

KEY FIGURES

Nail & Branch Network 359.6 354.7 -1.4% -4.6 -	EUR m				Change	
Mail & Branch Network 359.6 354.7 -1.4% -4 Parcel & Logistics 132.2 141.0 6.7% 8 Corporate/Consolidation -1.2 -3.2 - -4 Other operating income 34.6 21.0 -39.3% -13 Raw materials, consumables and services used -103.9 -110.3 -6.1% -6 Staff costs -274.0 -251.7 8.1% 22 Other operating expenses -70.3 -66.3 5.6% 4 Results from financial assets accounted for using the equity -0.6 -0.7 -82.% 6 EBITDA 76.5 84.6 10.7% 8 Depreciation, amortisation and impairment losses -19.8 -27.2 -37.7% - EBIT 56.7 57.4 1.3% 6 Mail & Branch Network 73.6 75.3 2.4% Parcel & Logistics 10.9 9.7 -10.8% - Corporate/Consolidation -27.8 -27.6 0.6% 6 Other financial result 1.7 3.4 >100.%		Q1 2018	Q1 2019	%	EUR m	
Mail & Branch Network 359.6 354.7 -1.4% -4 Parcel & Logistics 132.2 141.0 6.7% 8 Corporate/Consolidation -1.2 -3.2 - -4 Other operating income 34.6 21.0 -39.3% -13 Raw materials, consumables and services used -103.9 -110.3 -6.1% -6 Staff costs -274.0 -251.7 8.1% 22 Other operating expenses -70.3 -66.3 5.6% 4 Results from financial assets accounted for using the equity -0.6 -0.7 -82% 6 EBITDA 76.5 84.6 10.7% 8 Depreciation, amortisation and impairment losses -19.8 -27.2 -37.7% - EBIT 56.7 57.4 1.3% 6 Mail & Branch Network 73.6 75.3 2.4% Parcel & Logistics 10.9 9.7 -10.8% - Corporate/Consolidation -27.8 -27.6 0.6% 6 Other financial result 1.7 3.4 >100.6	-					
Parcel & Logistics 132.2 141.0 6.7% 8 Corporate/Consolidation -1.2 -3.2 - -6 Other operating income 34.6 21.0 -39.3% -13 Raw materials, consumables and services used -103.9 -110.3 -6.1% -6 Staff costs -274.0 -251.7 8.1% 22 Other operating expenses -70.3 -66.3 5.6% 4 Results from financial assets accounted for using the equity -70.3 -66.3 5.6% 4 Results from financial assets accounted for using the equity -70.6 -0.7 -8.2% 0 EBITDA 76.5 84.6 10.7% 8 EBITOA 76.5 84.6 10.7% 8 Depreciation, amortisation and impairment losses -19.8 -27.2 -37.7% - EBIT 56.7 57.4 1.3% 0 Mail & Branch Network 73.6 75.3 2.4% Parcel & Logistics 10.9 9.7 -10		11.010			1.9	
Corporate/Consolidation -1.2 -3.2 - -2.2 Other operating income 34.6 21.0 -39.3% -13.8 Raw materials, consumables and services used -103.9 -110.3 -6.1% -0.6 Staff costs -274.0 -251.7 8.1% 22.2 Other operating expenses -70.3 -66.3 5.6% 4.2 Results from financial assets accounted for using the equity method -0.6 -0.7 -8.2% 0.6 EBITDA 76.5 84.6 10.7% 8.8 Depreciation, amortisation and impairment losses -19.8 -27.2 -37.7% - EBIT 56.7 57.4 1.3% 0.6 Mail & Branch Network 73.6 75.3 2.4% Parcel & Logistics 10.9 9.7 -10.8% - Corporate/Consolidation -27.8 -27.6 0.6% 0.6 Other financial result 1.7 3.4 >100% Earnings before tax 58.4 60.8 4.2% <t< td=""><td>Mail & Branch Network</td><td>359.6</td><td>354.7</td><td>-1.4%</td><td>-4.9</td></t<>	Mail & Branch Network	359.6	354.7	-1.4%	-4.9	
Other operating income 34.6 21.0 -39.3% -13 Raw materials, consumables and services used -103.9 -110.3 -6.1% -6 Staff costs -274.0 -251.7 8.1% 22 Other operating expenses -70.3 -66.3 5.6% 4 Results from financial assets accounted for using the equity method -0.6 -0.7 -8.2% 0 EBITDA 76.5 84.6 10.7% 8 Depreciation, amortisation and impairment losses -19.8 -27.2 -37.7% - EBIT 56.7 57.4 1.3% 0 Mail & Branch Network 73.6 75.3 2.4% Parcel & Logistics 10.9 9.7 -10.8% - Corporate/Consolidation -27.8 -27.6 0.6% 0 Other financial result 1.7 3.4 >100% - Earnings before tax 58.4 60.8 4.2% 2 Income tax -16.5 -17.5 -6.0% - <td>Parcel & Logistics</td> <td>132.2</td> <td>141.0</td> <td>6.7%</td> <td>8.8</td>	Parcel & Logistics	132.2	141.0	6.7%	8.8	
Raw materials, consumables and services used -103.9 -110.3 -6.1% -6 Staff costs -274.0 -251.7 8.1% 22 Other operating expenses -70.3 -66.3 5.6% 4 Results from financial assets accounted for using the equity method -0.6 -0.7 -8.2% 0 EBITDA 76.5 84.6 10.7% 8 Depreciation, amortisation and impairment losses -19.8 -27.2 -37.7% EBIT 56.7 57.4 1.3% 0 Mail & Branch Network 73.6 75.3 2.4% Parcel & Logistics 10.9 9.7 -10.8% Corporate/Consolidation -27.8 -27.6 0.6% 0 Other financial result 1.7 3.4 >100% Earnings before tax 58.4 60.8 4.2% 2 Income tax -16.5 -17.5 -6.0% - Profit for the period 41.8 43.3 3.5%	Corporate/Consolidation	-1.2	-3.2	-	-2.0	
Staff costs -274.0 -251.7 8.1% 22 Other operating expenses -70.3 -66.3 5.6% 4 Results from financial assets accounted for using the equity method -0.6 -0.7 -8.2% 0 EBITDA 76.5 84.6 10.7% 8 Depreciation, amortisation and impairment losses -19.8 -27.2 -37.7% EBIT 56.7 57.4 1.3% 0 Mail & Branch Network 73.6 75.3 2.4% Parcel & Logistics 10.9 9.7 -10.8% - Corporate/Consolidation -27.8 -27.6 0.6% 0 Other financial result 1.7 3.4 >100% Earnings before tax 58.4 60.8 4.2% 2 Income tax -16.5 -17.5 -6.0% - Profit for the period 41.8 43.3 3.5% Earnings per share (EUR)¹ 0.62 0.64 3.4% 0. Cash flow from operating activiti	Other operating income	34.6	21.0	-39.3%	-13.6	
Other operating expenses -70.3 -66.3 5.6% 4 Results from financial assets accounted for using the equity method -0.6 -0.7 -8.2% 0 EBITDA 76.5 84.6 10.7% 8 Depreciation, amortisation and impairment losses -19.8 -27.2 -37.7% -7 EBIT 56.7 57.4 1.3% 0 Mail & Branch Network 73.6 75.3 2.4% Parcel & Logistics 10.9 9.7 -10.8% - Corporate/Consolidation -27.8 -27.6 0.6% 0 Other financial result 1.7 3.4 >100% Earnings before tax 58.4 60.8 4.2% 2 Income tax -16.5 -17.5 -6.0% - Profit for the period 41.8 43.3 3.5% Earnings per share (EUR)¹ 0.62 0.64 3.4% 0 Cash flow from operating activities 175.9 72.3 -58.9% -103 Investmen	Raw materials, consumables and services used	-103.9	-110.3	-6.1%	-6.4	
Results from financial assets accounted for using the equity -0.6 -0.7 -8.2% C EBITDA 76.5 84.6 10.7% 8 Depreciation, amortisation and impairment losses -19.8 -27.2 -37.7% -7 EBIT 56.7 57.4 1.3% C Mail & Branch Network 73.6 75.3 2.4% Parcel & Logistics 10.9 9.7 -10.8% - Corporate/Consolidation -27.8 -27.6 0.6% C Other financial result 1.7 3.4 >100% C Earnings before tax 58.4 60.8 4.2% 2 Income tax -16.5 -17.5 -6.0% - Profit for the period 41.8 43.3 3.5% - Earnings per share (EUR)¹ 0.62 0.64 3.4% 0. Cash flow from operating activities 175.9 72.3 -58.9% -103 Investment in property, plant and equipment (CAPEX) -41.0 -19.7 52.0% -2 Free cash flow 134.2 19.0 -85.9%<	Staff costs	-274.0	-251.7	8.1%	22.3	
method -0.6 -0.7 -8.2% 0 EBITDA 76.5 84.6 10.7% 8 Depreciation, amortisation and impairment losses -19.8 -27.2 -37.7% -7 EBIT 56.7 57.4 1.3% 0 Mail & Branch Network 73.6 75.3 2.4% Parcel & Logistics 10.9 9.7 -10.8% - Corporate/Consolidation -27.8 -27.6 0.6% 0 Other financial result 1.7 3.4 >100% 3 Earnings before tax 58.4 60.8 4.2% 2 Income tax -16.5 -17.5 -6.0% - Profit for the period 41.8 43.3 3.5% Earnings per share (EUR)¹ 0.62 0.64 3.4% 0 Cash flow from operating activities 175.9 72.3 -58.9% -103 Investment in property, plant and equipment (CAPEX) -41.0 -19.7 52.0% 2¹ Free cash flow	Other operating expenses	-70.3	-66.3	5.6%	4.0	
EBITDA 76.5 84.6 10.7% 8 Depreciation, amortisation and impairment losses -19.8 -27.2 -37.7% -7 EBIT 56.7 57.4 1.3% 0 Mail & Branch Network 73.6 75.3 2.4% Parcel & Logistics 10.9 9.7 -10.8% - Corporate/Consolidation -27.8 -27.6 0.6% 0 Other financial result 1.7 3.4 >100% - Earnings before tax 58.4 60.8 4.2% 2 Income tax -16.5 -17.5 -6.0% - Profit for the period 41.8 43.3 3.5% Earnings per share (EUR)¹ 0.62 0.64 3.4% 0. Cash flow from operating activities 175.9 72.3 -58.9% -103 Investment in property, plant and equipment (CAPEX) -41.0 -19.7 52.0% 2¹ Free cash flow 134.2 19.0 -85.9% -118	Results from financial assets accounted for using the equity					
Depreciation, amortisation and impairment losses	method	-0.6	-0.7	-8.2%	0.0	
EBIT 56.7 57.4 1.3% 0 Mail & Branch Network 73.6 75.3 2.4% Parcel & Logistics 10.9 9.7 -10.8% - Corporate/Consolidation -27.8 -27.6 0.6% 0 Other financial result 1.7 3.4 >100% Earnings before tax 58.4 60.8 4.2% 2 Income tax -16.5 -17.5 -6.0% - Profit for the period 41.8 43.3 3.5% - Earnings per share (EUR)¹ 0.62 0.64 3.4% 0. Cash flow from operating activities 175.9 72.3 -58.9% -103 Investment in property, plant and equipment (CAPEX) -41.0 -19.7 52.0% 2 Free cash flow 134.2 19.0 -85.9% -118	EBITDA	76.5	84.6	10.7%	8.2	
Mail & Branch Network 73.6 75.3 2.4% Parcel & Logistics 10.9 9.7 -10.8% - Corporate/Consolidation -27.8 -27.6 0.6% 0 Other financial result 1.7 3.4 >100% Earnings before tax 58.4 60.8 4.2% 2 Income tax -16.5 -17.5 -6.0% - Profit for the period 41.8 43.3 3.5% Earnings per share (EUR)¹ 0.62 0.64 3.4% 0. Cash flow from operating activities 175.9 72.3 -58.9% -103 Investment in property, plant and equipment (CAPEX) -41.0 -19.7 52.0% 2 Free cash flow 134.2 19.0 -85.9% -118	Depreciation, amortisation and impairment losses	-19.8	-27.2	-37.7%	-7.4	
Parcel & Logistics 10.9 9.7 -10.8% - Corporate/Consolidation -27.8 -27.6 0.6% 0 Other financial result 1.7 3.4 >100% Earnings before tax 58.4 60.8 4.2% 2 Income tax -16.5 -17.5 -6.0% - Profit for the period 41.8 43.3 3.5% Earnings per share (EUR)¹ 0.62 0.64 3.4% 0. Cash flow from operating activities 175.9 72.3 -58.9% -103 Investment in property, plant and equipment (CAPEX) -41.0 -19.7 52.0% 2 Free cash flow 134.2 19.0 -85.9% -118	EBIT	56.7	57.4	1.3 %	0.7	
Corporate/Consolidation -27.8 -27.6 0.6% 0.6% Other financial result 1.7 3.4 >100% Earnings before tax 58.4 60.8 4.2% 2 Income tax -16.5 -17.5 -6.0% - Profit for the period 41.8 43.3 3.5% - Earnings per share (EUR)¹ 0.62 0.64 3.4% 0. Cash flow from operating activities 175.9 72.3 -58.9% -103 Investment in property, plant and equipment (CAPEX) -41.0 -19.7 52.0% 2° Free cash flow 134.2 19.0 -85.9% -118	Mail & Branch Network	73.6	75.3	2.4%	1.7	
Other financial result 1.7 3.4 >100 % Earnings before tax 58.4 60.8 4.2 % 2 Income tax -16.5 -17.5 -6.0 % - Profit for the period 41.8 43.3 3.5 % Earnings per share (EUR)¹ 0.62 0.64 3.4 % 0. Cash flow from operating activities 175.9 72.3 -58.9 % -103 Investment in property, plant and equipment (CAPEX) -41.0 -19.7 52.0 % 2° Free cash flow 134.2 19.0 -85.9 % -118	Parcel & Logistics	10.9	9.7	-10.8%	-1.2	
Earnings before tax 58.4 60.8 4.2% 2 Income tax -16.5 -17.5 -6.0% - Profit for the period 41.8 43.3 3.5% Earnings per share (EUR)¹ 0.62 0.64 3.4% 0. Cash flow from operating activities 175.9 72.3 -58.9% -103 Investment in property, plant and equipment (CAPEX) -41.0 -19.7 52.0% 2 Free cash flow 134.2 19.0 -85.9% -118	Corporate/Consolidation	-27.8	-27.6	0.6%	0.2	
Income tax	Other financial result	1.7	3.4	>100%	1.8	
Profit for the period 41.8 43.3 3.5% Earnings per share (EUR)¹ 0.62 0.64 3.4% 0. Cash flow from operating activities 175.9 72.3 -58.9% -103 Investment in property, plant and equipment (CAPEX) -41.0 -19.7 52.0% 2 Free cash flow 134.2 19.0 -85.9% -115	Earnings before tax	58.4	60.8	4.2%	2.5	
Earnings per share (EUR)¹ 0.62 0.64 3.4% 0. Cash flow from operating activities 175.9 72.3 -58.9% -103 Investment in property, plant and equipment (CAPEX) -41.0 -19.7 52.0% 2 Free cash flow 134.2 19.0 -85.9% -115	Income tax	-16.5	-17.5	-6.0%	-1.0	
Cash flow from operating activities 175.9 72.3 -58.9% -103 Investment in property, plant and equipment (CAPEX) -41.0 -19.7 52.0% 2° Free cash flow 134.2 19.0 -85.9% -118	Profit for the period	41.8	43.3	3.5%	1.5	
Investment in property, plant and equipment (CAPEX) -41.0 -19.7 52.0% 2° Free cash flow 134.2 19.0 -85.9% -115	Earnings per share (EUR) ¹	0.62	0.64	3.4%	0.02	
Free cash flow 134.2 19.0 -85.9% -115	Cash flow from operating activities	175.9	72.3	-58.9%	-103.6	
	Investment in property, plant and equipment (CAPEX)	-41.0	-19.7	52.0%	21.3	
	Free cash flow	134.2	19.0	-85.9%	-115.3	
Operating free cash flow ²	Operating free cash flow ²					
(Free cash flow before acquisitions/securities and Growth	(Free cash flow before acquisitions/securities and Growth					
CAPEX) 55.1 60.8 10.4%	CAPEX)	55.1	60.8	10.4%	5.7	

¹ Undiluted earnings per share in relation to 67,552,638 shares ² Q1 2018: excluding special effects of EUR 95.9m as a result of the termination of the cooperation agreement with BAWAG P.S.K.