

Edition: 2/2009

Dear subscriber,

We have today, 6 May 2009, published our interim report Q1 2009. We have summarised the most important information from the interim report for you in the second Investor Relations newsletter of the year. You can read the complete interim report online on our website and save a PDF copy onto your computer. Printed copies can be ordered via our website.

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Kind regards,

Your
Investor Relations Team
Deutsche Post DHL

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At a glance

What we achieved in the first quarter 2009:

We sold shares of Deutsche Postbank, as planned, to Deutsche Bank, and we exited the domestic US express business. Despite significant restructuring costs, reported Group EBIT was slightly positive. We made further progress with our cost reduction initiatives in order to soften the sharp impact of the economic crisis. We launched our Strategy 2015 and set a new course for Deutsche Post DHL.

What we intend to achieve by the end of 2009:

Our goal is to safely navigate the economic crisis and to emerge a stronger market leader. To mitigate adverse effects from materially lower business volumes, we plan to make fewer investments and, in a Group-wide cost-cutting drive, lower indirect costs by €1 billion by 2010. Particularly in times of economic crisis it is critical that we continue to strengthen our already healthy financial capabilities.

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Dr Frank Appel, Chief Executive Officer



Dear Shareholders,

In the first three months of the new year, volumes continued to decline in all products and across all divisions compared with the fourth quarter of 2008. For this reason, we are all taking precautions to prepare for a sustained difficult economic environment.

We are therefore working on our operating costs, and we will lower our indirect costs by at least €1 billion by the end of 2010. Through our Roadmap to Value initiatives, we made encouraging progress in these areas during the reporting period.

The restructuring measures in the US express business are proceeding according to plan. We have not offered any domestic products in the US since February. We have also reached a clear decision with regard to our remaining transports of international express shipments within North America: Negotiations with UPS have been terminated. We will co-operate for the foreseeable future with two other air freight carriers, ABX Air and ASTAR Air Cargo.

Although first-quarter earnings were not outstanding, given the circumstances we consider them satisfactory. Moreover, shipment rates stabilised in March, suggesting that the decline could be close to bottoming out.

Our financial position is extremely good, thanks in part to the sale of Postbank. Consolidated net profit reached nearly €1 billion in the first quarter - a marked improvement on the prior-year period. This was largely due to the positive impact that the market valuation of the put options on Postbank shares had on our net financial income.

I am certain that Deutsche Post DHL will not only safely navigate the economic crisis, but emerge from it stronger than before. We have done our homework and set a new strategic course. Together with the new management team, I plan to implement Strategy 2015: We want to remain Die Post für Deutschland (The Postal Service for Germany) and become The Logistics Company for the World.

In the mail business, we set the standard in quality, above all in Germany. Our task is to strive to maintain our strong position in a shrinking market. The logistics industry is and will remain a growth sector in which we have outstanding prospects once the current economic crisis has been overcome.

Yours faithfully,

Dr Frank Appel
Chief Executive Officer

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Significant events

7 January 2009: Agreement on pan-European telecommunications services signed with Telefónica

On 7 January 2009, we entered into a services agreement worth nearly €350 million with Spanish telecommunications provider Telefónica. The telecommunications company will provide mobile, fixed voice and data services to 125,000 company employees at 2,400 sites in 28 European countries outside Germany, starting in spring 2009. We expect to save more than €150 million over the five-year term of the agreement. [▶ more](#)

25 February 2009: Transaction on the sale of Postbank shares completed

On 25 February 2009, Deutsche Post AG and Deutsche Bank AG completed the transaction regarding the sale of shares in Deutsche Postbank AG as agreed on 14 January 2009 as planned. [▶ more](#)

23 March 2009: Deutsche Post invests €420 million in the mail business

Deutsche Post AG ordered a new generation of mail sorting machines from Siemens AG. Siemens will deliver a total of 288 sorting machines for standard and compact letters and up to 97 sorting systems for flats and maxi flats by 2012. The investment value amounts to around €420 million. [▶ more](#)

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Deutsche post shares

Dramatic fall in world trade leads to slump in logistics stocks

Last year's downward stock market trend continued in the first quarter of 2009. The DAX lost 15.1% of its value since the beginning of the year, and the EURO STOXX 50 fell by 15.5%. Early cyclicals such as transport sector stocks suffered in general, with our stock being particularly hard hit. Initially, Deutsche Post shares significantly underperformed the DAX, though they recovered somewhat midway through the first quarter. After we announced our dividend proposal for 2008 at the end of February, our shares dropped to a record low of €6.65 on 9 March 2009. Our stock closed the first quarter down 31.9%. Average daily trading volumes decreased by 15.3% to approximately 6.6 million shares.

Peer group comparison

		30 Dec. 2008	31 March 2009	+/- %	31 March 2008	31 March 2009	+/- %
Deutsche Post	€	11.91	8.11	-31.9	19.35	8.11	-58.1
TNT	€	13.55	12.88	-4.9	23.53	12.88	-45.3
FedEx	US-\$	62.22	44.49	-28.5	92.67	44.49	-52.0
UPS	US-\$	54.18	49.22	-9.2	73.02	49.22	-32.6
Kuehne + Nagel	CHF	67.55	66.45	-1.6	95.79	66.45	-30.6

Further information can be found on our website:

- [▶ Shares Information](#)
- [▶ Key figures on our shares](#)
- [▶ Shareholder structure](#)
- [▶ Dividend](#)
- [▶ Analysts recommendations](#)
- [▶ Analysts estimates](#)

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Roadmap to Value

Capital markets programme generates cash

Our Roadmap to Value capital markets programme is currently focused on initiatives geared towards continuing to strengthen our already healthy financial capabilities. With the help of a Group-wide cost-cutting drive, we are aiming rigorously to reduce indirect costs by €1 billion by 2010. In the first quarter of 2009, indirect costs were already €130 million lower than the prior-year figure. We have made noticeably fewer investments and improved working capital year-on-year by €800 million.

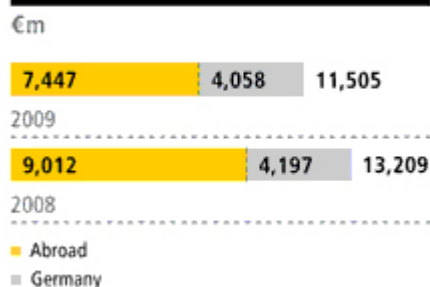
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Revenue and earnings development

Consolidated revenue for continuing operations drops

Consolidated revenue from continuing operations fell by 12.9% year-on-year to €11,505 million (previous year: €13,209 million), partly due to negative currency effects in the amount of €114 million. Our exit from the domestic US express business contributed in particular to the decrease in the share of revenue generated abroad, which fell from 68.2% to 64.7%.

Consolidated revenue for continuing operations, Q1



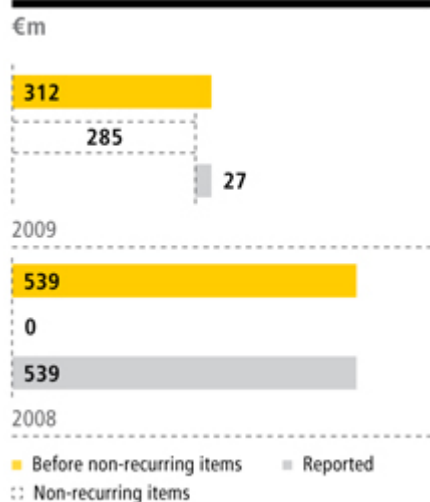
Derivatives from Postbank sale increase profit

Profit from operating activities (EBIT) from continuing operations amounted to €27 million, a drop of €12 million or 95.0% compared with the prior-year period. This figure includes non-recurring expenses of €285 million. Adjusted for these expenses, EBIT decreased by 42.1% to €312 million.

Primarily the measurement of derivatives from the sale of Postbank led to a rise in net finance costs/net financial income of €765 million to a net financial income of €618 million.

Profit before income taxes from continuing operations improved by 64.5%, or €253 million, to €645 million. As a result, income taxes rose from €53 million in Q1 2008 to €129 million in Q1 2009. All in all, profit from continuing operations amounted to €516 million, an increase of €177 million or 52.2%.

Consolidated EBIT for continuing operations, Q1



Consolidated net profit for the period doubles

Profit from continuing and discontinued operations resulted in a consolidated net profit for the period of €948 million, a rise of 107.4% over the prior-year figure of €457 million. An amount of €944 million is attributable to shareholders of Deutsche Post and €4 million to minorities. Both basic and diluted earnings per share rose significantly from €0.32 to €0.78. Earnings per share increased to €0.42 for continuing operations and €0.36 for discontinued operations.

Further information can be found on our website:

► [Interim Financial Statements Q1 2009](#)

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Outlook

Outlook for financial year 2009

In the first quarter of 2009, we saw a significant drop in volumes around the Group. We may now be reaching the bottom in terms of volume decline and, if this is the case, we would expect to see increasing benefit in the second half of the year and in 2010 from our cost reduction programme. In particular in the EXPRESS division, the good progress in the US express business will support the improvement in the second half of the year. This should lead to underlying Group EBIT showing significantly lower reductions relative to 2008 than we have seen in the first quarter of 2009 and expect to see also in the second quarter.

The positive effects from the Postbank transaction should lead to a return to a positive net profit in 2009 as a whole - a substantial improvement on 2008.

Further information can be found on our website:

► [Ad hoc announcement from 6 May 2009](#)

► [Investor News from 6 May 2009](#)

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Events

Financial calendar

23 July 2009	Press conference and investors conference on the first half of 2009
31 July 2009	Interim report on the first half of 2009
5 November 2009	Interim report on the first nine months of 2009, investors conference call

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