

Key facts about Deutsche Post DHL Group

- About 510,000 employees in more than 220 countries and territories (of which about 60% outside of Germany)
- Group revenues: EUR 57.3bn
 Group EBIT: EUR 3.49bn
 Market capitalization¹⁾: EUR 38.760bn
- 59m letters per workday in Germany
 4.3m parcels per workday in Germany
 Around 28,000 sales outlets in Germany
- ~ 809,000 international express shipments per day (Time Definite International)
 +7.6% versus 2015
- 3.6m tons of air freight; 3.1m TEU²⁾ of ocean freight. No. 2 European road freight
- 13.7m square meters³⁾ of warehouse space in contract logistics

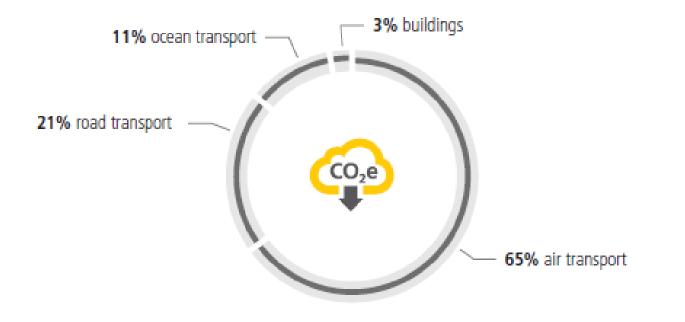


Source: Annual Report 2016; 1) As of 31 Dec 2016; 2) TEU = Twenty-foot equivalent unit; 3) Financial year 2015; 4) Status 2016; 5) For buildings and facilities; 2016 CR-Report

Deutsche Post DHL Group carbon footprint 2016

CO₂e emissions (total) by source ✓ PwC

Total 26.92 million tonnes CO₂e



Source: Deutsche Post DHL Group; Corporate Responsibility Report 2016

Our corporate strategy

The importance of acting responsibly is increasing and is therefore reflected in our ambition to become a benchmark company for responsible business.

Provider of Choice Customers will view DPDHL as the reference for logistics Consistently >80% customer satisfaction RESPONSIBILITY **Investment of Choice Employer of Choice** DPDHL will be Shareholders will see (Potential) employees the benchmark for a DPDHL as company that will want to work for responsible business consistently delivers DPDHL because it Mission 2050 plus enriches their lives against high aspirations Global Target Local Target > 8% EBIT CAGR1) Group-wide >80% **Economic Target** employee engagement/ People Target active leadership scores

Source: Deutsche Post DHL Group; 1) Compound Annual Growth Rate

Successes of our GoGreen program



First global logistics service provider with a quantified CO₂ efficiency target



Adopting the Shared Value approach and a new generation of tailored GoGreen Solutions



Start of large scale rollout of electric mobility for pick-up and delivery services



Achieving 2020 target to improve carbon efficiency by 30%, 4 years early



2008 • • • • • 2012

2014

2016

The world agrees on the Paris Agreement

UN Sustainable Development Goals are decided

Major customers demand green logistics services

Investors demand action and transparency

Regulatory requirements lean towards decarbonization of transport

If you want something new you have to stop doing something old.

Peter Drucker

Our bold long-term mission

MISSION 2050: ZERO EMISSIONS



Four strategic targets for 2025

We defined four strategic targets for 2025 to track progress against our 2050 mission

Global Target

By 2025, we will increase our carbon efficiency by 50% over 2007 levels to support the global ambition to limit global warming to well below 2°C.

▲RE-VISIT



Local Target

By 2025, we will improve local quality of life by delivering 70% of our own first and last mile services with clean pick-up and delivery solutions.

▲RE-VISIT **2050 ZERO EMISSIONS**

Economic Target

By 2025, more than 50% of our sales will incorporate Green Solutions which make our customers' supply chains greener.

People Target

Source: Deutsche Post DHL Group

By 2025, we will have trained 80% of our employees to become certified GoGreen specialists and we will actively involve them in our environmental and climate protection activities. This includes joining partners to plant one million trees each year.

▲RE-VISIT

▲RE-VISIT

Local target 2025

By 2025, we will improve local quality of life by delivering 70% of our own first and last mile services

with clean pick-up and delivery solutions



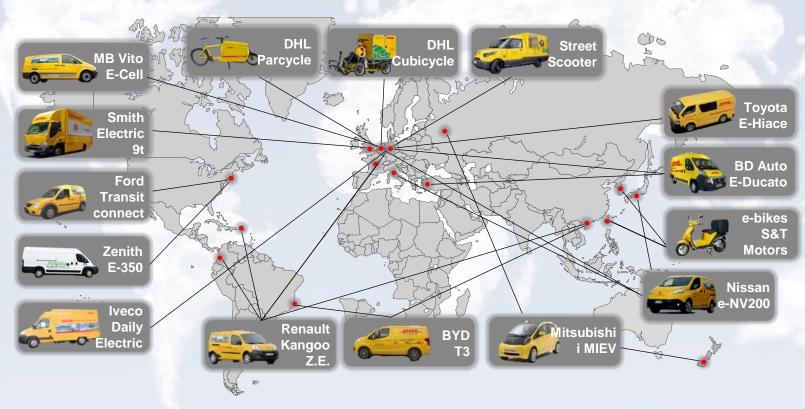


Did you know?

We have more than 3,400 StreetScooter on the road and already deliver Express shipments in 58 major European cities by bike, including our custom-designed DHL Cubicycle.

Global efficiency technologies - Last mile delivery

Electric vehicles offer benefits especially in the short and start-stop intensive driving cycles in 'last mile' delivery

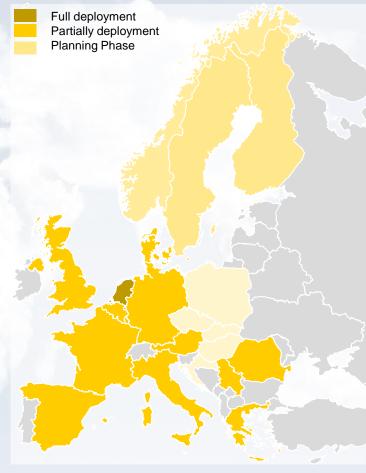


Bikes couriers across Europe

DHL Express is operating bikes in 58 cities in 15 countries on more than 100 routes

- In the Netherlands 10% of the DHL Express routes are operated by bikes
- With the introduction of our new Cubicycle concept we are able to further scale up the use of bikes in urban areas
- Bikes are in scope for several regions beyond Europe. New York and Singapore are the first cities to deploy cargo bikes outside Europe





Bike roll-out in Europe as of today

Past and current evolution steps of containerization

The containerization concept is undergoing continuous advancements

2015: Introduction of Cubicycles for last mile delivery



Cubicycle

Source: Deutsche Post DHL Group

2016: Introduction of van/ trailer combinations to carry the boxes to inner city swapping zones

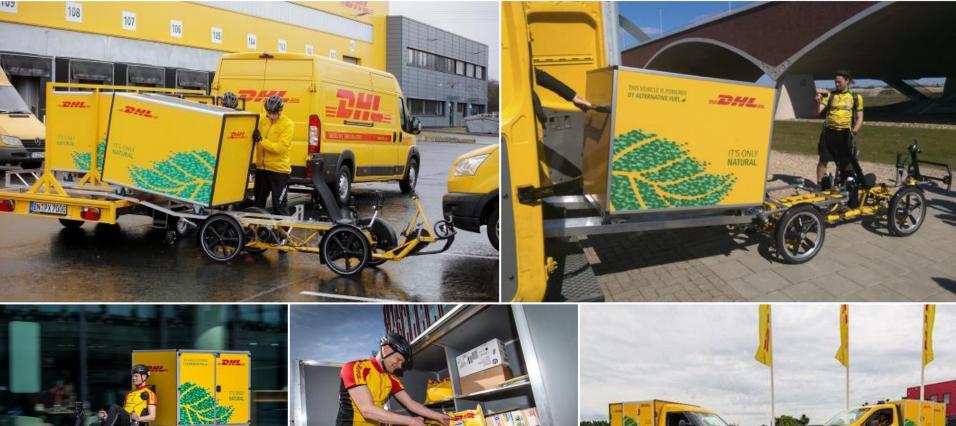


Trailer City-Hub



CubiVan

2017: Replacement of the van/ trailer combinations by e-vans carrying the boxes to the inner city swapping zones





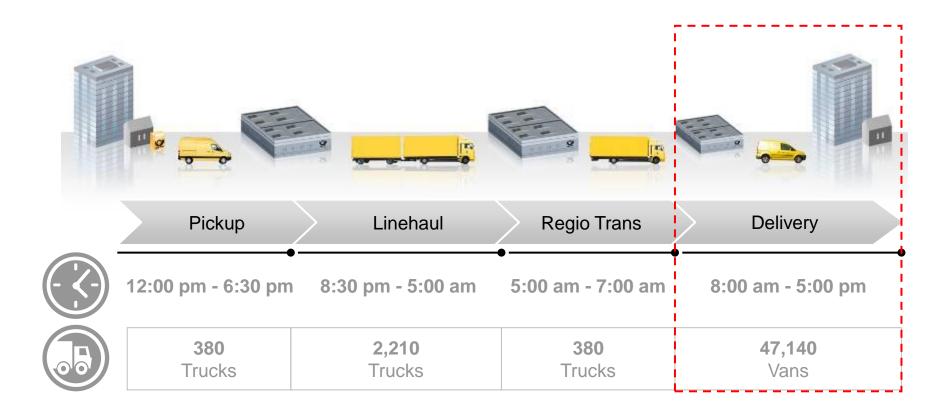








Process chain Deutsche Post and DHL Parcel



Deutsche Post – StreetScooter roll-out

3,400 StreetScooter Work and Work L in operations, rollout to other EU countries and sales to external customers started



Parcel Delivery DE

CO₂-free delivery in inner-cities:

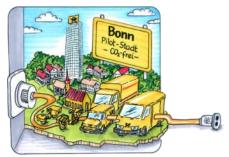
» Bochum 75

» Cologne 36

» Berlin 36

» Munich 28

» Cologne, Stuttgart, Hamburg, Herne





Parcel Delivery EU

EU roll-out in NL, UK, PL, CZ, SK, AT and ES:

» Utrecht: 76

» Vienna/Graz: 15

» Warsaw, Prague, Bratislava, Madrid, London:

5 vehicles each



Source: Deutsche Post DHL Group

Combined

StreetScooter Portfolio – Tailor-made tools for last-mile delivery

	Bike	Trike	Work	Work L	Work XL
			WOX	WORLE	PHOTA
Status	Series prod., > 1,000 in ops	5 prototypes in testing	Series prod., > 3,400 in ops	Series prod., 150 in ops	Series prod. Q1/ 18; 170 by end of 2017
Capacity	4 boxes	6 boxes	4 m³	8 m³	20 m³
Payload	50 kg	90 kg	710 kg	1.000 kg	1.250 kg
Total weight	210 kg	285 kg	2.080 kg	2.650 kg	4.250 kg
Engine	250 W	250 W	48 kW	64 kW	84 kW
Max. speed	25 km/h	25 km/h	85 km/h	85 km/h	85 km/h
Battery capacity	480 Wh	2 x 480 Wh	20 kWh	29 kWh	48 - 96 kWh
Range Source: Deutsche Pos	25 km st DHL Group	30 km	80 km	80 km	80 – 200 km

























E-Mobility at a glance

E-mobility is potentially suited for large-scale rollout in delivery operations

Employees

- 77 percent of surveyed delivery staff prefer the electric vehicle to the diesel
- 100% of the surveyed delivery staff consider e-vehicles suitable for delivery
- 88% had fun driving e-vehicles

The way ahead

- Larger fleet requires highly reliable charging infrastructure
- Standardization and flexibility of charging infrastructure necessary
- Long-term performance compared to conventional vehicles still subject to daily experience





- Electric vehicles are stable in daily operations (uptime >90%)
- Electrical power supply is sufficient with time-controlled charging
- Maintenance and service for highvoltage technology is improving



Lessons learned

- E-mobility concept enjoys high acceptance amongst staff
- Series production electric vehicles perform reliable and robust
- Cost-effective operation is possible given the selection of suitable vehicle concepts



Everyone loves the StreetScooter









The best way to predict the future is to create it.



CEO

Finance, HR