

## KEY FIGURES

EUR m	H1 2014	H1 2015	Change		Q2 2014	Q2 2015
			%	EUR m		
<b>Revenue</b>	<b>1,171.9</b>	<b>1,178.9</b>	<b>0.6%</b>	<b>7.0</b>	<b>573.5</b>	<b>577.0</b>
thereof Mail & Branch Network Division <sup>1</sup>	740.9	738.0	-0.4%	-2.9	362.2	360.5
thereof Parcel & Logistics Division <sup>1</sup>	430.5	440.9	2.4%	10.3	211.0	216.4
thereof Corporate <sup>1</sup>	0.4	0.1	-86.9%	-0.4	0.2	0.0
Other operating income	32.5	32.8	0.9%	0.3	15.9	16.4
Raw materials, consumables and services used	-362.8	-364.0	-0.3%	-1.1	-179.0	-179.5
Staff costs	-551.7	-551.8	-0.0%	-0.1	-271.1	-270.1
Other operating expenses	-143.7	-156.0	-8.6%	-12.3	-72.2	-79.7
Results from financial assets accounted for using the equity method	-1.1	-0.2	80.8%	0.9	-0.7	0.4
<b>Earnings before interest, tax, depreciation and amortisation (EBITDA)</b>	<b>145.1</b>	<b>139.7</b>	<b>-3.7%</b>	<b>-5.4</b>	<b>66.3</b>	<b>64.6</b>
Depreciation, amortisation and impairments	-46.3	-43.2	6.6%	3.1	-25.7	-22.0
<b>Earnings before interest and tax (EBIT)</b>	<b>98.8</b>	<b>96.5</b>	<b>-2.3%</b>	<b>-2.3</b>	<b>40.6</b>	<b>42.6</b>
thereof Mail & Branch Network Division	138.9	145.4	4.7%	6.5	60.9	68.8
thereof Parcel & Logistics Division	12.1	12.5	3.0%	0.4	6.6	5.3
thereof Corporate/Consolidation	-52.2	-61.4	-17.6%	-9.2	-27.0	-31.5
Other financial result	-1.8	3.4	>100%	5.2	-1.1	-0.1
<b>Earnings before tax (EBT)</b>	<b>97.0</b>	<b>99.9</b>	<b>3.0%</b>	<b>2.9</b>	<b>39.5</b>	<b>42.5</b>
Income tax	-23.4	-22.5	4.0%	0.9	-9.7	-8.9
<b>Profit for the period</b>	<b>73.6</b>	<b>77.4</b>	<b>5.2%</b>	<b>3.9</b>	<b>29.9</b>	<b>33.6</b>
Earnings per share (EUR) <sup>2</sup>	1.08	1.14	5.4%	0.06	0.44	0.50
<b>Cash flow from operating activities</b>	<b>95.9</b>	<b>107.7</b>	<b>12.3%</b>	<b>11.8</b>	<b>45.3</b>	<b>48.1</b>
Investments in property, plant and equipment (CAPEX)	-22.2	-32.0	-43.9%	-9.8	-11.1	-16.2
Free cash flow before acquisitions/securities	70.5	137.7	95.4%	67.3	32.5	33.2

<sup>1</sup> The presentation of revenue was adjusted so that cross-segment business relationships among subsidiaries or between subsidiaries and Austrian Post are no longer included in the revenue with third parties (formerly external sales).

<sup>2</sup> Undiluted earnings per share in relation to 67,552,638 shares