03 TARGET-PERFORMANCE COMPARISON

Contents and Target-Performance Comparison

GOALS 2012

EBIT

Group: €2.6 billion to €2.7 billion[1].

MAIL division: €1.0 billion to €1.1 billion.

DHL divisions: around €2.0 billion[1].

Corporate Center/Other: around €–0.4 billion.

Consolidated net profit[2]

Continue to improve consolidated net profit before effects from the Postbank transaction, the additional VAT payment and the reversal of restructuring provisions in line with operating business (previous year: consolidated net profit before effects from the measurement of the Postbank instruments €1.46 billion).

Capital expenditure (capex)[3]

Increase investments from €1.72 billion (2011) to a maximum of €1.8 billion.

Dividend distribution

Pay out 40% to 60% of net profit as dividend.

RESULTS 2012

EBIT ✓

Group: €2.67 billion.

MAIL division: €1.05 billion.

DHL divisions: €2.04 billion.

Corporate Center/Other: €–0.42 billion.

Consolidated net profit[2] ✓

Consolidated net profit before effects from the measurement of the Postbank transaction, the additional VAT payment and the reversal of restructuring provisions: €1.63 billion.

Capital expenditure (capex)

Invested: €1.70 billion.

Dividend distribution ✓

Proposal: pay out 53.3% of adjusted net profit as dividend.

GOALS 2013

EBIT

Group: €2.7 billion to €2.95 billion.

MAIL division: €1.1 billion to €1.2 billion.

DHL divisions: €2.0 billion to €2.15 billion.

Corporate Center/Other: around €–0.4 billion.

Operating cash flow

Operating cash flow will recover from the one-time charges in 2012 and benefit from the expected earnings improvement.

Capital expenditure (capex)

Increase investments to a maximum of €1.8 billion.

Dividend distribution

Pay out 40% to 60% of net profit as dividend.

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[1] Forecast increased over the course of the year.
[2] After deduction of non-controlling interests.
[3] Forecast narrowed over the course of the year.