



## KEY FIGURES

EUR m	Q1-3 2018	Q1-3 2019	%	Change EUR m	Q3 2018	Q3 2019
<b>Revenue</b>	<b>1,416.4</b>	<b>1,462.2</b>	<b>3.2%</b>	<b>45.8</b>	<b>461.1</b>	<b>481.1</b>
Mail & Branch Network	1,027.3	1,033.5	0.6%	6.2	332.3	329.6
Parcel & Logistics	392.9	437.2	11.3%	44.4	130.2	154.2
Corporate/Consolidation	-3.8	-8.5	-	-4.7	-1.4	-2.7
Other operating income	73.9	113.9	54.1%	40.0	22.9	71.7
Raw materials, consumables and services used	-313.3	-333.6	-6.5%	-20.3	-107.0	-114.8
Staff costs	-756.9	-744.7	1.6%	12.2	-240.4	-237.4
Other operating expenses	-211.3	-281.6	-33.3%	-70.3	-73.4	-146.9
Results from financial assets accounted for using the equity method	-1.7	-0.3	85.6%	1.5	-0.5	0.2
<b>EBITDA</b>	<b>207.1</b>	<b>215.9</b>	<b>4.2%</b>	<b>8.8</b>	<b>62.8</b>	<b>53.7</b>
Depreciation, amortisation and impairment losses	-65.2	-85.9	-31.8%	-20.7	-25.9	-31.4
<b>EBIT</b>	<b>141.9</b>	<b>130.0</b>	<b>-8.4%</b>	<b>-11.9</b>	<b>36.9</b>	<b>22.3</b>
Mail & Branch Network	199.0	187.1	-6.0%	-11.9	60.3	44.8
Parcel & Logistics	26.6	27.5	3.3%	0.9	6.3	7.1
Corporate/Consolidation	-83.7	-84.6	-1.0%	-0.8	-29.7	-29.5
Other financial result	4.2	13.6	>100%	9.4	1.0	12.8
<b>Profit before tax</b>	<b>146.2</b>	<b>143.6</b>	<b>-1.7%</b>	<b>-2.5</b>	<b>37.9</b>	<b>35.1</b>
Income tax	-40.9	-43.6	-6.6%	-2.7	-8.5	-14.4
<b>Profit for the period</b>	<b>105.3</b>	<b>100.1</b>	<b>-5.0%</b>	<b>-5.2</b>	<b>29.4</b>	<b>20.7</b>
Earnings per share (EUR) <sup>1</sup>	1.56	1.48	-5.0%	-0.08	0.43	0.31
<b>Cash flow from operating activities</b>	<b>252.5</b>	<b>228.6</b>	<b>-9.5%</b>	<b>-23.9</b>	<b>79.1</b>	<b>105.0</b>
<b>Investment in property, plant and equipment (CAPEX)</b>	<b>-86.2</b>	<b>-100.1</b>	<b>-16.1%</b>	<b>-13.9</b>	<b>-18.9</b>	<b>-30.2</b>
<b>Free cash flow</b>	<b>129.6</b>	<b>49.8</b>	<b>-61.6%</b>	<b>-79.8</b>	<b>25.6</b>	<b>23.6</b>
<b>Operating free cash flow<sup>2</sup></b>	<b>119.6/196.9</b>	<b>153.2</b>	<b>-</b>	<b>-</b>	<b>62.8</b>	<b>83.9</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 Growth CAPEX: Q1-3 2019: EUR 153.2m exclusive cash inflow from the „Neutorgasse 7“ real estate development project EUR 30.3m; Q1-3 2018: EUR 196.9m including BAWAG P.S.K. special effect of EUR 77.3m (special payment BAWAG P.S.K. of EUR 107.0m less financial services rendered of EUR 29.7m)