



MAIL



EXPRESS



LOGISTICS

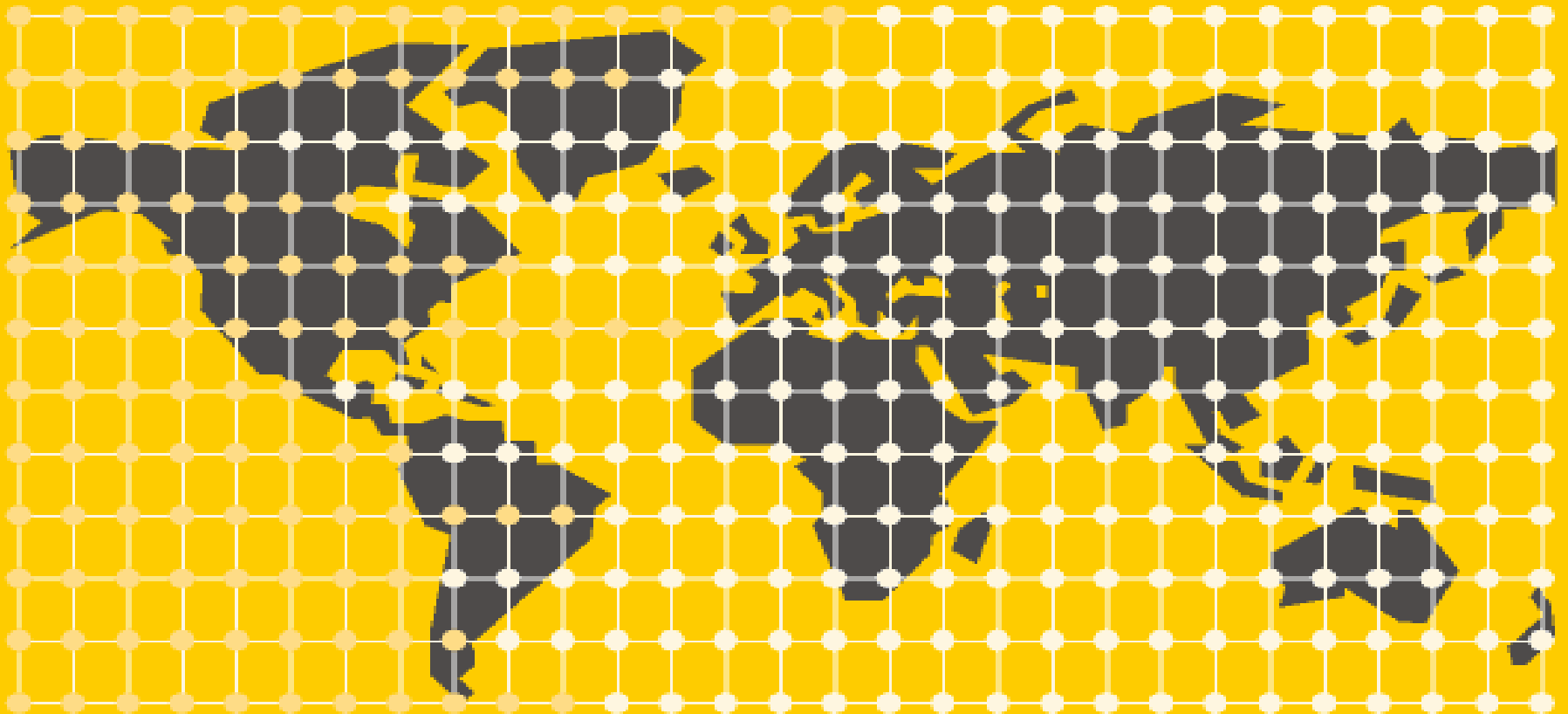


FINANCE

2005 Annual General Meeting

10 years of Deutsche Post AG

Weltweit. Zukunftsorientiert.



10 Jahre Deutsche Post AG

Deutsche Post World Net – 2004 milestones

Revenue and earnings improved. DPWN debt free.

MAIL in Germany strengthened, expanded internationally.

Postbank – Development bears out IPO

Growth and acquisitions in Asia/Pacific

DHL USA – on the way to third force

European hub: Decision for Leipzig

Best DAX group at the CSR Award



2004 key figures in a positive direction

in €bn	2003	2004	Change in %
Revenue	40.0	43.2	7.9
Share of international revenue	43.2%	47.7%	
Profit from operating activities (EBITA)	2.98	3.35	12.5
Profit	1.31	1.59	21.3
Earnings per share	1.18	1.43	

Q1 2005 met our expectations

in €m	Q1 2004	Q1 2005	Change in %
Revenue	10.57	10.53	-0.4
Share of international revenue	45.9%	48.0%	
Profit from operating activities (EBIT)	847	871	2.8
Profit	446	455	2.0
Earnings per share	0.40	0.41	

STAR program – Global IT structure completed

DPWN "24 hours" IT strategy: "Follow the sun."



Scottsdale/USA



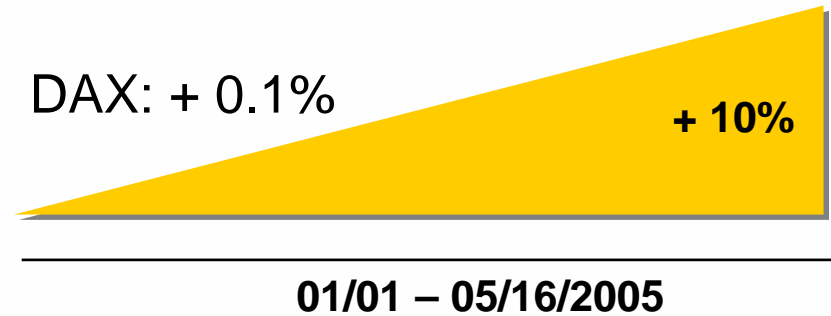
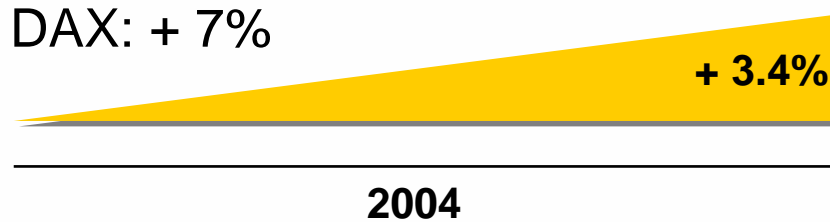
Prague



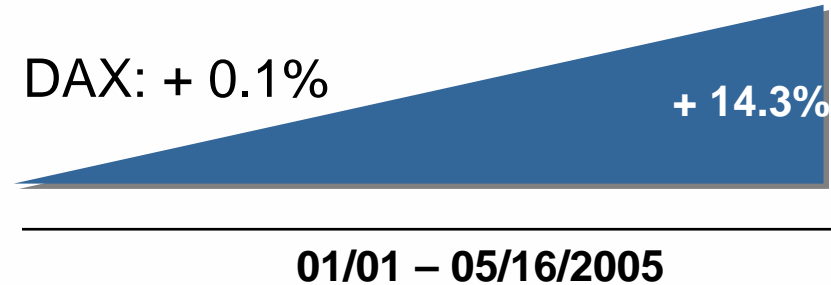
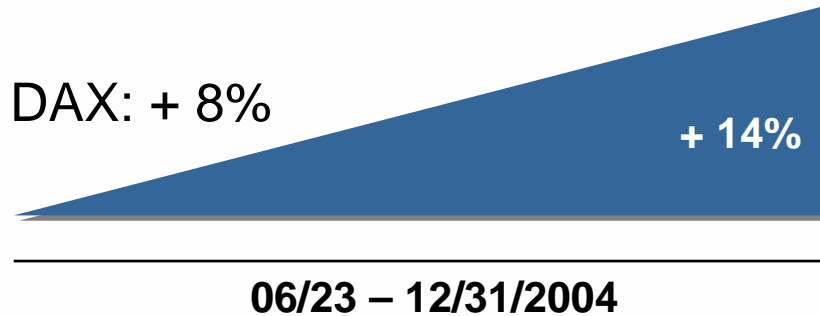
Kuala Lumpur

Development Deutsche Post and Postbank shares

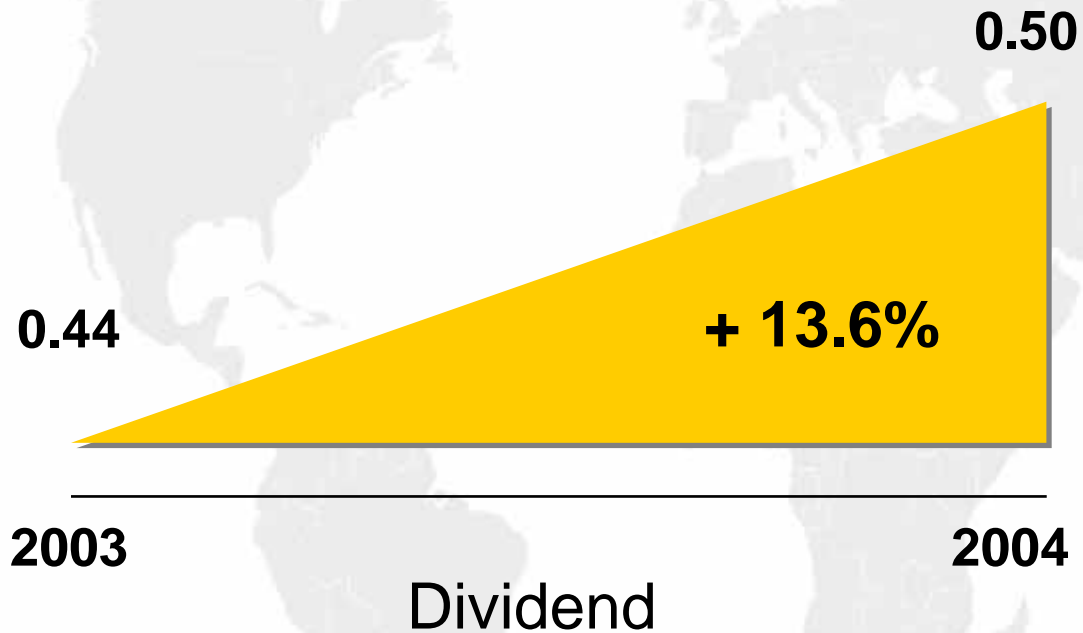
Deutsche Post



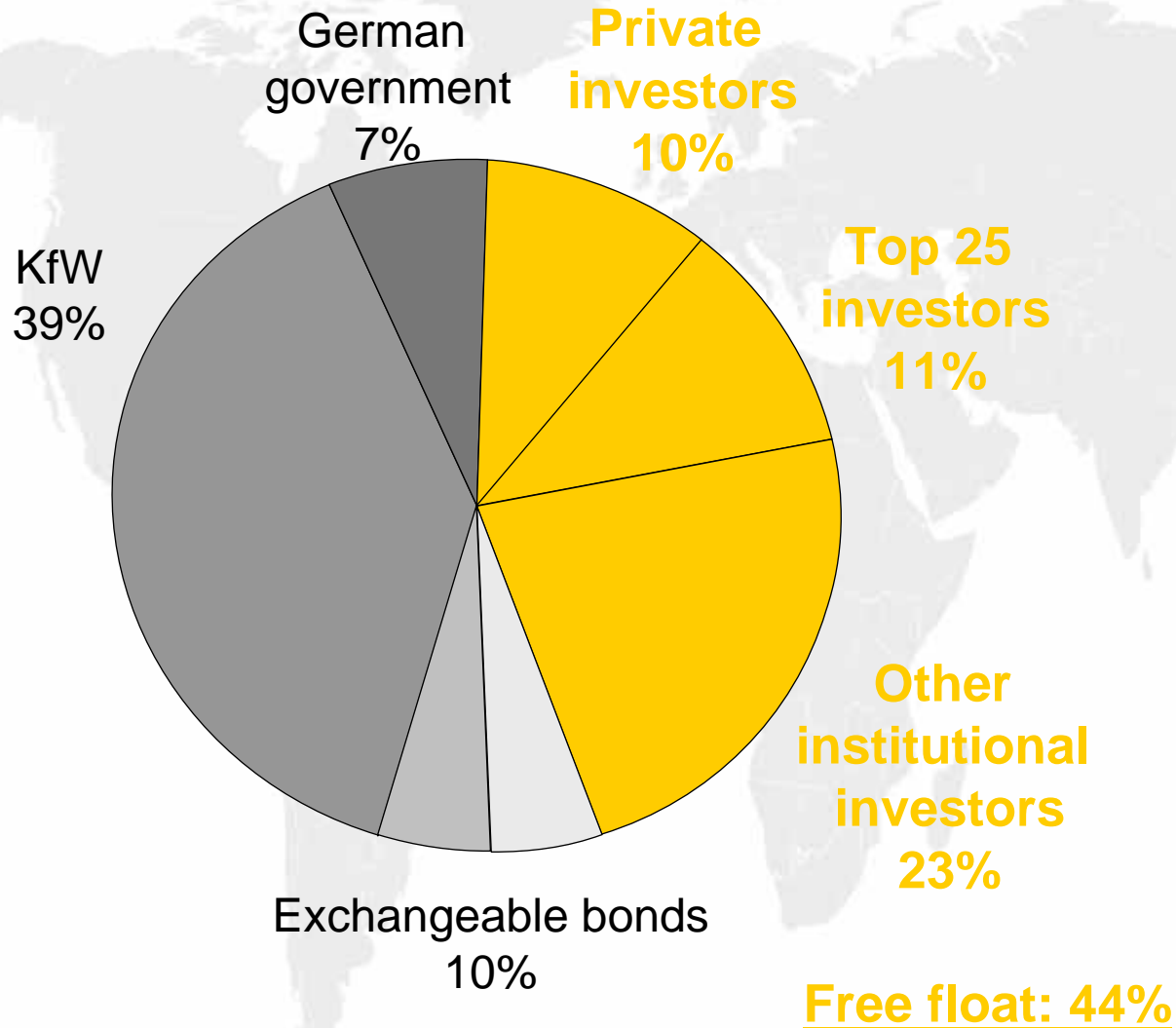
Postbank



2004 dividend - Tax exempt



Increase in free float in the shareholder structure



Revenue and earnings stable at a high level

Focus on internationalization: Acquisitions in the USA, Spain, France, and the UK

Focus on direct marketing

Liberalization brings competition and new opportunities



Deutsche Post - "Reaching people"




Wie erreichen
Sie Menschen, die sonst
keiner erreicht?

So wie alle anderen
Menschen auch.



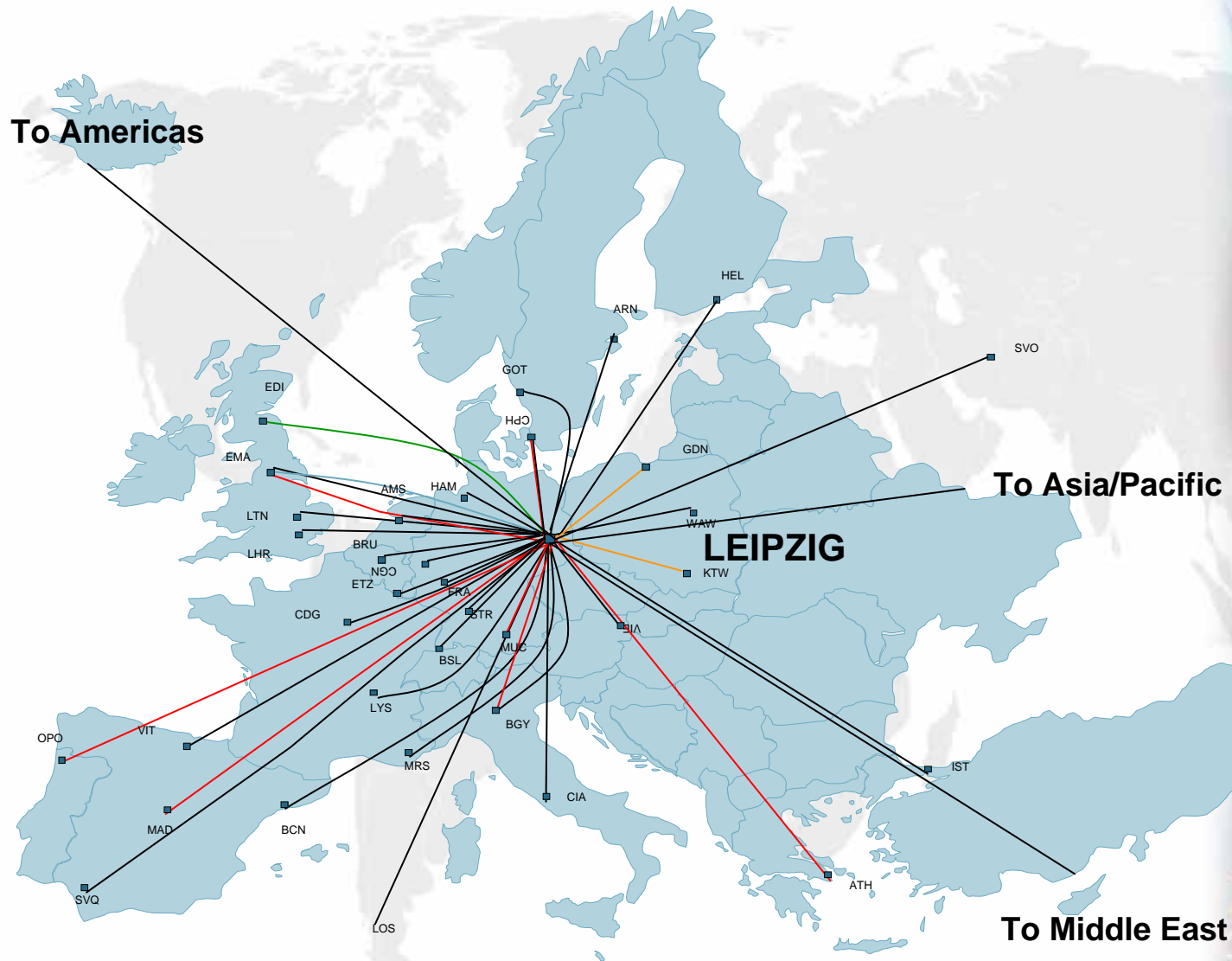
Egal wer, oder wie viele Menschen Sie erreichen wollen, mit dem Direktmarketing der Deutschen Post kommt Ihre Botschaft gut an. Und das genau so sicher und gezielt wie Privatpost. Die größte und qualifizierte Adressdatenbank Europas und unsere Kundenprofilanalyse ermöglichen die perfekte Zielgruppenselektion.
Nur ein Beispiel für unsere Direktmarketinglösungen und Steigerung Ihres Geschäftserfolges. www.deutschepost.de

Menschen erreichen.  Deutsche Post

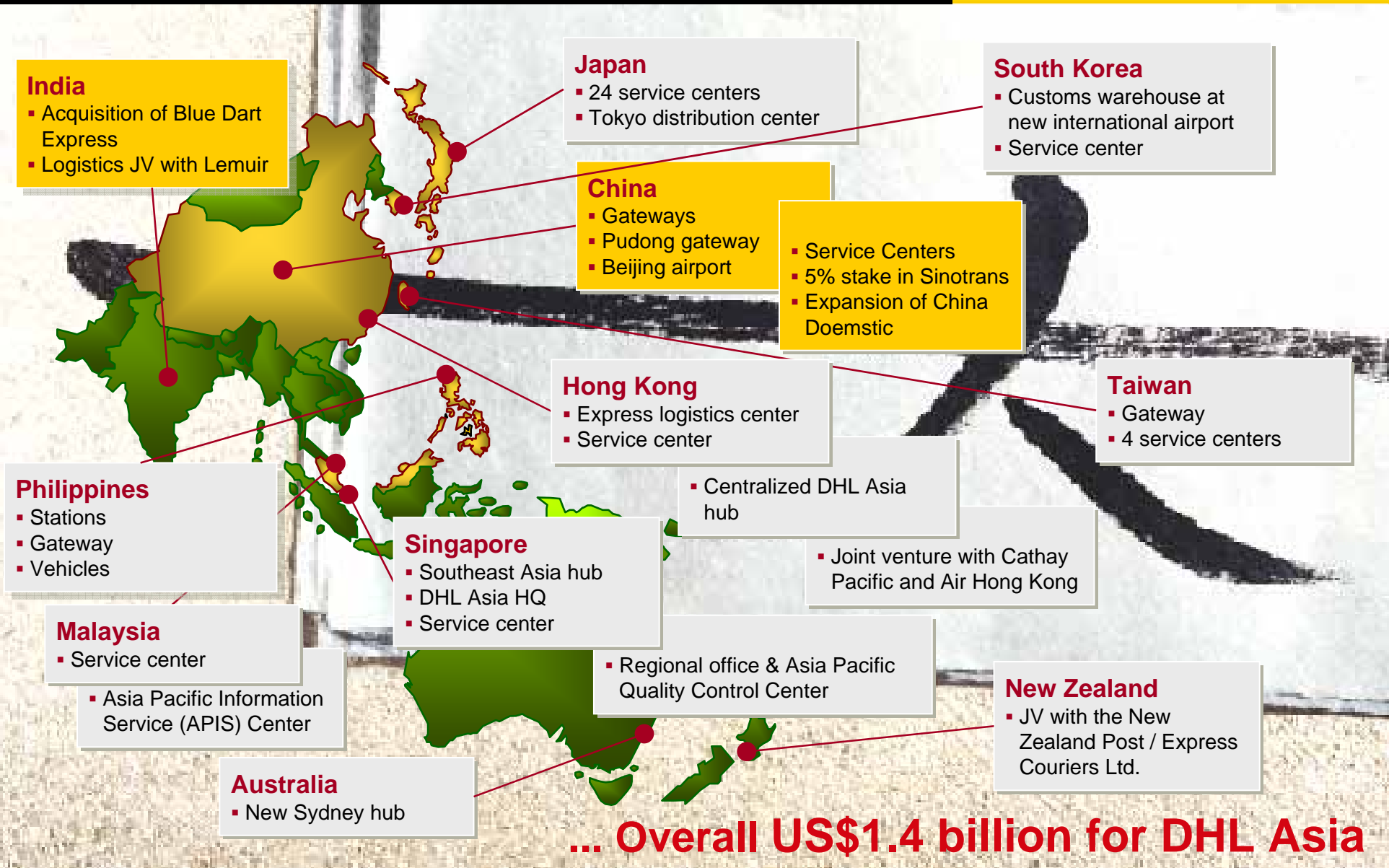
International mail business in 2004



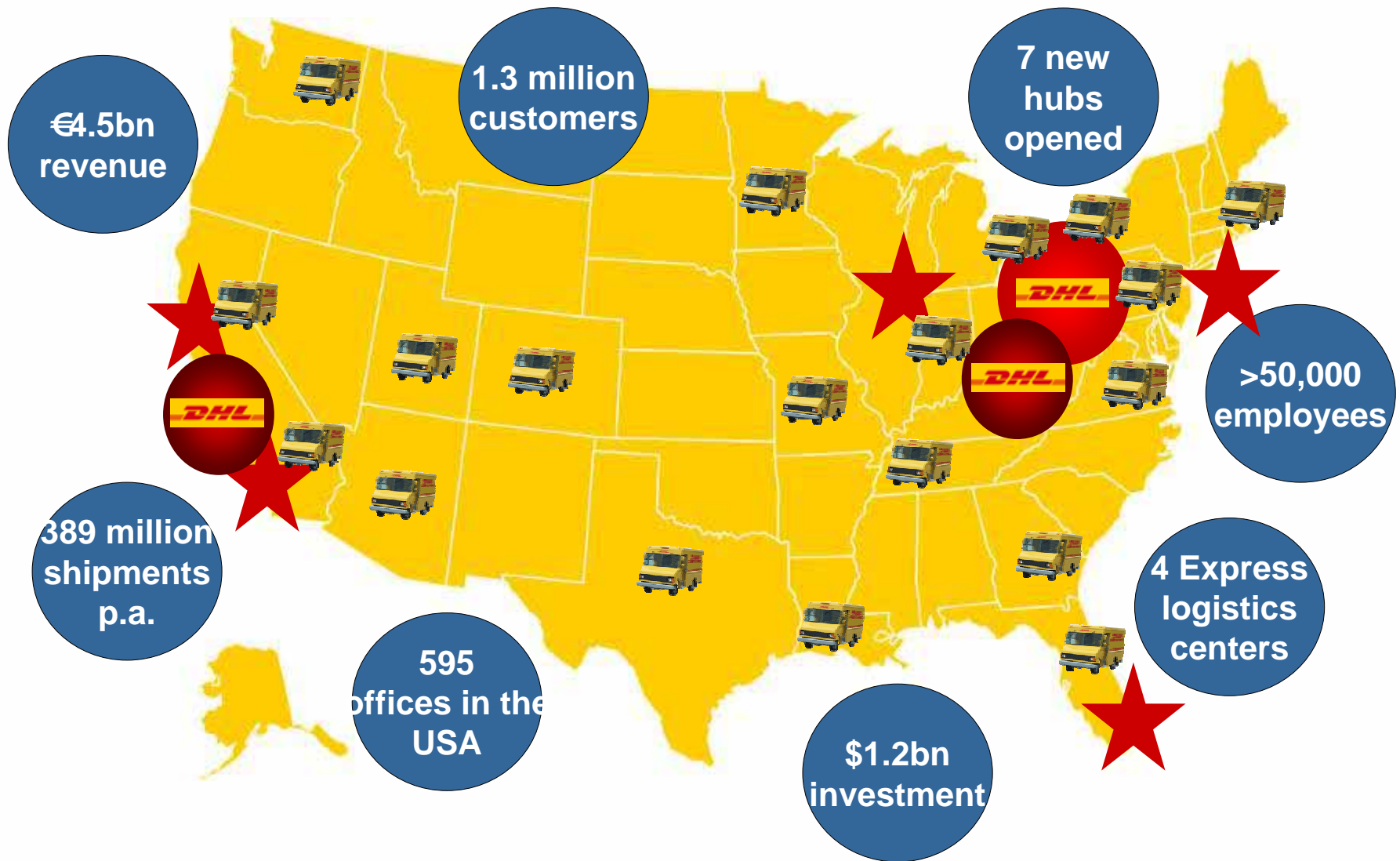
EXPRESS – With DHL from Leipzig to the world



EXPRESS – Focus on China and India



EXPRESS – USA: on the way to third force



Strong increase in revenue (+ 15%) and earnings (+ 36%)

DPWN earns highest profit (absolute) of all competitors

Air & Ocean: Volumes increased in air and ocean freight

Solutions: Strong new business

New business through Karstadt/Quelle

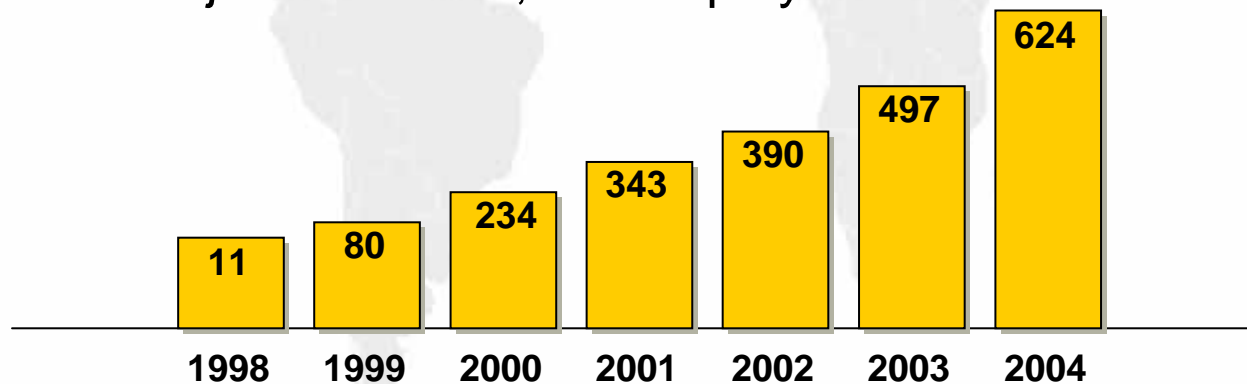


Earnings increased by 21.8%

Transaction Banking Business Division successfully launched

Postbank IPO "best equity transaction in 2004"
("EUROMONEY" magazine)

Deutsche Post Retail GmbH launched at the beginning of
2005 with just under 20,000 employees



Postbank Group's earnings before taxes (in €m)



Deutsche Post welcomes stronger competition

Liberalization in the EU must continue according to plan

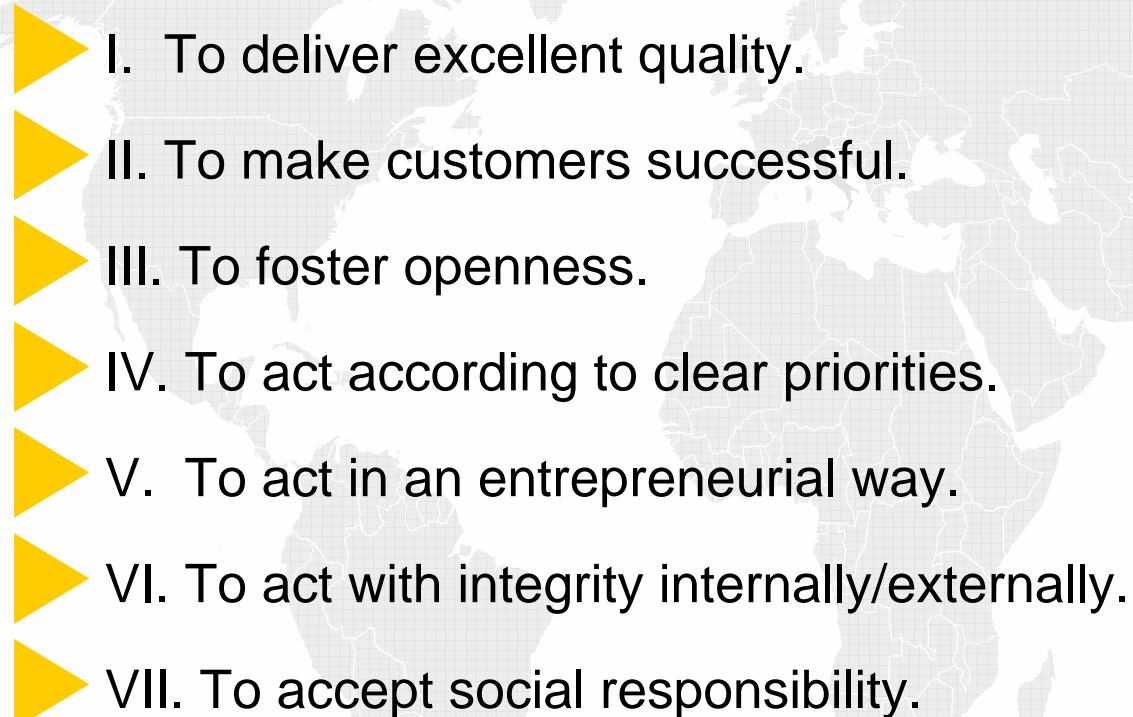
Basic postal services for the people remains ensured

Employment pact to 2008 concluded

Training pact ensures prospects for young employees

Group brings up to 10,000 jobs to Leipzig



- 
- I. To deliver excellent quality.
 - II. To make customers successful.
 - III. To foster openness.
 - IV. To act according to clear priorities.
 - V. To act in an entrepreneurial way.
 - VI. To act with integrity internally/externally.
 - VII. To accept social responsibility.

7
VALUES

Management quality affects value of the group

Depth and breadth of industry experience

Internationality of our management

Investment in attracting management talent worldwide



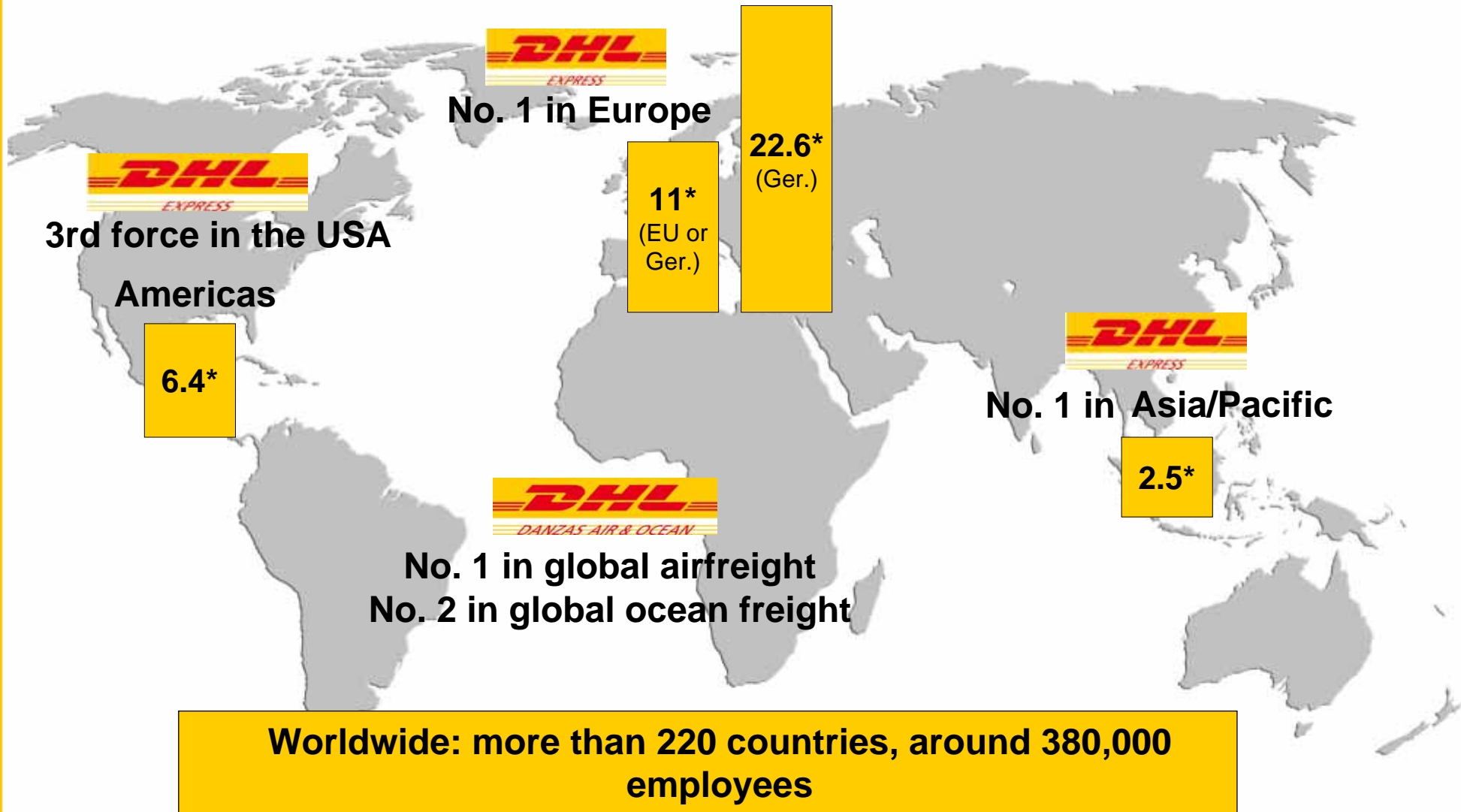
Our outlook for the 2005 fiscal year

Earnings (EBIT) of at least €3.6 billion

Increase in net profit by €500 million per annum as of 2005

Participation of our shareholders in the success via the dividend

Taking the lead worldwide from a strong position



*2004 revenue (€bn)



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