



Quality that persuades

2017 Annual Results Press Conference



Deutsche Bahn AG
Berlin, March 23, 2017

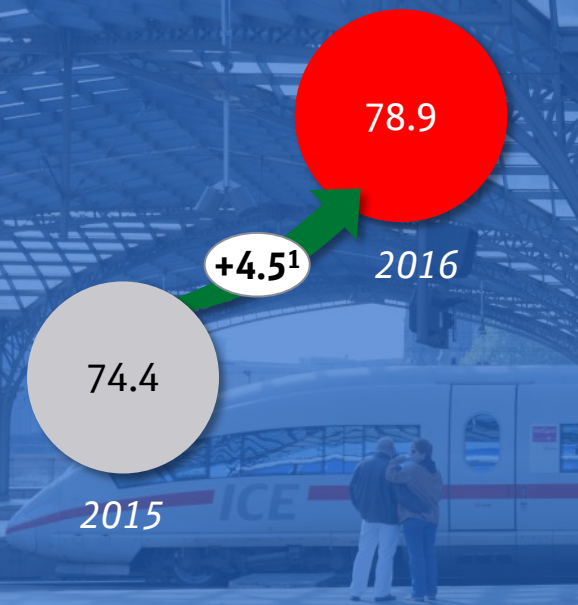
We have substantially improved our punctuality



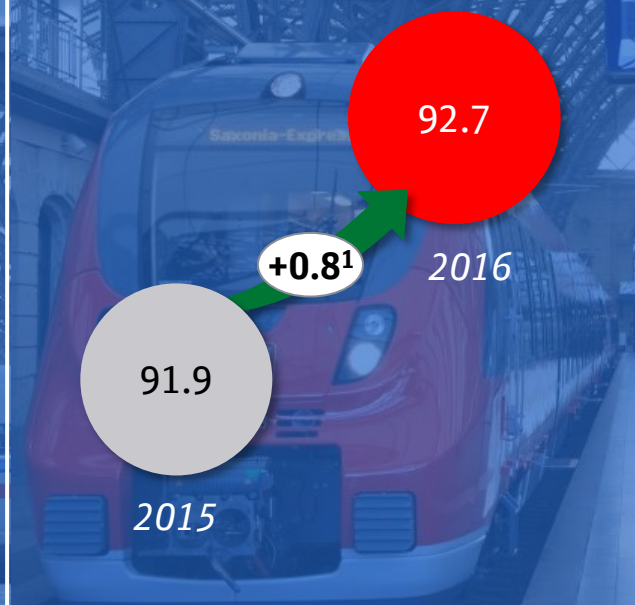
We raised punctuality in all our rail transport areas



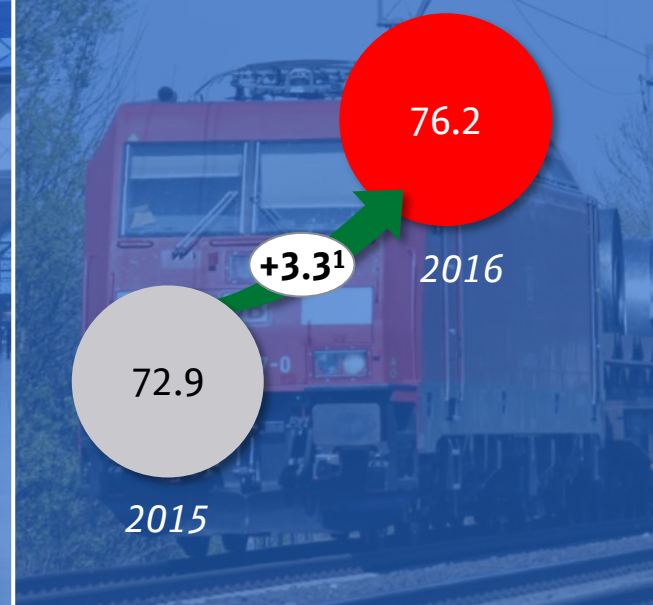
Long distance (in %)



Regional² (in %)



Cargo³ (in %)



1 Percentage points

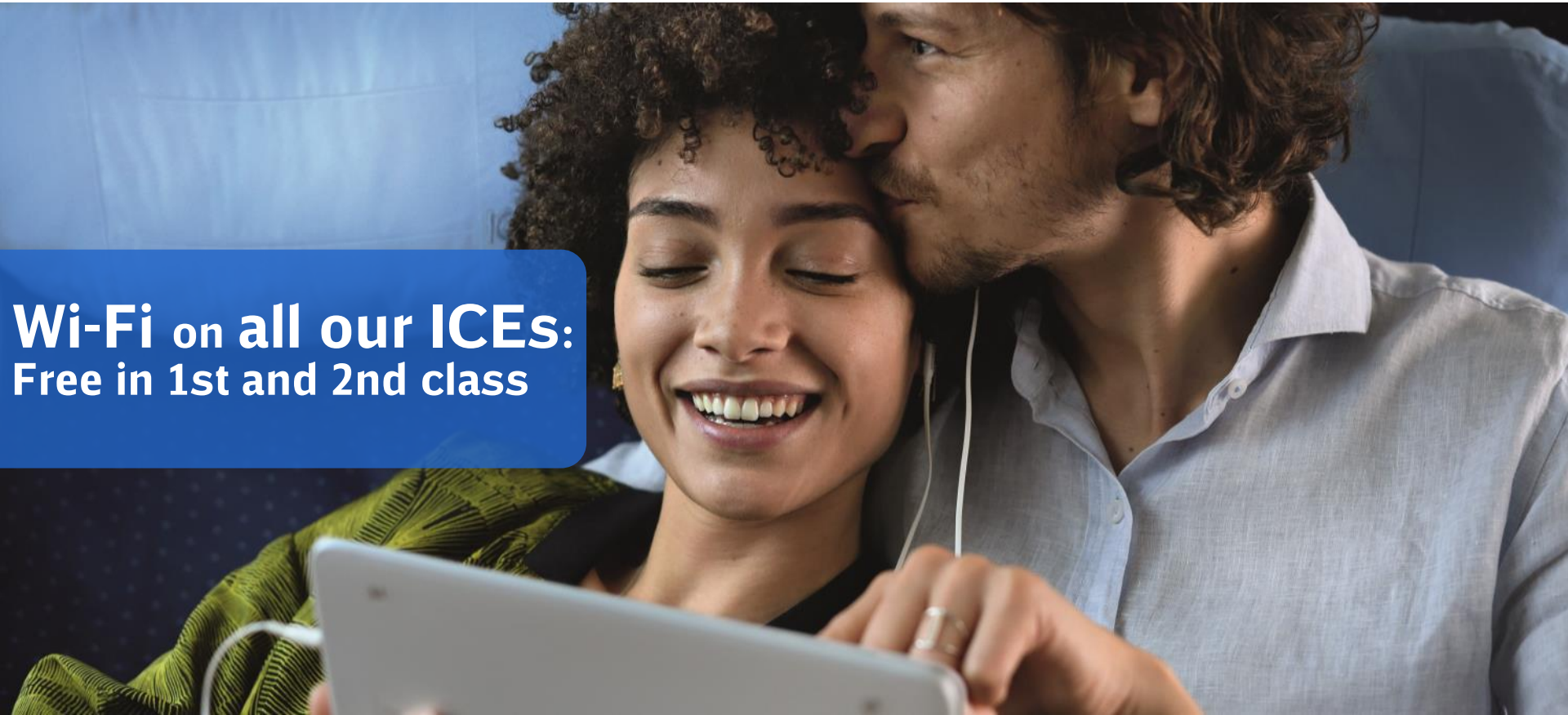
2 Excluding S-Bahn service

3 Germany

**Wi-Fi has added real value
for our customers**



**Wi-Fi on all our ICEs:
Free in 1st and 2nd class**



We succeeded once again in raising our long distance passenger numbers



2016 passenger record
+7 m passengers
139 m long distance passengers

Our volumes continued to rise in long distance transport, but fell in regional and rail cargo transport

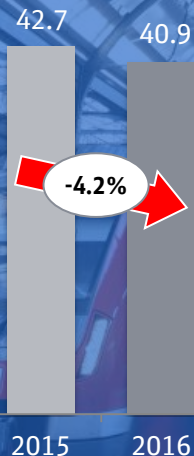


DB rail performance in 2016

Long distance
(in billions of pkm)



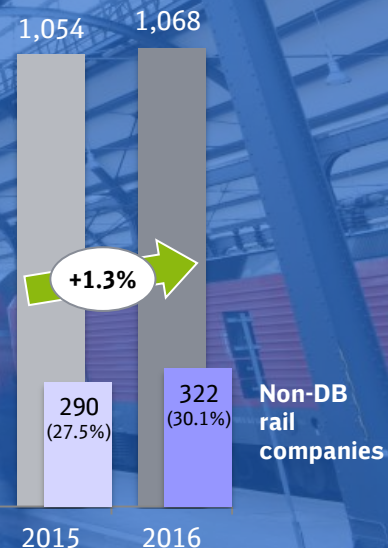
Regional rail¹
(in billions of pkm)



Rail cargo
(in billions of tkm)



Infrastructure²
(in millions of train-path km)



Non-DB
rail
companies

1 Excluding DB Arriva; including Usedomer Bäderbahn

2 Including Usedomer Bäderbahn

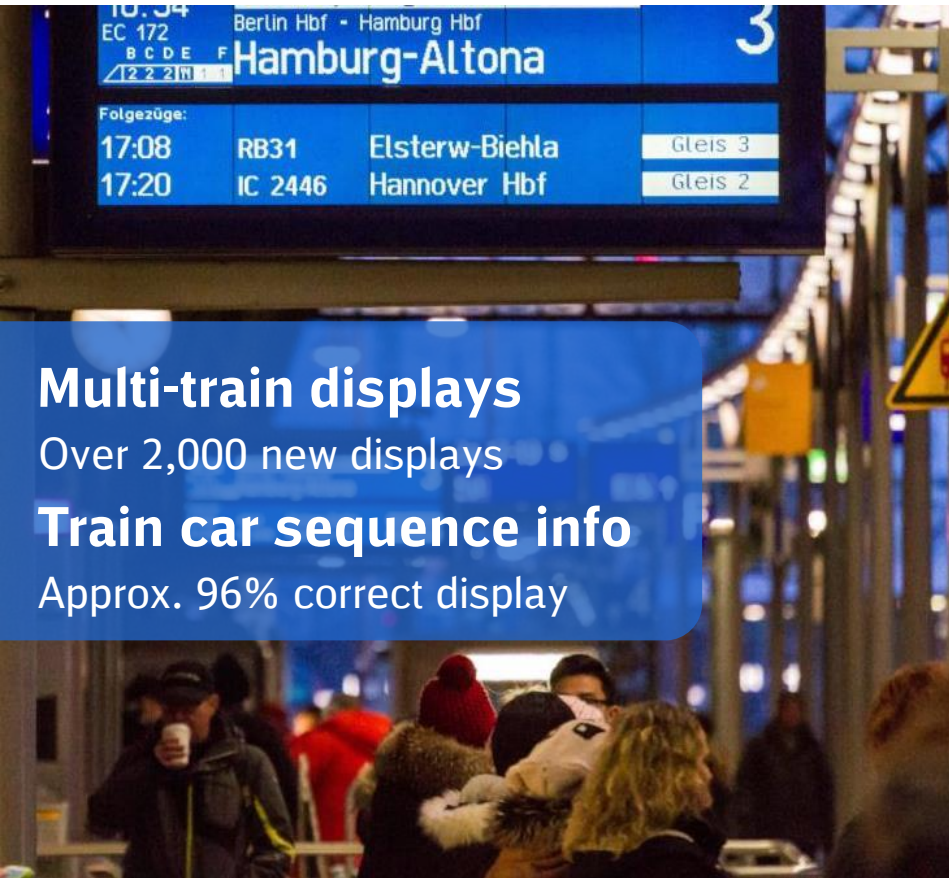
As part of our Zukunft Bahn program, we took targeted measures to raise punctuality



"PlanStart" teams

On-time departures at hub stations up an average of 16 percentage points

We enhanced traveler information for our customers and improved the quality of our rolling stock



Multi-train displays

Over 2,000 new displays

Train car sequence info

Approx. 96% correct display



RESET long distance fleet

Approx. 250 ICEs, approx.
200 locomotives and approx.
1,400 passenger cars overhauled

**At DB Arriva, we continued to grow
and launched operations on major transport contracts**



Northern Rail (UK)

Rail service in northern England
worth GBP 7.1 billion



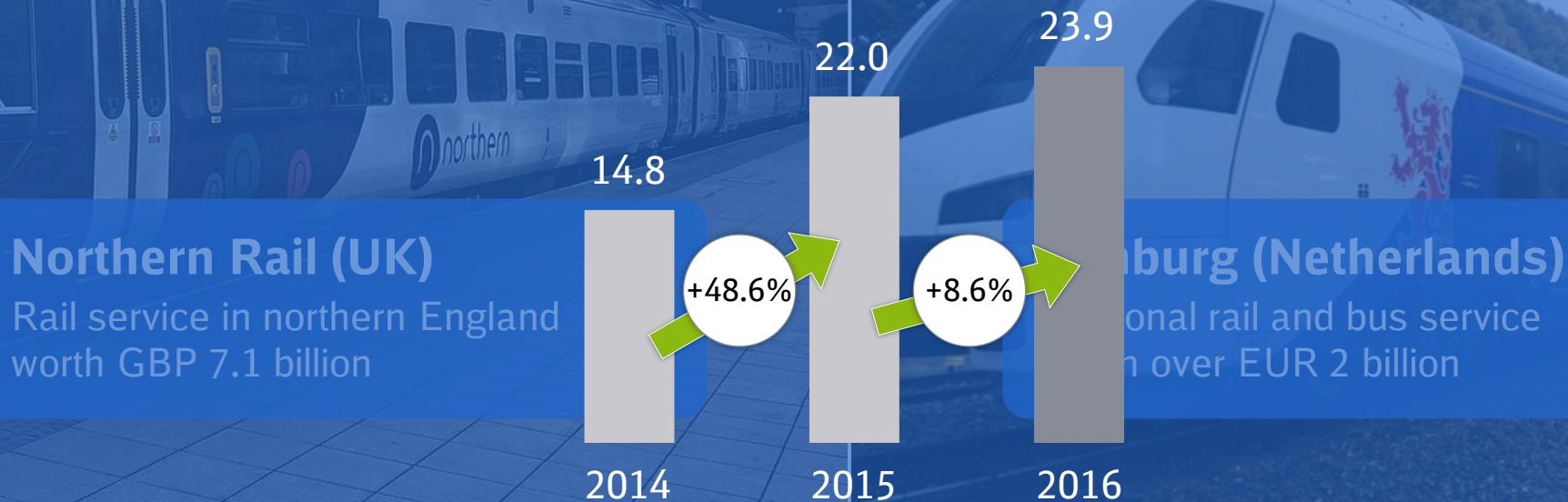
Limburg (Netherlands)

Regional rail and bus service
worth over EUR 2 billion

At DB Arriva, we continued to grow and launched operations on major transport contracts



Value of contracts at DB Arriva (Total in EUR bn as of Dec. 31)



Air freight, ocean freight and contract logistics grew; land transport was stable



Transport performance at DB Schenker in 2016

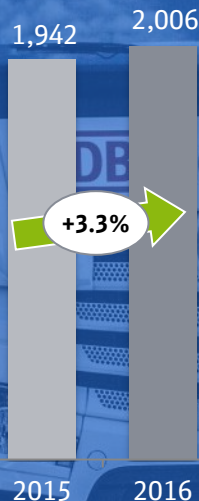
Land transport
(in m of consignments)



Air freight
(in thousands of metric tons¹)



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



Contract logistics
(revenues in EUR m)



1 Exports only, to avoid double counting

2 TEU = Twenty-foot equivalent unit

3 Adjusted for currency effects

At DB Schenker, growth in contract logistics remains strong, and our partnership with uShip makes us fit for the future



Warehouse of the future

Partnering with Cisco on the logistics center of tomorrow



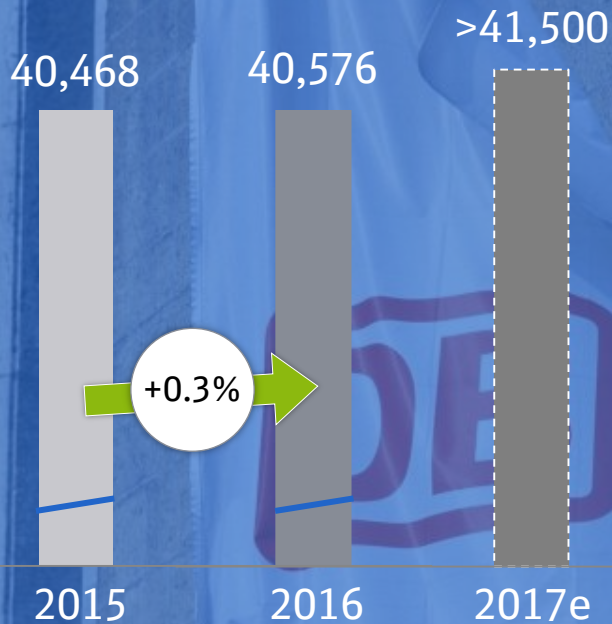
Drive4Schenker

Managing shipments in Europe by uShip online freight marketplace

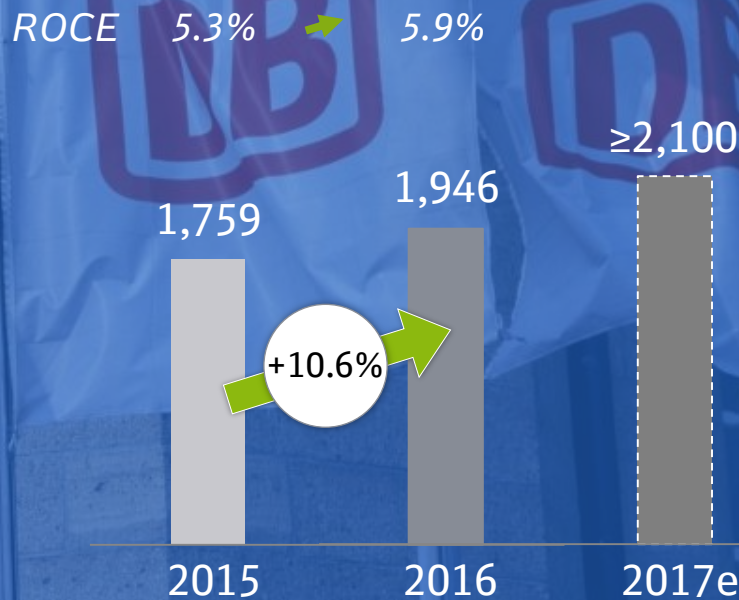
We are on the right track: 2016 was a successful year for the DB Group



Revenues, DB Group¹ in EUR m



EBIT, DB Group¹ in EUR m



¹ Revenues and EBIT adjusted for special items

**We are investing more than ever before to modernize the rail network –
and are reducing delays at the same time**



**Investments rail network 2017
EUR 7.5 billion**

Modernization, new construction & upgrades



**Delays reduced by
11% in 2016**

Despite increase in construction volume



**When the Nuremberg–Erfurt high-speed line (VDE 8.1) opens,
we will start a new era in long distance transport**



**Berlin–Munich
in 4 hours**



**As part of our work to remain an eco-pioneer,
we are investing in eco-friendly maintenance**



Carbon-neutral ICE depot in Cologne

Photovoltaics, renewable power, geothermal energy and a carbon-free HVAC system

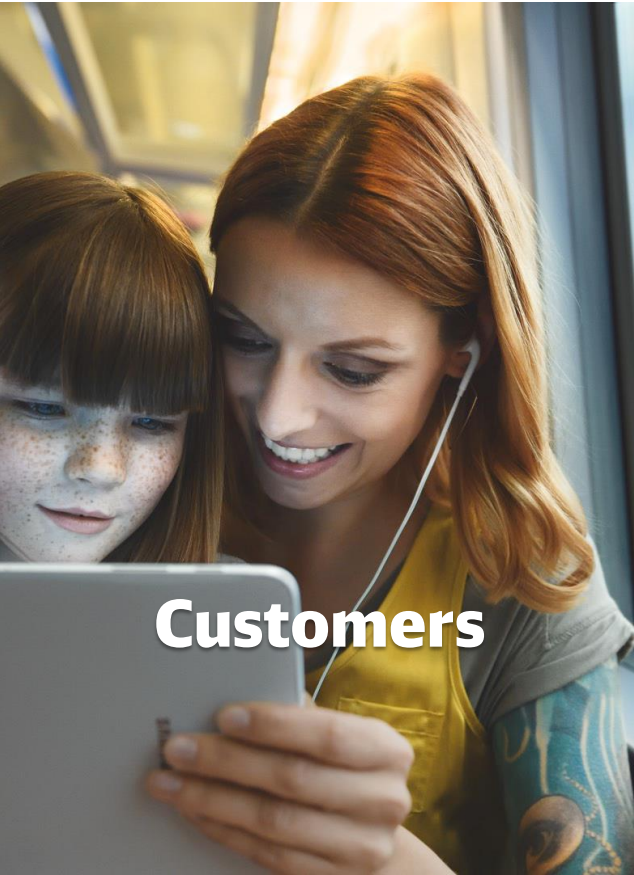
The ICE 4 is set to start regular service



Regular service starting at the 2017 timetable change



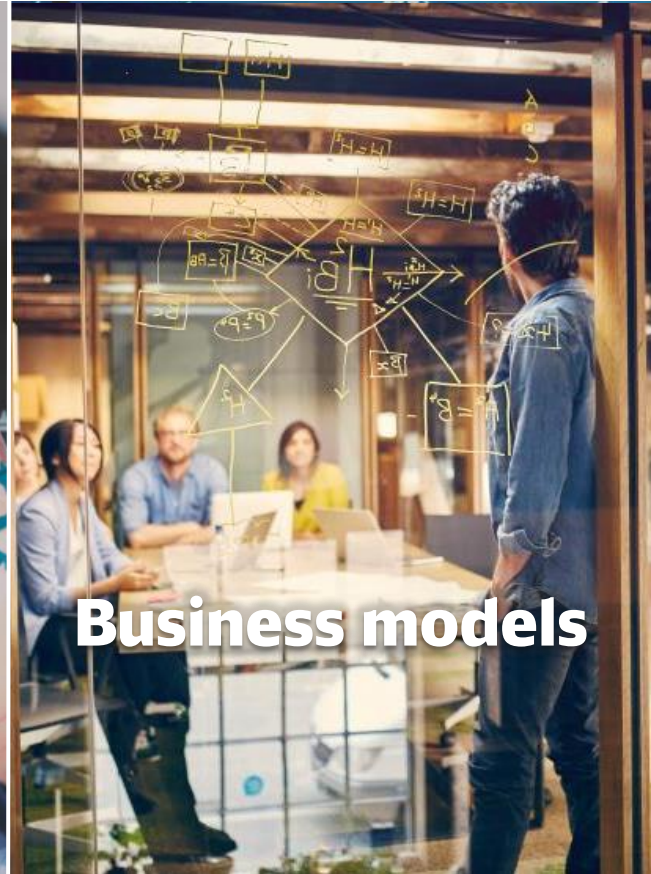
**We are driving digitalization in three areas
as we move toward DB 4.0**



Customers



Processes



Business models

With Zukunft Bahn, we launched a large-scale quality movement – thanks in particular to our employees





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Photo credits



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Slide 3	From left: Axels Hartmann, Christoph Müller, Wolfgang Klee	Slide 14	Frank Kniestedt
Slide 4	Deutsche Bahn	Slide 15	Volker Emersleben
Slide 5	Uwe Miethe	Slide 16	Bernhard Fischer
Slide 6	Oliver Lang	Slide 17	Max Lautenschläger
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Slide 9	Arriva	Slide 20	Max Lautenschläger
Slide 11	Michael Neuhaus		