


# ANNUAL GENERAL MEETING

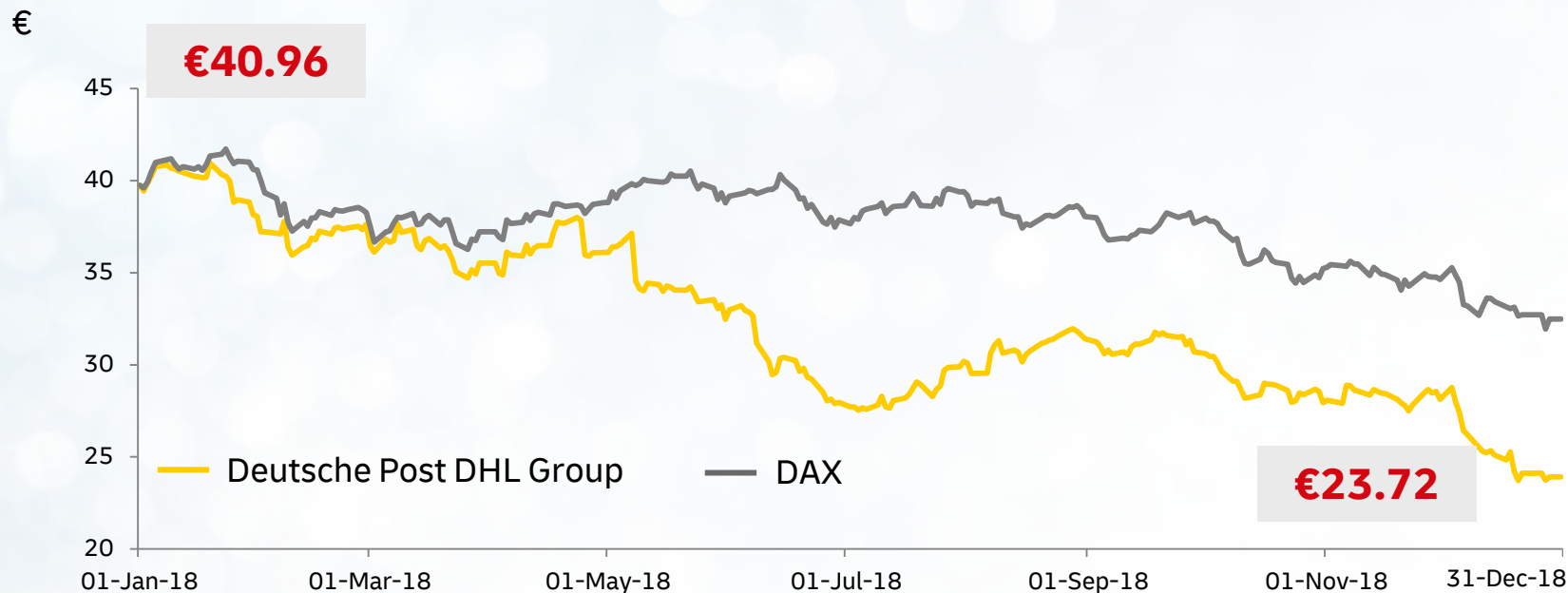
BONN, MAY 15, 2019

**Deutsche Post DHL  
Group**



June 8, 2018:  
Earnings forecast adjusted

# Deutsche Post shares disappoint, dropping 42%



# Adjusted 2018 targets reached

EBIT (€bn)	Outlook (OLD)	Outlook (NEW)	Actual
<b>Group</b>	<b>~4.15</b>	<b>~3.2</b>	<b>3.2</b>
PeP	~1.5	~0.6	0.7
DHL	~3.0	~3.0	2.9
Group functions	~-0.35	~-0.42	~-0.41

Note: EBIT including IFRS 16



## All divisions grew organically

Revenue (€bn)	2018	Δ	Organic
Group	61.6	+1.8%	<b>+6.0%</b>
PeP	18.5	+1.7%	<b>+2.2%</b>
Express	16.1	+7.3%	<b>+11.0%</b>
Global Forwarding, Freight	15.0	+3.4%	<b>+6.7%</b>
Supply Chain	13.4	-5.7%	<b>+4.3%</b>

A background image showing three male sprinters in mid-stride, jumping over hurdles on a red running track. The athlete on the left is wearing a black singlet, the middle one a dark blue singlet, and the right one a white singlet. They are all wearing white athletic shoes.

## Highlights in 2018

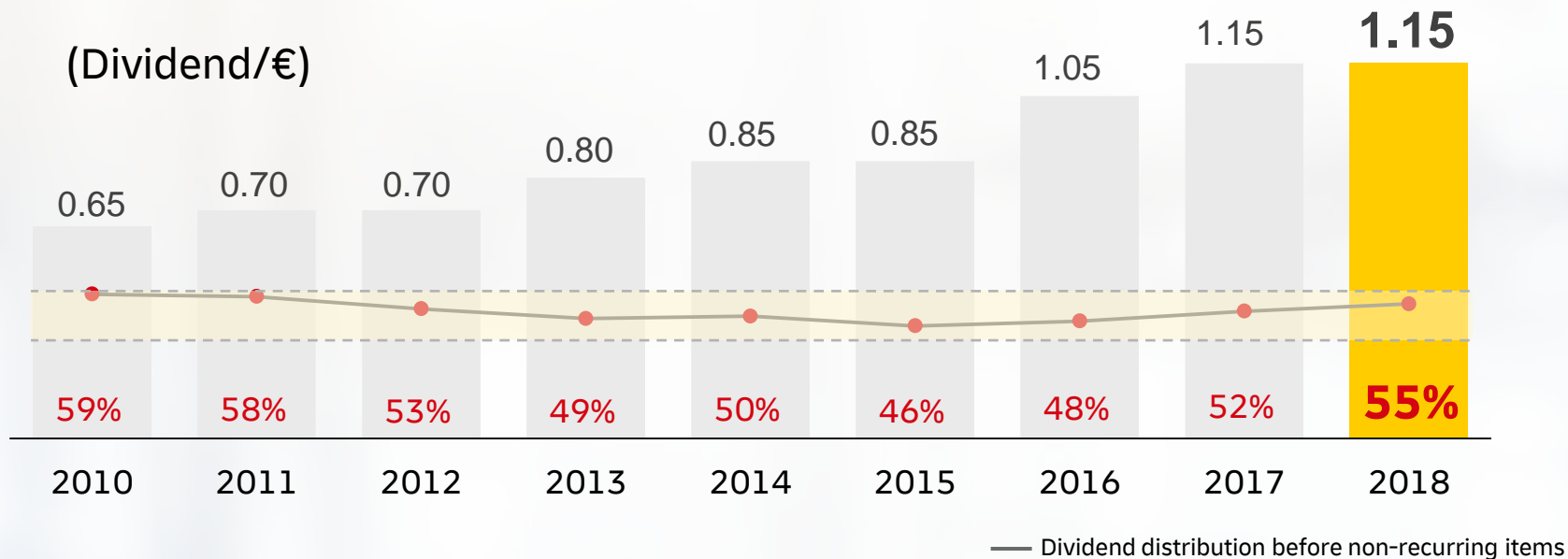
**PeP** +7.5% parcels in Germany

**EXP** 12.1% EBIT margin

**GFF** +49% EBIT

**SC** Targets in five of six subregions exceeded

## Our proposal: stable dividend of €1.15 per share



# The course is set

(€bn)	EBIT forecast 2019	EBIT forecast 2020
<b>Group</b>	<b>3.9 – 4.3</b>	<b>&gt; 5.0</b>
P&P	1.0 – 1.3	> 1.6
DHL <sup>1)</sup>	3.4 – 3.5	> 3.7
Group functions	~-0.5	~-0.35

1) Including eCommerce Solutions





We are  
Post & Parcel  
Germany

Emil Reimann®

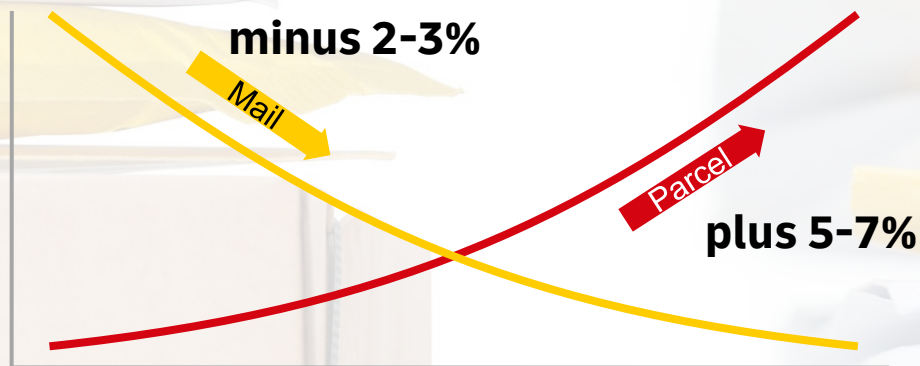
Emil Reimann®  
Dresden

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Dresden

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Dresden

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Dresden

# Structural effect challenge







## Our goals for the future



The **best team** in the business ...



... delivers the **best quality** ...



... and achieves the **best results**



We're investing  
in the future

**Up to €150 million annually in**

- Sorting machines
- Reading technology
- Operating equipment
- Locations
- Vehicle fleet
- Training
- IT systems
- ...



A DHL delivery person in a yellow and red uniform is shown in profile, standing next to a yellow DHL mailbox. The mailbox has the DHL logo and some text on it. The background is a blurred view of a building with large windows.

## We set fair standards

- More than 110,000 delivery staff employed under collective agreements
- As of July 1, 2019: One collective company agreement for all
- Extended layoff protection until the end of 2022



New international  
structure

## **DHL eCommerce Solutions**

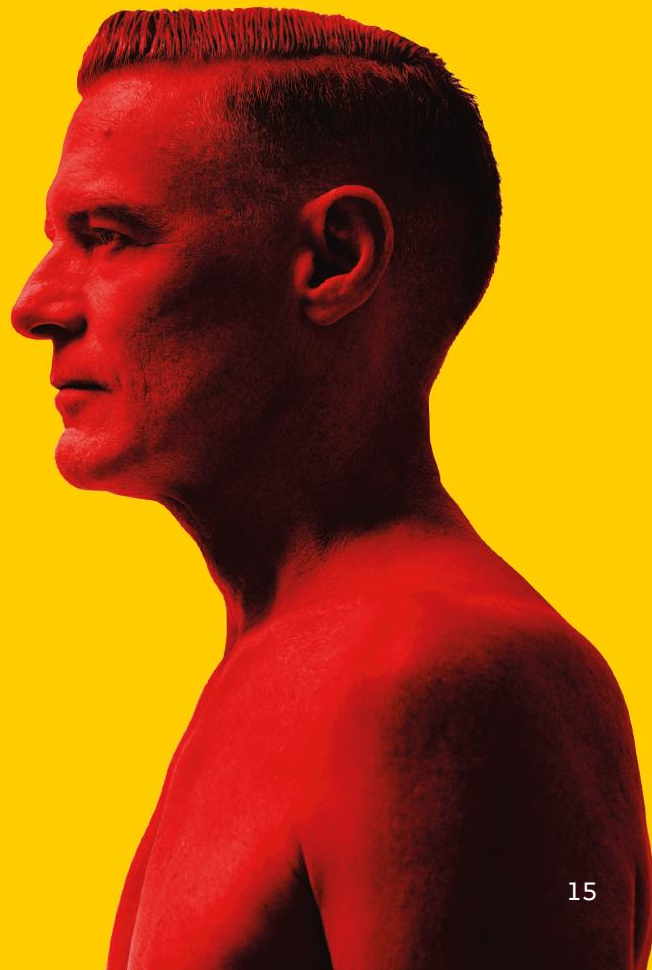
- New division for parcel and e-commerce international
- Focus: profitable growth



**EXCELLENCE. SIMPLY DELIVERED.**  
SINCE THE SUMMER OF '69.



**50 YEARS**







**1969**

Adrian **D**alsey

Larry **H**illblom

Robert **L**ynn

**2019**

380,000 employees worldwide



**We're strengthening  
our network**

## **Leipzig hub – ten years**

- Up to 150,000 shipments per hour
- 5,700 employees
- €622 million invested to date



A photograph of three men standing in a large industrial factory. The man on the left is wearing a dark suit and glasses, holding a yellow folder. The man in the middle is wearing a red and yellow work jacket and safety glasses. The man on the right is wearing a dark sweater and glasses. They are all looking at each other and talking. In the background, there are car chassis on an assembly line.

Road to  
success

## Connected Supply Chain

- DHL Control Tower
- Overland transports in 17 countries
- Central online portal, driver app

**BMW  
GROUP**





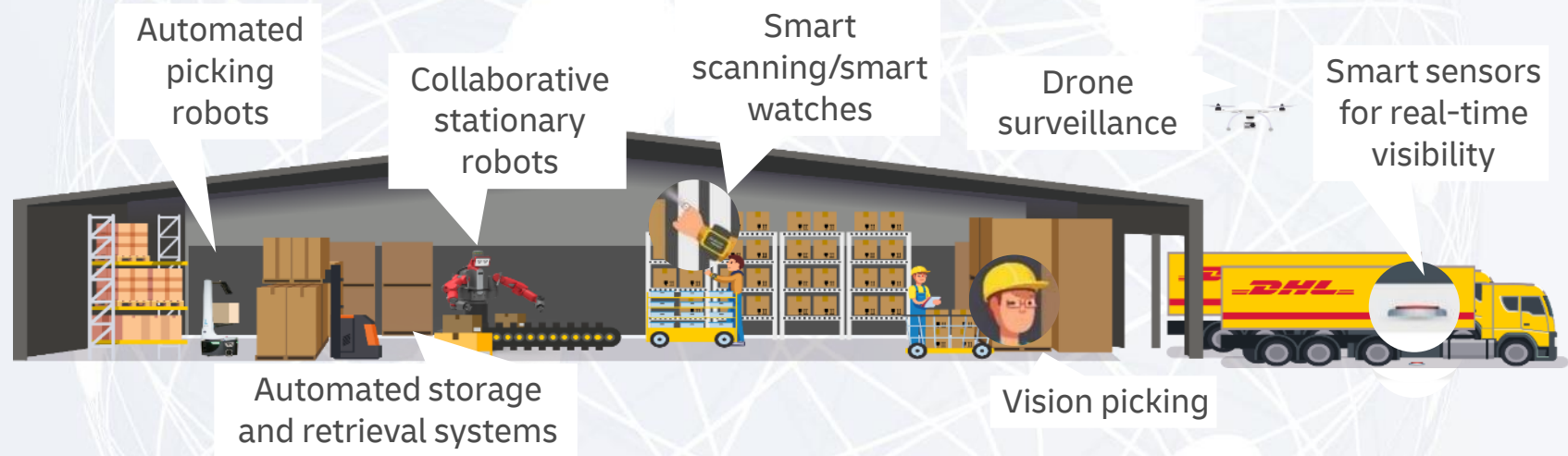


Taking off  
together

### **Successful partnership**

- Cooperation in London Gatwick, Manchester and Bristol
- Customer service and logistics by DHL for easyJet

# Contract logistics technology center



- US\$300 million for new technologies in North America
- More productivity, more capacities, more service





New strategic partnership  
in China, Hong Kong and Macau




The background image shows two men standing in front of a TRAILAR truck. The man on the left is wearing an orange safety vest over a blue shirt, and the man on the right is wearing a yellow safety vest over a black shirt. They are both smiling. The truck is white with a large advertisement on its side. The advertisement features a house and the text "This trailer can power your house.....and your neighbour's!". Below this, it says "WAVE & SHUT YOUR HOUSE DOWN" and "Small taking on the world". The TRAILAR logo is visible on the side of the truck. The truck is parked in front of a building with a large red and yellow logo.

## Corporate Incubations

Example: TRAILAR





Strength through diversity



- 550,000 employees worldwide
- Award-winning employer





Humanitarian  
logistics

Disaster  
Response Teams

Global Volunteer  
Day celebrates  
ten years

A DHL delivery person, a middle-aged man with grey hair, is walking on a city street. He is wearing a red and yellow DHL uniform with a black collar and a DHL logo on the chest. He is carrying a black bag. To his left is the rear of a yellow DHL van, which has the website [www.dhl.com](http://www.dhl.com) printed on its side. The background shows a blurred city street with buildings and other people.

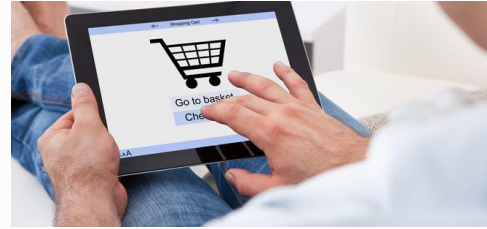
We connect people ...

... and improve their lives.





Globalization



E-commerce

We are shaping the future

Digitalization



Sustainability





A smiling man with dark hair, wearing a light blue button-down shirt and a bright yellow high-visibility safety vest, stands in front of a blurred background of an airport tarmac with aircraft. The image is the main visual element of the slide.

## Our aspiration:

- Customer-centric
- Results-driven
- Flexible