

## KEY FIGURES

EUR m	H1 2016	H1 2017	Change		Q2 2016	Q2 2017
			%	EUR m		
<b>Revenue excl. trans-o-flex</b>	<b>936.3</b>	<b>953.7</b>	<b>1.9%</b>	<b>17.4</b>	<b>466.6</b>	<b>465.0</b>
Revenue	1,071.1	953.7	-11.0%	-117.4	478.3	465.0
thereof Mail & Branch Network Division	736.8	720.9	-2.2%	-15.8	366.3	348.5
thereof Parcel & Logistics Division	334.3	232.7	-30.4%	-101.6	112.1	116.5
Parcel & Logistics Division excl. trans-o-flex	199.5	232.7	16.7%	33.2	100.3	116.5
thereof Corporate	0.0	0.0	-	0.0	0.0	0.0
Other operating income	36.2	27.7	-23.4%	-8.5	12.7	13.0
Raw materials, consumables and services used	-286.3	-196.3	31.4%	90.0	-103.1	-96.4
Staff costs	-545.3	-514.4	5.7%	30.8	-258.8	-251.4
Other operating expenses	-139.1	-126.7	9.0%	12.5	-61.9	-64.4
Results from financial assets accounted for using the equity method	0.6	-0.8	<-100%	-1.3	0.5	-0.2
<b>Earnings before interest, tax, depreciation and amortisation (EBITDA)</b>	<b>137.2</b>	<b>143.3</b>	<b>4.5%</b>	<b>6.1</b>	<b>67.8</b>	<b>65.6</b>
Depreciation, amortisation and impairment losses	-38.5	-41.1	-6.7%	-2.6	-20.2	-17.7
<b>Earnings before interest and tax (EBIT)</b>	<b>98.6</b>	<b>102.2</b>	<b>3.6%</b>	<b>3.5</b>	<b>47.6</b>	<b>47.8</b>
thereof Mail & Branch Network Division	143.2	145.0	1.2%	1.7	71.7	71.0
thereof Parcel & Logistics Division	16.9	19.0	12.2%	2.1	9.2	9.6
thereof Corporate/Consolidation	-61.5	-61.8	-0.4%	-0.3	-33.2	-32.7
Other financial result	-0.5	-0.1	81.7%	0.4	-0.3	0.0
<b>Earnings before tax (EBT)</b>	<b>98.1</b>	<b>102.1</b>	<b>4.0%</b>	<b>3.9</b>	<b>47.3</b>	<b>47.9</b>
Income tax	-24.4	-25.9	-6.3%	-1.5	-12.2	-12.1
<b>Profit for the period</b>	<b>73.8</b>	<b>76.2</b>	<b>3.3%</b>	<b>2.4</b>	<b>35.1</b>	<b>35.8</b>
Earnings per share (EUR) <sup>1</sup>	1.09	1.13	3.4%	0.04	0.52	0.53
<b>Cash flow from operating activities</b>	<b>109.3</b>	<b>108.9</b>	<b>-0.4%</b>	<b>-0.4</b>	<b>49.3</b>	<b>47.1</b>
<b>Investment in property, plant and equipment (CAPEX)</b>	<b>-38.5</b>	<b>-28.0</b>	<b>27.3%</b>	<b>10.5</b>	<b>-21.4</b>	<b>-13.2</b>
<b>Operating free cash flow<sup>2</sup></b>	<b>91.2</b>	<b>93.2</b>	<b>2.2%</b>	<b>2.0</b>	<b>39.1</b>	<b>38.0</b>

<sup>1</sup> Undiluted earnings per share in relation to 67,552,638 shares

<sup>2</sup> Free cash flow before acquisitions/securities and before new corporate headquarters

