



AUSTRIAN POST: KEY FIGURES – Q1 2020

EUR m	Q1 2019	Q1 2020	%	Change EUR m
Revenue	492.5	502.9	2.1 %	10.4
Mail ¹	332.9	317.5	-4.6 %	-15.3
Parcel & Logistics ¹	141.0	174.5	23.8 %	33.5
Retail & Bank ¹	21.8	13.2	-39.4 %	-8.6
Corporate/Consolidation ¹	-3.2	-2.4	24.7 %	0.8
Other operating income	21.0	13.3	-36.6 %	-7.7
Raw materials, consumables and services used	-110.3	-120.3	-9.1 %	-10.0
Expenses for financial services	0.0	-0.1	-	-0.1
Staff costs	-251.7	-253.5	-0.7 %	-1.8
Other operating expenses	-66.3	-77.0	-16.1 %	-10.7
Results from financial assets accounted for using the equity method	-0.7	0.0	96.8 %	0.6
EBITDA	84.6	65.3	-22.8 %	-19.3
Depreciation, amortisation and impairment losses	-27.2	-32.0	-17.6 %	-4.8
EBIT	57.4	33.3	-41.9 %	-24.1
Mail ¹	55.7	46.9	-15.8 %	-8.8
Parcel & Logistics ¹	6.8	8.7	28.6 %	1.9
Retail & Bank ¹	1.7	-16.4	<-100 %	-18.1
Corporate/Consolidation ¹	-6.8	-5.8	13.5 %	0.9
Other financial result	3.4	1.1	-67.3 %	-2.3
Profit before tax	60.8	34.5	-43.3 %	-26.4
Income tax	-17.5	-8.3	52.8 %	9.2
Profit for the period	43.3	26.2	-39.5 %	-17.1
Earnings per share (EUR)²	0.64	0.42	-34.0 %	-0.22
Cash flow from operating activities	72.3	97.8	35.2 %	25.5
Investment in property, plant and equipment (CAPEX)	-19.7	-21.9	-11.3 %	-2.2
Free cash flow	19.0	98.8	>100 %	79.8
Operating free cash flow³	60.8	60.4	-0.8 %	-0.5

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 and Growth CAPEX; Q1 2020: excluding loan of the joint venture partner GRAWE Banking Group amounting EUR 10.0m to bank99 and cash prepayments for third parties (e.g. pensions) amounting EUR 15.0m