

Q2 2024 RESULTS MEDIA BRIEFING

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Q2 2024 Group Highlights

Q2 developed as expected with no broad-based recovery yet



**Q2 fully in line with internal and market expectations:
Effective cost and capex control in place to navigate market trough**



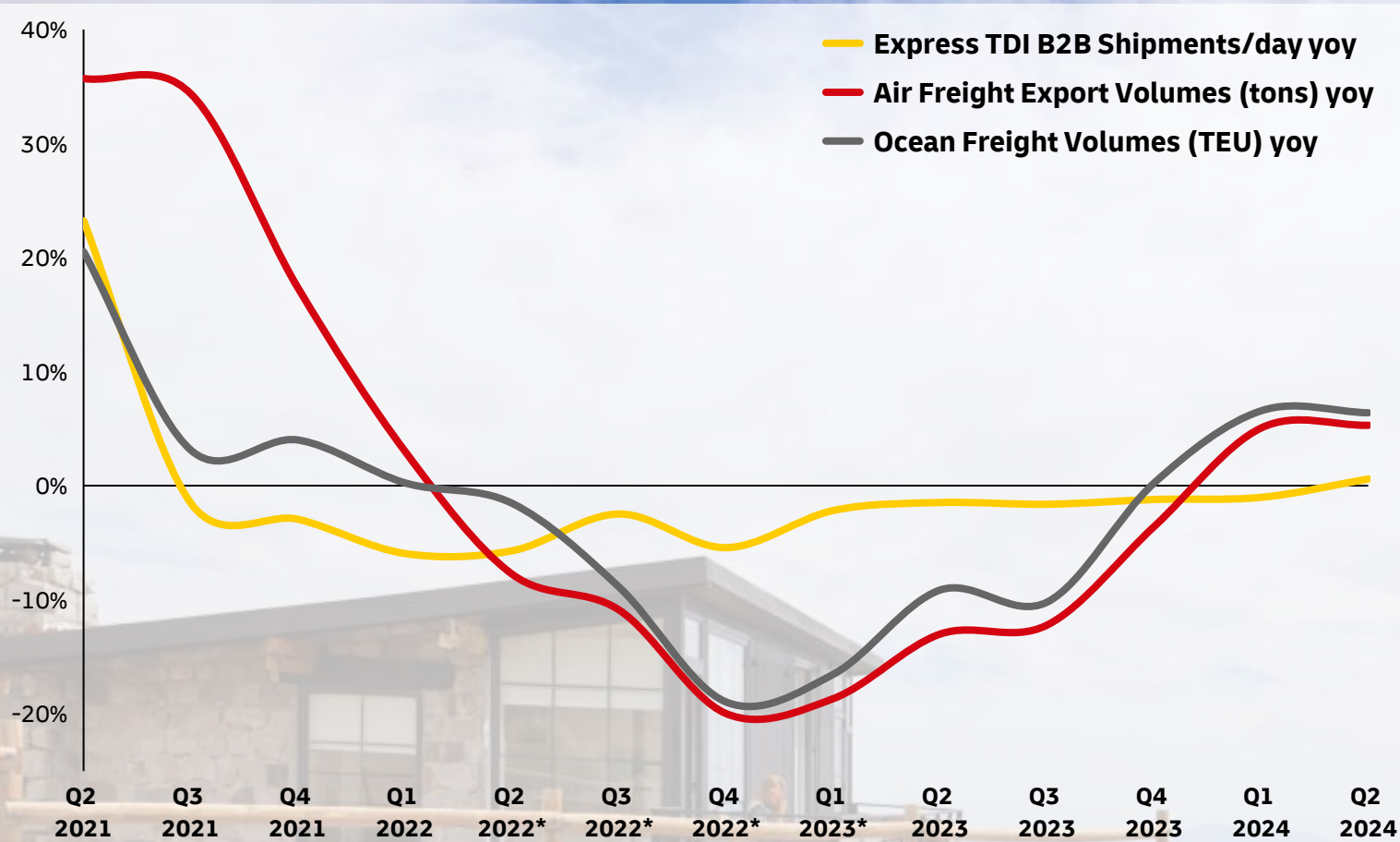
Guidance confirmed: On track to deliver on 2024 guidance with usual seasonality further supported by targeted cost and yield measures



**Resilient earnings and cash flow against prolonged cycle trough:
Strong base for cyclical recovery and structural growth opportunities**

B2B volumes development

Signs of improvement but no widespread acceleration yet



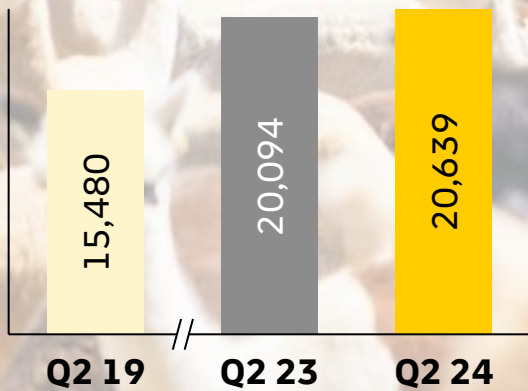
- **Air (+5% yoy) and Ocean (+6% yoy) Freight volumes in Q2** maintain similar yoy growth as in Q1, as orders from business customers start to re-align with underlying demand after a long period of destocking
- **Express B2B volumes** gradually turning positive at **+1% yoy**

*excl. Hillebrand

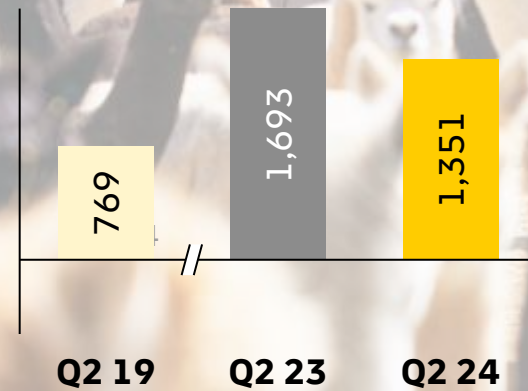
Q2 Group key figures at a glance

Group key figures significantly exceed pre-pandemic levels

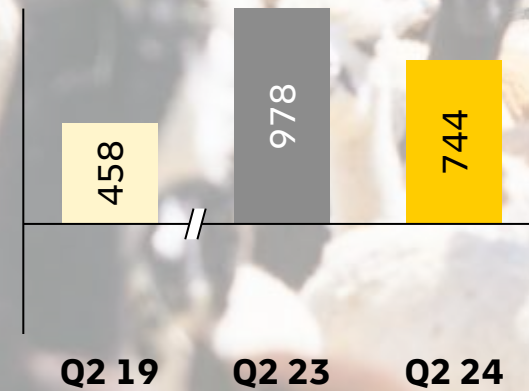
Revenue in EUR m



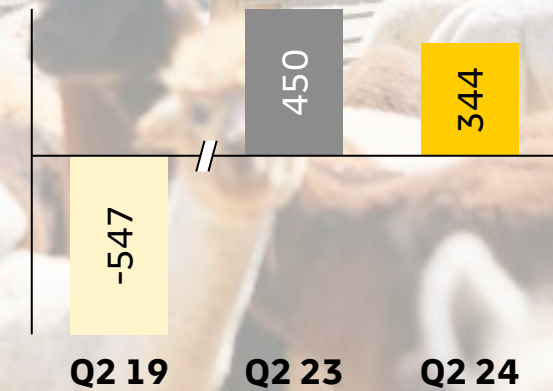
EBIT in EUR m



Consolidated net profit* in EUR m



Free Cash Flow in EUR m



* after non-controlling interests

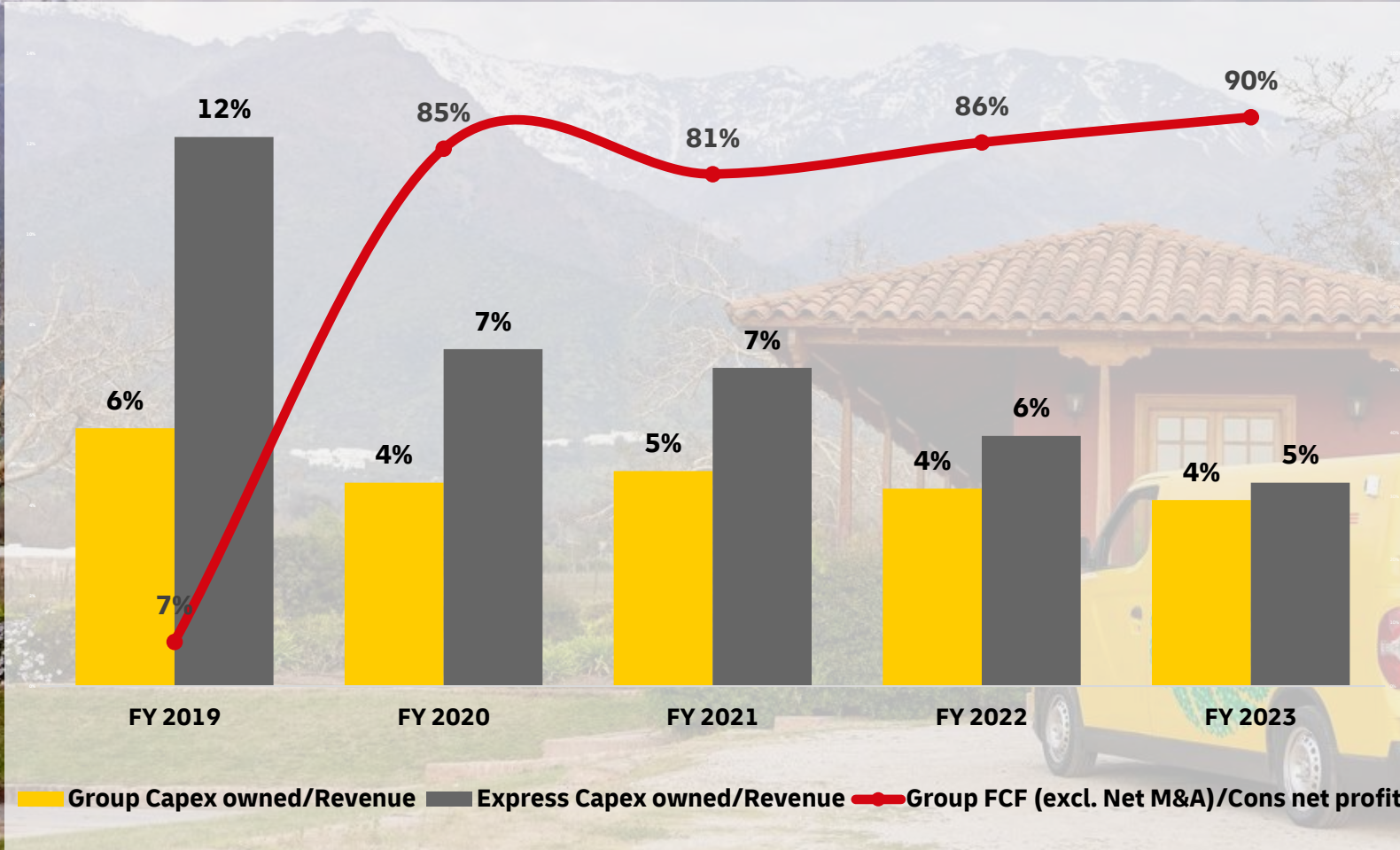
Q2 2024 Group EBIT of €1,351m (-20% yoy)

Q2 in line with expectations on Group level and divisional trends

EXPRESS	GLOBAL FORWARDING, FREIGHT	SUPPLY CHAIN	ECOMMERCE	P&P GERMANY
€683m -24% yoy	€279m -28% yoy	€279m +3% yoy	€67m -14% yoy	€130m +6% yoy
<ul style="list-style-type: none">▪ TDI shipments/day down -3% yoy with B2B slightly up (+1% yoy) and B2C down (-8% yoy)▪ Continued solid double-digit margin in prolonged cycle trough	<ul style="list-style-type: none">▪ Mid-single digit yoy volume growth in Air (+5%) and Ocean (+6%)▪ Ocean Freight GP/TEU stable sequentially▪ DGF EBIT/GP conversion rate of 28%	<ul style="list-style-type: none">▪ Continued good top-and bottom line performance▪ Growth mainly driven by new business wins▪ Well on track to deliver another year of record results	<ul style="list-style-type: none">▪ Intact volume growth as structural B2C trend offsets cautious consumer spending▪ Solid margin of 4% in context of current network investment phase	<ul style="list-style-type: none">▪ ~11.5% average wage increase effective as of April 1▪ € 121m cost increase from wage agreement in Q2 2024 yoy▪ EBIT on track towards >€800m FY 2024 target, driven by parcel growth and cost measures

Capex management

Capex tightly controlled but ongoing investments in future growth opportunities



H1 2024

3%
Group Capex owned/Revenue

3%
Express Capex owned/Revenue

Factors influencing 2024 guidance

Well prepared for a still uncertain year – guidance assumptions validated in H1

STRUCTURAL FACTORS



CYCLICAL FACTORS

GUIDANCE ASSUMPTIONS



STRUCTURAL GROWTH FROM E-COMMERCE



DISCIPLINED YIELD MANAGEMENT



BENEFITS FROM DIGITALIZATION & CONTINUED INVESTMENTS



OMNI-SHORING



TIMING OF INVENTORY RIGHTSIZING PHASE



PACE OF GDP DEVELOPMENT

H1 2024 EBIT expected to decline yoy:

- Higher comparison base in Global Forwarding, Freight
- Lack of B2B recovery in Express; network costs subject to inflation

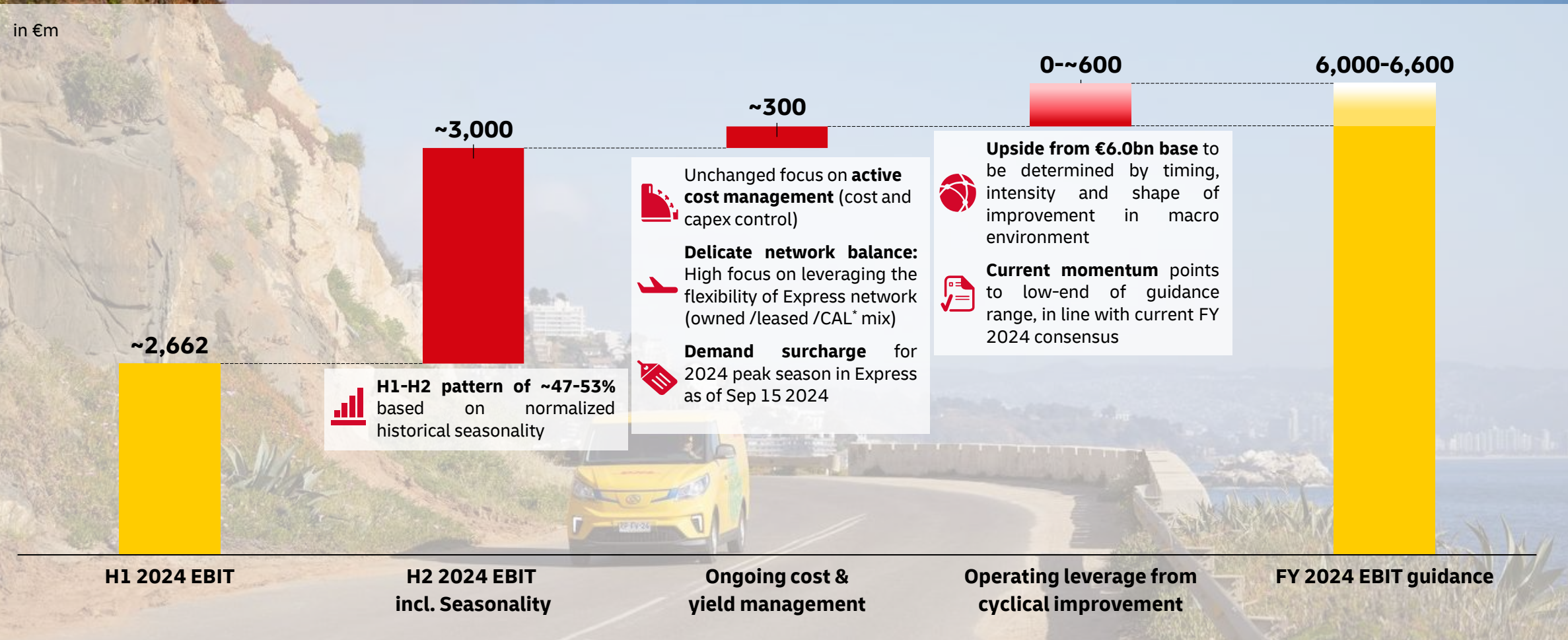
H2 2024 EBIT expected to increase yoy:

- Improvement in macroeconomic environment

Assessment on Aug 1st 2024
H1 2024 EBIT and assumptions developed as expected. Some positive signals but no broad-based recovery yet

FY 2024 EBIT guidance bridge

On track to deliver on guidance on usual seasonality supported by cost and yield measures



*Commercial Air Linehaul

2024 and mid-term guidance confirmed

Outlook remains well above pre-pandemic level

in € bn

EBIT	2024 Guidance
Group	6.0-6.6
DHL	>5.7
P&P Germany	>0.8
Group Functions	~-0.45
Free Cash Flow *	~3.0
Gross Capex (excl. leases)	3.0-3.6
Tax Rate	28-30%

	Mid-term Guidance
2026 Group EBIT	7.5-8.5
Free Cash Flow* 2024-2026 cumulative	9-10
Gross Capex (excl. leases) 2024-2026 cumulative	9-11

*excl. Net M&A

Note: €250m blanket budget for M&A expenses p.a.

Wrap-up

On track to deliver on FY 2024 targets

H1 market development in line with expectations

No widespread recovery so far, as expected – some progression in the economic cycle visible

Effective cost and capex control

2024 earnings and free cash flow to be significantly ahead of pre-pandemic levels, despite unusually long cycle trough

Strong basis for sustainable, profitable growth

Leading logistics portfolio allows to leverage attractive structural growth megatrends



THANK YOU

APPENDIX



Group P&L

Q2 2024 developments in line with expectations

in €m

Group P&L	Q2 2023	Q2 2024	yoy
Revenue	20,094	20,639	+2.7%
EBIT	1,693	1,351	-20.2%
Income Taxes	-442	-345	+21.9%
Net Profit attributable to DPAG shareholders	978	744	-23.9%
Basic EPS (in €)	0.82	0.64	-22.0%

By way of a resolution of the Board of Management dated May 2, 2024, the issued capital was reduced by €39 million through the retirement of 39,059,409 treasury shares. The issued capital is now composed of 1,200,000,000 no-par-value registered shares (ordinary shares).

Express H2 perspectives

Seasonality to be supported by additional yield measures and continued cost focus

YIELD DISCIPLINE

Q2 2024 data points developing as expected:

+4%
H1 2024 yoy like-for-like rev/kilo



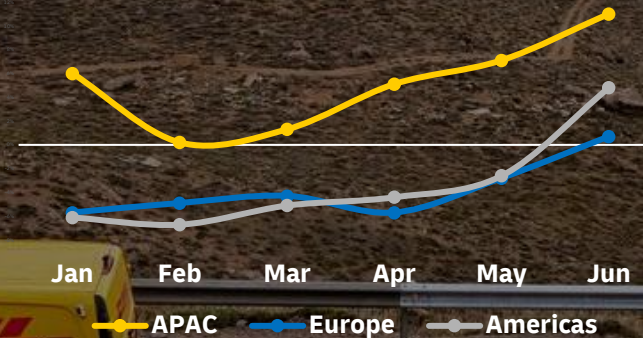
Drivers of EBIT acceleration in H2

Introduction of demand surcharge as of Sept 15 2024

VOLUME GROWTH

Some positive signals but no widespread volume acceleration yet

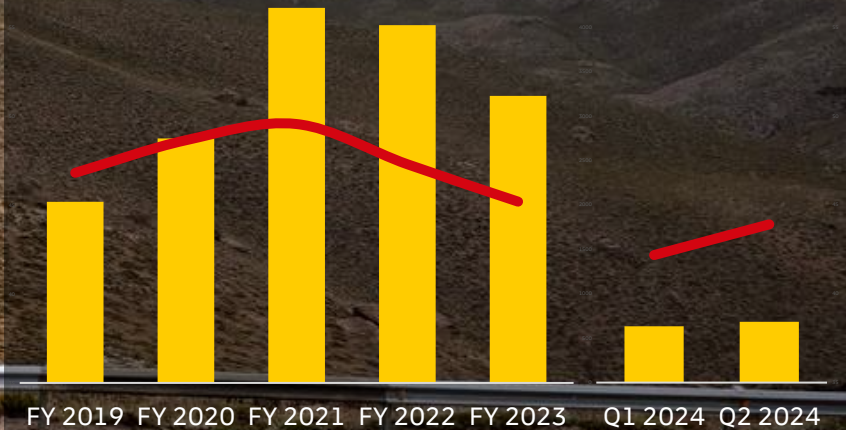
TDI B2B Weights/Day, yoy



H2 normal seasonality mainly driven by >40% share of B2C volumes; B2B volumes to reflect further **development of inventories**

COST & CAPACITY MANAGEMENT

EBIT TDI Weight Load Factor



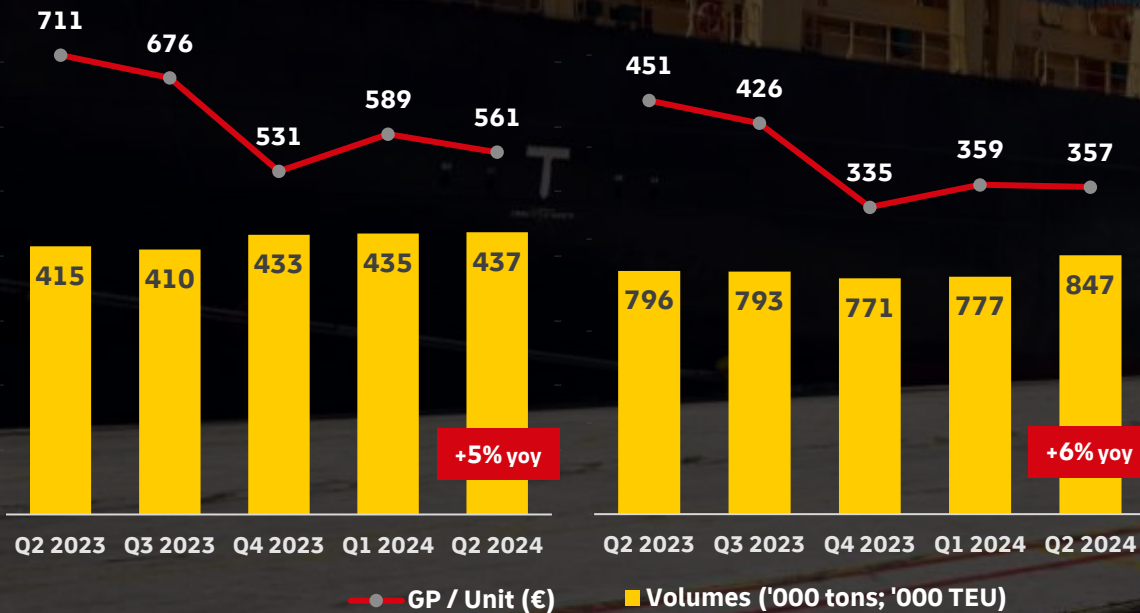
Active cost management remains fully in place. **Additional capacities secured** on selected lanes; incremental volumes to generate **operating leverage** in currently lower utilized parts of the network

Global Forwarding, Freight

Confirmation of volume growth, gross profit margins stabilizing

Air Freight (AFR)

Ocean Freight (OFR)



- While there are disruptions in ocean freight markets, **continued volume growth in Q2 also reflects improving demand** as customers start re-aligning their orders with underlying demand after long period of destocking
- GP/TEU stable sequentially in disrupted markets:** OFR market increasingly tight during Q2, mainly reflecting supply limitations and related secondary effects
- AFR market tightness** is concentrated on Asia outbound lanes
- Limited financial impact from the **Red Sea disruptions** in Q2 2024
- DGF EBIT/GP conversion rate stable sequentially at 28%**

Supply Chain

Well on track to deliver another year of record profits

+3%

Q2 2024 yoy
Revenue growth

6%

Q2 2024
EBIT margin

€5bn

Total Contract Value
signed in H1 2024

93%

Renewal rate
H1 2024

- Steady topline growth, driven by **strong pipeline of new business gains**, mainly in **Life Sciences & Healthcare, Retail and e-fulfillment**
- DSC demonstrating **resilience of business model** based on **long-term contracts**, reflecting the structural acceleration of **outsourcing driven by e-commerce and omni-shoring**.
- **Continued strong 6% EBIT margin** driven by
 - Continued **deployment of digitalization and automation**, with >7,000 robots supporting our operations globally
 - **Standardization** resulting in productivity improvements
 - Focus on **higher margin solutions**

eCommerce

Attractive structural e-commerce growth; currently in network expansion & investing phase

+4%

Q2 2024 yoy
Organic revenue growth

4%

Q2 2024
EBIT margin

~140k

Out of home points

96%

On-time delivery

- **Intact volume growth as structural B2C trend offsets cautious consumer spending:** like-for-like Q2 2024 B2C volume +14% yoy in Europe and +9% yoy globally
- **Solid margin of 4% in context of current network investment phase,** building foundation for growth by investing in network infrastructure: hubs, facilities, fleet, lockers
- **Largest integrated out-of-home (OOH) parcel network** in Europe

Post & Parcel Germany

Structural e-commerce trend remains intact and is reflected in the continued parcel growth

+5%

Q2 2024 yoy
Parcel Germany volume

+9%

Q2 2024 yoy
Parcel Germany revenue

-6%

Q2 2024 yoy
Mail* volume

€121m

Costs increase from
wage agreement in Q2
2024 yoy

- Parcel volume and revenue growth in Q2 reflected structural e-commerce trend, strong pricing and one additional working day
- As previously flagged, the second round of the **wage agreement** came into effect on April 1st with an estimated yoy impact of €~400m for FY 2024
- With €324m EBIT generated in H1 2024, P&P Germany is **on track to deliver FY 2024 EBIT target of >€800m**

*Mail = Mail Communication & Dialogue Marketing