



MAIL



EXPRESS



LOGISTICS



FINANCE

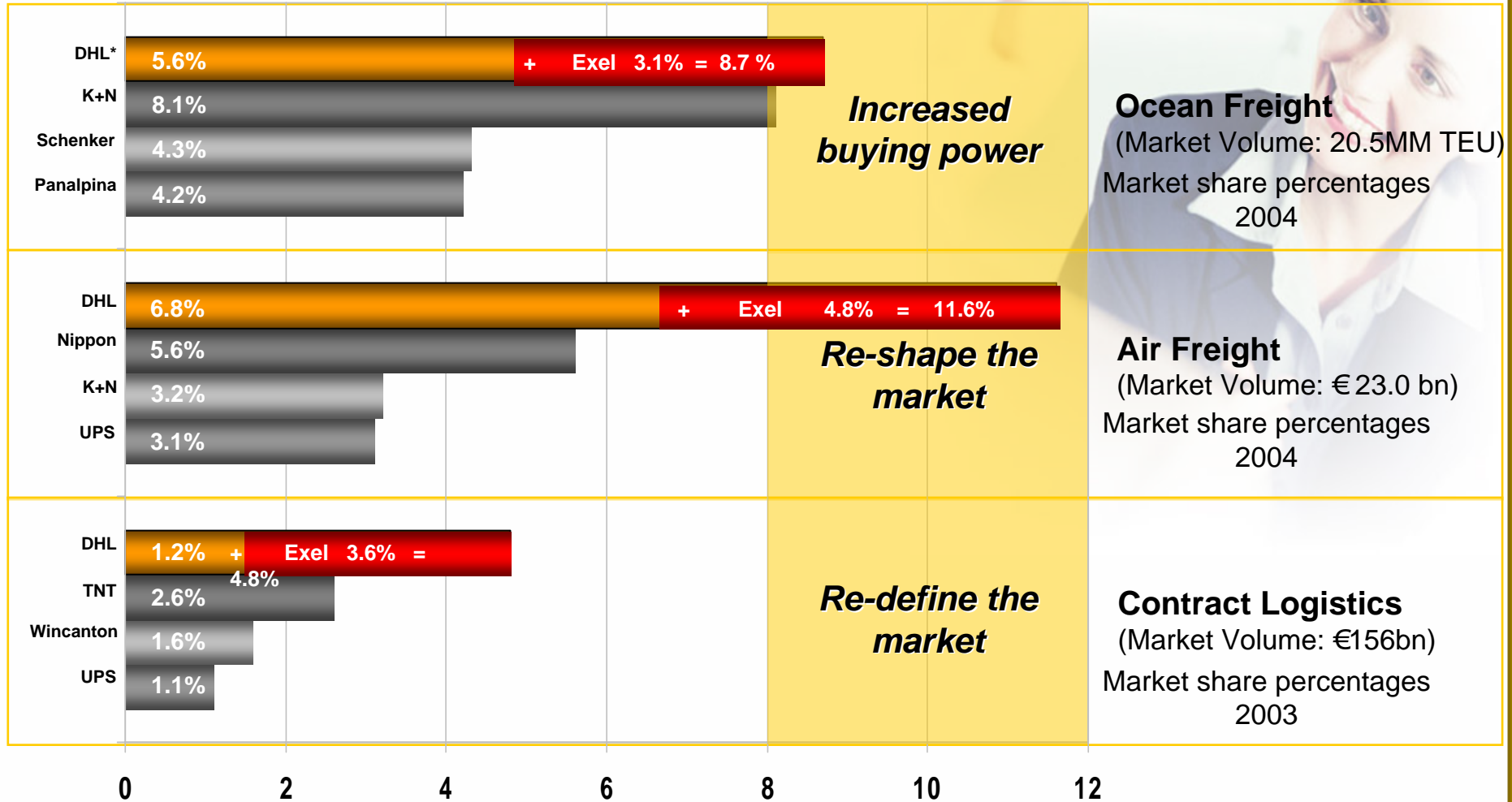
Annual Press Conference 2006

John Allan, Member of the Board of Management Deutsche Post World Net Logistics

March 14, 2006, Bonn

The No.1 in the industry...

How will we use our new scale to reshape this industry's agenda ?



Taking the best of both

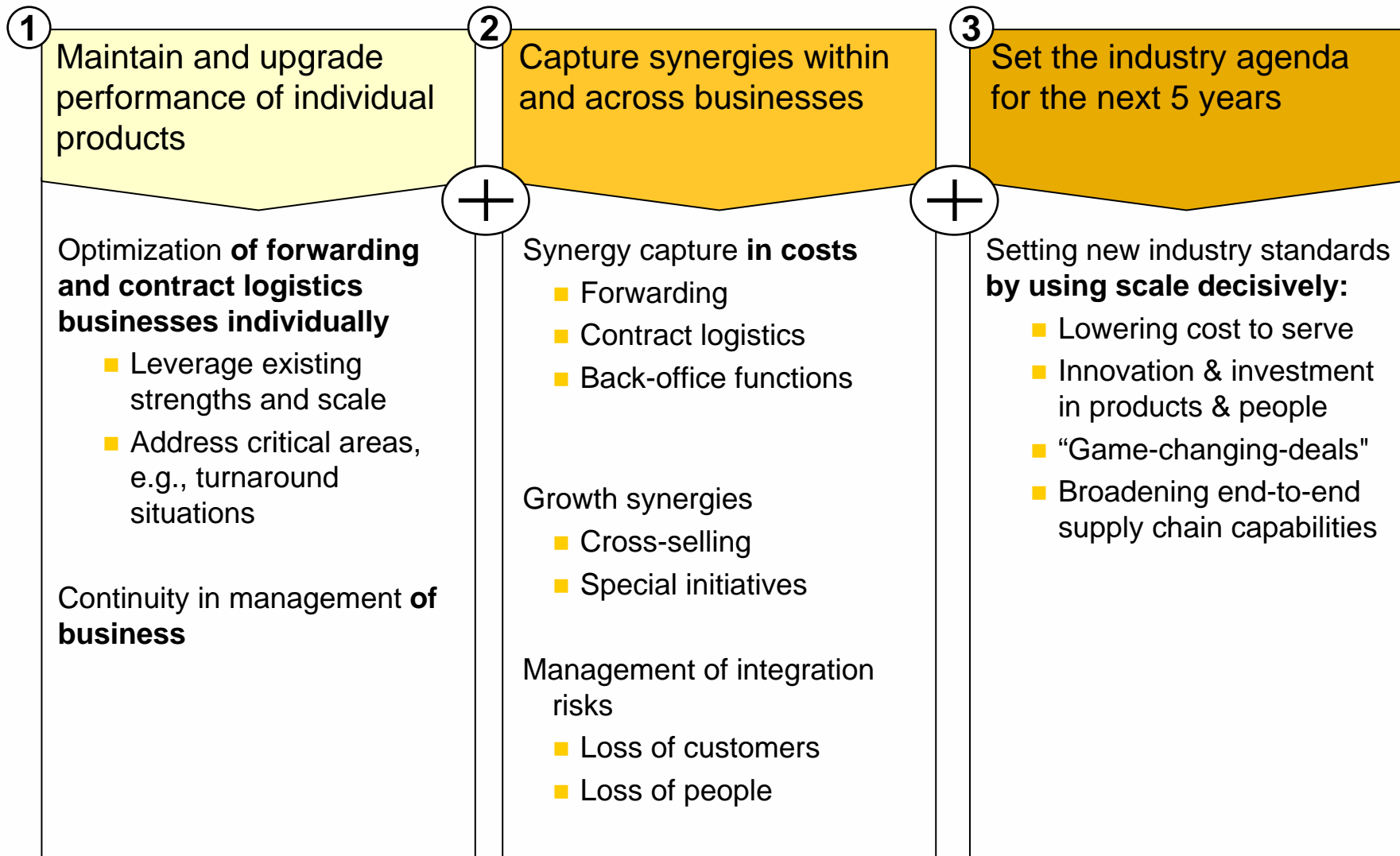
- **New Division's** management team established
 - A diverse management team from various backgrounds, different nationalities and taking the 'best of both' from both organizations

- Over 600 appointments **made to date**
 - Country level appointments complete in the business, with the majority of branch managers also determined within GFW

- Balance in appointments
 - 49% of appointments from DHL and 51% from Exel to date

Establishing a collaborative and transparent organization

Three Key Strategic Goals



Effective integration

Retain and develop customers

Grow the business

- Integration proceeding smoothly and according to plan
- Integration teams mobilized at global, regional and country level
- Synergy targets agreed with businesses, confirming top down targets
- Good progress in re-tenders and new business wins with existing customers
- Very few uses of 'Change of Control' clauses
- New business wins and pipeline very satisfactory
- Customers expressing strong interest in the capabilities of the newly combined business