the unique ecological footprint of rail freight with the flexibility of trucks

- Green logistics for more **sustainability** in your supply chain

Full Load Competence across Europe

DB Cargo Full Load Solutions offers the experience and cross-border resources that are essential for your full load transports

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Thank You

