Conference “Shaping the future of intermodal transport”

Lucerne, 20 June 2017

Simultanübersetzung: Deutsch Kanal 1
Traduzione simultanea: Italiano canale 2
Simultaneous translation: English channel 3
Programme

10:00-12:30  Conference “Shaping the future of intermodal transport”
  Welcome & introduction
  “Will rail survive? The future of mobility”
  Innovating mobility systems
  Closing

13:00-15:30  Boat tour “Lake of Lucerne”
Welcome

Hans-Jörg Bertschi
Programme

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“Will rail survive? The future of mobility”  Patrick Dixon
Innovating mobility systems  Panel discussion
Closing  Hans-Jörg Bertschi

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Panel discussion
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Innovating mobility systems

Nadine Dereza
Conference Moderator

Matthew Baldwin
Deputy Director-General
Mobility and Transport
EU Commission

Peter Marshall
Director Supply Chain,
Dow Chemical

Jürgen Wilder
CEO of DB Cargo

Zvi Schreiber
CEO of Freightos
Matthew Baldwin
Deputy Director-General DG MOVE, EU Commission
Peter Marshall
Director Supply Chain of Dow Chemicals
Key Facts About Dow

- ~56,000 employees
- >7,000 product families
- Sales in 175 countries

2016 Sales of $48.2 Billion

Corporate Stats

Dow Sites Around the World
DOW Shipments from Benelux

Volumes in KT, (%) Intermodal

- 122 (77%)
- 54 (12%)
- 183 (89%)
- 48 (93%)
- 53 (86%)
- 41 (90%)
- 43 (58%)
- 36 (45%)

"DOW"
Dow’s view of intermodal transport

Advantages
- Operational flexibility;
  - pre-loading at sites
  - local stocks close to customers
- Lower cost and carbon footprint
- Ease driver shortage issues & minimize language barriers

Challenges
- Longer transit times
- Cost disadvantage on shorter routes
- Rail disruptions;
  - Strikes
  - Weather
- Service mind-set
- Supply Chain visibility
Jürgen Wilder
CEO of DB Cargo
Innovating mobility systems – Approaches of DB Cargo
Panel discussion at Hupac Anniversary Conference

DB Cargo AG | Dr. Jürgen Wilder | Lucerne | 20.06.2017
Digitization and automatization alongside the whole value chain make rail freight transportation more attractive!

- Intelligent software steers the products – from ordering to invoicing
- Longer & heavier cargo trains
- Technical interoperability
- Energy- & CO₂ Efficiency
- Automatic Train Operation
- Intelligent vehicles
- Reduction of noise & emissions
- Train formation yards 4.0
- Integrated transport chain
- Digital sales platforms

Customer & market focus
DB 2020 DB Cargo strategy
Technological Trends

DB Cargo | Dr. Jürgen Wilder
DB Cargo's innovative platform for digitization

**myRailportal**

myRailportal offers the basis for digitizing processes and implementing innovative use cases. We are continually working on further developing myRailportal to create a ground-breaking solution. We achieve this together with our customers.

- **Always know where your consignment is**
- **Simple access, configurable user interface**
- **CustomerLab for innovation and knowledge sharing**
- **Every service at a glance, organised and connected**
- **Use Case: Joint project for digitization of intermodal supply chains**
- **Further development of innovative use cases**

DB Cargo | Dr. Jürgen Wilder
Thank you for your attention
Zvi Schreiber
CEO of Freightos
Freightos
Smooth shipping with digital freight sales and management.

Zvi Schreiber
CEO
3 DAY QUOTING
40 CONTAINERS YEAR/EMPLOYEE
$685 M. IN INVOICING INACCURACIES

INSTANT PRICING/BOOKING
11290 PACKAGES YEAR/EMPLOYEE
REAL-TIME ROUTING OPTIMIZATION
LEADING THE FREIGHT REVOLUTION
INCREASED WIN RATE
LOWER COST OF SALE
GLOBAL CUSTOMER BASE
THE REVOLUTION: DOOR TO DOOR INSTANT FREIGHT QUOTES.
THE REVOLUTION: DOOR TO DOOR INSTANT FREIGHT QUOTES.
BRINGING GLOBAL FREIGHT ONLINE.

Automating Logistics Providers

Online Freight Bookings

2016-Q2 2016-Q3 2016-Q4 2017-Q1

New  Repeat
THANK YOU
zvi@freightos.com
Innovating mobility systems

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Conference Moderator

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Deputy Director-General Mobility and Transport EU Commission

Peter Marshall
Director Supply Chain, Dow Chemical

Jürgen Wilder
CEO of DB Cargo

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