



KEY FIGURES

EUR m	2023	2024	Change		Q4 2023	Q4 2024
			%	EUR m		
Revenue	2,740.8	3,123.1	13.9 %	382.2	771.5	885.5
Mail	1,190.4	1,239.8	4.1 %	49.4	323.8	328.8
Parcel & Logistics	1,416.5	1,712.5	20.9 %	296.0	407.4	511.1
Retail & Bank	168.6	201.5	19.5 %	32.9	50.0	55.5
Corporate/Consolidation	-34.7	-30.8	11.3 %	3.9	-9.6	-10.0
Other operating income	100.3	104.1	3.7 %	3.8	23.4	28.2
Raw materials, consumables and services used	-832.4	-920.6	-10.6 %	-88.2	-235.4	-276.6
Expenses from financial services	-21.6	-51.4	<-100 %	-29.7	-9.7	-14.8
Staff costs	-1,215.4	-1,405.5	-15.6 %	-190.1	-328.7	-379.4
Other operating expenses	-387.4	-437.2	-12.9 %	-49.8	-112.9	-126.1
Results from financial assets acc.for using the equity method	2.1	3.1	46.9 %	1.0	0.6	0.0
Net monetary gain	5.1	7.1	38.5 %	2.0	0.3	1.0
EBITDA	391.6	422.7	8.0 %	31.2	109.1	117.9
Depreciation, amortisation and impairment losses	-201.3	-215.5	-7.0 %	-14.1	-49.7	-55.3
EBIT	190.2	207.3	9.0 %	17.0	59.5	62.5
Mail	152.3	159.1	4.4 %	6.8	50.2	43.9
Parcel & Logistics	89.5	103.3	15.5 %	13.9	28.8	38.6
Retail & Bank	-13.7	-11.8	14.0 %	1.9	-8.1	-4.4
Corporate/Consolidation ¹	-37.9	-43.4	-14.5 %	-5.5	-11.4	-15.6
Financial result	-3.0	-10.5	<-100 %	-7.5	0.5	-7.9
Profit before tax	187.2	196.7	5.1 %	9.5	60.0	54.6
Income tax	-48.5	-50.8	-4.8 %	-2.3	-12.0	-14.8
Profit for the period	138.7	145.9	5.2 %	7.2	47.9	39.8
Earnings per share (EUR)²	1.96	2.04	4.1 %	0.08	0.66	0.56
Gross cash flow	320.6	395.5	23.4 %	74.9	104.5	119.2
Cash flow from operating activities	254.5	121.7	-52.2 %	-132.8	181.1	63.3
CAPEX	155.3	143.1	-7.8 %	-12.1	57.3	52.5
Free cash flow	158.8	-28.9	<-100 %	-187.6	136.7	-9.6
Operating free cash flow³	221.6	253.9	14.6 %	32.3	44.4	24.6

¹ Includes the intra-Group cost allocation procedure

² Undiluted earnings per share in relation to 67,552,638 shares

³ Free cash flow before acquisitions/securities/money market investments, Growth CAPEX and core banking assets