



Cargo

Freight belongs on rail.

Company presentation

November 2024 | Mainz



Cargo

Our Mission

Our path to a sustainable future

Strong Rail



Cargo

For the climate



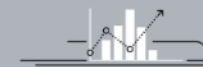
Thanks to the volume we transport at DB Cargo, 7 million fewer tonnes of CO₂ emissions are generated each year

For the people



Thanks to the volume we transport at DB Cargo, 7 million fewer tonnes of CO₂ emissions are generated 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 shift traffic to rail



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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.

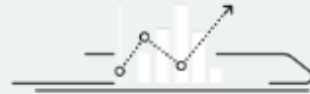
For the people



- 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 truck loads off the roads.

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

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.

For the people



- 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.



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This is DB Cargo

We're part of the strong DB Group

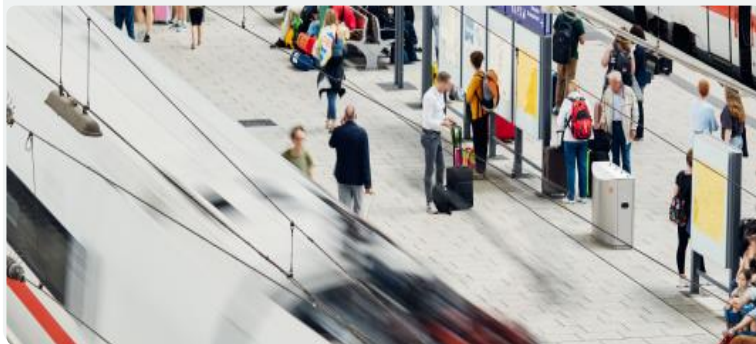


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Passenger transport

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

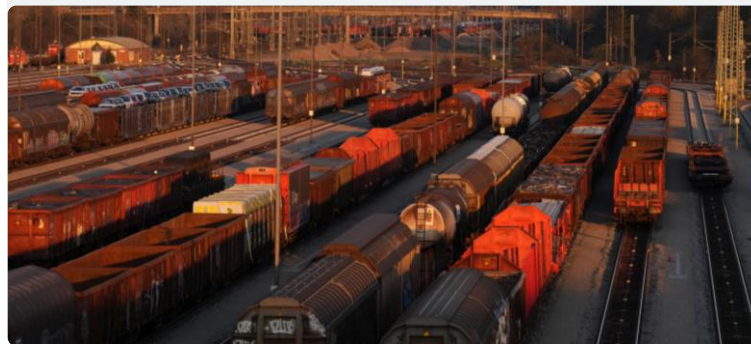
- **DB Long Distance**
Long Distance rail passenger transport¹
- **DB Regio**
Regional and local passenger transport in Germany



Freight and logistics

Intelligent logistics services by land, sea and air

- **DB Cargo**
European rail freight transport



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

DB Cargo in figures

AS of: 2023



31,400

employees

3,600

trains per day¹

377 km

average distance
transported

198

million tonnes of freight
transported

18

countries

74,500

million of tonne-kilometres

5,582

million euros in revenue

7

million tonnes of CO₂ savings²

79,000

freight wagons

2,536

locomotives

17%

market share in Europe

(1) Middle of the week

(2) Compared to road transport

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

DB Cargos market share in Europe



Largest network



Industry expertise



Customised product solutions



Innovation



Most sustainable transport sector



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



**Dr. Sigrid E.
Nikutta**

Member of the Management Board for Freight Transport of Deutschebahn AG and Chairwoman of the Management Board of DB Cargo AG



**Michael
Fritz**

Labour Director and Board Member for Human Resources



**Dr. Martina
Niemann**

Member of the Management Board for Finance & Controlling and for Service Design and Control



**Ralf-Günter
Kloß**

Member of the Management Board for Production



**Pierre
Timmermans**

Member of the Management Board for Sales



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Our Products

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



Combinded 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.



Partner im
Einzelwagennetzwerk
powered by **DB** Cargo

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 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

Internationale services

e.g. provision of customs clearance services



Our industry solution from a single source

From automotive till cement



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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

Pulp & Paper

Terminal Business, Container Depot & Trucking

Regional sales at DB Cargo



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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.



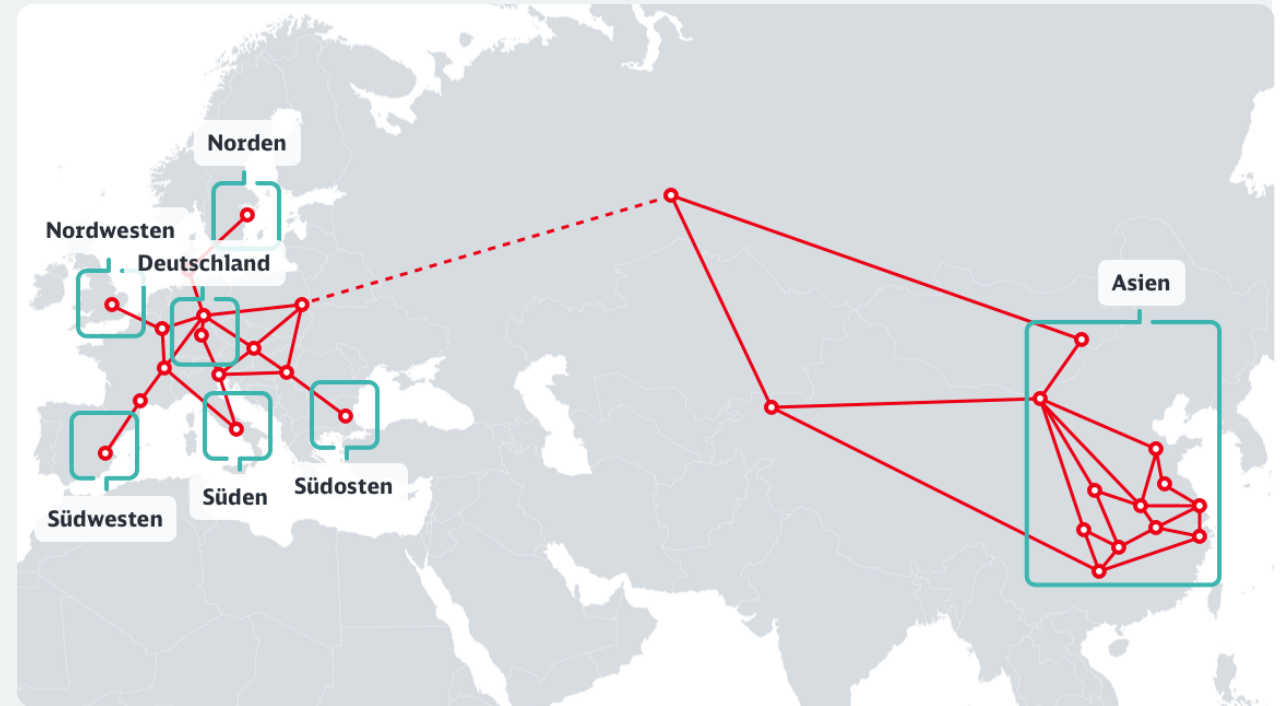
We connect Europe and beyond

Our strong network

Your advantages with our international solutions:

- 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



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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

That makes us strong

The advantages of DB Cargo



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.



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Green and Innovative

Carbon footprints can get even smaller



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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

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

Everything online: link2rail eServices for customers

Everything in view from the control tower

Smart freight trains that constantly communicate with us



Door to door transport in a few clicks

Digital and automatic coupling and braking

Automated marshalling yard of the future

The right link2rail eService for every customer requirement



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



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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

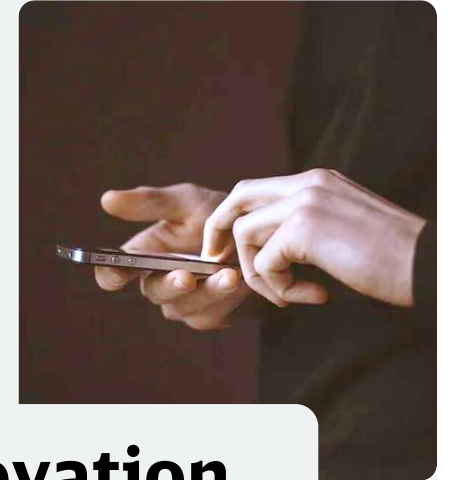
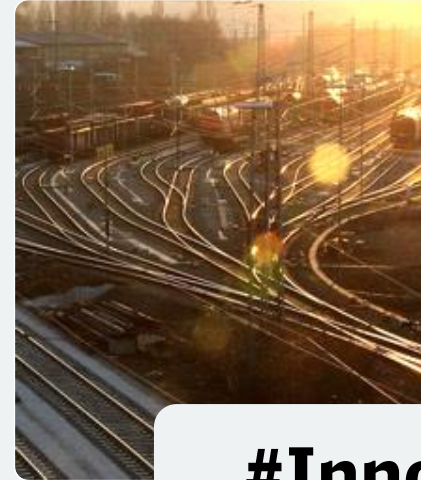
Our trains pass through camera gantries that take pictures of the freight wagons – damage is detected and reported automatically without delay.

Smart trains that communicate with us

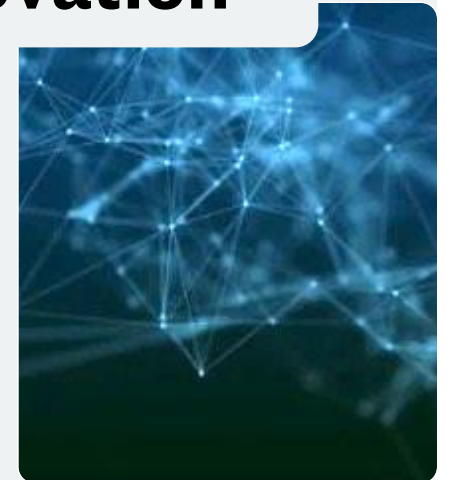
Sensors make our trains smart: they run automatically and send live data on load, position and possible adverse conditions.

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.



#Innovation



Freight wagon concept m²

The modular and multifunctional freight wagon of the future



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- 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.

Im Dialog mit dem Sektor



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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.

Technischer Innovationskreis Schienengüterverkehr



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).

Overall conditions



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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

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



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