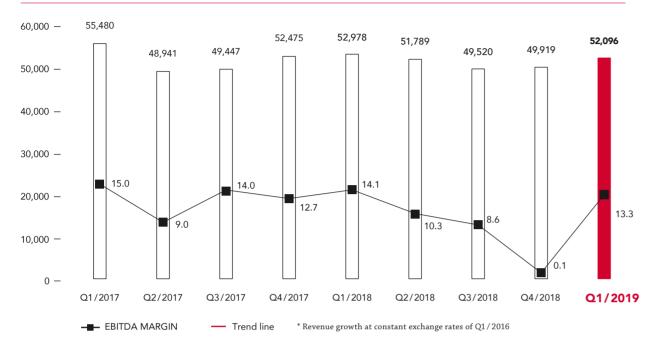


# 1/2019 Quarterly report



#### **Key Figures**





FIGURES IN ACCORDANCE WITH CONSOLIDATED FINANCIAL STATEMENTS (in EUR ti	nousand)

	Q1/2017	Q2/2017	Q3/2017	Q4/2017	Q1/2018	Q2/2018	Q3/2018	Q4/2018	Q1/2019
Revenue	55,480	48,941	49,447	52,475	52,978	51,789	49,520	49,919	52,096
Per cent change to prior year quarter	8.1%	-0.2%	0.8%	-2.1%	-4.5%	5.8%	0.1%	-4.9%	-1.7%
Revenue (excl. currency effects)									51,152
Per cent change to prior year quarter									-3.4%
EBITDA	8,306	4,403	6,919	6,688	7,447	5,324	4,245	53	6,947
as percentage of revenue	15.0%	9.0%	14.0%	12.7%	14.1 %	10.3%	8.6%	0.1%	13.3%
EBITDA (adj. *)									7,410
as percentage of adjusted revenue									14.5%
Consolidated net income	2,198	-70	1,252	1,269	2.196	954	81	-2,335	1,211
as percentage of revenue	4.0%	-0.1%	2.5%	2.4%	4.1%	1.8%	0.2%	NA	2.3
Adjusted free cash flow**	4,251	2,457	1,270	1,807	3,413	89	758	6,610	7,377
Shareholders equity	38,267	33,497	33,587	32,959	34,000	34,511	34,897	33,311	35,638
as percentage of balance sheet total	22.8%	20.7 %	20.2%	19.4%	20.2%	19.8%	20.0%	20.0%	19.8%
Net debt	17,709	18,632	18,778	19,460	17,342	21,372	24,066	18,129	27,905
Net debt ratio **	46%	56%	56%	59%	51%	62%	69%	54%	78%
Share price end of period (EUR)	5.28	5.98	4.74	4.66	3.80	3.31	4.03	3.00	3.62
Earnings per share (EUR)	0.14	-0.01	0.08	0.08	0.14	0.06	0.01	-0.14	0.08

<sup>\*</sup> Adjusted for currency effects and JUMP expenses

## Mixed start to fiscal year 2019: FP Group generates stable revenue in core business and growth in Software segment, revenue decline in Mail Services burdens total revenue

Total revenue reaches EUR 52.1 million compared with EUR 53.0 million in the same quarter of the previous year

Revenue in the core business climbs 2.9% to EUR 33.0 million, including positive currency effects of EUR 0.9 million

Revenue in the Software business climbs 22.7% to EUR 4.7 million

Revenue in the low-margin Mail Services business falls 15.7% to EUR 14.4 million due to earnings-focused management of the customer portfolio and decline in mail volume

**EBITDA** amounts to EUR 7.4 million adjusted for positive currency effects and expenses for the ACT project JUMP

Adjusted free cash flow reaches EUR 7.4 million

Full-year forecast for 2019 confirmed

<sup>\*\*</sup> Key indicator since beginning of 2017

#### First Quarter 2019

#### **HIGHLIGHTS**

#### **JANUARY**

FP acquires stake in smart data start-up Juconn

As part of its growth strategy ACT, FP has acquired a 15% stake in Juconn GmbH, extending its range of services along the IoT value chain. Juconn develops individual Internet of Things solutions for business customers and, by providing smart data, helps them to enter into the Industry 4.0 era. Thanks to its fast growth and its strategy of being a solution provider and an incubator simultaneously, Juconn GmbH has an double-digit million valuation. FP has an option to increase its stake to 25% plus one share. In addition, FP has the chairmanship of Juconn GmbH's Advisory Board.

#### **FEBRUARY**

FP presents smart IoT gateways

FP attended E-world energy & water for the first time from 5 to 7 February 2019 and presented a selection of its IoT solutions. At Europe's leading trade fair for the energy industry, international exhibitors presented their solutions for the future of energy supply to an expert audience. FP's IoT product portfolio comprises gateways for various applications. It also includes an integrated energy management solution for switchboards, including a user-friendly interface. The use of IoT in the energy industry promises high potential for growth for FP. This area is being expanded continuously.

#### **MARCH**

FP releases 2018 annual report and 2018 sustainability report

At the end of March, FP published its annual report for 2018 under the title "Dynamic – Security – IoT" as well as the sustainability report for 2018. In it, the company confirms the provisional figures published on March 7. FP achieved the forecasts for revenue and EBITDA and exceeded the forecast for adjusted free cash flow. At the AGM on 28 May 2019, the Management Board and Supervisory Board will propose the payment of a tax-free gross dividend of 3 cents per share. This translates into a distribution rate of more than 50% of consolidated net income.

#### **APRIL**

FP at the world's largest industry trade fair in Hanover

FP and Juconn presented 'retrofit' solutions at Hannover Messe (1 to 5 April 2019). Retrofitting means upgrading and modernising existing machine equipment. Together with Juconn, FP is developing a secure, complete solution, which will securely connect even decentralised plants and plants with old controllers to the IoT and enable a virtual overview of all controllers.



Our software products and our IoT solutions are well received by our customers. In the first quarter, the software segment achieved double-digit growth. In addition, we are pushing ahead with the expansion of our digital solutions in order to achieve the planned growth targets for 2019 and 2020.

Sven Meise, CDO



In the first quarter, we consequently pursued our path of transformation. Such a transformation takes time, but I am sure that our efforts will pay off in the next few quarters. We are making FP fit for the growth trajectory of the years to come.

Rüdiger Andreas

Günther, CEO/CFO



In the core business, we are gaining shares in the installed base of our competitors. And the market launch of the new PostBase Vision is the beginning of the next growth initiative. With this and our digital products, we will create growth and profitability in the second half of the year.

Patricius de Gruyter, CSO







# Overview of the first quarter of 2019

#### Overall statement: Mixed start to fiscal year 2019

In the first quarter of 2019, the **FP** Group generated revenue of EUR 52.1 million compared with EUR 53.0 million in the same period of the previous year. In the core business, FP continues to perform better than its competitors. The Software segment is also developing positively with double-digit growth, although the Mail Services segment saw another sharp drop in revenue, so **FP** as a whole is reporting a slight decline in revenue for the first quarter of 2019. EBITDA amounted to EUR 6.9 million, down 6.7% on the previous year's EUR 7.4 million. The first three months of fiscal year 2019 were again entirely impacted by the consistent implementation of the ACT strategy, in particular the ACT project JUMP. Expenses for JUMP totalled EUR 0.9 million in the first quarter of 2019 after EUR 0.2 million in the same period of the previous year. Adjusted free cash flow amounted to EUR 7.4 million, against EUR 3.4 million in the same period of the previous year.

Revenue in the core business with franking systems came to EUR 33.0 million in the first quarter of 2019 after EUR 32.1 million in the same period of the previous year. This includes positive currency effects of EUR 0.9 million.

While the competition in the business with franking machines recently declined sharply, FP remains robust. In the largest foreign market, the US, revenue was increased slightly in the first three months of 2019. It was not only in this market that the company saw a slight degree of restraint among customers in the first quarter of 2019, because some of them are postponing their investment decision and waiting for the introduction of the new Post-Base Vision, which is being launched in the US at the end of the second quarter. The approval procedure in this, the world's largest market, was already under way in the first three months of 2019. The positive development of the previous year also continued in France. In Germany, by contrast, revenue declined sharply in comparison with the unusually strong first quarter of the previous year. Post-Base Vision is scheduled to be launched in further core markets such as Germany and France in the second half of the year. The new franking system is poised to make a contribution for the next few years in order to enable further growth in the core business.

The Mail Services business regarding the collection, franking and consolidation of business mail continued to decline sharply in the first quarter of 2019. Revenue in the Mail Ser-

vices segment amounted to EUR 14.4 million in the first three months of 2019 as against EUR 17.1 million in the previous year. The earnings-focused management, an altered customer mix and the sharp decline in the mail volume has not yet been compensated for by new business. The increase in postage tariff by Deutsche Post AG expected in the second half of 2019, and new management will result in the planned trend reversal.

Revenue in the Software segment increased by 22.7% to EUR 4.7 million in the first quarter of 2019. **FP** has continuously expanded the range of services in this business area as part of the ACT strategy and is now benefiting from this. This positive development has been driven both by hybrid mail services and by the solutions relating to secure, fully digital communication and for the Internet of Things (IoT).

**FP** continues to resolutely pursue its path of transformation. The company has a solid equity base as well as financial stability and flexibility on the basis of the existing syndicated loan agreement. The **FP** Group continues to invest in its core business and develops new digital products and business models from its core areas of expertise in sensor technology,

actuator technology, connectivity and cryptography. Despite some challenges, **FP** is being realigned across the Group as part of the ACT project JUMP in order to accelerate growth and raise profitability to the communicated targets from 2020 and beyond.

### First-time application of IFRS 16 Leases

The **FP** Group has applied the new standard IFRS 16 "Leases" since 1 January 2019. As a result, individual items of the opening consolidated statement of financial position as at 1 January 2019 have been adjusted in relation to the consolidated financial statements as at 31 December 2018. In the opening consolidated statement of financial position adjusted as at 1 January 2019, the first-time application of IFRS 16 for operating leases resulted in an increase in assets and financial liabilities of EUR 12.8 million.

The **FP** Group applied IFRS 16 for the first time using the modified retrospective method. For this reason, the cumulative effect from the application of IFRS 16 was recognised as an adjustment of the opening amounts as at 1 January 2019. Comparative information is not restated.

The **FP** Group used the convenience option to retain the definition of a lease when making the transition. This means that the **FP** Group applies IFRS 16 to all contracts concluded before 1 January 2019 and which are identified as leases in accordance with IAS 17 and IFRIC 4.

For a description of the new financial reporting standards and the effects of the first-time application of IFRS 16 Leases, please refer to the 2018 annual report (notes to the consolidated financial statements, section I. General Information, Adoption of New and Revised IFRSs).

#### Results of operations: EBITDA down year-on-year

In the first three months of 2019, the **FP** Group generated EBITDA of EUR 6.9 million as compared to EUR 7.4 million in the previous year. EBITDA was reduced by expenses for the ACT project JUMP of EUR 0.9 million (previous year: EUR 0.2 million). Currency effects of EUR 0.5 million had a positive effect. EBITDA was also positively influenced in an amount of EUR 1.0 million by the first-time application of the new standard IFRS 16 Leases. Adjusted for expenses for JUMP,

EBITDA amounted to EUR 7.4 million in the first quarter of 2019 and thus only slightly below the comparable previous year's level of EUR 7.6 million. The adjusted EBITDA margin reached 14.5 % (Q1 2018: 14.4 %).

The cost of materials decreased in the first quarter of 2019 to EUR 25.3 million against EUR 26.7 million in the same period of the previous year, mainly as a result of the decline in revenue in the Mail Services business. In contrast, staff costs rose to EUR 15.7 million compared with EUR 14.9 million in the same period of the previous year. Besides the increase in staff as part of the ACT strategy, the increase also reflects currency effects of EUR 0.2 million. Other expenses climbed by 2.8 % to EUR 8.9 million in total and include expenses for consulting services for the ACT project JUMP of EUR 0.9 million (Q1 2018: EUR 0.2 million). Due to the changed recognition of lease expenses in accordance with IFRS 16, other expenses in the first quarter of 2019 fell by EUR 1.0 million compared with the same quarter of the previous year. Conversely due to IFRS 16 the **FP** Group's depreciation and amortisation increased by EUR 0.9 million. In total, depreciation, amortisation and write-downs in the first three months of 2019 increased by EUR 1.3 million to EUR 5.6 million, due partly to an increase in amortisation of intangible assets. Earnings before interest and taxes (EBIT) therefore totalled EUR 1.3 million after EUR 3.2 million in the same period of the previous year. At EUR 1.2 million, consolidated net income in the first quarter of 2019 fell well short of the EUR 2.2 million in the same quarter of the previous year. Earnings per share (EPS) amounted to 8 cents as against 14 cents in the first quarter of 2018.

# Financial position and net assets: strong adjusted free cash flow in the first quarter of 2019

The **FP** Group is pursuing a focused investment strategy. With its modern product portfolio, the **FP** Group is successful in all important markets. The **FP** Group is investing in future growth, and particularly in product development, on the basis of the ACT strategy. At EUR 6.3 million, investment in the first three months of 2019 was slightly higher than the level of Q1 2018 (EUR 4.0 million), chiefly as a result of the equity investment in Juconn GmbH.

Cash outflows for investments were offset by cash inflows of EUR 9.3 million from cash flow from operating activities in the first quarter of 2019. Free cash flow thus increased to EUR

2.9 million, compared with EUR 2.6 million in the same quarter of the previous year. Adjusted for investments in finance lease assets, M&A and expenses for the ACT project JUMP, the **FP** Group generated free cash flow of EUR 7.4 million in the reporting period as against EUR 3.4 million in the same period of the previous year. In accordance with IFRS 16, the repayment portion of the lease payments of EUR 0.9 million is treated as cash flow from financing activities.

Positive cash flow from operating activities is an important funding source for the **FP** Group. In addition, there are loan agreements with financial institutions and finance leases.

The **FP** Group's financial liabilities rose to EUR 44.3 million as at 31 March 2019, compared with EUR 39.3 million as at 31 December 2018. The increase is mainly based on the new standard IFRS 16, as a result of which lease liabilities increased by EUR 12.5 million as at 31 March 2019, corresponding with the recognition of right-of-use assets. The **FP** Group's cash and cash equivalents fell to EUR 16.4 million as at the end of the first quarter of 2019 (31 December 2018: EUR 20.1 million). The **FP** Group's net debt increased to EUR 27.9 million as at 31 March 2019, pri-

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marily as a result of IFRS 16, compared with EUR 18.1 million as at the end of fiscal year 2018.

#### Risks and opportunities

Compared with the risks and opportunities described in detail in the 2018 annual report under "Risk and Opportunity Report", there have been no significant changes. The 2018 annual report is available online at https://www.fp-francotyp.com/.

## FP Group confirms forecast for fiscal year 2019

The company is confirming its forecast for fiscal year 2019. After a mixed start, the company expects strong revenue and earnings growth in the second half of the year in particular. For fiscal year 2019, the **FP** Group expects a strong increase in revenue. Here, the company envisages positive development in all three segments in the second half of the year. Adjusted for expenses for the ACT project JUMP, the company also expects a strong year-on-year rise in EBITDA.

Expenses of a low seven-figure sum are expected for the important ACT project JUMP in 2019. At the same time, the company anticipates further positive effects from JUMP for

2019. With investment in ACT and new products again expected to be at a high level on a par with the previous year, the **FP** Group anticipates that the free cash flow for fiscal year 2019 will be positive yet considerably below the previous year after adjustment in finance lease assets, M&A as well as payments for the ACT project JUMP.

The anticipated development of financial performance indicators is based on the assumption of constant exchange rates.

For fiscal year 2020, the target remains revenue of EUR 250 million and an EBITDA margin of 17%.

# CONSOLIDATED FINANCIAL STATEMENTS

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# Consolidated Statement of Comprehensive Income for the Period from 1 January to 31 March 2019

in EUR thousand	1.131.3.2019	1.1.–31.3.2018
Revenue	52,096	52,978
Increase/decrease in inventories of finished goods and work in progress	358	54
	52,454	53,032
Other own work capitalised	3,802	3,449
Other income	567	1,246
Cost of materials		
a) Expenses for raw materials, consumables and supplies	9,575	8,976
b) Cost of purchased services	15,725	17,730
	25,301	26,706
Staff costs		
a) Wages and salaries	13,299	12,631
b) Social security contributions	2,140	1,980
c) Expenses for pensions and other benefits	292	292
	15,731	14,903
Amortisation, depreciation and write-downs	5,602	4,284
Expenses from impairment losses and income from reversals of impairment losses from trade accounts receivable	<b>–70</b>	0
Other expenses	8,915	8,671
Net interest income		
a) Interest and similar income	519	477
b) Interest and similar expenses	336	353
	184	125
Other financial result		
a) Other financial income	966	584
b) Other finance costs	675	520
	290	64
Income taxes	-608	-1,156
Consolidated net income	1,211	2,196

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in EUR thousand	1.1.–31.3.2019	1.1.–31.3.2018
Other comprehensive income		
Foreign currency translation of financial statements of foreign entities	1,233	-1,036
of which taxes	1	89
Provisions for pensions and partial retirement obligations in accordance with IAS 19 (rev. 2011)	6	0
of which taxes	6	0
Cash flow hedges – effective part of changes to fair value	-57	-29
of which reserve for hedging costs	-26	0
of which taxes	51	13
Cash flow hedges – reclassified to profit or loss	<b>–112</b>	62
of which taxes	48	-27
Other comprehensive income after taxes	1,070	-1,003
Total comprehensive income	2,281	1,193
Consolidated net income, of which:	1,211	2,196
Consolidated net income attributable to the shareholders of FP Holding	1,211	2,196
Consolidated net income attributable to non-controlling interests	0	0
Total comprehensive income, of which	2,281	1,193
Total comprehensive income attributable to the shareholders of FP Holding	2,281	1,193
Total comprehensive income attributable to non-controlling interests	0	0
Earnings per share (basic in EUR):	0.08	0.14
Earnings per share (diluted in EUR):	0.08	0.14

#### Consolidated Statement of Financial Position as at 31 March 2019

	24 2 2042	
in EUR thousand	31.3.2019	31.12.2018
NON-CURRENT ASSETS		
Intangible assets		
Intangible assets including customer lists	23,554	20,283
Goodwill	10,473	10,448
Development projects in progress and advance payments	7,427	10,057
	41,454	40,788
Property, plant and equipment		
Land, land rights and buildings	2,734	2,800
Technical equipment and machinery	4,706	4,900
Other equipment, operating and office equipment	3,750	3,906
Leased products	17,432	17,585
Finance lease assets	0	450
Advance payments and assets under construction	218	263
	28,841	29,910
right of use	12,331	C
Other assets		
Associates	2,036	36
Other equity investments	0	(
Finance lease receivables	13,905	13,073
Other non-current assets	245	246
	16,187	13,355
Tax assets		
Deferred tax assets	1,886	1,382
Current tax assets	2,446	2,446
	4,332	3,828
	103,145	87,881
CURRENT ASSETS		
Inventories		
Raw materials, consumables and supplies	3,963	4,560
Work in progress	866	769
Finished goods and merchandise	5,971	5,864
	10,799	11,194
Trade receivables	19,532	18,951
Other assets		
Finance lease receivables	5,525	5,114
Income taxes receivable	255	157
Derivative financial instruments	0	19
Other current assets	13,423	12,500
	19,203	17,790
Securities	674	671
Cash and cash equivalents	26,649	30,235
	76,857	78,842
	180,002	166,723

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n EUR thousand	31.3.2019	31.12.2018
QUITY		
Issued capital	16,301	16,30
Capital reserves	34,743	34,74
Stock option reserve	1,458	1,42
Treasury shares	-1,863	-1,86
Loss carried forward	-13,197	-14,10
Consolidated net income after minority interests	1,211	89
Total other equity	-3,016	-4,08
. Out out of our	35,638	33,31
NON-CURRENT LIABILITIES		
Provisions for pensions and similar obligations	16,177	16,22
Other provisions	1,334	1,36
Financial liabilities	40,785	39,089
Other liabilities	28	2
Deferred tax liabilities	356	223
	58,679	56,93
CURRENT LIABILITIES		
Tax liabilities	3,346	3,26
Provisions	12,082	11,937
Financial liabilities	3,551	193
Trade payables	14,808	13,969
Other liabilities	51,898	47,118
of which telepostage EUR 26,845 thousand (previous year: EUR 27,281 thousand)	85,685	76,478

# Consolidated Cash Flow Statement for the Period from 1 January to 31 March 2019

in EUR thousand	1.131.3.2019	1.1.–31.3.2018
Cash flow from operating activities		
Consolidated net income	1,211	2,196
Net income tax recognised in profit or loss	608	1,156
Net interest income recognised in profit or loss	-184	-125
Amortisation, depreciation and write-downs on non-current assets	5,602	4,284
Decrease (-)/increase (+) in provisions and tax liabilities	-136	-290
Loss (+)/gain (-) on the disposal of non-current assets	122	23
Decrease (+)/increase (-) in inventories, trade receivables and other assets not attributable to investing or financing activities (without finance lease)	-925	-1,505
Decrease (+) / increase (-) in receivables from finance lease	-1,228	-799
Decrease (-)/increase (+) in trade payables and other liabilities <sup>1</sup> not attributable to investing or financing activities	4,314	2,623
Other non-cash income	482	-145
Interest received	519	477
Interest paid	-274	-297
Income taxes received	0	0
Income taxes paid	-855	-958
Cash flow from operating activities	9,257	6,641
2. Cash flow from investing activities		
Payments for the capitalisation of development costs	-2,500	-1,633
Payments for capitalised interest for development costs	-38	-17
Proceeds from disposals of non-current assets	0	1
Payments for investments in intangible assets	-152	-145
Payments for investments in property, plant and equipment	-1,621	-2,233
Payments for the acquisition of non-controlling interests	-2,000	0
Cash flow from investing activities	-6,311	-4,027

<sup>1)</sup> Postage credit balances managed by the FP Group of EUR 10,170 thousand (previous year: EUR 9,615 thousand) are deducted from cash and other liabilities. Securities held as current assets are included in cash and cash equivalents in the amount of EUR 676 thousand (previous year: EUR 681 thousand).

CONSOLIDATED FINANCIAL STATEMENTS
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in EUR thousand	1.1.–31.3.2019	1.1.–31.3.2018
3. Cash flow from financing activities		
Bank loan repayments	-6,978	-3,556
Repayments of finance lease liabilities	-939	-84
Proceeds for the purchase of treasury shares	0	-243
Cash flow from financing activities	-7,917	-3,883
Cash and cash equivalents <sup>1</sup>		
Change in cash and cash equivalents	-4,972	-1,269
Change in cash due to currency translation	250	-254
Cash at beginning of period	21,153	24,090
Cash at end of period	16,431	22,567

<sup>1)</sup> Postage credit balances managed by the FP Group of EUR 10,892 thousand (previous year: EUR 10,170 thousand) are deducted from cash and other liabilities. Securities held as current assets are included in cash and cash equivalents in the amount of EUR 674 thousand (previous year: EUR 676 thousand).

# Consolidated Statement of Changes in Equity for the Period from 1 January to 31 March 2019

							Т	otal other equity	/				
in EUR thousand	Issued capital	Capital reserves	Stock option reserve	Treasury shares	Consolidated net income	Currency translation adjustment	Net invest- ments in foreign operations	Adjustment due to IAS 19		Reserve from hedging transactions		Non-controlling interests	Total
As at 1.1.2018	16,301	34,746	1,318	-1,625	-12,199		96	-3,318	-439	77	0	33,031	33,031
Consolidated net income 1.1.–31.3.2018	0	0	0	0	2,196		0	0	0	0	0	2,196	2,196
Foreign currency translation of financial statements of foreign entities	0	0	0	0	0	-806	-230	0	0	0	0	-1,036	-1,036
Cash flow hedges	0	0	0	0	0	0	0	0	0	33	0	33	33
Other comprehensive income 1.1.–31.3.2018	0	0	0	0	0	-806	-230	0	0	33	0	-1,003	-1,003
Total comprehensive income 1.1.– 31.3.2018	0	0	0	0	2,196	-806	-230	0	0	0	0	1,193	1,193
Stock option settlement	0	0	19	0	0		0	0	0	0	0	19	19
Acquisition of non-controlling interests	0	0	0	-243	0		0	0	0	0	0	-243	-243
As at 31.12.2018	16,301	34,746	1,337	-1,868	-10,626	-2,109	-134	-3,318	-439	0	0	34,000	34,000
As at 31.12.2018	16,301	34,743											
Character and the character of the chara		0-1/1-10	1,428	-1,863	-13,211		11	-3,333	-439	-70	-126	33.311	33.311
Changes in accounting and valuation methods: First-time Adoption of IFRS 9 and IFRS 15	0	0	<b>1,428</b>		<b>-13,211</b>		<b>11</b> 0	<b>-3,333</b>		<b>-70</b>		<b>33.311</b>	<b>33.311</b>
methods: First-time Adoption of IFRS 9	0 16,301		· · · · · · ·						0		0		
methods: First-time Adoption of IFRS 9 and IFRS 15		0	0	0 -1,863	14	0	0	0	0 -439	0	0 -126	14	14
methods: First-time Adoption of IFRS 9 and IFRS 15  As at 1.1.2019 (adjusted)	16,301	0 34,743	0 1,428	0 -1,863	14 <b>-13,197</b>		0	0 -3,333	0 0	0 -70	0 0	14 <b>33,325</b>	14 <b>33,325</b>
methods: First-time Adoption of IFRS 9 and IFRS 15  As at 1.1.2019 (adjusted)  Consolidated net income 1.1.–31.3.2019  Foreign currency translation of financial	<b>16,301</b>	34,743 0	0 1,428 0	0 -1,863 0	14 -13,197 1,211		0 11 0	- <b>3,333</b>	0 -439 0	0 0	0 -126 0	14 <b>33,325</b> 1,211	14 <b>33,325</b> 1,211
methods: First-time Adoption of IFRS 9 and IFRS 15  As at 1.1.2019 (adjusted)  Consolidated net income 1.1.–31.3.2019  Foreign currency translation of financial statements of foreign entities  Adjustment of provisions pensions and	16,301 0	0 34,743 0	0 1,428 0	0 -1,863 0 0	14 -13,197 1,211	0 -130 0 1,236	0 11 0	- <b>3,333</b> 0	0 -439 0 0	0 -70 0	0 -126 0 0	14 33,325 1,211 1,233	14 <b>33,325</b> 1,211
methods: First-time Adoption of IFRS 9 and IFRS 15  As at 1.1.2019 (adjusted)  Consolidated net income 1.1.–31.3.2019  Foreign currency translation of financial statements of foreign entities  Adjustment of provisions pensions and early retirement according to IAS 19	16,301 0 0	0 34,743 0 0	0 1,428 0 0	0 -1,863 0 0	14 -13,197 1,211 0	0 -130 0 1,236	0 11 0 -3	0 -3,333 0 0	0 -439 0 0	0 - <b>70</b> 0 0	0 -126 0 0	14 33,325 1,211 1,233	14 33,325 1,211 1,233
methods: First-time Adoption of IFRS 9 and IFRS 15  As at 1.1.2019 (adjusted)  Consolidated net income 1.1.–31.3.2019  Foreign currency translation of financial statements of foreign entities  Adjustment of provisions pensions and early retirement according to IAS 19  Cash flow hedges  Other comprehensive income	0 0 0	0 34,743 0 0	0 1,428 0 0	0 -1,863 0 0 0	14 -13,197 1,211 0 0	0 -130 0 1,236	0 11 0 -3	0 -3,333 0 0	0 -439 0 0 0	0 - <b>70</b> 0 0 0 -202	0 -126 0 0 0 0 33	14 33,325 1,211 1,233 0 –169	14 33,325 1,211 1,233 6 -169
methods: First-time Adoption of IFRS 9 and IFRS 15  As at 1.1.2019 (adjusted)  Consolidated net income 1.1.–31.3.2019  Foreign currency translation of financial statements of foreign entities  Adjustment of provisions pensions and early retirement according to IAS 19  Cash flow hedges  Other comprehensive income 1.1.–31.3.2019  Total comprehensive income	0 0 0 0 0	0 34,743 0 0 0	0 1,428 0 0 0	0 -1,863 0 0 0	14 -13,197 1,211 0 0 0	0 -130 0 1,236 0 0	0 11 0 -3 0 0	0 -3,333 0 0 6 0	0 -439 0 0 0 0	0 -70 0 0 -202 -202	0 -126 0 0 0 33 33	14 33,325 1,211 1,233 0 -169 1,070	14 33,325 1,211 1,233 6 -169 1,070

#### **Further information**

#### Information about the Company

The listed and globally operating FP Group with headquarters in Berlin, Germany, is an expert for secure mailing business and secure digital communication processes. As market leader in Germany and Austria, the FP Group offers digital solutions as well as products and services for the consolidation of business mail and the efficient processing of mail for companies and authorities in the "Software", "Mail Services" and "Franking/Inserting" segments. The Group achieved revenue of more than EUR 200 million in 2018. Francotyp-Postalia has subsidiaries based in ten different countries and is represented by its own trading network in an additional 40 countries. With a company history spanning 96 years, FP possesses a unique DNA in the areas of actuating elements, sensor systems, cryptography and connectivity. FP's global market share for franking systems is more than eleven percent.

You can find out more at www.fp-francotyp.com.

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