

# KEY FIGURES

EUR m	Q1 2015 <sup>1</sup>	Q1 2016	Change %	EUR m
<b>Revenue</b>	<b>599.9</b>	<b>592.8</b>	<b>-1.2%</b>	<b>-7.2</b>
thereof Mail & Branch Network	377.5	370.5	-1.9%	-7.0
thereof Parcel & Logistics	222.4	222.3	-0.1%	-0.2
thereof Corporate	0.0	0.0	-	-
Other operating income	16.4	23.5	43.4%	7.1
Raw materials, consumables and services used	-182.5	-183.1	-0.4%	-0.7
Staff costs	-281.7	-286.4	-1.7%	-4.7
Other operating expenses	-76.3	-77.3	-1.2%	-0.9
Results from financial assets accounted for using the equity method	-0.6	0.1	>100%	0.7
<b>Earnings before interest, tax, depreciation and amortisation (EBITDA)</b>	<b>75.1</b>	<b>69.4</b>	<b>-7.6%</b>	<b>-5.7</b>
Depreciation, amortisation and impairments	-21.2	-18.4	13.5%	2.9
<b>Earnings before interest and tax (EBIT)</b>	<b>53.9</b>	<b>51.1</b>	<b>-5.3%</b>	<b>-2.8</b>
thereof Mail & Branch Network	76.6	71.6	-6.6%	-5.1
thereof Parcel & Logistics	7.2	7.8	7.8%	0.6
thereof Corporate/Consolidation	-29.9	-28.3	5.5%	1.6
Other financial result	3.4	-0.2	<-100%	-3.7
<b>Earnings before tax (EBT)</b>	<b>57.4</b>	<b>50.8</b>	<b>-11.4%</b>	<b>-6.5</b>
Income tax	-13.6	-12.2	10.5%	1.4
<b>Profit for the period</b>	<b>43.8</b>	<b>38.7</b>	<b>-11.7%</b>	<b>-5.1</b>
Earnings per share (EUR) <sup>2</sup>	0.65	0.57	-11.6%	-0.1
<b>Cash flow from operating activities</b>	<b>59.6</b>	<b>60.1</b>	<b>0.8%</b>	<b>0.5</b>
Investments in property, plant and equipment (CAPEX)	-15.8	-17.1	-8.2%	-1.3
Free cash flow before acquisitions/securities	<b>104.6</b>	<b>42.4</b>	<b>-59.5%</b>	<b>-62.2</b>

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

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