

AUSTRIAN POST INVESTOR PRESENTATION H1 2025

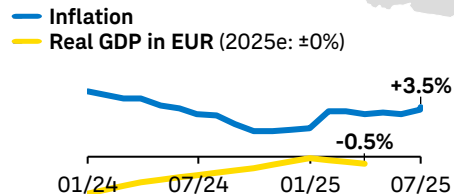
Walter Oblin, CEO
Barbara Potisk-Eibensteiner, CFO
Vienna, 8 August 2025



DIFFICULT ECONOMIC ENVIRONMENT IN THE GLOBAL POSTAL MARKET

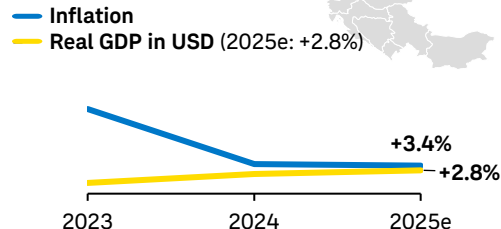


Austria



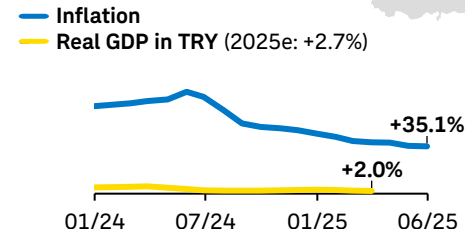
Source: Statistics Austria (Status: August 2025), Basis 2015=100, ACB (Status June 2025), estimate 2025e: WIFO (Status: June 2025)

CEE/SEE



Source: IMF (July 2025), USD adjusted purchasing power

Türkiye



Source Central Bank of the Republic of Türkiye (Status: July 2025), Basis 2003=100, IMF (Status: July 2025), Turkish Statistical Institute (Status July 2025), estimate 2025e: IMF (July 2025)

- Further digitalisation initiatives at important customer groups (banks, insurance, telecom)
- Cost pressure in the public sector (federal government, provinces, municipalities)
- Market consolidation in stationary trade
- Restrained investment climate and lower corporate advertising expenditures



Further decline in letter and direct mail volumes

- International trade conflicts leading to uncertainty and investment restraint
- Changed purchasing power and consumer behaviour
- Increasing market concentration of major e-commerce players
- Insourcing ambitions of international e-commerce platforms



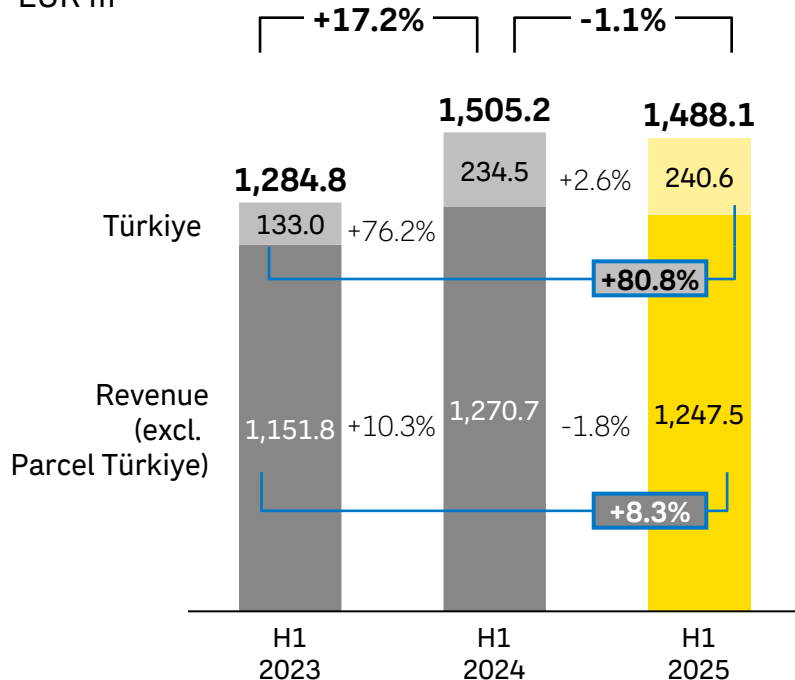
Subdued growth in parcel volumes

SOLID REVENUE AND EARNINGS DEVELOPMENT FOLLOWING HIGH PRIOR-YEAR LEVEL



Revenue development

EUR m



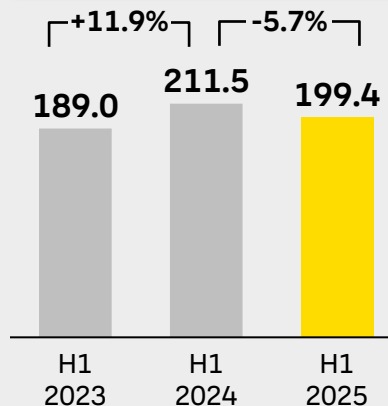
Revenue comparison is impacted by elections and currency (2025 below 2024 but above the 2023 level)

Special effects in 2024:

- About EUR 20m related to elections in H1 2024
- Revenue development in Türkiye strongly impacted by inflation and the exchange rate (positive special effect of approx. EUR 65m in H1 2024)

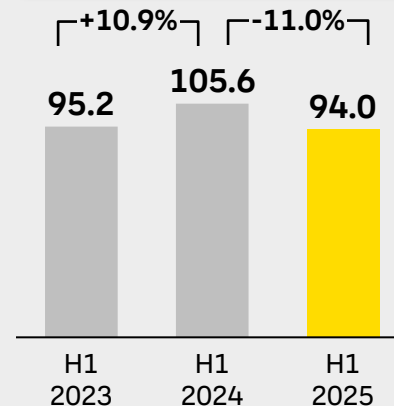
EBITDA

(EUR m)



EBIT

(EUR m)



TOP PRIORITIES TO SUPPORT EARNINGS IN 2025/2026



Sales campaign

- Group-wide intensification of international customer relationships – **Competence Centre for E-Commerce Platforms**
- Customer acquisition and existing customer development based on **growing out-of-home offering** in the CEE/SEE region: +10,000 lockers over the next three years
- Strengthening of the **market position in Slovakia** through the acquisition of the customer base of Quality Delivery Logistics
- Strengthening of the **market position in Türkiye** based on a national sales campaign and expansion in Azerbaijan, Georgia and Uzbekistan



Efficiency & costs

- Cost reduction in operating areas by optimising the product mix (**Eco as standard** as of 1 May 2025) as well as the efficient and flexible deployment of staff
- Leveraging of synergies through the **integration of affiliates** into the parent company Österreichische Post AG
- Expansion of cooperation with external logistics partners and other cost reduction through a **quality drive implemented by Aras Kargo** (project to reduce damages and losses)
- **Group-wide cost optimisation** in administrative areas (focus on costs, terms and conditions)

AMBITION 2030: LEADING LOGISTICS & SERVICES GROUP REACHING MORE THAN 150M PEOPLE IN AUSTRIA, CEE/SEE, TÜRKIYE & BEYOND

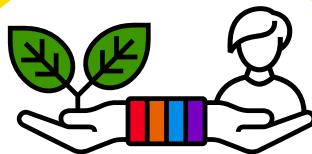


1



POST & BEYOND IN AUSTRIA

Leading provider of
key services –
post, bank & more



**SUSTAINABILITY,
CUSTOMER & CULTURE**
Sustainability-oriented,
customer-driven,
and people-focused
company

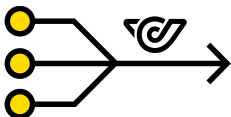
2



INTERNATIONAL E-COMMERCE

Leading e-commerce
partner in Austria, CEE/SEE,
Türkiye & beyond to reach
more than 150m people

3



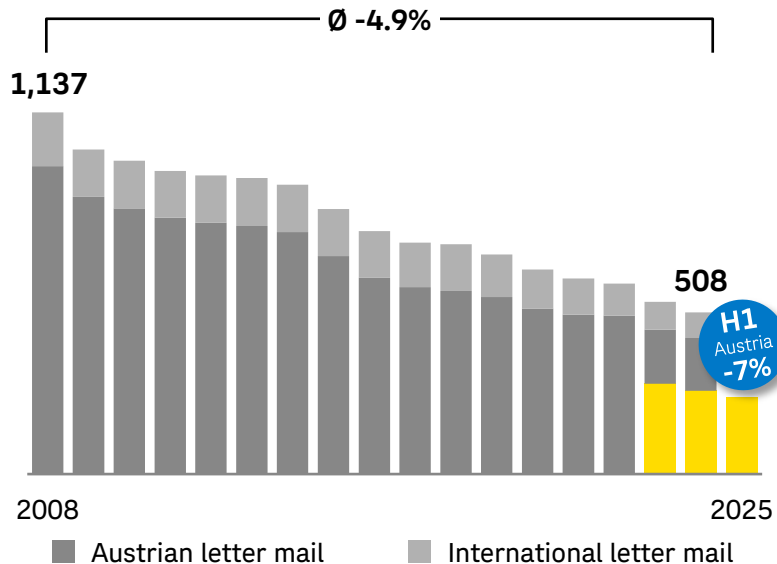
ONE GROUP – OPERATIONALLY EXCELLENT

Efficiency- and technology-focused integrated group

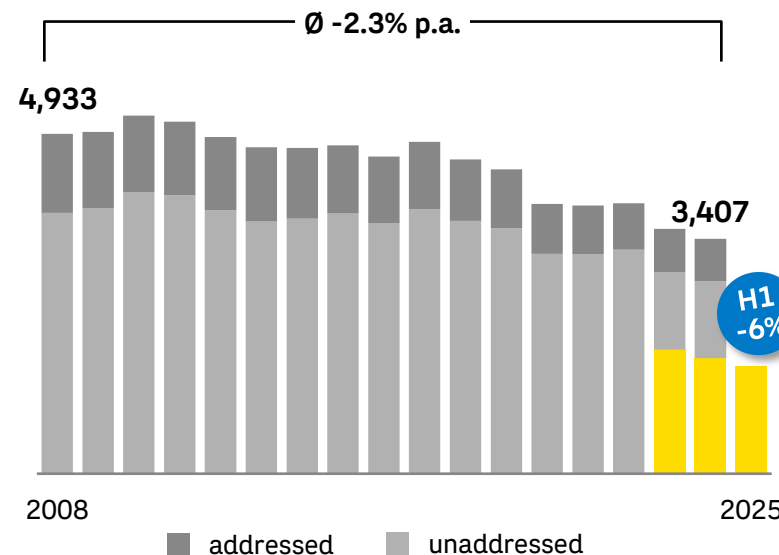
1 LETTER AND DIRECT MAIL CURRENTLY SHOWING A STRONGER DECLINE



Letter Mail volumes
millions of shipments

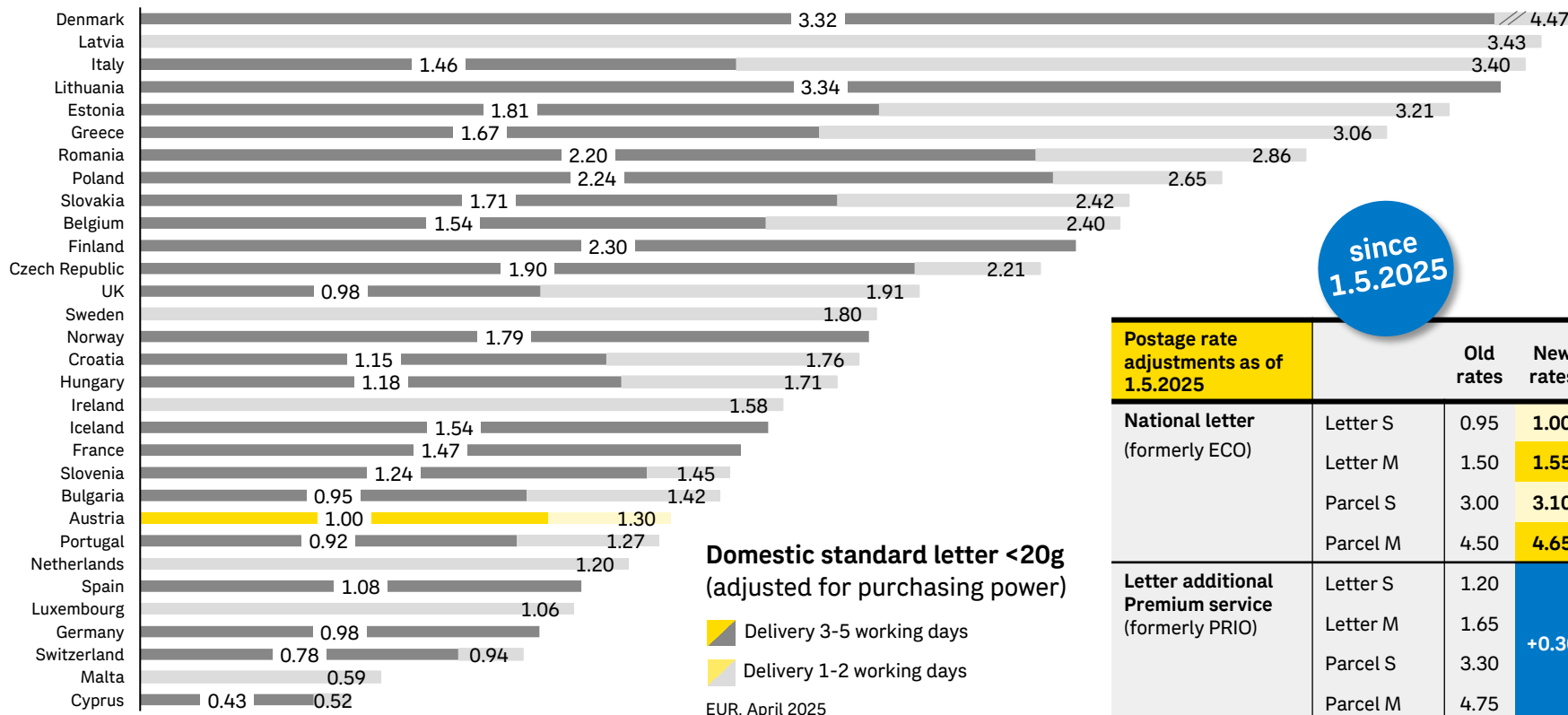


Direct Mail/Media Post volumes
millions of shipments



Volumes adjusted on a daily basis (124 working days in H1 2024 vs. 122 working days in H1 2025)

1 AUSTRIA IN THE LOWER THIRD IN EUROPE FOR POSTAGE RATES



since
1.5.2025

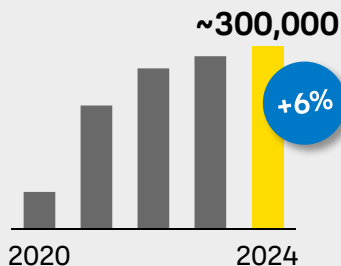
Postage rate adjustments as of 1.5.2025		Old rates	New rates
National letter (formerly ECO)	Letter S	0.95	1.00
	Letter M	1.50	1.55
	Parcel S	3.00	3.10
	Parcel M	4.50	4.65
Letter additional Premium service (formerly PRIO)	Letter S	1.20	+0.30
	Letter M	1.65	
	Parcel S	3.30	
	Parcel M	4.75	

1 BANK99 ON TRACK, H1 2025 WITH POSITIVE EARNINGS

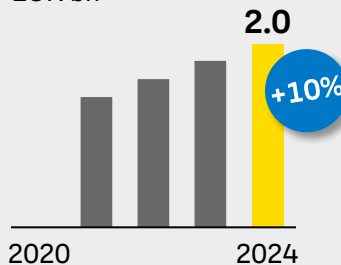


2024 vs. 2023

Customers Number

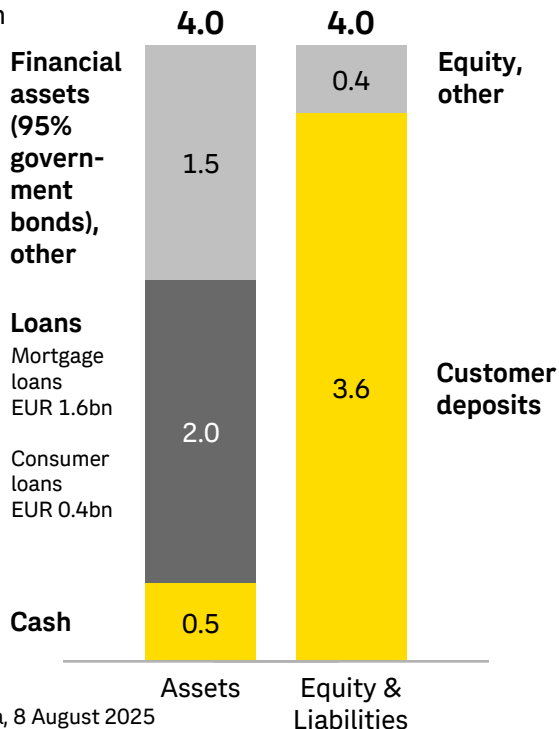


Loan volume EUR bn



bank99 balance sheet total as at 30.06.2025

EUR bn



bank99 offers extensive savings and loan products



Positive operational development after successful core banking migration



Positive earnings in H1 2025



Solid market position due to high level of transparency and quality of banking advice

1 AWARDS FOR BANK99'S ACHIEVEMENTS CONFIRM ITS STRONG MARKET VISIBILITY



bank99 is the test winner due to its high level of transparency and quality of advice on real estate loans



Excellent customer service



Outstanding customer orientation



1 24/7 SELF-SERVICE SOLUTIONS ARE VERY POPULAR WITH CUSTOMERS IN AUSTRIA

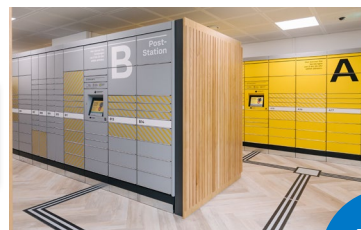
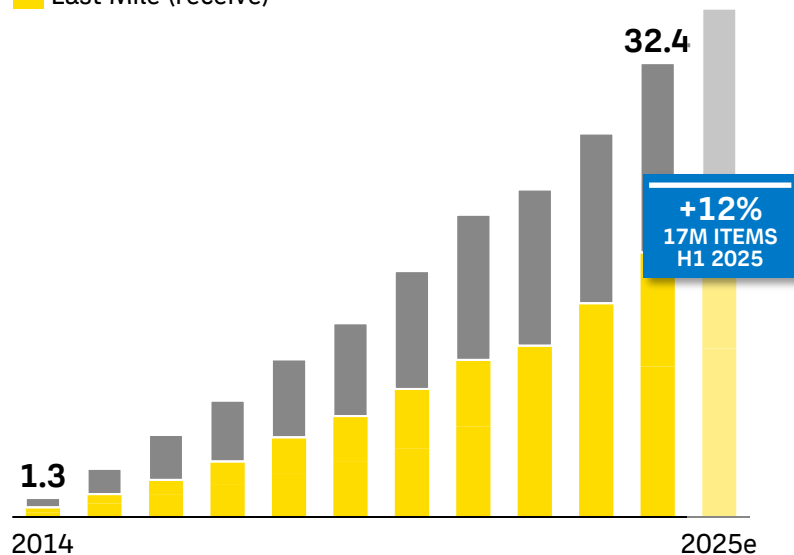


Volumes

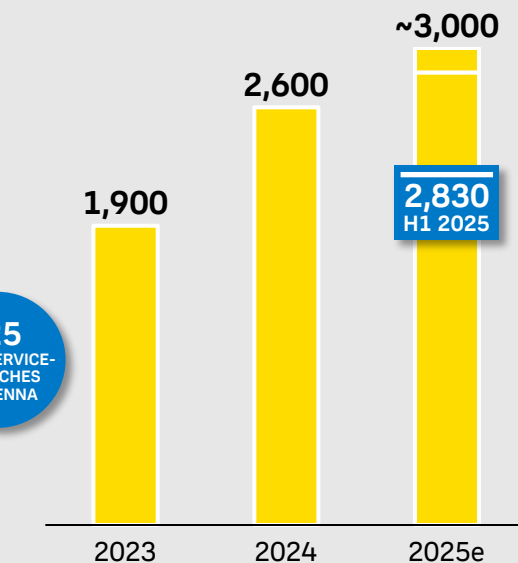
(millions of items)

■ First Mile (send, return)

■ Last Mile (receive)



Expansion of the Austrian-wide network (out-of-home locations)



1 DEVELOPMENT OF A PROPRIETARY MOBILE PHONE OFFERING



Future cooperation with A1 on a new level



**Austrian Post as a Mobile
Virtual Network Operator
(MVNO) in the A1 network**

**Attractive mobile phone and
internet offering at all
post offices**

**A1 products available at post
offices before the end of 2025**

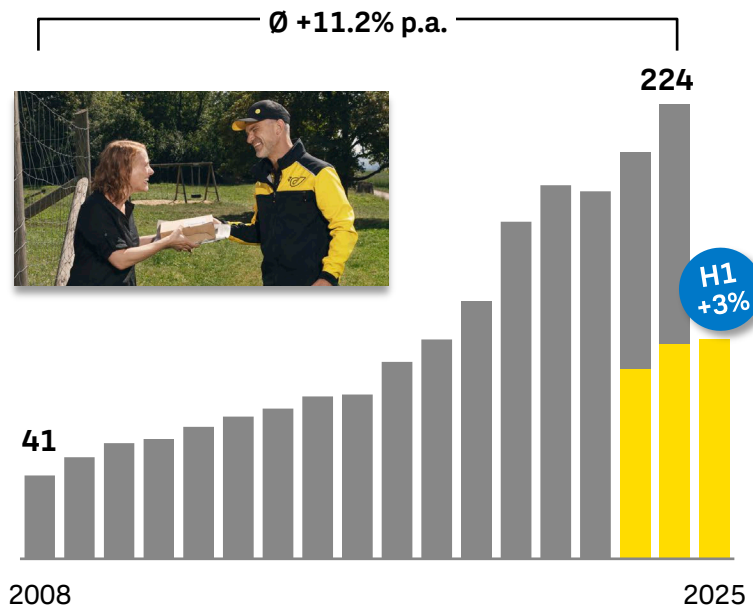
Launch in April 2026



2 PARCEL AUSTRIA WITH FURTHER GROWTH

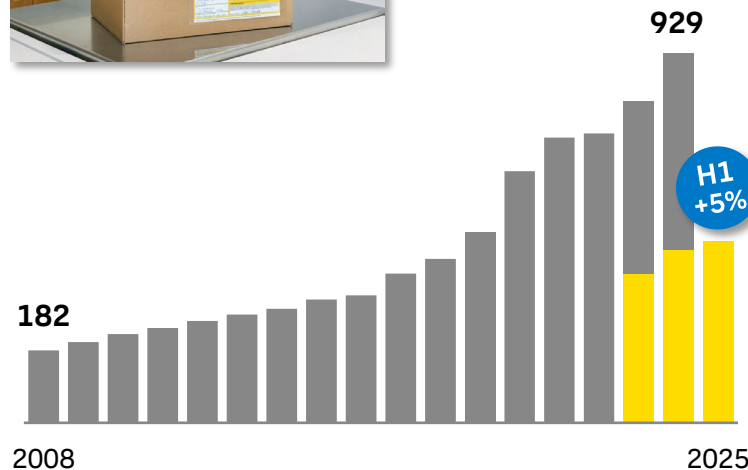


Parcel volumes
millions of items

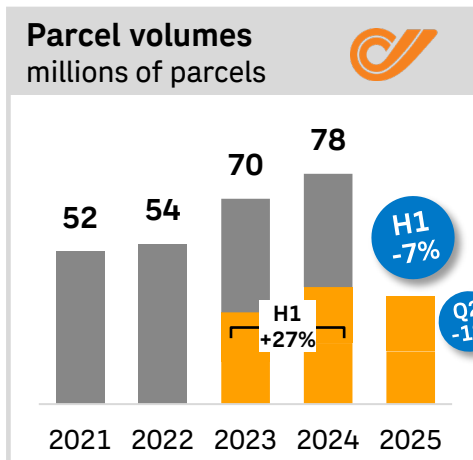


Volumes adjusted on a daily basis (124 working days in H1 2024 vs. 122 working days in H1 2025)

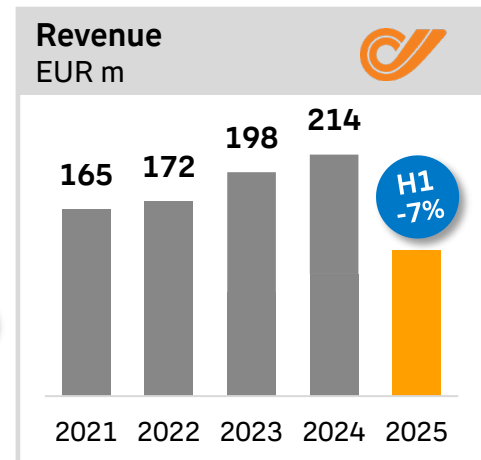
Revenue
EUR m



2 CEE/SEE: RECOVERY OF PARCEL VOLUMES IN Q2 2025



● Volumes adjusted on a daily basis

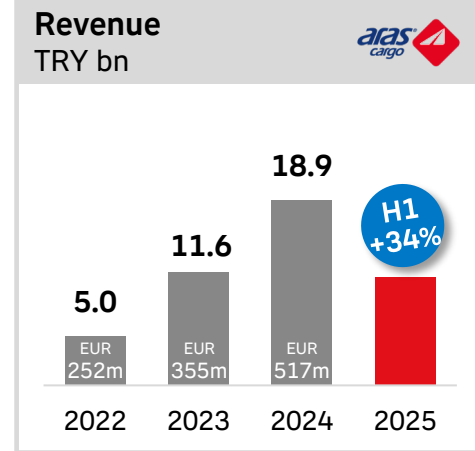
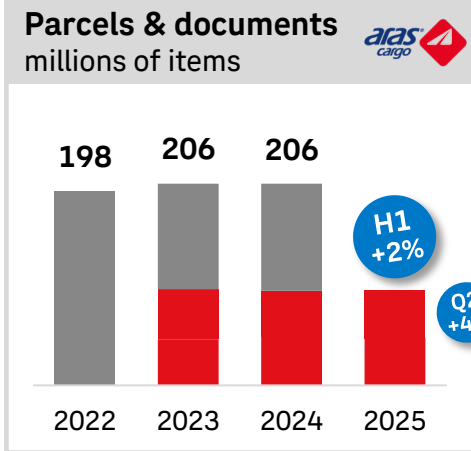
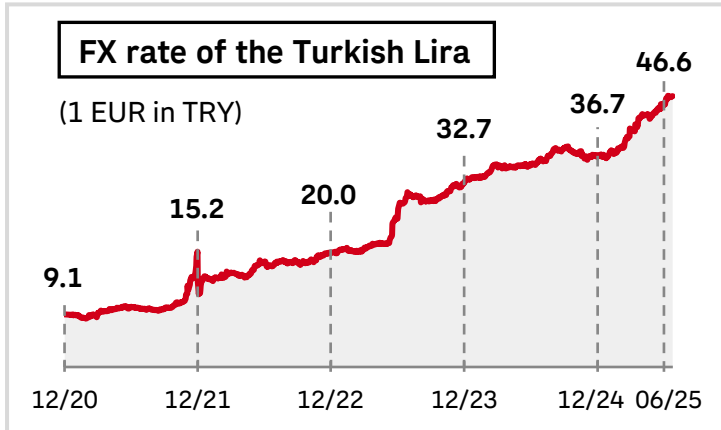


- 7% volume decrease in H1 2025 after parcel boom from Asia in the prior-year period (H1 2024: +27%)
- Recovery in Q2 2025 parcel volume: decrease of only 1% yoy vs 13% decline yoy in Q1 2025

2 TÜRKIYE+: POSITIVE PARCEL GROWTH OF 4% IN Q2



- Revenue affected by inflation and exchange rate
- 0.4% volume decline in Q1 2025 vs. 4% rise in Q2 2025
- H1 2025 revenue of EUR 236.6m (+1.4%)
- Expansion of parcel logistics following our customers to Azerbaijan, Georgia and Uzbekistan
- Stable ownership structure: Baran Aras remains 20% minority shareholder (at least until 2035)



Volumes adjusted on a daily basis

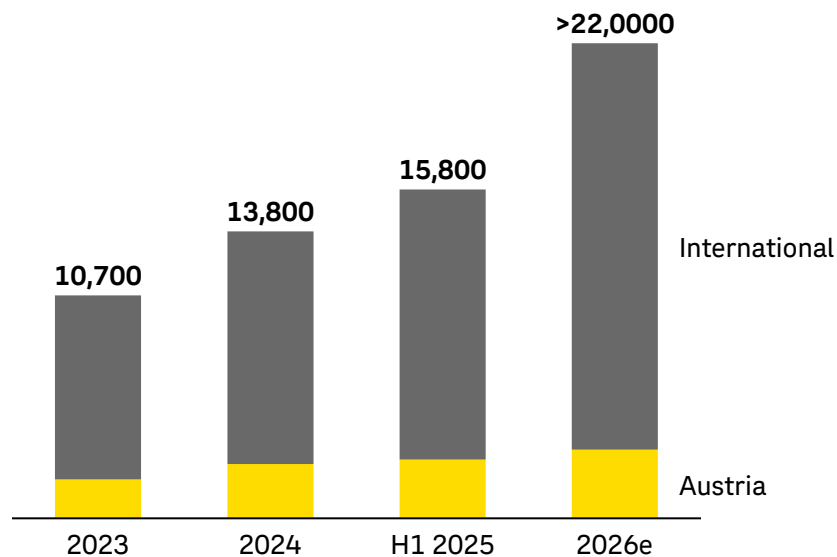


2 STRONG GROWTH OF OUT-OF-HOME NETWORK



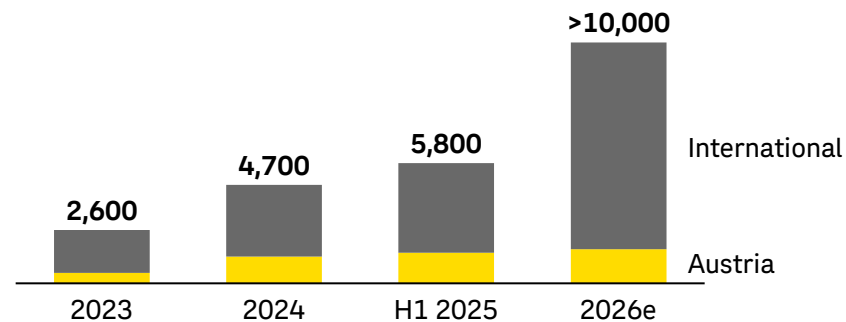
Out-of-home points

Number of locations



Of which postal stations / parcel machines

Number of locations¹

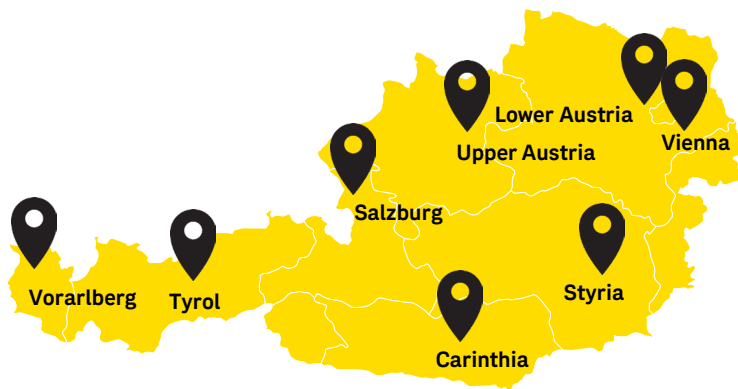


¹ Own and external locations

3 FINALISATION OF LOGISTICS EXPANSION IN AUSTRIA AND STRONGER INTERNATIONAL FOCUS

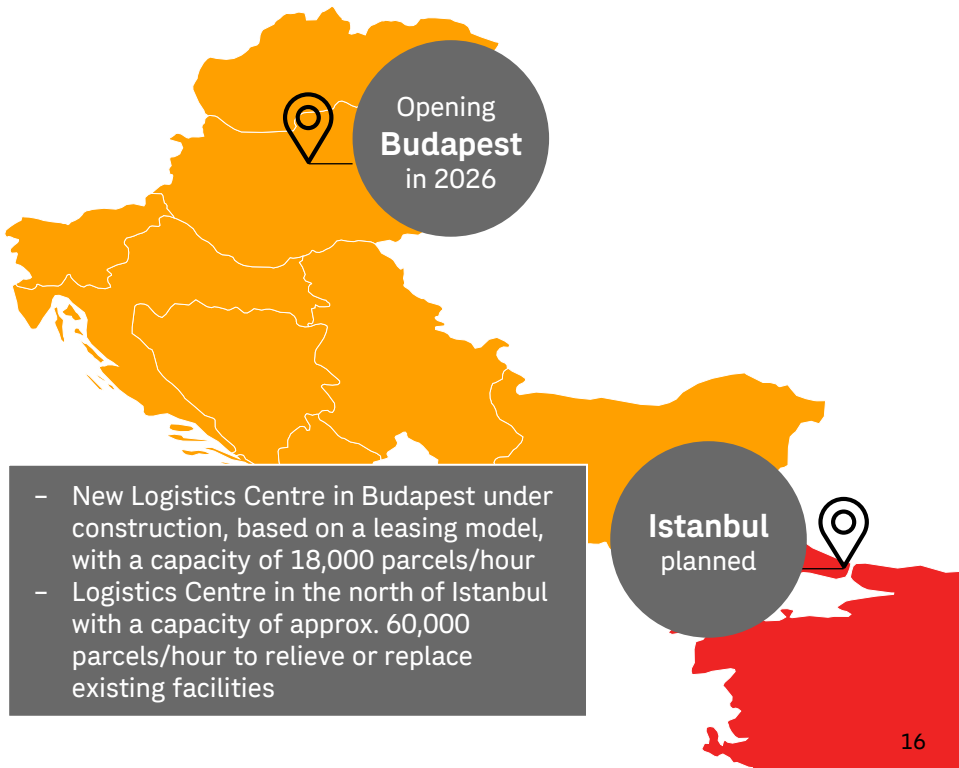


Austria



- Expansion programme largely completed
- Sorting capacity of 143,000 parcels/hour
- Planned enlargement of the Salzburg Logistics Centre in 2026/27

International



- New Logistics Centre in Budapest under construction, based on a leasing model, with a capacity of 18,000 parcels/hour
- Logistics Centre in the north of Istanbul with a capacity of approx. 60,000 parcels/hour to relieve or replace existing facilities

3 USE OF MODERN TECHNOLOGIES AND INFRASTRUCTURE



Next generation:
Handhelds



Parcel robot "Robin" sorts
more than **1m parcels** per year



Highly efficient, automated
**storage and order
picking system**



● VIENNA: POSTAL DELIVERIES EXCLUSIVELY WITH ELECTRIC VEHICLES BY THE END OF THE YEAR

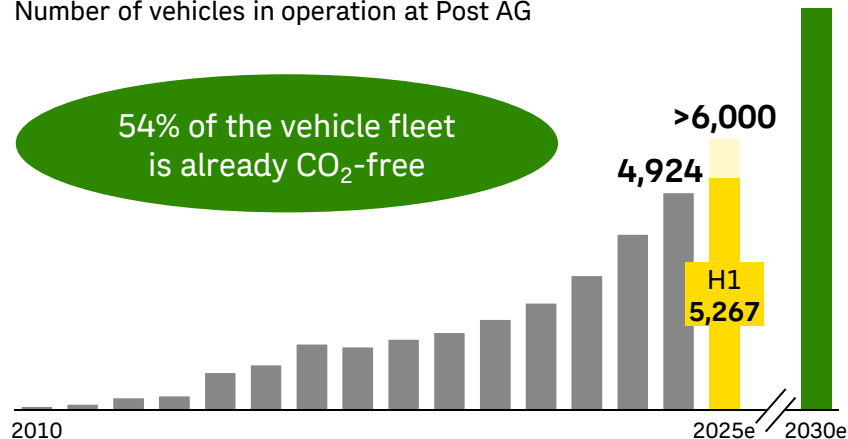


700 electric-powered CO₂-free vehicles are already in use. Vienna is a pioneer among European cities.



E-vehicle fleet ramp up curve

Number of vehicles in operation at Post AG



FINANCIAL OVERVIEW



Revenue
EUR 1.5bn

-1.1% vs. H1 2024

2024 impacted by
positive special effects

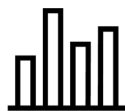
+15.8% vs. H1 2023



EBIT
EUR 94m

-11.0% vs. H1 2024

At the level of H1 2023



Balance sheet
EUR 6.2bn

Solid balance sheet structure with low level of debt
(Financial debt to EBITDA_{12m} of 0.5x)

Logistics equity ratio of 28%



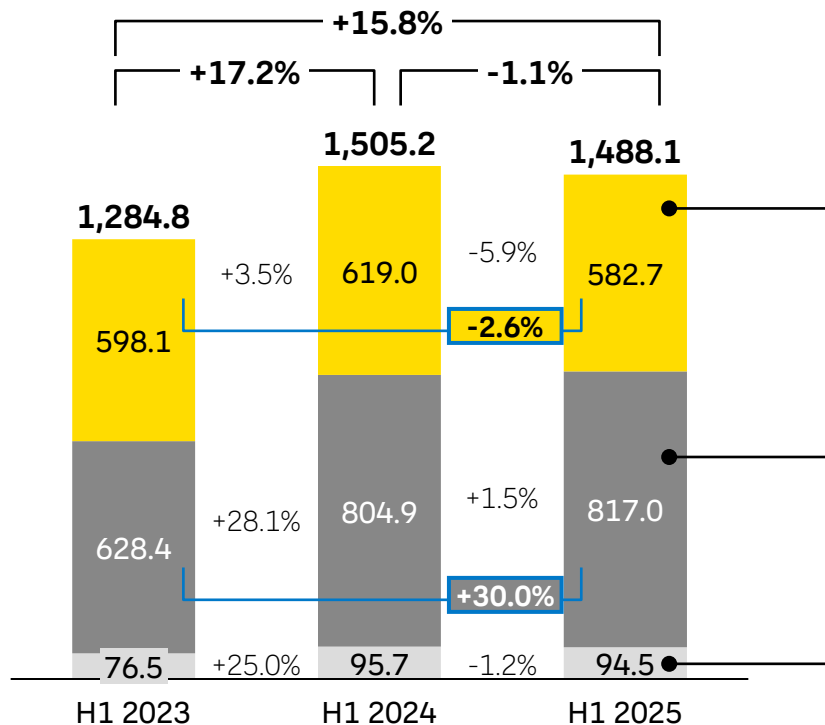
Cash flow
EUR 161m

Operating free cash flow higher than in recent years

REVENUE SLIGHTLY BELOW H1 2024 BUT 15.8% HIGHER THAN H1 2023



Revenue development EUR m



Mail

- H1 2025 revenue down by 5.9% from H1 2024 and 2.6% below H1 2023
- H1 2024 was impacted by positive special effects of about EUR 20m for letter mail and direct mail volumes

Parcel & Logistics

- H1 2025 revenue up by 1.5% (+2.5% before reporting change in Logistics Solutions) and 30.0% above H1 2023
- Parcel Austria: +5.2% in H1 2025
- Parcel Türkiye+: +2.6% in H1 2025 (+80.8% vs. H1 2023)
- Parcel CEE/SEE: -7.1% in H1 2025 (volatile volumes from Asian suppliers)

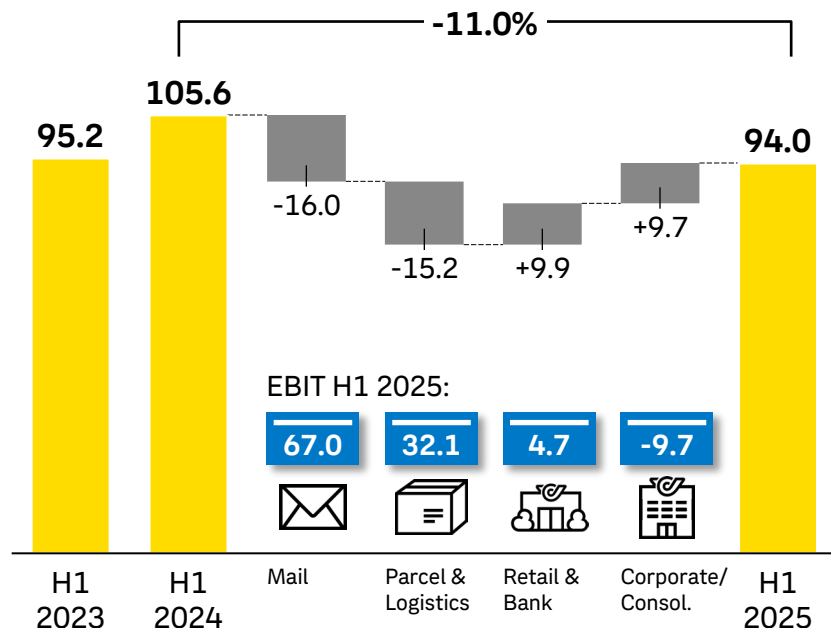
Retail & Bank

- Revenue in H1 2025 down by 1.2%
- Income from Financial Services below the prior-year level due to the low interest rate environment

H1 2025 EARNINGS OF EUR 94M – POSITIVE SPECIAL EFFECTS (ELECTIONS AND CURRENCY) IN THE PREVIOUS YEAR



EBIT development
EUR m



Mail

- Volume decline and positive special effects in the previous year negatively impact earnings
- H1 2025 -19.3% to EUR 67.0m



Parcel & Logistics

- Divisional earnings show reduced profitability in Türkiye and CEE/SEE
- H1 2025 -32.1% to EUR 32.1m



Retail & Bank

- Earnings increase based on positive contribution of bank99 and the branch network
- H1 2025 of EUR 4.7m from minus EUR 5.3m in the previous year

KEY INCOME STATEMENT INDICATORS



EUR m	H1 2023	H1 2024	H1 2025	Δ 24/25	Q2 2023	Q2 2024	Q2 2025	
Revenue	1,284.8	1,505.2	1,488.1	-1.1%	620.2	746.6	724.6	Mail -5.9% Parcel & Logistics +1.5% (+2.5% excl. reporting change)
Other operating income	38.0	47.8	60.1	25.6%	19.4	24.3	28.1	Retail & Bank -1.2% (-2 working days vs. 2024)
Raw materials, consumables and services used	-374.7	-433.9	-429.5	1.0%	-177.1	-209.6	-207.5	
Expenses for financial services	-5.8	-23.7	-22.6	4.6%	-3.9	-12.4	-9.7	Other operating income proceed from property sales as well as indexation of rents and leases
Staff costs	-579.2	-692.7	-699.0	-0.9%	-279.4	-350.9	-338.8	
Other operating costs	-177.9	-196.2	-202.8	-3.4%	-86.6	-92.4	-100.2	Salary increases mandated by collective agreements:
At equity consolidation	0.8	1.3	1.9	41.3%	0.8	0.8	0.9	- as of 1/1/2025: +6.45%
Net monetary gain	3.1	3.6	3.2	-10.6%	0.7	1.7	0.4	- as of 1/7/2025: +2.80%
EBITDA	189.0	211.5	199.4	-5.7%	93.9	108.1	97.8	
<i>EBITDA margin</i>	<i>14.7%</i>	<i>14.1%</i>	<i>13.4%</i>	-	<i>15.1%</i>	<i>14.5%</i>	<i>13.5%</i>	
Depreciation, amortisation and impairment	-93.8	-105.9	-105.4	0.5%	-45.7	-54.9	-52.2	
EBIT	95.2	105.6	94.0	-11.0%	48.2	53.2	45.6	Prior-year earnings impacted by major elections and currency effects
<i>EBIT margin</i>	<i>7.4%</i>	<i>7.0%</i>	<i>6.3%</i>	-	<i>7.8%</i>	<i>7.1%</i>	<i>6.3%</i>	
Financial result	5.7	-1.6	-1.8	-11.3%	9.1	-2.9	-4.1	
Income tax	-22.3	-25.5	-23.8	6.7%	-10.6	-13.5	-12.7	
Profit for the period	78.6	78.5	68.4	-12.8%	46.6	36.8	28.8	Earnings per share down from EUR 1.12 to EUR 0.99
Earnings per share (EUR)	1.13	1.12	0.99	-11.3%	0.67	0.53	0.43	



MAIL DIVISION: KEY INCOME STATEMENT INDICATORS



EUR m	H1 2023	H1 2024	H1 2025	Δ 24/25	Q2 2023	Q2 2024	Q2 2025	
Revenue	598.1	619.0	582.7	-5.9%	289.5	303.5	283.2	Revenue decrease of 5.9% yoy; 2.6% below H1 2023
• Letter Mail & Business Solutions	378.7	389.3	365.5	-6.1%	180.6	188.7	174.0	
• Direct Mail	155.3	160.9	151.2	-6.0%	76.1	79.6	75.2	Positive special effects of about EUR 20m from major elections in H1 2024
• Media Post	64.1	68.8	66.0	-4.1%	32.8	35.2	34.1	
Revenue intra-Group	2.3	2.1	2.5	17.4%	1.2	1.1	1.2	
Total revenue	600.4	621.2	585.2	-5.8%	290.7	304.6	284.4	
EBIT	77.6	83.0	67.0	-19.3%	36.7	40.7	29.1	Reduced profitability related to strong volume decline
<i>EBIT margin¹</i>	<i>12.9%</i>	<i>13.4%</i>	<i>11.4%</i>	-	<i>12.6%</i>	<i>13.4%</i>	<i>10.2%</i>	

¹ EBIT margin in relation to total revenue



PARCEL & LOGISTICS DIVISION: KEY INCOME STATEMENT INDICATORS



EUR m	H1 2023	H1 2024	H1 2025	Δ 24/25	Q2 2023	Q2 2024	Q2 2025	
Revenue	628.4	804.9	817.0	1.5%	301.3	402.0	398.7	Revenue +1.5% or +2.5% before reporting change in Logistics Solutions (about EUR 8m attributed to Logistics Solutions in 2024 is now reported as intra-Group revenue)
• Parcel Austria	373.9	434.8	457.2	5.2%	188.8	219.3	228.0	
• Parcel Türkiye+	133.0	234.5	240.6	2.6%	49.5	116.3	109.5	
• Parcel CEE/SEE	91.7	107.9	100.2	-7.1%	48.3	52.3	51.2	
• Logistics Solutions	33.5	34.1	26.7	-21.6%	16.7	17.3	13.7	Türkiye up by 2.6% after positive currency exchange effects in 2024: +76.2% in H1 and +135.0% in Q2 2024
• Consolidation	-3.7	-6.3	-7.7	-22.3%	-2.0	-3.2	-3.6	
Revenue intra-Group	0.3	0.4	8.9	>100%	0.2	0.2	4.5	
Total revenue	628.8	805.3	825.9	2.6%	301.5	402.2	403.2	
EBIT	36.3	47.3	32.1	-32.1%	19.7	23.1	13.5	EBIT shows reduced profitability in Türkiye and in CEE/SEE
<i>EBIT margin¹</i>	<i>5.8%</i>	<i>5.9%</i>	<i>3.9%</i>	-	<i>6.5%</i>	<i>5.7%</i>	<i>3.4%</i>	

¹ EBIT margin in relation to total revenue



RETAIL & BANK DIVISION: KEY INCOME STATEMENT INDICATORS



EUR m	H1 2023	H1 2024	H1 2025	Δ 24/25	Q2 2023	Q2 2024	Q2 2025	
Revenue	76.5	95.7	94.5	-1.2%	39.1	48.4	45.8	Revenue -1.2% vs H1 2024 but +23.4% vs. H1 2023
• Income from Financial Services	56.6	75.2	73.3	-2.6%	29.1	37.9	35.1	
• Branch Services	19.9	20.5	21.2	3.8%	10.0	10.5	10.7	
Revenue intra-Group	94.5	101.0	102.4	1.3%	47.1	50.5	50.8	
Total revenue	171.1	196.7	196.9	0.1%	86.2	98.9	96.6	
EBIT	1.1	-5.3	4.7	>100%	0.3	-2.6	5.7	Earnings increase based on positive contribution of bank99 and the branch network
<i>EBIT margin¹</i>	<i>0.7%</i>	<i>-</i>	<i>2.4%</i>	<i>-</i>	<i>0.3%</i>	<i>-</i>	<i>5.9%</i>	

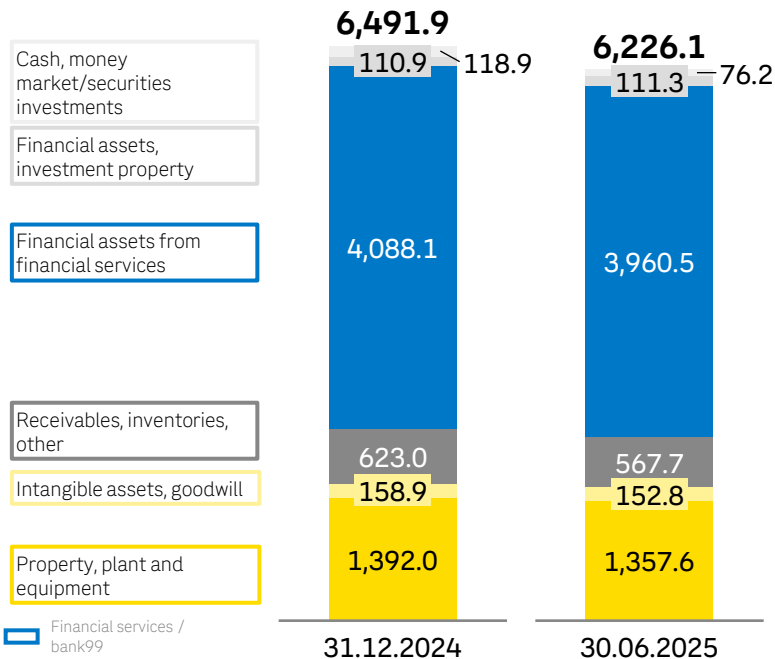
¹ EBIT margin in relation to total revenue

SOLID BALANCE SHEET AND FINANCING STRUCTURE



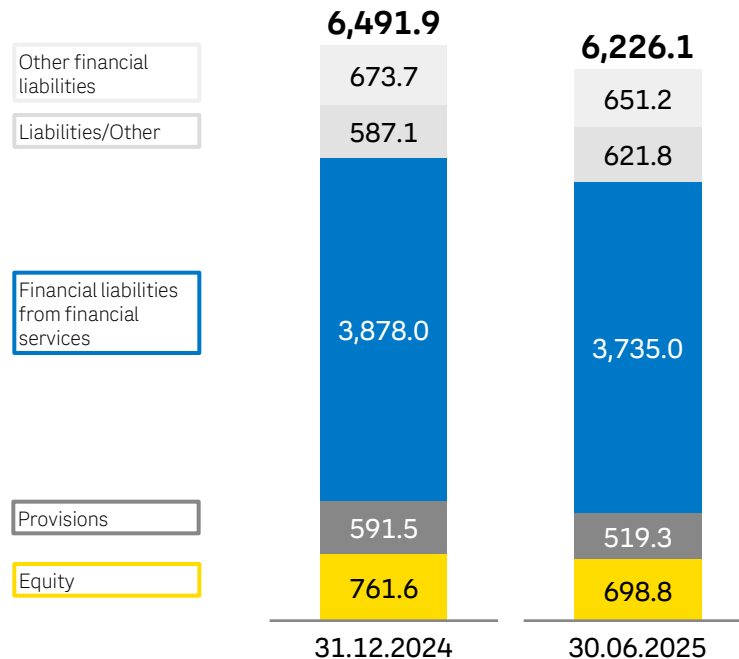
ASSETS

EUR m



EQUITY & LIABILITIES

EUR m

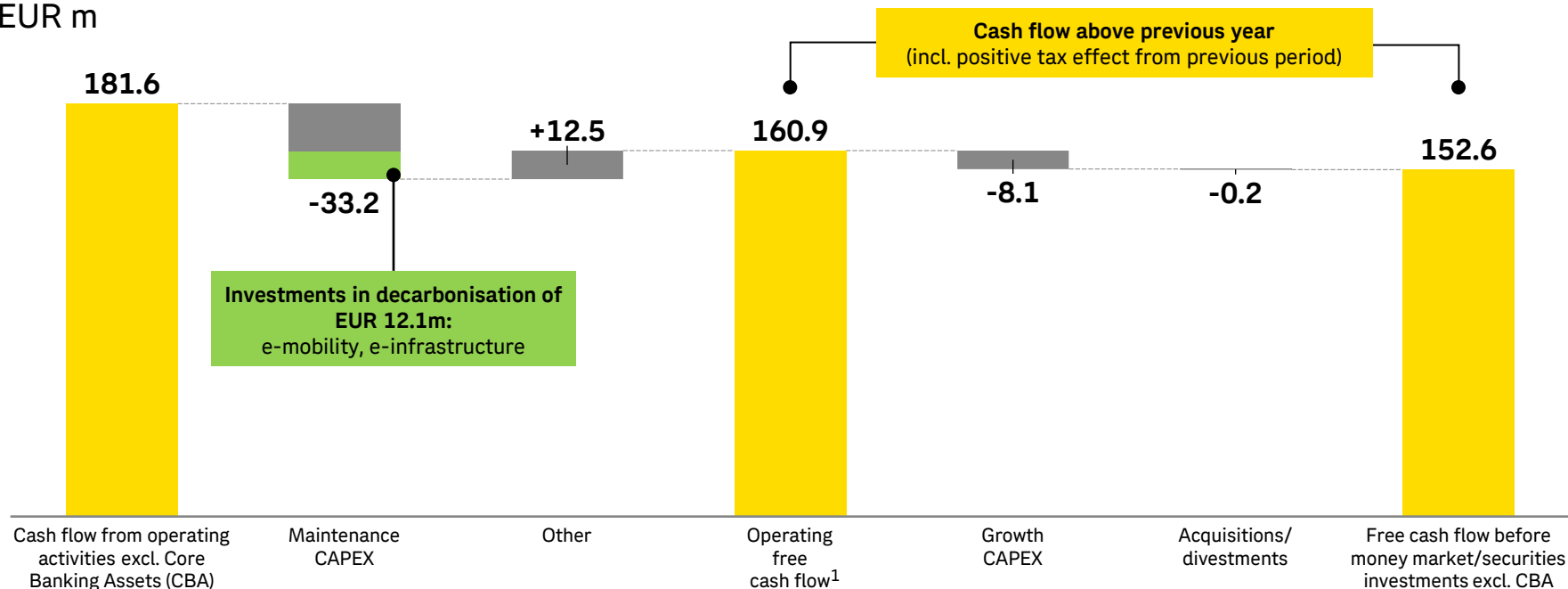


Financial debt	EUR 207.5m
Financial debt incl. IFRS 16	EUR 575.0m
Financial debt/EBITDA _{12m}	0.5x
Financial debt incl. IFRS 16/EBITDA _{12m}	1.4x

H1 2025 OPERATING FREE CASH FLOW OF EUR 161M



EUR m



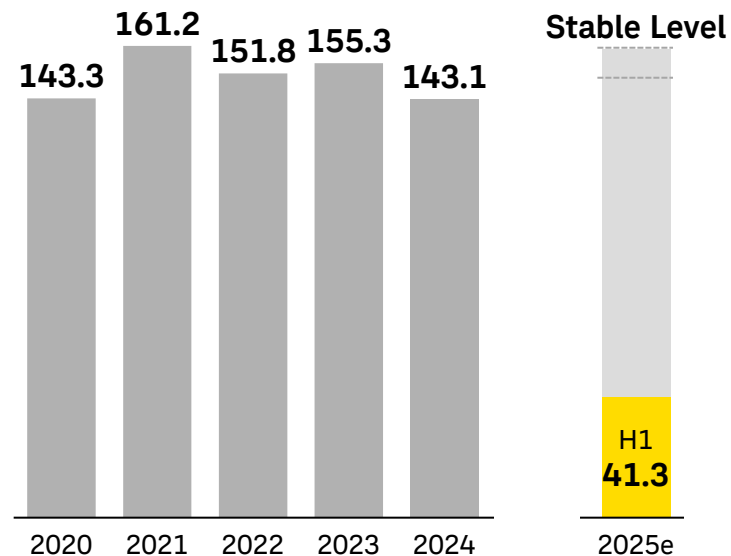
	H1 2024						
	175.2	-36.0	+7.9	147.1	-10.3	-3.2	133.6

¹ Free cash flow before acquisitions/securities/money market investments, growth CAPEX and core banking assets (CBA)

AUSTRIAN POST'S INVESTMENT PROGRAMME



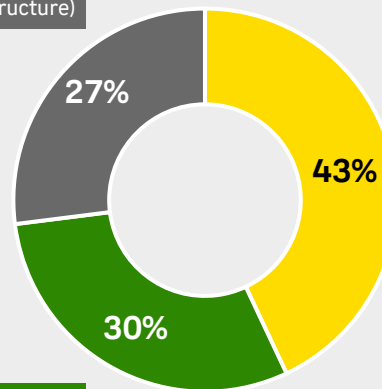
CAPEX
EUR m



INVESTOR PRESENTATION Investor Relations Vienna, 8 August 2025

CAPEX mix 2022-2024

Growth Capex
(Growth - Infrastructure)



Maintenance
CAPEX
(Technology and
Automation)

Decarbonisation

OUTLOOK 2025



Market environment



- Weak economic growth accelerates cost pressure and digitalisation by private and public sector customers → decline in letter and direct mail volumes
- Parcel markets with increasing e-commerce and cautious consumption → moderate parcel growth

Revenue



- 2025 revenue targeted at the prior-year level (sharp increase of 13.9% in 2024 related to positive election and currency effects)
 - Mail: Expected revenue decline
 - Parcel & Logistics: Further growth anticipated in the parcel business (depending on the TRY/EUR exchange rate)
 - Retail & Bank: Revenue in the order of the previous year
- Assumption:
 - No negative impact related to trade conflicts or lack of economic momentum
 - Impact of TRY/EUR exchange rate by $\pm 3\%$ on revenue forecast accuracy

Investments



- Total CAPEX 2025 at the same level as in recent years (EUR 150m -160m)
- This includes maintenance investments, decarbonisation of logistics investments and growth investments

Earnings



- Cost discipline and efficiency to ensure stability
- Target unchanged: Earnings (EBIT) in the order of EUR 200m in 2025

Austrian Post

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Financial calendar 2025/2026

12 November 2025	Interim Report Q1-3 2025
12 March 2026	Annual Report 2025
15 April 2026	Annual General Meeting
24/29 April 2026	Ex-day/Dividend payment day
08 May 2026	Interim Report Q1 2026
07 August 2026	Half-Year Report 2026
12 November 2026	Interim Report Q1-3 2026

Disclaimer

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