

Key Figures January 1 – September 30, 2011

Group	<i>in thousand €</i>	2011	2010
Net Sales		1,009,186	1,010,971
<i>Change to 2010</i>		-0.2 %	
Operating Income (EBIT)		23,809	19,248
<i>Margin</i>		2.4 %	1.9 %
Net Result		9,336	-1,480
Operating Cash Flows		-5,341	3,896
Net Cash Flows		-5,729	12,523

Business Segments	<i>in thousand €</i>	2011	2010
Solutions			
Net Sales		542,665	514,169
<i>Change to 2010</i>		5.5 %	
Operating Income (EBIT)		7,728	8,098
<i>Margin</i>		1.4 %	1.6 %
Air + Ocean			
Net Sales		467,201	496,523
<i>Change to 2010</i>		-5.9 %	
Operating Income (EBIT)		19,918	16,296
<i>Margin</i>		4.3 %	3.3 %

	Sept. 30, 2011	Dec. 31, 2010
Equity Ratio	36.7 %	32.6 %
Net Financial Debt (<i>in thousand €</i>)	27,512	28,098
Number of Employees	5,922	5,686

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