

KEY FIGURES

EUR m	Q1-3 2016	Q1-3 2017	Change		Q3 2016	Q3 2017
			%	EUR m		
Revenue excl. trans-o-flex	1,375.5	1,404.7	2.1%	29.1	439.3	451.0
Revenue	1,510.4	1,404.7	-7.0%	-105.7	439.3	451.0
thereof Mail & Branch Network Division	1,078.3	1,054.6	-2.2%	-23.7	341.6	333.7
thereof Parcel & Logistics Division	432.0	350.0	-19.0%	-82.0	97.7	117.2
Parcel & Logistics Division excl. trans-o-flex	297.2	350.0	17.8%	52.8	97.7	117.2
thereof Corporate	0.0	0.1	-	0.1	0.0	0.1
Other operating income	50.1	40.4	-19.4%	-9.7	14.0	12.7
Raw materials, consumables and services used	-384.0	-296.5	22.8%	87.5	-97.7	-100.2
Staff costs	-784.8	-744.8	5.1%	40.0	-239.5	-230.4
Other operating expenses	-200.2	-206.7	-3.2%	-6.5	-61.1	-80.0
Results from financial assets accounted for using the equity method	0.3	1.7	>100%	1.4	-0.3	2.4
Earnings before interest, tax, depreciation and amortisation (EBITDA)	191.8	198.7	3.6%	7.0	54.6	55.4
Depreciation, amortisation and impairment losses	-56.3	-58.8	-4.5%	-2.5	-17.8	-17.7
Earnings before interest and tax (EBIT)	135.5	139.9	3.3%	4.4	36.8	37.7
thereof Mail & Branch Network Division	197.6	200.0	1.2%	2.4	54.4	55.1
thereof Parcel & Logistics Division	24.7	28.9	17.0%	4.2	7.8	10.0
thereof Corporate/Consolidation	-86.9	-89.1	-2.5%	-2.2	-25.4	-27.3
Other financial result	-1.3	0.6	>100%	1.9	-0.8	0.7
Earnings before tax (EBT)	134.2	140.6	4.7%	6.3	36.1	38.5
Income tax	-33.8	-34.7	-2.6%	-0.9	-9.4	-8.8
Profit for the period	100.5	105.9	5.4%	5.4	26.7	29.7
Earnings per share (EUR) ¹	1.49	1.57	5.6%	0.08	0.39	0.44
Cash flow from operating activities	158.9	166.5	4.8%	7.6	49.6	57.6
Investment in property, plant and equipment (CAPEX)	-56.3	-49.5	12.2%	6.8	-17.8	-21.5
Operating free cash flow²	131.3	135.2	3.0%	3.9	40.1	42.1

¹ Undiluted earnings per share in relation to 67,552,638 shares

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

