



2019 Annual Results Press Conference

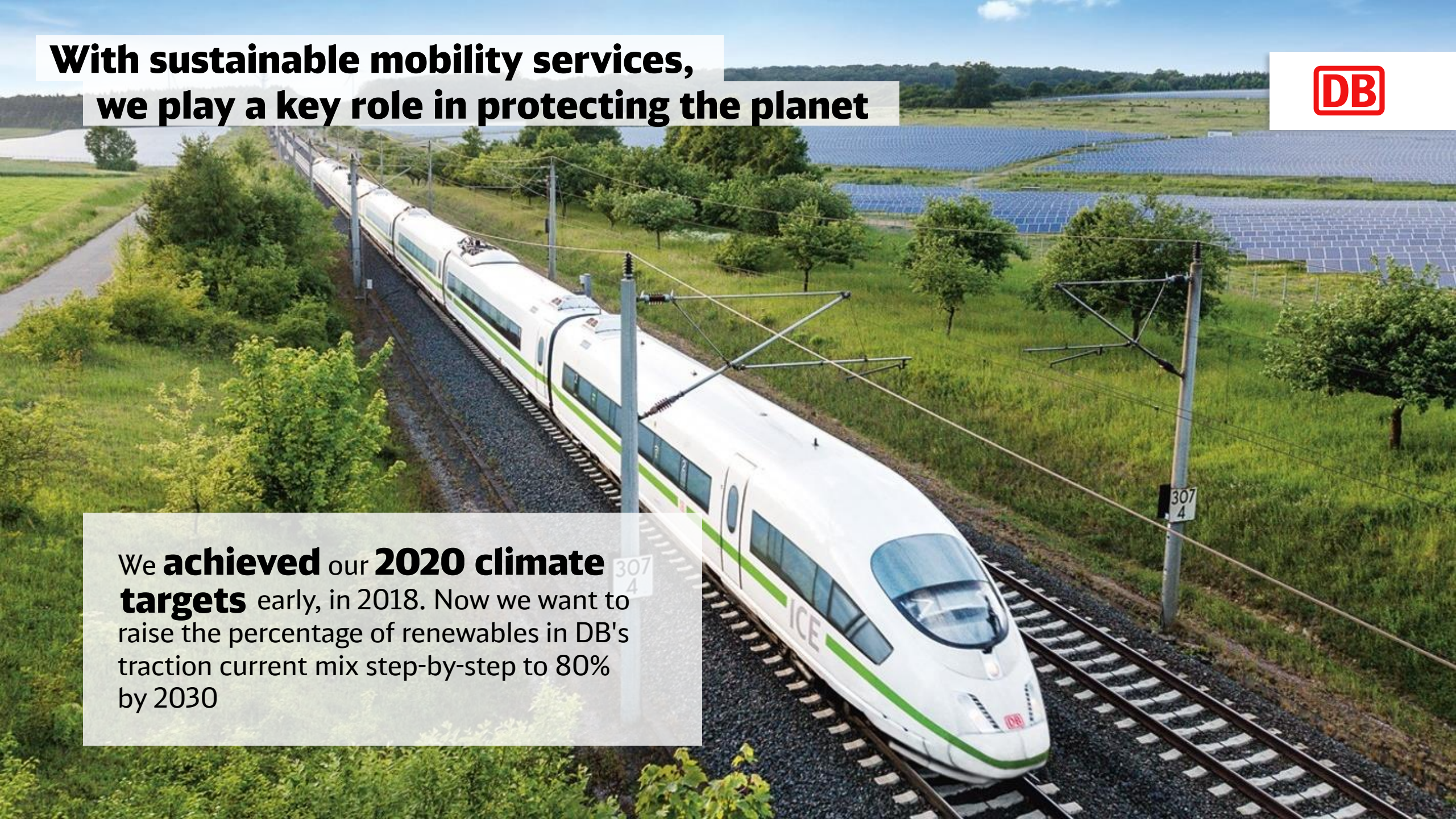
On track towards a better railway

Deutsche Bahn AG, March 28, 2019

**With sustainable mobility services,
we play a key role in protecting the planet**



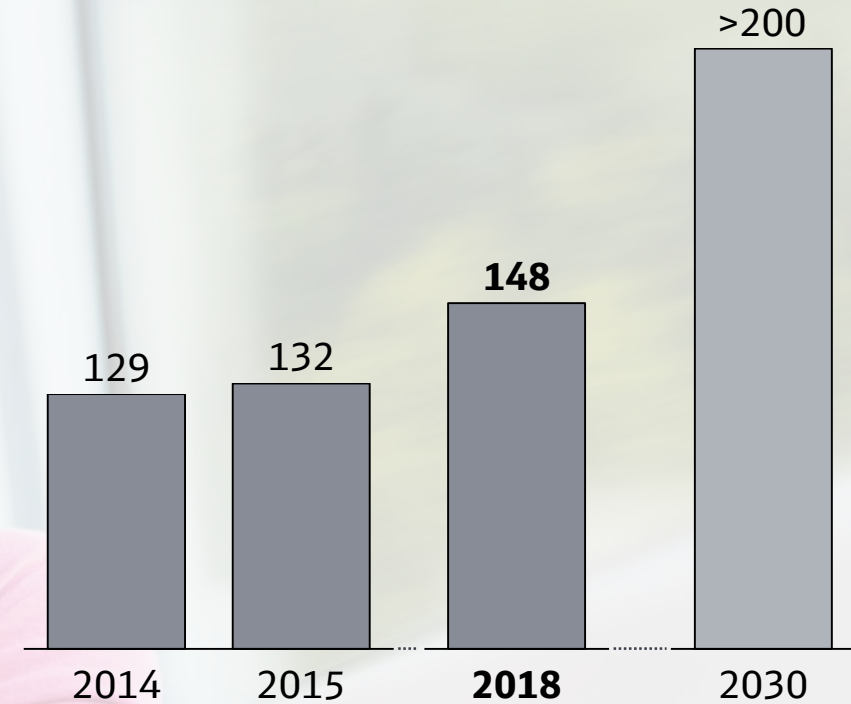
We **achieved** our **2020 climate targets** early, in 2018. Now we want to raise the percentage of renewables in DB's traction current mix step-by-step to 80% by 2030



**More and more people are choosing our
eco-friendly mobility services**



Passengers DB Long-Distance
[in millions]





**Our digital and innovative services provide
seamless, door-to-door transport already today**



With up to **10 million users**¹
a month, DB Navigator is one of the
most popular mobility apps in Germany

¹ Unique visitors as of December 2018

Growth leads to shortages

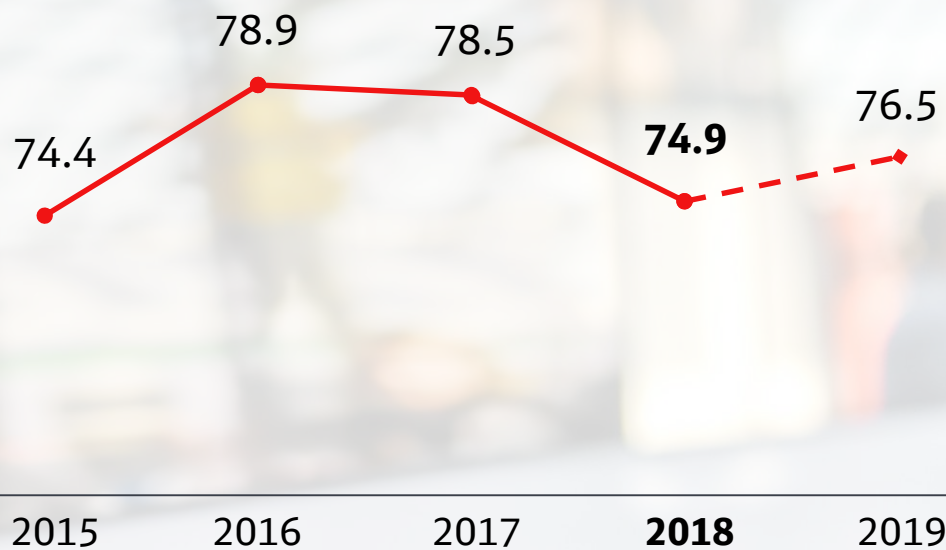


Lines where capacity utilization is high account for roughly **5%** of our network – but they affect roughly **19%** of our long-distance train kilometers and roughly **72%** of our long-distance passenger kilometers

Our customers feel the impact of shortages on punctuality in particular



Punctuality DB Long-Distance
[in percent]



To minimize the impact on our customers, we are working to better manage the limited capacity we have

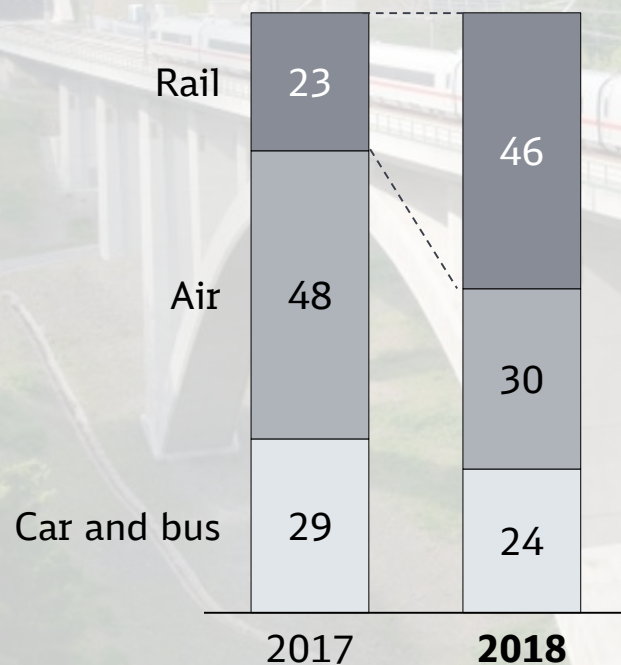


Our PlanStart program has had a positive effect on some **77%** of our long-distance passengers so far

**We can already see today: capacity means quality
and quality leads to growth**



Market share, Berlin–Munich line
[in percent]

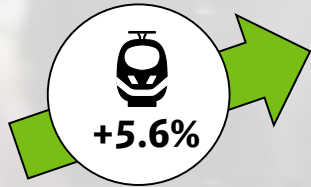


Performance development remained favorable overall

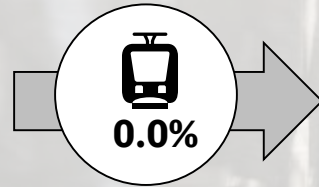
DB Long-Distance with a particularly strong development



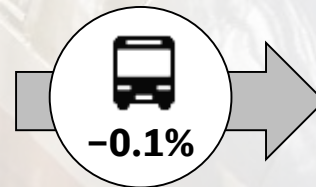
DB Long-Distance
(passenger km)



DB Regional
(passenger km)



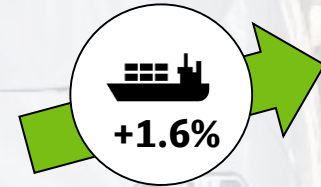
DB Arriva
(bus km)



DB Schenker
(shipments)



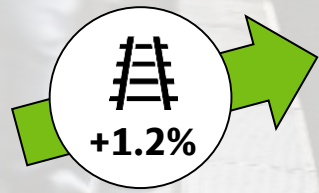
DB Schenker
(TEU)



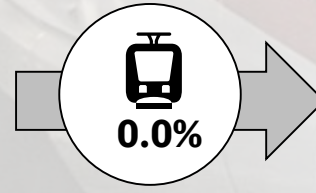
DB Cargo
(ton km)



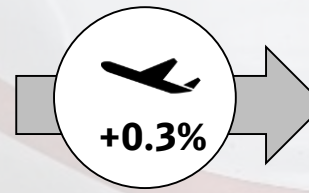
DB Netze Track
(train-path km)



DB Arriva
(train-path km)



DB Schenker
(tons)



DB Schenker
(€)

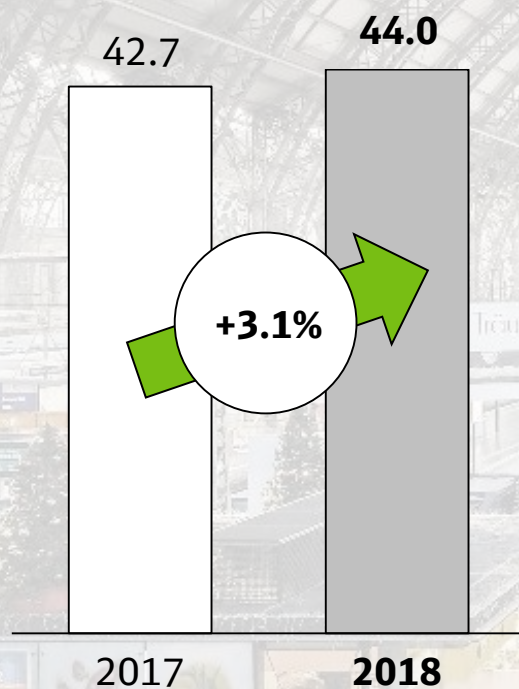


Revenue development remains clearly positive

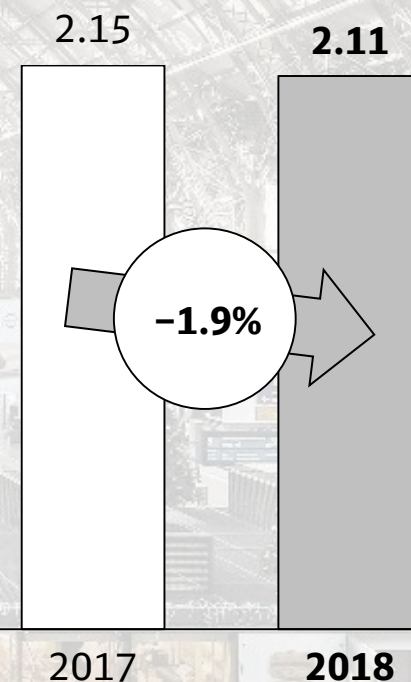
Operating profit roughly at previous year's level



Revenues
(€ bn)



Adjusted EBIT
(€ bn)

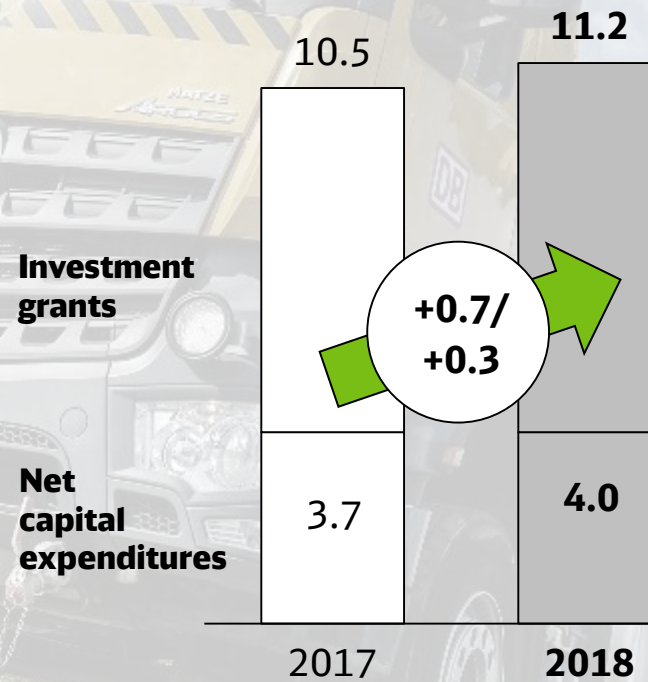


Capital expenditures increased further at a high level

Focus remains unchanged on our activities in Germany



Gross capital expenditures (€ bn)

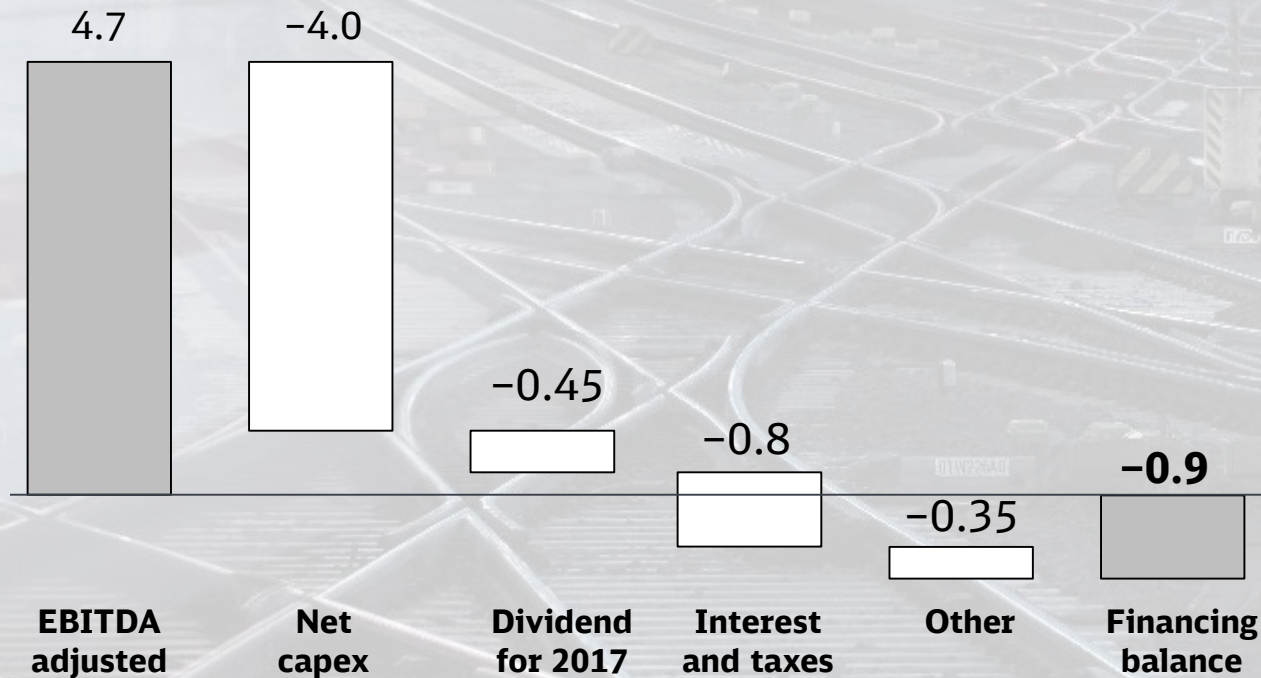


Financing need driven by high capital expenditures

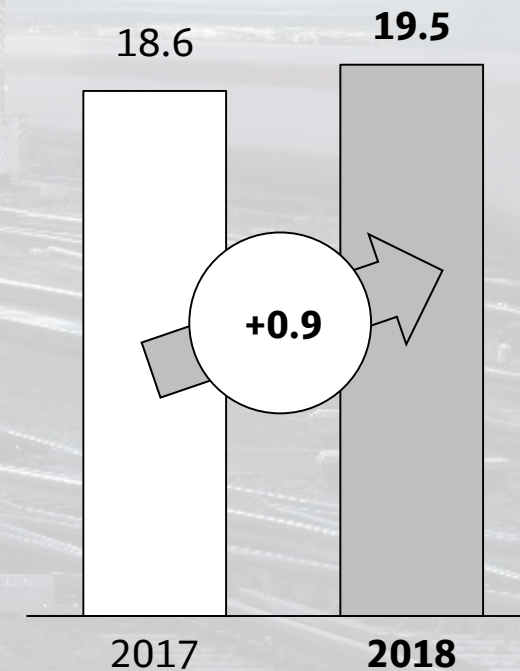
Focus remains on development of net financial debt



Financing
(€ bn)



Net financial debt
(€ bn)



Outlook marked by further growth in 2019

Agenda for a better railway is the basis for improvements



Outlook 2019

(€ bn)

	2018	2019
Revenues	44.0	>45
EBIT adjusted	2.1	≥1.9
Net profit for the year	0.5	>0.5
Gross capital expenditures	11.2	>12
Net capital expenditures	4.0	>4.5
Net financial debt as of Dec 31	19.5	~20
Bond issues	2.9	≤3 ¹⁾

¹⁾ Pending final funding decision for 2019



Our Agenda for a better railway will generate more capacity – for infrastructure, rolling stock, and staff



We will be investing additional funds of some **EUR 5 billion** over the coming years to make rail operations in Germany fit for the future, for growth and for employment



**We are inspiring more and more people to join us
in shaping a new future for rail**



We plan to hire **22,000** new employees in 2019 to help us on our way to a better railway



Together, we connect people and markets across national borders – and we will continue to do so in the future



Germany forms the **core** of the **trans-European transport networks**.
Our customers come from every part of the world, and we move people and goods across national borders

A photograph of two young children, a girl and a boy, sitting side-by-side and looking out of a train window. The girl is in the foreground, wearing a red patterned dress and a yellow and black hair clip. The boy is slightly behind her, also looking out the window. Outside the window, a high-speed train is visible on a track, with a blurred background of trees and a clear sky.

**A better railway
for our customers**

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