

## KEY FIGURES

EUR m	2014 <sup>1</sup>	2015	Change 2014/2015		Q4 2014 <sup>1</sup>	Q4 2015
			%	EUR m		
<b>Revenue</b>	<b>2,363.5</b>	<b>2,401.9</b>	<b>1.6%</b>	<b>38.5</b>	<b>636.0</b>	<b>655.4</b>
thereof Mail & Branch Network Division	1,487.7	1,501.7	0.9%	14.0	402.0	412.2
thereof Parcel & Logistics Division	875.0	900.2	2.9%	25.2	233.8	243.2
thereof Corporate/Consolidation	0.8	0.1	-87.5%	-0.7	0.2	0.0
Other operating income	134.4	99.2	-26.2%	-35.3	84.3	48.8
Raw materials, consumables and services used	-737.5	-749.6	-1.6%	-12.1	-197.2	-203.6
Staff costs	-1,109.5	-1,106.0	0.3%	3.5	-294.1	-292.3
Other operating expenses	-317.0	-344.0	-8.5%	-27.0	-96.8	-106.1
Results from financial assets accounted for using the equity method	-0.1	1.1	>100%	1.3	1.4	1.3
<b>Earnings before interest, tax, depreciation and amortisation (EBITDA)</b>	<b>333.8</b>	<b>302.7</b>	<b>-9.3%</b>	<b>-31.1</b>	<b>133.6</b>	<b>103.4</b>
Depreciation and amortisation	-84.9	-85.0	-0.1%	-0.1	-22.2	-21.0
Impairment losses	-52.0	-128.7	>100%	-76.7	-47.1	-128.6
<b>Operating EBIT adjusted for one offs</b>	<b>192.9</b>	<b>198.0</b>	<b>2.6%</b>	<b>5.1</b>	<b>60.2</b>	<b>62.7</b>
Special effects	4.0	-108.9	<-100%	-112.9	4.0	-108.9
<b>Earnings before interest and tax (EBIT)</b>	<b>196.9</b>	<b>89.0</b>	<b>-54.8%</b>	<b>-107.8</b>	<b>64.2</b>	<b>-46.2</b>
thereof Mail & Branch Network Division	270.0	284.7	5.4%	14.7	74.5	76.1
thereof Parcel & Logistics Division	-19.5	-105.4	<-100%	-85.9	-38.1	-121.9
thereof Corporate/Consolidation	-53.6	-90.3	-68.5%	-36.7	27.9	-0.4
Other financial result	-2.8	2.0	>100%	4.8	-0.4	-0.6
<b>Earnings before tax (EBT)</b>	<b>194.0</b>	<b>91.0</b>	<b>-53.1%</b>	<b>-103.0</b>	<b>63.8</b>	<b>-46.8</b>
Income tax	-47.2	-19.5	58.7%	27.7	-16.8	14.3
<b>Profit for the period</b>	<b>146.8</b>	<b>71.6/142.2 <sup>2</sup></b>	-	-	<b>47.1</b>	<b>-32.5</b>
Earnings per share (EUR) <sup>3</sup>	2.17	1.06/2.10 <sup>2</sup>	-	-	-	-
<b>Cash flow from operating activities</b>	<b>232.2</b>	<b>216.2</b>	<b>-6.9%</b>	<b>-16.0</b>	<b>67.6</b>	<b>62.6</b>
Investments in property, plant and equipment (CAPEX)	-82.6	-104.7	-26.8%	-22.1	-29.6	-43.4
<b>Free cash flow before acquisitions/securities</b>	<b>151.7</b>	<b>178.3</b>	<b>17.5%</b>	<b>26.6</b>	<b>43.2</b>	<b>20.0</b>

<sup>1</sup> The presentation of revenue in the Parcel & Logistics Division was adjusted. Exported services were recognised according to the net method (previously reported as revenue and expenses for services used).

<sup>2</sup> Adjusted for special effects

<sup>3</sup> Undiluted earnings per share in relation to 67,552,638 shares.

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