

INTRODUCTION TO DHL CONSULTING

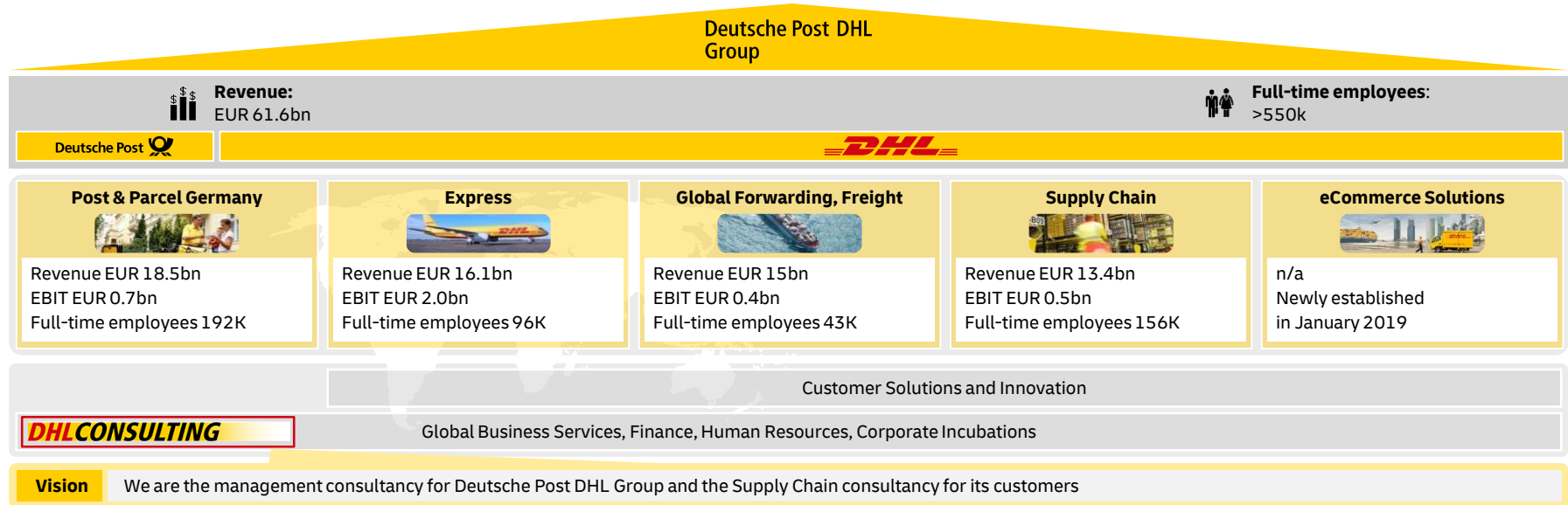
COMBINING BUSINESS CONSULTING SKILLS WITH LOGISTICS EXPERTISE

DHL Consulting



Deutsche Post DHL Group: Structure and Key Figures

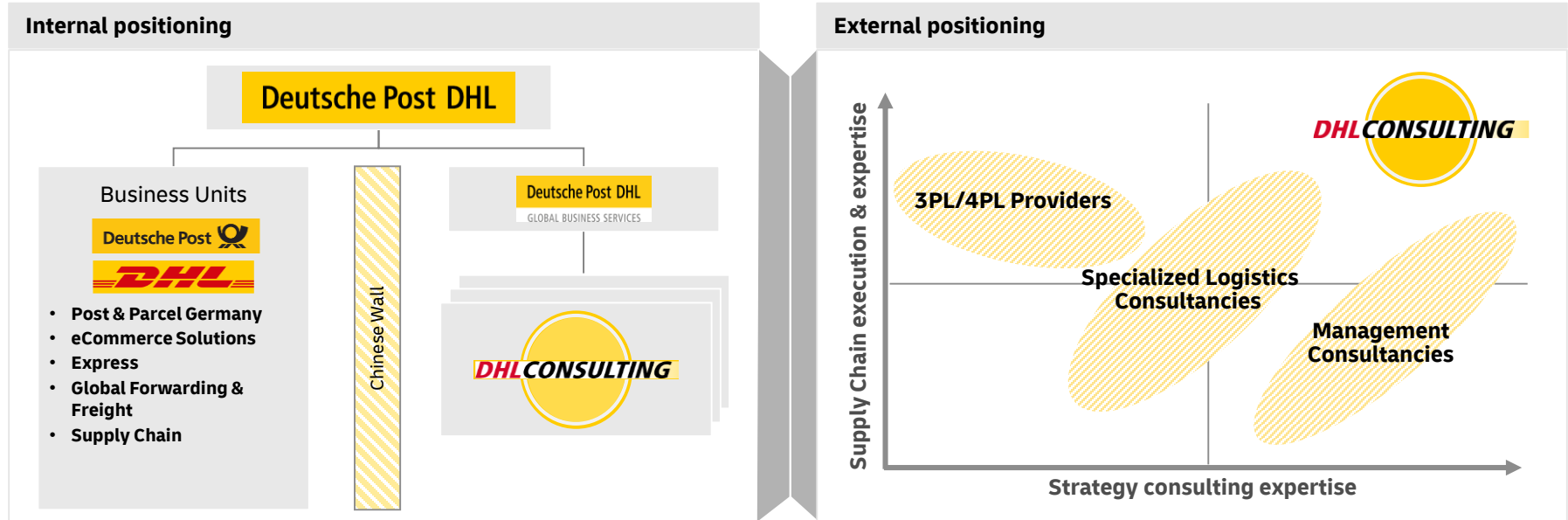
DHL Consulting is part of Deutsche Post DHL, the world's leading postal and logistics group with ~EUR 61.6bn revenues and >550k employees



Note: Financial figures refer to FY2018 actual

Our positioning in the market and within DPDHL Group

DHL Consulting is an independent entity within the DPDHL Group and provides neutral, objective consulting recommendations



Combining global presence and project experience with local expertise for a holistic approach to consulting

100+

Consultants

20

Years of consulting experience

1200+

Management and logistics consulting projects across all major geographies

4

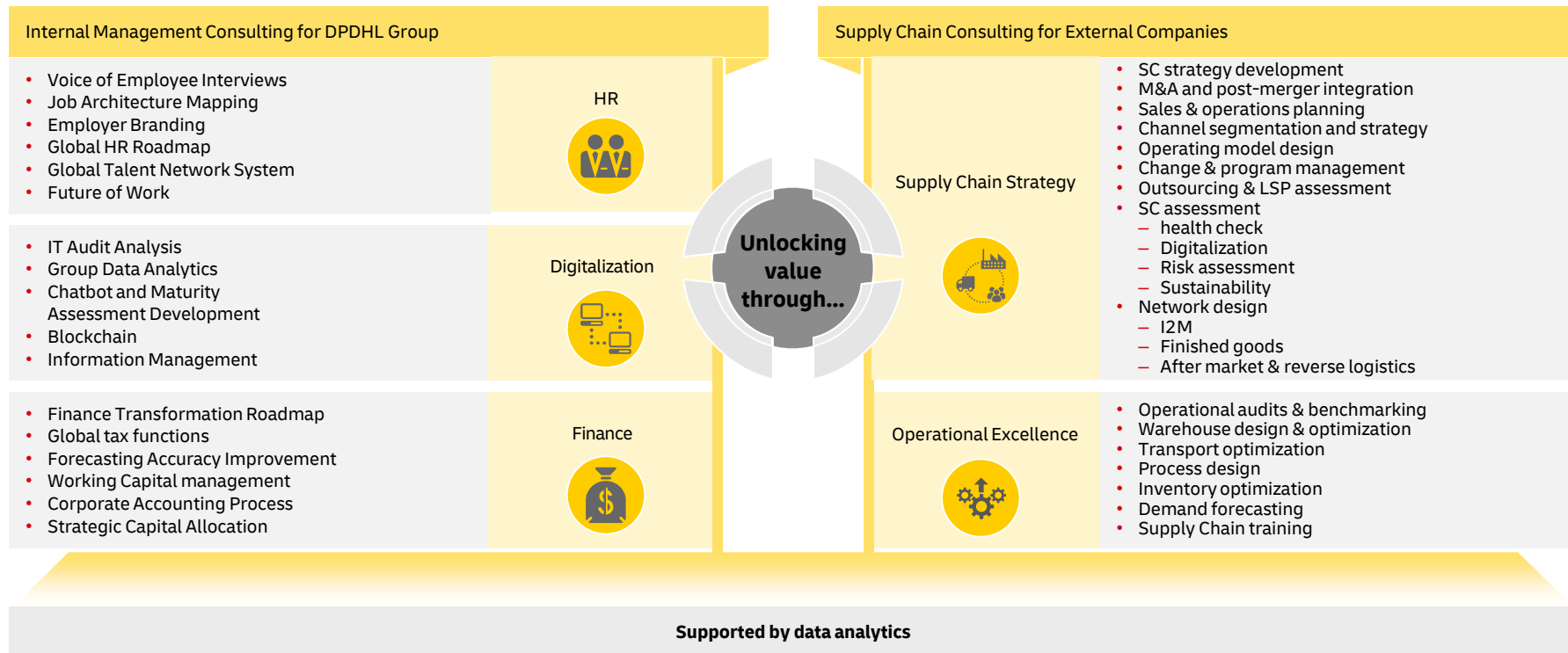
Global offices with local expertise and language skills



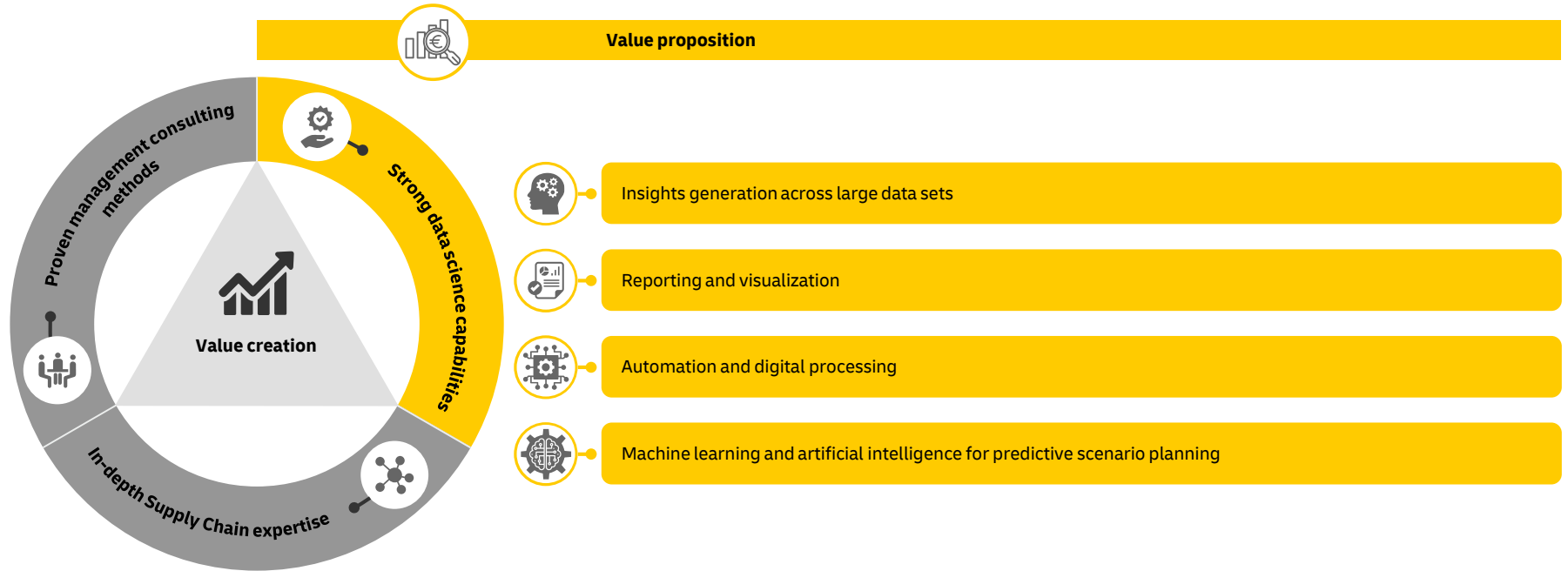
We are the partner of choice for leading private and public sector companies across all major sectors

Auto-Mobility	Consumer & Retail	Energy & Chemicals	Engineering & Manufacturing	Life Sciences & Healthcare	Technology
APTIV BMW Bosch Goodyear Jaguar Land Rover Michelin Mitsubishi Nissan Porsche Volvo	Alibaba Avon Chanel Colgate-Palmolive Esprit Fonterra Haier Kraft Minor Food PepsiCo Procter & Gamble Steinhoff Unilever	Baker Hughes Clariant DuPont Emery ExxonMobil Halliburton Phillips 66 SABIC Schlumberger Shell	3M Atlas Copco Bell Flight Daikin Danfoss Holcim Northvolt Sandvik Schneider Electric Sime Darby ST Engineering Vaillant	Abbott Agilent BSN medical Elanco Eli Lilly GSK Johnson & Johnson Pfizer TEVA Roche	Dell Fujitsu HP Huawei Konica Minolta Lenovo Microsoft Nokia Philips Samsung Siemens Tokyo Electron
Government and NPOs	Kingdom of Saudi Arabia Wuhan Municipal Government	Hong Kong City Government Chengdu Logistics Office	Dubai Pearl Petroleum Development Oman		

Best-in-class management consulting expertise and end-to-end Supply Chain consulting services to unlock value























Our management consulting and Supply Chain expertise are backed by strong data analytics capabilities to deliver insightful and impactful results



Source: DHL Consulting

DHL Consulting tools and databases

A mix of DHL-developed and off-the-shelf tools/databases are used in all areas of Supply Chain optimization, benchmarking and market research

Supply Chain analysis tools – best of fit 	Knowledge resources 
Supply Chain Guru <ul style="list-style-type: none"> Baseline simulation Scenario modeling & optimization Supply Chain visualization Inventory optimization 	    
DHL Resilience 360: Risk Assessment Tool <ul style="list-style-type: none"> Assesses operational, sociopolitical, natural disaster and hazard risk 	 
DHL Carbon Dashboard <ul style="list-style-type: none"> Assessment and mapping of carbon emissions 	  <p>CEB Corporate Leadership Council</p>
Advanced Analytics <ul style="list-style-type: none"> Bespoke in-house analytical tools to uncover unique insights tailored for specific industry/customer requirements    <p>Supply Chain Diagnostics</p>	<ul style="list-style-type: none"> Access to network of over 250,000 vetted experts for inputs, market insights and best practices   

Source: DHL Consulting

Value proposition (1/2)

DHL Consulting offers a unique combination of extensive supply chain consulting experience and strong executional capabilities...



DHL Consulting is an international strategy and management consultancy within Deutsche Post DHL group

- >**1000** projects covering various sectors and geographies
- ~**100** global dedicated pool of consultants with logistics and strategy consulting expertise
- 4** local offices across Americas, EMEA and APAC providing exposure to trends and best practices around the world



... allows us to **identify problem areas, propose sustainable solutions** with the rigor and analytical capacity of the top management consultancies



DHL is the largest global provider of end-to-end logistics solutions...

- Present in **220** countries and territories
- ... with over **285,000** employees
- ... and a fleet of **80,000** vehicles
- ... **with strong footprint in service logistics:**
- Serving **220+ customers**
- ...at a network **of 1,000+ stocking locations**
- ... **across 140 countries**



... allows us to test feasibility and operational fit of consulting recommendations and perform **solution implementation and optimization**

Source: DHL Consulting

Value proposition (2/2)

... that will ensure our ability to meet customer's requirements through operationally feasible recommendations

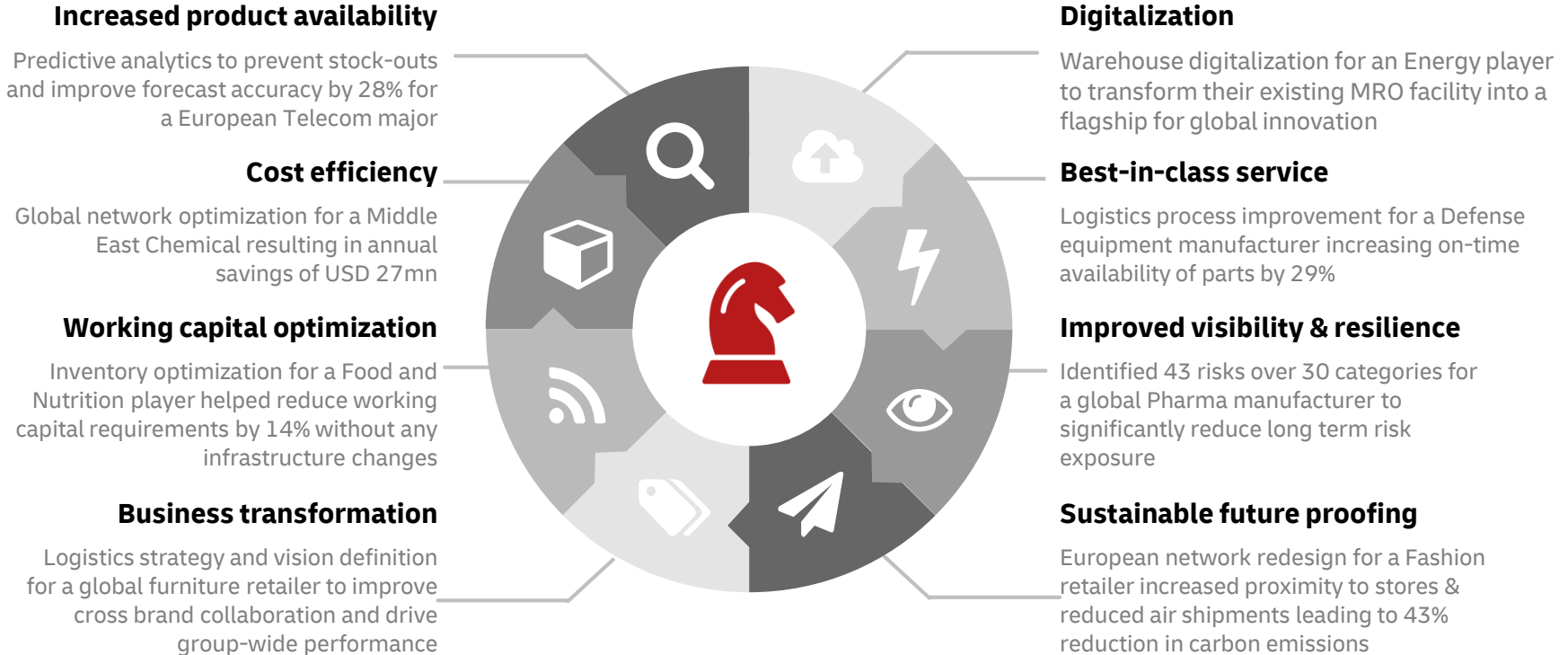
Customer requires the following for a successful project...

...which matches capabilities offered by DHL Consulting

	Consulting Approach	...that is systematic and structured , leveraging tools and methods ...that are proven through past project success		<ul style="list-style-type: none"> • Management consultants who can connect business and supply chain priorities/requirements • Proven project history in the required field with multiple success cases globally
	Unbiased/ Objective Advice	...purely focused on maximizing value for customer		<ul style="list-style-type: none"> • DHL Consulting is an independent entity and would provide objective and neutral advice to customer • DHL Consulting signs individual consultancy contracts with customers external to DPDHL
	Operational Experience	...in the requested field and understanding of the clients industry and geographical position		<ul style="list-style-type: none"> • Recommendations are validated through local experts with in-depth experience of the requested field, industry and country • Access to global best practices and trends relevant to customer
	Country Expertise	... to understand the unique requirements and constraints of operating in the client's market		<ul style="list-style-type: none"> • Demonstrated track record in conducting complex consultancy studies for global players in the client's market

Source: DHL Consulting

Our past engagements prove that the supply chain is not just a cost center but a strategic asset at the core of your organization



About DHL Consulting

DHL CONSULTING



DHL Consulting offers strategic logistics consulting, **combining management consulting skills** and **logistics expertise** to turn your supply chain into a strategic asset

20

years of consulting experience

1,200+

consulting engagements completed

4

global offices



DHL Consulting leverages **DHL's global expertise**, including **experts across various regions, industries and logistics capabilities**

Contact us for more information

Pang Mei Yee

Partner, DHL Consulting



Pang.MeiYee@dhl.com



+65 8127 2775



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dhl-consulting.com



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