

Key Figures January 1 – December 31, 2011

Group	<i>in thousand €</i>	2011	2010
Net Sales		1,334,885	1,356,517
<i>Change to 2010</i>		<i>-1.6 %</i>	
Operating Income (EBIT)		21,638	24,129
<i>Margin</i>		<i>1.6 %</i>	<i>1.8 %</i>
Net Result		7,049	395
Operating Cashflow		20,830	25,094
Net Cashflow		19,603	31,993

Business Segments	<i>in thousand €</i>	2011	2010
Solutions			
Net Sales		716,967	689,700
<i>Change to 2010</i>		<i>4.0 %</i>	
Operating Income (EBIT)		3,466	8,085
<i>Margin</i>		<i>0.5 %</i>	<i>1,2 %</i>
Air + Ocean			
Net Sales		618,409	666,723
<i>Change to 2010</i>		<i>-7.2 %</i>	
Operating Income (EBIT)		24,854	22,666
<i>Margin</i>		<i>4.0 %</i>	<i>3.4 %</i>

	Dec. 31, 2011	Dec. 31, 2010
Equity Ratio	37.2 %	32.6 %
Net Financial Debt (<i>in thousand €</i>)	11,694	28,098
Number of Employees	5,925	5,686

The Annual Financial Report 2011 is published both in English and German. The English version is a translation from the German original, which is authoritative.