

## KEY FIGURES

EUR m	Q1–3 2017 <sup>1</sup>	Q1–3 2018	Change		Q3 2017 <sup>1</sup>	Q3 2018
			%	EUR m		
Revenue	1,404.7	1,416.4	0.8%	11.7	451.0	461.1
Mail & Branch Network	1,055.3	1,027.3	–2.6%	–28.0	333.9	332.3
Parcel & Logistics	352.4	392.9	11.5%	40.4	118.1	130.2
Corporate/Consolidation	–3.1	–3.8	–24.1%	–0.7	–1.0	–1.4
Other operating income	43.2	73.9	71.1%	30.7	15.5	22.9
Raw materials, consumables and services used	–296.5	–313.3	–5.7%	–16.8	–100.2	–107.0
Staff costs	–744.8	–756.9	–1.6%	–12.1	–230.4	–240.4
Other operating expenses	–206.7	–211.3	–2.2%	–4.6	–80.0	–73.4
Results from financial assets accounted for using the equity method	–1.1	–1.7	–57.1%	–0.6	–0.4	–0.5
<b>EBITDA</b>	<b>198.7</b>	<b>207.1</b>	<b>4.2%</b>	<b>8.4</b>	<b>55.4</b>	<b>62.8</b>
Depreciation, amortisation and impairment losses	–58.8	–65.2	–10.8%	–6.3	–17.7	–25.9
<b>EBIT</b>	<b>139.9</b>	<b>141.9</b>	<b>1.5%</b>	<b>2.0</b>	<b>37.7</b>	<b>36.9</b>
Mail & Branch Network	200.0	199.0	–0.5%	–1.0	55.1	60.3
Parcel & Logistics	28.9	26.6	–8.0%	–2.3	10.0	6.3
Corporate/Consolidation	–89.1	–83.7	6.0%	5.3	–27.3	–29.7
Other financial result	0.6	4.2	>100%	3.6	0.7	1.0
<b>Earnings before tax</b>	<b>140.6</b>	<b>146.2</b>	<b>4.0%</b>	<b>5.6</b>	<b>38.5</b>	<b>37.9</b>
Income tax	–34.7	–40.9	–17.9%	–6.2	–8.8	–8.5
<b>Profit for the period</b>	<b>105.9</b>	<b>105.3</b>	<b>–0.6%</b>	<b>–0.6</b>	<b>29.7</b>	<b>29.4</b>
Earnings per share (EUR) <sup>2</sup>	1.57	1.56	–0.8%	–0.01	0.44	0.43
<b>Cash flow from operating activities</b>	<b>166.5</b>	<b>252.5</b>	<b>51.6%</b>	<b>85.9</b>	<b>57.6</b>	<b>79.1</b>
Investment in property, plant and equipment (CAPEX)	–49.5	–86.2	–74.3%	–36.8	–21.5	–18.9
<b>Free cash flow</b>	<b>115.9</b>	<b>129.6</b>	<b>11.9%</b>	<b>13.7</b>	<b>52.0</b>	<b>25.6</b>
<b>Free cash flow before acquisitions/ securities and Growth CAPEX<sup>3</sup></b>	<b>135.2</b>	<b>196.9</b>	<b>45.6%</b>	<b>61.7</b>	<b>42.1</b>	<b>62.8</b>

<sup>1</sup> Adjustment of revenue in segment reporting and adjustment of the recognition of profit and loss in the income statement resulting from the disposal of financial assets accounted for using the equity method, recognition is carried out under other operating income or expenses.

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

<sup>3</sup> Q1–3 2017, Q3 2017: Free cash flow before acquisitions/securities and new corporate headquarters

