



# **Annual Results Press Conference for the 2007 Financial Year**

Berlin, March 31, 2008

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Deutsche Bahn AG

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Diethelm Sack

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CFO

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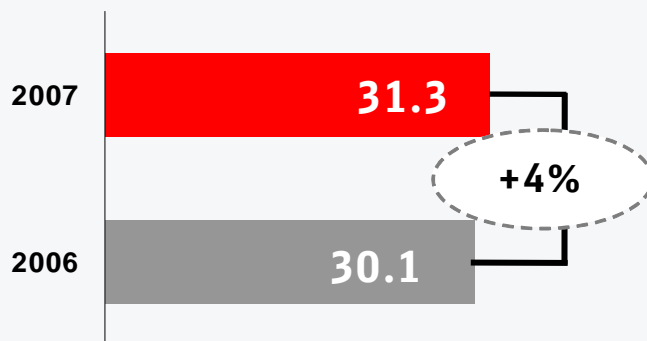
March 31, 2008

# 2007 was a solid financial year

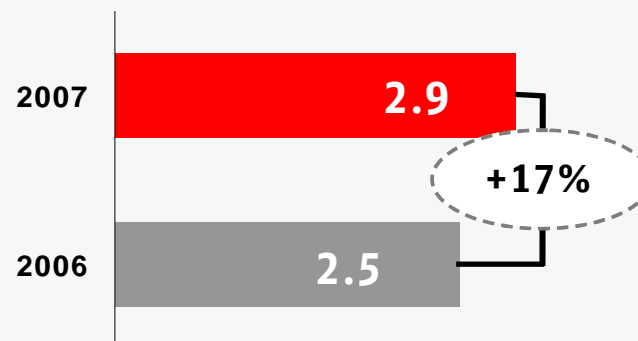
## Highlights

- Revenue increase by 4.2% to € 31.3 billion
- Significant EBIT increase by € 418 million to € 2.9 billion
- Strong decrease in net financial debt by € 3.1 billion to € 16.5 billion
- Track Infrastructure business unit with positive results even after interest

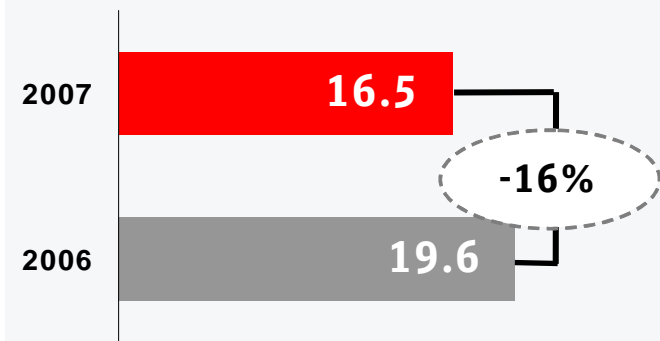
Revenues (€ bn) ↗



EBIT (€ bn) ↗

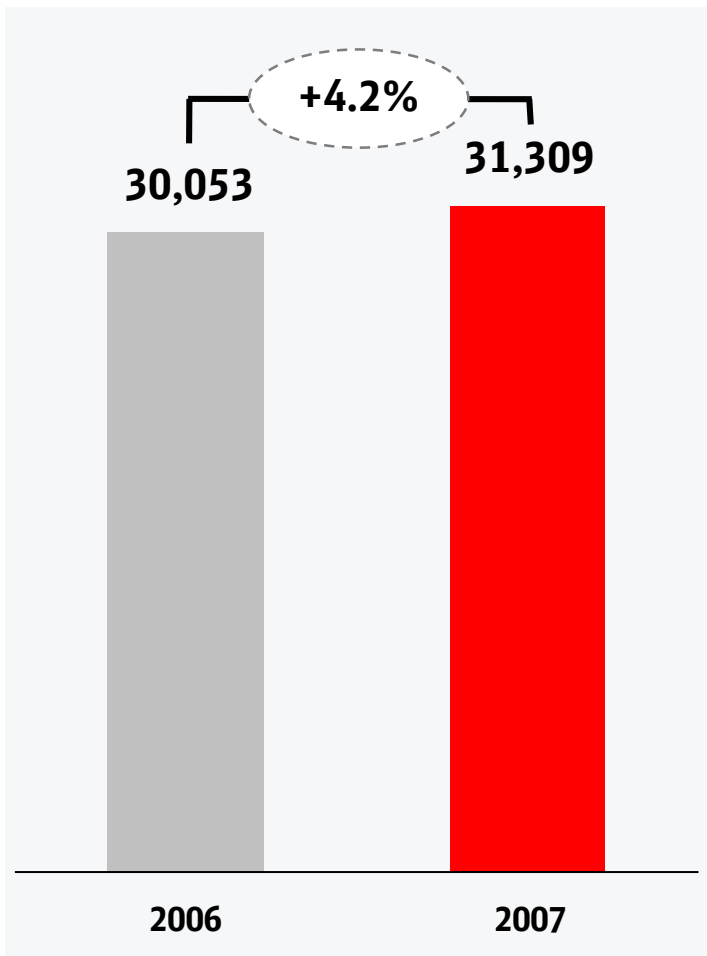


Net financial debt (€ bn) ↘



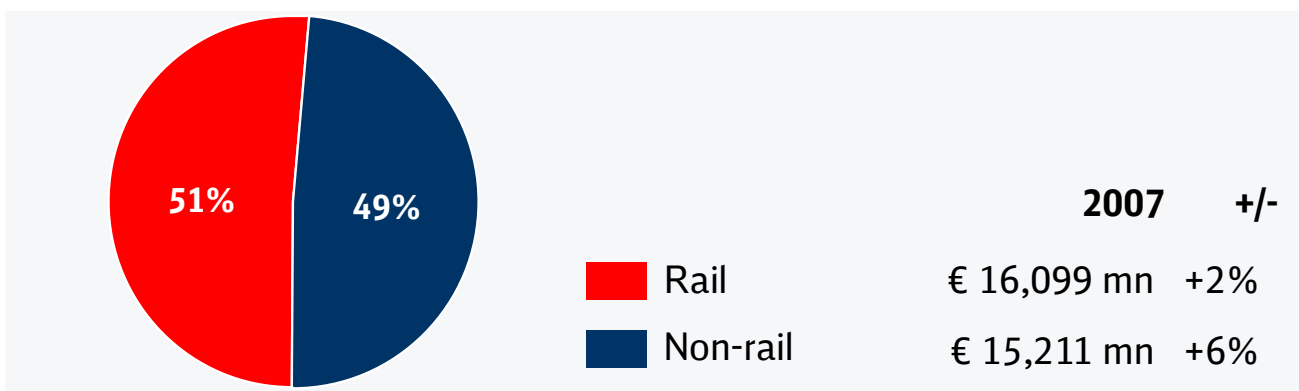
# Further increase in revenues

## Revenues (€ mn) ↗

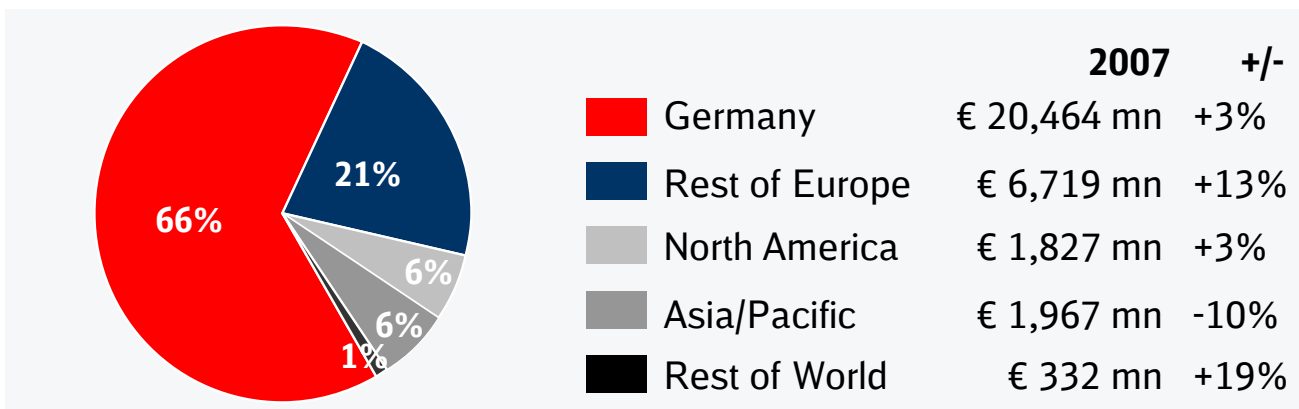


## Revenue structure 2007

### By Activities



### By Regions



## Revenue increases across all business units

Revenues (€ mn)	2006	2007	Change by business unit (€ mn)
Long-Distance Transport	3,234	<b>3,265</b>	<b>+31 (+1.0%)</b>
Regional Transport	6,480	<b>6,532</b>	<b>+52 (+0.8%)</b>
Urban Transport	1,805	<b>1,879</b>	<b>+74 (+4.1%)</b>
Schenker	13,232	<b>14,057</b>	<b>+825 (+6.2%)</b>
Rail Freight	3,802	<b>3,878</b>	<b>+76 (+2.0%)</b>
Track Infrastructure	548	<b>617</b>	<b>+69 (+12.6%)</b>
Passenger Stations	310	<b>328</b>	<b>+18 (+5.8%)</b>
Services	94	<b>99</b>	<b>+5 (+5.3%)</b>
Energy	362	<b>454</b>	<b>+92 (+25.4%)</b>
Other	186	<b>200</b>	<b>+14 (+7.5%)</b>
<b>DB Group</b>	<b>30,053</b>	<b>31,309</b>	<b>+1,256 (+4.2%)</b>

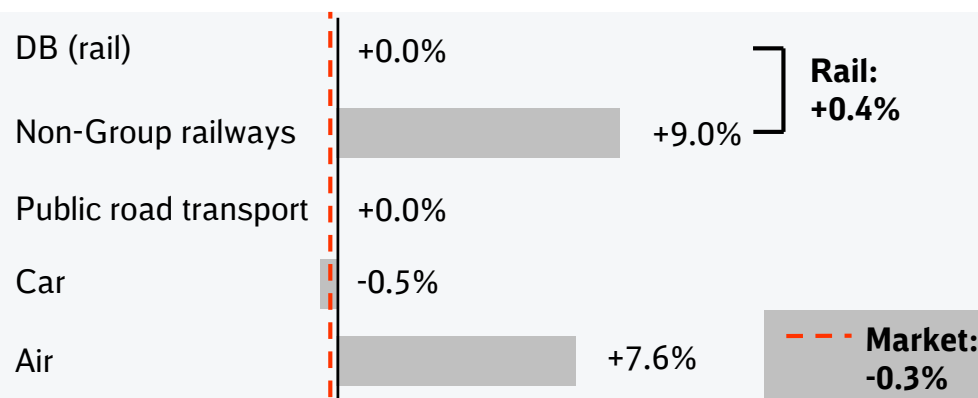
# Stable development in German passenger and freight transport markets

## German transport market

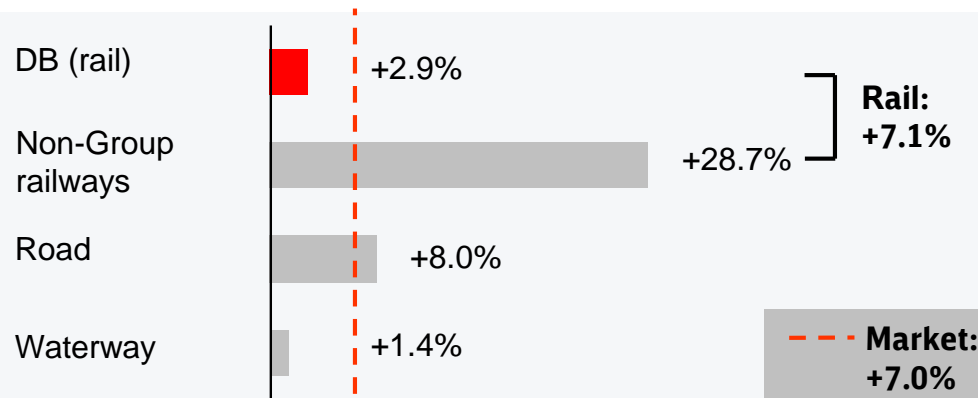
- Stable development in German passenger and freight transport markets
- Stronger growth rates recorded by non-Group railways

## Growth rates 2007 (based on pkm/tkm)

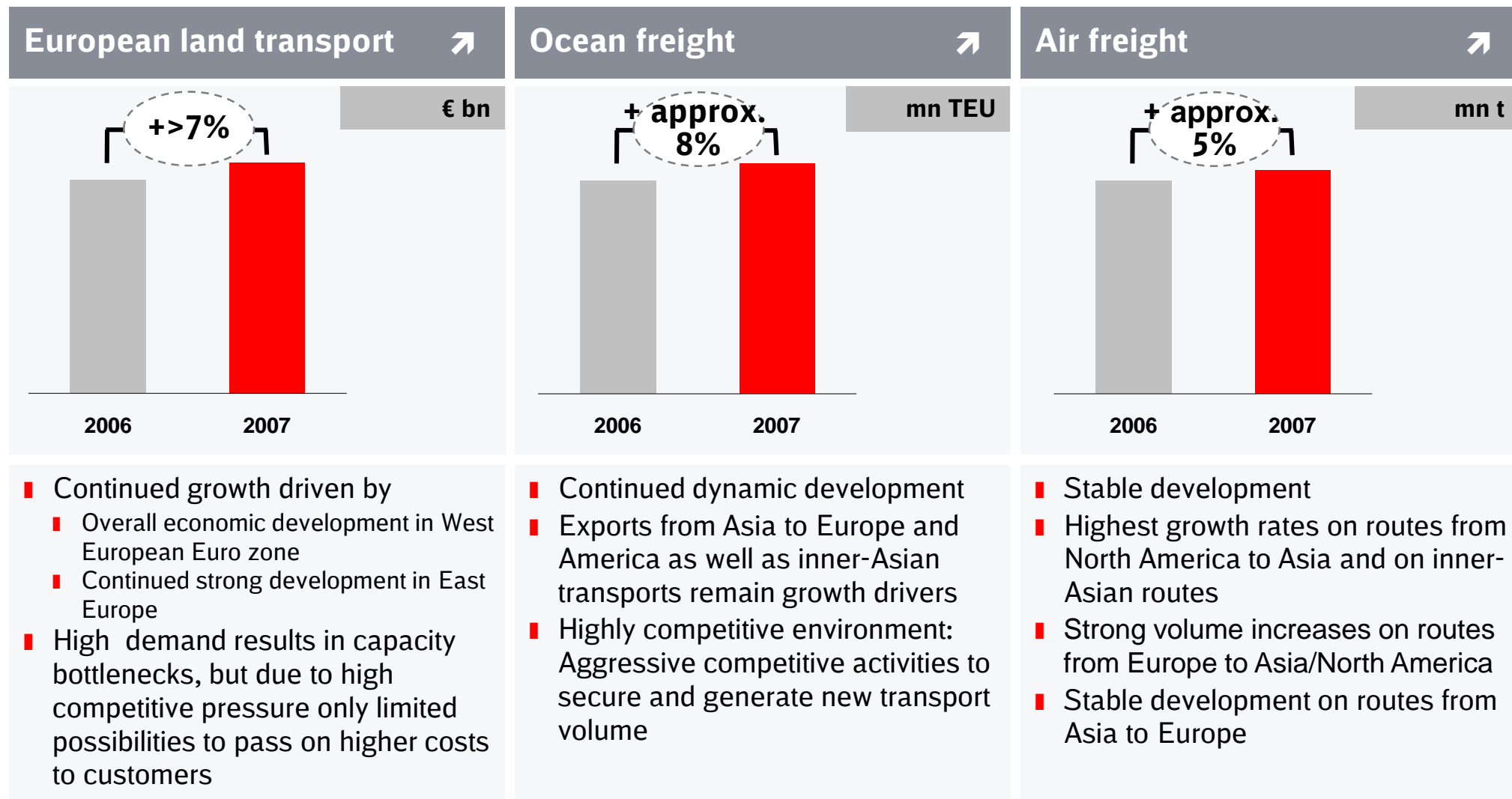
### Passenger Transport (%)



### Freight Transport (%)



# High growth rates in international logistics markets

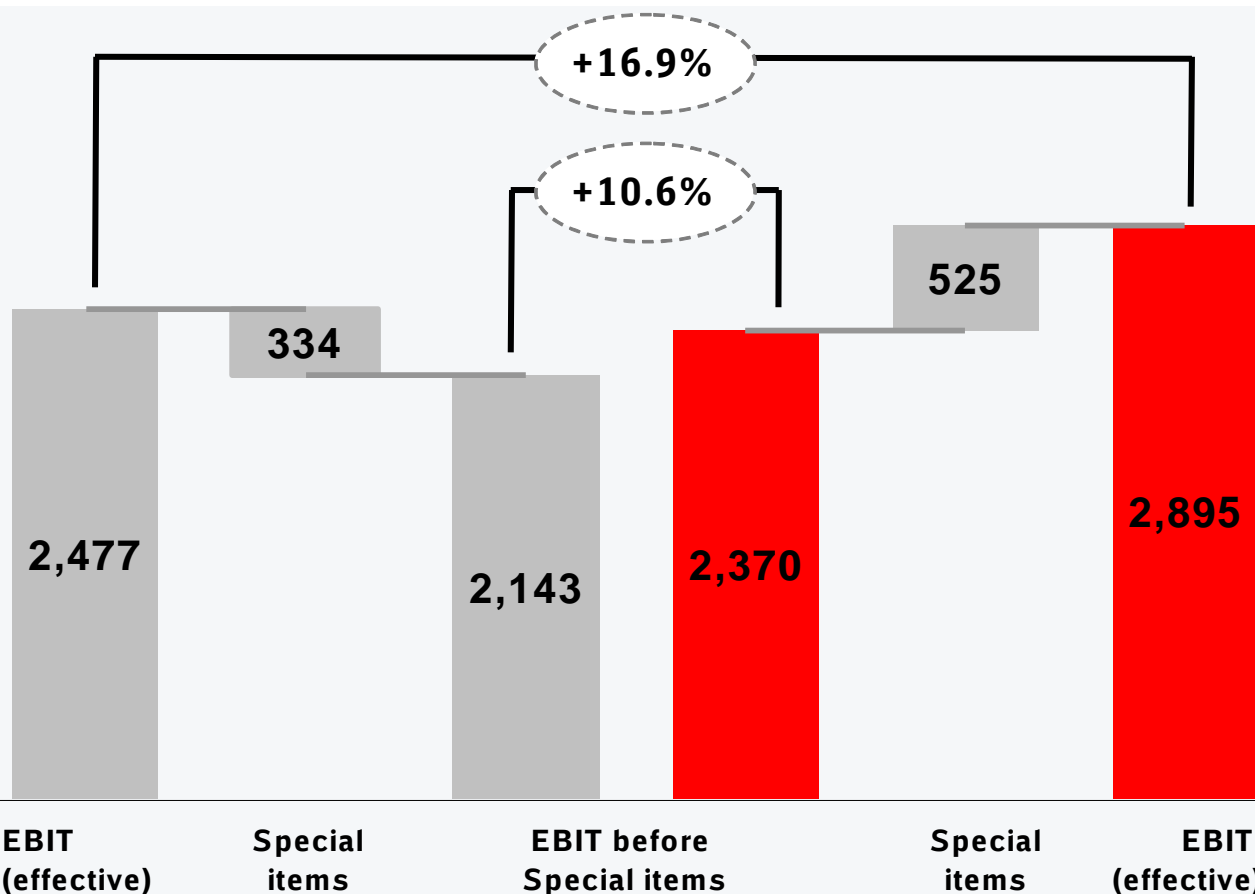


# Wage conflict with significant impact on our rail activities

Transport performance	Revenues	EBIT
<b>Long-Distance Transport</b>		
<ul style="list-style-type: none"> <li>■ Performance: -802 mn pkm</li> <li>■ Growth rate: -2.3%-points (excl. strikes +1.4%)</li> </ul>	<ul style="list-style-type: none"> <li>■ Revenues: € -70 mn</li> <li>■ Growth rate: -2.1%-points (excl. strikes +3.1%)</li> </ul>	<ul style="list-style-type: none"> <li>■ EBIT: € -72 mn</li> <li>■ Growth rate: -58.1%-points (excl. strikes +70.2%)</li> </ul>
<b>Regional Transport</b>		
<ul style="list-style-type: none"> <li>■ Performance : -303 mn pkm</li> <li>■ Growth rate: -0.9%-points (excl. strikes +1.5%)</li> </ul>	<ul style="list-style-type: none"> <li>■ Revenues: € -54 mn</li> <li>■ Growth rate: -0.8%-points (excl. strikes +1.6%)</li> </ul>	<ul style="list-style-type: none"> <li>■ EBIT: € -52 mn</li> <li>■ Growth rate: -7.5%-points (excl. strikes -27.1%)</li> </ul>
<b>Urban Transport</b>		
<ul style="list-style-type: none"> <li>■ Performance : -56 mn pkm</li> <li>■ Growth rate: -1.1%-points (excl. strikes +3.0%)</li> </ul>	<ul style="list-style-type: none"> <li>■ Revenues: € -7 mn</li> <li>■ Growth rate: -0.4%-points (excl. strikes +4.5%)</li> </ul>	<ul style="list-style-type: none"> <li>■ EBIT: € -7 mn</li> <li>■ Growth rate: -4.5%-points (excl. strikes +12.3%)</li> </ul>
<b>Rail Freight</b>		
<ul style="list-style-type: none"> <li>■ Performance : -933 mn tkm</li> <li>■ Growth rate: -1%-points (excl. strikes +3.5%)</li> </ul>	<ul style="list-style-type: none"> <li>■ Revenues: € -36 mn</li> <li>■ Growth rate: -0.9%-points (excl. strikes +2.9%)</li> </ul>	<ul style="list-style-type: none"> <li>■ EBIT: € -29 mn</li> <li>■ Growth rate: -12%-points (excl. strikes +1.7%)</li> </ul>

# Total of special items above previous year

## EBIT and EBIT before special items (€ mn)



## Special items

- 2007** primarily accounting profits from sale of Scandlines und Aurelis (€ 860 mn). Negative effects resulted from provisions made for long-term ordered service contracts in the Regional Transport business unit in the amount of € 310 mn (thereof € 270 mn adjusted)
- 2006** primarily accounting profits from sale of financial assets (€ 70 mn) as well as the effect of the Federal Administrative Court's decision regarding payment for services of the Federal Border Police (€ 256 mn)



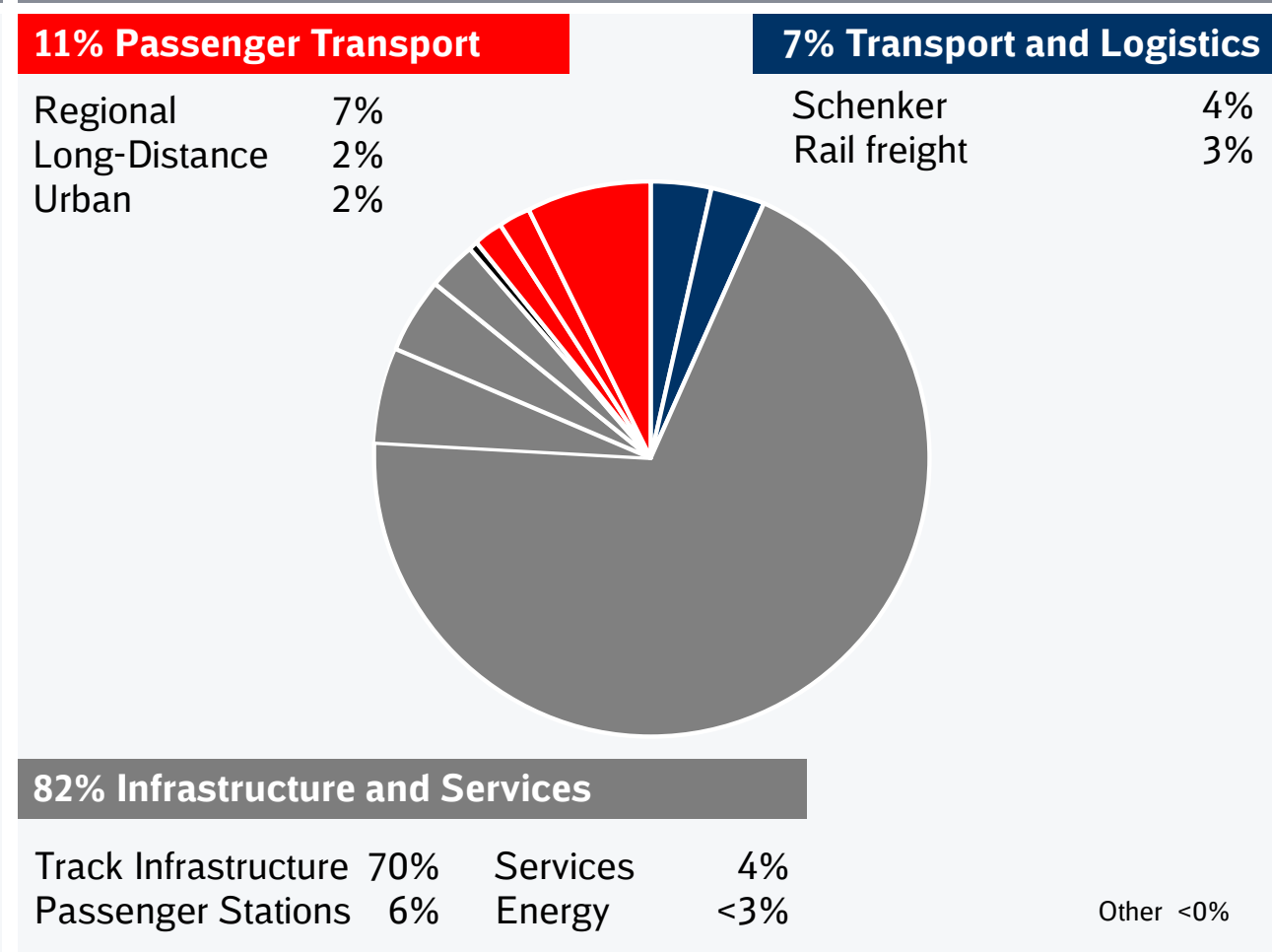
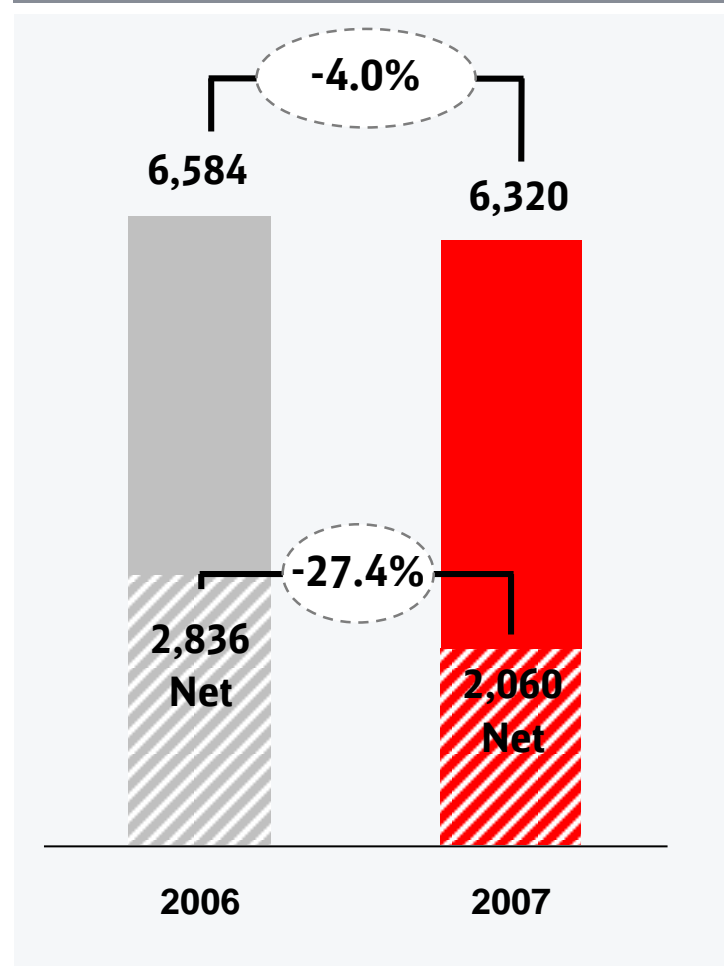
## Differentiated EBIT development on business unit level

EBIT (€ mn)	2006	2007	Change by business unit (€ mn)
Long-Distance Transport	124	<b>139</b>	+15 (including € 72 mn burdens from strikes)
Regional Transport	690	<b>451</b>	-239 (including € 52 mn burdens from strikes)
Urban Transport	154	<b>166</b>	+12
Schenker	367	<b>453</b>	+86
Rail Freight	242	<b>217</b>	-25 (including € 29 mn burdens from strikes)
Track Infrastructure	100	<b>478</b>	+378
Passenger Stations	136	<b>170</b>	+34
Services	31	<b>120</b>	+89
Energy	166	<b>161</b>	-5
Other/consolidation	467	<b>540</b>	+73
<b>DB Group</b>	<b>2,477</b>	<b>2,895</b>	<b>+418</b>

# Modernization continued with high capex volume

**Gross capital expenditures**  
 (€ mn)

**Split by business unit**  
 (%)

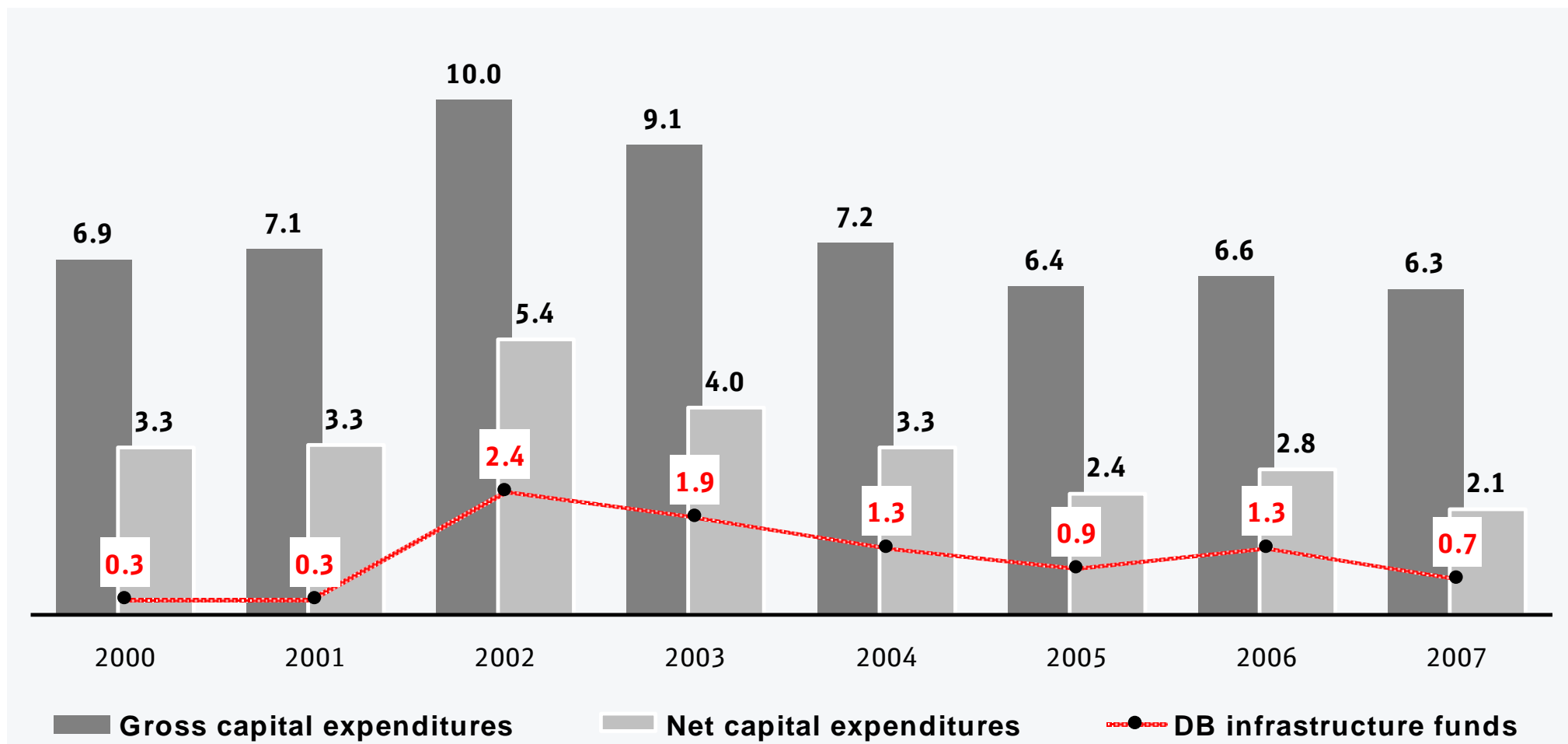


## Development influenced by completion of major projects in 2006

Gross capital expenditures (€ mn)	2006	2007	Change by business unit (€ mn)
Long-Distance Transport	262	126	-136 (-51.9%)
Regional Transport	380	459	+79 (+20.8%)
Urban Transport	98	107	+9 (+9.2%)
Schenker	227	227	+0 (+0.0%)
Rail Freight	157	196	+39 (+24.8%)
Track Infrastructure	4,419	4,433	+14 (+0.3%)
Passenger Stations	643	350	-293 (-45.6%)
Services	242	281	+39 (+16.1%)
Energy	103	178	+75 (+72.8%)
Other	53	-37	-90 (-)
<b>DB Group</b>	<b>6,584</b>	<b>6,320</b>	<b>-264 (-4.0%)</b>

# Continued strong capex spending since 2000

## Capital expenditures (€ bn)



# Increase in number of employees due to acquisitions

## Employees (FTE) ↗



Dec 31, 2006

Dec 31, 2007

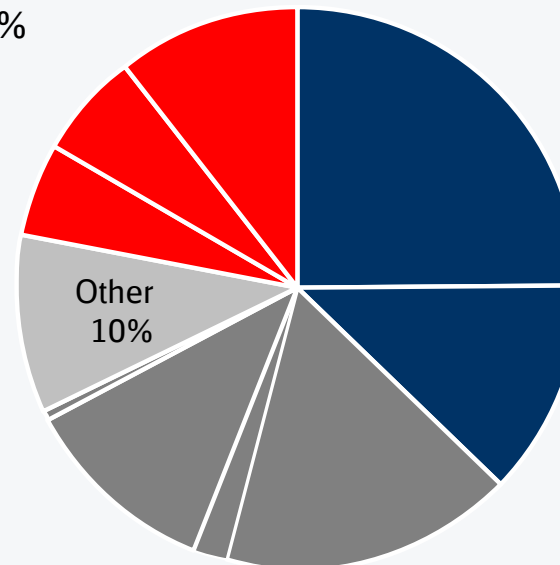
## Split by business units (%) →

### 22% Passenger Transport

Regional	6%
Long-Distance	>10%
Urban	5%

### 37% Transport und Logistics

Schenker	25%
Rail Freight	12%

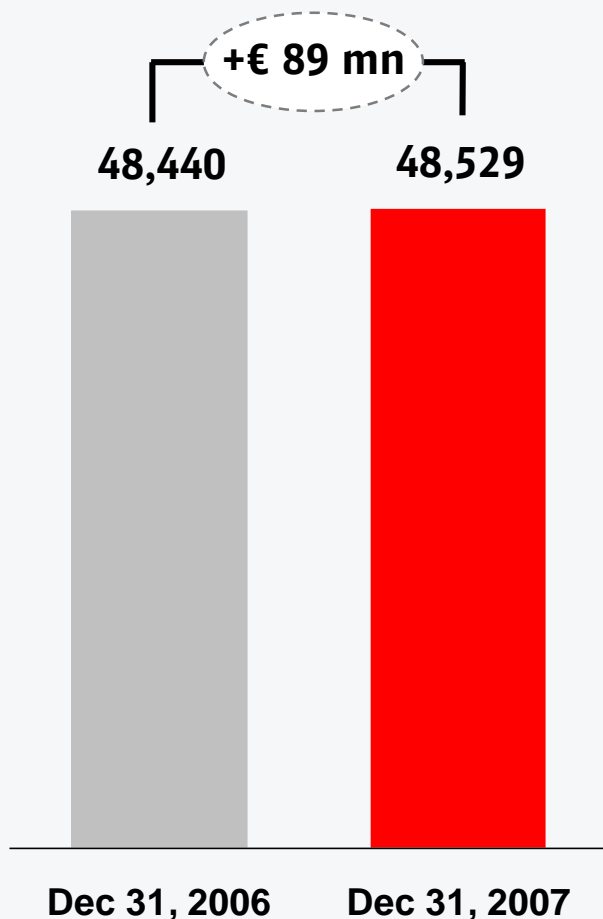


### 31% Infrastructure and Services

Track Infrastructure	17%	Services	11%
Passenger Stations	2%	Energy	1%

# Structural changes and slight increase in total assets

## Total assets (€ mn) ↗

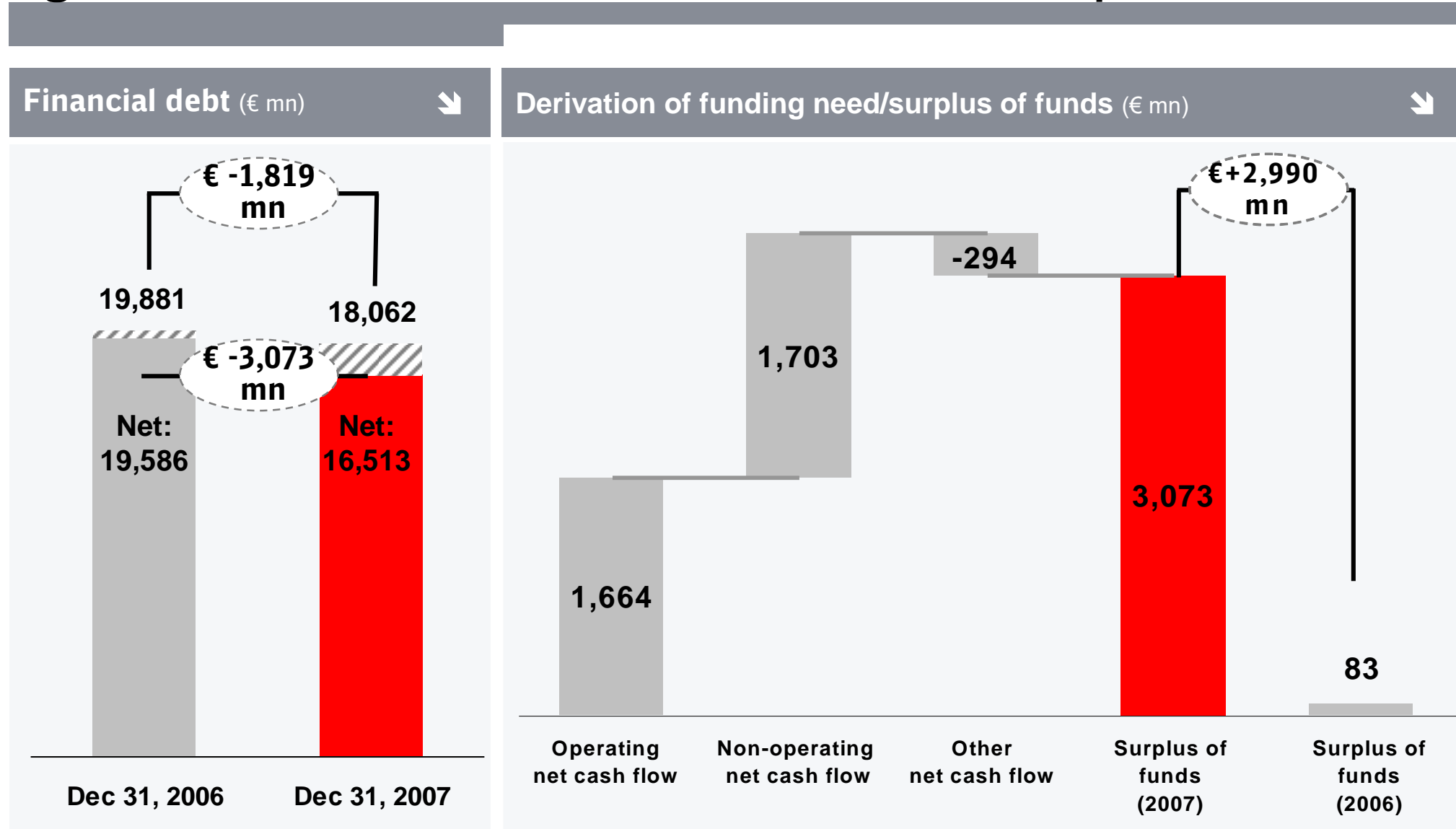


## Balance sheet structure (as of Dec 31, 2007)

(as of Dec 31, 2006)

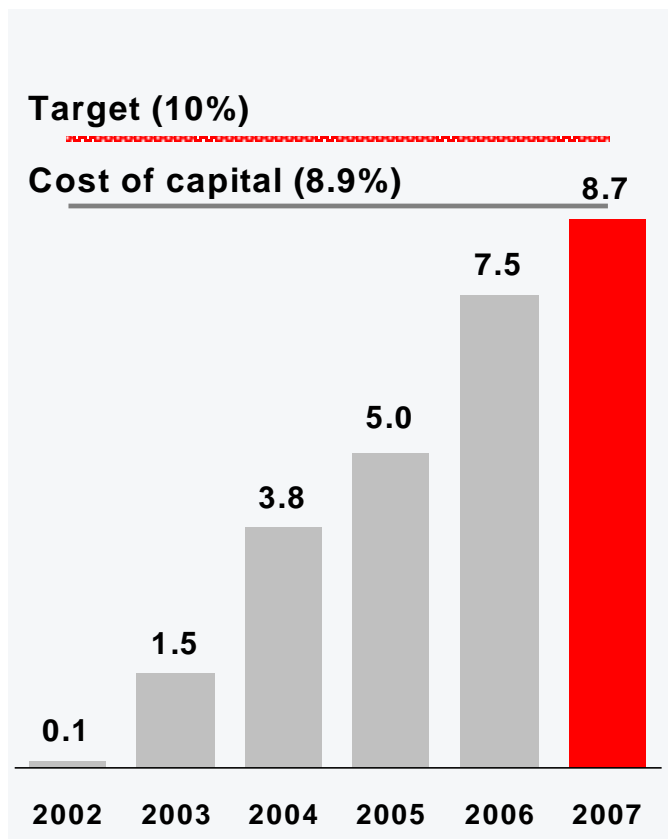
Assets		Equity and liabilities	
<b>Non-current assets</b> 82.9% (85.5%)	↘	<b>Equity</b> 22.6% (19.0%)	↗
<b>Current assets</b> 17.1% (14.5%)	↗	<b>Provisions</b> 17.2% (16.3%)	↗
		<b>Financial debt</b> 37.2% (41.0%)	↘
		<b>Other</b> 23.0 (23.7%)	↘
<b>Total assets</b>	<b>€ 48.5 bn</b>	<b>Total assets</b>	<b>€ 48.5 bn</b>

# Significant decrease in net financial debt and increased surplus of funds



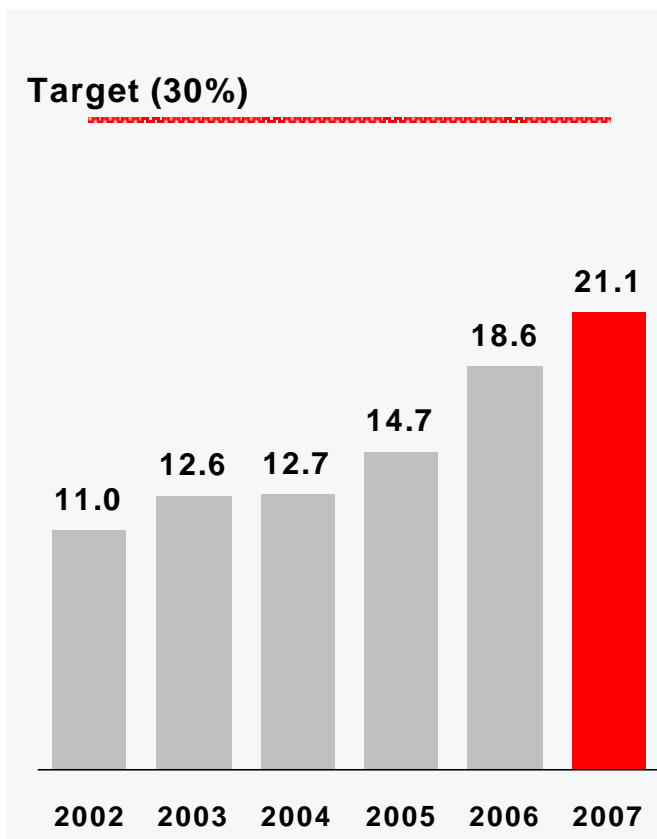
# Continued positive development of all value management figures

## ROCE (%) ↗



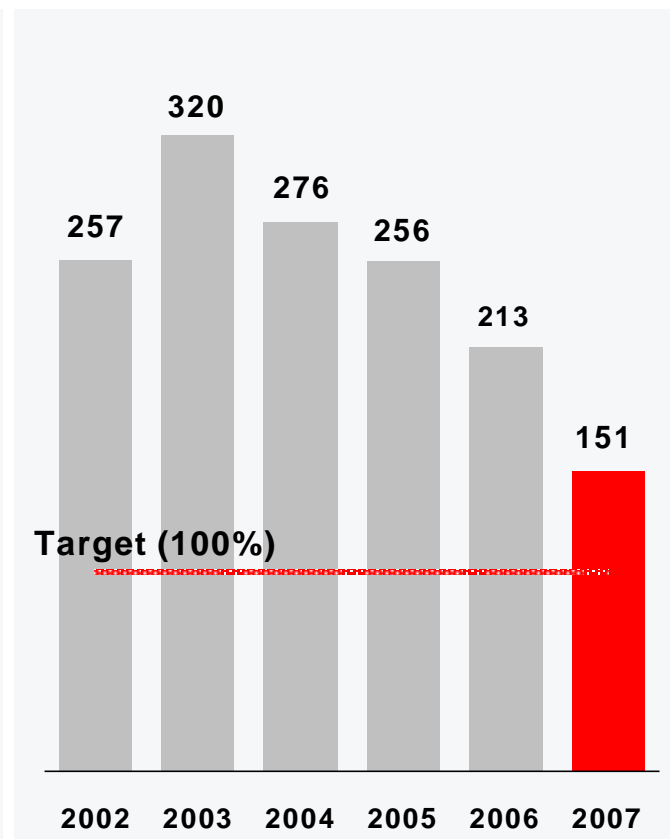
EBIT  
Capital Employed

## Redemption coverage (%) ↗



Operating cash flow  
Net financial debt, incl. leasing

## Gearing (%) ↘



Net financial debt  
Equity

Figures until 2003 financial year according to German GAAP  
Annual Results Press Conference 2007 Financial Year



## Continued positive development expected for 2008 financial year

(€ mn)	2007	2008	Outlook 2008 financial year (as of March 2008)
<b>Revenues</b> (comparable)	31,309	↗	<ul style="list-style-type: none"> <li>Further increase from operating activities expected</li> <li>Excluding impact from acquisitions of EWS, Spain-Tir and Transfesa</li> </ul>
<b>EBIT</b>	2,895	↘	<ul style="list-style-type: none"> <li>Revenue development should be reflected in further EBIT increase</li> <li>Overall decline expected due to lower volume of special items</li> </ul>
<b>EBIT before special items</b>	2,370	↗	<ul style="list-style-type: none"> <li>Further increase of EBIT before special items expected</li> <li>However, due to cost burdens increase likely to be lower than in previous years</li> </ul>
<b>ROCE</b>	8.7%	↗	<ul style="list-style-type: none"> <li>Further improvement should be driven by increase of EBIT before special items</li> <li>Dampening effects expected from increase of capital employed</li> </ul>
<b>Gross capital expenditures</b>	6,320	↗	<ul style="list-style-type: none"> <li>Likely to be slightly higher than the level of 2007 FY</li> <li>No impact on financial debt expected from gross capital expenditures</li> </ul>



**Thank you very much for your attention**

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