

Outlook 2017: UCOI between €220m and €260m

FY 2017 result expected to end towards lower end of range

<i>(in € millions)</i>	Revenue		UCOI / margin	
	2016	outlook 2017	2016	outlook 2017
Mail in the Netherlands	1,877	- mid single digit from - low single digit	160 (8.5%)	6.5%-8.5%
Parcels	967	+ low teens	106 (11.0%)	10%-12%
International*	1,017	+ mid single digit from + high single digit	14 (1.4%)	1%-3%
PostNL Other / eliminations	(448)		(35)	
Total*	3,413	+ mid single digit	245	220 - 260

Results by segment YTD

<i>(in € millions)</i>	Revenue		Underlying operating income		Underlying cash operating income	
	YTD 2017	YTD 2016	YTD 2017	YTD 2016	YTD 2017	YTD 2016
Mail in the Netherlands	1,279	1,337	93	108	52	72
Parcels	789	696	89	79	87	77
International	778	752	7	8	6	7
PostNL Other	55	132	(15)	(9)	(18)	(21)
Intercompany	(386)	(459)				
Total PostNL	2,515	2,458	174	186	127	135