



Working together for better quality, more customer focus and greater success

2016 Annual Results Press Conference



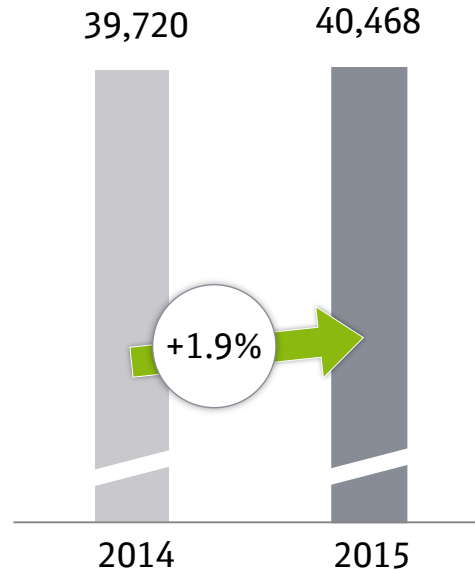
Deutsche Bahn AG

Berlin, March 16, 2016

EBIT of some EUR 1.8 billion – Revenues up

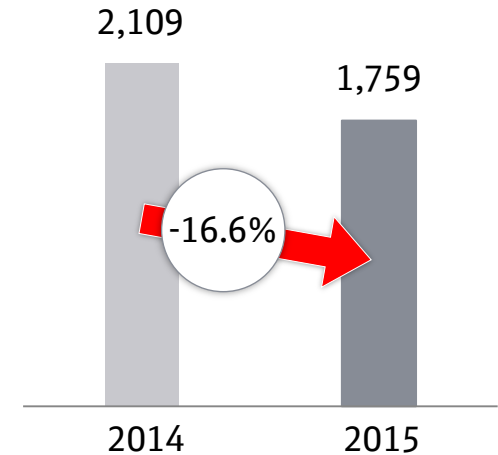


Revenues, DB Group¹
in EUR m



EBIT, DB Group¹
in EUR m

ROCE 6.3% → 5.3%



¹ Revenues and EBIT adjusted for special items

Strikes and storms put considerable pressure on DB's rail business in 2015, but saver fare tickets boosted long-distance volumes

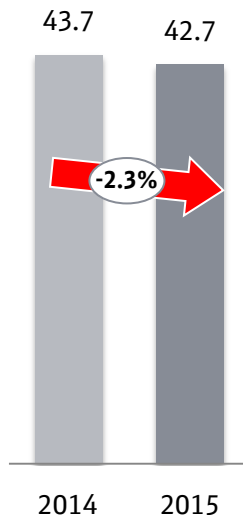


Rail performance in 2015

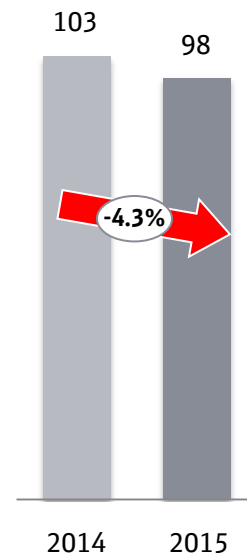
Long distance
(in billions of pkm)



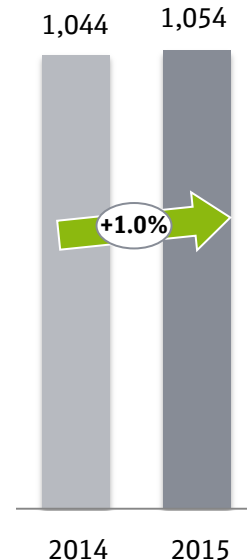
Regional rail¹
(in billions of pkm)



Rail freight
(in billions of tkm)



Infrastructure²
(in millions of train-path km)



1 Excluding DB Arriva; including Usedomer Bäderbahn

2 Including Usedomer Bäderbahn

Logistics performance rose in all areas except ocean freight, with major growth in contract logistics



Logistics performance in 2015

Land transport
(in millions of consignments)



98.9 101.7

+2.9%

2014 2015

Air freight
(in thousands of metric tons¹)



1,112 1,128

+1.4%

2014 2015

Ocean freight
(in thousands of TEU^{1,2})



1,983 1,942

-2.1%

2014 2015

Contract logistics
(revenues in millions of euros)



2,030 2,381

+17.3%

2014 2015

- 1 Exports only, to avoid double counting
- 2 TEU = Twenty-foot equivalent units

DB reached important milestones in 2015 and laid the groundwork for the future



LuFV II and VDE 8.2



Franchises awarded to Arriva



Demographics agreement



Best grade in climate protection



Long Distance campaign



International Long Distance



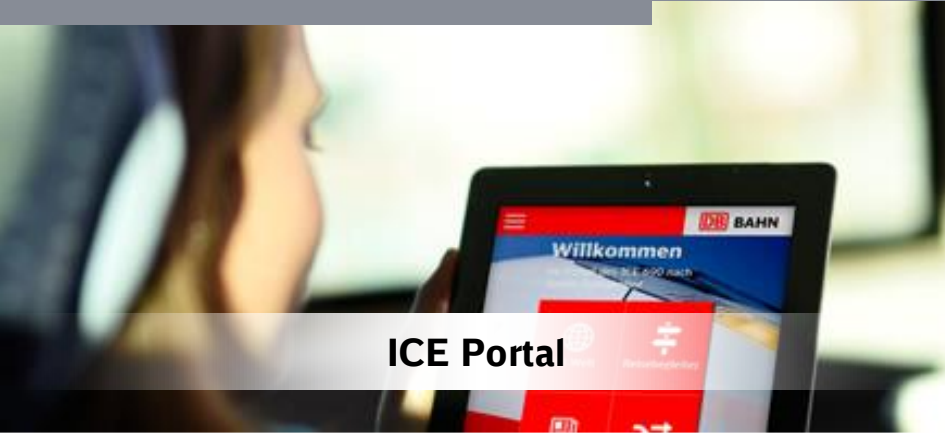
Recruitment



"Green" maintenance



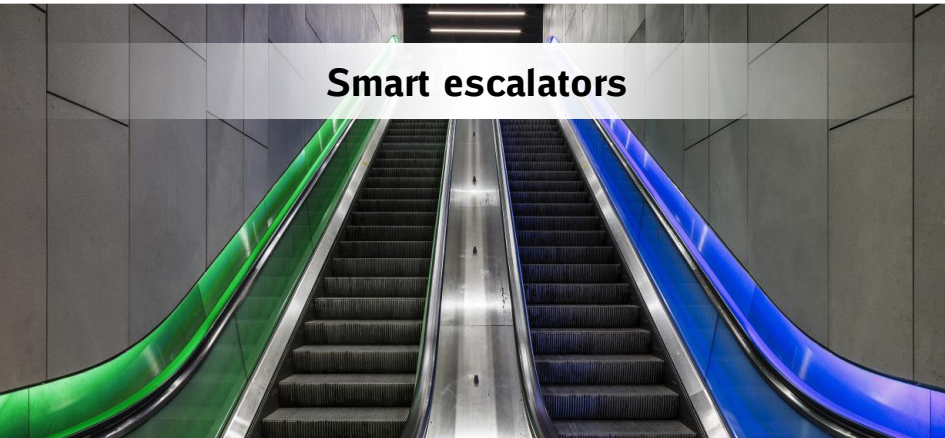
“Zukunft Bahn” (future of rail) – Working together for better quality, more customer focus and greater success



ICE Portal



Passenger information

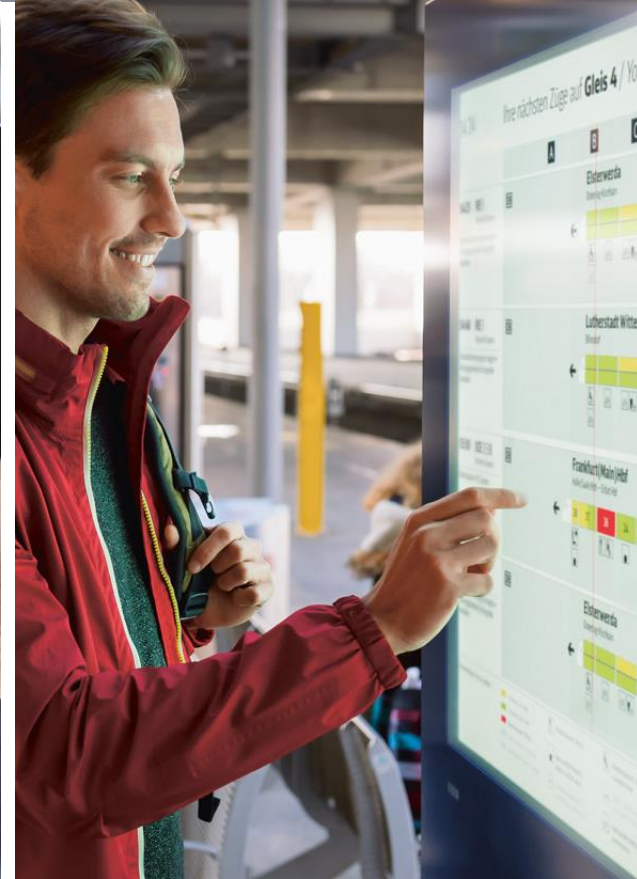
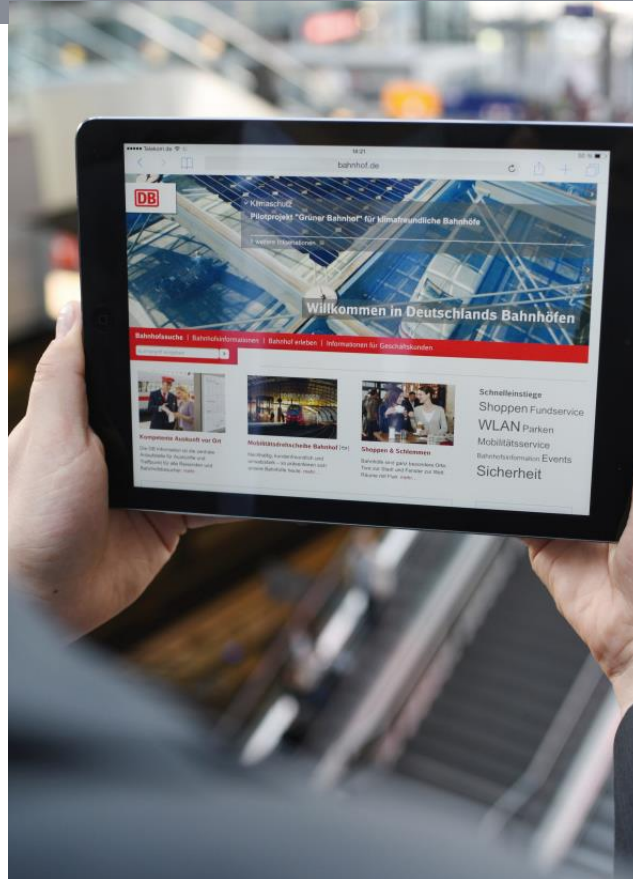


Smart escalators



All-around ICE checks

Digitalization: DB 4.0 continues to take shape





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Front page	Max Lautenschläger
Slide 3	Max Lautenschläger
Slide 4	Jet-Foto/Kranert
Slide 5	From top: Bartłomiej Banaszak, Wolfgang Klee
Slide 6	From top: Maurice Weiss, Michael Neuhaus
Slide 7	From left top (line by line): Frank Kniestedt, Radharc Images / Alamy, Max Lautenschläger, Maxlautenschläger, DB AG/Siemens AG, DB AG/Bombardier, Thomas Herter, Arne Lesmann, DB AG / DBI, Werke und Hochbau
Slide 8	From left top (line by line): DB AG, Max Lautenschläger, Michael Pasternack, Christian Bedeschinski
Slide 9	From left: Max Lautenschläger, Oliver Lang, Max Lautenschläger
Slide 10	Max Lautenschläger