



PRESS INFORMATION  
14 November 2023

## KEY FIGURES

EUR m	Q1–3 2022	Q1–3 2023	%	Change	Q3 2022	Q3 2023
				EUR m		
<b>Revenue</b>	<b>1,815.9</b>	<b>1,969.3</b>	<b>8.5 %</b>	<b>153.5</b>	<b>604.1</b>	<b>684.5</b>
Mail	886.9	866.7	–2.3 %	–20.2	287.4	268.6
Parcel & Logistics	865.3	1,009.1	16.6 %	143.9	293.2	380.7
Retail & Bank	85.2	118.6	39.3 %	33.4	31.0	42.1
Corporate/Consolidation	–21.5	–25.2	–16.9 %	–3.6	–7.6	–6.9
Other operating income	78.9	77.0	–2.5 %	–2.0	19.7	39.0
Raw materials, consumables and services used	–531.2	–597.0	–12.4 %	–65.9	–181.7	–222.4
Expenses for financial services	–9.5	–12.0	–25.6 %	–2.4	–3.1	–6.1
Staff costs	–845.4	–886.7	–4.9 %	–41.3	–273.6	–307.5
Other operating expenses	–250.0	–274.5	–9.8 %	–24.5	–84.9	–96.5
Results from financial assets accounted for using the equity method	–0.2	1.5	>100 %	1.8	–0.3	0.7
Net monetary gain/ loss	–0.4	4.8	>100 %	5.2	–1.6	1.7
<b>EBITDA</b>	<b>258.0</b>	<b>282.4</b>	<b>9.5 %</b>	<b>24.4</b>	<b>78.6</b>	<b>93.4</b>
Depreciation, amortisation and impairment losses	–132.7	–151.7	–14.3 %	–19.0	–44.2	–57.8
<b>EBIT</b>	<b>125.3</b>	<b>130.8</b>	<b>4.4 %</b>	<b>5.5</b>	<b>34.3</b>	<b>35.6</b>
Mail	110.7	102.1	–7.8 %	–8.6	27.8	24.5
Parcel & Logistics	58.6	60.7	3.5 %	2.0	13.2	24.3
Retail & Bank	–24.8	–5.6	77.5 %	19.3	–4.4	–6.7
Corporate/Consolidation <sup>1</sup>	–19.2	–26.5	–37.7 %	–7.3	–2.3	–6.6
Financial result	–21.1	–3.5	83.3 %	17.6	–7.6	–9.2
<b>Profit before tax</b>	<b>104.2</b>	<b>127.2</b>	<b>22.1 %</b>	<b>23.0</b>	<b>26.7</b>	<b>26.3</b>
Income tax	–19.5	–36.5	–87.2 %	–17.0	3.2	–14.2
<b>Profit for the period</b>	<b>84.8</b>	<b>90.8</b>	<b>7.1 %</b>	<b>6.0</b>	<b>30.0</b>	<b>12.2</b>
<b>Earnings per share (EUR)<sup>2</sup></b>	<b>1.25</b>	<b>1.30</b>	<b>4.4 %</b>	<b>0.05</b>	<b>0.41</b>	<b>0.17</b>
<b>Gross cash flow</b>	<b>233.9</b>	<b>216.1</b>	<b>–7.6 %</b>	<b>–17.8</b>	<b>71.9</b>	<b>59.4</b>
<b>Cash flow from operating activities</b>	<b>–145.5</b>	<b>73.4</b>	<b>&gt;100 %</b>	<b>218.9</b>	<b>–190.5</b>	<b>62.0</b>
CAPEX	99.5	97.9	–1.5 %	–1.5	40.8	50.3
<b>Free cash flow</b>	<b>–279.9</b>	<b>22.1</b>	<b>&gt;100 %</b>	<b>302.0</b>	<b>–225.7</b>	<b>45.1</b>
<b>Operating free cash flow<sup>3</sup></b>	<b>147.6</b>	<b>177.2</b>	<b>20.0 %</b>	<b>29.6</b>	<b>41.8</b>	<b>61.7</b>

<sup>1</sup> Includes the intra-Group cost allocation procedure

<sup>2</sup> Undiluted earnings per share in relation to 67,552,638 shares

<sup>3</sup> Free cash flow before acquisitions/securities/money market investments, growth CAPEX and core banking assets