



CEO Gottfried Eymmer

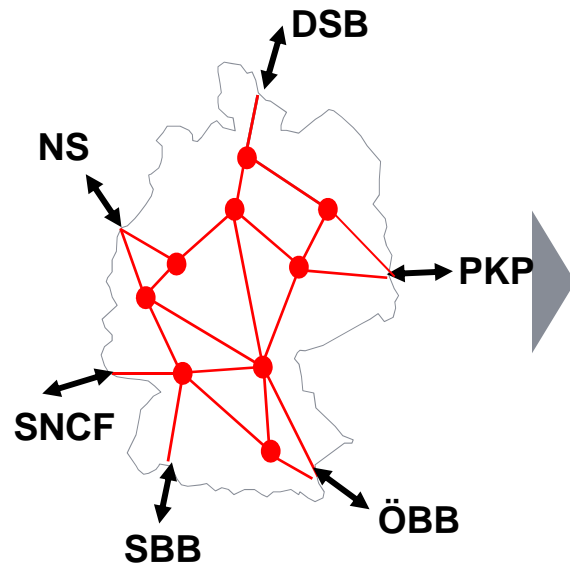
DB Schenker Rail Scandinavia A/S

“Climate friendly transport and logistics- how do we create sustainable solutions?”

DB Schenker Rail is on its way to becoming the first choice for rail network solutions in Europe

SCHEMATIC

Past



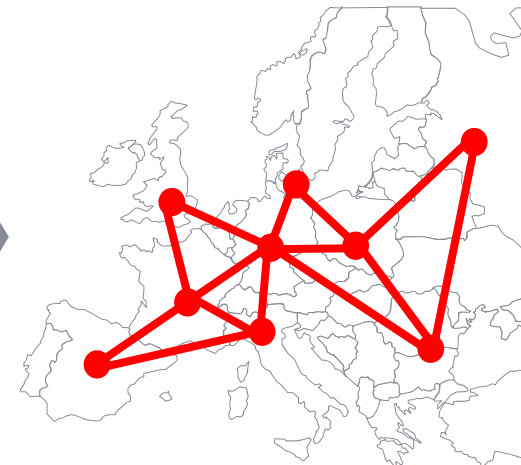
National network provider

Today



European railway company "under construction"

Future



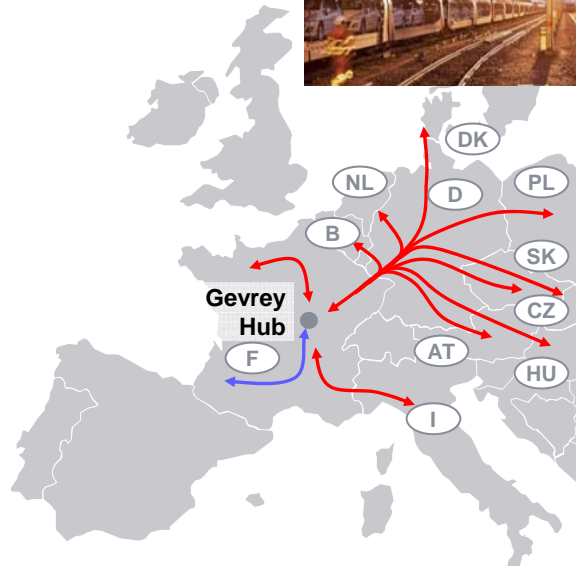
First choice for rail network solutions in Europe

Our set-up offers European solutions and services



GEFCO transports

- ECR / DB SR
- Other partners



- **Gefco, a new large client** to French subsidiary ECR
- Successful takeover of **high quality** transports by strengthening the **single-waggon network** in France

Direct connection UK-Polen



- **First regular single-waggon load service** between the UK and Polen
- Use of the „**High-Speed-One**“ **connection** built in 2011 of the Channel Tunnel to London

Regular Portugal-Germany

- Transport by rail
- Distribution by truck



- Start of the **regular transport connection** with special **focus on car customers**
- Short delivery times (3-4 days) offer a **competitive advantage towards transport by trucks**

Eco Plus makes the greenest means of transportation **DB** SCHENKER – rail freight – even greener – DB Schenker as environmental leader

Building up the environmental leader position



- DB SR is the first rail freight company in Germany to offer **carbondioxide free rail transport from 2010 (from ultimo 2012 also in the UK)**
- **100%** energised by **renewable power**
- **10% of the EcoPlus income** used to **support electricity production** from renewable sources
- Already more than **10 customers** incl. . Audi, DeuCon, Lanxess, KombiVerkehr, Vinnolit, Grillo-Werke

Quelle: DB SR

Advantages for our customers

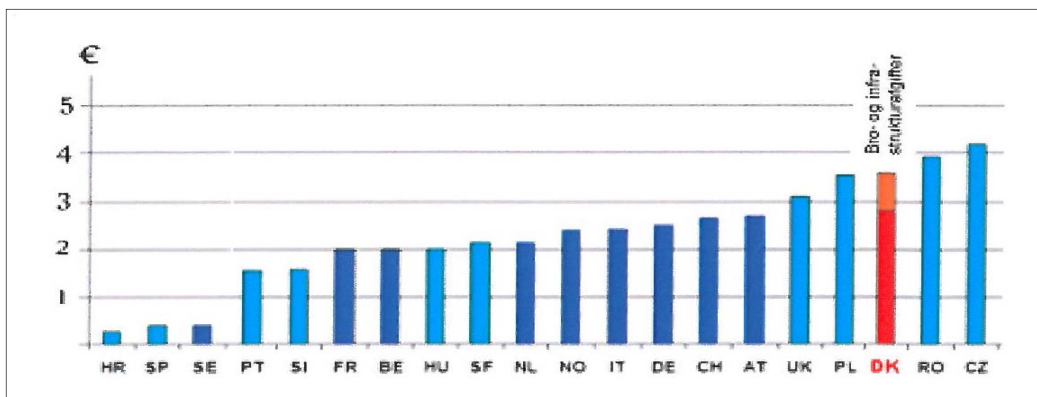
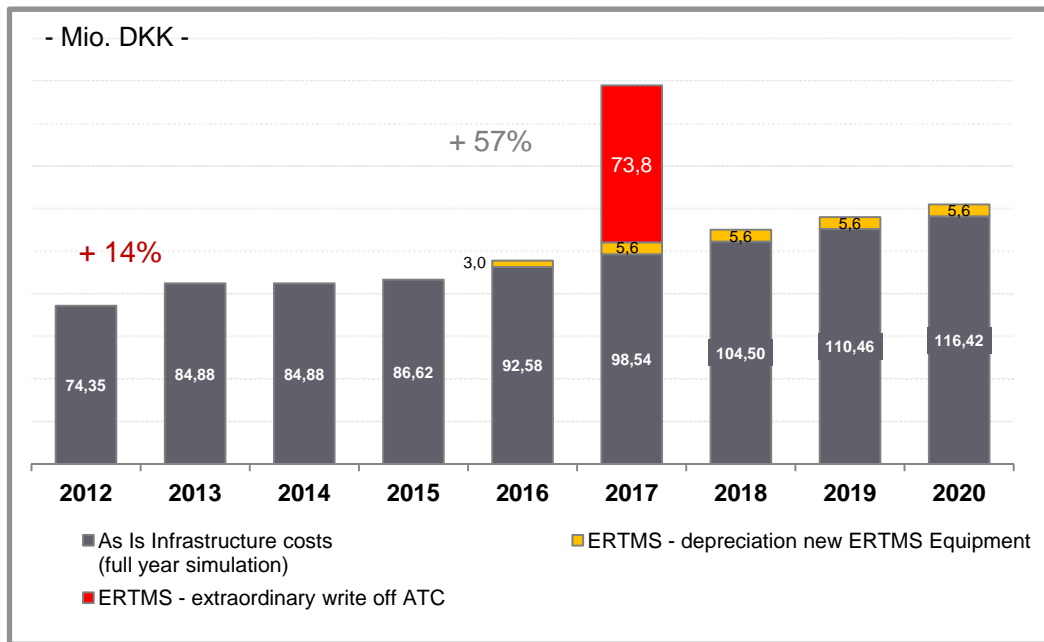
- Strengthening rail as the **most environmental friendly mean of transportation**
- **Avoiding** harmful CO₂ emissions by freight transport
- Enhancing the **build-up of renewable electricity production**

DB Schenker Rail Scandinavia stands for environmental SCHENKER friendly freight solutions on the Green Corridor....



- Provides efficient and competitive freight solutions connecting Scandinavia and the European continent
- Strives for the highest quality and aims for setting new standards for precision and delivery
- Breaks boundaries in order to optimize freight transport on behalf of our customers
- Transports annually around 400,000 wagons and more than six million tonnes of freight – which is equivalent to 1,100 fully loaded trucks every day all year round
- Has recently invested DKK 700 mill. in new locomotives for cross border transport
- Has almost doubled the productivity per employee since 2007
- Has yielded positive results since 2007

..but we need also a sustainable political environment that really supports rail-freight.



- Economical environment is weak in 2012 (-10%) and no growth is expected for 2013
- Highest cost for infrastructure (including bridges) compared to other countries in Europe
- New infrastructure charges (since 2013) contradict the improvement of the capacity in the Network
- Charges for trucks have been now abandoned, while rail-freight still have to pay.
- National subsidies for rail freight are only partly granted
- Access to European funding for the new signalling program (ERTMS) is factually not open for private Danish rail freight operators

Thank you for your interest

