



# DB SCHENKER *eurasia*

Innovative rail logistics solutions between China and Europe

# 1 Current Development

# DB Schenker as a pioneer on Trans-Eurasian Rail continues to grow with the increasing number of CN-EU trains



## Until 2011

**1<sup>st</sup> train** started in **2008** from Beijing to Hamburg

**2010:** tests on Northern and Southern route

**2011: first Company train** Chongqing – Duisburg managed by DB Schenker

## 2012 + 2013

**DB Schenker starts regular container transports** east- and westbound (CN-EU v.v.) and supports opening of new routes

Regular container shipments from **China to CIS countries**

## 2014 + 2015

DB Schenker enhances service portfolio on continuous basis:

- **Security solutions**
- **Temperature – controlled shipments** (reefer)
- **Rail-Air solution**
- **LCL**

## 2016 - 2018

Land networks of DB Schenker connected by **14 LCL services**

DB Schenker served **1'300<sup>th</sup>** customer via China Train

3 years in a row **AFLAS award** as 'Best LSP Rail'

## 2019 - 2025

Further **market growth** with increasing number of train services, while subsidies are fading out

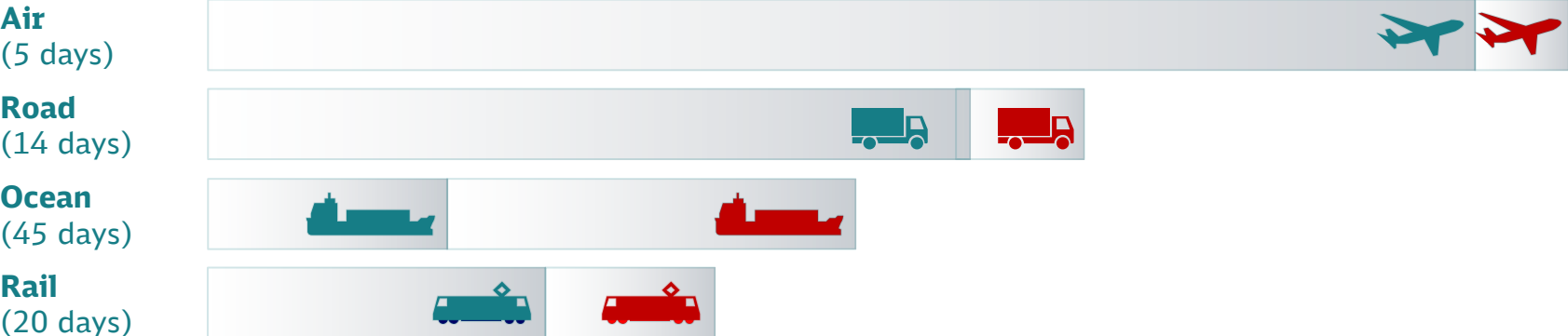
DB Schenker will continue to grow with highest **quality, by innovation and value-added services**

# Considering capital and freight costs

## Rail is the most economic option



### Example: freight & capital cost for High Value Goods in a door-door comparison



# Green Logistics: apart from economic advantages Rail offers the most environmentally friendly transport mode

We break the correlation between CO<sub>2</sub> emissions and transport growth ... using our network



- From an **environmental perspective** Rail transport is the **preferred choice** for shipments between China and Europe

- Rail is not only the **most ecological mode** of transport in terms of CO<sub>2</sub> emission but **also regarding other pollutants<sup>1)</sup>**

Rail service between China and Europe makes sense from an environmental as well as a business perspective

1) e.g. PM (particulate matter), NMHC (non-methane hydro carbons), SO<sub>2</sub> (sulphur dioxide), NO<sub>x</sub> (nitrogen oxide)



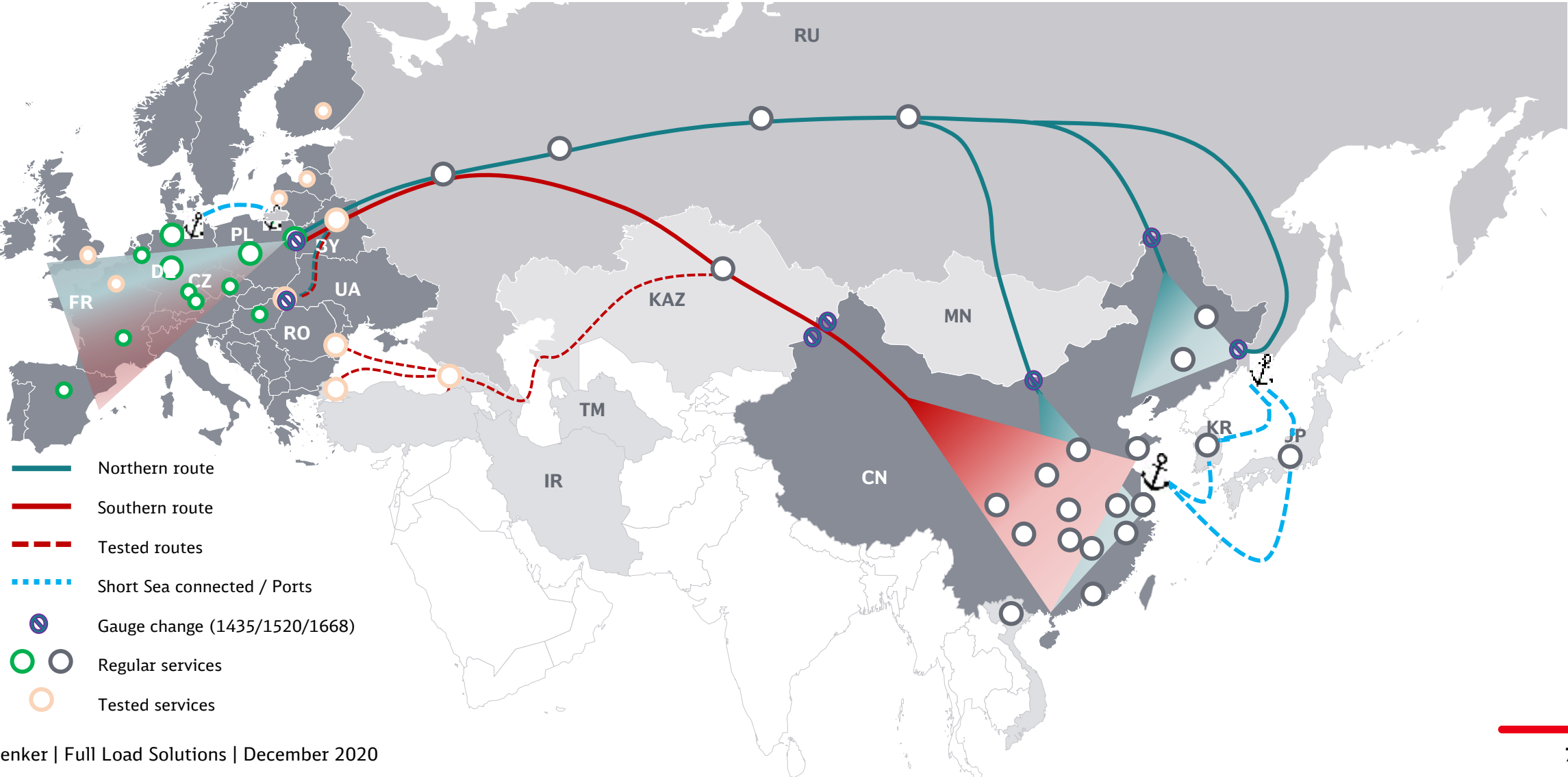
# 2 Product Overview

# DB Schenker uses various block train connections



ILLUSTRATIVE

Our DB Schenker advantage: Schenker Land Transport and Logistics networks in Europe and China are seamlessly connected by Trans-Eurasian intermodal block trains



# China: DB Schenker connects New Silkroad rail network with own local presence and expertise

## DB Schenker China at a glance

- More than 50 years in China
- Full regional coverage with offices in 66 cities
- 92 warehouses\*
- 5,700 logistics specialists
- 790,000 m<sup>2</sup> warehouse area\*
- Class A licensed international freight forwarding company
- **Operational expertise**  
+ creation of block train products for Chongqing and Zhengzhou  
+ documentation, customs, routing options, local presence etc.
- **Close ties to China Railway**  
CRCT, CRIMT, Local Railway stations, Terminal JV CR Intermodal

\*Includes air freight, ocean freight and contract logistics warehouses





# Europe: Leading European Land Transport network meets China Trains

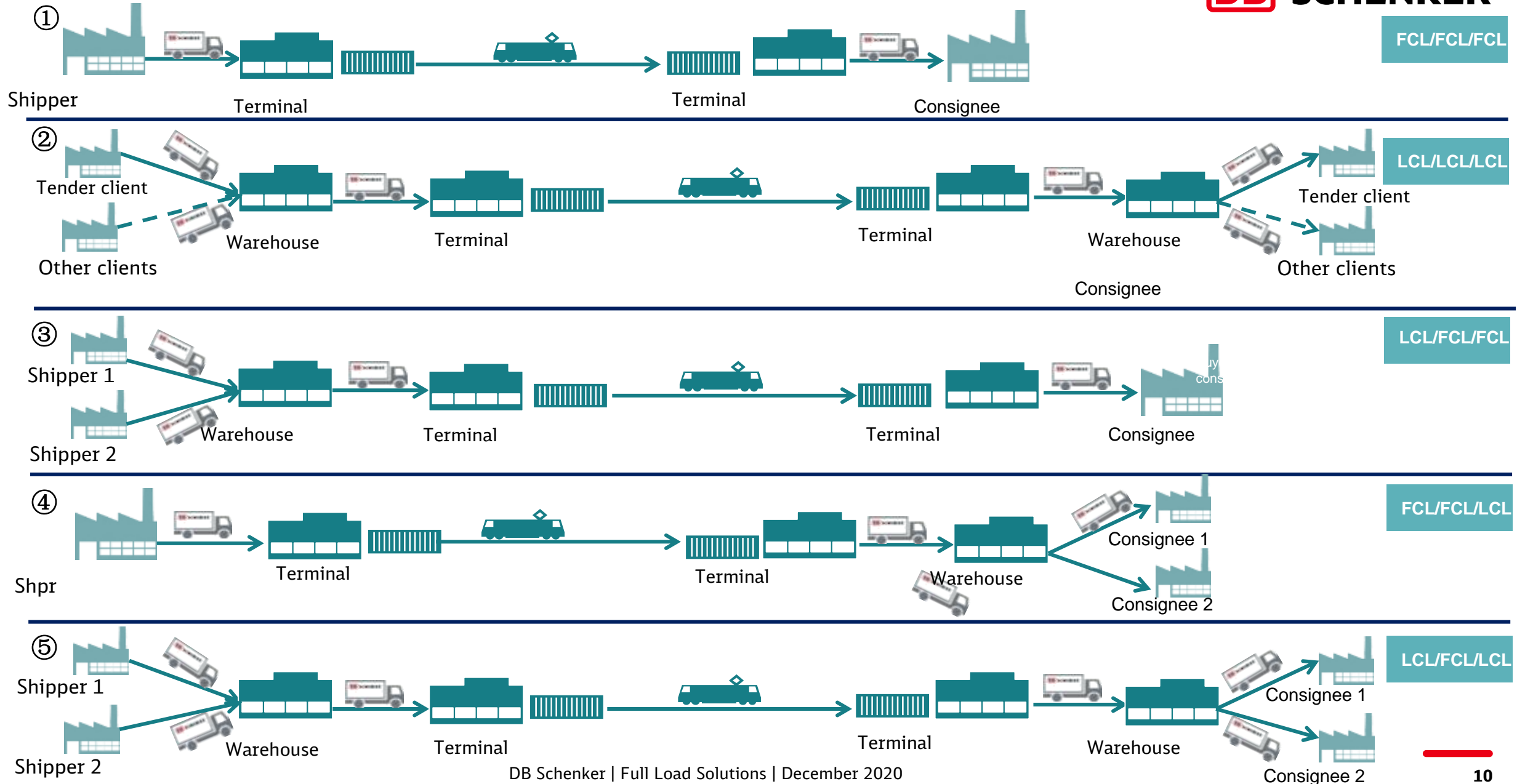
## DB Schenker Land Transport Europe



- Leading European network with over 700 branches
- 40.000 committed employees in 38 countries
- 100 m shipments in 2017 or 3 shipments per second
- Daily departures to all European terminals
- Approx. 32,000 scheduled services per week
- Defined door-to-door lead times
- Timely customer information via e-Services



# Schenker Product Portfolio



# DB Schenker rail LCL services



## WESTBOUND SERVICES

## EASTBOUND SERVICES

Xi'an  
Duisburg

Xi'an  
Warsaw

Wuhan  
Warsaw

Duisburg  
Wuhan

Shanghai  
Duisburg

Shanghai  
Stockholm

Shanghai  
Warsaw

Shanghai  
Ede

Shanghai  
Helsinki

Shanghai  
Verona

Suzhou  
Moscow

Zhengzhou  
Hamburg

Zhengzhou  
Warsaw

Hamburg  
Zhengzhou

Warsaw  
Zhengzhou

Shenzhen  
Warsaw

# Full scope of rail products is operated on the Trans Eurasian corridor

## LCL Shipments

- 5 LCL services from Wuhan to Europe and from Germany to Wuhan
- Regular departures with own controlled services on an end-to-end basis
- Transit time door-door: around 23-27 days



## Single containers Group of containers

- Full door-to-door FCL service incl. pre- and on-carriage as well as additional services
- Several departures per week on various routes possible
- Different consolidation options are available



## Block trains

- Available as multi-customer public train for different customers: min. 1 FEU (FCL)
- Top speed due to block train prioritization
- Available as company train for one customer volume requirement: 41-51 FEU per train





**3 Value added service**

# DB Schenker's security concept provides safety and full visibility



**Monitored in real-time**

Door	Humidity
Movement	Tilt
Light	Impact (Shock)
Temperature	Vibration

The laptop screen shows a map of the world with a shipping route highlighted in blue and green, connecting Europe, the Middle East, and East Asia. Two documents are displayed on the screen:

- Audited Security Concept:** A document titled "Security and Incident Management Concept Container damage SOP" with a DB SCHENKER logo. It contains a flowchart and text detailing procedures for container damage, including "Container damage SOP" and "Container damage SOP".
- 24/7 Monitoring & Intervention:** A document showing a flowchart and text detailing the monitoring and intervention process, including "24/7 Monitoring & Intervention" and "24/7 Monitoring & Intervention".

# DB Schenker recommends to use insulated containers or reefers



UNIT45



CIMC45



## Reefers

- 45' and 40' reefer container with diesel powered genset
- Active solution - allows to set temperature in a range between -25°C and 25°C for the whole trip
- Different Capacities:
  - UNIT45: 33 ISO pallets\*
  - CIMC45: 30 ISO pallets

## Insulated containers

- 40' containers with specially insulated floor, walls and ceiling
- Passive solution - guarantees bland climate inside, even if the outside temperature is extreme
- Inside dimensions: length: 11,858mm; width: 2,094 mm; height: 2,518 mm
- Capacity: 18 ISO pallets

**Thank You !**