

KEY FIGURES

EUR m	Q1 2017 ¹	Q1 2018	Change %	EUR m
Revenue	488.7	490.6	0.4%	2.0
Mail & Branch Network	372.6	359.6	-3.5%	-13.0
Parcel & Logistics	117.1	132.2	12.9%	15.2
Corporate/Consolidation	-1.0	-1.2	-17.3%	-0.2
Other operating income	14.8	34.6	>100%	19.9
Raw materials, consumables and services used	-99.9	-103.9	-4.0%	-4.0
Staff costs	-263.0	-274.0	-4.2%	-11.0
Other operating expenses	-62.3	-70.3	-12.9%	-8.0
Results from financial assets accounted for using the equity method	-0.5	-0.6	-12.5%	-0.1
EBITDA	77.7	76.5	-1.6%	-1.3
Depreciation, amortisation and impairment losses	-23.4	-19.8	15.5%	3.6
EBIT	54.4	56.7	4.3%	2.3
Mail & Branch Network	74.0	73.6	-0.6%	-0.4
Parcel & Logistics	9.4	10.9	15.6%	1.5
Corporate/Consolidation	-29.1	-27.8	4.5%	1.3
Other financial result	-0.1	1.7	>100%	1.8
Earnings before tax	54.2	58.4	7.7%	4.2
Income tax	-13.8	-16.5	-19.7%	-2.7
Profit for the period	40.4	41.8	3.5%	1.4
Earnings per share (EUR) ²	0.60	0.62	3.5%	0.02
Cash flow from operating activities	61.8	175.9	>100%	114.1
Investment in property, plant and equipment (CAPEX)	-14.8	-41.0	<-100%	-26.2
Free cash flow	30.2	134.2	>100%	104.0
Operating free cash flow³	55.2	55.1	-0.2%	-0.1

¹ Adjustment of revenue in segment reporting

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

³ Q1 2018: Free cash flow before acquisitions/securities and Growth CAPEX, excluding special effects of EUR 95.9m as a result of the termination of the cooperation agreement with BAWAG P.S.K.; Q1 2017: Free cash flow before acquisitions/securities and new corporate headquarters

