## **CREDIT INVESTOR PRESENTATION**

June 2025

**Corporate Finance** 



## Agenda

### 1 DHL Group - At a glance

- Group overview
- Organizational structure and leadership team
- The Group's transformation journey
- New flying altitude re cash flow and profitability
- Strategy 2030

### 2 Business Overview – Our five divisions

- Express
- Global Forwarding, Freight
- Supply Chain
- eCommerce
- Post & Parcel Germany

### 3 ESG - An integral part of our strategy

- ESG aspiration
- Milestones
- Path to climate neutral operations
- Sustainable finance at DHL Group

### 4 Financials – Strategy and positioning

- Finance Strategy
- Credit rating
- Gross debt and leverage
- Debt capital markets financing
- Liquidity reserve
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## **DHL GROUP** AT A GLANCE

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## Unique core logistics portfolio with well-diversified and resilient business set-up

Amounts for FY 2024

	€84.2 bn	Revenue €5.9 bn	EBIT <b>€3.0 bn</b> Fre	ee Cash Flow <sup>1)</sup> 552	552k Employees <sup>2)</sup>		
	Express	Global Forwarding, Freight	Supply Chain	eCommerce	Post & Parcel Germany		
Business description	Transport of urgent documents and goods, primarily as time- definite international (TDI) shipments through our air network.	Business model based on brokering transport services between customers and air, ocean and overland freight carriers in over 120 countries.	Tailor-made logistics services and supply chain solutions based on globally standardized modules such as warehousing, transport and value- added services.	Domestic parcel transport in selected countries in Europe, Asia and the US and deferred cross-border services.	Transporting, sorting and delivering documents and goods in Germany and export to the rest of the world.		
Market share	#1 Global TDI	#2 Air freight #2 Ocean freight	#1 Contract logistics	Strong presence in leading e-com. markets	#1 Parcel Germany		
Revenue	€25.1 bn	€19.6 bn	€17.7 bn	€7.0 bn	€17.3 bn		
EBIT	€3.1 bn	€1.1 bn	€1.1 bn	€0.3 bn	€0.8 bn		

1) Excl. Net M&A; 2) Average of full-time equivalent for the year.

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## Group organizational structure and leadership team



1) Additional responsibility for Global Business Services; 2) Additional responsibility for Customer Solutions & Innovation;

3) DHL Group includes Deutsche Post AG and its consolidated subsidiaries.

# Successful transformation from a state-owned postal operator to the leading global logistics company

DANZAS

exel 🥿

### Where we are coming from



\_\_\_\_\_\_

Diversification from German postal operator to global logistics leader



### 2008 to 2019 - Successful Transformation & Integration

Establishing Group culture & building divisional capabilities, translating into track record of profitable growth



### 2020 to 2024 - On a New Level

Record earnings and cash flow achieved during the pandemic – sustained higher profitability and cash flow post-COVID



From postal operator to global logistics player

#### From state-owned to public company



1) Excl. Group Functions and consolidation; 2) Since IPO in 2000, German Federal Government and "Kreditanstalt für Wiederaufbau" (KfW) continuously reduced their stake in Deutsche Post AG.

## New flying altitude re cash flow and profitability support ambition to accelerate sustainable growth





### We are ready for the next steps



### Focus on accelerating growth: GDP+ growth with >5% CAGR expected by leveraging divisional growth strategies and building on Group growth initiatives, resulting in 50% revenue growth for 2023-2030



### **Further increase profitability: Divisional margin increases** to be driven by structural (Global Forwarding, Freight; Supply Chain, eCommerce) and cyclical (Express) improvements



Optimize capital allocation: Continued strong Free Cash Flow is basis for value creation through investments in the right asset base with attractive returns – increased focus on Return on Invested Capital

Amounts in €m

### Strategy 2030 – Accelerate Sustainable Growth



## **BUSINESS OVERVIEW** OUR FIVE DIVISIONS

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## DHL Express – Global market leader with proven ability to flex network





### Revenue by product<sup>2)</sup>



#### **Our virtual airline**

Our global air network is operated by multiple airlines, some of which are wholly owned by DHL Group. The dedicated DHL network is complemented with additional capacity purchased from >200 commercial air carriers.

The combination of own and purchased capacities allows us to respond flexibly to fluctuating demand.



1) FY 2024, Group EBIT incl. Group Functions and consolidation; 2) TDD = time-definite domestic, DDI = day-definite international; 3) Based on revenue, own estimate; 4) Year-end 2024.

## DHL Global Forwarding, Freight – Asset-light business model with global reach

Share Group EBIT<sup>1)</sup>

18%



1) FY 2024, Group EBIT incl. Group Functions and consolidation; 2) Rolling last-twelve months, in thousands and indexed; 3) LTM Dec. 2024; 4) Based on freight volumes 2023 in thousands.

# DHL Supply Chain – Resilient business model with industry leading margins

Share Group EBIT<sup>1)</sup>

18%



1) FY 2024, Group EBIT incl. Group Functions and consolidation; 2) LS&H = Life Sciences & Healthcare; 3) E&M = Engineering & Manufacturing.

## DHL eCommerce – Sustainable growth driven by domestic and cross-border e-commerce

Share Group EBIT<sup>1)</sup>

5%



1) FY 2024, Group EBIT incl. Group Functions and consolidation; 2) FY 2024; 3) Compound annual market growth rates 2024 - 2028 own estimate, as of April 2025.

# Post & Parcel Germany – Continued transformation from mail to parcel in a profitable and self-sufficient way

Share Group EBIT<sup>1)</sup>

14%



1) FY 2024, Group EBIT incl. Group Functions and consolidation; 2) FY 2024, €0.8 bn other revenue not shown in table; 3) FY 2014 incl. international parcel business; 4) Based on parcel volume.



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## Strategy 2030 embraces full integration of ESG aspiration in our bottom lines



1) Update May 2025: to ensure compliance with legal requirements in the U.S. the scope of this metric now excludes U.S. based employees.

## Milestones of our ESG aspiration

	Measures	2024 Results		2030 Target/Ambitions	
Decarbonization measures	Realized Decarbonization Effects	1,584 metric kilotons of CO <sub>2</sub> e (2025 Target: 2,000 metric kilo	tons of CO <sub>2</sub> e)	Reduce GHG emissions to <29 m metric tons of CO <sub>2</sub> e	
	Increase use of sustainable fuels in air, ocean & road freight	Share of sustainable fuels amou	unts to 3.0%	Ambition 2030: >30% share of sustainable fuels in air, ocean and road freight	
	Increase electrification of the fleets in pick-up & delivery	~ 39,100 e-vehicles used in pick (41.4%)	k-ups and deliveries	Ambition 2030: 66% e-vehicles used in pick- ups and deliveries	
	Carbon-neutral building design			Ambition 2030: All own new buildings operated carbon neutral	
	Measures	2024 Results	2025 Targets	2030 Targets	
Employee matters	Employee Engagement	82%	≥80 %	≥80%	
Employee matters	Share of women in middle and upper-management	28.4%	≥30%1)	≥34%1)	
	Accident rate (LTIFR) per 1m working hours	14.5 ≤15.5		≤10.8	
	Measures	2024 Results 20		2025 Targets	
Corporate governance	Valid certifications of compliance relevant trainings in middle- and upper-level management	99.1%		≥98%	
	Cybersecurity rating	750 points		≥710 points of 820 achievable points	

1) Update May 2025: to ensure compliance with legal requirements in the U.S. the scope of this metric now excludes U.S. based employees.

GHG emissions per division (m metric tons CO<sub>2</sub>e) Scope 1 Scope 2 Scope 3

## Our path to climate neutral logistics operations



1) In % of total logistics-related GHG (greenhouse gas) emissions of the Group incl. Group Functions and consolidation.

## Sustainability-linked bond issuance reflects commitment towards ESG targets

#### Sustainability-linked Bond

- Issuance: July 2023
- Volume: €500 m
- Tenor: 10 years
- KPIs / SPTs:

2021

- Scope 1 and 2: -42% by 2030 (vs. 2021)
- Scope 3: -25% by 2030 (vs. 2021)

Progress of KPIs (m metric tons CO<sub>2</sub>e)

2.9%

Scopes 1<sup>1)</sup> and 2<sup>2)</sup>

### Sustainability-linked Finance Framework

- Updated in May 2025
- In accordance with

-20.4 %

Scope 31), 3)

26.03

2024

32.70

2021

Sustainability-Linked Bond Principles

#### TCDP Discloser 2024

**CDP**: **B** climate rating

Corporate ESG Performance	
	Prime

ISS ESG: C+ PRIME Status confirms highest quality scores in environmental and social aspects

M				. (	
SG	R/	ATI	NGS	3 1	

MSCI: A rating



Sustainalytics: Low ESG risk

For all ESG assessments, please refer to the below ESG presentation, page 18

2024 ESG Presentation

1) Use of sustainable fuels based on amounts purchased and reduction effects from market-based measures; 2) Market-based method; 3) Logistics-related GHG categories: 3 - fuel and energy-related activities, 4 - upstream transportation and distribution, 6 - Business travel.

DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

**Our 2030 aspirations** 

Scope 1<sup>2</sup> and 2<sup>3</sup>: -42%

SCIENCE

TARGETS

BASED

Scope 3<sup>4</sup>: -25%

2024

# **FINANCIALS**

STRATEGY AND POSITIONING

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## Finance Strategy – Disciplined capital allocation with clear key priorities

	Business growth	Shareholder return		
	Organic growth	Regular dividend		
Core	<ul> <li>Boosted by Strategy 2030</li> <li>Targeted investments into logistics core with strong focus on trade flow shifts, GoGreen+, e-commerce and further fast-growing sectors</li> <li>Focus on efficient capital allocation to support consistent Return on Invested Capital increase</li> </ul>	Core shareholder return instrument • 40-60% dividend pay-out ratio from adjusted net profit • Reliable, proven dividend continuity		
	Inorganic growth	Share buyback policy		
Ongoing balance	<ul> <li>Value-accretive &amp; targeted</li> <li>M&amp;A to supplement organic growth; subject to strategic, financial and integration criteria</li> <li>Financing</li> <li>Combine strong cash generation with balance sheet strength if needed, in accordance with rating target range</li> </ul>	Additional measure to offer attractive shareholder returns <ul> <li>Use free cash flow and balance sheet strength as appropriate, relevant M&amp;A spending taken into consideration</li> </ul>		
	Pating target a	ange: BBB+ to A-		

## Credit rating development reflects improved, strong credit profile





**Rating factors** 

- Global market leadership with diverse services, customers, and geographies
- Balanced risk across divisions
- Solid financials with stable credit metrics and strong liquidity
- Structural volume decline in letter mail business, partially mitigated by the new Postal Law
  - Substantial **capital** expenditure and shareholder returns







Rating factors



- Strong business profile and large scale, supported by global leadership positions (express, logistics services, German mail)
- Solid financials
- Conservative financial policy

- Muted economic conditions impacting volume
- Challenges in domestic postal business from declining mail and wage cost inflation
- Increased capital spending limiting cash flow

## Leverage broadly stable despite increase in lease liabilities related to business growth



### **Comments on gross debt**

- Debt increase is driven by long-term leases linked to business growth
- Leverage increased only slightly compared to precovid times
- Strong debt increase in 2020 is attributable to precautious bond issuance during Covid
- Split of long- vs. short-term debt is around 80/20



1) Other financial liabilities include the following: Intercompany loans, Financial liabilities at fair value through profit or loss, Derivatives, Other current and non-current liabilities.

## Maturity profile well-balanced with targeted funding strategy



#### **Funding strategy**

Funding need	Average annual funding need > €750 m				
Currencies	Focus on <b>Eurobonds</b> , unless other currencies beneficial				
Tenors	Target well-balanced maturity profile with tenors of <b>between 5 and 15 years</b>				
Documentation	<b>Debt Issuance Program</b> : Senior- and Sustainability-linked bond issuances in customized tranches of currently up to <b>€10 bn</b>				
	<b>Sustainability-linked Finance Framework</b> : Option to issue further Sustainability-linked Bonds at our own discretion				

## Strong liquidity position supported by secure, fully available €4 bn liquidity reserve

### **Revolving credit facility**

The Group's revolving credit facility serves as a secure liquidity reserve and contains no financial covenants or rating triggers.

**€4.0 bn** The facility was **renewed and increased** in March 2024 from €2.0 bn **to €4.0 bn**.

**Fully** It has **never been used** since its initial establishment in 2010 due to the Group's solid liquidity position and **available** balanced Finance Strategy.

The higher volume reflects the strong increase in revenue in recent years and our evolved capital structure.

- **2031** Our facility currently **runs until March 2030** and includes another **one-year extension option**.
- **21** The international banking **consortium** consists of **21 financial institutions**.

1) In addition to the revolving credit facility, the Group has uncommitted short-term bilateral credit facilities at its disposal to balance out fluctuations in available liquidity during the year.

## **Credit highlights**



Unique logistics portfolio with well-diversified and resilient business set-up allows to navigate through uncertain macro economic developments.



Structurally higher **cash conversion** and **profitability** levels **support** ambition to accelerate **sustainable growth**.



**Credit rating** development reflects **strong credit profile** with robust balance sheet and liquidity position.



**Balanced Finance Strategy** alongside optimized **capital allocation** targeted at investing in the right asset base with attractive returns and an increased focus on Return on Invested Capital.



Driving our competitive advantage by committing to **green transformation** of the business and providing the best **green commercial offerings** for our customers.

### **Important links**

### Please follow the links to be directed to the respective website/document:



Investor Relations Website



Investor Relations Download Center

Creditor Relations Website



Annual Report 2024

- March 2025 Roadshow Presentation
  - 2025 Business Profile
  - 2025 Capital Markets Day

 2024 ESG Presentation
 2024 ESG Statbook incl. Disclosure Standards indexes
 Sustainability-linked Finance Framework
 Debt Issuance Program

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## **BACK-UP**

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## **P&P Germany: Products and Pricing**

P&P Revenue FY 2024 ~€17.3 bn	Products		Pricing		
	Business customers	Single price letters - €1.2 bn   Partial services - €2.0 bn	+10.49% starting lap 15 2025 for 2 years		
Mail Communication ~€5.0 bn	Private customers	Single price letters - €0.5 bn	<b>+10.48%</b> starting Jan 1 <sup>st</sup> , 2025, for 2 years		
	Other - €1.3 bn <sup>1)</sup>		Partial annual price adjustments		
<b>Dialogue Marketing</b> ~ €1.6 bn	Addressed and unadd physical)	ressed advertisement mailings, campaigns (both digital &	Price adjustment of all products & formats; increasing surcharges and simplification of discount structures		
International ~ €2.5 bn	In- and outbound Gerr	nany shipments	Partial annual price adjustments		
<b>Others/Consolidation</b> ~ €0.9 bn	Press, pension service	s, retail	Introduction of new tariff systems		
Parcel Germany ~ €7.3 bn	Business customers	No. of customers in segments Top ~0.5k   Middle ~20k   Small ~120k	Pricing varies by contracts. Regular general price increases combined with dynamic adjustments of services and surcharges		
	Private customers		<b>+7.21%</b> starting Jan 1 <sup>st</sup> , 2025, for 2 years		

1) E.g. small items eCommerce, Philately, "Postzustellungsauftrag".

## **Selected Group and divisional KPIs**

	2020	2021	2022	2023	2024		2020	2021	2022	2023	2024
Revenue <sup>1)</sup>	66.7	81.7	94.4	81.8	84.2	EBIT <sup>1)</sup>	4.8	8.0	8.4	6.3	5.9
Express	19.1	24.2	27.6	24.8	25.1	Express	2.8	4.2	4.0	3.2	3.1
Global Forwarding, Freight	15.8	22.8	30.2	19.3	19.6	Global Forwarding, Freight	0.6	1.3	2.3	1.4	1.1
Supply Chain	12.5	13.9	16.4	17.0	17.7	Supply Chain	0.4	0.7	0.9	1.0	1.1
eCommerce	4.8	5.9	6.1	6.3	7.0	eCommerce	0.2	0.4	0.4	0.3	0.3
P&P Germany	16.5	17.4	16.8	16.9	17.3	P&P Germany	1.6	1.7	1.3	0.9	0.8
Operating Cash Flow <sup>1)</sup>	7.7	10.0	11.0	9.3	8.7	EBIT Margin <sup>1)</sup>	7.3%	9.8%	<b>8.9</b> %	7.8%	7.0%
Express	4.4	5.9	5.5	4.8	4.8	Express	14.4%	17.4%	14.6%	13.0%	12.3%
Global Forwarding, Freight	0.7	1.0	3.2	2.4	0.8	Global Forwarding, Freight	3.7%	5.7%	7.6%	7.4%	5.5%
Supply Chain	1.1	1.6	1.4	1.7	2.3	Supply Chain	3.4%	5.1%	5.4%	5.7%	6.0%
eCommerce	0.3	0.7	0.6	0.5	0.6	eCommerce	3.3%	7.0%	6.3%	4.6%	4.0%
P&P Germany	1.7	1.8	1.6	1.3	1.6	P&P Germany	9.7%	10.0%	7.6%	5.2%	4.7%

1) As reported, including Group Functions and consolidation.

## **Selected Group KPIs**

	2020	2021	2022	2023	2024
Capex <sup>1)</sup>	3.0	3.9	4.1	3.4	3.1
Net Debt	12.9	12.8	15.9	17.7	19.0
Financial liabilities <sup>2)</sup>	18.7	19.4	21.1	21.8	23.3
Financial assets <sup>2)</sup>	-5.8	-6.6	-5.2	-4.0	-4.3
Free Cash Flow	2.5	4.1	3.1	2.9	2.9
Operating cash flow	7.7	10.0	11.0	9.3	8.7
Net cash from capex	-2.8	-3.5	-3.8	-3.2	-2.7
Net cash from M&A	-0.0	-0.0	-1.5	-0.4	-0.0
Net cash from leases	-2.3	-2.3	-2.5	-2.8	-3.0
Net interest paid/received	-0.1	-0.1	-0.0	0.1	-0.0

1) Capex for assets acquired; 2) Less operating financial liabilities and/or operating financial assets.

## Flexible cost structure mainly driven by material expense



- Material expense represents the largest share of total costs, out of which ~77% relate to transport and fuel costs which are highly correlated to transported volumes
- Thus, a lower share of material expense in 2023 and 2024 is driven by declining revenue
- Staff costs are less flexible ranging from 28%-34% of total revenue



- The cost structure differs between divisions, resulting in different levels of operational leverage
- Express, Global Forwarding/Freight and eCommerce have more flexible cost structures with a higher share of material expense than Supply Chain and P&P, both of which have a high share of staff costs

1) In % of total revenue; 2) Purchased transportation services; 3) FY 2024, for split of other operating expenses please refer to DHL Group Annual Report 2024 Note 17.

#### Amounts in €bn

## **Revenue and capex split**



1) APAC = Asia Pacific, MEA = Middle East / Africa; 2) External revenue generated from non-Group third parties; 3) Excluding Group functions and consolidation.

## In July 2024, Fitch upgraded BBB+ rating to A- based on strong credit profile

### EBITDAR net leverage (in x)<sup>1)</sup>



### EBITDAR fixed-charge coverage (in x)<sup>1)</sup>

4.8

Year-end

2022

- Negative threshold

BBB+,

positive

3.7

Year-end

2023

----- Rating ratio

A-,

sta.

BBB+.

stable

5.1

Year-end

2021

1) Thresholds only partially communicated by Fitch; Fitch only publishes year-end figures, lates publication year-end 2023.

Year-end

2024

## In February 2024, Moody's confirmed A2 rating despite loss of government-related issuer status

### **Gross Debt/EBITDA<sup>1)</sup>** (in x)



### FFO/Debt<sup>1)</sup> (in %)



1) Most recent published ratios for LTM (last 12 months) September 2024.

## M&A as growth accelerator, complementary to current portfolio

#### Main criteria



- **Strategic:** High quality assets with clear value-add for DHL Group's position in core logistics businesses
- **Financial:** Accretive and highly disciplined approach as with capex (considering 8.5% WACC)
- Integration: Manageable, straight-forward integration process

### **Divisional focus Supply Chain and eCommerce**

- Fast growing sectors with advanced logistics requirements
- Regions benefitting from supply chain diversification
- E-commerce capabilities

### Financing

e G

- Depending on deal size: combine strong cash generation
- and DHL Group's balance sheet strength, if needed, in accordance with target rating range

#### **Selected M&A deals**

2022		Ocean forwarder specialized in non-hazardous liquids in Germany
2022	monta®	E-fulfillment operator in the Netherlands
2022	(CAMERON)	Transport solutions provider in Australia
2023	MNGkargo	Parcel delivery provider in Turkey
2024	ctt	Strategic partnership for parcel delivery in Iberia
2025	Supply Chain Solutions	Reverse logistics solutions provider in the US
2025	AJEX.	Parcel logistics company in Saudi Arabia
2025		Specialized pharma logistics company in the US
2025	<b>IDS</b>	E-fulfillment/retail logistics specialist in the US
2025	<b>EV</b> Ri	Strategic partnership for parcel delivery

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