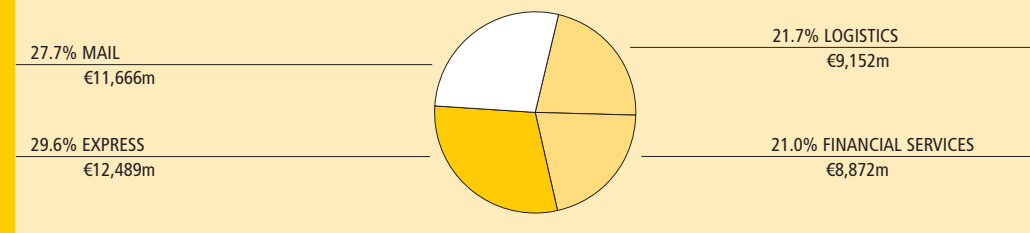


Financial Highlights

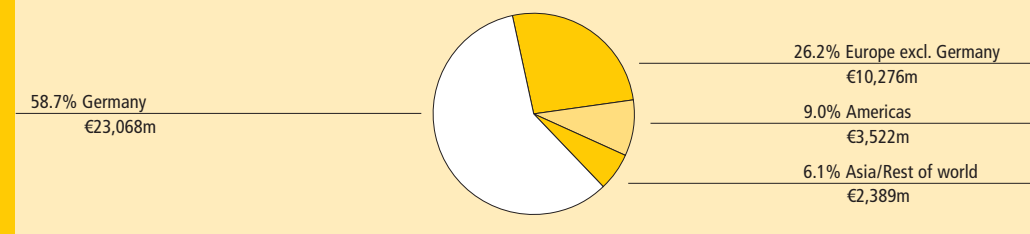
		2001	2002	Change in %
Total revenue	in €m	33,379	39,255	17.6
thereof international revenue	in €m	10,981	16,187	47.4
Profit from operating activities before goodwill amortization (EBITA)	in €m	2,547	2,421	-4.9
Return on sales ¹⁾	in %	7.6	6.2	
Net profit for the period before minority interest and extraordinary expense	in €m	1,587	1,590	0.2
Cash flow ²⁾	in €m	3,133	2,850	-9.0
Investments	in €m	3,468	3,100	-10.6
Equity	in €m	5,353	5,095	-4.8
Return on equity before taxes ³⁾	in %	45.9	35.5	
Number of employees as of Dec. 31	headcount	321,369	371,912	15.7
Earnings per share	in €	1.42	0.59	
Cash flow per share ²⁾	in €	2.82	2.56	

¹⁾ EBITA/revenue ²⁾ Cash flow I ³⁾ Profit from ordinary activities less extraordinary expense/average equity

Revenue by Corporate Division



Revenue by region



Group 6-Year Review

		1997 - 2002					
		1997	1998	1999	2000	2001	2002
Revenue and earnings							
Revenue							
MAIL	in €m	10,788	11,272	11,671	11,733	11,707	11,666
MAIL share	in %	75.3	74.3	49.1	34.5	32.4*	27.7
EXPRESS	in €m	3,533	3,818	4,775	6,022	6,421	12,489
EXPRESS share	in %	24.7	25.2	20.1	17.7	17.8*	29.6
LOGISTICS	in €m	0	0	4,450	8,289	9,153	9,152
LOGISTICS share	in %	0	0	18.7	24.3	25.3*	21.7
FINANCIAL SERVICES	in €m	0	81	2,871	7,990	8,876*	8,872
FINANCIAL SERVICES share	in %	0	0.5	12.1	23.5	24.5*	21.0
Corporate Divisions total	in €m	14,321	15,171	23,767	34,034	36,157*	42,179
Other/Consolidation	in €m	-189	-502	-1,404	-1,326	-2,778*	-2,924
Total	in €m	14,132	14,669	22,363	32,708	33,379	39,255
EBITDA	in €m	1,299	1,554	1,830	3,426	3,611*	3,824
Profit from operating activities before goodwill amortization (EBITA)							
MAIL	in €m	599	944	1,009	2,004	1,960	1,658
MAIL share	in %	110.1	101.1	91.7	74.3	69.6*	60.4
EXPRESS	in €m	-55	-7	60	76	176	243
EXPRESS share	in %	n/a	n/a	5.5	2.8	6.2*	8.8
LOGISTICS	in €m	0	0	-27	113	159	224
LOGISTICS share	in %	0	0	n/a	4.2	5.6*	8.2
FINANCIAL SERVICES	in €m	0	-4	58	505	522*	621
FINANCIAL SERVICES share	in %	0	n/a	5.3	18.7	18.5*	22.6
Corporate Divisions total	in €m	544	933	1,100	2,698	2,817*	2,746
Other/Consolidation	in €m	15	-100	-179	-319	-270*	-325
Total	in €m	559	833	921	2,379	2,547**	2,421
Return on sales ¹⁾	in %	4.0	5.7	4.1	7.3	7.6	6.2
EBIT	in €m	556	827	851	2,235	2,376**	1,972
Net profit for the period before minority interest and extraordinary expense	in €m	751	925	1,029	1,527	1,587**	1,590

n/a = not available
 * Restatement of prior-period amounts due to reallocation of retail outlets to FINANCIAL SERVICES
 ** Restatement of prior-period amounts, cf. item 7 of the Notes
¹⁾ Total EBITA/revenue

		1997 - 2002					
		1997	1998	1999	2000	2001	2002
Cash flow/investments/depreciation and amortization							
Cash flow ²⁾	in €m	854	-353	4,845	2,522	3,133	2,850
Investments	in €m	1,084	1,400	4,553	3,113	3,468	3,100
Depreciation and amortization	in €m	743	741	993	1,204	1,285	1,893
Asset and capital structure							
Noncurrent assets	in €m	9,907	9,485	9,791	11,081	12,304	14,536
Current assets	in €m	2,854	4,448	62,957	137,381	142,906	146,665
Deferred tax assets	in €m	1,029	1,187	2,268	1,818	1,491	1,446
Equity	in €m	994	1,765	2,564	4,001	5,353	5,095
Minority interest	in €m	226	229	56	79	75	117
Provisions	in €m	9,293	9,302	11,009	11,107	10,971	12,684
Liabilities ³⁾	in €m	3,265	3,792	5,913	9,723	8,770	11,900
Deferred items	in €m	12	32	0	0	0	0
Total assets	in €m	13,790	15,120	75,016	150,280	156,701	162,647
Employees/staff costs **							
Total workforce (headcount including trainees)	as of Dec. 31	270,817	260,520	301,229	324,203	321,369	371,912
Workforce calculated as FTEs (including trainees)	as of Dec. 31	233,350	223,863	264,424	284,890	283,330	334,952
Workforce calculated as FTEs (excluding trainees)	as of Dec. 31	228,758	218,916	257,836	278,705	276,235	327,676
Average workforce		277,538	263,342	304,265	319,998	323,298	375,890
Staff costs	in €m	9,992	9,860	11,503	11,056	11,246**	13,772
Key figures							
(Diluted) earnings per share ⁴⁾	in €	0.67	0.83	0.92	1.36	1.42	0.59
(Diluted) earnings per share ⁴⁾ before extraordinary expense	in €	0.67	0.83	0.92	1.36	1.42	1.41
Cash flow ²⁾ per share ⁴⁾	in €	0.77	-0.32	4.34	2.27	2.82	2.56
Dividend per share ⁴⁾	in €	0.05	0.14	0.16	0.27	0.37	0.40
Return on equity before taxes ⁵⁾	in %	133.8	63.1	35.9	62.1	45.9	35.5

²⁾ Cash flow I
³⁾ Excluding liabilities from financial services
⁴⁾ To enhance comparability, the calculation was based on the number of shares after the increase in share capital and the conversion to euros, as well as conversion to 1,112,800,000 no-par value shares (1997 - 1999: 42,800,000 shares)
⁵⁾ Profit from ordinary activities less extraordinary expense/average equity