

KEY FIGURES

EUR m	2015	2016	Change 2015/2016		Q4 2015	Q4 2016
			%	EUR m		
Revenue excl. trans-o-flex	1,903.9	1,895.6	-0.4%	-8.2	527.1	520.1
Revenue	2,401.9	2,030.5	-15.5%	-371.5	655.4	520.1
thereof Mail & Branch Network Division	1,501.7	1,478.0	-1.6%	-23.7	412.2	399.6
thereof Parcel & Logistics Division	900.2	552.5	-38.6%	-347.7	243.2	120.5
Parcel & Logistics Division excl. trans-o-flex	402.1	417.6	3.9%	15.5	114.9	120.5
thereof Corporate/Consolidation	0.1	0.0	-56.2%	-0.1	0.0	0.0
Other operating income	99.2	70.1	-29.3%	-29.1	48.8	20.0
Raw materials, consumables and services used	-749.6	-495.2	33.9%	254.4	-203.6	-111.2
Staff costs	-1,106.0	-1,035.2	6.4%	70.8	-292.3	-250.4
Other operating expenses	-344.0	-277.3	19.4%	66.7	-106.1	-77.1
Results from financial assets accounted for using the equity method	1.1	-15.8	<-100%	-17.0	1.3	-16.1
Earnings before interest, tax, depreciation and amortisation (EBITDA)	302.7	277.1	-8.5%	-25.7	103.4	85.3
Depreciation and amortisation	-85.0	-72.6	14.6%	12.4	-21.0	-18.3
Impairment losses	-128.7	-2.3	98.2%	126.4	-128.6	-0.3
Earnings before interest and tax (EBIT)	89.0	202.3	>100%	113.2	-46.2	66.8
thereof Mail & Branch Network Division	284.7	285.1	0.1%	0.3	76.1	87.4
thereof Parcel & Logistics Division	-105.4	18.5	>100.0%	123.9	-121.9	-6.3
thereof Corporate/Consolidation	-90.3	-101.3	-12.2%	-11.0	-0.5	-14.4
Operating EBIT	198.0	202.3	2.2%	4.3	62.8	66.8
Other financial result	2.0	-0.7	<-100%	-2.7	-0.6	0.5
Earnings before tax (EBT)	91.0	201.5	>100%	110.5	-46.8	67.3
Income tax	-19.5	-48.8	<-100%	-29.3	14.3	-15.0
Profit for the period	71.6	152.7	>100%	81.2	-32.5	52.3
Earnings per share (EUR) ¹	1.06	2.26	>100%	1.20	-0.48	0.62
Cash flow from operating activities	216.2	223.6	3.4%	7.4	62.6	64.6
Investments in property, plant and equipment (CAPEX)	-104.7	-103.3	1.3%	1.4	-43.4	-47.0
Operating free cash flow before acquisitions/securities (before old/new headquarters)	160.5²	156.8	-2.3%	-3.6	28.6	25.5

¹ Undiluted earnings per share in relation to 67,552,638 shares

² Excluding tax payments of EUR 9.2m in connection with the sale of the former corporate headquarters

