

Deutsche Post DHL is the world's leading mail and logistics services group. The Deutsche Post and DHL corporate brands offer a one-of-a-kind portfolio of logistics (DHL) and communications (Deutsche Post) services. The Group provides its customers with both easy to use standardised products as well as innovative and tailored solutions ranging from dialogue marketing to industrial supply chains. About 500,000 employees in more than 220 countries and territories form a global network focused on service, quality and sustainability. With programmes in the areas of climate protection, disaster relief and education, the Group is committed to social responsibility.

The Postal Service for Germany. The Logistics Company for the World.

[dp-dhl.com](http://dp-dhl.com)

Brands	Deutsche Post 			
<b>Divisions</b>	<b>MAIL</b> <ul style="list-style-type: none"> <li>The Post for Germany</li> <li>Largest postal operator in Europe</li> <li>Leader in terms of quality and automation</li> </ul>	<b>EXPRESS</b> <ul style="list-style-type: none"> <li>Largest express provider in Europe, Asia Pacific and EEMEA</li> <li>Among the Top 3 providers worldwide</li> <li>Global no. 1 in the international express business</li> </ul>	<b>GLOBAL FORWARDING, FREIGHT</b> <ul style="list-style-type: none"> <li>Global no. 1 in air freight and ocean freight</li> </ul>	<b>SUPPLY CHAIN</b> <ul style="list-style-type: none"> <li>Global no. 1 in contract logistics</li> <li>Global no. 1 in outsourcing corporate information management</li> </ul>
<b>Business Units</b>	<ul style="list-style-type: none"> <li>Mail Communication</li> <li>Dialogue Marketing</li> <li>Press Services</li> <li>Parcel Germany<sup>1)</sup></li> <li>Retail Outlets</li> <li>Global Mail<sup>1)</sup></li> <li>Pension Service</li> </ul>	<ul style="list-style-type: none"> <li>Europe</li> <li>Americas</li> <li>Asia Pacific</li> <li>EEMEA (Eastern Europe, the Middle East, Africa)</li> </ul>	<ul style="list-style-type: none"> <li>Global Forwarding</li> <li>Freight</li> </ul>	<ul style="list-style-type: none"> <li>Supply Chain</li> <li>Williams Lea</li> </ul>

<sup>1)</sup> Operates under the DHL brand.

[dp-dhl.com/en/investors/segments.html](http://dp-dhl.com/en/investors/segments.html)

## KEY FIGURES

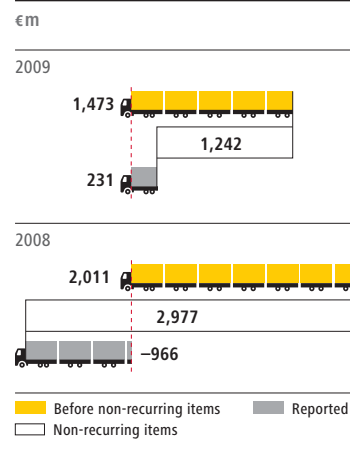
### Selected key figures (continuing operations)

		2008 adjusted	2009	+/- %
Profit from operating activities (EBIT) before non-recurring items	€m	2,011	1,473	-26.8
Non-recurring items	€m	2,977	1,242	-58.3
EBIT	€m	-966	231	123.9
Revenue	€m	54,474	46,201	-15.2
Return on sales <sup>1)</sup>	%	-1.8	0.5	
Consolidated net profit/loss <sup>2)</sup>	€m	-1,688	644	138.2
Operating cash flow	€m	3,362	1,244	-63.0
Net debt/net liquidity <sup>3)</sup>	€m	2,466 <sup>4)</sup>	-1,690	168.5
Return on equity before taxes	%	-9.0	3.0	
Earnings per share <sup>5)</sup>	€	-1.40	0.53	137.9
Dividend per share	€	0.60	0.60 <sup>6)</sup>	-
Number of employees <sup>7)</sup>		456,716	436,651	-4.4

<sup>1)</sup> EBIT/revenue. <sup>2)</sup> Excluding minorities, including Postbank. <sup>3)</sup> For the calculation see Annual Report 2009, page 44. <sup>4)</sup> Postbank at equity.

<sup>5)</sup> Including Postbank. <sup>6)</sup> Proposal. <sup>7)</sup> Average FTE.

### A.19 Consolidated EBIT for continuing operations



### Financial calendar (excerpt)

28 April 2010	Annual General Meeting (Frankfurt/Main)
11 May 2010	Interim Report on the first quarter of 2010, investors conference call
3 August 2010	Interim Report on the first half of 2010, half-year press conference and investors conference
9 November 2010	Interim Report on the first nine months of 2010, investors conference call

[dp-dhl.com/en/investors/events.html](http://dp-dhl.com/en/investors/events.html)

## RATING

Credit ratings represent an independent and current assessment of a company's Credit standing. The ratings are based on a quantitative analysis and measurement of financial reports and the underlying planning data. Qualitative factors, such as industry-specific features and the company's market position and range of products and services, are also taken into account. The creditworthiness of our Group is reviewed on an ongoing basis by international rating agencies Moody's Investors Service and Standard & Poor's.

### Current ratings

	Moody's Investors Service	Standard & Poor's
Long-term	Baa1	BBB+
Outlook	Stable	Negative
Short-term	P-2	A-2
Date of most recent review	26 June 2009	2 July 2009

[dp-dhl.com/en/investors/creditor\\_relations.html](http://dp-dhl.com/en/investors/creditor_relations.html)

## SHAREHOLDER STRUCTURE

Deutsche Post AG's share capital is composed of 1,209,015,874 no-par value registered shares (registered shares with nominal value of €1). All shareholders are listed in an electronic share register. KfW Bankengruppe holds around 368 million shares, corresponding to 30.5% of the share capital. The free float is 69.5%.

[dp-dhl.com/en/investors/shares.html](http://dp-dhl.com/en/investors/shares.html)

## CORPORATE GOVERNANCE

As a German public limited company, Deutsche Post operates a dual management system comprising the Board of Management, as the management body, and the Supervisory Board, as the controlling body. The Board of Management is responsible for managing the company, and is appointed, overseen and advised by the Supervisory Board. The Board of Management consists of the following seven members: Dr Frank Appel (chairman), Ken Allen (EXPRESS), Bruce Edwards (SUPPLY CHAIN), Jürgen Gerdes (MAIL), Lawrence Rosen (Finance, Global Business Services), Walter Scheurle (Personnel) and Hermann Ude (GLOBAL FORWARDING, FREIGHT).

The Supervisory Board comprises twenty members: ten shareholder representatives are elected by the Annual General Meeting whilst a further ten are elected by employees in accordance with the provisions of the *Mitbestimmungsgesetz* (German co-determination act). Chairman: Prof. Dr Wulf von Schimmelmann.

[dp-dhl.com/en/investors/corporate\\_governance.html](http://dp-dhl.com/en/investors/corporate_governance.html)

## OUTLOOK FOR THE FULL YEAR 2010

At the start of 2010, the moderate recovery trend seen in the second half of 2009 continued. For planning and budgeting purposes, we have figured in a modest recovery in overall trade volumes in 2010. However, uncertainty remains with regard to the extent and durability of this recovery.

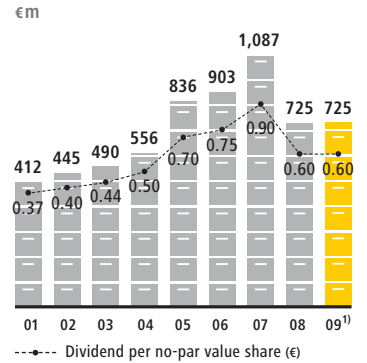
Against this backdrop, we expect full-year consolidated EBIT before non-recurring items to reach €1.6 billion to €1.9 billion in 2010. The MAIL division is likely to make up around €1.0 billion to €1.2 billion of this. Compared with the previous year, we expect a strong improvement in earnings to between €1.0 billion and €1.1 billion in the DHL divisions. The Corporate Center/Other segment should come in just below the prior year with a loss of around €0.4 billion. Given that 2009 saw high non-recurring expenses for restructuring the express business, full-year 2010 is likely to see a solid improvement in consolidated EBIT.

We provide you with the full outlook in the Annual Report 2009.

[dp-dhl.com/en/investors/group.html](http://dp-dhl.com/en/investors/group.html)

## DIVIDEND

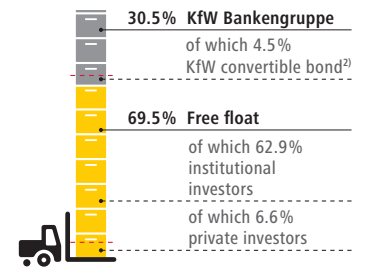
### Total dividend and dividend per no-par value share



<sup>1)</sup> Proposal.

[dp-dhl.com/en/investors/shares.html](http://dp-dhl.com/en/investors/shares.html)

## Shareholder structure<sup>1)</sup>



<sup>1)</sup> As at 4 February 2010.

<sup>2)</sup> On 23 July 2009 KfW issued a convertible bond on Deutsche Post AG shares (volume: 54.1 million shares). Investors can convert this bond from the first due date for interest until 30 July 2014.

## Contacts

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