



“Our future: Sustainably successful!”

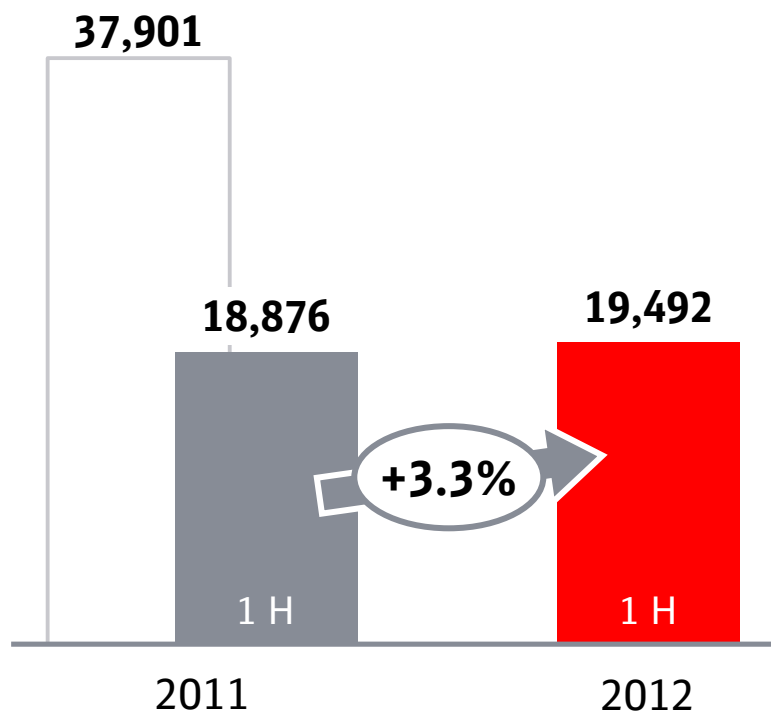
Interim Results Press Conference 2012

Deutsche Bahn AG / DB Mobility Logistics AG

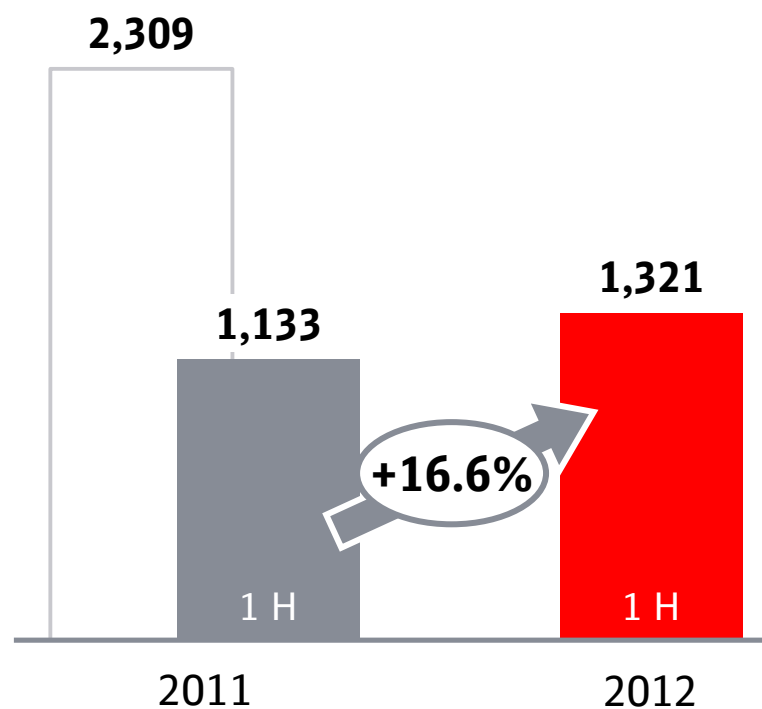
Berlin, July 26, 2012

Notable increase in performance in first half of 2012

Revenues DB Group¹
in € million



EBIT DB Group¹
in € million



ROCE

7.2%

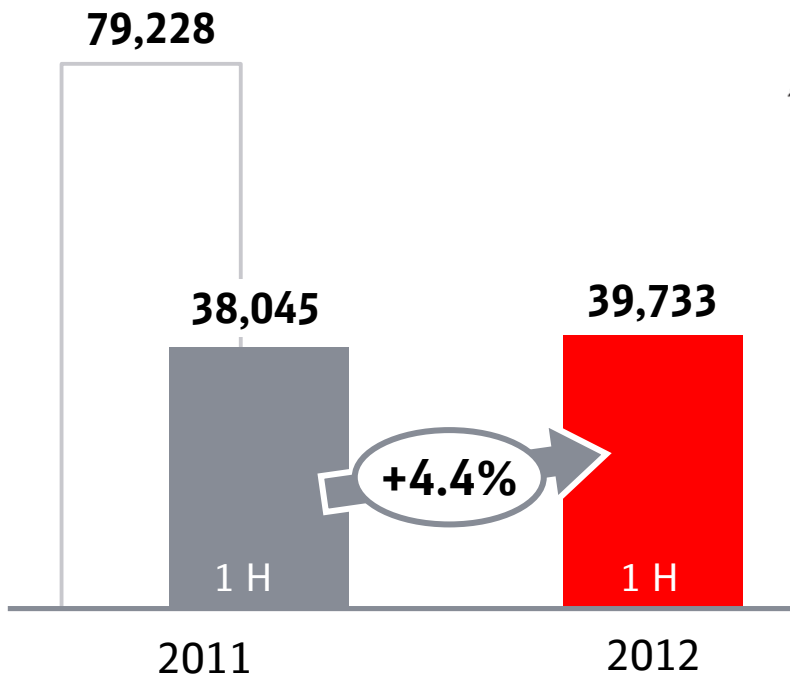
8.1%

¹ Revenues/EBIT adjusted for special items
DB AG | DB ML AG

Growth in rail passenger transport – decline in rail freight transport

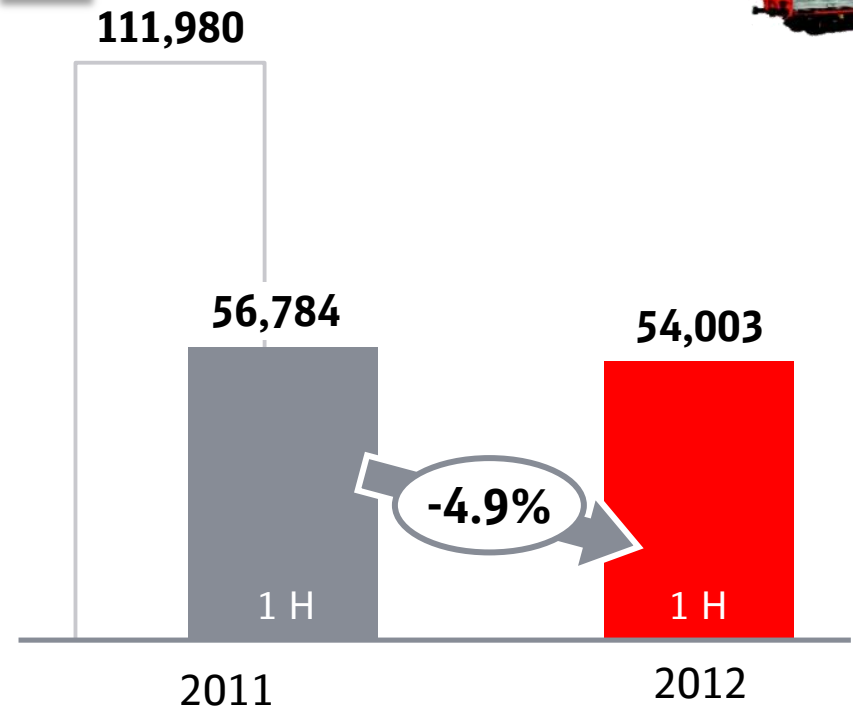
Volumes sold rail DB Group in millions of passenger kilometers (pkm)

Rail passenger transport **DB** BAHN



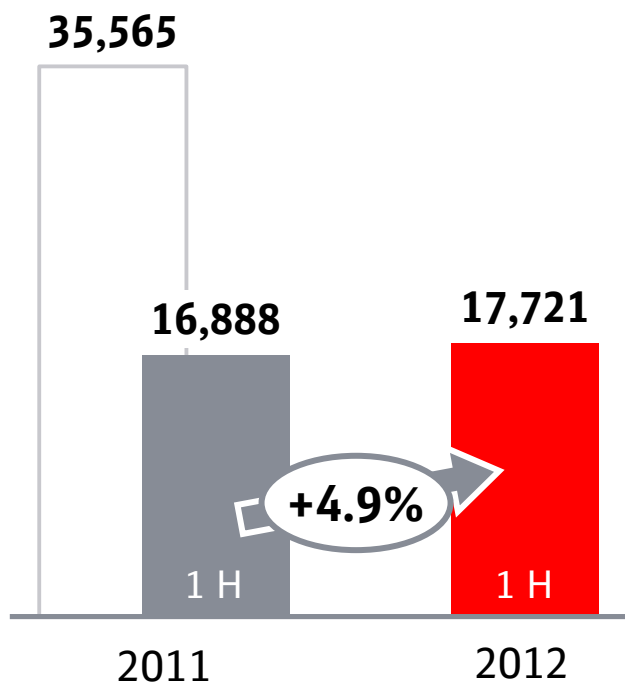
Volumes sold rail DB Group in millions of ton kilometers (tkm)

Rail freight transport **DB** SCHENKER

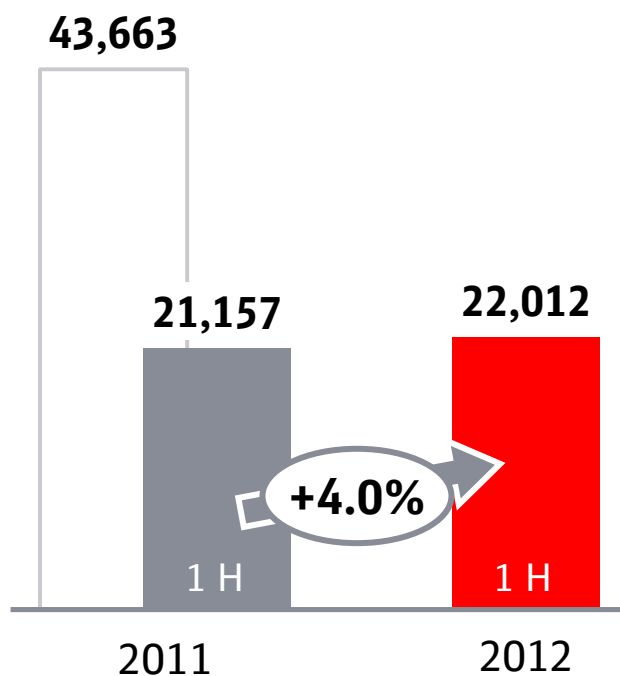


Rail passenger long-distance transport and regional transport post gains – bus transport business declines due to structural reasons

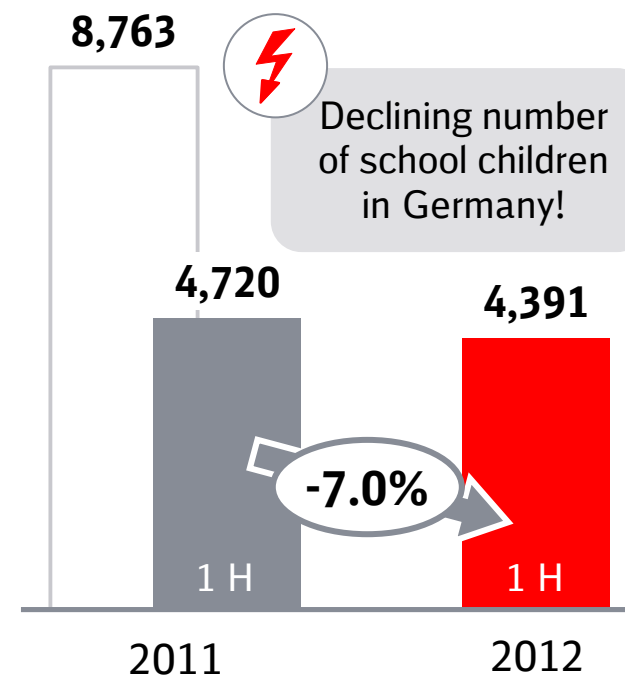
Long-distance rail transport in millions of pkm



Regional/ Urban transport rail in millions of pkm¹



Bus transport in millions of pkm^{1,2}



¹ Figures excluding Arriva

² Excluding Pan Bus for 2011 due to merger with Arriva

Ocean freight and contract logistics are strong growth drivers – declines seen in air freight business

Land transport in thousands of shipments



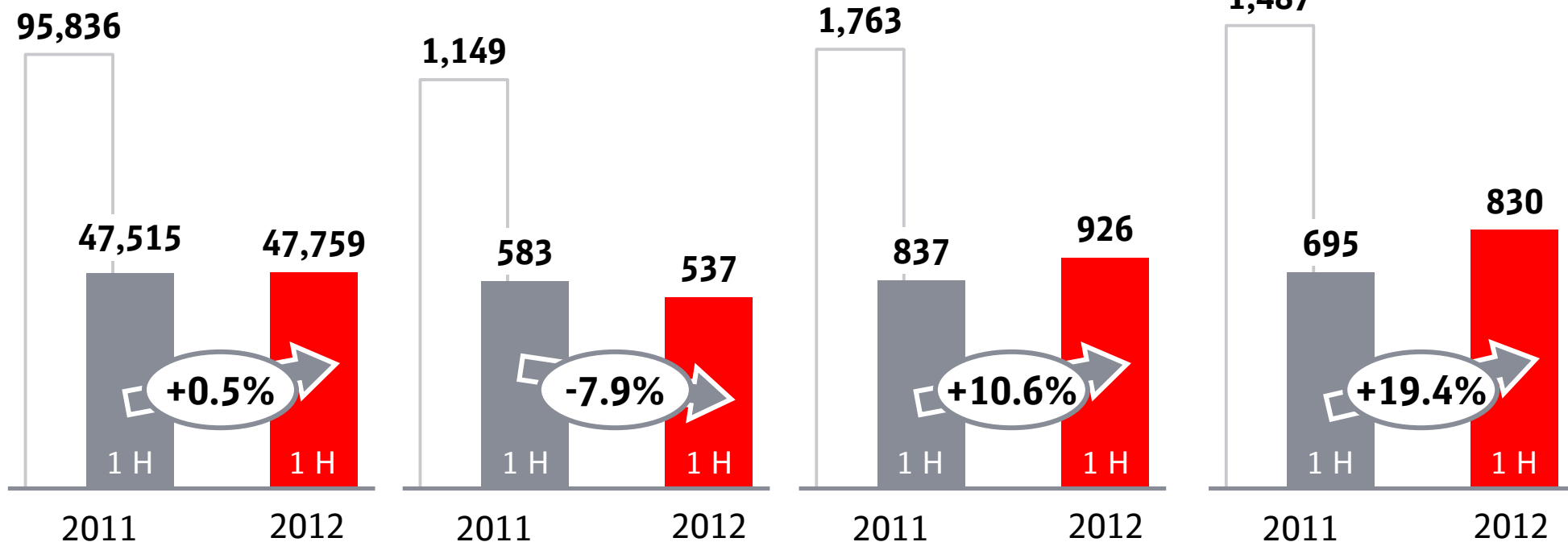
Air freight in thousand t¹



Ocean freight in thousand TEU^{1,2}



Contract logistics in € million



¹ Only exports taken into consideration to avoid counting figures twice

² TEU = Twenty-foot Equivalent Unit

We received a very good response to the DB2020 strategy we launched in March – we are working intensively on its implementation

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

Top employer
Social

Eco-pioneer
Environmental



Strategic directions

- 1** Customer and quality
- 2** Profitable growth

- 3** Cultural change/ employee satisfaction

- 4** Resource preservation/ emissions and noise reduction

- **Very positive** internal and external reaction to DB2020
- **Implementation** of DB2020 is advancing decisively
- **Sustainability is firmly anchored in our organization** (e.g. Chief Sustainability Officer, Competence Center)
- **Internal dialogue events** – full involvement of the DB employees **initiated** and is being actively **further expanded!**

Numerous measures are contributing towards raising customer satisfaction and quality

Excerpt

Profitable market leader 1
Customer and quality

Investments in vehicle fleet



- Redesign of two-thirds of 44 ICE 2-trains completed
- Modernization of IC fleet started – 770 IC cars for € 250 million
- ICE M (BR 407) simple traction vehicles certified for use in Germany
- 46 Talent 2 trains in operation

Infrastructure



- Construction of Wendlingen-Ulm line started
- Berlin Ostkreuz: new circle line hall in operation since April
- Modernization of 170 stations by infrastructure acceleration project
- Second barrier-free construction program started – more than 350 stations will be rebuilt by 2015

Information and Service



- All customers receive news of delays via E-mail
- New “DB Ticket” app to optimize mobile phone ticketing
- Real-time routing feature added to DB Navigator

Profitable growth driven by newly won tenders, new long-distance connections and new customers for our logistical services

Excerpt

Profitable market leader 2
Profitable growth

Expansion of European passenger transport services



- DB Arriva wins tenders worth € 1 billion in The Netherlands
- Direct connections between Frankfurt/M-Marseille (as of March) and Berlin-Danzig (as of June)

New rail freight transport customers



- ECR (DB Schenker Rail) wins order from PSA Peugeot Citroën to transport cars
- 240 container trains for BMW travel from Leipzig to Shenyang (China)
- Optimized supply concept for Bayer production sites

Expansion of worldwide logistical presence



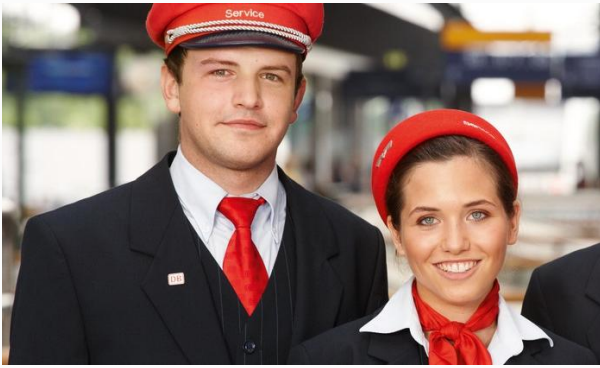
- New DB Schenker Logistics locations in western China, Indonesia and Singapore
- Air and ocean freight business operations started in Oman and Namibia

Numerous activities launched to increase **employee satisfaction** and **enhance recruitment** of personnel

Excerpt

Top employer
Cultural change/
employee satisfaction **3**

Enhancing recruiting



- More than 5,500 new employees hired in first half
- About 1,100 apprentices were offered permanent employment after completing vocational training (jobs offered to about 93%)
- Cooperation started with Federal Labor Agency, RAG and German military (Bundeswehr)
- Survey shows that DB's image has improved notably among students

Corporate culture



- 20 dialogue events conducted with about 8,500 executives and employees
- Further development of leadership understanding with focus on dialogue and employee satisfaction

Working conditions



- Projects focused on working hours completed to individualize personal time spent working
- Measures taken to foster diversity in management
- Expansion of advisory and support offers for employees and their families

New “green” products and capital expenditures aimed at **preserving resources** as well as **reducing emissions and noise**

Excerpt

Eco-pioneer 4
Resource preservation/
emissions and noise reduction

Use of alternative energy



- DB Arriva ordered 98 hybrid and bio-gas buses for operation in Great Britain
- DB Schenker Rail began operating four new hybrid shunting locomotives
- We purchased 100 additional electro-cars for in-house use
- Noise Abatement Officer appointed for the first time

More green products



- Green BahnCard successfully tested - 13% of customers decide in favor of 100% eco-energy
- New customers signed up for EcoPlus rail freight transport offer
- Call-a-bike celebrates its 10-year anniversary
- Flinkster receives award as best car-sharing offer

Environmentally-oriented infrastructure



- Expansion of street-rail transshipment terminals in Hamburg and Munich, € 100 million financing contract for Hannover-Lehrte signed in June
- Spaces set aside for photovoltaic and wind power systems
- Successful test of new technologies to reduce noise associated with the infrastructure

We enter the second half optimistically and well prepared to meet a cloudier economic situation

We are well prepared to meet the great uncertainty surrounding the overall economic development, with...

- Qualified, and dedicated employees
- Innovative and environmentally-friendly products
- A robust and crisis-proof portfolio with good growth perspectives
- A strong regional positioning
- An excellent rating (AA) with a stable economic outlook

Photo credits

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- Slide 11** Heiner Müller-Elsner