



PRESS RELEASE
12 March 2020

KEY FIGURES

EUR m	2018	2019	Change		Q4 2018	Q4 2019
			%	EUR m		
Revenue	1,958.5	2,021.6	3.2%	63.1	542.1	559.3
Mail & Branch Network	1,412.3	1,400.5	-0.8%	-11.8	384.9	367.0
Parcel & Logistics	552.4	632.5	14.5%	80.0	159.6	195.2
Corporate/Consolidation	-6.2	-11.4	-83.8%	-5.2	-2.4	-2.9
Other operating income	96.2	131.5	36.7%	35.3	22.3	17.6
Raw materials, consumables and services used	-441.2	-473.3	-7.3%	-32.0	-128.0	-139.7
Staff costs	-1,008.7	-976.7	3.2%	31.9	-251.8	-232.0
Other operating expenses	-295.7	-383.7	-29.8%	-88.0	-84.5	-102.1
Results from financial assets accounted for using the equity method	-3.6	-0.6	82.1%	3.0	-1.9	-0.4
EBITDA	305.4	318.7	4.3%	13.2	98.3	102.7
Depreciation, amortisation and impairment losses	-94.5	-118.1	-24.9%	-23.5	-29.4	-32.2
EBIT	210.9	200.6	-4.9%	-10.3	68.9	70.5
Mail & Branch Network	289.8	265.4	-8.4%	-24.4	90.7	78.3
Parcel & Logistics	41.3	45.5	10.1%	4.2	14.7	18.0
Corporate/Consolidation	-120.2	-110.3	8.2%	9.9	-36.5	-25.8
Other financial result	-13.1	10.7	>100%	23.8	-17.3	-2.9
Profit before tax	197.8	211.3	6.8%	13.5	51.6	67.7
Income tax	-53.6	-66.8	-24.7%	-13.3	-12.7	-23.3
Profit for the period	144.2	144.5	0.2%	0.3	38.9	44.4
Earnings per share (EUR)¹	2.13	2.17	1.9%	0.04	0.57	0.69
Cash flow from operating activities	295.9	325.2	9.9%	29.4	43.4	96.6
Investment in property, plant and equipment (CAPEX)	-139.4	-153.1	-9.8%	-13.6	-53.2	-52.9
Free cash flow	158.4	33.8	-78.7%	-124.6	28.7	-16.0
Operating free cash flow²	161.9	148.4	-	-	34.5	14.3

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

² Free cash flow before acquisitions/securities/money market investments and Growth CAPEX: 2019: excluding cash inflow from the real estate development project Neutrogasse of EUR 32.8m and credited repayment claims related to non-wage labour costs paid in previous periods of EUR 65.7m; 2018: excluding BAWAG P.S.K. special effect of EUR 70.0m (special payment BAWAG P.S.K. of EUR 107.0m less financial services rendered of EUR 37.0m)