

Deutsche Post DHL Group focuses PeP division on German Post and Parcel business and creates DHL eCommerce Solutions division to drive global growth sector

- **Post - eCommerce - Parcel (PeP) to be separated into German and international divisions under dedicated Board of Management leadership**
- **Post - eCommerce - Parcel (PeP) will be renamed as Post & Paket Deutschland, focusing on post and parcel business in Germany**
- **Ken Allen takes over responsibility as CEO and Board Member for new DHL eCommerce Solutions division**
- **John Pearson appointed as new Board Member and CEO for DHL Express**

Bonn, Germany, September 17th: In order to allow for a dedicated focus on the Post and Parcel business in Germany and to leverage the tremendous growth opportunities in the e-commerce sector, the Group has decided to refocus the Post - eCommerce - Parcel (PeP) division on the post and parcel business in Germany. This business will be renamed Post & Paket Deutschland and will remain under the interim leadership of Group CEO Frank Appel. The international parcel and e-commerce businesses – previously DHL Parcel Europe and DHL eCommerce – will be established as a standalone division, DHL eCommerce Solutions, under the leadership of Corporate Board Member Ken Allen.

Having one operating division of the Group fully dedicated to the German post and parcel business will ensure even more stringent execution of the previously announced PeP turnaround plan. This plan includes improved yield management, indirect cost reduction and productivity improvement measures. At the same time, by creating the DHL eCommerce Solutions division, the Group will be better positioned to leverage opportunities within the booming e-commerce logistics sector in Europe and around the world.

The Supervisory Board of Deutsche Post AG today named Ken Allen (63) as the Board member for DHL eCommerce Solutions and extended his contract to the Corporate Board of Management until 2022. Ken Allen's new mandate will include the Parcel Europe and eCommerce businesses which are currently within the existing PeP division. He will keep the responsibility for Customer Solutions & Innovation (CSI), and will lead the further development of the overall e-commerce strategy for the Group.

“Ken Allen has successfully shaped the Express strategy and has led the division on an unparalleled growth trajectory by unlocking its revenue and profit potential. With his relentless focus on the core principles of customer centricity, employee engagement and profitable growth, Ken established truly world-class processes within the Express division, making it the most profitable division of Deutsche Post DHL Group,” said Chairman of the Supervisory Board of Deutsche Post DHL Group, Dr. Nikolaus von Bomhard. “I have no doubt that the DHL eCommerce Solutions division will greatly benefit from Ken’s ability to deliver exceptional performance and value for DHL customers, using his significant experience in building networks and leading people with an inspirational style.”

John Pearson (55) will take over the Board mandate for DHL Express. He joined DHL Express in 1986, and served the company as CEO in Asia Pacific, EEMEA and Europe, as well as leading the global sales, marketing and customer service functions of the DHL Express division as Global Commercial Head. “We are pleased to have John Pearson join our Corporate Board. He has a proven track record, along with a deep understanding of the Express business. Not only does he have extensive operational and business experience of the Express division but John has been a key member of the leadership team running the Express division along with Ken. I’m confident John’s experience will prove immediately valuable to the Board, and that he will take DHL Express to new and greater heights in the years to come,” said Deutsche Post DHL Group CEO Frank Appel.

All changes come into effect on January 1, 2019.

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Media Contact:

Deutsche Post DHL Group
Media Relations
Anita Gupta
Phone: +49 228 182-9944
E-mail: pressestelle@dpdhl.com

On the Internet: dpdhl.de/press
Follow us at: twitter.com/DeutschePostDHL

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for customers, employees and investors worldwide. The Group contributes to the world through responsible business practices, corporate citizenship and environmental activities. By the year 2050, Deutsche Post DHL Group aims to achieve zero emissions logistics.

Deutsche Post DHL Group is home to two strong brands: Deutsche Post is Europe's leading postal service provider. DHL offers a comprehensive range of international express, freight transport, and supply chain management services, as well as e-commerce logistics solutions. Deutsche Post DHL Group employs approximately 520,000 people in over 220 countries and territories worldwide. The Group generated revenues of more than 60 billion Euros in 2017.

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