

# Income Statement

1 January to 31 December

	Note		2007 restated <sup>1)</sup>	2008
<b>Continuing operations</b>				
Revenue	11	€m	54,043	54,474
Other operating income	12	€m	2,343	2,736
<b>Total operating income</b>		€m	<b>56,386</b>	<b>57,210</b>
Materials expense	13	€m	-30,703	-31,979
Staff costs	14	€m	-17,169	-17,990
Depreciation, amortisation and impairment losses	15	€m	-2,196	-2,662
Other operating expenses	16	€m	-4,185	-5,146
<b>Total operating expenses</b>		€m	<b>-54,253</b>	<b>-57,777</b>
<b>Profit/loss from operating activities (EBIT)</b>		€m	<b>2,133</b>	<b>-567</b>
Net income from associates	17	€m	3	2
Other financial income		€m	103	621
Other finance costs		€m	-1,051	-1,122
Net other finance costs	18	€m	-948	-501
<b>Net finance costs</b>		€m	<b>-945</b>	<b>-499</b>
<b>Profit/loss before income taxes</b>		€m	<b>1,188</b>	<b>-1,066</b>
Income tax expense	19	€m	-173	-200
<b>Profit/loss from continuing operations</b>	20	€m	<b>1,015</b>	<b>-1,266</b>
<b>Discontinued operations</b>				
<b>Profit/loss from discontinued operations</b>	21	€m	<b>858</b>	<b>-713</b>
<b>Consolidated net profit/loss for the period</b>	22	€m	<b>1,873</b>	<b>-1,979</b>
attributable to				
Deutsche Post AG shareholders		€m	1,383	-1,688
Minorities	23	€m	490	-291
<b>Basic earnings per share</b>	24	€	<b>1.15</b>	<b>-1.40</b>
of which from continuing operations		€	0.79	-1.10
of which from discontinued operations		€	0.36	-0.30
<b>Diluted earnings per share</b>	24	€	<b>1.15</b>	<b>-1.40</b>
of which from continuing operations		€	0.79	-1.10
of which from discontinued operations		€	0.36	-0.30

1) See Note 5.

## Balance Sheet

As at 31 December

€m	Note	2007 restated <sup>1)</sup>	2008
<b>ASSETS</b>			
Intangible assets	26	14,226	11,627
Property, plant and equipment	27	8,754	6,676
Investment property	28	187	32
Investments in associates		203	61
Other non-current financial assets		857	574
Non-current financial assets	29	1,060	635
Other non-current assets	30	497	514
Deferred tax assets	31	1,040	1,033
<b>Non-current assets</b>		<b>25,764</b>	<b>20,517</b>
Inventories	32	248	269
Income tax assets	33	312	191
Receivables and other assets	34	9,806	8,715
Receivables and other securities from financial services	35	193,920	0
Financial instruments	36	72	50
Cash and cash equivalents	37	4,683	1,350
Assets held for sale	38	615	231,872
<b>Current assets</b>		<b>209,656</b>	<b>242,447</b>
<b>Total assets</b>		<b>235,420</b>	<b>262,964</b>
<b>EQUITY AND LIABILITIES</b>			
Issued capital	39	1,207	1,209
Other reserves	40	875	439
Retained earnings	41	8,953	6,178
Equity attributable to Deutsche Post AG shareholders	42	11,035	7,826
Minority interest	43	2,778	2,026
<b>Equity</b>		<b>13,813</b>	<b>9,852</b>
Provisions for pensions and other employee benefits	44	5,989	4,685
Deferred tax liabilities	31	1,569	833
Other non-current provisions	45	3,015	2,511
<b>Non-current provisions</b>		<b>10,573</b>	<b>8,029</b>
Non-current financial liabilities	46	8,625	3,318
Other non-current liabilities	47	361	367
<b>Non-current liabilities</b>		<b>8,986</b>	<b>3,685</b>
<b>Non-current provisions and liabilities</b>		<b>19,559</b>	<b>11,714</b>
<b>Current provisions</b>	45	<b>1,703</b>	<b>2,807</b>
Current financial liabilities	46	1,556	779
Trade payables	48	5,384	4,980
Liabilities from financial services	49	187,787	0
Income tax liabilities	33	473	351
Other current liabilities	47	5,101	4,745
Liabilities associated with assets held for sale	38	44	227,736
<b>Current liabilities</b>		<b>200,345</b>	<b>238,591</b>
<b>Current provisions and liabilities</b>		<b>202,048</b>	<b>241,398</b>
<b>Total equity and liabilities</b>		<b>235,420</b>	<b>262,964</b>

1) See Note 5.

# Cash Flow Statement

1 January to 31 December

€m

	Note	2007 restated <sup>1)</sup>	2008
<b>Net profit/loss before taxes</b>		<b>1,188</b>	<b>-1,066</b>
Net finance costs		945	499
<b>Profit/loss from operating activities (EBIT)</b>		<b>2,133</b>	<b>-567</b>
Depreciation/amortisation of non-current assets		2,196	2,662
Net income from disposal of non-current assets		-226	-76
Non-cash income and expense		47	217
Change in provisions		-877	838
Change in other assets and liabilities		-146	-20
Income taxes paid		-278	-325
<b>Net cash from operating activities before changes in working capital</b>		<b>2,849</b>	<b>2,729</b>
Changes in working capital			
Inventories		10	-50
Receivables and other assets		-657	583
Receivables/liabilities from financial services		0	0
Liabilities and other items		606	100
<b>Net cash from operating activities due to continuing operations</b>		<b>2,808</b>	<b>3,362</b>
Net cash from/used in operating activities due to discontinued operations		2,343	-1,423
<b>Total net cash from operating activities</b>	50.1	<b>5,151</b>	<b>1,939</b>
Proceeds from disposal of non-current assets			
Subsidiaries and other business units		62	0
Property, plant and equipment and intangible assets		625	1,421
Other non-current financial assets		131	162
		<b>818</b>	<b>1,583</b>
Cash paid to acquire non-current assets			
Subsidiaries and other business units		-261	-1,417
Property, plant and equipment and intangible assets		-1,930	-1,660
Other non-current financial assets		-152	-92
		<b>-2,343</b>	<b>-3,169</b>
Interest received		112	570
Dividend Postbank		103	103
Current financial instruments		0	-1
<b>Net cash used in investing activities due to continuing operations</b>		<b>-1,310</b>	<b>-914</b>
Net cash from investing activities due to discontinued operations		257	473
<b>Total net cash used in investing activities</b>	50.2	<b>-1,053</b>	<b>-441</b>
Proceeds from issuance of non-current financial liabilities		552	176
Repayments of non-current financial liabilities		-452	-497
Change in current financial liabilities		-857	-337
Other financing activities		153	-148
Dividend paid to Deutsche Post AG shareholders		-903	-1,087
Dividend paid to other shareholders		-56	-80
Issuance of shares under stock option plan		73	21
Interest paid		-411	-434
<b>Net cash used in financing activities due to continuing operations</b>		<b>-1,901</b>	<b>-2,386</b>
Net cash from financing activities due to discontinued operations		114	918
<b>Total net cash used in financing activities</b>	50.3	<b>-1,787</b>	<b>-1,468</b>
Net change in cash and cash equivalents		2,311	30
Effect of changes in exchange rates on cash and cash equivalents		-46	-53
Changes in cash and cash equivalents associated with assets held for sale		0	0
Changes in cash and cash equivalents due to changes in consolidated group		27	2
Cash and cash equivalents at beginning of reporting period		2,391	4,683
<b>Total cash and cash equivalents at end of reporting period</b>	50.4	<b>4,683</b>	<b>4,662</b>
Less cash and cash equivalents due to discontinued operations at end of reporting period		3,352	3,416
Plus cash and cash equivalents of continuing operations at Deutsche Postbank AG at end of reporting period		8	104
<b>Cash and cash equivalents due to continuing operations at end of reporting period</b>		<b>1,339</b>	<b>1,350</b>

1) See Note 50.

## Statement of Changes in Equity

1 January to 31 December

Note	Other reserves					Equity attributable to			Total equity
	Issued capital	Capital reserves	IAS 39 reserves	Revaluation reserve	Currency translation reserve	Retained earnings	Deutsche Post AG shareholders	Minority interest	
€m									
Balance at 1 January 2007 <sup>1)</sup>	1,202	2,037	-58	0	-451	8,473	11,203	2,714	13,917
<b>Capital transactions with owner</b>									
Capital contribution from retained earnings							0		0
Dividend						-903	-903	-159	-1,062
Stock option plans (exercise)	5	68					73		73
Stock option plans (issuance)		14					14		14
							-816	-159	-975
<b>Other changes in equity not recognised in income</b>									
Currency translation differences					-446		-446	-23	-469
Other changes			-289				-289	-244	-533
							-735	-267	-1,002
<b>Changes in equity recognised in income</b>									
Consolidated net profit <sup>1)</sup>						1,383	1,383	490	1,873
<b>Total changes in equity recognised in income and not recognised in income</b>							648	223	871
Balance at 31 December 2007	1,207	2,119	-347	0	-897	8,953	11,035	2,778	13,813
Balance at 1 January 2008	1,207	2,119	-347	0	-897	8,953	11,035	2,778	13,813
<b>Capital transactions with owner</b>									
Capital contribution from retained earnings							0		0
Dividend						-1,087	-1,087	-196	-1,283
Stock option plans (exercise)	2	19					21		21
Stock option plans (issuance)		4					4		4
							-1,062	-196	-1,258
<b>Other changes in equity not recognised in income</b>									
Currency translation differences					-500		-500	14	-486
Other changes			33	8		0	41	-279	-238
							-459	-265	-724
<b>Changes in equity recognised in income</b>									
Consolidated net loss						-1,688	-1,688	-291	-1,979
<b>Total changes in equity recognised in income and not recognised in income</b>							-2,147	-556	-2,703
Balance at 31 December 2008	1,209	2,142	-314	8	-1,397	6,178	7,826	2,026	9,852

1) See Note 5.

## Segment Reporting

### Segments by division

€m	GLOBAL													
	MAIL <sup>1)</sup>		EXPRESS <sup>1)</sup>		FORWARDING/ FREIGHT <sup>1)</sup>		SUPPLY CHAIN/ CIS <sup>1)</sup>		Corporate Center/ Other <sup>1)</sup>		Continuing operations		Discontinued operations	
	2007	2008	2007	2008	2007	2008	2007	2008	2007	2008	2007	2008	2007	2008
1 January to 31 December														
External revenue	14,281	14,186	13,367	13,184	12,157	13,453	14,138	13,552	100	99	54,043	54,474	10,335	11,226
Internal revenue	288	207	507	453	802	726	179	166	-1,776	-1,552	0	0	0	0
Total revenue	14,569	14,393	13,874	13,637	12,959	14,179	14,317	13,718	-1,676	-1,453	54,043	54,474	10,335	11,226
Profit/loss from operating activities (EBIT)	1,976	2,253	-272	-2,144	409	389	577	-675	-557	-390	2,133	-567	1,060	-871
Net income from associates	0	0	3	2	0	0	0	0	0	0	3	2	0	0
Segment assets <sup>2)</sup>	4,819	3,683	9,160	8,878	7,078	6,887	8,779	6,460	431	944	30,267	26,852	197,374	227,364
Investments in associates <sup>2)</sup>	22	22	174	32	6	6	0	0	1	1	203	61	0	0
Segment liabilities including non-interest-bearing provisions <sup>2)</sup>	2,352	2,412	3,520	3,149	2,344	2,305	3,115	2,900	-433	873	10,898	11,639	188,676	218,730
Segment investments	346	296	961	995	200	221	892	515	343	148	2,742	2,175	150	71
Depreciation, amortisation and write-downs	447	346	1,034	542	98	105	363	1,345	254	324	2,196	2,662	161	179
Other non-cash expenses	74	360	105	1,900	37	63	127	201	112	111	455	2,635	507	539
Employees <sup>3)</sup>	149,602	146,184	108,655	112,420	39,651	41,602	134,110	141,060	15,608	15,450	447,626	456,716	22,497	22,175

### Segments by region

€m	Europe excluding Germany <sup>1)</sup>										Americas <sup>1)</sup>		Asia Pacific <sup>1)</sup>		Other regions		Continuing operations		Discontinued operations	
	Germany <sup>1)</sup>		Europe excluding Germany <sup>1)</sup>		Americas <sup>1)</sup>		Asia Pacific <sup>1)</sup>		Other regions		Continuing operations		Discontinued operations							
	2007	2008	2007	2008	2007	2008	2007	2008	2007	2008	2007	2008	2007	2008						
1 January to 31 December																				
External revenue	16,678	16,765	19,463	19,129	10,443	10,171	5,714	6,292	1,745	2,117	54,043	54,474	10,335	11,226						
Segment assets <sup>2)</sup>	6,146	5,483	13,926	11,829	5,855	4,935	3,823	3,940	517	665	30,267	26,852	197,374	227,364						
Segment investments	900	689	1,011	682	512	428	245	308	74	68	2,742	2,175	150	71						

1) Prior-year figures restated (see Note 10).

2) As at 31 December.

3) Average FTE.

Disclosures on the segment reporting can be found in [Note 10](#).