



# SCHENKER



# DB SCHENKER

## Leading the Way

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DB SCHENKER | Global Marketing & Transformation Communications | 2023



# Company

DB Schenker in Georgia and Armenia

# 150 Years of Experience

## Transport Solutions, Logistics And Supply Chain Management

### 1872

Gottfried Schenker founds Schenker & Co. in Vienna, Austria. Only one year later, he implemented his idea of rail system freight – a brilliant idea!

### 1895

Foundation of the Austro-American Shipping Company – only one of the milestones in terms of company growth.

### 1922

First air freight shipments in Germany – Schenker starts to consistently leverage the company's logistics portfolio.

### 1931

First ocean freight container shipments – additional transport modes enable Schenker to think outside the box and offer multiple logistics solutions.

### 1972

Official supplier of the IOC for freight forwarding and customs clearing for the Olympic Games between 1972 and 2016 – big events rely on the Schenker expertise.

### 2010

DB SCHENKER expands in energy and resource markets and wins the 350m EUR GORGON integrated logistics services contract.

### 2021

DB SCHENKER established its first branch office in The Caucasus, starting by opening the operational office in Tbilisi, Georgia, and covering Armenia as well.

### 2022

DB SCHENKER Logistics celebrates its 150 Year Anniversary recognizing how generations of employees helped to elevate lives everywhere in the world.



**By challenging the status quo in the logistics industry, we strive toward economic, social, and environmental harmony in logistics and supply chain management.**

# Our Portfolio Provides Integrated Logistics Solutions With Deep Industry Focus And IT Know-How

## eServices

**Contract  
Logistics**



**Air  
Freight**



**Ocean  
Freight**



**Land  
Transport**



Automobility+

Technology

Industrial Energy

Consumer/Retail

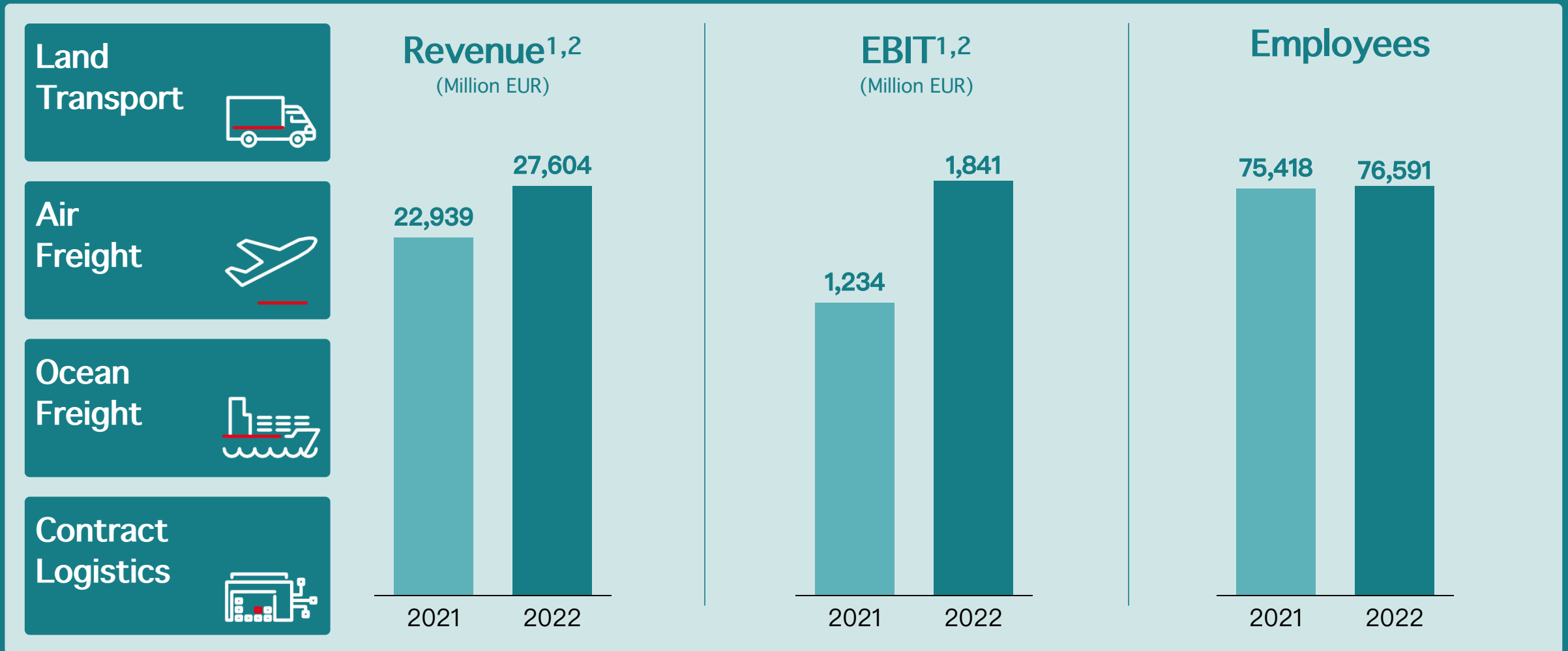
Aerospace/Marine/Defense

Healthcare

Semicon Cloud

# DB SCHENKER Business Units

## We Greatly Contribute To The Deutsche Bahn Group



<sup>1</sup> Including Currency Effects | <sup>2</sup> Figure for 2021 adjusted due to the intra-Group reallocation of the FLS business area

# Logistics: Strategical Key Success Factor

## Growing Steadily

**Land Transport**

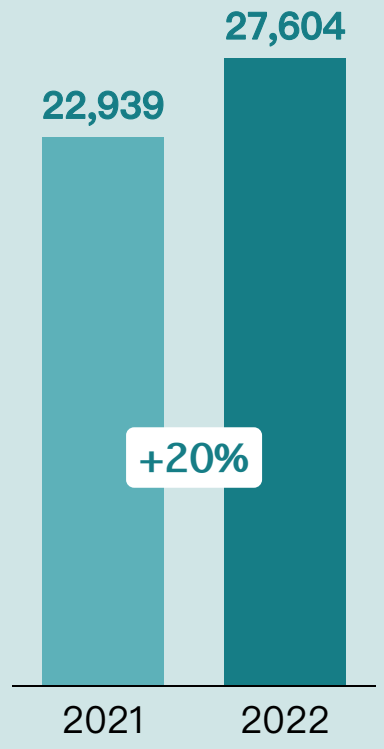
**Air Freight**

**Ocean Freight**

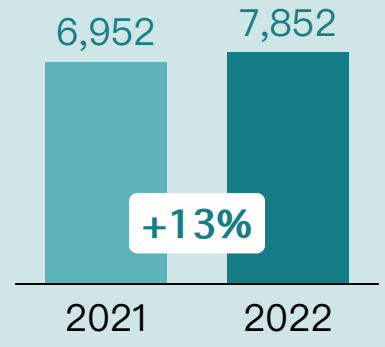
**Contract Logistics**

### Total Revenue<sup>1,2</sup>

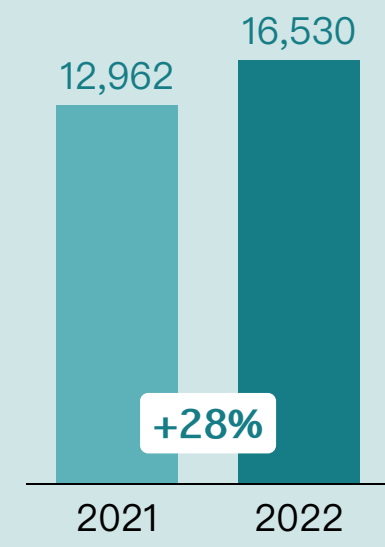
(Million EUR)



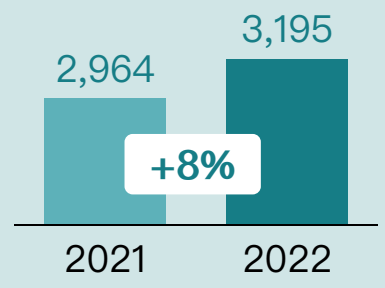
### Land Transport<sup>1,2,3</sup>



### Air & Ocean Freight<sup>1,3,4</sup>



### Contract Logistics<sup>1,3</sup>



<sup>1</sup> Including Currency Effects | <sup>2</sup> Figure for 2021 adjusted due to the intra-Group reallocation of the FLS business area | <sup>3</sup> Revenue in Million EUR | <sup>4</sup> Including Fairs & Exhibitions and Global Projects & Industry Solutions



# Our Business Model

## A Broad Global Customer Base And Asset-Light Business Model



### Network business

- Size is key for a high supply density and for economies of scale when purchasing transport capacity
- Door-to-door solutions thanks to a global presence in more than 130 countries



### Broad customer base

- Approximately 700,000 customers with a wide range of industries
- Large anchor customers and small/medium-sized customers
- Broad base of customers/industries makes business less prone to crisis



### Asset-light business

- Own vehicles and swap bodies only in parts of land transport
- Predominately leased logistics locations
- Asset-light business model drives flexibility

# Business Units



You Need It? You Get It!  
Anytime. Anywhere. In Any Way.

## Land Transport



**Leading** in **Land Transport** services in Europe and solid and expanding transport services across the Americas and APAC

## Ocean Freight



Operating a **global network** for **Air and Ocean Freight** solutions

## Air Freight



## Contract Logistics



Offering **global Contract Logistics** and **supply chain management**



# Air Freight





# Our Customer's Benefit Is Our Drive



**Guaranteed capacities** on a wide variety of routes



**Linking the major global hubs** on all continents



**Fast & comprehensive**



**Defined scheduling**



**Worldwide network**



## Customer benefits



Transport handled by **first class carriers**



Integrated **door-to-door** service



**Online tracking** combined with **visibility solutions**



Lead time **transparency**

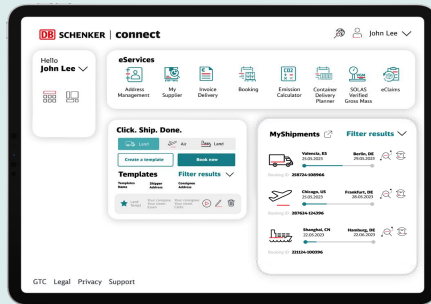




Customer benefits

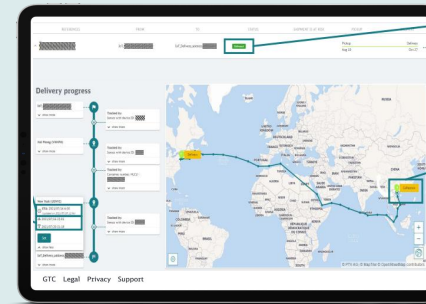


## DB SCHENKER | connect



- **All your Air Freight services on one platform**, so you have full control over your business
- Manage shipments online at **your convenience**
- Seamlessly **quote, book, and track** your shipments in an **easy-to-use interface**
- Get **instant quotations** within seconds and have full cost **transparency**
- Get **real-time updates** on all your shipments

## AirTrack



- **Real time track & trace** for your cargo
- **Position & telemetry** data, with the possibility to set **alerts for desired parameters**, e.g., temperature, delays, humidity, shock
- **Geofencing** options that will allow **real time alerting** on freight leaving or entering a position of your choice
- All data is channeled into the **DB SCHENKER IoT platform**, creating one source of truth for our customers

# DB SCHENKER And Cargo iQ Partnering To Improve



## Quality monitoring

IATA  
CARGO IQ  
AIR CARGO  
CAPA  
DB SCHENKER  
PREVENTIVE  
QUALITY RALLY  
MOP  
CORRECTIVE  
MEASUREMENT  
CARGO IQ MILESTONES  
QMS SOP  
MONITORING  
DOOR-TO-DOOR

## Cargo iQ Quality Rally



## Continuous improvement

DB SCHENKER has implemented the **Door-to-Door** planning, measurement, and quality monitoring at HAWB level.

At DB SCHENKER, we are working with dedicated airlines on improvement projects within the Cargo iQ organization. This is called Cargo iQ Quality Rally.

Focus on specific issues and close cooperation help both parties to understand issues better and to implement **Corrective and Preventive Actions (CAPA)**.

# We Pursue A Preferred Carrier Policy



Approx. **75%**

of DB SCHENKER Logistics Air Freight volume is transported by **global** and **regional preferred carriers**.

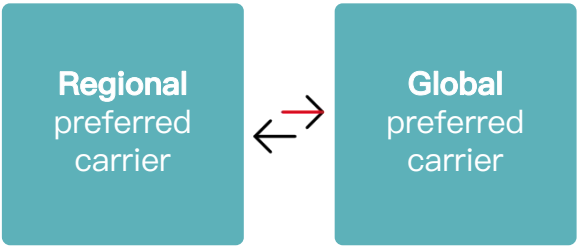
- EDI connectivity/ Data quality
- Operating an environmental friendly fleet
- Guaranteed access to capacity – year round
- Global/ Regional coverage
- Event quality reporting

## Criteria Airline Selection



- Flawless safety standards
- Single point of contact for any global issues
- Cargo iQ
- Defined quality parameters
- Commitment towards sustainability<sup>1</sup>

### Ranking of all carriers into



<sup>1</sup> In relation to environment & resource efficiency



# Our Preferred Carriers In 2023



<p><b>Global preferred carrier</b></p>	<p><b>Global A carrier</b></p> <ul style="list-style-type: none"> <li>- Cargolux</li> <li>- Lufthansa</li> <li>- Qatar Airways</li> <li>- Singapore Airlines</li> </ul>	<p><b>Global B carrier</b></p> <ul style="list-style-type: none"> <li>- Air France</li> <li>- American Airline</li> <li>- Asiana</li> <li>- Cathay Pacific</li> <li>- Emirates</li> <li>- Korean Airlines</li> <li>- Silk Way West</li> <li>- United Airlines</li> </ul>	<p><b>Global C carrier</b></p> <ul style="list-style-type: none"> <li>- Air Canada</li> <li>- Delta Airline</li> <li>- Ethiad</li> <li>- Saudia</li> </ul>
<p><b>Regional preferred carrier</b></p>	<p><b>Regional B carrier</b></p> <ul style="list-style-type: none"> <li>- Virgin Atlantic (AM, EU, AP)</li> <li>- Lan Chile (AM, EU, AP)</li> <li>- China Airlines (AM, AP)</li> <li>- Eva Air (AM, AP)</li> <li>- Malaysia Airlines (AP)</li> <li>- Atlas/Polar (AM, AP)</li> <li>- Avianca (AM)</li> </ul>	<p><b>Regional C carrier</b></p> <ul style="list-style-type: none"> <li>- China Cargo (AP)</li> <li>- Quantas (AM, AP)</li> <li>- All Nippon (AP)</li> <li>- Virgin Atlantic (AM, EU, AP)</li> </ul>	<p><b>A:</b> Global/regional network, recognized as strategically important for all regions, reliable service/good and stable quality</p> <p><b>B:</b> Global/regional network, recognized as strategically important on specific routes/regions and/or to balance weak points of other global carriers, quality constraints compared to “A” carriers</p> <p><b>C:</b> Global/regional network, not recognized as strategically important</p>



# Land Transport





# Land Transport

## Shaping A Fast-Growing Unique Global Network



We move goods safely and efficiently around the world. We handle all modes of surface transportation tailored to our customer's needs – from start to finish in a high-quality fashion.





# Land Transport Europe

## Facts And Figures As Of 2022



~**7** bn EUR revenues



**40** countries served in Europe



Low asset intensity in Direct Freight; higher asset intensity in System Freight



Approx. **50k** carriers worked with & more than 8,200 System Freight connections per day



European market share **>2%**



Approx. **23k** employees working for Land Transport (50% of Europe's employees)



**600** customers specifically in central focus, but several hundred thousands served within the countries

# Excellent Local Setups All Over Europe



402,000 shipments per day



402,000 shipments per day



250,000 consignees per day



250,000 consignees per day



>250,000 t of shipments per day



>250,000 t of shipments per day



>15,000 Direct Freight connections per day



>15,000 Direct Freight connections per day



Total number of trucks: 31,219



Total number of trucks: 31,219



Total number of loading units: 16,222



Total number of loading units: 16,222







## DB SCHENKER | system

Our **DB SCHENKER | system** product is our fast and very reliable standard groupage product through Europe.

The lead time could be extended to +1/+2 days compared to our premium service.

### Top time-definite options:

#### – **Fix day 10**

You determine the delivery date, before 10 am (with a maximum of 3 days after the planned lead time)

#### – **Fix day 13**

You determine the delivery date, before 1 pm (with a maximum of 3 days after the planned lead time)

#### – **Automated fix day**

Delivery date to be agreed. Delivery day is selected via web portal by the contact person specified in the booking.

# Direct Freight

## Predictable, Fast, And Simple



### Highly efficient products ...



DB SCHENKER | *part load*



2 – 11 ldm<sup>1</sup>



DB SCHENKER | *full load*



more than 11 ldm<sup>1</sup>

**Available from 2 ldm<sup>1</sup>;**  
As full truck load and less  
than truck load

### ... plus a full set of options

#### Customs clearance:

- We handle all formalities for you

#### Dangerous goods:

- We cover most of the services for dangerous shipments

#### Time window:

- We pick up/deliver between 1 pm and 4 pm or between 9 am and 12 noon

#### Pre-notice:

- We inform origin and/or destination when the shipment will be picked-up and/or delivered

#### Fix Day:

- You determine the pick-up/delivery date

#### Transport insurance:

- Your shipment is well insured on the road with the Schenker Expedition Insurance

#### Same day collection:

- If time is precious, book this option. We will be there

#### Proof of delivery:

- Gives you delivery details and an image of the receiver's signature

### + Customer benefits

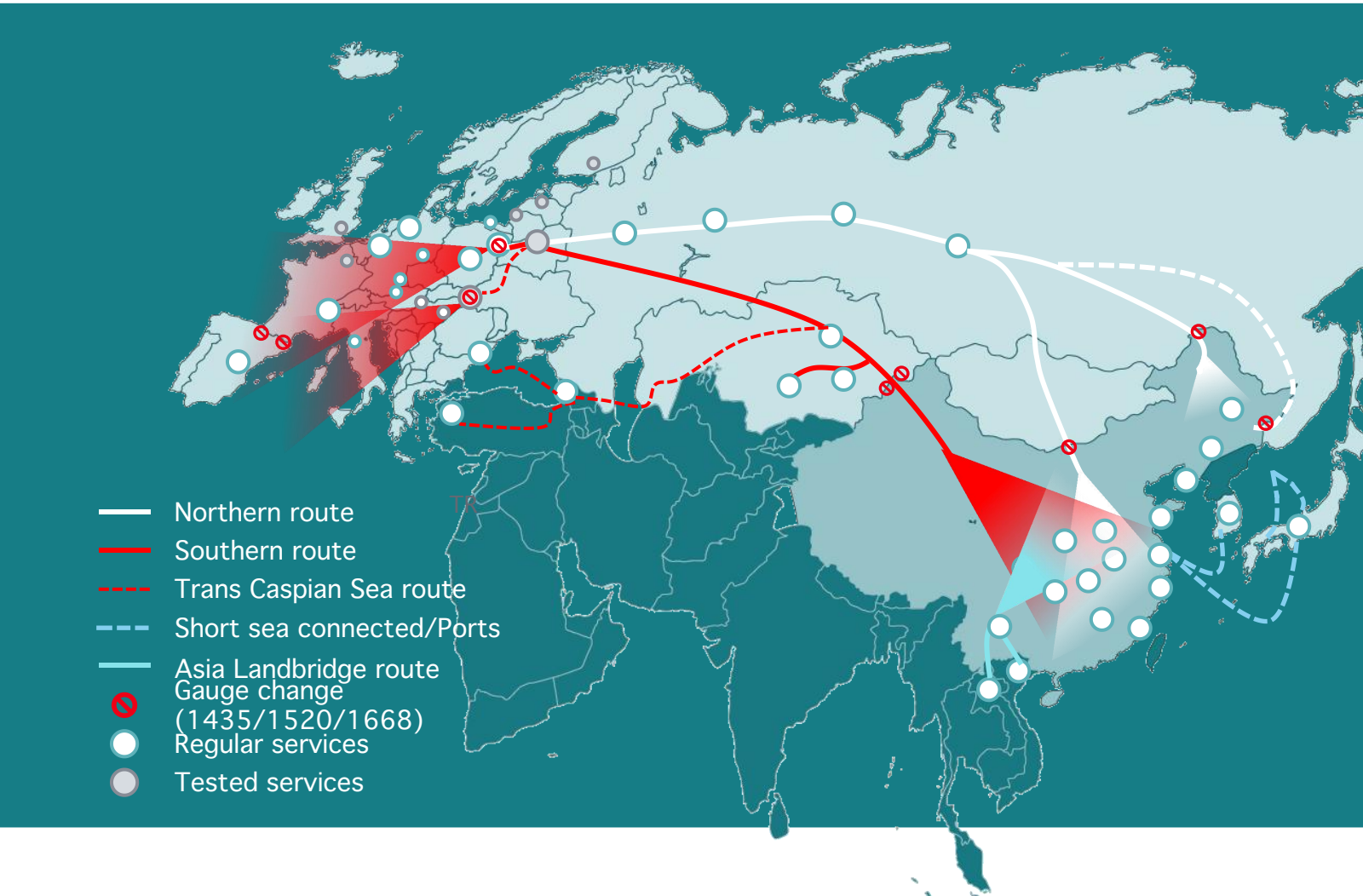
- Local expertise of a world leading global logistics provider
- Personal support in every European country
- Need tailor-made solutions? Just get in touch with your local contact

<sup>1</sup>ldm = loading meters; exemplary illustration – actual loading meters differs from country to country



# Eurasia Landbridge

## We Bridge The Nation And The Economy



- Northern route
- Southern route
- - - Trans Caspian Sea route
- - - Short sea connected/Ports
- Asia Landbridge route
- ⊗ Gauge change (1435/1520/1668)
- Regular services
- Tested services

### Key facts

- Market leader since 2011
- 15% market share on the Eurasian corridor with 6,000+ customers
- FCL (in 40 containers) and LCL (in CBM) on daily basis, both eastbound and westbound, in single container and block train
- Eurasia trains have provided a direct service for majority of the countries in Europe, and full coverage of all of Europe with multimodal connections
- GPS solution for real-time track and trace of location, humidity, temperature, vibration, shock-wave, and pilferage monitoring
- Multimodal solutions are extended to other Asian countries (i.e., JP/KR, S.E.A countries) or even other continents (i.e., America)
- Solution available for temperature sensitive goods



# Ocean Freight





# Shaping A Global Footprint



**North America**  
2 countries  
570 employees



**Latin America**  
13 countries  
390 employees



**Europe**  
34 countries  
2,175 employees



**Asia Pacific**  
15 countries  
1,939 employees



**Middle East/Africa**  
9 countries  
207 employees



# Products And Solutions That Make A Real Difference



## 1 Core Products

DB SCHENKER | **FCL**

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DB SCHENKER | **LCL**

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DB SCHENKER | **reefer**

## 2 Industry Solutions

Freight Management Services (**FMS**)

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Order Management Services (**OMS**)

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Supply Chain Analytics (**SCA**)

## 3 Commodities

## 4 Global Projects & Industry Solutions





## DB SCHENKER | FCL

Provides flexible, efficient, and tailor-made full container load (FCL) options to fit your requirements

- Protected equipment and space during peak season and other space constraint situations
- Sustainable “Eco” solutions
- Competitive pricing
- Outstanding schedule reliability
- Weekly sailing flexibility
- Capacity availability across all alliances
- Tailor-made pricing solutions incl. priority products, delay in transit options, alternate routing options as well as fast boat-slow boat options
- High quality standards

## DB SCHENKER | LCL

A reliable service, based on our standardized global LCL network, moving your LCL-shipment to its destination faster and more efficiently

- Your gateway to international markets: DB SCHENKER Global Ocean LCL Network, in more than 300 branches in over 130 countries
- Standardized operations connecting 1,300 nodes that provide regular and frequent schedules worldwide
- Door-to-door solutions through seamless connection with DB SCHENKER Land Network, providing daily pick-ups and deliveries
- Lower inventory costs and improved product availability by placing smaller orders more frequently
- Improved time-to-market
- Variable costs, based on actual consignment size



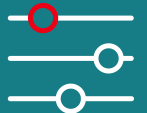
## Commodities

Commodities is our new DB SCHENKER specialty handling unit for customers mainly in the following commodity businesses & communities:

<b>Timber</b> logs & lumber	<b>Pulp &amp; Paper</b> tissue, yarns, etc.	<b>Beverages</b> coffee, cocoa, tea, sugar
<b>Wooden items construction &amp; furniture</b> MDF, plywood, panels, boards, etc.		<b>Waste/recyclables</b>
<b>Stones, marble, minerals</b>	<b>CPO</b> crude palm oil & derivatives, glycerin, etc.	
<b>Rice, grains &amp; pulses</b>	<b>Rubber</b>	<b>Starch &amp; food ingredients</b>

We make the best delivery solutions possible, tailored to the special requirements of our customers.

- Fulfillment of FCL requirements
- Warehousing, local transportation, and delivery services
- Necessary support services such as fumigation, certification, sampling, etc.
- Carrier management and order management solutions

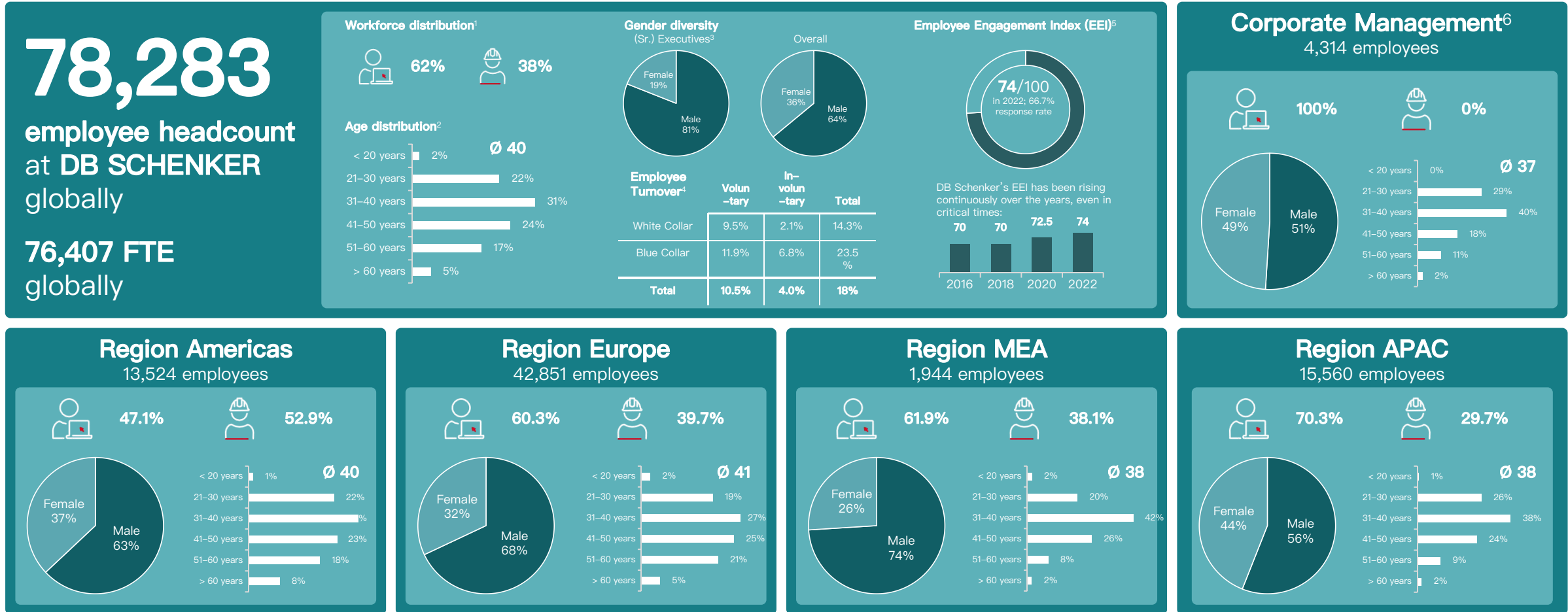




# People & Organization

# Our People At DB SCHENKER

## As Of End Of February 2023



Overall Source: TM1 as per end of February 2023 unless noted otherwise | Note Legend: <sup>1</sup> = White Collar = Blue Collar | <sup>2</sup> C2P as per February 2023 | <sup>3</sup> Revised OFK 1/2/3 data based on TalentSoft end of 2022 | <sup>4</sup> Rolling Fluctuation Rate per 12 months as of end of Feb 2023 | <sup>5</sup> DB Schenker Global Employee Survey, December 2022 | <sup>6</sup> Global Head Office + SGMS, Karpeles, SDS, SGBS and TSC locations



# Thank you