PRESS INFORMATION
15 March 2023

KEY FIGURES

EUR m	2021	2022	Change %	Change EUR m	Q4 2021	Q4 2022
Revenue	**2,519.6**	**2,522.0**	**0.1%**	**2.4**	**685.4**	**706.2**
Mail	1,224.2	1,218.0	-0.5%	-6.2	330.8	331.1
Parcel & Logistics	1,245.7	1,214.6	-2.5%	-31.1	340.1	349.4
Retail & Bank	74.7	122.5	64.0%	47.8	22.2	37.3
Corporate/Consolidation	-25.0	-33.2	-32.6%	-8.2	-7.7	-11.6
Other operating income	95.2	107.3	12.7%	12.1	35.8	28.3
Raw materials, consumables and services used	-715.7	-750.1	-4.8%	-34.4	-198.8	-218.9
Expenses for financial services	-5.4	-11.3	<-100%	-5.9	-1.7	-1.8
Staff costs	-1,160.1	-1,144.2	1.4%	15.9	-312.6	-298.8
Other operating expenses	-363.8	-352.3	3.2%	11.5	-104.5	-102.3
Results from financial assets accounted for using the equity method	0.6	-0.3	<-100%	-1.0	0.4	-0.1
Net monetary gain	0.0	1.8	>100%	1.8	0.0	2.2
EBITDA	**370.4**	**372.7**	**0.6%**	**2.4**	**104.0**	**114.7**
Depreciation, amortisation and impairment losses	-165.6	-184.3	-11.3%	-18.7	-43.3	-51.6
EBIT	**204.7**	**188.4**	**-8.0%**	**-16.3**	**60.7**	**63.1**
Mail	155.2	157.6	1.6%	2.4	44.4	46.9
Parcel & Logistics	118.1	88.8	-24.8%	-29.3	36.7	30.1
Retail & Bank	-39.2	-26.7	32.0%	12.6	-5.3	-1.8
Corporate/Consolidation[1]	-29.3	-31.3	-6.9%	-2.0	-15.1	-12.1
Financial result	11.7	-24.7	<-100%	-36.4	10.1	-3.6
Profit before tax	**216.4**	**163.7**	**-24.4%**	**-52.7**	**70.8**	**59.5**
Income tax	-58.0	-35.6	38.7%	22.5	-22.9	-16.1
Profit for the period	**158.4**	**128.1**	**-19.1%**	**-30.3**	**47.9**	**43.4**
Earnings per share (EUR)[2]	**2.25**	**1.86**	**-17.5%**	**-0.39**	**0.69**	**0.61**
Gross cash flow	**442.4**	**330.6**	**-25.3%**	**-111.8**	**124.5**	**96.8**
Cash flow from operating activities	**493.3**	**-80.0**	**<-100%**	**-573.3**	**80.6**	**65.5**
CAPEX	161.2	151.8	-5.8%	-9.4	67.3	52.4
Free cash flow	**748.4**	**-270.3**	**<-100%**	**-1,018.7**	**378.4**	**9.6**
Operating free cash flow[3]	**217.9**	**183.1**	**-16.0%**	**-34.8**	**21.5**	**35.5**

[1] Includes the intra-Group cost allocation procedure
[2] Undiluted earnings per share in relation to 67,552,638 shares
[3] Free cash flow before acquisitions/securities/money market investments, Growth CAPEX and core banking assets

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