



STRATEGY 2025
**Delivering excellence
in a digital world**

STRATEGY 2025
#TogetherUnstoppable

Mark E. Smith – VP of Operations, Consumer Sector



Agenda

- Introduction
- DPDHL Overview
- DHL Supply Chain Overview
- Overview of Opportunities
- Questions

Introductions



Introduction

- Vice President of Operations- Consumer Sector
- Manage 2 of Consumer's largest regions in North America
- 5 years at DHL Supply Chain
- 35+ years in the Warehouse and Distribution Industry
- Lived and worked in many places across the US and Asia
- Passion for leadership development and overall growth of the business
- Enjoy mentoring new leaders and assisting in career path development
- Strong values in leadership integrity: Always do what you say your going to do; Live up to your commitments and don't settle for complacency



DPDHL



Who we are – a global company with a unique portfolio

No. 1 in international express delivery



Europe's largest postal service



Deutsche Post DHL Group

Leader in the forwarding business



Partner for e-commerce and a pioneer in secure digital communications



No. 1 in contract logistics



DHL

Living Responsibility –DPDHL Group’ssocial program

As the global leader in logistics, we are committed to making a difference to the lives of people and having a positive impact on our planet

GoGreen



“Protecting the environment”

Minimizing the impact of our business activities on the environment

Improving our carbon efficiency and that of our subcontractors

Offering green products and services to our customers

GoHelp



“Delivering help”

Disaster Preparedness: Preventive measures at airports with Get Airports Ready for Disaster (GARD)

Disaster Response: Our Disaster Response Teams (DRTs) provide support after natural disasters

Recovery: Regional and local recovery projects and the internal employee relief fund “We Help Each Other” (WHEO)

GoTeach



“Championing education”

Partnership with “Teach For All” to improve the quality of education and educational systems

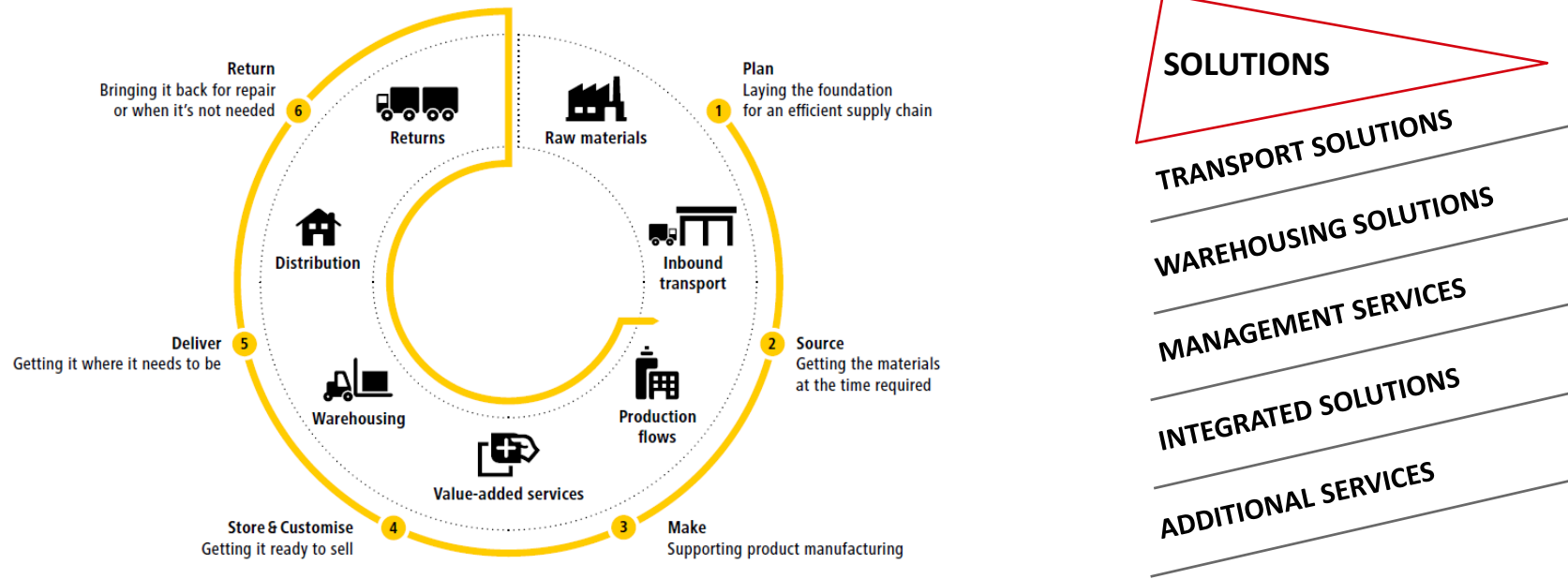
Partnership with “SOS Children’s Villages” to foster the employability of young people

Supply Chain



Solutions across the entire supply chain

DHL Supply Chain provides a comprehensive suite of robust solutions and services that will maximize the benefits of outsourcing for our customers' logistics



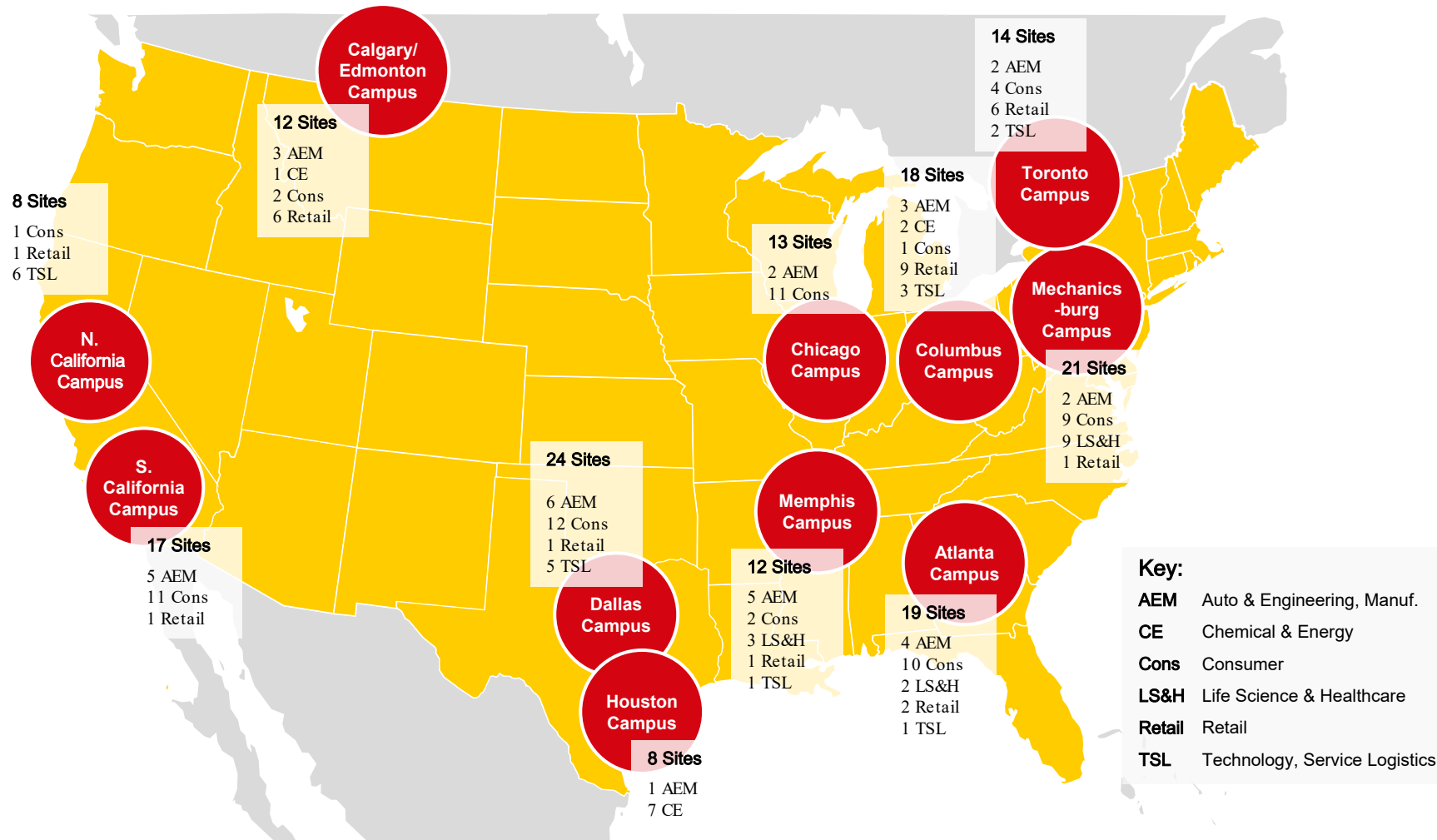
So, what's next? A **DIGITALIZATION** focus on tools and initiatives that make it easier for customers to do business with us. As the market leader, we want to be a **disruptor** – and change the way work gets done in our business. That's leading us to innovation that solves real business problems.

Who We Serve

Our business is organized into industry verticals or “sectors”



North America – Campus locations



Opportunities



Fast Track Your Career

Roles We Hire College Students Into:

Operations Supervisor

Packaging Intern

Logistics Planner

*Health & Safety
Intern*

Inventory
Control
Supervisor

Solutions Design Intern

Business Data Analyst Intern

Operations Development Intern



Finance & Accounting Intern

Quality Assurance Supervisor

LMS Engineer

Operations Intern

IT Intern

Packaging Engineer

Finance Analyst – Rotational Program

Implementation Analyst Intern

Industrial Engineer

HR Intern



What Does it Take to be Successful?

We need **Ambitious** people who:

- Have the desire to do more
- Will work hard and relocate for opportunities
- Want to take risks and develop new ideas
- Will have patience

We need **Confident** people who:

- Can win people over
- Won't hesitate to speak up
- Have the ability to make decisions quickly—sometimes without a lot of direction

We need **Enthusiastic** people who:

- Demonstrate a focused energy
- Are passionate about leading people, achieving goals, and working in the supply chain industry



Your First Job is Just the First Step

How your career grows:

- Performance
- Interests
- Skills/abilities
- Business needs
- Mobility



Questions