

Key figures

Key figures of Posti Group

	2016	restated 2015*	restated 2014*
Net sales, MEUR	1,607.6	1,649.1	1,867.1
Adjusted EBITDA, MEUR	126.7	128.2	145.1
Adjusted EBITDA, %	7.9	7.8	7.8
EBITDA, MEUR	116.0	147.2	104.0
EBITDA, %	7.2	8.9	5.6
Adjusted operating result, MEUR	47.1	47.6	58.6
Adjusted operating result, %	2.9	2.9	3.1
Operating result, MEUR	30.7	54.8	13.5
Operating result, %	1.9	3.3	0.7
Result before taxes, MEUR	29.5	42.3	3.2
Result for the period, MEUR	23.2	35.1	1.8
Cash flow from operating activities	63.1	81.9	93.2
Return on equity, % (12 months)	3.9	6.2	0.3
Return on invested capital (12 months), %	5.1	6.4	1.9
Equity ratio, %	54.9	46.9	45
Gearing, %	-13.6	-10.9	17.9
Gross capital expenditure, MEUR	100.4	66.8	63.6
Employees on average	20,632	22,219	24,617
Dividends, MEUR	60,0**	18.0	-

*) Restated due to change in the revenue recognition principle

***) Board of Directors' proposal to the Annual General Meeting

Key Figures of Business Groups

EUR million	2016	restated 2015*	Change
Net sales			
Mail, Parcel and Logistics Services	1,321.6	1,337.8	-1.2%
Itella Russia	104.6	118.9	-12.0%
OpusCapita	240.1	256.7	-6.4%
Other operations	5.1	8.7	-41.5%
Intra-Group sales	-63.9	-72.9	
Posti Group	1,607.6	1,649.1	-2.5%
Adjusted EBITDA			
Mail, Parcel and Logistics Services	91.0	90.3	0.7%
Itella Russia	2.6	4.1	-37.7%
OpusCapita	19.1	21.6	-11.8%
Other operations	14.1	12.1	16.3%
Posti Group	126.7	128.2	-1.1%
EBITDA			
Mail, Parcel and Logistics Services	76.9	80.9	-5.0%
Itella Russia	3.9	-8.3	
OpusCapita	12.2	21.4	-43.0%
Other operations	23.1	53.2	-56.6%
Posti Group	116.0	147.2	-21.2%
Adjusted EBITDA, %			
Mail, Parcel and Logistics Services	6.9%	6.8%	
Itella Russia	2.5%	3.5%	
OpusCapita	7.9%	8.4%	
Posti Group	7.9%	7.8%	
EBITDA, %			
Mail, Parcel and Logistics Services	5.8%	6.0%	
Itella Russia	3.7%	-7.0%	

OpusCapita	5.1%	8.4%	
Posti Group	7.2%	8.9%	
Adjusted operating result			
Mail, Parcel and Logistics Services	48.7	49.2	-0.9%
Itella Russia	-4.0	-5.1	
OpusCapita	9.7	14.5	-33.4%
Other operations	-7.3	-11.0	
Posti Group	47.1	47.6	-1.1%
Operating result			
Mail, Parcel and Logistics Services	34.6	38.7	-10.5%
Itella Russia	-2.7	-25.0	
OpusCapita	-1.4	13.3	
Other operations	0.2	27.8	-99.1%
Posti Group	30.7	54.8	-44.0%
Adjusted operating result, %			
Mail, Parcel and Logistics Services	3.7%	3.7%	
Itella Russia	-3.8%	-4.3%	
OpusCapita	4.0%	5.7%	
Posti Group	2.9%	2.9%	
Operating result, %			
Mail, Parcel and Logistics Services	2.6%	2.9%	
Itella Russia	-2.6%	-21.0%	
OpusCapita	-0.6%	5.2%	
Posti Group	1.9%	3.3%	

*) Restated due to change in the revenue recognition principle