



KEY FIGURES Q1 2021

EUR m	Q1 2020 ¹	Q1 2021	Change	
			%	EUR m
Revenue	502.8	646.1	28.5%	143.3
Mail	317.5	311.0	-2.1%	-6.6
Parcel & Logistics	174.5	323.7	85.5%	149.1
Retail & Bank	13.2	16.7	27.3%	3.6
Corporate/Consolidation	-2.4	-5.3	<-100%	-2.9
Other operating income	13.3	22.2	66.7%	8.9
Raw materials, consumables and services used	-127.0	-185.6	-46.1%	-58.6
Staff costs	-253.5	-303.5	-19.7%	-50.0
Other operating expenses	-70.3	-80.5	-14.6%	-10.3
Results from financial assets accounted for using the equity method	0.0	0.2	>100%	0.3
EBITDA	65.3	99.0	51.5%	33.6
Depreciation, amortisation and impairment losses	-32.0	-39.2	-22.5%	-7.2
EBIT	33.3	59.8	79.2%	26.4
Mail	46.9	45.5	-3.0%	-1.4
Parcel & Logistics	8.7	35.8	>100%	27.1
Retail & Bank	-16.4	-18.4	-12.4%	-2.0
Corporate/Consolidation ²	-5.8	-3.1	46.5%	2.7
Financial result	1.1	2.4	>100%	1.3
Profit before tax	34.5	62.2	80.3%	27.7
Income tax	-8.3	-12.3	-48.2%	-4.0
Profit for the period	26.2	49.9	90.5%	23.7
Earnings per share (EUR)³	0.42	0.71	68.2%	0.29
Gross cash flow	72.0	108.9	51.3%	36.9
Cash flow from operating activities⁴	96.73	124.1	28.3%	124.1
Investment in property, plant and equipment (CAPEX)	21.9	18.3	-16.2%	-3.6
Free cash flow⁴	97.7	117.6	20.4%	19.9
Operating free cash flow^{4,5}	58.2	74.4	27.9%	16.2

¹ Net interest and commission income is now reported in revenue. In the first quarter of 2020, interest and commission expenses were reported under expenses for financial services.

² Includes the intra-Group cost allocation proceeding

³ Undiluted earnings per share in relation to 67,552,638 shares

⁴ The presentation of the provision of financial services has been adjusted. Cash and cash equivalents now also include receivables from banks arising from payment transactions of the bank itself, which were reported as part of financial assets from financial services in the previous year.

⁵ Free cash flow before acquisitions/securities/money market investments, Growth CAPEX and core banking assets