



PRESS RELEASE
7 August 2020

KEY FIGURES

| EUR m | H1 2019 | H1 2020 | % | Change | Q2 2019 | Q2 2020 |
|---|--------------|--------------|-----------------|--------------|--------------|--------------|
| | | | | EUR m | | |
| Revenue | 981.1 | 981.9 | 0.1% | 0.8 | 488.6 | 479.1 |
| Mail ¹ | 660.2 | 590.6 | -10.5% | -69.6 | 327.3 | 273.1 |
| Parcel & Logistics ¹ | 283.0 | 367.9 | 30.0% | 84.9 | 142.0 | 193.4 |
| Retail & Bank ¹ | 43.8 | 28.6 | -34.6% | -15.1 | 21.9 | 15.5 |
| Corporate/Consolidation ¹ | -5.9 | -5.3 | 10.6% | 0.6 | -2.6 | -2.8 |
| Other operating income | 42.2 | 28.4 | -32.8% | -13.8 | 21.2 | 15.0 |
| Raw materials, consumables and services used | -218.7 | -247.5 | -13.1% | -28.7 | -108.5 | -127.2 |
| Staff costs | -507.3 | -494.7 | 2.5% | 12.6 | -255.6 | -241.2 |
| Other operating expenses | -134.7 | -156.3 | -16.1% | -21.7 | -68.3 | -79.3 |
| Equity result | -0.5 | 0.5 | >100% | 0.9 | 0.2 | 0.5 |
| EBITDA | 162.2 | 112.3 | -30.8% | -49.9 | 77.6 | 46.9 |
| Depreciation, amortisation and impairment losses | -54.5 | -64.0 | -17.6% | -9.6 | -27.3 | -32.0 |
| EBIT | 107.7 | 48.2 | -55.2% | -59.5 | 50.3 | 14.9 |
| Mail ¹ | 103.5 | 73.2 | -29.3% | -30.3 | 47.9 | 26.3 |
| Parcel & Logistics ¹ | 14.9 | 18.2 | 22.1% | 3.3 | 8.1 | 9.4 |
| Retail & Bank ¹ | 1.7 | -28.7 | <-100% | -30.4 | -0.1 | -12.3 |
| Corporate/Consolidation ¹ | -12.3 | -14.4 | -17.0% | -2.1 | -5.6 | -8.6 |
| Other financial result | 0.8 | 5.1 | >100% | 4.3 | -2.6 | 4.0 |
| Profit before tax | 108.5 | 53.3 | -50.8% | -55.1 | 47.7 | 18.9 |
| Income tax | -29.1 | -14.2 | 51.2% | 14.9 | -11.6 | -5.9 |
| Profit for the period | 79.4 | 39.1 | -50.7% | -40.2 | 36.0 | 12.9 |
| Earnings per share (EUR)² | 1.17 | 0.66 | -43.9% | -0.52 | 0.53 | 0.24 |
| Cash flow from operating activities | 123.6 | 306.9 | >100% | 183.3 | 51.3 | 210.2 |
| Investment in property, plant and equipment (CAPEX) | -70.0 | -37.7 | 46.1% | 32.2 | -50.3 | -15.8 |
| Free cash flow | 26.2 | 416.0 | >100% | 389.8 | 7.2 | 318.3 |
| Operating free cash flow³ | 99.6 | 45.3 | -54.5% | -54.3 | 38.8 | -12.8 |

¹ Adjusted to the new segment structure since 1 January 2020

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

³ Free cash flow before acquisitions/securities/money market investments, Growth CAPEX and core banking assets