

KEY FIGURES

| EUR m | 2016 ¹ | 2017 | Change 2016/2017 | | Q4 2016 ¹ | Q4 2017 |
|---|-------------------|----------------|------------------|-------------|----------------------|--------------|
| | | | % | EUR m | | |
| Revenue | 2,030.5 | 1,938.9 | -4.5% | -91.6 | 520.1 | 534.3 |
| Revenue excl. trans-o-flex | 1,895.6 | 1,938.9 | 2.3% | 43.3 | 520.1 | 534.3 |
| Mail & Branch Network | 1,478.5 | 1,447.8 | -2.1% | -30.7 | 399.7 | 392.5 |
| Parcel & Logistics | 556.0 | 495.6 | -10.9% | -60.4 | 121.4 | 143.1 |
| Parcel & Logistics excl. trans-o-flex | 421.1 | 495.6 | 17.7% | 74.4 | 121.4 | 143.1 |
| Corporate/Consolidation | -4.0 | -4.5 | -12.5% | -0.5 | -1.1 | -1.4 |
| Other operating income | 70.1 | 112.7 | 60.7% | 42.6 | 20.0 | 69.5 |
| Raw materials, consumables and services used | -495.2 | -409.9 | 17.2% | 85.2 | -111.2 | -113.4 |
| Staff costs | -1,035.2 | -1,020.1 | 1.5% | 15.1 | -250.4 | -275.3 |
| Other operating expenses | -294.1 | -325.0 | -10.5% | -30.9 | -93.9 | -118.3 |
| Results from financial assets accounted for using the equity method | 0.9 | -1.9 | <-100% | -2.9 | 0.7 | -0.8 |
| EBITDA | 277.1 | 294.6 | 6.3% | 17.5 | 85.3 | 95.9 |
| Depreciation, amortisation and impairment losses | -74.8 | -86.8 | -16.1% | -12.0 | -18.5 | -28.0 |
| EBIT | 202.3 | 207.8 | 2.7% | 5.5 | 66.8 | 67.9 |
| Mail & Branch Network | 285.1 | 289.6 | 1.6% | 4.6 | 87.4 | 89.6 |
| Parcel & Logistics | 18.5 | 42.8 | >100% | 24.3 | -6.3 | 13.9 |
| Corporate/Consolidation | -101.3 | -124.7 | -23.1% | -23.4 | -14.4 | -35.6 |
| Other financial result | -0.7 | 12.8 | >100% | 13.5 | 0.5 | 12.2 |
| Earnings before tax | 201.5 | 220.6 | 9.5% | 19.1 | 67.3 | 80.0 |
| Income tax | -48.8 | -55.6 | -13.9% | -6.8 | -15.0 | -20.9 |
| Profit for the period | 152.7 | 165.0 | 8.0% | 12.3 | 52.3 | 59.1 |
| Earnings per share (EUR) ² | 2.26 | 2.45 | 8.2% | 0.18 | 0.77 | 0.88 |
| Cash flow from operating activities | 223.6 | 255.7 | 14.4% | 32.1 | 64.6 | 89.1 |
| Investment in property, plant and equipment (CAPEX) | -103.3 | -102.1 | 1.2% | 1.2 | -47.0 | -52.6 |
| Free cash flow | 118.5 | 146.6 | 27.5% | 28.1 | 16.5 | 30.7 |
| Operating free cash flow³ | 156.8 | 171.4 | 9.3% | 14.6 | 25.5 | 36.2 |

¹ Adjustment of revenue in segment reporting as well as adjustment of other operating expenses and income for financial assets accounted for using the equity method

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

³ Free CF before acq./securities and new headquarters; 2017 adjusted for the effect of temporary cash holdings belonging to customers but not yet remitted to them

