



UIC/FIATA 3rd Market Place Seminar

The railway connection - what are the potential markets for railways ?

Barcelona, Spain

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3rd November 2010

Today's key points

- DB Schenker Rail
- The Railway Network
- Developing markets for rail

Deutsche Bahn A.G. is based on three strong pillars


DB Mobility Networks¹⁾ Logistics




- No. 2** Public transport in Europe
- No. 2** Passenger rail transport in Europe
- No. 1** European rail freight transport
- No. 1** European land transport
- No. 1** Biggest rail network in Europe

Rev. (EUR bn)	29.3
EBIT (EUR bn)	1,685
Employees (,000.)	239


DB BAHN

DB Bahn Long Distance 

Rev. (EUR m)	3,565
EBIT (EUR m)	141
Employees (,000)	15

DB Bahn Regional 

Rev. (EUR m)	6,856
EBIT (EUR m)	870
Employees (,000)	25

DB Bahn Urban 

Rev. (EUR m)	1,985
EBIT (EUR m)	100
Employees (,000)	13

DB SCHENKER

DB Schenker Rail 

Rev. (EUR m)	4,055
EBIT (EUR m)	-189
Employees (,000)	34


DB Schenker Logistics 

Rev. (EUR m)	11,292
EBIT (EUR m)	199
Employees (,000)	57


DB Services 

Rev. (EUR m)	1,237
EBIT (EUR m)	125
Employees (,000)	24


DB NETZE

DB Netze Track 

Rev. (EUR m)	4,369
EBIT (EUR m)	558
Employees (,000)	40

DB Netze Stations 

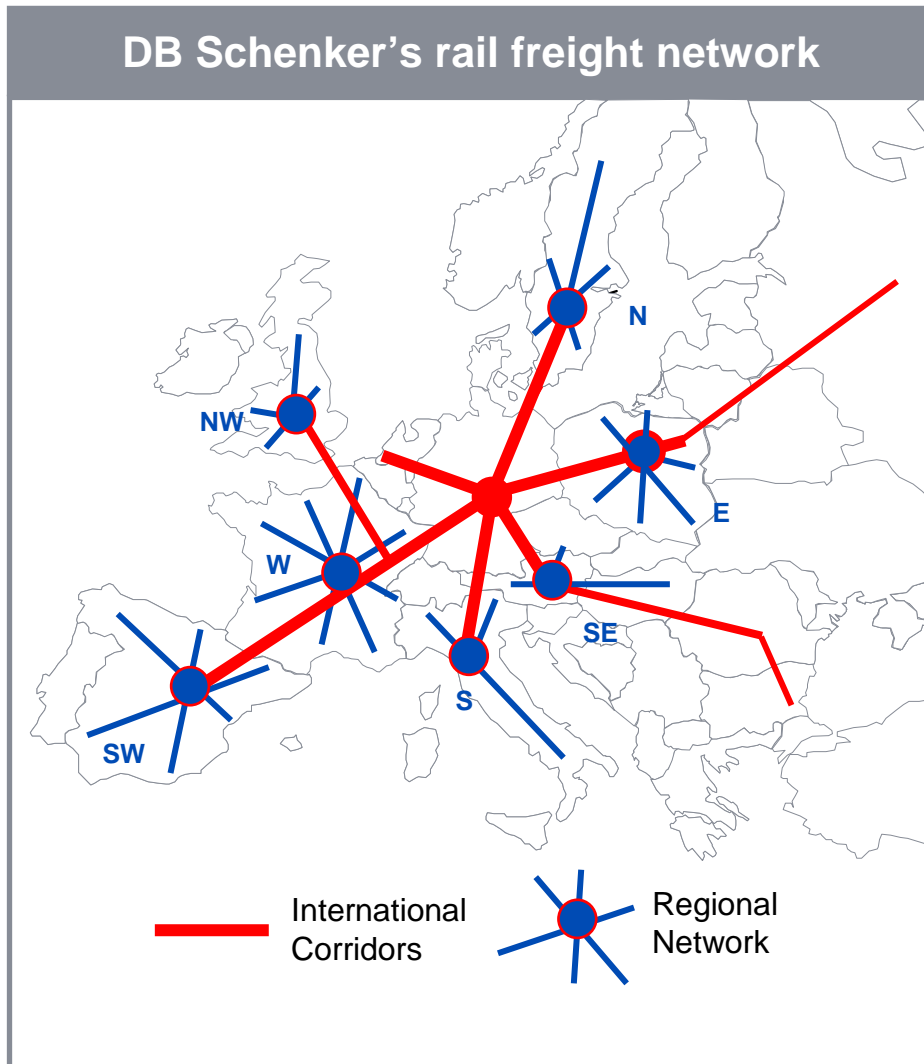
Rev. (EUR m)	1,025
EBIT (EUR m)	217
Employees (,000)	5

DB Netze Energy 

Rev. (EUR m)	2,308
EBIT (EUR m)	103
Employees (,000)	2

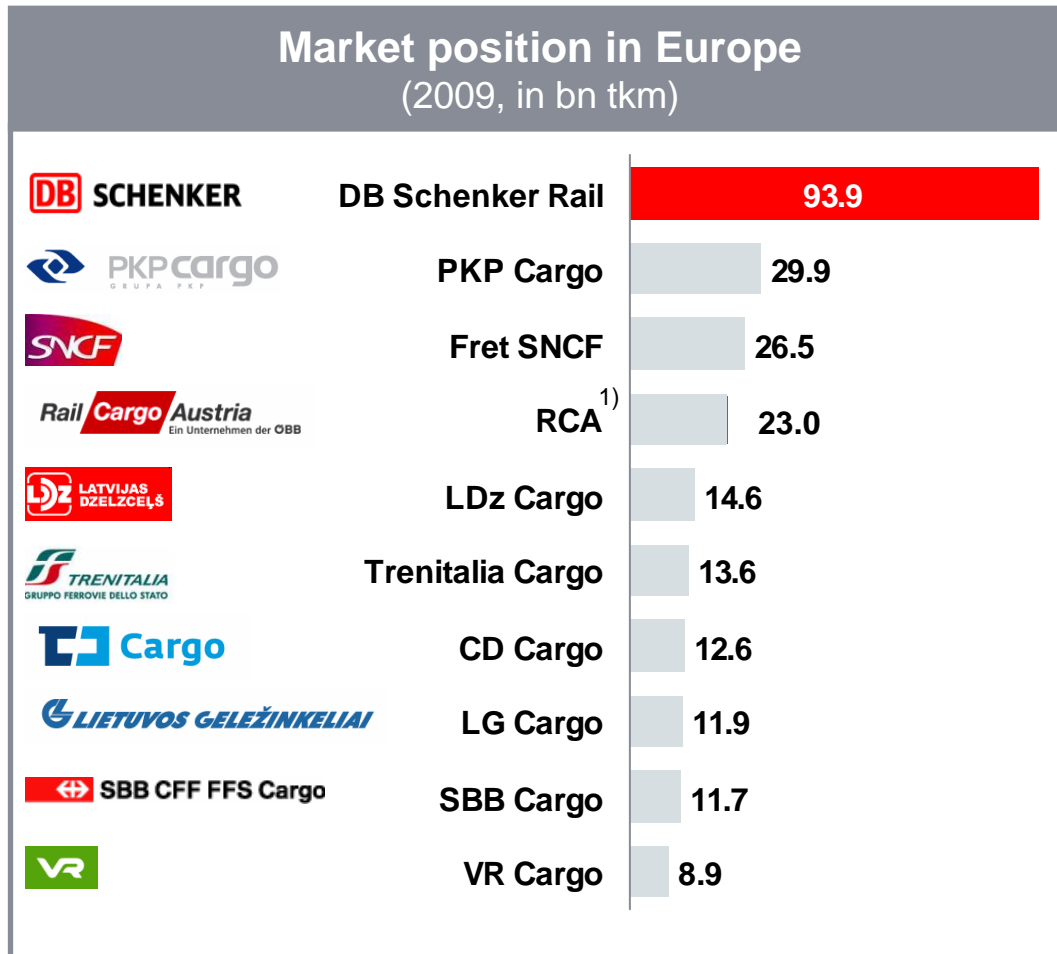
As of 31.12.2009, revenue as total revenue, ¹ Difference between the sum of the business units and DB Group result from other activities/consolidation

DB Schenker Rail has consistently expanded its rail freight network along the main corridors



- ### Acquisitions
- NL NS Cargo (2000)
 - DK DSB Gods (2001)
 - IT Strade Ferrate del Mediterraneo (2004)
 - DE RBH Logistics (2005)
 - CH Brunner Railway Services (2007)
 - UK / FR / ES EWS / ECR (2007)
 - ES Transfesa (2008)
 - PL PCC Rail / PTK (2009)
- ### New companies
- RO / BG LSD (2000)
 - HU LCH (2000)
 - BG DB Schenker Rail Bulgaria (2010)
- ### Holdings
- BE Cobra
 - CH BLS Cargo
 - CN CUIRC
 - DK / SE DB Schenker Rail Scandinavia
 - IT RTC and Nordcargo
 - RU Trans Eurasia Logistics

DB Schenker Rail is the leading provider of rail freight transport in Europe



DB Schenker Rail

- About **75% market share in Germany** (Europe's largest rail freight market)
- **More than 25% market share in Europe**
- Continuous **expansion of European presence**
- ➔ **DB Schenker Rail market leader in Germany and Europe**

1) Incl. MAV Cargo (6.1 bn tkm) – projected on the basis of published figures 1st six months 2009 (ÖBB) / 11 months 2009 (MAV Cargo)

Source: UIC statistics; not containing Green Cargo

DB Schenker Rail is a Europe-wide positioned rail freight operator. Because of its local know-how...

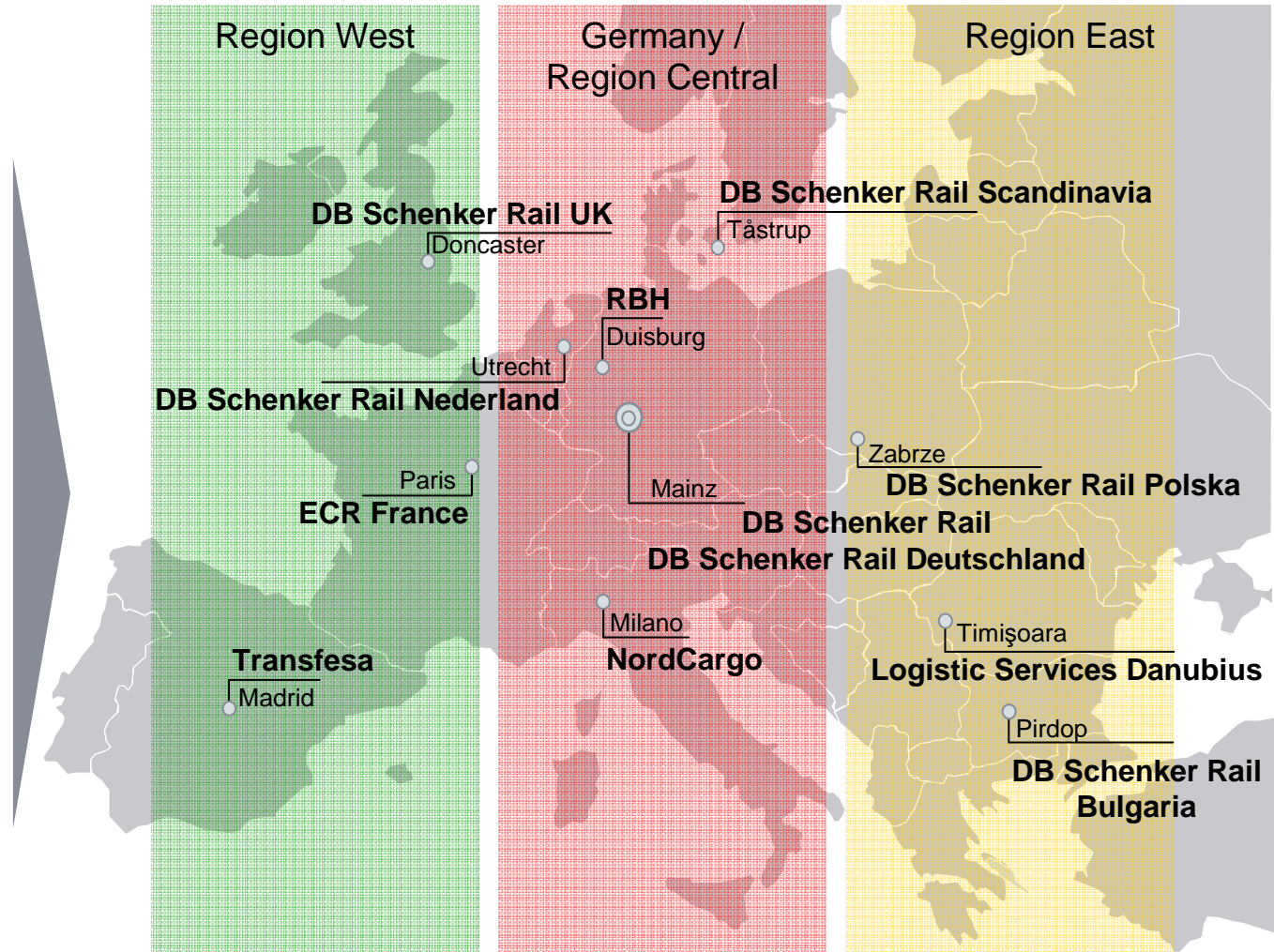
DB Schenker Rail 2009



No. 1

in European Rail Freight

Transport performance	94 bn. tkm
Wagons	approx. 114,000
Traction units	approx. 3,400



as of: 31.12.2009

...and it's range of special industry solutions

DB Schenker Rail can meet the customer needs in an ideal way

DB Schenker Rail market units



Metals/Mining

Specialized in transporting steel, coal, ore, scrap and non-ferrous metals



Chemical & oil

Intelligent system solutions for transporting liquid, gaseous and pourable goods and for tank wagon management



Building materials, industrial and consumer goods

Bundeled branch expertise for rail-based logistics solutions



Intermodal

Intelligent combination of rail services with other modes of transport in the maritime and continental transportation



Automotive

Rail-based logistics solutions with a focus on supplier and inter-plant services as well as finished vehicle distribution

DB Schenker Rail Region West

Corridors and trains per week



DB Schenker UK

- International Trains > 30
- Total Trains > 3,480

ECR France

- International Trains > 150
- Total Trains = 400

ECR Spain/Transfesa

- International Trains > 55
- Total Trains > 130

Creating market opportunities for rail during economic recession requires focus and strong leadership.....

FOR OUR CUSTOMERS WE HAVE

- Re-designed services and schedules
- Developed new routes
- Designed new products

OUR PEOPLE HAVE

- Moved the culture faster than ever before
- Further investment in Account Management
- Focused on Vision for the future

WITH OUR ASSETS WE HAVE

- Combined and optimised across sectors and geographies
- Standardised fleet to drive efficiency
- Limited investment to core projects

To become a natural choice over other modes, rail must match or exceed the market's logistics requirements.....



**Door to Door
Flexibility, Ease of Use**

**Service requirements;
Transit times, 7 Days**

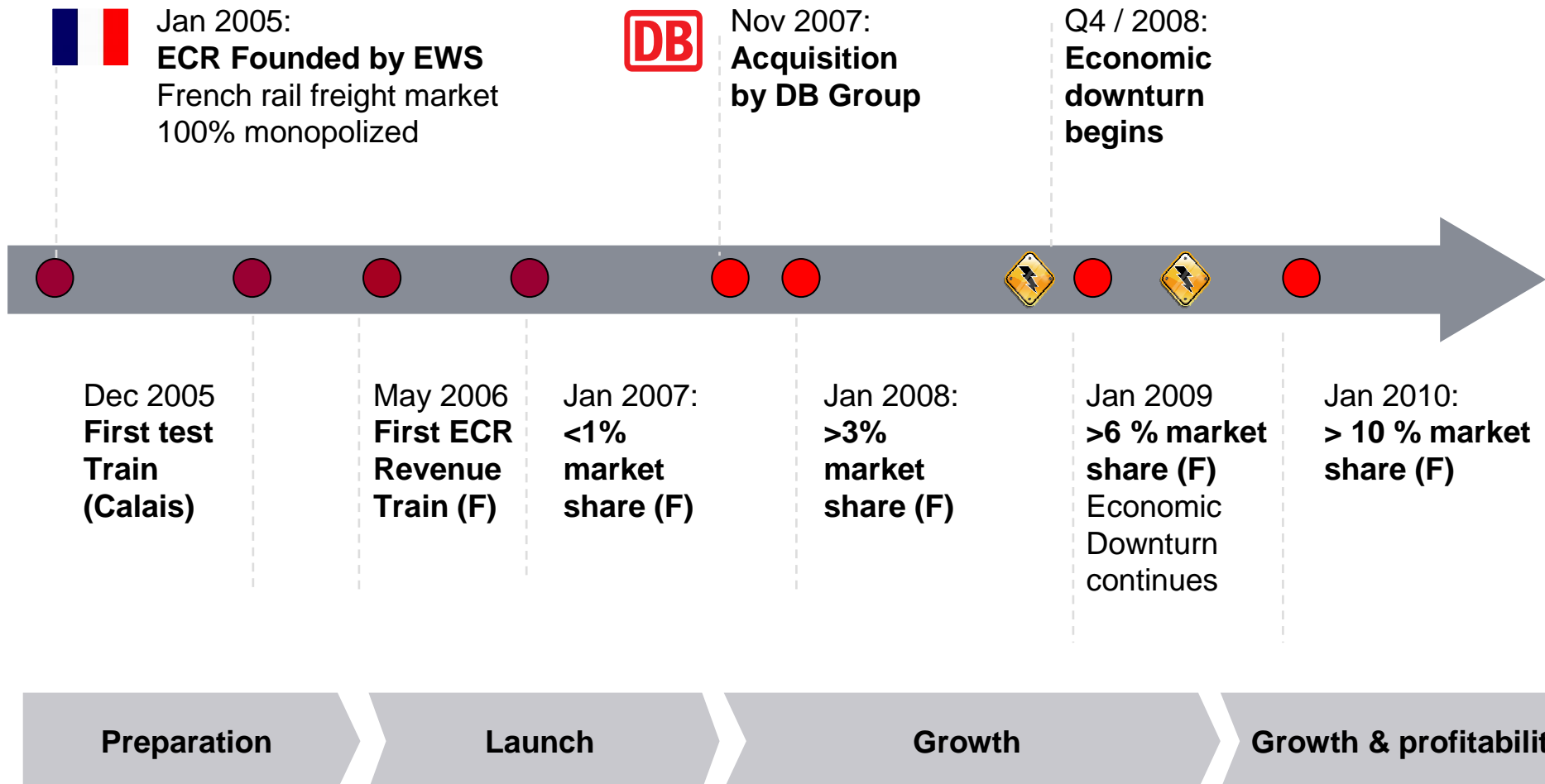
**Increased flexibility of a
variable cost base**

**Economic sustainability
Lowest possible cost**

**Reliable with managed
contingencies**

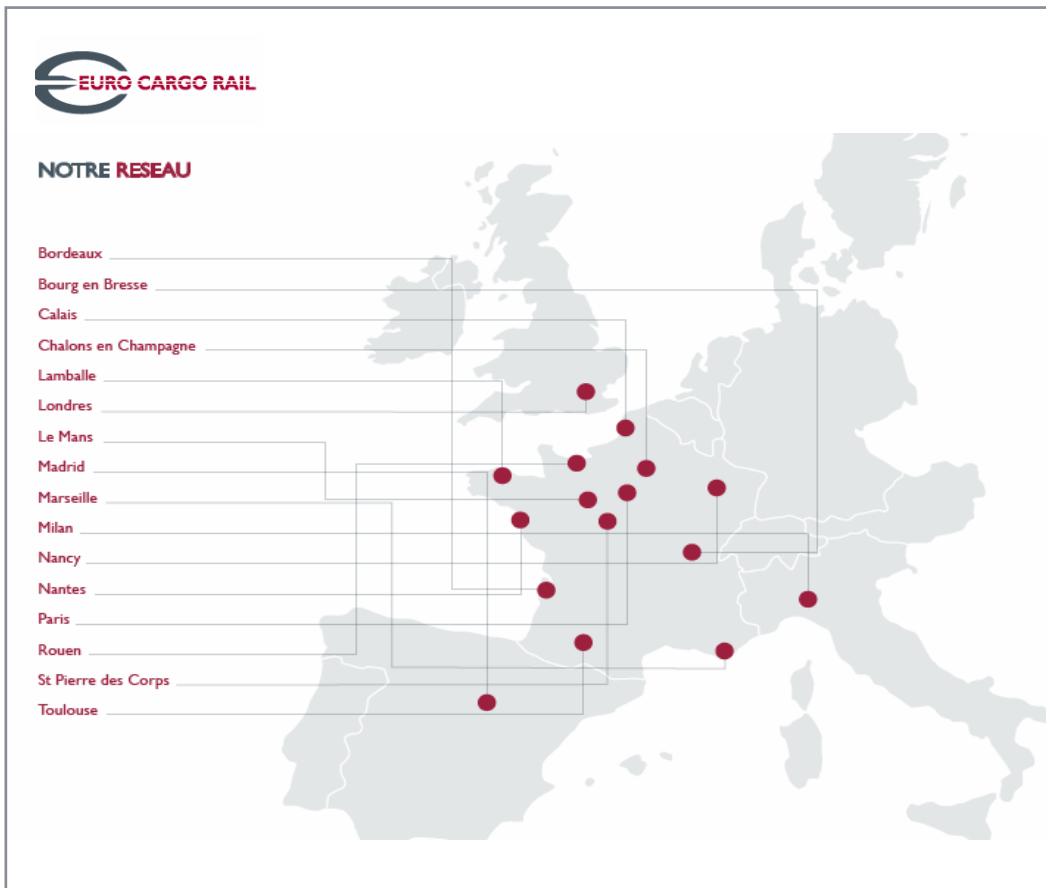
**Environmental excellence
Lowest possible emissions**

Despite negative external factors, Euro Cargo Rail (ECR) increased market share significantly by internal growth



The ECR network is well positioned in France and well connected to all European border points

ECR Network



- Part of the DB Schenker Rail group
- No 2 rail freight operator in France (10% market share in 2010)
- Experience in unit trains and wagon groups to various markets
- Access to all of the French network and all border points
- International train services to the DB Schenker network (D, UK, NL), Belgium, Italy, and Spain

Time sensitive refrigerated intermodal modal switch

Connection

- Refrigerated services from Spain to the UK
- Longest train connection offered by a single railway company in Europe
- Competitive price compared to existing truck transports
- Each container saves 2 tons of carbon emissions

Delivery time

- 60 to 65 hours
- Punctuality exceeding 95%

Further improvements

- Expansion to 3 trains a week during 2011
- Additional stop in Widnes (UK) to extend the service to Northern England and Scotland
- Changeover to electronic traction in France from Q4 2010 with further carbon savings



Contact Details



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