

Welcome to the H1 Earnings Press Conference Deutsche Post World Net Bonn, August 3rd 2007



The first half of 2007 was a success

1. Revenue gains in all divisions

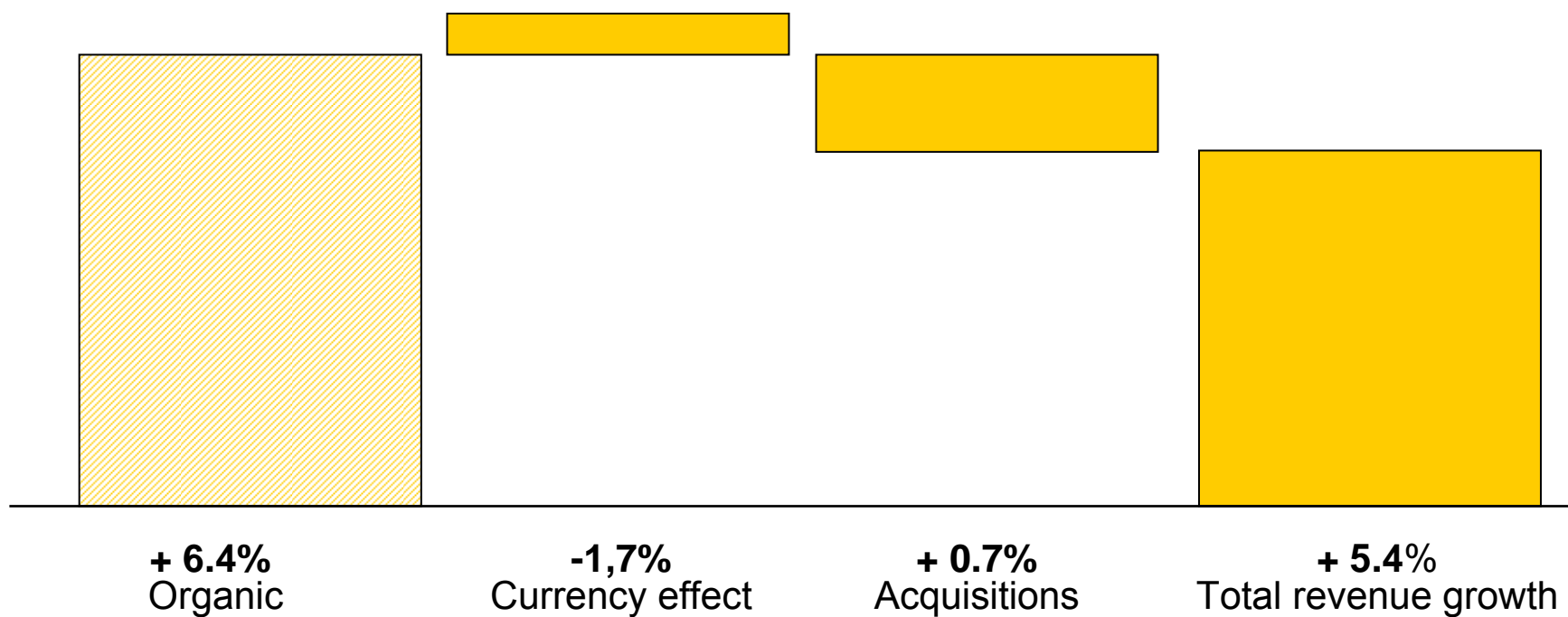
2. Exceptional rise in earnings at Express and Logistics

3. Doubling of operating cash flow

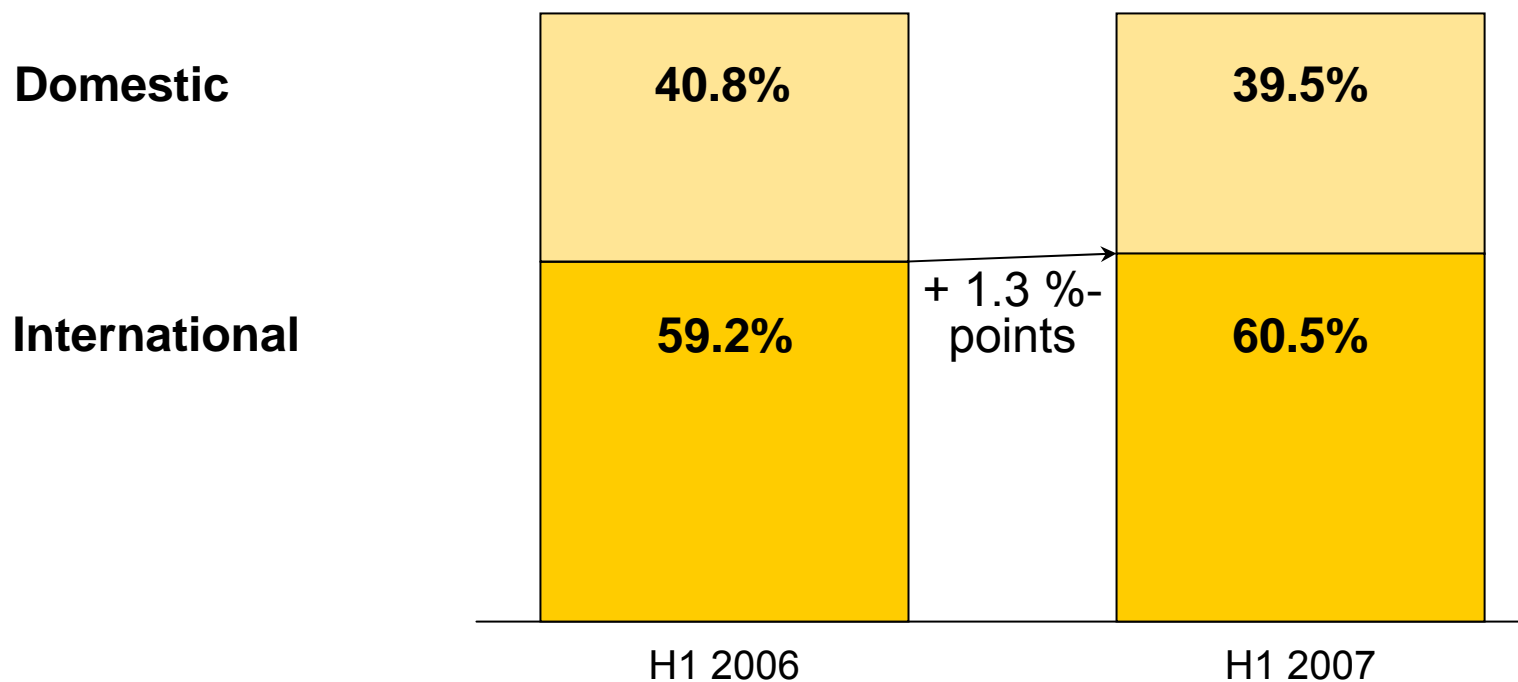
Operating profit grew at a faster rate than revenue

	H1 2006 €m	H1 2007 €m	Change in %
Revenue	29,318	30,909	5.4
EBIT	1,560	1,701	9.0
Consolidated net profit	732	784	7.1

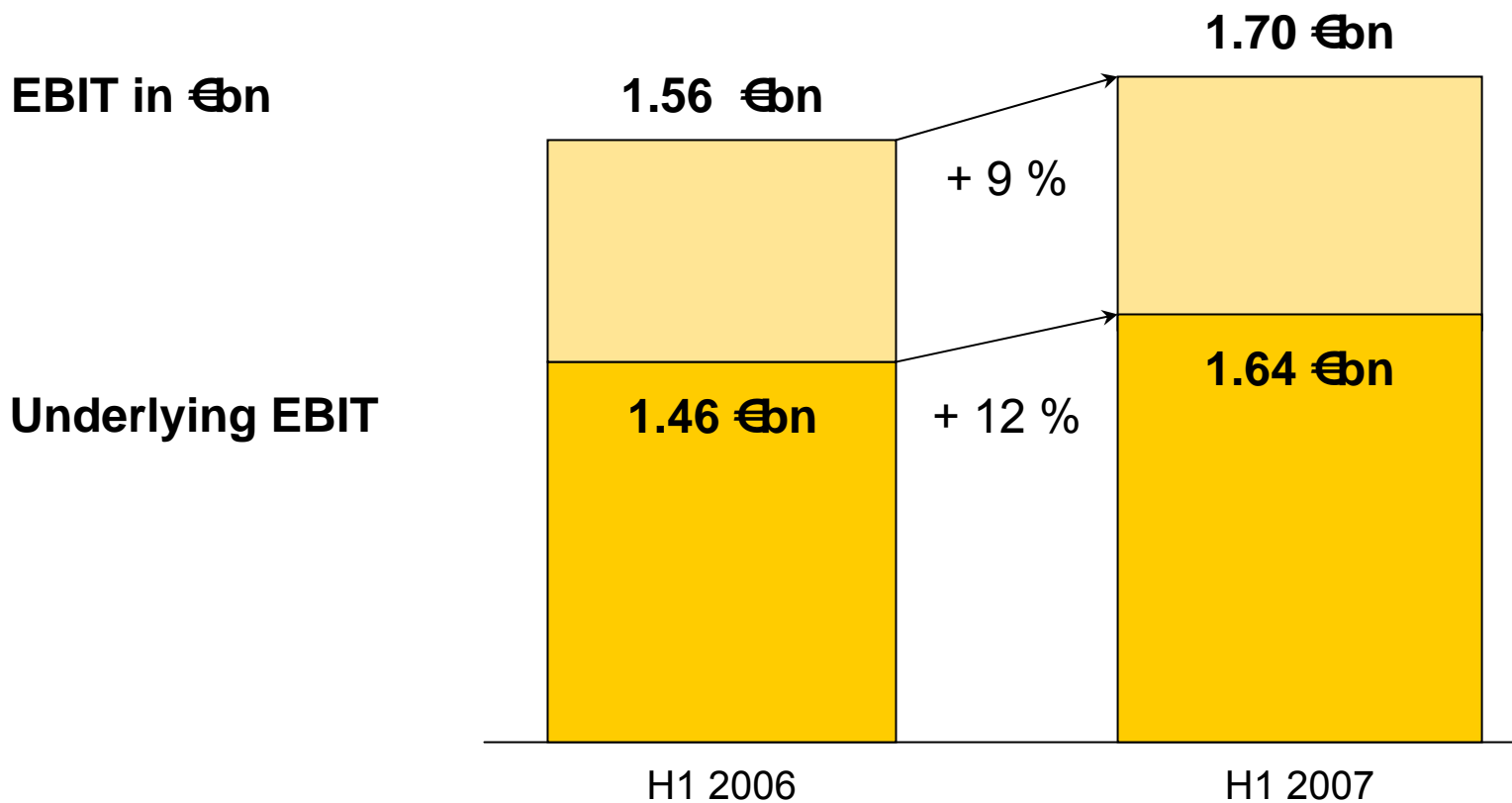
Revenue growth in H1 was primarily organic



The international revenue share rose again



Earnings growth fueled by Express and Logistics



Mail:

Profitability rose in the 2nd quarter of 2007

	Q2 2006 €m	Q2 2007 €m	Change in %
REVENUE	3,615	3,599	-0.4
EBIT	320	331	3.4

	H1 2006 €m	H1 2007 €m	Change in %
REVENUE	7,433	7,529	1.3
EBIT	1,013	949	-6.3

Mail:

Significant earnings improvement in 2nd quarter

1. Continued decline in volume of Mail Communication
2. Improvement of Direct Marketing in the 2nd quarter
3. Organic growth in the international mail business
4. Integration of Parcel Germany business nearly completed

Express: Extensive improvement in earnings

	Q2 2006 €m	Q2 2007 €m	Change in %
REVENUE	3,321	3,421	3.0
EBIT	77	99	28.6

	H1 2006 €m	H1 2007 €m	Change in %
REVENUE	6,623	6,754	2.0
EBIT	19	161	-

Express: International business as growth driver

1. Overall strong growth in high-margin international express business
2. Boost from good economy in the European business
3. Gains in Americas region from growth in the United States and International Americas
4. Further strong organic growth in Asia/Pacific and EEMEA

Logistics: NHS contract boosts revenue growth

	Q2 2006 €m	Q2 2007 €m	Change in %
REVENUE	5,856	6,289	7.4
EBIT	166	200	20.5

	H1 2006 €m	H1 2007 €m	Change in %
REVENUE	11,716	12,506	6.7
EBIT	323	414	28.2

Volume growth in Global Forwarding stronger than the market

1. Extremely strong organic growth in revenue and earnings around the world
2. Confirmed strong volume development in air and sea freight
3. Very strong organic growth in contract logistics
4. Slight decrease of revenue in the freight business with rising profitability

Financial Services: Division continues to grow strongly

	Q2 2006 €m	Q2 2007 €m	Change in %
REVENUE	2,226	2,601	16.8
EBIT	242	251	3.7

	H1 2006 €m	H1 2007 €m	Change in %
REVENUE	4,588	5,085	10.8
EBIT	462	493	6.7

Financial Services: Postbank's Mobile Sales and mortgage lending business bolster growth

1. Successful cost management offsets non-recurring and value-added-tax effects

2. Exceptional growth in mortgage lending business

3. Positive development in Mobile Sales

4. Successful quality offensive

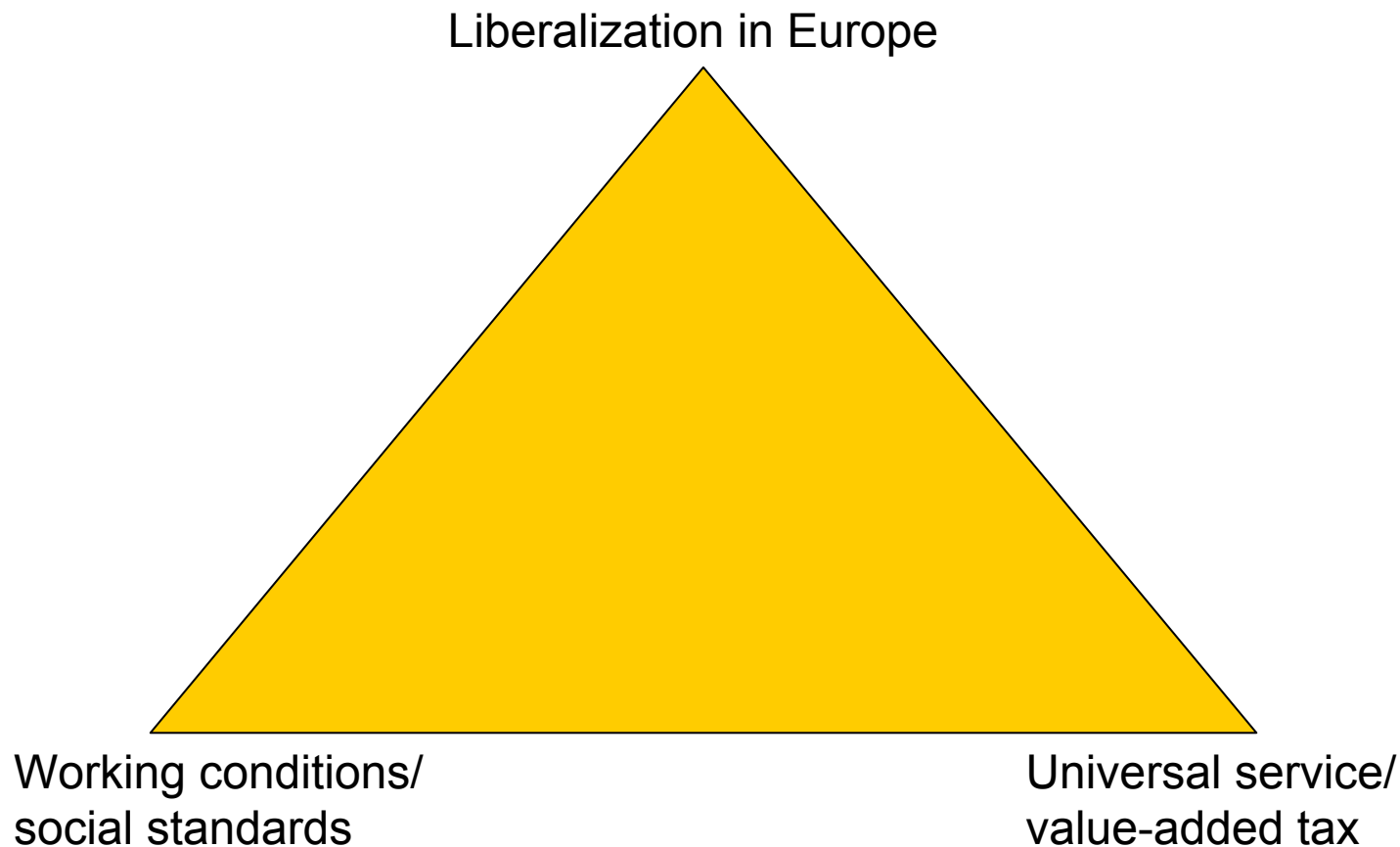
Operating cash flow doubled

	H1 2006 €m	H1 2007 €m	Change in %
Capital Expenditure	785	794	+1.1
Operating cash flow Postbank at equity	350	789	+125.4
	As of 12-31-2006 €m	As of 6-30-2007 €m	
Net debt Postbank at equity	3,083	3,943	+27.9

EBIT guidance 2007 confirmed

	2006 as reported €m	2007 guidance €bn
Group	3,872	
- Underlying	3,507	At least 3.6
MAIL	2,054	Around 2
EXPRESS	325	At least 0.4
LOGISTICS	762	Around + 15%
FINANCIAL SERVICES	1,004	At least + 5%
SERVICES	-237	Around -0.7

Three challenges determine the future of the mail market



Parallel liberalization in Europe has failed

By end of 2007	As of 2011	As of 2013
<p><u>1. EU Parliament</u> 5 of 27 countries are ahead</p> <ul style="list-style-type: none"> • Germany • Sweden • UK • Netherlands • Finland 	<p>22 of 27 countries practice “three-speed Europe”</p> <p>Old members with extensive exemption opportunities</p>	<ul style="list-style-type: none"> • New members • Numerous exemptions, e.g., difficult geography
<p><u>2. EU Council</u></p>	<p>Can and will approve further exemptions and barriers</p>	

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Deutsche Post is the only comprehensive provider of universal services in Germany

- Delivery throughout Germany
- 13,000 retail outlets in cities and rural areas
- 108,000 mail boxes
- High-quality level for all in cities and rural areas
- Uniform rates for private customers



Value-added tax exemption and comprehensive universal service are inseparable

- Because of broad universal-service requirements, continued value-added tax exemption
- Avoidance of government-ordered increase in postal rates of up to 19% for private customers
- Competitors' entitlement to pre-tax deduction

Action must be taken: now!

Position of Deutsche Post

- Action by the German Federal Ministry of Economics in regard to the German Network Agency
- Integration of the postal sector into the prevailing-wage law
- Overall collective-bargaining agreement in the postal sector
- Introduction of a minimum wage

Thank you for your attention.

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