

Strength and specificities of rail as a safe and secure transport mode for long distance traffic

DB Cargo has a strong European network and is the number one in European rail freight transport



DB Cargo in 2017

Revenues	EUR 4,528 bn
EBIT	EUR -90 m
Employees (FTEs)	28,257
Metric ton km	92,651 bn
Freight carried	271 million t
Fleet ¹	2,758 / 83,386
Avg. dist. transported	342 km

¹ Locomotives / freight cars

Profile

- With some **4,200 private customer sidings in Europe**, DB Cargo offers its customers access to one of the world's largest rail networks
- DB Cargo's **international network** follows the major European rail freight corridors
- DB Cargo offers European rail transport in the form of **block train, single car** and **multimodal services**
- **Tailor-made transport and logistics solutions** are also available as additional services that can link the rail mode with road (trucking) and ocean freight service
- The **key industries** served by DB Cargo are metals and coal, chemicals, automotive, building materials, industrial and consumer goods as well as intermodal transport
- DB Cargo's customers are primarily **key accounts**
- Most of DB Cargo's services are carried out using its **own fleet** of locomotives and freight cars



Key factors for customers

- Velocity
- Price
- Safety and security





Why Rail?

Strength and specificities of rail cargo

- Faster than ocean freight
- Cheaper than air freight
- More ecological than air freight
- Higher capacity than truck and airplane
- Saver than truck



Safety and security approach

- Smart digital technical solutions
 - e.g. Detection systems like Schenker *smart box*
 - e.g. Tracking systems
- Partnerships
 - e.g. Public authorities/Police Forces





Thank you for your attention!

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