

Key figures January 1 – December 31, 2012

Group	<i>in thousand €</i>	2012	2011
Net Sales		1,324,593	1,334,885
<i>Change on 2011</i>		-0.8%	
Operating Income (EBITA) before valuation effects		16,186	21,638
<i>Margin</i>		1.2%	1.6%
Net Result		-68,621	7,049
Net Result excluding impairment losses		7,094	7,049
Operating Cash Flow		24,784	20,830
Net Cash Flow		20,546	19,603

Business Segments	<i>in thousand €</i>	2012	2011
Solutions			
Net Sales		691,963	716,967
<i>Change on 2011</i>		-3.5%	
Operating Income (EBITA) before valuation effects		-2,242	3,466
<i>Margin</i>		-0.3%	0.5%
Air + Ocean			
Net Sales		633,248	618,409
<i>Change on 2011</i>		2.4%	
Operating Income (EBITA)		25,317	24,854
<i>Margin</i>		4.0%	4.0%

	December 31, 2012	December 31, 2011
Equity Ratio	24.8%	37.2%
Net Liquidity / Net Financial Debt (<i>in thousand €</i>)	7,180	-11,694
Number of Employees	5,505	5,925

The annual Financial Report 2012 is published both in English and German. The English version is a translation from the German original, which is authoritative.