

Your challenge, our project –
**logistics solutions for
the Automotive industry.**



Global supply of Automotive goods across all transport modes.

DB Schenker supports Automotive customers including their suppliers and customers to establish most efficient logistics services across the world and for all their Automotive products.

Our approach to the Automotive market:

Land Transport

- More than 100,000 truck movements per year

Rail Transport

- 250 trains a day throughout Europe, connecting 20 countries via 18 hubs
- Approx. 3,000,000 finished vehicles and 10.5 million tons of vehicle components transported annually by rail using over 600,000 wagons

Air Transport

- Hundreds of finished vehicles and tons of time-critical spare and production parts

Ocean Transport

- DB Schenker moves daily up to 3,333 finished vehicles by Ocean Transport

Contract Logistics

- DB Schenker is involved with Contract Logistics solutions in the production of 6,000,000 vehicles per year and utilises 1,700,000 qm of warehousing space on behalf of the Automotive industry

DB Schenker – Best connections to the Automotive industry.

DB Schenker stands for the combination of performance, service and quality, regardless of the complexity or scope of logistics tasks and requirements. As an integrated logistics services provider DB Schenker operates and shapes the transportation network of the future, including Land and Rail Transport as well as Air Freight, Ocean Freight and Contract Logistics.

Our performance for successful logistics:

We handle goods in integrated end-to-end supply chains and offer our customers innovative and cost-efficient transport and logistics solutions of high quality and from one source. Furthermore, we are constantly enhancing logistical processes – locally, nationally and worldwide.

We have a presence in some 130 countries around the world; with over 100,000 employees we work in a worldwide network, but operate locally. Thanks to about 2,000 locations in the world's most important economic regions, we have a global network dedicated to customer service, quality and sustainability.

We are within the Top 5 across all products:

- **No. 1** in Europe in Land Transport Shipments (in thousands): 95,325
- **No. 1** in Europe in Rail Freight Transportation volume (in million tons): 399
- **No. 2** worldwide in Air Freight Freight volume (in thousand tons): 1,095
- **No. 3** worldwide in Ocean Freight Freight volume (in thousand TEU): 1,905
- **No. 5** worldwide in Contract Logistics Turnover (in million Euros): 1,750

Source: Annual Report Deutsche Bahn AG 2012





Competence Centre Automotive

DB Schenker supports industry and trade in the global exchange of goods. On land, by rail and truck, through global Air and Ocean Freight, Contract Logistics and Supply Chain Management.

DB Schenker's USPs in the Automotive industry:

- DB Schenker is delivering solutions for complex projects involving different modes of transportation as well as stand-alone transport/logistics
- DB Schenker has proven Automotive know-how
- DB Schenker has global expertise and networks
- DB Schenker offers ECO solutions on demand

Competence Centre DB Schenker Automotive

- The cross functional team "Competence Centre DB Schenker Automotive" aggregates Automotive know-how for all transport modes and regions
- Close organisational contact to board level to be able to escalate necessary strategic decisions

Main tasks:

- Development of innovative products and solutions for the Automotive industry that cleverly combine rail, road, air/ocean and Contract Logistics
- Monitoring of market development to be able to proactively align action to new trends
- Knowledge hub for markets, internal competencies and competitors' intelligence to ensure global transfer of knowledge for customers
- Standardisation of successful Automotive concepts

Driving solutions for the Automotive supply chain.

We provide you customised, cost-effective, integrated and intermodal logistics solutions for components, spare parts and finished vehicle shipments along the supply chain, using all modes of transport.

Competence Centre Automotive				
Efficient Supply Chain Solutions	Inbound procurement	Production logistics	Outbound/ Distribution	After sales/ Reverse logistic
Land	<ul style="list-style-type: none"> ■ Inbound procurement for OEMs and suppliers including cross-docking ■ After sales logistics 			
Rail	<ul style="list-style-type: none"> ■ High volume inbound/inter-site component logistics incl. JIT deliveries ■ Outbound finished vehicles logistics incl. road and compound solutions 			
Contract Logistics/SCM	<ul style="list-style-type: none"> ■ Production logistics and CKD/SKD concepts ■ Harbor compounds and spare part distribution centres 			
Air/Ocean	<ul style="list-style-type: none"> ■ High value procurement logistics ■ Urgent deliveries of components, finished vehicles or spare parts 			



Qualified performances for your success.

We know the challenges in the Automotive industry and the solutions you need to make your business run smoothly. Our expertise in each of the modes of transport and in Contract Logistics makes us the ideal partner for logistics services.

The Automotive industry is dealing with special trends.

In today's market situation it is important that we keep track of the continuous development that takes place within the Automotive industry. DB Schenker supports Automotive OEMs and suppliers in dealing with:

Globalisation

- Growth in new markets esp. in Asia and Eastern Europe
- Purchasing, production and distribution is becoming increasingly global

High demand for flexible solutions

- Cost pressure, many variants, unpaired transports, and high volatility in production call for flexible logistics solutions

Climate change and shortage of resources

- Increasing focus on environmentally friendly solutions
- Long-term price increase for fossil fuels expected

We translate requirements of the global Automotive industry into essential logistics solutions:

DB Schenker has 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. Up to Automotive supplier park operations that include KANBAN inventory replenishment schemes and JIT deliveries to line side as well as subassembly of sophisticated components, with the production control and quality assurance systems to keep production running. We provide a true partnership approach, with global flexibility, and a market-by-market mindset as well as consistently reliable operations.



Trend: Globalisation.

DB Schenker's response:

Strong global presence

- We are active in all major Automotive markets
- We integrate new Automotive clusters into existing networks to offer efficient logistics solutions, e.g. BRICS-countries

Innovative services

- We are assisting customers with new services, e.g. connecting premium OEMs from Germany with CKD assembly in China
- We offer door-to-door services out of one hand

Special products

- We develop new products, e.g. integrated supply chain solutions for Best Cost Sourcing ex Asia and other best cost countries
- We offer customise concepts for international supply chain processes

Trend: High demand for flexibility.

DB Schenker's response:

Multi customer solutions

- DB Schenker is using its strong Automotive networks, e.g. Automotive RailNet as backbone of transports between Automotive clusters
- DB Schenker is insuring high frequency and efficiency by multi customer approach

Multi Modal Lane Management

- DB Schenker can adjust services according to capacity and volume by integrating rail and road transport on specific corridors – base load is handled by train, peaks and additional volumes by truck

Inter-modal cross-docking

- We integrate different transport modes via intermodal Automotive cross-docks
- We offer services from cross-docking, warehousing to JIS production supply

Trend: Climate Change and shortage of resources.

DB Schenker's response:

Avoid

- Implement carbon avoiding processes and prevent emissions as far as possible
- Examples: Avoid empty trips, use green energy, eliminate needless resource consumption

Reduce

- Whenever CO₂ emissions cannot be fully avoided reduce amount of emissions
- Examples: Propose best possible modal shift, implement modern (fleet) technology

Compensate

- Use compensation in addition to reduction
- Example: Support environmental projects with gold standard or initiate own projects

Implement green technology

- We optimise each mode and Contract Logistics in regards of emissions
- We implement measures ranging from training of employees, using state of the art equipment up to the use of rain water and green electricity

Increase utilisation

- We bundle transports and increasing utilisation as one of the main drivers for environmentally friendly solutions, e.g. Automotive RailNet with up to 250 trains per day through 20 countries via 18 Hubs

Intelligently link transport modes

- DB Schenker offers integrated door-to-door concepts that reduce emissions significantly, e.g. combining road and rail transports or air and ocean transports with CO₂ reductions up to 50-60 %



Automotive Supply Chain Design & Optimisation

Supply chain solutions that work:

- Industrial Engineering team with diversely experienced consulting teams of principal, consultants and analysts.
- Indigenous tools for network modeling, analysis and optimisation with solvers and mapping functionalities.
- Practical solutions that leverage synergies with existing network models rather than build-from-scratch.
- Rigorous solution development framework (PASO®) to minimise risk and manage complexity
- Works in tandem with operations team to assess 'practicality' of proposed solutions.

Solution Development:

- Data collection, validation and analysis
- Base-case model to establish benchmark of existing operations and gain customer's acceptance.
- Recommendation of multiple network scenarios to let customers determine preferences in terms of cost, service and lead times.

Quality made to measure – Flawless solutions with continuous improvement methods.

Project	Exemplary Tools	Characteristics
Six Sigma focuses on customer needs and company results. Basis is a standardised, facts and figures-driven project approach.	DMAIC+E, VOC and CTQ, FMEA, Process Capability, Cost Benefit Analysis, Benchmarking, Value Stream Mapping, Process Control (in addition all POP-tools)	
POP is a workshop oriented improvement method based on the Kaizen philosophy. POP aims to eliminate process-waste.	SIPOC Diagram, Movement Map, Swimlane Diagram, Cause-and-Effect Diagram, Value Analysis, Basic Time Study, Poka Yoke, Key Performance Indicators	
5S is a work-place organisation methodology to set up and maintain a well organised, functional, clean, safe and working environment.	The 5S pillars are: <ul style="list-style-type: none"> ■ Sort ■ Set in Order ■ Shine ■ Standardise and ■ Sustain 	

DB Schenker is your reliable partner.

In dealing with the challenges of the Automotive industry in DB Schenker you have a reliable and experienced partner.

Your benefits at a glance:

- Proven Automotive know-how and many years of experience in Automotive industry
- Integrated logistics solutions from a single source
- Global expertise and networks
- One point of contact for all issues
- Specific solutions for your individual requirements
- 24/7 service in our customer service centres and via service hotline
- LLP/4PL concepts
- Tracking & Tracing with proactive notification of irregularities, delays or changes
- Sustainable logistics solutions to protect the environment
- Solutions for complex projects involving different modes of transportation as well as stand-alone transport/logistics

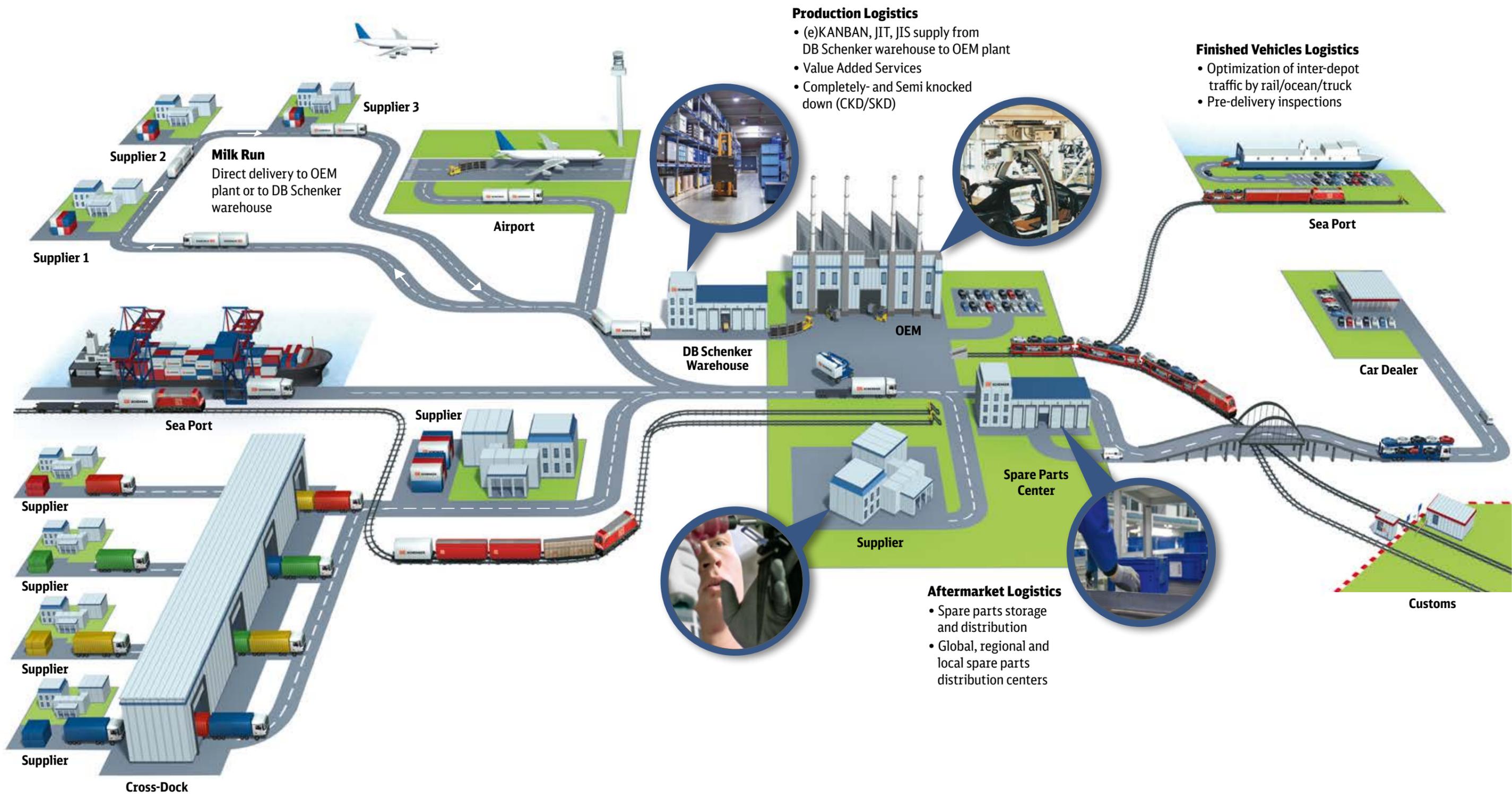
Further, we offer you these special services:

- Consulting and Supply Chain Reengineering
- Implementation Support and Continuous Improvement Processes

DB Schenker aims to:

- Reduce CO₂ emissions
- Reduce lead-times and costs for our customers
- Optimise global supply chains in strategic partnerships
- Provide innovative solutions e.g. Skybridge, Asia Landbridge
- Steer deliveries based on arrival times instead of departure days





Integrated logistics solutions for the Automotive industry.

DB Schenker offers customised, cost-effective, integrated and intermodal logistics solutions for components, spare parts and finished vehicle shipments along the supply chain, using all modes of transport.

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