



AUSTRIAN POST Investor Presentation H1 2023



Walter Oblin, CFO
Vienna, 10 August 2023

AUSTRIAN POST AT A GLANCE



Mail

- Letter Mail
- Direct Mail
- Newspapers and Magazines

Revenue 2022:
EUR 1,218m

Parcel & Logistics

- Parcels and Express
- Fulfilment and Cash Transport
- E-Commerce Services

Revenue 2022:
EUR 1,215m

Retail & Bank

- Branch and Financial Services
- Customer Services

Revenue 2022:
EUR 123m

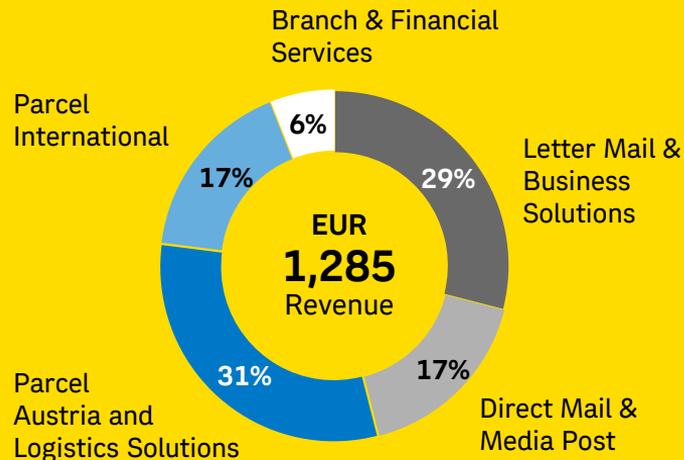
Group

Revenue 2022: EUR 2,522m

EBITDA 2022: EUR 373m

EBIT 2022: EUR 188m

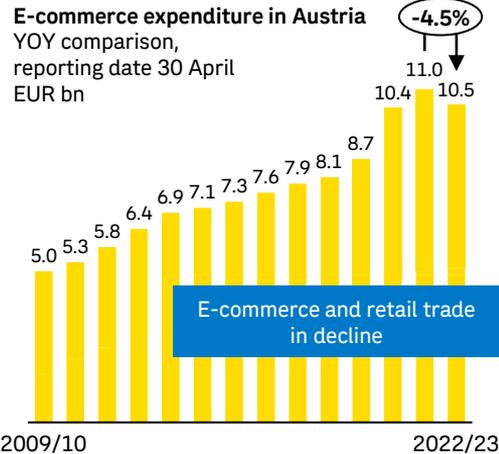
Revenue mix H1 2023



ECONOMIC ENVIRONMENT IN 2023 IMPACTED BY PURCHASING POWER, INFLATION AND CURRENCY

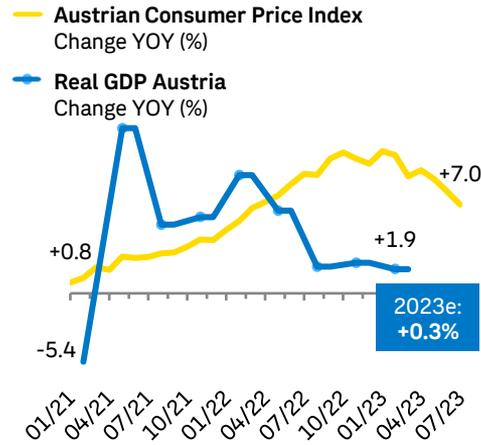


Consolidation in e-commerce (also in retail trade)



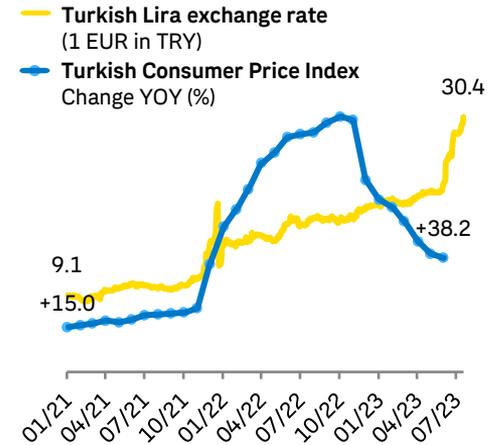
Source: KMU Forschung Austria, „E-Commerce-Studie Österreich“ (as at July 2023)

High level of inflation, little growth momentum



Source: Statistics Austria (as at July 2023), Basis 2015=100; Austrian National Bank (as at July 2023)

Türkiye: high inflation with volatile currency



Source: Austrian National Bank (as at July 2023); Central Bank of the Republic of Türkiye (as at July 2023), Basis 2003=100

FIRST HALF-YEAR 2023 IN LINE WITH EXPECTATIONS



Group



- Growing core business despite challenges
- Positive trends also in subsidiaries (logistics and bank)
- Earnings improvement due to cost and price discipline

Revenue up by 6.0% to EUR 1,285m
EBIT of EUR 95m (+4.6%)

Mail



- Ongoing structural decline of letter mail volumes
- Weaker direct mail business in some segments

Revenue largely stable at
EUR 598m (-0.2%)

Parcel & Logistics



Increasing parcel volumes in a difficult environment

- Austria +9%
- Türkiye +11%
- CEE/SEE +19%

Revenue up by 9.9% to EUR 628m

Retail & Bank



- bank99 benefits from favourable market environment
- Increase in number of customers and interest income

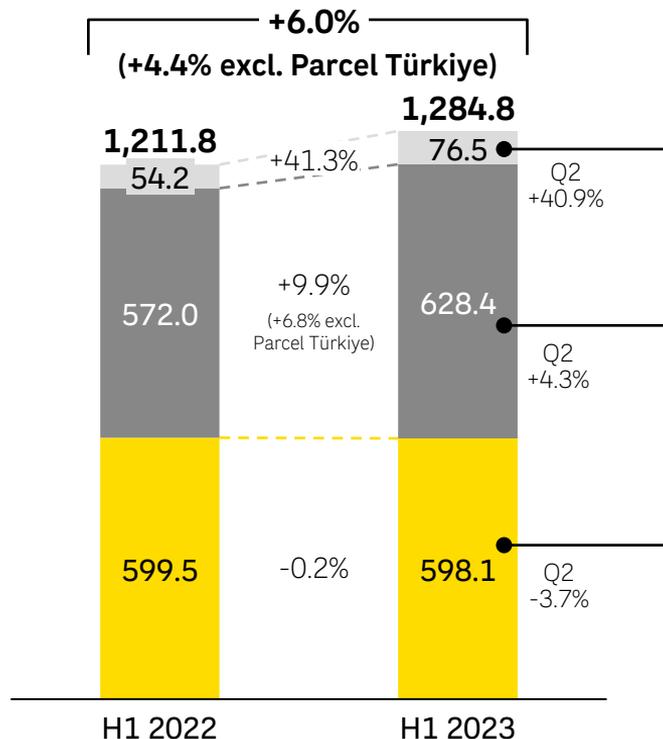
Revenue up by 41.3% to EUR 77m

GROUP REVENUE UP BY 6.0% IN H1 2023



Revenue development

EUR m



Retail & Bank

- Good market environment supports growth in financial services
- Increase of Income from Financial Services to EUR 56.6m (+59.9%)
- Branch Services revenue climbs to EUR 19.9m (+6.2%)

Parcel & Logistics

- Increase in all regions based on volume growth and price realisation
- Parcel Austria +8.8% / Türkiye +22.9% / CEE/SEE +7.1%

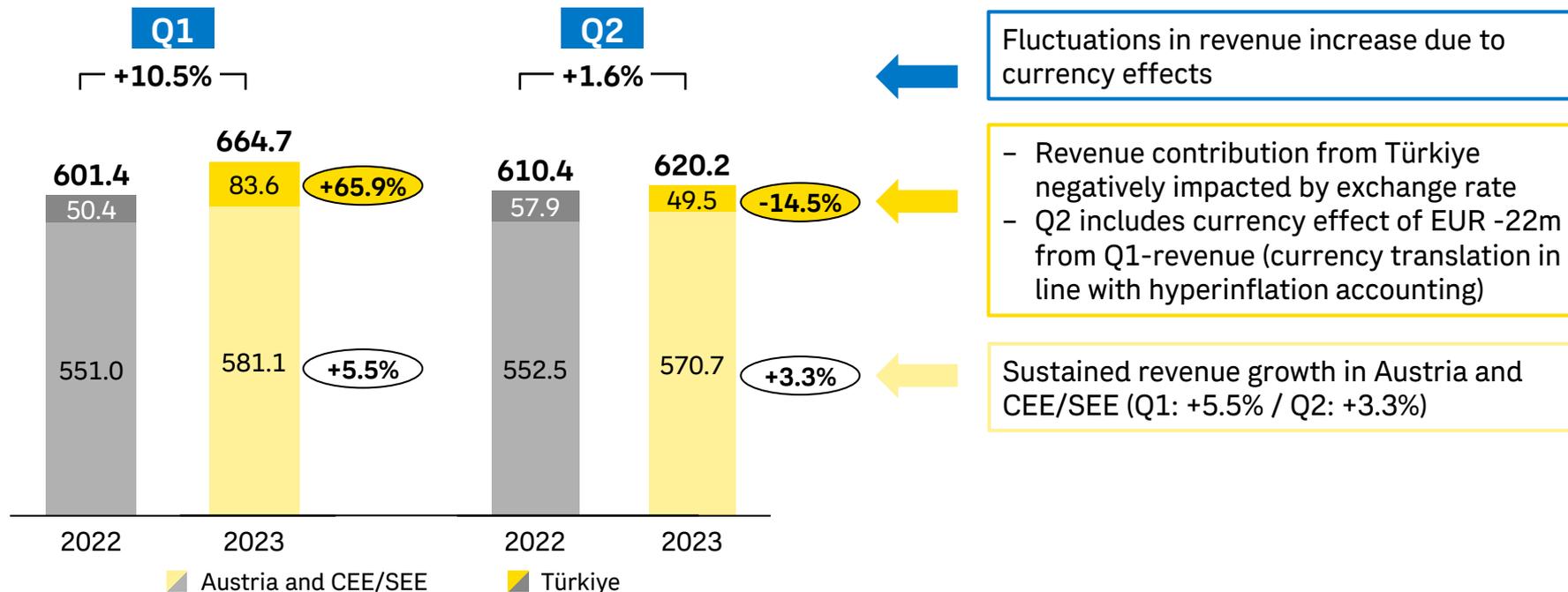
Mail

- Structural decline of volumes, positive postal rate effects
- Letter Mail up by 0.9% to EUR 378.7m
- Drop in Direct Mail/Media Post revenue of 2.2% to EUR 219.3m

Q1 AND Q2 GROUP REVENUE NEGATIVELY AFFECTED BY TURKISH LIRA EXCHANGE RATE



Quarterly comparison of revenue
EUR m



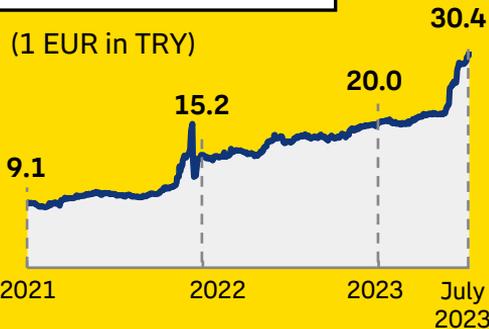
BUSINESS IN TÜRKIYE SHOWS STRONG OPERATING DEVELOPMENT



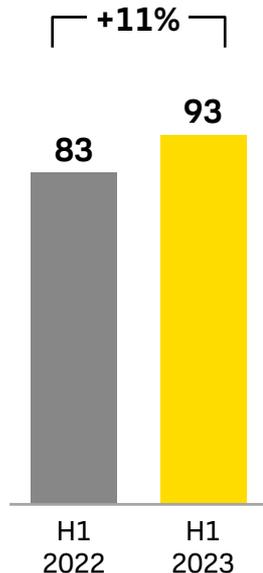
Financial indicators

- Positive volumes (+11%) and TRY revenue development (+101%)
- EBIT margin above Group average
- Cash and cash equivalents in the balance sheet >50% in EUR/USD
- Positive cash flow in Q1 und Q2

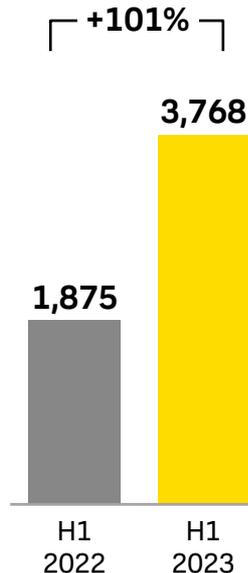
Turkish Lira FX rate



Parcel volumes
(millions of items)

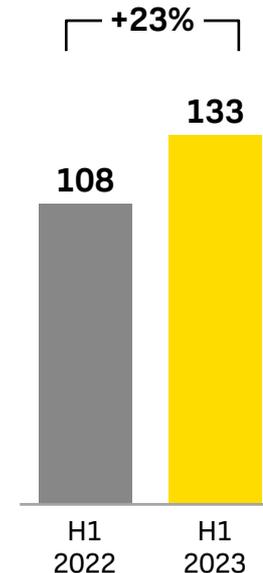


Revenue
(TRY m)



Revenue

(EUR m)

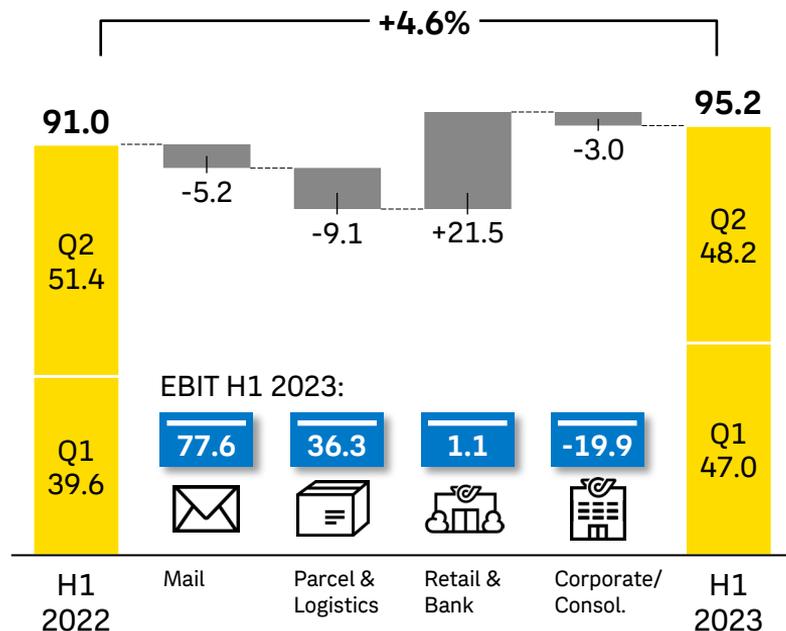


GROUP RESULTS IN H1 2023 WITH EARNINGS IMPROVEMENT IN THE RETAIL & BANK DIVISION



EBIT development

EUR m



> Mail

- Declining volumes partially offset by postal rate effects
- Q2 EBIT from EUR 41.8m to EUR 36.7m, H1 EBIT from EUR 82.9m to EUR 77.6m

> Parcel & Logistics

- Q2 2022 included positive special effects from Aras Kargo of EUR 10.9m (valuation of put option)
- Discontinuation of pandemic-related special logistics services
- Q2 EBIT from EUR 28.0m to EUR 19.7m, H1 EBIT from EUR 45.5m to EUR 36.3m

> Retail & Bank

- Good development of Branch Services
- Improved interest environment for bank99
- Q2 EBIT from minus EUR 9.7m to EUR 0.3m, H1 EBIT from minus EUR 20.4m to EUR 1.1m

STRATEGY OF AUSTRIAN POST: AHEAD TO THE FUTURE



1 Defending market leadership and profitability in the core business



Sustainability, diversity and customer orientation as guideline for all activities

2 Profitable growth in near markets

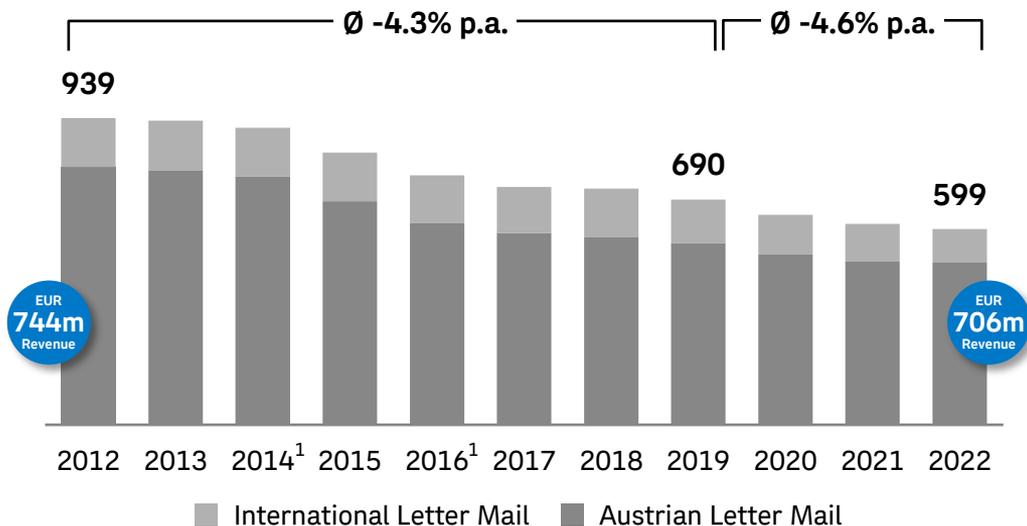


3 Development of retail and digital offerings for private customers and SMEs

1 LETTER MAIL



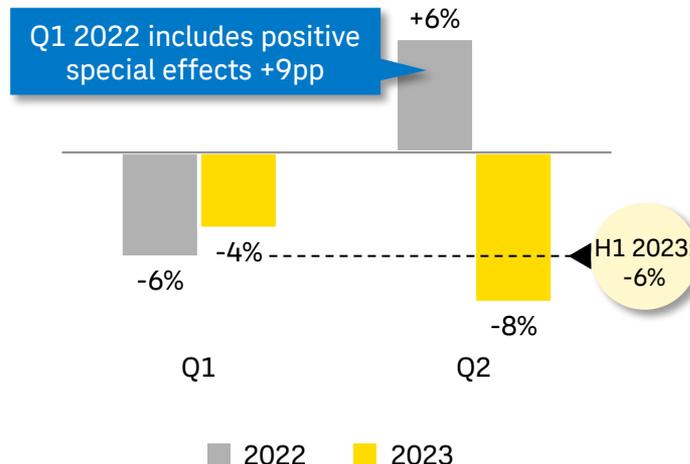
Volumes Austria and International (millions of items)



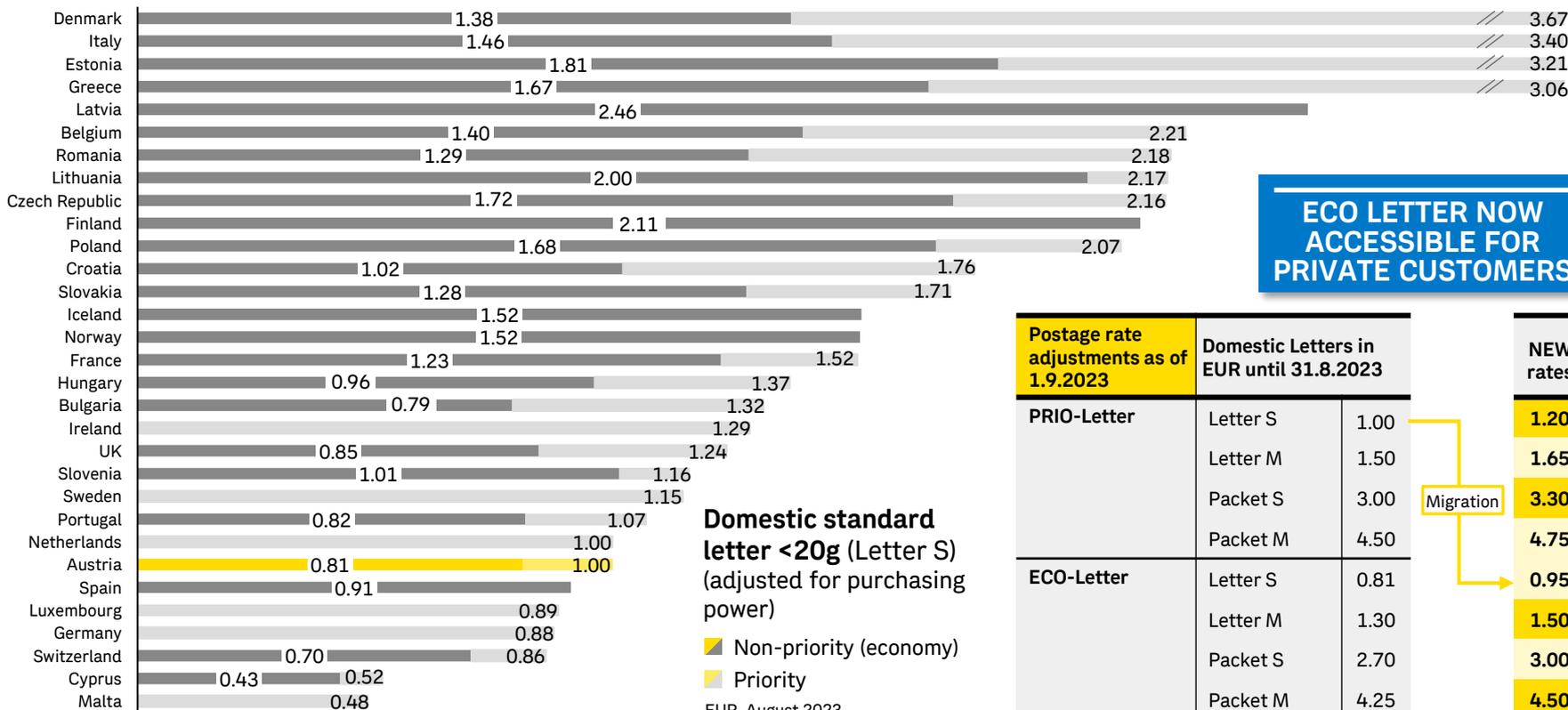
¹ Adjusted reporting due to automated calculation methodology

H1 2023 Letter Mail volumes in Austria (daily items)

- Austrian letter mail volumes down by 6% in H1
- Positive special effects in Q2 2022 (energy bonus and mailings by utility companies)



1 PRIORITY AND NON-PRIORITY RATES IN EUROPE



ECO LETTER NOW ACCESSIBLE FOR PRIVATE CUSTOMERS

Domestic standard letter <20g (Letter S) (adjusted for purchasing power)

■ Non-priority (economy)
■ Priority

EUR, August 2023

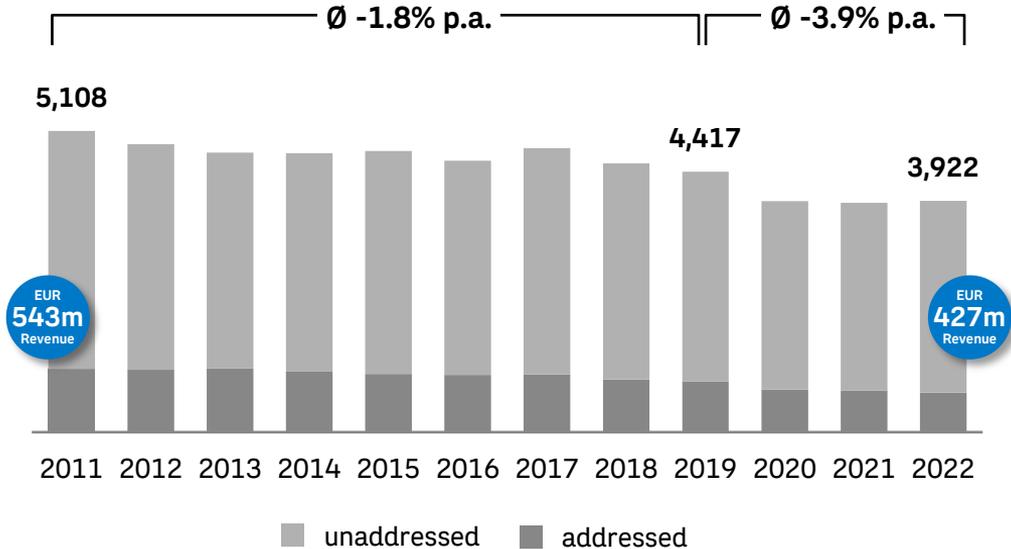
Postage rate adjustments as of 1.9.2023	Domestic Letters in EUR until 31.8.2023		NEW rates
PRIO-Letter	Letter S	1.00	1.20
	Letter M	1.50	1.65
	Packet S	3.00	3.30
	Packet M	4.50	4.75
ECO-Letter	Letter S	0.81	0.95
	Letter M	1.30	1.50
	Packet S	2.70	3.00
	Packet M	4.25	4.50



1 DIRECT MAIL/MEDIA POST IN AUSTRIA

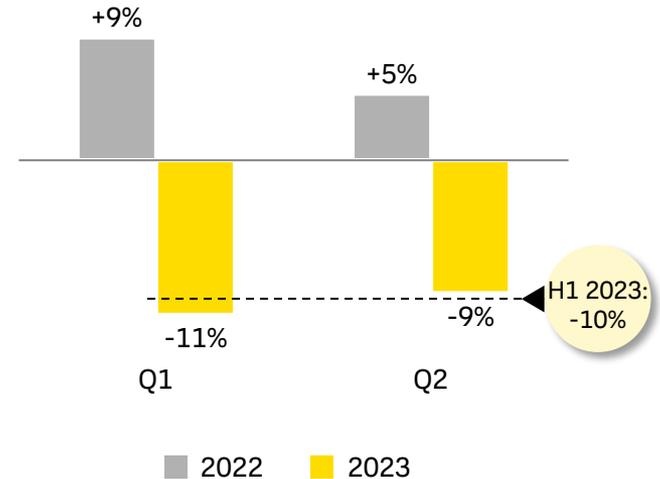


Volumes
(millions of items)



H1 2023 Direct Mail/Media Post volumes (daily items)

- Subdued advertising environment results in 10% volume decrease in H1 2023
- Structural decline in sub-segments (e.g. mail order business)
- Consolidation effects in stationary retail (furniture sector)



1 PARCEL BUSINESS IN AUSTRIA

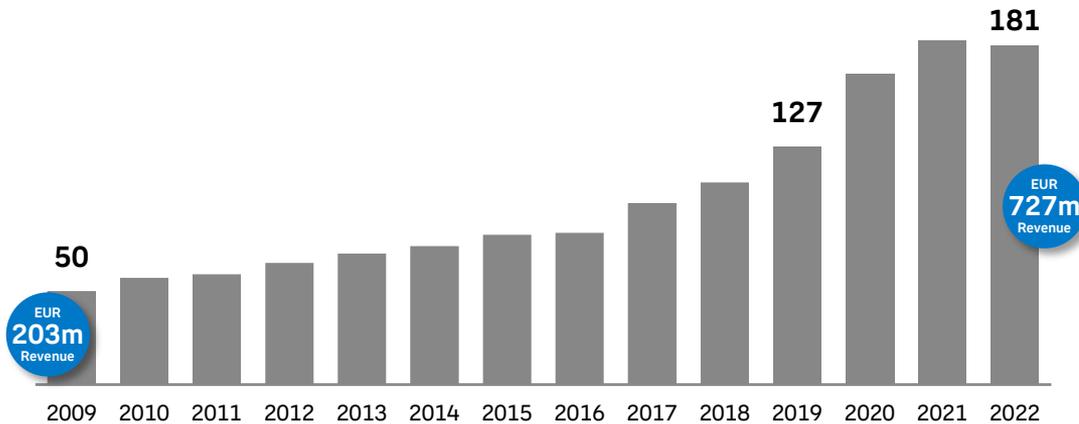


Volumes
(millions of items)



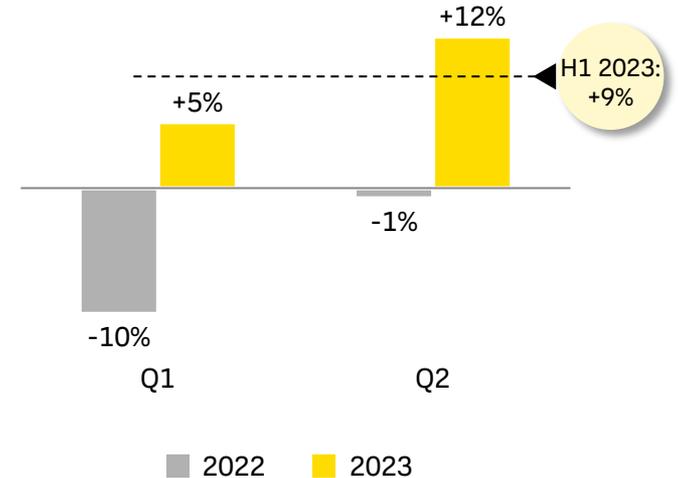
Ø +9.8% p.a.

Ø +12.5% p.a.



H1 2023 parcel volumes (daily items)

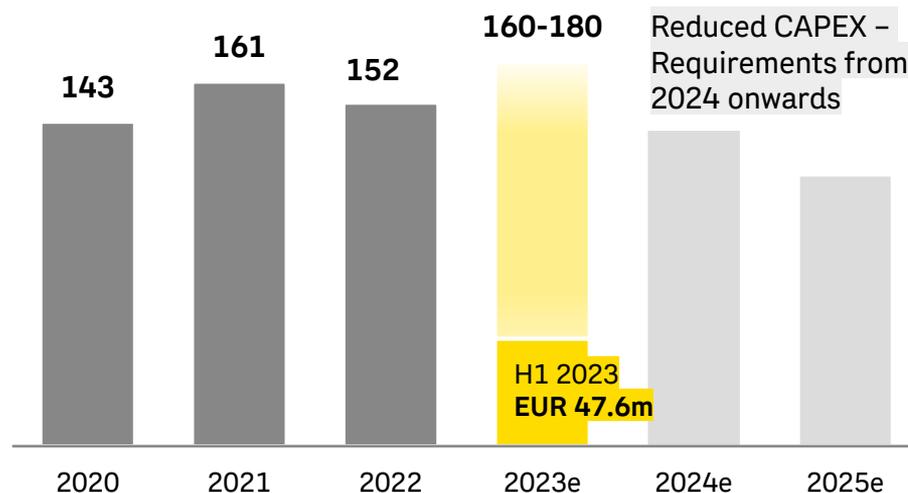
- Parcel growth in Austria up by 9% vs. H1 2022
- Growth reflects customer confidence in the quality leadership of Austrian Post
- Disproportionate increase in volumes from Asia



1 INVESTMENTS INTO SUSTAINABLE INFRASTRUCTURE



CAPEX (EUR m)



CAPEX H1 2023

- Maintenance CAPEX of EUR 26.9m
- Growth CAPEX of EUR 20.7m

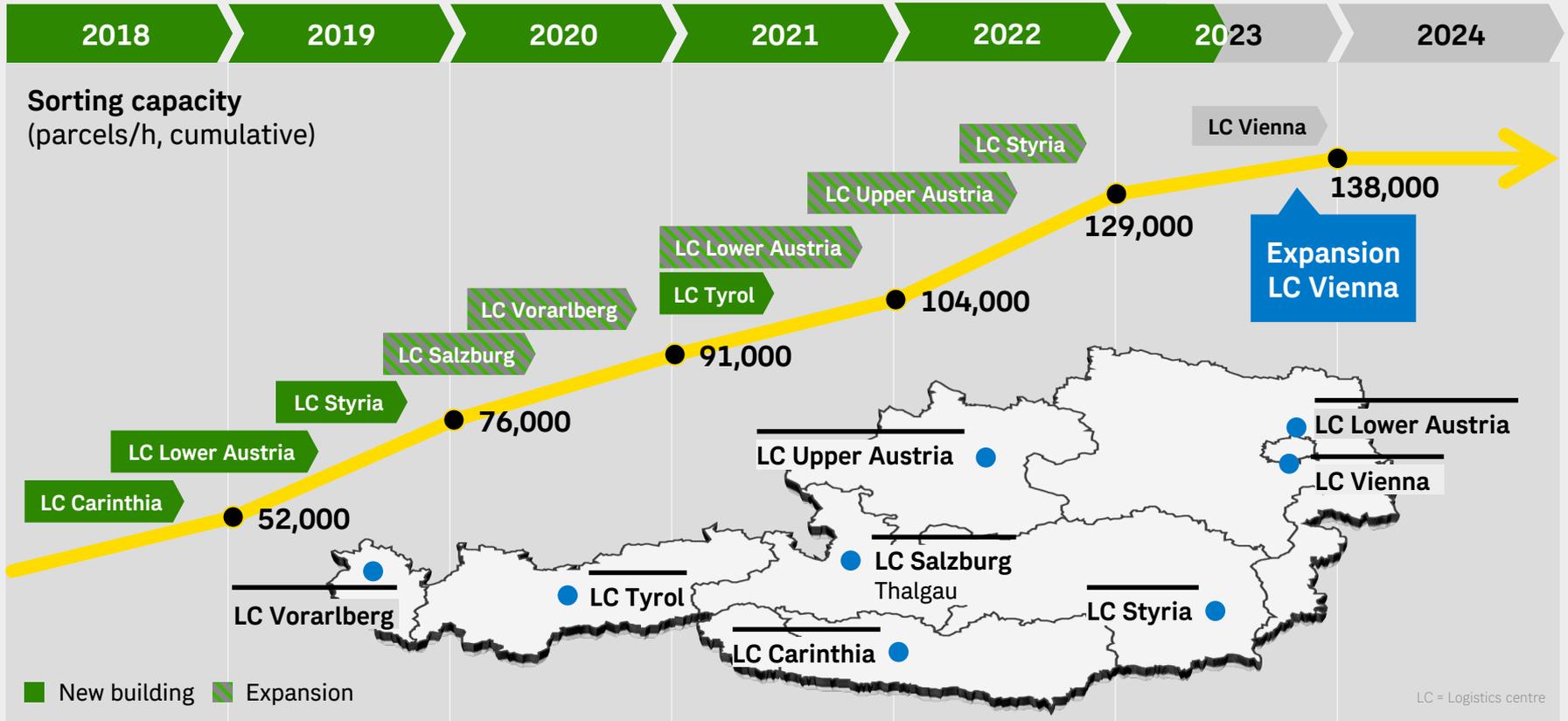
CAPEX forecast for 2023

- Expected level of EUR 160m-180m
- Expansion of the Logistics Centre Vienna on schedule

Continuation of the investment programme

- Conversion to CO₂-free delivery
- Sorting capacity of nearly 140,000 parcels/h by the end of 2023

1 EXPANSION OF AUSTRIAN LOGISTICS INFRASTRUCTURE



1 FINAL STEPS OF EXPANSION

Logistics Centre
Styria



Logistics Centre
Upper Austria



Logistics Centre
Tyrol



Logistics Centre
Vienna



1 REAL ESTATE MANAGEMENT: FOCUS ON VALUE-CREATING LOGISTICS

Operating real estate – Austria

Inventory of optimal space for core business in own portfolio

Book value EUR 445m | Usable area 580,000 m²

Logistics centres



- Usable area 240,000 m²
- Base area 640,000 m²

Delivery bases



- Usable area 150,000 m²
- Base area 230,000 m²

Branches & Headquarters



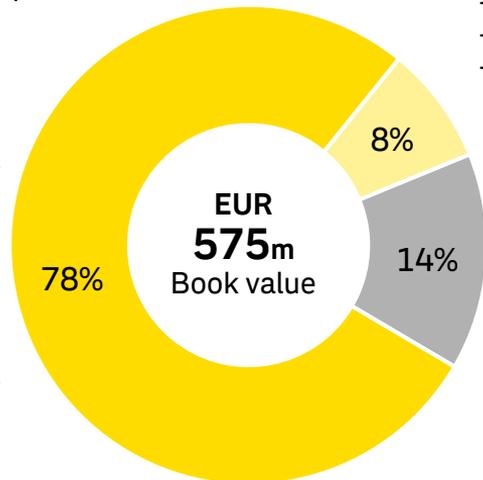
- Usable area 190,000 m²

As at 31.12.2022

INVESTOR PRESENTATION Investor Relations Vienna, 10 August 2023

Operating real estate – International

- Usable area 48,000 m²
- Base area 165,000 m²
- Book value EUR 46m



Non-operating real estate

Active portfolio management

Development / Leasing / Utilisation
EUR 17m in rental income p.a.

- Usable area 270,000 m²
- Book value EUR 84m
- Market value EUR 352m (as at 31.12.2022)

Logistics Centre Hall/Tirol in sales process

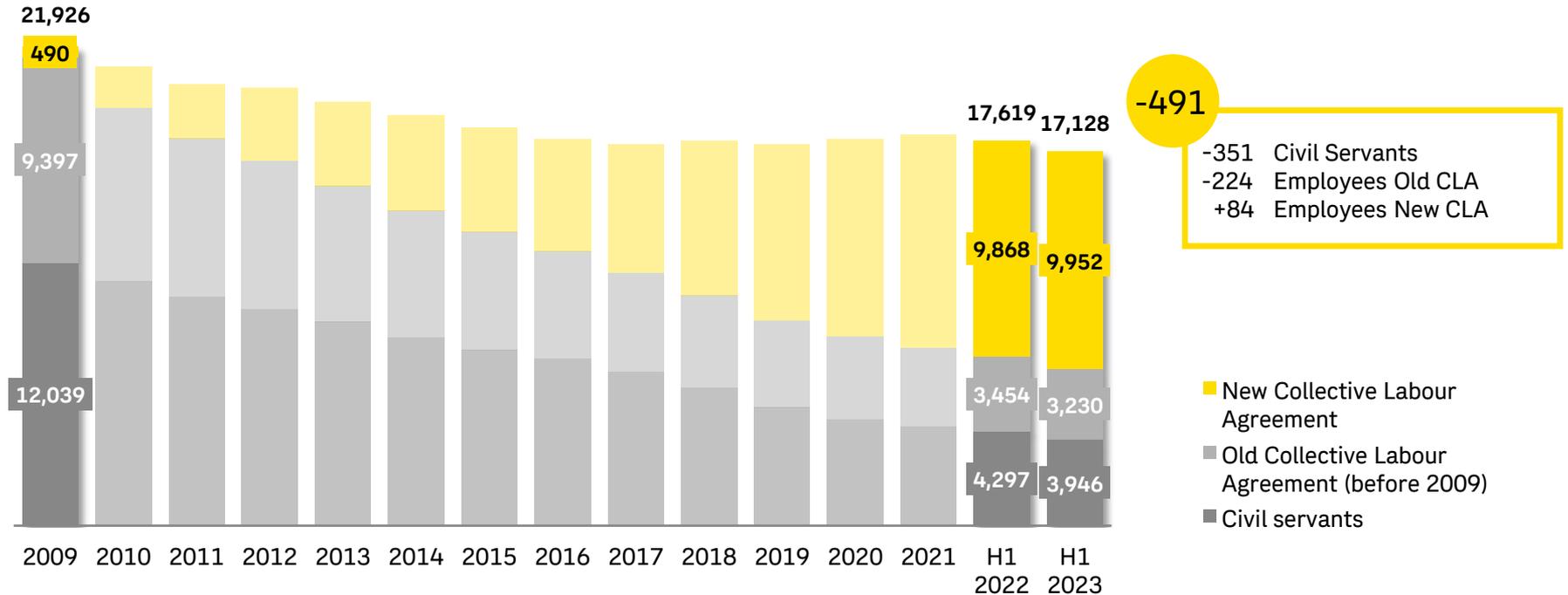


1 STAFF STRUCTURE IN AUSTRIA

Employees in the Austrian core business

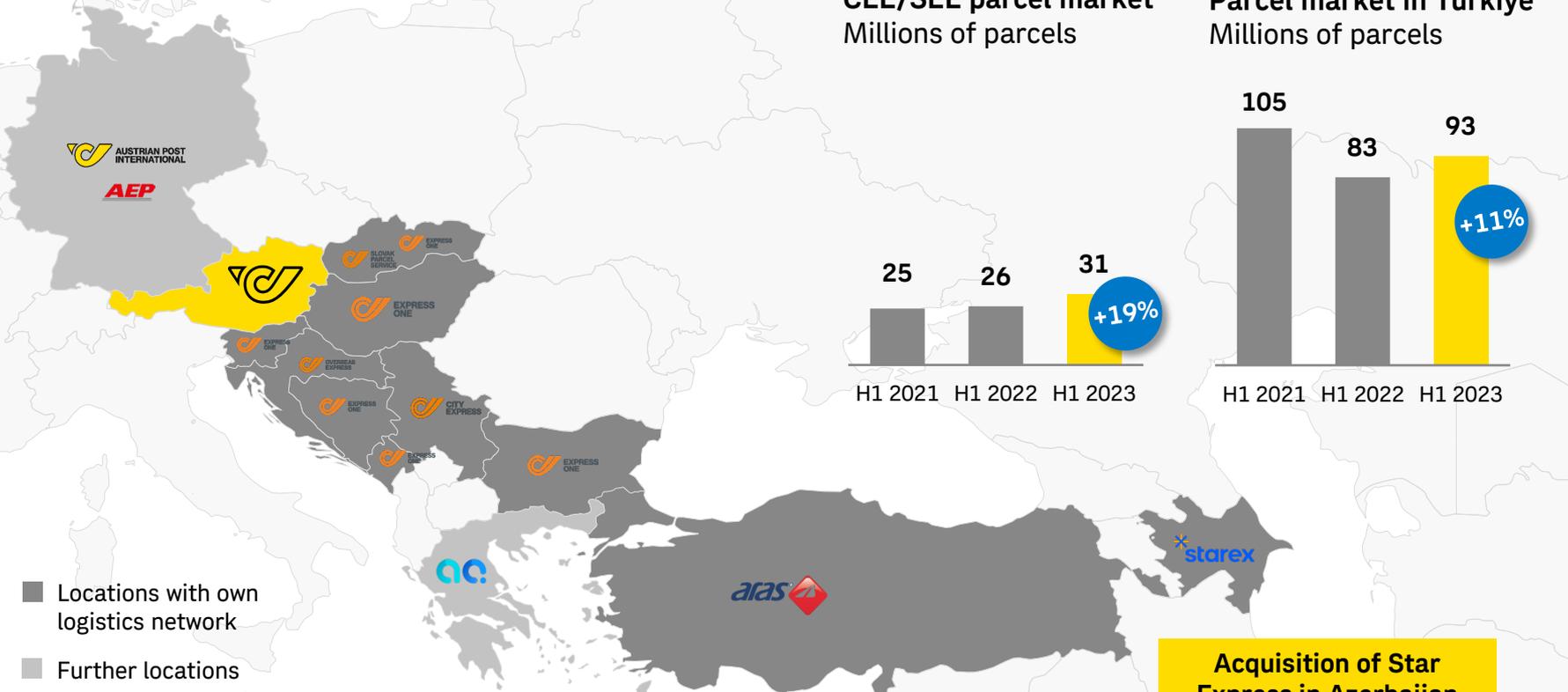


FTEs (average for the period)



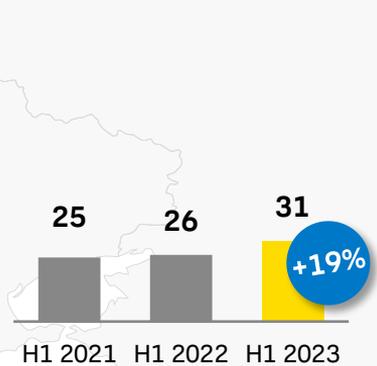
2 PROFITABLE GROWTH IN NEAR MARKETS

Focus on Parcel & Logistics

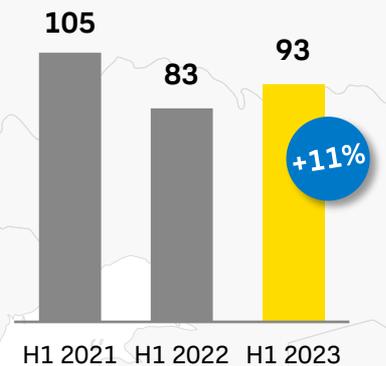


- Locations with own logistics network
- Further locations

CEE/SEE parcel market
Millions of parcels



Parcel market in Türkiye
Millions of parcels



Acquisition of Star Express in Azerbaijan

3 BANK99: GROWTH AS THE KEY TO SUCCESS

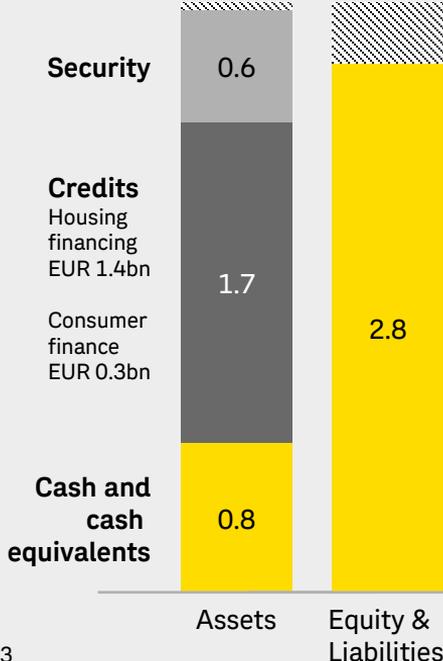


Positive momentum from improved interest rate environment

31.12.2022	30.6.2023
	Retail & digital bank
258,000	Customers 266,000
EUR 3.2bn	Balance sheet total EUR 3.2bn
EUR 1.7bn	Credit volume EUR 1.7bn
30.6.2022	30.6.2023
EUR 13.9m	Interest income EUR 34.5m

bank99 balance sheet total as at 30.6.2023

EUR bn
Acc. Austrian GAAP



Top issues in 2023

Positioning

- The bank that makes things easy and gives me more
- Image campaign starting in September 2023

Product expansion

- flexsparen99 with a foreign reference account
- New account models in Q1 2024

Technical integration

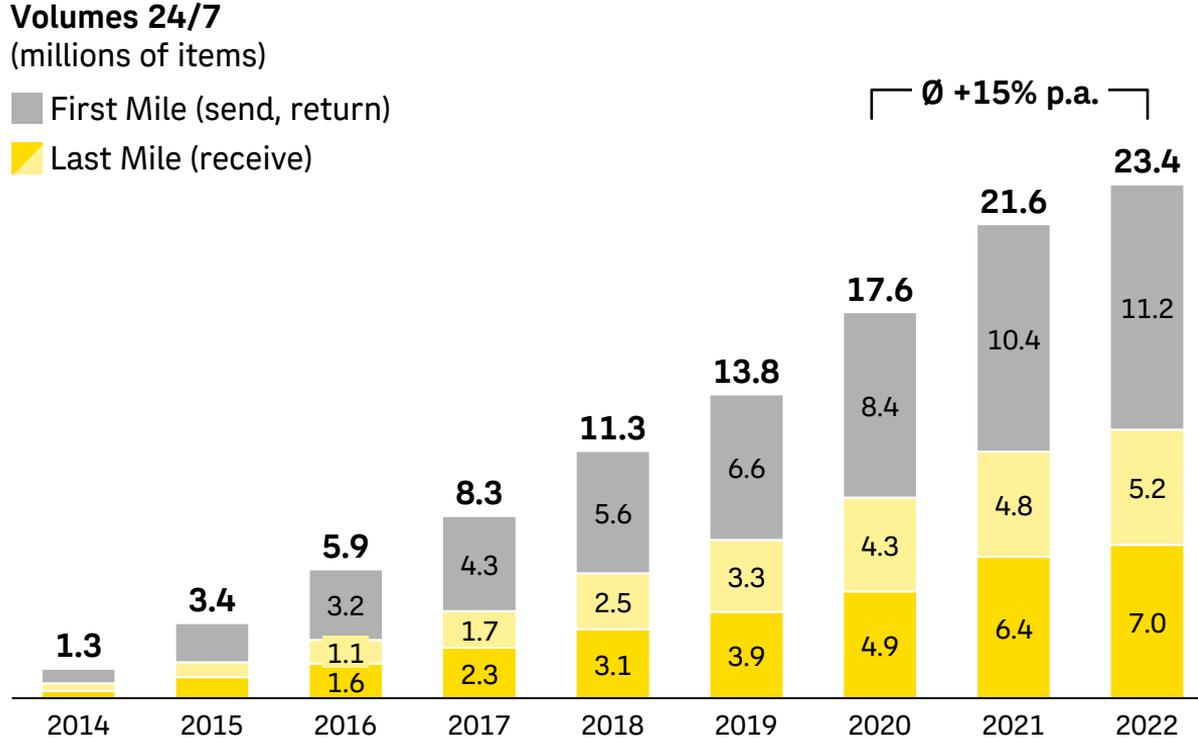
- IT system of bank99/ING
- Migration of the core banking system (Q3 2024)
- System partner: Accenture TiGital

3 SELF-SERVICE SOLUTIONS ARE VERY POPULAR WITH POST CUSTOMERS



Volumes 24/7
(millions of items)

- First Mile (send, return)
- Last Mile (receive)



H1 2023
+17.2%

∅ +15% p.a.



678
Drop-off devices



70,428
Pick-up boxes



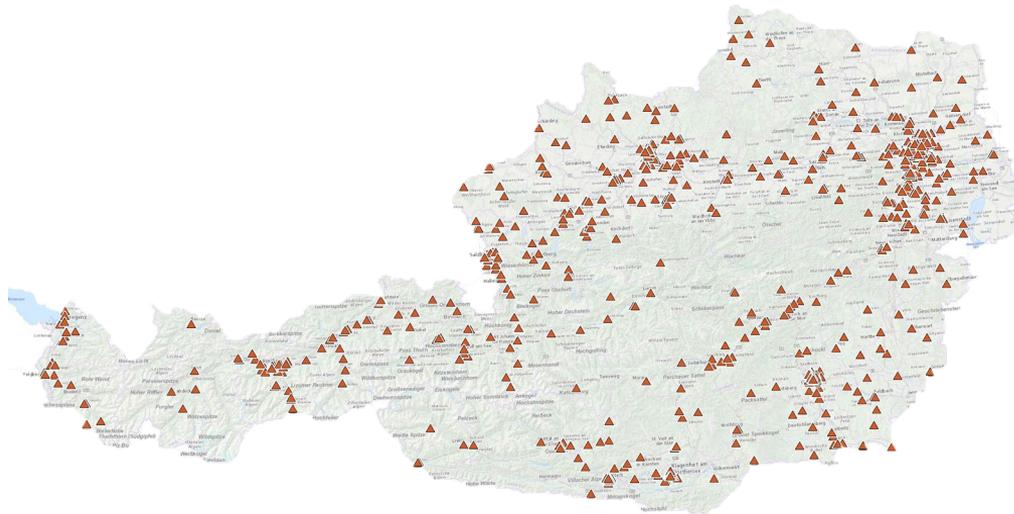
108,780
Lockers at pick-up stations

3 PICK-UP STATIONS: NEW USE FOR OLD TELEPHONE BOOTHS



Austrian Post will make use of the sites of A1 telephone booths

Next generation of Post pick-up stations is in the pipeline



About 1,000 locations possible in Austria

Pilot sites planned in Vienna's 22nd district and Linz in 2023

24/7 availability is top customer preference

▶ ESG INDICATORS H1 2023



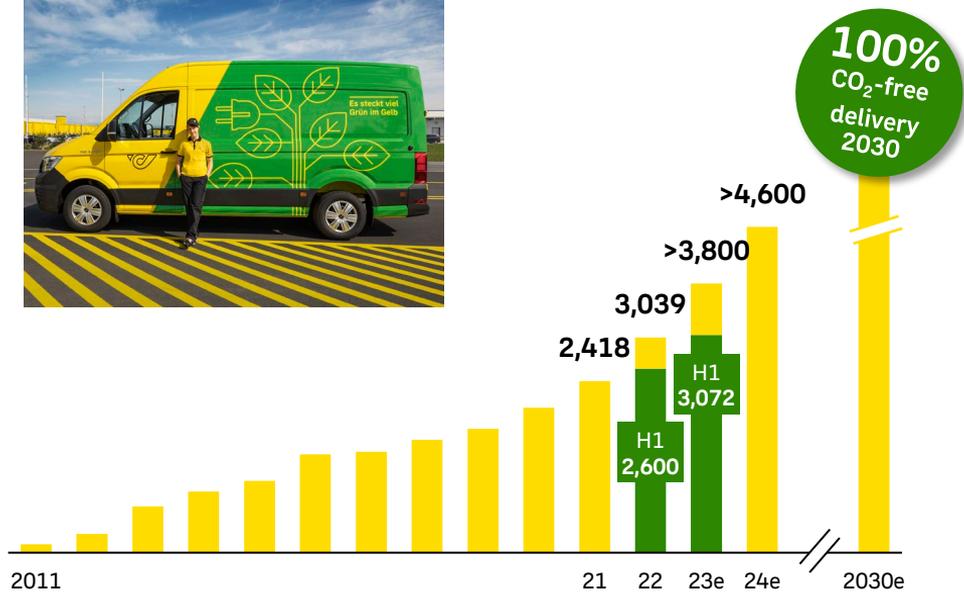
		H1 2022	H1 2023	Change
Environmental indicators¹				
CO ₂ e emissions (Scope 1–3, Group)	t CO ₂ e	117,300	115,600	-1.4%
CO ₂ e emissions (Scope 1–3, Post AG)	t CO ₂ e	46,400	43,500	-6.2%
CO ₂ e emissions per transported tonne (Post AG)	kg CO ₂ e/t	140.5	135.8	-3.4%
E-Vehicle fleet (Post AG)	Number	2,600	3,072	+18.2%
Employee indicators				
Share of women among staff	FTE in %	28.7%	28.5%	-0.2pp
Women in leadership positions	%; Elly definition	34.5%	35.0%	+0.4pp
Employee turnover	Staff departures in %	17.6%	18.8%	+1.3pp
Occupational accidents	Number	507	496	-2.2%

¹ Calculation on the basis of the Greenhouse Gas Protocol A Corporate Accounting and Reporting Standard

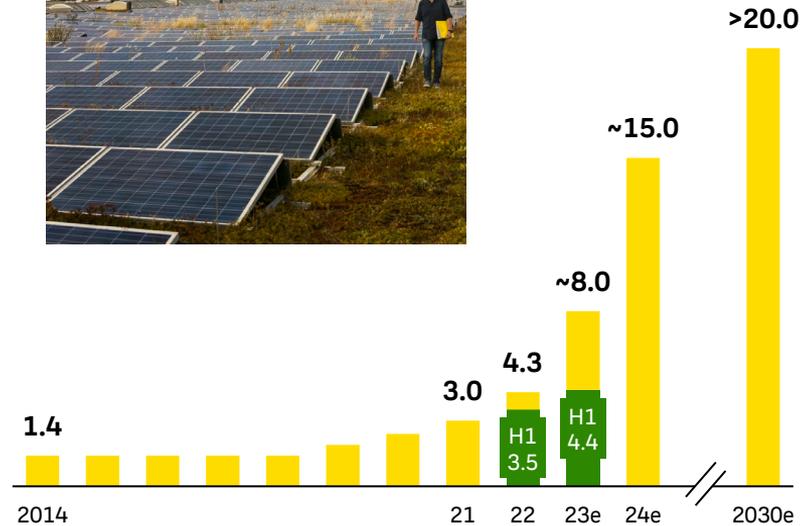
▶ EXPANSION OF THE E-VEHICLE FLEET AND PV SYSTEMS IN PROGRESS



Ramp-up curve for the e-vehicle fleet
(number of vehicles)



Photovoltaic facilities
(output in cumulative MWp)



FINANCIAL INDICATORS AT A GLANCE



	H1 2022	H1 2023	
Revenue (EUR m)	1,211.8	1,284.8	Positive revenue development (+6.0%)
EBITDA margin (%)	14.8	14.7	EBITDA margin of 14.7% at the prior-year level
EBIT margin (%)	7.5	7.4	EBIT margin of 7.4%
Earnings/share (EUR)	0.83	1.13	Earnings per share increase of 36% to EUR 1.13
Cash flow (EUR m)	105.8	115.5	Good operating free cash flow of EUR 115.5m

KEY INCOME STATEMENT INDICATORS



EUR m	H1 2022	H1 2023	%	Δ	Q2 2022	Q2 2023
Revenue	1,211.8	1,284.8	6.0%	73.0	610.4	620.2
Other operating income	59.2	38.0	-35.9%	-21.2	30.8	19.4
Raw materials, consumables and services used	-349.4	-374.7	-7.2%	-25.2	-173.8	-177.1
Expenses for financial services	-6.4	-5.8	8.4%	0.5	-3.2	-3.9
Staff costs	-571.8	-579.2	-1.3%	-7.4	-283.9	-279.4
Other operating costs	-165.1	-177.9	-7.8%	-12.8	-83.2	-86.6
At equity consolidation	0.1	0.8	>100%	0.8	-0.1	0.8
Net monetary gain	1.1	3.1	>100%	1.9	1.1	0.7
EBITDA	179.4	189.0	5.3%	9.6	98.2	93.9
<i>EBITDA margin</i>	<i>14.8%</i>	<i>14.7%</i>	-	-	<i>16.1%</i>	<i>15.1%</i>
Depreciation, amortisation and impairment	-88.4	-93.8	-6.1%	-5.4	-46.8	-45.7
EBIT	91.0	95.2	4.6%	4.2	51.4	48.2
<i>EBIT margin</i>	<i>7.5%</i>	<i>7.4%</i>	-	-	<i>8.4%</i>	<i>7.8%</i>
Financial result	-13.5	5.7	>100%	19.2	-14.6	9.1
Income tax	-22.7	-22.3	1.8%	0.4	-12.5	-10.6
Profit for the period	54.8	78.6	43.5%	23.8	24.3	46.6
Earnings per share (EUR)	0.83	1.13	36.0%	0.30	0.38	0.67

Positive revenue development of Parcel & Logistics (+9.9%) and Retail & Bank (+41.3%), slight decrease in Mail (-0.2%)

Rise in operational staff costs due to adjustments mandated by the collective agreement, no significant extra charges necessary for non-operating staff costs

Special EBIT effect Q2 2022 of EUR +10.9m relating to Aras Kargo (mainly valuation of option to increase stake)

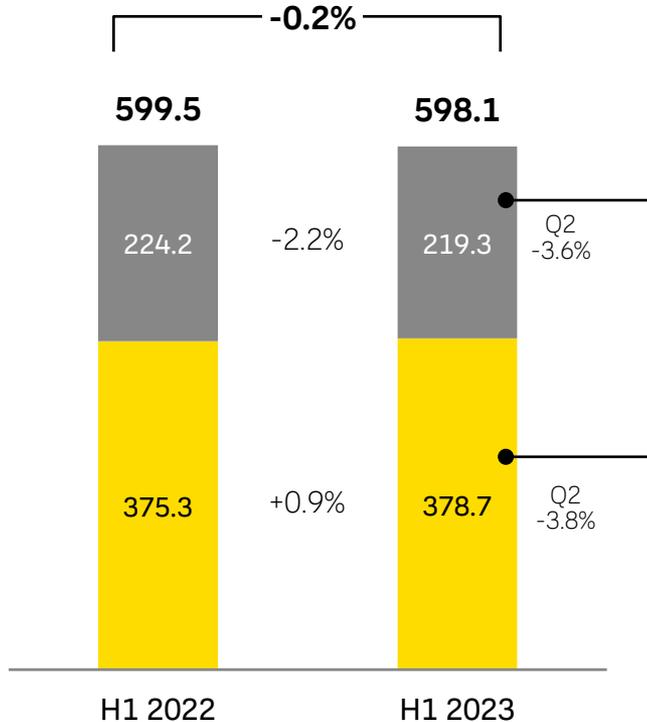
Valuation effect of EUR +7.1m in Q2 2023 for financial parameters relating to the Aras Kargo option (Q2 2022 minus EUR 12.3m)



MAIL DIVISION: REVENUE DEVELOPMENT IN H1 2023



Revenue development
EUR m



Direct Mail/Media Post

- Volume decline of 10%
- Subdued advertising environment in sub-segments (furniture and mail order sector)
- Consolidation in retail trade

Letter Mail & Business Solutions

- 6% drop in Austrian Letter Mail volumes
- 0.9% revenue rise mainly attributable to positive postal rate effects
- Decrease or shift of international letter mail volumes to the parcel business



MAIL DIVISION: KEY INCOME STATEMENT INDICATORS



EUR m	H1 2022	H1 2023	%	Δ	Q2 2022	Q2 2023	
Revenue	599.5	598.1	-0.2%	-1.5	300.7	289.5	Volume decrease, positive postal rate effects
• Letter Mail & Business Solutions	375.3	378.7	0.9%	3.4	187.7	180.6	
• Direct Mail	161.7	155.3	-4.0%	-6.4	80.2	76.1	Structural advertising decline
• Media Post	62.6	64.1	2.4%	1.5	32.8	32.8	
Revenue intra-Group	1.9	2.3	23.7%	0.4	0.9	1.2	
Total revenue	601.4	600.4	-0.2%	-1.0	301.6	290.7	
EBIT	82.9	77.6	-6.3%	-5.2	41.8	36.7	
<i>EBIT margin¹</i>	<i>13.8%</i>	<i>12.9%</i>	-	-	<i>13.9%</i>	<i>12.6%</i>	EBIT margin of 12.9% still satisfactory

¹ EBIT margin in relation to total revenue

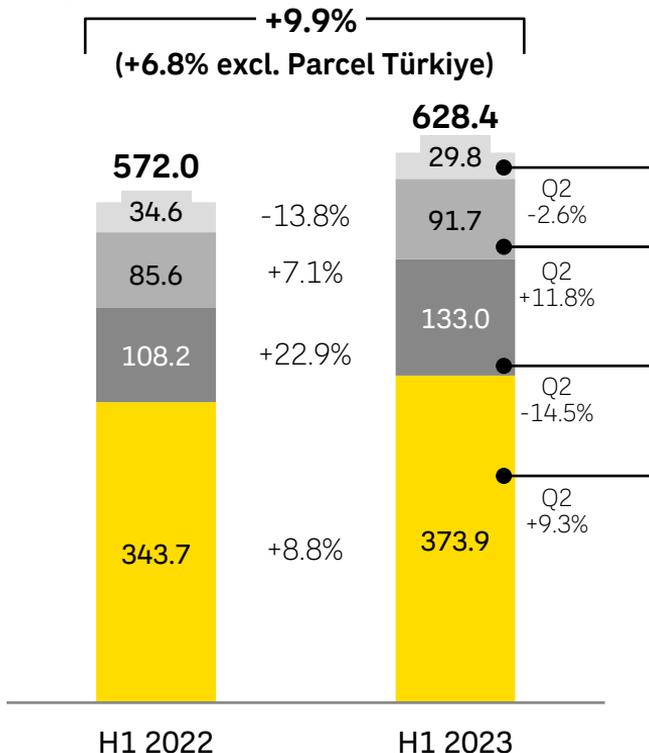


PARCEL & LOGISTICS DIVISION: H1 2023 REVENUE DEVELOPMENT



Revenue development

EUR m



Logistics Solutions

- Discontinuation of special pandemic-related logistics services from previous years

Parcel CEE/SEE

- Volumes up by 19%
- Volume increase from Asia

Parcel Türkiye

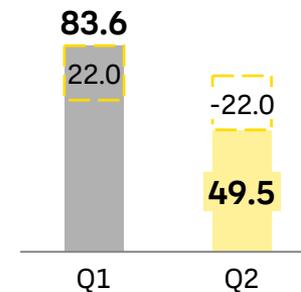
- 11% increase in parcel volumes
- Revenue rise due to hyperinflation

Parcel Austria

- 9% increase in parcel volumes
- Price realisation and negative mix effects
- Revenue rise of 8.8%

Revenue contribution of Aras Kargo affected by currency effect

EUR m





PARCEL & LOGISTICS DIVISION: KEY INCOME STATEMENT INDICATORS



EUR m	H1 2022	H1 2023	%	Δ	Q2 2022	Q2 2023	
Revenue	572.0	628.4	9.9%	56.4	288.9	301.3	Positive volume and revenue development
• Parcel Austria	343.7	373.9	8.8%	30.2	172.8	188.8	
• Parcel Türkiye	108.2	133.0	22.9%	24.8	57.9	49.5	Revenue negatively impacted by hyperinflation accounting
• Parcel CEE/SEE	85.6	91.7	7.1%	6.1	43.2	48.3	
• Logistics Solutions/Consolidation	34.6	29.8	-13.8%	-4.8	15.1	14.7	Discontinuation of special pandemic-related logistics services
Revenue intra-Group	0.3	0.3	7.2%	0.0	0.2	0.2	
Total revenue	572.4	628.8	9.9%	56.4	289.1	301.5	
EBIT	45.5	36.3	-20.0%	-9.1	28.0	19.7	Special Q2 2022 EBIT effect of EUR +10.9m: valuation of the option to increase the stake in Aras Kargo
<i>EBIT margin¹</i>	<i>7.9%</i>	<i>5.8%</i>	-	-	<i>9.7%</i>	<i>6.5%</i>	

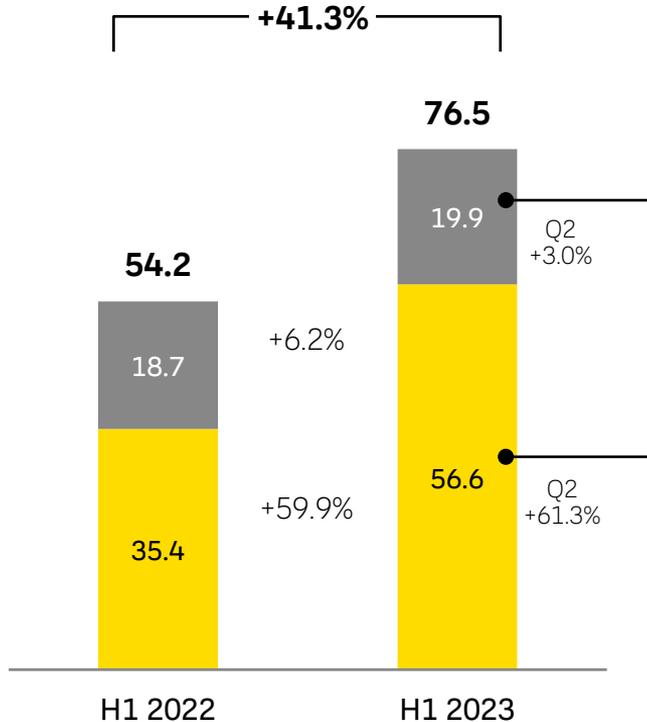
¹ EBIT margin in relation to total revenue



RETAIL & BANK DIVISION: REVENUE DEVELOPMENT IN H1 2023



Revenue development
EUR m



Branch Services: EUR +1.2m

- Slight increase in retail goods revenue (mainly inflation-related price adjustments)

Income from Financial Services: EUR +21.2m

- Increasing net interest income following rise in ECB interest rates
- Already more than 266,000 customers at bank99



RETAIL & BANK DIVISION: KEY INCOME STATEMENT INDICATORS



EUR m	H1 2022	H1 2023	%	Δ	Q2 2022	Q2 2023
Revenue	54.2	76.5	41.3%	22.4	27.7	39.1
• Income from Financial Services	35.4	56.6	59.9%	21.2	18.0	29.1
• Branch Services	18.7	19.9	6.2%	1.2	9.7	10.0
Revenue intra-Group	93.7	94.5	0.9%	0.8	47.1	47.1
Total revenue	147.8	171.1	15.7%	23.2	74.8	86.2
EBIT	-20.4	1.1	>100%	21.5	-9.7	0.3
<i>EBIT margin¹</i>	-	<i>0.7%</i>	-	-	-	<i>0.3%</i>

Rising net interest income improves bank revenue

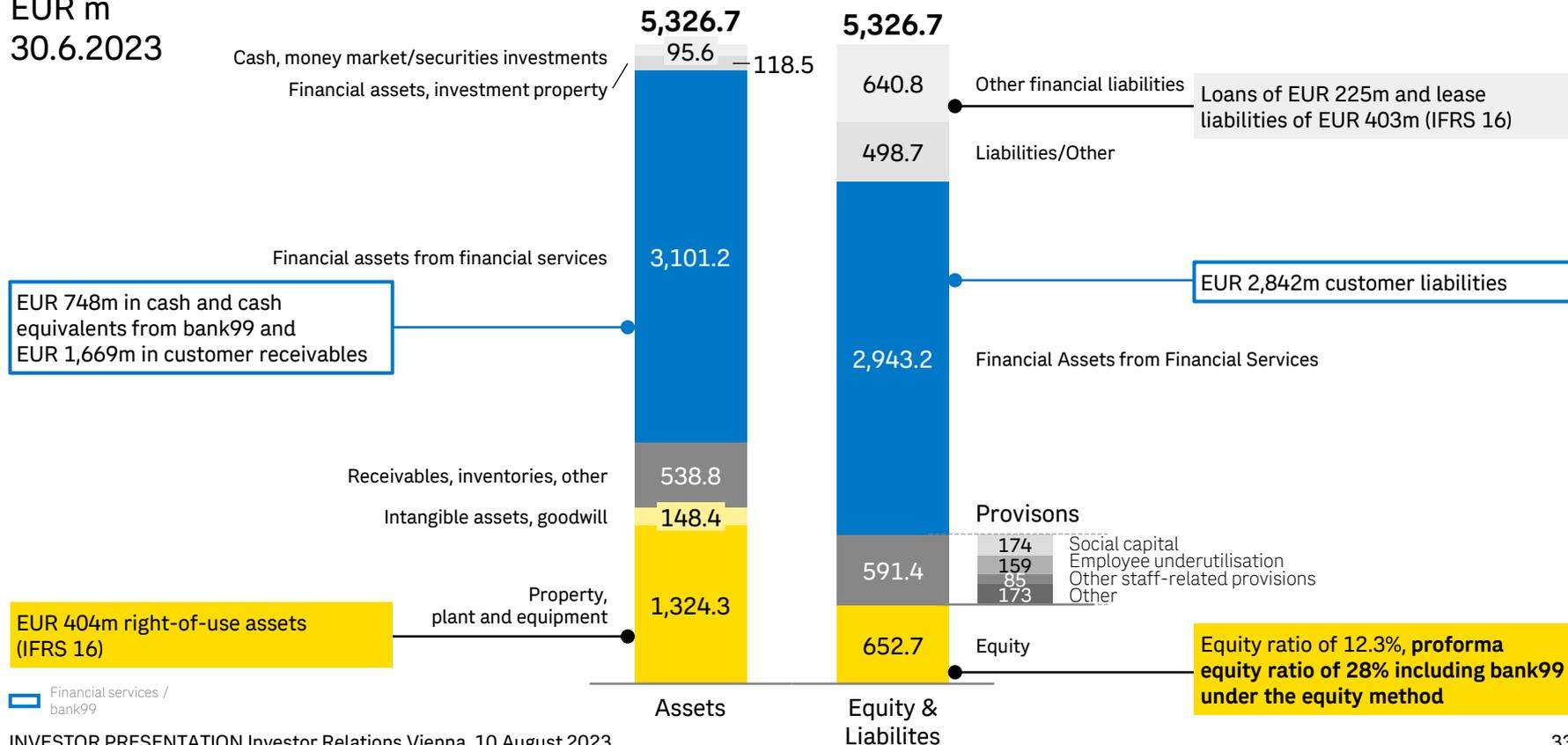
Earnings increase due to improved bank and retail results

¹ EBIT margin in relation to total revenue

SOLID BALANCE SHEET AND FINANCING STRUCTURE



EUR m
30.6.2023

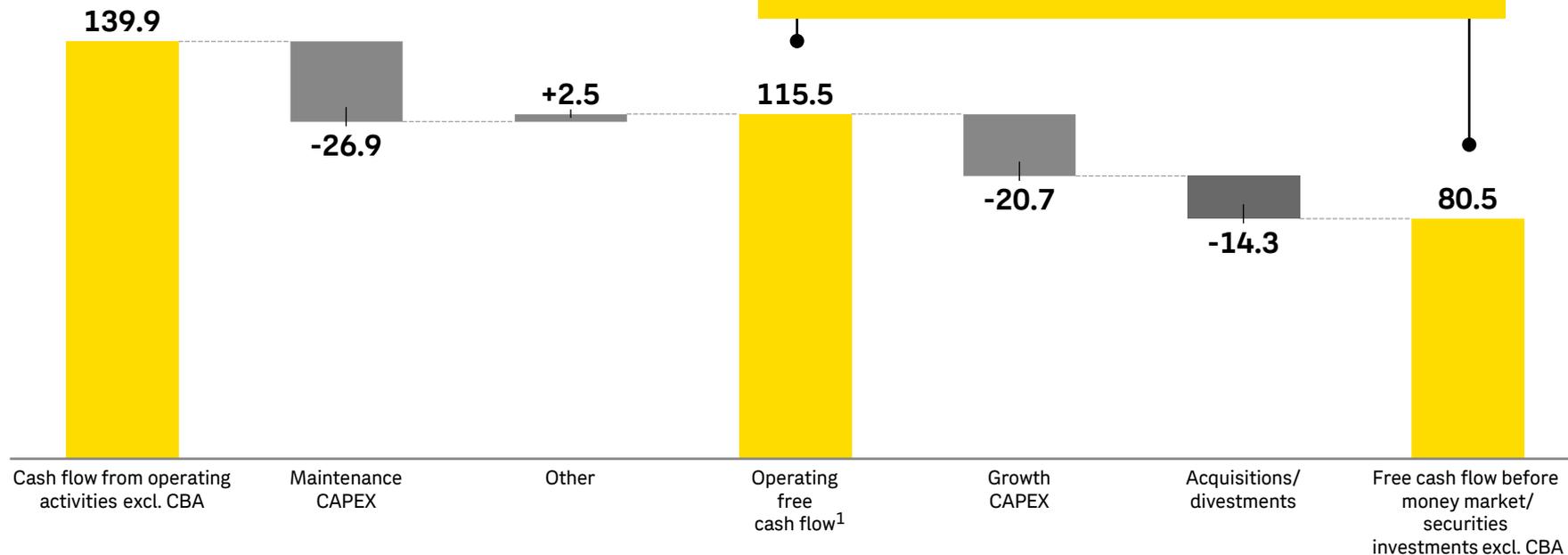


OPERATING FREE CASH FLOW AT A SOLID LEVEL



EUR m

Operating free cash flow and free cash flow above previous year's level



H1 2022	134.3	-26.1	-2.3	105.8	-32.5	+2.3	75.6
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¹Free cash flow before acquisitions/securities/money market investments, growth CAPEX and core banking assets (CBA)

OUTLOOK FOR 2023



Market environment

- Inflation and consumer behaviour remain to be the key factors impacting the market
- Continued subdued economic environment and cautious consumer behaviour
- Active product design and pricing are important



Revenue

- Targeted mid-single-digit Group revenue growth
 - Mail: slight revenue decline
 - Parcel & Logistics: revenue growth in the upper single-digit range (growth strongly depends on the Turkish Lira exchange rate)
 - Retail & Bank: revenue increase driven by improved interest rate environment



Investments

- Investment programme to complete capacity expansion and conversion to CO₂-free delivery
- Maintenance CAPEX in 2023 of about EUR 100m, growth CAPEX of EUR 60-80m in 2023
- Divestment of non-operating real estate assets possible



Earnings

- Staff cost increases mandated by the collective agreement are implemented (effective in Austria as of 1 July 2023)
- 2023 target remains to generate earnings (EBIT) at the prior-year level

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Financial calendar 2023/2024

14 November 2023

13 March 2024

18 April 2024

26 April/02 May 2024

08 May 2024

07 August 2024

06 November 2024

Interim Report Q1-3 2023

Annual Report 2023

Annual General Meeting

Ex-day/Dividend payment day

Interim Report Q1 2024

Half-Year Report 2024

Interim Report Q1-3 2024

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