



MAIL



EXPRESS



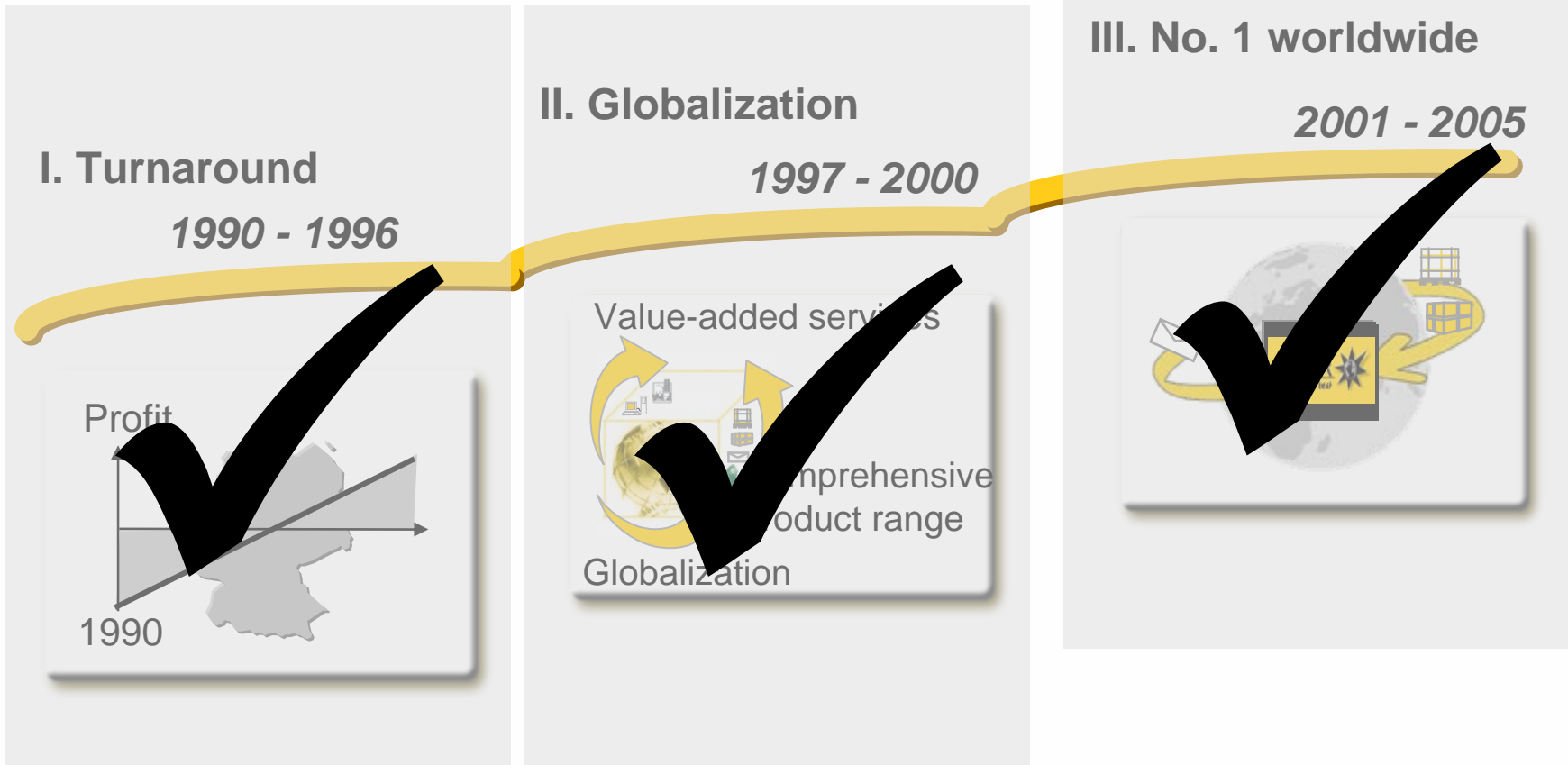
LOGISTICS



FINANCE

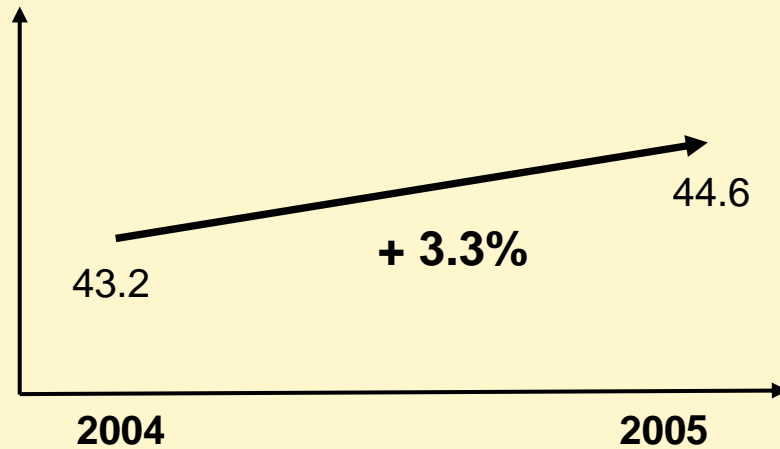
Annual Press Conference 2006

No. 1 in 2005 – we made it!

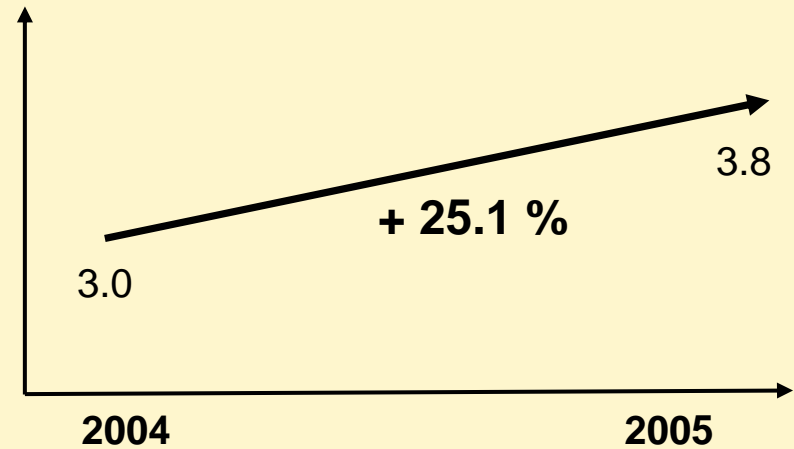


Key financial figures 2005

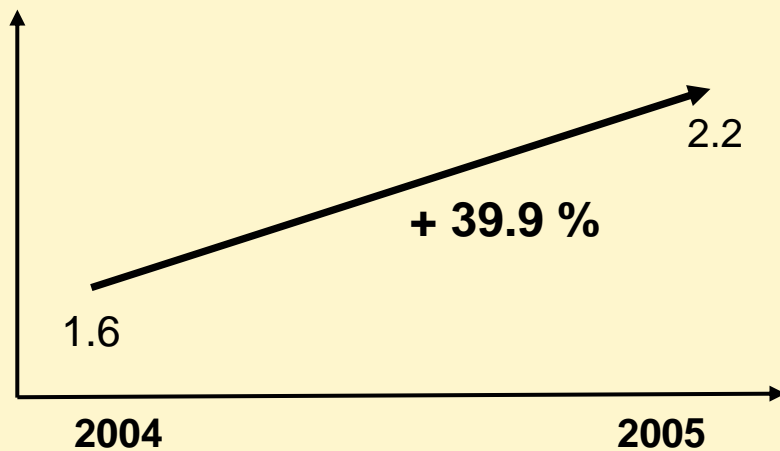
Revenue (€bn)



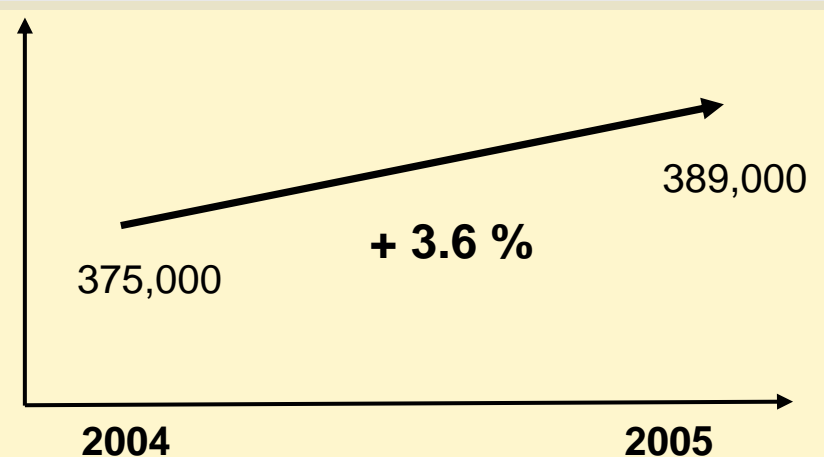
Profit from operating activities (EBIT €bn)



Consolidated net profit (€bn)



Employees



Strong EBIT and EPS growth in 2005

Group Figures	2004 ⁽¹⁾	2005	
in € mn			
Revenues	43,168	44,594	+3.3%
EBIT	3,001	3,755	+25.1%
Margin	7.0%	8.4%	
Net profit	1,598	2,235	+39.9%
Net profit per share	1.44	1.99	

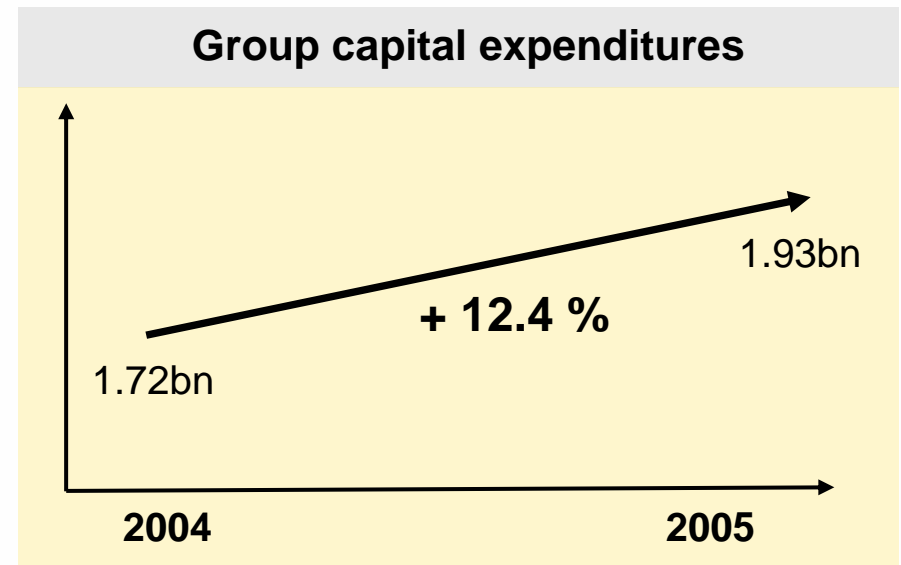
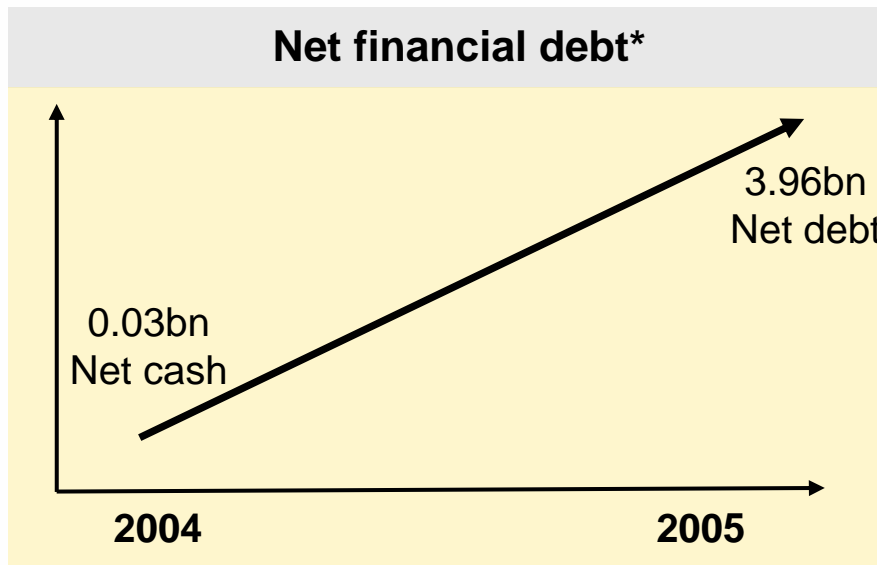
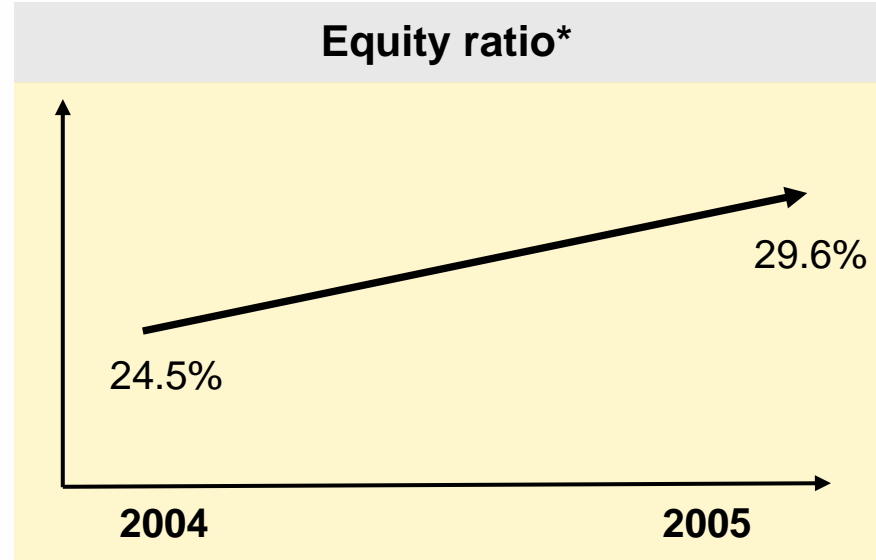
(1) Prior-period amounts restated

Full year consolidated figures 2005

Revenue	2004 ⁽¹⁾	2005	
in € mn			
MAIL	12,747	12,878	+1.0%
EXPRESS	17,557	18,273	+4.1%
LOGISTICS	6,786	7,949	+17.1%
FINANCIAL SERVICES	7,349	7,271	-1.1%
EBIT			
MAIL	2,072	2,030	-2.0%
EXPRESS as reported	117	11	-90.6%
<i>EXPRESS pre impairment</i>	117	445	+280.3%
LOGISTICS	182	315	+73.1%
FINANCIAL SERVICES	714	790	+10.6%
Margins			
MAIL	16.3%	15.8%	-0.5PP
EXPRESS as reported	0.7%	0.1%	-0.6PP
<i>EXPRESS pre impairment</i>	0.7%	2.4%	+1.7PP
LOGISTICS	2.7%	4.0%	+1.3PP

(1) Prior-period amounts restated

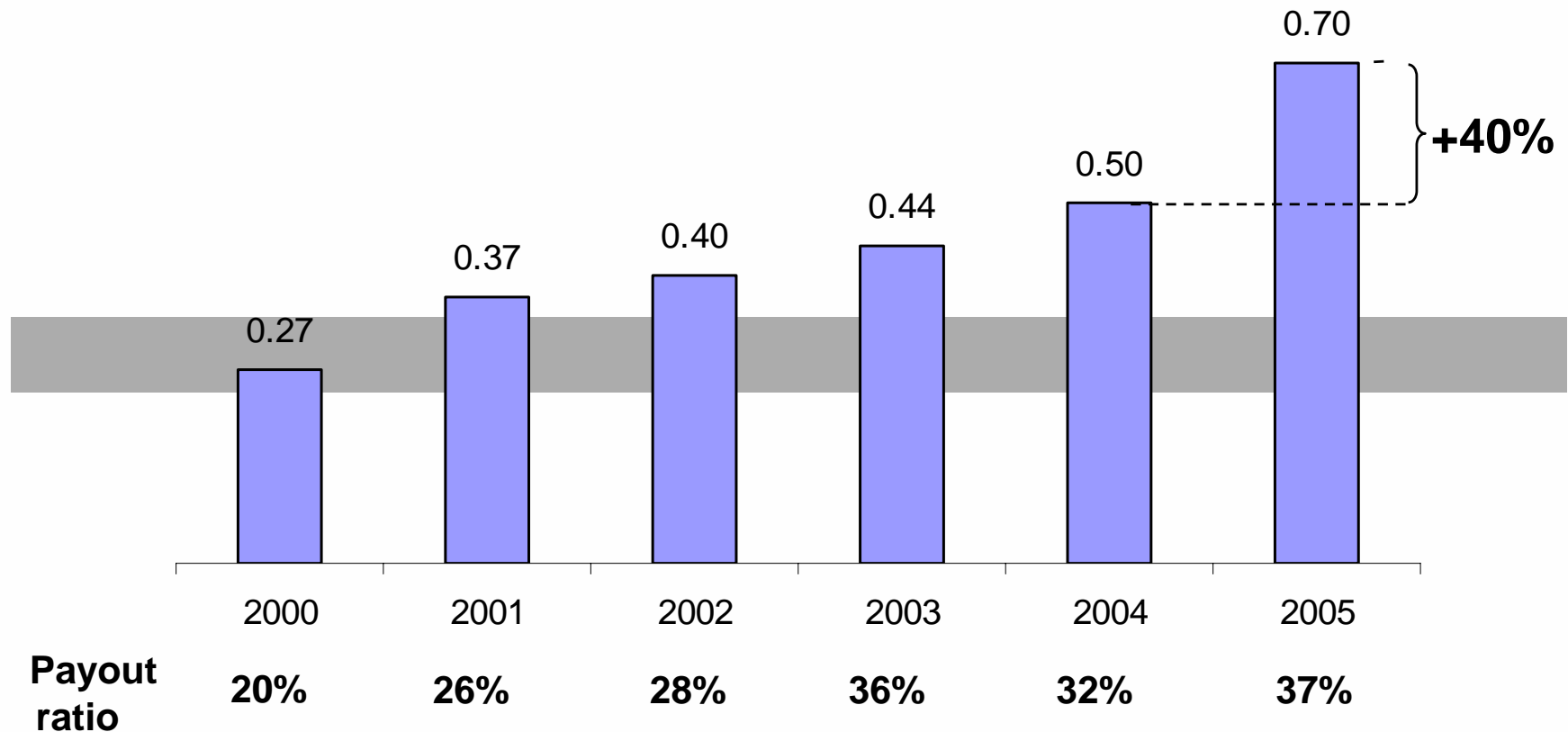
Healthy key financial figures



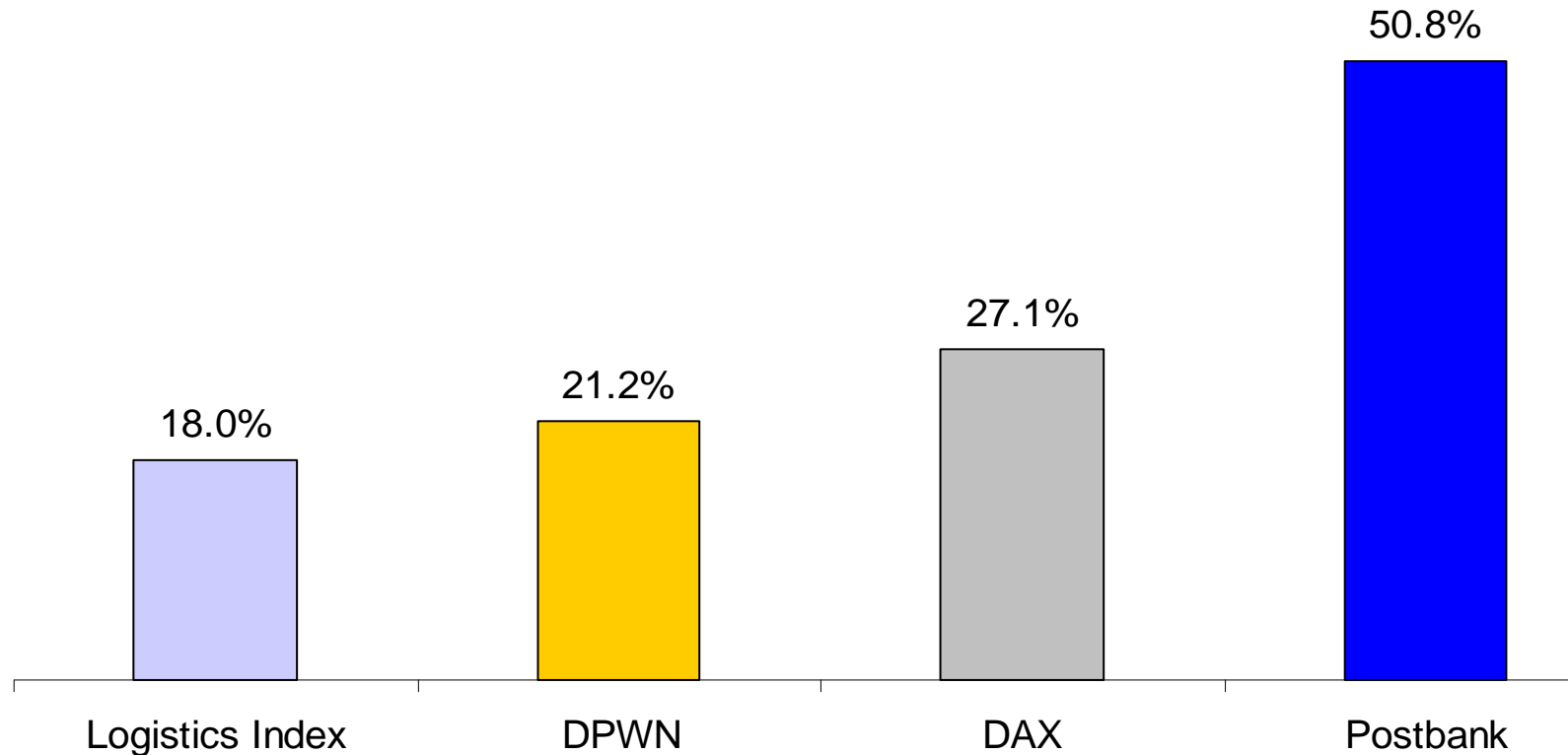
* Postbank at Equity

Proposed dividend up 40% in 2005

Dividend per share in €



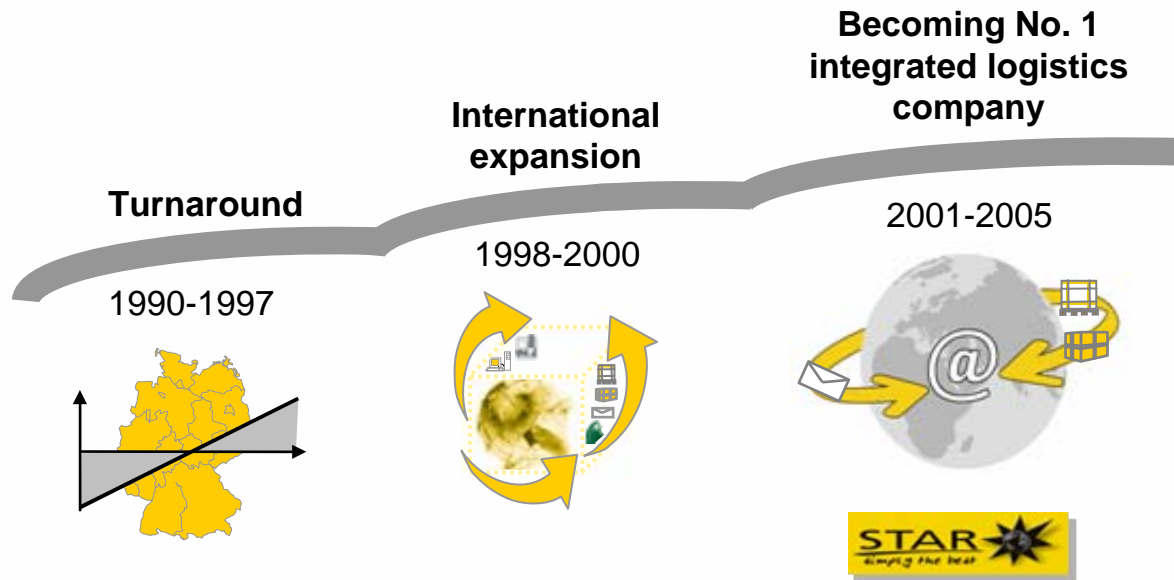
Share price performance 2005



2006	Revenue	EBIT
DPWN Group	Above €60 bn	At least €3.7 bn
MAIL	Slightly growing	Stable at €2 bn
EXPRESS	Single digit growth	Flat at €450 m
LOGISTICS	Above €18 bn	Around €500 m
FINANCIAL SERVICES	Slightly growing	At least €900 m

DPWN today

DPWN has already successfully completed the third phase of its rapid development and today holds the leading position in its industry

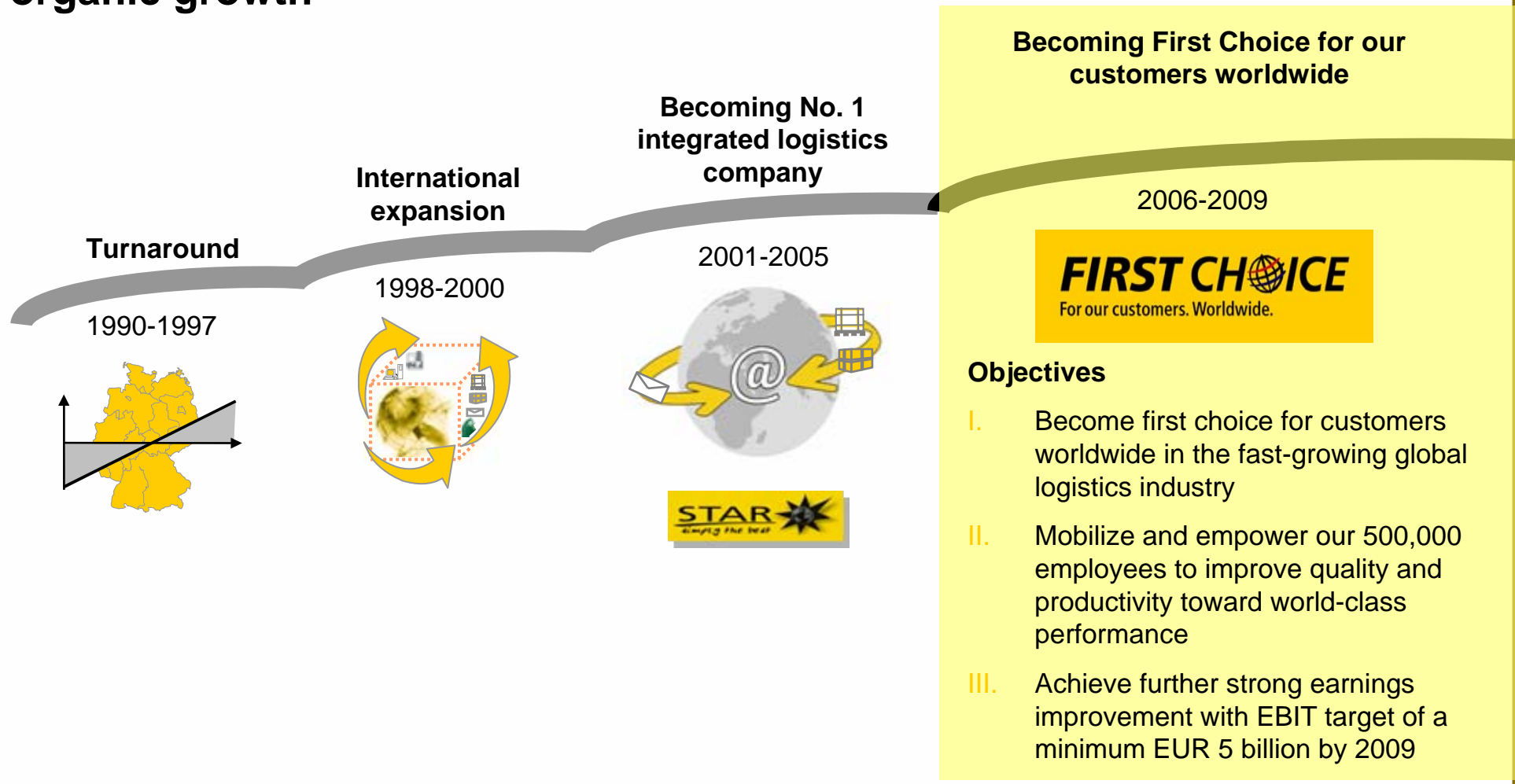


Where are we today

- **Leading global player in our industry**
- **Leading market positions in each major segment**
- **Significantly improved profitability**
- **All built on solid financial foundations**

On the way to becoming the best in our industry

After focusing on integration in recent years, First Choice is DPWN's next logical step for increasing customer satisfaction and realizing organic growth



Becoming customers' First Choice

First Choice combines all customer satisfaction initiatives and focuses our entire organization on what really matters to the customer

Objectives

- After becoming the biggest, Deutsche Post World Net wants to become the best logistics provider worldwide
- Deutsche Post World Net wants to be “First Choice”: for customers, employees and shareholders in every segment in which we are active
- After growth through acquisitions, now more focus on organic growth
- Delivering even better quality and improved services to our customer
- Clear unique selling proposition for Deutsche Post World Net

First Choice combines all customer satisfaction initiatives and focuses our entire organization on what really matters to the customer

Measures

- Standardized approach throughout the Group to focus our internal processes on what really counts - the customer touchpoints
- Development of best-in-class reference processes
- Installation of robust measurement systems (Scorecards)
- Integration of “First Choice” in our compensation schemes
- Keeping the responsibility for customer satisfaction in the line management

Our goal...

...and our people will be on it!

“Become and remain first choice for our customers in every segment in which we are active”

FIRST CHOICE
For our customers. Worldwide.



- All 500,000 employees in our business units and countries will be involved to improve quality and productivity towards world class performance
- Clear top management commitment
- Compensation schemes and benefits will be directly linked to contribution and success of First Choice
- Training programs will be put in place
- Career development paths will be linked to contribution to “First Choice”

Financial Target as per 2009

bn €

2005

2009

Group

3.76

min. 5

Group midterm guidance in 2009

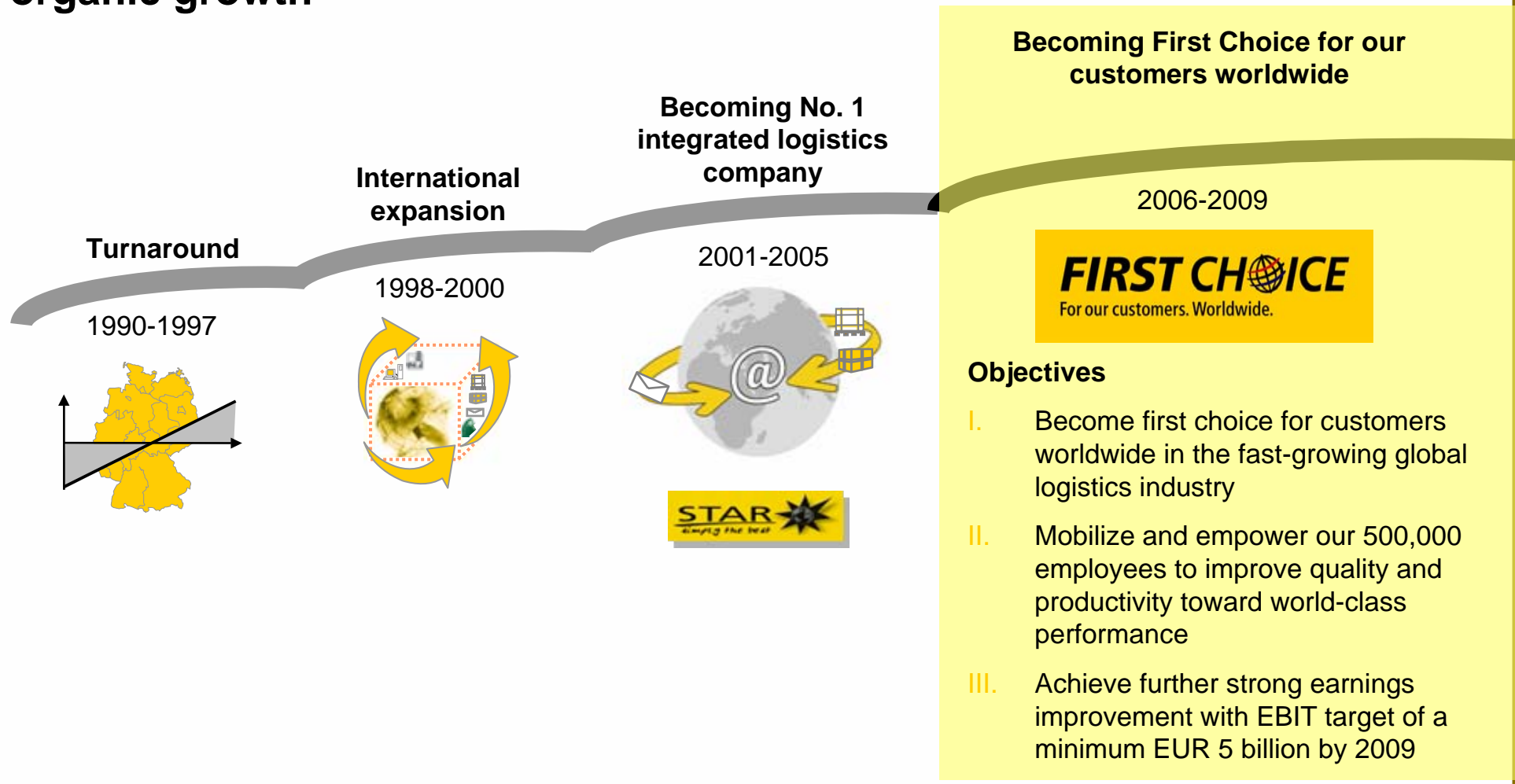
Financial target as per 2009

€ bn	2005	2009
Group	3.76	min. 5
MAIL	2.03	risk of 10-20%
EXPRESS	0.45*	min. 1
LOGISTICS	0.32	min. 1
FINANCIAL SERVICES	0.79	min. 1

*Pre impairment result

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MAIL



EXPRESS



LOGISTICS



FINANCE

Annual Press Conference 2006

Klaus Zumwinkel, CEO

March 14, 2006, Bonn