



DB Cargo

International Sales Italy – Fabio Ungari

Increasing of multimodality: supply chain's point of view

is part of a strong Group

DB Group's fundamental concept



Passenger Transport



Transportation and Logistics



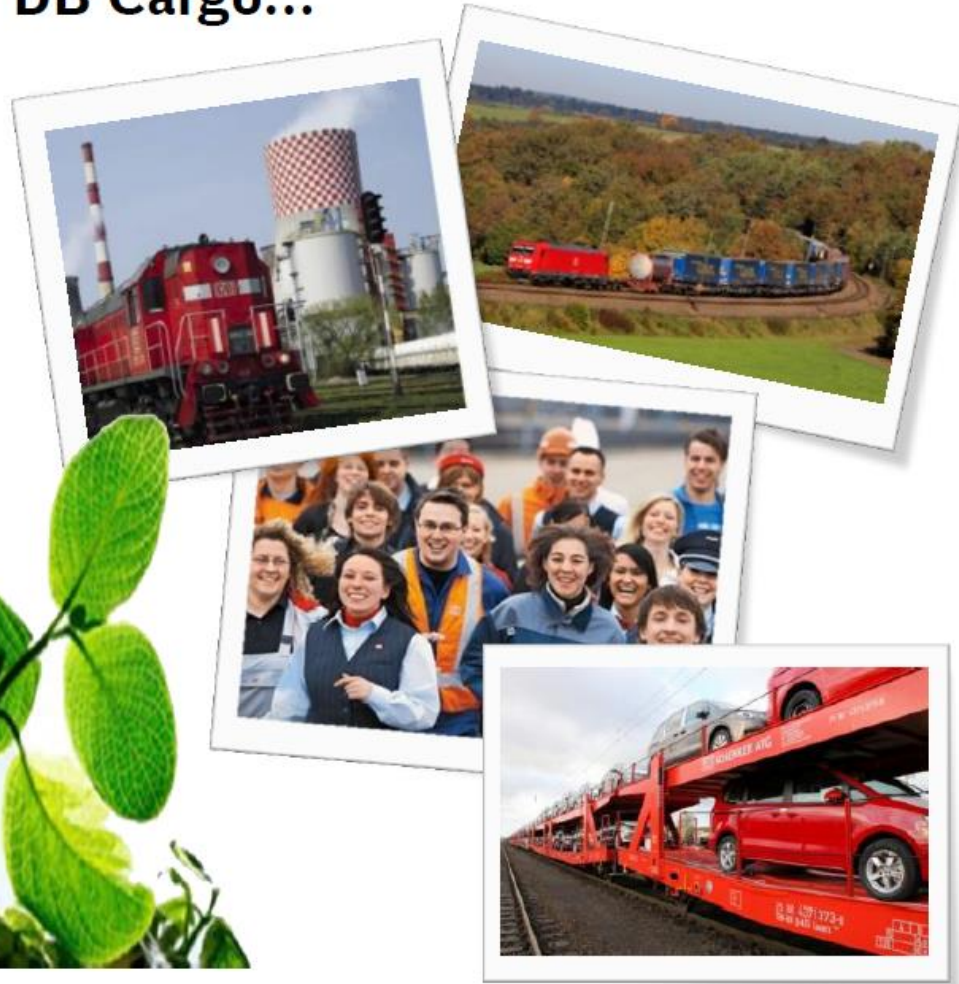
Railway in Germany



Infrastructure

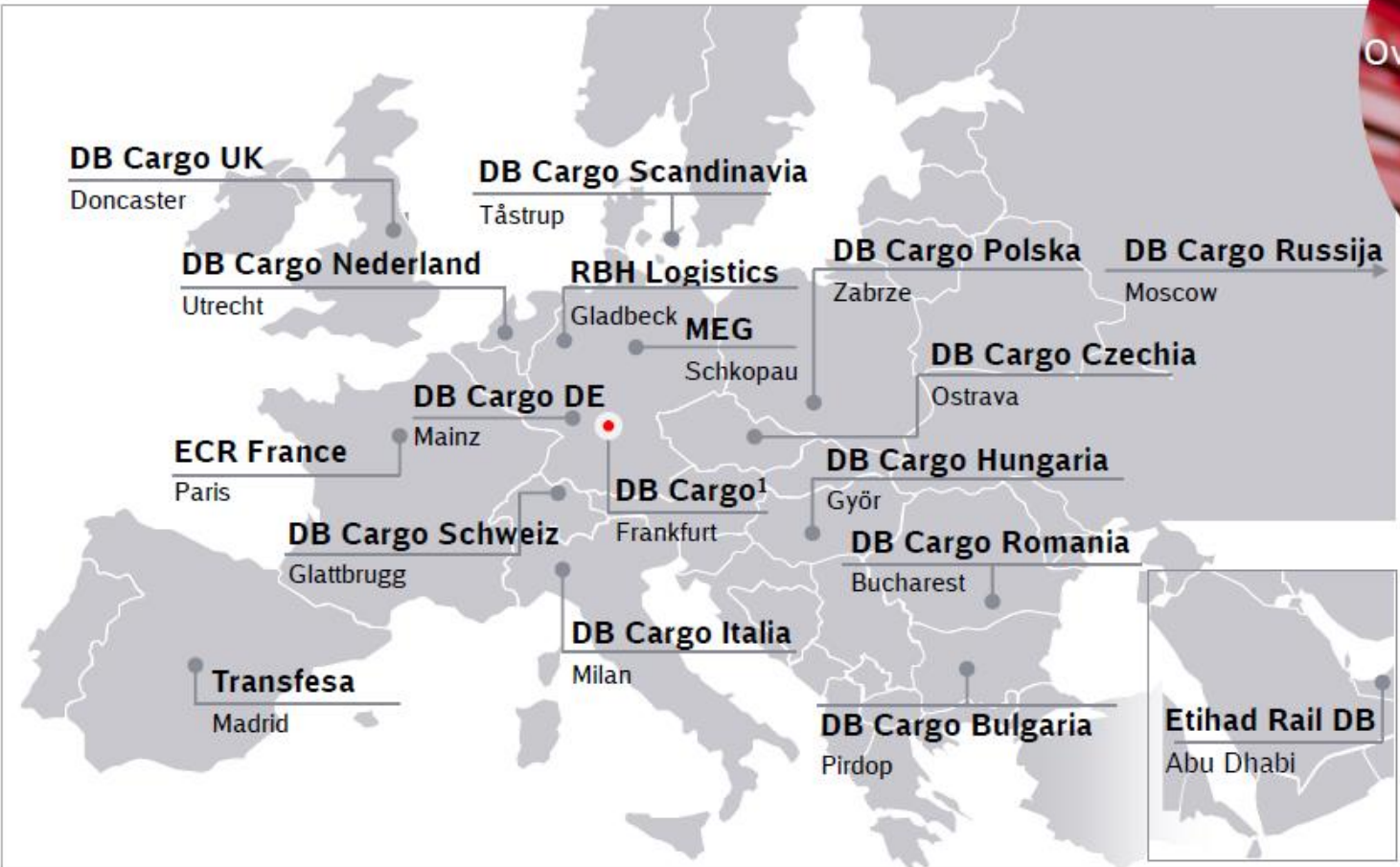
DB Cargo has a strong European network and is the number one in European rail freight transport

DB Cargo...



- ... runs around **4,200 trains** daily and **orbits the Earth 13 times per day**
- ... is with its **28,257 employees** in **16 country-organizations** the world's most international railway
- ... could use its **2,758 own locomotives** and **83,386 freight wagons** to build **a train stretching from Berlin to Bucharest**
- ... **40,000** new and retrofitted **cars with whisper breaks** by end of 2017

DB Cargo offers its customers a comprehensive European network

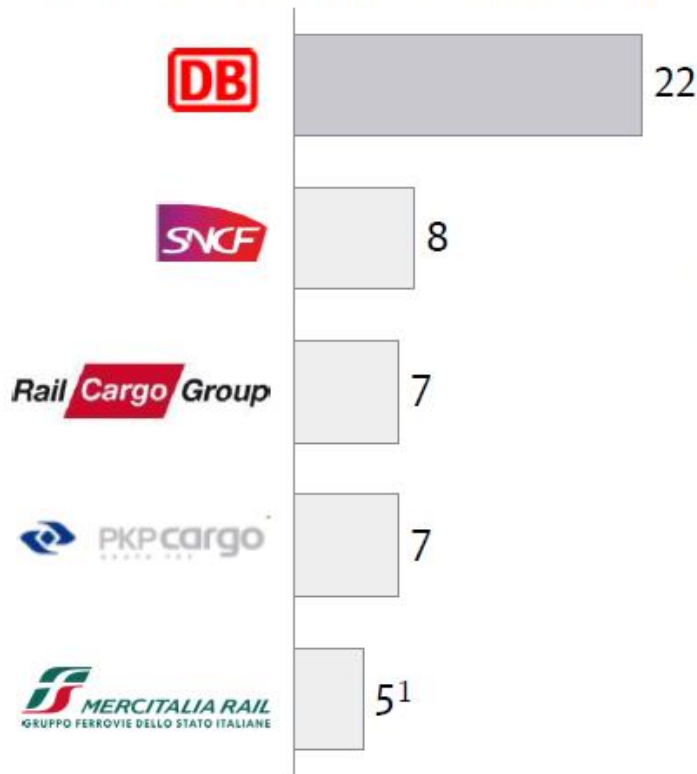


DB Cargo is clear No. 1 in European rail freight



Leading position in Europe...

Market share 2016e, in % based on tkm¹



... based on substantial strengths

European Network
Strongest international network

Industry expertise
In-depth industry know-how

Rail logistics solutions
Products tuned to customer needs

Fleet capacity
Largest fleet of locos and wagons in Europe

People
Experienced, engaged employees

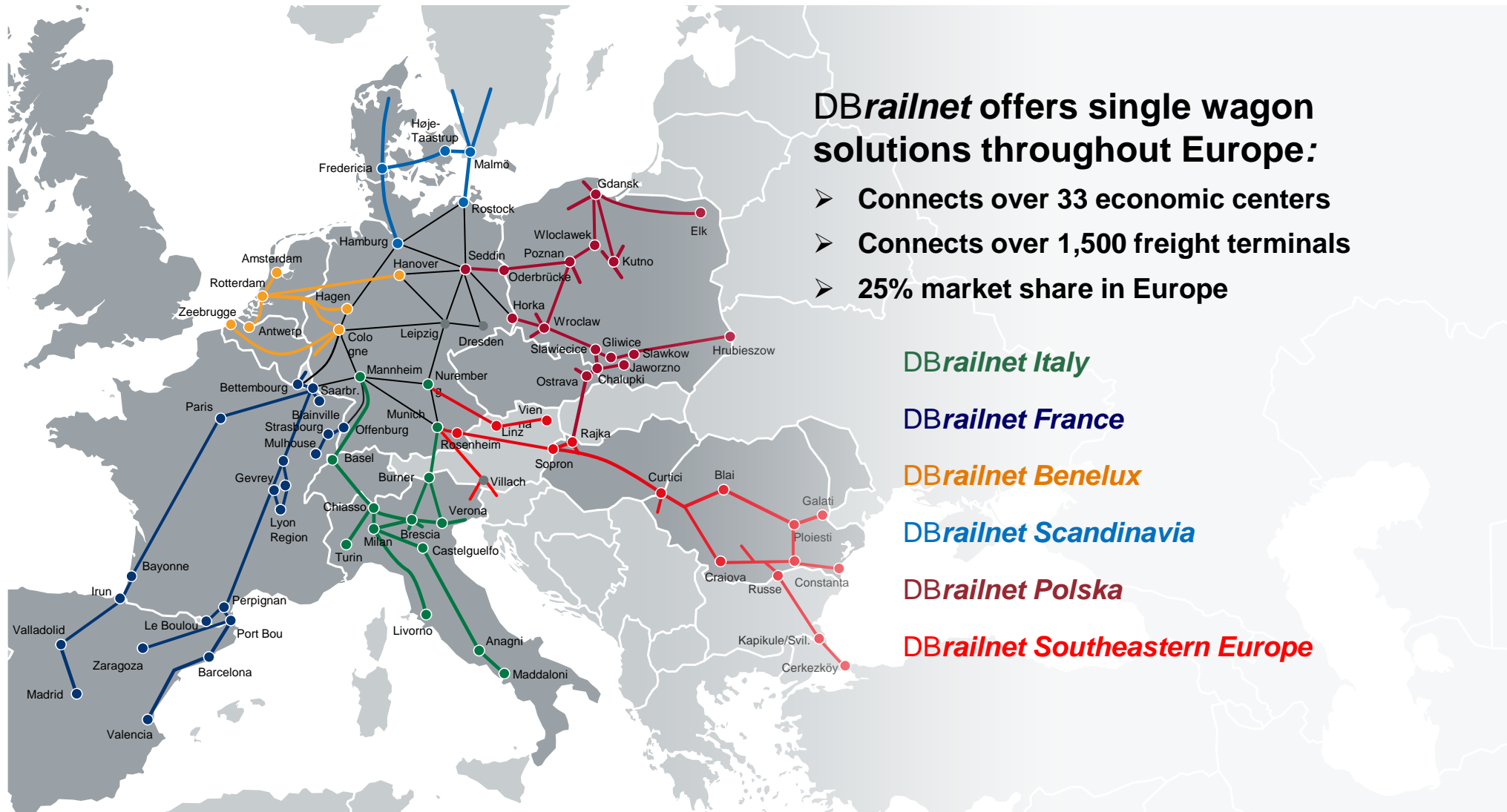
Eco-efficiency
Rail as "greenest" transport mode

Safety
High safety performance in operations

Financial stability
under strong DB brand

Source: Eurostat, companies, UIC, L.CVE

DB Cargo's European products are part of a strong international network



DBrailnet offers single wagon solutions throughout Europe:

- **Connects over 33 economic centers**
- **Connects over 1,500 freight terminals**
- **25% market share in Europe**

DBrailnet Italy

DBrailnet France

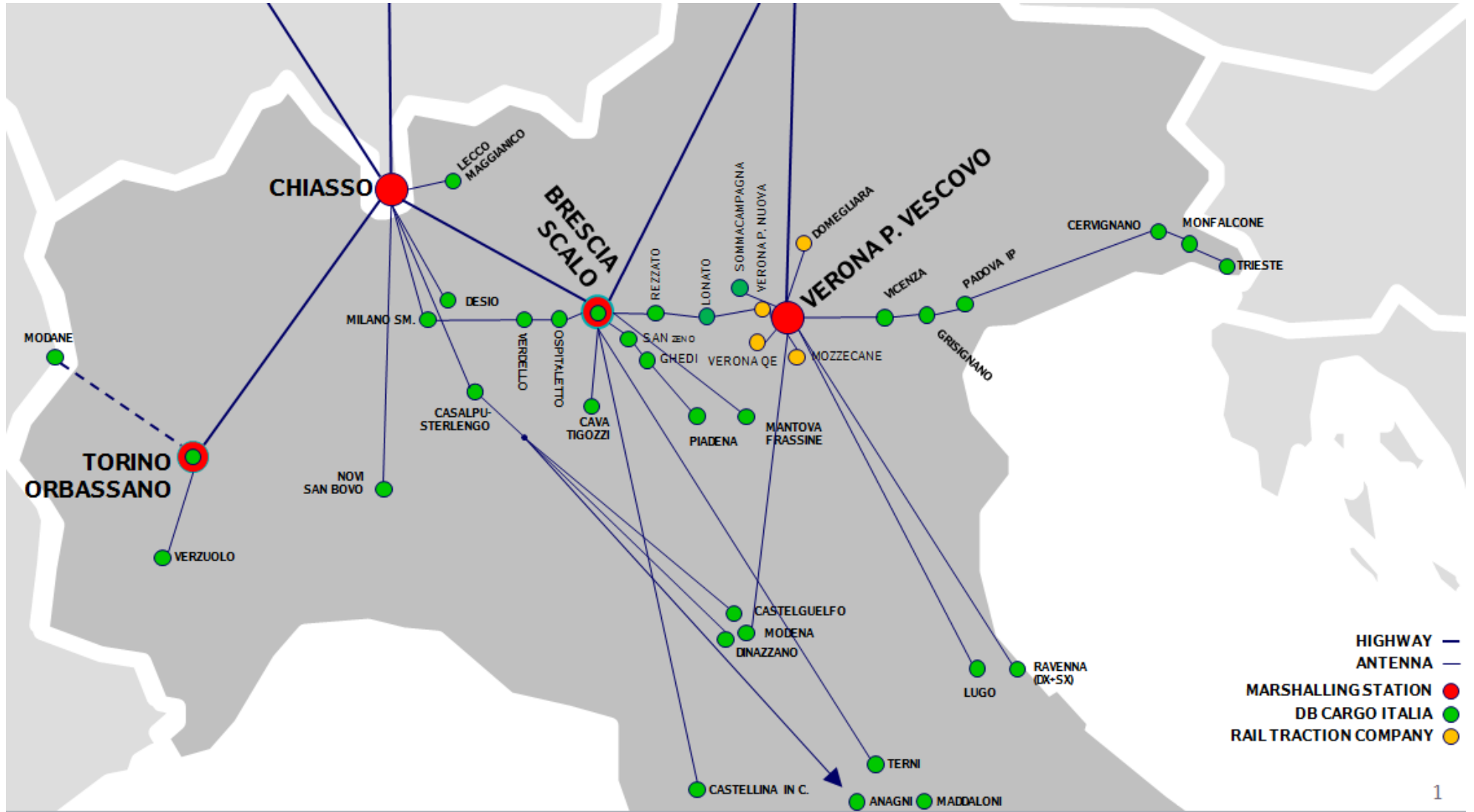
DBrailnet Benelux

DBrailnet Scandinavia

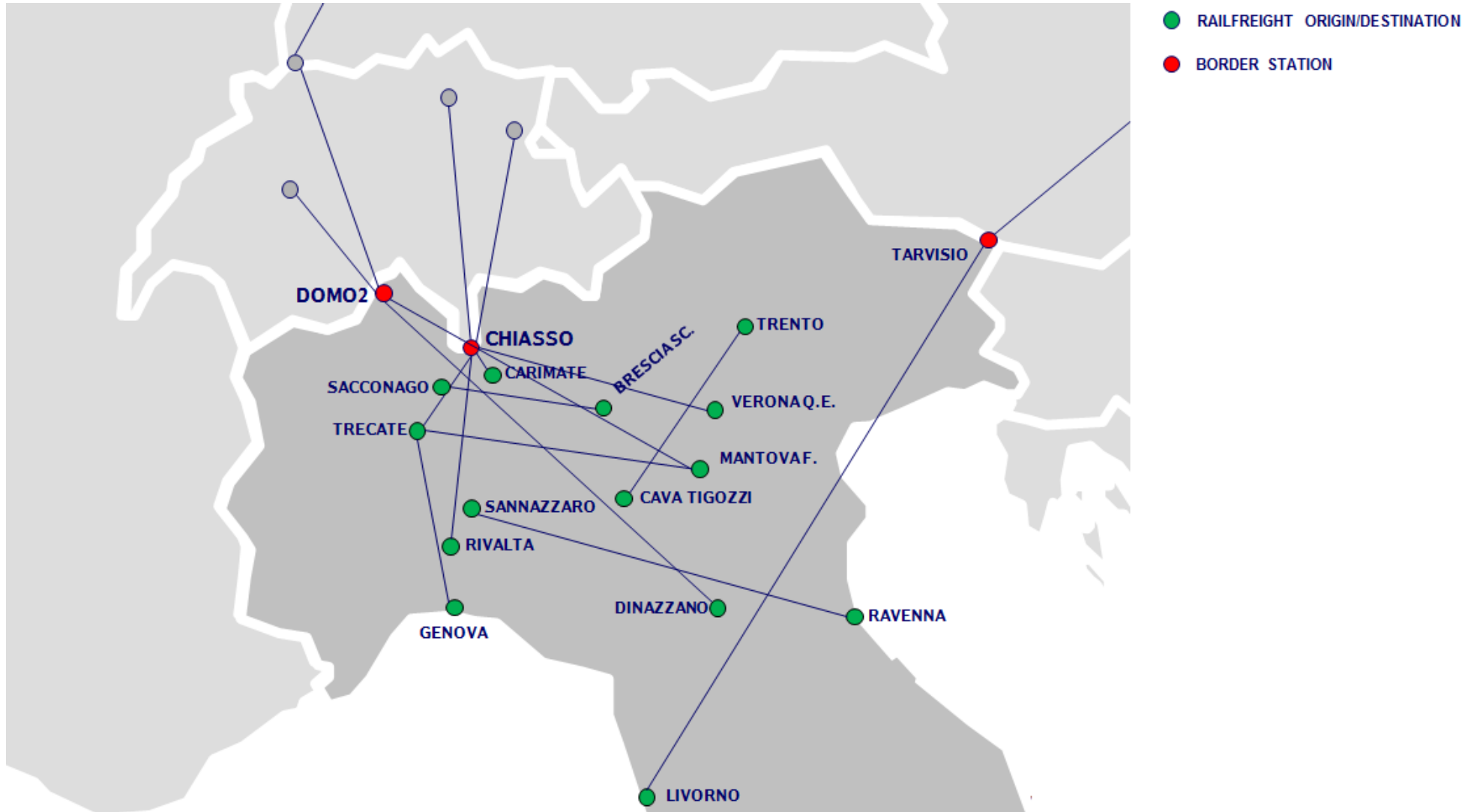
DBrailnet Polska

DBrailnet Southeastern Europe

DB Cargo Italia Single-wagon network al 22/3/18



DB Cargo Italia Block train network



Grazie per l'attenzione