

Key Figures January 1 – September 30, 2012

Group	<i>in thousand €</i>	2012	2011
Net Sales		1,005,254	1,009,186
<i>Change to 2011</i>		-0.4 %	
Operating Income before valuation effects		16,977	23,809
<i>Margin</i>		1.7 %	2.4 %
Net Result		-45,538	9,336
Net Result excluding goodwill impairment		7,462	9,336
Operating Cash Flows		13,013	3,904
Net Cash Flow		11,001	3,516

Business Segments	<i>in thousand €</i>	2012	2011
Solutions			
Net Sales		524,687	542,665
<i>Change to 2011</i>		-3.3 %	
Operating Income before valuation effects		1,449	7,728
<i>Margin</i>		0.3 %	1.4 %
Air + Ocean			
Net Sales		481,448	467,201
<i>Change to 2011</i>		3.0 %	
Operating Income		20,259	19,918
<i>Margin</i>		4.2 %	4.3 %

	September 30, 2012	Dec. 31, 2011
Equity Ratio	29.7 %	37.2 %
Net Financial Debt (<i>in thousand €</i>)	1,659	11,694
Number of Employees	5,723	5,925

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