

THIRD QUARTER RESULTS

“ Continued execution of our strategies is producing strong earnings growth and margin improvement across our company. We expect demand for our unmatched e-commerce and international express solutions to remain very high for the foreseeable future. ”

— **FREDERICK W. SMITH**
FedEx Chairman and Chief Executive Officer

Performance Metrics

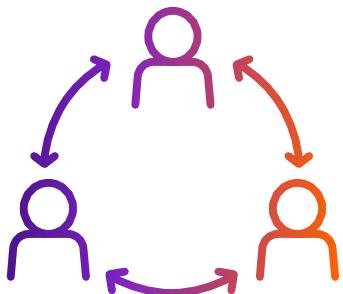
TOTAL REVENUE	OPERATING MARGIN	NET INCOME	EARNINGS PER SHARE
\$21.5 _B	4.7%	\$892 _M	\$3.30
▲ 23% YoY	▲ 230 bp YoY	▲ 183% YoY	▲ 175% YoY

Key Takeaways



COMPETE COLLECTIVELY

- **Strong financial results** point to a solid strategy and continued focus on operational flexibility.
- **Goal to achieve carbon neutrality** by 2040 builds on longstanding commitment to sustainability across our operations through investments in long-term, transformative solutions for FedEx and our industry.
- **Historic effort to distribute vaccines** and critical supplies throughout the U.S., Canada, and more than 20 countries around the world.
- **Record quarterly seven-day residential delivery volume growth** reflects clear differentiation in growing e-commerce market.



OPERATE COLLABORATIVELY

- **Tremendous peak average daily volume growth** achieved year-over-year while balancing surging e-commerce deliveries and top-priority vaccine shipments across our networks.
- Freight has delivered **more than 1.75M shipments for Ground** this fiscal year where none were delivered prior to May 2020.
- **New service capabilities** launching in Q4 including FedEx International Priority Express and FedEx International Connect Plus will provide international customers two premium services in Europe.



INNOVATE DIGITALLY

- **Moving the world forward** leveraging unique temperature-controlled solutions, real-time monitoring, intervention capabilities, and a peerless physical network.
- **Empowering e-commerce customers of all sizes** with a portfolio of e-commerce solutions that is growing volume by double digits YTD in FY21.
- **Launched a new organization** focused on harnessing the power of the rich FedEx data ecosystem to transform the digital and physical customer experience.