

AUSTRIAN POST INVESTOR PRESENTATION H1 2026



Walter Oblin, CEO
Barbara Potisk-Eibensteiner, CFO
Vienna, 7 August 2026



H1 2026 AT A GLANCE: DECLINE IN MAIL BUSINESS, GROWTH IN E-COMMERCE



Challenges



- Cost pressures and digitalisation accelerate decline in letter volumes
- Reduced advertising expenditure



- Market dominance of major e-commerce players, intense competition in CEE/SEE and Türkiye
- Taxes and duties on parcels

Opportunities



- Expansion of services in Austria (bank99, YELLOW)
- Strong brand and distribution channels



- E-commerce continues to grow
- E-commerce fulfilment as a comprehensive service for many retailers

Revenue

+3.8% to EUR 1,544.0m in H1 2026

+6.7% to EUR 773.3m in Q2 2026



- E-Commerce & Logistics Division is the growth driver (+11.5% in H1 | +16.3% in Q2)
- Revenue growth despite an accelerated decline in mail volumes and the loss of about EUR 13m from the previous sales of the telecommunications partnership
- Regulatory-driven loss of Asian B2C volumes in Türkiye (approx. 5%)

Earnings

H1 earnings below 2025, as expected

EBITDA EUR 187.7m (EUR -11.7m)

EBIT EUR 73.3m (EUR -20.7m)



- Decline in letter mail volumes
- Transition of the telecom business to YELLOW
- Intense competition in CEE/SEE
- Türkiye: Regulatory-driven decline in Asian volumes

> Positive impetus in H2

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



1



POST & BEYOND IN AUSTRIA

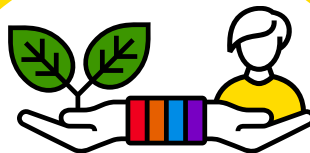
Leading provider of key services – post, bank, telco & more

2



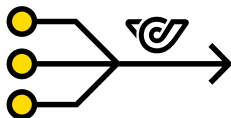
INTERNATIONAL E-COMMERCE

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



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

3



ONE GROUP – OPERATIONALLY EXCELLENT
Efficiency- and technology-focused integrated group

STRATEGIC INITIATIVES ARE PROVING SUCCESSFUL



1 POST & BEYOND IN AUSTRIA

24/7 services
at record levels

**3,000
postal points**

bank99 is continuing
profitable growth trend with
ongoing product expansions

EUR 4m
EBIT H1 2026

Strong market launch of
YELLOW on 1 April 2026

Strong **customer
ramp-up**

2 INTERNATIONAL E-COMMERCE

Parcel volumes in Austria
clearly above the
market level

+9%

euShipments.com, a fast-
growing fulfilment business
in the e-commerce sector

EUR 60m
revenue p.a.

Expansion of market
presence in the Serbian
parcel market through the
acquisition of **D Express**

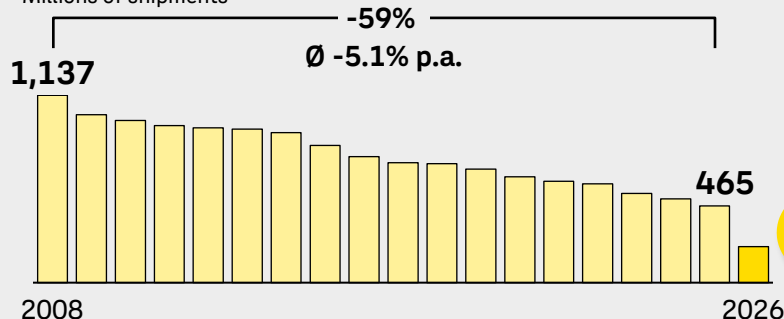
EUR 36m
revenue p.a.

1 STRUCTURAL CHANGE IN LETTER MAIL/DIRECT MAIL IN AUSTRIA



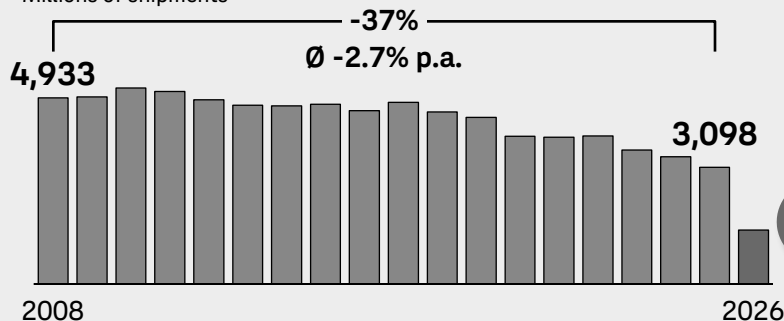
Letter Mail volumes

Millions of shipments



Direct Mail/Media Post volumes

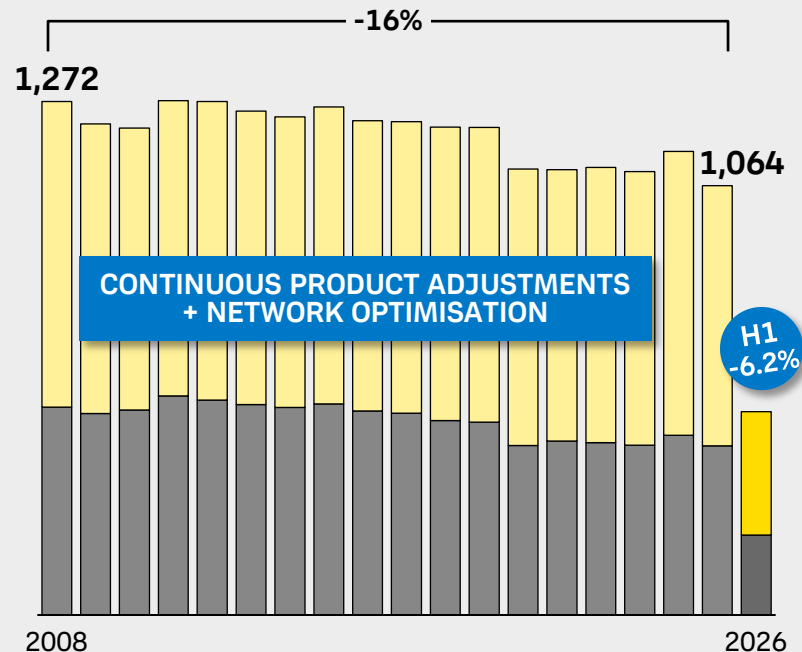
Millions of shipments



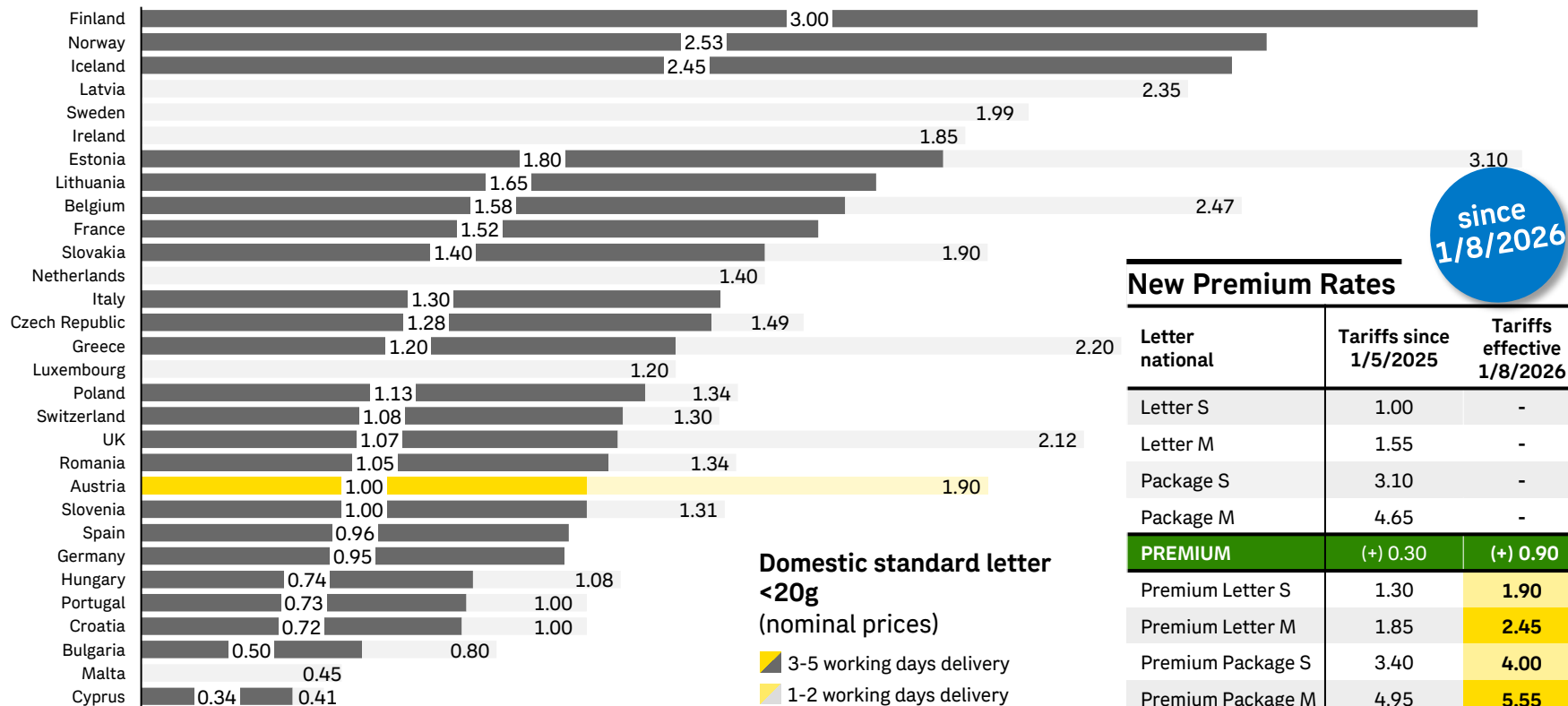
Mail Revenue

EUR m

Letter Mail Direct Mail/Media Post



1 PRICE ADJUSTMENT FOR PREMIUM LETTER: AT A MODERATE LEVEL IN EUROPEAN COMPARISON



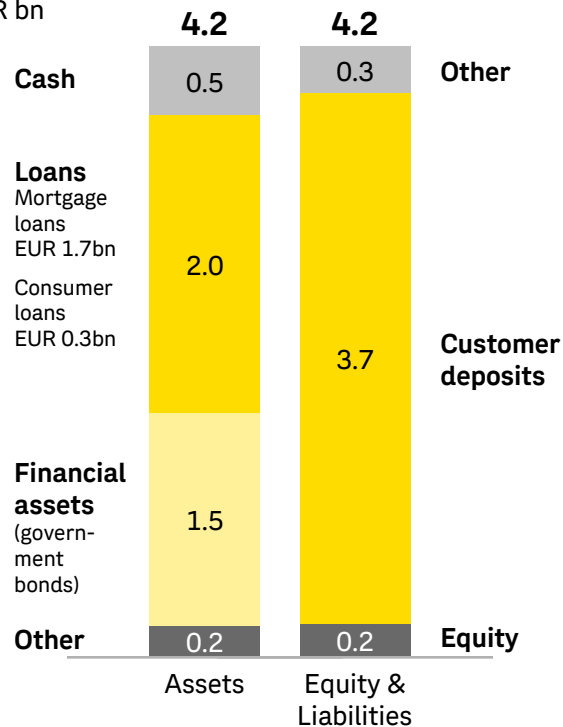
New Premium Rates

Letter national	Tariffs since 1/5/2025	Tariffs effective 1/8/2026
Letter S	1.00	-
Letter M	1.55	-
Package S	3.10	-
Package M	4.65	-
PREMIUM	(+) 0.30	(+) 0.90
Premium Letter S	1.30	1.90
Premium Letter M	1.85	2.45
Premium Package S	3.40	4.00
Premium Package M	4.95	5.55

1 CONTINUED POSITIVE DEVELOPMENT OF BANK99

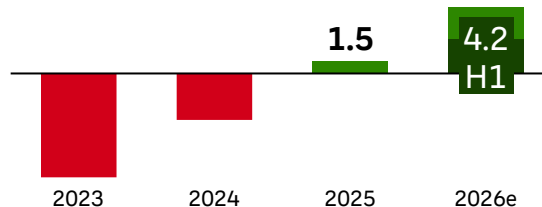
bank99 balance sheet total as at 30.06.2026

EUR bn



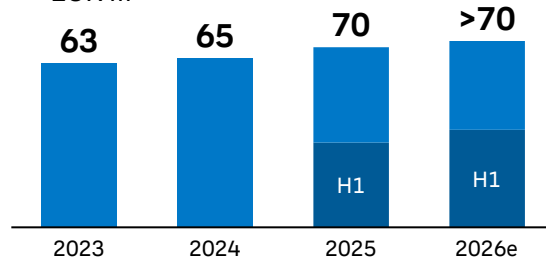
Positive earnings trend

IFRS earnings of bank99 (EURm)



bank99 net interest income

EUR m



bank
99

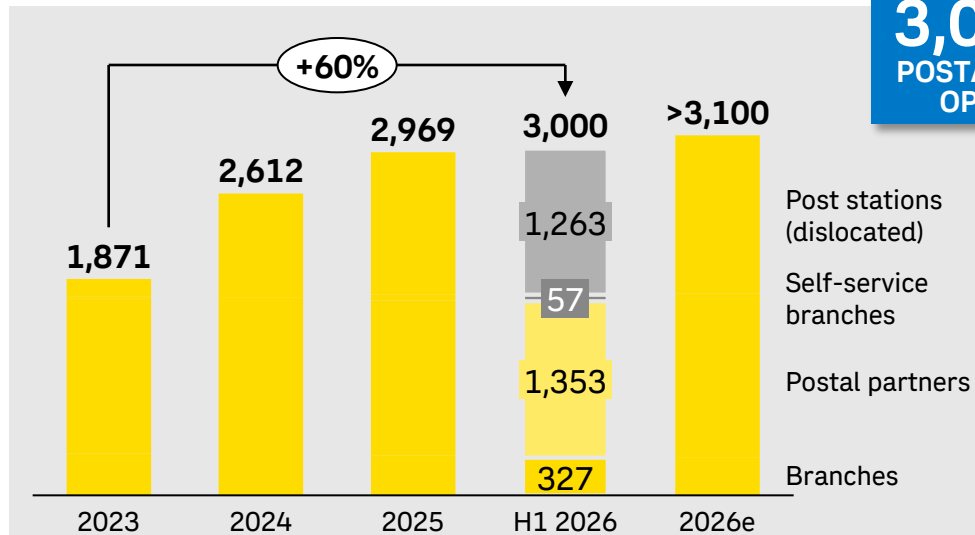


Next Steps in 2026

- Further development of the depositary business
- Ongoing expansion of the housing finance product offering
- Current accounts for SMEs starting in Q4



1 24/7 SERVICES AT RECORD LEVELS

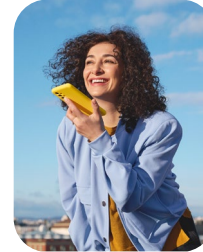


- By the end of 2026: >3,100 postal points across Austria
- From 2027: approx. 10,000 additional lockers per year
- 82% of Austrians prefer post stations as their preferred method of collection
- Extensive use by customers of 24/7 services, with a 6% increase of parcel volumes in H1 2026



1 MOBILE PHONE PACKAGE YELLOW SUCCESSFULLY LAUNCHED

YELLOW



Very strong customer ramp-up in the first few months



90% of all customers make use of support and services offered in the post offices



Attractive tariff portfolio:
YELLOW Mobile S is the most popular package among customers

2 INTERNATIONAL EXPANSION CREATES NEW GROWTH PROSPECTS



New in 2026:

E-commerce service provider
euShipments.com (70%) in Bulgaria/Romania

Closing:
6.3.

Signing:
21.7.

Serbia: Strategic expansion of the parcel business in SEE through the acquisition of **D Express**

Logistics & Last-Mile Delivery

Other locations

E-COMMERCE GROWTH IMPACTED BY REGULATORY MEASURES



	Effective from/as of	Additional costs	Information
	October 2025 February 2026		Product safety embargos on certain product categories (footwear, toys, textiles) Removal of the EUR 30 duty-free threshold
	1 July 2026	EUR 3 per item category	Flat-rate customs duties for parcels ≤ EUR 150 from non-EU countries through e-commerce platforms
	1 October 2026	EUR 2.40 per delivered parcel	Parcel tax for mail-order retailers and platforms with revenue > EUR 100m
	1 November 2026	EUR 2 per item category or parcel	Processing fee for items from non-EU countries

Regulatory measures lead to volatility

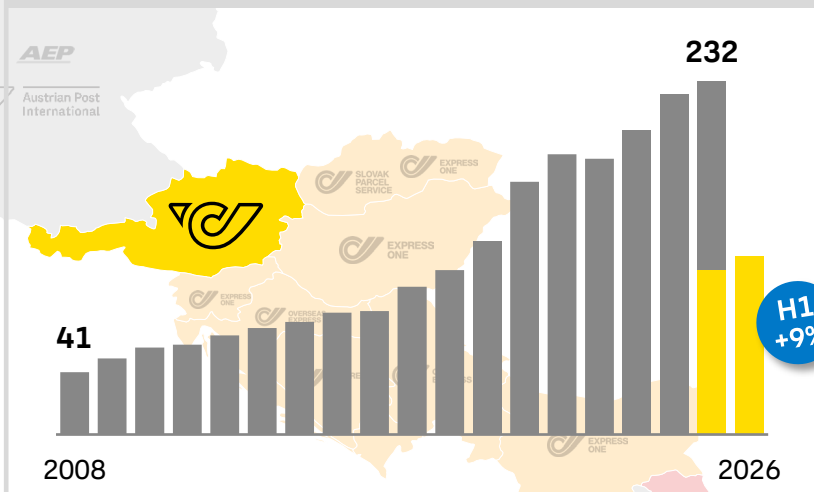
- Asian parcels in the portfolio <10%
- Potential impact of up to 3% of the Group's volume

Further growth in e-commerce

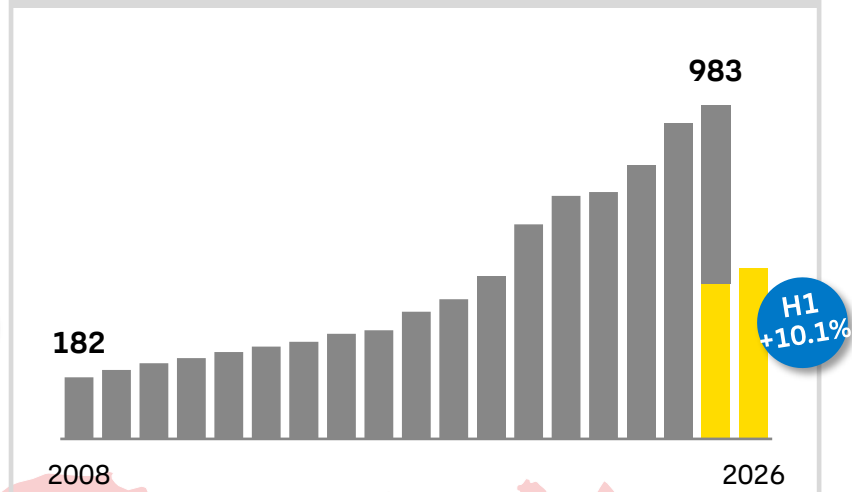
2 E-COMMERCE & LOGISTICS: STRONG GROWTH IN AUSTRIA



Parcel volumes
millions of items

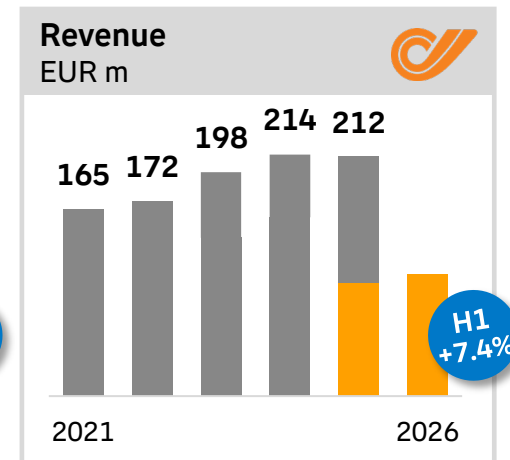
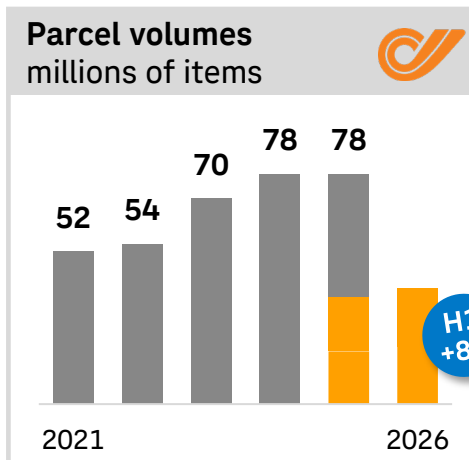


Revenue
EUR m



- Strong growth in H1 with market share gains
- Further new customer acquisitions in Q2 2026: ahead, eDeals, niceshops and Asian consolidators

2 E-COMMERCE & LOGISTICS: PARCEL VOLUME GROWTH IN CEE/SEE



- Positive volume development in the first two quarters (especially Slovakia)
- Volatile development of Asian parcels (sharp rise in H1 2026)
- Intense competition and margin pressure

2 STRATEGIC EXPANSION OF THE PARCEL BUSINESS IN SOUTHEAST EUROPE: ACQUISITION OF D EXPRESS EFFECTIVE 21 JULY 2026



- Austrian Post acquired a 100% stake in the Serbian parcel service provider D Express
- Consolidation with City Express, the existing Austrian Post subsidiary in Serbia
- Strengthening of the international expansion strategy and improving the company's market position in Southeast Europe
- Transfer of the company's staff, client contracts and infrastructure to Austrian Post, including 1 logistics centre, 27 delivery bases, 35 parcel shops and 300+ parcel collection points



D Express 2025

- 14m parcels
- Revenue of EUR 36m
- 1,300 employees
- 800 vehicles



2 E-COMMERCE & LOGISTICS: STRONG COMPETITION IN TÜRKİYE



- Inflation-driven revenue growth continues; Turkish market continues to be impacted by intense competition
- Revenue in H1 2026: increase by 21% to TRY 13.3bn (in Euro: +6.0% to EUR 250.7m)
- Regulatory restrictions for Asian imports result in a volume decline of about 5% (current portfolio share of 4%)

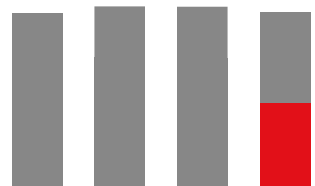


Parcels & documents

millions of items



198 206 206 200

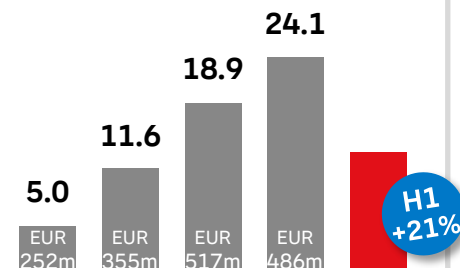


2022

2026

Revenue

TRY bn

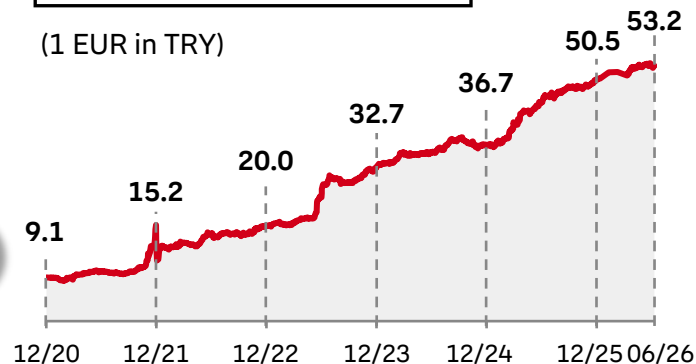


2022

2026

FX rate of the Turkish Lira

(1 EUR in TRY)

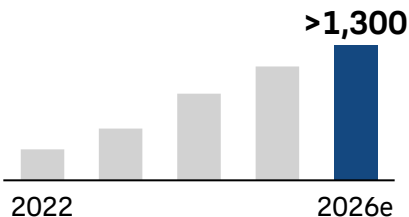


2 GROUP LOGISTICS SOLUTIONS: STRONG PERFORMANCE OF THE E-COMMERCE SERVICE PROVIDER EUSHIPMENTS.COM

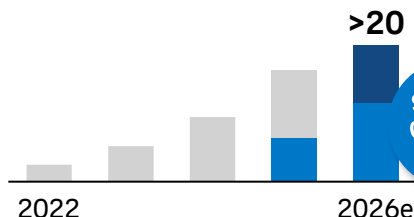


- Part of the Austrian Post Group since March 2026
- Revenue contribution of about EUR 20m for the first four months, good level of profitability
- Network expanded by three countries in H1 2026 (Austria, Spain, Italy)

Active customers (Number)



Parcels (millions)

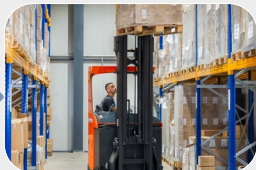


Own fulfilment centres

One integration, one contract – all services, all destinations



Direct e-shop connectivity with platforms



Fulfilment: 10 proprietary cargo and logistics centres



Consolidation and shipping



Transport and invoicing



Returns management (incl. logistics)

AUSTRIAN POST AT A GLANCE



Mail, Branch & Services

- Letter Mail & Business Solutions
- Direct Mail & Media Post
- Branch Services & Telecommunications



E-Commerce & Logistics

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



Bank

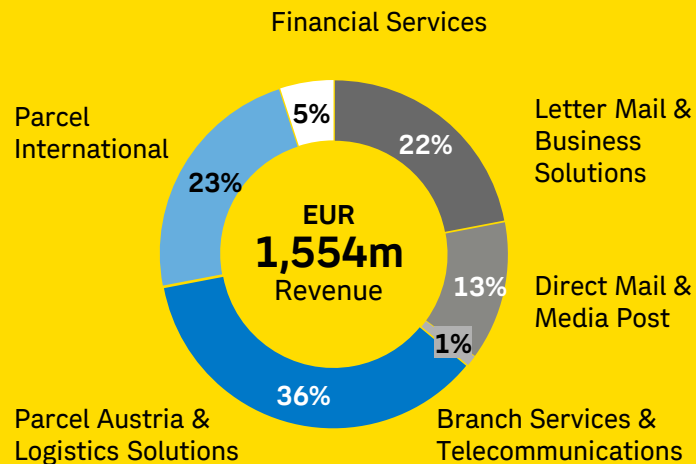
- Financial Services



Revenue mix H1 2026



Parcel revenue accounts for 59%



Adjusted to the new segment structure from 1 January 2026

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FINANCIAL OVERVIEW H1 2026



Revenue
EUR 1,544m

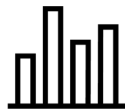
Positive revenue development: +3.8% in H1 2026
+6.7% in Q2 2026



EBITDA
EUR 188m
EBIT
EUR 73m

H1 2026 below the previous year, as expected

- EBITDA: EUR -11.7m to EUR 187.7m
- EBIT: EUR -20.7m to EUR 73.3m



Balance Sheet
EUR 6.4bn

Strong balance sheet with low debt
(Financial debt to EBITDA_{12m} of 0.6x)
Logistics equity ratio of 24%



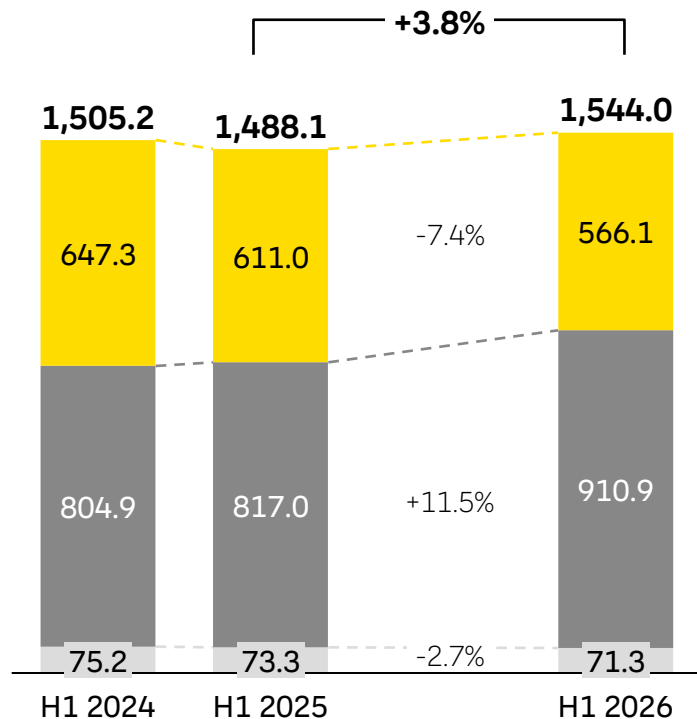
Cashflow
EUR 117m

Solid operating free cash flow

POSITIVE REVENUE DEVELOPMENT: +3.8% TO EUR 1,544.0M IN H1



Revenue development EUR m



Adjusted to the new segment structure from 1 January 2026

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Mail, Branch & Services



- H1 2026 revenue down by 7.4% from the prior year (Q2 2026 -7.1%)
- Product and pricing measures could not offset volume decline for letter mail and direct mail in H1 2026
- H1 2025 still included about EUR 13m in revenue from the previous sales partnership in the telecommunications sector

E-Commerce & Logistics



- H1 2026 revenue growth of 11.5% (Q2 2026 +16.3%)
- Austria +10.1%, Türkiye+ +6.3%, CEE/SEE +7.4%
- Group Logistics Solutions EUR +24.7m in H1 2026 (initial consolidation of euShipments.com as of 6 March 2026)

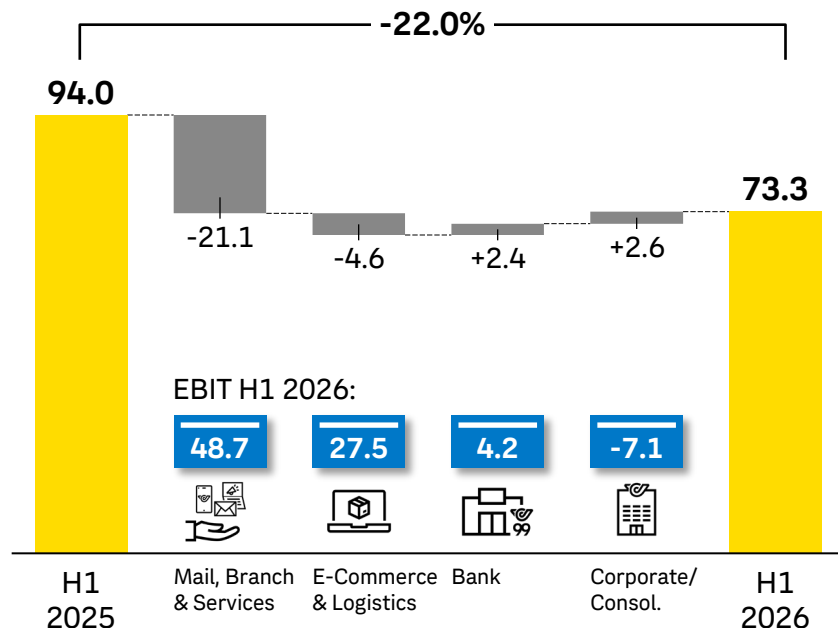
Bank



- Slight decline in revenue due to a lower key interest rate
- Net interest income (interest revenue less interest expense) improved by 14.9% to EUR 37.7m in H1 2026

H1 2026 EARNINGS BELOW PRIOR-YEAR LEVEL DUE TO REDUCED MAIL BUSINESS AND TRANSFORMATION OF THE TELECOMMUNICATIONS BUSINESS

EBIT development EUR m



Adjusted to the new segment structure from 1 January 2026

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Mail, Branch & Services

- Declining business for letter mail and direct mail
- Loss of telecommunications income from the previous sales partnership (Austrian Post's own mobile telephone brand YELLOW since 1 April 2026)



E-Commerce & Logistics

- Positive earnings development in Austria driven by favourable volume and price trends
- Negative earnings in CEE/SEE due to competitive environment
- Regulatory measures in Türkiye impact volume development and profitability



Bank

- Earnings improvement driven by strong operational performance
- Disciplined cost management supports profitability
- Positive one-off effect



Corporate

- Earnings improvement resulting from efficiency and cost discipline

KEY INCOME STATEMENT INDICATORS



EUR m	H1 2025	H1 2026	%	Δ	Q2 2025	Q2 2026
Revenue	1,488.1	1,544.0	3.8%	55.9	724.6	773.3
Other operating income	60.1	65.3	8.7%	5.2	28.1	33.3
Raw materials, consumables/Transportation	-429.5	-478.3	-11.4%	-48.8	-207.5	-243.4
Expenses for financial services	-22.6	-17.4	22.7%	5.1	-9.7	-8.8
Staff costs	-699.0	-723.2	-3.5%	-24.1	-338.8	-355.4
Other operating costs	-202.8	-210.1	-3.6%	-7.3	-100.2	-108.0
EBITDA	199.4	187.7	-5.9%	-11.7	97.8	93.9
<i>EBITDA margin</i>	<i>13.4%</i>	<i>12.2%</i>	-	-	<i>13.5%</i>	<i>12.1%</i>
Depreciation, amortisation and impairment	-105.4	-114.4	-8.6%	-9.0	-52.2	-57.4
EBIT	94.0	73.3	-22.0%	-20.7	45.6	36.5
<i>EBIT margin</i>	<i>6.3%</i>	<i>4.7%</i>	-	-	<i>6.3%</i>	<i>4.7%</i>
Financial result	-1.8	-32.2	<-100%	-30.4	-4.1	-18.0
<i>Financial result excl. valuation of put-option liabilities¹</i>	<i>-5.2</i>	<i>-10.0</i>	<i>-92.6%</i>	<i>-4.8</i>	<i>-3.1</i>	<i>-4.8</i>
Income tax	-23.8	-18.3	23.2%	5.5	-12.7	-11.0
Profit for the period	68.4	22.8	-66.7%	-45.6	28.8	7.5
Earnings per share (EUR)	0.99	0.32	-67.4%	-0.67	0.43	0.10
<i>Earnings per share (EUR) excl. valuation of put-option liabilities¹</i>	<i>0.94</i>	<i>0.65</i>	<i>-30.6%</i>	<i>-0.29</i>	<i>0.44</i>	<i>0.30</i>

Increased transport costs due to rising volumes and initial consolidation of euShipments.com; continued high share of alternative energy sources in Austria

Efficiency measures offset cost increases: Inflationary effect in salaries Türkiye of EUR 12m; increase of EUR 11m due to expansion of scope of consolidation

20% stake in Aras Kargo: Volatile valuation effect relating to the option of EUR -20.0m (2025: EUR +3.4m) = Δ EUR -23.4m
FX rate does not reflect high level of inflation

Income tax rate of 44.5% due to non-tax-deductible expenses related to the put option valuation

¹ 20% put-option for Aras Kargo, 30% put-option for euShipments.com, 20% put-option for Agile Actors

SPECIAL EFFECT IN THE FINANCIAL RESULT: VOLATILE VALUATION OF THE PUT OPTION LIABILITY ARAS KARGO



- Background: Baran Aras holds a put option exercisable in mid-2035 or mid-2036, which is subject to ongoing valuation for the remaining 20% stake in Aras Kargo (a liability for Austrian Post)
- Changes in the valuation of the parameters – inflation and exchange rates – relating to the put option are reflected in the financial result



**Discrepancy between high inflation
and changes in FX rates**

Valuation of put option liability

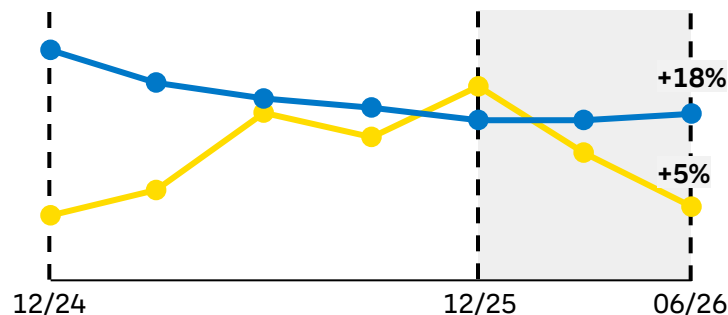
Liability as at 31 December 2025 **EUR 68m**

Appreciation due to a change in the estimate of inflation expectations	EUR +18m
Depreciation due to FX effect EUR/TRY	EUR -4m
Appreciation – cash value incl. accrued interest	EUR +6m
Option valuation in financial result	EUR 20m

Liability as at 30 June 2026 **EUR 88m**

Volatile Inflation/FX development

— Inflation YoY ($\Delta 12$ months)
— Exchange rate (EUR/TRY) YoY ($\Delta 12$ months)





MAIL, BRANCH & SERVICES DIVISION: KEY INCOME STATEMENT INDICATORS



EUR m	H1 2025 ¹	H1 2026	%	Δ	Q2 2025 ¹	Q2 2026
Revenue	611.0	566.1	-7.4%	-44.9	297.3	276.1
• Letter Mail & Business Solutions	365.5	344.6	-5.7%	-20.9	173.9	165.9
• Direct Mail & Media Post	217.2	206.4	-5.0%	-10.8	109.2	102.6
• Branch Services & Telecommunications	28.3	15.1	-46.8%	-13.3	14.1	7.7
Revenue intra-Group	30.2	31.7	5.1%	1.5	14.8	15.8
Total revenue	641.2	597.8	-6.8%	-43.4	312.1	291.9
EBIT	69.8	48.7	-30.3%	-21.1	32.4	21.1
<i>EBIT margin²</i>	<i>10.9%</i>	<i>8.1%</i>	-	-	<i>10.4%</i>	<i>7.2%</i>

Revenue decline driven by digitisation initiatives among public and private sector clients; few elections in H1 2026

Revenue decrease mainly in the addressed mail segment

Income from Austrian Post's own telecommunications business starting in Q2 2026; H1 2025 still included about EUR 13m in revenue from the previous sales partnership

Stronger volume decline and limited price effects in mail, combined with the transformation of the telecommunication business reduce profitability in H1 2026

¹ Adjusted to the new segment structure from 1 January 2026

² EBIT margin in relation to total revenue



E-COMMERCE & LOGISTICS DIVISION: KEY INCOME STATEMENT INDICATORS



EUR m	H1 2025	H1 2026	%	Δ	Q2 2025	Q2 2026	
Revenue	817.0	910.9	11.5%	93.9	398.7	463.5	9% parcel growth in Austria significantly above the market level
• Austria	457.2	503.2	10.1%	46.0	228.0	252.0	Slight volume growth in Türkiye (+1%) despite stricter import regulations
• Türkiye+	240.6	255.7	6.3%	15.1	109.5	128.1	
• CEE/SEE	100.2	107.6	7.4%	7.4	51.2	55.3	Solid volume increase of 8% in CEE/SEE despite intense competition
• Group Logistics Solutions	26.7	51.4	92.4%	24.7	13.7	31.6	
• Consolidation	-7.7	-7.0	9.5%	0.7	-3.6	-3.5	Revenue contribution from euShipments.com of about EUR 20m in four months
Revenue intra-Group	8.9	9.1	1.9%	0.2	4.5	4.5	
Total revenue	825.9	919.9	11.4%	94.0	403.2	468.0	
EBIT	32.1	27.5	-14.3%	-4.6	13.5	15.1	Strong competitive and margin pressure in CEE/SEE and Türkiye+
<i>EBIT margin¹</i>	<i>3.9%</i>	<i>3.0%</i>	-	-	<i>3.4%</i>	<i>3.2%</i>	

¹ EBIT margin in relation to total revenue

Positive revenue and earnings development in Austria and in e-commerce fulfilment;
high competition and price pressure in CEE/SEE negatively impact earnings



BANK DIVISION: KEY INCOME STATEMENT INDICATORS



EUR m	H1 2025 ¹	H1 2026	%	Δ	Q2 2025 ¹	Q2 2026
Revenue	73.3	71.3	-2.7%	-2.0	35.1	36.0
• Income from Financial Services	73.3	71.3	-2.7%	-2.0	35.1	36.0
Revenue intra-Group	0.0	0.0	n.a.	0.0	0.0	0.0
Total revenue	73.3	71.3	-2.7%	-2.0	35.1	36.0
EBIT	1.8	4.2	>100%	2.4	2.4	1.6
<i>EBIT margin²</i>	<i>2.5%</i>	<i>5.9%</i>	-	-	<i>6.8%</i>	<i>4.5%</i>

Decrease in interest income due to the lower key interest rate vs. 2025

Favourable earnings performance with lean cost structure; positive one-off effect

Now on a sound and profitable course following the IT migration of the core banking system

¹ Adjusted to the new segment structure from 1 January 2026

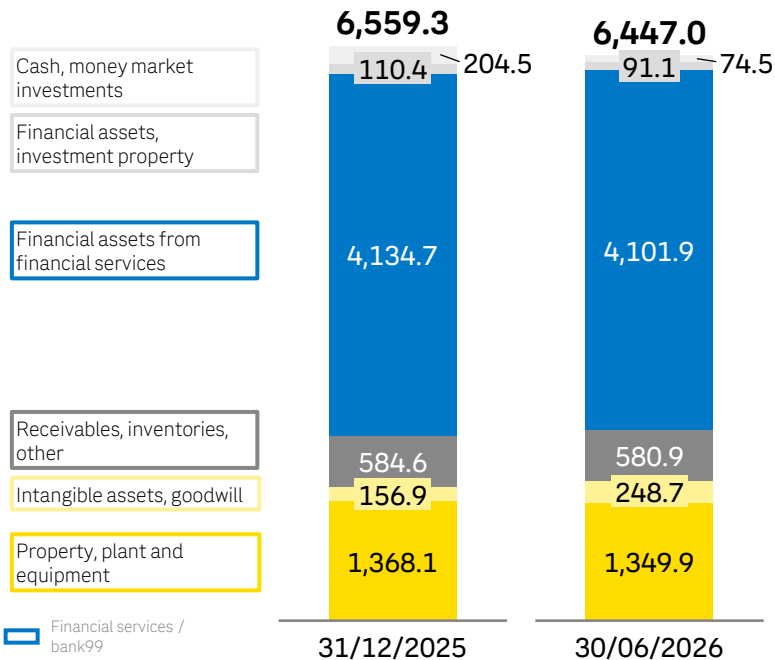
² EBIT margin in relation to total revenue

SOLID BALANCE SHEET AND FINANCING STRUCTURE



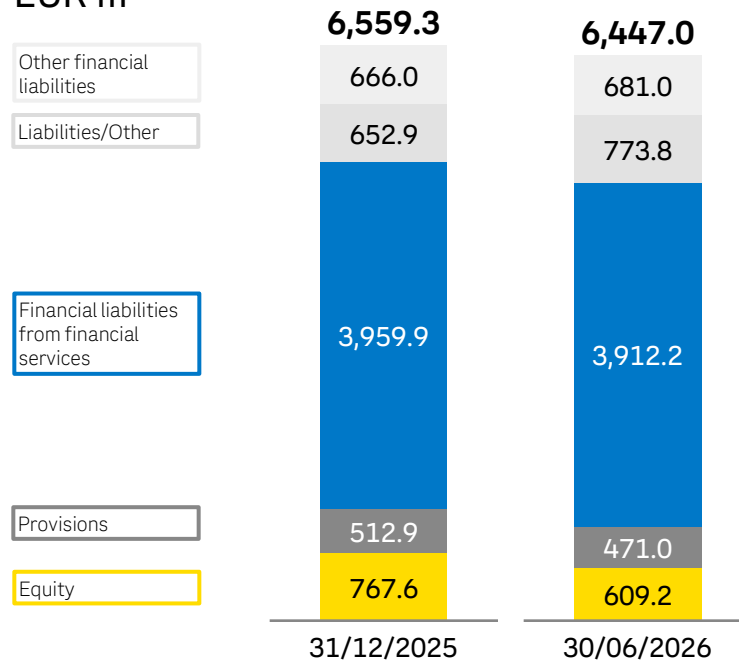
ASSETS

EUR m



EQUITY & LIABILITIES

EUR m

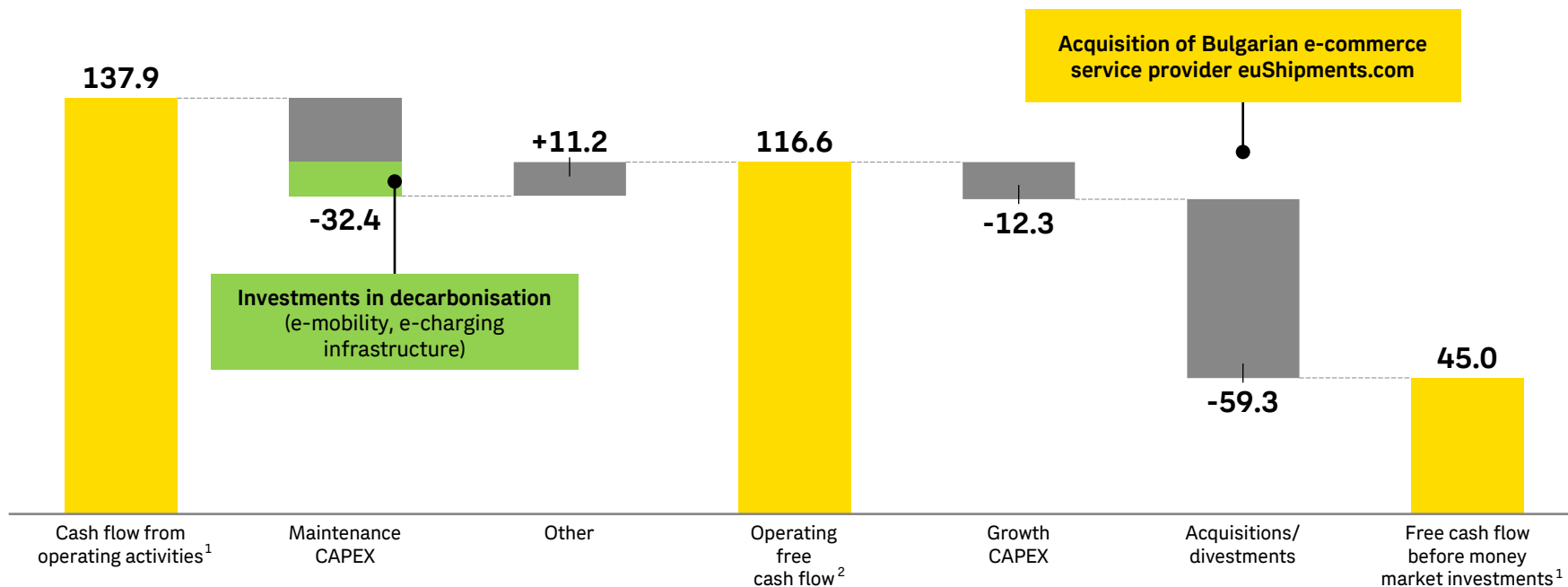


Financial debt	EUR 249.1m
Financial debt incl. IFRS 16	EUR 606.4m
Financial debt/EBITDA _{12m}	0.6x
Financial debt incl. IFRS 16/EBITDA _{12m}	1.5x

OPERATING FREE CASHFLOW OF EUR 117 MILLION IN H1 2026



EUR m



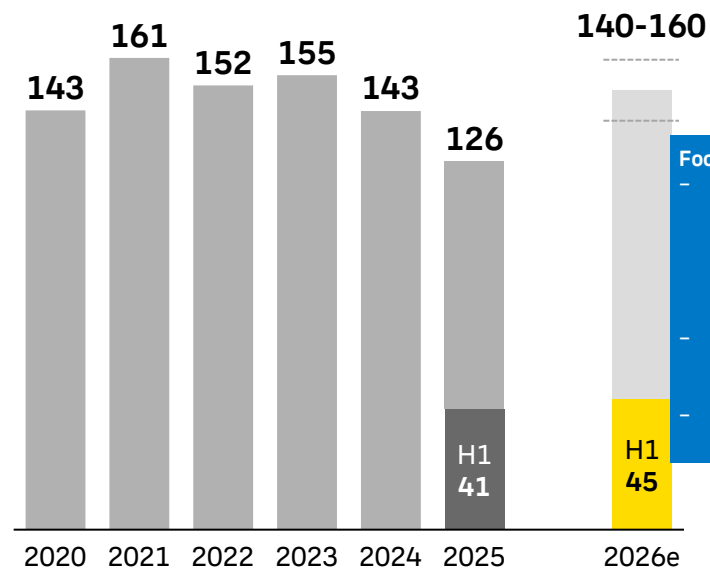
¹ Before core banking assets (CBA) and funds held temporarily

² Free cash flow before acquisitions, money market investments, growth CAPEX, core banking assets (CBA) and funds held temporarily

AUSTRIAN POST'S INVESTMENT PROGRAMME



CAPEX in property, plant and equipment in a multi-year comparison
EUR m

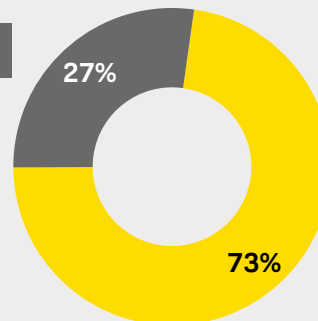


Focus for 2026/2027:

- Expansion and modernisation of the logistics centres in Salzburg, Budapest (Hungary) and Žilina (Slovakia)
- Automation and expansion of parcel machines in CEE/SEE
- Further electrification of the fleet

Investments – Regional split H1 2026¹

International



Austria

¹ Core investments excl. IFRS 16

ALREADY 65% CO₂-FREE LAST-MILE DELIVERY IN AUSTRIA



Kick-off in Vienna with Arnold Schwarzenegger

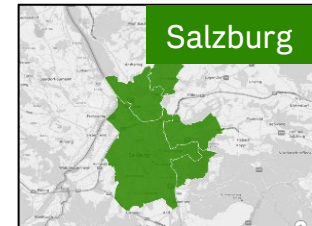
Vienna becomes the world's first major city with a population of over one million to achieve 100% CO₂-freelast-mile delivery



since Q2
2026



since Q3
2020



since Q1
2024



since Q1
2024

Market environment



Market environment remains challenging

- **Mail:** Volume decline due to intensified digitisation initiatives by important customer groups
- **E-commerce:** Volume increase despite strong competition; uncertainty due to numerous customs duties and fees

Revenue



- **Group:** Slight revenue increase expected in 2026
- **Mail, Branch & Services:** Revenue decline in the mid single digit range
 - Accelerated volume decline due to the digitisation trend
 - Product and price adjustments as of 1 August 2026, especially for “Premium” letters
 - Loss of about EUR 20m in revenue from the previous sales partnership in the telecommunications sector, transition to Austrian Post’s own brand YELLOW
- **E-Commerce & Logistics:** Revenue growth in the upper single digit range
 - Growth forecast across all regions
 - Uncertainty due to regulatory restrictions on international parcels (customs duties) – subdued development expected in H2
 - Growth in the area of e-commerce fulfilment
- **Bank:** Revenue slightly above the prior-year level



Investments



- CAPEX in property, plant and equipment of EUR 140m–160m expected in 2026
- Priorities: expansion and modernisation of the logistics centres in Salzburg, Budapest (Hungary) and Zilina (Slovakia), automation and expansion of parcel machines in CEE/SEE as well as further electrification of the vehicle fleet

Earnings



- The base case EBIT assumption remains unchanged to achieve operating earnings in the range of recent years
- Improvements in H2 2026:
 - Product/price adjustments in Austria (“Premium” letters as of 1 August 2026)
 - Product/price adjustments in Türkiye
 - Support from new business (e-commerce fulfilment)

Opportunities

- Structural/process optimisation in CEE/SEE and Türkiye
- Acquisitions/divestments
- Negotiations with the federal government to resolve the issue of disputed social security contributions in 1996-2008 (provisions taken)

Risks

- Increased decline in letter volumes of up to ten percent
- Domestic and international parcel volumes significantly affected by duties and fees
- TRY/EUR exchange rate risk

Austrian Post

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Financial calendar 2026/2027

12 November 2026
11 March 2027
14 April 2027
23/28 April 2027
12 May 2027
07 August 2027
11 November 2027

Interim Report Q1-3 2026
Annual Report 2026
Annual General Meeting
Ex-day/Dividend payment day
Interim Report Q1 2027
Half-Year Report 2027
Interim Report Q1-3 2027

Disclaimer

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