

KEY FIGURES

EUR m	H1 2015 ¹	H1 2016	Change			
			%	EUR m	Q2 2015 ¹	Q2 2016
Revenue	1,175.0	1,071.1	-8.8%	-103.9	575.1	478.3
Revenue without trans-o-flex	930.4	936.3	0.6%	5.8	456.2	466.6
thereof Mail & Branch Network Division	738.0	736.8	-0.2%	-1.3	360.5	366.3
thereof Parcel & Logistics Division	436.9	334.3	-23.5%	-102.6	214.5	112.1
thereof Corporate	0.1	0.0	-	0.0	0.0	0.0
Other operating income	32.8	36.2	10.4%	3.4	16.4	12.7
Raw materials, consumables and services used	-360.0	-286.3	20.5%	73.7	-177.5	-103.1
Staff costs	-551.8	-545.3	1.2%	6.5	-270.1	-258.8
Other operating expenses	-156.0	-139.1	10.8%	16.9	-79.7	-61.9
Results from financial assets accounted for using the equity method	-0.2	0.6	>100.0%	0.8	0.4	0.5
Earnings before interest, tax, depreciation and amortisation (EBITDA)	139.7	137.2	-1.8%	-2.6	64.6	67.8
Depreciation, amortisation and impairments	-43.2	-38.5	10.8%	4.7	-22.0	-20.2
Earnings before interest and tax (EBIT)	96.5	98.6	2.2%	2.1	42.6	47.6
thereof Mail & Branch Network Division	145.4	143.2	-1.5%	-2.2	68.8	71.7
thereof Parcel & Logistics Division	12.5	16.9	35.4%	4.4	5.3	9.2
thereof Corporate/Consolidation	-61.4	-61.5	-0.2%	-0.1	-31.5	-33.2
Other financial result	3.4	-0.5	<-100.0%	-3.9	-0.1	-0.3
Earnings before tax (EBT)	99.9	98.1	-1.7%	-1.7	42.5	47.3
Income tax	-22.5	-24.4	-8.3%	-1.9	-8.9	-12.2
Profit for the period	77.4	73.8	-4.7%	-3.6	33.6	35.1
Earnings per share (EUR) ²	1.14	1.09	-4.6%	-0.05	0.50	0.52
Cash flow from operating activities	107.7	109.3	1.6%	1.7	48.1	49.3
Investments in property, plant and equipment (CAPEX)	-32.0	-38.5	-20.4%	-6.5	-16.2	-21.4
Free cash flow before acquisitions/securities	137.7	72.1	-47.7%	-65.7	33.2	29.7

¹ The presentation of revenue in the Parcel & Logistics Division was adjusted. Exported services are recognised according to the net method (previously reported as revenue and expenses for services used).

² Undiluted earnings per share in relation to 67,552,638 shares

