



MAIL



EXPRESS



LOGISTICS



FINANCE

Capital Markets Day November 13, 2003

Dr. Edgar Ernst, CFO

Uwe Dörken – Why going global

John Fellows – Strengthening DHL in the Americas

Dr. Peter E. Kruse – Turning vision into reality

Sal di Franco – DHL Express Italy

Bernd H. Flickinger – MORE Contract Solutions

Organisational adjustments



Dr Klaus Zumwinkel
Chairman



Dr Hans-Dieter Petram
MAIL



Dr Peter E. Kruse
Express Europe



Uwe R. Dörken
Express Americas, EMA, Asia



Prof. Dr Wulf v. Schimmelmann
FINANCIAL SERVICES



Walter Scheurle
Personnel



Dr Edgar Ernst
Finance



Dr Frank Appel
LOGISTICS, Corporate Services

Business Divisions / Departments (Divisional Boards)

· Overall

- Mail Communication
- Direct Marketing
- Press Distribution
- Solutions
- International Mail
- Global Mail

- DHL Express Europe
- DHL Express Germany

- DHL Express Americas
- DHL Express EMA
- DHL Express Asia/Pacific
- Global Customer Solutions (GCS)

- Postbank AG
- Retail Outlets
- Pension Service

- Controlling MAIL
- Controlling Retail Outlets
- Finance & Administration EXPRESS, LOGISTICS

- DHL Danzas Air & Ocean
- DHL Solutions

Corporate Departments

- Corporate Executives
- Corporate Communications
- Corporate Development
- Corporate Regulation Management
- Policy and Environment

- Corporate Real Estate

- Corporate Compensation Policies/Labour Law
- Human Resources Services
- Human Resources Development

- Corporate Controlling
- Accounting and Reporting
- Investor Relations
- Corporate Finance
- Group Audit/Security
- Taxes

- STAR
- Legal Services
- Corporate Procurement
- Corporate Services Germany
- Corporate Information Management
- Corporate Risk & Insurance Management

Adjustments

Source: Corporate Office