



## KEY FIGURES

| EUR m   | H1 2018                       | H1 2019      | %                         | Change                   |              |              |
|---|-------------------------------|--------------|---------------------------|--------------------------|--------------|--------------|
|   |                               |              |                           | EUR m                    | Q2 2018      | Q2 2019      |
| <b>Revenue</b>  | <b>955.2</b>                  | <b>981.1</b> | <b>2.7%</b>               | <b>25.9</b>              | <b>464.6</b> | <b>488.6</b> |
| Mail & Branch Network   | 695.0                         | 703.9        | 1.3%                      | 8.9                      | 335.4        | 349.2        |
| Parcel & Logistics  | 262.6                         | 283.0        | 7.8%                      | 20.4                     | 130.4        | 142.0        |
| Corporate/Consolidation   | -2.4                          | -5.8         | -                         | -3.4                     | -1.2         | -2.6         |
| Other operating income  | 50.9                          | 42.2         | -17.2%                    | -8.8                     | 16.3         | 21.2         |
| Raw materials, consumables and services used  | -206.2                        | -218.7       | -6.1%                     | -12.5                    | -102.3       | -108.5       |
| Staff costs   | -516.5                        | -507.3       | 1.8%                      | 9.2                      | -242.5       | -255.6       |
| Other operating expenses  | -137.8                        | -134.7       | 2.3%                      | 3.2                      | -67.5        | -68.3        |
| Results from financial assets accounted for using the equity method                                     | -1.3                          | -0.5         | 64.4%                     | 0.8                      | -0.7         | 0.2          |
| <b>EBITDA</b>   | <b>144.3</b>                  | <b>162.2</b> | <b>12.4%</b>              | <b>17.9</b>              | <b>67.9</b>  | <b>77.6</b>  |
| Depreciation, amortisation and impairment losses  | -39.3                         | -54.5        | -38.8%                    | -15.2                    | -19.5        | -27.3        |
| <b>EBIT</b>   | <b>105.1</b>                  | <b>107.7</b> | <b>2.5%</b>               | <b>2.6</b>               | <b>48.4</b>  | <b>50.3</b>  |
| Mail & Branch Network   | 138.7                         | 142.3        | 2.6%                      | 3.6                      | 65.1         | 67.0         |
| Parcel & Logistics  | 20.4                          | 20.4         | 0.3%                      | 0.1                      | 9.5          | 10.8         |
| Corporate/Consolidation   | -54.1                         | -55.1        | -1.8%                     | -1.0                     | -26.3        | -27.4        |
| Other financial result  | 3.2                           | 0.8          | -75.1%                    | -2.4                     | 1.5          | -2.6         |
| <b>Earnings before tax</b>  | <b>108.2</b>                  | <b>108.5</b> | <b>0.2%</b>               | <b>0.3</b>               | <b>49.9</b>  | <b>47.7</b>  |
| Income tax  | -32.3                         | -29.1        | 9.9%                      | 3.2                      | -15.8        | -11.6        |
| <b>Profit for the period</b>  | <b>75.9</b>                   | <b>79.4</b>  | <b>4.6%</b>               | <b>3.5</b>               | <b>34.1</b>  | <b>36.0</b>  |
| Earnings per share (EUR) <sup>1</sup>   | 1.12                          | 1.17         | 4.6%                      | 0.05                     | 0.50         | 0.53         |
| <b>Cash flow from operating activities</b>  | <b>173.4</b>                  | <b>123.6</b> | <b>-28.7%</b>             | <b>-49.7</b>             | <b>-2.6</b>  | <b>51.3</b>  |
| <b>Investment in property, plant and equipment (CAPEX)</b>  | <b>-67.4</b>                  | <b>-70.0</b> | <b>-3.8%</b>              | <b>-2.6</b>              | <b>-26.4</b> | <b>-50.3</b> |
| <b>Free cash flow</b>   | <b>104.1</b>                  | <b>26.2</b>  | <b>-74.8%</b>             | <b>-77.9</b>             | <b>-30.1</b> | <b>7.2</b>   |
| <b>Operating free cash flow</b><br>(Free cash flow before acquisitions/<br>securities and Growth CAPEX) | <b>47.7/134.1<sup>2</sup></b> | <b>99.6</b>  | <b>-25.7%<sup>2</sup></b> | <b>-34.5<sup>2</sup></b> | <b>-16.9</b> | <b>38.8</b>  |

<sup>1</sup> Undiluted earnings per share in relation to 67,552,638 shares

<sup>2</sup> Inclusive of BAWAG P.S.K. special effect of EUR 86.5m (special payment BAWAG P.S.K. of EUR 107.0m less financial services rendered of EUR 20.5m)