

# **DB2020 – guiding us toward the future**

## 2015 Annual Results Press Conference



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Deutsche Bahn AG

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DB Mobility Logistics AG

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Berlin, March 19, 2015

## Subdued development in 2014 financial year



**Key figures**  
€ mn



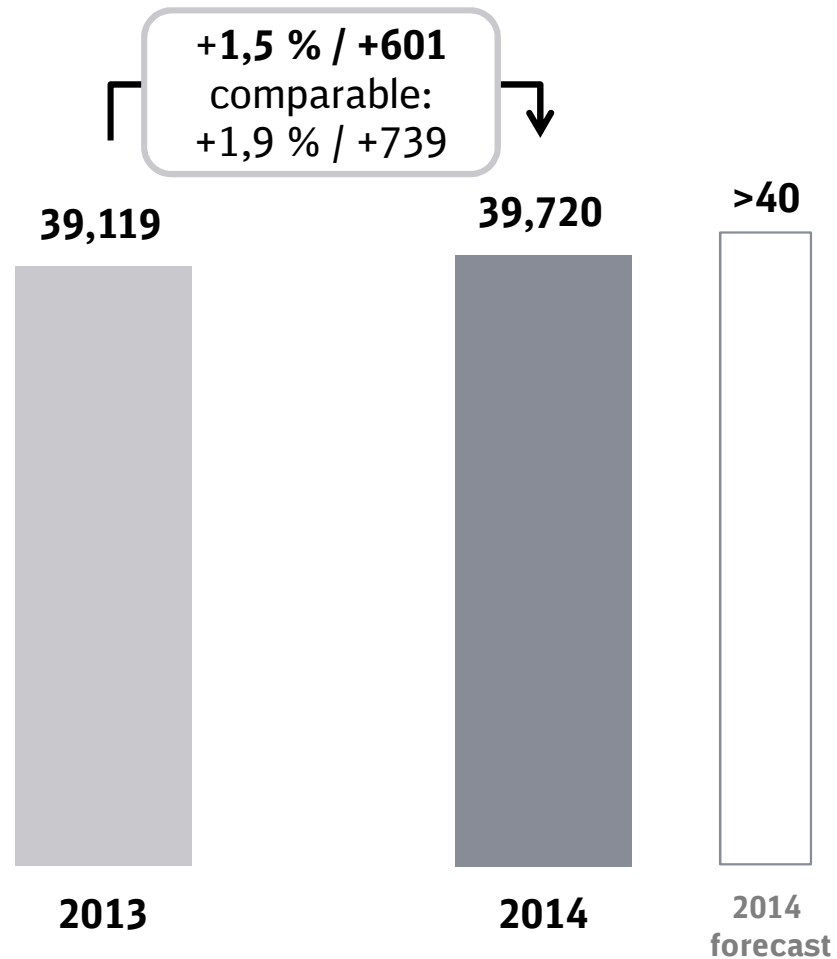
	2014	2013	Change	
			€	%
Revenues	39,720	39,119	+601	+1.5
Revenues comparable	39,793	39,054	+739	+1.9
EBIT adjusted	2,109	2,236	-127	-5.7
Net profit for the year	988	649	+339	+52.2
Including dividend payment in the following year	700	200	+500	-
Gross capital expenditures	9,129	8,224	+905	+11.0
Net capital expenditures	4,442	3,412	+1,030	+30.2
Net financial debt as of Dec 31	16,212	16,362	-150	-0.9
ROCE (%)	6.3	6.8	-	-

## 2014 Financial Year – Revenues

# Revenue development driven by market and competition



**Revenues**  
€ mn



### Divisions

(comparable development)

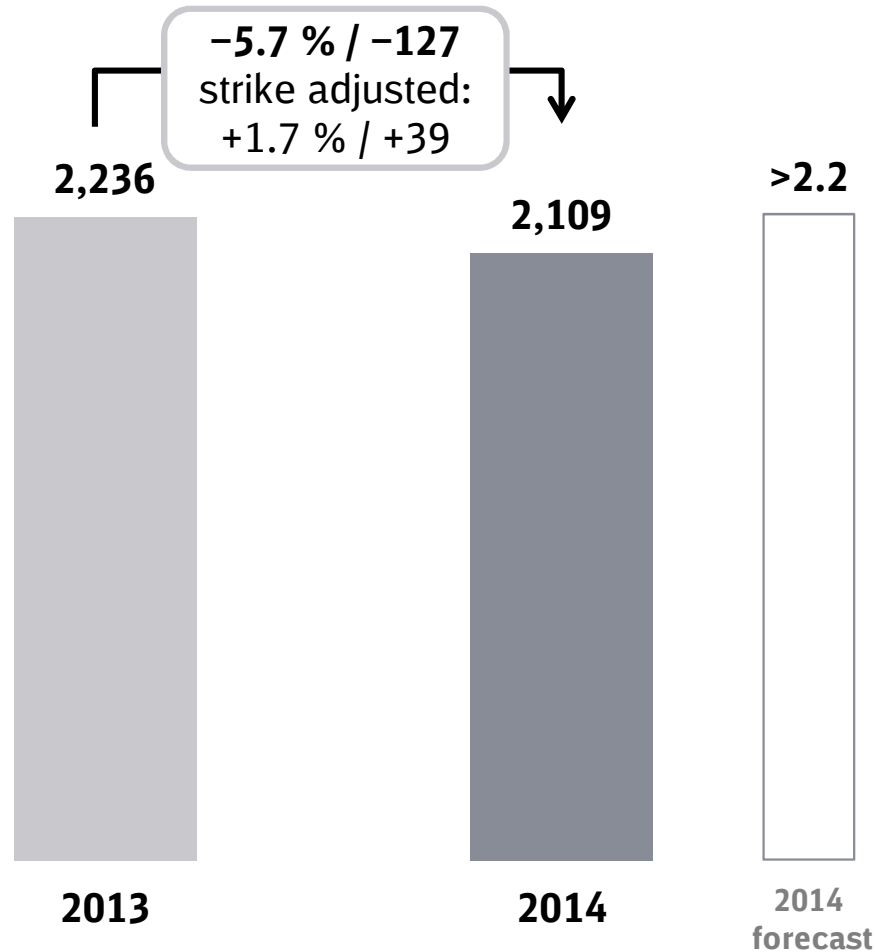
- DB Bahn  
€ +94 mn (+0.6 %)  
*thereof DB Arriva*  
€ +150 mn (+3.6 %)
- DB Schenker  
€ +404 mn (+2.1 %)
- DB Netze  
€ +256 mn (+3.0 %)

## 2014 Financial Year – Profit development

### Profit development due to special burdens below previous year



**EBIT adjusted**  
€ mn



#### Divisions (strike adjusted)

- DB Bahn  
€ -25 mn  
(€ +70 mn)
- DB Schenker  
€ -14 mn  
(€ +36 mn)
- DB Netze  
€ -108 mn  
(€ -92 mn)

#### Strike effects

- € -166 mn

## 2014 Financial Year – Revenue and profit development

### Increased factor costs and strikes impacted development in 2014



**Revenue / EBIT development**  
€ mn



	Revenues	EBIT	EBIT 2012/13
<b>2013</b>	<b>39,119</b>	<b>2,236</b>	<b>2,708</b>
Economy, market & competition	+550	+40	-110
Factor costs Germany	-	-330	-290
Flood, storms and similar events	+60	+130	-200
Strikes	-181	-166	-
Other, counter measures	+172	+199	+128
<b>Total</b>	<b>+601</b>	<b>-127</b>	<b>-472</b>
<i>Change (%)</i>	<i>+1.5</i>	<i>-5.7</i>	<i>-17.4</i>
<b>2014</b>	<b>39,720</b>	<b>2,109</b>	<b>2,236</b>

Some of the figures are rounded.

## 2014 Financial Year – Revenue and profit development



# Burdens particularly at DB Bahn Long-Distance and DB Netze Track



**Development of business units**  
€ mn



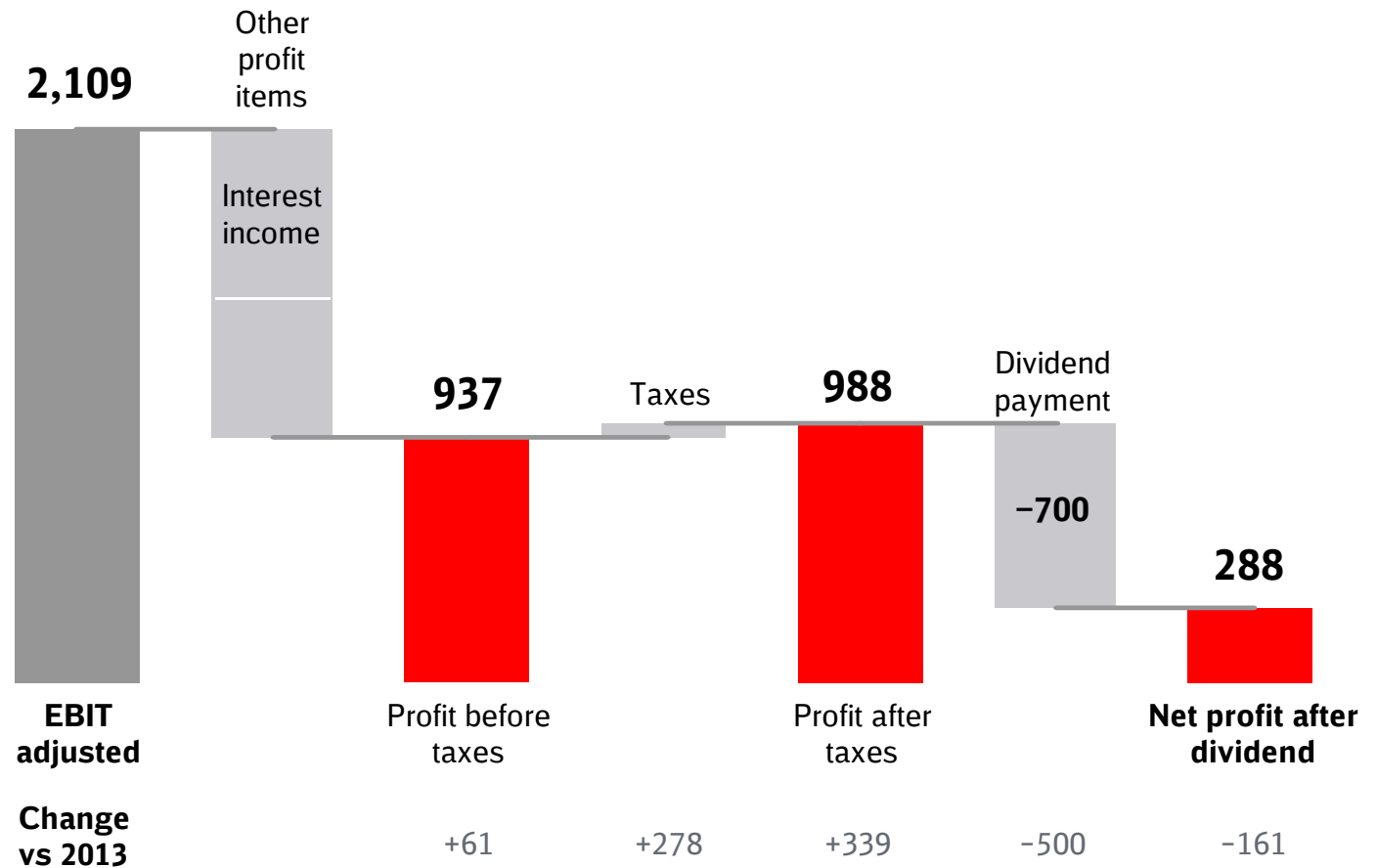
	Revenues (comparable)	EBIT adjusted	included strike effects
	Change vs. 2013		
DB Bahn Long-Distance	-49	-111	-35
DB Bahn Regional	- 7	+66	-60
DB Arriva	+150	+20	-
DB Schenker Rail	-5	-11	-50
DB Schenker Logistics	+409	-3	-
DB Services	-12	+53	-
DB Netze Track	+182	-103	-11
DB Netze Stations	+52	+11	-1
DB Netze Energy	+22	-16	-4

## 2014 Financial Year – Profit development

# Dividend payment higher due to LuFV II



**Profit items below EBIT**  
€ mn

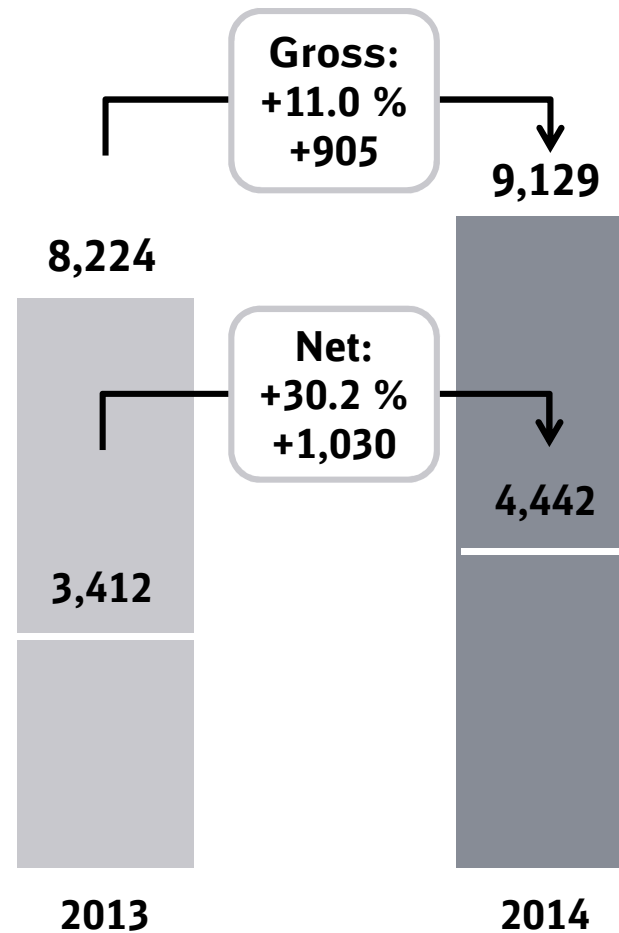


## 2014 Financial Year – Capital expenditures

# Significantly higher capex at DB Bahn Regional



**Capital expenditures**  
€ mn



### Divisions

(gross capital expenditures)

- DB Bahn  
€ +1,107 mn (+81.9 %)
- DB Schenker  
€ -82 mn (+15.9 %)
- DB Netze  
€ -117 mn (-1.9 %)  
*thereof net capital expenditures* € -2 mn (-)

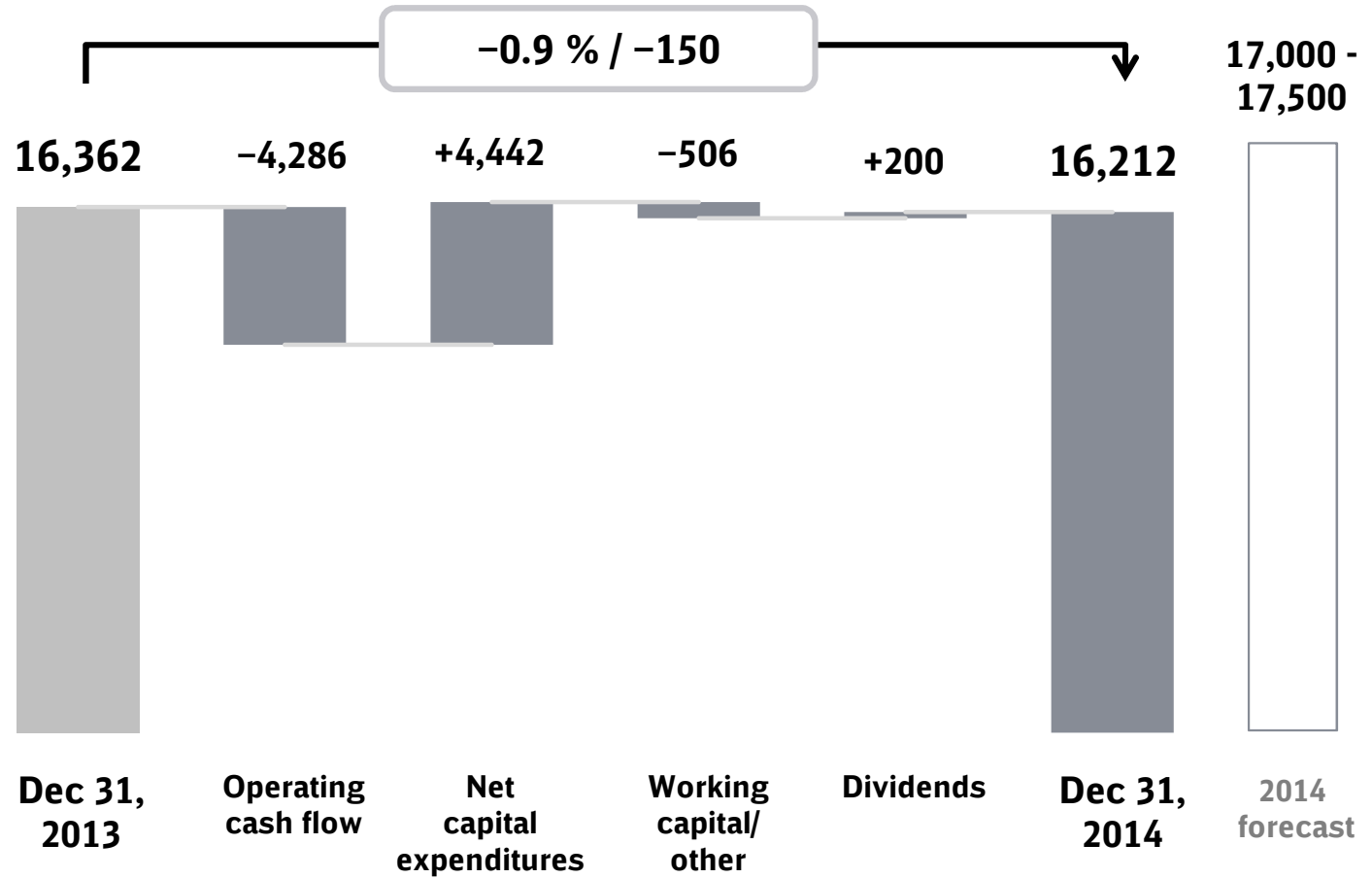


2014 Financial Year – Net financial debt

Net financial debt declined, effects not sustainable



Net financial debt  
€ mn

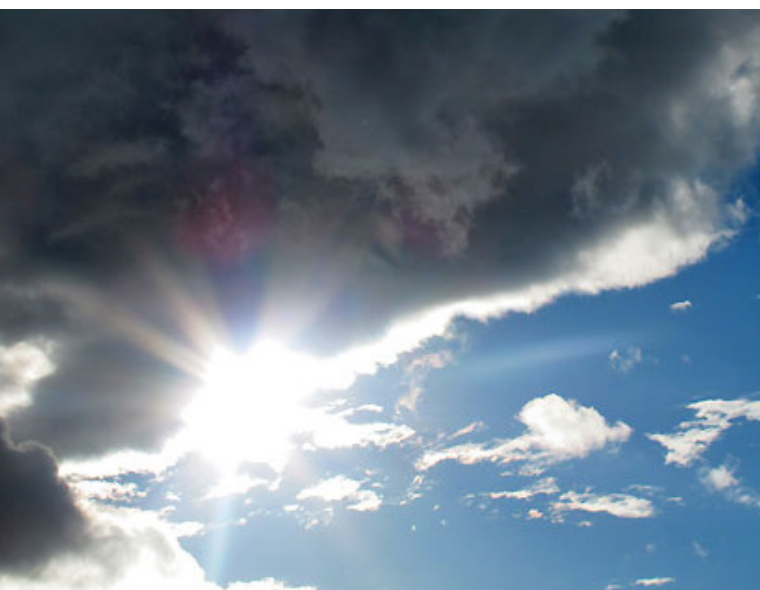


## 2015 Financial Year – Outlook

# Outlook for 2015 financial year slightly positive



**Outlook**  
€ bn



	2014	2015 (outlook)
Revenues adjusted	39.7	>41.0
EBIT adjusted	2.1	>2.2
Net profit for the year	1.0	>1.1
Gross capital expenditures	9.1	~9.5
Net capital expenditures	4.4	~4.0
Net financial debt as of Dec 31	16.2	>17.5



We appreciate your attention



## Photo credits

<b>Title</b>	<b>Max Lautenschläger</b>
<b>Chart 2</b>	<b>Volker Emersleben</b>
<b>Chart 3</b>	<b>DB AG</b>
<b>Chart 4</b>	<b>DB AG</b>
<b>Chart 5</b>	<b>Volker Emersleben</b>
<b>Chart 6</b>	<b>Claus Weber</b>
<b>Chart 7</b>	<b>Volker Emersleben</b>
<b>Chart 8</b>	<b>Smilla Dankert</b>
<b>Chart 9</b>	<b>Hartwig Schneidereit</b>
<b>Chart 10</b>	<b>Joujou/pixelio, <a href="http://www.pixelio.de">www.pixelio.de</a></b>
<b>Chart 11</b>	<b>Max Lautenschläger</b>