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 you’re going to do; Live up to your commitments and don’t settle for complacency
Who we are—a global company with a unique portfolio

- No. 1 in international express delivery
- Leader in the forwarding business
- No. 1 in contract logistics
- Europe’s largest postal service
- Partner for e-commerce and a pioneer in secure digital communications

Deutsche Post DHL Group
Living Responsibility – DPDHL Group’s social 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”

- Consumer: LEGO, Unilever, General Mills, Kraft, Heinz, P&G, Clorox
- Retail: Tempur-Pedic, Target, Walmart, Nike, Patagonia
- Automotive, Engineering & Manufacturing: Chrysler, Goodyear, Ford, Discount Tire, Continental
- Technology & Service Logistics: HP, Nokia, Texas Instruments, Dell, Panasonic, Samsung
- Life Sciences & Healthcare: Johnson & Johnson, Pfizer, Halyard, Bayer, Zimmer
- Chemicals & Energy: bp, Sekisui, Dupont, Baker Hughes, Dow, Shell
North America – Campus locations

Key:
- **AEM** Auto & Engineering, Manuf.
- **CE** Chemical & Energy
- **Cons** Consumer
- **LS&H** Life Science & Healthcare
- **Retail** Retail
- **TSL** Technology, Service Logistics

Memphis Campus
- 12 Sites
  - 3 AEM
  - 1 CE
  - 2 Cons
  - 6 Retail

Atlanta Campus
- 18 Sites
  - 3 AEM
  - 2 CE
  - 1 Cons
  - 9 Retail
  - 3 TSL

S. California Campus
- 24 Sites
  - 6 AEM
  - 12 Cons
  - 1 Retail
  - 5 TSL

N. California Campus
- 8 Sites
  - 1 Cons
  - 1 Retail
  - 6 TSL

Mechanicsburg Campus
- 14 Sites
  - 2 AEM
  - 4 Cons
  - 6 Retail
  - 2 TSL

Calgary/Edmonton Campus
- 12 Sites
  - 3 AEM
  - 1 CE
  - 2 Cons
  - 6 Retail

Chicago Campus
- 13 Sites
  - 2 AEM
  - 11 Cons

Columbus Campus
- 19 Sites
  - 5 AEM
  - 11 Cons
  - 1 Retail

Dallas Campus
- 12 Sites
  - 5 AEM
  - 2 Cons
  - 3 LS&H
  - 1 Retail
  - 1 TSL

Houston Campus
- 8 Sites
  - 1 AEM
  - 7 CE

Toronto Campus
- 21 Sites
  - 2 AEM
  - 9 Cons
  - 9 LS&H
  - 1 Retail

Calgary/Edmonton Campus
- 8 Sites
  - 1 Cons
  - 1 Retail
  - 6 TSL
Opportunities
Fast Track Your Career

Roles We Hire College Students Into:

- Operations Supervisor
- Logistics Planner
- Operations Development Intern
- Packaging Intern
- Inventory Control Supervisor
- Health & Safety Intern
- Solutions Design Intern
- Business Data Analyst Intern
- Finance & Accounting Intern
- Quality Assurance Supervisor
- LMS Engineer
- Operations Intern
- IT Intern
- Packaging Engineer
- Finance Analyst – Rotational Program
- Implementation Analyst Intern
- HR Intern
- Industrial Engineer
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