



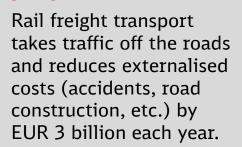


For the climate



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

For people



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.



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 million tonnes of CO₂ every year.



For 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 lorry loads off the roads.



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 Europe



- 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.



We're part of the strong DB Group



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
- DB Arriva
 Regional and local passenger transport in Europe²

Freight and logistics

Intelligent logistics services by land, sea and air

- **DB Cargo**European rail freight transport
- DB Schenker
 Global logistics services

Infrastructure

Efficient, future-proof railway infrastructure in Germany

- DB Netze Track
 Rail network
- DB Netze Stations
 Stations
- DB Netze Energy
 Traction current

¹ In Germany and cross-border traffic;

² In UK also long distance rail transport operated by Arriva subsidiary CrossCountry;

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



DB Cargo's market share in Europe



Customised product solutions



Largest network



Innovation



Industry expertise



Most sustainable transport sector



DB Cargo in figures

As of: 2022



31,200 employees

18 countries

3,600 trains per day

 $380 \, \mathrm{km}$ average distance transported

222
million tonnes of freight transported

84,500 million tonne km per year

2,600
locomotives
83,000

freight wagons

5,245
million euros in revenue

million tonnes of CO₂ savings*

^{*} compared with road transport

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





Dr. Sigrid E. NikuttaChair of the
Management Board
and CEO of DB Cargo



Michael Fritz

Member of the

Management Board

for Human Resources



Member of the Management Board for Finance & Controlling and Service Design & Controll (personal union)



Ralf-Günter Kloß

Member of the

Management Board
for Production



Pierre Timmermans

Member of the

Mnagement Board

for Sales



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



Combined 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.



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, transhipment 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. Eco Solutions, zero-carbon transport with DB**eco plus** and DB**eco neutral**

Supplementary transport services

e.g. first and last mile by road, reloading

International services

e.g. provision of customs clearance services



Our industry solutions offer everything you need, from one single source



Industrial Sales Division

Building materials

Fertilizers & agriculture

Coal

Metals

Raw materials

Waste logistics

Innovative transport solutions for **steel and bulk cargo** in the national and European network.

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 fullservice provider for **combined transport**.

Transport services

Operator business

Terminal business, container depot & trucking

DB Cargo | Marketing | Business Unit Presentation | Photo credits: DB AG/Oliver Lang

What makes us strong – benefits offered by DB Cargo service at a glance



A powerful 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 doorto-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 *DBeco plus* 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.

Fast and high-frequency – our shuttle transports



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

Shuttle

- DB Cargo Netzwerk
- DB Cargo national company
- Port
- Zeebrugge Shuttle (DEU, BE)
- Mediterranean Shuttle (DEU, ESP, FR, AT, HU)
- Antwerp Shuttle (DEU, NL. BE)
- Alsace Shuttle (DEU, FR)
- Direct connections
- Burghausen Shuttle (DEU, NL, BE)

Not marked on map

Istria Railer

Power Railer

Slovenia Shuttle (DEU, AT, SLO)

Slovakia Shuttle (DEU, CZE, SVK)

Scandinavian Rail Shuttle (DEU, DNK, SWE)

Pulp Sprinter

Trailer Romania Xpress (DEU, ROU)

Romania Shuttle (DEU, ROU)



Crossing borders for any volume – our railnet



Benefits:

- · Comprehensive Europe-wide access
- · Transport possible without own private siding in combination with railports
- Usable also for small batch sizes
- Industry solutions available for the special service requirements of individual industries

Networks

- DB Cargo network
- DB Cargo national company
- Port
- DBrailnet Germany
- DBrailnet Denmark
- DBrailnet France
- DBrailnet Italy

- DBrailnet Benelux
- DBrailnet Poland
- DBrailnet Southeastern Europe



* Not marked on map

Our trans-Eurasian land bridge



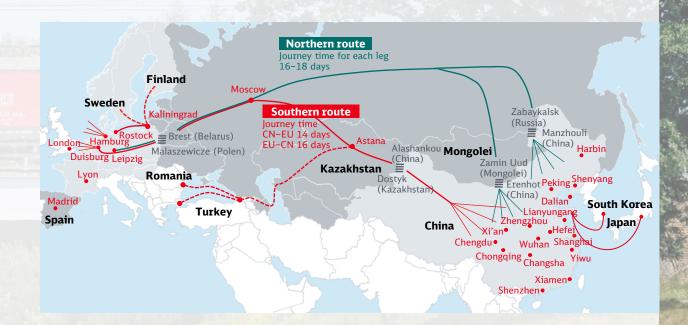
DB Cargo Eurasia offers

- Tailor-made transport solutions, including terminal-toterminal and door-to-door services with pre- and onward carriage on the Eurasian corridor connecting China and Europe via the New Silk Road
- A sales structure for DB Cargo's product services in Europe – facilitated by resources, infrastructure and expertise from Deutsche Bahn, Europe's largest railway provider

An attractive option for small volumes, too

In addition to our own block trains, we offer the option of using public trains for customers wishing to ship at least one container.

More affordable than air transport and faster than a ship:



Carbon footprints can get even smaller



DBeco plus

- Transports with 100% renewable power through Germany, Austria and the Netherlands
- Use of 100% green electricity
 from renewable energy sources
- Twice as eco-friendly: 10% of earnings are invested in systems which generate or store renewable energy.
- Customers receive a certificate with the amount of CO₂e emissions they have prevented (verified by TÜV, the German Technical Inspection Agency)

DBeco neutral

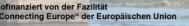
- Offsets for unavoidable CO₂e emissions, e.g. covering the first and last mile with lorries
- Depending on the level of offset required, we invest in certain sustainable projects around the world which meet the CDM Gold Standard
- Customers receive a certificate for the amount of offset CO₂e emissions

DBeco fuel

- To make us even more sustainable in future, the use of modern biofuels is part of our sustainability strategy
- One of these biofuels is
 Hydrated Vegetable Oil, HVO
 for short, which is produced
 partly from biological residues
 and waste materials
- In the future, this will allow our diesel locomotives to provide a CO₂e-neutral service for the last mile too











Quiet, eco-friendly transport with DB Cargo



Decarbonising our fleet

We're working on solutions to retrofit existing vehicles and on procuring new hybrid locomotives.

The bi-mode locomotive is a fullyfledged 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 energyefficient manner is no easy task.

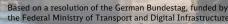
The LEADER driver assistance system helps our train drivers to steer trains through various route profiles and special operating scenarios in the best, most energyefficient way possible. (*)











DB Cargo: digitalisation and automation for a sustainable delivery service throughout Europe



Customer



Everything in view from the control tower

Smart freight trains that constantly communicate with us











Unloading

Automated marshalling yard of the future

Door to door transport in a few clicks

DB Cargo's link2rail eServices offer a completely online experience



New functions on an ongoing basis



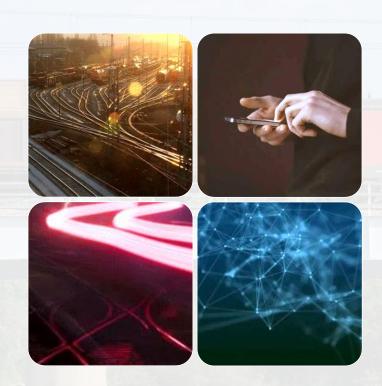


eService	Function
Empty Wagon	Empty wagon orders including status feedback
Order	Create bookings and complete orders with overviews of all orders and order codes
Track&Trace	Transparency of the current consignment status including transport history
Invoice View	View, organise and download invoices
Geofence Control	Location and standing time of freight wagons in the customer siding
Roundtrip Control	Tracking of shuttle services on a train-by-train basis together with all transport parties
Recycling	Coordination of supply and demand with transparent planning and simplified supply management of shipment quantities
	Order Track&Trace Invoice View Geofence Control Roundtrip Control

Into the digital age with DB Cargo – our future innovations in rail freight transport



#Innovation



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

Freight wagon concept m²: the modular and multifunctional freight wagon of the future





The multifunctional and modular m² freight wagons are a flexible modular system that allows freight wagons to be individually adapted to customer needs.









- 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



In dialogue with the sector



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.



Technical Innovation Circle for Rail Freight Transport

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).



Framework for modal shift – 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 transhipment 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 transport



- 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

Regional sales at DB Cargo

DB Cargo

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.



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



We're here to help.









More pioneering, more powerful and more robust to shift traffic to rail



The "more pioneering" strategic area creates a higher speed of innovation.

DB Cargo will become **more pioneering**.

International standing.
Strong multimodal networking.
Smarter service.

The "more powerful" strategic area sets the organisation in motion

DB Cargo will become **more powerful**.

Simple structures. Clear workflows. Dedicated teamwork. The "more robust" strategic area ensures appropriate and sufficient resources.

DB Cargo will become **more robust**.

More employees. More and more innovative locomotives and wagons.

We're growing and shifting more goods to the rails to protect our environment and to do business the green way



Transformation programme at DB Cargo

Core issues

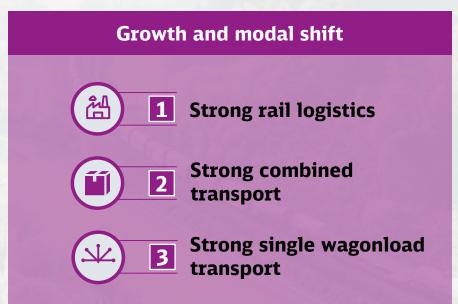
Protecting the

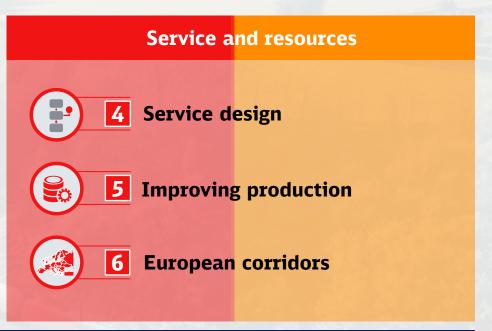


Long-term growth

climate







Overall conditions

Politics, infrastructure and solidarity with employee representatives

Strong Rail strategic area

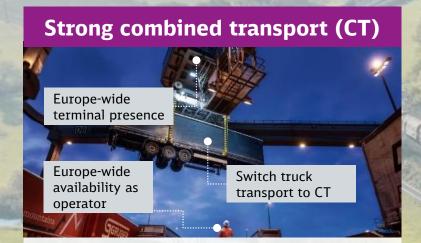
more pioneering

more powerful/robust

More pioneering



We are launching an offensive to put more goods on the rails with appealing products and the highest possible security of supply.



CT is the alternative to trucking.

DB Cargo will shift truck volumes to rail by using combined transport solutions.

Strong single wagon transport (SWT)



Rail freight transport can only form the backbone of the European economy if high-coverage, reliable and economically viable single wagonload traffic is in place.

Strong rail logistics



Fast and flexible train systems with shuttles and programme trains in rail logistics networks underpin our ability to grow, especially in truck markets.



(Digital) added value for our customers

More powerful and more robust



We are digital and international. We inspire our customers with increased efficiency.



Clear processes and a culture of excellence in combination with smart digitalisation ensure lean structures with increased quality and satisfaction in working for DB Cargo.



A common European vision and seamless cross-border processes, for example through interoperable locomotives, ensure efficiency and growth and define DB Cargo's international activities.

Improvement of service design



Talented employees use service design to secure maximum customer satisfaction and ensure that rail transport makes economic sense for DB Cargo.

Operations



We impress our customers – because our highly competent employees help us put the highest quality transport products on the rails.

Sales offensive



DB Cargo is hunting for customers. Thanks to a good portfolio and effective sales work, we can bring loads from the roads to the rails in growing and future-oriented markets.

Sustainable workforce management



The right employees with the right qualifications and responsibilities, always exactly where they are needed.

Service scheme management



Service scheme management ensures that DB Cargo's customers receive top product quality at a good price. We not only manage individual trains, but also ensure that our entire transport concept for a customer delivers what it promises.

1 Service scheme

Digitalisation and automation help our customers, our colleagues and our company



Customer

Easy access and full shipment transparency

- Booking via online interfaces (web portal, mobile apps, etc.)
- Full transparency of current transport status and predicted arrival time
- Flexible transports at the right time by integration into customer logistics and digital services

Rail operations

(Partial) automatic operation

- Reduction of costs through automation
- Increased flexibility through more transparency in all processes
- Improvement of product quality through shorter reaction times in event of deviations



Sensors

Control

Smart control

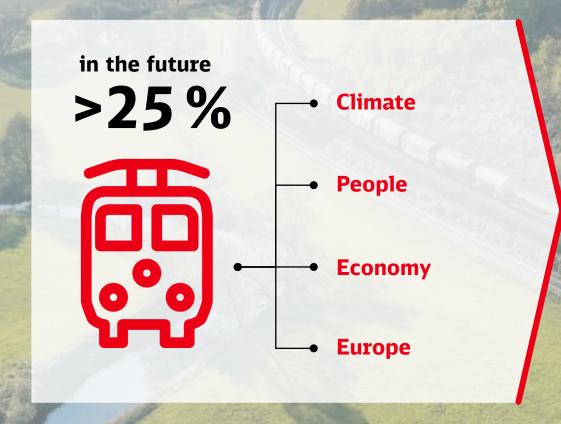
- More planning security through smart planning and implementation systems
- More safety and reliability through predictive condition-based maintenance
- Improvement of working conditions for operational activities through faster information chains



Overall conditions Shifting goods from road to rail



The shift from road to rail will require the joint efforts of railway undertakings, infrastructure managers and politicians



Overall conditions:

- Strengthen the most environmentally friendly mode of transport
- Provide highly effective infrastructure

Overall conditions Shifting goods from road to rail



Strengthen the most environmentally friendly mode of transport and provide highly effective infrastructure.

Short-term measures for shifting traffic to rail



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