DB Cargo BTT –
Your specialist for chemical logistics
<table>
<thead>
<tr>
<th>Agenda</th>
</tr>
</thead>
</table>

| Organization within the Group | 3 |
| Market trends | 8 |
| DB Cargo BTT – business and mission statement | 12 |
| Our expertise | 19 |
| **Rail solutions** | 19 |
| **Multimodal solutions** | 20 |
| **Terminal solutions** | 21 |
| **Fleet solutions** | 23 |
| **Operational excellence** | 26 |
| **IT solutions** | 29 |

| Products | 31 |
| Shuttle connections | 31 |
| **DBchem-solution** | 36 |
| **DBoil-solution** | 37 |

| Best practices | 39 |
DB Cargo is part of a strong Group

- DB Cargo: European rail freight transport
- DB Schenker: Global logistics services
The history of rail operations in Germany has been marked by a number of milestones:

1835
It all began with the "Adler": the Nuremberg-Fürth line opened with the Adler locomotive.

1920
Deutsche Reichsbahn founded.

1949
Split into Bundesbahn and Reichsbahn.

1994
Deutsche Bundesbahn and Deutsche Reichsbahn merged to form Deutsche Bahn AG.

2016
DB is a leading international mobility and logistics company.
Background on the company's establishment
The companies Gruber, Lechner, Kiesering, Richter and Transfracht merged as a consequence of a devastating tank truck accident in Herborn in the German state of Hesse in 1987. The aim was to shift transport of dangerous goods to rail when possible. The new company, BTT Bahn Tank Transport GmbH, began operating intermodal services using tank containers for dangerous goods two years after the accident.
DB Cargo BTT is part of the Chemicals Industry Sector of DB Cargo
# Agenda

<table>
<thead>
<tr>
<th>Organization within the Group</th>
<th>3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Market trends</td>
<td>8</td>
</tr>
<tr>
<td>DB Cargo BTT – business and mission statement</td>
<td>12</td>
</tr>
<tr>
<td>Our expertise</td>
<td>19</td>
</tr>
<tr>
<td>Rail solutions</td>
<td>19</td>
</tr>
<tr>
<td>Multimodal solutions</td>
<td>20</td>
</tr>
<tr>
<td>Terminal solutions</td>
<td>21</td>
</tr>
<tr>
<td>Fleet solutions</td>
<td>23</td>
</tr>
<tr>
<td>Operational excellence</td>
<td>26</td>
</tr>
<tr>
<td>IT solutions</td>
<td>29</td>
</tr>
<tr>
<td>Products</td>
<td>31</td>
</tr>
<tr>
<td>Shuttle connections</td>
<td>31</td>
</tr>
<tr>
<td>DBchem-solution</td>
<td>36</td>
</tr>
<tr>
<td>DBOil-solution</td>
<td>37</td>
</tr>
<tr>
<td>Best practices</td>
<td>39</td>
</tr>
</tbody>
</table>
The top ten in the industry have remained constant despite global market changes – but with new business models

Seven of the top ten companies in the chemical industry* are customers of DB Cargo and generate up to USD 90 billion in revenues

* According to ICIS, 2015
BTT sector-specific products meet the growing need for additional services related to rail transport

We offered customized solutions – adapted to the specific requirements of our core industries

- New business models
- Customers can concentrate on their core business
- Customers demand services for comprehensive logistics chains
- Need for logistics consulting from a single source

- Vertical integration throughout the value chain using sector-specific multimodal solutions
- Our 4 PL/LLP concept expands our product range through cooperation
- Less complexity thanks to smart value chains and convenient solutions (including single freight car 100/lane commitment, etc.)
- Safety and quality are what make our efficient integrated solutions stand out

Customers demand services for comprehensive logistics chains

Vertical integration throughout the value chain using sector-specific multimodal solutions

Our 4 PL/LLP concept expands our product range through cooperation

Less complexity thanks to smart value chains and convenient solutions (including single freight car 100/lane commitment, etc.)

Safety and quality are what make our efficient integrated solutions stand out

Customers can concentrate on their core business

Need for logistics consulting from a single source

We offered customized solutions – adapted to the specific requirements of our core industries

Customers demand services for comprehensive logistics chains

Vertical integration throughout the value chain using sector-specific multimodal solutions

Our 4 PL/LLP concept expands our product range through cooperation

Less complexity thanks to smart value chains and convenient solutions (including single freight car 100/lane commitment, etc.)

Safety and quality are what make our efficient integrated solutions stand out

Customers can concentrate on their core business

Need for logistics consulting from a single source

We offered customized solutions – adapted to the specific requirements of our core industries

Customers demand services for comprehensive logistics chains

Vertical integration throughout the value chain using sector-specific multimodal solutions

Our 4 PL/LLP concept expands our product range through cooperation

Less complexity thanks to smart value chains and convenient solutions (including single freight car 100/lane commitment, etc.)

Safety and quality are what make our efficient integrated solutions stand out

Customers can concentrate on their core business

Need for logistics consulting from a single source

We offered customized solutions – adapted to the specific requirements of our core industries

Customers demand services for comprehensive logistics chains

Vertical integration throughout the value chain using sector-specific multimodal solutions

Our 4 PL/LLP concept expands our product range through cooperation

Less complexity thanks to smart value chains and convenient solutions (including single freight car 100/lane commitment, etc.)

Safety and quality are what make our efficient integrated solutions stand out

Customers can concentrate on their core business

Need for logistics consulting from a single source

We offered customized solutions – adapted to the specific requirements of our core industries

Customers demand services for comprehensive logistics chains

Vertical integration throughout the value chain using sector-specific multimodal solutions

Our 4 PL/LLP concept expands our product range through cooperation

Less complexity thanks to smart value chains and convenient solutions (including single freight car 100/lane commitment, etc.)

Safety and quality are what make our efficient integrated solutions stand out

Customers can concentrate on their core business

Need for logistics consulting from a single source

We offered customized solutions – adapted to the specific requirements of our core industries

Customers demand services for comprehensive logistics chains

Vertical integration throughout the value chain using sector-specific multimodal solutions

Our 4 PL/LLP concept expands our product range through cooperation

Less complexity thanks to smart value chains and convenient solutions (including single freight car 100/lane commitment, etc.)

Safety and quality are what make our efficient integrated solutions stand out
In the core industry of chemical logistics the market calls for innovative solutions – that are collaborative and sustainable.

**Market trends**

- Longer supply chains
- Regionally concentrated transport volume

**Chemical industry**

- Transfer of production

**Logistics services providers**

- Restricted capacity

**External factors**

- Sustainable safety
  - Stricter regulation of dangerous goods/CO₂
  - Safety and compliance requirements

**Influences on chemical logistics**

- Competition for resources
- Growing consolidation

**Approaches to chemical logistics solutions**

- **Horizontal and vertical integration**
  - Partnerships and alliances
  - Logistics outsourcing
  - LLP concepts

- **Sustainable logistics concepts**
  - Intermodal concepts
  - Intermodal infrastructure
  - Capacity utilization optimization

- **Safe operations**
  - SC transparency and safety
  - SHE¹ standards
  - AEO² status

---

1 Security, health, environmental protection; 2 Authorized economic operator

Source: Cefic, Deloitte, DB Chemicals
## Agenda

<table>
<thead>
<tr>
<th>Products</th>
<th>31</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shuttle connections</td>
<td>31</td>
</tr>
<tr>
<td><strong>DBchem-solution</strong></td>
<td>36</td>
</tr>
<tr>
<td><strong>DBoil-solution</strong></td>
<td>37</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Best practices</th>
<th>39</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Organization within the Group</strong></td>
<td>3</td>
</tr>
<tr>
<td><strong>Market trends</strong></td>
<td>8</td>
</tr>
<tr>
<td><strong>DB Cargo BTT – business and mission statement</strong></td>
<td>12</td>
</tr>
<tr>
<td><strong>Our expertise</strong></td>
<td>19</td>
</tr>
<tr>
<td><strong>Rail solutions</strong></td>
<td>19</td>
</tr>
<tr>
<td><strong>Multimodal solutions</strong></td>
<td>20</td>
</tr>
<tr>
<td><strong>Terminal solutions</strong></td>
<td>21</td>
</tr>
<tr>
<td><strong>Fleet solutions</strong></td>
<td>23</td>
</tr>
<tr>
<td><strong>Operational excellence</strong></td>
<td>26</td>
</tr>
<tr>
<td><strong>IT solutions</strong></td>
<td>29</td>
</tr>
</tbody>
</table>
We develop rail-focused multimodal logistics solutions

We identify and tap every customer’s potential for optimization

We develop and implement lead logistics provider (LLP) concepts

We offer logistics solutions (e.g. delivery management, plant shunting, loading and unloading)

---

**DB Cargo BTT – core business, expertise and products**

- **Chemicals**
- **Mineral oil**
- **Bulk logistics**

---

1 Fertilizers, metals and coal, waste
DB Cargo BTT is sure to offer the right logistics solution – in Germany and throughout Europe

- Over 120 employees, including specialists for tank containers and tank cars as well as technology and IT professionals
- More than 10% are young professionals
- Own fleet with around 500 tank containers, management of some 3,000 tank cars
- Locations throughout Europe
- Registered office in Mainz
- >200 customers in Europe
Multimodal corridor solutions for the chemical industry

Existing solutions expanded through vertical and horizontal cooperation throughout the value chain
Our full-service approach replaces complex delivery routes with an efficient business model

- Management of complex delivery routes and interfaces
- Logical flow of information with no redundancy
- Supply chain transparency
- Optimized planning process

**Customized full service**

- Vehicle owner
- Warehouse
- Producer/chemical industry
- End customer
- Intermodal/road
- Traction/other rail company/freight forwarder
- Production facilities
- Tender management
For us as a service provider for the chemical industry, safety and quality have top priority.

Safety first
- Our company deals with dangerous goods in a responsible manner.

Safety culture
- We use a tried-and-tested safety management system. We hold internal and external meetings and events on safety, such as our Rail Safety Days.

Safety experience
- Our customers in the chemical industry rely on our proven excellent safety performance.

Emergency management
- Closely linked safety network
- Emergency services available 24 hours a day

Our certificates at DB Cargo and BTT
- ISO 28000

Our responsible care commitment
- To uphold and make advancements in efficiency, occupational health and quality

1 Selection of certificates held by DB Cargo D, DB Cargo NL, DB Cargo BTT, 2 DB Cargo BTT
Setting new standards together – the DB Cargo BTT mission statement

**Customer and quality**

We do all we can
- We work together to develop new standards for **quality and safety** so that our customers can reach their **objectives** conveniently, reliably and safely
- We create **added value** by integrating logistics partners in a carefully targeted way
- We see ourselves as a **consultant**, partner and pioneer in smart **multimodal logistics solutions**

**Profitable growth**

We secure the future
- Our goal is to become the **market leader** as a logistics partner in the **chemical**, **mineral oil** and **fertilizer** industries with a focus on rail operations in Europe
- Lasting **profitability** is at the center of our actions
- Our focus is on a **collaborative approach** and open **communication** with our **customers** and **logistics partners** so that we can tap our full potential

**Employee satisfaction**

We generate optimal results
- We believe in **cultural change** to consistently improve our employees' satisfaction
- We set an example: thanks to our **leadership concept** we achieve the best solutions through integrity, inspiration and individualized consideration
- We promote **progress** – with employees who take individual responsibility and demonstrate the flexibility, willingness to learn, and courage to question established principles and strive for continuous improvement

**Environment and responsibility**

We emphasize sustainability
- We are **accountable** for resources, emissions and noise
- We continuously improve **safety and environmental protection** – through proactively managing risk and finding smart ways to connect different modes
- We think, design and act **hand in hand** with our customers and logistics partners
<table>
<thead>
<tr>
<th>Agenda</th>
<th>Products</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Organization within the Group</strong></td>
<td>3</td>
</tr>
<tr>
<td><strong>Market trends</strong></td>
<td>8</td>
</tr>
<tr>
<td><strong>DB Cargo BTT – business and mission statement</strong></td>
<td>12</td>
</tr>
<tr>
<td><strong>Our expertise</strong></td>
<td>19</td>
</tr>
<tr>
<td><strong>Rail solutions</strong></td>
<td>19</td>
</tr>
<tr>
<td><strong>Multimodal solutions</strong></td>
<td>20</td>
</tr>
<tr>
<td><strong>Terminal solutions</strong></td>
<td>21</td>
</tr>
<tr>
<td><strong>Fleet solutions</strong></td>
<td>23</td>
</tr>
<tr>
<td><strong>Operational excellence</strong></td>
<td>26</td>
</tr>
<tr>
<td><strong>IT solutions</strong></td>
<td>29</td>
</tr>
<tr>
<td><strong>Shuttle connections</strong></td>
<td>31</td>
</tr>
<tr>
<td><strong>DBchem-solution</strong></td>
<td>36</td>
</tr>
<tr>
<td><strong>DBoil-solution</strong></td>
<td>37</td>
</tr>
<tr>
<td><strong>Best practices</strong></td>
<td>39</td>
</tr>
</tbody>
</table>
Years of expertise are reflected in the safety and availability of our rail solutions

**Rail solutions**

**Customized full service**
- Transport service and rail forwarding products combined
- We coordinated your order fulfillment and handle dispatch
- We can use your own tank cars or ours
- Clear responsibilities and transparent communication, for example through our Rail Competence Center

**Fleet solutions**

**Equipment**
- Car provision and fleet pooling
- Fleet structure optimization
- Technical consulting

**Damaged car management**
- Damaged car handling
- Overhaul planning
- Preventive maintenance

**Rail transport**
- Production concept
- Order fulfillment
- Consignment note preparation

**Operational excellence**
- Process and performance management
- KPI reports
- Best practice cases/standardization
- Management of change
Our multimodal solutions – optimally combined smart concepts and eco-friendly solutions

**Multimodal solutions**

**Intercontinental solutions**
- Transport services throughout Europe and beyond
- Regardless of whether we use your containers or ours

**Door-to-door services**
- Traditional combined transport (bimodal and trimodal)
- Siding traffic
- Road-only transport

**Experts for basic and special chemicals**
- Proper transport of your products
- High standards met, for example for polyurethane (MDI/TDI) transport
- End-to-end ISOPA certification
- Extensive fleet of various tank containers and container cars

**Operational excellence**
- Process and performance management
- KPI reports
- Best practice cases/standardization
- Management of change

**Good manufacturing practice**
- Certified to transport food and feed products
- Specially trained employees
- Compliance with all legal and quality requirements
Our terminal solutions for transshipment, depots and plant supply and disposal, no matter what mode

**KombiTerminal Burghausen (KTB)**

Terminal capacity:
- 4 tracks, 610 m long
- 1 crane runway
- Transshipment capacity: approx. 48,000 transshipments per year
- Depot space for up to 800 TEUs

2. Expansion as of 2017:
- 1 additional crane
- More depot space

Terminal operator: KombiTerminal Burghausen GmbH
- DB Cargo BTT GmbH holds a 51% equity interest
- Additional shareholders: KARL SCHMIDT Spedition GmbH & Co. KG and Deutsche Umschlagsgesellschaft Schiene-Straße (DUSS) GmbH

**IBB Industriebahnhof Stade-Brunshausen**

Terminal capacity:
- 2 tracks, 2 lanes, 3 storage facilities with a total effective length of 450 m
- 1 remote-controlled overhead crane
- Transshipment capacity: 27-30,000 containers per year
- Storage for 375 TEUs

Joint project of 5 partners in the region
- DB Cargo BTT GmbH holds a 16% equity interest
- Other shareholders: DOW Chemical Company, Bertschi Group, Alfred Talke and City of Stade
KombiTerminal Burghausen fulfills all of the industry's logistics requirements

More than transshipment services: KTB strengthens your transport chain in the region

- Transport
  - Transshipment
  - Transport-related intermediate storage
- Depot
- Burghausen region
  - Full load units delivered
  - Empty load units loaded
- Load units leave terminal by train
- LU service at the depot
- LUs put into/taken out of storage at depot
Our fleet solutions combine fleet management services and fleet-related products

Our services for you

- Efficiency: after collaborating for 6 to 12 months, we evaluate the efficiency of cars and/or containers with you and optimize the fleet
  - Aim: better transport service and/or fewer cars used
- Flexibility: if you do not need to use parts of your fleet for a time, they can be used for other transport services – based on an operating release or a framework to be determined
  - Aim: reduce your costs

Fleet solutions team

- High level of technical expertise and experience with dangerous goods
- Dedicated, interdisciplinary, and quality and process-focused
- Years of experience with our own and other fleets
- Network of suppliers and services providers and on-site support, e.g. at loading and unloading points

Additional advantages at a glance

- Full service with streamlined processes and an influential standing among third-party service providers
- Focus on your core business
- Extensive operational and technical expertise as a certified services provider
- Lower logistics costs for you and quick turnaround cycles
- Minimized downtime

Equipment services

- Recommending, procuring, optimizing and returning tank container equipment and tank cars
- Monitoring legally required and supplemental tests and scheduled inspections
- Negotiating leases and updating master data
Fleet solutions has the right tank cars for a variety of products and types of goods

**Fleet**
- Mineral oil tank cars for
  - Light products
  - Dark products
  - Temperature-controlled products (heated)
- Tank cars for pressurized gas
- Tank cars for chemical products
- Bulk freight cars for free-flowing freight
- Powder wagons and silo tank cars for powder products
- Agricultural cars for feed and food transport

**Service profile**
- Advising regarding selection of appropriate tank cars
- Provision, including technical support for all technical questions
- Access to fleet pools for certain types of goods (biodiesel, pressurized gas)
- Analysis of the existing fleet structure and technical optimization
- Coordination of tasks related to repair and overhaul
- Mobile maintenance depot service for better rail car efficiency
- Optimized rail car availability due to staggered overhaul schedules
- Preventive maintenance programs

**Additional services**
- IT-supported management of certain rail car data
- Also available as an option for third-party rail cars
Tank containers and curtain-side container solutions with fleet solutions

**Fleet**
- Standard tank containers
- Swap tank containers
- MDI\(^1\)/TDI\(^2\) containers
- Stone guard
- Natural gas containers
- Curtain-side containers

**Service profile**
- Technically feasible modifications and customized, including:
  - Special equipment
  - Box containers
  - Heating stations
- Depots for tank containers and all types of containers:
  - Having containers available to handle existing and spot business
  - For BTT equipment (does not apply to customer container depots/locations)
- Cleaning:
  - Basic chemicals at various locations
  - Special chemicals on request

**Features**
Depending on the container\(^3\):
- Water-glycol heating/electric heating (if needed)
- Noise barriers
- Silica gel filters
- Discharge pipes
- Ladders, portable railings, access platform configuration

**Additional services**
- Maintenance and monitoring of equipment function
- Monitoring of recurring testing required by law and voluntary testing
- Repairs
- Pumps and assemblies optional

---

1. Methylene diphenyl diisocyanate, 2. Toluene diisocyanate, 3. Equipment not available for all containers
Optimizing process, product and service quality with our operational excellence services

<table>
<thead>
<tr>
<th>Process and performance management</th>
<th>KPI reports</th>
<th>Best practice cases/ standardization</th>
<th>Management of change</th>
</tr>
</thead>
<tbody>
<tr>
<td>We identify solutions and plan and implement optimization projects with cross-departmental emphases</td>
<td>We map out customers' key performance indicators (KPIs) in a transparent way, with downstream and upstream opportunities to optimize and visualize</td>
<td>We develop and implement business excellence strategies, concepts and measures in consultation with all interfaces</td>
<td>Core company processes are focused and optimized thanks to our management of change (MOC) system</td>
</tr>
<tr>
<td>▪ Process analysis (actual vs. target, risk, root cause) and identification of potential for improvement</td>
<td>▪ Basic reporting: reporting punctuality for loaded and empty running</td>
<td>▪ Best practice standards and best in class put to customized use at DB Cargo BTT</td>
<td>▪ Ensuring overarching networks and transfer of expertise for efficiency and improvement management</td>
</tr>
<tr>
<td>▪ Synergistic effects and savings in operating costs</td>
<td>▪ Advanced reporting: reporting customer-specific KPIs using a scorecard (e.g. idle time and turnaround cycle time analysis)</td>
<td>▪ Effective and efficient value chains to secure and improve earnings</td>
<td>▪ Entire process from unfreezing to moving to refreezing</td>
</tr>
<tr>
<td>▪ Value stream mapping</td>
<td>▪ Top reporting: current state of development and continuous further development to achieve operational excellence</td>
<td>▪ Optimization and implementation of standard processes and workflows throughout the entire supply chain</td>
<td>▪ Monitoring and customized solutions for safety, health and environmental risks through changes to setup, documentation, HR or workflows</td>
</tr>
<tr>
<td>▪ Six Sigma modules (e.g. FMEA(^1)) as a tried-and-tested quality management system</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>▪ Turnaround cycle optimization</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

\(^1\) FMEA = Failure mode and effects analysis
Safety-health-environment (SHE) KPI for safe rail transport

**General information**
- Definition in accordance with DB Cargo Guideline 613
- Adapted from
  - RID 1.8.5
  - *Dutch law Wet Vervoer Gevaarlijke Stoffen* articles 47 and 48

**SHE**
- Reportable incidents involving a leak of dangerous goods or the immediate risk of a leak
- Damage to persons, property or the environment

**Accident**
- Reportable accident

**Near miss**
- No immediate impact

**Incident**
- Reportable incident
Europe-wide transport monitoring with DB Cargo BTT tracking and tracing services

Service profile
- Tracking and tracing all important information over the course of transport, at all times and Europe-wide
  - Loading location, departure date and destination
  - Current location and expected arrival date/time
  - Deviation from actual arrival date/time at the customer's site
  - Tank car/container status (loading/unloading availability, loaded running, empty running)
  - Idle times (empty idle time, throughput times) at consignee
- Access to multiple tracking systems
- Access to customer service centers for additional information

Additional services
- Proactive customer information
- Optional automatic link with the customer's system
- Optional customer system update
Optimized data management from a single source with our smart IT solutions

- Order management
- Electronic consignment note
- Tracking and tracing
- Car management
- IT services

- Electronic data interchange (EDI) replaces traditional, time-consuming communication channels
- BTT EDI & Services combines and simplifies data exchange
**Agenda**

<table>
<thead>
<tr>
<th>Organization within the Group</th>
<th>3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Market trends</td>
<td>8</td>
</tr>
<tr>
<td>DB Cargo BTT – business and mission statement</td>
<td>12</td>
</tr>
<tr>
<td>Our expertise</td>
<td>19</td>
</tr>
<tr>
<td>Rail solutions</td>
<td>19</td>
</tr>
<tr>
<td>Multimodal solutions</td>
<td>20</td>
</tr>
<tr>
<td>Terminal solutions</td>
<td>21</td>
</tr>
<tr>
<td>Fleet solutions</td>
<td>23</td>
</tr>
<tr>
<td>Operational excellence</td>
<td>26</td>
</tr>
<tr>
<td>IT solutions</td>
<td>29</td>
</tr>
</tbody>
</table>

**Products**

<table>
<thead>
<tr>
<th>Shuttle connections</th>
<th>31</th>
</tr>
</thead>
<tbody>
<tr>
<td>DBchem-solution</td>
<td>36</td>
</tr>
<tr>
<td>DBoil-solution</td>
<td>37</td>
</tr>
</tbody>
</table>

**Best practices**

| 39 |
Our shuttle connections create new prospects for international transport chains

- We are a global logistics services provider and create the right foundation for transport solutions within the context of **ongoing containerization**
- **Expansion of the intermodal infrastructure** is part of our company strategy and a greater focus on combined transport
- **We invest for our customers**, create new corridors and optimize existing ones

**KombiTerminal Burghausen**
- Our **all-in-one logistical solution** in southern Bavaria's chemical triangle
DB Cargo BTT's **mixed trains** connect Europe's chemical clusters with the corridors of the future

- Using our **mixed train concept** we pool your tank cars with your intermodal cargo on **busy shuttles working to or near capacity**

**We offer:**
- Rail-based solutions for end customers in the chemical industry
- Capacity on our shuttles for chemical freight forwarders
- Capacity on our shuttles for operators from other industries
The BurghausenShuttle connects the Bavarian chemical triangle to German seaports, Rotterdam and Antwerp

Service profile

- **Product options:**
  - Burghausen–Duisburg-R.H.
  - Burghausen–Rotterdam/Antwerp via Duisburg-R.H. gateway (2 departures per week and direction)
  - Burghausen–Hamburg/Bremerhaven via Maschen (6 departures per week and direction)
  - Burghausen–Hamburg by direct train (1x CTA/Ekom and 1x CTB)

- Reliable and stable connection
- Shuttle train capacity marketing: freight forwarders, vessel operating ocean carriers and first senders

- **Supplemental integrated services:**
  - Handling at KombiTerminal Burghausen and in Duisburg
  - Tracking and tracing
DBantwerp-shuttle – our hinterland connection for wagonload and intermodal transport

- Our solution for conventional wagonload transport and combined transport
- Your fast, flexible and reliable connection to Antwerp's global chemical cluster

Select product features
- **High frequency**: 2 departures per business day between Antwerp and the DB Cargo network, e.g. to Austria, Switzerland and the Ruhr region
- Focus on hinterland hubs in Belgium and the Netherlands as a connection to Germany and Europe
- Continuous expansion of terminals served at the Port of Antwerp
  - 13 terminals for storing pourable bulk cargo/natural gas tanks, connected to the European SWL network
  - Intermodal access planned
- Production in Belgium by DB Cargo
- **Transparency** thanks to seamless transport monitoring and proactive customer information
- **Single point of contact** through DB Cargo's individual customer service
- **Fast bid preparation** from a single source
The Alsace Shuttle connects the eastern France chemical cluster to our single car network in Europe

Service profile
- The shuttle connects Hausbergen and Mulhouse to DB Cargo's existing single system via the Offenburg hub
- We added two new locations to our single car network in January 2016 – as a result of our successful track record in Mulhouse
- We offer additional rail services and multimodal logistics solutions (transport monitoring, shunting services, fleet management, etc.)

Advantages
- More efficient communication and transparency over operations
- Independent connection – open access to the chemical cluster in eastern France

Running times
- In the Strasbourg area: Port-du-Rhin (4 round trips/week) and La Wantzenau (3 round trips/week)
- In the Mulhouse area: Thann (2 round trips/week) and Chalampé (6 round trips/week)

New as of January 2016

Alsace Shuttle, six runs per week
Our DB **chem-solution** industry product for time-sensitive single car transports in the chemical and mineral oil industry

- Focus on safety
- Focus on internationalization
- Supply and planning security
- Clear standard running time
- Speed and flexibility
- Special prioritization
- Growing international services
- Professional Emergency management
- Customized quota booking
- Cross-border tracking & tracing
- Industry-focused service team
- High degree of reliability
- High-quality service
- Proactive customer information

Growing international services

Focus on safety

Supply and planning security

Clear standard running time

Speed and flexibility

Special prioritization

Growing international services

Professional Emergency management

Customized quota booking

Cross-border tracking & tracing

Industry-focused service team

High degree of reliability

High-quality service

Proactive customer information
DBoil-solution – our sector-specific product for time-sensitive block train transport for the mineral oil industry

Specialized in the mineral oil industry

Innovative and smart transport and logistics concepts

Flexible and security of supply

High level of transport quality

Transport-related services

Europe-wide transport planning

Extensive industry expertise

Professional account management

24/7 availability and proactive customer information

Experts in customer service

Optional service modules

- Leasing tank cars
- Damaged car management
- Plant logistics/plant shunting service
- Customs clearance
- Tracking and tracing
- Freight forwarding services, e.g.
  - Freight purchasing
  - Freight forwarding billing

Experts in customer service
# Agenda

<table>
<thead>
<tr>
<th>Organization within the Group</th>
<th>3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Market trends</td>
<td>8</td>
</tr>
<tr>
<td>DB Cargo BTT – business and mission statement</td>
<td>12</td>
</tr>
<tr>
<td>Our expertise</td>
<td>19</td>
</tr>
<tr>
<td>Rail solutions</td>
<td>19</td>
</tr>
<tr>
<td>Multimodal solutions</td>
<td>20</td>
</tr>
<tr>
<td>Terminal solutions</td>
<td>21</td>
</tr>
<tr>
<td>Fleet solutions</td>
<td>23</td>
</tr>
<tr>
<td>Operational excellence</td>
<td>26</td>
</tr>
<tr>
<td>IT solutions</td>
<td>29</td>
</tr>
<tr>
<td>Products</td>
<td>31</td>
</tr>
<tr>
<td>Shuttle connections</td>
<td>31</td>
</tr>
<tr>
<td>DBchem-solution</td>
<td>36</td>
</tr>
<tr>
<td>DBoil-solution</td>
<td>37</td>
</tr>
<tr>
<td>Best practices</td>
<td>39</td>
</tr>
</tbody>
</table>
Our customized range of services with a high security of supply for a major mineral oil customer

Our LLP production concept
- Scheduled double-headed trains from refineries and a hub
- Distribution to various final consignees from the hub using Plantrains, Variotrails and Flextrains
- Additional single-headed scheduled trains
- Additional Flextrains to cover volume peaks

Mineral oil customer
- Rail transport
- Fleet solutions
- Operational excellence

4 PL/LLP
Integrator
Logistics services provider
Carrier
DB Chemicals offers sector-specific and integrated solutions for the entire supply chain.

<table>
<thead>
<tr>
<th>Raw materials</th>
<th>Basic chemicals</th>
<th>Intermediate chemical goods</th>
<th>Specialty chemicals</th>
<th>Consumer chemicals</th>
</tr>
</thead>
</table>

- **Bulk cargo**
  - Inbound logistics
  - Customer
  - Outbound logistics

**DB Cargo/BTT**
- Rail transport providers
- Freight forwarding
- Intermodal

**DB Chemicals Competence Center (CCC)**

**DB Schenker**
- CL/SCM
- Land
- Ocean
- Air

**DB Cargo ISEC**
- Chemicals
  - Intermodal and FTL
  - From Germany and France to various EU countries

**DB Schenker**
- FTL (in some cases dangerous goods)
- From Germany, France and the Netherlands to:

*Customer from the chemical industry*

---

1. Chemicals Industry Sector