ANNUAL GENERAL MEETING

Bochum, April 28, 2017
2016: A terrific year
### Record results

**Target 2016 achieved**

<table>
<thead>
<tr>
<th>Year</th>
<th>EBIT (EUR million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>231</td>
</tr>
<tr>
<td>2010</td>
<td>1,835</td>
</tr>
<tr>
<td>2011</td>
<td>2,436</td>
</tr>
<tr>
<td>2012</td>
<td>2,665</td>
</tr>
<tr>
<td>2013</td>
<td>2,865</td>
</tr>
<tr>
<td>2014</td>
<td>2,965</td>
</tr>
<tr>
<td>2015</td>
<td>2,411</td>
</tr>
<tr>
<td>2016</td>
<td>3,491</td>
</tr>
</tbody>
</table>
### A shared success

<table>
<thead>
<tr>
<th>EBIT (EUR million)</th>
<th>2016</th>
<th>Δ</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Group</strong></td>
<td>3,491</td>
<td>+44.8%</td>
<td>Record result</td>
</tr>
<tr>
<td><strong>PeP</strong></td>
<td>1,443</td>
<td>+30.8%</td>
<td>Best result since 2008</td>
</tr>
<tr>
<td><strong>Express</strong></td>
<td>1,548</td>
<td>+11.3%</td>
<td>Record result</td>
</tr>
<tr>
<td><strong>Global Forwarding, Freight</strong></td>
<td>287</td>
<td>&gt; 100%</td>
<td>Greatest relative improvement</td>
</tr>
<tr>
<td><strong>Supply Chain</strong></td>
<td>572</td>
<td>+27.4%</td>
<td>Record result</td>
</tr>
<tr>
<td><strong>Corporate Center / Other</strong></td>
<td>-359</td>
<td>-2.3%</td>
<td>Within target corridor</td>
</tr>
</tbody>
</table>
Share price flying high

(EUR)

Deutsche Post DHL Group  DAX

All-time high: EUR 32.89 1

+23%

+14%

1 Intra-Day-High (1 March 2017): EUR 32.95

Shareholders participate in the success of the Group (dividend payment in EUR)

- Dividend payout ratio: 48.2%
- Total dividend payment: EUR 1.27 billion
- Net dividend yield: 3.4% (31 Dec. 2016)
Targets for 2017 defined

**EBIT guidance 2017** (EUR billion)

<table>
<thead>
<tr>
<th>Group</th>
<th>EBIT (EUR billion)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Group</td>
<td>~3.75</td>
</tr>
<tr>
<td>PeP</td>
<td>~1.50</td>
</tr>
<tr>
<td>DHL</td>
<td>~2.60</td>
</tr>
<tr>
<td>Corp. Center/ Other</td>
<td>~-0.35</td>
</tr>
</tbody>
</table>

EBIT target for 2020 confirmed
> 8% CAGR 2013 - 2020
The logistics of the future
The backbone of globalization

- Strong DHL brand
- A virtual airline worldwide
- 510,000 employees Groupwide

Example: EXPRESS

Investment in network expansion
- New aircraft
- New hubs
Engine for e-commerce

DHL Paket Germany
- Over 1.2 billion parcels (2016)

DHL Parcel Europe
- 22 countries (incl. Germany)
- Most recent acquisition: UK Mail

DHL eCommerce
- Network expansion in the USA and India
- Successful market entry in Thailand, Malaysia, and Chile
New: DHL Paket Prio

- Delivery on the next business day, with a money-back guarantee
- Minimum volume: 50 shipments/day
- Test regions Leipzig, Würzburg, Nuremberg
Zero emissions logistics by 2050

CO₂ goal for 2020 already achieved in 2016 (+30% CO₂ efficiency improvement)

Interim goals by 2025:

1. +50% CO₂ efficiency compared to 2007
2. 70% of Group deliveries emission free
3. >50% of sales from green solutions
4. 80% certified GoGreen specialists, additionally ➔ 1 million trees planted each year
E-Mobility

DHL StreetScooter

2011  Commitment to own e-vehicle

2014  Acquisition of StreetScooter GmbH

2016  New model ‘Work L’

Today  ~2,500 vehicles already on the road

New   Also offered to potential external buyers

Deutsche Post DHL Group

Annual General Meeting | Bochum | April 28, 2017
Seeing the Bigger Picture

Global partnership with Vaccine Alliance Gavi

Initiative Global Volunteer Day 2016

Deutsche Post Refugee Relief Initiative
Following a clear strategic path

**Focus.**
Logistics as our core business

**Connect.**
Connecting across the Group for quality & service

**Grow.**
Expansion into new market segments

- All divisions are on course with the right portfolio
- Optimal solutions along the entire supply chain
- Growing together with our customers
Our aspiration:
Industry leadership in a digitalized world
Reinventing logistics

- Trailblazing DHL trend studies
- Innovation through new technology
Man-machine collaboration

EffiBOT
- Fully automated robot trolley
- Assistance for warehouse work
- Winner of the DHL Robotics Challenge 2016
Smart delivery

Car trunk delivery

- Joint project of DHL Paket and Smart (since autumn 2016)
- Mobile delivery address for parcels
- The most innovative customer solution at DHL Innovation Day 2016
Digital freight platform

- Virtual B2B marketplace for transport needs
- Successfully tested, open for all since January 2017
- Already 1,900 registered carriers
Corporate culture as a competitive advantage

- Groupwide employee opinion survey (record result)
- Certified Specialist Training (>200,000 participants already)
- Holistic leadership culture (Groupwide approach)
On the road to success

- Customer satisfaction at an all-time high
- Employee satisfaction higher than ever
- Record result (EBIT)
- Record dividend
- CO₂ efficiency target achieved ahead of plan

1) Top 100 DHL customers
The future is an opportunity

- Globalization
- Climate efficiency
- Digitalization
We will continue to deliver.