

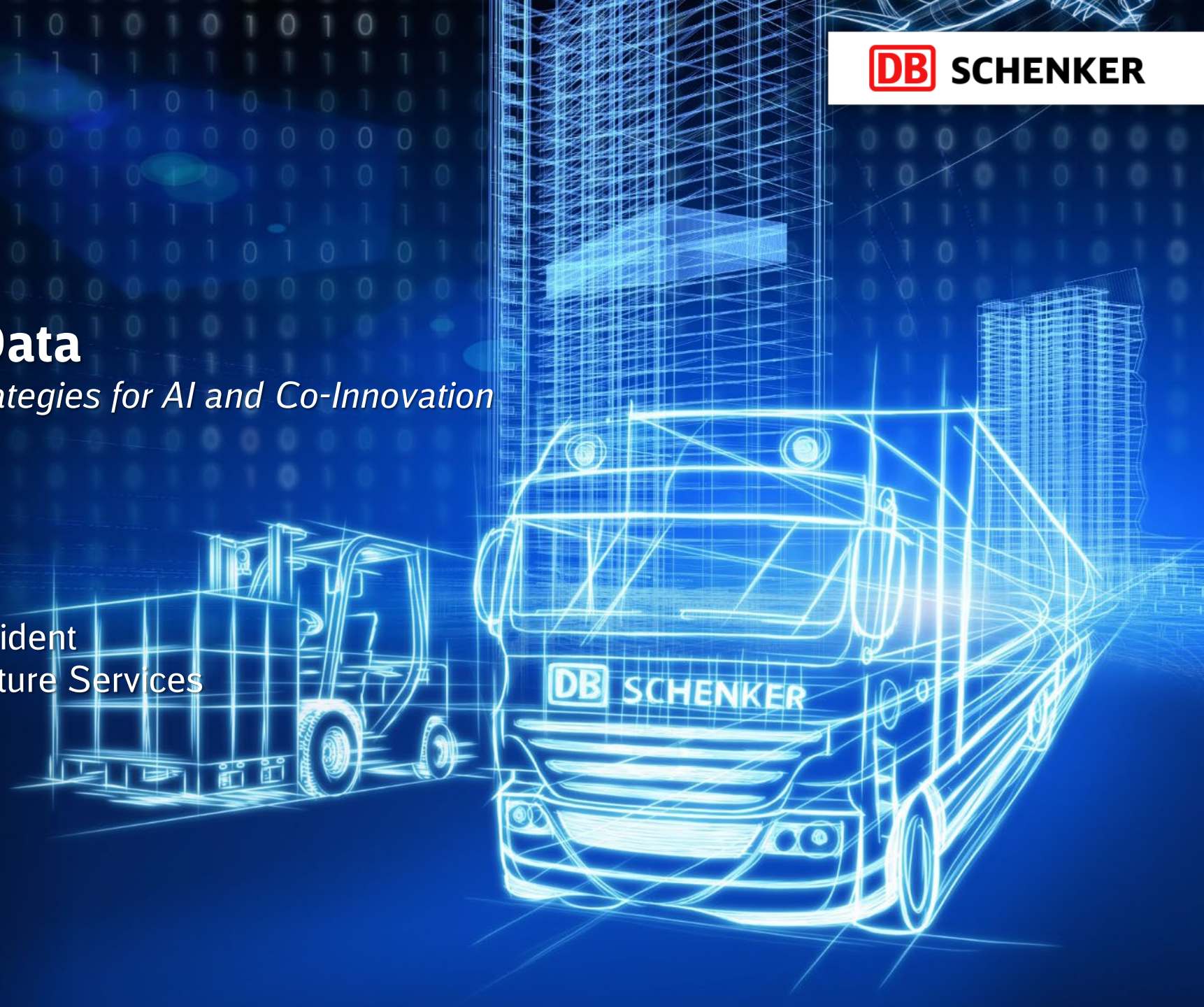
Pave the Way for Data

*Hello! World 2019 – Data Strategies for AI and Co-Innovation
10 April 2019, Barcelona*



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Senior Vice President
Global Infrastructure Services
DB Schenker



A graphic consisting of a dark blue circle with the text 'Company Introduction' inside. The circle is surrounded by several concentric white rings of varying thicknesses, some of which are partially broken or offset, creating a dynamic, circular motion effect.

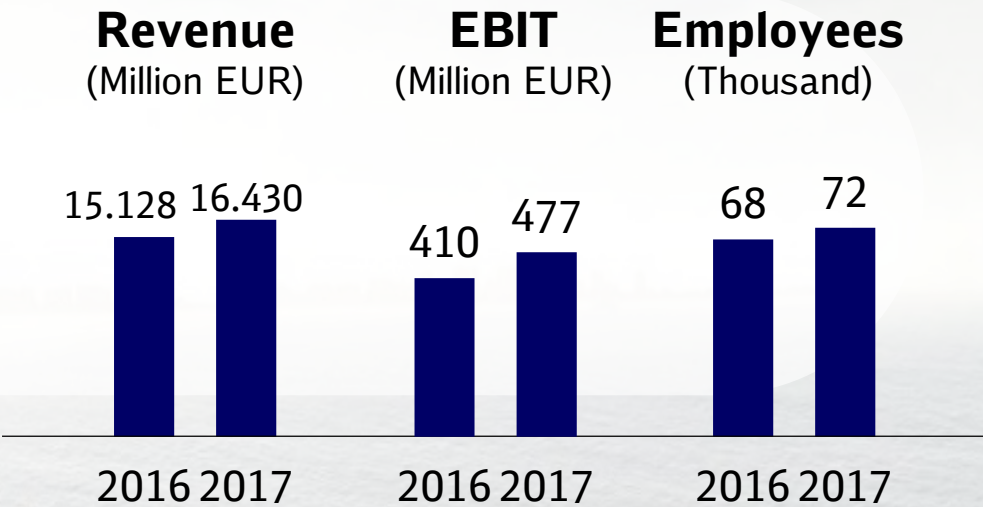
Company Introduction

**We advance businesses and
lives by shaping the way our
world connects**

DB Schenker is one of the leading logistics service providers



DB Schenker



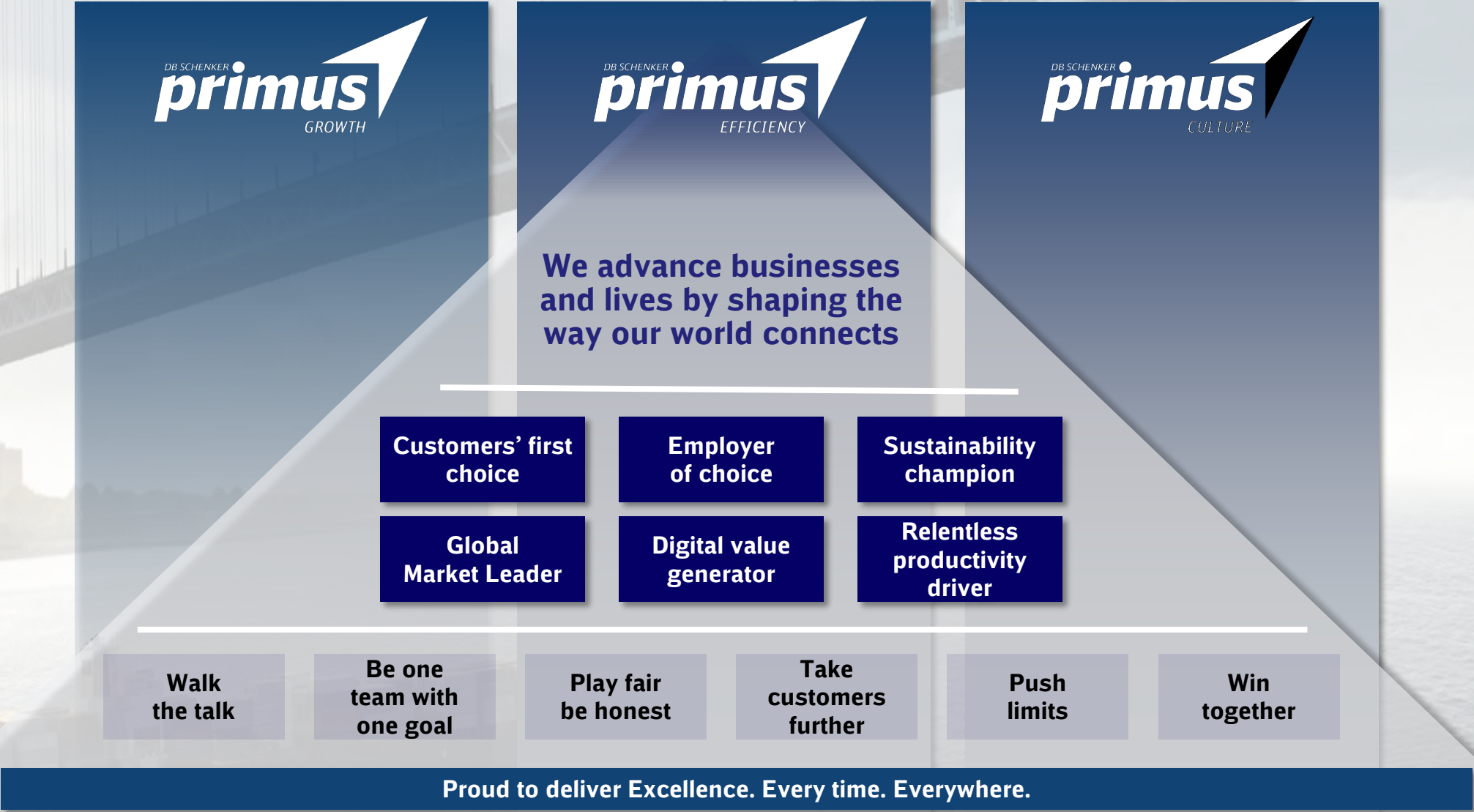
Our PRIMUS strategy gives us guidance on what we want to achieve

Our purpose
why we exist:

Our ambition
what we want to be:

Our values
how we want to act:

Rallying Cry
what unites us



Infrastructure Transformation

To pave the
way for data

Cloud-based Workplace
Cloud-based Data Center
Internet as THE Network

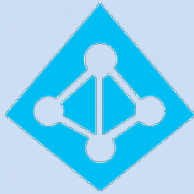
Cloud-based Workplace

Provide a secure,
standardized IT
workplace to the
modern user

Design a standardized, global platform for all users

Working from anywhere, access to everything

Azure AD



Office 365



Support concept



Operating System



Application Provisioning



Hardware Lifecycle





Cloud-based Data Center

Hybrid Approach

Global Infrastructure Platform Services

Hybrid in all aspects

Technology

- High optimized and automatized Clouds operation DevOps based
- On premise HUBs with high virtualization
- Scalable environment

Service

- One DB Schenker Service around the globe
- Global Service Level
- “Follow the sun” support of high quality

Organization

- Distributed organization round the globe
- Global “follow the sun” organization

Hybrid

DB Systel

- Focus on critical global applications
- Applications with high interaction with critical global applications

DB Schenker

- Special requirement on agility
- „Playground“ innovation
- Focus on non-global solutions
- Case wise decision



On Premise
Americas, Europe, APAC

- Applications not cloud ready
- Financially not attractive for cloud
- Legal or data protection restrictions (i.e. PR China, Russia, ...)
- Technical restrictions (latency)



Internet, THE Network

Zero Trust
Cloud-based
Security

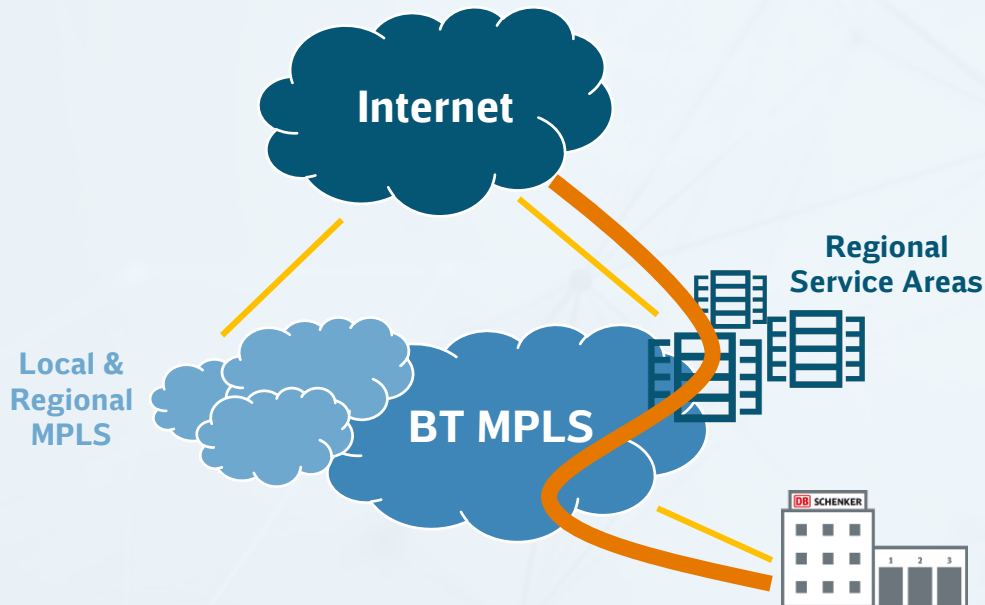
1400 DB Schenker Locations



From classical MPLS to hybrid – time made the difference

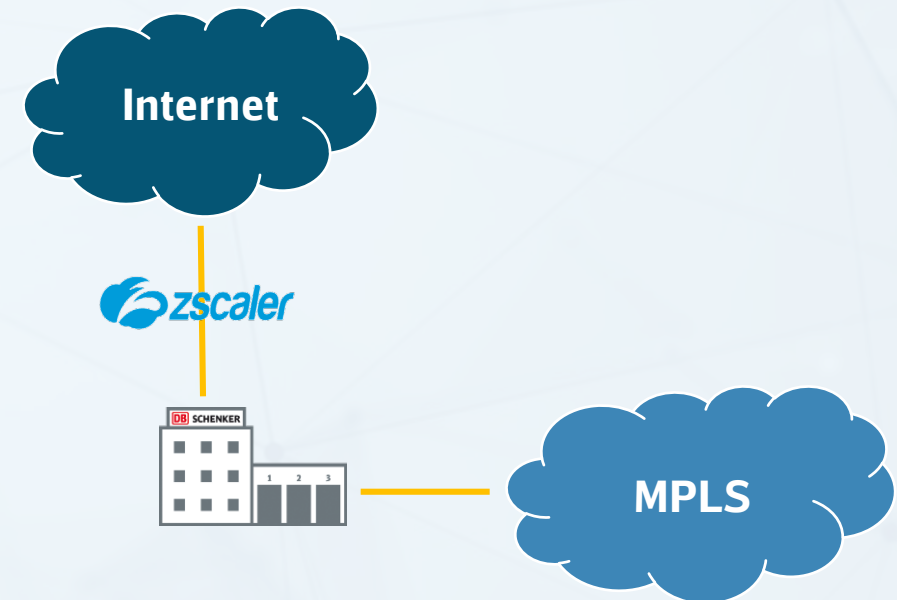
Classical MPLS

- Many different local & regional carriers
- Hub-and-Spoke infrastructure
- Many different site connection types
- Classical active/passive connection
- Central internet breakout or unknown/unsecured internet breakouts



Hybrid

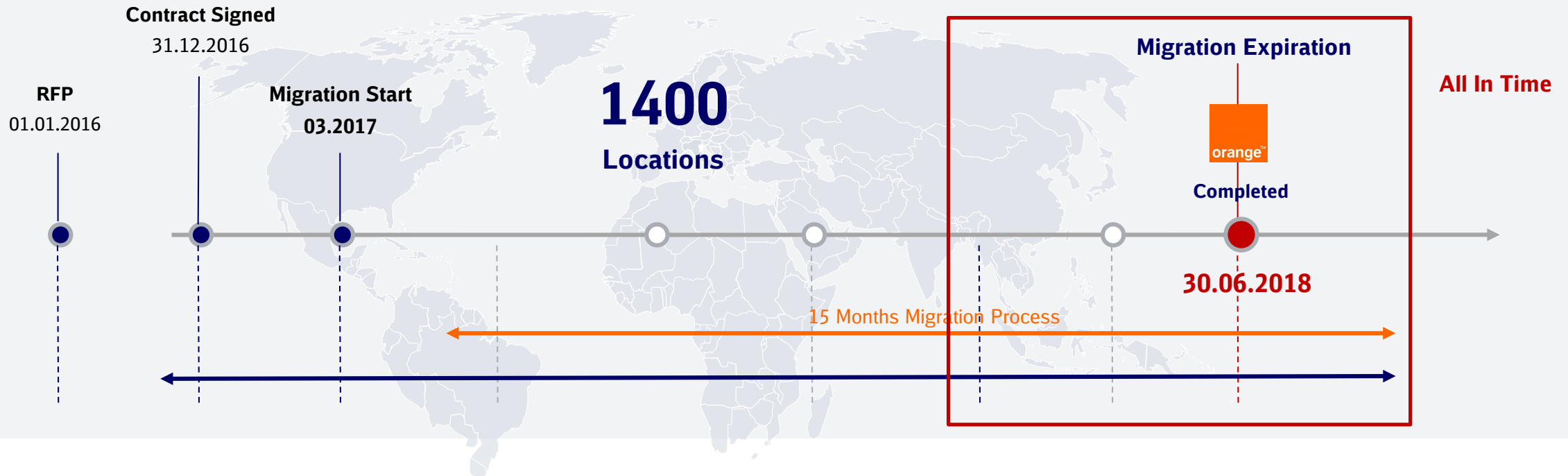
- Two Provider approach
- All sites are directly connected to our WAN
- Offloading traffic / using both connections
- Make the WAN ready for DB Schenker Cloud approach



Internet as THE Network

Rapid and on-time Transition in more than 70 Countries

- ✓ Single Provider to 2 Providers
- ✓ Hybrid Network (MPLS, Internet)
 $\frac{3}{4}$ of SD-WAN
- ✓ Reduced Costs
- ✓ 1400 Locations within 15 Months
- ✓ Double Bandwidth
- ✓ Rapid Transformation



Enabler for Digitization

IoT Platform

Data
Analytics

eSchenker

Connect 4.0

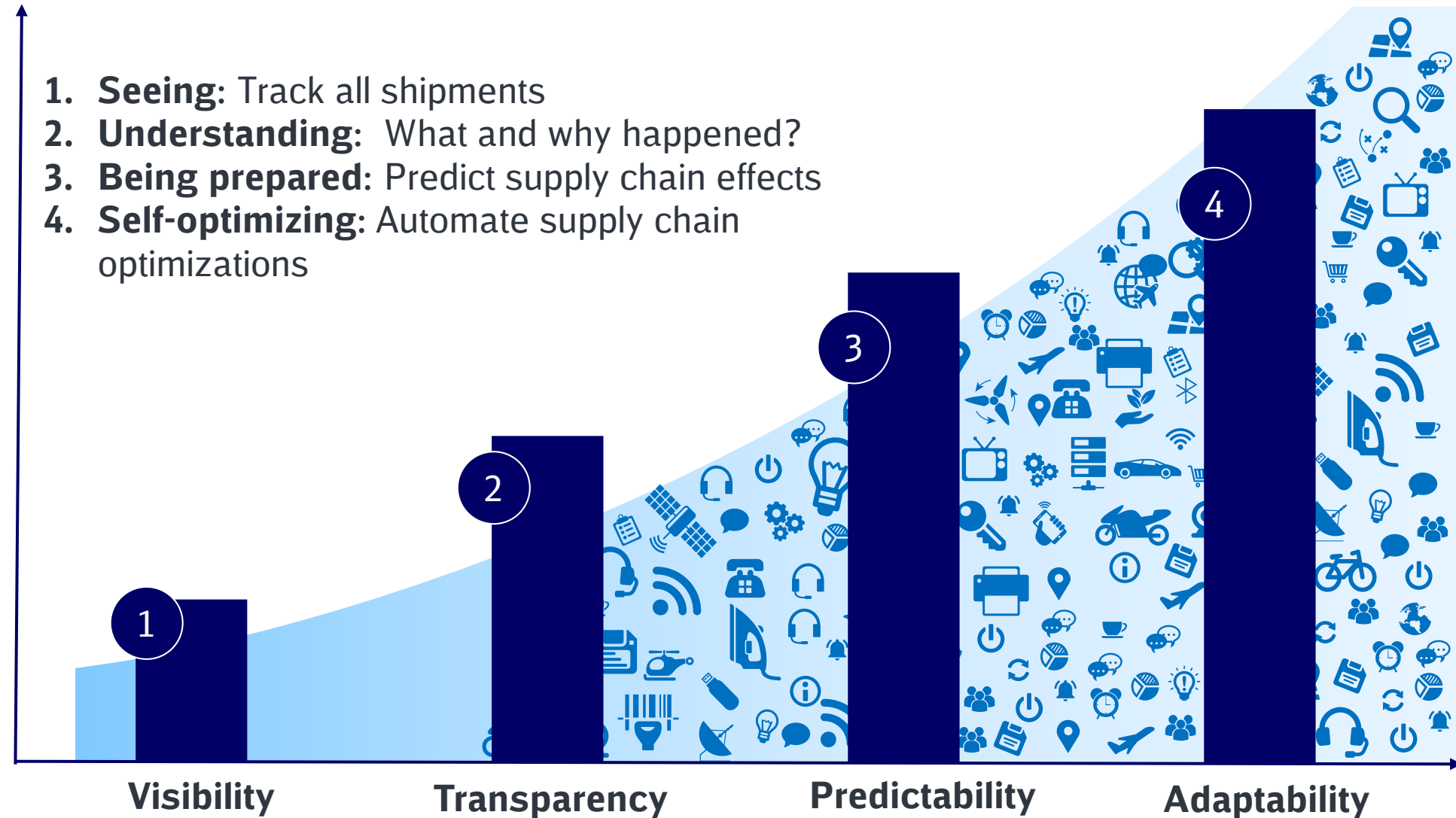
T-Pod-Einride

IoT Platform

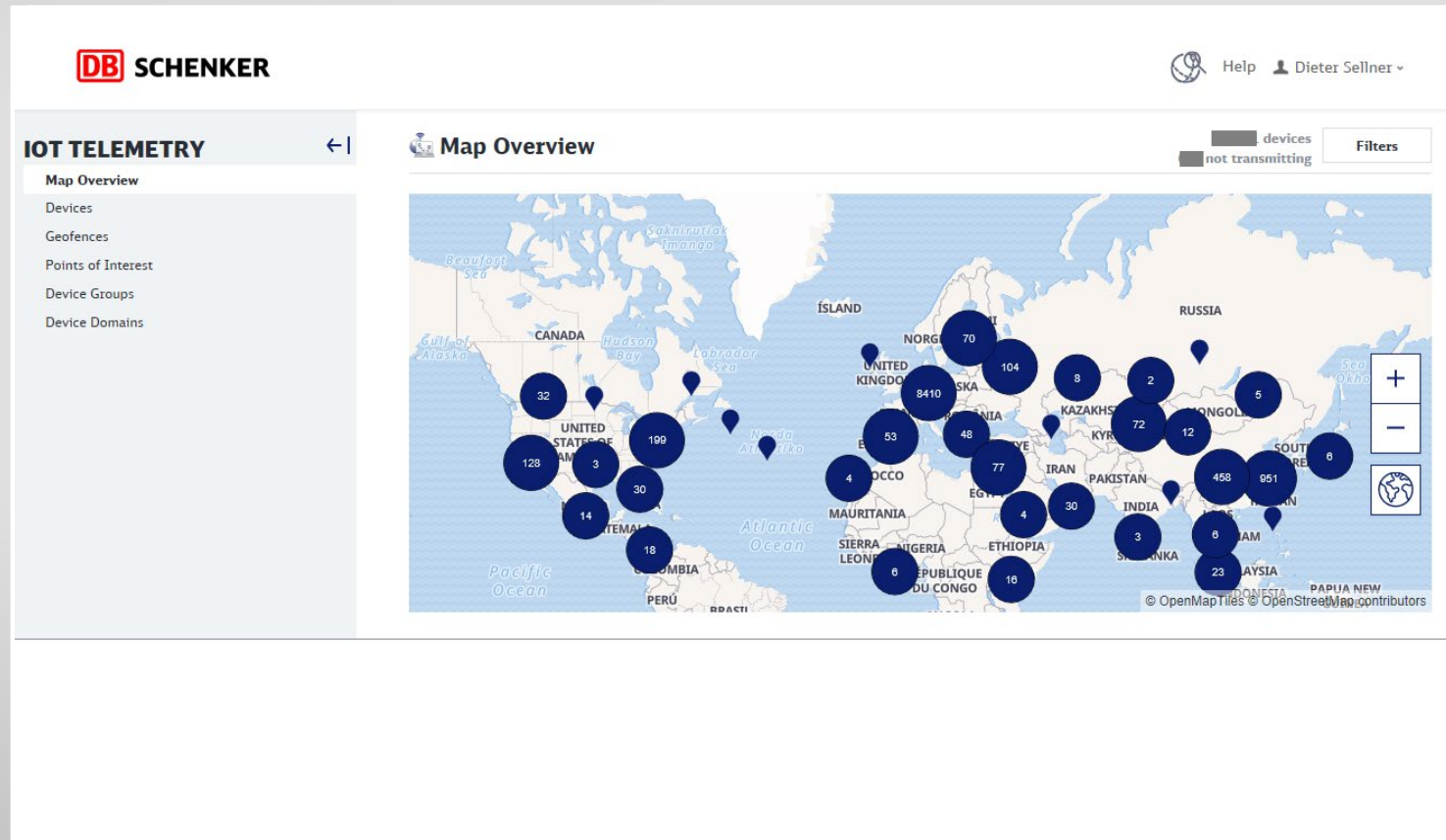
More than a gadget



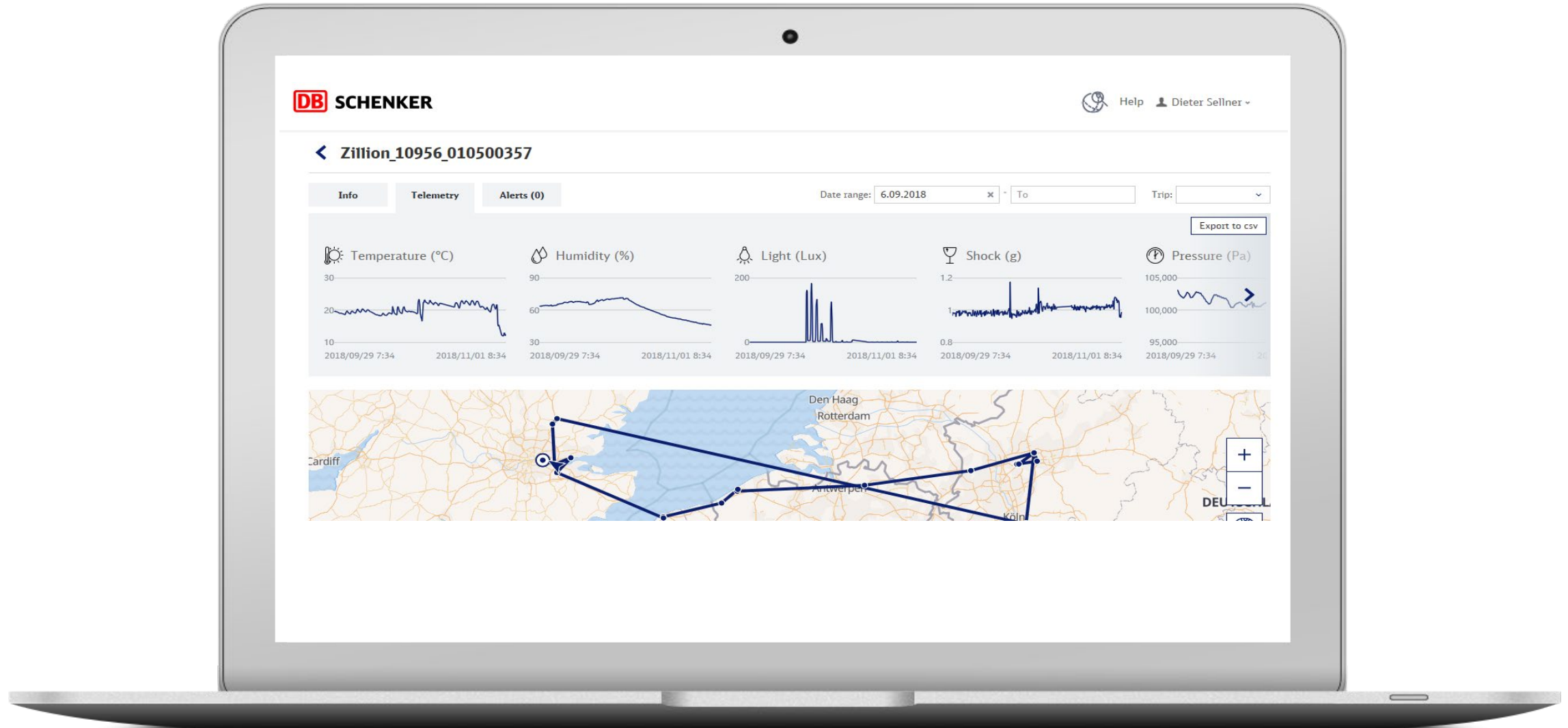
DB Schenker's digital ambition: End-to-end visibility deals as a basis for the logistics ecosystem



Map overview presents users the current location all DB Schenker related IoT devices

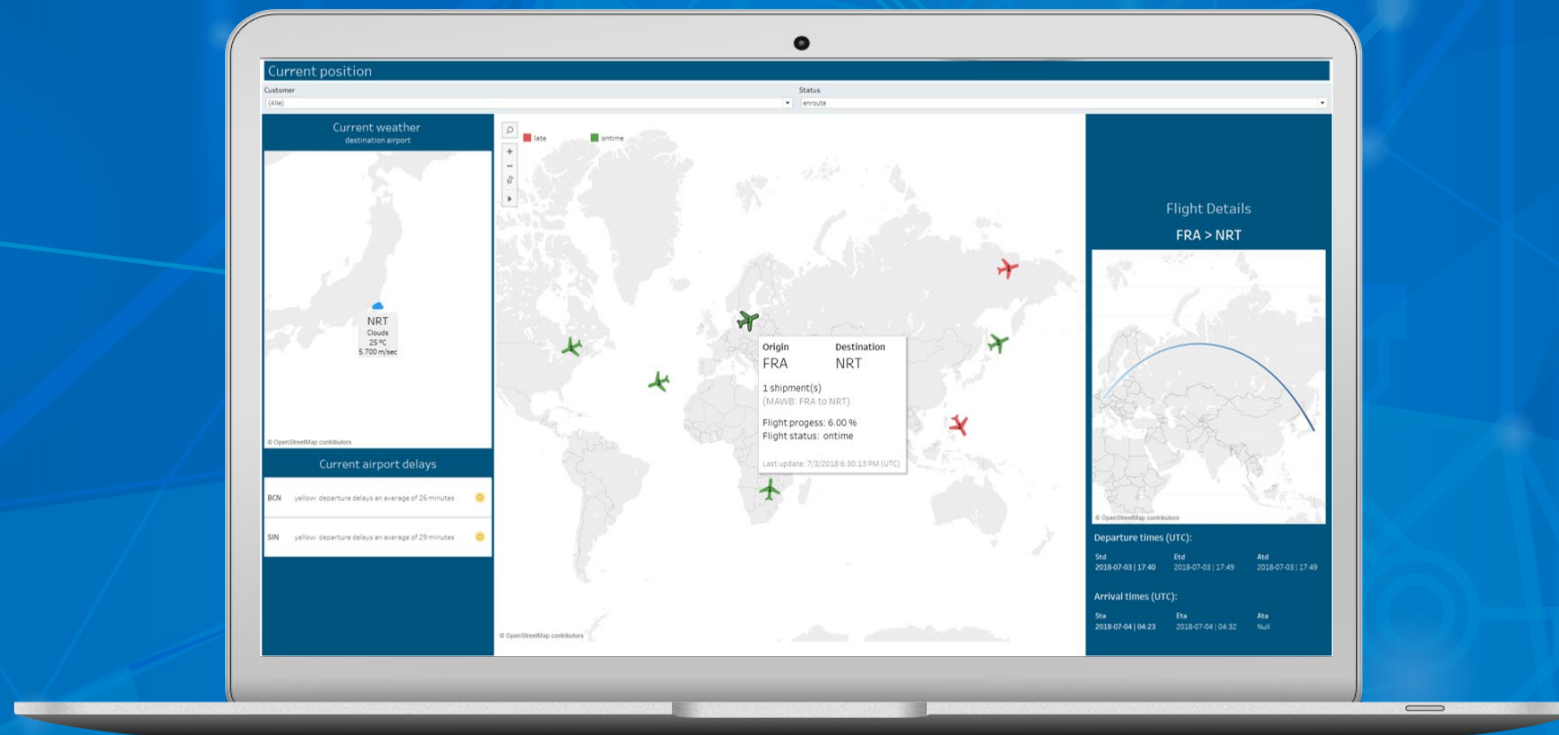


**Historic data can be used to identify regular spots of alert events
to identify the root cause and improve the underlying processes**

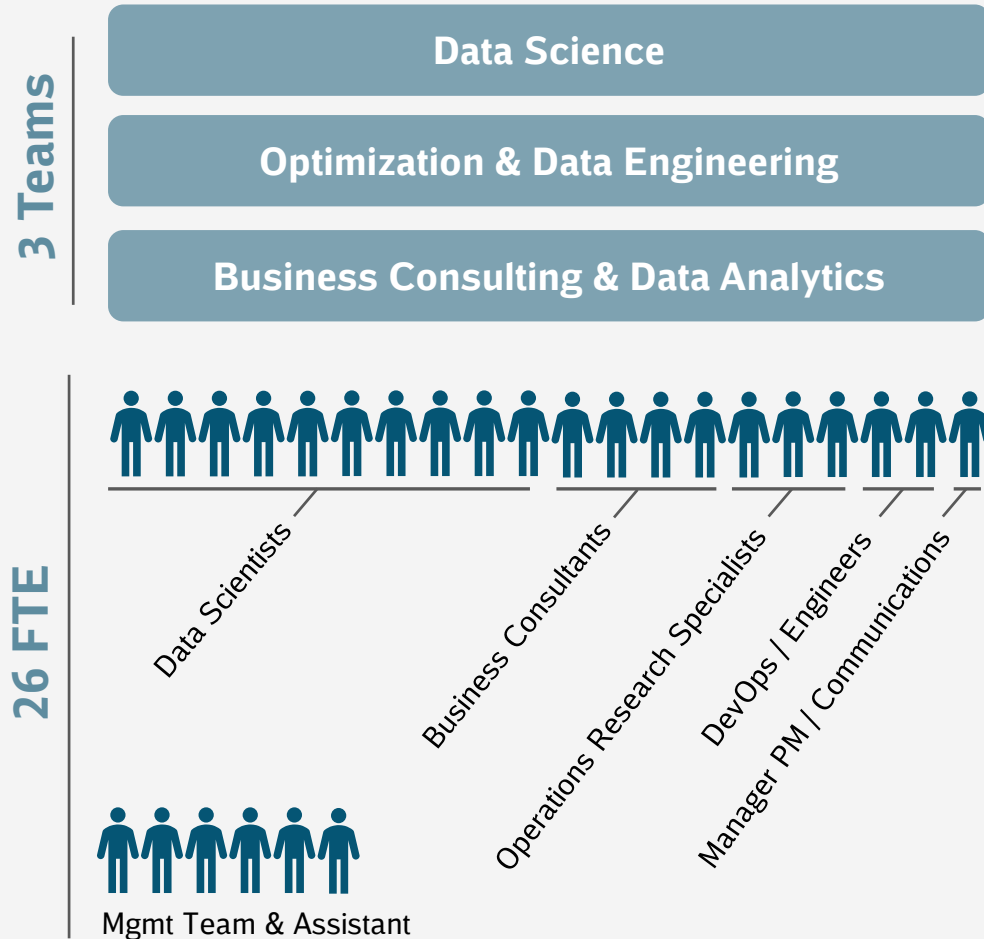


Data Analytics

Turning into a data-driven company

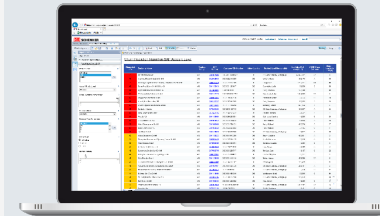


Department size and structure



Digital component examples

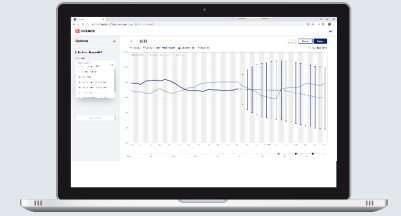
Churn Radar



Sales

Timely prediction of customer churn (in Air & Ocean) as enabler for retention management.

Trade Mgmt Engine MVP 1.0

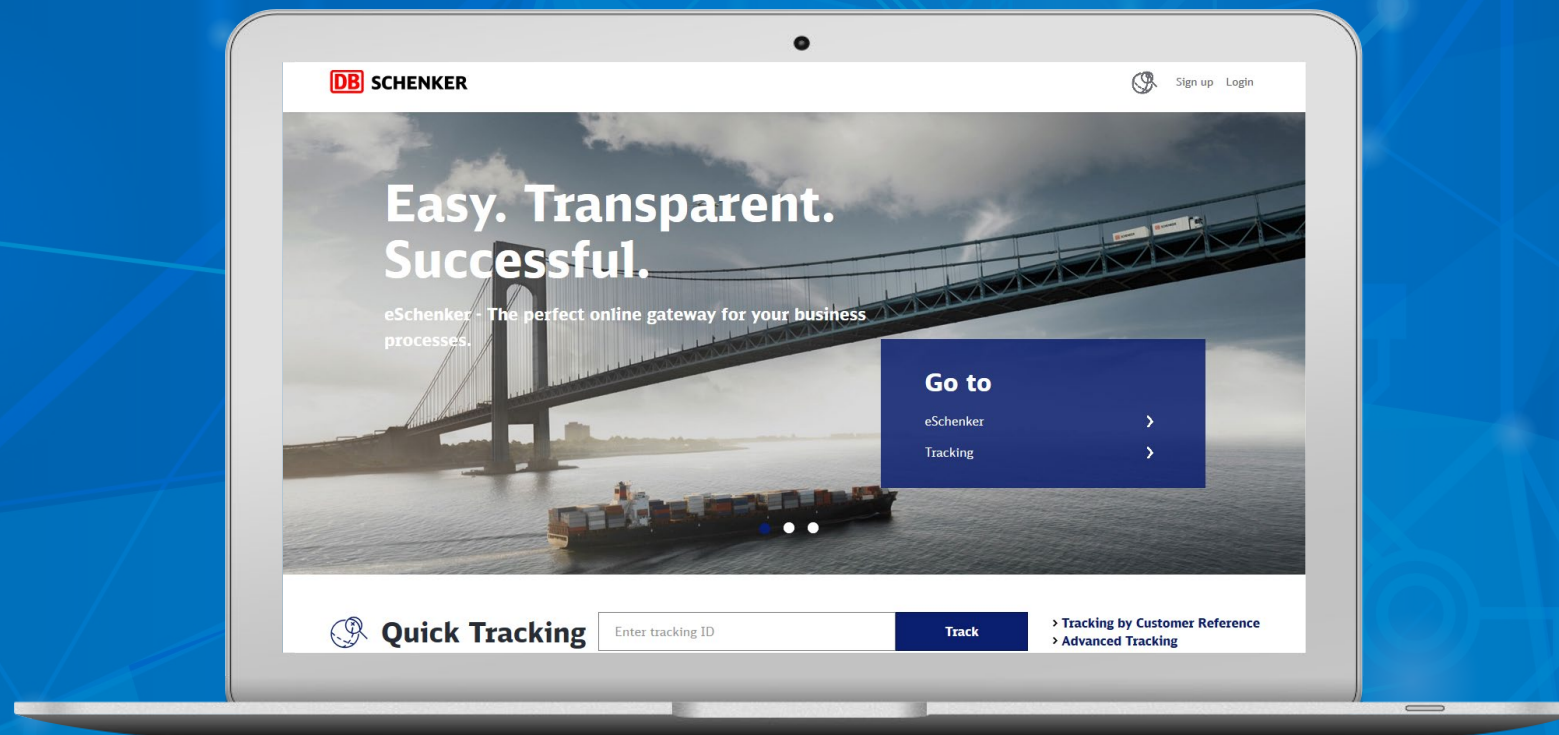


Ocean

Applying machine learning, optimization and risk management to optimize pricing and capacity mgmt.

eSchenker

Electronic key to
transparent logistics.
Enables easy logistics
management from
order to invoice



Connect 4.0

Digital forwarding with
focus on standardized
transports(Air, Ocean,
Land)



Connect 4.0

Digital forwarding with
focus on standardized
transports(Air, Ocean,
Land)



T-Pod-Einride

Use of electric, autonomous and remote-controlled transport vehicles without a driver



A circular graphic with a dark blue center and a white border. Inside the circle is a faint, stylized illustration of a nutshell. The text 'In a Nutshell' is written in white, bold, sans-serif font, underlined.

In a Nutshell

Infrastructure Transformation as
Enabler for Co-Innovation & Digitization

**Infrastructure paves
the Way for Data**

Thank you!

Gerold Nagel

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