





The Deutsche Post and DHL corporate brands offer a one-of-a-kind portfolio of logistics (DHL) and communication (Deutsche Post) services. The Group offers its customers easy to use standardized products as well as innovative and tailored solutions – from dialog marketing to industrial supply chains. Around 500,000 employees in more than 220 countries and territories form a global network focused on service, quality and sustainability. The Group accepts its social responsibility by supporting climate protection, disaster management and education.

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

Brands	<div>Deutsche Post</div>	<div></div>		
Divisions	<div>MAIL</div> <div><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></div>	<div>EXPRESS</div> <div><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></div>	<div>GLOBAL FORWARDING, FREIGHT</div> <div><ul style="list-style-type: none"><li>• Global no. 1 in air freight and ocean freight</li></ul></div>	<div>SUPPLY CHAIN</div> <div><ul style="list-style-type: none"><li>• Global no. 1 in contract logistics</li><li>• Global no. 1 in Corporate Information Solutions</li></ul></div>
Business Units	<div><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></div>	<div><ul style="list-style-type: none"><li>• Europe</li><li>• Americas</li><li>• Asia Pacific</li><li>• EEMEA (Eastern Europe, Middle East, Africa)</li></ul></div>	<div><ul style="list-style-type: none"><li>• Global Forwarding</li><li>• Freight</li></ul></div>	<div><ul style="list-style-type: none"><li>• Supply Chain</li><li>• Williams Lea</li></ul></div>

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

<http://investors.dp-dhl.com> (The Segments)

## KEY FIGURES

### Selected key figures<sup>1)</sup>

	2008
Revenue	€m 54,474
Profit from operating activities (EBIT) before non-recurring items	€m 2,410
Non-recurring items	€m 2,977
EBIT	€m -567
Consolidated net loss <sup>2)</sup>	€m -1,688
Operating cash flow (Postbank at equity)	€m 3,362
Net debt (Postbank at equity) <sup>3)</sup>	€m 2,412
Return on equity before taxes	% -9.0
Earnings per share <sup>4)</sup>	€ -1.40
Dividend per share	€ 0.60
Number of employees <sup>5)</sup>	456,716

<sup>1)</sup> Excluding Postbank. <sup>2)</sup> Excluding minorities, including Postbank. <sup>3)</sup> Adjusted for financial liabilities to Williams Lea minority shareholders. <sup>4)</sup> Including Postbank. <sup>5)</sup> Average FTE.

### Revenue by division 2008<sup>1)</sup>

€m
14,393
MAIL
13,637
EXPRESS
14,179
GLOBAL FORWARDING, FREIGHT
13,718
SUPPLY CHAIN

<sup>1)</sup> Excluding Corporate Center/Other and Postbank.

### Financial calendar (excerpt)

9 March 2010	Financials press conference and investors conference for financial year 2009
16 March 2010	2009 Annual Report
28 April 2010	Annual General Meeting (Frankfurt/Main)
11 May 2010	Interim Report Q1 2010, Investors conference call

<http://investors.dp-dhl.com> (Events)

**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 Standard & Poor's and Moody's Investors Service.

**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

<http://investors.dp-dhl.com> (Creditor Relations)

**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%.

<http://investors.dp-dhl.com> (Deutsche Post Shares)

**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 A. 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.

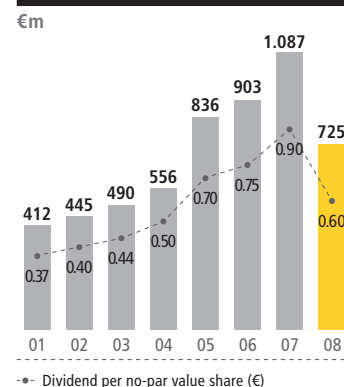
<http://investors.dp-dhl.com> (Corporate Governance)

**OUTLOOK FOR THE FULL YEAR 2009**

So far only a very slight volume recovery can be observed and we continue to cautiously assume no significant pick-up in trading in the remainder of the year. We have made good progress in implementing our efficiency improvement measures and we are now expecting the €1 billion savings target in indirect costs to be reached as early as the end of 2009. Customer insolvency risks have materialised in the first nine months to a considerable extent but even in light of further risk from customer insolvencies Deutsche Post DHL is raising the forecast of full-year EBIT before non-recurring items from €1.2 billion to at least €1.35 billion.

Net profit has been significantly supported by the effects from the Postbank transaction. We reiterate our forecast that net profit should be positive for the year.

<http://investors.dp-dhl.de> (The Group)

**DIVIDEND****Total dividend and dividend per no-par value share**

<http://investors.dp-dhl.com>  
(Deutsche Post Shares)

**Shareholder structure**

As at 31 December 2008

<b>30,5 %</b>	<b>69,5 %</b>
KfW Bankengruppe	Free Float
of which 4,6 % KfW	of which 63,0 %
Uridashi bond <sup>1)</sup>	institutional
of which 4,5 % KfW	investors
convertible bond 2009 <sup>2)</sup>	of which 6,5 %
	Private investors

1) In 2005 KfW issued a convertible bond in Japan for private investors (volume: 55.6 million shares). Investors can convert this bond until January 2010.  
2) KfW issued a convertible bond on Deutsche Post shares on 23 July 2009 (volume: 54.1 million shares). Investors are able to convert the bond into shares from the first interest payment date until 30 July 2014.

**Contacts**

Tel.: +49 (0) 228 182-6 36 36  
Fax: +49 (0) 228 182-6 31 99  
E-mail: [ir@deutschepost.de](mailto:ir@deutschepost.de)  
Internet: <http://investors.dp-dhl.com>

**Editor**

Deutsche Post AG  
Headquarters  
Investor Relations  
53250 Bonn  
Germany  
[www.dp-dhl.com](http://www.dp-dhl.com)



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