

DIVISIONS

OVERVIEW

Key figures by operating division

		H1 2009 adjusted	H1 2010	+/- %	Q2 2009 adjusted	Q2 2010	+/- %
MAIL							
Revenue	€ m	6,695	6,652	-0.6	3,209	3,206	-0.1
of which Mail Communication	€ m	2,872	2,816	-1.9	1,364	1,347	-1.2
Dialogue Marketing	€ m	1,295	1,264	-2.4	612	597	-2.5
Press Services	€ m	414	402	-2.9	203	197	-3.0
Parcel Germany	€ m	1,211	1,269	4.8	588	619	5.3
Retail Outlets	€ m	394	388	-1.5	196	192	-2.0
Global Mail	€ m	840	837	-0.4	407	414	1.7
Pension Service	€ m	46	45	-2.2	26	25	-3.8
Consolidation/Other	€ m	-377	-369	2.1	-187	-185	1.1
Profit from operating activities (EBIT) before non-recurring items	€ m	578	633	9.5	171	243	42.1
Profit from operating activities (EBIT)	€ m	557	629	12.9	150	241	60.7
Return on sales ¹⁾	%	8.3	9.5	-	4.7	7.5	-
Operating cash flow	€ m	142	259	82.4	238	272	14.3
EXPRESS							
Revenue	€ m	4,810	5,488	14.1	2,407	2,868	19.2
of which Europe	€ m	2,589	2,537	-2.0	1,294	1,260	-2.6
Americas	€ m	707	893	26.3	347	484	39.5
Asia Pacific	€ m	1,202	1,610	33.9	616	880	42.9
EEMEA (Eastern Europe, the Middle East and Africa)	€ m	522	591	13.2	261	312	19.5
Consolidation/Other	€ m	-210	-143	31.9	-111	-68	38.7
Profit/loss from operating activities (EBIT) before non-recurring items	€ m	-55	352	>100	65	198	>100
Profit/loss from operating activities (EBIT)	€ m	-443	80	>100	-51	-30	41.2
Return on sales ¹⁾	%	-9.2	1.5	-	-2.1	-1.0	-
Operating cash flow	€ m	-560	336	>100	-173	255	>100
GLOBAL FORWARDING, FREIGHT							
Revenue	€ m	5,410	6,728	24.4	2,663	3,611	35.6
of which Global Forwarding	€ m	3,784	4,992	31.9	1,861	2,716	45.9
Freight	€ m	1,672	1,789	7.0	828	922	11.4
Consolidation/Other	€ m	-46	-53	-15.2	-26	-27	-3.8
Profit from operating activities (EBIT) before non-recurring items	€ m	129	156	20.9	79	102	29.1
Profit from operating activities (EBIT)	€ m	113	152	34.5	68	99	45.6
Return on sales ¹⁾	%	2.1	2.3	-	2.6	2.7	-
Operating cash flow	€ m	405	5	-98.8	151	15	-90.1
SUPPLY CHAIN							
Revenue	€ m	6,206	6,517	5.0	3,061	3,387	10.7
of which Supply Chain	€ m	5,607	5,871	4.7	2,766	3,051	10.3
Williams Lea	€ m	598	645	7.9	294	336	14.3
Profit from operating activities (EBIT) before non-recurring items	€ m	58	136	> 100	16	72	> 100
Profit from operating activities (EBIT)	€ m	50	112	> 100	16	55	> 100
Return on sales ¹⁾	%	0.8	1.7	-	0.5	1.6	-
Operating cash flow	€ m	60	21	-65.0	26	-29	>-100

1) EBIT/revenue.