

OVERVIEW OF KEY INDICATORS

EUR m			Change				
	2013	2014	%	EUR m	Q4 2013	Q4 2014	
Revenue	2,366.8	2,370.5	0.2%	3.7	632.6	637.9	
thereof Mail & Branch Network Division ¹	1,510.3	1,487.7	-1.5%	-22.6	402.9	402.0	
thereof Parcel & Logistics Division ¹	855.6	882.0	3.1%	26.4	229.4	235.6	
thereof Corporate/Consolidation ¹	0.9	0.8	-11.0%	-0.1	0.3	0.2	
Other operating income	69.7	134.4	92.9%	64.8	19.5	84.3	
Raw materials, consumables and services used	-753.3	-744.5	-1.2%	-8.8	-196.7	-199.1	
Staff costs	-1,073.5	-1,109.5	3.4%	36.0	-289.2	-294.1	
Other operating expenses	-298.6	-317.0	6.2%	18.4	-82.6	-96.8	
Results from financial assets accounted for using the equity method	-6.6	-0.1	98.3%	6.4	-1.7	1.4	
Earnings before interest, tax, depreciation and amortisation (EBITDA)	304.5	333.8	9.6%	29.3	81.9	133.6	
Depreciation and amortisation	-83.5	-84.9	1.7%	1.4	-21.1	-22.2	
Impairments	-35.1	-52.0	48.4%	17.0	-6.4	-47.1	
Earnings before interest and tax (EBIT)	186.0	196.9	5.9%	10.9	54.4	64.2	
thereof Mail & Branch Network Division	281.8	270.0	-4.2%	-11.8	73.0	74.5	
thereof Parcel & Logistics Division	-4.9	-19.5	<-100%	-14.6	9.4	-38.1	
thereof Corporate/Consolidation	-90.9	-53.6	41.1%	37.3	-28.1	27.9	
Other financial result	-14.8	-2.8	80.7%	11.9	-12.0	-0.4	
Earnings before tax (EBT)	171.2	194.0	13.3%	22.8	42.5	63.8	
Income tax	-47.2	-47.2	0.0%	0.0	-23.3	-16.8	
Profit for the period	124.0	146.8	18.4%	22.8	19.2	47.1	
Earnings per share (EUR) ²	1.82	2.17	18.9%	0.35	0.28	0.70	
Cash flow from operating activities	250.4	232.2	-7.3%	-18.3	78.7	67.6	
Investments in property, plant and equipment (CAPEX)	-96.4	-82.6	-14.3%	13.8	-33.0	-29.6	
Free cash flow before acquisitions/securities	153.9	151.7	-1.4%	-2.2	44.7	43.2	

¹ 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).

² Undiluted earnings per share in relation to 67.552.638 shares