

A wide-angle photograph of a large suspension bridge spanning a body of water. The bridge has a prominent arch on the left side. In the sky above, a white airplane is flying. On the bridge deck, several white trucks with 'SCHENKER' logos are visible. In the water below, a large cargo ship is moving. The sky is filled with soft, white clouds.

Logistics Ecosystem

A way to unify a fragmented market

Schenker AG | Digital Solutions | Head of Strategic Portfolio Management | Marvin Lamberjohann | June 18th, 2018

These experts make us what we are.
One of the leading logistics partners worldwide.

Land Transport
No. 1 in Europe



Air Freight
No. 3 worldwide



Ocean Freight
No. 3 worldwide



Contract Logistics
No. 5 worldwide



In our network we move tons of freight – worldwide, 24 hours a day.

Land Transport
99.7 million
shipments p.a.

3 shipments
per second



Contract Logistics
8.0 million m²
of storage area

Size of **1,100**
soccer fields



Air Freight
1.2 million t
Transport volume p.a.

Weight of **240,000**
elephants



Ocean Freight
2.00 million TEU
Transport volume p.a.

Length of
a row of containers
stretching from
Frankfurt to Hawaii

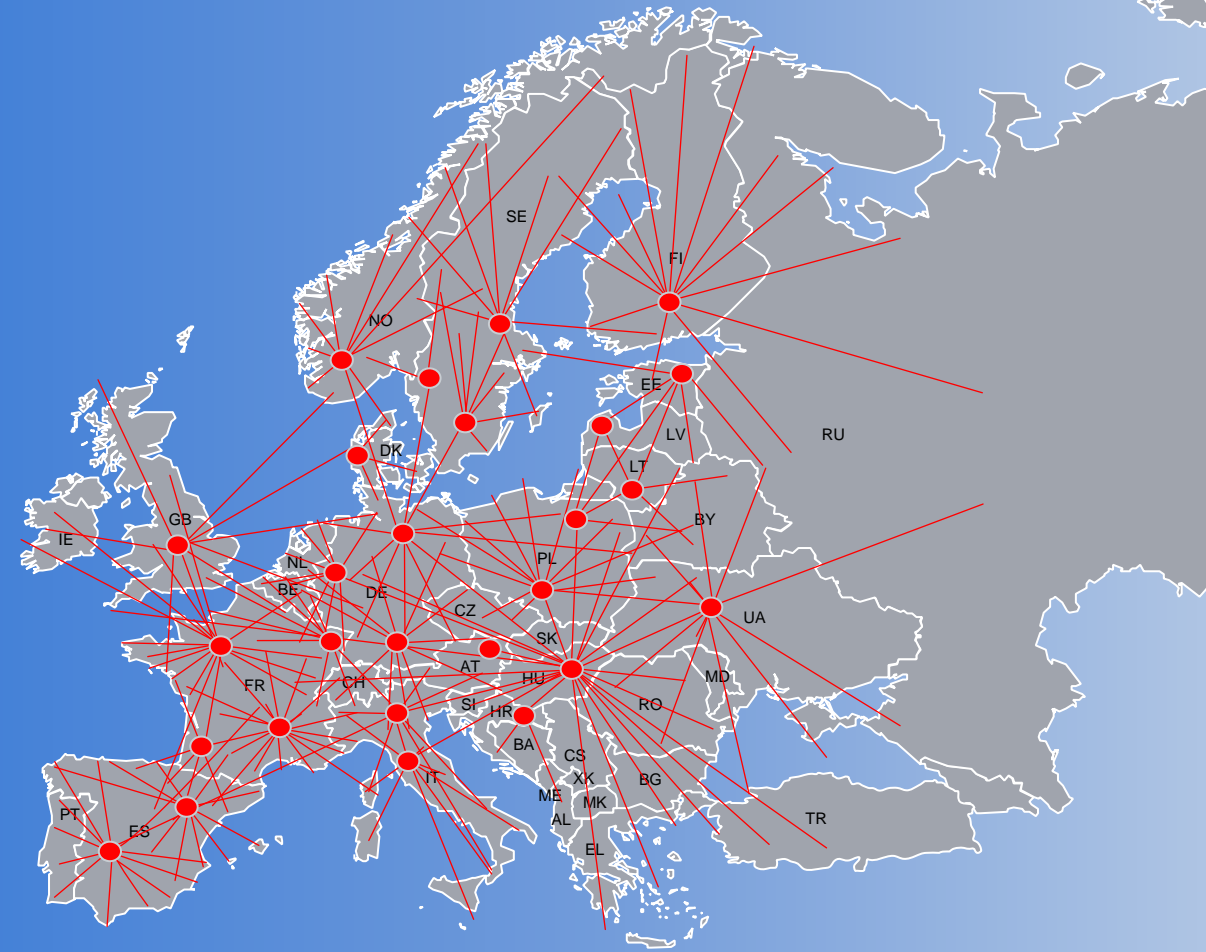


Europe's leading land transport network

With more than 700 locations in about 40 European countries, DB Schenker has the densest land transport network and largest geographic coverage.

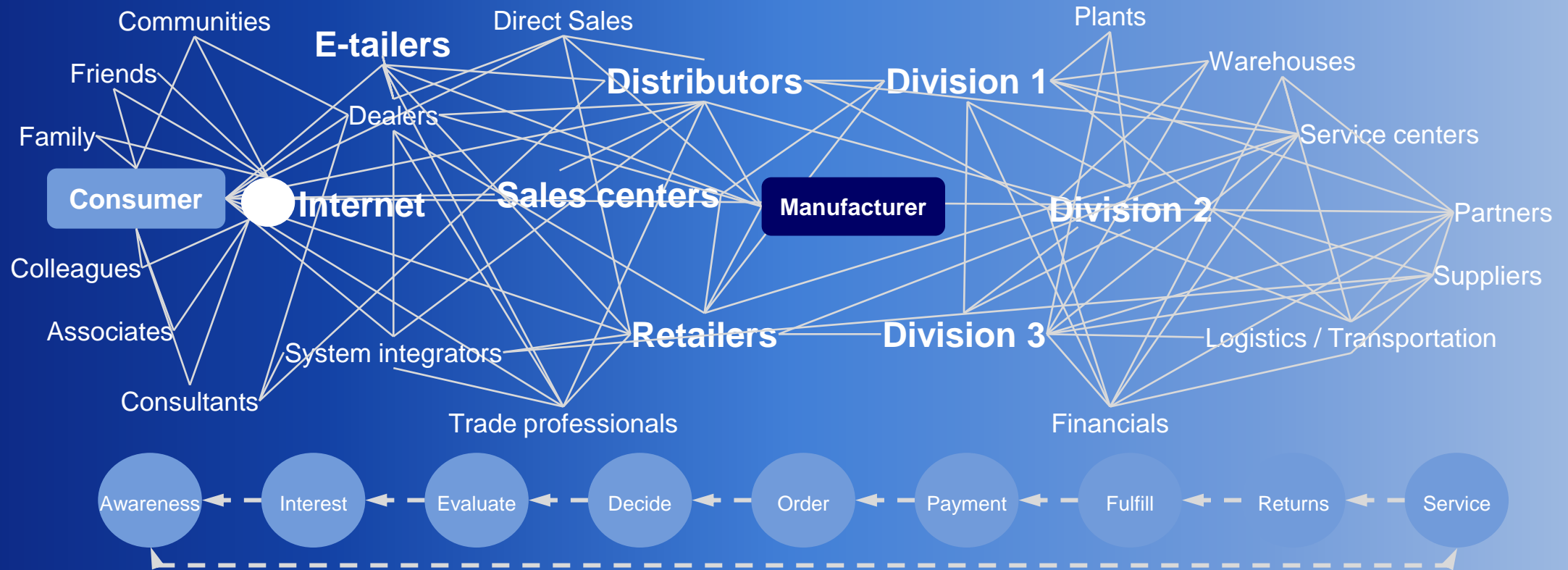
DB Schenker benefits:

- More than 140 years of experience in the transport industry
- Network consisting of distinct locations only
- Optimal routing by distribution via **hubs and platforms** → shortest door-to-door services
- Extensive services across all over Europe – from parcel to full truckload (FTL)
- High transport **frequency** and **transparent transit times**
- Numerous additional services (e.g. packaging, customs clearance, order picking)
- Highly developed IT systems
- Barcode-based consignment tracking at all relevant interfaces as well as a wide range of eServices
- High quality standards and strict customer focus



Logistics Market

A very complex landscape urges participants to identify new solutions and ways to simplify the interconnectivity between the partners .



Digital Ambition

A definition of DB Schenker's mid- and long-term ambition by considering multiple business-relevant archetypes.



E-FORWARDER

- Digital Freight Forwarder
- Fully automated
- Cheap, easy, and fast
- Focus on simple transactions



MARKET PLACE

- Connection between carrier and customers
- No transportation liability
- Focus on SMEs



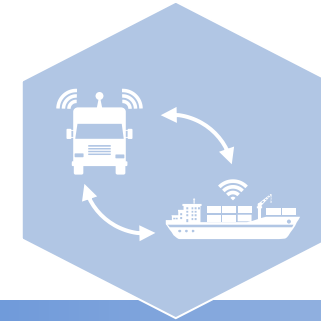
VIRTUAL SCM

- Digitalization 4PL/ LLP
- Analysis of huge data sources
- Value through more efficient SCM
- Focus on customers with complex transactions



LOGISTICS ECO-SYSTEM

- Commercialization of logistics data through interconnecting with partners
- Platform for digitalizing other forwarders
- Foundation for new data-driven business models



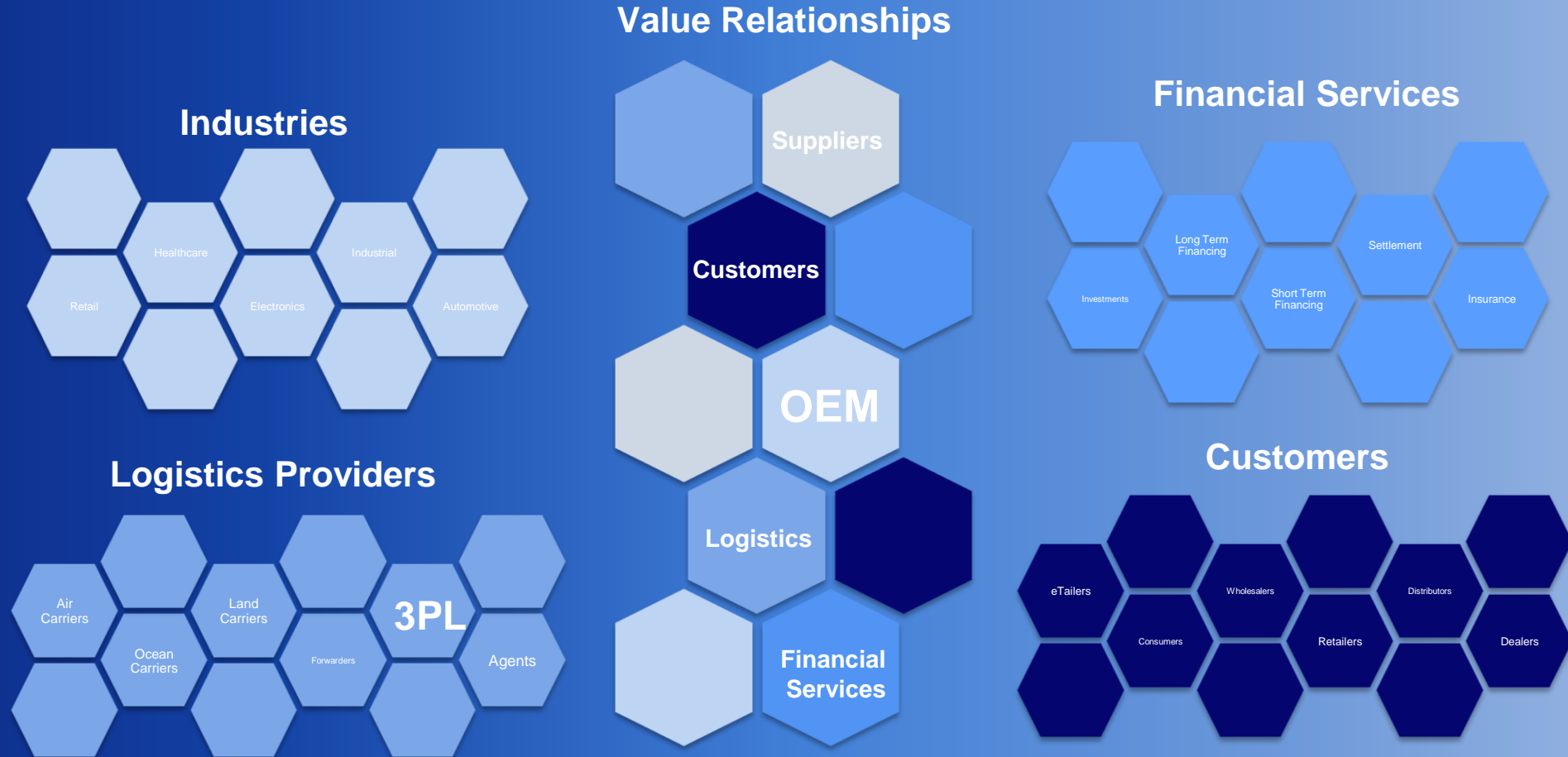
AUTONOMOUS TRANSPORT MGMT.

- Diverse autonomous transport management tools
- Focus on autonomous truck transports until 2030



Value Relationships

Clusters of multiple industries and partners foster value creation by using interconnectivity as a vehicle.

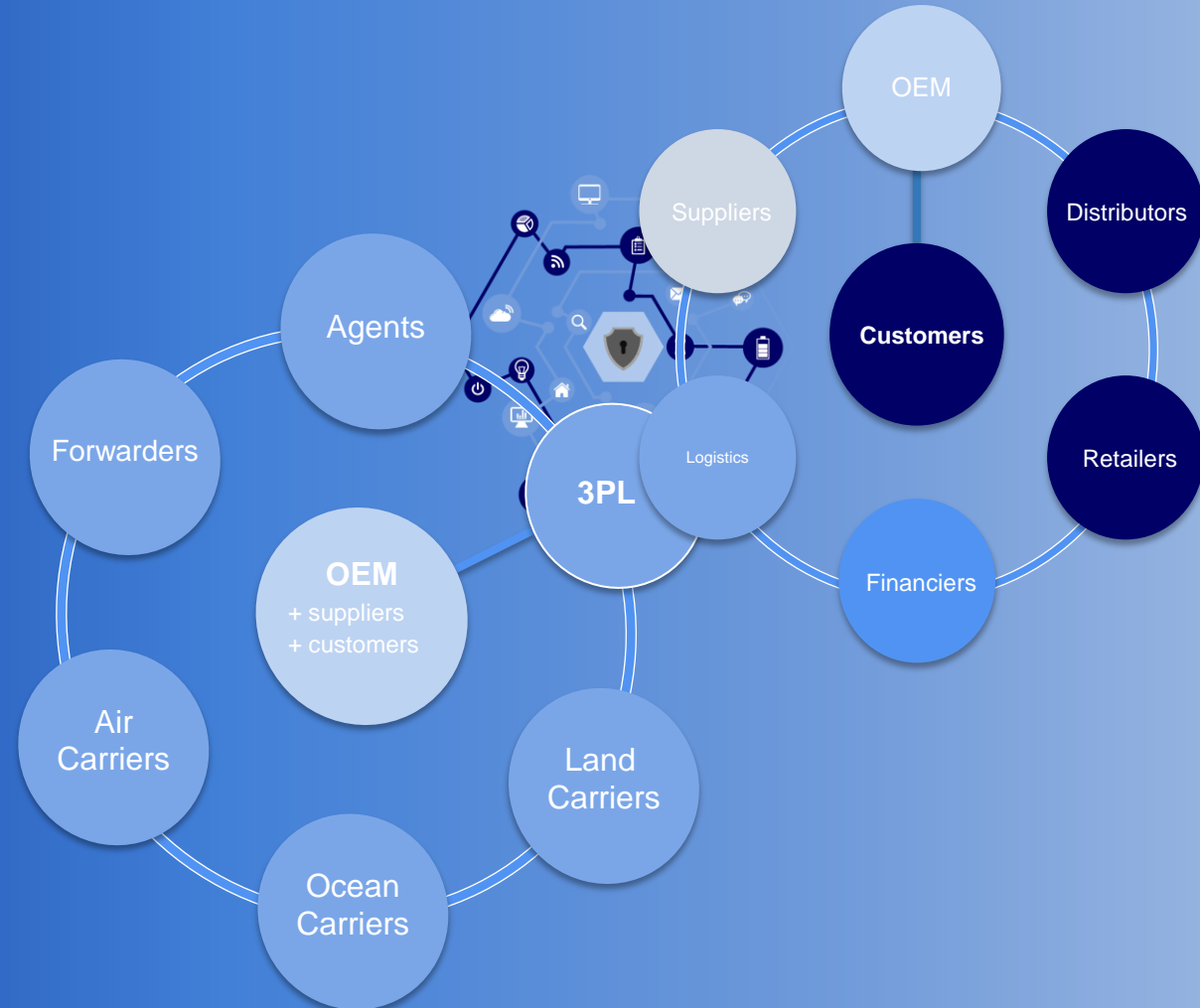


Logistics Ecosystem

For maximizing value relationships, logistics ecosystems are meant to connect potential partners in a most value creating fashion.

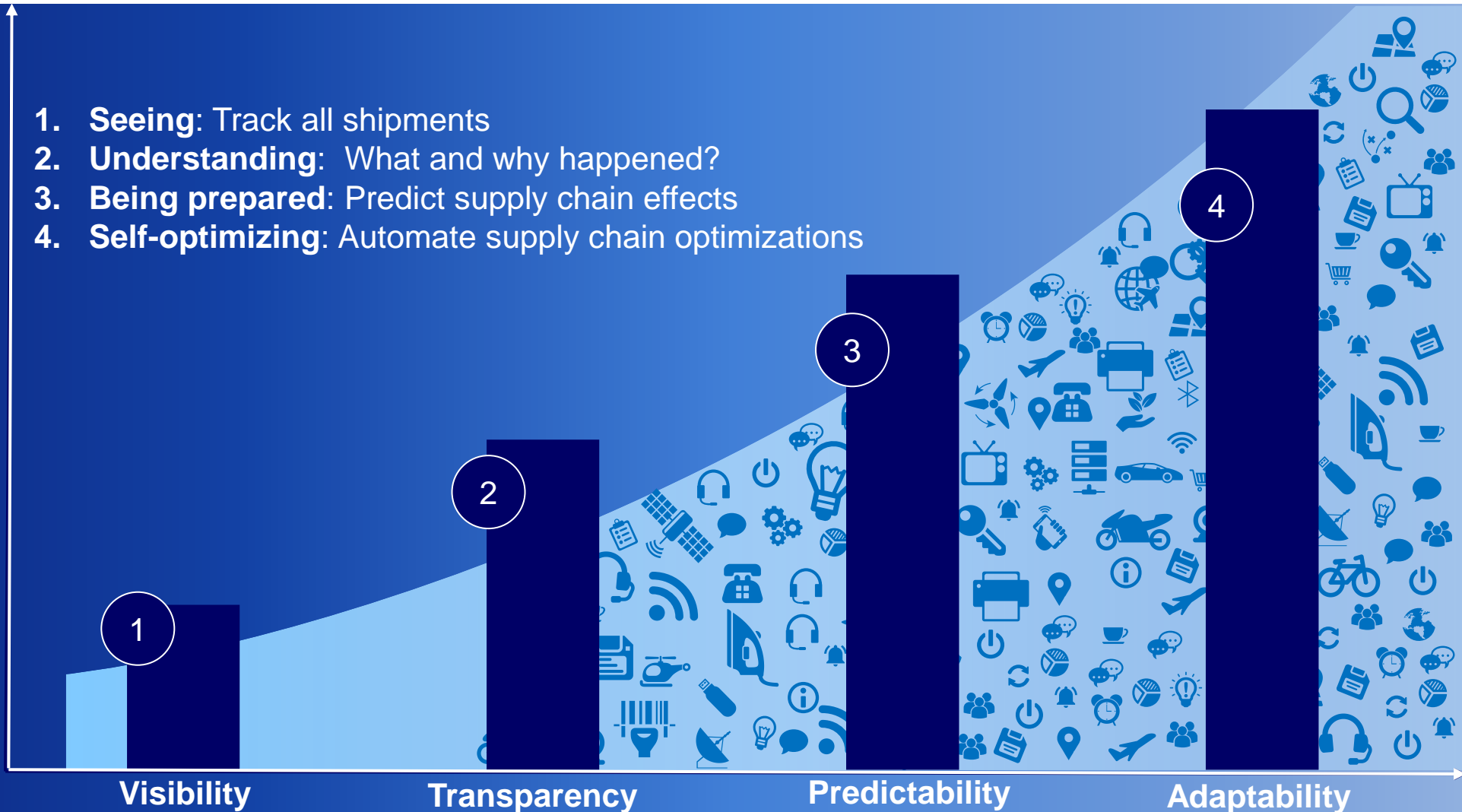
Provide customers an ecosystem with a vibrant and dynamic one-stop shop for all their logistics needs based upon the following principles and patterns:

- Joint use
- Open
- Easy
- Complete
- Secured
- Business network
- Intelligent & dynamic
- Adaptive & increasing



Logistics Ecosystem's Nucleus

End-to-end visibility deals as a nucleus for the logistics ecosystem, since it is a key challenge that multiple parties face.



*It is not the **most intellectual property holding** corporation that survives; it is not the **wealthiest** that survives; but the corporation that survives is the one that is able **best to adapt and adjust** to the changing environment in which it finds itself.*

Following Charles Darwin, 1859



Digital
Solutions



DB SCHENKER