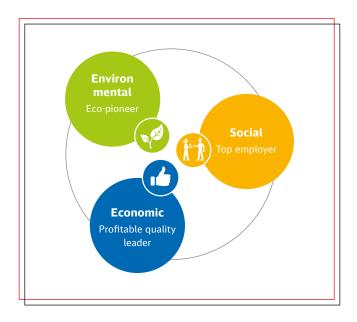


## **DB2020+ strategy**

Our customers benefit from first-class and environmentally friendly mobility and logistics solutions driven by dedicated employees and digital expertise.



# We drive progress and shape the future



### Culture of quality

Operational excellence and customer focus



### **Digital expertise**

Innovative solutions in our core and new businesses



### **High performance**

Shared responsibility and strong performance

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### U2 DB2020+ strategy

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## **DB Group**

### Management Board of Deutsche Bahn AG





#### ORGANIZATIONAL STRUCTURE OF DEUTSCHE BAHN GROUP

	Deutsche Bahn AG		
Chairman and CEO	Digitalization and	Human Resources and	

#### from left to right

Martin Seiler Human Resources and Legal Affairs Born 1964 Appointed until 2020

Since 2018 in DB Group

Dr. Richard Lutz

Chairman and CEO Born 1964 Appointed until 2022 Since 1994 in DB Group Berthold Huber

Passenger Transport Born 1963 Appointed until 2022

Since 1997 in
DB Group

Alexander Doll

Finance, Freight Transport and Logistics Born 1970 Appointed until 2021

Since 2018 in DB Group Prof. Dr. Sabina Jeschke

Digitalization and Technology Born 1968

Appointed until 2020 Since 2017 in DB Group

**Ronald Pofalla** 

Infrastructure Born 1959

Appointed until 2022 Since 2015 in DB Group

### Supervisory Board of Deutsche Bahn AG

- Michael Odenwald Chairman of the Supervisory Board
- Alexander Kirchner\*
   Deputy Chairman
   of the Supervisory Board
- Guido Beermann
- ▶ Jürgen Beuttler\*
- Dr. Ingrid Hengster
- Jörg Hensel\*
- Dr. Levin Holle
- Klaus-Dieter Hommel\*
- Prof. Dr. Susanne Knorre

- Jürgen Knörzer\*
- Dr. Jürgen Krumnow
- Kirsten Lühmann
- ► Heike Moll\*
- Stefan Müller
- Eckhardt Rehberg
- ▶ Mario Reiß\*
- Regina Rusch-Ziemba\*
- ▶ Jens Schwarz\*
- Veit Sobek\*
- Oliver Wittke
  - \* Employees' representative on the Supervisory Board.

Finance, Freight Transport Passenger Transport Infrastructure and Logistics **Business units** DB Netze DB Long-Distance DB Cargo Track DB Netze **DB** Regional DB Schenker Stations DB Netze DB Arriva Energy

### **Key figures**

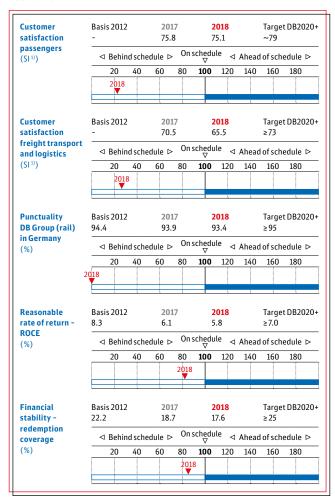
### DB2020+ top targets

Is our progress towards our 2020 target on track? (%)

<sup>2018</sup> Improvement. Are we going ahead as planned?

Difference between control and 100 % shows delay/lead as a proportion of the distance between actual number and target.

#### ECONOMIC



#### SOCIAL

Employer satisfaction	Basis 2012 3.6		2017		<b>2018</b> 3.7		Target 4.0	t DB2020+
(SI <sup>1)</sup> )	∃ Behine	d sched	ule ⊳	On sche	dule <	Ahead	l of sch	edule ⊳
	20	40	60 8	80 <b>10</b> 0	120	140	160	180
			2018 ▼					
			- 1				<u>.</u>	
Employer	Basis 2012		2017	- L	2018		Targe	t DB2020+
attractiveness	Basis 2012 26	- 1	2017 13	<u>:                                    </u>	<b>2018</b> 13		Targer ≤10	t DB2020+
			13	On scheo	13	Ahead	≤10	t DB2020+ edule ⊳
attractiveness	26	d sched	13 ule ⊳	On schee ∇	13 dule ⊲	Ahead	≤10	
attractiveness	26 ⊲ Behin	d sched	13 ule ⊳	▽	13 dule ⊲ <b>0</b> 120		≤10 I of sch	edule ⊳

#### ENVIRONMENTAL

Climate protection -	Basis 2012 -12.0		201 -29			<b>018</b> 33.2		Target	t DB2020
specific greenhouse gas	∃ Behine	d sche	dule Þ	On	schedu	le ⊲	Aheac	l of sch	edule ⊳
emissions compared to 2006 (%)	20	40	60	80	100	120	140	160	180
Climate protection - share of renew-	Basis 2012 24.0		201 44.	0	5	<b>018</b> 7.2		Target 45	t DB2020
able energies in	∃ Behin				schedu ∇				edule ⊳
the DB traction current mix (%)	20	40	60	80	100	120	140	160	180
Noise reduction - quiet freight cars in Germany	Basis 2012 7,349		201 39,	604	5	<b>018</b> 0,409		Targe 63,00	t DB2020 0
as of Dec 31	∃ Behin	d sche	dule Þ	On	schedu ▽	le ⊲	Aheac	l of sch	edule ⊳
	20	40	60	80	2018	120	140	160	180
Noise reduction - track kilometers noise remediated	Basis 2012 1,200		201 1,7			<b>018</b> ,758		Targe 2,000	t DB2020
in total	⊲ Behin	d sche	dule Þ	On	schedu ∇	le ⊲	Aheac	l of sch	edule ⊳
as of Dec 31 (km)	20	40	60	80 2018	100	120	140	160	180

<sup>1)</sup> Satisfaction index.

5

### **Economic**

Punctuality (%)	2018	2017	2016
DB Group in Germany (rail)	93.4	93.9	94.3
DB rail passenger transport in Germany	93.5	94.1	94.4
DB Long-Distance	74.9	78.5	78.9
DB Regional	94.0	94.4	94.8
DB Cargo (Germany)	72.9	73.4	76.2
DB Arriva (rail: Great Britain, Denmark,			
Sweden, the Netherlands and Poland)	89.8	92.3	91.0
DB Regional (bus)	91.0	90.5	90.6
DB Cargo (Europe)	72.8	72.7	75.6
Product quality rail infrastructure in Germany (%)	2018	2017	2016
Punctuality in Germany 1)	92.9	93.6	93.9
Facilities quality (passenger stations) (grade)	2.88 2)	2.892)	2.92
Supply reliability (energy)	99.99 3)	99.99 3)	99.99

<sup>1)</sup> Non-Group and DB Group train operating companies.

<sup>3)</sup> Preliminary figure (not rounded).

Customer satisfaction (SI)	2018	2017	2016
Passengers	75.1	75.8	76.0
DB Long-Distance	77	77	77
DB Regional (rail)	66	68	69
DB Regional (bus)	74	74	75
DB Arriva (bus and rail in Great Britain)	79	80	81
DB Netze Stations (stations (passenger/visitors))	68	69	69
DB Sales	82	82	81
DB Connect (car-sharing)	79	78	76
DB Connect (Call a Bike)	79	79	77
Freight transport and logistics 1)	65.5	70.5	
DB Cargo 1)	60	67	
DB Schenker 1)	71	74	
DB Netze Track	64	67	69
DB Netze Stations			
Stations (TOC 2) and transport authorities)	61	62	62
Tenants	76	78	78
DB Netze Energy 3)	78		80
Traction current and diesel 3)	75		80
Electricity and gas plus (DB Group customers) 3)	79		79
Electricity and gas plus (non-Group customers) 3)	81		82

<sup>1)</sup> Survey annually from 2017 onwards.

<sup>&</sup>lt;sup>2)</sup> Preliminary figure.

<sup>2)</sup> Train operating companies.

<sup>3)</sup> No survey in 2017.

Performance figures	2018	2017	± absolute	± %
PASSENGER TRANSPORT				
Passengers (million)	4,669	4,685	-16	- 0.3
Passengers per day (million)	12.8	12.8	_	-
RAIL				
Passengers (million)	2,581	2,564	+17	+ 0.7
thereof in Germany	2,087	2,075	+12	+0.6
thereof DB Long-Distance	147.9	142.2	+ 5.7	+4.0
Passengers per day (million)	7.1	7.0	+ 0.1	+1.4
Volume sold (million pkm <sup>1)</sup> )	97,707	95,854	+1,853	+1.9
Volume produced				
(million train-path km <sup>2)</sup> )	781.3	779.0	+2.3	+ 0.3
Trains per day 3)	24,068	24,189	-121	- 0.5
BUS				
Passengers(million)	2,087	2,121	-34	-1.6
Passengers per day (million)	5.7	5.8		
Volume sold 3) (million pkm 1))	6,942	7,220	-278	-3.9
Volume produced (million bus km 4))	1,602	1,616	-14	- 0.9
RAIL FREIGHT TRANSPORT				
Freight carried (milliont)	255.5	271.0	-15.5	- 5.7
Volume sold (million tkm 5))	88,237	92,651	- 4,414	- 4.8
Volume produced				
(million train-path km <sup>2)</sup> )	165.8	175.6	- 9.8	- 5.6
Trains per day	2,873	3,133	-260	- 8.3
Mean transport distance (km)	345.4	341.9	+3.5	+1.0
Capacity utilization (t per train)	532.3	527.5	+ 4.8	+ 0.9
FREIGHT FORWARDING AND LOGISTICS				
Shipments in land transport (thousand)	106,468	100,452	+6,016	+6.0
Air freight volume (export) (thousand t)	1,304	1,300	+4	+0.3
Ocean freight volume (export) (thousand TEU 6))	2,203	2,169	+34	+1.6
Warehouse space contract logistics (million m²)	8.3	8.0	+0.3	+3.8
INFRASTRUCTURE				
Train kilometers on track infrastructure				
(million train-path km 2))	1,086	1,073	+13	+1.2
thereof non-Group railways	349.3	331.4	+17.9	+ 5.4
Station stops (million)	154.1	153.2	+0.9	+0.6
thereof non-Group railways	37.0	36.1	+0.9	+2.5

<sup>1)</sup> Passenger kilometers: product of number of passengers and mean travel distance.

<sup>2)</sup> Train-path kilometers: driving performance in km of trains on rail.

<sup>3)</sup> Excluding DB Arriva.

<sup>4)</sup> Bus kilometers: driving performance in km of buses on road.

<sup>5)</sup> Ton kilometers: product of freight carried and mean transport distance.

<sup>6)</sup> TEU: twenty-foot equivalent unit.

Financial figures (€ million)	2018	2017	± absolute	± %
REVENUES AND PROFIT				
Revenues adjusted	44,024	42,704	+1,320	+3.1
Revenues comparable	44,486	42,703	+1,783	+ 4.2
Profit before taxes on income	1,172	968	+204	+21.1
Net profit for the year	542	765	-223	-29.2
EBITDA adjusted	4,739	4,930	-191	-3.9
EBIT adjusted	2,111	2,152	- 41	-1.9
BALANCE SHEET AS OF DEC 31				
Non-current assets	46,646	45,625	+1,021	+2.2
Current assets	11,881	10,811	+1,070	+ 9.9
Equity	13,592	14,238	- 646	- 4.5
Net financial debt	19,549	18,623	+ 926	+5.0
Total assets	58,527	56,436	+2,091	+3.7
VALUE MANAGEMENT				
Capital employed as of Dec 31	36,657	35,093	+1,564	+4.5
Return on capital employed				
(ROCE) (%)	5.8	6.1		
Redemption coverage (%)	17.6	18.7		
Net debt/EBITDA				
(multiple) CASH FLOW/CAPITAL	4.8	4.5		
EXPENDITURES				
Gross capital expenditures	11,205	10,464	+741	+7.1
Net capital expenditures	3,996	3,740	+256	+ 6.8
Cash flow from operating activities	3,371	2,329	+1,042	+ 44.7
<b>Total revenues</b> (€ million)	2018	2017	± absolute	± %
DB Long-Distance	4,682	4,347	+335	+7.7
DB Regional	8,968	8,734	+234	+2.7
DB Arriva	5,441	5,345	+96	+1.8
DB Cargo	4,460	4,528	- 68	-1.5
DB Schenker	17,050	16,430	+620	+3.8
DB Netze Track	5,511	5,364	+147	+2.7
DB Netze Stations	1,314	1,265	+ 49	+3.9
DB Netze Energy	2,850	2,794	+56	+2.0
Other	4,990	4,854	+136	+2.8
Consolidation	-11,242	-10,957	-285	+2.6
DB Group	44,024	42,704	+1,320	+3.1

External revenues (€ million)	2018	2017	± absolute	± %
DB Long-Distance	4,528	4,193	+335	+8.0
DB Regional	8,862	8,629	+233	+2.7
DB Arriva	5,433	5,338	+ 95	+1.8
DB Cargo	4,177	4,209	-32	- 0.8
DB Schenker	16,973	16,345	+628	+3.8
DB Netze Track	1,559	1,522	+37	+2.4
DB Netze Stations	569	540	+29	+ 5.4
DB Netze Energy	1,350	1,301	+ 49	+3.8
Other	573	627	- 54	-8.6
DB Group	44,024	42,704	+1,320	+3.1
External revenues by regions (€ million)	2018	2017	± absolute	
Germany	24,929	24,093	+836	+3.5
Europe (not including Germany)	13,593	13,318	+275	+2.1
Asia/Pacific	3,035	2,935	+100	+3.4
North America	1,905	1,801	+104	+5.8
Rest of world	562	557	+5	+ 0.9
DB Group	44,024	42,704	+1,320	+3.1
<u>ъв агоир</u>	44,024	42,704	- 1,320	
ROCE	2018	2017	± absolute	± %
EBIT adjusted (€ million)	2.111	2 152		
,	2,111	2,152	- 41	-1.9
<ul> <li>Capital employed as of Dec 31         (€ million)</li> </ul>	36,657	35,093	+1,564	
7 Capital employed as of Dec 31				
<ul><li>Capital employed as of Dec 31 (€ million)</li></ul>	36,657 <b>5.8</b>	35,093		
<ul><li>Capital employed as of Dec 31 (€ million)</li></ul>	36,657	35,093		+ 4.5
Capital employed as of Dec 31 (€ million) ROCE (%)	36,657 <b>5.8</b>	35,093 <b>6.1</b>	+1,564	+4.5 - ± %
<ul> <li>Capital employed as of Dec 31         (€ million)</li> <li>ROCE (%)</li> <li>Redemption coverage (€ million)</li> <li>EBITDA adjusted</li> <li>Net operating interest</li> </ul>	36,657 <b>5.8</b> 2018	35,093 <b>6.1</b> 2017	+1,564 - ± absolute	+4.5 - ± %
<ul> <li>Capital employed as of Dec 31         (€ million)</li> <li>ROCE (%)</li> <li>Redemption coverage (€ million)</li> <li>EBITDA adjusted</li> <li>Net operating interest</li> <li>Share of depreciation of lease rate</li> </ul>	36,657 <b>5.8</b> <b>2018</b> 4,739	35,093 <b>6.1</b> 2017 4,930	+1,564 - ± absolute -191	+4.5 - - + % -3.9 - 9.4 +3.2
<ul> <li>Capital employed as of Dec 31         (€ million)</li> <li>ROCE (%)</li> <li>Redemption coverage (€ million)</li> <li>EBITDA adjusted</li> <li>Net operating interest</li> <li>Share of depreciation of lease rate</li> <li>Actual taxes on income</li> </ul>	36,657 <b>5.8 2018</b> 4,739 -618	35,093 <b>6.1</b> 2017 4,930 - 682	+1,564  -  ± absolute  -191 +64	+4.5 - - + % -3.9 - 9.4 +3.2
<ul> <li>Capital employed as of Dec 31         (€ million)</li> <li>ROCE (%)</li> <li>Redemption coverage (€ million)</li> <li>EBITDA adjusted</li> <li>Net operating interest</li> <li>Share of depreciation of lease rate</li> </ul>	36,657 <b>5.8 2018</b> 4,739 -618 1,114	35,093 <b>6.1</b> 2017 4,930 - 682 1,079	+1,564 - ± absolute -191 +64 +35	+ 4.5 ± % -3.5 - 9.4 +3.2 +6.7
<ul> <li>Capital employed as of Dec 31 (€ million)</li> <li>ROCE (%)</li> <li>Redemption coverage (€ million)</li> <li>EBITDA adjusted</li> <li>Net operating interest</li> <li>Share of depreciation of lease rate</li> <li>Actual taxes on income</li> </ul>	36,657 5.8 2018 4,739 -618 1,114 -192	35,093 <b>6.1</b> 2017  4,930  - 682  1,079  -180	+1,564 ± absolute -191 +64 +35 -12	+4.5 ± % -3.5 -9.4 +3.2 +6.7
<ul> <li>Capital employed as of Dec 31 (€ million)</li> <li>ROCE (%)</li> <li>Redemption coverage (€ million)</li> <li>EBITDA adjusted</li> <li>Net operating interest</li> <li>Share of depreciation of lease rate</li> <li>Actual taxes on income</li> <li>Operating cash flow after taxes</li> </ul>	36,657 5.8 2018 4,739 -618 1,114 -192 5,043	35,093 6.1 2017 4,930 - 682 1,079 - 180 5,147	+1,564 -  ± absolute -191 +64 +35 -12 +104	+4.5 -3.9 -3.9 +3.2 +6.7 -2.0 +5.0
<ul> <li>Capital employed as of Dec 31 (€ million)</li> <li>ROCE (%)</li> <li>Redemption coverage (€ million)</li> <li>EBITDA adjusted</li> <li>Net operating interest</li> <li>Share of depreciation of lease rate</li> <li>Actual taxes on income</li> <li>Operating cash flow after taxes</li> <li>Net financial debt as of Dec 31</li> <li>Present value operate leases</li> </ul>	36,657 5.8 2018 4,739 -618 1,114 -192 5,043 19,549	35,093 6.1 2017 4,930 - 682 1,079 -180 5,147 18,623	+1,564   ± absolute -191 +64 +35 -12 +104 +926	+4.5 -3.9 -3.9 +3.2 +6.7 -2.0 -14.0
<ul> <li>✓ Capital employed as of Dec 31 (€ million)</li> <li>ROCE (%)</li> <li>Redemption coverage (€ million)</li> <li>EBITDA adjusted</li> <li>♦ Net operating interest</li> <li>♦ Share of depreciation of lease rate</li> <li>♦ Actual taxes on income</li> <li>Operating cash flow after taxes</li> <li>Net financial debt as of Dec 31</li> <li>♦ Present value operate leases as of Dec 31</li> <li>Adjusted net financial debt</li> </ul>	36,657 5.8 2018 4,739 -618 1,114 -192 5,043 19,549 4,245	35,093 6.1 2017 4,930 -682 1,079 -180 5,147 18,623 4,934	+1,564	+4.5 -3.9 -9.4 +3.2 +6.7 -2.0 +5.0
<ul> <li>✓ Capital employed as of Dec 31 (€ million)</li> <li>ROCE (%)</li> <li>Redemption coverage (€ million)</li> <li>EBITDA adjusted</li> <li>♦ Net operating interest</li> <li>♦ Share of depreciation of lease rate</li> <li>♦ Actual taxes on income</li> <li>Operating cash flow after taxes</li> <li>Net financial debt as of Dec 31</li> <li>♦ Present value operate leases as of Dec 31</li> <li>Adjusted net financial debt as of Dec 31</li> </ul>	36,657 5.8 2018 4,739 - 618 1,114 -192 5,043 19,549 4,245 23,794	35,093 6.1  2017 4,930 -682 1,079 -180 5,147 18,623 4,934 23,557	+1,564	-1.9 +4.53.9 -9.4 +3.2 +6.7 -2.0 -14.0 +1.0 +2.4 +4.1

<b>EBITDA adjusted</b> (€ million)	2018	2017	± absolute	± %
DB Long-Distance	675	611	+ 64	+10.5
DB Regional	1,126	1,156	-30	-2.6
DB Arriva	575	569	+6	+1.1
DB Cargo	54	130	-76	- 58.5
DB Schenker	703	676	+27	+4.0
DB Netze Track	1,446	1,484	-38	-2.6
DB Netze Stations	362	372	-10	-2.7
DB Netze Energy	87	141	- 54	-38.3
Other/consolidation	-289	-209	-80	+38.3
DB Group	4,739	4,930	-191	-3.9
EDIT - diversed (Contilling)		2017		
EBIT adjusted (€ million)	2018	2017	± absolute	± %
DB Long-Distance	417	381	+36	+ 9.4
DB Regional	492	508	-16	-3.1
DB Arriva	300	301	-1	-0.3
DB Cargo	-190	- 90	-100	+111
DB Schenker	503	477	+26	+5.5
DB Netze Track	840	687	+153	+22.3
DB Netze Stations	221	233	-12	-5.2
DB Netze Energy	21	72	-51	-70.8
Other/consolidation	- 493	- 417	-76	+18.2
DB Group	2,111	2,152	-41	-1.9
Excerpt from statement of income (€ million)	2018	2017		. 0/
·	_		± absolute	± %
Profit before taxes on income	1,172	968	+204	+21.1
Taxes on income	- 630	-203	- 427	
Actual taxes on income	-192	-180	-12	+ 6.7
Deferred tax expenses	- 438	-23	- 415	
Net profit for the year	542	765	-223	-29.2
DB AG shareholders	528	745	-217	-29.1
Other shareholders (non-controlling interests)	14	20	-6	-30.0
Earnings per share (€)				
Undiluted	1.23	1.73	- 0.50	-28.9
Diluted	1.23	1.73	- 0.50	-28.9

<b>Gross capital expenditures</b> (€ million)	2018	2017	± absolute	± %
DB Long-Distance	1,081	1,060	+21	+2.0
DB Regional	539	674	-135	-20.0
DB Arriva	326	374	- 48	-12.8
DB Cargo	587	328	+259	+79.0
DB Schenker	273	246	+27	+11.0
DB Netze Track	6,901	6,601	+300	+4.5
DB Netze Stations	883	709	+174	+24.5
DB Netze Energy	187	177	+10	+ 5.6
Other/consolidation	428	295	+133	+ 45.1
DB Group	11,205	10,464	+741	+7.1
Gross capital expenditures				
by regions (€ million)	2018	2017	± absolute	± %
Germany	10,682	9,906	+776	+7.8
Europe (not including Germany)	506	546	-40	-7.3
Asia/Pacific	79	61	+18	+29.5
North America	16	9	+7	+77.8
Rest of world	5	5	-	_
Consolidation	- 83	- 63	-20	+31.7
DB Group	11,205	10,464	+741	+7.1
Net capital expenditures (€ million)	2018	2017	± absolute	± %
DB Long-Distance	1,081	1,060	+21	+2.0
DB Regional	526	628	-102	-16.2
DB Arriva	312	372	- 60	-16.1
DB Cargo	586	324	+262	+80.9
DB Schenker	273	246	+27	+11.0
DB Netze Track	564	660	- 96	-14.5
DB Netze Stations	164	103	+ 61	+59.2
DB Netze Energy	65	53	+12	+22.6
Other/consolidation	425	294	+131	+ 44.6
DB Group	3,996	3,740	+256	+6.8
Net capital expenditures by regions (€ million)	2018	2017	± absolute	± %
Germany	3,487	3,184	+303	+ 9.5
Europe (not including Germany)	492	544	- 52	- 9.6
Asia/Pacific	79	61	+18	+29.5
North America	16	9	+7	+77.8
Rest of world	5	5	<del></del>	
Consolidation	- 83	- 63	-20	+31.7
DB Group	3,996	3,740	+256	+6.8

### Social

Employee satisfaction (SI)	2018	2017	2016
DB Group	3.7		3.7
DB Long-Distance	3.5		3.5
DB Regional	3.5		3.5
DB Arriva	3.6		3.7
DB Cargo	3.5	-	3.4
DB Schenker	3.8	-	3.8
DB Netze Track	3.7	_	3.7
DB Netze Stations	3.7		3.7
DB Netze Energy	3.8		3.8
Follow-up workshop implementation rate DB Group (%)	-	97.1	

The employee survey is conducted every two years. When no survey has been conducted the key figure "Follow-up workshop implementation rate" is used.

2018	2017	2016
13	13	16
15	15	26
17	20	24
12	13	12
16	10	9
2018	2017	2016
9,923	9,540	9,530
949	900	941
157	109	114
534	537	503
250	250	250
11,813	11,336	11,338
	13 15 17 12 16 <b>2018</b> 9,923 949 157 534 250	13 13 15 15 17 20 12 13 16 10 2018 2017 9,923 9,540 949 900 157 109 534 537 250 250

<sup>1)</sup> NP = natural persons.

<sup>&</sup>lt;sup>2)</sup> Germany; includes all class years of vocational training (usually three class years of trainees and dual degree students).

<sup>3)</sup> Germany (companies with about 98% of domestic employees).

Share of women in Germany as of Dec 31 (%)	2018	2017	2016
DB Long-Distance	27.1	27.1	27.1
DB Regional	16.2	16.0	16.1
DB Cargo	11.3	10.6	11.2
DB Schenker	29.5	30.8	31.9
DB Netze Track	19.2	18.8	18.6
DB Netze Stations	45.2	46.2	47.3
DB Netze Energy	13.8	13.5	13.3
Other	30.2	29.8	29.7
DB Group	23.2	23.0	23.0
Demographic preparedness as of Dec 31	2018	2017	2016
Percentage of staffing needs covered in Germany (%)	96.1	97.1	97.3
Germany (companies with about 79% of domestic emp	oloyees).		
Health rate in Germany based on hours (%)	2018	2017	2016
DB Long-Distance	93.2	93.4	93.4
DB Regional	92.0	92.2	92.4
DB Cargo	92.6	92.7	92.8
DB Schenker	93.4	93.3	94.6
DB Netze Track	94.3	94.5	94.5
DB Netze Stations	93.2	93.4	93.0
DB Netze Energy	95.7	95.6	95.7
Other	93.6	93.6	93.5
DB Group	93.3	93.4	93.5
<u>рв агоир</u>	93.3		

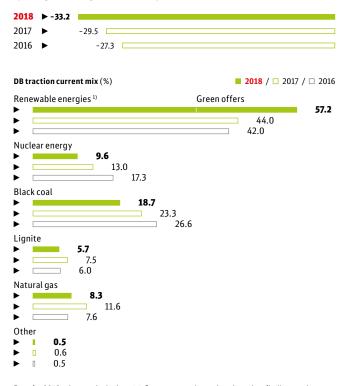
Germany (companies with about 97% of domestic employees).

Employees as of Dec 31 (FTE 1)	2018	2017	± absolute	± %
DB Long-Distance	16,548	15,993	+ 555	+3.5
DB Regional	35,881	35,651	+230	+0.6
DB Arriva	53,056	54,650	-1,594	-2.9
DB Cargo	28,842	28,257	+ 585	+2.1
DB Schenker	75,817	71,888	+3,929	+ 5.5
DB Netze Track	46,969	45,375	+1,594	+3.5
DB Netze Stations	5,804	5,463	+341	+6.2
DB Netze Energy	1,734	1,721	+13	+ 0.8
Other	53,877	51,937	+1,940	+3.7
DB Group	318,528	310,935	+7,593	+2.4
1) FTE = full-time employees.				
Employees by regions as of Dec 31 (FTE 1))	2018	2017	± absolute	± %
Germany	196,334	189,423	+ 6,911	+3.6
Europe (not including Germany)	92,336	93,655	-1,319	-1.4
Asia/Pacific	16,751	15,971	+780	+ 4.9
North America	9,736	8,921	+ 815	+ 9.1
Rest of world	3,371	2,965	+406	+13.7
DB Group	318,528	310,935	+7,593	+2.4
1) FTE = full-time employees.				
Employees as of Dec 31 (NP 1)	2018	2017	± absolute	± %
DB Long-Distance	17,626	17,058	+ 568	+3.3
DB Regional	37,879	37,519	+360	+1.0
DB Arriva	55,327	56,848	-1,521	-2.7
DB Cargo	29,311	28,771	+540	+1.9
DB Schenker	78,780	74,628	+ 4,152	+ 5.6
DB Netze Track	48,143	46,489	+1,654	+3.6
DB Netze Stations	6,187	5,769	+ 418	+7.2
DB Netze Energy	1,789	1,768	+21	+1.2
Other	56,526	54,531	+1,995	+3.7
DB Group	331,568	323,381	+8,187	2.5
1) NP = natural persons.				
Employees by regions as of Dec 31 (NP $^{1)}$ )	2018	2017	± absolute	± %
Germany	205,041	197,985	+7,056	+3.6
Europe (not including Germany)	96,465	97,307	- 842	- 0.9
Asia/Pacific	16,885	16,046	+839	+5.2
North America	9,798	9,055	+743	+ 8.2
Rest of world	3,379	2,988	+391	+13.1
DB Group	331,568	323,381	+8,187	+2.5

1) NP = natural persons.

#### **Environmental**

Specific greenhouse gas emissions compared to 2006 (%)



Data for 2018 relate exclusively to DB Group companies and are based on findings and estimates available as of February 2019. 2016 including traction current purchased by non-Group train operating companies.

<sup>1)</sup> Including additionally purchased energy for all green DB products with 100% green electricity (for example S-Bahn (metro) Hamburg or DBeco plus) and in consideration of a forecasted rate for support in accordance with the German Renewable Energies Act (Erneuerbare-Energien-Gesetz; EEG).

Noise remediation and prevention in Germany as of Dec 31	2018	2017	2016
NOISE REMEDIATION (EXISTING NETWORK)			
Sound barriers erected (km) 1)	44.6	19.9	35.7
Homes with passive measures	2,248	1,634	1,495
Track kilometers noise remediated in total 1) (km)	1,758	1,701	1,598
NOISE PREVENTION (NEW CONSTRUCTION AND EXPANSION LINES)			
Sound barriers erected 1) (km)	82.9	32.2	24.4
Homes with passive measures 1)	1,571	1,410	1,491

<sup>1)</sup> Previous year's figures adjusted.

2018	2017	2016
8,470	8,323	8,302
41,939	31,281	24,094
50,409	39,604	32,396
2018	2017	2016
12,807	12,642	12,921
98.0	98.0	98.61)
0.9	0.9	1.4
1.2	1.1	1.4
3.7	3.3	5.1
	8,470 41,939 <b>50,409</b> 2018 12,807 98.0 0.9 1.2	8,470 8,323 41,939 31,281 50,409 39,604 2018 2017 12,807 12,642 98.0 98.0 0.9 0.9 1.2 1.1

<sup>1)</sup> Figure adjusted.

### Ratings

			Cur	rent ratings	
Credit ratings	First issued	Last update	Short- term	Long- term	Outlook
S&P Global Ratings	May 16, 2000	August 21, 2018	A-1+	AA-	stable
Moody's	May 16, 2000	October 2, 2018	P-1	Aa1	stable
	As of Mar				
Sustainability ratings	2019	2018	2017		Scale
ISS-oekom -					
Corporate Rating	B-	B-	B-		A+ to D-
MSCI ESG Research	А	Α	AA	AAA to CO	
CDP - Climate Scoring	A	Α	Α-		A to F
				Gold	(62 to 100)
	Silver			Silve	r (46 to 61)
EcoVadis	(59)	Gold	Gold	Bronze	e (37 to 45)

<sup>2)</sup> Pursuant to the List of Wastes Ordinance, for example waste oil.

# Figures by business units

### Overview passenger transport

	2018	2017	± absolute	± %
PUNCTUALITY (%)				
Rail in Germany	93.5	94.1		
DB Long-Distance	74.9	78.5		
DB Regional	94.0	94.4		
DB Arriva (rail)	89.8	92.3		
PERFORMANCE FIGURES				
Passengers (million)	4,669	4,685	-16	- 0.3
Passengers per day (million)	12.8	12.8		-
RAIL				
Passengers (million)	2,581	2,564	+17	+ 0.7
DB Long-Distance	147.9	142.2	+ 5.7	+4.0
DB Regional	1,940	1,930	+10	+ 0.5
DB Arriva	493.6	488.3	+ 5.3	+1.1
Other	0.2	3.7	-3.5	- 94.6
Passengers in Germany (million)	2,087	2,075	+12	+ 0.6
Passengers per day (million)	7.07	7.02	+ 0.05	+ 0.7
DB Long-Distance	0.41	0.39	+ 0.02	+ 5.1
DB Regional	5.31	5.29	+ 0.02	+ 0.4
DB Arriva	1.35	1.34	+ 0.01	+ 0.7
Other	0.00	0.01	- 0.01	-
Volume sold (million pkm)	97,707	95,854	+1,853	+1.9
DB Long-Distance	42,827	40,548	+2,279	+ 5.6
DB Regional	41,878	41,876	+2	-
DB Arriva	12,999	13,334	-335	-2.5
Other	2.3	96.0	- 93.7	- 97.6
Volume produced	701.2	770.0		. 0.2
(million train-path km)	781.3	779.0	+2.3	+ 0.3
DB Long-Distance	143.4	140.5	+2.9	+2.1
DB Regional	460.1	459.3	+0.8	+ 0.2
DB Arriva	177.6	177.6		
Other	0.2	1.6	-1.4	- 87.5
Trains per day 1)	24,068	24,189	<del>-121</del>	- 0.5
DB Long-Distance	1,476	1,387	+ 89	+ 6.4
DB Regional	22,558	22,698	-140	- 0.6
Other	34	104		- 67.3
BUS				
Passengers (million)	2,087	2,121	-34	-1.6
Volume sold 1) (million pkm)	6,942	7,220	-278	-3.9
DB Long-Distance	194.6	176.6	+18.0	+10.2
DB Regional	6,737	7,036	-299	- 4.2
Other	10.0	8.2	+1.8	+22.0
Volume produced (million bus km)	1,602	1,616	-14	- 0.9

<sup>1)</sup> Excluding DB Arriva.

	2018	2017	± absolute	± %
ROLLING STOCK				
ICE fleet (trains)	274	271	+3	+1.1
Multiple units 1)	5,345	5,159	+186	+3.6
S-Bahn (metro) d.c.	830	830		-
S-Bahn (metro) a.c.	1,094	990	+104	+10.5
Diesel multiple units	2,178	2,095	+83	+4.0
Rail buses	5	12	-7	- 58.3
Electric multiple units	1,187	1,181	+6	+0.5
Trams	51	51		_
Locomotives	1,299	1,378	-79	- 5.7
DB Long-Distance 2)	407	413	-6	-1.5
DB Regional	871	942	-71	-7.5
DB Arriva	19	21	-2	- 9.5
Other	2	2		-
Passenger cars 3)	5,625	5,902	-277	- 4.7
DB Long-Distance	2,498	2,498		-
DB Regional	3,043	3,317	- 274	-8.3
DB Arriva	84	87	-3	-3.4
Seats (thousand)	1,425	1,356	+69	+5.1
DB Long-Distance	229	216	+13	+6.0
DB Regional	997	941	+56	+6.0
DB Arriva	197	197		_
Other	2	2		-
Buses	28,797	29,241	- 444	-1.5
DB Regional	11,712	12,256	- 544	- 4.4
DB Arriva	17,049	16,953	+ 96	+0.6
Other	36	32	+4	+12.5
Automobiles (Flinkster) 5)	4,229	3,670	+559	+15.2
thereof electric vehicles	289	395	-106	-26.8
Automobiles (CleverShuttle)	156	78	+78	+100
Automobiles (ioki)	40	10	+30	
Call a Bikes	15,389	15,611	-222	-1.4
thereof e-Call a Bikes	376	98	+278	
OTHER	370			
Automatic ticketing machines	6,502	7,048	- 546	-7.7
DB Regional	482	484	<del>-2</del> -	- 0.4
Combined ticketing machines	6,020	6,564	- 544	-8.3
BahnCards as of Dec 31 (thousand)	5,254	5,368	-114	-2.1
BahnCard 100	52.7	50.3	+2.4	+ 4.8
BahnCard 50		1,365	+ 65	+ 4.8
	[_430]			0
	1,430			-46
BahnCard 25  Participants BahnBonus program	3,772	3,953	-181	- 4.6

<sup>1)</sup> Including ICE T, ICE TD, ICE 3 and ICE 4.

<sup>&</sup>lt;sup>2)</sup> Including ICE 1 and ICE 2 power cars.

<sup>3)</sup> Including ICE cars.

<sup>4)</sup> DB Group and externally owned stock.

<sup>5)</sup> Bookable station-bound vehicles of the Flinkster network in Germany, Austria, the Netherlands and Italy.

### DB Long-Distance

	2018	2017	± absolute	± %
Punctuality rail (%)	74.9	78.5	-	_
Rate of people making connections				
(long-distance transport/ long-distance transport) (%)	83.9	85.8	_	_
Customer satisfaction (SI)	77	77		
Total revenues (€ million)	4,682	4,347	+335	+7.7
thereof external revenues	4,528	4,193	+335	+8.0
EBIT adjusted (€ million)	4,528	381	+36	+ 9.4
EBITDA adjusted (€ million)	675	611	+64	+10.5
Gross capital expenditures (€ million)	1,081	1,060	+21	+2.0
Employees as of Dec 31 (FTE)	16,548	15,993	+ 555	+3.5
Employee satisfaction (SI)	3.5			
Share of women as of Dec 31(%)	27.1	27.1		
Health rate (%)	93.2	93.4		
Specific end-energy consumption	77.2			
compared to 2006 (related to pkm) (%)	-29.3	-26.7	-	-
PERFORMANCE FIGURES				
RAIL				
Passengers (million)	147.9	142.2	+5.7	+4.0
ICE	93.9	86.7	+7.2	+8.3
IC/EC	52.0	53.2	-1.2	-2.3
Other products	2.0	2.3	-0.3	-13.0
Passengers per day (million)	0.41	0.39	+0.02	+5.1
Volume sold (million pkm)	42,827	40,548	+2,279	+5.6
ICE	31,066	28,502	+2,564	+ 9.0
IC/EC	11,690	11,967	-277	-2.3
Other products	71	79	-8	-10.1
Volume produced				
(million train-path km)	143.4	140.5	+2.9	+2.1
Mean travel distance (km)	289.6	285.1	+4.5	+1.6
thereof ICE	330.8	328.7	+2.1	+0.6
thereof IC/EC	224.8	224.9	- 0.1	
Load factor (%)	56.1	55.5		
Trains per day	1,476	1,387	+89	+ 6.4
BUS				
Passengers (million)	0.7	0.7		
Volume sold (million pkm)	194.6	176.6	+18.0	+10.2
ROLLING STOCK	2/2			
Locomotives	243	249	-6	-2.4
Electric locomotives	214	219	-5	-2.3
Diesel locomotives	29	30		-3.3
Passenger cars	1,481	1,481		
IC/EC	1,193	1,252	-59	-4.7
Restaurant cars	88	94	-6	- 6.4 + 48.1
Double-deck cars	200	135	+ 65	+48.1

	2018	2017	± absolute	± %
ICE fleet (trains)	274	271	+3	+1.1
ICE 1				
Trains	59	59	_	
Power cars Power cars	118	118	_	_
Intermediate cars	708	708	_	_
1st class cars	195	195		_
2nd class cars	454	454		_
Restaurant cars	59	59		_
ICE 2				
Trains	44	44	_	
Power cars	46	46	_	
Driving trailers	45	45		
Intermediate cars	264	264	_	_
1st class cars	88	88	_	_
2nd class cars	132	132	-	-
Restaurant cars	44	44	_	-
ICE T				
Multiple units	67	67	-	-
Rail cars	260	260	-	-
End cars	136	136	-	-
Intermediate cars	56	56	-	-
ICE TD				
Multiple units	-	13	-13	-100
Rail cars	-	52	- 52	-100
End cars	-	26	-26	-100
Intermediate cars	-	26	-26	-100
ICE 3				
Multiple units	79	80	-1	-1.3
Rail cars	316	320	-4	-1.3
1st class cars	79	80	-1	-1.3
2nd class cars	237	240	-3	-1.3
Trailer cars	316	320	-4	-1.3
1st class cars	79	80	-1	-1.3
2nd class cars	158	160	-2	-1.3
Restaurant cars	79	80	1	-1.3
ICE 4				
Multiple units	25	8	+17	
Rail cars	150	48	+102	
1st class cars	25	8	+17	
2nd class cars	125	40	+ 85	
Trailer cars	150	48	+102	
1st class cars	50	16	+34	
2nd class cars	75	24	+ 51	
Restaurant cars	28	8	+20	
Seats	229,259	215,980	+13,279	+6.1
1st class	49,477	45,915	+3,562	+7.8
2nd class	179,782	170,065	+ 9,717	+ 5.7

### DB Regional

	2018	2017	± absolute	± %
Punctuality rail (%)	94.0	94.4		_
Punctuality bus (%)	91.0	90.5		_
Customer satisfaction rail (SI)	66	68		
Customer satisfaction bus (SI)	74	74	-	-
<b>Total revenues</b> (€ million)	8,968	8,734	+234	+2.7
thereof external revenues	8,862	8,629	+233	+2.7
thereof concession fees	5,472	3,879	+1,593	+ 41.1
<b>EBIT adjusted</b> (€ million)	492	508	-16	-3.1
<b>EBITDA adjusted</b> (€ million)	1,126	1,156	-30	-2.6
Gross capital expenditures (€ million)	539	674	-135	-20.0
Employees as of Dec 31 (FTE)	35,881	35,651	+230	+0.6
Employee satisfaction (SI)	3.5	_	-	-
Share of women as of Dec 31 (%)	16.2	16.0		_
Health rate (%)	92.0	92.2	_	-
Specific end-energy consumption				
(rail) compared to 2006	20. (	20.5		
(related to pkm) (%)	-29.4	-28.5		
Specific end-energy consumption (bus) compared to 2006				
(related to bus km) (%)	+6.0	+4.8	-	-
PERFORMANCE FIGURES				
Passengers (million)	2,521	2,562	- 41	-1.6
Passengers per day (million)	6.91	7.02	- 0.11	-1.6
Volume sold (million pkm)	48,615	48,911	-296	- 0.6
PERFORMANCE FIGURES RAIL				
Passengers (million)	1,940	1,930	+10	+ 0.5
Passengers per day (million)	5.31	5.29	+0.02	+ 0.4
Volume sold (million pkm)	41,878	41,876	+2	-
Volume produced				
(million train-path km)	460.1	459.3	+ 0.8	+ 0.2
Trains per day	22,558	22,698	-140	- 0.6
Mean travel distance (km)	21.6	21.7	-0.1	- 0.5
ROLLING STOCK				
Locomotives	871	942	-71	-7.5
Electric locomotives	748	810	- 62	-7.7
Diesel locomotives	123	132	- 9	- 6.8
Multiple units	4,077	3,816	+261	+ 6.8
S-Bahn (metro) d.c.	815	815		
S-Bahn (metro) a.c.	1,094	990	+104	+10.5
Diesel multiple units	1,485	1,308	+177	+13.5
Rail buses	5	3	+2	+ 66.7
Electric multiple units	678	700	-22	-3.1

	2018	2017	± absolute	± %
Rail cars	11,211	10,664	+ 547	+ 5.1
S-Bahn (metro) d.c.	1,795	1,796	-1	- 0.1
S-Bahn (metro) a.c.	4,236	3,858	+378	+ 9.8
Diesel rail cars	3,013	2,510	+503	+20.0
Rail buses	5	3	+2	+ 66.7
Electric rail cars	2,162	2,497	-335	-13.4
Coaches	3,043	3,317	-274	-8.3
Double-deck cars	2,215	2,237	-22	-1.0
Other passenger cars (including baggage cars)	828	1,080	-252	-23.3
Seats	996,736	940,710	+56,026	+6.0
1st class	64,802	60,545	+ 4,257	+7.0
2nd class (including folding seats)	931,934	880,165	+ 51,769	+5.9
PERFORMANCE FIGURES BUS				
Passengers (million)	581.4	631.7	-50.3	-8.0
Volume sold (million pkm)	6,737	7,036	-299	-4.2
Volume produced (million bus km)	518.6	532.0	-13.4	-2.5
BUS FLEET				
Buses	11,712	12,256	- 544	-4.4
DB stock	4,969	4,964	+5	+ 0.1
Externally owned stock	6,743	7,292	- 549	-7.5

### DB Arriva

	2018	2017	± absolute	± %
Punctuality rail (Great Britain, Denmark, Sweden, the Netherlands and Poland) (%)	89.8	92.3	_	_
Customer satisfaction bus and rail in Great Britain (SI)	79	80		_
Total revenues (€ million)	5,441	5,345	+ 96	+1.8
thereof external revenues	5,433	5,338	+ 95	+1.8
EBIT adjusted (€ million)	300	301	-1	- 0.3
EBITDA adjusted (€ million)	575	569	+6	+1.1
Gross capital expenditures (€ million)	326	374	- 48	-12.8
Employees as of Dec 31 (FTE)	53,056	54,650	-1,594	-2.9
Employee satisfaction (SI)	3.6		-	-
Specific greenhouse gas emissions rail compared to 2006 (related to rail car units) (%)	-12.3	-12.8	_	_
Specific greenhouse gas emissions bus compared to 2006				
(related to bus km) (%)	-18.2	-17.2		

<sup>1)</sup> Previous year's figure adjusted.

	2018	2017	± absolute	± %
PERFORMANCE FIGURES				
Passengers (million)	1,998	1,976	+22	+1.1
Passengers per day (million)	5.47	5.41	+0.06	+1.1
PERFORMANCE FIGURES RAIL				
Passengers (million)	493.6	488.3	+5.3	+1.1
Passengers per day (million)	1.35	1.34	+0.01	+ 0.7
Volume sold (million pkm)	12,999	13,334	- 335	-2.5
Volume produced (million train-path km)	177.6	177.6		
ROLLING STOCK				
Locomotives	19	21	-2	- 9.5
Electric locomotives	2	1	+1	+100
Diesel locomotives	17	20	-3	-15.0
Multiple units	1,074	1,143	- 69	- 6.0
S-Bahn (metro) d.c.	15	15	-	-
Diesel multiple units	670	751	- 81	-10.8
Electric multiple units	338	326	+12	+3.7
Trams	51	51		
Rail cars	3,133	3,246	-113	-3.5
S-Bahn (metro) d.c.	30	30		
Diesel rail cars	1,716	1,879	-163	- 8.7
Electric rail cars	1,336	1,286	+ 50	+3.9
Trams	51	51		
Coaches	84	87		-3.4
EC/IC	70	70		
Restaurant cars	4	4		
Other (including baggage cars)	10	13	-3	-23.1
Seats	196,652	197,001	-349	- 0.2
1st class	4,397	4,389	+8	+ 0.2
2nd class (including folding seats)	192,255	192,612	- 357	- 0.2
PERFORMANCE FIGURES BUS				
Passengers (million)	1,504	1,488	+16	+1.1
Volume produced (million bus km)	1,074	1,075		- 0.1
BUS FLEET				
Buses	17,049	16,953	+ 96	+ 0.5
DB stock	16,397	16,206	+191	+1.2
Externally owned stock	652	747	- 95	-12.7

### DB Cargo

	2018	2017	± absolute	± %
Punctuality (%)	72.8	72.7		
Customer satisfaction (SI)	60	67		
Total revenues (€ million)	4,460	4,528	- 68	-1.5
thereof external revenues	4,177	4,209	-32	- 0.8
<b>EBIT adjusted</b> (€ million)	-190	- 90	-100	+111
EBIT margin (adjusted) (%)	- 4.3	-2.0	_	
EBITDA adjusted (€ million)	54	130	-76	- 58.5
Gross capital expenditures (€ million)	587	328	+259	+79.0
Employees as of Dec 31 (FTE)	28,842	28,257	+ 585	+2.1
Employee satisfaction (SI)	3.5		_	
Share of women in Germany				
as of Dec 31 (%)	11.3	10.6		
Health rate in Germany (%)	92.6	92.7		
Specific end-energy consumption	20.7	47.4		
compared to 2006 (related to tkm) (%)	-20.4	-17.1		
Quiet freight cars in Germany as of Dec 31	50,409	39,604	+10,805	+27.3
PERFORMANCE FIGURES	JU, 10J			
Freight carried (million t)	255.5	271.0	-15.5	-5.7
thereof German companies	200.4	208.2	-7.8	-3.7
Volume sold (million tkm)	88,237	92,651	- 4,414	-4.8
thereof German companies	64,169	67,566	-3,397	-5.0
Volume produced				
(million train-path km)	165.8	175.6	- 9.8	-5.6
Trains per day	2,873	3,133	-260	-8.3
Mean transport distance (km)	345.4	341.9	+3.5	+1.0
Capacity utilization (t per train)	532.3	527.5	+ 4.8	+ 0.9
ROLLING STOCK				
Locomotives	2,686	2,758	-72	-2.6
Electric locomotives	1,265	1,290	-25	-1.9
Diesel locomotives	1,421	1,468	- 47	-3.2
Freight cars	82,895	83,386	- 491	- 0.6
thereof with whisper brakes	61,304	46,610	+14,694	+31.5
DB stock	73,939	74,470	- 531	- 0.7
Covered wagons	14,265	14,897	- 632	- 4.2
Open wagons	23,522	23,285	+237	+1.0
Flat wagons	35,720	35,841	-121	- 0.3
Tank wagons	432	447	-15	-3.4
Leased wagons	1,184	1,834	- 650	-35.4
Rented from third parties	9,544	8,626	+ 918	+10.6
Rented to third parties (-)	1,772	1,544	+228	+14.8

	2018	2017	± absolute	± %
Transport capacity of freight cars				
(thousand t)	5,220	5,179	+ 41	+ 0.8
DB stock	4,643	4,616	+27	+0.6
Covered wagons	717	743	-26	-3.5
Open wagons	1,454	1,420	+34	+2.4
Flat wagons	2,468	2,440	+28	+1.1
Tank wagons	4	13	- 9	- 69.2
Leased wagons	84	134	-50	- 37.3
Rented from third parties	572	511	+61	+11.9
Rented to third parties (-)	79	82	-3	-3.7
DB Schenker				
	2018	2017	± absolute	± %
Customer satisfaction (SI)	71	74		-
<b>Total revenues</b> (€ million)	17,050	16,430	+620	+3.8
thereof external revenues	16,973	16,345	+628	+3.8
thereof land transport	7,092	6,608	+484	+7.3
thereof air freight	3,804	3,530	+274	+7.8
thereof ocean freight	2,930	2,973	-13	- 0.4
thereof contract logistics	2,622	2,634	-12	- 0.5
Gross profit margin (%)	34.8	34.3		-
<b>EBIT adjusted</b> (€ million)	503	477	+26	+ 5.5
EBIT margin (adjusted) (%)	3.0	2.9		-
<b>EBITDA adjusted</b> (€ million)	703	676	+27	+4.0
<b>Gross capital expenditures</b> (€ million)	273	246	+27	+11.0
Employees as of Dec 31 (FTE)	75,817	71,888	+3,929	+ 5.5
Employee satisfaction (SI)	3.8			-
Share of women in Germany				
as of Dec 31 (%)	29.5	30.8		
Health rate in Germany (%)	93.4	93.3		
Specific greenhouse gas emissions (land transport) compared to 2006 (related to tkm) (%)	-25.8	-20.2	-	-
Specific greenhouse gas emissions				
(air freight) compared to 2006				
(related to tkm) (%)	- 9.3	- 8.8		
Specific greenhouse gas emissions (ocean freight) compared to 2006 (related to tkm) (%)	- 61.2	- 60.7	-	-
PERFORMANCE FIGURES				
Shipments in land transport (thousand)	106,468	100,452	+6,016	+ 6.0
Air freight volume (export) (thousand t)	1,304	1,300	+4	+0.3
Ocean freight volume (export) (thousand TEU)	2,203	2,169	+34	+1.6
Warehouse space contract logistics (million m²)	8.3	8.0	+0.3	+3.8

### **DB Netze Track**

	2018	2017	± absolute	± %
Punctuality DB Group (rail) in Germany (%)	93.4	93.9		_
Punctuality (rail) in Germany 1) (%)	92.9	93.6	-	-
Customer satisfaction (SI)	64	67	-	_
Total revenues (€ million)	5,511	5,364	+147	+2.7
thereof external revenues	1,559	1,522	+37	+2.4
Share of external revenues (%)	28.3	28.4		
EBIT adjusted (€ million)	840	687	+153	+22.3
<b>EBITDA adjusted</b> (€ million)	1,446	1,484	-38	-2.6
ROCE (%)	4.6	3.8		_
Capital employed as of Dec 31 (€ million)	18,172	17,866	+306	+1.7
Net financial debt as of Dec 31 (€ million)	9,499	9,386	+113	+1.2
Redemption coverage (%)	13.9	14.0		_
Gross capital expenditures (€ million)	6,901	6,601	+300	+ 4.5
Net capital expenditures (€ million)	564	660	- 96	-14.5
Employees as of Dec 31 (FTE)	46,969	45,375	+1,594	+3.5
Employee satisfaction (SI)	3.7			_
Share of women as of Dec 31 (%)	19.2	18.8		
Health rate (%)	94.3	94.5		_
Track kilometers noise remediated in total as of Dec 31 (km)	1,758	1,701	+57	+3.4
PERFORMANCE FIGURES				
Volume produced (million train-path km)	1,086	1,073	+13	+1.2
thereof non-Group railways	349.3	331.4	+17.9	+ 5.4
thereof DB Netze Track	1,084	1,072	+12	+1.1

<sup>1)</sup> Non-Group and DB Group train operating companies.

	2018	2017	± absolute	± %
INFRASTRUCTURE 1)				
Length of line operated (km)	33,440	33,488	- 48	- 0.1
thereof electrified	20,286	20,232	+ 54	+0.3
thereof DB Netze Track	33,299	33,348	- 49	- 0.1
Standard gauge	33,293	33,342	- 49	- 0.1
Other gauges	6	6		-
Length of all track (km)	61,059	60,921	+138	+0.2
thereof DB Netze Track	60,803	60,653	+150	+ 0.2
Switches and crossings	66,280	66,591	-311	- 0.5
thereof DB Netze Track	65,844	66,110	-266	- 0.4
Interlockings	2,641	2,751	-110	-4.0
thereof DB Netze Track	2,636	2,746	-110	- 4.0
Mechanical	668	716	- 48	- 6.7
Electromechanical	298	307	- 9	-2.9
Relay interlockings/interlockings with push button routing	1,239	1,275	-36	-2.8
Electronic	375	390	-15	-3.8
Other	61	63	-2	-3.2
Level crossings	13,813	13,900	- 87	- 0.6
thereof technically protected	9,736	9,723	+13	+ 0.1
thereof DB Netze Track	13,712	13,800	- 88	- 0.6
thereof technically protected	9,676	9,663	+13	+ 0.1
Noise protection walls (km)	1,838	1,747	+ 91	+5.2
Tunnels	739	741	-2	- 0.3
Subterranean	589	591	-2	- 0.3
Above ground	150	150		-
Total length of tunnels (km)	590.7	591.9	-1.2	- 0.2
Length of longest tunnel (m)	10,779	10,779	-	-
Railway bridges	25,147	25,156	-9	_
thereof DB Netze Track	25,127	25,136	- 9	-
Infrastructure sidings	2,351	2,367	-16	- 0.7

<sup>1)</sup> Including Infra Silesia S.A., Rybnik/Poland, and UBB Usedomer Bäderbahn GmbH.

### **DB Netze Stations**

2018	2017	± absolute	± %
2.88	2.89		
68	69		
61	62		
76	78		
1,314	1,265	+ 49	+3.9
569	540	+29	+ 5.4
391	384	+7	+1.8
221	233	-12	- 5.2
362	372	-10	-2.7
8.0	8.4		
2,758	2,766	-8	-0.3
1,260	1,268	-8	- 0.6
22.7	23.0		
883	709	+174	+24.5
164	103	+61	+ 59.2
5,804	5,463	+341	+6.2
3.7	-		
45.2	46.2		
93.2	93.4		
-20.5	-17.1		
154.1	153.2	+ 0.9	+ 0.6
37.0	36.1	+0.9	+2.5
150.9	150.0	+0.9	+0.6
3.2	3.2	-	-
5,663	5,660	+3	+ 0.1
5,368	5,365	+3	+ 0.1
295	295		
	2.88 68 61 76 1,314 569 391 221 362 8.0 2,758 1,260 22.7 883 164 5,804	2.88 2.89 68 69 61 62 76 78 1,314 1,265 569 540 391 384 221 233 362 372 8.0 8.4 2,758 2,766 1,260 1,268 22.7 23.0 883 709 164 103 5,804 5,463 3.7 - 45.2 46.2 93.2 93.4 -20.5 -17.1 154.1 153.2 37.0 36.1 150.9 150.0 3.2 3.2 5,663 5,660 5,368 5,365	2.88

<sup>1)</sup> Preliminary figure.

<sup>&</sup>lt;sup>2)</sup> DB RegioNetz Infrastruktur GmbH and UBB Usedomer Bäderbahn GmbH.

### **DB Netze Energy**

	2018	2017	± absolute	± %
Supply reliability 1) (%)	99.99	99.99		
Customer satisfaction 2) (SI)	78	_		_
Traction current and diesel 2) (SI)	75	-		
Electricity and gas plus	70			
(Group customers) 2) (SI)	79			
Electricity and gas plus (non-Group customers) 2) (SI)	81	_	_	_
Total revenues (€ million)	2,850	2,794	+ 56	+2.0
thereof external revenues	1,350	1,301	+ 49	+3.8
EBIT adjusted (€ million)	21	72	-51	-70.8
EBITDA adjusted (€ million)	87	141	- 54	-38.3
ROCE (%)	2.0	6.7		
Capital employed as of Dec 31 (€ million)	1,053	1,081	-28	-2.6
Net financial debt as of Dec 31	1,000			
(€ million)	623	630	-7	-1.1
Redemption coverage (%)	9.8	17.7		_
Gross capital expenditures (€ million)	187	177	+10	+5.6
Net capital expenditures (€ million)	65	53	+12	+22.6
Employees as of Dec 31 (FTE)	1,734	1,721	+13	+ 0.8
Employee satisfaction (SI)	3.8	-		
Share of women as of Dec 31 (%)	13.8	13.5		
Health rate (%)	95.7	95.6		
Share of renewable energies in the DB traction current mix (%)	57.2	44.0	_	_
PERFORMANCE FIGURES				
Traction current (16.7 Hz and direct current) (GWh)	8,245	8,284	-39	- 0.5
Traction current pass-through (16.7 Hz) (GWh)	1,576	1,906	-330	-17.3
Stationary energy	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			
(50 Hz and 16.7 Hz) (GWh)	18,196	19,331	-1,135	-5.9
Diesel fuel (million )	429.6	436.1	- 6.5	-1.5
INFRASTRUCTURE				
Traction current grid (km)	7,936	7,936		
Power, converter and				
transformer stations	51	51		
Transformer substations	187	187		
Rectifiers	116	116		
Gas stations	197	189	+8	+ 4.2
Mean voltage networks with transformer stations	183	187	-4	-2.1
Train preheating plants	197	210	-13	- 6.2

<sup>1)</sup> Preliminary figures (not rounded).

<sup>2)</sup> No survey in 2017.

# 10-year summaries

### Rail performance figures

	2018	2017	2016	2015
PASSENGER TRANSPORT				
Passengers (million)	2,581	2,564	2,365	2,251
DB Long-Distance	148	142	139	132
Regional transport (DB Regional and other)	1,940	1,934	1,883	1,883
Regional transport (DB Arriva)	494	488	343	236
Volume sold (million pkm)	97,707	95,854	91,651	88,636
DB Long-Distance	42,827	40,548	39,516	36,975
Regional transport (DB Regional and other)	41,880	41,972	40,905	42,681
Regional transport (DB Arriva)	12,999	13,334	11,230	8,980
FREIGHT TRANSPORT				
Freight carried (million t)	255.5	271.0	277.4	300.2
Volume sold (million tkm)	88,237	92,651	94,698	98,445
INFRASTRUCTURE				
Train kilometers on track infrastructure	1.096	1.072	1 060	1.05/
(million train-path km)	1,086	1,073	1,068	1,054
thereof non-Group railways	349	331	322	290

### **Employees**

(FTE)	2018	2017	2016	2015	
Average	316,486	308,671	302,204	297,170	
As of Dec 31	318,528	310,935	306,368	297,202	

2009	2010	2011	2012	2013	2014
1,908	1,950	1,981	2,152	2,235	2,254
123	126	125	131	131	129
1,785	1,824	1,801	1,844	1,885	1,902
		55	178	219	223
76,772	78,582	79,228	88,433	88,746	88,407
34,708	36,026	35,565	37,357	36,777	36,102
42,064	42,556	42,404	43,448	43,660	43,667
		1,259	7,628	8,309	8,638
341.0	415.4	411.6	398.7	390.1	329.1
93,948	105,794	111,980	105,894	104,259	102,871
75,540					
1,003	1,034	1,051	1,039	1,035	1,044
1,005		1,051	1,059	1,055	
170	195	220	231	247	261
2009	2010	2011	2012	2013	2014
	251,810	282,260	286,237	293,765	296,094
239,888					- <del></del> -
239,382	276,310	284,319	287,508	295,653	295,763

### Statement of income

(€ million)	2018	2017	2016	2015	
Revenues	44,065	42,693	40,557	40,403	
Inventory changes and internally produced and capitalized assets	3,091	2,900	2,741	2,699	
Overall performance	47,156	45,593	43,298	43,102	-
Other operating income	2,998	2,954	2.834	2,772	
Cost of materials	-22,258	-21,457	-20,101	-20,208	
Personnel expenses	-17,301	-16,665	-15,876	-15,599	
Depreciation	-2,688	-2,847	-3,017	- 4,471	
Other operating expenses	-6,088	- 5,890	- 5,677	- 5,750	
Operating profit (EBIT)	1,819	1,688	1,461	-154	
Result from investments accounted for using the equity method	12	14	33	22	
Net interest income	- 645	-704	-772	-800	
Other financial result	-14	-30	-16	0	
Financial result	- 647	-720	-755	-778	
Profit before taxes on income	1,172	968	706	- 932	
Taxes on income	- 630	-203	10	-379	
Net profit for the year	542	765	716	-1,311	
Dividend payment (for previous year)	450	600	850	700	

### Operating profit figures/value management

(€ million)	2018	2017	2016	2015	
EBITDA adjusted	4,739	4,930	4,797	4,778	
EBIT adjusted	2,111	2,152	1,946	1,759	
Capital employed as of Dec 31	36,657	35,093	33,066	33,459	
Return on capital employed (ROCE) (%)	5.8	6.1	5.9	5.3	
Redemption coverage (%)	17.6	18.7	18.1	19.0	
Gearing (%)	144	131	139	130	
Net debt/EBITDA (multiple)	4.8	4.5	4.6	4.3	

2014	2013	2012	2011	2010	2009
39,728	39,107	39,296	37,979	34,410	29,335
2.694	2.649	2.614	2.457	2.207	1,936
					31,271
					3,864
					-15,627
					-11,115
-3,190	-3,228	-3,328	-2,964	-2,912	-2,825
- 5,057	- 4,817	- 4,719	- 4,375	- 4,092	-3,360
1,830	1,767	2,529	2,177	1,817	2,208
	2	1/	10	47	
					9
					- 826
					- 4
- 893	- 891	-1,004	-818	-917	- 821
937	876	1,525	1,359	900	1,387
<b>937</b>	<b>876</b> – 227	<b>1,525</b> - 66	<b>1,359</b> -27	900 158	<b>1,387</b> - 557
988	-227 <b>649</b>	- 66 <b>1,459</b>	-27 <b>1,332</b>	158	- 557
51	-227	- 66	-27	158	- 557
988	-227 <b>649</b>	- 66 <b>1,459</b>	-27 <b>1,332</b>	158	- 557
988	-227 <b>649</b>	- 66 <b>1,459</b>	-27 <b>1,332</b>	158	- 557
988	-227 <b>649</b>	- 66 <b>1,459</b>	-27 <b>1,332</b>	158	- 557
988	-227 <b>649</b>	- 66 <b>1,459</b>	-27 <b>1,332</b>	158	- 557
988 200	-227 <b>649</b> 525	- 66 <b>1,459</b> 525	-27 <b>1,332</b> 500	158 1,058	- 557 <b>830</b>
988 200	-227 <b>649</b> 525	- 66 1,459 525	-27 <b>1,332</b> 500	158 1,058	- 557 <b>830</b> -
2014 5,110 2,109	-227 <b>649</b> 525 2013 5,139	-66 1,459 525 2012 5,601 2,708	-27 <b>1,332</b> 500 2011 5,141	2010 4,651 1,866	-557 <b>830</b> - - 2009 4,402 1,685
988 200 2014 5,110	-227 <b>649</b> 525 2013 5,139	-66 1,459 525 2012 5,601	-27 <b>1,332</b> 500 2011 5,141	158 1,058 - 2010 4,651	- 557 <b>830</b> - - 2009 4,402
51 988 200 2014 5,110 2,109 33,683	-227 <b>649</b> 525 2013 5,139 2,236 33,086	-66 1,459 525 2012 5,601 2,708 32,642	-27 1,332 500 2011 5,141 2,309 31,732	2010 4,651 1,866 31,312	-557 <b>830</b>
51 988 200 2014 5,110 2,109 33,683 6.3	-227 <b>649</b> 525 2013 5,139 2,236 33,086 6.8	-66 1,459 525 2012 5,601 2,708 32,642 8.3	-27 1,332 500 2011 5,141 2,309 31,732	2010 4,651 1,866 31,312	-557 <b>830</b>
200 2014 5,110 2,109 33,683 6.3 20.3	-227 649 525 2013 5,139 2,236 33,086 6.8 20.8	-66 1,459 525 2012 5,601 2,708 32,642 8.3 22.2	-27 1,332 500 2011 5,141 2,309 31,732 7.3 22.0	2010 4,651 1,866 31,312 6.0 18.8	-557 <b>830</b> 2009 4,402 1,685 28,596 5.9 20.4
51 988 200 2014 5,110 2,109 33,683 6.3	-227 <b>649</b> 525 2013 5,139 2,236 33,086 6.8	-66 1,459 525 2012 5,601 2,708 32,642 8.3	-27 1,332 500 2011 5,141 2,309 31,732	2010 4,651 1,866 31,312	-557 <b>830</b> 2009 4,402 1,685 28,596 5.9
	2,694 42,422 2,824 -20,250 -14,919 -3,190 -5,057	39,728     39,107       2,694     2,649       42,422     41,756       2,824     2,853       -20,250     -20,414       -14,919     -14,383       -3,190     -3,228       -5,057     -4,817       1,830     1,767       8     3       -898     -879       -3     -15	39,728     39,107     39,296       2,694     2,649     2,614       42,422     41,756     41,910       2,824     2,853     3,443       -20,250     -20,414     -20,960       -14,919     -14,383     -13,817       -3,190     -3,228     -3,328       -5,057     -4,817     -4,719       1,830     1,767     2,529       8     3     14       -898     -879     -1,005       -3     -15     -13	39,728     39,107     39,296     37,979       2,694     2,649     2,614     2,457       42,422     41,756     41,910     40,436       2,824     2,853     3,443     3,062       -20,250     -20,414     -20,960     -20,906       -14,919     -14,383     -13,817     -13,076       -3,190     -3,228     -3,328     -2,964       -5,057     -4,817     -4,719     -4,375       1,830     1,767     2,529     2,177       8     3     14     19       -898     -879     -1,005     -840       -3     -15     -13     3	39,728         39,107         39,296         37,979         34,410           2,694         2,649         2,614         2,457         2,207           42,422         41,756         41,910         40,436         36,617           2,824         2,853         3,443         3,062         3,120           -20,250         -20,414         -20,960         -20,906         -19,314           -14,919         -14,383         -13,817         -13,076         -11,602           -3,190         -3,228         -3,328         -2,964         -2,912           -5,057         -4,817         -4,719         -4,375         -4,092           1,830         1,767         2,529         2,177         1,817           8         3         14         19         17           -898         -879         -1,005         -840         -911           -3         -15         -13         3         -23

### Cash flow/capital expenditures

_

### Balance sheet

As of Dec 31 (€ million)	2018	2017	2016	2015	
Non-current assets	46,646	45,625	45,290	45,199	
thereof property, plant and equipment and intangible assets	44,487	43,207	42,575	42,821	
thereof deferred tax assets	1,032	1,416	1,511	1,335	
Current assets	11,881	10,811	11,034	10,860	
thereof cash and cash equivalents	3,544	3,397	4,450	4,549	
Equity	13,592	14,238	12,657	13,445	
Equity ratio (%)	23.2	25.2	22.5	24.0	
Non-current liabilities	29,104	27,510	28,525	28,091	
thereof financial debt	20,626	19,716	20,042	19,753	
thereof retirement benefit obligations	4,823	3,940	4,522	3,688	
Current liabilities	15,831	14,688	15,142	14,523	
thereof financial debt	2,618	2,360	2,439	2,675	
Net financial debt	19,549	18,623	17,624	17,491	
Total assets	58,527	56,436	56,324	56,059	

	2014	2013	2012	2011	2010	2009
	3,896	3,730	4,094	3,390	3,409	3,133
	9,129	8,224	8,053	7,501	6,891	6,462
	4,442	3,412	3,487	2,569	2,072	1,813
	2014	2013	2012	2011	2010	2009
	45,530	43,949	44,241	44,059	44,530	41,308
	45,550	45,949	44,241	44,059	44,550	41,506
	43,217	41,811	41,816	41,541	42,027	39,509
-						
	1,604	1,404	1,548	1,461	1,471	1,173
	10,353	8,945	8,284	7,732	7,473	5,995
	4,031	2,861	2,175	1,703	1,475	1,470
	14,525	14,912	14,978	15,126	14,316	13,066
	26.0	28.2	28.5	29.2	27.5	27.6
	28,527	26,284	25,599	24,238	24,762	23,359
	19,173	18,066	17,110	16,367	16,394	14,730
	4,357	3,164	3,074	1,981	1,938	1,736
	12,831	11,698	11,948	12,427	12,925	10,878
	1,161	1,247	1,503	1,984	2,159	1,780
	16,212	16,362	16,366	16,592	16,939	15,011
	55,883	52,894	52,525	51,791	52,003	47,303

### DB2020+ top targets

Economic	2018	2017	2016	2015	2014	2013	2012
Customer satisfaction passengers (SI 1))	75.1	75.8	76.0	76.4	76.1	75.1	_
Customer satisfaction freight transport and logistics <sup>2)</sup> (SI <sup>1)</sup> )	65.1	70.5	_	67.5	_	68.5	_
Product quality - punctuality DB Group (rail) in Germany (%)	93.4	93.9	94.3	93.6	94.3	94.0	94.4
Reasonable rate of return - ROCE (%)	5.8	6.1	5.9	5.3	6.3	6.8	8.3
Financial stability - redemption coverage (%)	17.6	18.7	18.1	19.0	20.3	20.8	22.2

<sup>1)</sup> Satisfaction index.

<sup>2)</sup> Survey annually from 2017 onwards.

Social	2018	2017	2016	2015	2014	2013	2012
Employee satisfaction 1) (SI 2))	3.7	_	3.7	-	3.7	_	3.6
Employee satisfaction - follow-up workshop implementation rate DB Group <sup>1)</sup> (%)	-	97.1		96.7		97.9	_
Employer attractiveness (rank in Germany)	13	13	16	20	11	21	26

<sup>&</sup>lt;sup>1)</sup> The employee survey is conducted every two years. When no survey has been conducted the key figure "Follow-up workshop implementation rate" is used.

<sup>2)</sup> Satisfaction index.

Environmental	2018	2017	2016	2015	2014	2013	2012
Climate protection - specific greenhouse gas emissions compared to 2006 (%)	-33.2	-29.5	-27.3	-24.5	-22.8	-18.6	-12.0
Climate protection - share of renewable energies in the DB traction current mix 1) (%)	57.2	44.0	42.0	42.0	39.6	35.2	24.0
Noise reduction - quiet freight cars in Germany as of Dec 31	50,409	39,604	32,396	20,460	14,334	8,408	7,349
Noise reduction – track kilometers noise remediated in total as of Dec 31 (km)	1,758	1,701	1,598				

<sup>&</sup>lt;sup>1)</sup> Until 2016 data include energy purchase of third parties. From 2017 on data relate exclusively to DB Group companies.

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#### Service numbers

#### **DB** service number

+ 49-180-6 99 66 33 — Our service number gives you direct access to all of our telephone services. These services include general information, booking of train tickets, finding train times, our customer dialogue and our frequent traveler system (BahnCard).

The following charges apply: calls from the German fixed-line network cost 20 ct/call. Calls from the German cell phone network cost 60 ct/call at most.

Leisure and business travelers can find further contact information online.



#### Passenger transport on social media

Our passenger transport is available on various social media channels for conversations, discussions, and for service and product questions. You can find us on Facebook, Instagram, Twitter and YouTube.



#### **Automatic train schedule information**

 $+49-8\ 00-150\ 70\ 90-Free train schedule information is available 24 hours a day to callers using the German fixed-line network.$  Information is provided by our voice dialogue system.

Actual information is also available at **\$\mathsilde{a}\text{bahn.de/abfahrts-tafel.}** 

### Financial calendar

#### July 25, 2019

Interim Results Press Conference, publication of the Interim Report January - June 2019

#### March 19, 2020

Annual Results Press Conference, publication of the 2019 Integrated Report



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