



PRESS RELEASE  
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## KEY FIGURES

EUR m	Q1-3 2019	Q1-3 2020	%	Change		
				EUR m	Q3 2019 <sup>1</sup>	Q3 2020
<b>Revenue</b>	<b>1,462.2</b>	<b>1,497.9</b>	<b>2.4%</b>	<b>35.7</b>	<b>481.1</b>	<b>516.0</b>
Mail <sup>1</sup>	970.2	883.3	-9.0%	-86.9	310.0	292.7
Parcel & Logistics <sup>1</sup>	437.2	576.6	31.9%	139.4	154.2	208.7
Retail & Bank <sup>1</sup>	63.4	45.7	-27.8%	-17.6	19.6	17.1
Corporate/Consolidation <sup>1</sup>	-8.6	-7.8	9.3%	0.8	-2.7	-2.5
Other operating income	113.9	44.0	-61.3%	-69.8	71.7	15.6
Raw materials, consumables and services used	-333.6	-378.3	-13.4%	-44.7	-114.8	-130.8
Staff costs	-744.7	-746.2	-0.2%	-1.5	-237.4	-251.6
Other operating expenses	-281.6	-238.8	15.2%	42.8	-146.9	-82.5
Results from financial assets accounted for using the equity method	-0.3	1.4	>100%	1.7	0.2	0.9
<b>EBITDA</b>	<b>215.9</b>	<b>179.9</b>	<b>-16.7%</b>	<b>-36.0</b>	<b>53.7</b>	<b>67.6</b>
Depreciation, amortisation and impairment losses	-85.9	-98.5	-14.7%	-12.6	-31.4	-34.5
<b>EBIT</b>	<b>130.0</b>	<b>81.4</b>	<b>-37.4%</b>	<b>-48.6</b>	<b>22.3</b>	<b>33.2</b>
Mail <sup>1</sup>	129.0	106.7	-17.2%	-22.2	25.5	33.5
Parcel & Logistics <sup>1</sup>	21.4	32.6	52.9%	11.3	6.5	14.5
Retail & Bank <sup>1</sup>	-1.8	-37.3	<-100%	-35.5	-3.5	-8.6
Corporate/Consolidation <sup>1</sup>	-18.4	-20.7	-12.0%	-2.2	-6.1	-6.2
Other financial result	13.6	3.9	-71.3%	-9.7	12.8	-1.2
<b>Profit before tax</b>	<b>143.6</b>	<b>85.3</b>	<b>-40.6%</b>	<b>-58.3</b>	<b>35.1</b>	<b>32.0</b>
Income tax	-43.6	-20.8	52.2%	22.7	-14.4	-6.6
<b>Profit for the period</b>	<b>100.1</b>	<b>64.5</b>	<b>-35.6%</b>	<b>-35.6</b>	<b>20.7</b>	<b>25.4</b>
<b>Earnings per share (EUR)<sup>2</sup></b>	<b>1.48</b>	<b>1.03</b>	<b>-30.2%</b>	<b>-0.45</b>	<b>0.31</b>	<b>0.37</b>
<b>Cash flow from operating activities</b>	<b>228.6</b>	<b>518.5</b>	<b>&gt;100%</b>	<b>289.9</b>	<b>105.0</b>	<b>211.6</b>
Investment in property, plant and equipment (CAPEX)	-100.1	-61.6	38.4%	38.5	-30.2	-23.9
<b>Free cash flow</b>	<b>49.8</b>	<b>581.0</b>	<b>&gt;100%</b>	<b>531.1</b>	<b>23.6</b>	<b>165.0</b>
<b>Operating free cash flow<sup>3</sup></b>	<b>153.2</b>	<b>94.6</b>	<b>-38.3%</b>	<b>-58.6</b>	<b>72.0</b>	<b>49.2</b>

<sup>1</sup> Adjusted to the new segment structure since 1 January 2020

<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; Q1-3 2019: EUR 153.2m exclusive cash inflow from the real estate development project Neutorgasse of EUR 30.3m (Q3 2019: EUR 11.9m)