ANNUAL GENERAL MEETING
Bonn, April 24, 2018
Deutsche Post DHL Group
A strong company
Strong results

- **Revenue**: € 60.4 billion
- **EBIT**: € 3.74 billion
- **Consolidated net profit**: € 2.7 billion
- **Earnings per share**: € 2.24
- **Annual performance Deutsche Post shares**: +31% (incl. dividends)
Share price since 2009 continuously improved

Deutsche Post DHL Group vs. DAX


- High: 40.99 EUR
- All-Time-High: 40.99 EUR

1) Closing (18 December 2017)

- Deutsche Post DHL Group: +159%
- DAX: +206%

11.91 EUR

(EUR)
A great team success

Deutsche Post DHL Group

Contribution by all divisions to Group result

<table>
<thead>
<tr>
<th>(€ billion)</th>
<th>Revenue</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Deutsche Post DHL Group</td>
<td>60.4</td>
<td>3.7</td>
</tr>
<tr>
<td>Post - eCommerce - Parcel</td>
<td>18.2</td>
<td>1.5</td>
</tr>
<tr>
<td>Express</td>
<td>15.0</td>
<td>1.7</td>
</tr>
<tr>
<td>Global Forwarding, Freight</td>
<td>14.5</td>
<td>0.3</td>
</tr>
<tr>
<td>Supply Chain</td>
<td>14.2</td>
<td>0.6</td>
</tr>
<tr>
<td>Corporate Center/Other and consolidation</td>
<td>-1.4</td>
<td>-0.3</td>
</tr>
</tbody>
</table>
Strong brands

- **Deutsche Post**
  among the ‘German Top 50’ 2017

- **DHL**
  70th most valuable brand in the world
  (Value increase 2017: +20%)
Dividend proposal for 2017: €1.15 per share

Execution of our finance strategy

- Payout ratio: 40-60% of net profit
- Expected dividend payments: € ~1.4 bn

(Dividend in €)

<table>
<thead>
<tr>
<th>Year</th>
<th>Dividend</th>
<th>Payout Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>0.65</td>
<td>59%</td>
</tr>
<tr>
<td>2011</td>
<td>0.70</td>
<td>58%</td>
</tr>
<tr>
<td>2012</td>
<td>0.70</td>
<td>53%</td>
</tr>
<tr>
<td>2013</td>
<td>0.80</td>
<td>50%</td>
</tr>
<tr>
<td>2014</td>
<td>0.85</td>
<td>50%</td>
</tr>
<tr>
<td>2015</td>
<td>0.85</td>
<td>46%</td>
</tr>
<tr>
<td>2016</td>
<td>1.05</td>
<td>48%</td>
</tr>
<tr>
<td>2017</td>
<td>1.15</td>
<td>51%</td>
</tr>
</tbody>
</table>
### EBIT guidance for 2018 / 2020¹ (€ billion)

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Group</strong></td>
<td>~4.15</td>
<td>&gt;5.0</td>
</tr>
<tr>
<td>PeP</td>
<td>~1.5</td>
<td>~1.7</td>
</tr>
<tr>
<td>DHL</td>
<td>~3.0</td>
<td>~3.7</td>
</tr>
<tr>
<td>Corp. Center/Other</td>
<td>~-0.35</td>
<td>~-0.35</td>
</tr>
</tbody>
</table>

¹ incl. IFRS 16

*Deutsche Post DHL Group*

*Annual General Meeting | Bonn | April 24, 2018*
Our aspiration: To reinvent logistics every day

1. Focus on the customer
2. New questions – new solutions
3. Contributing to people and society
We focus on the customer
New parcel record at Christmas 2017

- All-time high for parcel volumes: 10.5 million parcels in a single day
- At 70 million letters/day, volume nearly at previous year’s level

Service promise kept!
Connecting markets & people

Expanding our global infrastructure

- Global expansion of DHL eCommerce
- New express hubs / gateways / aircraft
- EURAPID premium freight offering

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The backbone of e-commerce

DHL Parcel Europe
- Already present in 26 countries
- New cooperation with Ireland, Romania, Croatia and Bulgaria

DHL eCommerce
- Global logistics services
- Fulfillment, domestic and international delivery

New portal MyDHL+
- Quick and easy access to time-definite online services
- Streamlined shipping and tracking

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The engine of global trade

- **Tailored solutions** as a partner for industry and trade

- **Examples:**
  Service parts logistics for Cathay Pacific, transporting vaccines with specialized cold chains
New solutions enabled by new technology
Increased productivity through automation

**PostBOT**
Transport assistance for deliveries

**Augmented Reality**
Use of smart glasses in order picking

**Drones**
Inventory and warehouse security

**Sawyer**
Collaborative robots in warehousing

Deutsche Post DHL Group
Simplification through new touchpoints

DHL Global Forwarding
Online Freight Quotation & Booking Service

DHL Freight
Digital freight platform Saloodo!

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Commitment to e-mobility

StreetScooter success story:

- Already more than 5,500 vehicles on the road in Germany
- Third-party sale started
- Annual production of around 20,000 vehicles planned mid-term
- Continuous improvement (e.g. autonomous driving)
New division
Corporate Incubations

- Incubator for mobility solutions, digital platforms and automation
- Acceleration of the StreetScooter success story in a new department
- Further development of other, already existing new business models
Contributing to people and society
Together for a world worth living in

- Supporter of the UN Sustainable Development Goals
- Partner of UN Framework Convention on Climate Change in the course of COP23

Our mission: Connecting people. Improving lives.
An attractive employer

- 520,000 employees worldwide
- €20 billion in staff costs
- Outstanding employer
  - DHL recognized as Great Place to Work®
  - DHL certified ‘Top Employer Global’ (as one of just 13 companies worldwide)
Success requires energy and shared goals
Our employees demonstrate commitment

2017 Employee Opinion Survey
“We constantly look for better ways to serve our customers.” (82% favorable votes)

Start-up Lab
- First round in 2017: More than 150 applications from 30 countries; 8 teams proceed to next round
- Second round ramping up
Our employees volunteer

- Mentors & internship supervisors
- Committed refugee volunteers
- On-site logistics specialists when natural disasters strike
- ‘Tree planters’ for climate protection
- Helping hands during ‘Global Volunteer Day’
We believe in the future

- We make the lives of our **customers** easier.
- Our **employees** are part of a successful whole.
- We are making the **world** a better place.
Ready for the future with a clear view