

03 TARGET-PERFORMANCE COMPARISON

2009 Goals

EBIT before non-recurring items

- Group: minimum €1.35 billion.

Consolidated net profit

- Generate a net profit excluding minorities.

Capital expenditure (capex)

- Reduce investments from €1.7 billion (2008) to no more than €1.2 billion.

Costs

- Lower indirect costs by €1 billion by the end of 2009.

Restructuring


- Reduce annualised loss in the us express business to no more than us\$400 million.
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2009 Results


EBIT before non-recurring items

- Group: €1.47 billion. 


Consolidated net profit

- Net profit excluding minorities: €644 million. 


Capital expenditure (capex)

- Invested: €1.17 billion. 

Costs

- Achieved indirect costs savings in 2009: €1.1 billion. 

Restructuring

- Annualised loss in the us express business in the fourth quarter of 2009 in line with target. 
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2010 Goals

EBIT before non-recurring items

- Group: €1.6 billion to €1.9 billion.
- MAIL division: €1.0 billion to €1.2 billion.
- DHL divisions: €1.0 billion to €1.1 billion.
- Corporate Center/Other: approximately €-0.4 billion.

Consolidated net profit

- Improve net profit in line with operating business.

Capital expenditure (capex)

- Approximately €1.4 billion.
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