Introduction Presentation
Schenker Logistics Romania S.A.

DB Schenker | Marketing Department | Bucharest
## DB Schenker Bahn
### Facts and figures

<table>
<thead>
<tr>
<th>Division</th>
<th>Revenues 2015 (m. €)</th>
<th>EBIT 2015 (m. €)</th>
<th>Employees 2015 [fte(^2)]</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>PASSENGER TRANSPORT</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DB Long Distance</td>
<td>3,951</td>
<td>164</td>
<td>16,217</td>
</tr>
<tr>
<td>DB Regional</td>
<td>8,670</td>
<td>669</td>
<td>36,494</td>
</tr>
<tr>
<td>DB Arriva</td>
<td>4,843</td>
<td>270</td>
<td>46,484</td>
</tr>
<tr>
<td><strong>TRANSPORTATION &amp; LOGISTICS</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DB Cargo</td>
<td>4,767</td>
<td>-183</td>
<td>30,303</td>
</tr>
<tr>
<td>DB Schenker</td>
<td>15,451</td>
<td>395</td>
<td>66,327</td>
</tr>
<tr>
<td><strong>INFRASTRUCTURE</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DB Netze Track</td>
<td>5,110</td>
<td>578</td>
<td>45,972</td>
</tr>
<tr>
<td>DB Netze Stations</td>
<td>1,199</td>
<td>254</td>
<td>4,982</td>
</tr>
<tr>
<td>DB Netze Energy</td>
<td>2,812</td>
<td>66</td>
<td>1,726</td>
</tr>
<tr>
<td>DB Services</td>
<td>3,192</td>
<td>70</td>
<td>24,771</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>40,468</td>
<td>1,759</td>
<td>297,202</td>
</tr>
</tbody>
</table>

1 As of December 31, 2015; 1 Difference between total for divisions and DB Group due to other activities/consolidation (revenues, EBIT) and other (employees); 2 full time equivalent
DB Schenker Logistics
Worldwide footprint

- over 130 countries
- over 66,000 employees
- more than 2,000 locations
DB Schenker is Romania’s number one logistics and transport service provider*

Facts & Figures:
- Head Office: Bucharest
- Network: 4 branches and over 60 offices
- Employees: 1,099
- Turnover 2016: € 107 mil.

*Source: Top Romanian Logistics Operators, Tranzit Magazine
Facts & Figures:

- Head Office: Chișițnău
  - Land transportation (FTL, LTL, groupage)
  - Sea freight (FCL, LCL)
  - Air freight
- Employees: 5
- Turnover 2016: € 770,000
## Top Romanian Logistics Operators Tranzit Magazine

Source: Tranzit Magazine Ranking 2016

<table>
<thead>
<tr>
<th>No</th>
<th>Company</th>
<th>Turnover</th>
<th>Difference 2015/2014</th>
<th>Turnover</th>
<th>Average turnover (EUR)</th>
<th>Average no. of employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>SCHENKER LOGISTICS</td>
<td>104,191,968</td>
<td>91,109,463</td>
<td>13,082,506</td>
<td>94,044,022</td>
<td>81,736,984</td>
</tr>
<tr>
<td>2</td>
<td>TRANSMEC RO SRL</td>
<td>65,072,882</td>
<td>53,017,273</td>
<td>12,055,610</td>
<td>44,802,174</td>
<td>40,444,084</td>
</tr>
<tr>
<td>3</td>
<td>GEFCO ROMANIA SRL</td>
<td>64,155,678</td>
<td>51,970,715</td>
<td>12,184,962</td>
<td>47,607,707</td>
<td>42,329,269</td>
</tr>
<tr>
<td>4</td>
<td>GEBRUDER WEISS SRL</td>
<td>47,991,103</td>
<td>44,853,724</td>
<td>3,137,379</td>
<td>40,782,509</td>
<td>34,753,417</td>
</tr>
<tr>
<td>5</td>
<td>KUEHNE + NAGEL SRL</td>
<td>45,277,840</td>
<td>39,218,348</td>
<td>6,058,892</td>
<td>34,408,915</td>
<td>37,044,786</td>
</tr>
<tr>
<td>6</td>
<td>DSV SOLUTIONS SRL</td>
<td>44,516,776</td>
<td>39,639,470</td>
<td>4,877,307</td>
<td>32,091,141</td>
<td>30,232,051</td>
</tr>
<tr>
<td>7</td>
<td>GOPET ROMANIA SRL</td>
<td>38,923,806</td>
<td>31,990,502</td>
<td>6,933,304</td>
<td>26,897,515</td>
<td>23,660,288</td>
</tr>
<tr>
<td>8</td>
<td>LAGERMAX AUTOTRANSPORT SRL</td>
<td>26,733,664</td>
<td>25,983,444</td>
<td>750,221</td>
<td>21,911,697</td>
<td>18,829,709</td>
</tr>
<tr>
<td>9</td>
<td>KLG EUROPE LOGISTICS SRL</td>
<td>25,201,753</td>
<td>24,789,984</td>
<td>411,769</td>
<td>21,102,764</td>
<td>3,687,220</td>
</tr>
<tr>
<td>10</td>
<td>FM ROMANIA SRL</td>
<td>24,136,621</td>
<td>24,032,364</td>
<td>104,257</td>
<td>23,707,610</td>
<td>22,882,084</td>
</tr>
<tr>
<td>11</td>
<td>TIBBETT LOGISTICS</td>
<td>23,885,275</td>
<td>17,828,642</td>
<td>6,056,634</td>
<td>16,217,936</td>
<td>15,084,151</td>
</tr>
<tr>
<td>12</td>
<td>CARGO-PARTNER EXPEDIT</td>
<td>22,286,556</td>
<td>22,912,842</td>
<td>-626,285</td>
<td>20,405,741</td>
<td>18,599,054</td>
</tr>
<tr>
<td>13</td>
<td>DHL LOGISTICS SRL</td>
<td>22,007,804</td>
<td>18,780,760</td>
<td>3,227,044</td>
<td>15,957,953</td>
<td>13,369,185</td>
</tr>
<tr>
<td>14</td>
<td>I.B. CARGO SRL</td>
<td>19,369,454</td>
<td>14,598,684</td>
<td>4,770,769</td>
<td>10,004,258</td>
<td>8,711,687</td>
</tr>
<tr>
<td>15</td>
<td>KARL HEINZ DIETRICH INTERNATIONAL EXPED SR</td>
<td>18,477,933</td>
<td>19,410,672</td>
<td>-932,739</td>
<td>17,083,026</td>
<td>13,715,437</td>
</tr>
<tr>
<td>16</td>
<td>DELAMODE ROMANIA</td>
<td>16,491,727</td>
<td>15,228,596</td>
<td>1,263,131</td>
<td>16,117,182</td>
<td>14,237,159</td>
</tr>
<tr>
<td>17</td>
<td>ALL CARGO EXPRES SRL</td>
<td>16,488,955</td>
<td>18,709,568</td>
<td>-2,220,613</td>
<td>18,144,928</td>
<td>17,361,365</td>
</tr>
<tr>
<td>18</td>
<td>STEP ONE SPEDITION SRL</td>
<td>15,268,678</td>
<td>15,594,603</td>
<td>-325,925</td>
<td>11,235,960</td>
<td>3,588,815</td>
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<tr>
<td>19</td>
<td>TRANSFER INTERNATIONAL SPEDITION SRL</td>
<td>15,254,177</td>
<td>13,502,416</td>
<td>1,751,761</td>
<td>12,465,249</td>
<td>27,020,412</td>
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<tr>
<td>20</td>
<td>EUROPEAN LOGISTICS SRL</td>
<td>14,532,750</td>
<td>12,935,101</td>
<td>1,597,649</td>
<td>10,890,597</td>
<td>8,394,269</td>
</tr>
</tbody>
</table>
# Top Romanian Logistics Operators Tranzit Magazine

<table>
<thead>
<tr>
<th>No</th>
<th>Company</th>
<th>Profit (EUR)</th>
<th>Difference (EUR)</th>
<th>Profit (EUR)</th>
<th>Average profit (EUR)</th>
<th>Average no. of employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>SCHENKER LOGISTICS</td>
<td>3,557,076</td>
<td>110,960</td>
<td>3,395,477</td>
<td>3,506,490</td>
<td>3,476,290</td>
</tr>
<tr>
<td>2</td>
<td>GEKRUDER WEISS</td>
<td>2,096,035</td>
<td>821,107</td>
<td>1,583,453</td>
<td>909,337</td>
<td>1,466,088</td>
</tr>
<tr>
<td>3</td>
<td>GEFCO ROMANIA</td>
<td>2,040,889</td>
<td>502,632</td>
<td>1,605,457</td>
<td>1,930,581</td>
<td>1,778,796</td>
</tr>
<tr>
<td>4</td>
<td>WERCO LOGISTIC</td>
<td>1,777,736</td>
<td>142,645</td>
<td>705,582</td>
<td>61,095</td>
<td>1,044,876</td>
</tr>
<tr>
<td>5</td>
<td>DSV SOLUTIONS</td>
<td>1,698,936</td>
<td>274,139</td>
<td>1,486,802</td>
<td>1,433,404</td>
<td>1,510,985</td>
</tr>
<tr>
<td>6</td>
<td>DHL LOGISTICS</td>
<td>1,601,685</td>
<td>21,634</td>
<td>1,610,945</td>
<td>1,517,860</td>
<td>1,575,385</td>
</tr>
<tr>
<td>7</td>
<td>EXPEDITORS INTERNATIONAL ROMANIA</td>
<td>1,522,240</td>
<td>607,991</td>
<td>722,304</td>
<td>539,559</td>
<td>924,588</td>
</tr>
<tr>
<td>8</td>
<td>TIBBET RETAIL SERVICES SF</td>
<td>1,463,049</td>
<td>425,222</td>
<td>342,162</td>
<td>270,092</td>
<td>778,283</td>
</tr>
<tr>
<td>9</td>
<td>TIBBETT LOGISTICS</td>
<td>1,462,396</td>
<td>0</td>
<td>1,462,396</td>
<td>0</td>
<td>676,570</td>
</tr>
<tr>
<td>10</td>
<td>EUROPEAN LOGISTICS</td>
<td>1,181,041</td>
<td>820,050</td>
<td>611,275</td>
<td>199,965</td>
<td>588,318</td>
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<tr>
<td>11</td>
<td>DIETRICH HONOLD LOGISTIC</td>
<td>1,173,932</td>
<td>-352,867</td>
<td>968,497</td>
<td>351,461</td>
<td>1,005,172</td>
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<tr>
<td>12</td>
<td>TRANSMIC RO</td>
<td>1,128,535</td>
<td>-62,138</td>
<td>1358078</td>
<td>919,321</td>
<td>446</td>
</tr>
<tr>
<td>13</td>
<td>KLG EUROPE LOGISTICS</td>
<td>1,116,411</td>
<td>51,248</td>
<td>714,981</td>
<td>400,851</td>
<td>824,351</td>
</tr>
<tr>
<td>14</td>
<td>TIMEX SURVEYORS</td>
<td>1,065,167</td>
<td>-207,773</td>
<td>1,211,247</td>
<td>758,539</td>
<td>1,076,373</td>
</tr>
<tr>
<td>15</td>
<td>ROMEXPEDE GROUP SRL</td>
<td>1,027,526</td>
<td>726,711</td>
<td>2,727,589</td>
<td>285,988</td>
<td>1,085,479</td>
</tr>
<tr>
<td>16</td>
<td>I.B. CARGO SRL</td>
<td>1,003,530</td>
<td>198,786</td>
<td>362,677</td>
<td>313,823</td>
<td>621,193</td>
</tr>
<tr>
<td>17</td>
<td>ALL CARGO EXPRESS SRL</td>
<td>934,653</td>
<td>-56,145</td>
<td>1,003,359</td>
<td>987,509</td>
<td>979,080</td>
</tr>
<tr>
<td>18</td>
<td>STEP ONE SPEDITION</td>
<td>925,963</td>
<td>25,092</td>
<td>365,222</td>
<td>6,447</td>
<td>549,626</td>
</tr>
<tr>
<td>19</td>
<td>CARGO-PARTNER EXPEDITII</td>
<td>872,183</td>
<td>418,611</td>
<td>132,441</td>
<td>0</td>
<td>364,549</td>
</tr>
<tr>
<td>20</td>
<td>LAGERMAX AUTOTRANSPORT</td>
<td>847,925</td>
<td>201732</td>
<td>646,193</td>
<td>163,518</td>
<td>380963</td>
</tr>
</tbody>
</table>

Source: Tranzit Magazine Ranking 2016
Domestic Groupage
DB SCHENKERSYSTEM

Facts & Figures:
- 5 interconnected cross-docking terminals: Bucharest, Arad, Brasov, Cluj-Napoca, Bacau
- Daily shuttle system via Brasov HUB
- Door-to-door services
- Swap Body systems
- Schenker ePlatform
- Deliveries in 24/48 hours
- Transportation of dangerous cargo
- Consignments transported in 2016: 90,000
- Overnight transportation using swap-body system
- Collection and delivery everywhere in Romania
International Groupage

- Imports to Romania
  - 31 weekly import lines

- Exports from Romania
  - 10 weekly export lines

- Total volumes 2016
  - 120,000 shipments

DB Schenker system

- Direct groupage line
- Line via transit HUB
- Import line
- Export line
Direct Freight
Land Transport
DB SCHENKER direct

DOMESTIC:
- Dedicated offices: 14
- Dedicated staff: 37
- Shipments in 2016 (FTL/LTL): 60,000

INTERNATIONAL:
- Dedicated offices: 10
- Dedicated staff: 36
- Shipments in 2016 (FTL/LTL): 41,000
Rail Freight

DB SCHENKERSailog

- Rail Logistics Services available at: Oradea, Iasi, Galati, Constanta Port.
- Availability of CIS and European rail tracks at Iasi and Galati Branch, including x-dock facilities.
- Block Train Business.
- 2016 number of single wagons: 1,403 (total: import, export, domestic and transit).
- 2016 number of wagons in block trains: 6,057 (total: import, export and domestic).
Through its dedicated flight operations, DB Schenker brings air freight cargo to/from customers in Romania directly via Bucharest or using its own consolidated Vienna HUB by three different airfreight solutions with defined lead times, without dimensional or weight restrictions, featuring end-to-end online tracking.
Air Freight

**DB SCHENKERjetcargo**

**Benefits:**
- 3 available air freight offices in Romania (Bucharest, Cluj, Arad)
- Door-to-door service
- Online tracking
- All services from a single source: handling, warehousing, distribution, customs clearance
- No. 1 on Air Exports provider in RO according to IATA 2012/2013/2014/2015
- Number of shipments in 2016: 7,430
Products

- Land
- Rail
- Air
- Ocean
- Contract Logistics

Solutions

- Port Operations
- Custom Clearance
- Fairs & Exhibitions
- Special Projects
DB Schenker’s global network offers professional port-to-port service worldwide

- **DB SCHENKER** *ocean* (FCL)
- **DB SCHENKER** *combine* (LCL)
- Import FCL 2016: 3,840 (TEU)
- Export FCL 2016: 4,125 (TEU)
- Import LCL 2016: 4,735 (MC)
- Export LCL 2016: 2,740 (MC)
DB Schenker ships LCLs from Shanghai and Hong Kong, directly to Bucharest, through its weekly console service.

<table>
<thead>
<tr>
<th>POL</th>
<th>Departure day</th>
<th>Transit time*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shanghai</td>
<td>Friday</td>
<td>29 – 30 days</td>
</tr>
<tr>
<td>Hong Kong</td>
<td>Saturday</td>
<td>28 – 29 days</td>
</tr>
</tbody>
</table>

*Transit Time: Port to DB Schenker Bucharest Terminal
**Products**
- Land
- Rail
- Air
- Ocean
- Contract Logistics

**Solutions**
- Port Operations
- Custom Clearance
- Fairs & Exhibitions
- Special Projects
Experts in storage and supply chain management
DB Schenker Romania offers its customers 7 locations currently in which logistics services are operated.

- 1 x București 17,572 sqm
- 1 x Arad 11,000 sqm
- 1 x Constanța 2,260 sqm
- 1 x Craiova 2,000 sqm
- 1 x Timișoara 1,872 sqm
- 1 x Curtici 1,050 sqm
- 1 x Cluj-Napoca 4,300 sqm

Total 40,054 sqm

- Warehousing & Distribution
- In-house logistics / Production Supply
- Warehouse Management System: KiSoft
- Warehouse Management System SAP for Automotive projects
eSchenker Tracking

- Enables customers to track and monitor their shipments
- World-wide
- Different filters and references

Tracking search result overview
## Warehouse Management System
### KiSoft – Key Functionalities

### Key Facts IT System
- Regional central IT-department located in Vienna
- Two separate high availability data-warehouses
- All systems redundant
- “Mobile Windows” WLAN scanners
- Separate worldwide Intranet for communication
- Possible adoption of WMS configuration for same customer in different countries

### Warehouse Management System
- Knapp “KiSoft WMS Logim V3.7” in operational use since autumn 2007
- Corporate Release in preparation
- Permanent improvement of the application

### Implementation of new projects
- Upon DB Schenker Implementation Guidelines
Products

- Land
- Rail
- Air
- Ocean
- Contract Logistics

Solutions

- Port Operations
- Custom Clearance
- Fairs & Exhibitions
- Special Projects
Constanta, the gateway to and from the Black Sea into the Balkans!
**DB Schenker Romania**

**Bulk-port at Constanta, Key-facts**

- **Location:** Constantza South Port Area 400 m from Danube Black Sea Canal
- **Total land footprint:** 239,911 sqm
- **Marshalling yard:** 63,609 sqm
- **Active open storage area:** 134,830 sqm
- **Warehouses:** 18,204 sqm + 2,000 (tent)
- **Quay length:** 2,200 m
- **Number of berths:** 9
- **Draft:** -7.0 /-13.80 m
- **Railway system:** 16,708 m, split up in 8 km / lines as marshalling yard & 8km / lines in terminal
The MOL 1S serves as handling and storage hub for break bulk cargo within the Port of Constanta.

Over 300 employees with a long-standing experience make sure that transports via MOL 1S are handled economically and with utmost care.

- Cargo Handling / Stevedoring
- Container Freight Station
- Ship Agency
- Domestic Land Transportation
- Logistics Services, including Quality Control and Sorting
<table>
<thead>
<tr>
<th>Description</th>
<th>Code</th>
<th>Part Number</th>
<th>Quantity</th>
<th>Unit</th>
<th>Unit Weight</th>
</tr>
</thead>
<tbody>
<tr>
<td>Item 1</td>
<td>123</td>
<td>ABC123</td>
<td>10</td>
<td>kg</td>
<td>2.5</td>
</tr>
<tr>
<td>Item 2</td>
<td>456</td>
<td>DEF456</td>
<td>5</td>
<td>kg</td>
<td>1.5</td>
</tr>
</tbody>
</table>

Customs Clearance
Custom Clearance

- 45 custom offices placed all over the country
- Dedicated people: 130
- Over 160,000 clearances in 2016
- Formalities for imports, exports and transit for all types of transportation
- Customs formalities for the goods exposed at fairs and exhibitions
- Free zone formalities
- Professional support and advice based on particular projects
Fairs & Exhibitions
Trade fair logistics from a single source

DB SCHENKER fairs

- Trade fair transportation and exhibits import – globally
- Combined package of stand set-up, exhibits and advertising materials
- Temporary storage of manufacturing and advertising material
- Stand supply right on time
- Customs clearance and documentation
- Empties: collection, storage and delivery
- Well-experienced, multi-lingual and technically as well as commercially competent specialists
- Provision of our own equipment, e.g. forklifts, cranes, trucks and special equipment
Sport, Cultural Events and Conferences
Trade fair logistics from a single source

Service Portfolio Cargo Logistics
- Logistics concepts
- Global transports from venue to venue
- Storages
- Dedicated customs clearance services worldwide
- Educated staff and equipment for back stage work
- Project management by DB Schenker

Relevant cargo
- Sound and light equipment
- Stage construction material
- Backdrops and decoration material
- Tribune constructions
- Instruments and costumes
We provide
- Moves within Romania, Europe and overseas
- Professional packaging
- Storage (Short and Long Term)
- Reassembly services
- Vehicle & Heavy tools Transport
- Insurance service

Your benefit
- Packing by trained employees
- Dismantling and assembly by trained employees
- Special packaging for special objects
- Minimal disruption of your administration and production
- Exact budget planning on account of our precisely defined prices
Products

- Land
- Rail
- Air
- Ocean
- Contract Logistics

Solutions

- Port Operations
- Custom Clearance
- Fairs & Exhibitions
- Special Projects
Special Projects
Industrial Projects

Project definition and key success factors

Logistics services of break-bulk, oversized cargo and heavy lift transportation (including hydraulic positioning „on-foundation“ operations) for long-term industrial projects, e.g. construction of industrial plants, civil constructions.
## Specific operations and services

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Project consulting, planning and coordination ✔</td>
</tr>
<tr>
<td>2</td>
<td>Transports and route planning ✔</td>
</tr>
<tr>
<td>3</td>
<td>Selecting equipment for transport and handling ✔</td>
</tr>
<tr>
<td>4</td>
<td>Obtaining permits and escorts (civil &amp; police) for special transports ✔</td>
</tr>
<tr>
<td>5</td>
<td>Multimodal transports for oversized cargo ✔</td>
</tr>
<tr>
<td>6</td>
<td>Other special transports (military, radioactive, etc) ✔</td>
</tr>
<tr>
<td>7</td>
<td>Chartering conventional vessels for full loads and part loads ✔</td>
</tr>
<tr>
<td>8</td>
<td>One-contact coordination for several different modes of transport belonging to one project ✔</td>
</tr>
</tbody>
</table>
You only need to make one call.

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