

# Financial figures-Press release

## Group financial highlights for 2010

| in million euros                                       | 2009   | 2010   | Change in % |
|--|--------|--------|-------------|
| Revenue  | 46,201 | 51,481 | 11.4%       |
| - of which international revenue                       | 29,932 | 34,954 | 16.8%       |
| Reported EBIT  | 231    | 1,835  | >100%       |
| Underlying EBIT  | 1,473  | 2,205  | 49.7%       |
| Consolidated net profit <sup>1)</sup> (incl. Postbank) | 644    | 2,541  | >100%       |
| Basic earnings per share (incl. Postbank, in euros)    | 0.53   | 2.10   | >100%       |
| Diluted earnings per share (incl. Postbank, in euros)  | 0.53   | 2.10   | >100%       |

## Divisional revenue for 2010<sup>2)</sup>

| in million euros                           | 2009   | Share of total revenue | 2010   | Share of total revenue | Change in % |
|--|--------|------------------------|--------|------------------------|-------------|
| MAIL                                       | 13,912 | 30.1%                  | 13,821 | 26.8%                  | -0.7%       |
| EXPRESS                                    | 9,917  | 21.5%                  | 11,111 | 21.6%                  | 12.0%       |
| GLOBAL FORWARDING, FREIGHT                 | 11,243 | 24.3%                  | 14,341 | 27.9%                  | 27.6%       |
| SUPPLY CHAIN                               | 12,183 | 26.4%                  | 13,301 | 25.8%                  | 9.2%        |
| Corporate Center / Other and consolidation | -1,054 | N/A                    | -1,093 | N/A                    | -3.7%       |
| Revenue from continuing operations         | 46,201 | 100%                   | 51,481 | 100%                   | 11.4%       |

## Divisional EBIT for 2010<sup>2)</sup>

| in million euros                           | 2009  | 2010  | Change in % |
|--|-------|-------|-------------|
| MAIL                                       | 1,391 | 1,118 | -19.6%      |
| DHL  | -832  | 1,113 | N/A         |
| - EXPRESS                                  | -790  | 497   | N/A         |
| - GLOBAL FORWARDING, FREIGHT               | 174   | 383   | >100%       |
| - SUPPLY CHAIN                             | -216  | 233   | N/A         |
| Corporate Center / Other and consolidation | -328  | -396  | -20.7%      |
| EBIT from continuing operations            | 231   | 1,835 | >100%       |

## Divisional underlying EBIT for 2010<sup>2)</sup>

| in million euros                           | 2009  | 2010  | Change in % |
|--|-------|-------|-------------|
| MAIL                                       | 1,423 | 1,152 | -19.0%      |
| DHL  | 378   | 1,449 | >100%       |
| - EXPRESS                                  | 235   | 785   | >100%       |
| - GLOBAL FORWARDING, FREIGHT               | 275   | 390   | 41.8%       |
| - SUPPLY CHAIN                             | -132  | 274   | N/A         |
| Corporate Center / Other and consolidation | -328  | -396  | -20.7%      |
| Underlying EBIT from continuing operations | 1,473 | 2,205 | 49.7%       |

<sup>1)</sup> After non-controlling interests

<sup>2)</sup> Prior-year amounts adjusted

## Group financial highlights for the fourth quarter 2010

| in million euros                                       | 4th<br>quarter<br>2009 | 4th<br>quarter<br>2010 | Change<br>in % |
|--|------------------------|------------------------|----------------|
| Revenue  | 12,389                 | 13,871                 | 12.0%          |
| - of which international revenue                       | 8,010                  | 9,324                  | 16.4%          |
| Reported EBIT  | -136                   | 525                    | N/A.           |
| Underlying EBIT  | 526                    | 593                    | 12.7%          |
| Consolidated net profit <sup>1)</sup> (incl. Postbank) | -283                   | 487                    | N/A.           |
| Basic earnings per share (incl. Postbank, in euros)    | -0.24                  | 0.40                   | N/A            |
| Diluted earnings per share (incl. Postbank, in euros)  | -0.24                  | 0.40                   | N/A            |

## Divisional revenue in the fourth quarter 2010<sup>2)</sup>

| in million euros                           | 4th<br>quarter<br>2009 | Share of<br>total<br>revenue | 4th<br>quarter<br>2010 | Share of<br>total<br>revenue | Change<br>in % |
|--|------------------------|------------------------------|------------------------|------------------------------|----------------|
| MAIL                                       | 3,776                  | 30.5%                        | 3,809                  | 27.5%                        | 0.9%           |
| EXPRESS                                    | 2,672                  | 21.6%                        | 2,904                  | 20.9%                        | 8.7%           |
| GLOBAL FORWARDING, FREIGHT                 | 3,098                  | 25.0%                        | 3,898                  | 28.1%                        | 25.8%          |
| SUPPLY CHAIN                               | 3,129                  | 25.3%                        | 3,568                  | 25.7%                        | 14.0%          |
| Corporate Center / Other and consolidation | -286                   | N/A                          | -308                   | N/A                          | -7.7 %         |
| Revenue from continuing operations         | 12,389                 | 100%                         | 13,871                 | 100%                         | 12.0%          |

## Divisional EBIT in the fourth quarter 2010<sup>2)</sup>

| in million euros                           | 4th<br>quarter<br>2009 | 4th<br>quarter<br>2010 | Change<br>in % |
|--|------------------------|------------------------|----------------|
| MAIL                                       | 504                    | 227                    | -55.0%         |
| DHL  | -524                   | 392                    | N/A            |
| - EXPRESS                                  | -358                   | 218                    | N/A            |
| - GLOBAL FORWARDING, FREIGHT               | 6                      | 131                    | >100%          |
| - SUPPLY CHAIN                             | -172                   | 43                     | N/A            |
| Corporate Center / Other and consolidation | -116                   | -94                    | 19.0%          |
| EBIT from continuing operations            | -136                   | 525                    | N/A            |

## Divisional underlying EBIT in the fourth quarter 2010<sup>2)</sup>

| in million euros                           | 4th<br>quarter<br>2009 | 4th<br>quarter<br>2010 | Change<br>in % |
|--|------------------------|------------------------|----------------|
| MAIL                                       | 515                    | 257                    | -50.1%         |
| DHL  | 127                    | 430                    | >100%          |
| - EXPRESS                                  | 159                    | 239                    | 50.3%          |
| - GLOBAL FORWARDING, FREIGHT               | 70                     | 132                    | 88.6%          |
| - SUPPLY CHAIN                             | -102                   | 59                     | N/A            |
| Corporate Center / Other and consolidation | -116                   | -94                    | 19.0%          |
| Underlying EBIT from continuing operations | 526                    | 593                    | 12.7%          |

<sup>1)</sup> After non-controlling interests

<sup>2)</sup> Prior-year amounts adjusted