



UNDERTAKING THE MOBILITY CHALLENGE

Breakthrough alternatives to lead the change with Formula E

Manoella WILBAUT

DHL Automotive Conference, Mexico, 9th March 2016









Together with you today

Alejandro Agag

*Chief Executing
Officer*

Formula E



Antonio Arranz

General Manager
DHL Express Mexico



Manoella Wilbaut

*Head of Commercial
Developments &
Sustainability*

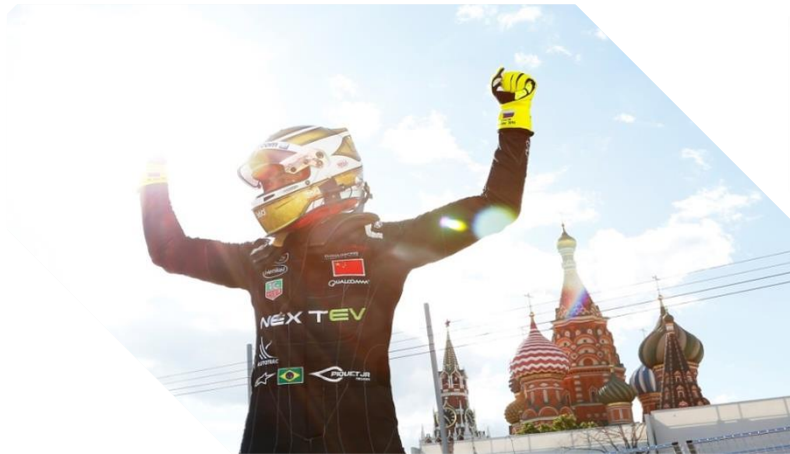
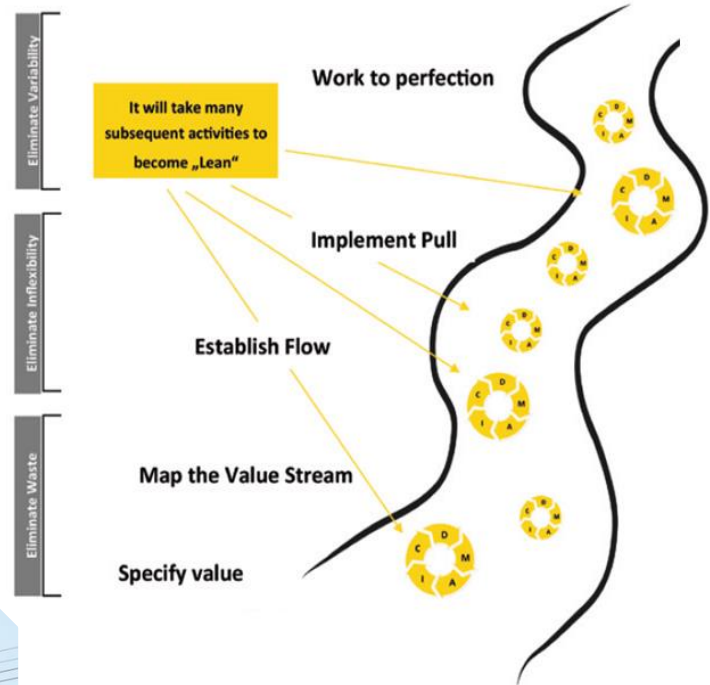
DHL CSI



DHL is pioneering a sustainable robust business framework



THE FIRST CHOICE WAY



eStory is a business program led by DHL to facilitate market adoption of sustainable mobility solutions

- DHL introduced a compendium “*The eStory: Undertaking the Mobility Challenge*”
 - Mobility innovations
 - Green technology solutions
 - Community initiatives
- In the future, the eStory will facilitate mass market adoption of sustainable mobility
 - Accelerating technological developments
 - Gaining the attention of major players
 - Increasing acceptance

An innovation framework with a strong ecosystem



Julius Bär
SWISS PRIVATE BANKING

BMW i



UALCOMMA

WILLIAMS

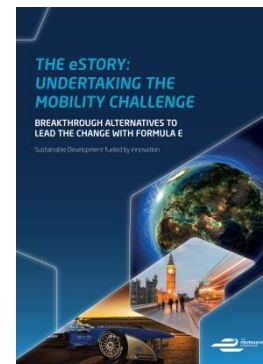


RENAULT
Passion for life



Mahindra
RACING
FORMULA-E TEAM

ANDRETTI
TECHNOLOGIES



eStory aims to unlock the Formula E potential for boosting innovation and sustainable mobility

The eStory

Formula E is a platform for boosting innovation and sustainable mobility.

Formula E is a ground-breaking FIA single-seater championship and the world's first fully-electric racing series. Formula E aims to represent a vision for the future of the motor industry, serving as a framework for R&D around the electric vehicle, accelerating general interest in these cars, and promoting clean energy and sustainability. It all started as a vision of Jean Todt and Alejandro Agag, and gained momentum when the Official Global Partner, Julius Bär, and the Founding Partners (BMW, DHL, Michelin, Qualcomm and TagHeuer) joined. Together with numerous contributors they recognized the potential of Formula E to become a laboratory for innovation. The eStory is a business initiative that aims to unlock the Formula E potential for boosting innovation and sustainable mobility. On behalf of Formula E and its partners, the eStory which is led by Official Logistics Partner DHL, has recognized strategic importance of innovation for the logistics industry. Concrete actions like B2B joint developments and further perspectives on Formula E as a catalyzer are shared in a white paper signed by 13 companies. The eStory builds on Formula E accomplishments and is an invitation to dream... pragmatically!

Sustainable innovation leads to a better future

COMMUNICATION

eVillage is an on-site area where partners offer entertaining activities to promote sustainability

Fan Boost gives extra power to drivers who receive the most votes during the race

Formula E School Series promotes engineering of electric cars

Events promoting sustainable innovation

INFRASTRUCTURE

Qualcomm wireless charging for BMW i3 and BMW i8

Legacy program aims to leave a long term impact in cities hosting Formula E Championship

Michelin tire recycling program

AquaFuel clean power generator

DHL optimized logistics

DHL Blue Sky Transportation Award aims to engage the younger generations

TECHNOLOGY

Lasting tires

High performance batteries

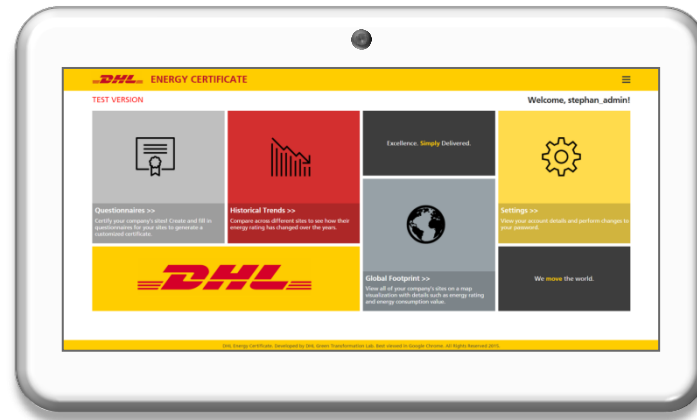
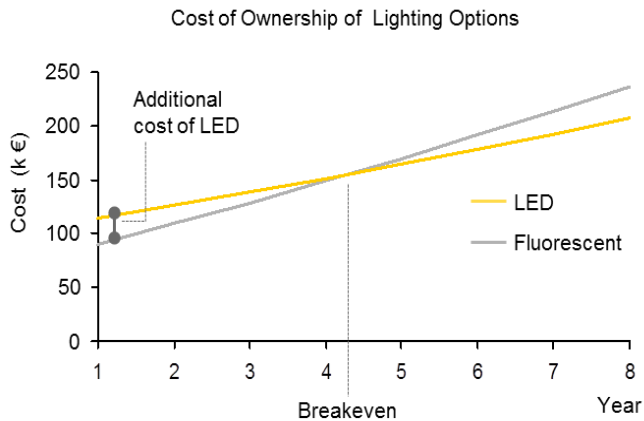
Development of electric powertrain technologies

“Technologies developed in the championship have the potential for mass market adoption”

Alternative fleet for reducing the fuel consumption



DHL Online Energy Certificate platform evaluates energy efficiency of logistics facility against facility equipped with benchmark technologies



As Lead Logistics Environment Partner DHL provides waste management, compliance, asset recovery and outsourcing services



Triple bottom line is more than just reducing carbon footprint



“The pessimist sees difficulty in every opportunity. The optimist sees the opportunity in every difficulty”

Winston Churchill



Official Founding & Logistics Partner

DHL & FORMULA E

Antonio Arranz | CEO DHL Express México





Environmental protection
with Deutsche Post DHL

Living Social Responsibility



GoGreen



Taking care of the environment

GoHelp



Bringing help

GoTeach



Promoting education

Through our expertise and global presence...

GoGreen in México

Fleet renovation investment

10 million dollars

318 new units



226 Tons of CO2 reduction

15 of these units use Natural Gas Technology



GoGreen in México

In Queretaro our own natural gas station started to work in 2015

Only DHL Express has this facility in the industry

Fleet

79 eco friendly vehicles
(natural gas)

- 61 in the metropolitan zone
- 18 in Queretaro

**Reduction of 3.3 CO2 Tons
per year**



GoGreen en México

Natural Gas Vehicles

- ✓ **Reducing up to 93% of CO2** emissions per liter of equivalent energy
- ✓ Fuel cost reduction up to 25%
- ✓ Maintenance cost savings up to 15%
- ✓ Euro 5 Engine (Highest Certification Level)
- ✓ Manufactured in Germany. No local or external conversion

- × Limited autonomy range of 230 KM approximately
- × Limited infraestructure of natural gas stations
- × Low power in hills and with full load
- × Vehicle cost 21% higher



DHL THE LOGISTICS FOR FORMULA E

Mexico City
March 12, 2016





Thank you!

