

# ANNUAL GENERAL MEETING

BONN – MAY 6, 2022

**Deutsche Post DHL  
Group**



# UNCERTAIN TIMES



# LOGISTICS: BACKBONE OF GLOBAL TRADE

➤ **Supply chains maintained even during the pandemic**

➤ **Sector enjoys broad public appreciation**

➤ **Global exchange of goods: 2021 record year**

# OUR CONTRIBUTION AS GLOBAL MARKET LEADER

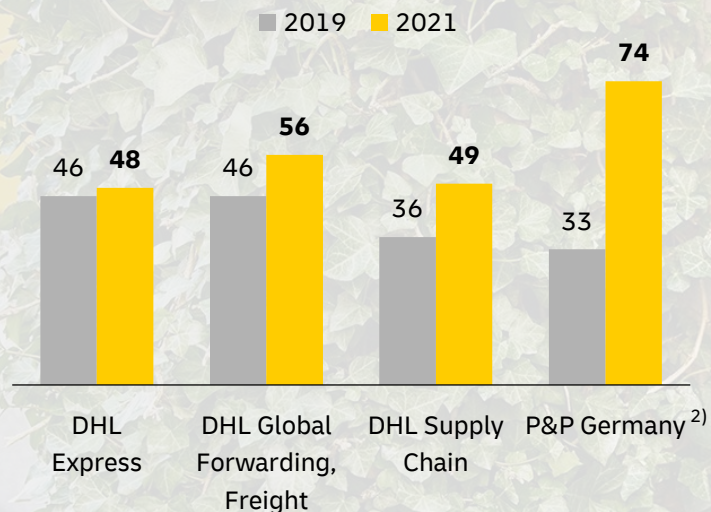


**Around 2.5 billion  
vaccine doses delivered  
to 177 countries**



## Provider of Choice

### Comparing customer satisfaction<sup>1)</sup>



1) Net Promoter scores; 2) Parcel business with private customers

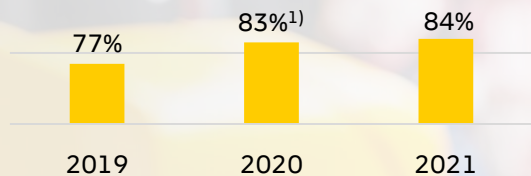


**THANK YOU**



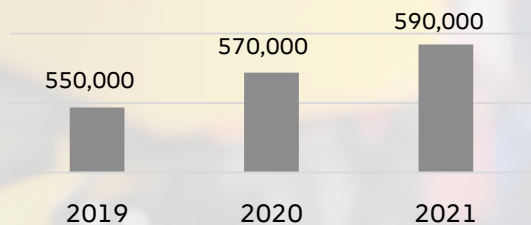
## Employer of Choice

### Employee Engagement



1) Original value: 82% – adjusted due to change in survey

### Number of employees (approx.)



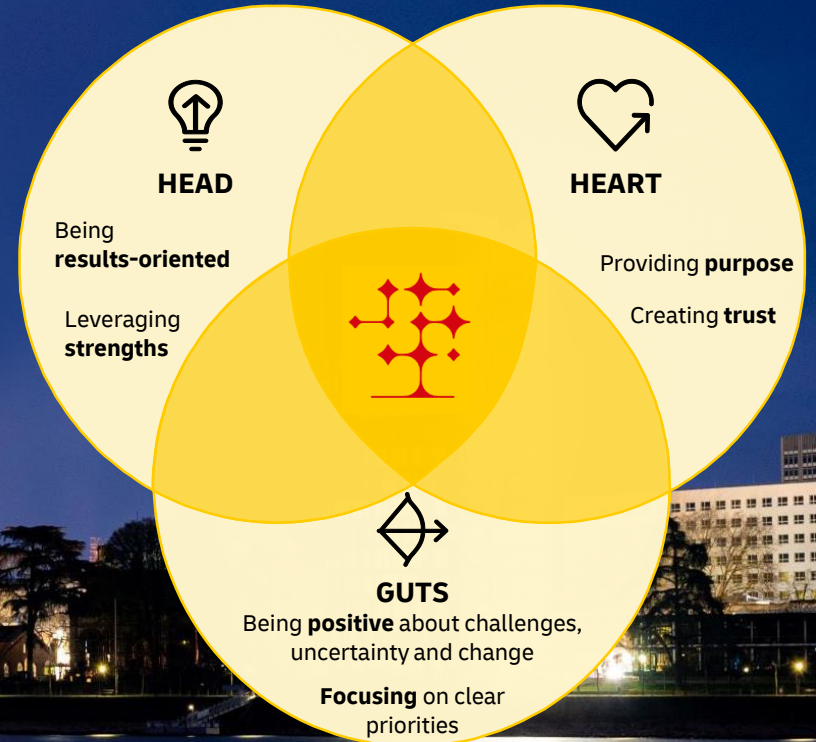
# Our corporate culture – a firm foundation for satisfied employees



- **Consistently evolving our culture**
- **Common values across business units and borders**
- **Competitive advantage in securing talent**



# Our leadership culture – Head, Heart and Guts



# Changes to the Board of Management 2022/2023



**Tobias Meyer**



**Nikola Hagleitner**



**Pablo Ciano**



## Reaching new heights

**Best financial year  
in Group history**

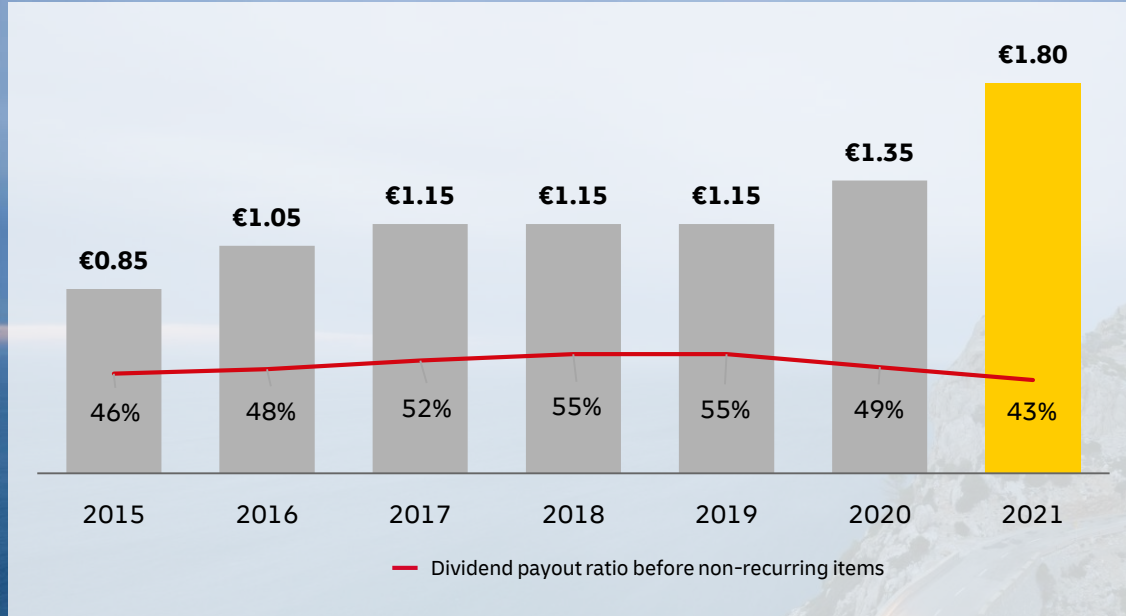
### Record year 2021

	<b>EBIT FY 2021</b>
DPDHL Group	€7,978 m
Express	€4,220 m
Global Forwarding, Freight	€1,303 m
Supply Chain	€705 m
eCommerce Solutions	€417 m
Post & Parcel Germany	€1,747 m
Group Functions	€-413 m





## Proposed dividend and share buyback



> Proposed dividend for 2021: €1.80 per share

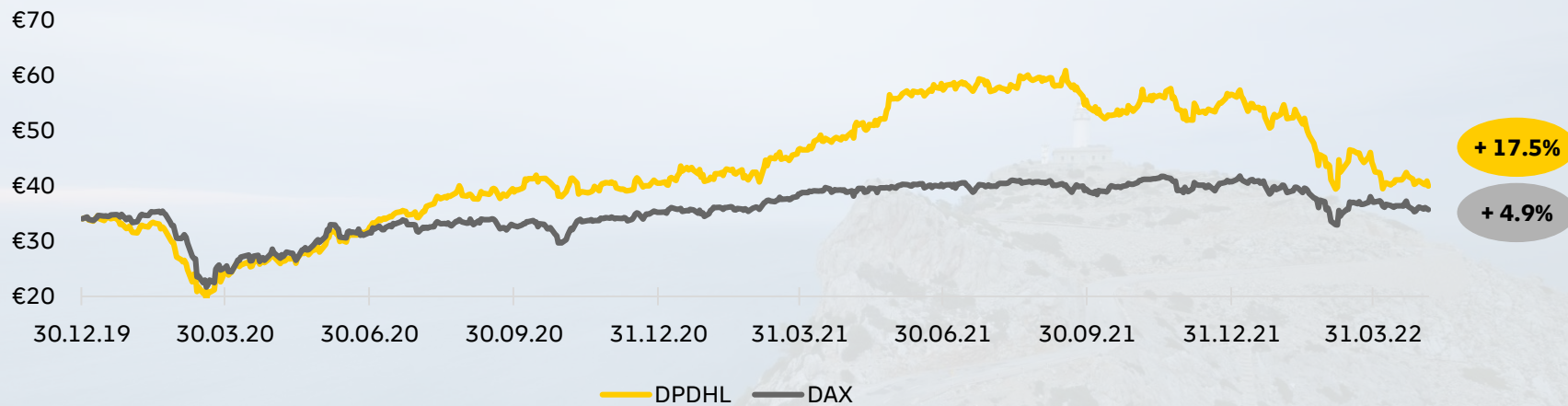
> Up 45 cents on prior year

> Share buyback of up to €2 billion by 2024



# Share price: All-time high in September 2021

## DPDHL Group share price performance versus the DAX<sup>1)</sup>



1) Period: December 30, 2019 – May 5, 2022; DAX indexed to DPDHL Group share price



## Financial targets 2022

<b>(€ bn)</b>	<b>Guidance 2022</b>
<b>Group EBIT</b>	8.0 (+/- 5%)
DHL divisions	7.0 (+/- 4%)
P&P	1.5 (+/- 10%)
Group Functions	~-0.45
<b>Free Cash Flow</b>	3.6 (+/- 5%)

# A driver for success – on course with Strategy 2025

## Our

### Purpose:

Connecting people, improving lives

### Our Vision:

We are the logistics company for the world

### Our Values:

Respect and Results



### Our Mission:

**Excellence. Simply Delivered.**

Along the three bottom lines in a sustainable way

Enabled by our **Common DNA**



### Our Business Unit focus

**Strengthening the profitable core**

Supported by our **Group functions**

Driven by **digitalization**



STRATEGY 2025  
**Delivering excellence  
in a digital world**

# A firm foundation for tomorrow



- Investing in strategically important fields
- 2021: Funds primarily for modern aircraft and parcel infrastructure
- Increasing investment in 2022: €4.2 billion



# A firm foundation for tomorrow – investing in sustainability

**> 30% share of sustainable fuels**  
in air freight, ocean freight  
and road transportation

**Net zero emissions  
by 2050**

**€7 bn  
by 2030**

**60% e-vehicles**  
in pick-up and delivery

New **buildings carbon neutral** since 2021



## A firm foundation for tomorrow – investing in sustainability

### Pioneering partnership with **BP** and **Neste**

- Over 800 million liters of sustainable aviation fuel by 2026
- Carbon savings equivalent to emissions from around 400,000 cars in one year
- One of the biggest supply contracts for biojet fuel in the history of aviation

## A firm foundation for tomorrow – investing in sustainability



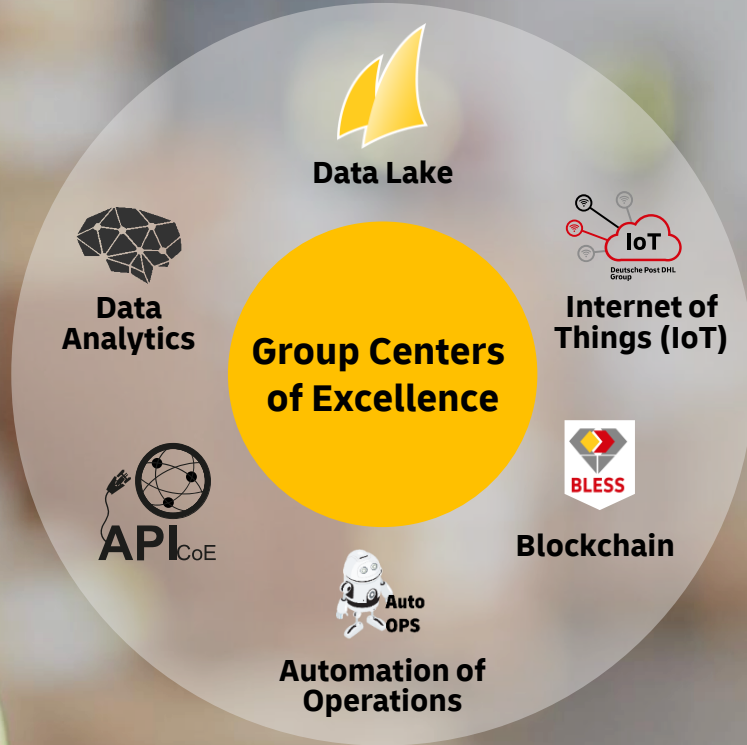
### 12 “Alice” e-aircraft for DHL Express

- Taking off into the era of sustainable aviation
- Ideally suited for smaller, urgent, shorter-distance transports

## A firm foundation for tomorrow – investing in digitalization

- Digitalization makes logistics more efficient, stable and secure
- 2019 to 2025: approx. €2 billion for digital initiatives

# A firm foundation for tomorrow – investing in digitalization



## A firm foundation for tomorrow – investing in our portfolio

- **Strict acquisition criteria:**  
Strengthening the core, creating value, promising easy integration
- **Hillebrand Group acquisition fulfills all criteria**



# WE ARE STRONGER THAN EVER BEFORE

**CONNECTING PEOPLE,  
IMPROVING LIVES**