

# Supply Chain Trends and Career Development in the Logistics Industry

20 April 2011

# DP DHL GROUP STRUCTURE 2010

## Deutsche Post DHL

Revenue: 51,481 m€

EBIT: 1.835 m€

Deutsche Post

### MAIL

- Delivers 72 million mail items to 40 million households in Germany
- DHL Global Mail largest network for mail distribution worldwide

Revenue: 13,821 m€

FTE: 144,640

### GLOBAL FORWARDING, FREIGHT

### EXPRESS

- Cross-border express service
- Presence in 220 countries and territories
- 6,500 branches
- 4.2 million customers

Revenue: 11,111 m€

FTE: 87,536

- Air freight
- Ocean freight
- One of Europe's leading road freight forwarders
- Rail activities
- 3,000 locations
- Strong customer base (>50% of Forbes 500)

Revenue: 14,341 m€

FTE: 41,359

### Supply Chain

- Contract logistics
- 3.5 million m<sup>2</sup> managed warehouse space
- Leading provider of Corporate Information Solutions worldwide
- Strong customer base (50% of Forbes 500)

Revenue: 13,301 m€

FTE: 132,075

Supply Chain Trends

Career Development in the Logistics Industry

Q&A

## Supply Chain Trends



- Disruptions & Supply Chain Flexibility
- Green Solutions
- Security Requirements
- Specialized Supply Chain: Sector Focus
- Customized Supply Chain: Multimodal

## Challenges Faced by Logistics Service Providers

- Change Management
- Commoditization
- Imbalance of Trade
- Talent Shortage



Supply Chain Trends

Career Development in the Logistics Industry

Q&A

# Career Development in the Logistics Industry

- People Driven Business
  - Demand for people
  - Exposure to people from different backgrounds
- Down to Earth Business
  - Operational challenges for pragmatic minds
- Ever Growing Business
  - Trading never stops
- International Business
  - Explore the horizons



Supply Chain Trends

Career Development in the Logistics Industry

Q&A



Questions?