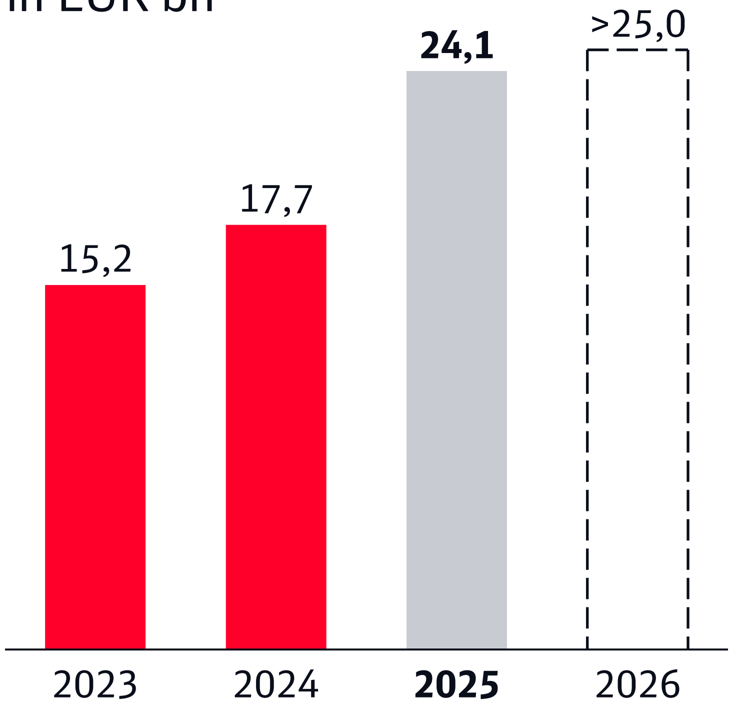
OVERHEAD LINE SYSTEMS

Demand and opportunities for suppliers

September 2026 | InnoTrans

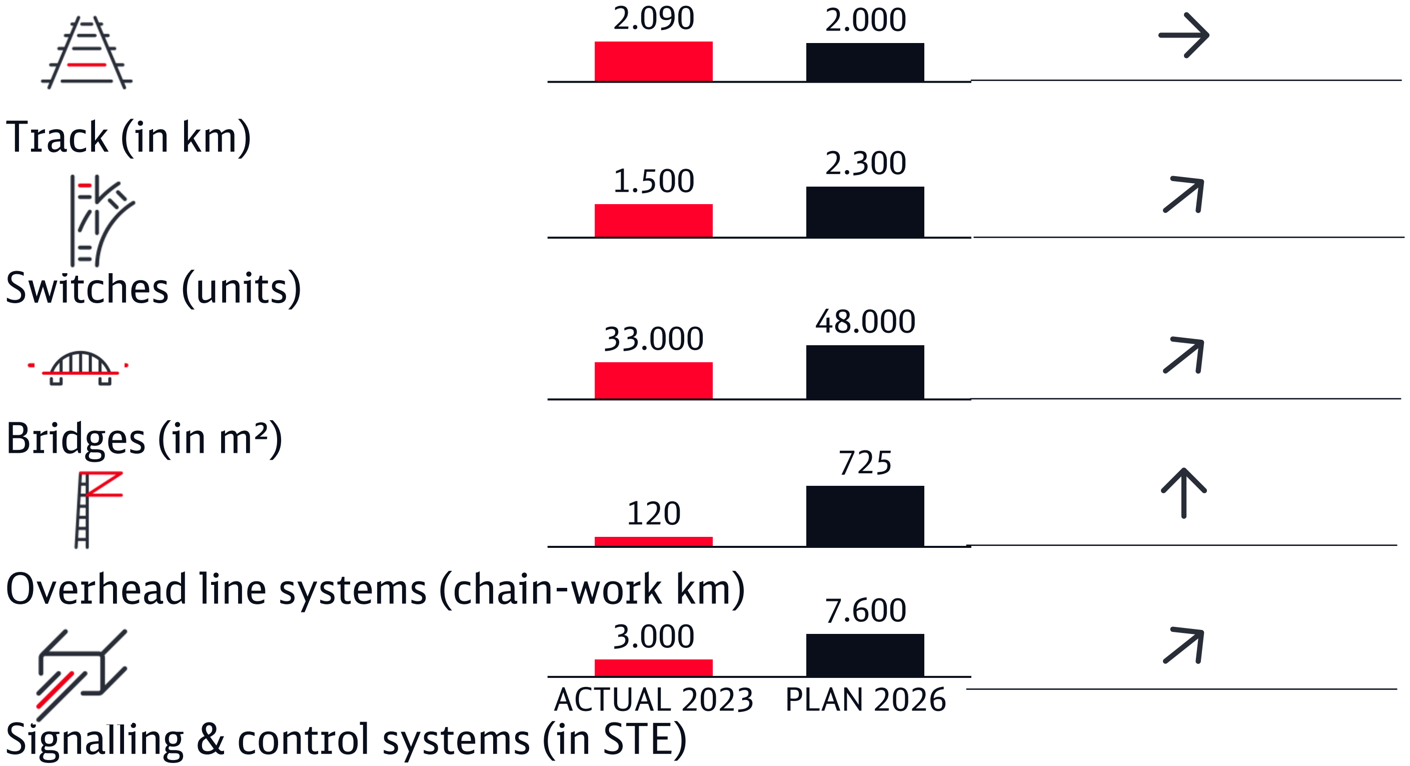
Overview: Infrastructure demand is growing significantly – creating new opportunities for our suppliers

Infrastructure procurement volume
in EUR bn



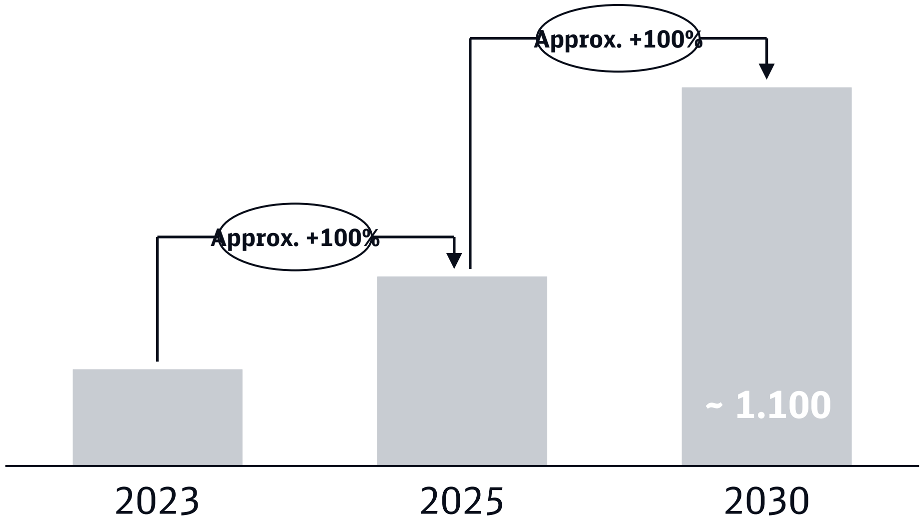
Demand volumes: 2023 vs. 2026

Development trend



Demans for overhead line construction will double in the long-term – we need additional partners to deliver

Development of overhead line construction volumes
in chain-work km

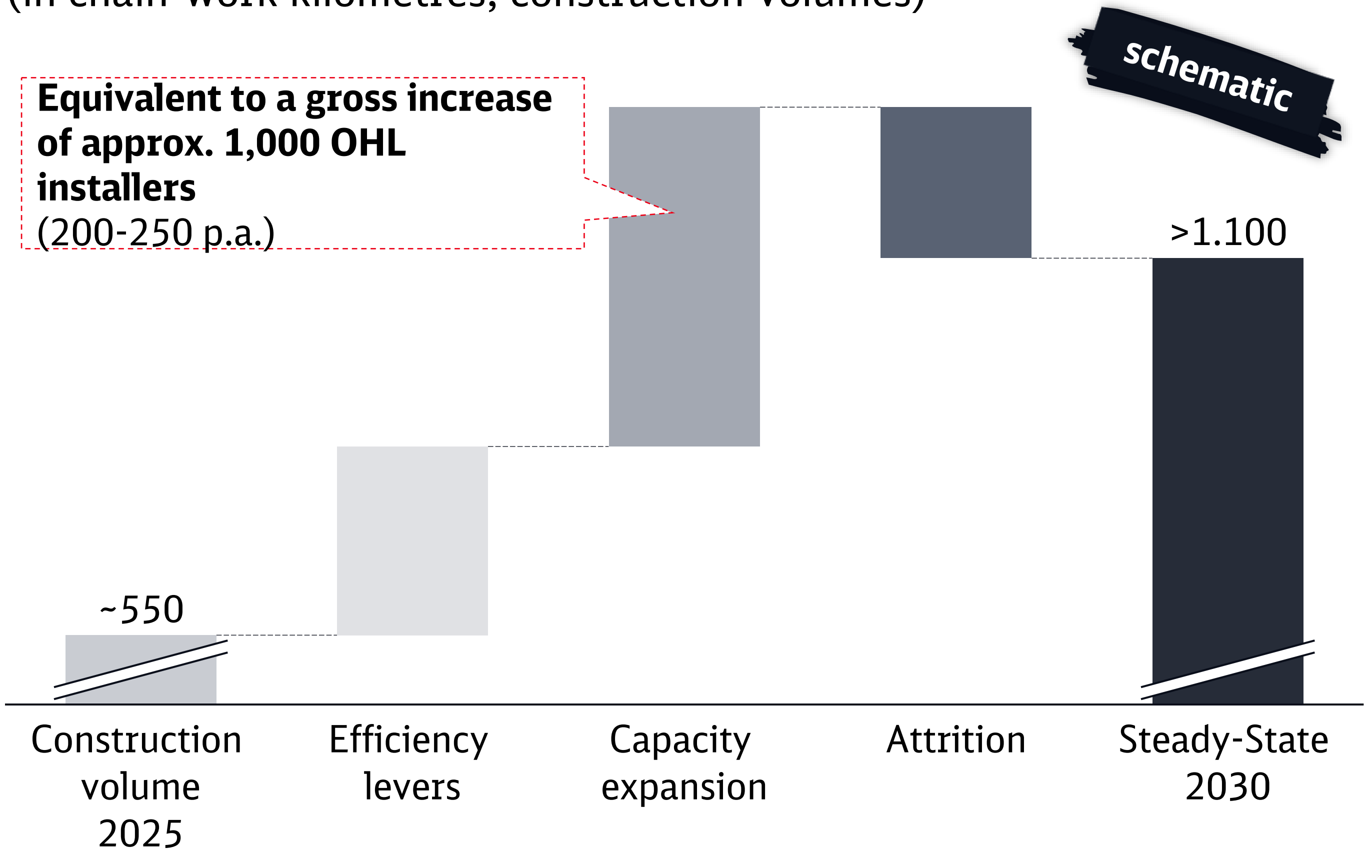


- Long-term construction volumes of more than 1,000 chain-work km based on current demand forecasts
- Demand is expected to increase by more than 500 chain-work km over the coming years – effectively doubling the required capacity

Joint efforts are needed to close the gap!

TOGETHER WITH OUR PARTNERS, WE ARE BUILDING THE CAPACITY NEEDED FOR 2030

Potential levers to close the capacity gap by 2030
(in chain-work kilometres, construction volumes)



Indicative estimate of lever impact – to be validated within the programme

- Steady state 2030 should be considered the minimum requirement (additional postponements and construction peaks not included)
- Capacity expansion of approx. 1,000 installers required (exact figure to be determined jointly)

Efficiency levers – primarily on the part of DB InfraGO: Construction efficiency, project stability, sufficient lead times, and quality of planning and tendering

Capacity expansion – industry levers:

1. Attracting companies from other European countries
2. Organic capacity growth + AOLA
3. Recruitment of skilled workers from non-European countries

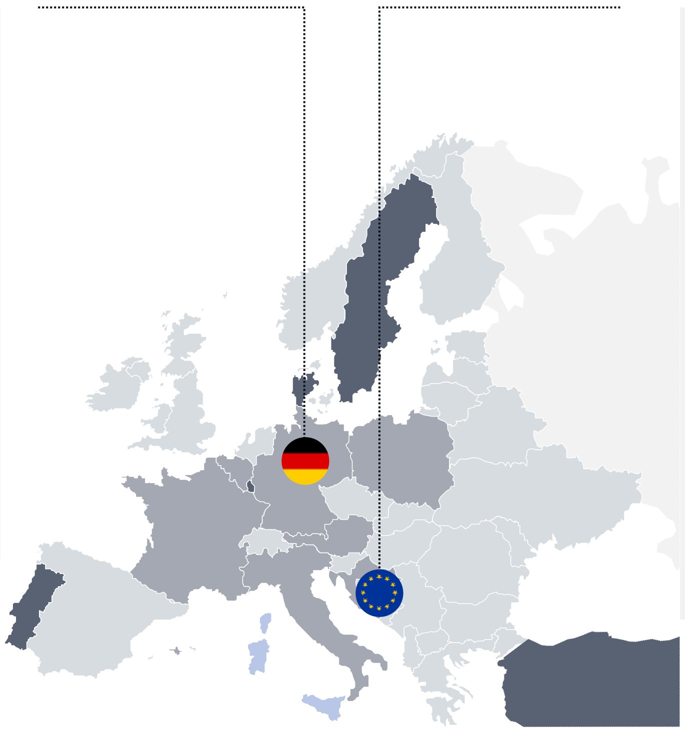
Natural attrition further reduces available capacity (10% p.a. assumed here, e.g. due to demographic effects)

THE MARKET IS GROWING – WE ARE LOOKING FOR ADDITIONAL PARTNERS ACROSS EUROPE

Supplier overview

Germany

- Oligopolistic market, resulting in limited competition
- Increase in prequalified companies from 13 in 2022 to currently 24 prequalified suppliers
- Market entry barriers: approval of vehicles/machinery and German language requirements
- **Therefore: Additional European partners are needed to meet growing demand.**



Europe

- European market with significant growth potential driven by high levels of electrification
- Systematic market screening across Europe through various channels, including industry associations and trade fairs
- Since 2022, 11 European suppliers have been prequalified for the German market
- **Therefore: Attracting additional European suppliers is essential to expand capacity**

Info: Countries marked in middle-grey have DB suppliers with prequalification (PQ). Countries marked in dark-grey currently have suppliers without PQ that are in the acquisition process. Countries marked in light-grey currently have no suppliers involved in the OHL supplier acquisition process.

TOGETHER WITH THE INDUSTRY, WE ARE CREATING THE CONDITIONS FOR THE RAMP-UP

We are focusing on the key challenges...

Minimise project postponements and ensure a **stable project pipeline**

Introduce innovative construction methods and ensure **efficient construction processes**

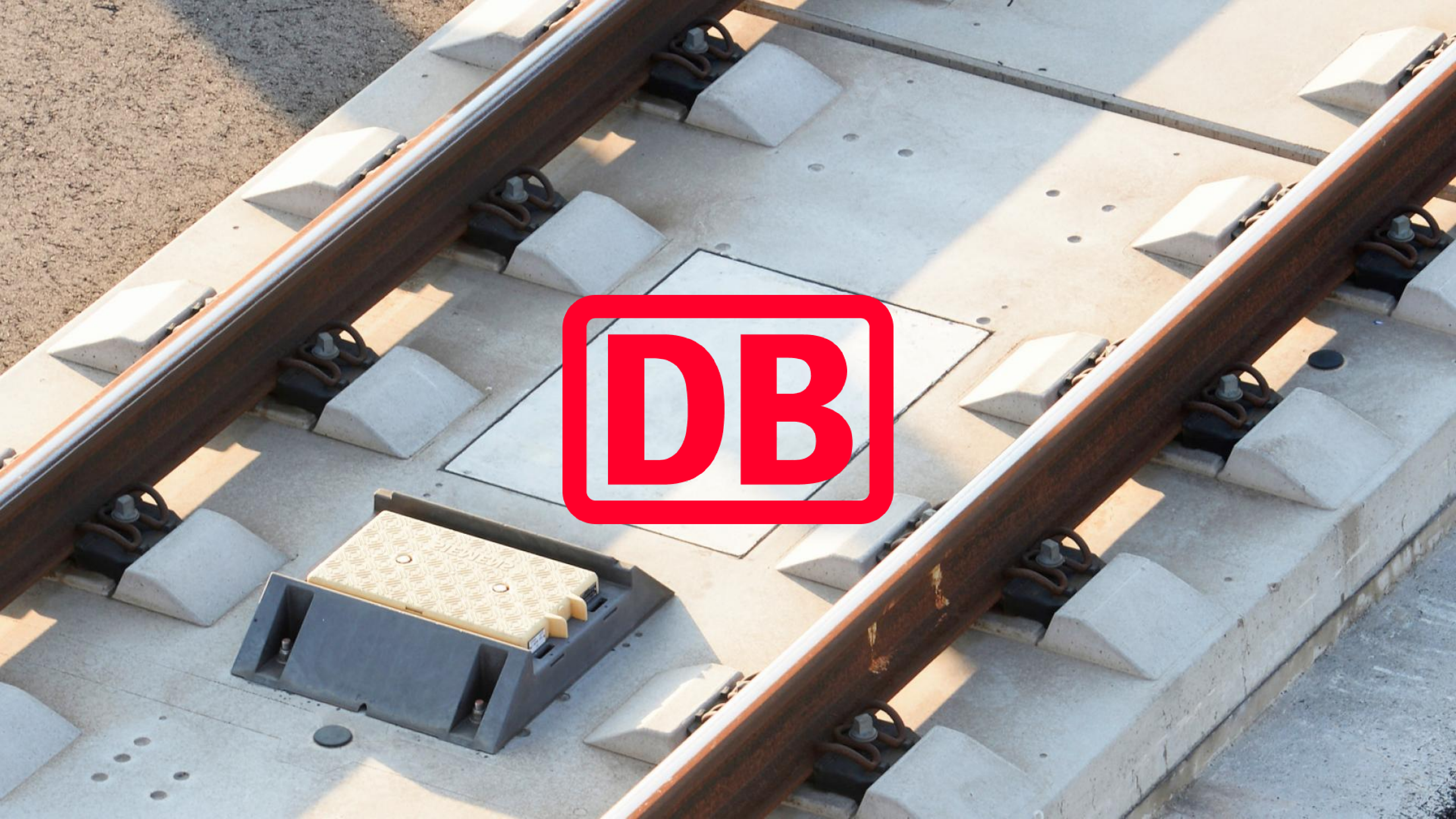
Build up resources, particularly skilled workers and machinery

...and are tackling these topics decisively through the programme

Project management

Fields of action	**1 Identify & prioritise demand**	**2 Increase market capacity**	**3 Develop technology & improve construction processes**
Levers	• Prioritise projects • Stabilise demand	• Build up and qualify additional capacity (skilled workers & machinery) • Accelerate approval processes • Explore new contractual models	• Introduce new, innovative construction methods • Improve quality and efficiency in planning and construction processes

Establishment of a joint VDB/DB project structure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