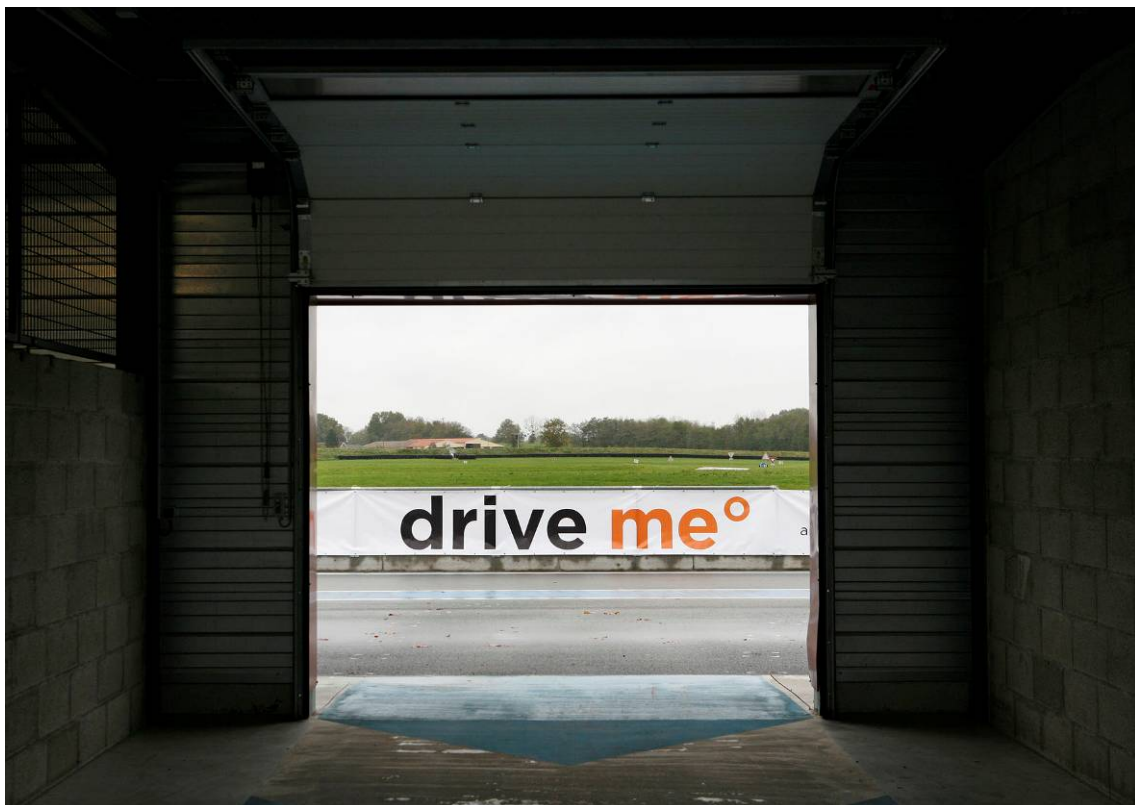


Press pack

Drive Me Challenge 2009



What is the Drive Me Challenge?

- The Drive Me Challenge is an exciting and enjoyable worldwide competition for TNT drivers which is organised on an annual basis. The drivers must attempt to drive as **fuel efficiently** and as **safely** as possible while portraying TNT's standards in **customer service**.
- This year, 16 teams from different parts of our business are taking part in the Drive Me Challenge. The teams from Express Benelux, Express Italy, Express UK and Ireland, Express Brazil, Express Portugal, Mail Netherlands, Parcel Service Netherlands are joined by new participating teams from Express China, Express United Arab Emirates, Express Malaysia, Express USA, Express Poland and the European Mail Networks (PostCon) this year.
- The Drive Me Challenge is more than just an event. It is an experience that makes participants extremely proud, smile and sometimes even emotional. Last year's winner from TNT Brazil burst into tears when he learned he had won the final competition.
- Between June and September 2009 the national Drive Me Challenges took place in the participating countries. The winning drivers of the national competitions have the opportunity to participate together with their Operations Manager in the international final which is held on the illustrious MIRA track in the UK.
- Not only TNT's own drivers take part in the Drive Me Challenge, in some countries, subcontractors also participate in the race. For example, our subcontractor in the Netherlands for TNT Post Parcels Services won the national competition.
- With this event, TNT aims to create awareness around fuel efficient driving. The Drive Me Challenge is an opportunity to focus on fuel efficient driving and allow employees to experience in a unique way how easy it is to drive both safely and fuel efficiently while portraying the TNT standards of customer service.



- Participants of the Drive Me Challenge become ambassadors for all other TNT drivers. They will spread their enthusiasm all over the organisation. The 2008 winner from Brazil participated in a national road show giving tips and tricks to his fellow drivers in major depots throughout Brazil. He also featured in a cartoon that shared driving tips together with a cartoon character "Vanny" in eight different languages.
- It is also a reward for drivers who show these exemplary behaviours and to show our appreciation to our best drivers, who are the heart and soul of our organisation.

Facts and figures

- Operational vehicles are responsible for more than half of TNT's CO₂ total emissions including subcontractors. Without subcontractors, aviation has the largest share in TNT's CO₂ emission.
- Fuel efficiency is measured by relating fuel usage to kilometres driven.
- Fuel consumption is converted in CO₂ using a CO₂ conversion factor of 2.75 kilograms CO₂ per liter diesel.
- A 5% improvement in fuel efficiency would equate to potential CO₂ savings of about 18 kilotons for the 13 participating countries. Savings of 18 kilotons of CO₂ equal to the average emissions of about 2,000 Western European families.



One driver drives fuel-efficiently

- Improving fuel efficiency by up to 25%
- Reducing CO₂ emission levels up to 25%
- Reducing fuel expenses by 25%
- Time savings up to 6%

Ultimate goal of fuel efficient driving

TNT expects to improve the fuel efficiency of its vehicle fleet with about 5%. For the participating entities this would equate to potential savings of:

- 18 kilotons of CO₂ per year
- more than € 1 million in fuel costs



Driving Tips & Tricks

Driving fuel efficiently and safely? It's possible! TNT gives you eleven useful tips for saving fuel and driving safely!

- **Changing gears**
Change your gears in good time, between 2,000 rpm and 2,500 rpm for both diesel and petrol engines.
- **Decelerate smoothly**
If you have to slow down or stop, take your foot off the accelerator in good time while keeping the car in the same gear.
- **Tyre pressure**
Check your tyre pressure once a month, making sure the tyres are cold. If you have driven less than 3km your tyres should still be cold, otherwise wait for 10 minutes until they cool down. Underinflated tyres increase fuel consumption by up to 3%, shorten the lifespan of your tyres and reduce your car's grip on the road.
- **Anticipate**
Look as far ahead of you as possible and try to anticipate the traffic flow. This is important when it comes to maintaining a steady speed, which will allow you to keep the engine power relatively low. Keeping an eye on the traffic around you will help avoid sudden or unnecessary braking and acceleration. Moderate versus aggressive driving can result in fuel economy gains of 31% or more.
- **Maintain a steady speed**
Cars are generally at their most fuel efficient at around 90 km/h. Fuel consumption rises sharply at speeds of 100 km/h or more. Travelling at a constant speed of 120 km/h, for example, uses 42% more fuel. The best option is to drive at a steady speed in the highest possible gear and low revs.
- **Turn off your engine**
If you have to stop for a short while, always turn off your engine. Do not leave the engine running when making a quick stop, checking your vehicle, completing paperwork or stuck in a traffic jam. A good rule of thumb: if you have to stop for more than a minute, turn off your engine.
- **Avoid idling**
Avoid leaving the engine running to warm up or defrost the vehicle. Drive away immediately when starting from cold. Idling to heat the engine wastes fuel and is not necessary, if you drive away gently.



- **Air conditioning**
Use air conditioning sparingly, as it increases fuel consumption by 10 to 15% and costs between €150 and €200 a year. Air conditioning uses less fuel compared to driving with an open window at speeds in excess of 50 km/h.
- **Accelerate properly**
With today's trucks you will not save any fuel by accelerating slowly. A better option is to accelerate to the level necessary to maintain the traffic flow. Do this in all gears and at low revs.
- **Choose the highest possible gear**
You cannot drive from a stationary position in the highest gear. But you can skip gears to get to the highest possible gear. By using a block or skip gear change method (i.e. 1st-3rd or 3rd-5th), you will reach the desired speed more quickly.
- **Keep a safe distance**
Maintaining a gap between your car and the car in front of you is not only safe, but helps avoid constant braking and acceleration

What is Planet Me?

When it comes to the planet, TNT has a dramatic impact. Our vehicles, airplanes and buildings make us a key contributor to CO2 emissions. Those three areas of our operations, alone, account for 99% of our emissions. Because we have an impact on the environment, we contribute to the problem and must be part of the solution.

Protecting the planet is a key part of our CR strategy. We call it Planet Me. Launched in 2007, Planet Me is our holistic environmental programme. Its key objective is to dramatically reduce our environmental impact by improving the fuel efficiency of our global operations.

Our ultimate ambition is to become the world's first zero-emission transport company; TNT's 'zero' ambition.

That ambition requires going beyond compliance with government regulations and customer expectations. It requires a responsible risk taking to continuously seek new, innovative solutions and technologies that will ensure we continue to create value for our stakeholders and a sustainable future.

Planet Me is comprised of three areas:

Count Carbon

The majority of our CO2 emissions derive from three core operational areas: our buildings, vehicles and aircraft. Using a comprehensive system to continuously measure and monitor our CO2 performance in these and other operational areas allows us to manage our own footprint and support our customers in managing theirs. Our measurements include not just our own activities but those provided by our subcontractors operating on our behalf.

Code Orange

The cornerstone of Planet Me, Code Orange consists of programmes to improve the CO2 efficiency of our core operational activities, namely our vehicles, aircraft and buildings. TNT is also partnering with customers to jointly reduce CO2 emissions, to help customers make well-informed purchasing decisions and to reach their own environmental targets, and we work closely with our suppliers to raise their level of environmental performance.

A number of activities are already underway. In the Netherlands, we recently opened our first carbon neutral depot and signed a 10-year lease on our first carbon-neutral office. That was only possible by leveraging all parties in the supply chain, including builders, investors and real estate developers, to identify the most sustainable solutions. In the next five years, we will develop or lease another 70,000 square metres of green offices to accommodate 4,500 employees.

For our pickup and delivery operations in urban areas, we identified electric vehicles as the most effective way to minimise our carbon impact. We now operate 51 electric delivery trucks in the UK, and have pilots underway in China and the Netherlands where we operate large vehicle fleets. We recently announced a commitment to purchase 3,000 electric vehicles over the next 3 years, together with a consortium of Dutch companies.



Choose Orange

We know that engaging our employees to adopt sustainable behaviour at work and home will exponentially expand our positive impact on the environment. We have a number of group-led and local initiatives to inspire and involve our employees in Planet Me. Our programmes also support our management to lead by example, replacing business travel with video conferencing and driving only fuel efficient company cars.

The Drive Me Challenge targets our employed and subcontracted drivers worldwide. The programme is designed to increase fuel efficient driving, reduce road traffic accidents and increase service to customers. It engages and rewards drivers through national and global driving competitions to win the coveted title of TNT's most fuel efficient, safe and customer-oriented driver.

TNT's contribution to the world's CO₂ emissions

- TNT operates approximately 40 (primarily) cargo planes.
- TNT owns about 14,000 trucks and vans.
- TNT's operations include 3,500,000 m² of facilities.
- In 2008, TNT emitted 1,022 ktons of CO₂ (1,013 ktons in 2007) excluding major acquisitions and excluding subcontractors.
 - This can be broken down as follows: aviation 58%; operational vehicles 23%; electricity 10% and heating 4%, company cars 4%; business travel by air 1%.
 - 1,022 ktons of CO₂ – TNT excluding major acquisitions and excluding subcontractors
 - 1,159 ktons of CO₂ – TNT including major acquisitions and excluding subcontractors
 - 2,689 ktons of CO₂ – TNT including major acquisitions and including subcontractors

TNT Corporate Responsibility Commitment

As a global transport business and Europe's largest Express operator, TNT employs more than 160,000 people. We deliver express consignments and mail items to businesses and consumers in 200 countries, supported by a vast air and road network.

Our Corporate Responsibility (CR) commitment is an integral part of our business strategy, and is how we demonstrate our responsibility to areas where we have the greatest impact:

- Our people

Our business is all about people. Ensuring they're engaged, healthy and safe is a critical factor to our success.
- Our planet

Our environmental commitment is linked to our ambition to become the world's first zero-emission transport company.

- Our supply chain

Our suppliers are an important part of our wider value chain. Through cooperation and co-creation with them, we will exponentially increase our positive impact on the environment.

- Our philanthropy

As a beneficiary of globalisation, we have an inherent responsibility to give back to international society. Our approach is to contribute from our capabilities.

TNT has established a reputation of CR leadership through unique initiatives, such as an innovative partnership with the United Nations World Food Programme (WFP). For the past three years, TNT has led the Industrial Products and Services super sector in the Dow Jones Sustainability Index with the highest score of any company. Our CR strategy builds on those achievements.

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