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

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

<table>
<thead>
<tr>
<th>DB Cargo in 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
</tr>
<tr>
<td>EBIT</td>
</tr>
<tr>
<td>Employees (FTEs)</td>
</tr>
<tr>
<td>Metric ton km</td>
</tr>
<tr>
<td>Freight carried</td>
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<tr>
<td>Fleet(^1)</td>
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<tr>
<td>Avg. dist. transported</td>
</tr>
</tbody>
</table>

\(^1\) Locomotives / freight cars

26-28 June 2018, Genoa, Italy
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!