



Analyst Conference 2007

Klaus Zumwinkel, CEO – Edgar Ernst, CFO

Bonn - March 20, 2007

1. Group revenue increased to € 60.5 billion

2. EBIT came in at € 3.9 billion

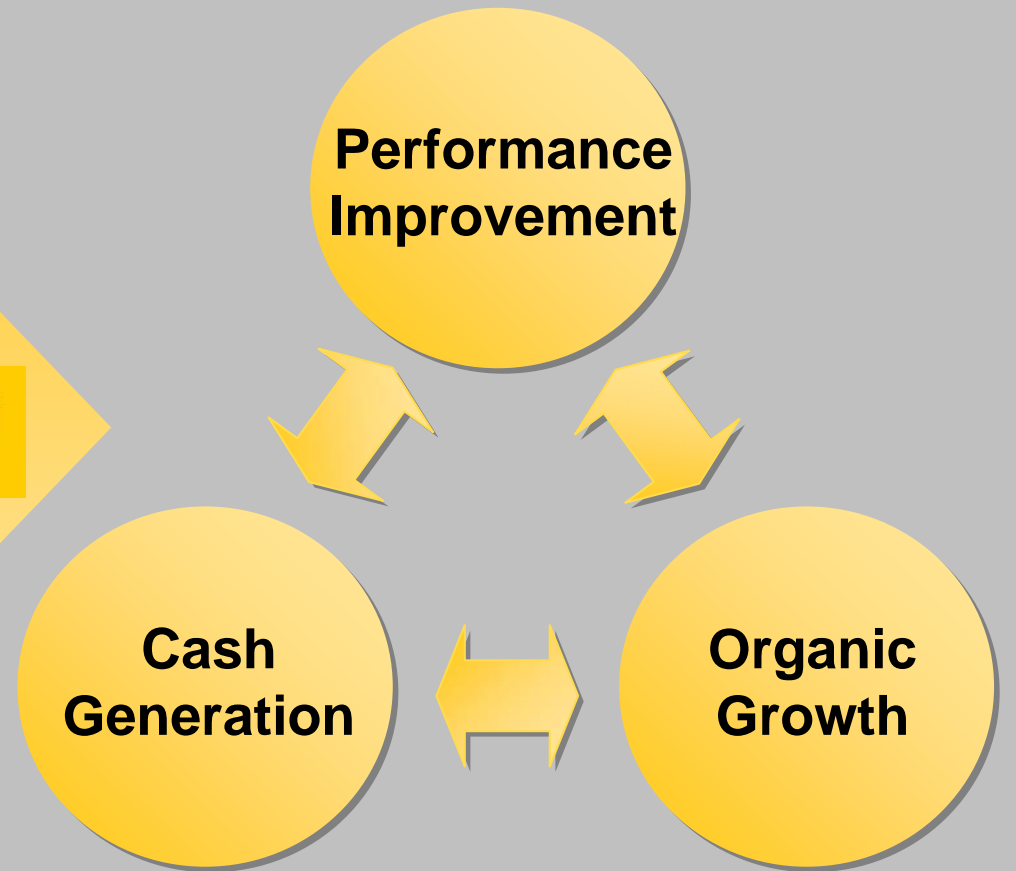
3. Integration of Exel and BHW successful

	Employees	Status
Exel	110,000	<ul style="list-style-type: none">- Synergies and targets on track- Integration on schedule- Gain of new customers
BHW and 850 retail outlets	14,000	<ul style="list-style-type: none">- Number of employees doubled- Integration finished 3 months ahead of plan
Williams Lea	15,000	<ul style="list-style-type: none">- Integration within Mail on track- International platform

3 Cornerstones of our management focus for the coming years

- Ready to move into a new phase
- Grow payout ratio towards 50% for fiscal 2007
- Share buyback in case of excess cash

FIRST CHOICE
For our customers. Worldwide.



Challenges

- Core market Mail Communication in a secular downward trend due to e-substitution
- Increased competition especially due to lower wages at competitors
- Less mail volumes will be reflected in headcount reduction



Strategy

- Quality leadership
- Value-added-services and integrated solutions for mail customers
- Higher cost flexibility
- Internationalization

Hitherto assumptions

- European-wide liberalization with Germany being 1 year ahead of the European roadmap
- Same social standards for all companies being active in the licenced area
- Deutsche Post remains provider of Universal Service



Situation in March 2007

- European-wide liberalization not clear yet, strong opposition
- Competitors with significantly lower wages
- Deutsche Post remains provider of Universal Service

DPWN's demands

- Liberalization in lockstep: same market entry conditions for all European competitors
- Compliance with standards according to the postal law

Key results

■ Financials

- Revenue increased by 35.8% to € 60.5bn (€44.6bn)
- EBIT increased by 2.9% to € 3.9bn (€3.8bn)
- Net profit decreased by 14.3% to €1.9bn (€2.2bn)
- EPS (diluted) decreased by 19.6% to €1.60 (€1.99)

■ Key developments

- Positive trends in Express US continued
- Integration of Exel is well on track
- FY EBIT impacted by non recurring effects of approx. €0.4bn
- Significantly improved cash conversion in Q4 2006

■ Outlook

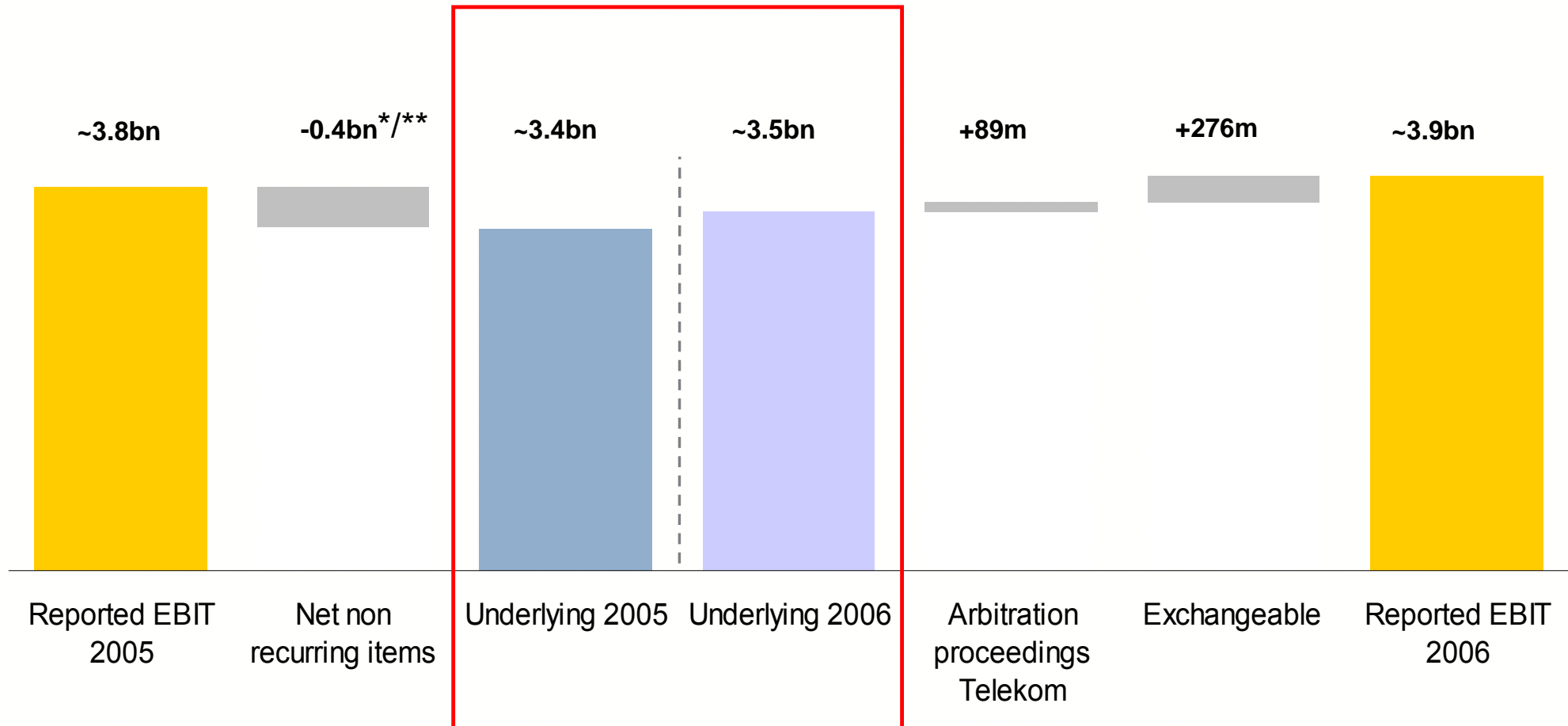
- Group EBIT of at least €3.6bn for 2007

Group result in a nutshell

Group Figures

€ mn	Q4 2005	Q4 2006	+/-%	2005	2006	+/-%
Revenues	12,082	16,355	+35.4%	44,594	60,545	+35.8%
EBIT	1,357	1,284	-5.4%	3,764	3,872	+2.9%
<i>Margin</i>	11.2%	7.9%	-	8.4%	6.4%	-
Financial result	-189	-288	-52.4%	-711	-1,030	-44.9%
EBT	1,168	996	-14.7%	3,053	2,842	-6.9%
Taxes	-236	-196	+16.9%	-605	-560	+7.4%
Minorities	-56	-157	+180.4%	-213	-366	+71.8%
Net profit	876	643	-26.6%	2,235	1,916	-14.3%
Net profit per share (in €)	0.77	0.54	-29.9%	1.99	1.60	-19.6%

Non recurring effects



* Positive non recurring items: Release of VAT Provision, Pension curtailments, Release of provision for civil servant health care fund
 ** Negative non recurring items: Addition to provisions, Tax payments, Impairment loss

Improvement in Operating Cash Flow (Postbank at Equity*)

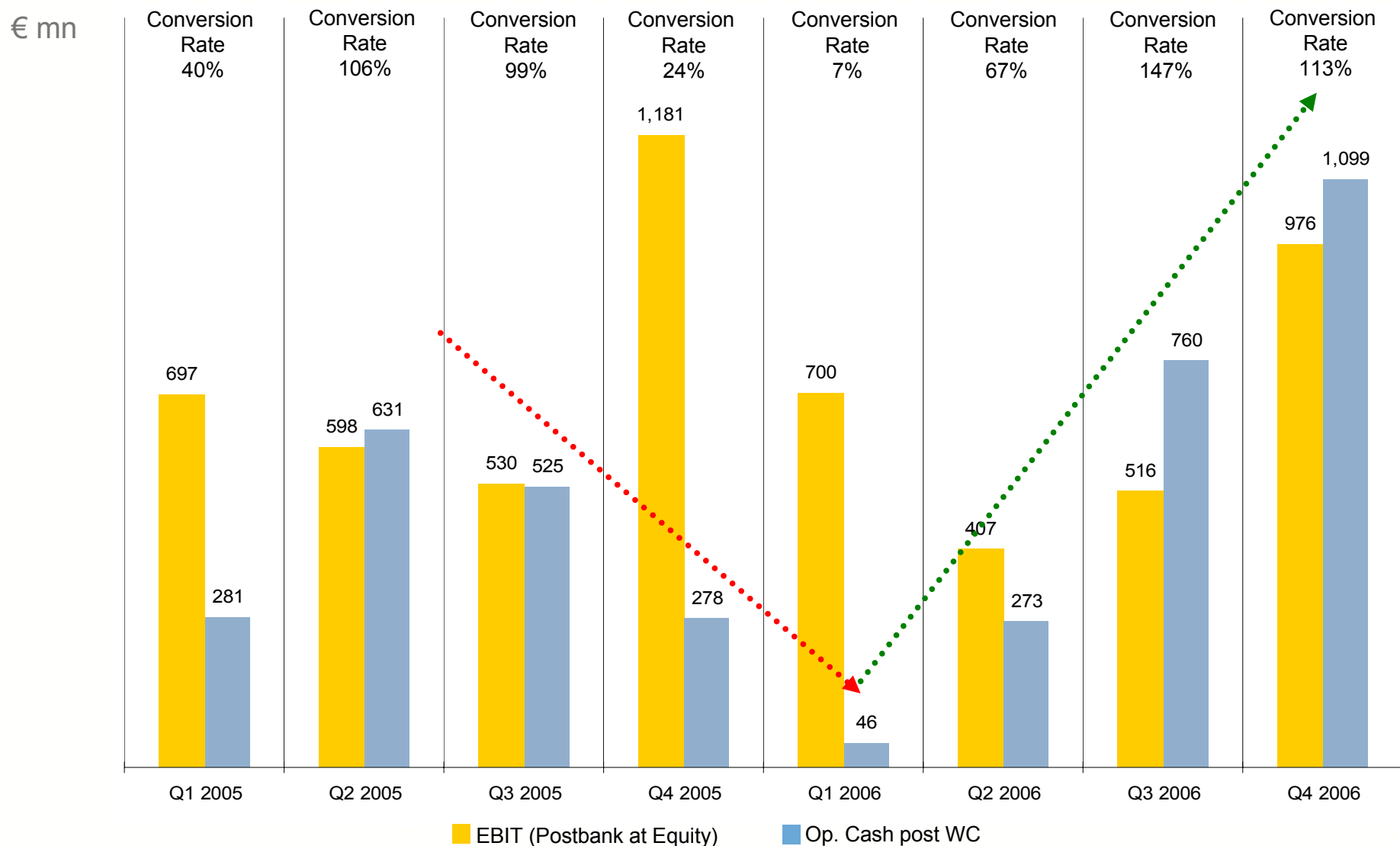
Cash Flow

€ mn, Postbank at Equity	Q4 2005	Q4 2006	+/-%	2005	2006	+/-%
EBT	1.088	842	-22,6%	2.663	2.296	-13,8%
Net cash from operations	278	1.099	295,3%	1.715	2.178	27,0%
Net cash from/ used in investing	-2.767	56	n.a.	-3.860	-871	-77,4%
Net cash used in financing	-357	-784	119,6%	-1.207	-876	-27,4%
Exchange rate effects	-6	-12	100,0%	-45	-38	-15,6%
Cash at end of period	1.384	1.761	27,2%	1.384	1.761	27,2%

*Postbank treated as a financial asset

Improvement in Operating Cash Flow (Postbank at Equity)

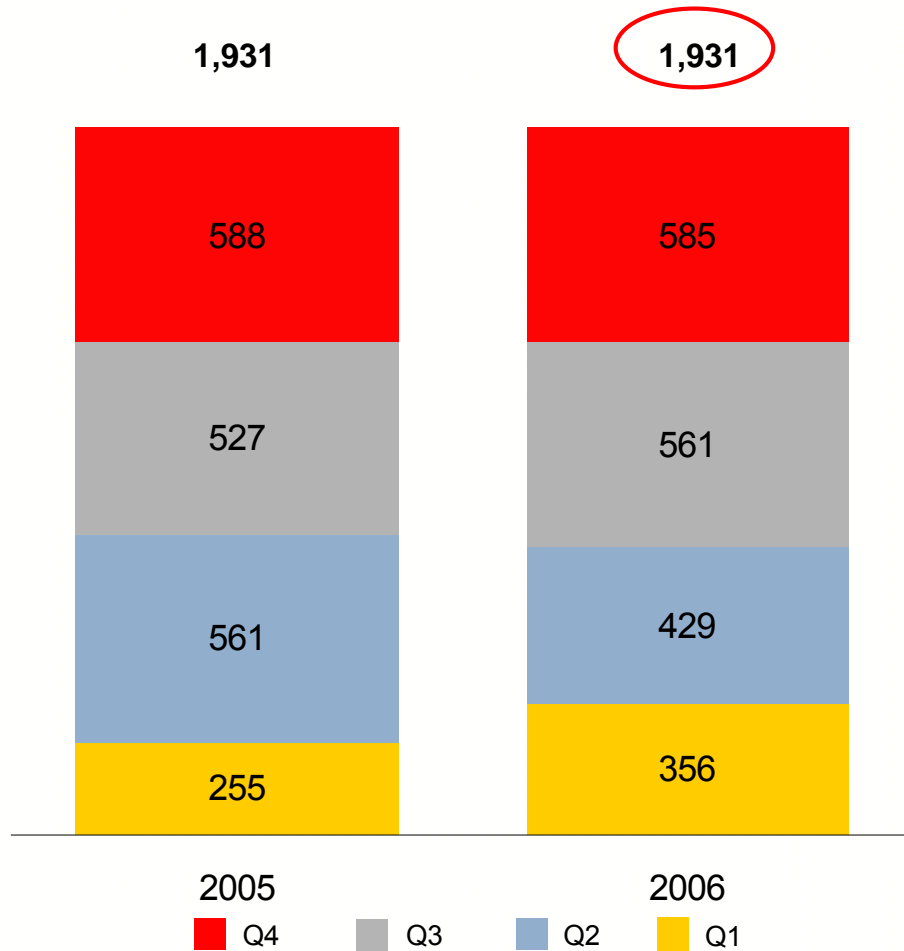
Significantly improved cash conversion reflects earnings quality



CapEx stable yoy – Net debt substantially lower

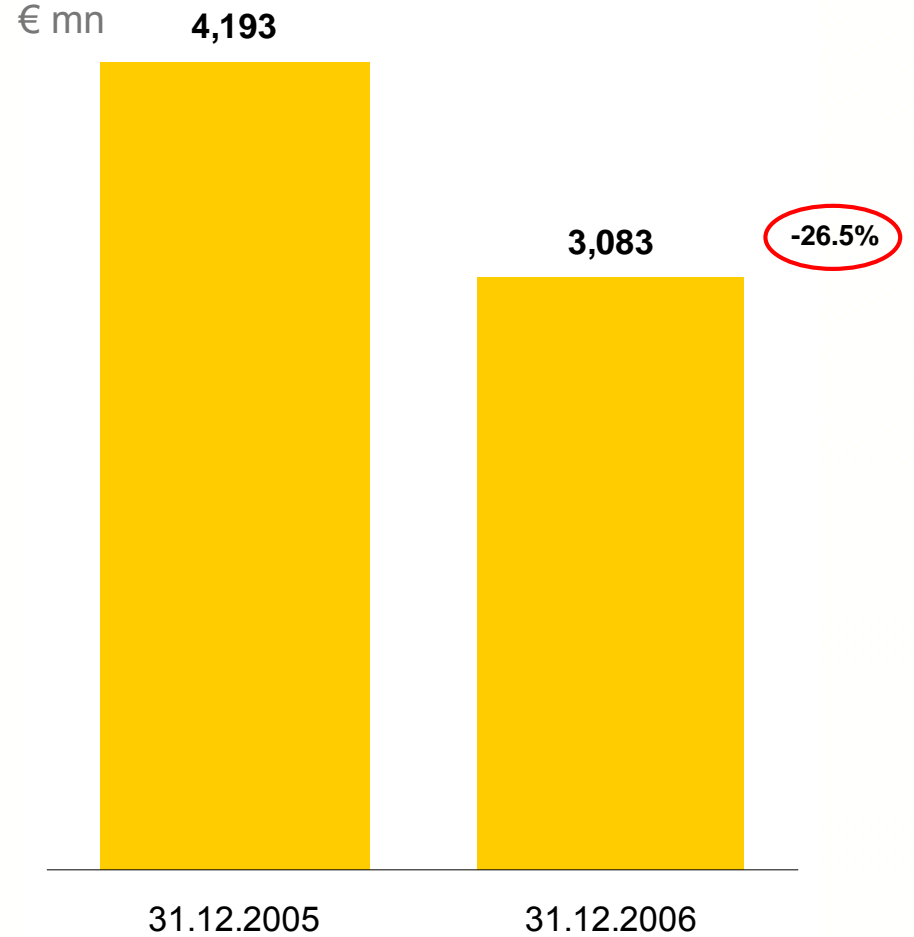
Group CapEx

€ mn



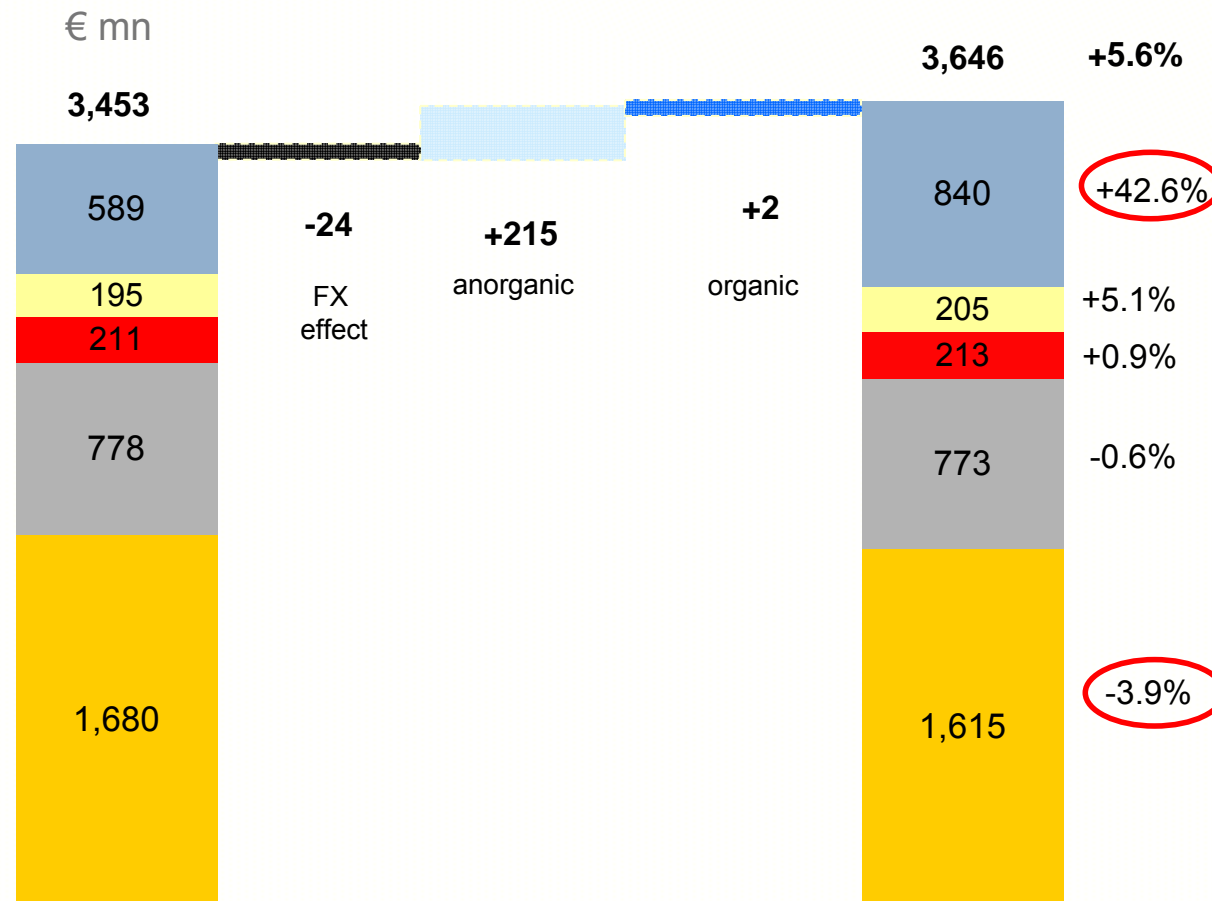
Net debt (Postbank at Equity)

€ mn



MAIL – Q4 2006 revenue development

MAIL Q4 Revenue



Comments

- Secular downward trend in Mail Communication continued
- 1 working days less compared to Q4 2005
- Mail International/ Value added Service more than offset this by the acquisition effect of Williams Lea but also organic growth

Q4 2005

■ Mail Communication
■ Internal revenue

■ Direct Marketing

■ Mail International / Value Added Services

■ Press Distribution

Q4 2006

MAIL Q4 EBIT

Comments

€ mn

EBIT
margin

15.3%

16.5%

529

602

+13.8%

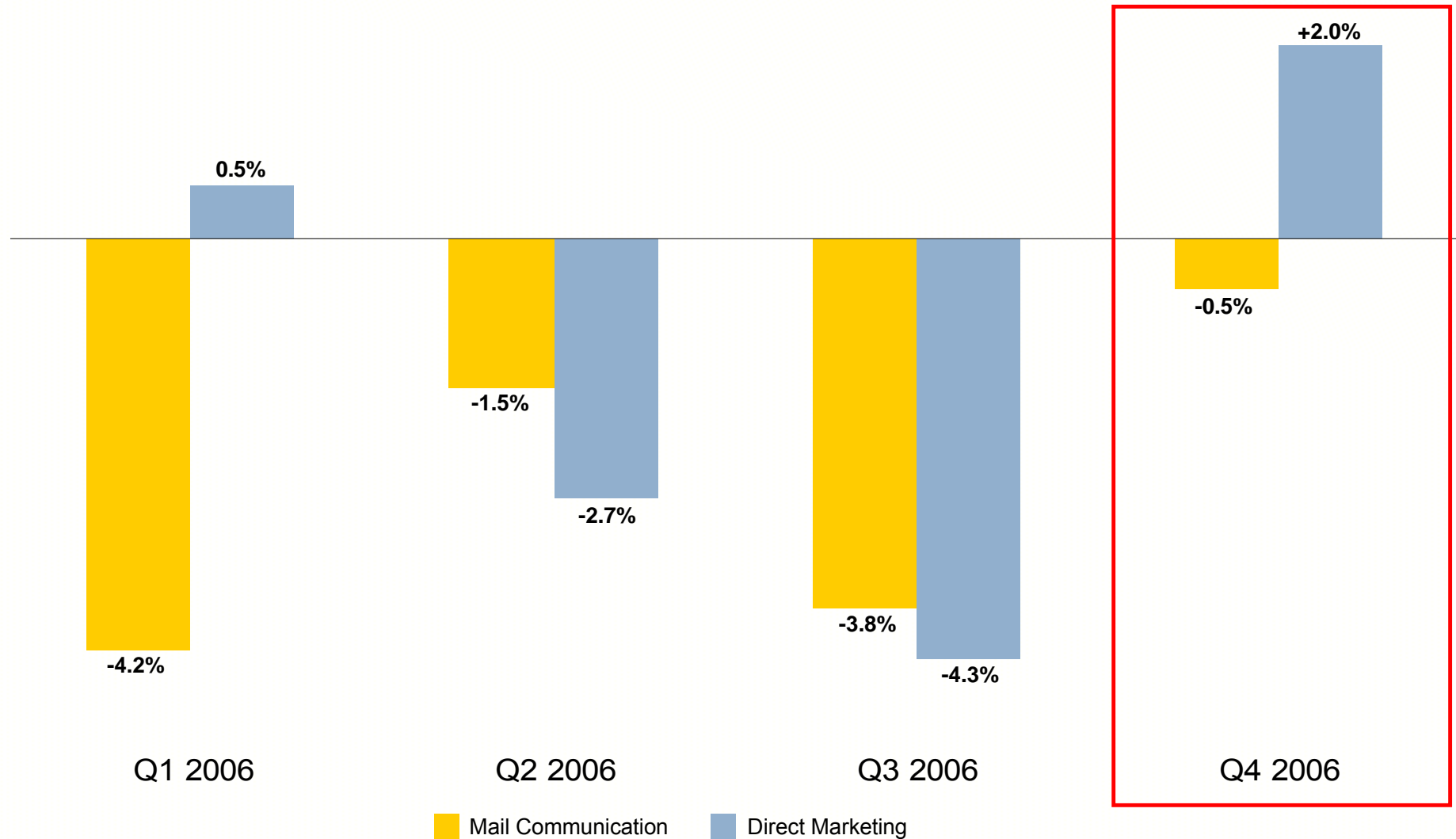
2005

2006

- EBIT decline in MAIL
Communication was offset by organic and anorganic growth in MAIL International/VAS as well as continued tight cost management

MAIL – Volume change per working day in %

Change in %

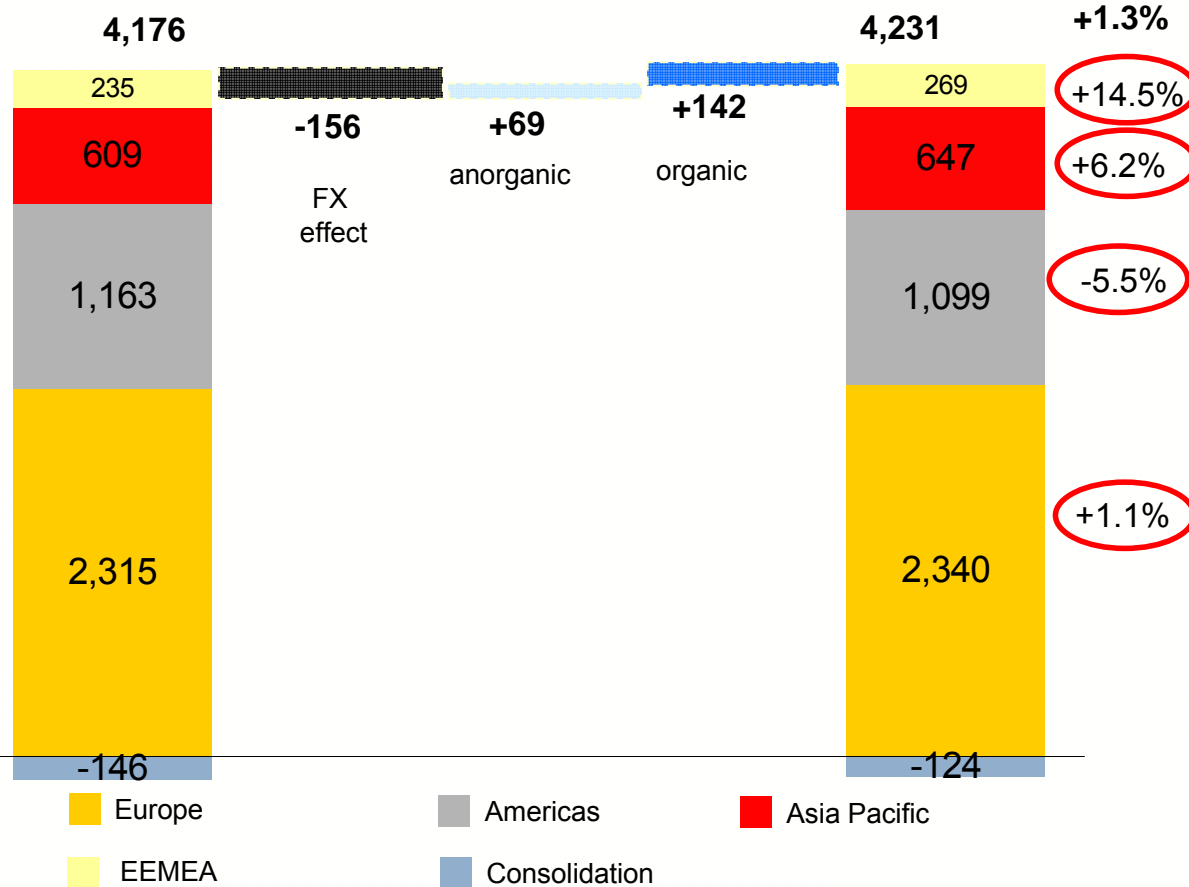


EXPRESS – Q4 2006 revenue development

EXPRESS Q4 Revenue

Comments

€ mn



- Revenue growth basically driven by increased volumes
- Regions Asia Pacific and EEMEA continue their growth story
- Americas down due to FX-effect only
- Performance of US business in the second half of the year better than in the first half
- Negative mid double digit currency effect in Asia/Pacific

EXPRESS Q4 EBIT

Comments

€ mn

EBIT margin

-5.7%

5.5%

194**

+20.6%

234

Q4 2005

Q4 2006

-240*

- Europe: EBIT improvement
- Asia Pacific & EEMEA: EBIT significantly increased
- EBIT impacted by around €50m costs related to the Leipzig Hub
- Non recurring effects 05:
 - Impairment loss (€ -434),
 - Internal sale ALS (€ +59)
 - Change in the use of estimates in the recognition of valuation allowances (€ +88)

* Including the impairment loss

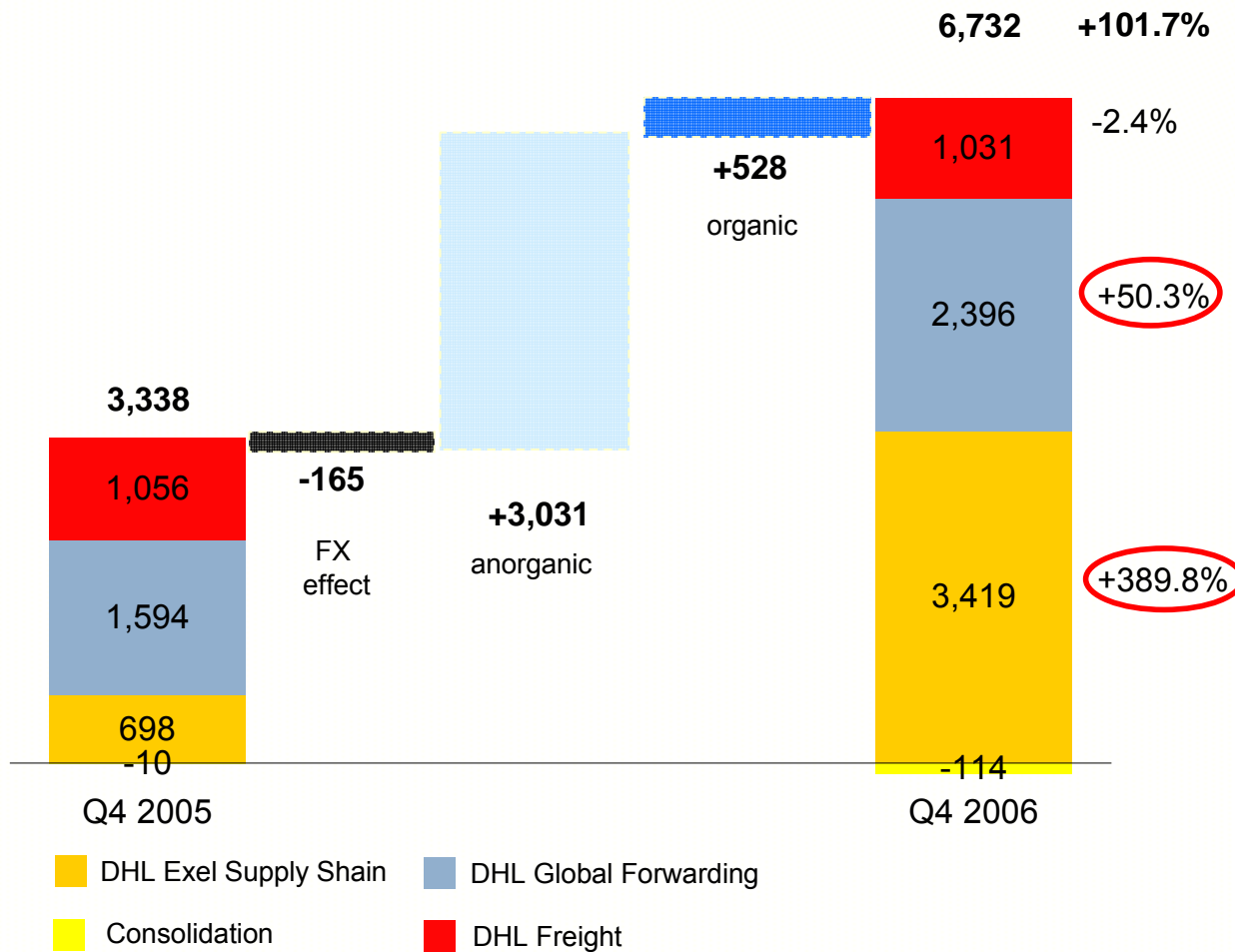
** Underlying excl. impairment loss

LOGISTICS – Q4 2006 revenue development

LOGISTICS Q4 Revenue

Comments

€ mn



- Total revenues increased by 102%, largely attributable to EXEL
- Nonetheless strong organic growth was achieved despite the ongoing integration process
- Volumes:
 - Air (Tons): 1.128 +2%
 - Ocean (TEU's): 788 +38%

LOGISTICS Q4 EBIT

Comments

€ mn

EBIT
margin

3.1%

3.7%

102

249

+144.1%

2005

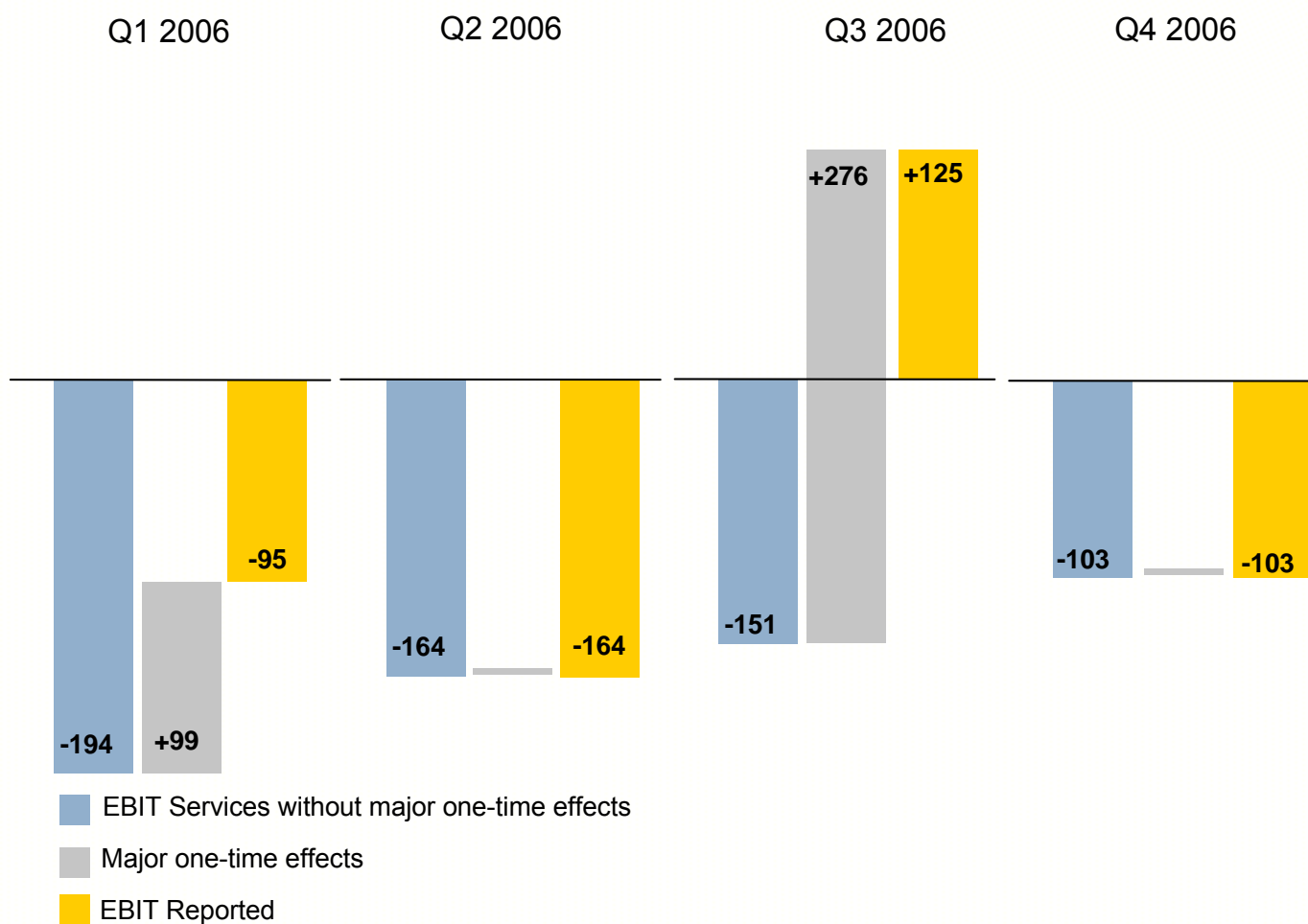
2006

- Full Year EBIT is burdened with net integration cost of about €100mn
- Return on plan assets €60mn
- Good operational performance despite integration

SERVICES EBIT by quarter

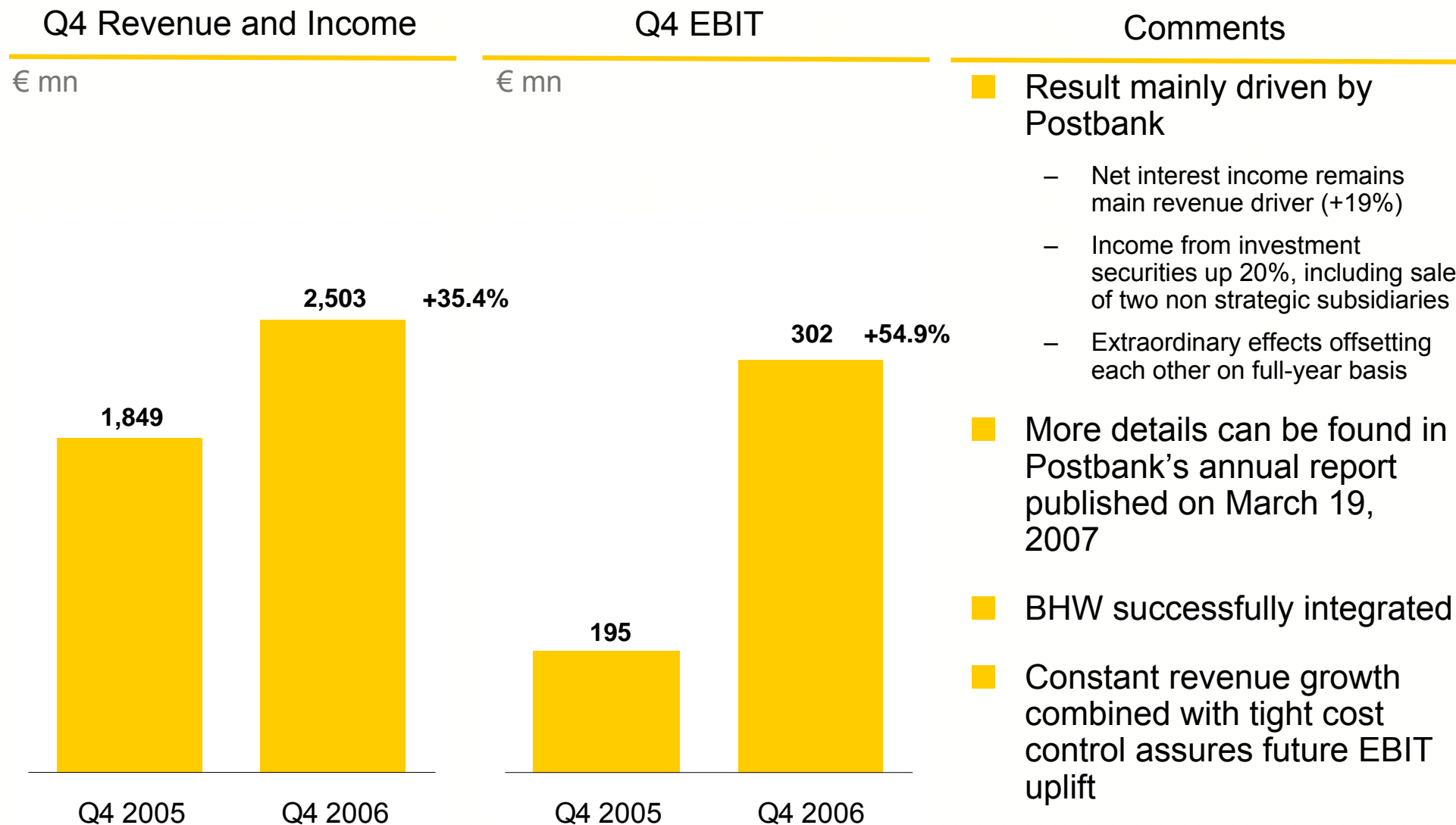
SERVICES EBIT by quarter

€ mn



Comments

- Major one time effects 06:
 - Q1: Arbitration proceedings Deutsche Telekom
 - Q3: Income from the redemption of the Exchangeable on Postbank shares
- Q4 was free of any major one-off's



- Postbank achieved a quantum leap in 2006
- Integration progressed faster than expected
- Result significantly improved

Full year guidance 2007 - EBIT

€	2006	2007
Group	3.872m	
excl. extraordinary items	3.507m	min. 3.6bn
t/o Mail	2.054m	around 2bn
t/o Express	325m	min. 0.4bn
t/o Logistics	762m	around +15%
t/o Financial Services	1.004m	min. +5%
t/o Services	-273m	around -0.7bn

Group mid-term guidance by 2009 - EBIT

€	2006	2009
Group	3.872m	min. 5.2bn
t/o Mail	2.054m	risk of 10 - 20%
t/o Express	325m	min. 1bn
t/o Logistics	762m	min. 1.2bn
t/o Financial Services	1.004m	min. 1bn

Group Figures

€ mn	Q4 2005	Operational effect	Anorganic effect	FX effect	Q4 2006	+/-%
Revenues	12,082	922	3,696	-345	16,355	35.4%
EBIT	1,357	-26	-33	-14	1,284	-5.4%
Margin	11.2%				7.9%	-
Net profit	876				643	-26.6%
Net profit per share	0.77				0.54	-29.9%

Group overview – Full year 2006

Group Figures

€ mn	2005	Operational effect	Anorganic effect	FX effect	2006	+/-%
Revenues	44,594	2,380	13,945	-374	60,545	35.8%
EBIT	3,764	8	137	-37	3,872	2.9%
Margin	8.4%				6.4%	-
Net profit	2,235				1,916	-14.3%
Net profit per share	1.99				1.60	-19.6%

Revenue (Gross)	Q4 2005	Q4 2006	
in € mn			
MAIL	3,453	3,646	+5.6%
EXPRESS	4,176	4,231	+1.3%
LOGISTICS	3,338	6,732	+101.7%
FINANCIAL SERVICES	1,849	2,503	+35.4%
SERVICES	616	599	-2.8%
EBIT			
MAIL	529	602	+13.8%
EXPRESS	-240	234	-
LOGISTICS	102	249	+144.1%
FINANCIAL SERVICES	195	302	+54.9%
SERVICES	825	-103	-
Margins			
MAIL	15.3%	16.5%	+1.2PP
EXPRESS	-5.7%	5.5%	-
LOGISTICS	3.1%	3.7%	+0.7PP

Revenue (Gross)			
€ mn	2005	2006	+/-%
MAIL	12,878	13,286	+3.2%
EXPRESS	16,831	17,195	+2.2%
LOGISTICS	9,933	22,739	+128.9%
FINANCIAL SERVICES	7,089	9,593	+35.3%
SERVICES	3,874	4,048	+4.5%

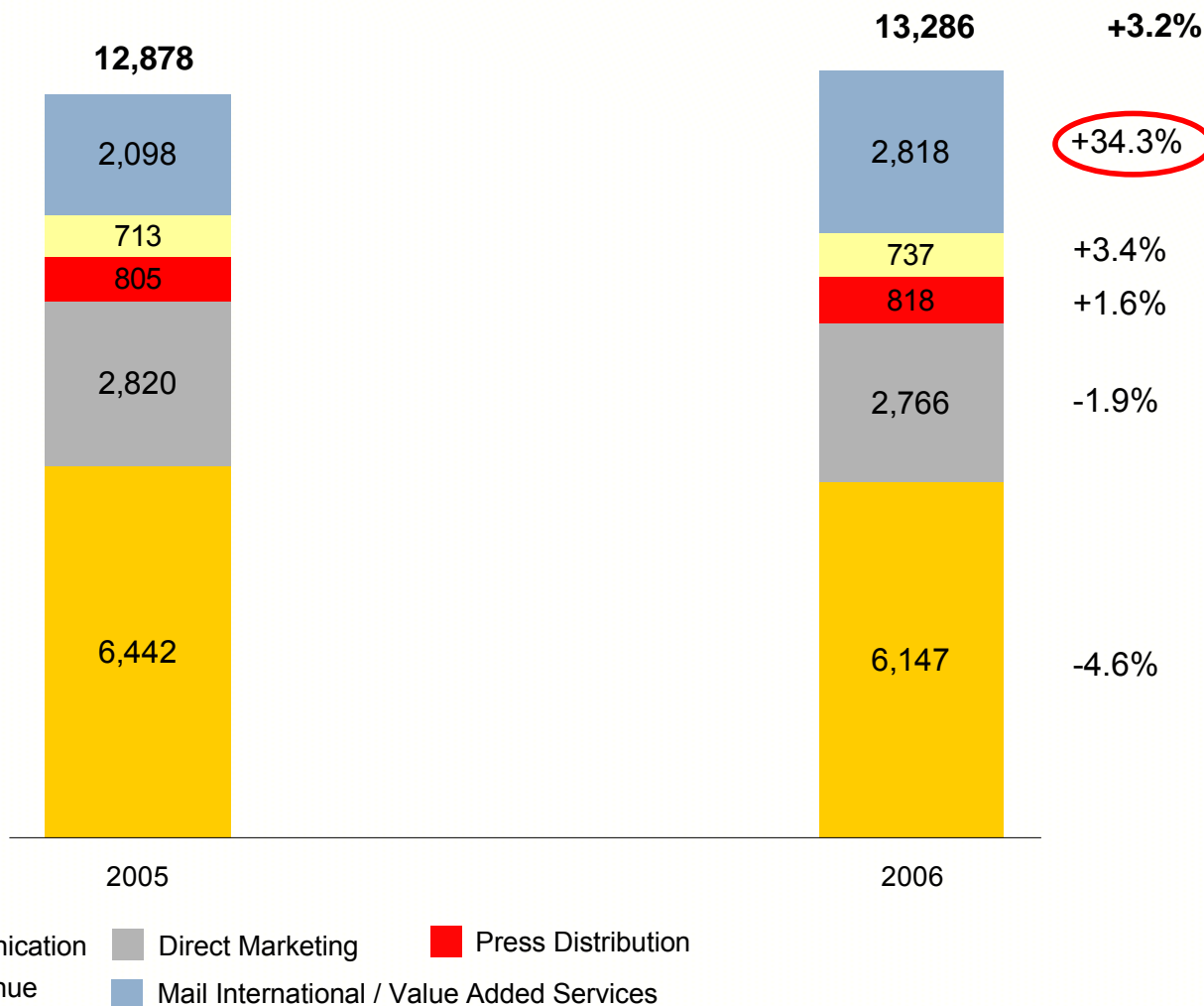
EBIT			
€ mn	2005	2006	+/-%
MAIL	2,030	2,054	+1.2%
EXPRESS as reported	-23	325	-
LOGISTICS	346	762	+120.2%
FINANCIAL SERVICES	863	1,004	+16.3%
SERVICES	679	-237	-

Margins			
€ mn	2005	2006	+/-pp
MAIL	15.8%	15.5%	-0.3PP
EXPRESS as reported	-0.1%	1.9%	2.0PP
LOGISTICS	3.5%	3.4%	-0.1PP

MAIL – Full year 2006 revenue development

MAIL Revenue

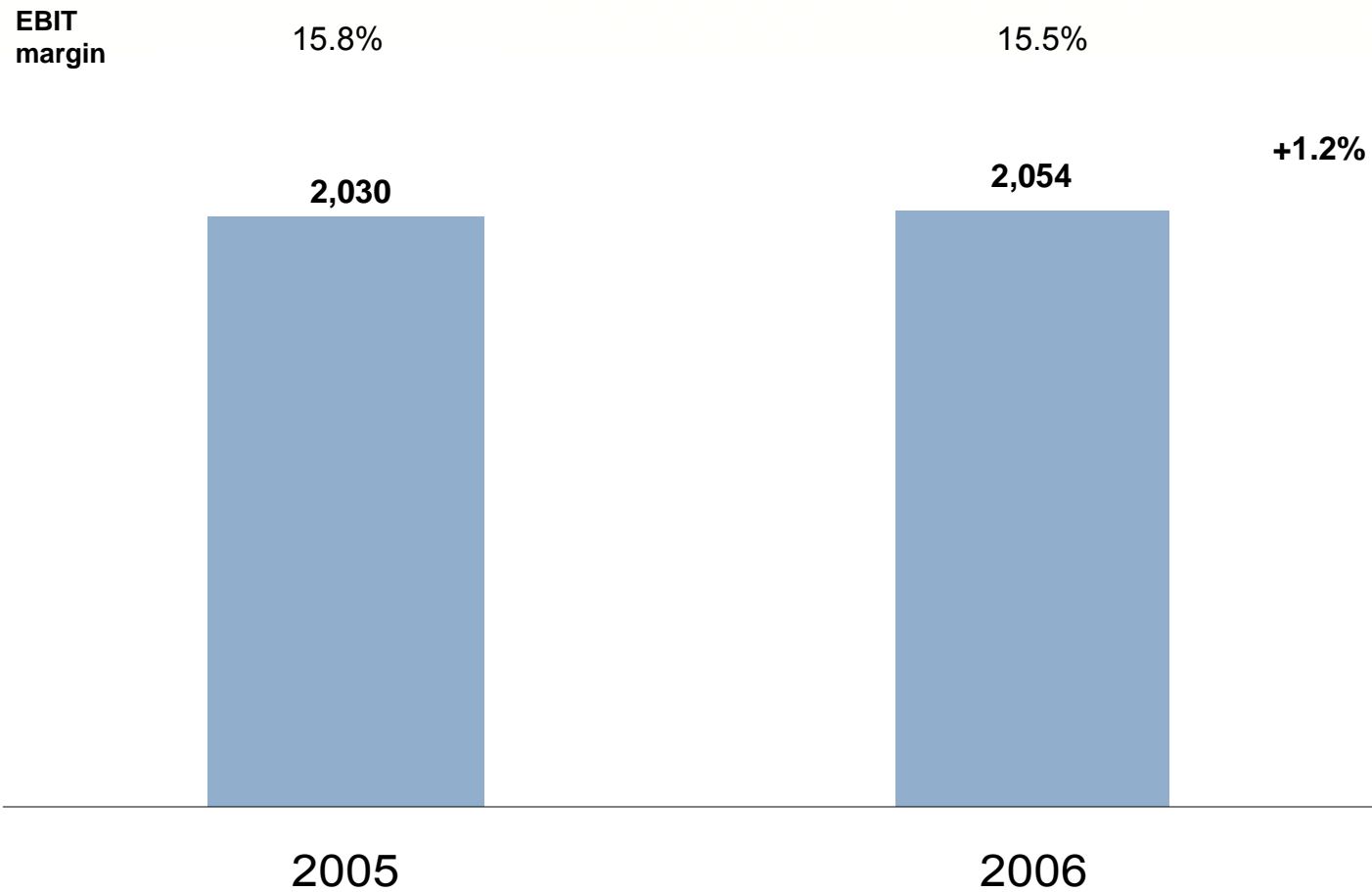
€ mn



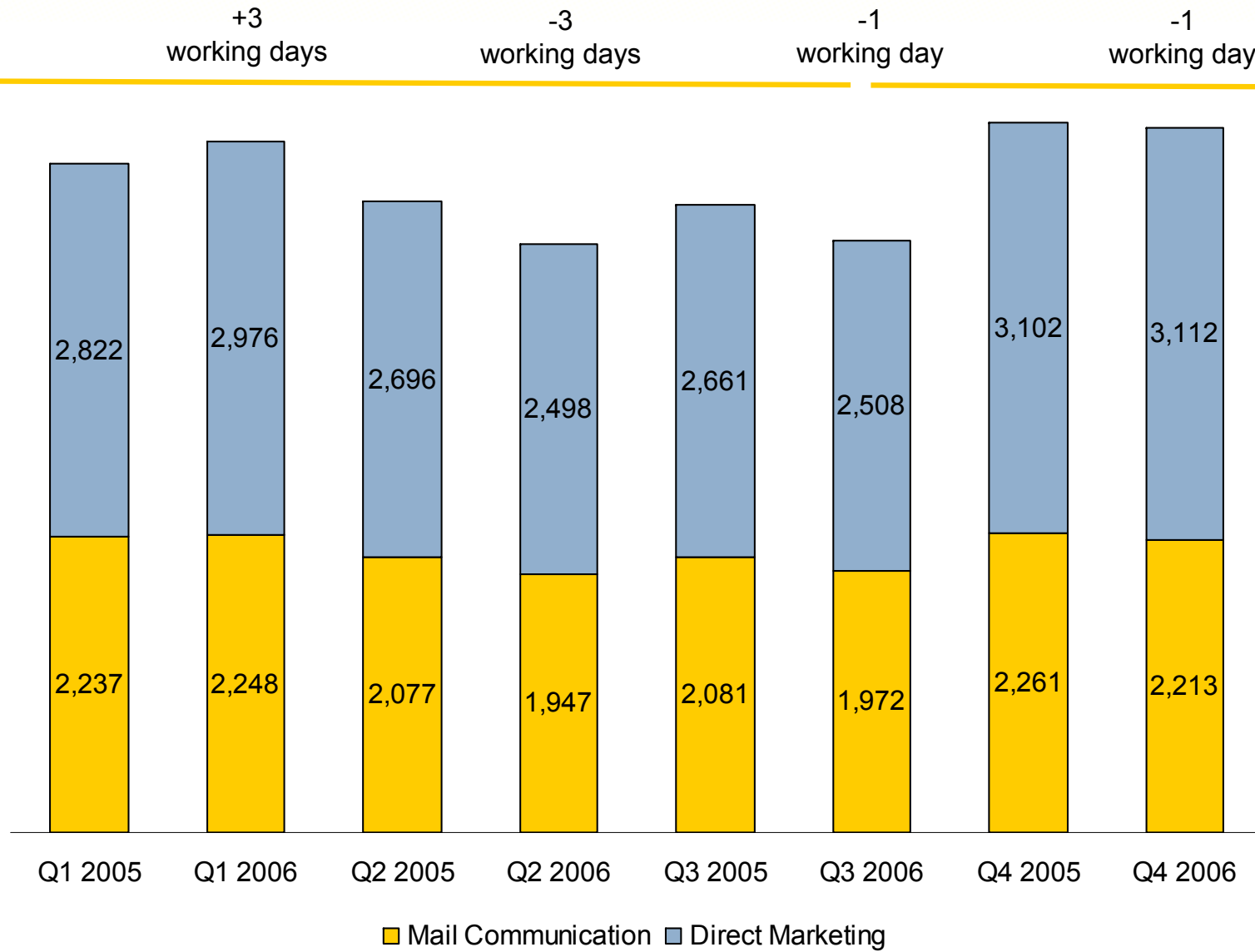
MAIL – Full year 2006 EBIT development

MAIL EBIT

€ mn



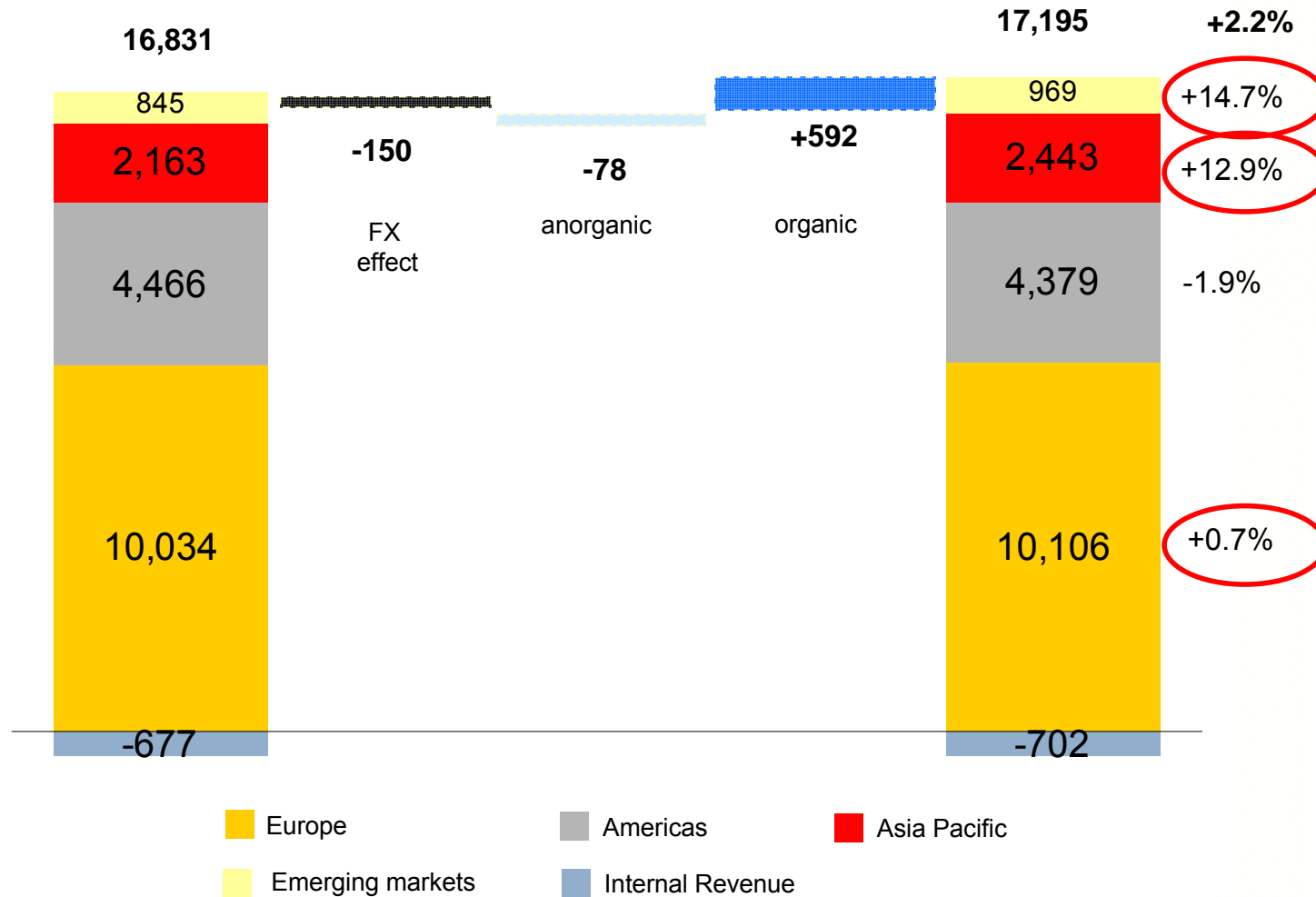
MAIL – Volume development by quarter



EXPRESS – Full year 2006 revenue development

EXPRESS Revenue

€ mn



EXPRESS – Full year 2006 EBIT development

EXPRESS EBIT

€ mn

EBIT
margin

-0.1%

1.9%

325

-23

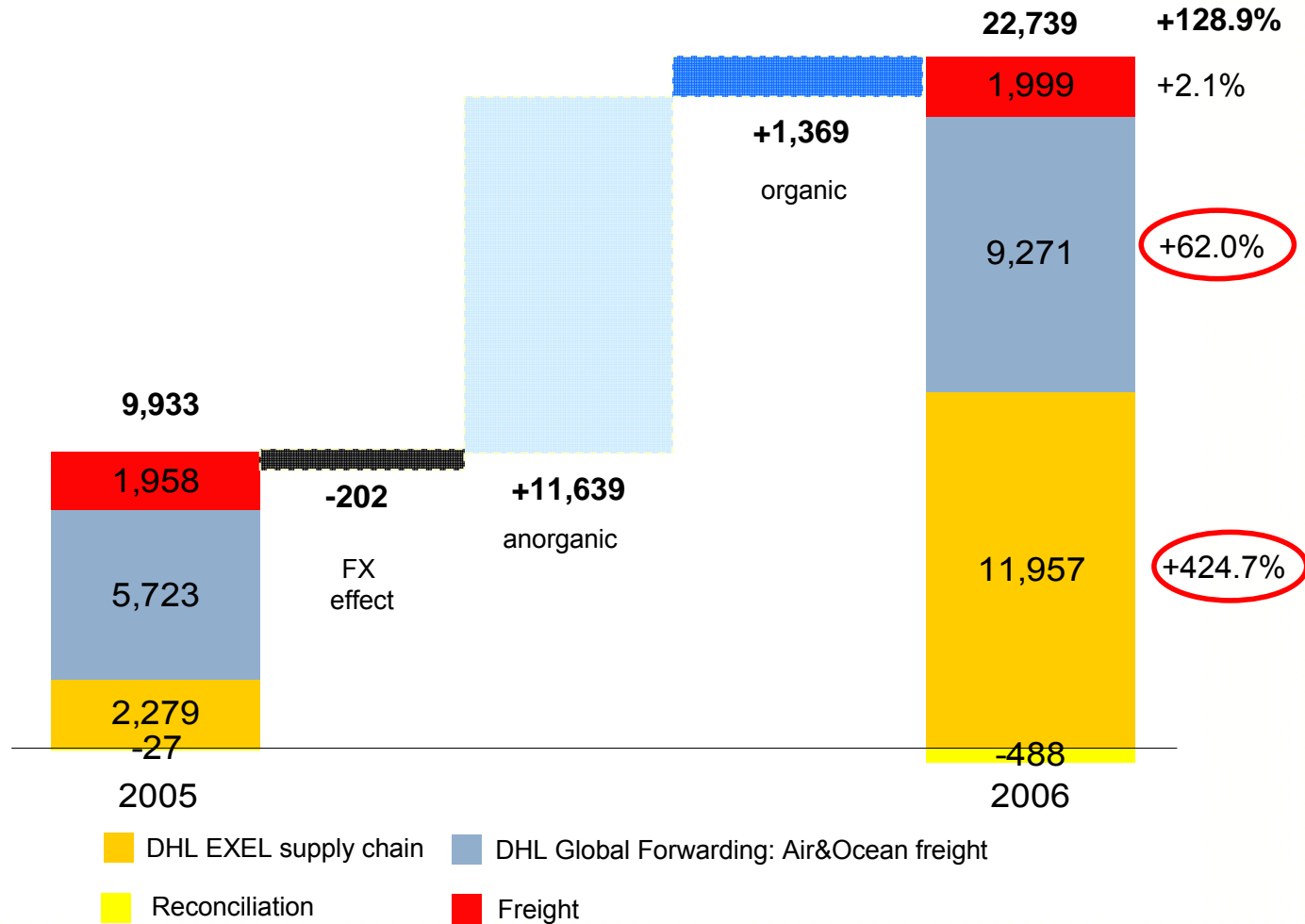
2005

2006

LOGISTICS – Full year 2006 revenue development

LOGISTICS Revenue

€ mn



LOGISTICS – Full year 2006 EBIT development

LOGISTICS EBIT

€ mn

EBIT
margin

3.5%

3.4%

+120.2%

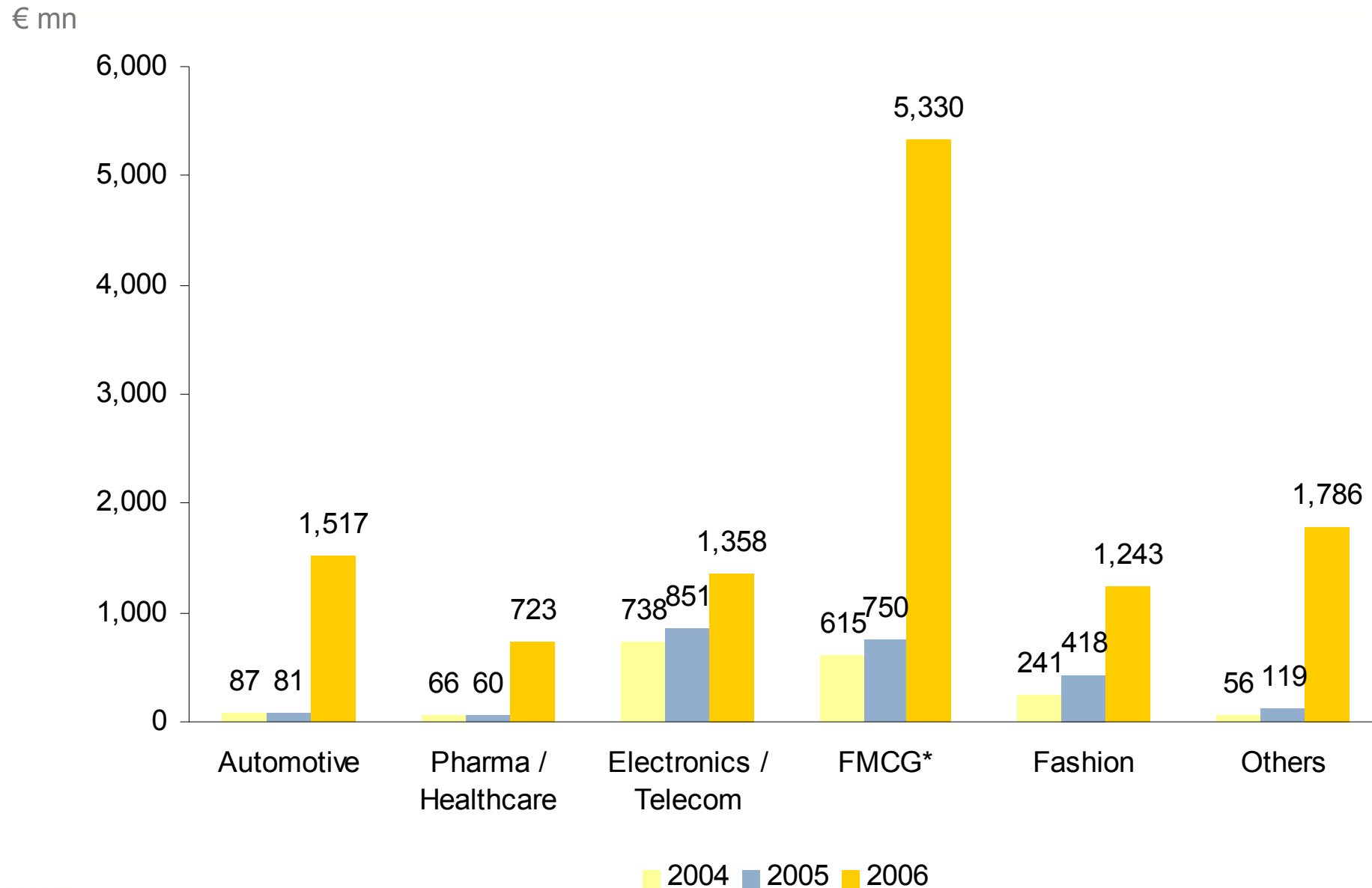
346

762

2005

2006

DHL Exel Supply Chain – Revenue by industry

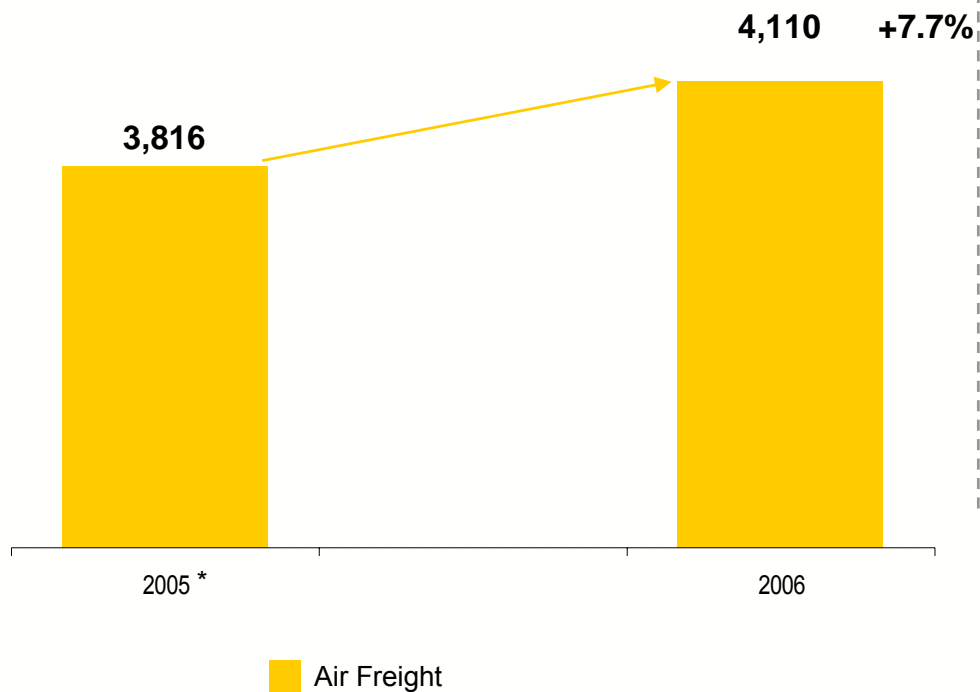


* Fast moving consumer goods

DHL Global Forwarding – Volume development on a like for like basis

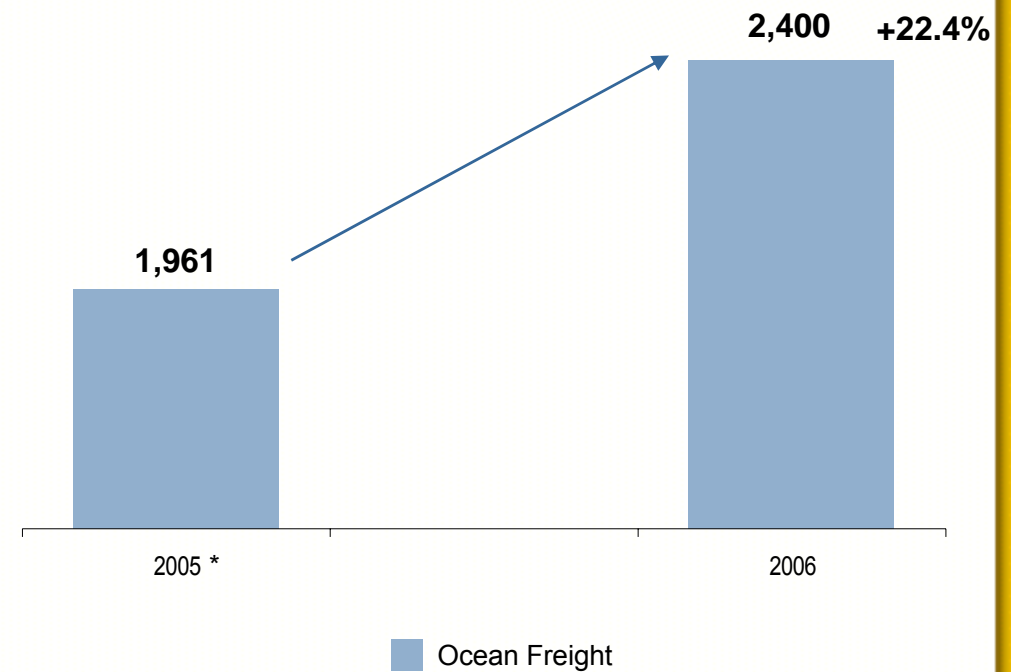
Air Freight

in tons



Ocean Freight

in TEUs

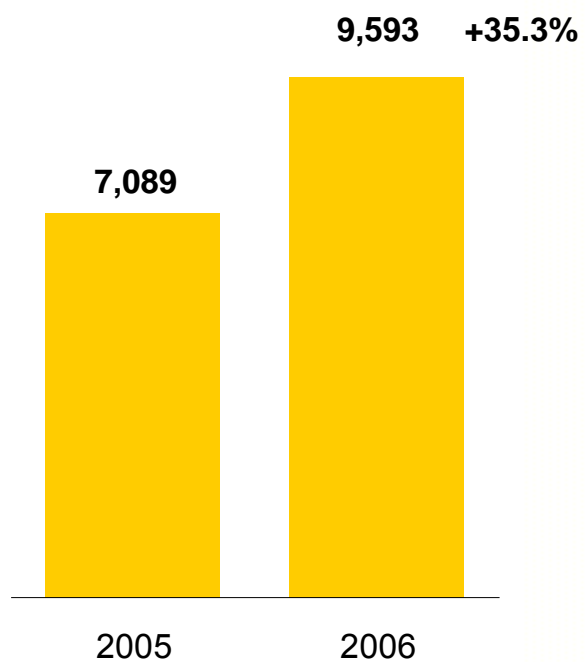


* 2005 incl EXEL on a pro forma basis

FINANCIAL SERVICES – Full year 2006 development

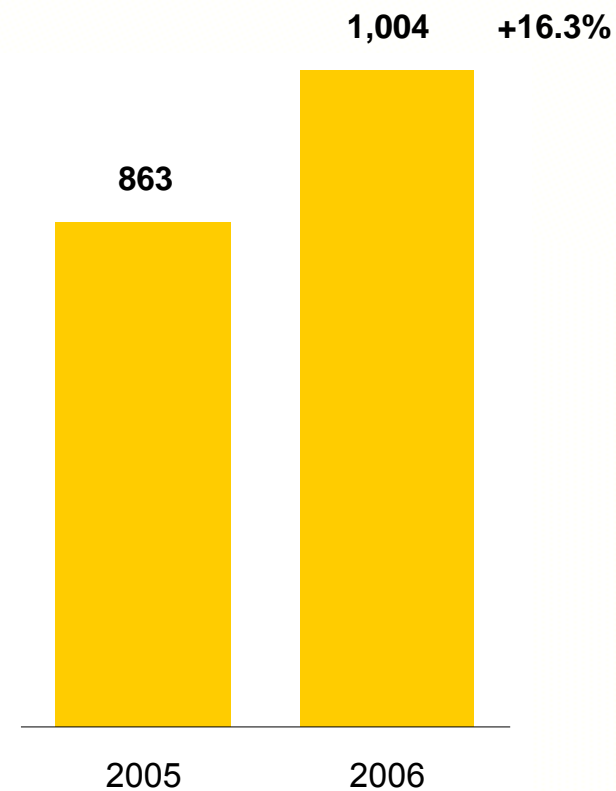
Revenue and Income

€ mn



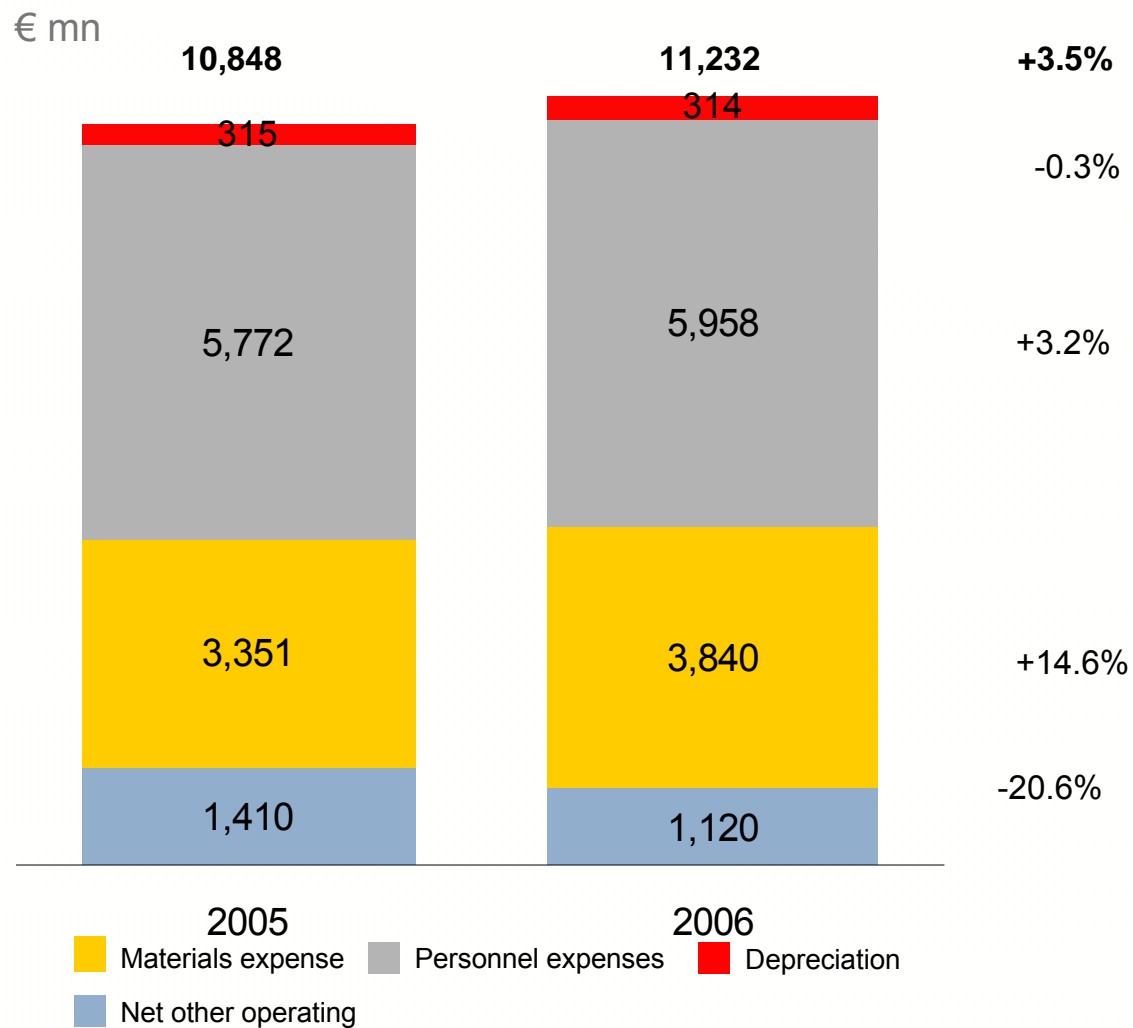
EBIT

€ mn



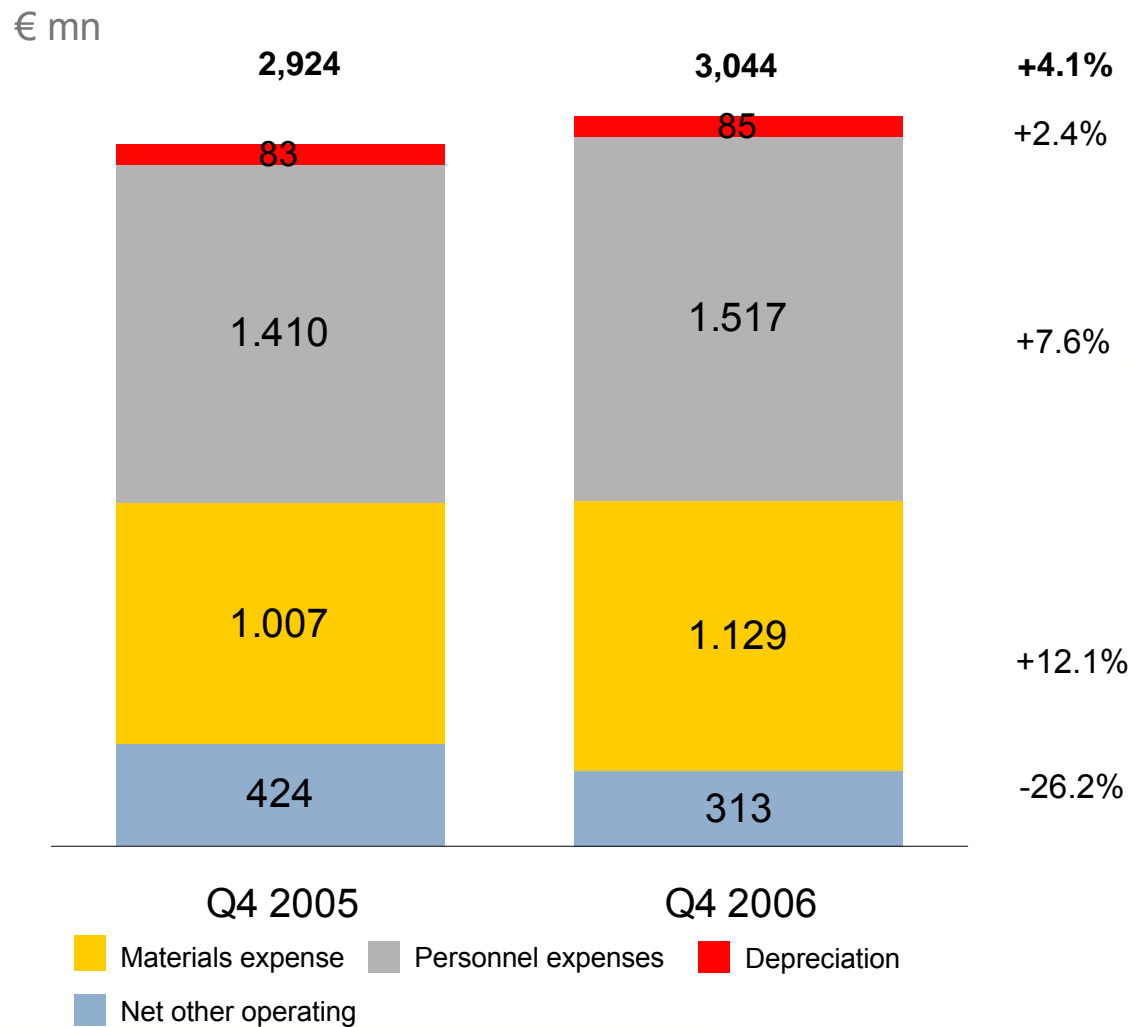
MAIL – Full year 2006 cost structure

MAIL cost structure



MAIL – Q4 2006 cost structure

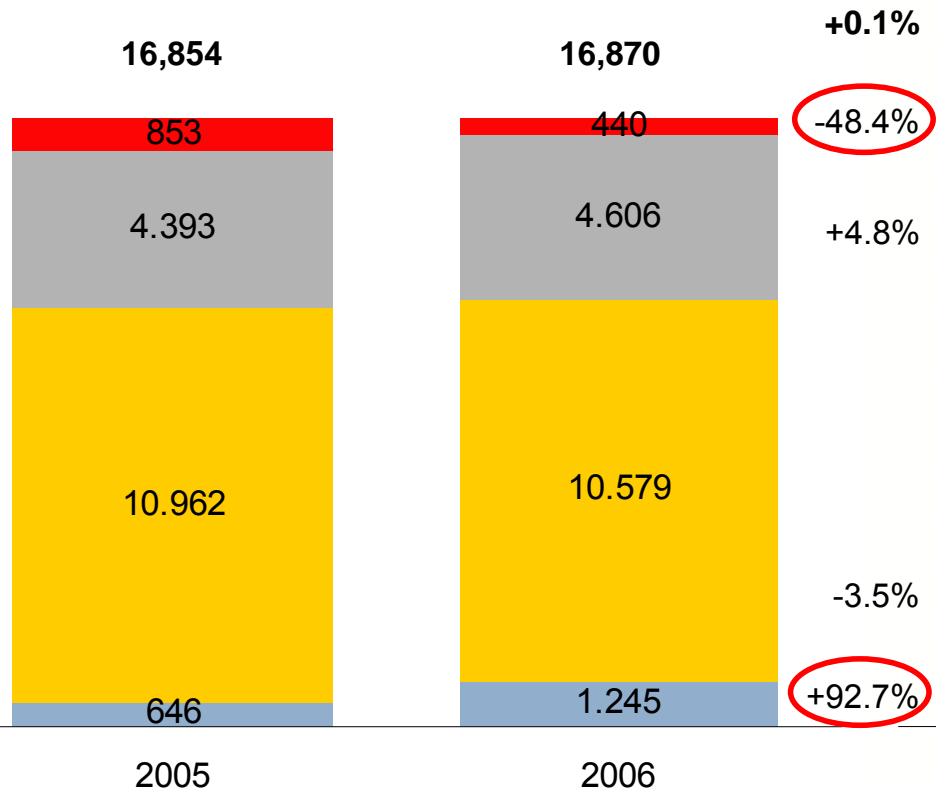
MAIL cost structure



EXPRESS & LOGISTICS – Full year cost structure

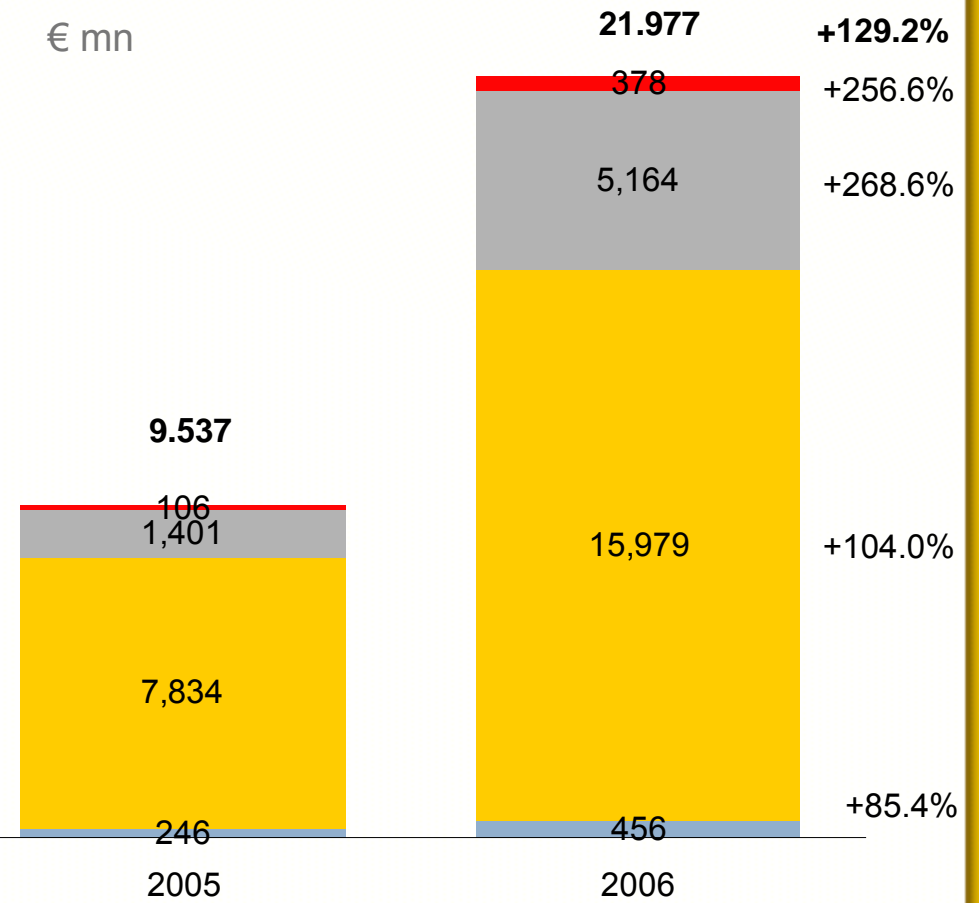
EXPRESS cost structure

€ mn



LOGISTICS cost structure

€ mn



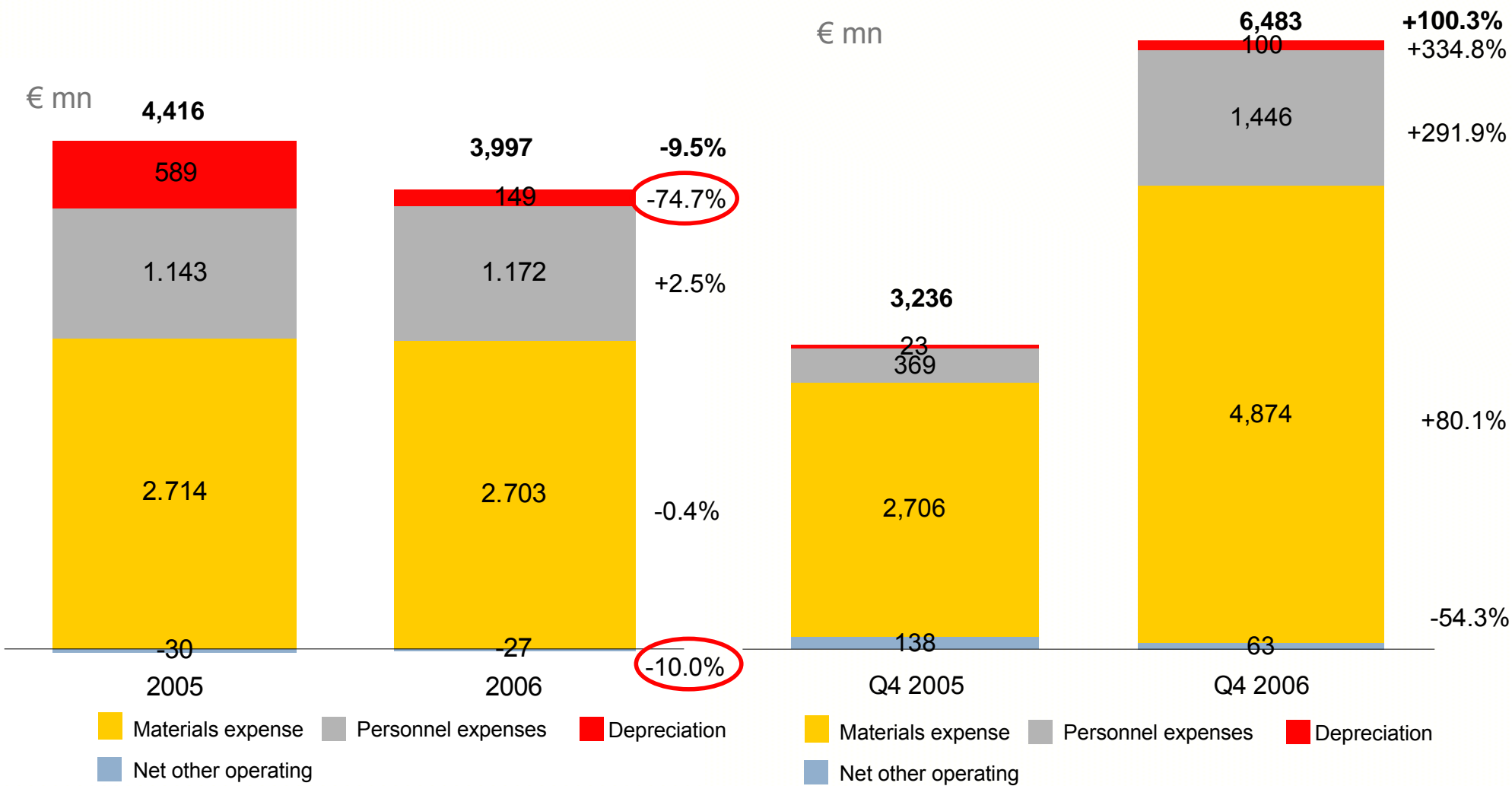
■ Materials expense
 ■ Personnel expenses
 ■ Depreciation
■ Net other operating

■ Materials expense
 ■ Personnel expenses
 ■ Depreciation
■ Net other operating

EXPRESS & LOGISTICS – Q4 2006 cost structure

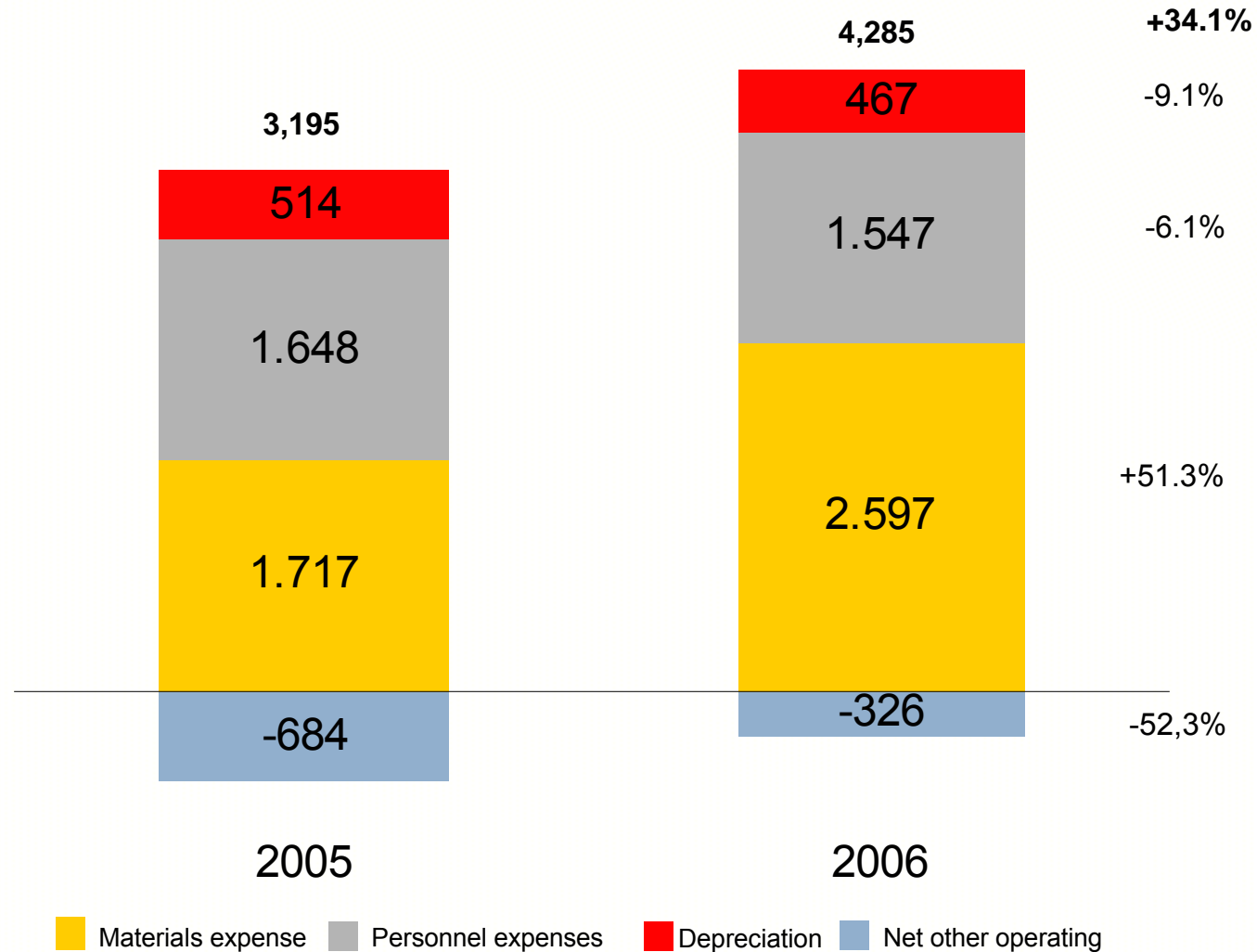
EXPRESS cost structure

LOGISTICS cost structure



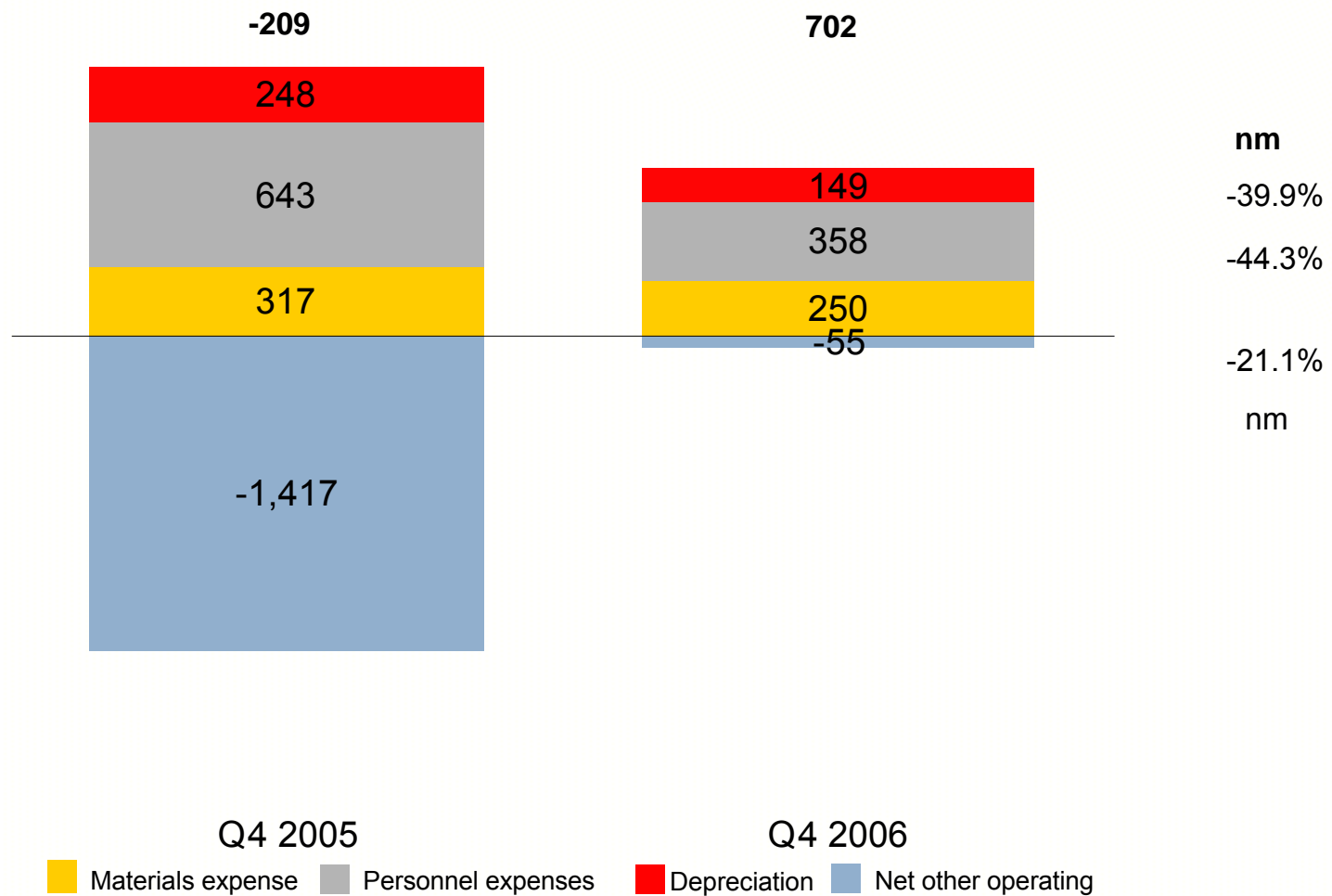
SERVICES – Full year 2006 cost structure

SERVICES cost structure



SERVICES – Q4 2006 cost structure

SERVICES cost structure



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