

Frank Appel

Chief Executive Officer
Deutsche Post

Senator John McCain
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18. August 2008

Dear Senator McCain, Dear Congressman Turner,

Thank you very much for your letter dated August 12, 2008. I appreciate your concern with regards to the proposed contractual agreement between DHL Express US and UPS.

The proposal currently on the table is by nature a pure commercial outsourcing contract for services between two separate companies, limited to DHL's airlift in America, and would not diminish the competitive situation between DHL and UPS in the U.S. in any way. I can assure you that all other options had been thoroughly reviewed before the decision as it stands today was made. I am very aware that the plan will have significant impact on the people working at the air hub in Wilmington. However, there is no alternative to taking this drastic measure. DHL Express U.S. currently incurs annual losses of \$1.3 billion. This leaves me no other choice than to proceed as planned, also considering my overall responsibility as Chief Executive Officer of a global company and to safeguard as many jobs as possible in the U.S.


DHL top management has in the past months had extensive contact with decision-makers on the local and national level concerning this issue. I have personally held detailed phone conversations with Ohio Lt. Governor Lee Fisher and U.S. Ambassador William R. Timken, Jr. in June, John Mullen (DPWN management board member and DHL Express CEO) and his team met on two instances in early June with U.S. Senators Sherrod Brown and George Voinovich; Congressman Michael Turner, Governor Ted Strickland, Lt. Gov. Lee Fisher and several Ohio State Legislators. Follow-up communications took place between our team and officials in Ohio.

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DHL has already committed to fund a triple-digit million-dollar amount on planned severance, retention, and health-benefits for the workforce in Wilmington – that includes ABX, ASTAR and DHL employees – and other U.S. locations. I have a dedicated team with senior members from across the company acting on my behalf to ensure the proper implementation of these mitigation efforts in direct conversations with representatives of the community. All details regarding the mitigation review process will be brought to my personal attention and I will continue to be personally involved in the process. I want to give the team time to determine the effectiveness of the ongoing mitigation efforts and other initiatives, if any, that may be appropriate for DHL to help in Wilmington. Once that plan is established, I plan at the appropriate time to travel to the U.S. to discuss how we can implement it in close cooperation and in open dialogue with local authorities and other stakeholders. I will be happy to keep you informed on progress.

Again, the DHL family and I personally deeply regret that this unavoidable and irreversible decision will cause severe hardships to many families in Wilmington and Ohio. My colleagues and I will do our best to be of help.

Sincerely



Frank Appel