



PRESS RELEASE  
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## KEY FIGURES

EUR m	Q1-3 2024	Q1-3 2025	Change		Q3 2024	Q3 2025
			%	EUR m		
<b>Revenue</b>	<b>2,237.6</b>	<b>2,212.4</b>	<b>-1.1%</b>	<b>-25.2</b>	<b>732.4</b>	<b>724.2</b>
Mail	911.0	847.0	-7.0%	-64.0	291.9	264.3
Parcel & Logistics	1,201.4	1,235.1	2.8%	33.7	396.5	418.1
Retail & Bank	146.0	139.5	-4.5%	-6.6	50.4	45.0
Corporate/Consolidation	-20.8	-9.2	55.7%	11.6	-6.4	-3.1
Other operating income	75.9	87.3	15.0%	11.4	28.1	27.2
Raw materials, consumables and services used	-644.0	-649.0	-0.8%	-5.0	-210.2	-219.5
Expenses from financial services	-36.6	-30.6	16.4%	6.0	-12.9	-8.0
Staff costs	-1,026.1	-1,028.3	-0.2%	-2.1	-333.4	-329.2
Other operating expenses	-311.1	-304.2	2.2%	6.9	-115.0	-101.4
Results from financial assets accounted for using the equity method	3.1	3.0	-3.1%	-0.1	1.7	1.1
Net monetary gain	6.1	4.5	-26.6%	-1.6	2.5	1.3
<b>EBITDA</b>	<b>304.9</b>	<b>295.1</b>	<b>-3.2%</b>	<b>-9.7</b>	<b>93.4</b>	<b>95.7</b>
Depreciation, amortisation and impairment losses	-160.1	-160.0	0.1%	0.2	-54.2	-54.6
<b>EBIT</b>	<b>144.7</b>	<b>135.1</b>	<b>-6.6%</b>	<b>-9.6</b>	<b>39.2</b>	<b>41.2</b>
Mail	115.2	90.7	-21.2%	-24.5	32.2	23.8
Parcel & Logistics	64.7	47.5	-26.6%	-17.2	17.5	15.4
Retail & Bank	-7.4	9.1	>100%	16.6	-2.2	4.5
Corporate/Consolidation <sup>1</sup>	-27.7	-12.3	55.8%	15.5	-8.4	-2.5
Financial result	-2.6	-6.2	<-100%	-3.6	-1.0	-4.4
<b>Profit before tax</b>	<b>142.1</b>	<b>128.9</b>	<b>-9.3%</b>	<b>-13.2</b>	<b>38.2</b>	<b>36.7</b>
Income tax	-36.0	-31.6	12.2%	4.4	-10.5	-7.8
<b>Profit for the period</b>	<b>106.1</b>	<b>97.3</b>	<b>-8.3%</b>	<b>-8.8</b>	<b>27.6</b>	<b>28.9</b>
<b>Earnings per share (EUR)<sup>2</sup></b>	<b>1.48</b>	<b>1.41</b>	<b>-5.2%</b>	<b>-0.08</b>	<b>0.37</b>	<b>0.42</b>
<b>Gross cash flow</b>	<b>276.3</b>	<b>244.7</b>	<b>-11.4%</b>	<b>-31.6</b>	<b>90.4</b>	<b>86.3</b>
<b>Cash flow from operating activities</b>	<b>58.4</b>	<b>88.4</b>	<b>51.4%</b>	<b>30.0</b>	<b>-127.4</b>	<b>59.8</b>
CAPEX	90.7	84.3	-7.0%	-6.3	44.3	43.0
<b>Free cash flow</b>	<b>-19.2</b>	<b>31.6</b>	<b>&gt;100%</b>	<b>50.8</b>	<b>-173.4</b>	<b>2.0</b>
<b>Operating free cash flow<sup>3</sup></b>	<b>229.3</b>	<b>239.6</b>	<b>4.5%</b>	<b>10.3</b>	<b>82.2</b>	<b>78.7</b>

<sup>1</sup> Includes the intra-Group cost allocation procedure

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

<sup>3</sup> Free cash flow before acquisitions/securities/money market investments, Growth CAPEX and core banking assets