

MOVING BEYOND EFFICIENCY

MISSION 2050: **ZERO** EMISSIONS

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Senior Expert Responsibility Strategy and Standards

Ships, Planes and Paris: Clearly navigating to 1.5°C, Bonn, 14 November 2017



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

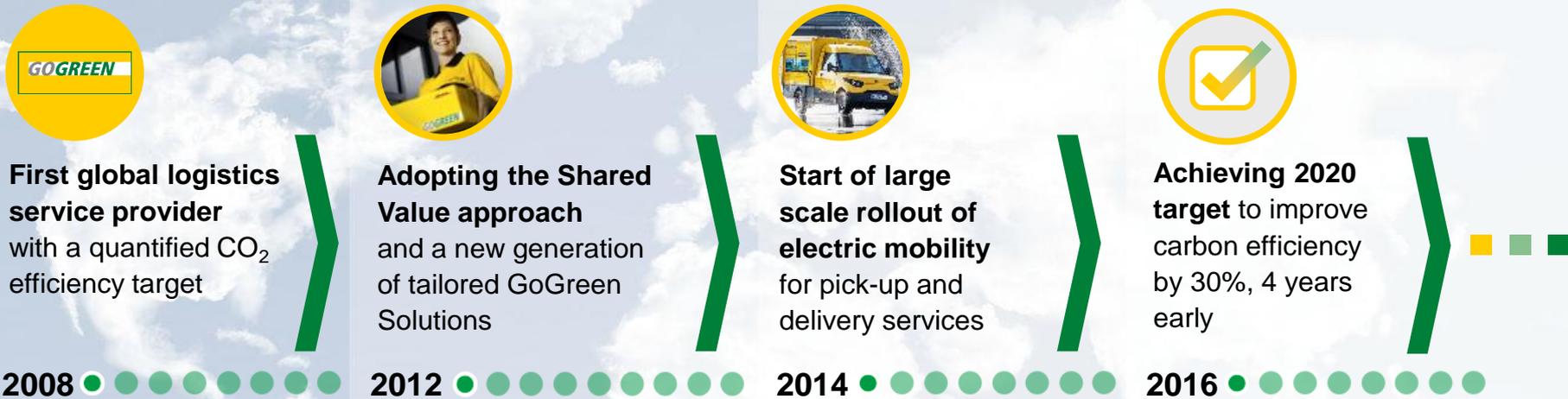
- ▶ 3.6m tons of air freight; 3.1m TEU²⁾ of ocean freight. No. 2 European road freight

- ▶ 13.7m square meters³⁾ of warehouse space in contract logistics



Source: Annual Report 2016; 1) As of 12/31/2016; 2) TEU = Twenty-foot equivalent unit; 3) Financial year 2015; 4) Status 2016; 5) For buildings and facilities

Successes of our GoGreen program



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



Source: Deutsche Post DHL Group

Four strategic targets for 2025

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

1. 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.



2. 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.**

2025



3. Economic Target ● ● ●

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

4. People Target ● ● ●

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.**



Source: Deutsche Post DHL Group

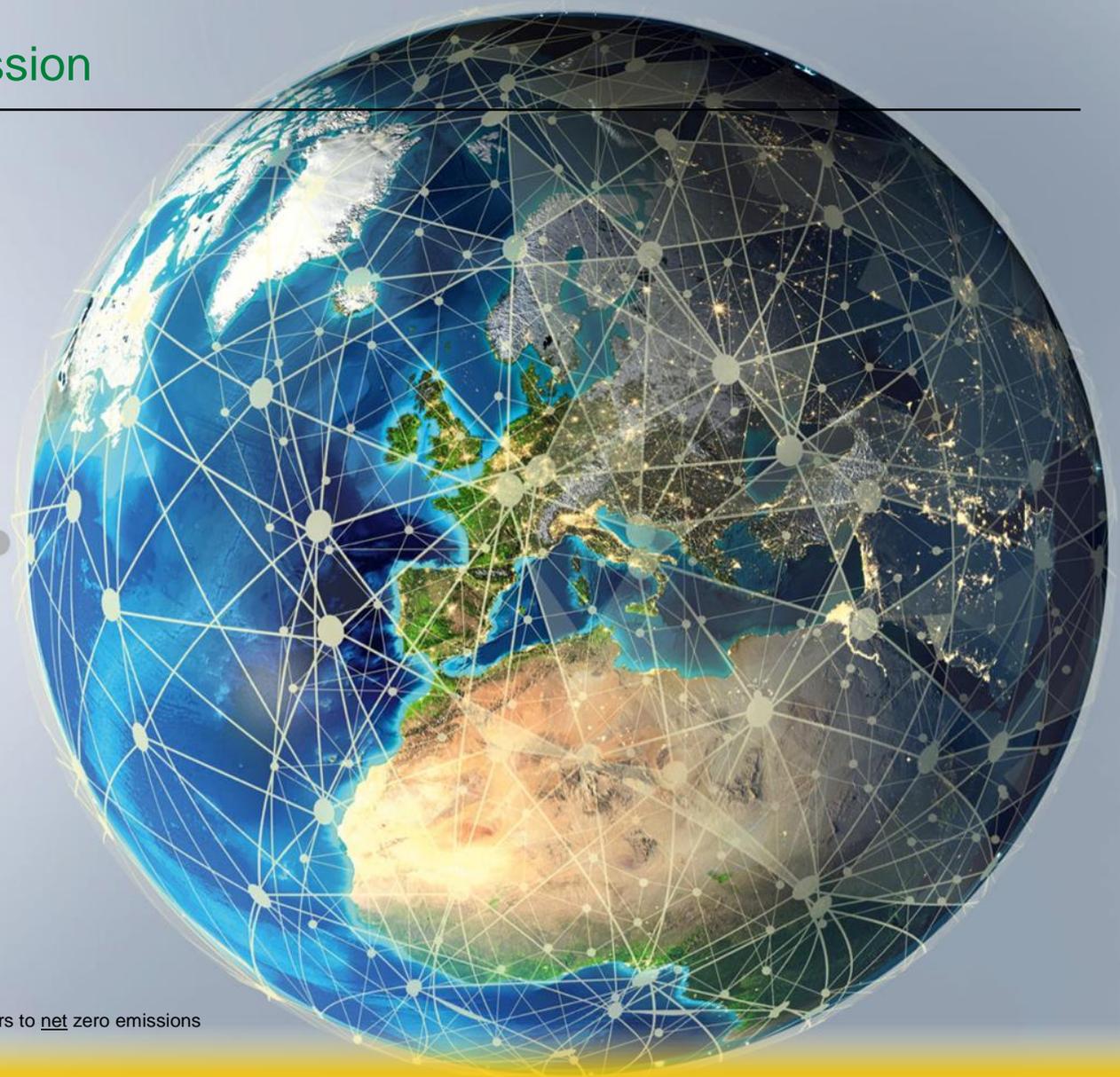


If you want something new you have
to stop doing something old.

Peter Drucker

Our bold long-term mission

MISSION 2050:
ZERO
EMISSIONS



Source: Deutsche Post DHL Group; Zero emissions refers to net zero emissions

StreetScooter Work – The first electric vehicle developed in collaboration with delivery staff

Motivation for in-house development

- » Fast achievement of target costs
- » Guarantee of optimal ergonomics
- » Better visibility conditions and robustness
- » Emotional enthusiasm of delivery staff
- » Reduction of CO₂, local emissions and noise

Technical data

- » Range 80 km
- » 4 m³ loading volume
- » 710 kg payload
- » 20.4 kWh battery capacity
- » 48 kW power
- » Total weight 2.1 t
- » Max. 85 km/h (DP), up to 120 km/h possible

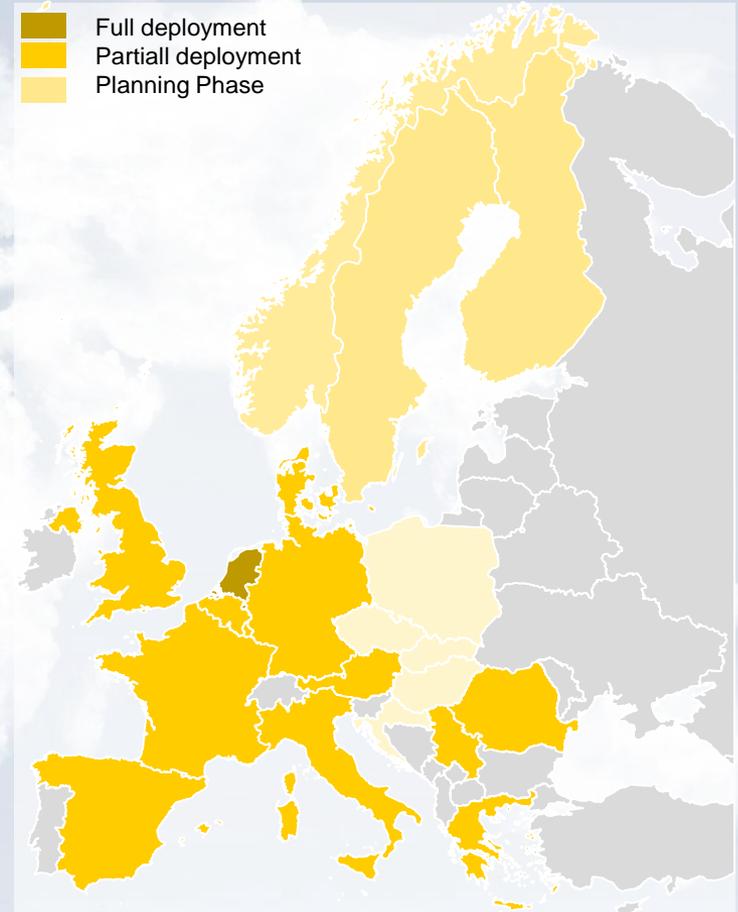


Source: Deutsche Post DHL Group

Bikes couriers across Europe

DHL Express is operating bikes in 12+ Countries, 58+ Cities, 100+ Routes

- Specifically in the Netherlands 10% of the DHL routes are serviced by a bike
- With the introduction of our new bike concept the Cubicycle we are able to further scale up the use of bikes in urban areas.
- Bikes are in scope for several regions outside of Europe. With New York being the first city to start biking outside of Europe



Bike roll out across Europe, status 2017

Source: Deutsche Post DHL Group

Past and current evolution steps of containerization

The containerization concept is undergoing continuous advancements

2015: Introduction of Cubicycles for last mile delivery



1

Cubicycle

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



2

Trailer City-Hub

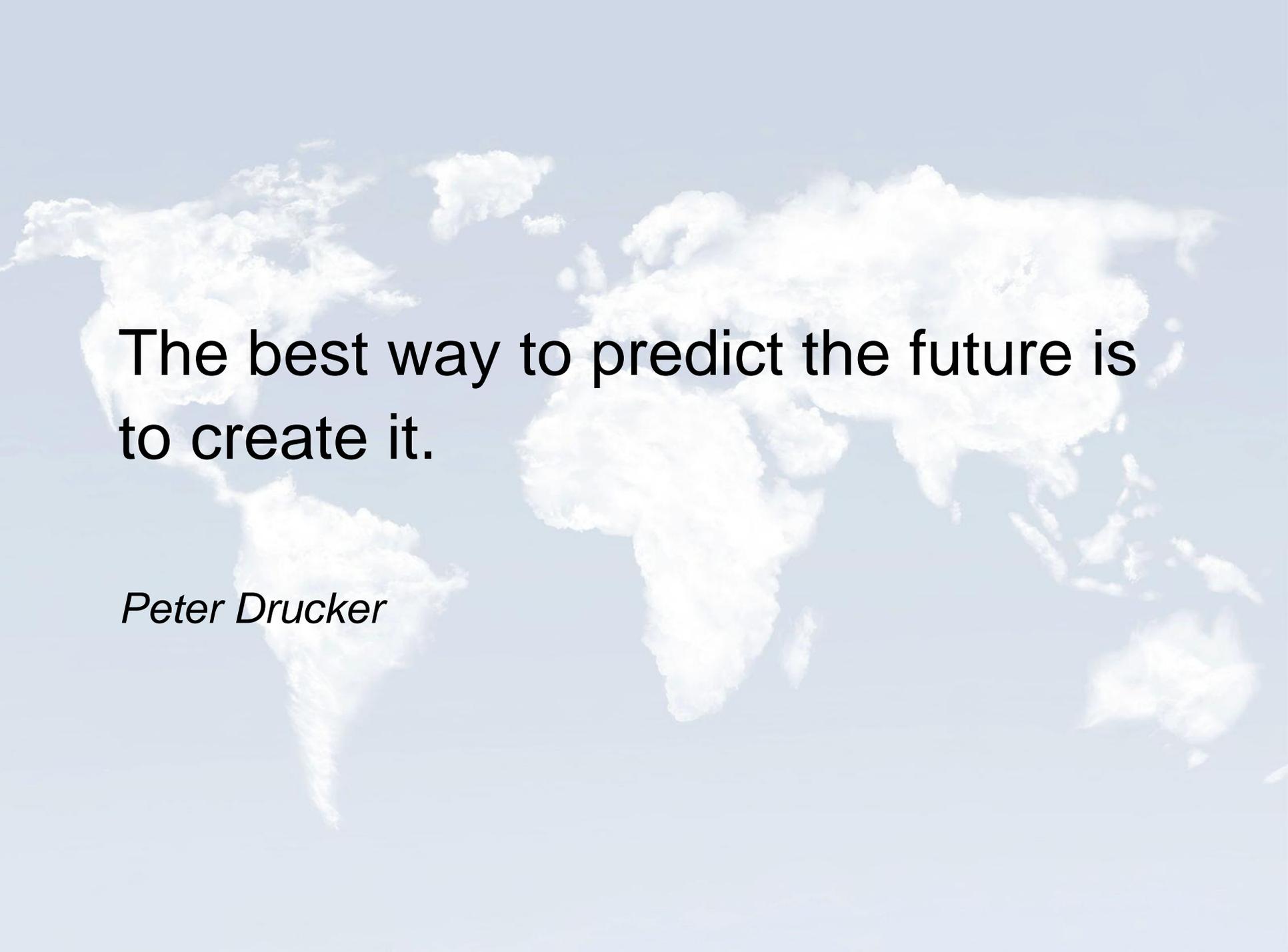


3

CubiVan

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

Source: Deutsche Post DHL Group



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

Peter Drucker