

## Key Figures January 1 – March 31, 2012

<b>Group</b>	<i>in thousand €</i>	<b>2012</b>	2011
Net Sales		329,863	336,280
<i>Change to 2011</i>		-1.9 %	
Operating Income (EBIT)		6,102	8,396
<i>Margin</i>		1.8 %	2.5 %
Net Result		2,874	3,412
Operating Cash Flows		-3,200	-10,509
Net Cash Flow		-4,721	-10,025

<b>Business Segments</b>	<i>in thousand €</i>	<b>2012</b>	2011
<b>Solutions</b>			
Net Sales		181,468	180,677
<i>Change to 2011</i>		0.4 %	
Operating Income (EBIT)		1,308	4,194
<i>Margin</i>		0.7 %	2.3 %
<b>Air + Ocean</b>			
Net Sales		148,551	155,666
<i>Change to 2011</i>		-4.6 %	
Operating Income (EBIT)		5,986	5,878
<i>Margin</i>		4.0 %	3.8 %

	<b>March 31, 2012</b>	Dec. 31, 2011
Equity Ratio	38.2 %	37.2 %
Net Financial Debt ( <i>in thousand €</i> )	16,984	11,694
Number of Employees	5,758	5,925

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