Your challenge, our project – logistics solutions for the Automotive industry.
Global supply of Automotive goods across all transport modes.

DB Schenker supports Automotive customers including their suppliers and customers to establish most efficient logistics services across the world and for all their Automotive products.

Our approach to the Automotive market:
Land Transport
- More than 100,000 truck movements per year
- 250 trains a day throughout Europe, connecting 20 countries via 18 hubs
- Approx. 2.5 million finished vehicles transported annually by rail
Air Transport
- Hundreds of finished vehicles and tons of time-critical spare and production parts

Ocean Transport
- DB Schenker moves 53 thousand TEU automotive goods per year

Contract Logistics
- DB Schenker is involved with Contract Logistics solutions in the production of 6,000,000 vehicles per year and utilises 1,200,000 m² of warehousing space on behalf of the Automotive industry

DB Schenker – Best connections to the Automotive industry.

DB Schenker stands for the combination of performance, service and quality, regardless of the complexity or scope of logistics tasks and requirements. As an integrated logistics services provider DB Schenker operates and shapes the transportation network of the future, including Land and Rail Transport as well as Air Freight, Ocean Freight and Contract Logistics.

Our performance for successful logistics:
We handle goods in integrated end-to-end supply chains and offer our customers innovative and cost-efficient transport and logistics solutions of high quality and from one source. Furthermore, we are constantly enhancing logistical processes – locally, nationally and worldwide.

We have a presence in some 130 countries around the world; with over 70,000 employees we work in a worldwide network, but operate locally. Thanks to about 2,000 locations in the world’s most important economic regions, we have a global network dedicated to customer service, quality and sustainability.

We are within the Top 5 across all products:
- No. 1 in Europe in Land Transport Shipments (in million): 100
- No. 1 in Europe in Rail¹ Freight Transportation volume (in million tons): 277
- No. 3 worldwide in Air Freight Freight volume (in million tons): 1.2
- No. 3 worldwide in Ocean Freight Freight volume (in million TEU): 2
- No. 5 worldwide in Contract Logistics Warehouse space (in million m²): 8

¹ In cooperation with DB Cargo
Driving solutions for the Automotive supply chain.

We provide you customised, cost-effective, integrated and intermodal logistics solutions for components, spare parts and finished vehicle shipments along the supply chain, using all modes of transport.

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<td>Inbound procurement for OEMs and suppliers including cross-docking</td>
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<td>After sales logistics</td>
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<td><strong>Rail¹</strong></td>
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<td>High volume inbound/inter-site component logistics incl. JIT deliveries</td>
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<td>Outbound finished vehicles logistics incl. road and compound solutions</td>
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<td><strong>Contract Logistics/SCM</strong></td>
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<td>Production logistics and CKD/SKD concepts</td>
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<td>Harbor compounds and spare part distribution centres</td>
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<td>High value procurement logistics</td>
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<td></td>
<td>Urgent deliveries of components, finished vehicles or spare parts</td>
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¹ In cooperation with DB Cargo
Qualified performances for your success.

We know the challenges in the Automotive industry and the solutions you need to make your business run smoothly. Our expertise in each of the modes of transport and in Contract Logistics makes us the ideal partner for logistics services.

The Automotive industry is dealing with special trends.

In today’s market situation it is important that we keep track of the continuous development that takes place within the Automotive industry. DB Schenker supports Automotive OEMs and suppliers in dealing with:

- **New Markets**
  - Growth in new markets
  - Purchasing, production and distribution is becoming increasingly global

- **High demand for flexible solutions**
  - Cost pressure, many variants, unpaired transports, and high volatility in production call for flexible logistics solutions

- **Climate change and shortage of resources**
  - Increasing focus on environmentally friendly solutions
  - Long-term price increase for fossil fuels expected

**Logistics 4.0**

- Autonomization will fundamentally change land, air, sea, and rail transportation as well as contract logistics
- Customer innovation projects and new digital solutions shape the future

We translate requirements of the global Automotive industry into essential logistics solutions:

DB Schenker has a powerful history of providing transportation and logistics solutions to the Automotive industry. Our customer portfolio includes many of the world’s largest OEMs and suppliers. Up to Automotive supplier park operations that include KANBAN inventory replenishment schemes and JIT deliveries to line side as well as subassembly of sophisticated components, with the production control and quality assurance systems to keep production running. We provide a true partnership approach, with global flexibility, and a market-by-market mindset as well as consistently reliable operations.
**Trend: New Markets.**

**DB Schenker’s response:**
- **Strong global presence**
  - We are active in all major Automotive markets
- **Innovative services**
  - We are assisting customers with new services, e.g. connecting premium OEMs from Germany with CKD assembly in China
  - We offer door-to-door services out of one hand

**Special products**
- We develop new products, e.g. integrated supply chain solutions for Best Cost Sourcing ex Asia and other best cost countries
- We offer customise concepts for international supply chain processes

**Trend: High demand for flexibility.**

**DB Schenker’s response:**
- **Multi customer solutions**
  - DB Schenker is using its strong Automotive networks, e.g. Automotive RailNet as backbone of transports between Automotive clusters
  - DB Schenker is insuring high frequency and efficiency by multi customer approach

**Multi Modal Lane Management**
- DB Schenker can adjust services according to capacity and volume by integrating rail and road transport on specific corridors – base load is handled by train, peaks and additional volumes by truck

**Inter-modal cross-docking**
- We integrate different transport modes via intermodal Automotive cross-docks
- We offer services from cross-docking, warehousing to JIS production supply

**Trend: Climate Change and shortage of resources.**

**DB Schenker’s response:**
- **Implement green technology**
  - We optimise each mode and Contract Logistics in regards of emissions
  - We implement measures ranging from training of employees, using state of the art equipment up to the use of rain water and green electricity

- **Reduce**
  - Whenever CO₂ emissions cannot be fully avoided reduce amount of emissions
  - Examples: Propose best possible modal shift, implement modern (fleet) technology

- **Compensate**
  - Use compensation in addition to reduction
  - Example: Support environmental projects with gold standard or initiate own projects

**Trend: Logistics 4.0.**

**DB Schenker’s response:**
- **Our key digitalization areas:**
  - Digital Workflows
  - Customer Interaction
  - Digital Platforms
  - E-Commerce
  - (Big) Data Analytics
  - Asset Intelligence
  - Autonomization

- **3D-Printing**
- **3D-Printing Pilot DB Schenker Enterprise Lab**
- **Digital Document Logistics**
- **NextGeneration eSchenker**
- **Drive4Schenker**
- **DB SCHENKERparcel & e-fulfillment solutions**
- **Business Intelligence**
- **DB SCHENKERsmartbox**
- **CarryPick-AGV Autonomous Driving**
Vertical Market Automotive

Automotive Supply Chain Design & Optimisation

Supply chain solutions that work:
- Industrial Engineering team with diversely experienced consulting teams of principal, consultants and analysts.
- Indigenous tools for network modeling, analysis and optimisation with solvers and mapping functionalities.
- Practical solutions that leverage synergies with existing network models rather than build-from-scratch.
- Rigorous solution development framework (PASO®) to minimise risk and manage complexity.
- Works in tandem with operations team to assess ‘practicality’ of proposed solutions.

Solution Development:
- Data collection, validation and analysis
- Base-case model to establish benchmark of existing operations and gain customer’s acceptance.
- Recommendation of multiple network scenarios to let customers determine preferences in terms of cost, service and lead times.

Quality made to measure – Flawless solutions with continuous improvement methods.

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<th>Project</th>
<th>Exemplary Tools</th>
<th>Characteristics</th>
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<tbody>
<tr>
<td>Six Sigma focuses on customer needs and company results. Basis is a standardised, facts and figures-driven project approach.</td>
<td>DMAIC+E, VOC and CTQ, FMEA, Process Capability, Cost Benefit Analysis, Benchmarking, Value Stream Mapping, Process Control (in addition all POP-tools)</td>
<td>Focuses on customer requirements Creates measurable and sustainable value Reduces variations and errors</td>
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<tr>
<td>POP is a workshop oriented improvement method based on the Kaizen philosophy. POP aims to eliminate process-waste.</td>
<td>SIPOC Diagram, Movement Map, Swimlane Diagram, Cause-and-Effect Diagram, Value Analysis, Basic Time Study, Poka Yoke, Key Performance Indicators</td>
<td>Structured approach (Plan, Do, Check, Act) Decisions are based on measurable facts High involvement of employees (problem-solving capabilities)</td>
</tr>
</tbody>
</table>

Project Examplary Tools Characteristics

DB Schenker is your reliable partner.

In dealing with the challenges of the Automotive industry in DB Schenker you have a reliable and experienced partner.

Your benefits at a glance:
- Proven Automotive know-how and many years of experience in Automotive industry
- Integrated logistics solutions from a single source
- Global expertise and networks
- One point of contact for all issues
- Specific solutions for your individual requirements
- 24/7 service in our customer service centres and via service hotline
- LLP/4PL concepts
- Tracking & Tracing with proactive notification of irregularities, delays or changes
- Sustainable logistics solutions to protect the environment
- Solutions for complex projects involving different modes of transportation as well as stand-alone transport/logistics

Further, we offer you these special services:
- Consulting and Supply Chain Reengineering
- Implementation Support and Continuous Improvement Processes

DB Schenker aims to:
- Reduce CO₂ emissions
- Reduce lead-times and costs for our customers
- Optimise global supply chains in strategic partnerships
- Provide innovative solutions e.g. Skybridge, Asia Landbridge
- Steer deliveries based on arrival times instead of departure days

In dealing with the challenges of the Automotive industry in DB Schenker you have a reliable and experienced partner.

The SS pillars are:
- Sort
- Set in Order
- Shine
- Standardise and Sustain

Solutions for complex projects involving different modes of transportation as well as stand-alone transport/logistics
Integrated logistics solutions for the Automotive industry.

DB Schenker offers customised, cost-effective, integrated and intermodal logistics solutions for components, spare parts and finished vehicle shipments along the supply chain, using all modes of transport.
DB Schenker Automotive solutions give your industry more drive:

**Strong global networks**
With our worldwide network, we provide consistent, high quality standards. Based on our unique network, we develop tailor-made logistics concepts – whether simple point-to-point deliveries or complex networks. An extensive fleet of special equipment as well as our terminal network enable us to combine processes efficiently and Value Added Services can be integrated individually into the process.

**Best Cost Sourcing**
In sourcing of quality and low cost production we support you by reviewing all relevant costs from the beginning, e.g. audit, quality assurance, reject, reclamation as well as imputed costs for an increased supply chain risk. Through our one-stop-shop offering with transport and logistics services, you benefit from our extensive experience.

**IT solutions**
We offer innovative IT solutions to allow optimisation of our products to enable us to adjust solutions and provide smooth logistics services.

**ICM**
ICM combines Value Added Services such as Order Management, Buyer’s Consolidation and Barcode Labeling and Scanning with a new IT landscape and operational structure to deliver end-to-end supply chain visibility and control for the international movement of goods.

**Innovative Track & Tracing solutions**
With DB SCHENKER smartbox family you will receive a detailed overview of your freight around the clock and worldwide. Besides real-time-tracking and real-time-location via GPS, DB SCHENKER smartbox family offers monitoring of cargo conditions (e.g. temperature, humidity, vibrations and many more) as well as alarms (e.g. open door alarms) for ALL modes of transports and throughout the entire supply chain.

**Innovative solutions in CL**
CarryPick is a system of robotics and automated packaging. This automated solution increases warehouse performance for our customers.

**Contract Logistics**
Our Contract Logistics integrate a broad variety of services into the overall network and provides OEM’s and suppliers lean, flexible and customised logistics solutions. The performance of our solutions is supported by a worldwide standardised business excellence program with quality, process optimisation and green logistics approaches.

**Value Added Services**
To optimise your production processes, we will take care of module and pre-assembly, KANBAN and e-KANBAN management, as well as repositioning of packaging and yard management. We can conceptualise CKD/SKD projects including packaging design and development, dismantling and fluid handling. We also offer an international terminal network, linked directly or indirectly to major ports, electronic programming, handling of dangerous goods and product labelling, or works shunting services, works rail operation and train path ordering.

**LLP/4PL**
For managing your projects and to guarantee your security of supplies, you can benefit from our long-term experience as Lead Logistics Provider (LLP). We also provide lead logistics services with Schenker Dedicated Services (SDS) – an independent, flexible provider without fleet and equipment – offering transport management and 4PL services for all modes of transport and Contract Logistics.

**Control Tower**
Control Towers steer and coordinate logistics activities along the customer’s value chain. This includes also centralised service functions such as reporting, claims handling or invoicing. The Control Towers of DB Schenker ensure a single point of contact for typically major strategic clients and provide seamless visibility on the entire supply chain.