

Statement

by

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Deutsche Post AG

on the occasion of the

Annual General Meeting

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at the Jahrhunderthalle in Frankfurt am Main, Germany

Check against delivery

Welcome to the 2011 Annual General Meeting

Good morning, ladies and gentlemen!

Let me, too, start by extending a warm welcome to this year's annual general meeting of Deutsche Post DHL.

I am pleased to see that so many of you have made it to the Jahrhunderthalle in Frankfurt today. I would also like to extend a warm welcome to the shareholders, members of the press and guests who are tuning in over the internet.

The year behind us was again an eventful year, for the global economy in general and for our company in particular.

Our company is very well positioned

Tangible signs of global economic recovery could be felt everywhere in 2010:

Following the deep recession we experienced in 2009, we generated strong growth again, particularly in the first half of the year. The emerging economies of Asia continued to demonstrate robust growth but in most industrialised countries, signs of economic recovery were also prevalent. Last year, world trade increased roughly by 12%. This momentum was largely generated by Asia, and by China in particular. This positive trend continued at the beginning of this year, even though the effects of the severe earthquake in Japan and the political unrest in north Africa are not yet clear.

Many companies posted good results last year and in the first quarter of this year. This was also true of your company, Deutsche Post DHL.

Overall review for 2010 and Q1 2011: good feedback on our group development

The economic recovery that took hold in many parts of the world also resulted in a considerable increase in transport volumes and demand for logistics.

By taking strategic and operative steps, we made clear progress in nearly all divisions and took full advantage of the economic recovery: We had a dynamic start in 2011 and continued our growth path successfully in the first quarter of 2011, too.

We deliver as promised – and this is meanwhile also reflected in the media as well in respective analyst reports.

The earnings increases show that we have done our homework during the past few years. Today, we are in the best position to benefit significantly from the continuing momentum in global markets.

I would like to take this opportunity to again express my heartfelt gratitude to the entire management team and all company employees for their outstanding work in contributing to this success.

Unfortunately, these achievements are not reflected in the development of our company's share price. I shall speak about this in more detail later on.

Strong platform with a one-of-a-kind portfolio

Deutsche Post DHL is the world's leading mail and logistics group. The Deutsche Post and DHL corporate brands offer a one-of-a-kind portfolio of logistics and communications services.

We are the largest postal company in Europe and the only universal postal service provider in Germany. Due to the E-Postbrief, we are also the first to provide a system that can securely send documents online.

Under the corporate brand DHL, we are market leader in all our core businesses. We are number one in international express, number one in the forwarding business and number one in contract logistics as well as in corporate information and communications management.

We shall continue to expand this solid platform.

Around 470,000 employees across the globe remain a key factor of success

Next to a global network and innovative solutions, dedicated employees are a key factor of success for a service business.

With approximately 470,000 workers across the globe, we are one of the world's largest service companies. To be crowned number one in our industry, it is critical that we continue to recruit top talent on our way to becoming the employer of choice in our industry.

It is the employees who contribute to business success day in and day out. Motivated employees drive a company to deliver top performance.

Employee training and professional development is therefore a particularly crucial matter for us at Deutsche Post DHL. This year, we offer more than 2,000 trainee and student positions; that is almost 300 more than 2010. At the same time, we will offer full-time employment contracts to around 1,000 trainees after successful completion of their training this year – around 16% more than last year. Through such special trainee and student programmes, we are securing our future staff of specialists and are making a key contribution to society.

With a broad range of group-wide and division-specific talent programmes, we offer employees a number of targeted professional and personal development opportunities so we can continue to fill a large share of our executive positions with experienced employees from our own ranks.

In this context, I would like to say a few words on the promotion for female managers. Diversity management is an integral part of our people policy. It is a further contribution to our goal – becoming employer of choice. In particular, we intend to significantly increase the share of women in leadership positions. Appropriate steps, for instance child-care support, networks and mentoring, are already firmly anchored in our company. They will also be continued and expanded during the coming year. Today, around 50% of all participants of such development programmes are already female.

We want to offer all employees opportunities, to take over responsibility and to develop along new challenges. Especially in a rapidly changing world, this is a vital lever for company success.

Economic recovery but global markets remain volatile

The disaster in Japan has again demonstrated that our world has become more complex, more susceptible to disruptions and more volatile. Making simple forecasts is no longer possible. The upswing surprised in the same way as the financial crisis before did.

According to current assessments, the natural disaster in Japan will not have a dramatic impact on the global economy but, because of Japan's significant position in the global economy as the world's third largest economy, it is certainly too early to sound the all-clear signal.

In many countries of the Middle East and north Africa, the current situation is also uneasy. These countries are not only key markets for many companies. They are also home to large portions of the world's oil reserves.

The conclusion: we live in a nonlinear world that asks for holistic strategies where 'flying by sight' is no option.

Well prepared for the future with Strategy 2015

Our Strategy 2015 has laid the right foundation for the future.

With this strategy, we do not intend to reinvent the group, but to unlock our full potential from within. The strategy focuses on closely interlocking our structures and providing integrated solutions that make the lives of our customers easier.

Deutsche Post DHL rests on two strong pillars, Deutsche Post and DHL.

We are clearly committed to the mail business but in this area we need to re-orientate ourselves and press ahead with solutions that link physical and digital communication.

In the DHL division, we need to think more strongly in terms of innovative solutions for the specific needs of individual customer segments. We have enormous potential for strong organic growth and we want to leverage this.

We want to be more effective, more efficient and more innovative than our competitors. Only by doing this shall we remain the provider of choice for our customers, the employer of choice for our employees and the investment of choice for you, our investors.

Last year has showed us that we are on the right track.

Review 2010: We made good progress

Allow me to now take a look back at what we have achieved last year.

Strategy 2015 – Significant progress along all dimensions

We have made great progress in implementing our Strategy 2015.

We have been able to further improve our customers' satisfaction level, particularly in the mail sector, and to maintain the level at DHL. There is of course still room for improvement. In all DHL divisions we have therefore launched cross-divisional growth initiatives geared towards our customers' regional and industry-specific requirements.

As part of employee questionnaires and numerous dialogue forums we regularly survey our employees' satisfaction and dedication because only happy employees ensure high customer satisfaction and long-term success. Last year's survey showed significant improvements in all categories. Our employees support our company's strategic path; they feel the resulting change and they are willing to contribute actively.

A good result.

Our company's general attractiveness as employer, for example among students, has also increased significantly. In the Universum Student Survey 2011's current employer-ranking Deutsche Post DHL was one of the great winners. Among economists as well as IT specialists the popularity of the company as an employer improved significantly. This allows me to view the future with confidence.

This also applies to our financial results, which have developed very positively.

Financial year 2010: Guidance exceeded

We were able to measurably increase our revenues in financial year 2010 whilst also significantly boosting profitability. Overall, group revenues climbed by 11.4% to €51.5 billion.

Due to margin improvements at DHL, the increase in the group's operating profit was substantially higher. At €2.2 billion, underlying EBIT exceeded the forecast by more than €100 million and was nearly 50% higher than the previous year's level.

As restructuring expenses were, according to plan, considerably reduced, the rise in reported EBIT was even more pronounced (a gain of €1.6 billion compared with the previous year's level). In combination with positive effects stemming from the Postbank sale, the efficiency improvements also produced a fourfold increase to €2.5 billion in the company's net profit.

This strong performance in 2010 clearly demonstrates that we positioned ourselves at an early stage to be fit for the economic upswing and that our Strategy 2015 is increasingly bearing fruit.

The essential restructuring phase is now behind us and we have reached an important milestone on our way to reaching profitable growth and sustainably increasing our earnings strength.

First quarter 2011 financial results: Dynamic start in 2011

I would now like to take a quick look at the key financial figures for the first quarter of 2011.

We succeeded in continuing on our growth course in the first quarter of this year. In comparison with the previous year's level, group revenues rose by 6.9% to €12.8 billion. This positive performance was fuelled by strong growth in all three DHL divisions.

Further margin improvements in the DHL divisions also led to a substantial increase in the profitability of the overall group. EBIT rose by 22.9% to €629 million in the first quarter.

Consolidated net profit climbed to €325 billion. This corresponds to, excluding valuation effects resulting from the Postbank sale, a considerable enhancement in comparison with the previous year's level. It is also the result of long-term efficiency improvements that the group realised in previous years.

MAIL 2010 - holding up well in a difficult environment

Last year presented many challenges for the MAIL division.

We only have to think back to the winter storm Daisy that held Europe in its icy grip in January and February and covered Germany in a thick blanket of snow. Prior to Christmas, there were up to 5.5 million deliveries to make a day, that is, more than double the usual volume, under extreme weather conditions. This was a Herculean task that, in my view, our colleagues on the ground valiantly carried out. I would like to take this opportunity to again warmly thank these colleagues for their outstanding effort.

Since December 2010 our parcel volume increased by 10%, and the trend has continued in the 1st quarter of 2011, too. Whilst revenues in the parcel business are currently experiencing a real boom, sales in the business unit Mail Communication dropped 3.8% last year.

Here, an impact was also felt from the July implementation of the requirement to apply VAT to revenues earned from business customers, who were previously exempt, and the discounts issued in response. With a targeted concept but also thanks to our high quality level, we succeeded in retaining all key customers.

In addition, the general trend of the replacement of the physical letter by electronic media remains a fact of life and a challenge for us. With innovations such as the E-Postbrief, we are not standing idly by and watching this develop, rather we are taking a proactive approach and leveraging the opportunities presented to us by the trend towards an increasingly digital world.

In the area of dialogue marketing, we have taken further steps to expand our range of services and strengthen our position in the fast-growing online advertising market by acquiring the largest targeting platform in Europe, nugg.ad, as well as the performance marketing specialist Adcloud.

Overall, revenues at the MAIL division fell slightly, decreasing by 0.7% to €13.8 billion in 2010.

Our strategic goal is to stabilise the division's long-term profitability at €1 billion.

Despite the difficult conditions in the traditional letter business, I am optimistic about the future in light of the very satisfactory performance of our parcel business and the market opportunities presented by electronic communication.

I would now like to go into more detail about the second pillar of our group, the DHL division.

DHL - strong growth in global growth markets

The DHL divisions are growing and are already generating three-quarters of overall revenue. After a long restructuring phase, DHL is now optimally positioned – above all in the global growth markets. Last year growth in the boom market of Asia was at 36% compared to the previous year.

Through our strong presence in all key regions and our range of services geared towards customer needs, we are actively participating in the growing international trade flows. We positioned ourselves at an early stage to be fit for the economic upswing: last year, we invested nearly €1 billion in network improvements as well as in expanding our business.

For the future, we are fundamentally optimistic about ongoing economic developments.

We assume that the economic trend will continue this year, even if it may be somewhat weaker. We must, however, acknowledge that a certain possibility of a setback exists. This is a result, for instance, of the continued uncertainties in financial markets due to the sovereign-debt crisis in Europe or the turbulences in north Africa and the Arab world.

Another factor is that, as 2010, the regions of the world are again growing at significantly different rates this year. The largest growth rates are still expected to be generated primarily in Asia and the other emerging markets, whilst Europe and North America will most likely continue to grow more slowly.

The critical factor for us and our future success is that we, as number one in the world, have a strong presence in all regions where growth is being generated.

EXPRESS 2010: Turnaround achieved

Asia also remains a growth engine for our express business.

We are the world's most reliable service provider and even the market leader in international express services worldwide. Due to improved service quality and an intense focus on the international express business, it generated strong revenue and earnings growth.

The turnaround in the Express division has been definitively accomplished. Overall, revenues in the Express division totalled around €11 billion in 2010, 12% - without divestments or acquisitions even by 16% - above the previous year's level.

In all regions, except Europe, we achieved double-digit revenue growth rates. Following its repositioning, the business in the United States was particularly dynamic, generating an organic revenue increase of nearly 25%.

Despite the positive revenue development, restructuring and successfully implemented efficiency improvements significantly led to further profitability gains.

We have made continuous investments in the expansion of our network and have created many new direct connections to offer an even better service to our customers. We have expanded our aircraft fleet by adding types that comply with the latest environmental standards. We have just bought 13 Airbus A 300-600 for our

European aircraft fleet. The new planes have up to 20% less energy need and around five tons more loading capacity.

We are now focusing on growth. In the process, we consistently rely on the quality of our employees and, as a result, the quality of our service.

Last year we were honoured with the “Best Call Center Award 2010” in China.

GLOBAL FORWARDING, FREIGHT 2010: Profitability back to pre-crisis levels

Before I reflect on the development of our GLOBAL FORWARDING, FREIGHT division, I would like to say a few words to our new corporate board member Roger Crook.

Dr. von Schimmelmann has already presented Roger Crook as new member of the Corporate Board. I am also very pleased that Roger is now part of our team, and I am sure that he will contribute to further shaping the important GLOBAL FORWARDING, FREIGHT division with his expertise and personality.

How was last year’s development?

In 2010 GLOBAL FORWARDING, FREIGHT generated high double-digit revenue increases.

Overall, in this division we generated revenues totalling €14.3 billion during the past year, a jump of more than €3 billion, or about 28%, compared with the previous year’s level. By continuing to intensely focus on cost management along with stabilising margins, we succeeded in boosting profitability by 42%. Underlying EBIT totalled about €390 million for GLOBAL FORWARDING, FREIGHT.

All the signs are also pointing towards growth in freight forwarding. We have expanded operations and sharpened our focus on the needs of particular industries. By taking these steps, we have been able to boost volume with existing customers as well as successfully attract new business at the beginning of this year.

At the start of 2011, DHL began providing all in-flight services to Singapore Airlines through hubs in Germany, China and Singapore. In addition, we also took over all domestic transports for services to Singapore Airlines hubs in Germany and China.

SUPPLY CHAIN 2010: good development in all sectors/regions

Supply chain management demands customised solutions that meet the unique needs of each individual customer.

The contract logistics business performed well in 2010 and we significantly improved both revenues and earnings. Acquisition of new business and increases in existing business have fuelled strong revenue growth.

We were also able to acquire important new business for our company Williams Lea, the market leader in business process outsourcing.

This revenue increase and the significant cost reductions and efficiency gains led to a sizable improvement of the operating profit.

Whereas we posted an operating loss of €132 million in 2009, we generated an operating profit of €274 million last year. This is a profit improvement of more than €400 million.

Share price development since the start of 2010

Despite the notable recovery of the economy, stock markets remained sluggish at the start of 2010. The sovereign-debt crisis facing some euro area countries and fears of a new recession dampened moods and led to uncertainty in the stock markets.

Overall the DAX recorded a positive performance of 16.1% in 2010.

Unfortunately, the price of our share lags behind the DAX. On the capital market, scepticism quite obviously prevailed as to whether or not our company would succeed in achieving additional profitable growth with the increase in volume.

As the share-price development indicates, we still have some convincing to do here.

Deutsche Post DHL would like to be an attractive investment. As part of our Strategy 2015, we have improved our business portfolio and placed the changing needs of our customers more closely at the heart of our actions.

Throughout all of 2010 as well as in the first quarter of 2011, we generated good financial results and fulfilled our promises to the capital market, often even exceeding them.

We have shown that we are a reliable investment – and this picture is also increasingly shared at the capital market. All analysts now recommend either ‘hold’ or ‘buy’ with a target share value of up to €20.

Share price development since the start of 2011: Marked improvement relative to competitors

Since the start of the year, we have been able to hold our own with major competitors. Our share price performed solidly, rising by 5.2%.

This performance does, however, lag behind the DAX.

Let me now come to topic of particular interest for you, the dividend development and our current dividend proposal.

Dividend performance since initial public offering

We presented our new finance strategy to the public in March last year. It aims to maintain a high level of continuity and reliability for our investors and includes a dividend distribution of 40% to 60% of net profit.

For this reason, the Board of Management and Supervisory Board recommend a dividend of €0.65 per share to you, the shareholders of our company.

Based on the consolidated net profit adjusted for valuation effects related to the sale of Postbank, this amounts to a payout ratio of 59%. Calculated on the basis of our share's year-end closing price, net dividend yield totals 5.1%.

Present shareholder structure

Our shareholder structure has remained nearly unchanged from last year.

KfW Bankengruppe still holds 30.5% of the shares. Institutional investors hold 69.5%. The number of private investors holding shares has again climbed since last year, increasing from 6.6% to 8.2% of the free float.

Last year's annual meeting authorised the company to acquire own shares. We made use of the authorisation in the current financial year to be able to issue shares as part of our global share matching plan. As I already reported last year, the global share matching plan is designed to extend participation of the group's upper management in the company's success in terms of a stock-oriented corporate culture. On the basis of the annual meeting authorisation, we purchased a total of 1,674,136 own shares with a notational interest of €1,674,136. This comprises a portion of share capital of around 0.1%. The equivalent value for these shares totalled €21,406,657.72. In the meantime, the own shares have been issued in accordance with the conditions of the share matching plan. On this day, Deutsche Post AG no longer holds own shares.

For the sake of completeness, please allow me to touch on information related to sections 289 and 315 of the *Handelsgesetzbuch* (HGB - German commercial code). You will find the explanatory report on the information related to section 289, paragraph 4, and section 315, paragraph 4, of the HGB and related to section 289, paragraph 5, of the HGB in the annual report starting on pages 23 and 90 as well as in the financial statements starting on pages 83 and 128.

For this reason, I shall limit my remarks to providing the information that no special conditions exist at Deutsche Post DHL.

Clear agenda for the future

Following these formalities, I would now like to look ahead, at our agenda for the future.

An overview of our mid-term growth path

Profitable growth will dominate the future now that all essential restructuring has been completed.

Our objective for the DHL divisions is to generate average yearly growth of 13% to 15% in operative earnings by 2015. With this goal in mind, we shall invest even more to further refine our business model over the next few years. The focus here will be on developing new products, identifying new customer groups and expanding our market position in high-growth industries and sectors.

In the MAIL division, we must further adapt our core business to changes in the market and in customers. We shall also continue to invest in electronic solutions such as the E-Postbrief and take steps to further propel the tremendously positive development in the parcel business. The medium-term goal is to stabilise EBIT in the MAIL division at roughly €1 billion.

Secure electronic communication with E-Postbrief: More than 100 companies already on board

One of our major strategic investments last year was the introduction of the E-Postbrief which will soon be a fixture of our everyday lives.

Why is this important and what is the E-Postbrief all about?

The E-Postbrief represents a secure means of electronic written communication. The key idea is to provide for secure internet identities and thus privacy-protection mechanisms. Ultimately, it is also about the provision of a protective mechanism that will hold society as a whole together.

With the E-Postbrief we are transferring the validity, confidentiality and reliability of the traditional letter to the digital world. It is this security that business customers value, in particular. More than 100 companies have already signed up and their numbers are increasing daily. Among them are Allianz Versicherung, ADAC or the city authorities of Bonn and Cologne – just to mention a few examples.

The E-Postbrief connects companies, authorities and private individuals and has already firmly established itself in various markets such as the travel industry, the insurance sector, public authorities, utility companies and many others.

We have got off to a great start with the E-Postbrief as a pioneer of confidential electronic communication. Building on this excellent foundation we can now work continually on adding targeted new functions and gaining new customers.

Right now, we are undergoing a development phase that is typical of the establishment of new networks. Senders and recipients are familiarising themselves with the new medium. Initial changes of behaviour involving approaches to correspondence are becoming noticeable. In the weeks and months ahead, the E-Postbrief will be used on a daily basis to send new information that was previously delivered as a physical unit. Business customers' correspondence plays a key role here.

With the E-Postbrief we have entered a new dimension of written communication.

I shall now turn to another aspect of the electronic world that has become a natural part of our life: e-commerce.

Making life easier with e-commerce: online shopping powered by DHL

Customers seek out and reward simplifying solutions that cater to their basic needs. E-commerce is such a solution and it has radically altered the retail landscape.

Internet shopping offers a wealth of benefits: global availability around the clock, quick comparisons of different offers, time savings and usually also significant cost savings.

Trust in secure and professional platforms is a key issue for e-commerce as much as for the E-Postbrief. The customer must have trust in the security and professionalism of the internet platform. For us as a logistics group, this creates an opportunity to generate added value by helping to make life easier for customers and mail-order businesses.

Our shopping platform MeinPaket.de offers online retailing in various shops through a secure portal with a single login and thus provides smaller and medium-sized retailers with an ideal additional online sales channel.

With the Packstation we offer flexibility and time savings as well as 24/7 delivery.

If a product doesn't fit or meet the customer's expectations after all, we also offer a simple solution with DHL Online Returns.

Our German parcel business is well positioned today. Our past efforts are bearing fruit, from our decision to integrate the parcel business into the MAIL division as early as 2007, to the successful exploitation of operational synergies between the mail and parcel businesses and the implementation of a sustained market strategy that comprises a simplification of our product portfolio and pricing system, amongst other things.

These moves are paying off: Since 2007, revenue in the parcel business has grown by an average of 3.5% per year, climbing by nearly 9% in the first quarter of 2011. We shipped just under 800 million parcels last year. That is about 2.7 million a day. As a result, this growth segment is already generating about one-fifth of the MAIL division's total revenue.

Taking advantage of global growth opportunities - Example: Asia

When we talk about growth opportunities, you will rightly think of Asia, the world's most dynamic market.

Asia is growing, and on the back of this growth, the Asian economies are continually gaining global importance. By 2018, about 50% of global trade will involve Asian trade partners or take place in Asia.

Asia is also the major global growth region for Deutsche Post DHL. DHL has been doing business in China for thirty years and for even longer in India. We continue to expand our regional presence step by step through continuous investments. For example, we have invested a total of about US\$2.2 billion in the Asia Pacific region over the past few years.

Today, we are the leading express and logistics provider in that region and profit from a broad presence.

A key pillar of this success is our long-standing co-operation with local partners such as Sinotrans in China and Blue Dart in India. This is an approach we have also pursued for many years, in the case of Sinotrans even for several decades.

We shall continue to strengthen our market position and improve our performance by extending our network, continually improving our services and offering customised sector concepts. At the moment, we are building our new North Asia Express Hub in Shanghai, an investment totalling about US\$175 million.

It will be our largest DHL hub in Asia. With state-of-the-art sorting technology and additional capacities, the hub will pave the way for additional growth in the future. The new hub will round out our existing network of gateways consisting of our Central Asia Hub in Hong Kong and other hubs in Bangkok and Singapore along with fifty connected DHL Express gateways, making it the largest express network in the region and beyond.

In addition, we are investing in the creation of centres of excellence for key growth sectors like Life Sciences & Healthcare in order to offer our customers professional assistance as they continue to grow their own business.

However we not only offer our customers expert logistics advice, we also supply them with innovative products geared towards industry-specific needs.

One example is the DHL SmartSensor Temperature for the pharmaceutical sector, which I shall now outline in greater detail.

Industry-specific solutions: DHL SmartSensor Temperature

Transport needs differ significantly. Sensitive goods such as food, medication and high-tech products require cold chains to ensure that the goods remain intact and effective from their place of origin to their destination.

Under the overarching term Cold Chain, Deutsche Post DHL offers cross-sector solutions for temperature-controlled transport. In close co-operation with the customer as well as with technology, academic and industry experts, we have developed a SmartSensor technology that uses temperature sensors to ensure that cold chains remain intact during transport.

The DHL SmartSensor monitors the temperature throughout the transport process and at all reloading points. Radio-frequency identification technology facilitates the transfer of data without opening the parcel. This ensures that temperature fluctuations can be avoided. The reader transmits the data to a web portal where customers can access them around the clock. Following an intensive development

and testing phase, the product has now reached market maturity and many customers have already deployed it successfully.

However this is not the only issue for the future that is keeping our creative minds at DHL Solutions & Innovations busy.

Aside from innovative solutions geared towards the needs of particular sectors, our experts are working on complete infrastructure concepts for the world of today and tomorrow.

City logistics concepts - intelligent infrastructure for the world of today and tomorrow

The increasingly complex structures and requirements of growing towns and cities also create new logistical challenges. By 2020, an estimated 70% of the global population will live in cities. In many places, today's road transport system will be severely strained.

This is why we are developing and testing more efficient transport systems under the overarching term of 'city logistics'. The aim is to develop and test more efficient transport systems that bundle similar deliveries and thus reduces inner-city traffic.

Detailed concepts that are already partly being piloted already exist for mega cities like Kuala Lumpur, Mexico City, Istanbul or Singapore.

In this context, we have successfully exported an equally simple and ingenious innovation that we have long used to great effect in Germany: the Packstation. As the first city outside Germany, Dubai has been participating in a related test project since April 2011. Together with Dubai's ministry for economic development, DHL has put five fully automated Packstations, DHL Service Points 24/7, into operation so far. About 2,500 parcel machines are already in operation in Germany today and are regularly used by about half a million customers.

With our intelligent logistics solutions, we can and want to decisively contribute to maintaining a liveable planet and thus make a positive contribution to society.

Taking corporate responsibility seriously

In the course of the financial crisis, banks and companies have lost the public's trust. Rather than lament this loss of trust, companies should take action to reverse the trend.

Aside from a rigorous focus on the needs of customers, employees and investors, responsible business activities also comprise social well-being.

After all, long-term business success is only possible in an intact society.

Corporate responsibility: An integral part of our strategy

Under the motto of 'living responsibility' we at Deutsche Post DHL prioritise three areas in our corporate-responsibility programmes: environmental protection, disaster management and equality in education.

Alongside a range of group-wide and divisional initiatives, this commitment rests decisively on our employees' active involvement in numerous local projects. As a company, we are proud of this commitment and actively support it.

Corporate responsibility is an integral part of our Strategy 2015. In a minute, I shall explain this in more detail using specific examples. Additional information is available in our new sustainability report, which went live on our group web site at the start of this week.

Our repeated inclusion in leading capital market indices and our recognition as best-in-class in the Carbon Disclosure Leadership Index show us that we are on the right track.

Let me start with just a few examples out of a multitude of measures and initiatives.

Achievements in environmental protection, disaster management and equality in education

Let us start with **our GoGreen programme** and our active contribution to environmental protection.

Deutsche Post DHL is the first global logistics provider to have set itself a quantitative CO₂ efficiency target. By 2020, we aim to improve our CO₂ efficiency including that of our sub-contractors by 30% over 2007 levels.

In a first step, we have set ourselves the goal of improving by 2012 the carbon footprint of our own operations by 10% over 2007 levels. We are proud to have already exceeded this interim target that was originally set for 2012 for our own emissions with a CO₂-efficiency improvement by 31% compared to 2007. An enormous success that is the result of continuous optimisation of our fleet and network, improvements in the energy efficiency of our buildings, the introduction of innovative technologies and the commitment of our people. It is also a success that has whetted our appetite for more. A concrete example: In 2010 we have approved the implementation of more than 80 e-vehicles for text in our fleet.

To achieve our overall goals we still need to take more steps but we are on the right path.

We are the first provider of carbon-neutral logistics solutions and delivered more than 1.7 billion Go Green shipments last year.

We shall soon be able to offer our private customers a special highlight for parcel shipments in Germany. Under the slogan 'parcel goes green' we shall ensure carbon-neutral shipment of all private-customer parcels starting 1 July 2011, at no extra cost, without additional costs for the sender.

In the future, we shall make a contribution to climate-protection projects for each parcel delivered in Germany and will offset greenhouse gas emissions resulting from transport and shipment handling.

In freight and logistics, however, we also offer environmentally friendly solutions. Our DHL Global Forwarding customers e.g. can increase transparency on their emissions via CO₂ reports, and they can use an increasing portfolio of multi-modal transportation solutions.

With our GoHelp programme we deploy our know-how where it is needed most urgently, in case of natural disasters when professional logistics operations for aid shipments save lives.

Our DHL Disaster Response Teams are made up of about 300 specially trained DHL logistics experts who can be readied for deployment within 72 hours to co-ordinate the flow of incoming relief goods. Our teams were deployed four times last year: to Haiti and Chile after the earthquakes and to Guatemala and Pakistan following the floods. All told, our teams handled 7,000 tonnes of relief goods.

In addition, our special “We Help Each Other” relief fund gives the rest of our teams the opportunity to contribute financial support to colleagues that are affected by natural disasters.

With our **Go Teach programme** we actively contribute to improving education opportunities and to foster young people's individual development.

We are a founding partner and the largest business sponsor of Teach First Deutschland, a community educational programme that we have supported since February 2009. Under this programme, graduates serve as so-called fellows at underprivileged schools. In the context of mentoring programmes, group employees also participate in this initiative. In the meantime, we extended this approach and entered into a partnership with Teach For All, a network of currently nineteen national partner organisations, as well as with SOS Children's Villages.

We want to be the employer of choice. For us, this also means offering our employees a wide range of opportunities for social commitment and personal development. Our employees are proud of our commitment to sustainability, which represents a valuable contribution to our group's overall success.

Conclusion

I am nearing the end of my remarks and would like to briefly recap how your company Deutsche Post DHL is positioned.

We are on the right track

The global economy has picked up speed. Following its successful restructuring measures and improvements in profitability, Deutsche Post DHL is better positioned than ever. With our Strategy 2015, we have charted a clear course for our future development and we have already made significant progress on this path.

The MAIL division remains an important value contributor. We shall continue to adapt our core business to the changing mail market and continue to work hard on the realisation and marketing of innovative solutions for electronic communication and the booming e-commerce market.

The DHL divisions, whose restructuring is now largely complete, are growing, particularly in boom markets such as Asia. For the first time last year, they made the largest contribution to group earnings. With double-digit earnings growth in all three divisions, DHL has established itself as a sustained value driver of our group. Through group-wide growth and simplification initiatives as well as targeted investments, we want to better tap the huge potential of our strong DHL brand with its unique global network and portfolio.

I am convinced that we shall continue to outgrow our market over the medium term as long as we manage to set our sights on the key drivers of our business success: satisfied customers, dedicated employees and loyal investors.

Ladies and gentlemen, thank you for your attention and your trust.