

Fehmarn Belt Business Council Conference 2010

Introducing Deutsche Bahn AG – DB Schenker and DB Netze Current status of Railway connection Fehmarnbelt Link

Copenhagen, 14.09.2010



Deutsche Bahn AG

Ute Plambeck

Copenhagen, 14.09.2010

Agenda



Deutsche Bahn at a glance

Strategic orientation

Fehmarn Belt Connection - www.deutschebahn.com/fbq

The history of DB begins with the inauguration of the Nuremberg-Fürth line















1835 The railway era in Germany begins with the inauguration of the six-kilometerlong line between Nuremberg and Fürth

1920 after the foundation of the Weimar Republic, the eight German state railways are merged together to form the Deutsche Reichsbahn

1937 After bringing the company into line with Nazi ideology, the corporate form is dissolved and Deutsche Reichsbahn is run directly by the state

1990 under the Unification
Treaty, Deutsche Bundesbahn
and Deutsche Reichsbahn are
declared separate special
assets of the Federal Republic
of Germany - Rail Reform
begins

1886 Almost all railways in Germany have been nationalized

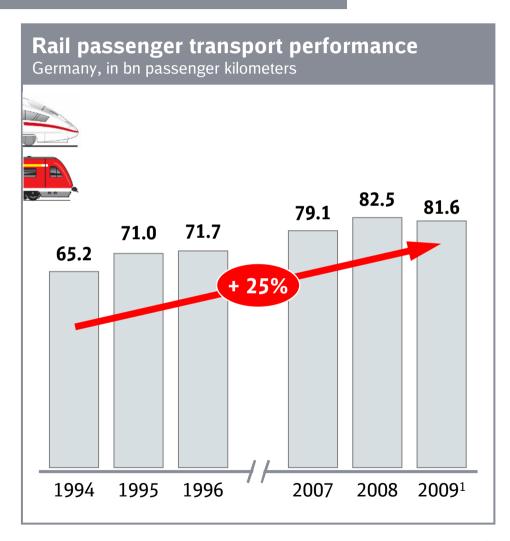
1924 Deutsche Reichsbahn-Gesellschaft is founded

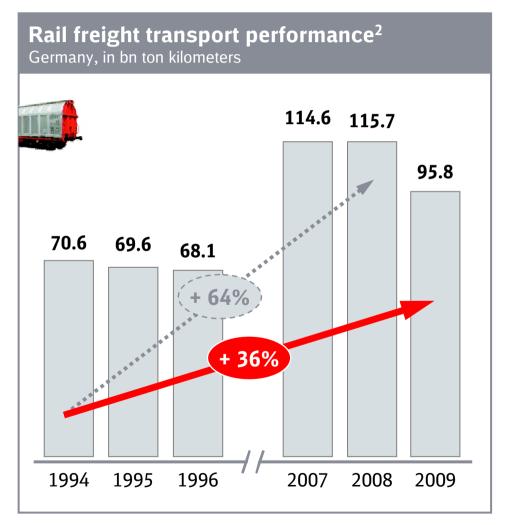
1949 Deutsche Bundesbahn is founded in West Germany. The name Deutsche Reichsbahn is retained in East Germany

1994 DB Group is founded



The aim of the Rail Reform, to bring more traffic to the rails, was achieved in both passenger and freight transport





Sources: DB Group, Federal Statistical Office, BMVBS/BAG; ¹ 2009 = provisional actual; ² Up to 1998 net transportation performance, from 1999 gross transportation performance

DB has developed into a leading mobility and logistics company







BAHN

- 1.9 bn rail passengers per year
- 26,906 trains per day
- 800 mn bus passengers per year
- Approximately 4 mn BahnCards in circulation







SCHENKER

- 341 mn tons of transported goods per year¹
- 4,739 freight trains per day
- 484 tons per train
- 70 mn shipments in European land transport





NETZE

Largest rail network in Europe

Transport market

- 63,914 km rail track²
- 5,707 passenger stations
- 7,754 km-long electricity network
- 143.3 mn station stops per year

With a total of nine business units, DB generated 30 billion EUR in revenue in 2009





No. 2 Public regional passenger 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

Revenue (bn EUR)	29.3
EBIT (bn EUR)	1.685
Employees ('000)	239



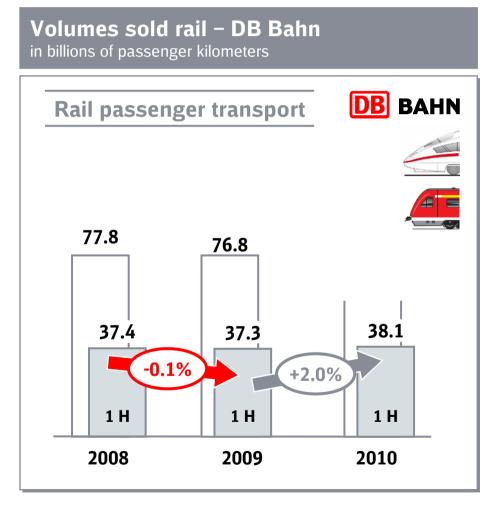




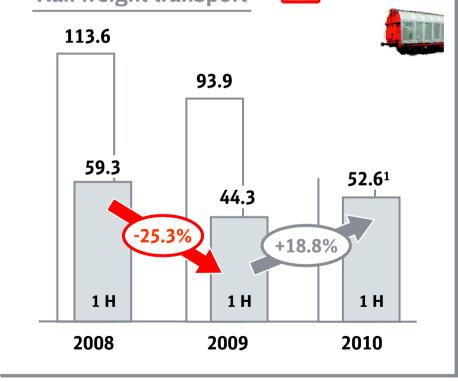
As of December 31, 2009, Revenues as total revenues; ¹ Difference between the sum of the departments and DB concern result of other activities/consolidation

DB was able to increase its volumes sold in both the rail passenger and freight transport sectors during the first half of the year





Volumes sold rail – DB Schenker in billions of ton kilometers Rail freight transport 113.6 93.9

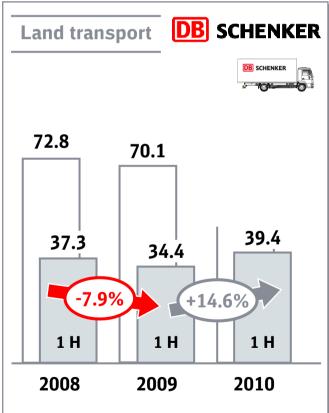


¹ Including DB Schenker Rail Polska, comparable change is +14.9%

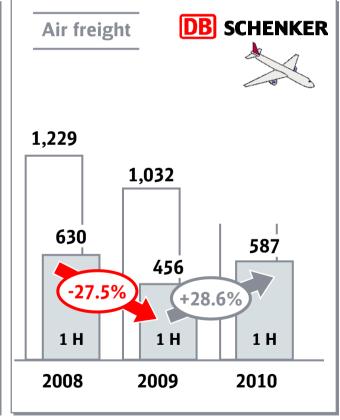


A notable increase in volumes sold has been noted thus far in DB's land, air and ocean freight areas of business

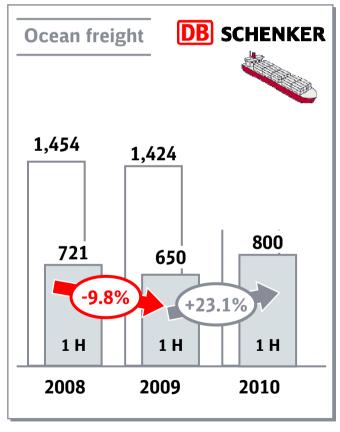
Volumes sold – land in millions of shipments



Volumes sold – air in thousand t¹



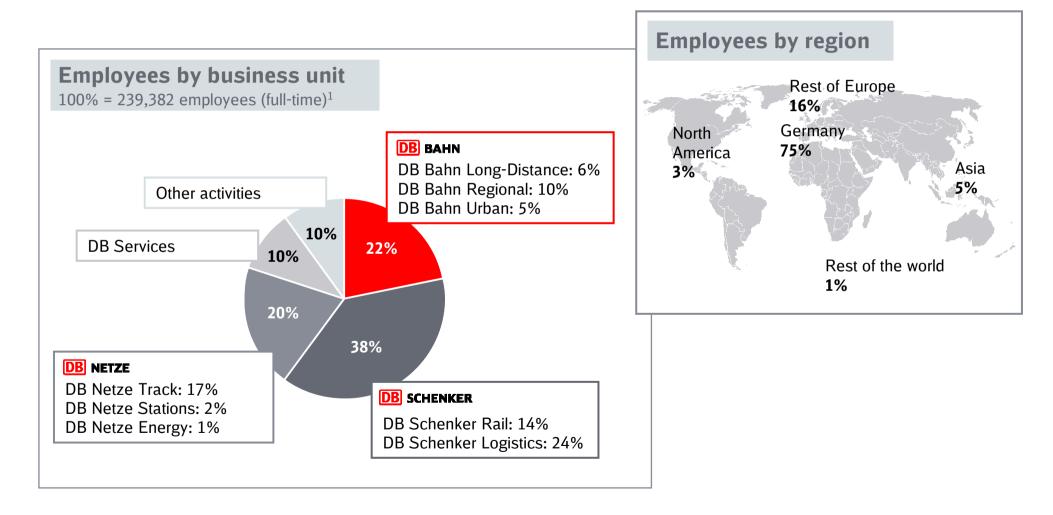
Volumes sold – ocean in thousand TEU¹



¹ Only exports taken into consideration to avoid counting figures twice

A quarter of DB's approximately 240,000 employees work outside of Germany







Agenda



Deutsche Bahn at a glance

Strategic orientation

Fehmarn Belt Connection - www.deutschebahn.com/fbq

We have advanced our core competencies beyond the railway in Germany



Passenger transport

- Evolving into an integrated mobility provider with door-todoor solutions
- Strengthening of transport networks by:
 - Cross-border longdistance services
 - Involvement in tenders and further development of existing transport in other European countries



Transportation and logistics

- Evolving into a truly European rail freight operator
- Global logistics service provider with integrated networks:
 - Expansion roadrail solutions
 - Development of special industry solutions



We align our strategy with macro trends in the transport market – they drive our growth



Mega trends in the transportation market

Globalization



- Growth in new markets in Asia and Eastern Europe
- Increasing global division of labor
- Long-term growth in global trade-flows

Climate change and shortage of resources



- Increasing awareness of climate change
- Transport sector as key source of carbon emissions
- Long-term price increases for fossil fuels

Liberalization



- Further deregulation of rail transport in Europe
- Increasing pressure on national budgets
- Outsourcing of public tasks

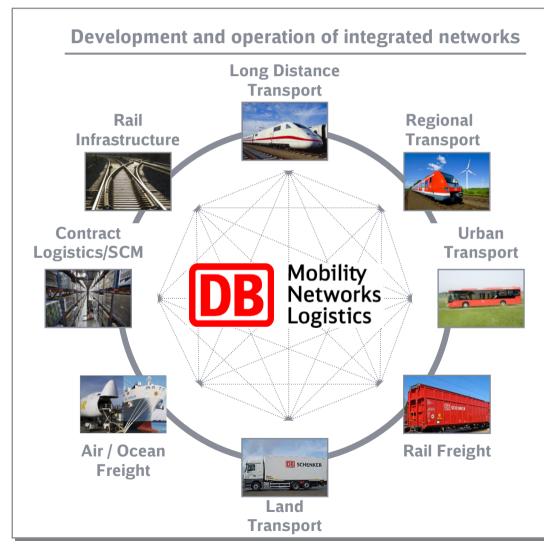
Demography



- Different regional trends - urbanization vs. rural exodus
- Increasing mobility in both working and private life
- Higher life expectancy, decreasing birth rates







Long-Distance Transport

Tight, close-meshed network for fast, complete and comfortable mobility

■ Regional and Urban Transport

Regional and urban networks as attractive alternatives to the automobile

Rail Freight Transport

Network for cross-border transport services

Land Transport

Europe's largest and densest network for regular transport services

Air and Ocean Freight

Global network for one-stop shop logistics solutions

Contract Logistics / Supply Chain Management

Solving individual customers' logistical requirements worldwide

Rail Infrastructure

Largest and geographically most important rail infrastructure network in Europe

Passenger Transport



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S

Products



DB Bahn's Strategic Approach

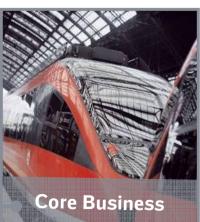
Offering mobility solutions

- Attracting new customers with innovative services and products
- Marketing travel chains

Further developing core business

- Safeguarding and expanding today's core business
- Increasing punctuality, quality and service







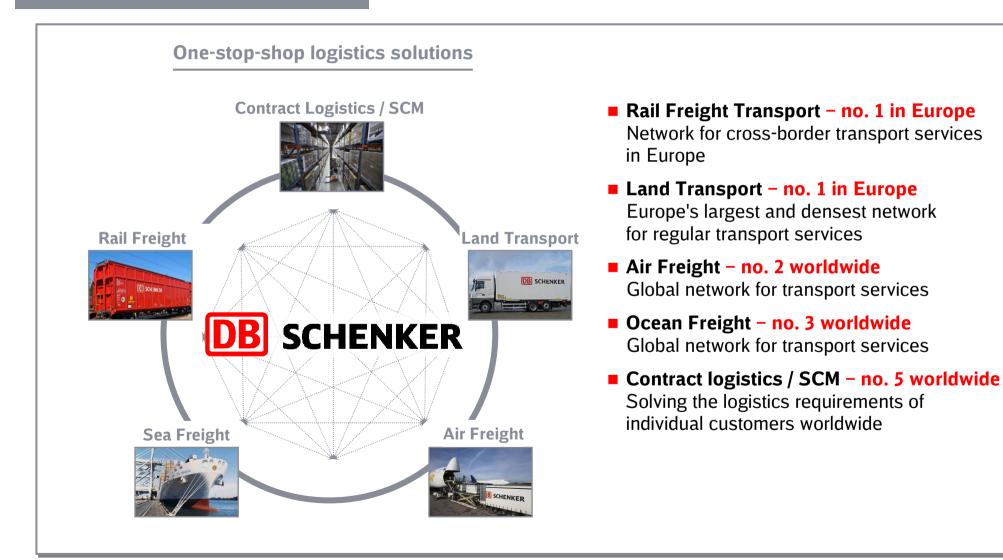
Advancing internationalization

- Expanding cross-border long-distance services
- Developing new international markets in regional transport



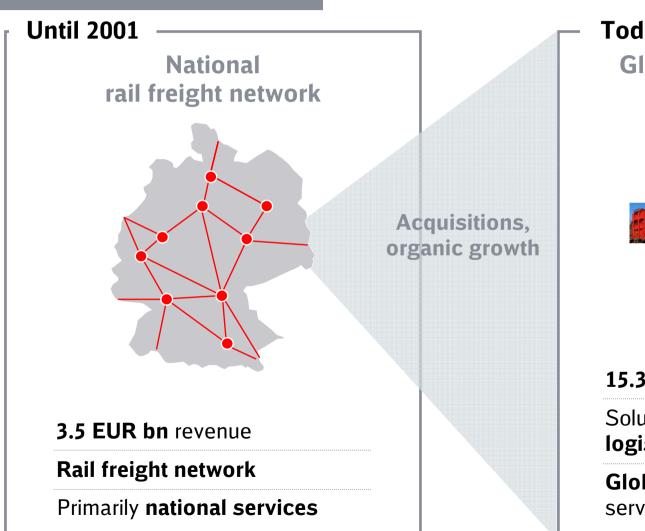


DB Schenker has strong networks and is globally the second largest provider of transport and logistics services





A rail freight company operating in Germany has become a global transportation and logistics group

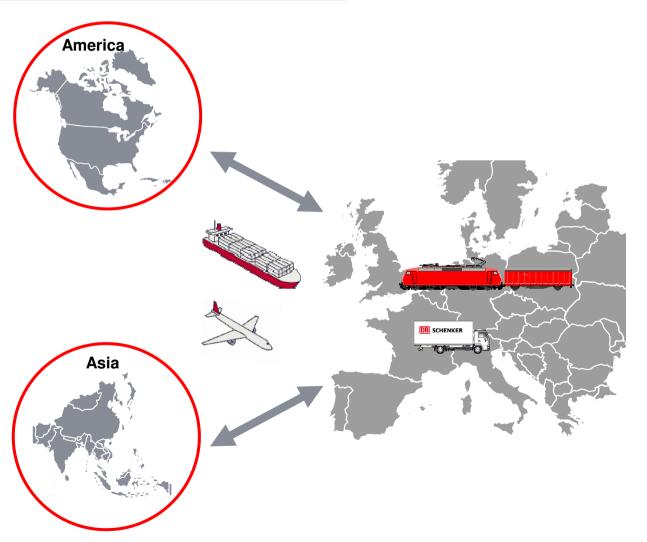


Today Global transportation and logistics network 15.3 EUR bn¹ revenue Solutions along the **whole** logistics chain Global network with intermodal services

¹ as of: 31.12.2009

European land networks (rail/road) benefit greatly from DB's global presence

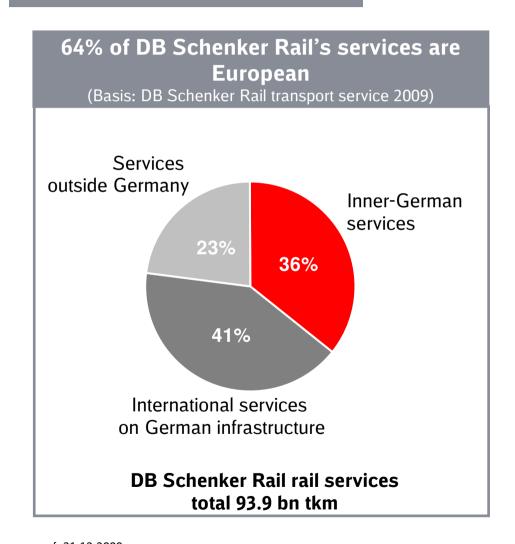


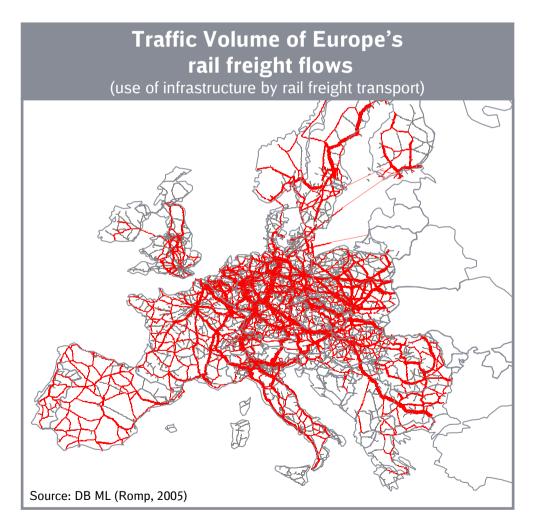


- Linkage of European land networks (road-rail)
 - Intermodal transport (containers)
 - Railports (single wagon transport)
- Feeder and follow-up for air and ocean freight by road or rail transport
 - Seaport hinterland
 - Road feeder services
- Increase volumes of inter-European shipments
 - By generating more business with European customers
 - Via new business with American and Asian customers



As an European provider DB Schenker Rail is well positioned in the most important European regions

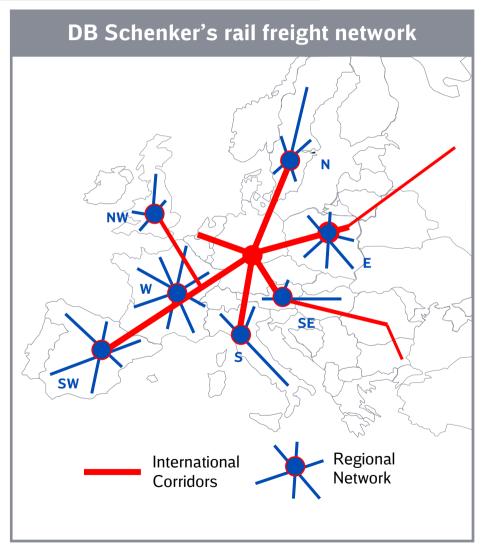








DB Schenker Rail has consistently expanded its European rail freight network along the main corridors



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

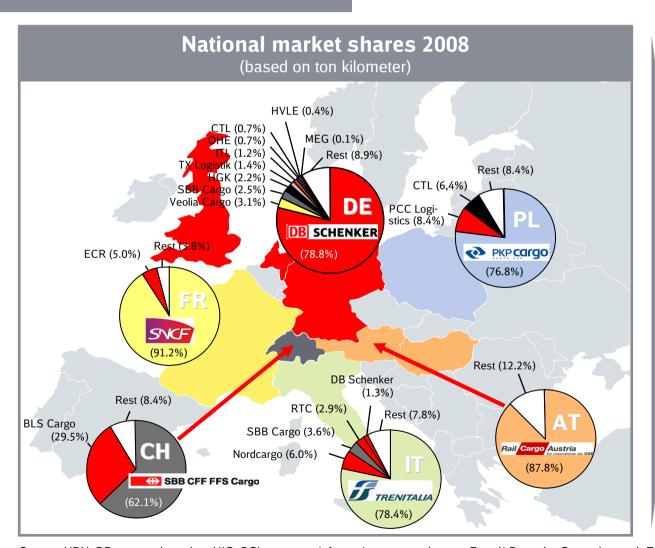
- **RO / BG** LSD (2000)
- **HU** LCH (2000)
- **BG** DB Schenker Rail Bulgaria (2010)

Holdings

- **BE** Cobra
- CH BLS Cargo
- CN CUIRC
- **DK / SE** DB Schenker Rail Scandinavia
- **IT** RTC and Nordcargo
- **RU** Trans Eurasia Logistics

Increasing consolidation on European markets: competition dominated by state-owned railways



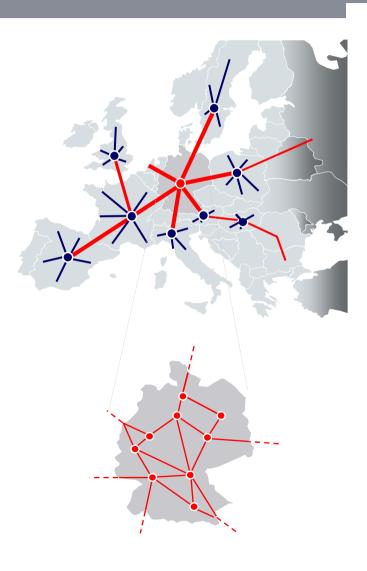


Subsidiaries of state-owned railways are the strongest competitors on the European freight rail markets

Source: VDV, DB surveys based on UIC, SCI, company information, press releases, Zespół Doraców Gospodarczych TOR Spółka z o.o.

Mobility Networks Logistics

DB Schenker Rail is modernizing its national network and expanding European services for its customers



- Expansion of European rail freight service for our customers
- Streamlining of regional business models (full RU, own production, cooperation)

Profitable rail freight network provider throughout Europe

- Modernization of single wagon services & production network ("network railway")
- Safeguarding competitive cost structures

Growing traffic volumes will increasingly aggravate bottlenecks on the main corridors



Worldwide interlinking of business relations in the course of globalisation will lead to sustained growth for freight traffic over the long terms

Forecast network usage in 2015 1)

Network usage in 2004 1)

- The rail mode will benefit from increasing transport distances, opening of the European rail networks and the high energy efficiency of rail transport
- Increasing volumes, especially in hinterland transport to and from the European sea and inland ports, as well as crossborder transports
- The forecast re-urbanisation is expected to generate additional demand for local transport at metropolitan areas up to 2020
- Increasing demand for rail infrastructure on corridors which are already heavily congested (total growth in rail freight transport between 2004 and 2025 +65% ²⁾)

1) No. of trains per day





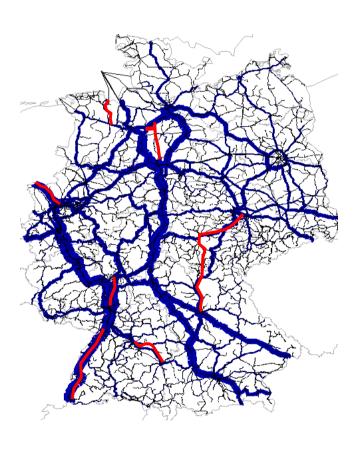






The infrastructure is being expanded along growth corridors





High levels of traffic

Expansion measures planned or under construction

- Eliminate bottlenecks along transportation corridors and around hubs with high growth forecasts for passenger and freight transport
- Create capacity for additional north-south traffic along alternative routes using measures from the growth program
- Link core German network with international transportation corridors
- Expand hinterland feeder routes to key European sea ports in order to realize full growth potential available in rail freight transport (current sea port hinterland traffic program)
- Improve connections between sea ports and the transportation infrastructure (expand maritime terminals, sea port hinterland transport)



Tying up a high level of funds and follow-on costs for several generations call for sustainable infrastructure management

Service life / tied-up capital









Rail vehicles











Rail infrastructure as basis of the railway system

- High capital intensity and long-term tie-up of funds
- Low flexibility in dynamic markets

Farsighted, long-term planning and actions safeguard our economic success and the success of our customers



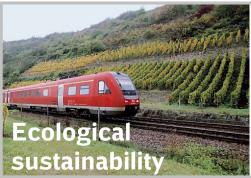
Coordination of transport policy objectives and framework conditions with partners at Federal and Land government level



 Clear concepts for where and how infrastructure will be needed in future as a result of demographic change



 Creating planning reliability for capacity growth and projects, providing sufficient funds for capacity growth



Fulfilling the requirements to enable clean traction current to remain affordable



Capacity expansion is vital to enable us to participate in overall freight traffic growth on rail

Our levers for expanding capacity

Increasing availability and better infrastructure utilisation

- Technology strategy
 We are constantly enhancing our
 existing technologies and promoting
 the development and use of new,
 innovative procedures
- Process optimisation
 Continuous improvement of our maintenance and construction site planning processes

Infrastructure upgrading based on a sustainable growth programme

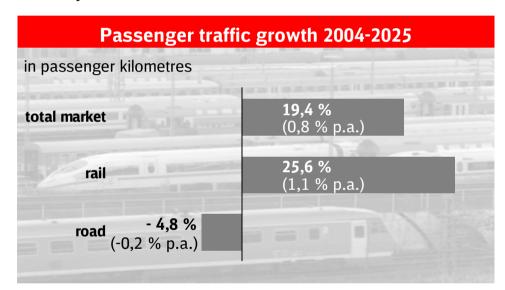
- Sustainable growth programme
 With forward-looking solutions for
 freight, long-distance and regional
 transport which can be implemented
 over the short term
- Ongoing development of network planning (focus 2025 - 2030)
 Paying particular attention to nodes



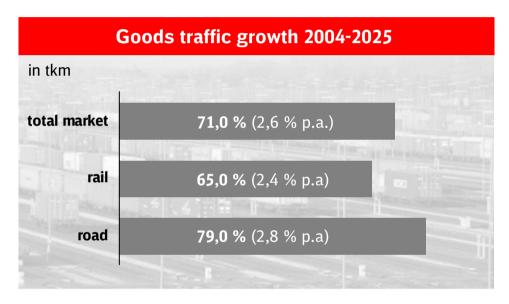
The Federal Ministry of Transport predicts that traffic volume will continue to grow also in the future - railways will benefit from that

Growth Programme

Development of traffic volume until 2025



 Market growth leads – especially in long-distance passenger transport – to higher capacity utilization of trains but hardly to any increase in train-path kilometres

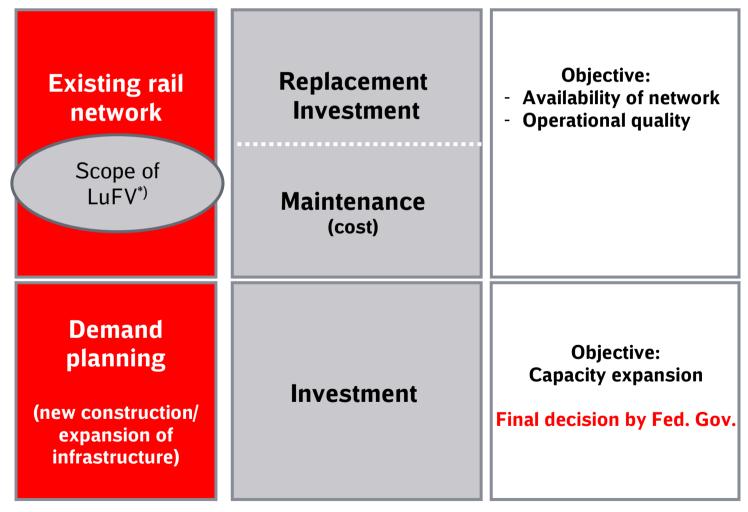


- International goods traffic is growing
- Overproportionate growth of combined traffic (+129%)
- Yet modal split loss for railway is predicted

We should consistently seize growth opportunities and enhance capacities especially between 2013 and 2017- it is essential to launch a Growth Programme

Overall funding structure of federal railways





*) = Leistungs- und Finanzierungsvereinbarung (Performance and Financing Agreement)

Separate funding of infrastructure



Immediate Action Programme Sea Port Hinterland Transport (SHT)

Investment

Objective: Capacity expansion

Final decision by Fed. Gov.

Economic stimulus packages I and II

Investment

Objective: Capacity expansion

Final decision by Fed. Gov.

Miscellaneous

Investment

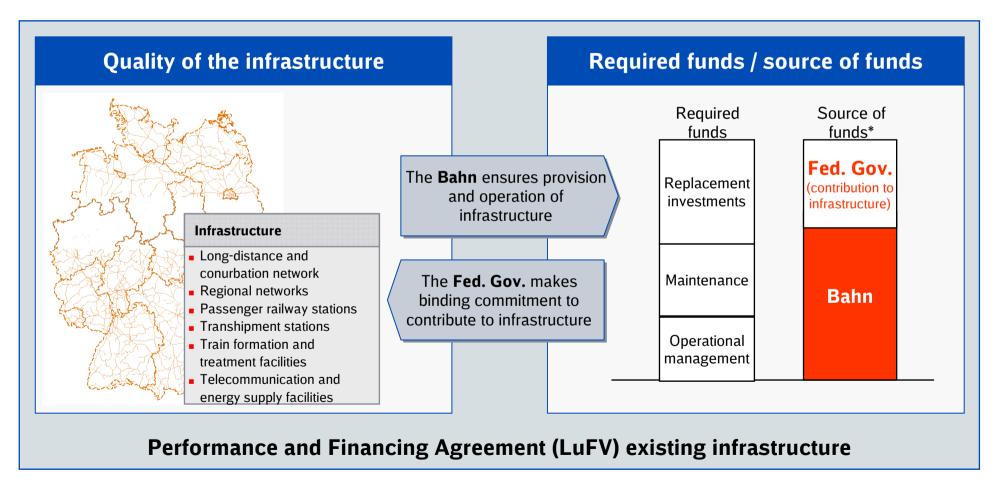
Objective defined by project



The Performance and Financing Agreement (LuFV) was signed on 19 January 2009 and ensures funding sources and preservation of infrastructure quality

Existing network/ LuFV

Performance and Financing Agreement (LuFV)



^{*}In addition, there are funding contributions by "third parties", especially by Fed. Gov. and Fed. States according to GVFG (Act on Financial Grants by the Fed. Gov. to improve traffic conditions in communities).



The quality promise from the Performance and Financing Agreement was fulfilled in 2009

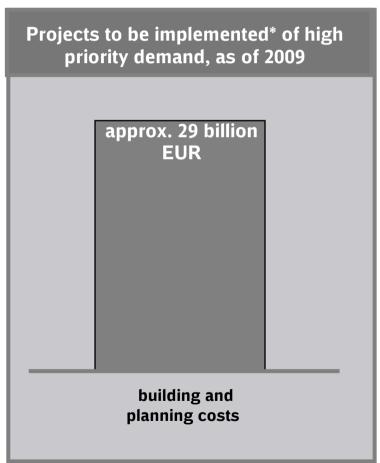
Existing network/ LUFV

Parameter	Summary	
Theoretical loss of travel time (DB Netze Fahrweg)	The quality paramenter includes all infrastructure flaws that have been existing for more than 180 days. The target value set out in the agreement has been achieved.	/
Functionality of platforms (DB Netze Personenbahnhöfe and DB RNI GmbH)	The quality paramenter includes platform features regarding platform height, barrier-free platform access and shelter against the weather. The target value set out in the agreement has been achieved.	/
Security of energy supply for railways (DB Netze Energie)	By reference to this quality paramenter, it is assessed which impacts the use of funds will have on the intended usability of the infrastructure for electric energy railway supply. The basis are energy supply outages for which DB Netze Energie takes the responsibility. The target value set out in the agreement has been achieved.	/
Mininum contribution to replacement investment	The agreement obliges Railway Infrastructure Enterprises to make annual replacement investments to the amount of at least 2.5 billion € per annum from federal funds, as well as additional investments to the amount of at least 500 Mio. € from own funds and to prove them. Contractually agreed evidence have been provided.	/
Minimum contribution to maintenance	The contracutally agreed objective to prove the minimum maintenance volume has been achieved.	1



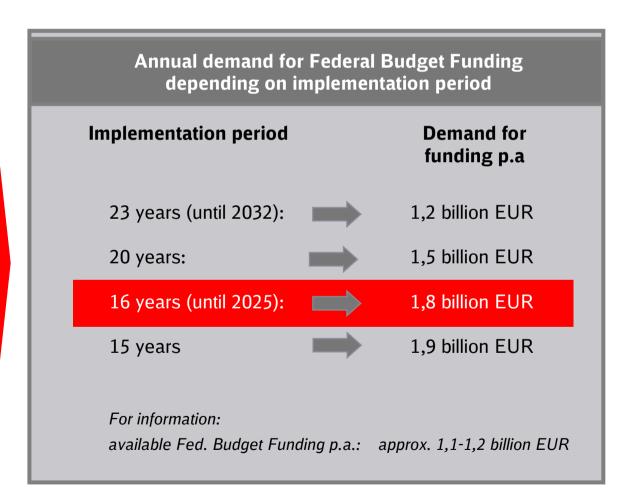
The funds needed for new construction and expansion projects require a funding line clearly above the funds currently available from Federal Budget Funding

Required Funds



^{*} Projects to be implemented are a subset of the high priority demand

Deutsche Bahn AG, Ute Plambeck, 07.09.2010



Mobility Networks Logistics

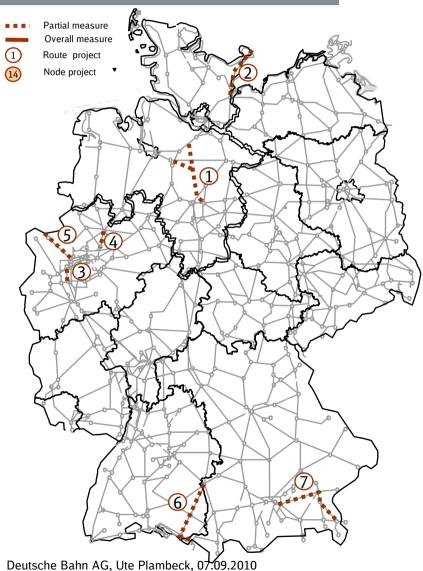
Currently, there are 36 demand plan projects under construction and/or backed up by financing agreements

In vootmont		
Investment		Track section
<i>B</i>		new rail line, parts of exp. Nürnberg - Erfurt (incl. parts Econ.SP)
Partial measure		including parts of Eco. Stim. Prog.
Overall measure		new rail line Wendlingen - Ulm
1) Route project		Stuttgart 21
Node project		2nd rail line (incl. parts of Econ. Stim. Prog.)
	6 ABS Löhne - Braunschweig - Wolfsburg	
8		Aachen - state boarder incl. Buschtunnel (AA III)
	1	double-track Schwartau - Kücknitz
	9 ABS Berlin - Frankfurt/Oder	
(5) 1 (2) magazin marking (1)		electr. signal tower Emmerich, ETCS
	11 ABS Augsburg - München	
		2nd rail line, parts of 3rd line (ESP: Weinböhla - Radebeul West)
5 2 20 9		1st rail line Leipzig
		2nd rail line
6) (4)	-2 · · · · · · · · · · · · · · · · · ·	1st rail line
		2nd rail line (rebuild station), 3rd line (VDE 8.1/8.2 incl. parts ESP)
	17 Ubf München-Riem	3rd module
	18 ZBA Gremberg	0 1 0 1 DO 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
36		2nd + 3rd RS, electr. signal tower Meerane (incl. parts ESP)
		Ostkreuz, connection BBI (incl. parts Econ. Stimul. Prog.)
7 13 4		1st rail line Gaschwitz - Crimmitzschau; Hohenstein-Ernstthal - St.
	Leipzig/Dresden 22 ABS/NBS Karlsruhe - Basel	Egidien (Econ. Stimulus Programme) StA 9.1 (Schliengen - Eimeldingen; Katzenbergtunnel)
1 25 1 25 1 25 1 2 1 2 1 2 1 2 1 2 1 2 1	23 ABS Saarbrücken – Ludwigshafen	POS Nord
		1st building phase (POS Süd)
2015		Neuhof Station
		Ampfing - Mühldorf, elec. signal tower Burghausen (Econ.Stim.
(23)	20 ADS Muliciteit Mullidoit Freilassing	Prog.), Innbrücke (Econ. Stim. Prog.)
	27 ABS Stelle - Lüneburg	three-track expansion
Man Million Jan Jan Jan Jan Jan Jan Jan Jan Jan Ja		cont. 1st rail line, (Ec. Stim. Prog.: GE Brenitz - Doberlug, electr.
32		signal tower Doberlug)
	29 ABS Berlin - Cottbus - Görlitz	Königs Wusterhausen - Lübbenau (Econ. Stim. Prog.)
24 4 3 5 (11)		3rd module (Econ. Stim. Prog.)
56	31 Ubf Hamburg-Billwerder	(Econ. Stim. Prog.)
33 77	32 Ubf Regensburg	Expansion (Econ. Stim. Prog.)
	33 ABS München - Lindau - boarder D/A	Electrification
(22)	•	Northern Head Mainz (Econ. Stim. Prog.)
	35 ABS Nürnberg - Marktredwitz -	Electrification Reichenbach - Hof (Econ. Stim. Prog.)
	Reichenbach /boarder D/CZ (-Prag)	(
Deutsche Bahn AG, Ute Plambeck, 07.09.2010	36 Hub for combined load traffic Rhein/Ruhr	



For another 7 projects there is funding for planning services, funding for building costs is yet to be agreed upon

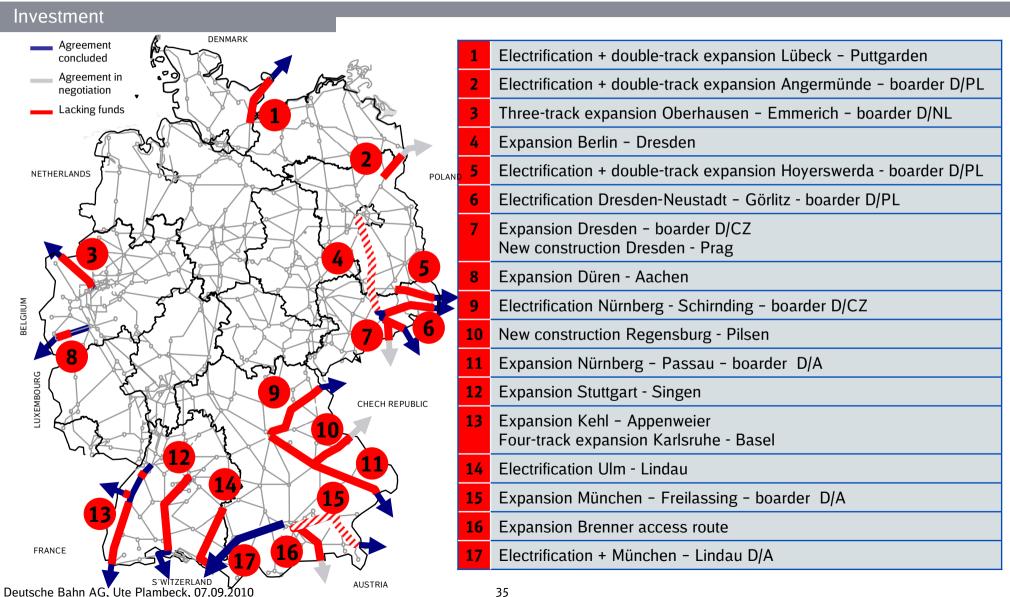
Investment



	Measures	Agreement with
1	Route to be expanded/newly built Hamburg/Bremen - Hannover	Federal Government
2	Fixed Fehmarnbelt Link	Federal Government
3	Route to be expanded Düsseldorf - Duisburg (Rhein-Rhur- Express)	Federal Government/ State
4	Route to be expanded Münster - Lünen	State
5	Route to be expanded D/NL Emmerich - Oberhausen	State/ TEN funding
6	Route to be expanded Ulm - Friedrichshafen - Lindau	State
7	Route to be expanded München - Mühldorf - Freilassing	TEN funding



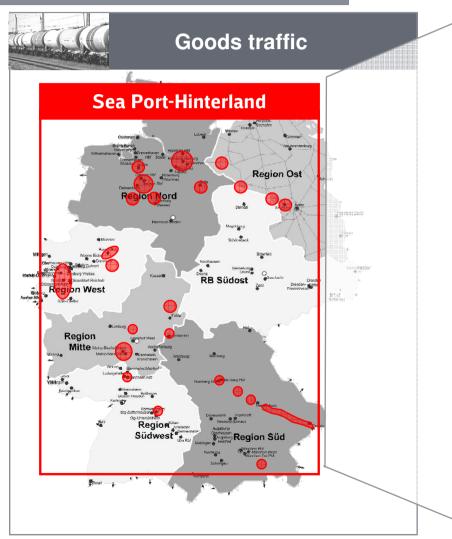
The Federal Government has committed itself to the development of international railway corridors and bilateral infrastructure projects





The Immediate Action Programme Sea Port Hinterland Transport (SPHT) will develop urgently needed rail network capacity

Investment Programme SPHT





Description:

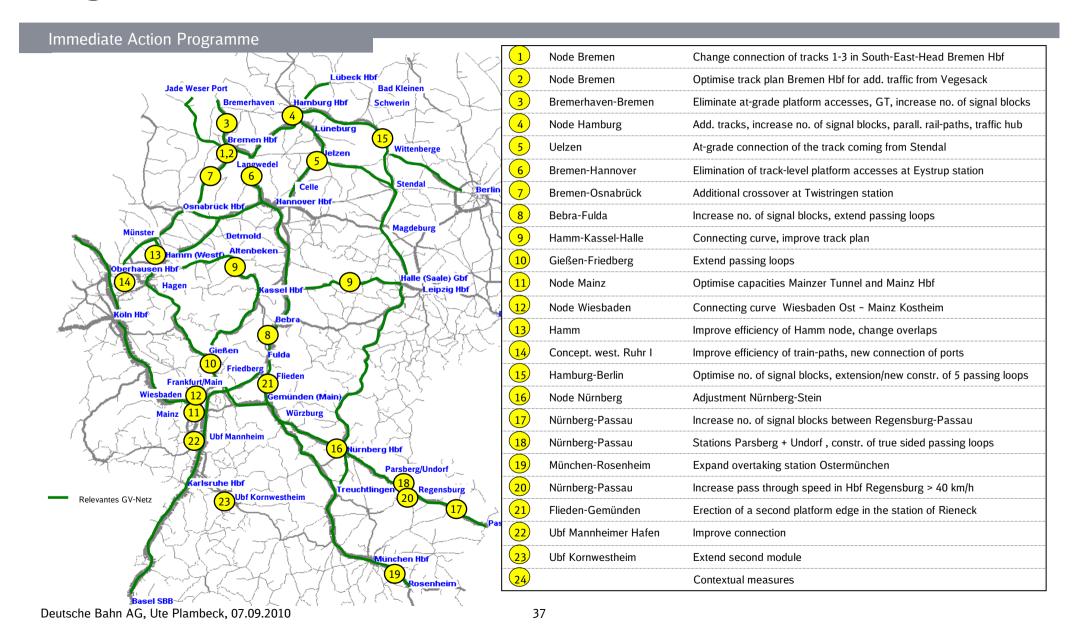
 24 measure packages (with more than 50 individual measures) in order to be able to absorb additional traffic from sea ports and to increase main corridor capacities promptly

Customer benefits

- Development of sufficient rail network capacity for predicted additional traffic until approx. 2015
- With the implementation of these measures, a capacity of up to 140 billion tkm for goods transport is developed.

Mobility Networks Logistics

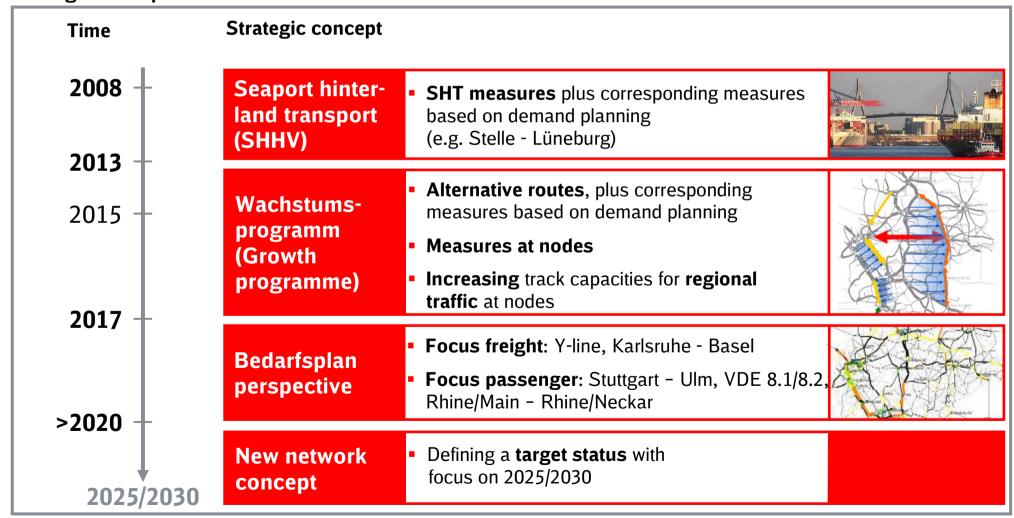
Overview of investive measures from the Immediate Action Programme





Gradual increase in rail network capacity will be achieved by various coordinated concepts

Strategic concept timeline

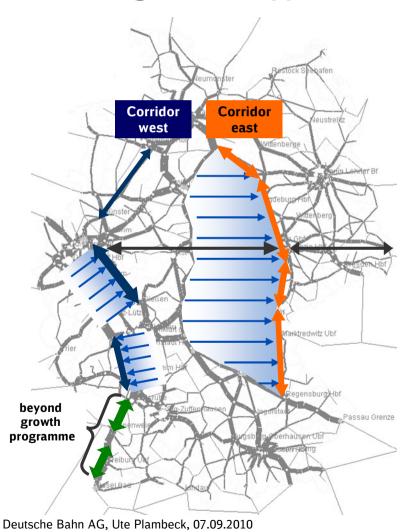




Implementation of Growth Programm is necessary in order to provide capacity according to demand by 2017

Growth Programme

Growth Programme - Approach and Elements



Basic Approach

- Eliminate expected capacity bottlenecks by 2017
- Expand alternative routes according to demand and take off load of big nodes

Core Elements

West-Corridor



- Ruhr-Sieg must absorb traffic Bremen Mannheim and Emmerich/Hagen - Würzburg
- Alsenzbahn must take off load of track section Bingen Mainz
- East-Corridor



- Steer additional traffic North-South to Passau/Munich via eastern axis
- Uelzen Stendal double-track
- Electrify Reichenbach Hof Regensburg
- Extend passing and maintenance loops in junction stations to 750m
- Node measures for goods and passenger traffic in order to increase capacity

Agenda



Deutsche Bahn at a glance

Strategic orientation

Fehmarn Belt Connection - www.deutschebahn.com/fbq

Railway connection Fehmarnbelt Link



Project profile



Traffic objectives:

Adequate connection of Fixed Fehmarnbelt Link to German railway network according to State Treaty.

Measures planned according to State Treaty:

- Double-track expansion between Bad Schwartau and Puttgarden (without Fehmarn Sound Bridge, starting up with one track in 2018, commissioning of both tracks in 2025)
- comprehensive electrification Lübeck Hbf Puttgarden by 2018

Alternatives according to preliminary draft planning:

- Alternative 1A: upgrade of existing train-path for 160 km/h with slight railway line improvements and by-passes around Neustadt and Oldenburg
- Alternatives A/E: additional by-passes of Baltic Sea towns to the east and west of motorway

Project Parameters:

length of rail route:

88 km 160 km/h

planned speed:

1 Bn. €

estimated cost* (planning and development cost) alternative 1A:

Railway-Hinterland connection of Fixed Fehmarnbelt Link



Planning stage

Planning basis

Premises	State Treaty between Federal Republic of Germany and

- 1. Building phase first track electrified by 2018
- 2. Building phase double-track expansion by 2025

Mandate by Federal Ministry of Transport most economic solution

the Kingdom of Denmark

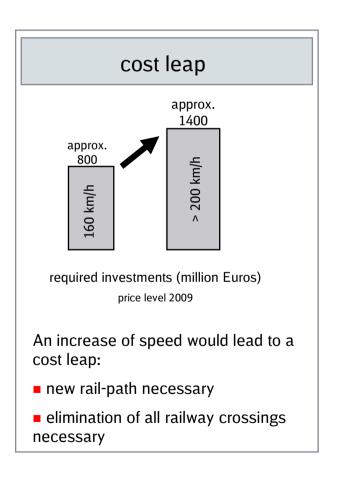
v = 160km/h (without tilt technology) with necessary railway line improvements trans-european high-speed rail-system

Basis
 Demand Plan Project (financed by Fed. Budget funds)
 Fed. Act on the Expansion of Railway Lines (BSchwAG)
 Fed. Act on Railway Crossings (EKrG)

Current planning is based on a railway design for $v_{max} = 160 \text{ km/h}$



Speed



an increase of speed > 200 km/h is not fundable.

planning basis

Planning Agreement
DB Netz AG - BMVBS
for vmax = 160 km/h

Railway- Hinterland connection of Fixed Fehmarnbelt Link



Further procedure

Current status -

- Currently, the regional planning procedure (Raumordnungsverfahren-ROV) by the Federal State of Schleswig-Holstein is underway
- In the context of assessing the projects of the Federal Traffic Route Plan, train frequency
 - Passenger traffic

Long-distance passenger traffic

Short-distance passenger traffic
track section Bad Schwartau - Neustadt(Holst)

26 trains per day and direction 8 trains per day and direction

track section Neustadt(Holst) - Fehmarn

11 trains per day and direction

Goods traffic

39 trains per day and direction

in the direction to and from Denmark was reappraised in coordination with the Ministry of **Transport in Copenhagen**

- Adjustment of current preliminary draft planning and impacts on time line are not yet measurable
- Corresponding results have to be awaited to start the next planning phase/plan approval!