Today, our portfolio comprises 5,350 stations and is subdivided into seven categories.

<table>
<thead>
<tr>
<th>No.</th>
<th>Active Stations</th>
<th>Categories &amp; Examples</th>
<th>No. of Travellers per Day</th>
</tr>
</thead>
<tbody>
<tr>
<td>21</td>
<td>1</td>
<td>Frankfurt am Main</td>
<td>~ 3.1m</td>
</tr>
<tr>
<td>82</td>
<td>2</td>
<td>Hamm (Westf.)</td>
<td>~ 2.5m</td>
</tr>
<tr>
<td>220</td>
<td>3</td>
<td>Baden-Baden</td>
<td>~ 3.0m</td>
</tr>
<tr>
<td>592</td>
<td>4</td>
<td>Montabaur</td>
<td>~ 3.9m</td>
</tr>
<tr>
<td>1,034</td>
<td>5</td>
<td>Rostock Lütten Klein</td>
<td>~ 2.1m</td>
</tr>
<tr>
<td>2,523</td>
<td>6</td>
<td>Hopfgarten</td>
<td>~ 1.1m</td>
</tr>
<tr>
<td>878</td>
<td>7</td>
<td>Außenried</td>
<td>~ 0.1m</td>
</tr>
</tbody>
</table>

Passenger volume as average values over different periods.

Mr. Paul – DB Station&Service – Station initiative

17-18 October 2013
In the last years few new stations were built – these however received high acceptance in society.

### Building of new stations DB 2005-2010

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of stations</th>
<th>Average Passengers per day</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005</td>
<td>13</td>
<td></td>
</tr>
<tr>
<td>2006</td>
<td>18</td>
<td></td>
</tr>
<tr>
<td>2007</td>
<td>6</td>
<td></td>
</tr>
<tr>
<td>2008</td>
<td>13</td>
<td></td>
</tr>
<tr>
<td>2009</td>
<td>11</td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td>11</td>
<td></td>
</tr>
</tbody>
</table>

Drivers for building of new stations were usually local authorities.

### Press comments on opening of new stations

- "We want to be there where people live, shop and work. Only then public transport serves its purpose."
- "New Station Koblenz-City: In the heart of town – closer, faster, in the center."
- "Increasing quality of life by new track connection now also in Bielefeld-Senne."
- "Happy customers in Bruck-mühl! Deutsche Bahn builds a new station in 2012."

DB improves the mobility in society and improves the attractiveness of the region.

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1 Adjusted average number of passengers 2010, n.a. for 11 stations

Mr. Paul – DB Station&Service – Station initiative

17-18 October 2013
The station network in Germany and the settlement areas have changed in the course of time.

**Status Quo**
- Railway stations are not located there, where people live and work today
- Distances more than 1.2 km (city area) or 2.4 km (country area) to the next railway station are hardly accepted anymore

**Solution**
- Systematic construction of new railway stations close to origins and destinations of sufficient size
- Use of sprint strong locos allow additional stops without significant loss of travel time compared with the status quo

**Suggestion**
New construction of especially smaller railway stations in Germany recruits many new customers

Source: Project Stationsoffensive
Mr. Paul – DB Station&Service – Station initiative
To identify possible new railway stations modeling methods and forecast of demand are applied

### Detailed modeling of the railway network in Germany

Input variables:
- 30,000 settlement areas
- 250,000 relations in the origins-destinations-matrix
- 34,000 track kilometers
- 5,400 existing railway stations
- 30,000 possible railway stations

### Forecast of demand
- Travelers (entrance and exit) minus cannibalization effect
- Estimation of construction costs and current costs
- Estimation formula for station platforms, building land improvements, and if so, elevators
- Estimation of costs for cleaning and maintenance Optimization procedures
- Selection of stations, which make sense from an infrastructural and economic point of view
- Consideration of interdependencies between railway stations

### Suggestions for new railway stations
- Objective: Development plan of railway stations in Germany (assessment of timetable and quantity survey of construction)

---

Source: Project Stationoffensive  
Mr. Paul – DB Station&Service – Station initiative

17-18 October 2013
A detailed investigation for each station and its surrounding verifies the potential
The analysis includes also information on other carriers such as buses and a detailed planning draft.
The target is a comprehensive master plan of possible new railway stations in Germany

Current approach
- Automatic model optimization to find possible train stops within DB rail network *(basic set)*
- Rough analysis with **infrastructural study** to identify stations that are practicable
- **Detailed analysis & validation** with manual check of possible railway stations
- Assessment of **timetable feasibility and construction**

Target
- Comprehensive **master plan** of possible new railway stations
- Indication where to invest in **sustainable infrastructure**
More revenues from ticket sales than additional costs – an approach for other railway companies?!

<table>
<thead>
<tr>
<th>Revenues</th>
<th>=</th>
<th>Costs</th>
<th>=</th>
<th>Profit</th>
</tr>
</thead>
<tbody>
<tr>
<td>customers</td>
<td>previous customers</td>
<td>costs TOCs (for sales and energy)</td>
<td></td>
<td>profit</td>
</tr>
<tr>
<td>x</td>
<td>travel distance [km]</td>
<td>maintenance and cleaning of stations</td>
<td></td>
<td></td>
</tr>
<tr>
<td>=</td>
<td>transport volume [Pkm]</td>
<td>capital costs (interest and depreciation)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>x</td>
<td>revenue [€ p. Pkm]</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>≈</td>
<td>total revenues</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Chance for other railway companies:**
- generate more customers and more profit by building new stations along the existing railway-network
- shifting of demand (from private car to public transport)
- good publicity and positive image effects
...Thank you

for your kind attention

Marcus Paul
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www.bahnhof.de | www.deutschebahn.com
The model results were reviewed in a multi-stage filter process.

Filter process of possible railway stations:

1. **Automatic model optimization with SPOT**
   - 30,000

2. **Rough analysis**
   - 2,200

3. **Detailed analysis & validation**
   - 800
   - 300-400

   Possible train stops within DB rail network (basic set)
   possible railway stations, which make sense from an infrastructural point of view
   possible railway stations manually checked
   possible railway stations timetable and construction checked (current estimation)

1. SPOT: Station Planning and Optimization Tool
Source: Project Stationoffensive

Mr. Paul – DB Station&Service – Station initiative

17-18 October 2013
There are different sources of financing

Financing of investments
- DB Station&Service AG (equity capital)
- EU (EFRE)
- Federal government (LuFV etc.)
- Land government (Local transport financing act [GVFG] etc.)
- Local authorities

Financing of operations
- DB Station&Service AG (station fees)
- DB Station&Service AG (rental fees)
- Investors / Tenants

Traffic station
- train-stop fees
- regulated services
- public funding

Passenger building
- rental fees
- mostly non-regulated services
- low amount of public funding

Mr. Paul – DB Station&Service – Station initiative