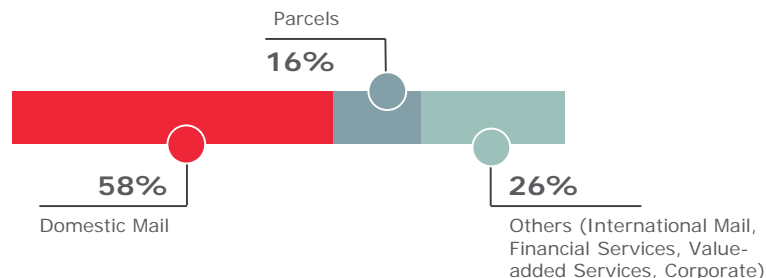


Our company

8.6 million letters per day **148,000** parcels per day **1,337** postal outlets

- One integrated network for domestic mail and parcels
- International mail and parcels through hubs in London LHR and Brussels and strategically located facilities in US, Canada, Poland, China, HK, Singapore, the Netherlands, Australia and New Zealand
- Financial and insurance products as well as value-added solutions



Our strategy

Always on the **MOVE**

We are mail

We grow

We are lean, agile & flexible

We are @core

Management team

Koen Van Gerven
CEO

Koen Beeckmans
CFO

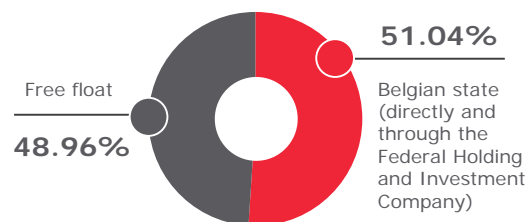
Marc Huybrechts
Director Mail & Retail Solutions

Philippe Dubois
Director Mail Services Operations

Kurt Pierloot
Director International & Parcels

Mark Michiels
CHRO

Shareholders
(situation as at 7 April 2017)



The share

- Listing: Euronext Brussels
- Index: Bel20, DJ Eurostoxx 600
- Ticker: BPOST / BPOST.BR / BPOST.BB
- ISIN: BE0974268972
- Number of shares: 200,000,944

Results 2016

Revenues	€ 2.4bn
EBITDA	€ 586.9m 24.2%
EBIT	€ 496.5m 20.5%
Normalized ¹ Net profit	€ 324.1m
FCF	€ 193.9m
EPS	€ 1.72

Latest results: 1st quarter 2017

€ million	1Q16	1Q17	% Δ
Total operating income (revenues)	604.5	764.0	+26.4%
Operating expenses	428.7	587.1	+37.0%
EBITDA	175.9	176.9	+0.6%
Margin (%)	29.1%	23.2%	
EBIT	153.9	154.2	+0.2%
Margin (%)	25.5%	20.2%	
Net profit	95.9	96.1	+0.2%
bpost S.A./N.V. net profit (BGAAP)	90.0	94.3	+4.8%

Group key financial indicators

€ million, Normalized ¹	2013	2014	2015	2016
RESULTS				
Total operating income (revenues)	2,428.6	2,464.7	2,407.6	2,425.2
Operating expenses	1,891.7	1,892.6	1,824.0	1,838.4
EBITDA	536.9	572.0	583.6	586.9
Margin (%)	22.1%	23.2%	24.2%	24.2%
EBIT	436.1	480.2	494.4	496.5
Margin (%)	18.0%	19.5%	20.5%	20.5%
Net profit	273.3	295.5	328.1	324.1
bpost S.A./N.V. net profit (BGAAP)	248.2	296.9	303.6	286.5
LEVERAGE & LIQUIDITY				
Net cash / (net debt)	360.7	486.2	549.5	492.7
FCF	249.0	373.5	315.9	193.9

SHAREHOLDERS

Basic earnings per share (€, reported)	1.43	1.47	1.54	1.72
Dividend per share (€)	1.13	1.26	1.29	1.31

OTHER INFORMATION

Capex	79.2	90.9	81.0	85.0
# FTEs & interims	26,329	25,414	24,703	24,850

¹ Normalized figures are not audited