Wagonload
Challenge and opportunity for European rail freight

DB Schenker Rail
Dr. Alexander Hedderich
L.R
St. Petersburg, 7.7.2010
With its nine different business segments DB has generated a revenue of almost 30 bn Euro in 2009

<table>
<thead>
<tr>
<th>DB Bahn</th>
<th></th>
<th>DB Schenker</th>
<th></th>
<th>DB Netze</th>
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<tbody>
<tr>
<td>Revenue (EUR bn)</td>
<td>29.3</td>
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<tr>
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<tr>
<td>Long Distance</td>
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<tr>
<td>EBIT (EUR bn)</td>
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<td>Employees ('000)</td>
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<td>Urban</td>
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<tr>
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<td>1.985</td>
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As of 31.12.2009, revenue as total revenue. Difference between the sum of the segments and DB concern result of other activities/consolidation
DB Schenker Rail, Dr. Alexander Hedderich, 7.7.2010
DB Schenker Rail operates a European network showing a strong footprint in Germany.

Region West
- DB Schenker Rail UK
- DB Schenker Rail Nederland
- ECR France
- Transfesa
- NordCargo

Deutschland / Region Central
- RBH
- DB Schenker Rail Deutschland
- DB Schenker Rail Scandinavia
- Milano

Region East
- Zabrze
- DB Schenker Rail Polska
- Logistic Services Danubius
- Ploiești
- DB Schenker Rail Bulgaria

DB Schenker Rail, Dr. Alexander Hedderich, 7.7.2010
94 billion ton kilometers transport performance

341.0 million tons of rail freight transported

Approx. 4,739 freight trains each day across Europe using a versatile fleet of

3,400 locomotives and

113,600 freight cars

34,145 Employees within the whole Group

3,791 million € revenue
Wagonload
Challenge and opportunity for European rail freight

DB Schenker Rail
Dr. Alexander Hedderich
L.R
St. Petersburg, 7.7.2010
Wagon load can be considered the backbone of rail freight in Europe yet it is difficult to operate profitably.

Key facts about European single wagon load:

- About 50 percent of European rail freight is operated through single wagon load networks.
- Customers demand national as well as European networks providing area-wide coverage at high quality and low prices.
- Transport of individual wagons or wagon groups is considered indispensable for many industries.
- 50 per cent of wagons for the steel industry in Germany are transported using the single wagon load network.
- Studies on single wagon load show high growth potential if customer expectations can be met in the long term.
Reduction of single wagon load services has major impact on profitability; if reduced below a critical level, a significant impact on customer service can not be ruled out

Main characteristics of single wagon load

- Comprises any shipment less than a full train
- Ideal solution for small to medium-sized consignments
- Consignments can be ordered with utmost flexibility of schedule, quantity and routes
- High amount of resources needed to provide extensive geographical coverage and remain competitive
- Complex structures and high demand for resources account for an operationally demanding and costly system
- Sufficient traffic volumes needed within the system in order to be operated successfully
- If volumes fall below a critical level the whole system is endangered
In order to make single wagon load more attractive and efficient, seven European players have formed the Xrail alliance.

- Alliance between state-owned railway companies to establish a new quality standard for international single wagon load
- Strives to improve the competitiveness of international single wagon load compared to road transport
- Major players covering a significant big part of the international single wagon load network in Europe
- Open to everybody and focusing on the operational aspects of single wagon load
- Partners work on a common approach to capacity management to ensure long-term success
Single wagon load represents one of the most important opportunities for European rail freight at present

- DB Schenker Rail notes with concern the withdrawal of some partners in Europe from either the Xrail alliance or wagon load business
- DB Schenker Rail is convinced that a powerful European network will also have positive impact on national systems
- With Xrail, DB Schenker Rail is working together with the main European partners on an effective European wagon load network

DB Schenker Rail has given a clear commitment to both European and national single wagon production that offers its customers the flexibility they demand

- DB Schenker Rail will not cut back its wagon load network but is instead modernizing its network of operations
- DB Schenker Rail will expand rail access for customers without sidings via co-modal solutions
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