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FP's financial results for 2024: Revenue and EBITDA declining, net profit and free cash flow up due to one-off effects

Berlin, April 28, 2025 – Francotyp-Postalia Holding AG (ISIN DE000FPH9000) today presented its annual report for 2024. As expected, the Group recorded a decline in revenue and operating profit in the past financial year, while consolidated net profit and free cash flow increased due to one-off effects.

FP generated consolidated revenue of EUR 169.3 million in 2024 compared to EUR 175.6 million in the previous year; this corresponds to a decrease of 3.6%. Earnings before interest, taxes, depreciation and amortisation (EBITDA) amounted to EUR 25.3 million compared to EUR 27.6 million in 2023. The forecast, which was adjusted in connection with the sale of freesort GmbH, was thus achieved. Since freesort GmbH was deconsolidated as at 30 September 2024, the Mail Services division is no longer included in the Group's published figures and the previous year's figures were adjusted accordingly.

Consolidated net profit improved by 40.4% to a total of EUR 14.6 million compared to EUR 10.4 million in the previous year. Consolidated net profit from continuing operations was EUR 10.1 million compared to EUR 8.6 million in the previous year. Consolidated net profit from discontinued operations was EUR 4.4 million compared to EUR 1.8 million in the same period of the previous year. The latter includes a capital gain of EUR 3.9 million and the earnings contribution of freesort GmbH of EUR 0.5 million. Earnings per share (EPS) improved to EUR 0.93 compared to EUR 0.67 in the previous year. Free cash flow increased to EUR 24.2 million compared to EUR 9.1 million in 2023.

Revenue in the Mailing & Shipping Solutions division fell by 3.6% to EUR 141.8 million in 2024 compared to EUR 147.1 million in the previous year. This included negative exchange rate effects of EUR 0.2 million.

Revenue in the Digital Business Solutions division recorded a slight decrease of 2.4% to EUR 27.4 million, compared to EUR 28.1 million in the previous year. This revenue includes purely postage revenue of EUR 11.8 million. The decline is mainly due to the Document Workflow Management division, which was again affected by the fall in mail volumes. In contrast, SaaS-based solutions recorded growth of 13.2% to EUR 9.6 million.

Forecast for 2025

Business development in 2025 will continue to be influenced by the difficult macroeconomic conditions. The reliability of the forecast is impaired in particular



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by the new US administration's tariff policy measures, which could lead to serious distortions in the global economy that would also affect FP. In particular, the direct effects in FP's largest market, the USA, are currently very difficult to predict. In addition, market-specific developments in the postal market remain challenging. The Management Board therefore expects the Group to generate revenue of between EUR 165 and 175 million in the 2025 financial year. EBITDA is expected to be between EUR 20 and 27 million. The expected development of the financial performance indicators for the 2025 financial year is generally based on the assumption of constant exchange rates.

Key figures at a glance:

in EUR million	2024	2023	Change
Revenue	169.3	175.6	-3.6 %
Cost of materials	54.5	57.0	-4.5 %
Employee benefit expenses	58.6	61.7	-5.0 %
Other expenses	37.4	36.3	3.2 %
EBITDA	25.3	27.6	-8.6 %
Amortization, Depreciation and Impairment	19.3	16.8	14.7 %
Consolidated profit	14.6	10.4	39.5 %
Earnings per share (in EUR)	0.93	0.67	38.8 %
Free Cashflow	24.2	9.1	165.9%

Disclaimer

Statements in this release that relate to the future development and forecasts of the Group are based on our careful assessment of future events. Additional negative macroeconomic developments may result in the actual performance for the 2025 financial year deviating from the forecast.

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About Francotyp-Postalia:

Francotyp-Postalia Holding AG, a listed company based in Berlin, is the holding company of the globally active FP Group (FP). FP is an expert in solutions that make office and working life easier and more efficient. FP has two business areas: Mailing & Shipping Solutions and Digital Business Solutions. In the Mailing & Shipping Solutions division, FP is the world's third-largest provider of mailing systems and the market leader in Germany, Austria, Scandinavia and Italy. In the Digital Business Solutions area, FP improves customers' business processes with solutions for document workflow management, business process management & automation and shipping management & logistics. In 2024, FP generated revenue of around EUR 170 million.