

Counter-motions and election proposals

Dear Shareholders,

We would like to announce the following motions regarding the Annual General Meeting of Deutsche Post AG. Unless their objective is only to reject management's proposal, the motions are designated with letters in order to facilitate proxy voting. You can support those motions which are not designated by letters, by voting against the corresponding agenda item. The motions can only be voted on if they are also raised at the Annual General Meeting.

A

Motion concerning item 6

From shareholder Helga Kraft-Sandte

From: [REDACTED]

Sent: Saturday, 9 March, 2019 17:49

To: Hauptversammlung, Abt 631, Bonn

Subject: Elections to the Supervisory Board

Dear Ladies and Gentlemen,

as a shareholder of Deutschen Post I would like to nominate myself for the elections to the Supervisory Board.

Which documents do I need to make available to you and until when??

I am awaiting your valued reply.

Mit freundlichen Grüßen
Sinceres Salutations
Best regards

Kraft-Sandte Helga

Information on the part of the Board of Management according to section 127 sentence 4 no. 1 to 3 German Stock Corporation Act (Aktiengesetz, "AktG"):

In accordance with Section 96 (2) of the German Stock Corporation Act (*Aktiengesetz*, "AktG") the Supervisory Board consists of at least 30% women and at least 30% men. We point to the requirements of Section 96 (2) of the German Stock Corporation Act (*Aktiengesetz*, "AktG").

The statutory minimum quota shall be met by the Supervisory Board as a whole, since neither the shareholder representatives nor the employee representatives objected to meeting the quota on a plenary basis.

Therefore the Company's Supervisory Board must have at least six female and six male members. The composition of the Supervisory Board already meets the statutory minimum quota requirements for men and women without taking into account the persons standing for election at the Annual General Meeting on May 15, 2019.

B

Motion concerning item 6

From shareholder Dr. Alexander Steinhart

From: Tierarztpraxis Dr. Steinhart [REDACTED]

Sent: Monday, 22 April 2019, 11:37

To: Hauptversammlung, Abt 631, Bonn

Subject: Proposal for Supervisory Board member elections

Dear Sir or Madam

I hereby nominate Günther Steinhart (Dipl.-Ökonom) for election to the Supervisory Board.

With best regards

Dr. Alexander Steinhart

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[REDACTED]

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C

Motion concerning item 6

From shareholder Benjamin Kerber

From: Benjamin Kerber [REDACTED]
Sent: Tuesday, 23 April, 2019 09:39
To: Hauptversammlung, Abt 631, Bonn
Subject: Supervisory Board elections - application

Dear Sir or Madam

As a shareholder of Deutsche Post DHL Group I hereby nominate myself for election to the Supervisory Board.

Benjamin Kerber

Personal data

Year of birth: 1995

Citizenship: German

Selected expertise

Start-ups, digital ventures; organization development; company management; finance; logistics; intercultural skills; innovation management; New Work; HR management

Current occupation and career

12/2018 – now Founder of TBA

09/2017 – now Founder and CEO of FINANU

Publisher of Finanu.blog

07/2016 – now Investor in a major German venture capital fund

Education

2021 Business management studies, University of Bamberg, Germany

Kind regards

Benjamin Kerber

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Motion concerning item 2 and 3

From shareholder Stefan Perthen

From: Stefan Perthen [REDACTED]

Sent: Tuesday, 23 April, 2019 10:36

To: Hauptversammlung, Abt 631, Bonn

Subject: Countermotions AGM 2019 item2 & item3

Dear Sir or Madam

Countermotions for the 2019 Annual General Meeting (AGM) on May 15, 2019.

D

Item 2: Appropriation of net income:

I propose appropriating the net income of the 2018 financial year, amounting to €5,652,974,286.83, as follows:

- Distribution to shareholders €1,295,478,855.30 through payment of a dividend of €1.05 per entitled share
- Payment of a tax-free special bonus into the occupational pensions (in accordance with the German retirement savings act (AvmG)) for all employees in pay groups 1-3 and technical pay groups 1-2 (with equivalent arrangements for employees in the other divisions/throughout the world), totaling: €123,378,938.60
- Transfer to retained earnings €0.00
- Profit carryforward €4,234,116,492.93

As the dividend is paid in full from the tax contribution account as defined in section 27 of the German corporation tax act (KStG) (contributions not paid in to nominal capital), no capital gains tax or solidarity surcharge is deducted. For German shareholders, the dividend is not subject to taxation. There are no tax refund/tax credit arrangements associated with the dividend. The dividend payment is treated for tax purposes as repayment of contributions and – in the opinion of the financial authorities – reduces the acquisition costs of the shares. The number of shares entitled to the dividend may change before the date of the AGM. In this case, a new income appropriation proposal, amended accordingly, will be submitted to the AGM, with an unchanged dividend per entitled share and an adjusted profit carryforward.

This special bonus is intended to remunerate those employees who are under the most pressure, especially but not exclusively in delivery, and who make a crucial contribution to the success of the company.

Item3: Discharge of members of the Board of Management:

I propose not to grant discharge to members of the Board of Management.

In the 2018 financial year it failed to initiate/implement a clear, positive change of direction in various areas.

- The number of customer complaints relating to quality of delivery has risen dramatically and makes a mockery of the Board's public statements.

- Replacing the Board member Gerdes did not bring about any significant improvement in his division, PeP.
- The restructuring of the StreetScooter department gives the impression that a business unit is being beautified to be sold for a one-off boost to the balance sheet. This process might be subtly influenced by the Board members' target agreements and by the share options currently held by members of the Board of Management and Supervisory Board.

With best regards

Stefan Perthen