



Best Connections To The Automotive Industry

DB SCHENKER | Global Automotive | November 2021

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Automotive At A Glance



DB Schenker Automotive

We are familiar with all current market trends.

We understand your requirements.

We work with a global network and dedicated automotive teams.

We provide logistics solutions for OEMs and suppliers.

We provide logistics services along your whole supply chain.

We offer logistics via all transport modes (Air, Ocean, Land, Contract Logistics, and Rail*).

We are a longtime experienced and strong partner of the automotive industry.

* In cooperation with DB Cargo

Your benefit

- **Customer service** out of one hand
- **Bundled** industry **competence** in automotive logistics
- **Integrated and innovative** logistics solutions
- Global **product quality** during transformation of **industry trends**

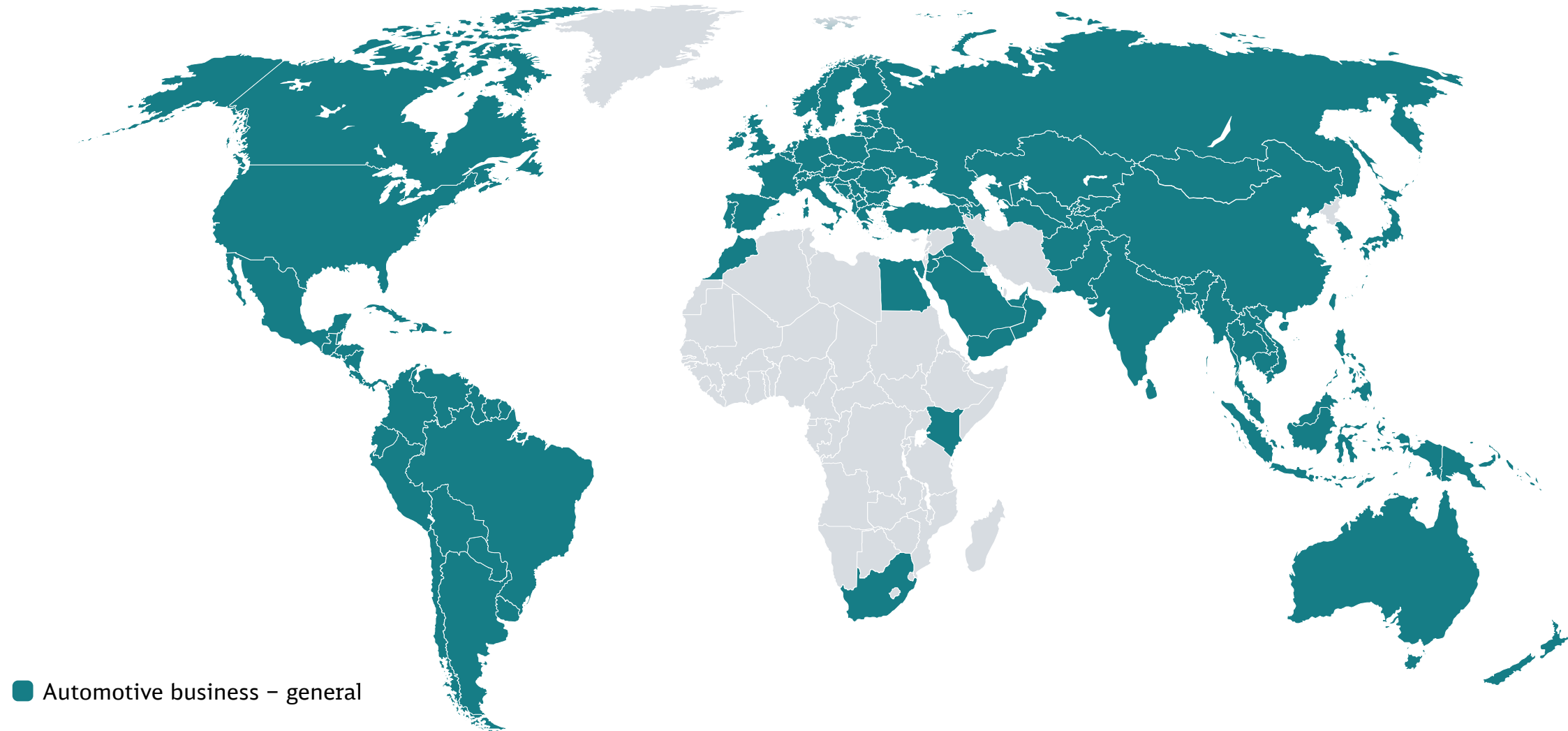


**Cross-business unit
cooperation**

Our organizational setup

- **Cross-functional setup**
- **Holistic customer service** for integrated logistics solutions
- **Comprehensive** corporate network of all automotive experts and cross-functional teams of experts

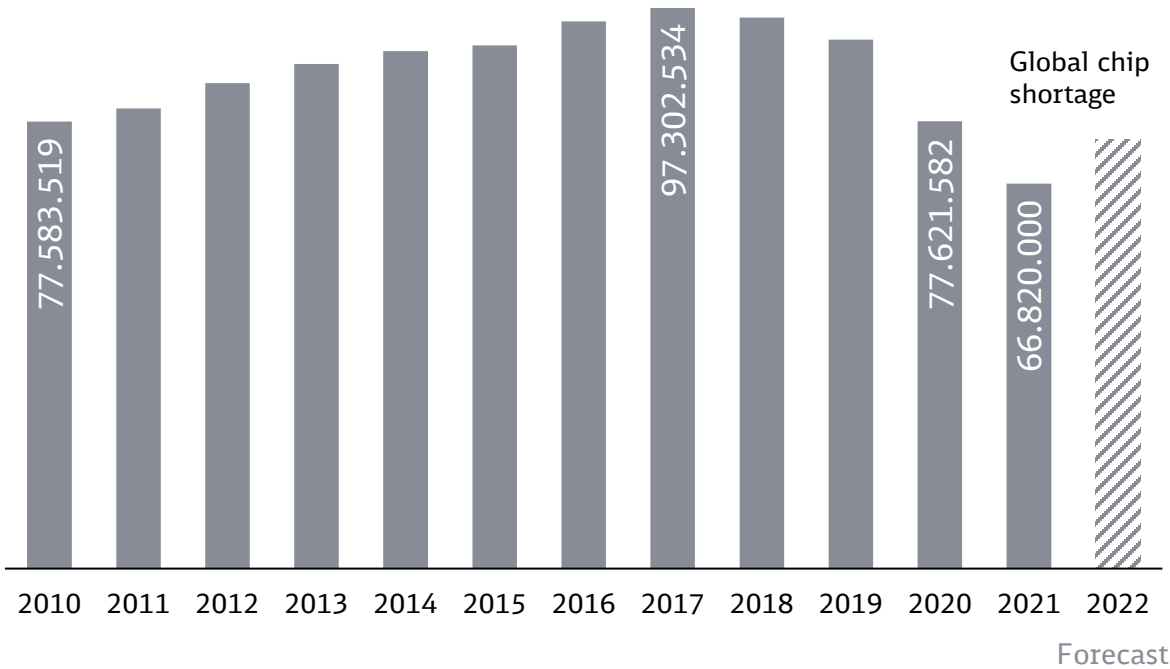
Our Global Automotive Footprint



Even During Challenging Times We Stay Your Reliable Partner

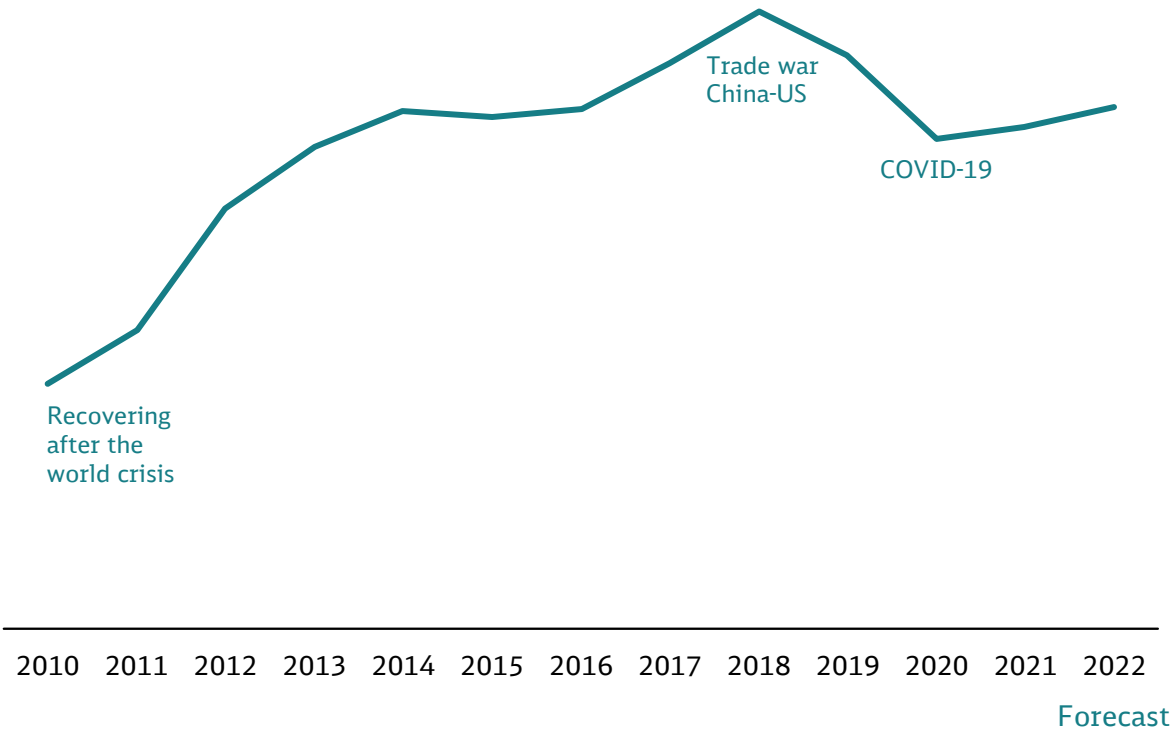


World Motor Vehicle Production
(Cars & commercial vehicles)



Source: OICA, PwC

Schenker Automotive revenue growth
during the past 10 years + projection



Market Trends

By Taking Up Current Trends, We Bring Your Business Further

E-Mobility

- The demand of e-mobility is heavily increasing
- Start up OEMs and suppliers from other industries are entering the market
- The storage and the transport of new and used batteries – particularly for lithium batteries – become an important factor for the logistics
- Strict DGR regulations are impacting the established supply chains

Innovation

- Digitalization and many disruptive technologies are revolutionizing logistics and how our world connects
- We see ourselves as a pioneer of the future and would like to embrace the disruptive challenges of tomorrow – together with you

High demand for flexible solutions

- The plenty of different vehicle components and the increasing variety of parts increase the complexity of logistics
- Changes related to markets and market players, but also new car models incl. new components (like fuel cell systems) request a high demand on flexible logistic solutions

Sustainability

- The society continues to face greater pressures to protect the environment
- Governmental requirements demand sustainable solutions
- The transportation sector is being called on to make a considerable contribution to these efforts
- The focus is increasing on sustainable logistics solutions and reduction of CO₂ emissions

Logistics 4.0

- Innovation projects and new digital solutions shape the future
- Digitalization is a major challenge for logistics and currently undergoing a rapid digital transformation towards the "Internet of Things" and Services
- Digital transformation provides more transparency in the supply chain & intelligent platforms become a key especially in terms of the speed, flexibility and controllability of its processes

DB Schenker's response

E-Mobility

Innovation

High demand for flexible solutions

Sustainability

Logistics 4.0

Battery Logistics

- DB Schenker is capable, willing and able to provide logistics services for lithium (metal/ion) batteries
- DB Schenker stands for the combination of performance, service and quality, regardless of the complexity or scope of logistics tasks and requirements
- As a full provider, DB Schenker is able to cover the whole supply chain from the inbound, the lawful storage and handling as well as the final delivery to the customer
- Combined expertise in automotive, electronics, and the semiconductor business results in sophisticated cross-industrial solutions
- Providing and organizing the proper packaging to ensure safe transport and storage for all kind of batteries: New, used, and even damaged ones

Strong worldwide network

- With one of the strongest global networks we are able to handle batteries within the legal framework along the full life time cycle
- Our DGR experts in all DB Schenker branches worldwide are ready to support you with your detailed questions

DB Schenker's response

E-Mobility

Innovation

High demand for flexible solutions

Sustainability

Logistics 4.0

Customer Innovation Workshops

- During our customer innovation workshops, our logistics and digitalization experts identify challenges and co-create solutions not only for, but with our customers. We team up to create a win-win future

Examples:

Autonomous mobile robot (AMR)

- We have implemented our first autonomous mobile robot (AMR) in the Czech Republic at our site
- The robot will be used to increase efficiency by detecting and transporting trolleys in our warehouse

Start-ups

- The logistics industry is influenced and challenged by many new start-ups
- We are cooperating in various pilot projects in order to be able to offer our customers even better and individualized solutions

Hands-free picking

- Google glasses and ProGlove's scanning glove creating a hands-free picking solution in order to increase efficiency in our warehouses

Labs

- In our DB Schenker Labs, we pilot a variety of technologies to develop solutions that shape the logistics of tomorrow

What3Words Integration

- The what3words integration into the eSchenker Portal will enable more than 110,000 DB Schenker clients, who make over 500,000 bookings a month, to optimize their supply chains by specifying pick-up and drop-off points using a 3 word address

DB Schenker's response

E-Mobility

Innovation

High demand for flexible solutions

Sustainability

Logistics 4.0

Flexibility and reliability

- DB Schenker is using its strong Automotive networks worldwide to ensure high flexibility, quality and efficiency
- Due to our logistics portfolio via all transport modes, DB Schenker provides flexible and reliable solutions anytime and anywhere

Multi-modal Lane Management

- DB Schenker can adjust services according to capacity and volume by integrating several transport mode options
- Example: rail (in cooperation with DB Cargo) and road transport on specific corridors, where base load is handled by train, peaks and additional volumes by truck

Solution design

- DB Schenker is flexible and prepared for challenging conditions
- Regardless of how complex and comprehensive logistics tasks or requirements become, we stay your reliable partner in a constantly changing world
- With our policy of continuous improvement, we optimize your supply chain and design solutions that meet your exact requirements

DB Schenker's response

E-Mobility

Innovation

High demand for flexible solutions

Sustainability

Logistics 4.0

Avoid

- Implement carbon avoiding processes and prevent emissions as far as possible
- Examples: Avoid empty trips

Reduce

- Whenever CO₂ emissions cannot be fully avoided reduce amount of emissions
- Examples: Propose best possible modal shift (e.g. from purely air-to-air/ocean combination), implement modern (fleet) technology

Implement green technology

- We optimize each mode and Contract Logistics in regards of emissions
- Example: Using alternatively powered vehicles (like eVans) and new sustainable buildings

Joint Projects

- We advise on modal choice, carrier selection and many more

Emission Reporting

- Our individual tools enable a detailed overview of the customers' footprint

Target Alignment

- Define targets and strategies for an improved footprint

DB Schenker's response

E-Mobility

Innovation

High demand for flexible solutions

Sustainability

Logistics 4.0

eSchenker

- A platform to facilitate interactions between DB Schenker and our customers.
- One single access point to manage your logistics processes
- Direct access to dozens of eServices (e.g. Scheduling, Booking etc.) within one suite

Connect2Track

- With Connect2Track, you will receive a detailed overview of your shipment around the clock and worldwide
- It also offers to monitoring your cargo conditions (like Temperature or G-Force) throughout the entire supply chain

IoT & Telemetry

- Intelligent IoT solution
- End-to-end visibility by tracking the current location, status and expected arrival time of your shipment in real time
- Set alerts and be informed proactively about events along the supply chain

Blockchain

- Blockchain is more than a buzzword – we are using this technology to improve transparency, data sovereignty and security in supply chains
- In addition, blockchain enables us to move away from today's paper-based processes

Network Design and Optimization

- We develop advanced analytics/AI-solutions to support and automate business decisions
- Our models generate vast improvements in network design and supply chain optimization

Predictive Analytics

- The future is predictive – and we use data mining and machine learning in order to better identify customer needs and predict client's supply chain dynamics but also in order to improve our own operations



Competencies, Solutions, Benefits & Case Studies

We Offer Services Along Your Whole Supply Chain



Procurement

- Order management
- Origin sourcing/Value-added services (VAS)
- Inbound transport
- Custom clearance
- Material hub management/VMI (Vendor managed inventory)
- Quality checking
- Inventory planning & replenishment

Production

- Kitting to line
- Light assembly
- JIT (just in time)
- JIS (just in sequence)
- Cross-docking
- Line feeding
- Empties management

Distribution

- Customs clearance
- Import/Export management
- DC (Distribution Center) operations/ cross-docking
- Pick & pack
- Domestic transportation (FTL/LTL/Air)
- Value-added services (VAS)

After sales

- Spare parts distribution
- Warranty warehousing
- Normal/urgent delivery (VOR)
- Reverse logistics
- Call center

Inventory mgmt.

- SKU (Stock Keeping Unit) level control
- Shipment and order status
- Stock allocation
- VMI concepts
- Order validation
- Split orders
- Title transfer
- Orders/Call-offs
- Transportation orders

CKD/SKD

- Deliver complete car sets into new market production plants
- Tear-down and skids for fixing and transporting bodies for SKD
- Packaging engineering
- Unpacking and sequencing operation
- Modular sourcing + integrated light assembly
- Documentation, coordination and customs clearance

Finished vehicle

- Service centers directly connected to harbor
- Optional car storage on 24/7 secured areas
- PDI (pre-delivery inspection) centers for storage & repair of vehicles, retro-fittings, de/waxing, etc.
- Tracking vehicles from production site to dealership (VIN (Vehicle Identification Number)-Tracking)

Battery logistics

- Air: Production shortage leads to ad hoc transports, prototypes
- Ocean: Location of battery producers are not always located close to production facilities (e.g. Asia-Europe)
- Contract Logistics: Facility and know how, worldwide knowledge sharing
- Land: Inbound to OEM, aftermarket – usage of battery proof land network

By Using All Transport Modes, Our Solutions Are Designed To Meet Your Demands



Air

- DB SCHENKER*jetcargo*
- DB SCHENKER*express*
- DB SCHENKER*skybridge*
- Full Charter
- PO-Mngmt./Visibility (ICM, Smartbox)
- FBU – Fully Built Up
- Battery Logistics



Land

- Procurement (Inbound)
- Distribution (Outbound)
- Milkruns, FTL
- Cross-docking (with additional services)
- Spare Parts Distribution
- Night Deliveries
- Tire Transport
- Battery Logistics



Ocean

- Customs clearance
- Import/Export management
- DC (Distribution Center) operations/cross-docking
- Pick & pack
- Domestic transportation (FTL/LTL/Air)
- Value-added services (VAS)



Contract Logistics/SCM

- Production Logistics
- CKD & SKD
- Finished Vehicle Logistics
- Aftermarket Logistics
- Tire Business
- Battery Logistics



With long-standing global experience, we offer reliable air freight solutions for your industry.

Car Racks



- 2 cars on one pallet
- Capacity optimization
- Standard air freight equipment

Car Pallets



- Non-damage and safe loading
- Race & sports car transportation
- Prototype and test cars transportation

Special Container



- Especially for prototypes
- Global transport of prototypes respecting regulations on confidentiality
- On-site service worldwide
- Loading monitoring by special trained staff from our automotive department
- 24/365 availability of emergency
- Permission for loading/unloading the ULDs (containers, pallets)

With Our Customized Charter Solutions We Are Always At Your Side



Charter Services

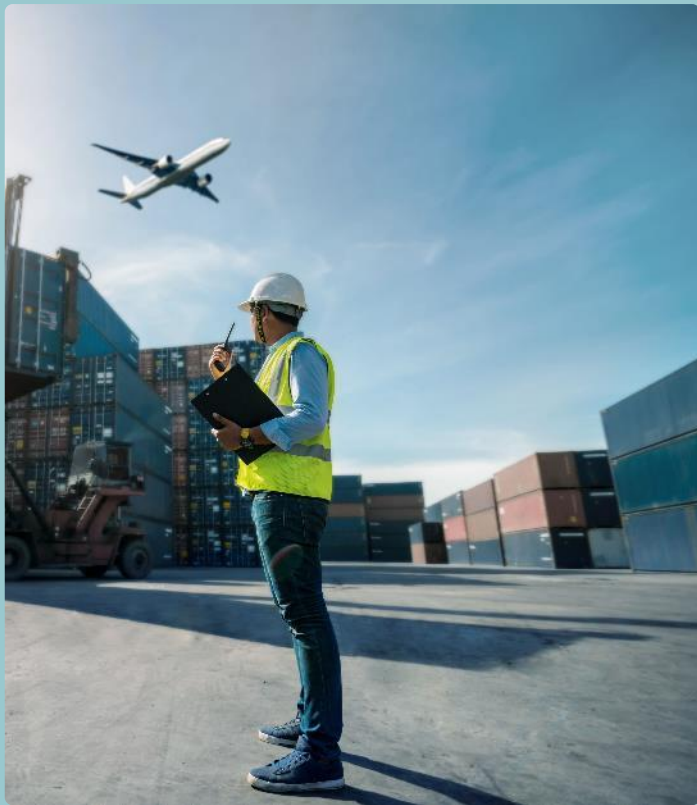
You can trust us: Your charter service needs are in great hands.

Benefit ...

... from the **vast expertise** of our central procurement teams in Frankfurt, Hong Kong and New York.

Tailor-made charter solutions according to your request — reaching from a Cessna 162 to an Antonov AN-225.

Benefit from DB Schenker's **worldwide charter network** and competence around the globe.



BENEFITS

- Reduced transit times in comparison with a standard ocean freight shipment
- Reduced freight costs in comparison with a standard air freight shipment
- Single-source solutions ensure smooth and reliable service
- Full control over shipments as every part is handled by DB Schenker
- Rapid and flexible accommodation of your individual requirements
- Dense network of subsidiaries in Europe, Asia Pacific and Americas
- A cost-effective freight option for delayed ocean shipments
- An option for tight capacity or expensive air freight markets and lanes
- A solution for shipments destined to regions with limited direct air services from Asia



DB SCHENKERSkybridge

Routing Map



DB SCHENKERSkybridge is available on all key routes, from Asia via the US West Coast to Latin America and from Dubai to Europe and Africa.

- Transit Hub Dubai (UAE)**
serves Europe, Near Middle East, Africa, North America and Latin America
- Transit Hub Incheon (KR)**
serves Europe and USA
- Transit Hub Vancouver (Canada)**
Serves North America
- Transit Hub Los Angeles (USA)**
serves Latin America and the Caribbean
- Transit Hub OSAKA and TOKYO (JP)**
serves Europe and USA
- Origins**
Bangladesh, Cambodia, China, Hong Kong, India, Indonesia, Japan, Malaysia, Pakistan, Philippines, Singapore, South Korea, Sri Lanka, Taiwan, Thailand, Vietnam

Case Study

Museum Vehicle Delivery For Private Client By Air



Challenge

- High value movement door-to-door under tight timeframes
- Ability to clear & deliver to venue is key
- Duty-free clearance is key
- Various vehicle types have to be delivered under different circumstance
- Security and secrecy is a must
- Increased Insurance coverage
- Accompany and drive the vehicles during film & TV shoots
- Accompanied throughout

Product

White Glove Service of Museum Vehicles

Industry

Automotive

Region

Europe & North America

Solution



- Perfect global network and strong support
- Multiple transportation mode combination for different applications (mainly air but also land transportation – both modes controlled throughout by DB Schenker)
- Specialized equipment for the handling and transportation
- Additional driver training as vehicles are high value
- Access to airside at International airport
- Access to Film & TV studios in multiple locations
- Tracking device (DB Schenker smartbox) throughout

Benefits



- Highly published and reported transportation in the media
- Value-added service like tracking device, the driver trainings, White Glove Service with on-site driving, securing and only one handling the vehicle, including the filming for the press event, is appreciated by clients
- Additional communications with prospective clients

Case Study

Autonomous E-Vehicle Delivery For A Global OEM By Air



Challenge

- High profile movement door-to-door under tight timeframes
- Ability to clear & deliver to venue is key
- Duty-free clearance is key
- Vehicle types have to be delivered under different circumstance
- Security and secrecy is a must
- Additional driver training on robotic vehicle
- Accompanied throughout
- Transport of fully electric vehicle

Product

Autonomous
E-Vehicle Delivery

Industry

Automotive

Region

Europe & North America

Solution



- Perfect global network and strong support
- Multiple transportation mode combination for different applications (mainly air but also land transportation – both modes controlled throughout by DB Schenker)
- Drive on/off charter & commercial aircraft
- Specialized equipment for the handling and transportation
- Pre-inspection of loading & unloading locations
- Additional driver training as vehicles are high value and robot vehicles
- Training on the electronics package within the Vehicle to carry out maintenance or repairs if require for movement
- Access to airside at International airport
- Tracking device (DB Schenker smartbox) throughout
- Additional check of all required documentation by DB Schenker DG specialist (DGD, LOI, MSDS, UN report, etc.)
- Shipping with expert and level 1 airlines to guarantee lead times and service

Benefits



- Highly published and reported transportation in the media
- Dedicated partner for 2021 & 2022
- Value-added service like tracking device, trainings, securing and only one handling the vehicle is appreciated by clients
- 5 countries involved for vehicle inbound & outbound



We help you to manage your entire supply chain by ...

... providing full supply chain solutions

- Inbound supplier, inbound OEM
- Production logistics incl. CKD/SKD, intra-/interplant logistics
- Finished vehicle logistics
- After sales and reverse logistics

... offering an extensive service portfolio

- Transport incl. JIT/JIS, cross-dock etc.
- Supply chain control incl. control tower, track & trace
- Supply chain consulting incl. value stream and center of gravity analysis

... having a global footprint

- We have a strong footprint in Europe and APAC and we leverage know-how around the globe with a global dense logistics network and experts; successful examples are South Africa, Americas

Example: Cross-Dock

Optimized Procurement Logistics For A Tier-1-Supplier Plant In Europe And Overseas



Customer

- Tier-1-Supplier

Logistics concept

- Centralized customer cross-dock from DB Schenker in the area of Germany-Nürnberg/Center of Gravity
- Network and direct transports ex all 200 European suppliers to the cross-dock
- Main haul shuttles ex. cross-dock Germany to the 50 customer plants (incl. export customs documents if required)
- Documentation in customer's IT system
- KPIs & proactive shipment controlling

Illustration

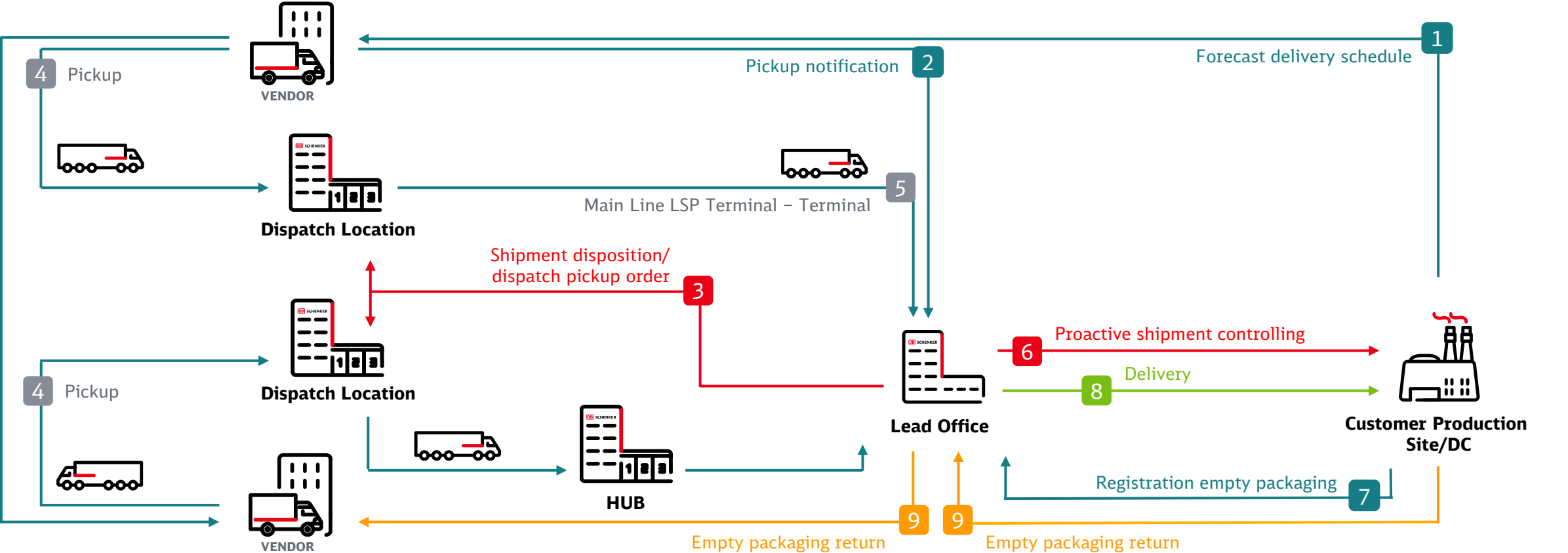


Example:

Procurement Via Cross-Dock For A Customer In Romania-Arad



Example: Optimized Inbound Logistics



➡ Information flow customer ➡ Transportation flow LTL (simplified) ➡ Information flow DB SCHENKER ➡ Transportation flow empty packaging (simplified)

Cross-Border Land Transport Around The Globe Is Our Daily Business



Best Practise

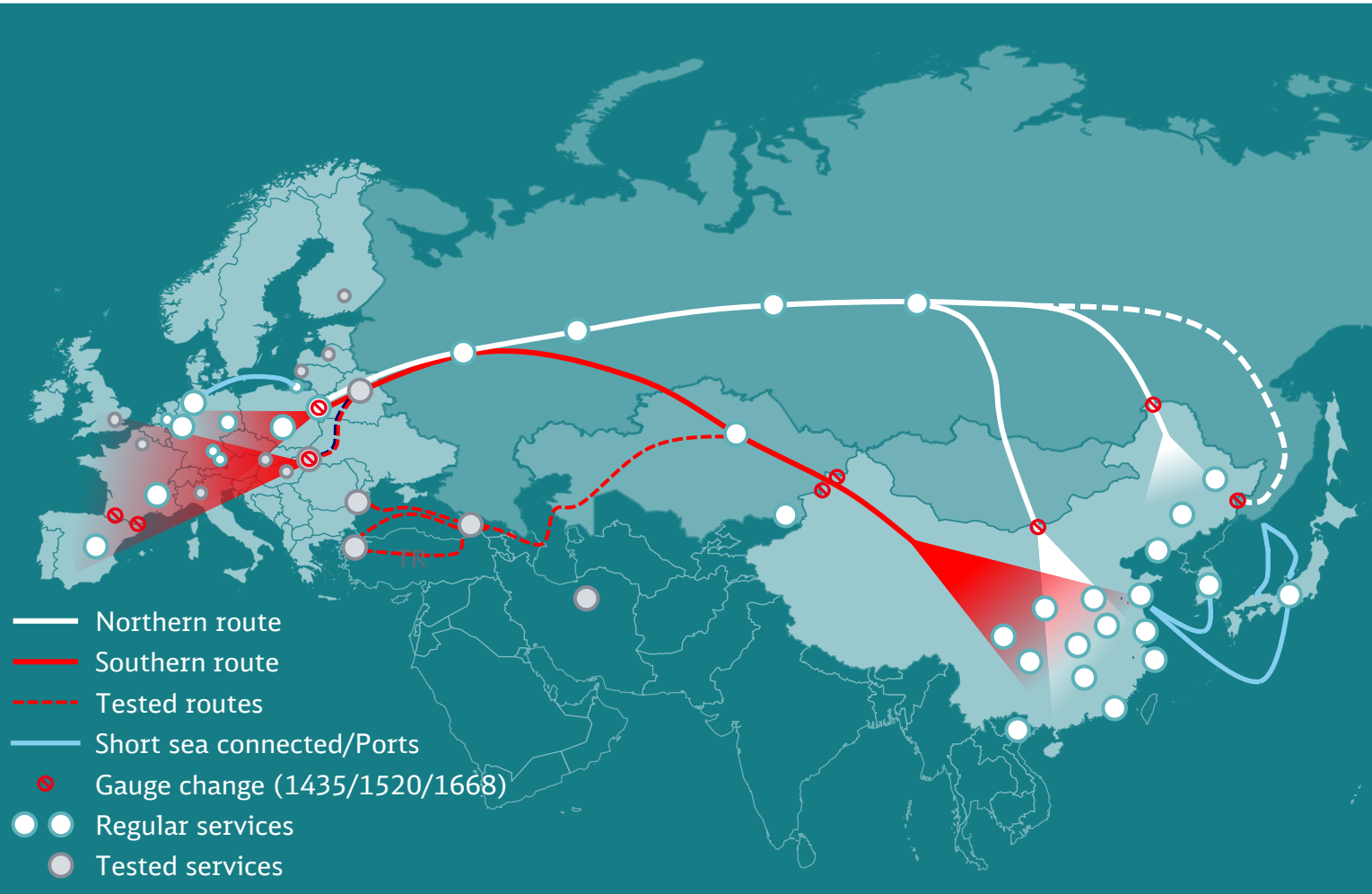
- Transfer of know-how and service competence from Europe to overseas regions
- Example: Asia Landbridge

Asia Landbridge

- One of the most extensive cross-border road transportation services available
- Access throughout Singapore, Malaysia, Thailand, Cambodia, Laos, Vietnam, Myanmar, China and Nepal
- Established offices and transit hubs at key cross-border locations and in major countries/cities combined with our national distribution network

- Full Truck Load/Container (FTL) and Less than Truck load (LTL) consolidation
- “One-Stop Service” including customs brokerage/management
- Door-to-door pickup and delivery, including notifications and milestone tracking
- Air suspension trucks for sensitive freight such as high-tech electronics and other precision equipment
- Global Positioning Services (GPS) offering real-time tracking capability from loading point to unloading at destination warehouse

With The Eurasian Landbridge We Connect Nations And Economies



Key facts

- Market pioneer since 2011 by multimodal transportation of road-train-road
- 15% volume share on the Eurasian corridor with 3,000 customers
- FCL (in 40' containers) and LCL (in CBM) on daily basis, both eastbound and westbound, in single container, company train and chartered block train
- GPS solution for real-time track and trace on positioning, humidity, temperature, and G-force
- Winter solution (-50°C) with special thermo and refrigerated containers

Case Study

Trucking From China To Russia



Challenge

- Historically there was a regulation that blocked RU carriers to drive inside of CN and CN truckers to go deep inside RU
- Road transportation was organized with transshipment within 30 km area on the Chinese side of the states border

Product

Land Transportation

Industry

Automotive

Region

Europe

Solution



- 8th of June 2018 governments of Russia and China signed an agreement on International Road Transportation
- According to new rules Russia and China truckers are allowed to drive from door-to-door between the countries

Benefits



- Cheaper than air
- Transit time goes down significantly vs ocean and rail
- Reliable lead time, flexible schedule
- Clear visibility on ETA
- Flexibility vs ocean and rail. Multi-pickup and multi-drop
- Easy expandable capacity
- Safe and controllable (Less risk of cargo damages as no more transshipment on a border)
- Cargo is delivered on door-door basis under the same seal. It works in both directions IM/EX

Case Study

Production Supply For OEM In Europe



Challenge

Area forwarding within Portugal and France

- Key supplier locations in Portugal: Pre-carriage from 5 main areas, direct transports from three main areas
- 13 trailers per day of consolidated volume from Portugal to Central Europe
- Key supplier locations in North, West and South of France
- 30 trailers per day of consolidated volume from France to Central Europe

Product

Area Forwarding

Industry

Automotive

Region

Europe

Solution



- Coverage of all suppliers in PT and FR with daily pickups and deliveries to all OEM plants and transshipment places in BE/DE/CZ/SK and HU
- X-dock in Portugal 1600 sqm
- X-dock in France 2800 sqm

Benefits



- Consolidated volumes to optimize capacity utilization
- Optimize transport cost
- Realize synergies in bundling shipments
- Defined leadtimes
- Defined routings



We provide tailor-made solutions for inbound, outbound, and after sales logistics via short and deep-sea shipping.

Our products and solutions

Customer consolidation/FCL/LCL for the entire supply chain from door to door

- Procurement logistics
- SKD/CKD
- After sales and reverse logistics

DB SCHENKERcomplete – FCL:

Offers ocean freight shipments with full container loads (FCL) for complete vehicles and parts

DB SCHENKERcombine – LCL:

Consolidates multiple consignments in one container (LCL)

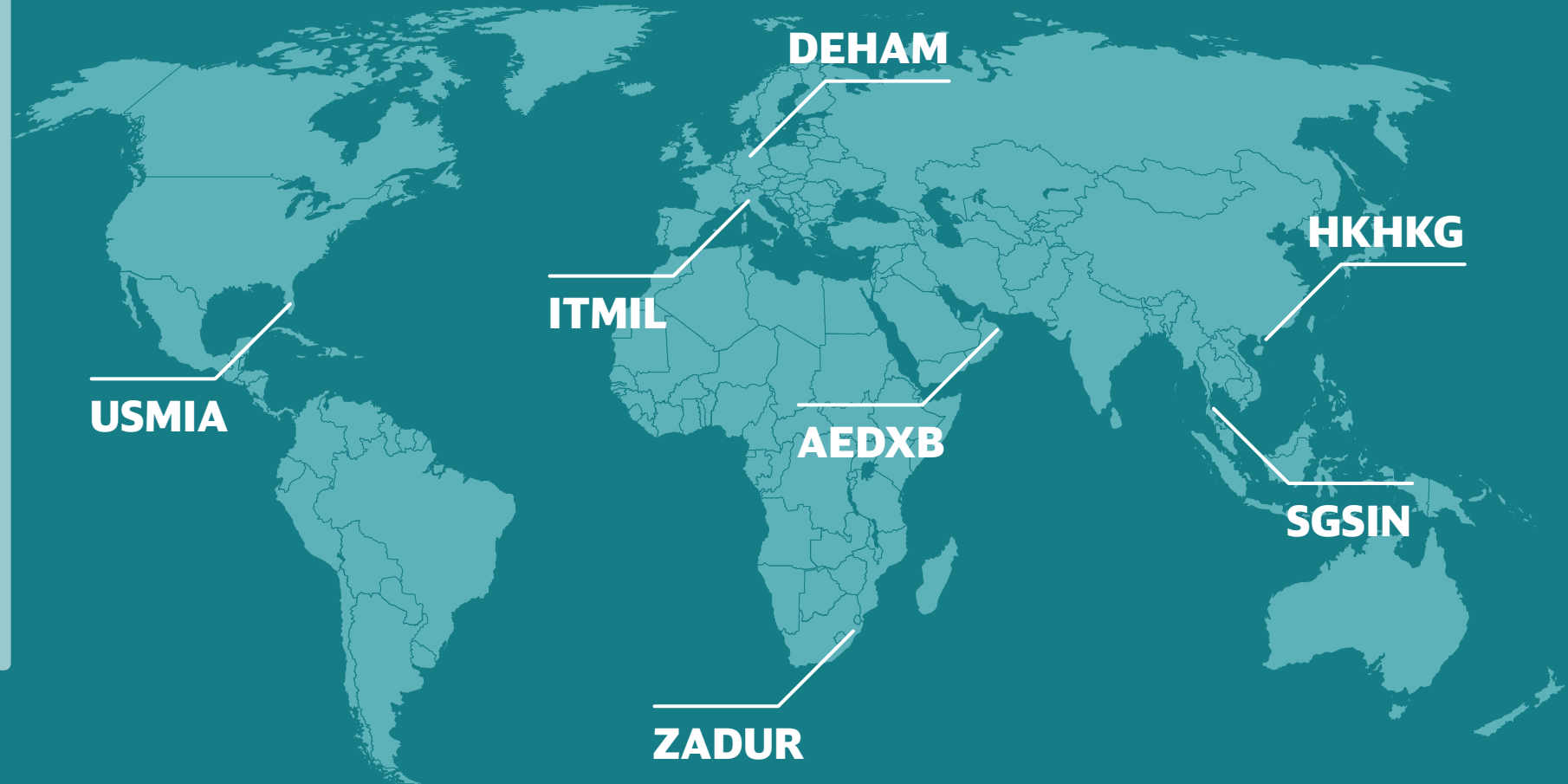
With Our Global Hub Concept We Ensure Excellent Connections For Your Automotive Cargo



Your benefits:

A global network of experienced experts around the world

With our global ocean freight network we ensure you excellent transport connections for your automotive cargo. Within our preferred carrier portfolio, we select the carrier that best meets your individual needs, such as desired transit times or sailing frequencies.



Case Study

Ocean Export – Finished Vehicle Distribution For British Premium OEM



Challenge

- Production facility in England
- Worldwide customer markets, especially North America, China incl. Hong Kong as well as the Middle East
- Highly sensitive product: Luxury cars on the way to highly demanding customers worldwide
- 3rd party provider collects the cars at the plant and provides them ready for loading on special wooden car pallets in Northampton

Product

Ocean FCL (FBU)

Industry

Automotive

Region

Europe to Worldwide

Solution



- Upon system release of the car DB Schenker places an A grade container in for the cars to be loaded into
- Cars are shipped to 17 destinations worldwide to port, while in India and Estonia they are shipped to door
- As our customer was looking for increased visibility for everybody involved, we provided advanced tracking and reporting as well for each individual dealer

Benefits

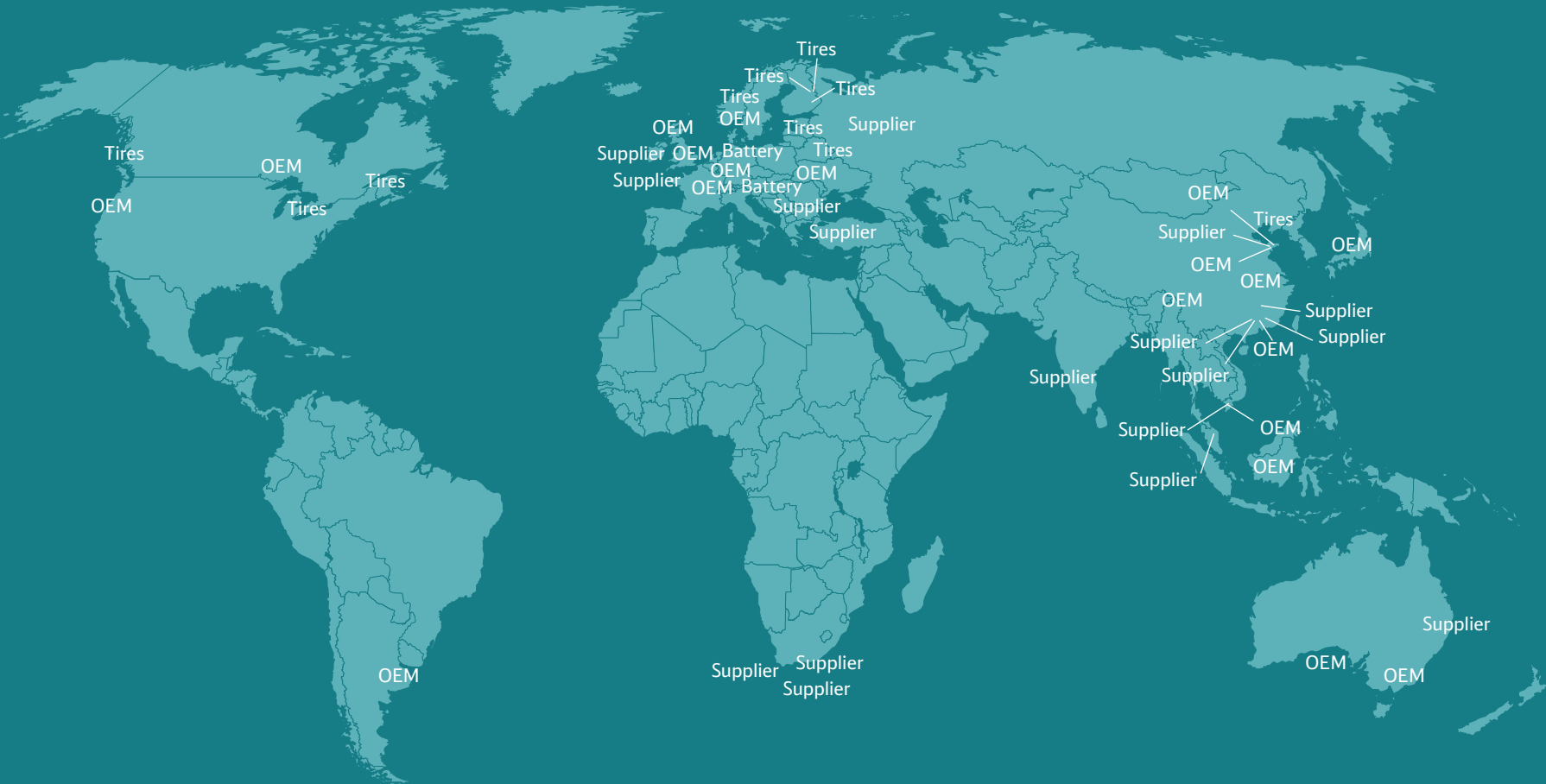


- Successful implementation with dedicated implementation manager
- High performance right from the beginning
- Full visibility on VIN number level (Vehicle Identification Number) incl. new reporting level for individual business requirements
- Now, EDI link for bookings, confirmations and event messages are being implemented
- Additional DB SCHENKERsmartbox solutions are being discussed

Our Automotive Contract Logistics Experience Is Spread All Over The Globe



DB Schenker Logistics **acquires best practices** from a diversified customer base across the globe and continuously meets or exceeds customer service levels. We combine our global coverage, transportation network and experience in Spare Parts and Reverse Logistics Centers and all along the time critical and costly supply chain.





OEM solutions:

Extensive services in production, fulfillment and aftermarket logistics

Production Logistics

- Packaging design, repackaging, rework, quality checks
- Postponement services
- Sequencing, light/low tech assembly
- Containers/empties/yard management
- JIT/JIS/KANBAN/eKANBAN/direct delivery
- Time window management

CKD/SKD Logistics

- Delivery complete or part-by-part car sets into new market production plants
- Specialized packaging material and packing process/Packaging engineering
- Unpacking and sequencing operations at production site
- Tear-down and skids for fixing and transporting bodies for SKD
- Modular sourcing and integrated light assembly
- Documentation, coordination and customs clearance
- Optional integrated transport services

Finished Vehicles Logistics

- Service centers directly connected to harbor
- Optional car storage on 24/7 secured areas
- PDI (pre-delivery inspection) centers for storage and repair of vehicles, retro-fitting, waxing, etc.
- VMS (Vehicle Monitoring System): tracking vehicles from production site to dealership
- Optional integrated transport services

Aftermarket Logistics

- Spare part distribution
- Distribution centers with spare parts specific requirements
- Transport control for overall supply chain
- Return management
- Innovative IT processes e.g. SAP/LES
- Claim management

We Offer Customized Solutions



Inbound Management

- Order placement
- Route orders
- Manage LSP (transport orders)
- Performance monitoring
- Premium freight process
- Time window management

Inventory Management

- SKU level control
- Shipment and order status
- Stock allocation
- VMI concepts
- Order validation
- Split orders
- Title transfer
- Order/Call-offs
- Transportation orders

Distribution Center Management

- Global, regional, national and/or local distribution centers
- Multi-client environment
- Bonded warehouse activities
- VMI integration
- Value-added services

Aftermarket Logistics

- Global, regional, national and/or local distribution centers
- Returns management
- Labeling
- Container/Empties management
- Tailor-made value-added services

Production Logistics

- Goods receiving
- Labeling
- Repacking
- Storage and picking
- Line side delivery
- Supermarket deliveries
- Empties management
- Put away and storage
- Outbound

Supplier solution:

Meeting customer demands during every supply chain phase

We Focus On After Sales In Spare Parts Logistics

Key Factors On How We Add Value



- Dedicated team of experts with years of experience in automotive spare parts logistics
- Utilization of best practices in warehouse design, material flow and process design
- Innovative warehouse technologies
- Productivity benchmarks

Spare parts logistics expertise

Automotive specific quality framework

- Automotive quality program based on the VDA standard that OEMs follow
- Program acknowledges unique automotive requirements:
 - Recognition of product risk
 - Recognition of product and service safety
 - Focuses on responsibilities in highly outsourced manufacturing market

DB Schenker's unique performance

- Access to extensive distribution network (nr. 1 Land provider in Europe)
- Global partners for parcel services and need based vehicle fleet (e.g. trucks, vans, hand carriage, etc.)
- Visibility platform for live delivery information and electronic proof of delivery (ePOD)

Unique transport integration

Excellence in execution

- Management culture of continuously looking for optimization and improvement potentials
- Deutsche Bahn wide utilization of methodologies like 5S, POP, Six Sigma
- Global training and auditing system using in-house Master Black Belts

With The Launch Of A New Battery Logistics Service, We Are Putting Green Mobility In The Fast Lane

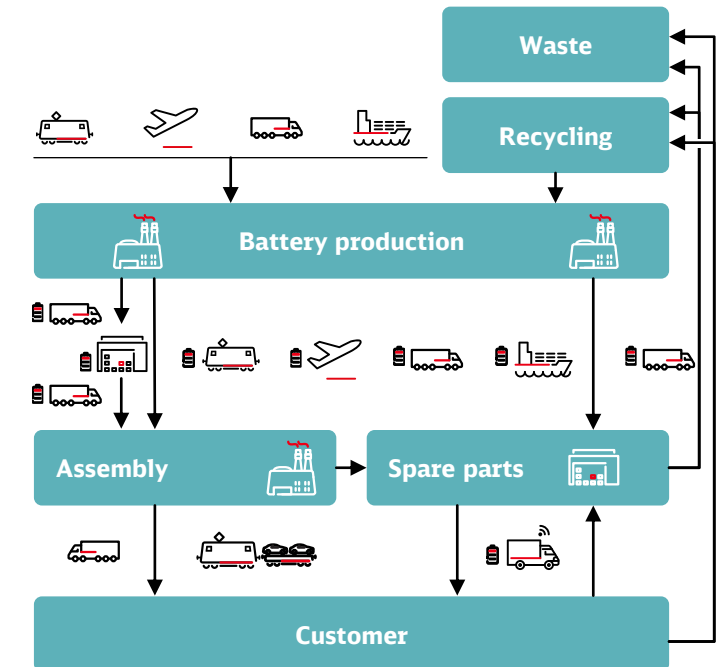


Lithium batteries for use in electric vehicles make high demands on treatment to meet the requirements for dangerous goods.

DB Schenker has developed an integrated supply chain solution for this purpose, which is aimed at customers who are operating in this rapidly growing market.

The service includes:

- Transport by ship, air, rail and truck of materials to the production facilities in approved and marked hazardous goods packaging
- The delivery of the finished products
- Dust-free storage
- After-sales services
- Preparation of all relevant transport documents
- Our reverse logistics solution includes both recycling and disposal of batteries



Value-Added Services



With eSchenker We Take Your Digital Capabilities To The Next Level



eSchenker

**Everything covered.
In one place.**



eSchenker incorporates all transport modes in one eBusiness portal – from Land Transport to global Air and Ocean Freight to Contract Logistics.

**Adapts to work
the way you do.**



The eSchenker web portal and the offered eServices and functionalities can be adapted in size to perfectly suit you and your business.

**More transparency.
More control.**



The big picture on the one hand and comprehensive details on the other – eSchenker gives you round-the-clock access to both.

**Created for
simplicity.**



Managing complex shipments has never been this simple.

**Save time.
Save costs.**



It's the new sophisticated yet simplified approach to logistics management – and it will save both time and money.



Customer-Facing eSchenker And Connect 4.0

Our external-facing applications that help us digitalize our customer interaction.



Easy-to-use portal for **spot market** customers looking for fast, easily accessible, and reliable transport solutions



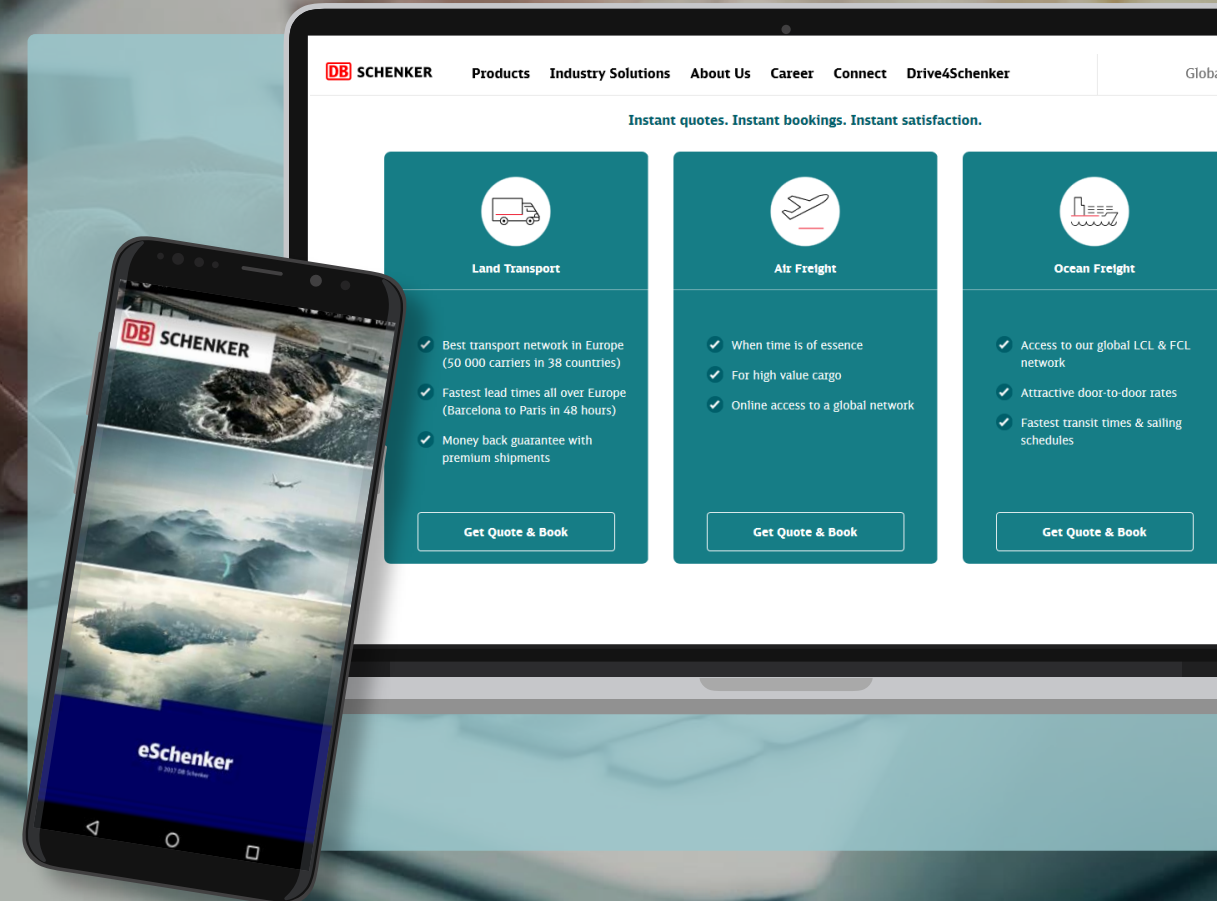
Online sales channel that is easy to find and to use by potential new and existing customers



Possibility to up sell **value-added services**



Is the entrance to digitalized world for offering transparent **order-to-cash process** (quote, schedule, book, pay, track & trace) tool for all DB Schenker products

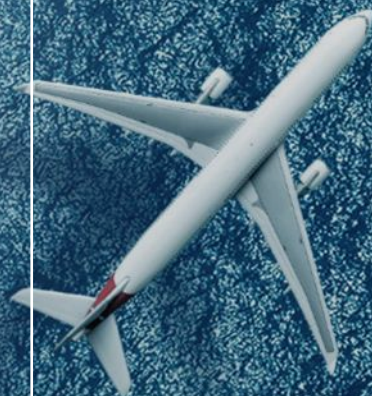


Connect 4

One Platform.

All Modes.

connect 4 air



connect 4 ocean



connect 4 land



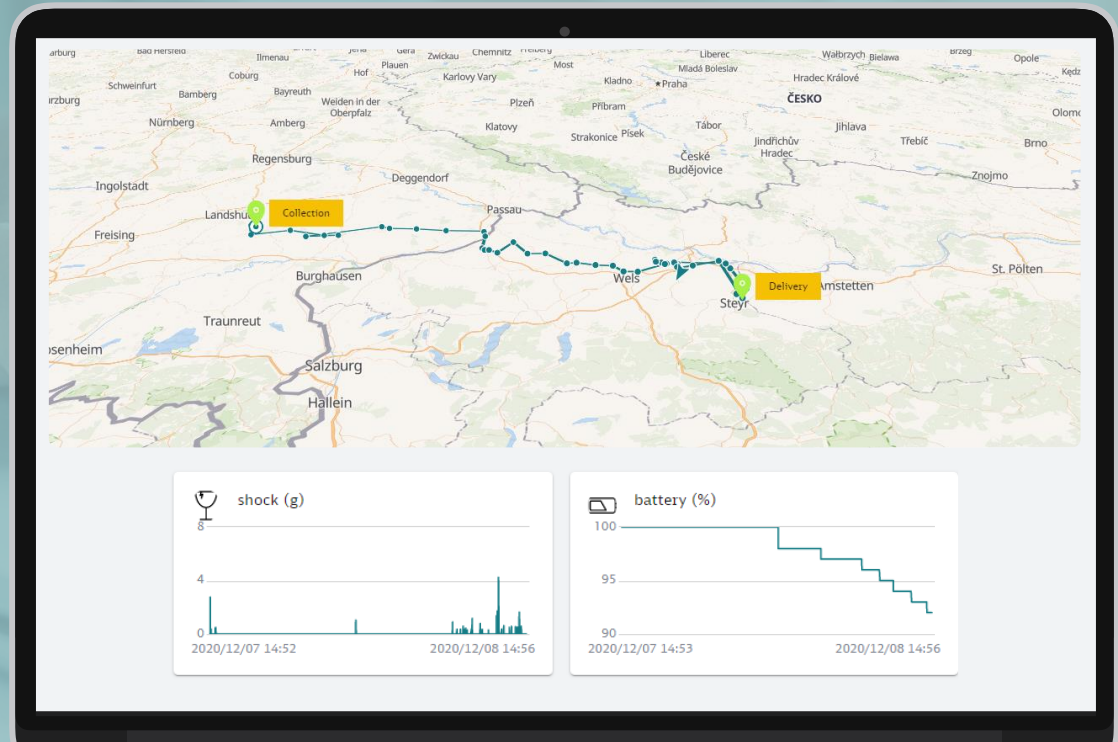
Our Connect2Track (C2T) Gives You Unlimited Transparency



Since 2007 DB Schenker develops continuously new tracking products that are based on the customers' requirements.

Formerly known as the DB SCHENKERSmartbox Family, the company's tracking devices have evolved and today are part of **Connect2Track** that monitors global freight transports in a more convenient and innovative way.

Connect2Track is a ready-to-use solution that provides shipment visibility for all transport modes. Along the entire journey, a sensor device supervises your shipment's position and makes sure it is in good conditions. So everything is due to plan, secured and according to your quality standards.



Connect2Track (C2T) Offers You Global Features With A Fit To Your Needs

Areas of operations



All Business Units

- Air Freight
- Ocean Freight
- Land Transport
- Rail
- Multi Modal

All Industries

- Automotive
- Healthcare
- Electronics
- Consumer & Retail
- Industrial
- Aerospace
- Semicon/Solar

Measure parameters



Different devices measuring:

- GPS (real-time transmission or only recording of location)
- Geo-Fencing
- Temperature (°C/°F)
- Humidity (%RH)
- G-Force (G)
- Door Alarms
- Light (LX)
- Shock (G)
- Pressure
- Vibration (G/Hz2)
- Tilt (DEG)

YOUR suitable solution



Based on your case - we deliver the solution that suits your needs.

If you are planning to realize a bigger customer project involving visibility, get in touch with your Schenker representative.

Or visit our Connect2Track webshop c2t.dbschenker.com and complete the required steps which takes 2-3 minutes, and once completed we will evaluate your case and revert back to you.

(Open the Link via Firefox or Chrome)

YOUR benefits at a glance



Operated by logistics experts with worldwide tracking expertise

Support for customs clearance of the devices

Real-time tracking of shipment position and conditions

Reliable alerting system and proactive information according to your parameters

Quick start and easy to use

Case Study

Connect2Track Solution For OEM – Land Transport



Challenge

We received the information from DB Schenker Swiss Automotive management that we obviously have continuously broken front windows within trailers routed between Zurich and Strasbourg. Unfortunately, it could not yet be identified where this incidents happen.

- G-Force sensorics in combination with real-time GPS need to be installed directly at freight
- It needs to be identified where exactly the G-force over 8.5 G impacts to the trailer

Product

Connect2Track

Industry

Automotive

Region

Europe

Solution



By using the Connect2Track service we are able to monitor each connected trailer and collect all needed data for exact analysis where G-Force over 8.5 impacts the trailer.

- GPS coordinates, G-Force real-time and detail reporting
- Data can be seen online or collected in a data file

Benefits



We identify different huge impacts over 8.5 G and we could match them also with a geo location.

Furthermore, we identify that truck drivers obviously using always a village route on the countryside to save finally time as ordered by Schenker branch. Unfortunately, streets are damaged and this leads to trailer impact up to 10 G which results in freight damage within the trailer.

- Changing immediately the route to highway and exclude especially village streets where impact is over 8.5

Value Proposition And Strengths



We translate requirements of the global automotive industry into essential logistics solutions

We have 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. We provide a true partnership approach, with global flexibility and a market-by-market mindset as well as consistently reliable operations.

Global supply of automotive goods across all transport modes & driving solutions for the automotive supply chain

We support our customers to establish most efficient logistics services across the world for all their automotive products.

We provide customized, integrated and intermodal logistics solutions using all modes of transport and through a strong dedicated DB Schenker automotive network.

For More Than 10 Years Our Innovative Solutions And Dedicated Experts Have Been Repeatedly Awarded



DB Schenker was awarded for the implementation of an innovative logistic system at the **VW** plant in Kaluga.

2009

DB Schenker won the **Daimler Supplier Award** for outstanding service in contract logistics.

2012

Schenker-Seino received a bronze award for the warehouse services provided to **BMW Group** within their Kyoto Logistics Center.

2014

The DB Schenker Kyoto Logistics Center received the **BMW Gold Award Japan** for high-quality operations.

2017



2010

Porsche AG awarded DB Schenker for a rail transportation concept for new Porsche vehicles.

2013

ZF Friedrichshafen AG paid tribute to DB Schenker as the best supplier for non-production materials.

2014/2015

DB Schenker China was awarded with the **Volvo Cars Quality Excellence Award** for outstanding service performance in 2014 and 2015.

2018

Volvo Quality Excellence (VQE) – Global
DB Schenker was ranked in the top 3 of all categories.





Company Facts & Figures



More than 140 years of experience, in 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.

2020

In recent years, DB Schenker Logistics has further expanded its network through acquisitions and investments in various areas.

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**



Automotive

Electronics

Industrial

Consumer/Retail

Aerospace/Marine/Defense

Healthcare

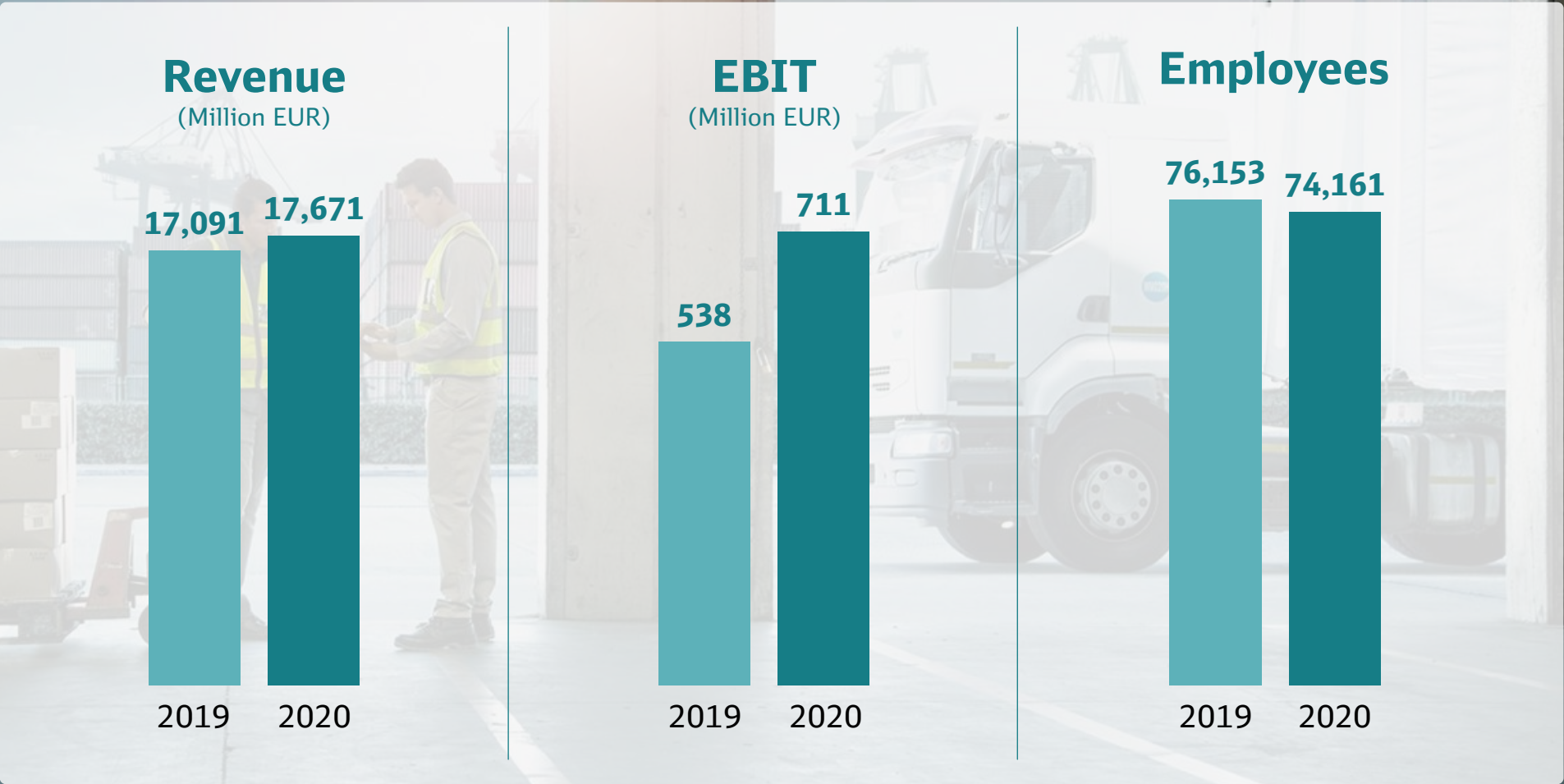
Semicon/Solar

DB Schenker and its business units.

We greatly contribute to the Deutsche Bahn Group.



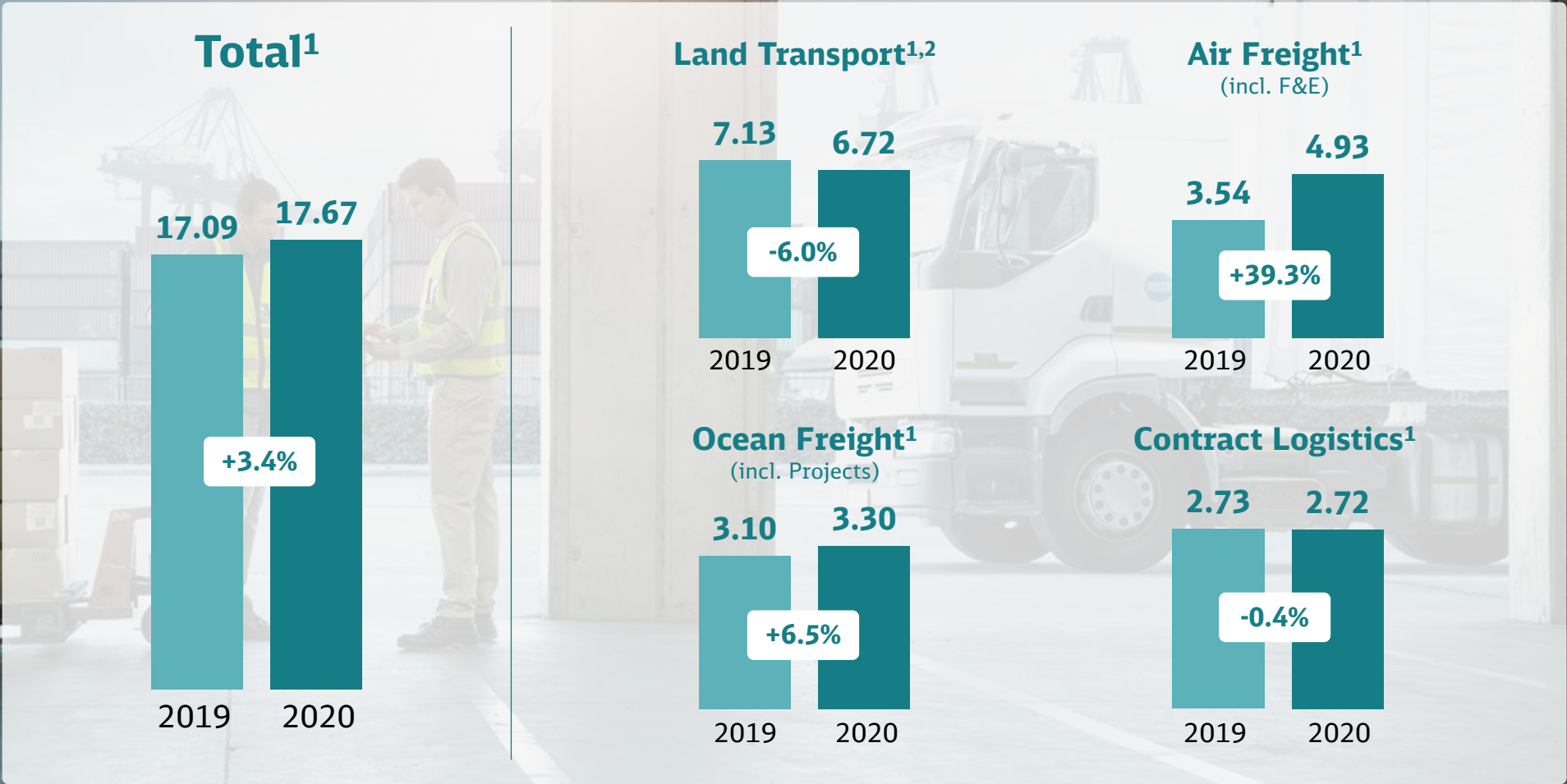
- Contract Logistics**
- Air Freight**
- Ocean Freight**
- Land Transport**



Logistics is a strategical key success factor and our core competence. Growing steadily.



- Contract Logistics**
- Air Freight**
- Ocean Freight**
- Land Transport**



¹ Revenue in bn EUR
² Europe

Our business model: A broad global customer base and an 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

AEROSPACE MARINE
INDUSTRIAL PARTS
ELECTRONICS
AUTOMOTIVE
HEALTHCARE
FASHION/RETAIL
SEMICON/SOLAR
CONSUMER PERISHABLES
OIL&GAS
BEVERAGES

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

We Have The Matching Solutions For Any Supply Chain



Automotive

Electronics

Industrial

Consumer/Retail¹

Aerospace/Marine/ Defense

Healthcare

Semicon/Solar



We understand the **challenges** of your industry and have the tools and **solutions** needed for success.



We are the **ideal logistics partner** to ensure the best support along your entire supply chain **worldwide**.



We have **expertise in all modes of transport and contract logistics**.

¹ e-commerce

We Have The Matching Solutions

For Any Supply Chain

Trends and Challenges

- Digital revolution
- Climate change and shortage of resources
- Lean manufacturing
- New market areas
- Outsourcing of logistics flows
- High demand for flexibility
- Expansion developing countries & diversification markets
- Increased security focus
- Expanded regulatory requirements
- Big Data
- Permanent visibility & monitoring
- Changing distribution structures due to e-commerce and urbanization



Solutions

- Specific solutions for individual requirements
- ECO solutions on demand to reduce CO₂ emissions
- Consulting and supply chain reengineering
- Implementation support and continuous improvement processes
- 24/7 service in our customer service centers and via service hotline
- LLP/4PL concepts
- Tracking & tracing with proactive notification of irregularities, delays or changes
- Provision of innovative solutions e.g. Skybridge, Asia Landbridge
- Optimization of global supply chains in strategic partnerships



Benefits

- Reduction of lead times and costs for our customers
- One point of contact for all issues
- Innovative products and solutions for the vertical markets that cleverly combine Rail, Land Transport, Air/Ocean Freight and Contract Logistics from one source
- Tailor-made supply chain management
- Speed-to-market by proactive alignment of actions to new trends
- Competitive edge by global transfer of knowledge for customers
- Standardization of successful industry concepts
- Specialization and industry knowledge to share industry best practices
- Focused strategy for sustainable growth and development
- Maintaining and increasing efficiency, health protection and quality by compliance with international safety, security and quality standards for the specific industries



Contacts

We Are Looking Forward To Advising You



Cyril Caruso

Directeur commercial

DB Schenker Maroc

Parc Oukacha 3

Boulevard Moulay Slimane

Casablanca 20250

pricing.maroc@dbshenker.com

+212 529035200



Thank you