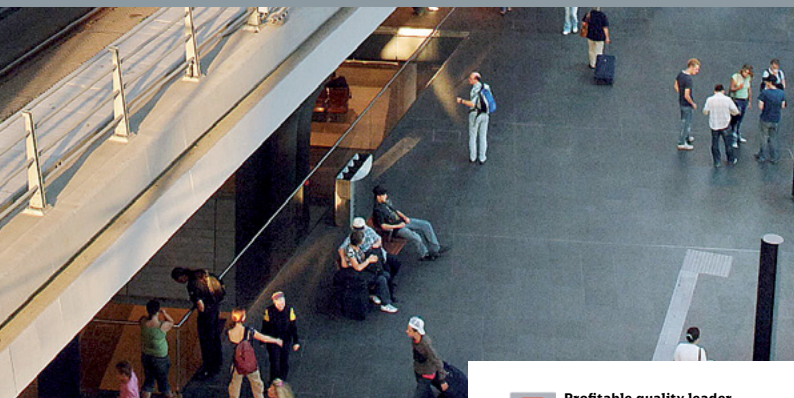




Supplier Management at Deutsche Bahn AG



Profitable quality leader
Top employer
Eco-pioneer

Four phases for a continuous process

1

Supplier Qualification



Companies start the qualification process on their own at www.deutschebahn.com/supplier and log in to our central supplier management tool SMaRT.

We use the following criteria to check whether potential suppliers are a good technical and business fit: **expertise, effectiveness, reliability and compliance.**

We add suppliers that meet the criteria and provide necessary company and technical information, if applicable, to the pool of potential DB contractual partners – per commodity group (specific product or service) and usually dependent on a contract award.

A company can qualify for more than one commodity group, for a qualification period of 48 months for each group.

2

Supplier Development



Suppliers that do not yet meet the basic requirements can arrange individual **development measures** with us independently of a contract award.

Clear rules for the cooperative partnership

3

Supplier Appraisal



Appraised suppliers receive a **rating in the dimensions of quality, costs and on-time performance** at least once a year.

We appraise suppliers based on the deliverables provided according to contractual provisions.

There are four possible ratings: The supplier exceeded DB's requirements (Outstanding); met requirements (Good); was partly consistent with the requirements (Restricted); or did not meet requirements (Poor).

4

Supplier Adjustment



Based on the rating, we then apply one of four strategies: **Commit to the supplier in the long term, cultivate and strengthen, adjust, or phase out.** We agree on individual measures with the supplier and follow up on the implementation.

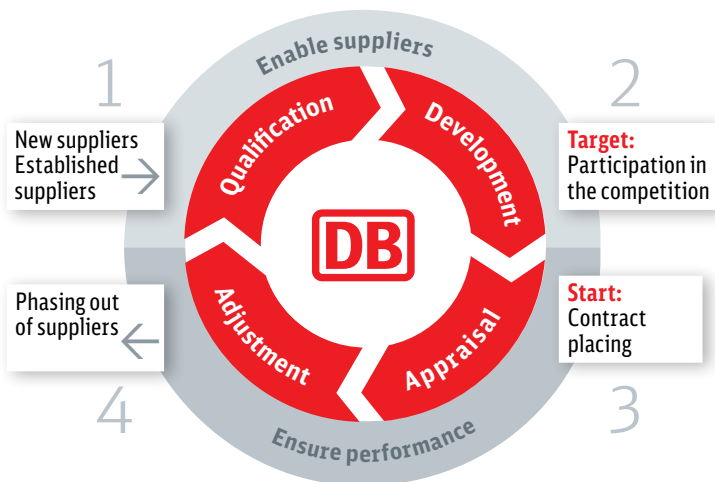
The voluntary process is based on a partnership relation and on contract award policies.

We believe in the continuous development of existing and new suppliers alike to optimize the quality and quantity of our supplier pool.

Advantages at a glance

- Minimized use of resources within the tender process
- Qualification for DB orders
- Stimulation of quality and innovation management
- Feedback on development
- Supplier management tool SMaRT as joint collaboration platform
- Possibility for self-promotion
- Digital processing
- Transparency through quality standards
- Benchmarking

Supplier Management at Deutsche Bahn



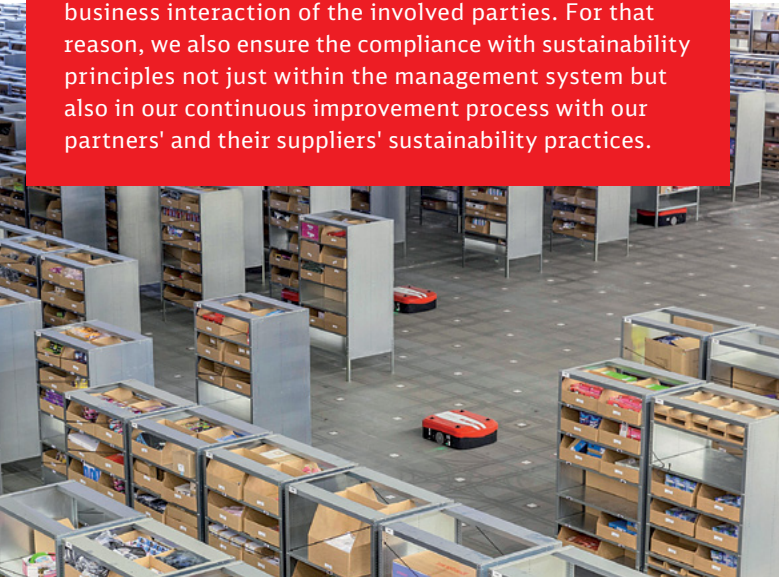
A partnership process

Suppliers are our partners for ensuring the Group's success. Their deliverables are the beginning of the value chain – and are key for Deutsche Bahn's competitive strength.

Principle and goals

Our supplier management system makes procurement a strategic competitive factor. We work with reliable partners to ensure high quality standards using a standardized process. Supplier management is used throughout the Group and is anchored in DB's main IT systems. In the medium and long term we optimize DB Group's security of supply, cost level and process efficiency by continuously developing our supplier portfolio.

The goals are only achievable on the basis of a responsible business interaction of the involved parties. For that reason, we also ensure the compliance with sustainability principles not just within the management system but also in our continuous improvement process with our partners' and their suppliers' sustainability practices.



More information about Supplier Management at DB, FAQ and additional documents are available for download at:

www.deutschebahn.com/supplier

Questions?

Our supplier hotline will be pleased to help you!

Tel.: +49 (0) 1806 673040*

Monday to Friday 9 am to 3 pm

einkauf-online@deutschebahn.com

*Calls cost a flat rate of EUR 0.20 from German landlines and up to EUR 0.60 from German mobile networks



Deutsche Bahn is a member of the Railspensible industry initiative - for a sustainable and efficient supply chain in the rail industry.

Benefits for suppliers: Visibility of your achievements and differentiation through sustainable practices.

www.railsponsible.org

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