

Net financial debt is defined as the balance of interest-bearing external liabilities and finance lease liabilities as well as cash and cash equivalents and interest-bearing external receivables. The net financial debt of the segments also comprises the receivables and liabilities attributable to Group financing and internal finance lease.

Gross capital expenditures consist of capital expenditures in property, plant and equipment and intangible assets excluding capitalized borrowing costs. Net capital expenditures are calculated by deducting the participation of third parties in the financing of specific capital expenditure projects (essentially the investment grants of the Federal Government and the Federal states).

Additions from changes in the scope of consolidation are shown as part of segment gross capital expenditures, and comprise exclusively the capital expenditures in property, plant and equipment and intangible assets, including the goodwill acquired as part of company acquisitions or included in the consolidated financial statements for the first time.

The number of employees comprises the workforce, excluding trainees and dual degree students (students on courses combining theory and practice), at the end of the reporting period (part-time employees have been converted to full-time employees).

The accounting and valuation principles described for the segments are the same as those applicable for the consolidated financial statements of DB Group (**Basic principles and methods** [□ 188 ff.](#)). Intra-Group segment transactions are generally conducted on an arm's length basis.

### Explanations concerning the information by regions

External revenues are stated on the basis of the registered offices of the Group company providing the service.

Non-current assets are allocated on the basis of the location of the company. The non-current assets comprise intangible assets, property, plant and equipment as well as non-current receivables and other assets (excluding financial instruments, deferred tax assets, rights from insurance policies as well as assets in conjunction with benefits after termination of the employment agreement).

### Information concerning major customers

In the year under review as in the previous year, no single customer accounted for more than 10% of overall Group revenues.

## Risk management and derivative financial instruments

### Management of financial and energy price risks

As a mobility, transport and logistics group with international operations, DB Group is exposed to financial risks in the form of changes in interest rates and exchange rates. In addition, there are also energy price risks on the procurement side as a result of fluctuations in the prices of diesel fuel and electricity. One of the aspects of corporate policy is to actively manage and thus limit these risks by means of the use of derivative financial instruments.

DB AG is responsible for all financing and hedging transactions of DB Group with its central Group Treasury, and operates in close cooperation with the subsidiaries, where the risk positions primarily rise. Group Treasury follows the relevant regulations for risk management (minimum requirements for risk management (Mindestanforderungen an das Risikomanagement; MaRisk) and Corporate Sector Supervision and Transparency Act (Gesetz zur Kontrolle und Transparenz im Unternehmensbereich; KonTraG)). Speculation is not permitted. Ongoing market and risk assessment takes place as part of risk management.

Derivative financial instruments are used exclusively for hedging interest, currency and energy price risks. All individual transactions correspond to on-balance-sheet or anticipated underlyings (for instance bonds, purchases of diesel fuel and electricity). The aim is to achieve qualification as an effective hedge in accordance with IFRS 9.

### Interest rate risks

The interest rate risks are attributable to borrowings raised in conjunction with variable interest rates.

In accordance with IFRS 7, the effects of theoretical changes in market interest rates on income and shareholders' equity are investigated by means of a sensitivity analysis. For this purpose, the following financial instruments are considered:

- ▶ Derivatives designated in cash flow hedges (interest hedges and cross-currency hedges) have an impact on the hedge reserve in shareholders' equity and are therefore taken into consideration in the sensitivity calculations relating to shareholders' equity.
- ▶ The sensitivity calculations for net interest income include financial instruments with variable interest (cash at banks, short-term borrowings/investments, cross-currency swaps, loans, finance leases).

If the level of market interest rates for the exposure had been 100 basis points higher (lower) as of the balance sheet date, the comprehensive income would have been affected as follows:

(€ million)	2018		2017	
	Change in market level of interest rates			
	+100 BP <sup>1)</sup>	-100 BP <sup>1)</sup>	+100 BP <sup>1)</sup>	-100 BP <sup>1)</sup>
Impact on comprehensive income	+28	-31	+40	-43
thereof net profit for the year	+7	-7	+8	-8
thereof covered directly in equity	+21	-24	+21	-24

<sup>1)</sup> Basis points.

### Foreign currency risks

The foreign currency risks are attributable to financing measures and operating activities.

In order to avoid interest rate and foreign currency risks, the foreign currency bonds issued and loans within the framework of Group financing are converted into euro liabilities and receivables by means of cross-currency swaps. However, it is not necessary for such bonds to be converted in individual cases if there is a guarantee that the bond can be serviced out of inflows of foreign currency payments.

Subsidiaries hedge all significant foreign currency positions in their functional currency via Group Treasury. In exceptional cases and to a limited extent, subsidiaries are permitted to hedge foreign currency positions with banks themselves.

The currency sensitivity analysis in accordance with IFRS 7 is based on the following assumptions:

- ▶ The cross-currency swaps which are concluded and the current currency transactions are always allocated to original underlyings.
- ▶ All major foreign currency positions arising from operating activities are always 100% hedged. If exchange rate changes are 100% hedged, they do not have any impact on profits or equity capital.
- ▶ Foreign currency risks can only occur if a 100% hedge does not exist in justified exceptional cases; for instance if a conservative estimate is made for hedge volumes for anticipated foreign currency cash flows in order to avoid overhedging.

- ▶ On-balance-sheet foreign currency risks may result from energy price hedging which is not denominated in the respective functional currency.

If the following foreign currencies for currency hedges had weakened (or strengthened) by 10% as of the balance sheet date, comprehensive income would not have been significantly affected.

(€ million)	2018		2017	
	Appreciation of foreign currency by			
	+10%	-10%	+10%	-10%
USD	+4	-4	+7	-7
CNY	+4	-5	+3	-3
ILS	+1	-1	0	0
QAR	+1	-1	+1	-1
SAR	+1	-1	+1	-1
MXN	0	0	-1	+2
SGD	-2	+2	0	0
TRY	-1	+2	0	0

DB Group has numerous equity investments in foreign subsidiaries, whose net assets are exposed to a translation risk. This translation risk is not perceived to be a foreign currency risk for the purposes of IFRS 7, and is not hedged.

### Energy price risks

The Energy Price Risk Management Committee (ERMC) is responsible for managing and minimizing energy risks; this committee is responsible for ensuring the implementation of the risk policy of DB Group specifically with regard to energy price risks (in particular for procurement of diesel and electricity). The ERMC takes decisions with regard to specific hedging strategies and measures in which financial and energy derivatives are used.

Swaps relating to the commodities underlying the price formulae (coal and heavy fuel oil) are used as hedges for the risks of price changes for sourcing electricity.

As of Dec 31 (€ million)	Financial assets/ liabilities shown in the balance sheet		Related amounts which are not netted in the balance sheet					
	2018	2017	Financial Instruments		Cash securities received/provided		Net amounts	
			2018	2017	2018	2017	2018	2017
Derivative financial instruments – assets	263	179	-149	-111	-114	-61	0	7
Derivative financial instruments – liabilities	391	382	-149	-111	-216	-271	26	0

The assets of financial derivatives and thus the maximum counterparty default risk have increased as a result of exchange rate fluctuations of the euro against other currencies, particularly against the Swiss franc and the Japanese yen. The liabilities of derivative financial instruments have increased only slightly. The cash collateral provided is still predom-

inant. The maximum individual risk (default risk in relation to individual contract partners) is € 54 million (as of December 31, 2017: € 33 million) and exists in relation to a bank with a Moody's rating of A1. For transactions with terms of more than one year, all contract partners which are exposed to a default risk have a Moody's rating of at least Baa2.

Diesel price risks are for instance limited by taking out diesel swaps (hybrid hedges of diesel price and currency risks and individual hedges of currency risks are possible in exceptional cases).

The following assumptions have been made for performing the sensitivity analyses in accordance with IFRS 7:

- ▶ In the case of energy price swaps, the effective part is recognized in shareholders' equity, and the ineffective part is recognized in the income statement.
- ▶ If options are used (collars), the intrinsic value constitutes the effective part of the hedge, so that the intrinsic value is shown in shareholders' equity. On the other hand, the fair value is not part of the hedge, and is shown in the income statement.

If the energy prices at the end of the year had been 10% lower (or higher), comprehensive income would have been affected as follows:

(€ million)	2018		2017	
	Changes in market prices			
	+10%	-10%	+10%	-10%
Impact on comprehensive income	+71	-71	+50	-50
thereof covered directly in equity	+71	-71	+50	-50
Diesel	+42	-42	+50	-50
Hard coal	+29	-29	0	0

### Counterparty default risk of interest, currency and energy derivatives

The default risk is actively managed by way of strict requirements relating to the creditworthiness of the counterparty at the point at which the transactions are concluded and also throughout the entire life of the transactions, and also by way of defining risk limits.

In order to minimize the credit risk of derivatives, DB AG has concluded credit support agreements (CSAs) with its core banks. In the CSA, it was agreed that both parties would mutually provide cash securities for interest and cross-currency swaps as well as energy derivatives. Securities are exchanged daily with all relevant banks.

Related amounts which are not netted in the balance sheet:

**Liquidity risk**

Liquidity management involves maintaining adequate liquid assets, constantly checking the commercial paper market for ensuring adequate market liquidity and depth, and the constant availability of financial resources via **guaranteed credit facilities of banks (Note (28) ¶ 213 ff.)**.

The following table shows the contractually agreed undiscounted interest payments and redemption payments relating to the original financial liabilities as well as the derivative financial instruments with a positive and negative fair value of DB Group:

	2019		2020		2021-2023		2024-2028		2029 ff.	
	Fixed/ variable interest	Redem- tion	Fixed/ variable interest	Redem- tion	Fixed/ variable interest	Redem- tion	Fixed/ variable interest	Redem- tion	Fixed/ variable interest	Redem- tion
<b>Maturity analysis of financial liabilities</b> as of Dec 31, 2018 (€ million)										
<b>NON-DERIVATIVE FINANCIAL LIABILITIES</b>										
Interest-free loans	-	178	-	163	-	469	-	155	-	-
Bonds	438	1,900	359	1,940	821	5,441	713	6,669	396	3,666
Commercial paper	-	-	-	-	-	-	-	-	-	-
Bank borrowings	0	240	0	4	-	401	-	1	-	-
EUROFIMA loan	8	-	8	-	8	200	-	-	-	-
Finance lease liabilities	19	44	18	43	42	136	47	140	111	199
Finance liabilities from transport concessions	1	6	1	6	7	20	1	13	-	-
Other financial liabilities	3	196	-	24	-	7	-	1	-	-
Trade payables	-	5,157	-	59	-	80	-	20	-	-
Other/miscellaneous liabilities	-	3,399	-	13	-	22	-	39	-	-
<b>DERIVATIVE FINANCIAL LIABILITIES (NET/GROSS SETTLED)</b>										
Cross-currency derivatives connected with cash flow hedges	59	30	58	439	124	321	122	1,407	16	448
Interest derivatives not connected with cash flow hedges	-	-	-	-	-	-	-	-	-	-
Interest derivatives connected with cash flow hedges	5	-	5	-	4	-	-	-	-	-
Currency derivatives connected with cash flow hedges	-	463	-	-	-	-	-	-	-	-
Currency derivatives not connected with cash flow hedges	-	1,131	-	2	-	-	-	-	-	-
Energy price derivatives	20	-	12	-	12	-	4	-	-	-
<b>DERIVATIVE FINANCIAL ASSETS (GROSS SETTLED)</b>										
Cross-currency derivatives connected with cash flow hedges	65	301	58	649	108	530	77	1,364	26	506
Interest derivatives not connected with cash flow hedges	-	-	-	-	-	-	-	-	-	-
Interest derivatives connected with cash flow hedges	-	-	-	-	-	-	-	-	-	-
Currency derivatives connected with cash flow hedges	-	339	-	0	-	-	-	-	-	-
Currency derivatives not connected with cash flow hedges	-	726	-	38	-	7	-	-	-	-
Energy price derivatives	-	-	-	-	-	-	-	-	-	-
<b>VOLUNTARY INFORMATION ABOUT DERIVATIVES</b>										
<b>DERIVATIVE FINANCIAL ASSETS (NET SETTLED)</b>										
Cross-currency derivatives connected with cash flow hedges	-	-	-	-	-	-	-	-	-	-
Interest derivatives not connected with cash flow hedges	-	-	-	-	-	-	-	-	-	-
Interest derivatives connected with cash flow hedges	-	-	-	-	-	-	-	-	-	-
Currency derivatives connected with cash flow hedges	-	-	-	-	-	-	-	-	-	-
Currency derivatives not connected with cash flow hedges	-	0	-	0	-	-	-	-	-	-
Energy price derivatives	-15	-	-13	-	-22	-	-6	-	-	-
<b>INFLOW OF FUNDS FROM DERIVATIVE FINANCIAL INSTRUMENTS (GROSS SETTLED)</b>										
Cross-currency derivatives connected with cash flow hedges	-116	-372	-112	-1,155	-272	-870	-250	-2,676	-63	-915
Interest derivatives not connected with cash flow hedges	-	-	-	-	-	-	-	-	-	-
Interest derivatives connected with cash flow hedges	-	-	-	-	-	-	-	-	-	-
Currency derivatives connected with cash flow hedges	-	-800	-	-	-	-	-	-	-	-
Currency derivatives not connected with cash flow hedges	-	-1,856	-	-42	-	-8	-	-	-	-
Energy price derivatives	-	-	-	-	-	-	-	-	-	-
<b>FINANCIAL WARRANTIES</b>										
Financial warranties	-	17	-	-	-	-	-	-	-	-

	2018		2019		2020-2022		2023-2027		2028 ff.	
	Fixed/ variable interest	Redemp- tion	Fixed/ variable interest	Redemp- tion	Fixed/ variable interest	Redemp- tion	Fixed/ variable interest	Redemp- tion	Fixed/ variable interest	Redemp- tion
<b>Maturity analysis of financial liabilities</b> as of Dec 31, 2017 (€ million)										
<b>NON-DERIVATIVE FINANCIAL LIABILITIES</b>										
Interest-free loans	-	204	-	178	-	476	-	311	-	-
Bonds	481	1,900	401	1,942	824	5,453	654	6,561	331	3,842
Commercial paper	-	-	-	-	-	-	-	-	-	-
Bank borrowings	0	121	0	5	1	404	-	1	-	-
EUROFIMA loan	8	-	8	-	16	200	-	-	-	-
Finance lease liabilities	21	75	16	33	41	103	45	121	114	169
Finance liabilities from transport concessions	1	6	1	6	1	19	0	21	-	-
Other financial liabilities	3	58	3	102	-	1	-	1	-	-
Trade liabilities	-	5,157	-	59	-	80	-	20	-	-
Other/miscellaneous liabilities	-	3,399	-	13	-	22	-	39	-	-
<b>DERIVATIVE FINANCIAL LIABILITIES (NET/GROSS SETTLED)</b>										
Cross-currency derivatives connected with cash flow hedges	58	241	53	106	116	730	85	1,143	11	261
Interest derivatives not connected with cash flow hedges	-	-	-	-	-	-	-	-	-	-
Interest derivatives connected with cash flow hedges	5	-	5	-	4	-	-	-	-	-
Currency derivatives connected with cash flow hedges	-	717	-	-	-	-	-	-	-	-
Currency derivatives not connected with cash flow hedges	-	886	-	7	-	-	-	-	-	-
Energy price derivatives	22	-	9	-	15	-	6	-	-	-
<b>DERIVATIVE FINANCIAL ASSETS (GROSS SETTLED)</b>										
Cross-currency derivatives connected with cash flow hedges	63	126	60	216	127	668	121	1,517	39	599
Interest derivatives not connected with cash flow hedges	-	-	-	-	-	-	-	-	-	-
Interest derivatives connected with cash flow hedges	-	-	-	-	-	-	-	-	-	-
Currency derivatives connected with cash flow hedges	-	208	-	0	-	-	-	-	-	-
Currency derivatives not connected with cash flow hedges	-	901	-	3	-	1	-	-	-	-
Energy price derivatives	-	-	-	-	-	-	-	-	-	-
<b>VOLUNTARY INFORMATION ABOUT DERIVATIVES</b>										
<b>DERIVATIVE FINANCIAL ASSETS (NET SETTLED)</b>										
Cross-currency derivatives connected with cash flow hedges	-	-	-	-	-	-	-	-	-	-
Interest derivatives not connected with cash flow hedges	-	-	-	-	-	-	-	-	-	-
Interest derivatives connected with cash flow hedges	-	-	-	-	-	-	-	-	-	-
Currency derivatives connected with cash flow hedges	-	-	-	-	-	-	-	-	-	-
Currency derivatives not connected with cash flow hedges	-	0	-	0	-	-	-	-	-	-
Energy price derivatives	-16	-	-11	-	-15	-	-8	-	-	-
<b>INFLOW OF FUNDS FROM DERIVATIVE FINANCIAL INSTRUMENTS (GROSS SETTLED)</b>										
Cross-currency derivatives connected with cash flow hedges	-115	-361	-104	-347	-262	-1,396	-260	-2,612	-67	-825
Interest derivatives not connected with cash flow hedges	-	-	-	-	-	-	-	-	-	-
Interest derivatives connected with cash flow hedges	-	-	-	-	-	-	-	-	-	-
Currency derivatives connected with cash flow hedges	-	-924	-	-	-	-	-	-	-	-
Currency derivatives not connected with cash flow hedges	-	-1,787	-	-10	-	-1	-	-	-	-
Energy price derivatives	-	-	-	-	-	-	-	-	-	-
<b>FINANCIAL WARRANTIES</b>										
Financial warranties	-	17	-	-	-	-	-	-	-	-

This includes all instruments which were held as of December 31, 2018 and for which payments had already been agreed. Foreign currency amounts have been translated using the spot rate applicable as of the reference date. The variable interest payments attributable to the financial instruments have been calculated on the basis of the interest rates applicable on December 31, 2018 (previous year: on December 31, 2017). Financial liabilities which can be repaid at any time are allocated to the earliest possible time segment.

The financial liabilities are opposed by cash and cash equivalents of € 3,544 million (as of December 31, 2017: € 3,397 million), consisting of positive account balances and current fixed-term deposits.