



## Green Logistics. Green Network.



Official Supplier  
& Provider



MILANO 2015  
FEEDING THE PLANET  
ENERGY FOR LIFE

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**Schenker Italiana S.p.A.** 

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Corporate Presentation

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The Network, the Products, the Services

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Peschiera Borromeo (Milan), February 2015

# DB Schenker

## key figures in business year 2013



### DB Schenker

In the business year 2013, DB Schenker recorded a total turnover of € 19,7 billion across about 2,000 locations in 130 countries in the field Rail and Logistics.

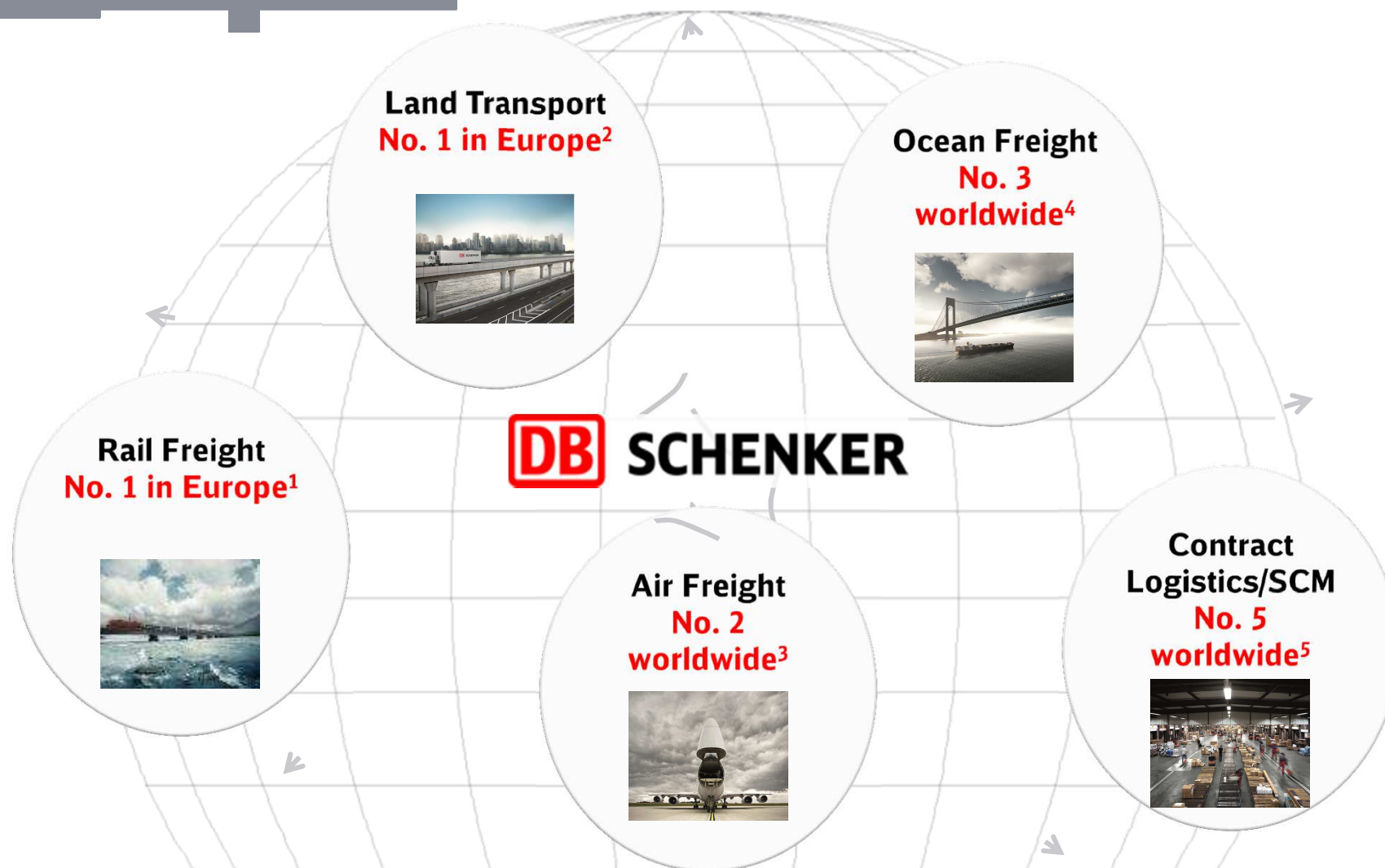
### DB Schenker Logistics

External revenues (€ bn)	14,85
EBIT (€ mn)	335
Employees ('000)	64,1

Source: [www.dbschenker.com/key-figures](http://www.dbschenker.com/key-figures)

- With turnover of about 20 billion Euros, DB Schenker is a leading company, both in Europe and worldwide.

# Global transport networks for all modes of transport strengthen the market position of DB Schenker



Source: DB 1 According to tkm 2 According to revenue 3 According to t 4 According to TEU 5 According to revenues

# DB Schenker Logistics in Figures (2013)



**95,5 million** shipments in  
European land transport.

**1,1 million** tons of air freight  
shipped.

**1,9 million** containers in  
global ocean freight.

**5 million** sqm warehouse  
covered.



[www.dbschenker.com/key figures](http://www.dbschenker.com/key figures)



**DB Schenker Logistics is represented in over  
130 countries at more than 2,000 locations worldwide**



# DB Schenker Logistics has a dense global Partner Network



^Source: Partner Relations, DB Schenker Logistics

# DB Schenker Logistics in Italy: Schenker Italiana S.p.A.



- The Italian Network
- Branch offices
- Organization chart
- Product lines and Key figures
- History
- Customer references
- Products portfolio
- Overseas Sales Delegates
- IT-competence
- Quality philosophy
- Security policy
- Our website



# The Italian Network

- 40 branches covering about 90% of the Italian territory.
- 3 gateways located in Peschiera Borromeo (MI) respectively for road, air and ocean freight.
- 4 logistics centres - the main one is located in Peschiera Borromeo (MI).
- 4 refrigerated warehouses for perishables and foodstuffs 0°/+5° - located in Como, Milan, Naples and Parma.
- 3 rail terminals - located in Dinazzano (RE), Desio (MB) and Orbassano (TO).
- 3 intermodal terminals - located in Cassano M.(VA), Domodossola (VB) and Verona.
- 140,000 square meters warehouses duly equipped in accordance with security standard levels.





# Branch Offices



## HEADQUARTER Peschiera Borromeo (MI)

### CORPORATE OFFICE

Tel: +39 02 51666 1  
Fax: +39 02 51666 500

### LANDTRANSPORT

Tel: +39 02 51666 1  
Fax import +39 02 51666 791  
Fax export +39 02 51666 799

### AIR FREIGHT

Tel: +39 02 51666 1  
Fax Import +39 02 51666 510  
Fax export +39 02 51666 505

### OCEAN FREIGHT

Tel: +39 02 51666 1  
Fax import +39 02 51666 522  
Fax export +39 02 51666 520

### PROJECTS

Tel: +39 02 51666 1  
Fax +39 02 51666 599

### FAIRS & EXHIBITIONS REMOVALS - SPORTS EVENTS

Tel: +39 02 51666 1  
Fax +39 02 51666 514

### LOGISTICS

Tel: +39 02 51666 1  
Fax +39 02 51666 983

## BRANCHES

### ATESSA

Tel. +39 0872 895517  
Fax +39 0872 888597

### BARI

Tel. +39 080 531 20 11  
Fax +39 080 531 20 90

### BERGAMO

Tel. +39 035 423 46 21  
Fax +39 035 423 46 51

### BIELLA

Tel. +39 015 254 38 46  
Fax +39 015 254 42 50

### BOLOGNA

Tel. +39 051 665 59 11  
Fax +39 051 665 59 90

### BOLZANO / BOZEN

Tel. +39 0471 54 97 11  
Fax +39 0471 54 97 90

### CASATEIA

Tel. +39 0472 77 90 07  
Fax +39 0472 77 90 25

### CASSANO - Intermodal

Tel. +39 0331 75 95 00  
Fax +39 0331 20 44 56

### CATANIA

Tel. +39 095 748 31 11  
Fax +39 095 748 31 31

### CIVITANOVA

Tel. +39 0733 89 91  
Fax +39 0733 89 92 92

### COMO

Tel. +39 031 35 27 91  
Fax +39 031 352 79 94

### DESIO Rail

Tel. +39 0362 39 11 1  
Fax +39 0362 30 05 26

### DINAZZANO Rail

Tel. +39 0522 77 02 11  
Fax +39 0522 77 02 51

### DOMO - Intermodal

Tel. +39 0324 23 64 14  
Fax +39 0324 23 68 42

### GENOVA

Tel. +39 010 659 84 11  
Fax +39 010 659 84 38

### LONGARONE

Tel. +39 0437 77 12 10  
Fax +39 0437 77 12 12

### NAPOLI

Tel. +39 081 31 19 901  
Fax +39 081 31 19 991

### ORBASSANO Rail

Tel. +39 011 412 06 01  
Fax +39 011 412 06 31

### PADOVA

Tel. +39 049 899 48 11  
Fax +39 049 899 48 80

### PARMA

Tel. +39 0521 36 40 11  
Fax +39 0521 36 40 30

### PRATO

Tel. +39 0574 59 91  
Fax +39 0574 59 95 38

### ROMA

Tel. +39 06 60 21 21  
Fax +39 06 602 12 90

### ROMA EUR

Tel. +39 06 541 22 47  
Fax +39 06 541 18 43

### SIBARI

Tel/Fax +39 0981 75 00 55

### TORINO

Tel. +39 011 398 13 11  
Fax +39 011 398 13 30

### TRENTO

Tel. +39 0461 96 00 28  
Fax +39 0461 96 09 57

### TRIESTE (Port)

Tel. +39 040 6732915  
Fax +39 040 6732981

### TRIESTE (Airport)

Tel. +39 0481 474495  
Fax +39 0481 774991

### UDINE

Tel. +39 0432 52 96 11  
Fax +39 0432 52 96 10

### VERONA

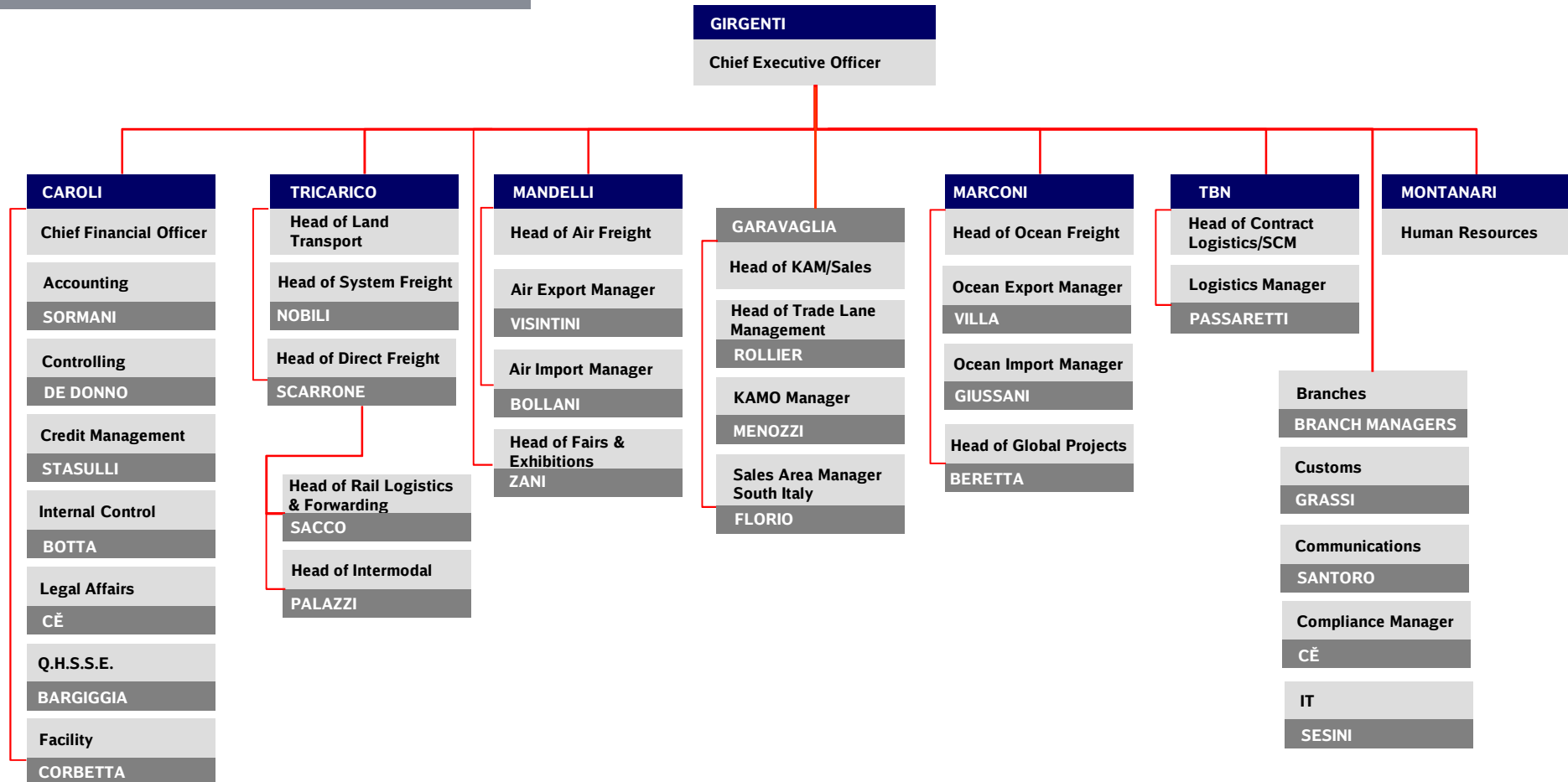
Tel. +39 045 82 82 111  
Fax +39 045 82 82 170  
**Intermodal**  
Fax +39 045 86 48 770

### VIPITENO

Tel. +39 0472 64 87 11  
Fax +39 0472 64 87 99



# Organization chart Italy



## Product lines and turnover 2013



International Land

Special Land

Intermodal

Rail freight

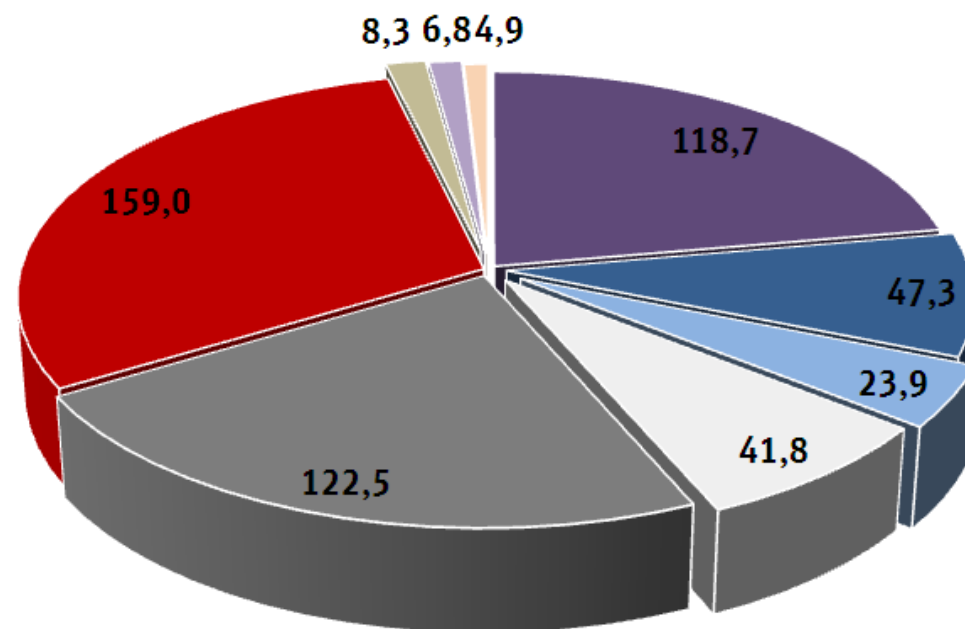
Air freight

Ocean freight

Projects

Fairs & Exhibitions

Contract Logistics / SCM



■ INTL LAND

■ RAIL

■ PROJECTS

■ INTERMODAL

■ AIR

■ FAIRS

■ SPECIAL










■ OCEAN

■ LOGISTICS

- In financial year 2013, Schenker Italiana generated around 533 Mio Eur turnover.

# History of Schenker Italiana S.p.A.



<b>1963</b>	Year of foundation	
<b>1993</b>	Merger with Schenker & Co. S.r.l. Trieste	
<b>1996</b>	Merger with Mondial Medtrans S.p.A.	
<b>2000</b>	Merger with Società Trasporti Castelletti S.p.A.	
<b>2001</b>	Merger with Zuffo & C. S.r.l.	
<b>2007</b>	Merger with BAX Global S.r.l.	
<b>2008</b>	Merger with Raillog S.p.A.	
<b>2011</b>	Merger with Hangartner S.r.l.	
<b>2013</b>	Schenker Italiana celebrates fifty years activity	





## Customer references



# The competitive advantage of land transport is based on our strong European network








- DB Schenker is the **market leader** for European part- and full-load transport services.
- Fully integrated network of 720 branches controlling the flow of goods and information door-to-door.
- No other provider connects as many locations in as many countries with such a high frequency.
  - Daily departures to all European terminals.
  - Defined door-to-door lead times.
  - High reliability with high quality and security standards.
  - High transparency and visibility with integrated tracking.



# The European land transport product portfolio



DB SCHENKER <i>parcel</i>	DB SCHENKER <i>system</i>	DB SCHENKER <i>direct</i>	DB SCHENKER <i>hangartner</i>	DB SCHENKER <i>raillog</i>
				
Scheduled transports for parcels across Europe available with further options	Scheduled transports for groupage shipments within the DB Schenker network	Fast door-to-door connections without cargo handling in DB Schenker terminals	Combined transportation, coupling the benefits of full cargo load road and rail transportation	International rail-based forwarding solutions combined with additional logistics services

**Further national products with respect to local demands are offered**

## Land transport product portfolio

### DB SCHENKER*system*



**The highly developed standard product for a continuous connection to your buying and selling markets in Europe. With short standard lead times and shipment tracking for precise control of goods flow.**

- Handling of consignments within DB Schenker's fully controlled and scheduled network.
- European-wide door-to-door service with comprehensive pricing.
- Tracking on the Internet.
- Scheduler providing full transparency about lead times.

**DB SCHENKER*system* – the affordable and reliable service for your European shipments. Systemized and scheduled.**



**DB Schenker –**  
On the road. Always on time





# Land transport product portfolio

## DB SCHENKER*direct*



**DB SCHENKER*direct* is the fast and flexible solution for you:**

- Punctuality
  - Standardised processes
  - Experienced dispatching and planning employees
  - Reliable drivers
- Reliability
  - Loading space availability due to:
    - Our own fleet of vehicles
    - Affiliated companies/subcontractors
    - Special-purpose equipment
- Quality
  - Certified workflows
  - Employee training (process and tour monitoring)
  - Selected and tested subcontractors

Freight space to suit your specific needs - any time, anywhere in Europe, whenever and wherever you need it.



DB SCHENKER*direct* –  
Direct all over Europe



# Land transport product portfolio

## DB SCHENKER*special*



- In addition to Europe-wide system-based transport services, Schenker Italiana also provides special services, such as refrigerated transports or furniture handling.
- Our specialists develop individual scenarios according to your needs, especially in connection with large corporate accounts and bids.
  - **foodstuffs** - distribution throughout Europe by trucks at controlled temperature. Storage provided in warehouses equipped with refrigerated rooms.
  - **furniture** - distribution everywhere in Europe by vans especially equipped with shock protection.
  - **full-load** - service from/to all major Europe destinations.



# Land transport product portfolio

## Intermodal transports - DB SCHENKER*hangartner*



**The intermodal transport is cost-effective, fast and environmentally friendly.**

DB SCHENKER*hangartner* is well integrated with ocean and rail services offering a tight network of Pan-European transport solutions and ensuring maximum cost-efficiency with minimum environmental impact.

Our intermodal transport service guarantees high quality standards, together with the utmost flexibility.

DB SCHENKER*hangartner* can provide:

- handling of part- and full-loads.
- company-owned equipment that consists of swap bodies, combi-trailers and special trailers for the transportation of paper rolls (Paperliners).
- great load capacity up to 28 tons per loading unit.



DB SCHENKER*hangartner*

The connection between  
road and rail



# Land transport product portfolio

## Rail Logistics & Forwarding - DB SCHENKER*railog*



### Rail as an integrated part of freight forwarding and logistics services by DB Schenker.

- International cross-border rail cargo services combined with additional services (pre-/on-carriage road, transshipment, warehousing, consulting, etc.): DB SCHENKER*railog*.
- Cooperating while using DB Schenker own rail roads (Germany, France, England, Netherlands, Switzerland, Italy), but also 3rd party railways.
- Wagon load and single car transport, point-to-point block train services, intermodal transports.
- Door-to-door rail-based logistics solution services for almost every industry.



DB SCHENKER*railog*  
Every flow of goods on the right track





# Land transport product portfolio

## DB SCHENKER*railog*



- Organization and clearing of wagon groups and block trains for wagon load freight and combined transport services.
- Purchase of freights from nearly all European railway undertakings.
- Organization and coordination of pre- and on carriage.
- Transhipment Terminal Service: infrastructures designed to provide efficient, effective links between the various Italian manufacturing centers and the national railway system.
- Warehousing and use of DB Schenker rail ports.
- Customs clearance, freight documents.
- Technical consulting (wagon type, loading, security, etc.).
- Cross-border shipment monitoring.








DB SCHENKER*railog*  
The train to total logistics



# The products portofolio of airfreight

## DB SCHENKERsky



DB SCHENKER <i>jetcargo</i>	DB SCHENKER <i>jetxpress</i>	DB SCHENKER <i>aeroparts</i>	DB SCHENKER <i>marineparts</i>	DB SCHENKER <i>skybridge</i>
				
Three airfreight solutions time definite, no size or weight restrictions, supported by on-line tracking service end-to-end.	The premium product for door-to-door transports reliable and fast. The right choice for extremely urgent shipments.	The logistics service designed to meet the requirements of the aerospace industry.	Express support for ships. Solutions designed for the specific requirements of the global shipping industry, including global logistics services.	The solution combining the advantages of air and ocean freight; you tell us the starting point and destination, we'll find the best route.

**Further national products with respect to local demands are offered**

# Airfreight product portfolio

## DB SCHENKERSky - Tailored global concepts



### With perfection, out of experience...

- From pioneer in the airfreight industry to the market leader in providing innovative air freight concepts.

### Competence for tomorrow...

- Maximized presence with ideal connections.

### Speed the way you want it...

- Individual airfreight products – flexible and efficient.

### The service you need...

- Solutions with added value and integrated logistics concepts - transparent handling with a single point of contact.

### Airfreight to door...

- If desired, pick up of the consignment directly at the shipper and direct delivery until the client's door.



DB SCHENKERSky



# Airfreight product portfolio

## DB SCHENKER*sky* - You set the pace



**As one of the global leading providers of logistics services, DB Schenker connects you with your sales and procurement markets. Our regular and reliable connections guarantee that your import and export shipments always reach their destination on time.**

- DB SCHENKER*jetcargo*
- DB SCHENKER*jetxpress*
- DB SCHENKER*aeroparts*
- DB SCHENKER*marineparts*
- DB SCHENKER*skybridge*





# Airfreight with Perfection and Speed

## DB SCHENKER*jetcargo*



- **DB SCHENKER*jetcargo first***  
Express shipments with exactly defined transit times.  
Daily shipping with first class carriers.
- **DB SCHENKER*jetcargo business***  
Fastest possible delivery within a fixed timeframe. For flexible handling of warehouses and individual shipment of goods.
- **DB SCHENKER*jetcargo economy***  
For less urgent shipments, that still need to meet deadlines. Defined timeframes and economical tariffs.
- **DB SCHENKER*jetcargo special***  
Tailored to your individual requirements.  
Versatile transportation concepts for charters, on-board couriers or special goods (e.g. dangerous goods, perishable goods etc.).



Airfreight -  
Going the extra mile



### The solution for your express shipments.

- DB SCHENKER*jetexpress gold*

The premium solution for express requirements, with global reach and shortest possible transit time and no volume and weight restrictions.

- DB SCHENKER*jetexpress silver*

The global standard door to door product for express shipments with slightly longer transit times and a price advantage.



Express from door to door



## Flying high with DB Schenker

### DB SCHENKER*aeroparts*



DB SCHENKER*aeroparts* has been developed by space and aerospace specialists at DB Schenker and meets the requirements for design, development, production and operations by airlines, aircraft operators, aircraft-, engine- and jet-manufacturers, manufacturers of corresponding parts, repair and maintenance companies as well as parts stockists.

- DB SCHENKER*aeroparts aog*
- DB SCHENKER*aeroparts critical*
- DB SCHENKER*aeroparts routine*



## **Express support for vessels** **DB SCHENKER*marineparts***



**Special logistics service for the worldwide supply of vessels with spares – with added value such as order processing, procurement, inventory control, project management and fast and flexible despatch solutions.**

- Globally one high service standard.
- Round the clock availability, 7 days a week, year round.
- Service and price transparency facilitate management.
- Defined transit times.
- No volume and weight restrictions.



Express support for vessels



# Air & Oceanfreight

## DB SCHENKER*skybridge*



**Air shipment? Or oceanfreight? Or both!**

**Use DB SCHENKER*skybridge* to build your bridge to the world markets.**

- The intermodal transport system combines the advantages of air- and ocean-freight.
- You name the place of collection and the destination – we find the best routing.
- DB SCHENKER*skybridge* is a transport system, which keeps your deadlines and reduces your freight charges. By air, then by ocean – or vice versa!
- DB SCHENKER*skybridge* is available on all main routes from Asia via Dubai or Vancouver to Europe.

**Twice as fast as ocean freight and only half the price of air shipment.**



Combined savings










# The product portfolio oceanfreight

## DB SCHENKER*ocean*



DB SCHENKER <i>complete</i>	DB SCHENKER <i>combine</i>	DB SCHENKER <i>projects</i>	DB SCHENKER <i>skybridge</i>	DB SCHENKER <i>smartbox</i>
				
The solution for your full container requirements (FCL), time and cost saving.	The service for individual shipments (LCL) consolidated in one container by using our global LCL network.	Professional logistics solutions tailor made for the requirements of global projects, refineries, power plants or oil rig.	The solution combining the advantages of air and ocean freight; you tell us the starting point and destination, we'll find the best route.	To monitor global freight transports in a more convenient and innovative way. You can choose from multiple options based on your needs.

**Further national products with respect to local demands are offered**

# Ocean Freight product portfolio

## DB SCHENKER*ocean*



For every consignment DB SCHENKER*ocean* offers the optimal way of shipping. The pre- and post-carriage is integrated in multimodal transport solutions. Guarantee of best transit times and IT-based tracking on route from door-to-door. Special logistics services of any kind complement the service package.

- DB SCHENKER*complete* – FCL
- DB SCHENKER*combine* – LCL
- DB SCHENKER*projects* – Break Bulk



The economic alternative  
from coast to coast



# Oceanfreight product portfolio

## DB SCHENKER*complete* (FCL)



**The integrated module for container transportation.**

**Option to choose the adequate container for your individual shipment structure. Loading and unloading takes place directly at the factory. Suitable solutions are arranged for complete transportation from door to door.**

- Nearly daily departures.
- Professional competence.
- Worldwide offices and agents.
- Security and flexibility.



The integrated module  
for container transportation



# Oceanfreight product portfolio

## DB SCHENKER*combine* (LCL)



### Individual consignments are combined in a container.

No matter where in Europe your delivery comes from, our gateway concept ensures you are always close to the port. We organize pre-carriage to the main Italian and European ports.

We guarantee professional cargo reloading and high departure frequency.

- Large network for procurement logistics and distribution logistics.
- High professional competence.
- Approach and coordination with your suppliers – worldwide.
- Door-to-door transportation for single shipments.
- Experience of many years.



**We make one container**  
out of separate shipments





# Global logistics solutions for giants

## DB SCHENKER*projects*



### Our project services include:

#### ■ Transport analysis

- Best routes to the plant or job site.
- Types and means of transport.
- Information on laws and regulations in respect of transport in individual countries.
- Climatic and geographical conditions.

#### ■ Planning and consultation

- Develop the concept in liaison and consultation with the client.
- Produce scope of work and detailed description of services.
- Discuss time frame and build into concepts plan.
- Produce cost calculations.
- Produce technical studies, method statements.

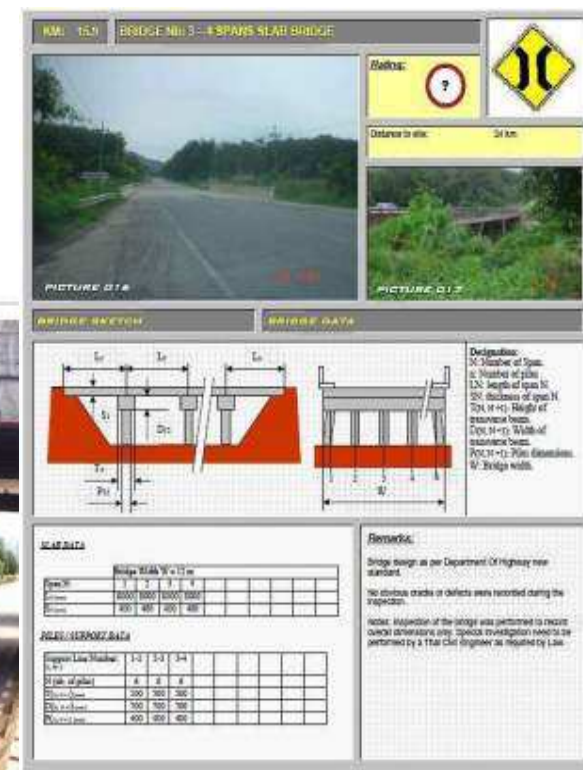
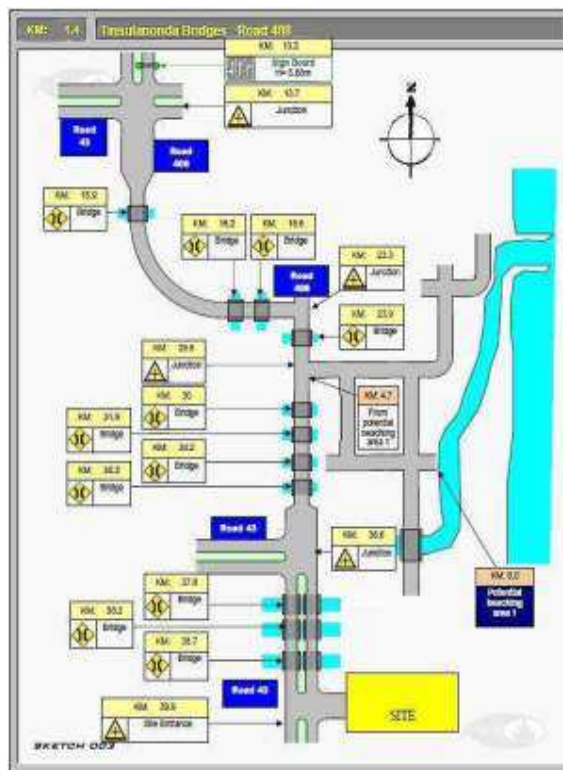




# Route Studies and Surveys Global Projects - DB SCHENKER*projects*



Whatever you need - You will get a detailed transport concept for your project:



# Special services for fairs, events, removal and logistics, customs clearance procedures included



DB SCHENKER <i>fairs</i>	DB SCHENKER <i>sportsevents</i>	DB SCHENKER <i>move</i>	DB SCHENKER <i>logistics</i>	DB SCHENKER <i>Customs Operations</i>
 <p>A complete logistics service for fairs and exhibitions across the world with local qualified staff offering complete assistance and advices.</p>	 <p>Logistics services for sports and events. Our qualified experts can assist you in developing logistics solutions for major sporting events, concerts or entertaining programs.</p>	 <p>Transport management, packing, permits and customs procedures for private and corporate removals.</p>	 <p>Global integrated logistics solutions and industry know how along the entire supply chain.</p>	 <p>As Authorized Economic Operator (AEO-F), DB Schenker can assist you in all kind of customs operations offering a wide range of value added services to simplify procedures.</p>

**Further local solutions and services with respect to local demands are offered**

## We support you with:

- DB SCHENKER*fairs*
  - Competence in worldwide fairs logistics.
- DB SCHENKER*move*
  - Individual concepts for relocation.
- DB SCHENKER*sportsevents*
  - Perfection for international events.



# The world of trade fairs - DB SCHENKER*fairs*



- Fair transportation: Italy, Europe, Overseas.
- Stand assembly material, exhibits, brochures.
- Delivery directly to the exhibition stand.
- Intermediate storage.
- Pick-up of exhibition stand.
- Customs clearance.
- Returned empties: pick-up, storage, delivery.
- Stand supply during the event.
- Equipment: fork lift trucks, cranes, trucks, special devices.
- Multilingual and technically competent specialists, well experienced in commerce.

**DB Schenker is the official forwarder for the most important trade-fairs worldwide.**





# Logistics for sports & events - DB SCHENKER*sportsevents*



- Complete solutions, tailor-made for the requirements of athletes, sponsors and media.
- DB Schenker proved its reliability during the following events:
  - ❑ Olympic Summer Games 2000 in Sydney
  - ❑ Olympic Winter Games 2002 in Salt Lake City
  - ❑ Commonwealth Games 2002 in Manchester
  - ❑ Olympic Summer Games 2004 in Athens
  - ❑ Volvo Ocean Race 2005/2006
  - ❑ Melbourne 2006 Commonwealth Games
  - ❑ Olympic Winter Games 2006 in Torino
  - ❑ FIFA World Cup 2006 in Germany
  - ❑ Olympic Summer Games 2008 in Beijing





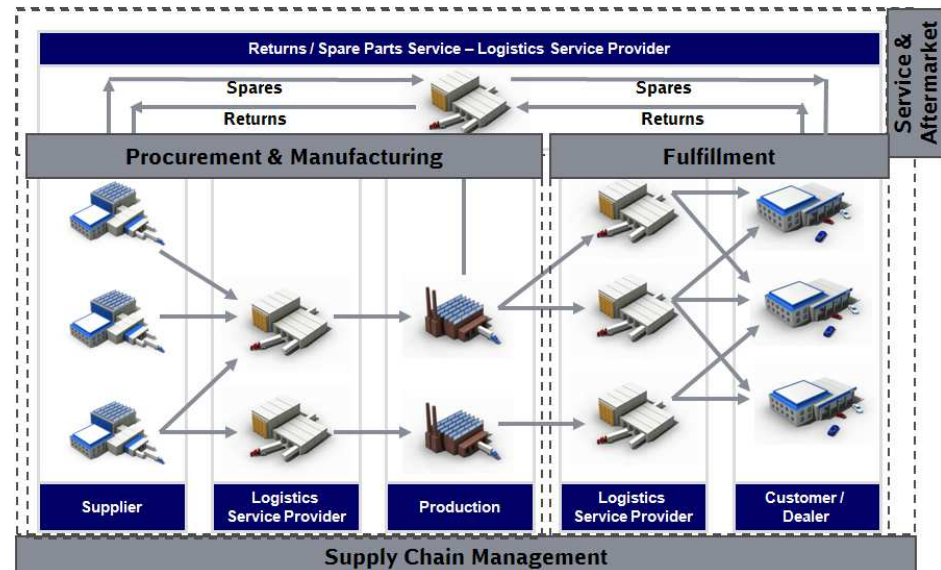
# Global Expertise for your Supply Chain

## DB SCHENKER*logistics*

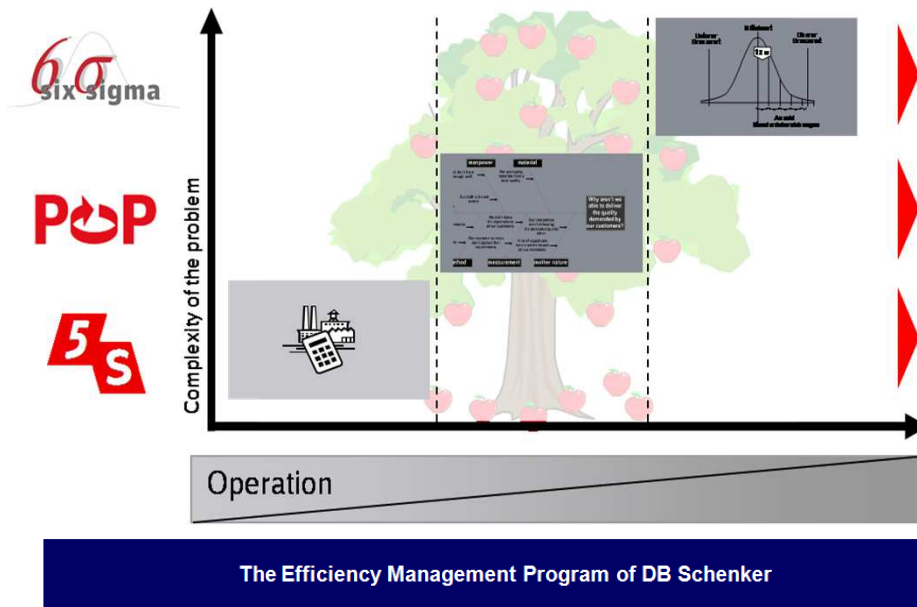


### Contract Logistics and Supply Chain Management

- Provides you with a large variety of **dedicated solutions** as well as with **multicustomer** and **multiproduct** logistics warehouses.
- **Supply Chain modeling** for feasibility studies and definition of best tailor-made solutions.
- **Integrated** with DB Schenker **transportation network** (air, rail, ocean, land and multimodal).
- **Fully dedicated**, committed and experienced **personnel** to coordinate your project.
- **Supporting** the customers entire value chain with logistics solutions on **different stages**:
  - Procurement and Manufacturing
  - Fulfillment
  - Services and Aftermarket
- **Expertise** on defined industry sectors:
  - Electronics
  - Consumer
  - Industrial



# A unique methodology to enhance quality standards - DB SCHENKER*logistics*



POP Permanent Optimization Program (since 1998)	6σ Six Sigma + LEAN (since 2000)	Bm & Bm Business Moderation & Business Mediation (ca. 1970 & ca. 1900)
<b>Reduction of non value-adding processes</b> <ul style="list-style-type: none"> <li>Process improvement takes place in incremental steps over time.</li> <li>Learn what causes things to happen and utilize that information to remove activities that have no value to the customer</li> </ul>	<b>Reduction of process and product errors</b> <ul style="list-style-type: none"> <li>Exhaustive understanding of customer requirements aimed to improve customer satisfaction</li> <li>Disciplined use and systematic analysis of data and facts</li> </ul>	<b>Team work and conflict resolution</b> <ul style="list-style-type: none"> <li>Goal oriented, structured moderation of group discussions</li> <li>Execution of conflict resolution processes (Mediation)</li> </ul>
<b>Further enhancement of Japanese Kaizen-Methodology</b> (ca. 1950)	<b>Global best practice for optimization and redesign of business processes</b>	<b>Global best references across industries</b>

## Contract Logistics Delivery Methodology (CLDM)

- Improved Quality of Business Development Activities (Sell fits Delivery = **Elimination of later scope creeps**).
- Solution Design Capabilities **ensuring validated picture on future situation through** sophisticated simulation.
- Implementation standard **avoid major implementations risks and mitigate known challenges upfront**.
- Truly global approach **increases effectiveness** in global team collaboration
- Permanent optimization & improvement lead to **ongoing commercial attractiveness**.
- Best in class quality standards** of DB Schenker Services.

# Industry Focus

## Vertical markets of Schenker Italiana



### Core

### Competences

- Contract Logistics
- Warehouse Management System
- Consulting services
- Value Added Services
- Dedicated staff
- Customs formalities & Ministerial Licences

### Healthcare/ Pharma

- Controlled temperature along the entire supply chain
- Single package, container or full load shipments
- Two security standards: cool-ambient / temperature monitoring devices

### Fashion

- Door to door supply chain
- Quality control, pick & pack small repairs
- GOH handling
- WW support for shows, Cites & high value shipments, hand carry

### Food & Beverages

- Controlled temperature along the entire supply chain
- Packaging solutions
- Single package, container or full load shipments
- DAA & Excise Management

### Semicon & Solar

- Equipment Logistics, Rigging
- Turn Key solutions / Tailor made
- Project Management, SPOC concept (single point of contact)
- WW EDI interface

### Aeroparts

- SPOC concept (single point of contact)
- AOG desk
- Availability 24/7 basis
- Military, licence, hazardous and oversized shipments

### Recyclables

- Waste paper, plastic and metal scraps
- Consulting services for L/C payment regulations
- Competitive GIGO rates
- Allocation Management & empty containers

## Ministerial Licenses

- Extra-EU trade requires for certain products particular licences, permits and visas. Our Roma Eur branch-office exclusively specializes in obtaining such licences, issued by the Central Offices of the Italian Public Administration (Customs Office, Chamber of Commerce, ect.).
- Thanks to direct connections to the Central Offices of the European Union and of the Italian Public Administration, our Roma Eur branch-office has been operating for more than 30 years in various market fields (textiles, iron industry, foodstuffs, etc), offering all kinds of services which are indispensable to allow goods' trade, such as:
  - Obtainment of import and export ministerial licences.
  - Information about EU regulations.
  - Constant update concerning handling and ministerial issues.



## Customs services

- To maintain the smooth flow of your supply chain, DB Schenker has optimized the clearance process of your shipments.
- As a licensed customs agent, Schenker provides all types of customs clearance operations and offers a wide range of services and assistance to simplify customs procedures.
- Our focus is to have the correct product information at the right time to ensure efficiency and compliance.
- We have the competence to help you deal with the most complex international trade rules and regulations:
  - AEO certified (grade F)
  - Customs Brokerage
  - Bonded Warehouse (A3 and A4)
  - Fiscal Deposit





## IT competence: e-Schenker

- Methods such as SWORD (Schenker's Worldwide Online Realtime Data Network), EDI, tracking, barcoding ensure efficient processes and smooth flow of information among DB Schenker, our local subsidiaries and our customers.
- DB Schenker offers a unified Europe-wide information and communications system to manage shipments all the way through from the sender to the recipient:
  - TRACKING with e-POD (electronic Proof Of Delivery).
  - Entire monitoring of each shipment from pick-up till delivery.
  - ALERTING - Notification related to single occurred events.
  - EDI - Electronic interchange of order data with our customers.
  - SCHEDULER - door-door transit time research anywhere in 36 European countries (DB SCHENKERsystem).
  - E-INVOICING - Web application enabling to receive invoices via e-mail.



- DB SCHENKER*travel* is able to provide extensive services and unique benefits to our clients. Professional travel consultants, specialized in travel management on corporate and individual level, are highly motivated by an absolute commitment to provide the most innovative ways to achieve our customers' total travel satisfaction.
- DB SCHENKER*travel* meets the requirements of companies and individuals by offering:
  - ❑ Best-price flight tickets.
  - ❑ Package tours of all tour operators.
  - ❑ Guided tours.
  - ❑ Educational trips.
  - ❑ Tailor-made city trips and analysis of costs.
  - ❑ Hotel and car-rental reservations.



## Higher security standards



### ■ TAPA Certification

Since the launch of certification in 2004, DB Schenker has responded proactively to the rising number of criminal incidents within the logistics chain in the high-tech sector and when handling high-value goods.

### ■ Security features in place:

- More than 40 TAPA-FSR-A-Level certified land transport terminals in Europe.
- Warehouses equipped with CCTV for 24 hrs/day security check.
- Trailers equipped with door-lock detector.
- Implementation of high standard security procedures.
- Secured parkings.



# Quality philosophy



## UNI EN ISO 9001:2008

- International standardized operations.
- Constant staff training and external/internal audits.
- Employee suggestion systems.



## TAPA FSR 2009



- Freight suppliers' minimum security requirements.
- Asset protection systems: compliance with international security standards for the Land Operations in Peschiera Borromeo Hub and Bologna Gateway.



## UNI EN ISO 14001:2004

- Freight suppliers' minimum security requirements.
- Asset protection systems: compliance with international security standards for the Land Operations in Peschiera Borromeo Hub and Bologna Gateway.

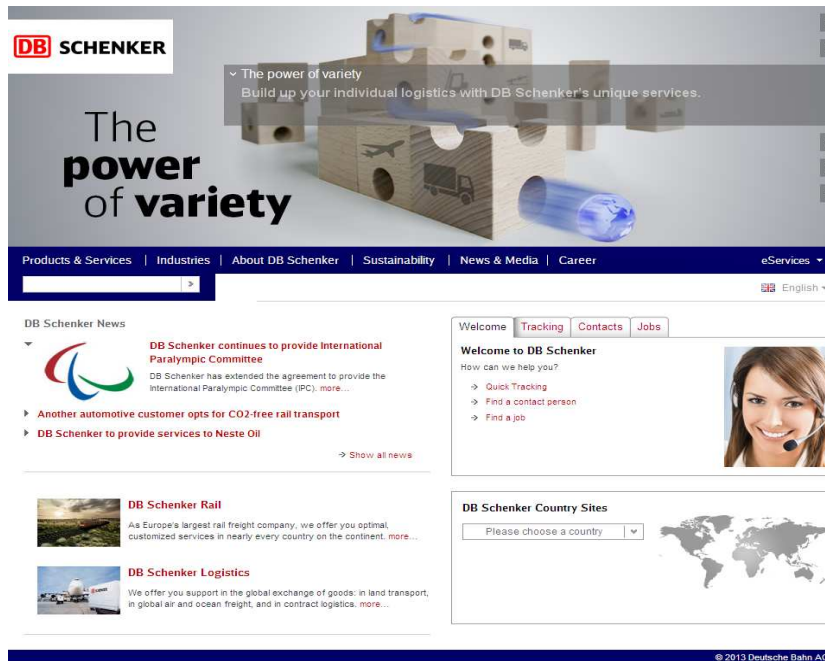


## Certificate of Excellence

As acknowledgement for the implementation of an integrated management system for «Quality, Environment and Safety» **ISO 9001 - ISO 14001 - BS OHSAS 18001** in the operational units of Peschiera Borromeo, Bergamo and Como.



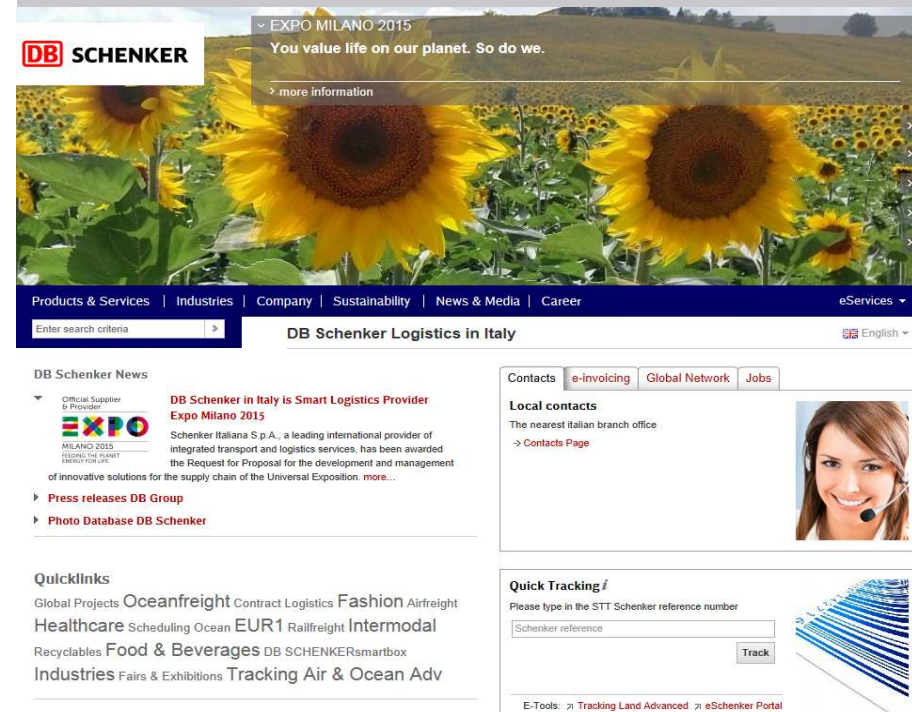
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