



Interim Report  
January 1 to March 31, 2001

## 1<sup>st</sup> Quarter 2001

- Group revenues increase 10.1 % to € 8,580 million
- Profit from operating activities (EBITA) increases 4.2 % to € 840 million
- International revenue share increases to 31.2 % (€ 2,677 million)
- Non-mail revenue share increases to 65.7 % (€ 5,878 million)

# Report by the Board of Management

## 1. Revenue and profit from operating activities (EBITA)

In the first quarter of 2001 revenues for Deutsche Post World Net grew 10.1 % to € 8.580 million compared to the same period last year. The engines for this growth were the EXPRESS and LOGISTICS corporate divisions. Revenues for the MAIL and FINANCIAL SERVICES corporate divisions were maintained at the previous year's level.

In accordance with our internationalization strategy we were able to increase the international share of revenues from 23.8 % to 31.2 %. As planned, we expanded the corporate divisions' share outside of the mail segment in both revenues and the profit from operating activities (EBITA) from respectively 62.4 % to 65.7 % and from 18.9 % to 24.6 %.

The profit from operating activities (EBITA) compared to the first quarter 2000 grew by more than 4 % to € 840 million.

At € 539 million net profit for the period before minority interest, due to a reduction in tax loss carry forwards resulting from the reversal of deferred tax assets not leading to payments, is somewhat less than in the first quarter 2000. Concomitantly, the earnings per share fell from € 0.51 to 0.48.

## 2. Important events

### US Department of Transportation (DOT) ruling in favor of DHL

In October, 2000, UPS had filed a complaint to have the US Department of Transportation rescind the license of DHL Worldwide Express Inc. as a foreign freight forwarder. In addition, FedEx filed a further complaint with the DOT against the alleged foreign control of the majority stake in DHL Airways.

On May 11, 2001, the DOT dismissed both complaints. We welcome this decision because now DHL International can continue the already launched restructuring process in the USA on a firm legal footing and can further expand its leading position in the international express business.

### Extension of exclusive license for the MAIL corporate division

On March 28, 2001, the federal cabinet approved first draft legislation for amending the German Postal Act. The proposed bill would extend the time limit set for giving up the exclusive rights of Deutsche Post to deliver letter items and addressed catalogues up to 200 g, as well as same-content letters up to 50 g, beyond the original December 31, 2002 deadline for another five years to December 31, 2007.

The Upper House of Parliament, the Bundesrat, also did not oppose the decision at its May 11, 2001 session, so that the Lower House of Parliament, the Bundestag, can ratify the letter monopoly extension at the end of June, 2001.

As a result, lawmakers have created the conditions for planning security for investors and the company beyond the year 2002.

# Report by the Board of Management

## **Freight competition proceedings –**

### **The Commission decision of March 20, 2001**

The freight competition proceedings closed on March 20, 2001 with a ruling by the EU Commission. At issue in the proceedings were accusations by UPS that Deutsche Post AG had instigated predatory pricing policies in the business customer parcel market and was financing these by using cross-subsidies from its mail division.

The decision by the EU Commission stated that also for the market segment business-to-consumer – predominately mail-order sales – costs had been covered since 1996 and therefore no cross-subsidies were evident and no predatory pricing policies had been used by Deutsche Post AG.

The EU Commission imposed a fine of € 24 million for implementing inadmissible loyalty rebates for large mail-order customers. Sufficient provisions had been set up in the past to cover this eventuality. Deutsche Post AG immediately terminated these contract provisions at the time the accusations were made.

For transparency reasons Deutsche Post AG agreed to spin off sales and marketing in its parcel service for business customers into an independent legal entity, beginning in 2002. The entire production infrastructure and counter parcel processing will remain with Deutsche Post AG.

We feel our position has been corroborated by the EU Commission ruling. The decision creates more legal security, and in particular, ultimately dissolves any basis for continuing the repeated cross-subsidy accusations.

# Segment Reporting

## Segments by corporate division

| in € millions  | MAIL                    |         | EXPRESS                 |        | LOGISTICS               |        | FINANCIAL SERVICES      |         | Other/<br>Consolidation |        | Group                   |         |
|--|-------------------------|---------|-------------------------|--------|-------------------------|--------|-------------------------|---------|-------------------------|--------|-------------------------|---------|
|  | 1 <sup>st</sup> Quarter |         | 1 <sup>st</sup> Quarter |        | 1 <sup>st</sup> Quarter |        | 1 <sup>st</sup> Quarter |         | 1 <sup>st</sup> Quarter |        | 1 <sup>st</sup> Quarter |         |
|  | 2001                    | 2000    | 2001                    | 2000   | 2001                    | 2000   | 2001                    | 2000    | 2001                    | 2000   | 2001                    | 2000    |
| External revenue   | 2,722                   | 2,731   | 1,488                   | 1,351  | 2,283                   | 1,678  | 1,984                   | 1,995   | 103                     | 36     | 8,580                   | 7,791   |
| Internal revenue   | 347                     | 363     | 71                      | 60     | 51                      | 44     | 1                       | 0       | -470                    | -467   | 0                       | 0       |
| Total revenue  | 3,069                   | 3,094   | 1,559                   | 1,411  | 2,334                   | 1,722  | 1,985                   | 1,995   | -367                    | -431   | 8,580                   | 7,791   |
| Profit from operating activities before amortization of goodwill (EBITA) | 743                     | 749     | 88                      | 43     | 31                      | 20     | 124                     | 111     | -146                    | -117   | 840                     | 806     |
| Amortization of goodwill   | 0                       | 0       | 11                      | 9      | 29                      | 15     | 0                       | 0       | 0                       | 0      | 40                      | 24      |
| Profit from operating activities (EBIT)                                  | 743                     | 749     | 77                      | 34     | 2                       | 5      | 124                     | 111     | -146                    | -117   | 800                     | 782     |
| Profit from associates   | 0                       | 0       | -10                     | -4     | 1                       | 0      | 0                       | 0       | 0                       | 0      | -9                      | -4      |
| Segment assets*  | 5,920                   | 5,586   | 4,441                   | 4,272  | 5,496                   | 5,355  | 130,189                 | 130,130 | 367                     | 513    | 146,413                 | 145,856 |
| Investments in associates*   | 0                       | 0       | 1,144                   | 427    | 33                      | 31     | 0                       | 0       | 0                       | 1      | 1,177                   | 459     |
| Segment liabilities*   | 1,307                   | 1,405   | 931                     | 934    | 2,357                   | 2,213  | 126,882                 | 127,752 | 359                     | 354    | 131,836                 | 132,658 |
| Segment investments  | 67                      | 79      | 90                      | 66     | 63                      | 29     | 92                      | 73      | 23                      | 19     | 335                     | 266     |
| Depreciation and amortization  | 117                     | 118     | 66                      | 60     | 65                      | 39     | 32                      | 31      | 12                      | 12     | 292                     | 260     |
| Other non-cash expenses  | 37                      | 1       | 8                       | 0      | 14                      | -5     | 22                      | 29      | 145                     | 168    | 226                     | 193     |
| Employees**  | 143,852                 | 146,289 | 46,346                  | 45,920 | 43,890                  | 39,695 | 11,823                  | 12,011  | 36,705                  | 37,994 | 282,616                 | 281,909 |

\* The balance sheet items "Segment assets", "Investments in associates" and "Segment liabilities" are disclosed balance sheet date-related at March 31, 2001 respectively December 31, 2000; the other items are disclosed period-related for the first quarter 2000 and 2001.

\*\*The number of employees is the average number for the first quarter 2001 and fiscal year 2000 (part-time employees expressed in FTE's).

## Segments by region

| in € millions       | Germany                 |         | Europe excluding Germany |        | Americas                |       | Asia/Pacific            |      | Other Regions           |      | Group                   |         |
|---------------------|-------------------------|---------|--------------------------|--------|-------------------------|-------|-------------------------|------|-------------------------|------|-------------------------|---------|
|                     | 1 <sup>st</sup> Quarter |         | 1 <sup>st</sup> Quarter  |        | 1 <sup>st</sup> Quarter |       | 1 <sup>st</sup> Quarter |      | 1 <sup>st</sup> Quarter |      | 1 <sup>st</sup> Quarter |         |
|                     | 2001                    | 2000    | 2001                     | 2000   | 2001                    | 2000  | 2001                    | 2000 | 2001                    | 2000 | 2001                    | 2000    |
| External revenue    | 5,899                   | 5,933   | 1,917                    | 1,566  | 539                     | 173   | 203                     | 110  | 22                      | 9    | 8,580                   | 7,791   |
| Segment assets      | 131,708                 | 131,482 | 12,229                   | 12,145 | 1,670                   | 1,724 | 248                     | 269  | 558                     | 236  | 146,413                 | 145,856 |
| Segment investments | 239                     | 146     | 80                       | 59     | 13                      | 16    | 2                       | 12   | 1                       | 33   | 335                     | 266     |

# Segment Reporting

## The MAIL Corporate Division

|  |               | 1 <sup>st</sup> Quarter<br>2001 | 1 <sup>st</sup> Quarter<br>2000 | Change<br>in % | Fiscal year<br>2000 |
|--|---------------|---------------------------------|---------------------------------|----------------|---------------------|
| Total revenue  | in € millions | 3,069                           | 3,094                           | -0.8           | 11,733              |
| Profit from operating activities before amortization of goodwill (EBITA) | in € millions | 743                             | 749                             | -0.8           | 2,004               |
| Return on sales*   | in %          | 24.2                            | 24.2                            |                | 17.1                |
| Investments  | in € millions | 67                              | 79                              | -15.2          | 587                 |
| Segment assets   | in € millions | 5,920                           | 5,586**                         | 6.0            | 5,586               |

\* EBITA/revenue

\*\* As at 12.31.2000

At € 3,069 million, revenues for the MAIL corporate division were slightly below the previous year's level of € 3,094 million, with the revenue increase in the Direct Marketing business division mostly compensating the revenue declines in the Mail Communication business division. The decline for the Mail Communication business division was due to the fact that during the first quarter 2001 there was one work day less than during the comparable previous quarter. Total volume, compared to the same quarter last year, also declined slightly.

The Direct Marketing business division, on the other hand, increased revenues by 8.2 %.

Total expenses declined by € 17.5 million or 0.8 % to € 2,210.8 million. The main reason for this development was a reduction in staff costs of € 21.4 million, as well as a € 47.9 million drop in other operating costs.

The decline in staff costs was largely due to the fact that 950 fewer FTEs were used. Besides, costs were cut in the hiring of approx. 15,000 new employees at lower entry pay.

The profit from operating activities (EBITA) at € 743 million with a return on sales of 24.2 % maintained the level for the same period last year. Compared to the return of 17.1 % for the whole of the fiscal year 2000, it should be taken into account that the first quarter is always a very strong quarter.

Segment investments declined by € 12 million to € 67 million. The reason for this development is the widely implemented and continuing inception of the 2000 Retail Outlet Concept for modernizing Deutsche Post's retail outlets.

For the fiscal year 2001 we are looking to lie at the lower end of an expected 16–18 % EBITA margin for the year. The slight decline in the margin is essentially a result of the use of partial access to services (network access) by customers and competitors which will impact on profit to the tune of € 100 million.

## The EXPRESS Corporate Division

|  |               | 1 <sup>st</sup> Quarter<br>2001 | 1 <sup>st</sup> Quarter<br>2000 | Change<br>in % | Fiscal year<br>2000 |
|--|---------------|---------------------------------|---------------------------------|----------------|---------------------|
| Total revenue  | in € millions | 1,559                           | 1,411                           | 10.5           | 6,022               |
| Profit from operating activities before amortization of goodwill (EBITA) | in € millions | 88                              | 43                              | 104.7          | 76                  |
| Return on sales*   | in %          | 5.6                             | 3.0                             |                | 1.3                 |
| Investments  | in € millions | 90                              | 66                              | 36.4           | 545                 |
| Segment assets   | in € millions | 4,441                           | 4,272**                         | 4.0            | 4,272               |

\* EBITA/revenue

\*\* As at 12.31.2000

Revenues for the EXPRESS corporate division grew in the first quarter 2001 by 10.5 % compared to a year earlier from € 1,411 million to € 1,559 million. 4.5 % of this increase is a direct result of organic growth to which all business divisions were able to contribute.

At Express Germany revenues increased 3.4 % compared to a year earlier. This development is based for the most part on the good business generated by the domestic parcel sector. Sales and price increases prevailed here in the business customer segment.

In the Express Europe business division the revenue growth of 14.7 % compared to the first quarter 2000 was primarily acquisition-related because of the initial consolidation of the foreign trans-o-flex subsidiaries and SAV in Italy. In addition, there were positive revenue impulses from Italy, Spain and Britain.

Global Mail reported revenue growth of 19.1 % in the first quarter 2001 compared to the same period a year earlier. This was due to rising demand for cross-border mail products. The favorable new terminal dues rates of the REIMS II agreement also had a positive effect.

Profit from operating activities (EBITA) at the EXPRESS corporate division doubled for the comparison period to € 88 million. The reasons for this are the increase in average revenue for the Express Germany business division and the good income and cost situation at the Global Mail business division. As a result, the return on sales increased in the first quarter 2001 from 3.0 % to 5.6 % compared to the year earlier period.

The sum of investments made in the first quarter 2001 grew in comparison to the previous year by € 24 million to € 90 million due to the renewal of the vehicle fleet in the Express Germany business division.

# Segment Reporting

Segment assets rose as a result of the higher current assets compared to the same period a year ago by 4 % to € 4,441 million.

In the course of 2001 we expect that the growth trend in all three business divisions will continue. Key factors for further revenue growth will be our new products on the one hand which are established in the market, and on the other hand our intensified market presence through the opening of additional sales offices for our Global Mail activities. In addition, in 2001 we will also profit from an increase in cross-border business.

From the current perspective, profit from operating activities (EBITA) in 2001, compared to the same period last year, will increase markedly. Contributing factors here will be the expected decline in staff costs. Furthermore, we expect growing synergy effects for both the income and expenditure side from the integration of our European networks.

In the fiscal year 2000, we achieved a return on sales of 1.3 %. For the full fiscal year 2001 we expect a clear increase. The planned return on sales target of between 2.6 % and 3.0 %, however, will fall slightly short due to the one-time expenses resulting from the EU-prescribed spin-off into a new company of the sales business for German business parcels.

Within the Group, DHL International covers the business segment Worldwide Express. DHL is the global market leader in the cross-border express business. We currently hold a 46.3 % share in DHL International. Due to pending approvals under antitrust law in some countries, the purchase of an additional 4.3 % has not yet been completed. In the first quarter of 2001, DHL International, the non-U.S. part of DHL, increased revenues by 11.4 %. DHL International expects a return on sales of 3 % for the fiscal year 2001.

## The LOGISTICS Corporate Division

|  | 1 <sup>st</sup> Quarter<br>2001 | 1 <sup>st</sup> Quarter<br>2000 | Change<br>in % | Fiscal year<br>2000 |
|--|---------------------------------|---------------------------------|----------------|---------------------|
| Total revenue  | 2,334                           | 1,722                           | 35.5           | 8,289               |
| Profit from operating activities before amortization of goodwill (EBITA) | 31                              | 20                              | 55.0           | 113                 |
| Return on sales*   | 1.3                             | 1.2                             |                | 1.4                 |
| Investments  | 63                              | 29                              | 117.2          | 1,665               |
| Segment assets   | 5,496                           | 5,355**                         | 2.6            | 5,355               |

\* EBITA/revenue

\*\*As at 12.31.2000



Revenues for the LOGISTICS corporate division rose for the first quarter of 2001 compared to the same period a year ago by about 36 % to € 2,334 million. This is a result in nearly equal parts of the consolidation of AEI as well as of the organic growth in all three business units. AEI was acquired, effective March 1, 2000, and a full integration is expected to be completed by the end of 2002.

The increase in revenues in the Solutions Business Unit was carried by the successful market segment strategy. Strong growth was achieved in particular in such key segments as electronics and telecommunications.

It was possible to expand the Intercontinental Business Unit due to the integration of AEI as well as through the development of its existing business activities, in particular in the area of air freight.

The increase in revenues for the Eurocargo Business Unit reflected overall market growth.

Profit from operating activities (EBITA) improved in the first quarter of 2001 by 55 % to € 31 million. This positive development is the result of business growth and the implementation of synergy effects.

Investments doubled in the first quarter 2001 to € 63 million compared to € 29 million for the same period a year ago. This was primarily due to the acquisition of AEI. Another reason for the increase is the growth in all three business units which made additional investments necessary.

The increase in segment assets by 2.6 %, from € 5,355 million to € 5,496 million, also was a result of increased business volume.

We expect another increase in revenues for the full fiscal year 2001 in comparison to last year. The cause here is the full-year effect from integrating acquisitions, revenue synergies and increased shipping tariffs.

Through the realization of synergies, profit from operating activities (EBITA) are expected to increase significantly for the full fiscal year 2001. However, since the LOGISTICS corporate division is the division most dependent on the U.S. market, we must expect that the slower economic growth in that market will make itself felt. We expect the EBITA margin to improve as compared to the previous year (1.4 %), but do not think the target range of 2.5 %–2.9 % can be achieved.

# Segment Reporting

## The FINANCIAL SERVICES Corporate Division

|  |               | 1 <sup>st</sup> Quarter<br>2001 | 1 <sup>st</sup> Quarter<br>2000 | Change<br>in % | Fiscal year<br>2000 |
|--|---------------|---------------------------------|---------------------------------|----------------|---------------------|
| Revenue and income from banking transactions                             | in € millions | 1,985                           | 1,995                           | -0.5           | 7,990               |
| Profit from operating activities before amortization of goodwill (EBITA) | in € millions | 124                             | 111                             | 11.7           | 505                 |
| Investments  | in € millions | 92                              | 73                              | 26.0           | 289                 |
| Segment assets   | in € millions | 130,189                         | 130,130*                        | 0.0            | 130,130             |

\*As at 12.31.2000

Representation of the FINANCIAL SERVICES corporate division follows in the industry format. Revenue declined compared to last year's figures for the same period by € 10 million. Commensurate with the accounting procedures of industrial companies, the revenue listed here includes the entire interest and commission income independent of the refinancing costs or commission expenses.

Compared to the same period a year ago, interest income declined due to lower interest rates. Commission and trading income, however, increased by € 21 million. Interest expenses included in material expense also declined. The net income from the banking business (net interest income, net commission income, trading profit) improved by 8.7 % compared to the previous year's period. Net interest income increased € 26 million, net commission income and trading profit rose € 17 million. Other expenses (provisions for credit risks, staff costs and material expense and account

balance from other income and expenses) grew by 7.5 %. This growth also resulted from the start of operative business activities at the Postbank subsidiaries Postbank EasyTrade.AG and Postbank Systems AG in the second half of 2000. For this reason, profit from operating activities (EBITA) increased 11.7 %. Investing activities, compared to a year ago, were expanded. This time the focus was put on developing further a standard banking software together with the SAP company as well as on other IT developments. Segment assets have remained nearly unchanged since December 31, 2000.

Revenues for the full year 2001 in the FINANCIAL SERVICES corporate division are likely to be minimally below the figures for the previous year. Nevertheless, we expect the full year's profits from operating activities (EBITA) to surpass last year's figures.

# Income Statement

## For the period January 1 to March 31

in € millions

|   | Deutsche Post<br>World Net<br>2001 | Deutsche Post<br>World Net<br>2000 |
|---|------------------------------------|------------------------------------|
| Revenue and income from banking transactions                                    | 8,580                              | 7,791                              |
| Other operating income  | 280                                | 172                                |
| <b>Total operating income</b>   | <b>8,860</b>                       | <b>7,963</b>                       |
| Material expense and expenses from banking transactions                         | -3,931                             | -3,540                             |
| Staff costs   | -2,825                             | -2,662                             |
| Depreciation and amortization excluding amortization of goodwill                | -252                               | -236                               |
| Other operating expenses  | -1,012                             | -719                               |
| <b>Total operating expenses excluding amortization of goodwill</b>              | <b>-8,020</b>                      | <b>-7,157</b>                      |
| <b>Profit from operating activities before amortization of goodwill (EBITA)</b> | <b>840</b>                         | <b>806</b>                         |
| Amortization of goodwill  | -40                                | -24                                |
| <b>Profit from operating activities (EBIT)</b>                                  | <b>800</b>                         | <b>782</b>                         |
| Profit (losses) from associates   | -9                                 | -4                                 |
| Other financial results   | -62                                | -45                                |
| <b>Financial results</b>  | <b>-71</b>                         | <b>-49</b>                         |
| <b>Profit from ordinary activities</b>  | <b>729</b>                         | <b>733</b>                         |
| Income taxes  | -190                               | -160                               |
| <b>Net profit for the period before minority interest</b>                       | <b>539</b>                         | <b>573</b>                         |
| Minority interest   | -3                                 | -2                                 |
| <b>Net profit for the period</b>  | <b>536</b>                         | <b>571</b>                         |
|   | €                                  | €                                  |
| Undiluted earnings per share  | 0.48                               | 0.51                               |
| Diluted earnings per share  | 0.48                               | 0.51                               |

# Balance Sheet

**As at March 31**

## Assets

in € millions

|  | Deutsche Post<br>World Net<br>03.31.2001 | Deutsche Post<br>World Net<br>12.31.2000 |
|--|--|--|
| <b>Non-current assets</b>                          |  |  |
| Intangible assets                                  | 1,548                                    | 1,482                                    |
| Property, plant and equipment                      | 8,815                                    | 8,987                                    |
| Financial assets                                   |  |  |
| Investments in associates                          | 1,177                                    | 459                                      |
| Other financial assets                             | 156                                      | 153                                      |
|  | 1,333                                    | 612                                      |
|  | <b>11,696</b>                            | <b>11,081</b>                            |
| <b>Current assets</b>                              |  |  |
| Inventories  | 150                                      | 169                                      |
| Receivables and other assets                       | 6,961                                    | 6,697                                    |
| Receivables and securities from financial services | 128,989                                  | 128,577                                  |
| Securities   | 36                                       | 32                                       |
| Cash and cash equivalents                          | 1,575                                    | 1,906                                    |
|  | <b>137,711</b>                           | <b>137,381</b>                           |
| <b>Deferred tax assets</b>                         | <b>1,649</b>                             | <b>1,818</b>                             |
|  | <b>151,056</b>                           | <b>150,280</b>                           |

## Equity and liabilities

in € millions

|  | Deutsche Post<br>World Net<br>03.31.2001 | Deutsche Post<br>World Net<br>12.31.2000 |
|--|--|--|
| <b>Equity</b>  |  |  |
| Issued capital   | 1,113                                    | 1,113                                    |
| Reserves   | 2,924                                    | 1,376                                    |
| Net profit for the period                                  | 536                                      | 1,512                                    |
|  | <b>4,573</b>                             | <b>4,001</b>                             |
| <b>Minority interest</b>                                   | <b>81</b>                                | <b>79</b>                                |
| <b>Provisions</b>  |  |  |
| Provisions for retirement benefits and similar obligations | 6,737                                    | 6,720                                    |
| Tax provisions   | 1,274                                    | 1,352                                    |
| Other provisions   | 3,036                                    | 3,035                                    |
|  | <b>11,047</b>                            | <b>11,107</b>                            |
| <b>Liabilities</b>   |  |  |
| Borrowings   | 3,483                                    | 2,413                                    |
| Trade payables   | 2,676                                    | 2,600                                    |
| Liabilities from financial services                        | 124,201                                  | 125,370                                  |
| Other liabilities  | 4,995                                    | 4,710                                    |
|  | <b>135,355</b>                           | <b>135,093</b>                           |
|  | <b>151,056</b>                           | <b>150,280</b>                           |

# Cash Flow Statement

For the period January 1 to March 31

in € millions

|  | Deutsche Post<br>World Net<br>2001 | Deutsche Post<br>World Net<br>2000 |
|--|------------------------------------|------------------------------------|
| Net profit before taxation   | 729                                | 733                                |
| Proceeds from the disposal of non-current assets                   | 26                                 | -9                                 |
| Depreciation of non-current assets                                 | 302                                | 264                                |
| Non-cash income and expenses                                       | -199                               | 41                                 |
| Interest income  | 60                                 | 46                                 |
| <b>Operating profit before working capital changes/cash flow I</b> | <b>918</b>                         | <b>1,075</b>                       |
| Changes in current assets and liabilities                          |                                    |                                    |
| Inventories  | 19                                 | 12                                 |
| Receivables and other assets                                       | -280                               | -3,157                             |
| Securities   | -4                                 | -5                                 |
| Receivables/liabilities from financial services                    | -1,419                             | -305                               |
| Provisions   | -45                                | 555                                |
| Liabilities and other items  | 348                                | 798                                |
| <b>Cash outflow for operations/cash flow II</b>                    | <b>-463</b>                        | <b>-1,027</b>                      |
| Interest paid  | -62                                | -39                                |
| Interest received  | 5                                  | 2                                  |
| Taxes paid   | -36                                | -41                                |
| <b>Cash outflow for operating activities/cash flow III</b>         | <b>-556</b>                        | <b>-1,105</b>                      |
| Cash received from disposal of non-current assets                  |                                    |                                    |
| Sales of companies   | 0                                  | 0                                  |
| Other non-current assets   | 246                                | 65                                 |
|  | <b>246</b>                         | <b>65</b>                          |
| Cash paid for investments in non-current assets                    |                                    |                                    |
| Acquisition of companies   | -727                               | -26                                |
| Other non-current assets   | -364                               | -185                               |
|  | <b>-1,091</b>                      | <b>-211</b>                        |
| <b>Cash outflow for investing activities</b>                       | <b>-845</b>                        | <b>-146</b>                        |
| Cash received from borrowings                                      | 1,167                              | 1,258                              |
| Repayments of borrowings   | -94                                | -70                                |
| Dividends and other payments to shareholders                       | -3                                 | 0                                  |
| <b>Cash inflow from financing activities</b>                       | <b>1,070</b>                       | <b>1,188</b>                       |
| Change in cash and cash equivalents                                | -331                               | -63                                |
| Cash and cash equivalents as at January 1                          | 1,906                              | 1,877                              |
| <b>Cash and cash equivalents as at March 31</b>                    | <b>1,575</b>                       | <b>1,814</b>                       |

# Statement of Changes in Equity

For the period January 1 to March 31

| in € millions                                    | Reserves       |                 |                   | Net profit for the period | Total equity |
|--|----------------|-----------------|-------------------|---------------------------|--------------|
|  | Issued capital | Capital reserve | Retained earnings |                           |              |
| As at 01.01.2000                                 | 1,094          | 376             | 70                | 1,024                     | 2,564        |
| Capital transactions with shareholder            |                |                 |                   |                           |              |
| Other changes in equity not affecting net profit |                |                 | 13                |                           | 13           |
| Profit related changes in equity                 |                |                 | 1,024             | -453                      | 571          |
| As at 03.31.2000                                 | 1,094          | 376             | 1,107             | -571                      | 3,148        |
| As at 01.01.2001                                 | 1,113          | 296             | 1,080             | 1,512                     | 4,001        |
| Capital transactions with shareholder            |                |                 |                   |                           |              |
| Other changes in equity not affecting net profit |                | 5               | 31                |                           | 36           |
| Profit related changes in equity                 |                |                 | 1,512             | -976                      | 536          |
| As at 03.31.2001                                 | 1,113          | 301             | 2,623             | 536                       | 4,573        |

# A look ahead

## **A look ahead**

For the current year we will continue implementing our internationalization strategy.

The integration of acquisitions will continue as planned. In doing so, this will bring about income and expenditure synergies. For the full year 2001, we are confident that we can further increase revenues and profit from operating activities (EBITA) as planned compared to last year.

The net profit for the period before minority interest will remain at the same level as last year's.



# Income Statement (Postbank at Equity)

For the period January 1 to March 31

in € millions

|   | Deutsche Post<br>World Net<br>(Postbank at<br>Equity)<br>2001 | Deutsche Post<br>World Net<br>(Postbank at<br>Equity)<br>2000 |
|---|---|---|
| Revenue   | 6,739   | 6,060   |
| Other operating income  | 218   | 79  |
| <b>Total operating income</b>   | <b>6,957</b>  | <b>6,139</b>  |
| Material expense  | -2,447  | -1,986  |
| Staff costs   | -2,677  | -2,510  |
| Depreciation and amortization excluding amortization of goodwill                | -220  | -205  |
| Other operating expenses  | -899  | -764  |
| <b>Total operating expenses excluding amortization of goodwill</b>              | <b>-6,243</b>   | <b>-5,465</b>   |
| <b>Profit from operating activities before amortization of goodwill (EBITA)</b> | <b>714</b>  | <b>674</b>  |
| Amortization of goodwill  | -40   | -24   |
| <b>Profit from operating activities (EBIT)</b>                                  | <b>674</b>  | <b>650</b>  |
| Profit (losses) from associates   | -9  | -4  |
| Profit from equity valuation Postbank group                                     | 100   | 104   |
| Other financial results   | -62   | -45   |
| <b>Financial results</b>  | <b>29</b>   | <b>55</b>   |
| <b>Profit from ordinary activities</b>  | <b>703</b>  | <b>705</b>  |
| Income taxes  | -164  | -132  |
| <b>Net profit for the period before minority interest</b>                       | <b>539</b>  | <b>573</b>  |
| Minority interest   | -3  | -2  |
| <b>Net profit for the period</b>  | <b>536</b>  | <b>571</b>  |

# Balance Sheet (Postbank at Equity)

As at March 31

## Assets

in € millions

|                               | Deutsche Post<br>World Net<br>(Postbank at<br>Equity)<br>03.31.2001 | Deutsche Post<br>World Net<br>(Postbank at<br>Equity)<br>12.31.2000 |
|-------------------------------|---|---|
| <b>Non-current assets</b>     |   |   |
| Intangible assets             | 3,144   | 3,133   |
| Property, plant and equipment | 7,708   | 7,924   |
| Financial assets              |   |   |
| Investments in associates     | 1,177   | 460   |
| Investments in Postbank group | 3,014   | 2,915   |
| Other financial assets        | 132   | 130   |
|                               | 4,323   | 3,505   |
|                               | <b>15,175</b>   | <b>14,562</b>   |
| <b>Current assets</b>         |   |   |
| Inventories                   | 147   | 169   |
| Receivables and other assets  | 5,722   | 4,852   |
| Securities                    | 36  | 32  |
| Cash and cash equivalents     | 673   | 513   |
|                               | <b>6,578</b>  | <b>5,566</b>  |
|                               |   |   |
| <b>Deferred tax assets</b>    | <b>898</b>  | <b>1,056</b>  |
|                               | <b>22,651</b>   | <b>21,184</b>   |

## Equity and liabilities

in € millions

|  | Deutsche Post<br>World Net<br>(Postbank at<br>Equity)<br>03.31.2001 | Deutsche Post<br>World Net<br>(Postbank at<br>Equity)<br>12.31.2000 |
|--|---|---|
| <b>Equity</b>  |   |   |
| Issued capital   | 1,113   | 1,113   |
| Reserves   | 2,924   | 1,376   |
| Net profit for the period                                  | 536   | 1,512   |
|  | <b>4,573</b>  | <b>4,001</b>  |
| <b>Minority interest</b>                                   | <b>17</b>   | <b>15</b>   |
| <b>Provisions</b>  |   |   |
| Provisions for retirement benefits and similar obligations | 6,210   | 6,192   |
| Tax provisions   | 471   | 559   |
| Other provisions   | 2,745   | 2,771   |
|  | <b>9,426</b>  | <b>9,522</b>  |
| <b>Liabilities</b>   |   |   |
| Borrowings   | 3,526   | 2,555   |
| Trade payables   | 2,600   | 2,476   |
| Other liabilities  | 2,509   | 2,615   |
|  | <b>8,635</b>  | <b>7,646</b>  |
|  | <b>22,651</b>   | <b>21,184</b>   |

# Cash Flow Statement (Postbank at Equity)

For the period January 1 to March 31

in € millions

|  | Deutsche Post<br>World Net<br>(Postbank at<br>Equity)<br>2001 | Deutsche Post<br>World Net<br>(Postbank at<br>Equity)<br>2000 |
|--|---|---|
| Net profit before taxation   | 703   | 705   |
| Proceeds from the disposal of non-current assets                   | 25  | –9  |
| Depreciation of non-current assets                                 | 271   | 233   |
| Non-cash income and expenses                                       | –85   | –104  |
| Interest income  | 60  | 46  |
| <b>Operating profit before working capital changes/cash flow I</b> | <b>974</b>  | <b>871</b>  |
| Changes in current assets and liabilities                          |   |   |
| Inventories  | 22  | 15  |
| Receivables and other assets                                       | –886  | –2,211  |
| Securities   | –4  | –5  |
| Provisions   | –67   | –136  |
| Liabilities and other items  | 6   | 119   |
| <b>Cash inflow (1999: outflow) from operations/cash flow II</b>    | <b>45</b>   | <b>–1,347</b>   |
| Interest paid  | –62   | –40   |
| Interest received  | 5   | 1   |
| Taxes paid   | –35   | –42   |
| <b>Cash outflow for operating activities/cash flow III</b>         | <b>–47</b>  | <b>–1,428</b>   |
| Cash received from disposal of non-current assets                  |   |   |
| Sales of companies   | 0   | 0   |
| Other non-current assets   | 245   | 58  |
|  | 245   | 58  |
| Cash paid for investments in non-current assets                    |   |   |
| Acquisition of companies   | –727  | –11   |
| Other non-current assets   | –282  | –199  |
|  | –1,009  | –210  |
| <b>Cash outflow for investing activities</b>                       | <b>–764</b>   | <b>–152</b>   |
| Cash received from borrowings                                      | 1,167   | 1,578   |
| Repayments of borrowings   | –193  | –69   |
| Dividends and other payments to shareholders                       | –3  | 0   |
| <b>Cash inflow from financing activities</b>                       | <b>971</b>  | <b>1,509</b>  |
| Change in cash and cash equivalents                                | 160   | –71   |
| Cash and cash equivalents as at January 1                          | 513   | 496   |
| <b>Cash and cash equivalents as at March 31</b>                    | <b>673</b>  | <b>425</b>  |

# Additional information

## 1. Accounting principles

The present consolidated interim financial statements of Deutsche Post World Net as at March 31, 2001 were prepared in accordance with the International Accounting Standards (IAS) issued by the International Accounting Standards Committee (IASC), as interpreted by the Standing Interpretations Committee (SIC). Application of these accounting standards at the closing date is mandatory.

The accounting and valuation policies and the explanations and disclosures are consistent with those used in the consolidated financial statements for the 2000 fiscal year.

For further information, we refer to the consolidated financial statements for the year ended December 31, 2000 which form the basis for these interim financial statements.

## 2. The consolidated Group

In addition to Deutsche Post AG, the interim financial statements as at March 31, 2000 include:

|  | 03.31.2001 | 12.31.2000 |
|--|------------|------------|
| <b>Number of fully consolidated companies</b>                |            |            |
| Domestic   | 85         | 88         |
| International  | 316        | 316        |
| <b>Number of proportionately consolidated joint ventures</b> |            |            |
| Domestic   | 2          | 2          |
| International  | 39         | 41         |
| <b>Number of companies accounted for at equity</b>           |            |            |
| Domestic   | 6          | 6          |
| International  | 31         | 32         |

# Financial calendar 2001

|                   |   |
|-------------------|---|
| June 27, 2001     | Deutsche Post AG Shareholders' Meeting, Kölnarena, Köln-Deutz |
| August 21, 2001   | Analysts' conference in Bonn/Half-year figures                |
| August 21, 2001   | Press conference in Bonn                                      |
| November 08, 2001 | Analysts' conference call/Third-quarter figures               |

Subject to correction – changes may be made at short notice.

## Imprint

Published by:

Deutsche Post AG, Headquarters

Corporate Departments:

Corporate Finance/Investor Relations, Corporate Communications

53250 Bonn

Germany

Responsible for content:

Dr. Bernd Boecken

Coordination/Editors:

Hans Richard Schmitz,

Kathrin Engländer

Translation: Deutsche Post Foreign Language Service et al.

This interim report is also published in German.

Deutsche Post AG  
Headquarters  
Corporate Finance/Investor Relations

53250 Bonn  
Germany

For information on *AKTIE GELB*  
please e-mail [dergelbedraht@deutschepost.de](mailto:dergelbedraht@deutschepost.de)

Investor Relations:  
Tel.: +49 (0) 228 182-64 61  
Fax: +49 (0) 228 182-66 64  
E-Mail: [ir@deutschepost.de](mailto:ir@deutschepost.de)

Press Office:  
Tel.: +49 (0) 228 182-99 88  
Fax: +49 (0) 228 182-98 80  
E-Mail: [pressestelle@deutschepost.de](mailto:pressestelle@deutschepost.de)

Deutsche Post World Net online:  
[www.dpwn.de](http://www.dpwn.de)

As at: 05/2001  
Mat. No. 675-200-097