



“Our future: Sustainably successful!”

Annual Results Press Conference 2013

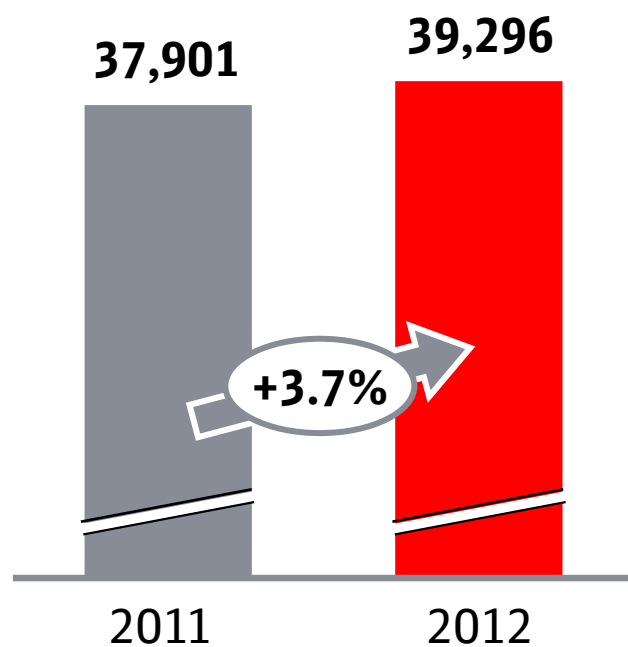
Deutsche Bahn AG / DB Mobility Logistics AG

Berlin, March 21, 2013

Revenues and profits grew favorably in 2012

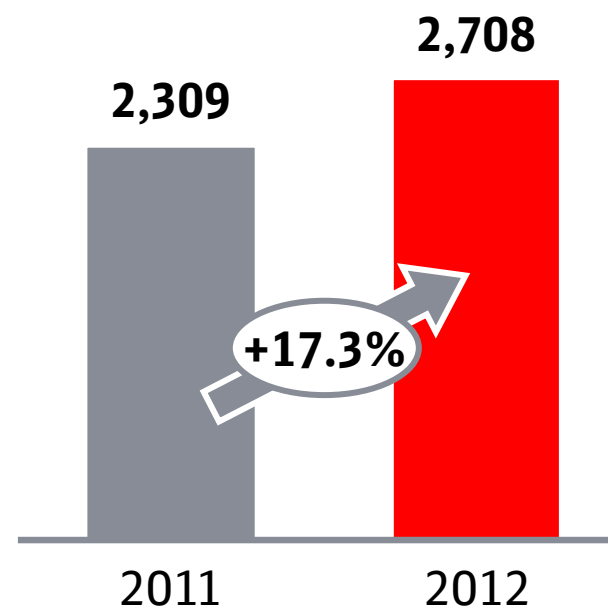
Revenues DB Group

in € million



EBIT DB Group

in € million



ROCE

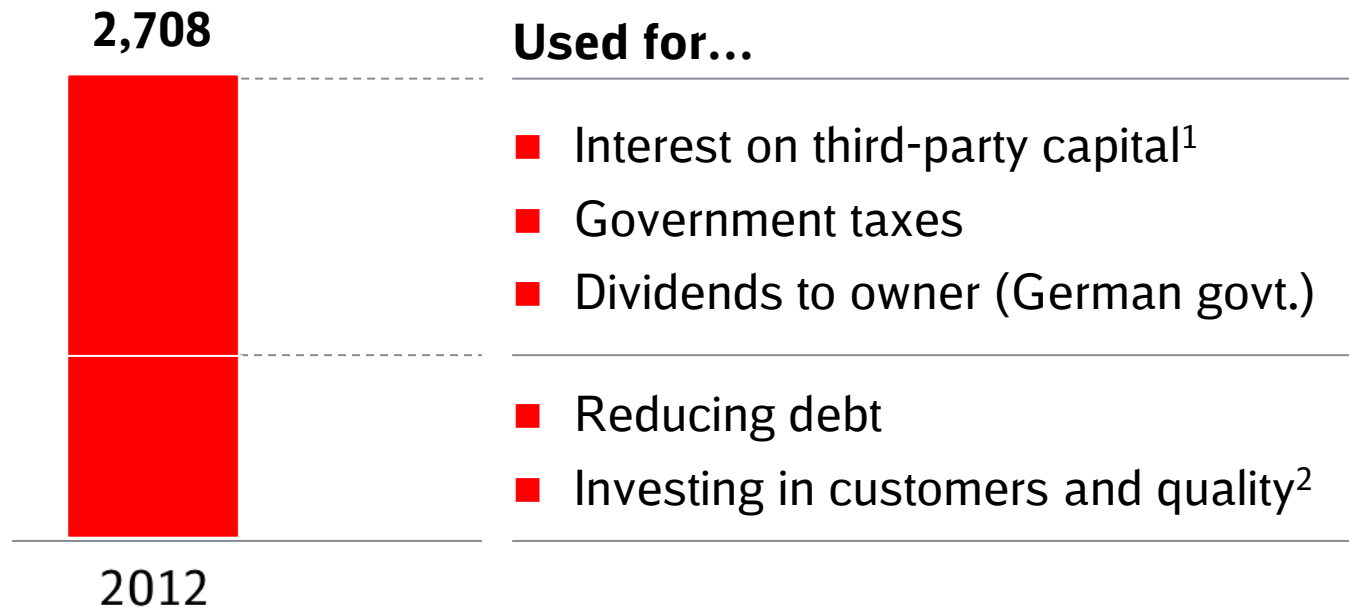
7.3%

8.3%

Economic success is indispensable for securing the future of our enterprise

Approx. overview

EBIT in € million



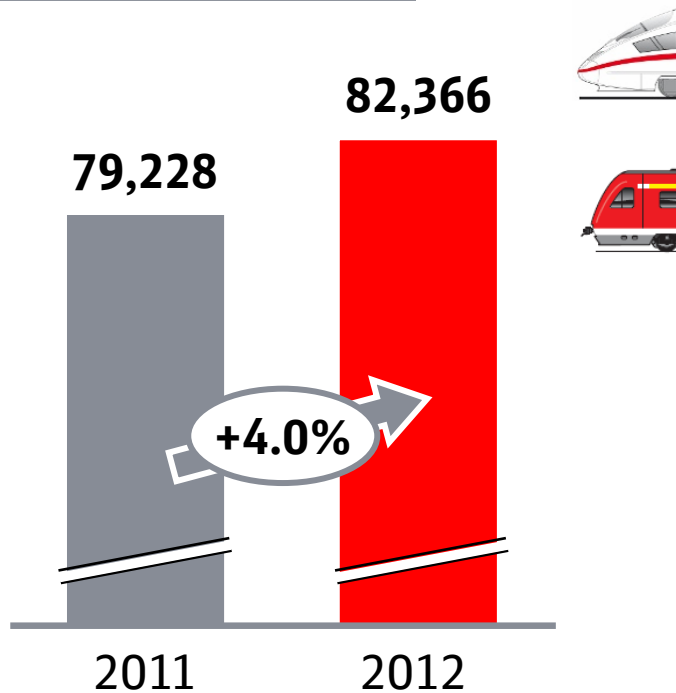
¹ As well as other financial results (reclassification and adjustment of special items)

² Investments in expansion exceeding depreciation charges

Rail passenger transport sets new passenger record – rail freight transport posts declines

Volumes sold rail DB Group in millions of passenger kilometers (Pkm)¹

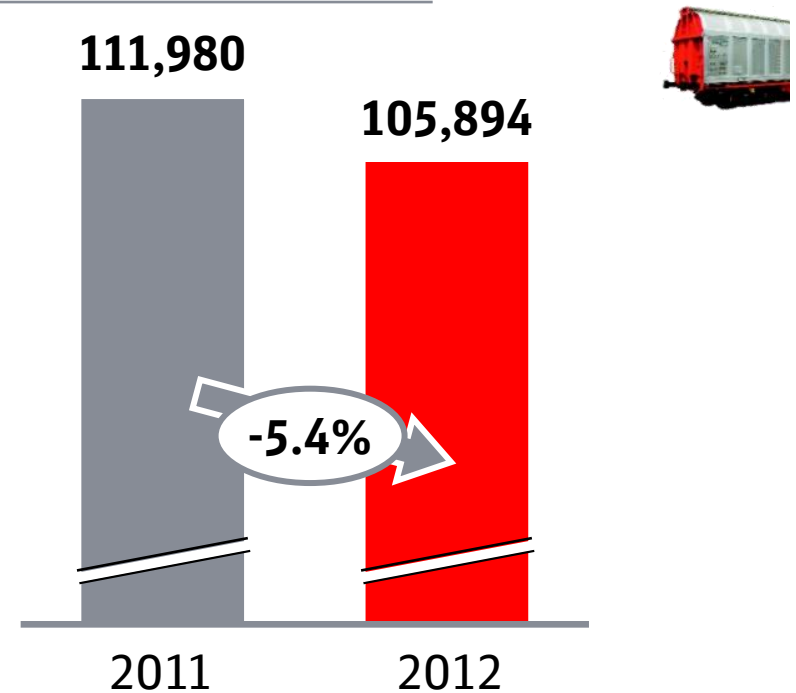
Rail passenger transport **DB** BAHN



Passengers
in millions  1,925 (2011) 1,974 (2012)
+49

Volumes sold rail DB Group in millions of ton kilometers (tkm)

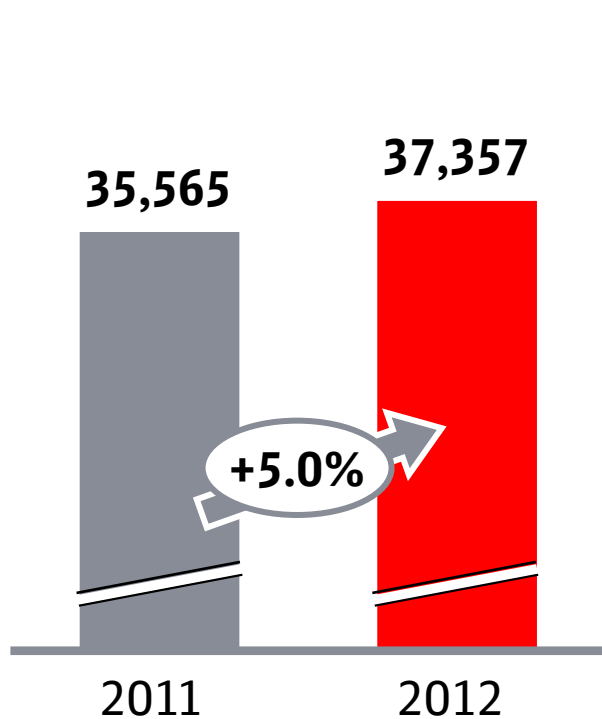
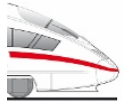
Rail freight transport **DB** SCHENKER



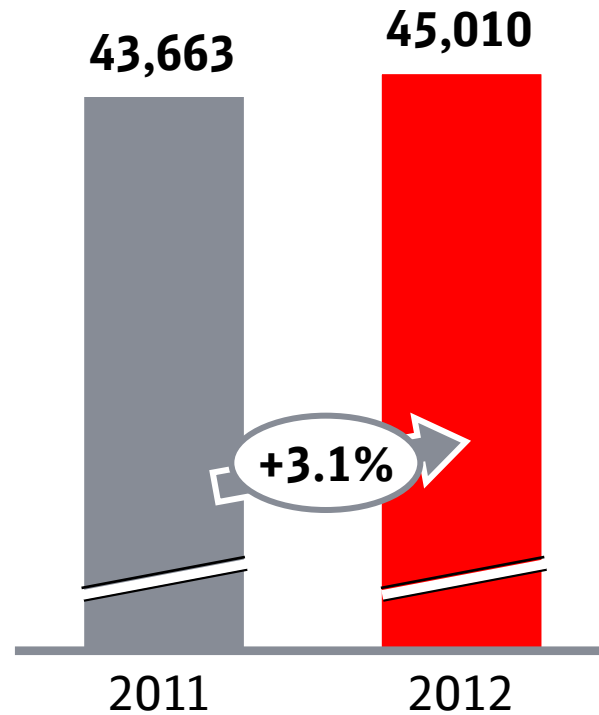
¹ Figures excluding Arriva
DB AG | DB ML AG

Rail passenger long-distance and regional transport grew in Germany – bus transport continues to decline

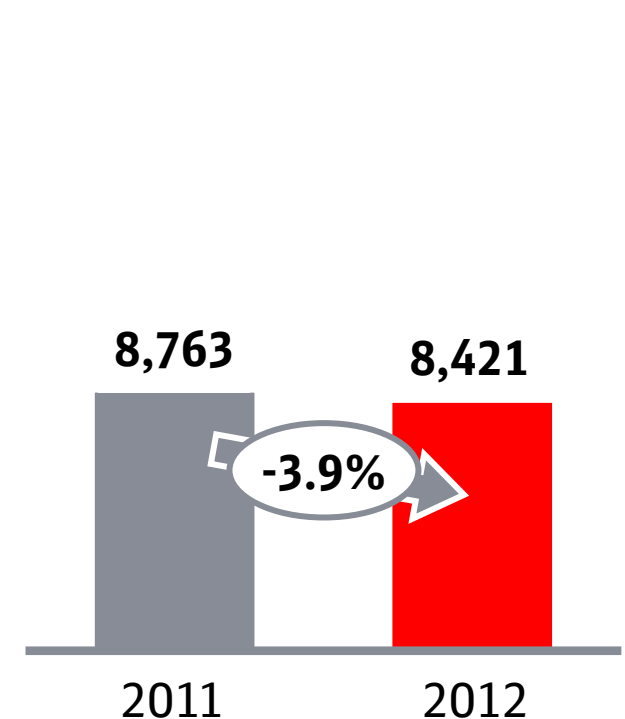
Long-distance transport rail in millions of Pkm



Regional/urban transport rail in millions of Pkm¹



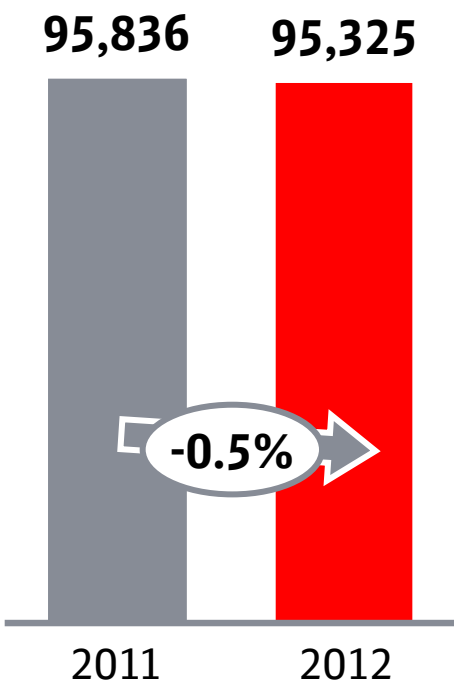
Bus transport in millions of Pkm¹



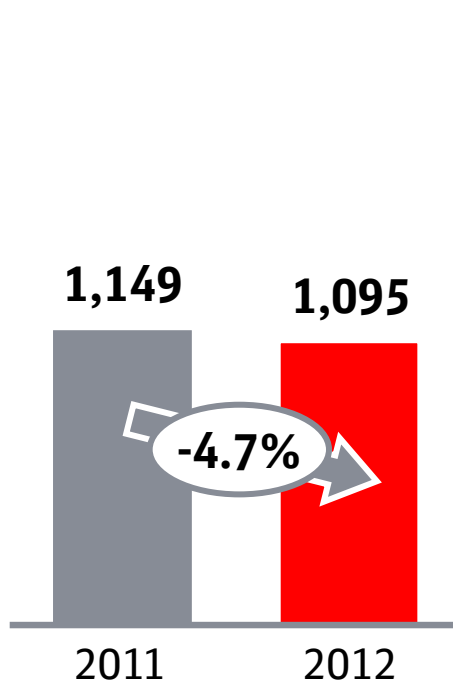
¹ Figures excluding Arriva
DB AG | DB ML AG

Contract logistics and ocean freight post strong growth – Air freight declines

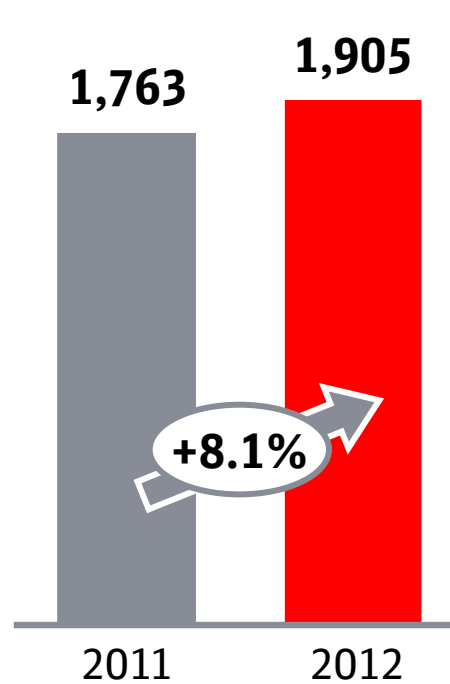
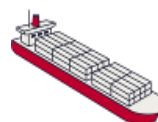
Land transport
in thousands of shipments



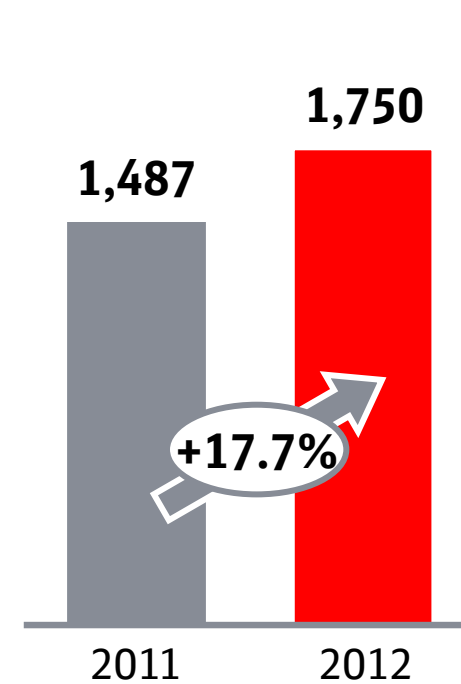
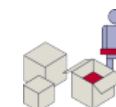
Air freight
in thousands t¹



Ocean freight
in thousands TEU^{1,2}



Contract logistics
in € million



1 Only exports taken into consideration to avoid counting figures twice

2 TEU = Twenty-foot Equivalent Unit

Resolute continuation of efforts to realize our sustainable DB2020 strategy

Press Conference 2012, March 29



Vision | We are becoming the world's leading mobility and logistics company
Sustainable business success and social acceptance

Sustainability dimension

Profitable market leader
Economic



- Customer and quality
- Profitable growth

Top employer
Social



- Cultural change/ employee satisfaction

Eco-pioneer
Environmental



- Resource preservation/ emissions and noise reduction

Strategic directions

- ✓ **DB2020 strategy** for Group and business units **developed**
- ✓ **DB2020 objectives defined** for Group and business units
- ✓ Objectives anchored in **variable remuneration** of 5,000 executives
- ✓ Numerous **measures** have already been **implemented**
- ✓ **Comprehensive** internal and external **communications**, e.g. **DB Sustainability Day**

Achieving greater customer satisfaction and quality through targeted investments and service measures



Economic | Profitable market leader
Customer and quality

Examples

Investing in our vehicle fleet



- Modernization Intercity fleet (770 IC cars, € 250 million)
- Modernization of 58 bi-level cars, 33 bi-level cars began operations
- Major order to EvoBus/Iveco Irisbus for > 300 buses (€ 80 million)

Modernization of infrastructure



- Inauguration of the Katzenberg tunnel (Karlsruhe-Basel)
- Modernization of 260 train stations (accelerated infrastructure project)
- Install weather protection at all 5,700 train stations (by 2014)

Information and service



- Integration of train connections in Google Route Planner maps
- Introduction “Navi S-Bahn Munich” incl. current/predicted train positions
- Electronic information for passengers at almost 4,000 train stations

DB Arriva and DB Schenker expand



Economic | Profitable market leader
Profitable growth

Examples

Expand Eur. passenger transport



- Commence bus transports in Friesland, S Holland, Budapest, Stockholm
- Acquisition of Ambuline, specialist for transport of medical patients
- Daily connections between Frankfurt-Marseille and Berlin-Danzig

Rail freight transport successes



- Vehicle transport order received from PSA Peugeot Citroën
- 1,500st Volkswagen container train arrived in Kaluga (Russia)
- Reorganization of German/European rail freight transport

Logistics continue to develop



- Land transport gateways opened for transports to Russia/GUS
- Startup of new logistics centers e.g. in Europe, China, India, Mexico
- Doubling of capacities for BMW at Leipzig logistics center

On our way to being a top employer – global survey of employees and a demographics-based employment agreement



Social | Top employer
Cultural change/employee satisfaction

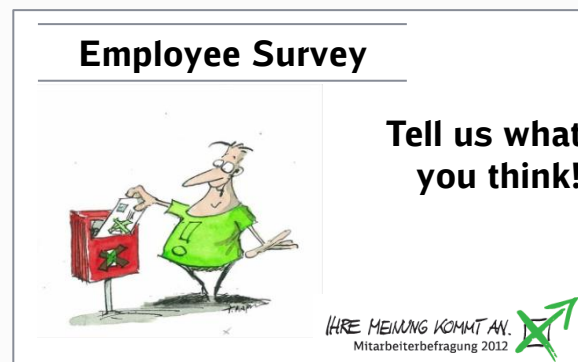
Examples

Recruiting new personnel



- More than 15,000 new employees hired (4,100 trainees/dual students)
- Successful launch of recruitment campaign on TV, cinema, print, onl.
- Cooperation with Federal Employment Agency, RAG and army

Developing corporate culture



- First Group-wide survey of employees conducted (61 % participation)
- >7,800 survey related workshops with employees planned in 2013
- Future-focused events held for about 8,500 employees

New employment agreement



- Employment agreement DB-EVG signed for app. 150,000 employees
- Working hours/qualifications aligned with profes. and phase-of-life criteria
- Successful Apprentices receive permanent employment contract

Our objective: to be an ecological pioneer – milestones: CO₂-free long-distance transport and green energy contracts



Environmental | Eco-pioneer

Resource preservation/emissions and noise reduction

Examples

Environmentally-friendly vehicles



- 98 hybrid and bio-gas buses ordered by DB Arriva for the UK
- New hybrid shunting locomotives started work at DB Schenker Rail
- Noise abatement officer named and approval process for LL blocks accel.

„Green“ mobility & logistics



- Long-distance via 100% green energy for reg./bus. customers (04/2013)
- New Online tool, EcoTransIT World, used for environmental controlling
- New EcoPlus customers (e.g. Audi), CO₂-free transports DB Schenker UK

Envir. compatible infrastructure



- Long-term contract for green energy signed with E.ON
- Europe's first "Green train station" opened in Kerpen-Horrem (NRW)
- "Green" headquarters and air freight hub Schenker Logistics at Heathrow

We are continuing the decisive implementation of our DB2020 strategy!



Photo credits

- Front page** Max Lautenschläger
- Slide 7** Left column from above: Jo Kirchherr, Claus Weber, DB Schenker, middle: Paha L/ClipDealer #70420, right: Chris Stein/GettyImages #90096084
- Slide 8** From the left: Jürgen Gocke, Sebastian Roedig
- Slide 9** From the left: Bartlomiej Banaszak, Jeremy Nicholl, Uwe Winkler
- Slide 10** From the left: Arne Lesmann, Max Lautenschläger
- Slide 11** From the left: Max Lautenschläger, Jet-Foto Kranert, Max Lautenschläger
- Slide 12** From the left above (clockwise): Michael Neuhaus, Frank Kniestedt, Uwe Miethe, Arne Lesmann, Max Lautenschläger, Holger Peters