

Asia Pacific Strategy and Market Outlook

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AGENDA



- DHL Global Forwarding Asia Pacific
- 2012 Business Priorities
- Market Outlook

DHL Global Forwarding Asia Pacific



DHL Global Forwarding Asia Pacific

- Countries/ Sub-regions
 - ✓ China
 - ✓ Hong Kong
 - ✓ Taiwan
 - ✓ Japan
 - ✓ Korea
 - ✓ South Asia
 - ✓ South East Asia
 - ✓ South Pacific

- Covering 20 countries with footprints in Mongolia
 - Over 10,000 employees in the region
 - 20 countries
 - 314 locations
 - 26 highly secured sites

*1. South Asia: India, Thailand, Bangladesh, Sri Lanka, Pakistan
2. South East Asia: Cambodia, Indonesia, Malaysia, Philippines, Singapore, Vietnam
3. South Pacific: Australia, New Zealand, Fiji, Papua New Guinea

2012 Business Priorities

1

Sustainable Growth



- Intra Asia Growth
- Grow Import
- Sector Development
- Grow Asian Multinational Companies

2

Maximized Profitability



- Best Shoring

3

Customer & Operational Excellence



- Go Green Development
- Customer Improvement Program
- Alternative Solutions

4

Best Team



- Active Leadership
- Talent Development Programs
- Recognition Programs

5

Transformation/ NFE Agenda

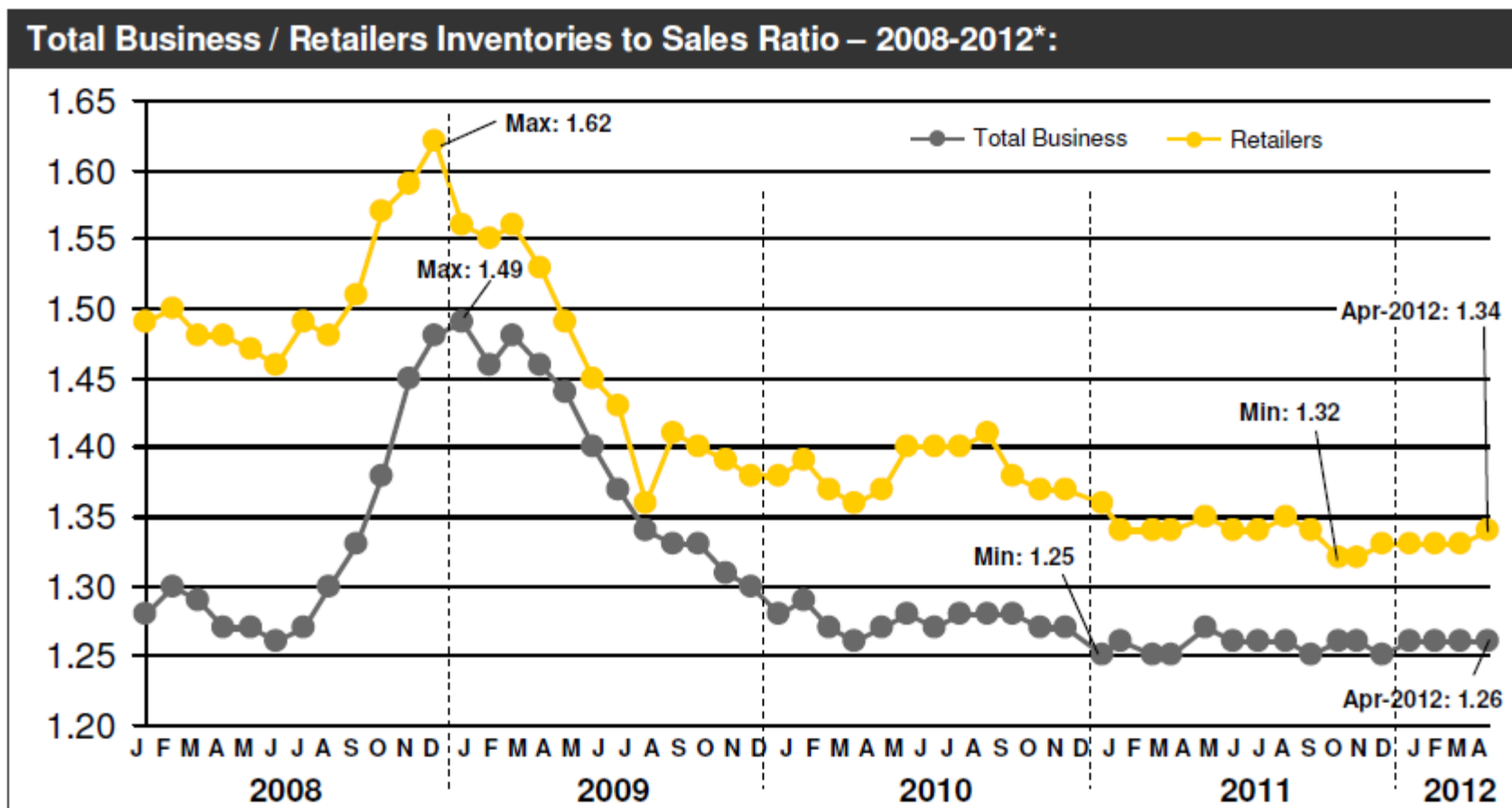


- New Forwarding Environment

Market Outlook- US Total Business/ Retailers Inventories to Sales Ratio



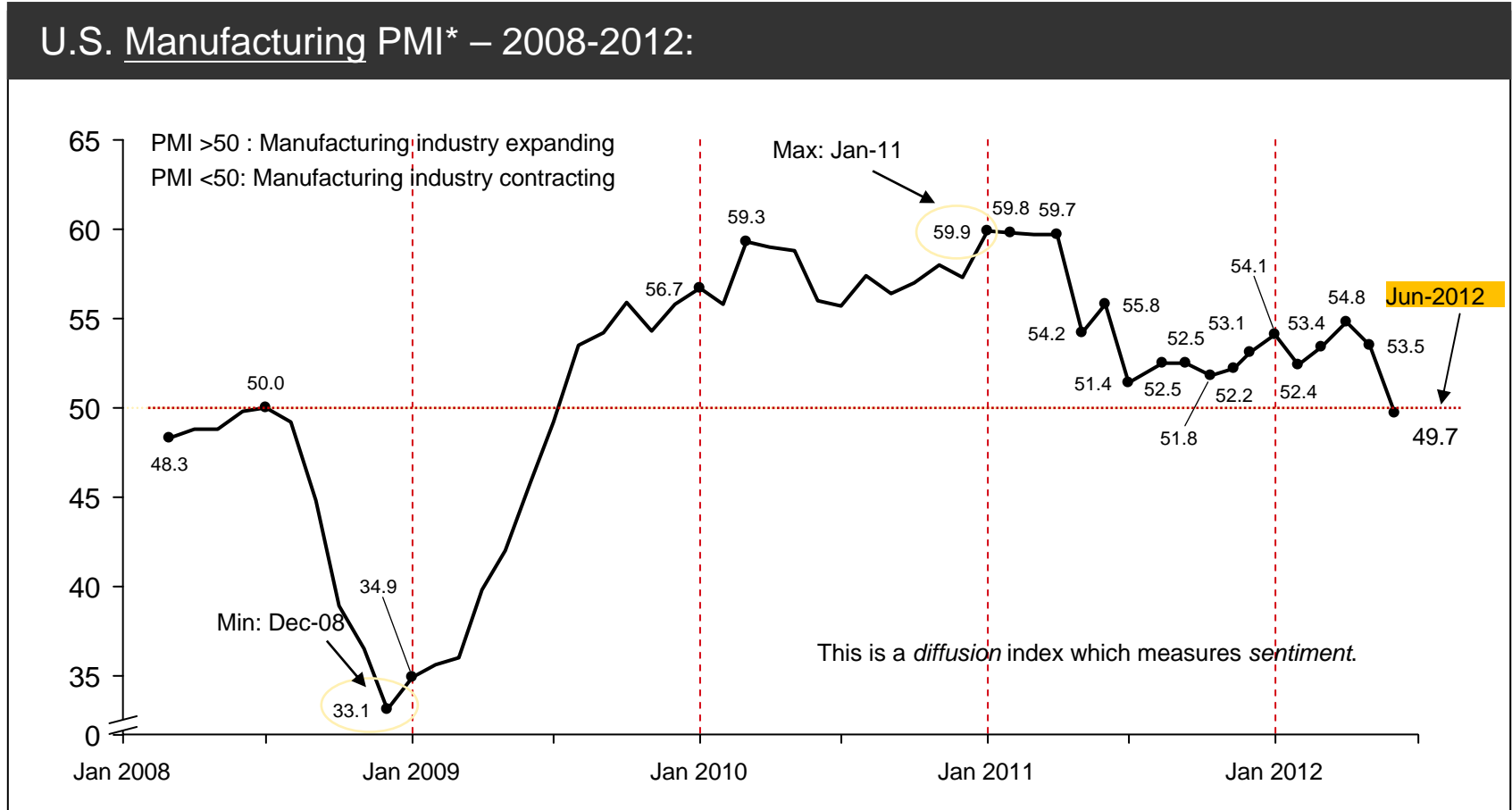
Total business to retail ratio were kept at low level since 2009



Source: US Census Bureau (Apr-2012)

Market Outlook- US Manufacturing Level

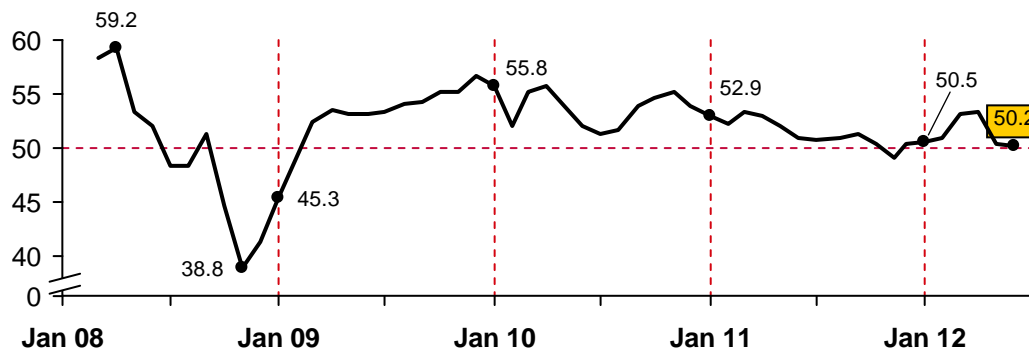
Overall decline resulted from production downtrend



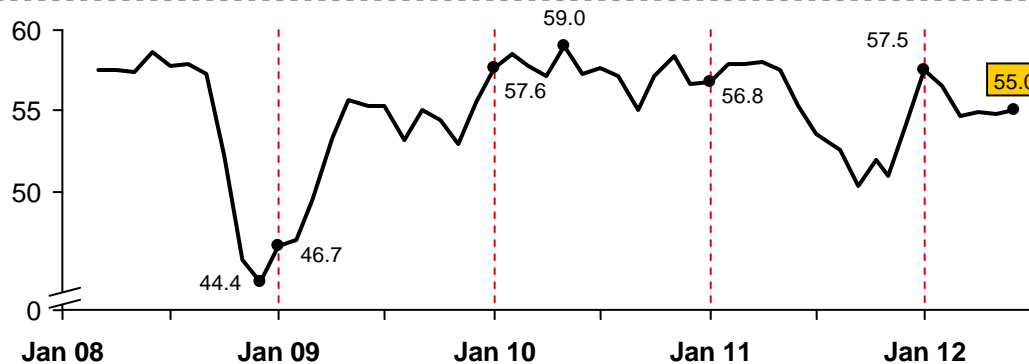
Source: Institute of Supply Management

MAJOR AP COUNTRY PMI

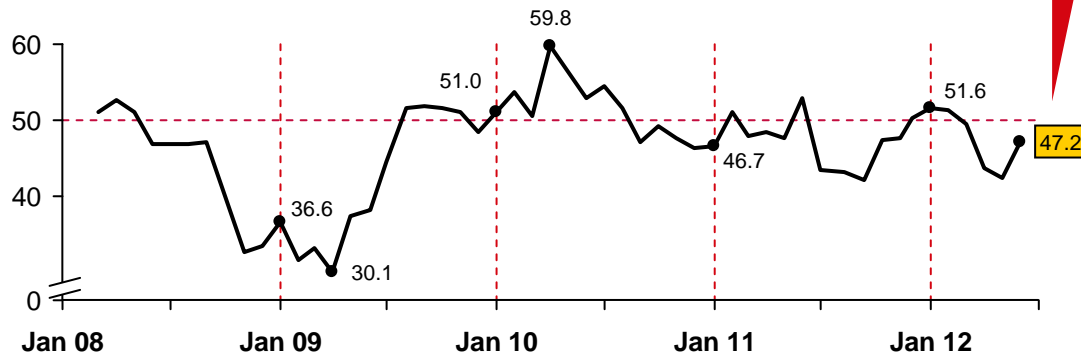
China



India



Australia



Figures of Jun-2012

Comment

- PMI has reduced significantly across the region, Asia market slows down due to sluggish economy of US and EU
- Weak performance of EU and US drive down Asia material- and export-oriented countries' performance

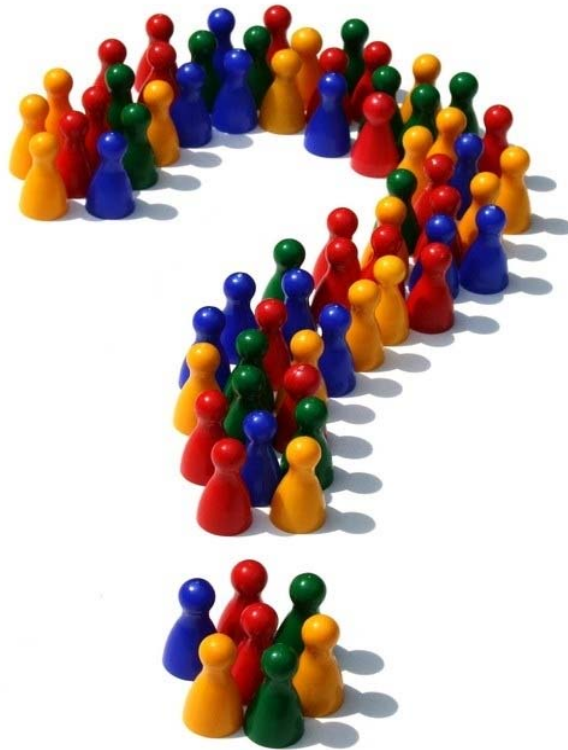
Reduced PMI challenges optimistic forecasts for AP

Source: DGF AP Macroeconomic Report

Market Outlook

- Europe debt crisis will continue to post uncertainty in Europe, while US market remains flat.
- Highly rely on Asia market development.
 - Intra Asia
 - Asia Import
 - Asian Multinational Companies Growth
- Multimodal development, e.g. intercontinental rail, intra Asia trucking will continue to grow.





Questions?



Thank You!