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**DOING
WHAT
COUNTS.**

AUSTRIAN POST

Interim Report for the First Quarter of 2022



Constantly Improving.

Q1 2022 Highlights

Revenue

- Revenue down by 7.1% year-on-year to EUR 601.4m
- Decline of Parcel & Logistics (-12.5%) and Mail (-3.9%), strong growth in the Retail & Bank Division (+49.3%)

Earnings

- Decline in earnings (EBIT) from EUR 59.8m to EUR 39.6m
- Earnings per share down from EUR 0.71 to EUR 0.46 (-35.9%)

Cash flow and balance sheet

- Operating free cash flow of EUR 72.1m and a stable equity position of EUR 693.5m

Outlook 2022

- Revenue targeted at prior-year level (2021 revenue: EUR 2.5bn)
- Expected EBIT 2022 within the range of 2021 (EUR 205m) and 2020 (EUR 161m)

Key Figures

EUR m	Q1 2021	Q1 2022	Change
EARNINGS FIGURES			
Revenue	647.0 ¹	601.4	-7.1%
EBITDA	99.0	81.2	-17.9%
EBITDA margin	15.3%	13.5%	-
EBIT	59.8	39.6	-33.7%
EBIT margin	9.2%	6.6%	-
Profit for the period	49.9	30.5	-38.9%
Earnings per share (EUR) ²	0.71	0.46	-35.9%
Employees (average for the period, full-time equivalents)	27,541	27,239	-1.1%
CASH FLOW AND CAPEX			
Gross cash flow	109.5 ³	77.9	-28.8%
Cash flow from operating activities	124.1	-20.6	<-100%
Cash flow from financing activities	-42.1	-85.2	<-100%
Operating free cash flow ⁴	74.4	72.1	-3.0%
CAPEX	18.3	23.6	28.8%
BALANCE SHEET FIGURES			
Total assets	4,792.6	4,885.1	1.9%
Equity	672.2	693.5	3.2%
Equity ratio	14.0%	14.2%	-
Net debt ⁵	663.4	629.3	-5.1%
Capital employed ⁵	1,126.9	1,096.9	-2.7%

¹ The presentation of financial services in the consolidated income statement has been adjusted. Income from financial services is recognised under revenue, while expenses from financial services are reported separately (previously, income and expenses from financial services were presented net under revenue).

² Undiluted earnings per share in relation to 67,552,638 shares

³ The presentation of the provision of financial services has been adjusted. Interest from financial services were reported separately as part of cash flows from operating activities.

⁴ Free cash flow before acquisitions/securities/money market investments, Growth CAPEX and core banking assets

⁵ bank99 was not included in the calculation, as this key figure is only relevant for the logistics business in terms of content.

Statement by the Management Board

Dear Shareholders,

Austrian Post achieved a revenue and earnings development in the first quarter of 2022 below the prior-year level. Revenue in the first three months of 2022 amounted to EUR 601.4m, implying a decline of 7.1% from the first quarter of 2021. This decrease is primarily attributable to the sharp depreciation of the Turkish lira. Revenue of the Mail Division fell by 3.9% to EUR 298.9m, in part due to the structural reduction of addressed letter mail volumes but also as a result of the discontinuation of positive COVID-19 effects from special mailings in the previous year. Revenue of the Parcel & Logistics Division was down by 12.5% to EUR 283.1m, which can be mainly attributed to the depreciation of the Turkish lira. The Retail & Bank Division developed positively, reporting a revenue increase of 49.3% to EUR 26.4m.

The negative revenue development, inflationary trends as well as the pressure on the Turkish lira have also negatively impacted earnings. EBITDA in the first quarter of 2022 fell from EUR 99.0m to EUR 81.2m (-17.9%) whereas earnings before interest and tax (EBIT) declined from EUR 59.8m to EUR 39.6m (-33.7%). The Mail Division reported an EBIT of EUR 41.0m compared to EUR 45.5m in the prior-year quarter, whereas the Parcel & Logistics Division generated an EBIT of EUR 17.4m, down from EUR 35.8m in the previous year, primarily related to the exchange rate development of the Turkish lira. The Retail & Bank Division showed an EBIT of minus EUR 10.7m in the period under review, compared to minus EUR 18.4m in the first quarter of 2021 (+41.8%).

The war in Ukraine indirectly impacts the business model of Austrian Post as a consequence of intensifying inflation resultant from price increases for energy and raw materials, as well as due to disrupted supply and value chains. Inflationary pressure leads to increases in operating staff and energy costs and also negatively affects consumer behaviour. Austrian Post is striving to making letter mail and parcel delivery services as cost-efficient as possible by implementing extensive countermeasures. Inflation adjustments will be made on the revenue side.

As 2022 progresses, deviation from the prior-year performance is expected particularly in the first half of the year. Positive special effects of 2021 caused by lockdowns imply high benchmarks. A catch-up is targeted in the second half of 2022. In spite of the difficult environment, Austrian Post aims to achieve the highest possible level of revenue stability in 2022. However, the underlying prerequisite for this forecast remains broad energy-related as well as economic and currency stability in the company's markets. It is highly likely that inflationary trends will set in not only in the short term but in the long-term as well. From today's perspective, Group EBIT should lie in the range of the results reported in the last two years (EBIT 2021: EUR 205m, EBIT 2020: EUR 161m). The ambition of the company is to get close to the level of 2021.

The planned investment programme with focus on capacity expansion and sustainability of Austrian Post will be continued. Individual investments will be assessed in order to ensure meeting all profitability targets. We would like to assure our customers that we will be able to maintain our highest level of operational performance and our outstanding service. In this regard, the conversion of logistics processes to enable climate-neutral delivery plays an important role.

Vienna, 4 May 2022

The Management Board



GEORG PÖLZL
CEO
Chairman of the
Management Board



WALTER OBLIN
Deputy CEO
Mail & Finance (CFO)



PETER UMUNDUM
Member of the
Management Board
Parcel & Logistics (COO)

Group Management Report for the First Quarter of 2022

1. Business Development and Economic Situation

1.1 Changes to the scope of consolidation

No major changes in the scope of consolidation took place in the first quarter of 2022.

1.2 Revenue and Earnings

1.2.1 REVENUE DEVELOPMENT

In the first quarter of 2022, Austrian Post's Group revenue decreased by 7.1% year-on-year to EUR 601.4m. Without accounting for the Turkish business (Parcel Turkey), the revenue decline amounted to 2.4%. The Mail Division reported a drop in revenue of 3.9% in the first three months of 2022, whereas revenue of the Parcel & Logistics Division was down by 12.5% or 3.4% excluding the business in Turkey. In contrast, the Retail & Bank Division developed positively, showing a 49.3% revenue increase to EUR 26.4m in the first three months of 2022.

The Mail Division has generated 49.1% of total Austrian Post's revenue in the first quarter of 2022. The 3.9% revenue decrease can be attributed to structural decline of addressed letter mail volumes due to electronic substitution, as well as to the discontinuation of positive COVID-19 effects from special mailings in the first quarter of the previous year. Furthermore, the advertising business continues to be volatile. Direct mail and media post volumes returned to normal in the current period under

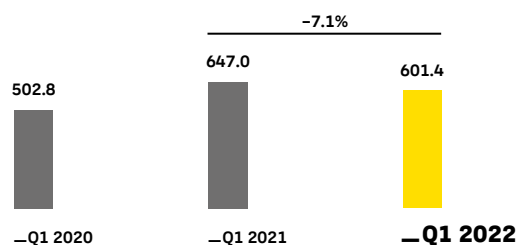
review, whereas the prior-year quarter was negatively impacted by COVID-19 measures including store closings ordered by government authorities.

The Parcel & Logistics Division accounted for 46.5% of Group revenue in the reporting period. The parcel business in Austria and particularly in Turkey was marked by a revenue decline, compared to further growth achieved in Southeast and Eastern Europe. The Logistics Solutions business showed an increase in revenue, which relates to a change in the reporting.

The Retail & Bank Division accounted for 4.4% of divisional revenue in the first three months of 2022, generating revenue of EUR 26.4m (+49.3%). In December 2021 the retail business of ING in Austria was acquired, which in turn led to positive effects in the interest and commission income of bank99.

Revenue Development

EUR m



Revenue by Division

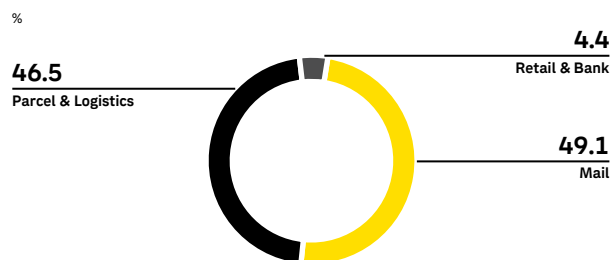
EUR m	Q1 2021 ¹	Q1 2022	Change	
			%	EUR m
REVENUE	647.0	601.4	-7.1%	-45.7
Mail	311.0	298.9	-3.9%	-12.1
Parcel & Logistics	323.7	283.1	-12.5%	-40.5
Retail & Bank	17.7	26.4	49.3%	8.7
Corporate/Consolidation	-5.3	-7.0	-33.2%	-1.8
Working days in Austria	62	63	-	-

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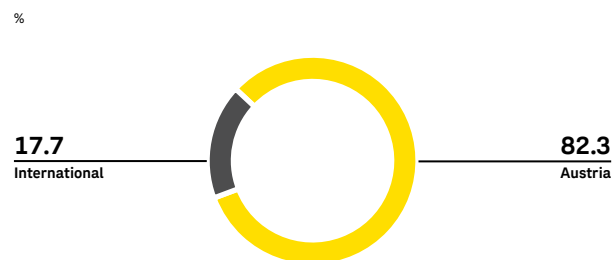
From a regional perspective, Austrian Post generated 82.3% of its Group revenue in Austria in the first quarter of 2022. Its international business accounted for 17.7% of the total Group revenue in the first quarter

of 2022. Thereof, Turkey accounted for 8.4%, whereas the region of Southeast and Eastern Europe contributed 7.0% of Group revenue. 2.4% of the revenue was generated in Germany.

Revenue by Division Q1 2022



Revenue by Region Q1 2022



Revenue Development of the Mail Division

EUR m	Q1 2021	Q1 2022	Change	
			%	EUR m
REVENUE	311.0	298.9	-3.9%	-12.1
Letter Mail & Business Solutions	205.6	187.6	-8.7%	-17.9
Direct Mail	76.6	81.5	6.3%	4.9
Media Post	28.8	29.8	3.4%	1.0
Revenue intra-Group	0.7	0.9	25.2%	0.2
TOTAL REVENUE	311.7	299.8	-3.8%	-11.9
of which revenue with third parties	309.5	295.8	-4.4%	-13.7

Revenue of the Mail Division totalled EUR 298.9m in the first quarter of 2022, of which 62.8% can be attributed to the Letter Mail & Business Solutions area. Direct Mail accounted for 27.2% of the total divisional revenue, and Media Post had a 10.0% share.

In the first quarter of 2022, Letter Mail & Business Solutions revenue amounted to EUR 187.6m, implying a year-on-year decrease of 8.7%. The declining volume trend resulting from the substitution of letters by electronic forms of communication continued. Letter mail volumes in the prior-year quarter were impacted by lockdown measures. Letter mail volumes fell by 4% in the first quarter of 2022, so within the range of the last years. Further development will also be impacted by the difficult circumstances. Negative revenue effect is the discontinuation of

special mailings relating to COVID-19 measures. International letter mail also showed a volume decline, whereas the Business Solutions area reported a stable development.

Direct Mail revenue increased by 6.3% to EUR 81.5m in the first three months of 2022, compared to a decline of 8.6% in the prior-year period. The government-imposed store closings in response to COVID-19 had an extremely negative effect on the advertising business in the previous year. Increased volatility remains present.

Revenue from Media Post, i.e., the delivery of newspapers and magazines, increased by 3.4% year-on-year to EUR 29.8m. This increase can also be primarily attributed to the weak first quarter of 2021 (-5.5%).

Revenue Development of the Parcel & Logistics Division

EUR m	Q1 2021 ¹	Q1 2022	Change	
			%	EUR m
REVENUE	323.7	283.1	-12.5%	-40.5
Parcel Austria	183.3	170.9	-6.8%	-12.4
Parcel Turkey	82.8	50.4	-39.1%	-32.4
Parcel CEE/SEE	40.9	42.4	3.8%	1.6
Logistics Solutions/Consolidation	16.8	19.5	16.0%	2.7
Revenue intra-Group	0.2	0.2	-33.0%	-0.1
TOTAL REVENUE	323.9	283.3	-12.5%	-40.6
of which revenue with third parties	319.0	278.7	-12.6%	-40.3

¹ Adjusted presentation

Revenue disclosure in the Parcel & Logistics Division has been adjusted. The revenue breakdown in parcel logistics now incorporates revenue calculation on a regional basis along with additional logistics services. First-quarter 2021 figures were adjusted accordingly.

Revenue of the Parcel & Logistics Division fell by 12.5% in the first quarter of 2022 to EUR 283.1m. This sharp decrease is mainly attributable to the parcel business in Turkey (Parcel Turkey), which fell by 39.1% from the prior-year period to EUR 50.4m. In addition, a 19% volume decline compared to a strong first quarter of 2021, pressure on the Turkish lira has negatively impacted Turkish parcel revenue in the Group currency (euro).

Parcel Austria has also experienced a 6.8% revenue decline in the first quarter of 2022. Parcel volumes

have now entered a phase of consolidation following extraordinarily strong volume growth of 34% in the prior-year quarter.

The parcel business in Southeast and Eastern Europe (Parcel CEE/SEE) continues to generate positive growth rates, with revenue up by 3.8% to EUR 42.4m in the first three months of 2022.

Revenue of the Logistics Solutions area (incl. Consolidation), which performs special logistics services such as the transport of COVID-19 test kits, climbed by 16.0% to EUR 19.5m in the period under review. This increase is due to a change in reporting. The positive special effects relating to logistics services were down slightly in the current reporting period.

Revenue Development of the Retail & Bank Division

EUR m	Q1 2021 ¹	Q1 2022	Change	
			%	EUR m
REVENUE	17.7	26.4	49.3%	8.7
Branch Services	10.5	9.0	-14.3%	-1.5
Income from Financial Services	7.1	17.4	>100%	10.2
Revenue intra-Group	45.9	46.6	1.5%	0.7
TOTAL REVENUE	63.6	73.0	14.8%	9.4
of which revenue with third parties	17.6	26.3	49.4%	8.7

¹ The presentation of financial services in the consolidated income statement has been adjusted. Income from financial services is recognised under revenue, while expenses from financial services are reported separately (previously, income and expenses from financial services were presented net under revenue).

Revenue of the Retail & Bank Division improved by 49.3% in the first quarter of 2022 to EUR 26.4m from EUR 17.7m in the prior-year period. Branch Services revenue fell by 14.3%, from EUR 10.5m in the first three months of 2021 to EUR 9.0m in the current reporting period. Income from financial services at the amount of

EUR 17.4m in the first quarter of 2022 showed a strong increase due to the acquisition of the retail business of ING in Austria. As of the beginning of May 2022, bank99 already has 245,000 customers.

Financial Performance of the Group

EUR m	Q1 2021 ¹	Q1 2022	Change	
			%	EUR m
REVENUE	647.0	601.4	-7.1%	-45.7
Other operating income	22.2	28.4	27.8%	6.2
Raw materials, consumables and services used	-185.6	-175.6	5.4%	10.0
Expenses for financial services	-1.0	-3.2	<-100%	-2.2
Staff costs	-303.5	-288.0	5.1%	15.5
Other operating expenses	-80.5	-81.9	-1.8%	-1.4
Results from financial assets accounted for using the equity method	0.2	0.2	-38.1%	-0.1
EBITDA	99.0	81.2	-17.9%	-17.7
Depreciation, amortisation and impairment losses	-39.2	-41.6	-6.2%	-2.4
EBIT	59.8	39.6	-33.7%	-20.2
Financial result	2.4	1.1	-54.0%	-1.3
PROFIT BEFORE TAX	62.2	40.7	-34.5%	-21.5
Income tax	-12.3	-10.2	16.8%	2.1
PROFIT FOR THE PERIOD	49.9	30.5	-38.9%	-19.4
ATTRIBUTABLE TO:				
Shareholders of the parent company	48.1	30.8	-35.9%	-17.2
Non-controlling interests	1.8	-0.3	<-100%	-2.1
EARNINGS PER SHARE (EUR)²	0.71	0.46	-35.9%	-0.26

¹ The presentation of financial services in the consolidated income statement has been adjusted. Income from financial services is recognised under revenue, while expenses from financial services are reported separately (previously, income and expenses from financial services were presented net under revenue).

² Undiluted earnings per share in relation to 67,552,638 shares

1.2.2 EARNINGS DEVELOPMENT

The largest expense items in relation to Austrian Post's Group revenue are staff costs (47.9%), raw materials, consumables and services used (29.2%) and other operating expenses (13.6%). 6.9% can be attributed to depreciation, amortisation and impairment losses and 0.5% to expenses for financial services.

Staff costs in the first quarter of 2022 totalled EUR 288.0m, implying a decline of 5.1% or EUR 15.5m.

Operational staff costs remained stable compared to the prior-year period. The Austrian Post Group employed an average of 27,239 people (full-time equivalents) in the first three months of 2022 compared to the average of 27,541 employees in the prior-year period (-1.1%).

In addition to operational staff costs, staff costs of Austrian Post also include various non-operating staff-related expenses such as severance payments and changes in provisions, which are primarily related to the specific employment situation of civil servant employees at Austrian Post. Non-operating staff costs in the first quarter of 2022 contained a lower level of expenses than in the comparable prior-year quarter.

Raw materials, consumables and services used were down by 5.4% to EUR 175.6m. This decline is mainly due to the currency translation of the Turkish lira, which resulted in lower expenses in euro year-on-year. At the

same time, higher fuel and energy costs as well as transport services performed by external service providers had the opposite effect.

Other operating income increased by 27.8% to EUR 28.4m and is mainly attributed to COVID-19 related reimbursements from the Austrian Federal Government in connection with sick leaves of employees. Other operating expenses increased by only 1.8% to EUR 81.9m.

EBITDA amounted to EUR 81.2m in the first quarter of 2022, comprising a decrease of 17.9% year-on-year from EUR 99.0m. This implies an EBITDA margin of 13.5%.

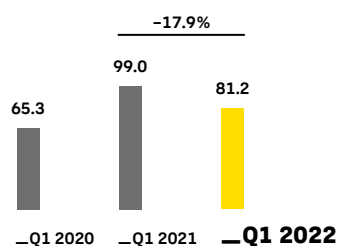
Depreciation, amortisation and impairment losses amounted to EUR 41.6m in the first three months of 2022, implying an increase of 6.2% year-on-year or EUR 2.4m. The increase is mainly due to investments in new sites for the parcel logistics infrastructure.

Group EBIT amounted to EUR 39.6m in the first quarter of 2022, compared to EUR 59.8m in the previous year. The EBIT margin amounted to 6.6%.

The Group's financial result of EUR 1.1m was below the prior-year figure of EUR 2.4m. As a consequence, after deducting the income tax of EUR 10.2m, the profit for the period for the first three months of 2022 fell to EUR 30.5m from EUR 49.9m in the first quarter of 2021. This implies undiluted earnings per share of EUR 0.46 compared to EUR 0.71 in the prior-year period.

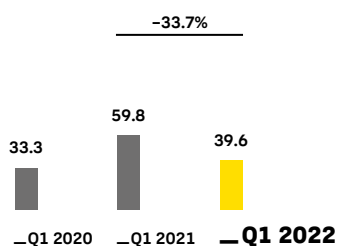
EBITDA

EUR m



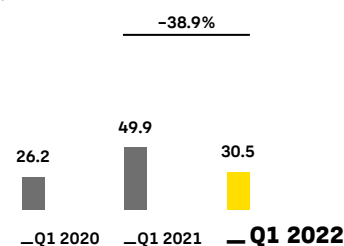
EBIT

EUR m



Profit for the Period

EUR m



EBIT by Division

EUR m	Q1 2021	Q1 2022	Change		Margin Q1 2022 ¹
			%	EUR m	
EBIT	59.8	39.6	-33.7%	-20.2	6.6%
Mail	45.5	41.1	-9.7%	-4.4	13.7%
Parcel & Logistics	35.8	17.4	-51.3%	-18.4	6.2%
Retail & Bank	-18.4	-10.7	41.8%	7.7	-
Corporate/Consolidation ²	-3.1	-8.2	<-100%	-5.1	-

¹ Margin of the divisions in relation to total revenue

² Includes the intra-Group cost allocation procedure

Group EBIT in the first quarter of 2022 declined from EUR 59.8m to EUR 39.6m and was influenced by less favourable volume developments following the positive special effects in the previous year. In particular, negative macroeconomic factors such as the pressure on the Turkish lira impacted earnings in the first quarter of 2022.

From a divisional perspective, the Mail Division achieved an EBIT of EUR 41.1m in the first quarter of 2022, down from EUR 45.5m in the previous year. The revenue decline in the period under review could be partially offset by countermeasures on the cost side.

The Parcel & Logistics Division generated an EBIT of EUR 17.4m in the first quarter of 2022, down from EUR 35.8m in the prior-year quarter. This corresponds to a year-on-year decrease of EUR 18.4m. Due to an extraordinary tailwind in the parcel business in the first quarter of 2021 as well as lockdowns, parcel volumes in Austria has increased by more than 70% from the first quarter of 2019 to the first quarter of 2021. For this reason, a consolidation effect was already expected, as reflected in the 9% decline year-on-year in parcel volumes in the first quarter of 2022. The sharp depreciation in value of the Turkish lira in the second half of 2021 also impacted earnings and led to lower revenue and earnings contribution of

the Turkish subsidiary in euro. Although revenue of the still profitable Turkish subsidiary increased by 7.1% when denominated in the local currency (TRY), its conversion into euro has resulted in a 39.1% decrease.

The Retail & Bank Division recorded an EBIT of minus EUR 10.7m in the first quarter of 2022, compared to minus EUR 18.4m in the previous year. Accordingly, the earnings amounted to 41.8% or EUR 7.7m. Supported by the acquisition of the ING retail business in Austria, the financial services business is on a positive earnings trend.

The EBIT of the Corporate Division (incl. Consolidation and intra-Group cost allocation procedure) changed from minus EUR 3.1m to minus EUR 8.2m. The Corporate Division provides non-operating services which are essential for the purpose of administration and financial control of the company. In addition to conventional corporate governance tasks, these services include the management and development of commercial properties not required for operations, the management of significant financial investments, the rendering of IT services, the development of new business models and the administration of the Internal Labour Market of Austrian Post.

1.3 Financial Position and Cash Flows

Balance Sheet Structure by Item

EUR m	31 December 2021	31 March 2022	Structure 31 March 2022
ASSETS			
Property, plant and equipment, intangible assets and goodwill	1,350.3	1,340.2	27.4%
Investment property	76.3	77.1	1.6%
Financial assets accounted for using the equity method	8.2	7.7	0.2%
Inventories, trade and other receivables	519.1	514.6	10.5%
Other financial assets	37.0	32.9	0.7%
of which securities/money market investments	31.4	27.3	-
Financial assets from financial services	2,715.8	2,831.0	58.0%
Cash and cash equivalents	85.8	81.5	1.7%
Assets held for sale	0.1	0.0	0.0%
	4,792.6	4,885.1	100%
EQUITY AND LIABILITIES			
Equity	672.2	693.5	14.2%
Provisions	687.9	683.1	14.0%
Other financial liabilities	404.4	332.0	6.8%
Trade and other payables	484.6	500.8	10.3%
Financial liabilities from financial services	2,543.5	2,675.7	54.8%
	4,792.6	4,885.1	100%

1.3.1 BALANCE SHEET STRUCTURE

Austrian Post relies on a solid balance sheet and financing structure. Total assets amounted to EUR 4,885.1m as at 31 March 2022. On the asset side, property, plant and equipment at EUR 1,202.2m constitute one of the largest balance sheet items and included right-of-use assets in connection with leases of EUR 329.0m. In addition, there were intangible assets and goodwill from company acquisitions, which were reported at EUR 138.0m as at 31 March 2022. The balance sheet showed receivables totalling EUR 379.5m, including current trade receivables of EUR 281.1m. Other financial assets amounted to EUR 32.9m as at 31 March 2022. Financial assets from financial services totalled EUR 2,831.0m at the end of the first quarter of 2022 and result primarily from the business activities of bank99.

As at 31 March 2022, Austrian Post held securities and money market investments amounting to EUR 27.3m (excl. bank99) that are included into other financial assets. The securities and money market investments held by Austrian Post carry an investment grade or comparable rating. For this reason, it can be assumed that these assets can be liquidated at short notice. The balance sheet

shows that Austrian Post had cash and cash equivalents of EUR 81.5m as at 31 March 2022. Cash and cash equivalents including money market and securities investments and excluding the cash and cash equivalents of bank99 equalled EUR 108.9m. bank99's cash and cash equivalents amounted to EUR 1,098.7m at the balance sheet date of 31 March 2022. Including bank99, cash and cash equivalents amounted to EUR 1,207.6m as at 31 March 2022.

On the equity and liabilities side of the balance sheet, equity of Austrian Post Group amounted to EUR 693.5m as at 31 March 2022 (implying an equity ratio of 14.2%). The pro forma equity ratio (bank99 accounted for using the equity method) equalled 32% at the end of March 2022. Furthermore, provisions of EUR 683.1m are shown on the equity and liabilities side at the end of March 2022. Nearly 75% of provisions were staff-related, with a total of EUR 195.6m attributable to provisions for employee under-utilisation. A further EUR 201.3m relates to legally and contractually stipulated provisions for social capital (severance payments and anniversary bonuses) along with EUR 107.3m for other staff-related provisions. Other provisions amounted to

EUR 178.9m and included obligations for possible compensation payments in connection with credited recovery claims from non-wage labour costs paid in previous periods. Other financial liabilities amounted to EUR 332.0m and included mainly lease liabilities of EUR 330.1m. Trade

and other payables totalling EUR 500.8m included current trade payables of EUR 218.3m. Financial liabilities from financial services of EUR 2,675.7m result from business activities of bank99 (deposit and investment business of bank99 customers).

Cash flow

EUR m	Q1 2021	Q1 2022
Gross cash flow	109.5 ¹	77.9
CASH FLOW FROM OPERATING ACTIVITIES	124.1	-20.6
of which core banking assets	39.0	-104.2
Cash flow from investing activities	-6.4	-17.8
of which maintenance CAPEX	-13.7	-11.8
of which growth CAPEX	-4.7	-11.9
of which cash flow from acquisitions/divestments	-1.1	2.6
of which acquisition/disposal of securities/money market investments	10.0	2.9
of which other cash flow from investing activities	3.0	0.3
Free cash flow	117.6	-38.4
OPERATING FREE CASH FLOW²	74.4	72.1
Cash flow from financing activities	-42.1	-85.2
Change in cash and cash equivalents	74.7	-123.8

¹ The presentation of the provision of financial services has been adjusted. Interest from financial services were reported separately as part of cash flows from operating activities.

² Free cash flow before acquisitions/securities/money market investments, Growth CAPEX and core banking assets

1.3.2 CASH FLOW

Gross cash flow in the first quarter of 2022 amounted to EUR 77.9m, compared to EUR 109.5m in the first quarter of 2021 (-28.8%). Cash flow from operating activities amounted to minus EUR 20.6m, below the prior-year figure of EUR 124.1m. In this regard, the biggest effect included the changes in the core banking assets of bank99 totalling minus EUR 104.2m compared to EUR 39.0m in the prior-year quarter. The change in core banking assets in the current reporting period included among others the purchase of government bonds in the amount of EUR 215m. Core banking assets include the change in the balance sheet items financial assets from financial services and financial liabilities from financial services excluding cash, cash equivalents and balances with central banks, and thus encompass the deposit and investment business of bank99. Cash flow from operating

activities excluding core banking assets totalled EUR 83.6m in the first quarter of 2022.

Cash flow from investing activities was minus 17.8m in the first three months of 2022, compared to minus EUR 6.4m in the prior-year period.

Austrian Post relies on operating free cash flow as a key indicator to assess the financial strength of its operating business and to cover the dividend for the financial year. Excluding the change in core banking assets, the operating free cash flow totalled EUR 72.1m in the current reporting period compared to EUR 74.4m in the first quarter of 2021.

Cash flow from financing activities came to minus EUR 85.2m in the first three months of 2022, compared to minus EUR 42.1m in the previous year.

1.3.3 CAPITAL EXPENDITURES

The Austrian Post Group's capital expenditures amounted to EUR 38.4m in total in the first quarter of 2022. Investments in the period under review included EUR 37.0m for property, plant and equipment and investment property and EUR 1.4m for intangible assets,

whereas EUR 11.9m was attributable to the addition of right-of-use assets pursuant to IFRS 16. The main share of investments was made within the context of the capacity expansion programme designed to expand the parcel logistics infrastructure.

Employees by Division

Average for the period, full-time equivalents	Q1 2021	Q1 2022	Share Q1 2022
Mail	867	888	3.3%
Parcel & Logistics	9,246	9,066	33.3%
Retail & Bank	1,997	2,100	7.7%
Corporate	2,016	2,119	7.8%
OPERATING DIVISIONS	14,126	14,172	52.0%
Logistics Network	13,415	13,067	48.0%
GROUP	27,541	27,239	100%

1.4 Employees

The average number of employees in the Austrian Post Group totalled 27,239 full-time equivalents in the first quarter of 2022. The decrease in the total number of staff amounts to 302 full-time equivalents and primarily relates to the Turkish subsidiary Aras Kargo. Most of Austrian Post's staff are employed by the parent company Österreichische Post AG (17,447 full-time equivalents in total).

1.5 Events After the Reporting Period

Events after the reporting period that are material for accounting and assessment on the balance sheet date as at 31 March 2022 are included in the current consolidated interim financial statements.

1.6 Main Risks and Uncertainties

As an international postal and logistics services provider, the Austrian Post Group is subject to risks in running its business operations. Austrian Post deals with these risks responsibly. A detailed presentation of the opportunity and risk situation can be found in the Annual Report 2021 of Austrian Post starting on page 67.

There were no major changes in the overall opportunity and risk portfolio of Austrian Post since the reporting in the Annual Report 2021.

However, there is a risk that the geopolitical and macroeconomic environment will aggravate existing trends, even if the Austrian Post Group is only indirectly affected by the war in Ukraine. This means that a entrenchment of inflation, price increases for energy and raw materials as well as problems in the delivery chain directly and indirectly via a changed consumer behaviour could negatively impact the risk situation. Increases in staff and energy costs are expected.

The risk situation of the company as described above is being continuously monitored. Appropriate measures and initiatives are implemented. On the whole, the continued existence of the company is not endangered.

1.7 Related Party Transactions

No major changes to related party transactions took place in the first quarter of 2022. Information on business relationships with related companies and persons can be found in the Annual Report 2021 of Austrian Post (refer to the Annual Report 2021, Consolidated Financial Statements, Note 31.2).

1.8 Outlook 2022

The beginning of 2022 confirmed the emerging trends. Supply bottlenecks and delays in the global value chain took place. In turn, this laid the foundation for rising inflation and restrained consumer behaviour. The acts of war in Ukraine have now aggravated international economic challenges due to increased raw materials' prices, especially for energy. Further bottlenecks in the supply and delivery chains raised pressure on inflation and led to increases in operational staff and production costs in industrial and service companies. For this reason, the above-mentioned challenging economic conditions are expected to prevail in 2022.

TARGETED REVENUE STABILITY IN 2022

Despite the difficult economic environment, Austrian Post aims to achieve the highest possible level of revenue stability in 2022. In particular, revenue generated in the previous year by positive special effects represents a high comparative benchmark in the first half of 2022. The prior-year performance should be more easily matched in the second half of the year. However, the underlying prerequisite for this forecast remains broad energy-related as well as economic and currency stability in the company's markets.

A modest decline in the Mail Division revenue is expected in 2022. The volatile development in recent years triggered by various pandemic-related restrictions will generally diminish. Traditional letter mail volumes will likely continue to suffer from a structural decline in the range of about 5% as before. Price adjustment will attempt to offset the inflationary cost increases. For example, within the context of its universal service obligation, the rate for the Eco-letters featuring delivery within 2–3 days will be raised from EUR 0.74 to EUR 0.81 effective 1 July 2022. Volatile trends in the direct mail and media post areas are also anticipated due to of the advertising spending restraint.

Revenue in the Parcel & Logistics Division has risen sharply over the past few years. This was also driven

by COVID-19 related lockdowns which, in turn, boosted additional parcel volumes in the field of e-commerce. For this reason, a certain degree of consolidation is foreseeable in 2022 as well as the steady increase in own delivery services carried out by a large customer in Austria. There are other challenges in the parcel market due to reduced need for logistics services related to COVID-19 as well as due to currency exchange uncertainties on the Turkish market. Service processes are being further optimised and moderate adjustments for inflation are being implemented to minimise the revenue decline in the current financial year.

Revenue development of the Retail & Bank Division should continue to improve in 2022. The focus in 2022 will be on the integration of the ING retail business into bank99 as well as on the further ramp-up of customers and the expansion of the product portfolio.

GROUP EARNINGS 2022

The current economic environment complicates the earnings forecast for Austrian Post in 2022. It is highly likely that inflation trends will set in not only in the short term but also in the long term as well. This could not only impact the cost situation but also the purchasing power and consumer sentiment. From today's perspective, Group EBIT should lie in the range of the results reported in the last two years, namely EUR 205m in 2021 and EUR 161m in 2020. The ambition of the company is to get close to the level of 2021.

CONTINUATION OF INVESTMENT PROGRAMME

In essence, the planned investment programme of Austrian Post will be continued. Individual investments are being assessed to ensure meeting all profitability targets.

Maintenance CAPEX in Austria, Southeast and Eastern Europe and Turkey totalling about EUR 100m, comprise the basis of the company's investment activities in 2022. Furthermore, growth CAPEX of about EUR 80m is planned in Austria in 2022. The conversion of logistics processes to enable climate-neutral delivery plays an important role in all investment projects.

Vienna, 4 May 2022

The Management Board



GEORG PÖLZL
CEO
Chairman of the
Management Board



WALTER OBLIN
Deputy CEO
Mail & Finance (CFO)



PETER UMUNDUM
Member of the
Management Board
Parcel & Logistics (COO)

Consolidated Income Statement for the First Quarter of 2022

EUR m	Q1 2021 adjusted ¹	Q1 2022
Revenue	647.0	601.4
thereof results from financial services	7.1	17.3
thereof results from effective interest	0.0	7.0
Other operating income	22.2	28.4
TOTAL OPERATING INCOME	669.3	629.8
Raw materials, consumables and services used	-185.6	-175.6
Expenses for financial services	-1.0	-3.2
Staff costs	-303.5	-288.0
Depreciation, amortisation and impairment losses	-39.2	-41.6
Other operating expenses	-80.5	-81.9
thereof impairment losses in accordance with IFRS 9	-0.2	-2.0
TOTAL OPERATING EXPENSES	-609.8	-590.3
Results from financial assets accounted for using the equity method	0.2	0.2
EARNINGS BEFORE FINANCIAL RESULT AND INCOME TAX (EBIT)	59.8	39.6
Financial income	4.8	5.5
Financial expenses	-2.4	-4.4
FINANCIAL RESULT	2.4	1.1
PROFIT BEFORE TAX	62.2	40.7
Income tax	-12.3	-10.2
PROFIT FOR THE PERIOD	49.9	30.5
ATTRIBUTABLE TO:		
Shareholders of the parent company	48.1	30.8
Non-controlling interests	1.8	-0.3
EARNINGS PER SHARE (EUR)		
BASIC EARNINGS PER SHARE	0.71	0.46
DILUTED EARNINGS PER SHARE	0.71	0.46

¹ The presentation of financial services in the consolidated income statement has been adjusted. The results from financial services are part of revenue, expenses from financial services are reported separately (in prior-year periods income and expenses for financial services were presented on a net basis in revenue as results from financial services).

Consolidated Statement of Comprehensive Income for the First Quarter of 2022

EUR m	Q1 2021	Q1 2022
PROFIT FOR THE PERIOD	49.9	30.5
ITEMS THAT MAY BE RECLASSIFIED SUBSEQUENTLY TO THE INCOME STATEMENT:		
Currency translation differences – investments in foreign businesses	-6.2	-4.1
TOTAL ITEMS THAT MAY BE RECLASSIFIED	-6.2	-4.1
ITEMS THAT WILL NOT BE RECLASSIFIED SUBSEQUENTLY TO THE INCOME STATEMENT:		
Revaluation of defined benefit obligations	0.0	-2.0
Tax effect of revaluation	0.0	-0.5
TOTAL ITEMS THAT WILL NOT BE RECLASSIFIED	0.0	-2.5
OTHER COMPREHENSIVE INCOME	-6.2	-6.5
TOTAL COMPREHENSIVE INCOME	43.7	24.0
ATTRIBUTABLE TO:		
Shareholders of the parent company	43.2	25.3
Non-controlling interests	0.6	-1.3

Consolidated Balance Sheet as at 31. March 2022

EUR m	31 December 2021	31 March 2022
ASSETS		
NON-CURRENT ASSETS		
Goodwill	62.0	61.2
Intangible assets	81.8	76.8
Property, plant and equipment	1,206.5	1,202.2
Investment property	76.3	77.1
Financial assets accounted for using the equity method	8.2	7.7
Other financial assets	5.6	5.6
Other receivables	14.3	12.9
Deferred tax assets	46.6	43.5
	1,501.3	1,487.0
FINANCIAL ASSETS FROM FINANCIAL SERVICES		
Cash, cash equivalents and central bank balances	1,218.2	1,098.7
Receivables from customers	1,402.3	1,407.0
Investments	73.5	288.2
Other	21.9	37.2
	2,715.8	2,831.0
CURRENT ASSETS		
Other financial assets	31.4	27.3
Inventories	16.5	17.8
Contract assets	3.1	4.0
Trade and other receivables	376.7	366.6
Tax assets	62.0	69.7
Cash and cash equivalents	85.8	81.5
	575.4	567.0
ASSETS HELD FOR SALE		
	0.1	0.0
	4,792.6	4,885.1

Consolidated Balance Sheet as at 31. March 2022

EUR m	31 December 2021	31 March 2022
EQUITY AND LIABILITIES		
EQUITY		
Share capital	337.8	337.8
Capital reserves	91.0	91.0
Revenue reserves	278.2	309.0
Other reserves	-62.6	-68.2
EQUITY ATTRIBUTABLE TO THE SHAREHOLDERS OF THE PARENT COMPANY	644.3	669.6
NON-CONTROLLING INTERESTS	27.9	23.9
	672.2	693.5
NON-CURRENT LIABILITIES		
Provisions	379.8	376.8
Other financial liabilities	281.4	277.4
Other payables	59.4	57.8
Contract liabilities	3.8	3.4
Deferred tax liabilities	0.1	0.1
	724.5	715.5
FINANCIAL LIABILITIES FROM FINANCIAL SERVICES		
Borrowings from banks	2.3	51.7
Liabilities to customers	2,532.9	2,612.5
Other	8.3	11.5
	2,543.5	2,675.7
CURRENT LIABILITIES		
Provisions	308.2	306.3
Tax liabilities	6.5	2.9
Other financial liabilities	123.0	54.6
Trade and other payables	386.1	404.3
Contract liabilities	28.6	32.4
	852.4	800.5
	4,792.6	4,885.1

Consolidated Cash Flow Statement for the First Quarter of 2022

EUR m	Q1 2021 adjusted ¹	Q1 2022
OPERATING ACTIVITIES		
Profit before tax	62.2	40.7
Depreciation, amortisation and impairment losses	39.2	41.6
Results from financial assets accounted for using the equity method	-0.2	-0.2
Provisions non-cash	16.2	3.6
Other non-cash transactions	-7.8	-7.8
GROSS CASH FLOW	109.5	77.9
Trade and other receivables	-21.6	8.7
Inventories	-0.2	-1.5
Contract assets	-1.1	-0.9
Provisions	12.8	-6.8
Trade and other payables	-1.4	16.6
Contract liabilities	3.4	3.5
Financial assets/liabilities from financial services	39.0	-104.2
Interest received from financial services	0.0	6.8
Interest paid from financial services	-0.6	-1.7
Taxes paid	-15.7	-19.0
CASH FLOW FROM OPERATING ACTIVITIES	124.1	-20.6
INVESTING ACTIVITIES		
Acquisition of intangible assets	-3.9	-1.9
Acquisition of property, plant and equipment/investment property	-18.3	-23.6
Sale of property, plant and equipment/investment property	5.8	0.8
Acquisition of subsidiaries/non-controlling interests/business units	-1.1	0.0
Sale of financial assets accounted for using the equity method	0.0	1.8
Sale of other financial instruments	0.0	0.8
Acquisition of financial investments in securities/money market investments	-10.0	-16.9
Sale of financial investments in securities/money market investments	20.0	19.8
Loans granted	0.1	0.4
Interest received and income from securities	1.1	1.0
CASH FLOW FROM INVESTING ACTIVITIES	-6.4	-17.8
FREE CASH FLOW	117.6	-38.4

¹ The presentation of financial services has been adjusted. Interest from financial services are now reported separately as part of cash flow from operating activities.

Consolidated Cash Flow Statement for the First Quarter of 2022

EUR m	Q1 2021 adjusted ¹	Q1 2022
FINANCING ACTIVITIES		
Repayment of long-term financial liabilities (incl. current maturities of long-term debt)	-12.2	-13.5
Changes of short-term financial liabilities	-30.2	-68.8
Dividends paid	-2.8	-1.7
Interest paid	-1.4	-1.1
Payments from non-controlling interests	4.5	0.0
CASH FLOW FROM FINANCING ACTIVITIES	-42.1	-85.2
Currency translation differences in cash and cash equivalents	-0.8	-0.2
CHANGE IN CASH AND CASH EQUIVALENTS	74.7	-123.8
Cash and cash equivalents at 1 January	687.1	1,304.1
CASH AND CASH EQUIVALENTS AT 31 MARCH	761.9	1,180.3

¹ The presentation of financial services has been adjusted. Interest from financial services are now reported separately as part of cash flow from operating activities.

Consolidated Statement of Changes in Equity for the First Quarter of 2021

EUR m	Other reserves						Equity attributable to shareholders of the parent company	Non-con- trolling interests	Equity
	Share capital	Capital reserves	Revenue reserves	IAS 19 reserve	FVOCI reserve	Currency translation reserve			
BALANCE AS AT 1 JANUARY 2021	337.8	91.0	231.4	-28.0	0.6	-5.4	627.4	27.6	655.0
Profit for the period	0.0	0.0	48.1	0.0	0.0	0.0	48.1	1.8	49.9
Other comprehensive income	0.0	0.0	0.0	0.0	0.0	-4.9	-4.9	-1.2	-6.2
TOTAL COMPREHENSIVE INCOME	0.0	0.0	48.1	0.0	0.0	-4.9	43.2	0.6	43.7
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-1.5	-1.5
Payments to subsidiaries with non- controlling interests	0.0	0.0	0.0	0.0	0.0	0.0	0.0	4.5	4.5
TRANSACTIONS WITH OWNERS	0.0	0.0	0.0	0.0	0.0	0.0	0.0	3.0	3.0
BALANCE AS AT 31 MARCH 2021	337.8	91.0	279.5	-28.0	0.6	-10.3	670.5	31.2	701.7

Consolidated Statement of Changes in Equity for the First Quarter of 2022

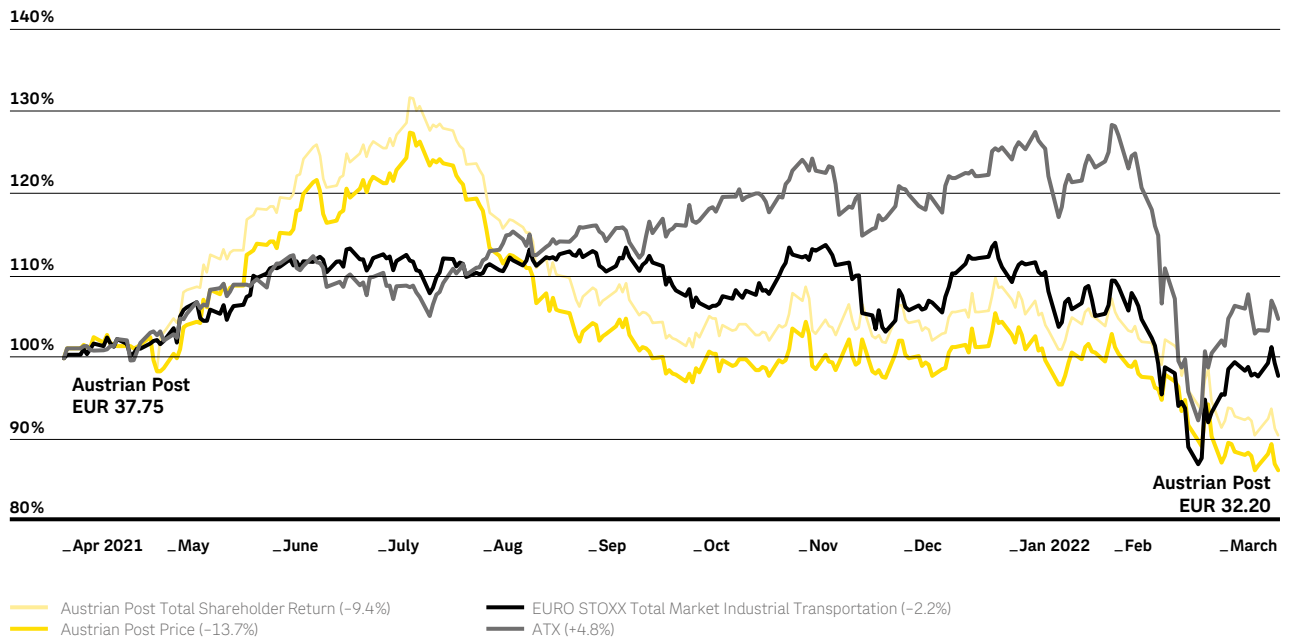
EUR m	Other reserves						Equity attributable to shareholders of the parent company	Non- controlling interests	Equity
	Share capital	Capital reserves	Revenue reserves	IAS 19 reserve	FVOCI reserve	Currency translation reserve			
BALANCE AS AT 1 JANUARY 2022	337.8	91.0	278.2	-32.6	0.9	-31.0	644.3	27.9	672.2
Profit for the period	0.0	0.0	30.8	0.0	0.0	0.0	30.8	-0.3	30.5
Other comprehensive income	0.0	0.0	0.0	-2.2	0.0	-3.5	-5.6	-0.9	-6.5
TOTAL COMPREHENSIVE INCOME	0.0	0.0	30.8	-2.2	0.0	-3.5	25.3	-1.3	24.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-2.8	-2.8
TRANSACTIONS WITH OWNERS	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-2.8	-2.8
BALANCE AS AT 31 MARCH 2022	337.8	91.0	309.0	-34.7	1.0	-34.5	669.6	23.9	693.5

Financial Calendar 2022

11 August 2022 Half-year Report 2022, publication: 07.30–07.40 a.m. CET

11 November 2022 Interim report for the first three quarters 2022, publication: 07.30–07.40 a.m. CET

Development of the Share Price 12 Month Comparison



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We have prepared this report and checked the figures with the greatest possible care. Nevertheless, rounding, typographical and printing errors cannot be excluded. The aggregation of rounded amounts and percentages may result in rounding differences due to the use of automated computational aids.

This Financial Report also contains forward-looking statements based on the information currently available to us. These are usually indicated by expressions such as

“expect”, “anticipate”, “estimate”, “plan” or “calculate”. We wish to note that a wide variety of factors could cause actual circumstances – and thus actual results – to deviate from the forecasts contained in this report.

This Financial Report is also available in German. In case of doubt, the German version takes precedence.

Editorial deadline: 12 May 2022

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