

AUSTRIAN POST INVESTOR PRESENTATION Q1 2026



Walter Oblin, CEO
Barbara Potisk-Eibensteiner, CFO
Vienna, 8 May 2026



YELLOW

VOILL
SCHNELL

Alle Infos über das Mobilfunk-Paket
der Post gibt's am Schalter.



CHALLENGING GEOPOLITICAL AND ECONOMIC ENVIRONMENT IN 2026



Economy/Market environment

- Economic forecast: Improvement year-on-year
- Geopolitical uncertainties, Middle East conflict
- Tariff measures and regulatory proposals

Declining letter and direct mail business

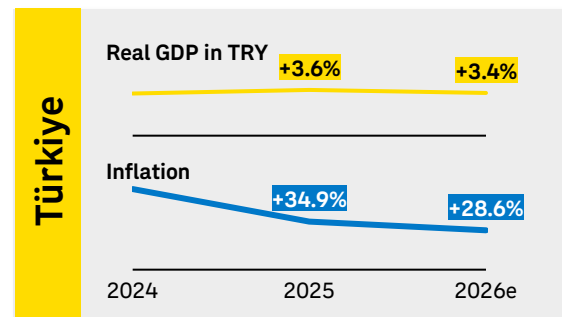
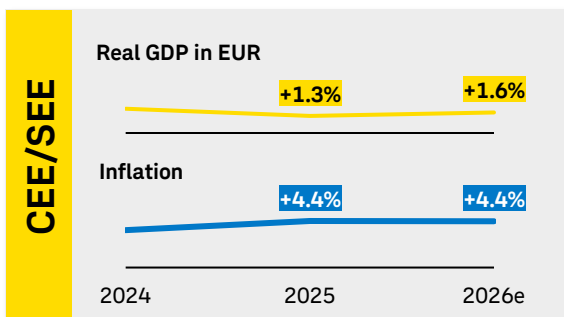
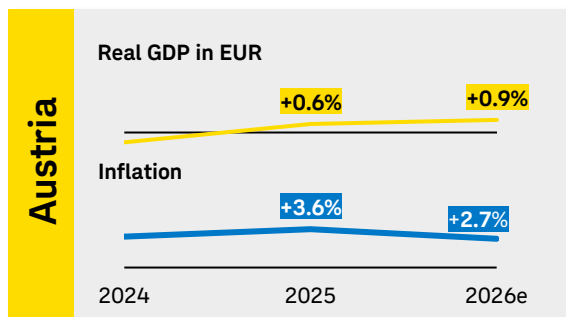


- Cost pressure and digitisation among key customer groups (public and private sector)
- Subdued investment climate and low corporate advertising expenditures
- Need for regulatory adjustments in Austria

Structurally growing parcel business faces strong competition



- E-commerce as a growth driver
- Market concentration of large e-commerce players (market dominance, insourcing ambitions)
- Uncertainties due to customs restrictions



Source: Statistics Austria, Austrian National Bank, WIFO, IMF, Central Bank of the Republic of Türkiye, Turkish Statistical Institute (Status as of April 2026)

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KEY TOPICS IN Q1 2026



Volume development

Digitisation: Further decrease in Austrian letter mail volumes: -9%
E-commerce: Strong parcel growth: Austria (+10%), CEE/SEE (+9%) and Türkiye+ (+2%)


Revenue

Revenue up by 0.9% to EUR 770.7m

- Revenue growth driven by e-commerce (E-Commerce & Logistics division: +6.9%)
- Transformation in telecommunications (no revenue in Q1 2026 compared with around EUR 7m in Q1 2025) and restrictive regulatory measures are affecting parcel imports into Türkiye (negative volume effect of approximately 5%)

Earnings

Seasonal development as expected with weaker H1 and stronger H2

- EBITDA of EUR 93.8m (- EUR 7.7m)
 - EBIT of EUR 36.8m (- EUR 11.6m)
- 
- Switching of telecommunications offer to YELLOW
 - Challenging CEE/SEE competitive environment
 - Reduced Asian volumes in Türkiye

 euShipments.com

Initial consolidation as of 6 March 2026, business model with profitable growth



Solid business development

- Positive results in Q1 2026
- Preparation for market launch of stocks and ETFs



YELLOW made a good start in the mobile phone market on 1 April 2026 – customer ramp-up on track

AUSTRIAN POST AT A GLANCE



Mail, Retail & Services

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



Revenue 2025:
EUR 1,210m



E-Commerce & Logistics

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



Revenue 2025:
EUR 1,720m



Bank

- Financial Services



Revenue 2025:
EUR 143m

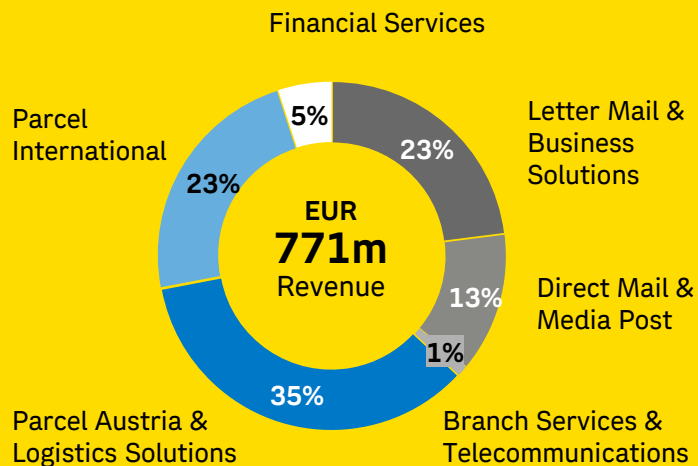
Group

Revenue 2025: EUR 3,043m

EBITDA 2025: EUR 413m

EBIT 2025: EUR 197m

Revenue mix Q1 2026



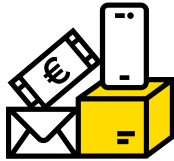
Adjusted to the new segment structure from 1 January 2026

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

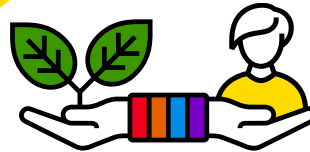


1



POST & BEYOND IN AUSTRIA

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



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

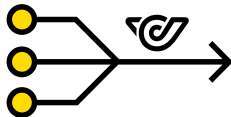
2



INTERNATIONAL E-COMMERCE

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

3



ONE GROUP – OPERATIONALLY EXCELLENT

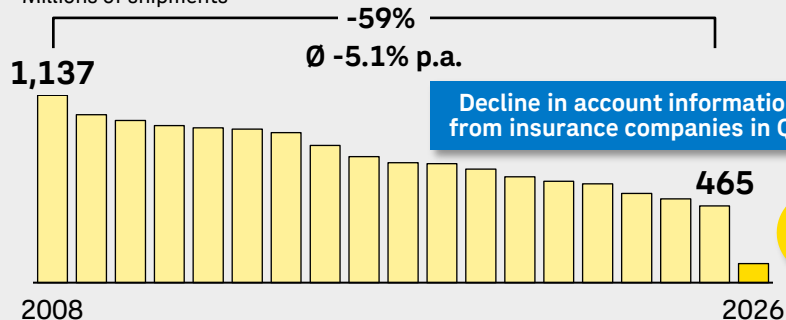
Efficiency- and technology-focused integrated group

1 STRUCTURAL CHANGE IN LETTER MAIL/DIRECT MAIL IN AUSTRIA



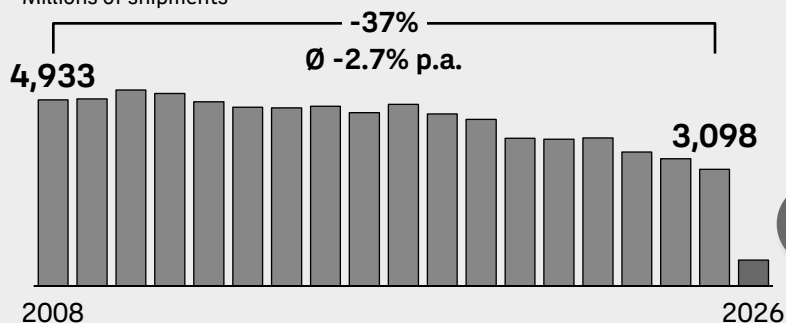
Letter Mail volumes

Millions of shipments



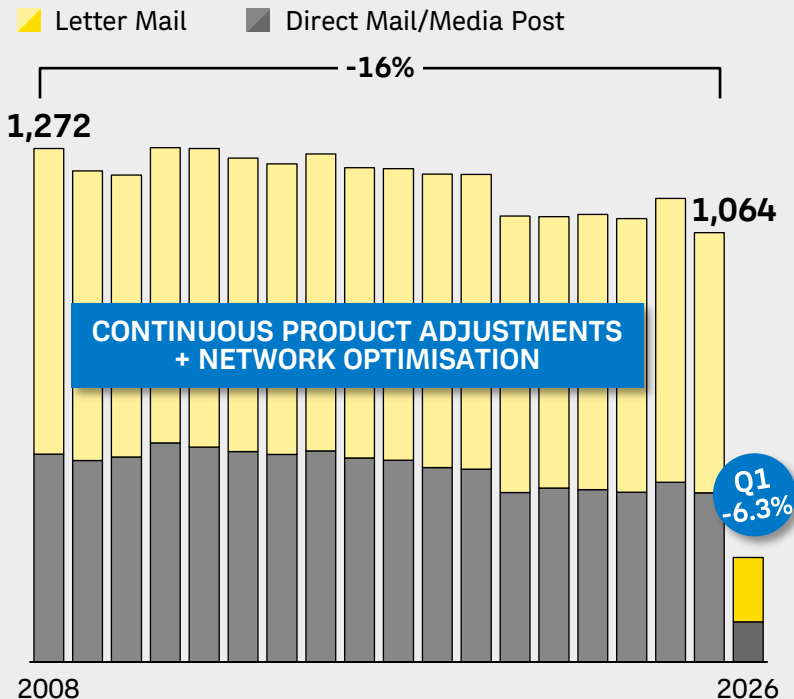
Direct Mail/Media Post volumes

Millions of shipments

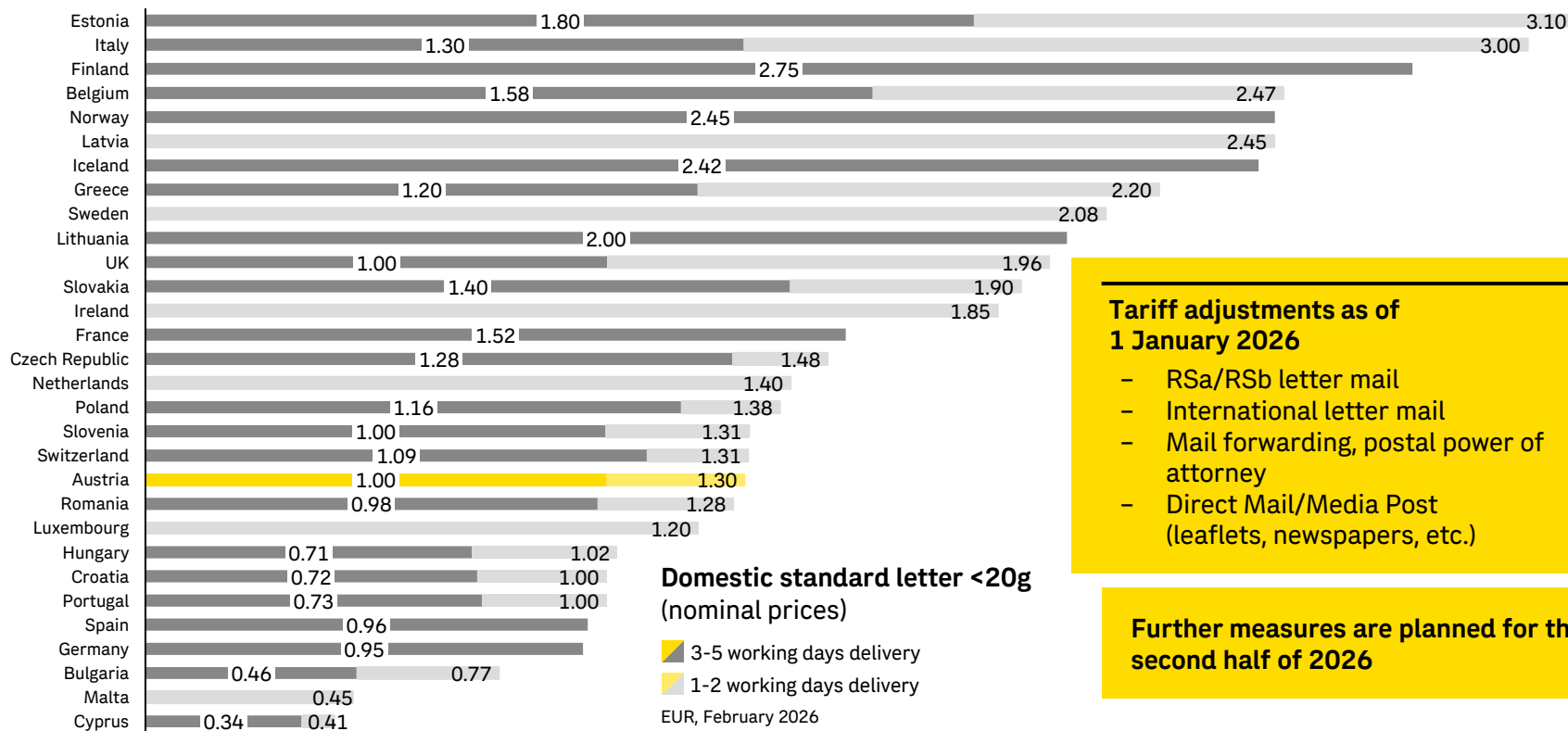


Mail Revenue

EUR m



1 POSTAGE RATES: AUSTRIA IN THE LOWER THIRD OF EUROPE



Tariff adjustments as of 1 January 2026

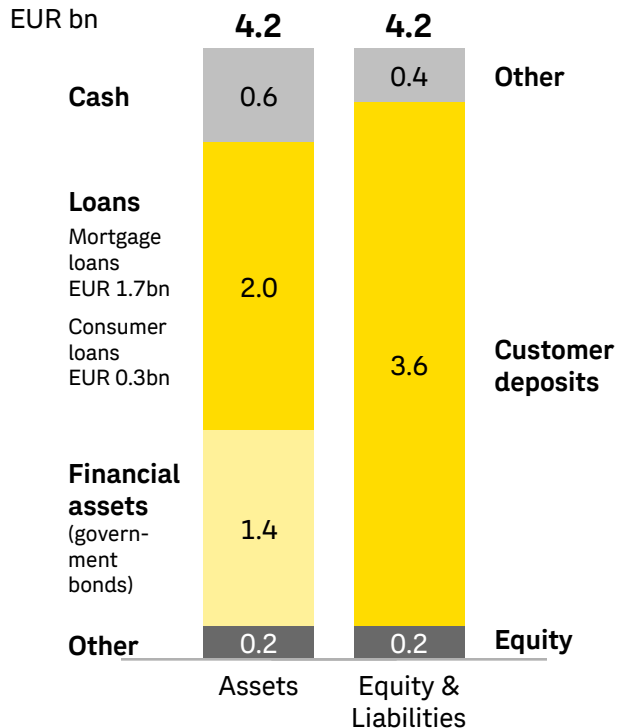
- RSa/RSb letter mail
- International letter mail
- Mail forwarding, postal power of attorney
- Direct Mail/Media Post (leaflets, newspapers, etc.)

Further measures are planned for the second half of 2026

1 ONGOING POSITIVE DEVELOPMENT OF BANK99

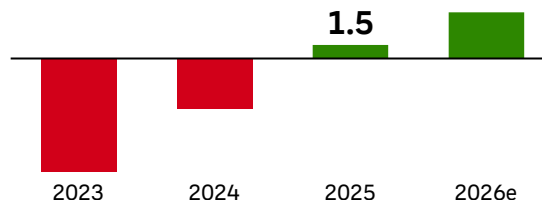


bank99 balance sheet total as at 31.03.2026



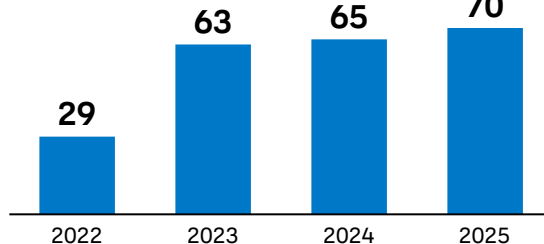
Break-even achieved after 5 years

Bank99 earnings in IFRS (EUR m)



bank99 Net interest income

EUR m



Highlights/ Next steps in 2026

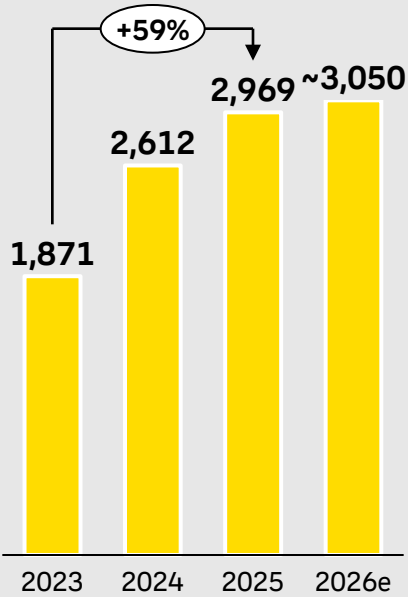
- Very good Q1 2026 business development (EBIT of EUR 2.6m)
- Wide range of stocks and ETFs from summer 2026
- Current account offering for SMEs from Q3 2026
- Further expansion of the product range for housing finance

1 24/7 SELF-SERVICE SOLUTIONS INCREASINGLY POPULAR IN AUSTRIA



Successful network rollout through expansion of postal points

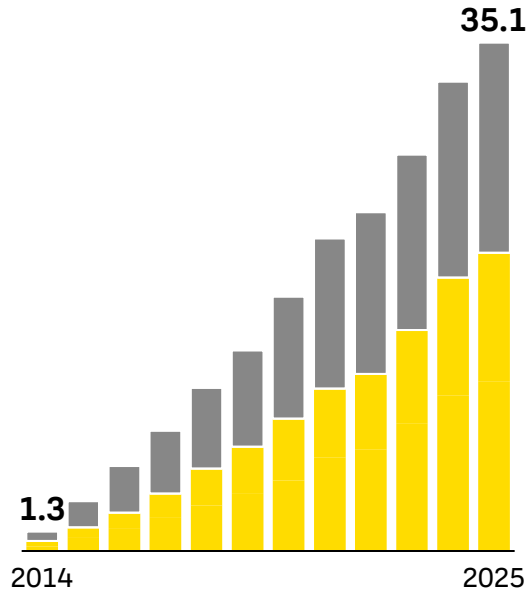
(Branches, postal partners, post stations)



Extensive use by customers

(millions of items)

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



1 MOBILE PHONE PACKAGE YELLOW SUCCESSFULLY LAUNCHED

YELLOW



MOBILE PHONE
RATES



HARDWARE



Reliable
network
quality of a
major provider



LAUNCH ON
1 APRIL 2026



Favourable
rates without a
binding
contract



INTERNET
RATES

+

ADDITIONAL
PACKAGES

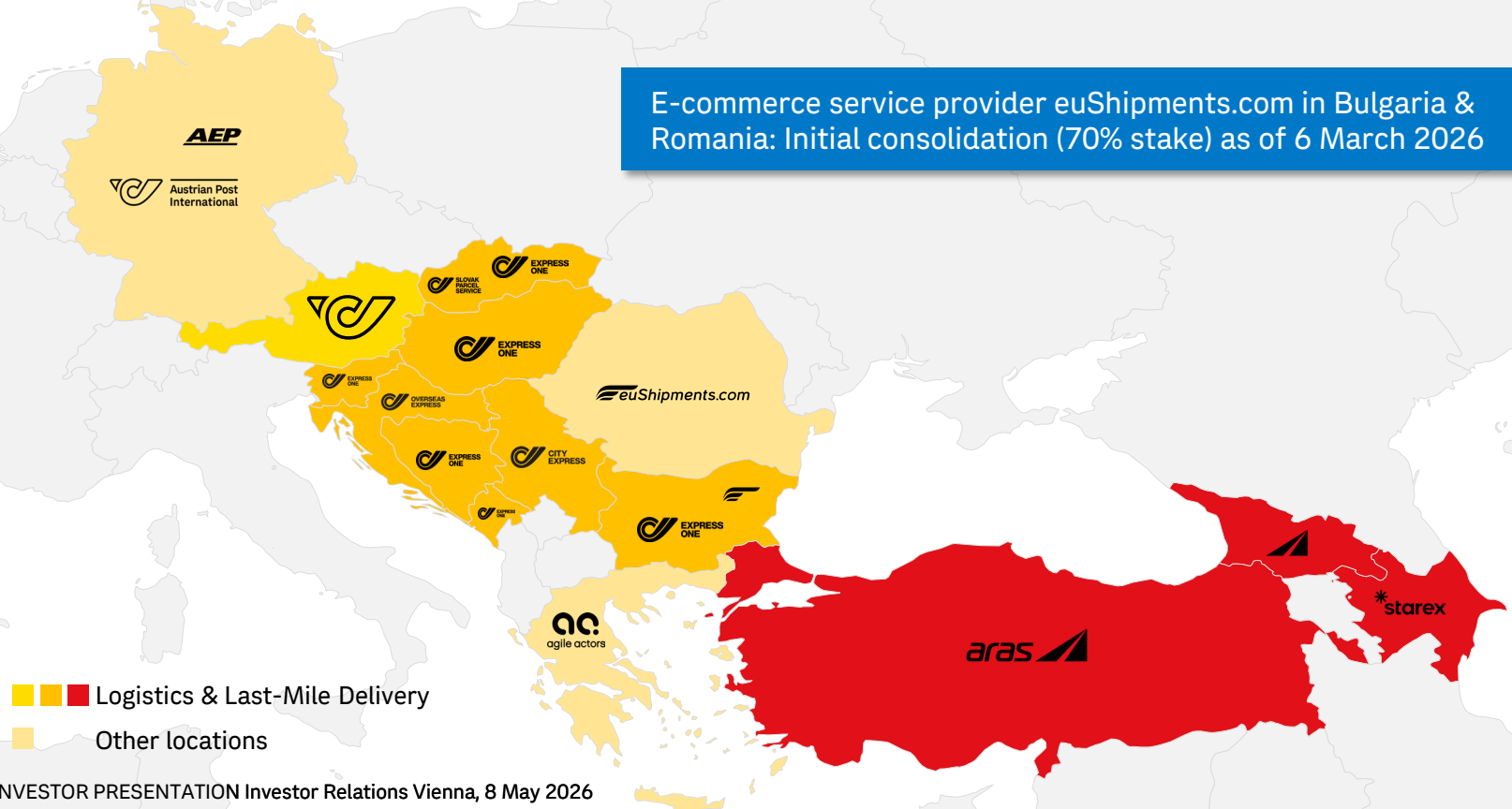


Consulting and
service close
to customers

2 INTERNATIONAL PRESENCE OF THE AUSTRIAN POST GROUP



E-commerce service provider euShipments.com in Bulgaria & Romania: Initial consolidation (70% stake) as of 6 March 2026

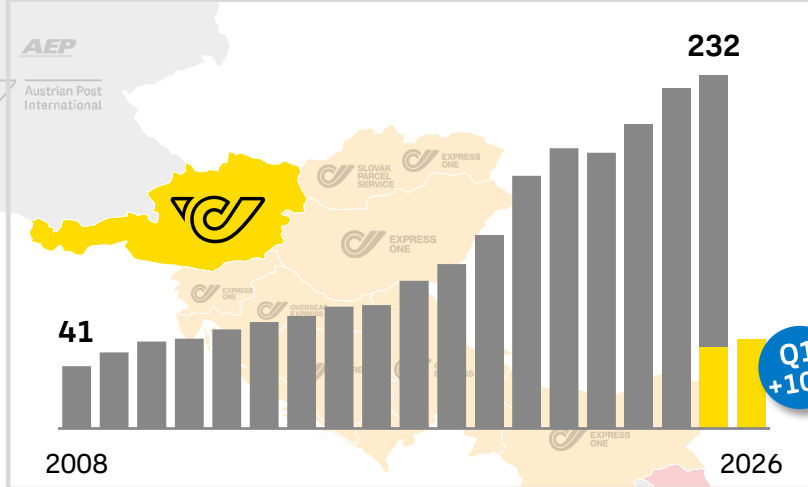


Logistics & Last-Mile Delivery
Other locations

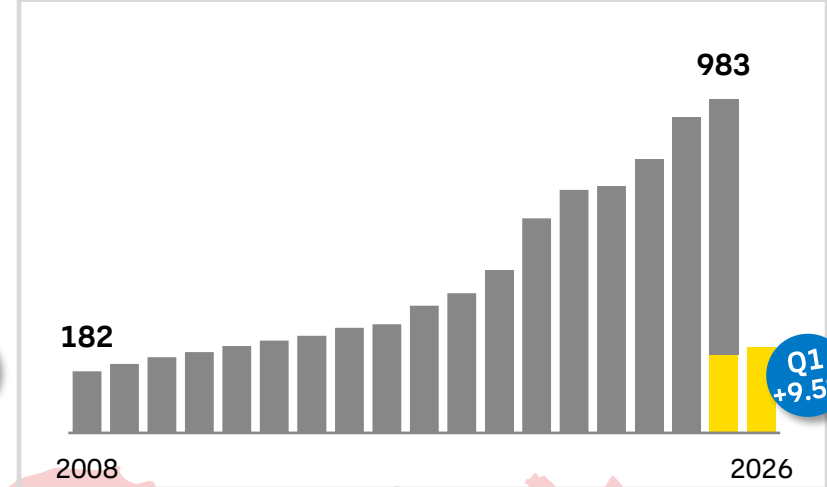
2 E-COMMERCE & LOGISTICS: STRONG GROWTH IN AUSTRIA



Parcel volumes
millions of items

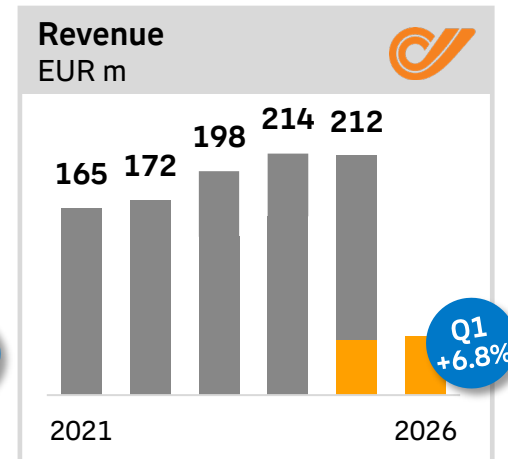
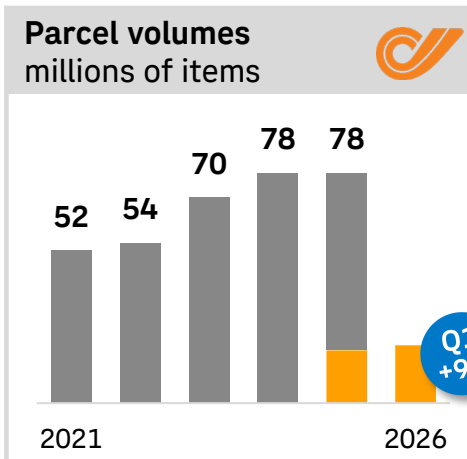


Revenue
EUR m



- Solid growth from clients in Austria, EU and Asia
- New customer acquisitions in Q1 2026 e.g., Vinted, KoRo, Waterdrop
- Transition to a functional sales structure

2 E-COMMERCE & LOGISTICS: INCREASE IN CEE/SEE PARCEL VOLUMES



- Strong parcel growth of 9% in Q1 2026
- Increased volume of parcels from Asia
- Intense competitive pressure

2 E-COMMERCE & LOGISTICS: STRONG COMPETITION IN TÜRKIYE



- Revenue continues to be impacted by inflation and the exchange rate; intense competition on the Turkish market
- Q1 2026 revenue up by 20% to TRY 6.4 bn (in Euro: -2.7% to EUR 127.6m)
- Restrictive import rules for parcels from Asia have led to a drop in volumes of around 5%
- Expansion into Azerbaijan as well as to Georgia and Uzbekistan with Turkish e-commerce shippers

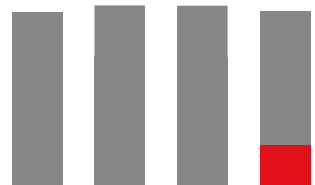


Parcels & documents

millions of items



198 206 206 200

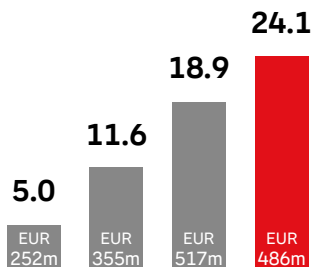


2022

2026

Revenue

TRY bn

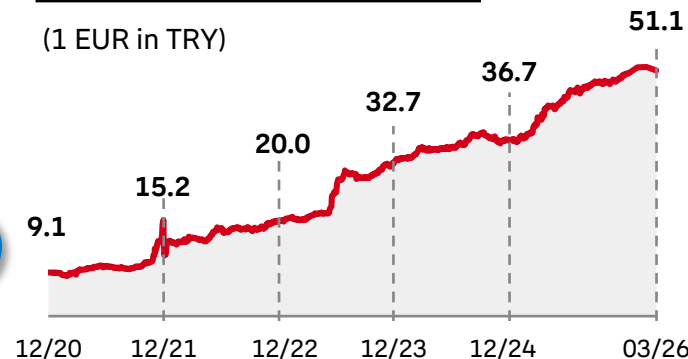


2022

2026

FX rate of the Turkish Lira

(1 EUR in TRY)



2 NEW IN GROUP LOGISTICS SOLUTIONS: E-COMMERCE-PROVIDER EUSHIPMENTS.COM AS OF 6 MARCH 2026



- Part of Austrian Post Group since March 2026
- Revenue contribution of EUR 5m for March 2026
- Revenue of about EUR 55m expected in 2026

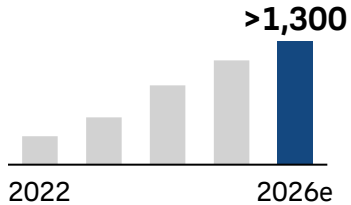
One single integration and contract for all services and destinations



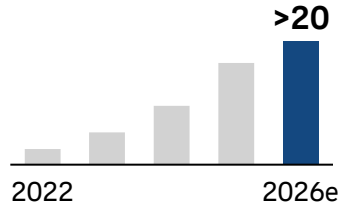
Own fulfilment centres



Active customers
Number



Parcels
millions of items



Direct e-shop connectivity with platforms



Fulfilment: 9 proprietary cargo and logistics centres



Consolidation and shipping



Transport and invoicing



Returns management (incl. logistics)

FINANCIAL OVERVIEW Q1 2026



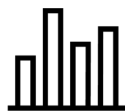
Revenue
EUR 771m

Solid revenue development: +0.9% vs Q1 2025



EBITDA
EUR 94m
EBIT
EUR 37m

Earnings decline in Q1 2026 as expected:
- EBITDA down by EUR 8m to EUR 94m
- EBIT decline of EUR 12m to EUR 37m



Balance Sheet
EUR 6.6bn

Stable balance sheet with low debt
(Financial debt to EBITDA_{12m} of 0.3x)
Logistics equity capital ratio of 27%



Cashflow
EUR 73m

Strong operating free cash flow

ADJUSTMENTS TO SEGMENT REPORTING FROM 1 JANUARY 2026



Segment reporting
until 31 December 2025

Mail

Parcel &
Logistics

Retail &
Bank



Segment reporting
as of 1 January 2026



Mail, Retail
& Services



E-Commerce
& Logistics



Bank

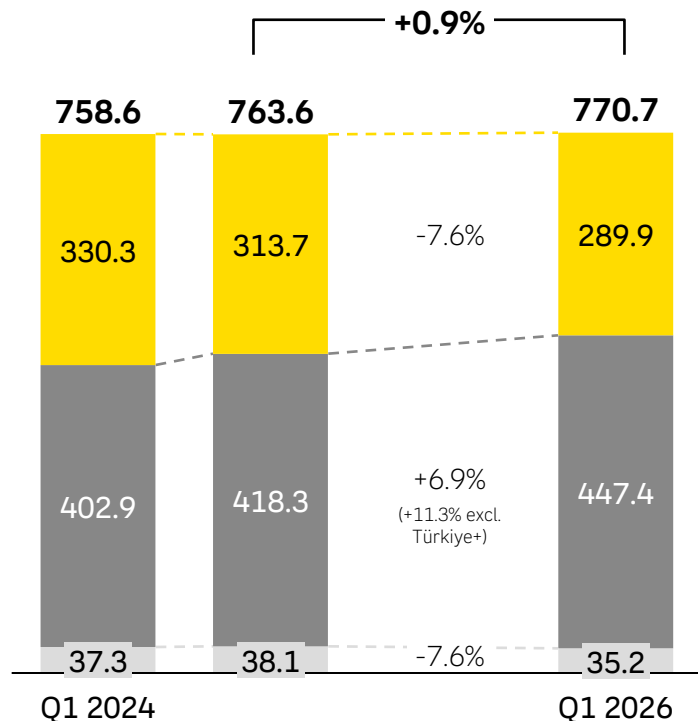
INCLUDING RETAIL SERVICES
AND TELECOMMUNICATIONS

BANK99

Q1 2026 REVENUE OF EUR 771M



Revenue development EUR m



Adjusted to the new segment structure from 1 January 2026

INVESTOR PRESENTATION Investor Relations Vienna, 8 May 2026

Mail, Retail & Services



- Q1 2026 revenue down by 7.6% from the prior-year quarter
- Product and pricing measures could not offset volume declines
- Revenue decline of approx. EUR 7m due to end of the previous Telekom sales cooperation

E-Commerce & Logistics



- Revenue in Q1 2026 up by 6.9% from the previous year
- Austria: +9.5% in Q1 2026
- Türkiye+: -2.7% in Q1 2026 (much lower volumes from Asia)
- CEE/SEE: +6.8% in Q1 2026
- Initial consolidation of euShipments.com as of 6 March 2026

Bank



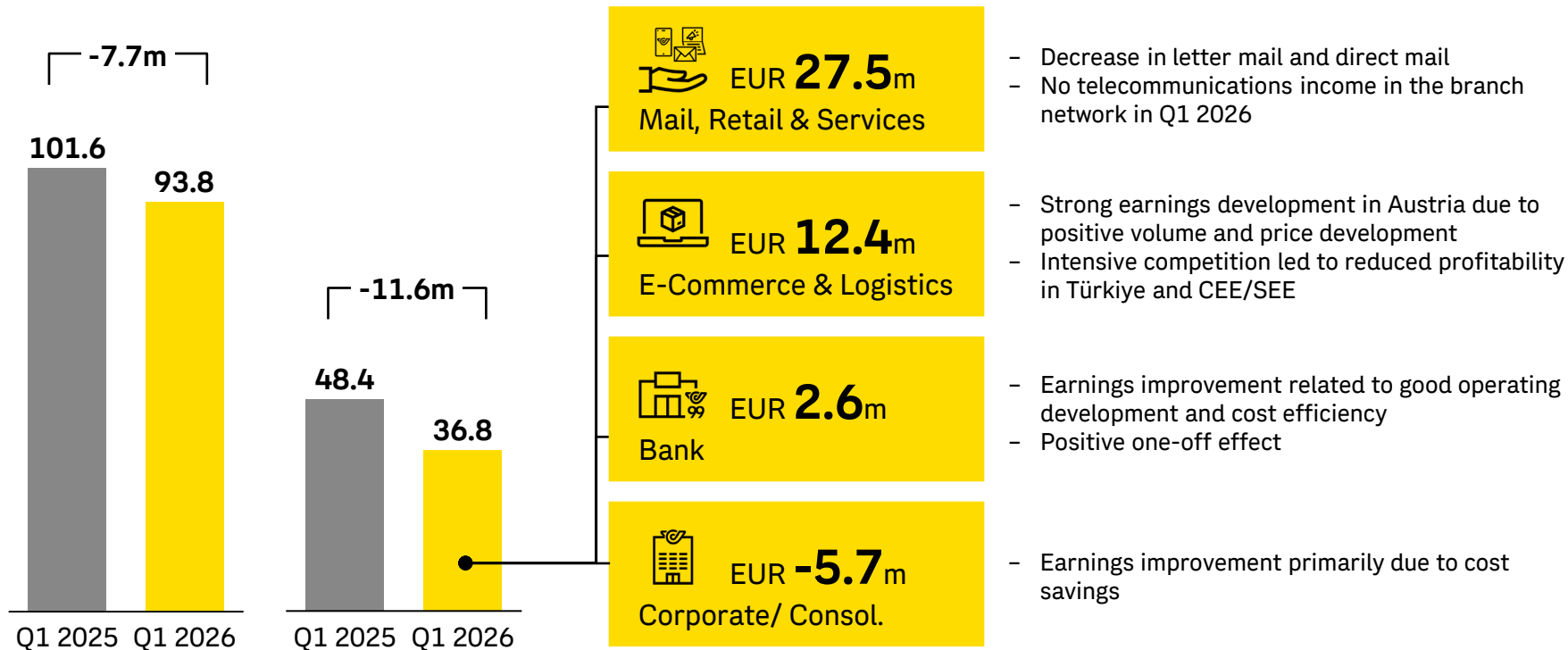
- Income from Financial Services down by EUR 2.9m from Q1 2025
- Net interest income improved by EUR 3m

EARNINGS DECLINE IN THE FIRST QUARTER OF 2026 AS EXPECTED



EBITDA
EUR m

EBIT
EUR m



- Decrease in letter mail and direct mail
- No telecommunications income in the branch network in Q1 2026

- Strong earnings development in Austria due to positive volume and price development
- Intensive competition led to reduced profitability in Türkiye and CEE/SEE

- Earnings improvement related to good operating development and cost efficiency
- Positive one-off effect

- Earnings improvement primarily due to cost savings

Adjusted to the new segment structure from 1 January 2026

INVESTOR PRESENTATION Investor Relations Vienna, 8 May 2026

KEY INCOME STATEMENT INDICATORS



EUR m	Q1 2025	Q1 2026	%	Δ
Revenue	763.6	770.7	0.9%	7.1
Other operating income	32.0	32.0	0.0%	0.0
Raw materials, consumables and services used	-222.0	-234.9	-5.8%	-12.9
Expenses for financial services	-12.9	-8.7	32.8%	4.2
Staff costs	-360.2	-367.8	-2.1%	-7.6
Other operating costs	-102.6	-102.1	0.5%	0.5
At equity consolidation	1.0	1.3	33.9%	0.3
Net monetary gain	2.8	3.3	18.7%	0.5
EBITDA	101.6	93.8	-7.6%	-7.7
<i>EBITDA margin</i>	<i>13.3%</i>	<i>12.2%</i>	-	-
Depreciation, amortisation and impairment	-53.2	-57.0	-7.3%	-3.9
EBIT	48.4	36.8	-23.9%	-11.6
<i>EBIT margin</i>	<i>6.3%</i>	<i>4.8%</i>	-	-
Financial result	2.3	-14.2	<-100%	-16.5
Income tax	-11.1	-7.3	34.3%	3.8
Profit for the period	39.6	15.3	-61.3%	-24.3
Earnings per share (EUR)	0.56	0.22	-60.8%	-0.34

Top line slightly positive despite challenging economic conditions

Increased transport costs due to rising volumes as well as higher fuel costs in Türkiye; Austria: majority of energy supply is generated from alternative sources

Wage increases of 2.80% mandated by collective agreements in Austria as of 1 July 2025; expansion of the scope of consolidation

Strict cost discipline

Option 20% Aras Kargo: Volatile valuation effect of financial parameters (inflation and FX rate) have resulted in a loss of EUR 8.4m (EUR +4.4m in previous year)

Income tax rate of 32.2% related to expenses for the option valuation which are not tax-deductible



MAIL, RETAIL & SERVICES DIVISION: KEY INCOME STATEMENT INDICATORS



EUR m	Q1 2025 ¹	Q1 2026	%	Δ
Revenue	313.7	289.9	-7.6%	-23.8
• Letter Mail & Business Solutions	191.6	178.8	-6.7%	-12.8
• Direct Mail & Media Post	107.9	103.8	-3.8%	-4.1
• Branch Services & Telecommunications	14.2	7.3	-48.3%	-6.9
Revenue intra-Group	15.4	16.0	3.7%	0.6
Total revenue	329.1	305.9	-7.1%	-23.2
EBIT	37.4	27.5	-26.4%	-9.9
<i>EBIT margin²</i>	<i>11.4%</i>	<i>9.0%</i>	-	-

Revenue decline due to digitalisation efforts among public and private clients

Revenue decline mainly in the addressed segment; only slight decline in unaddressed mail

No telecommunications income in Q1 2026 (Q1 2025: approx. EUR 7m)

¹ Adjusted to the new segment structure from 1 January 2026

² EBIT margin in relation to total revenue

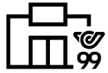


E-COMMERCE & LOGISTICS DIVISION: KEY INCOME STATEMENT INDICATORS



EUR m	Q1 2025	Q1 2026	%	Δ	
Revenue	418.3	447.4	6.9%	29.1	Strong parcel development (+10%) in Austria
• Austria	229.2	251.1	9.5%	21.9	
• Türkiye+	131.1	127.6	-2.7%	-3.5	Increase of 9% in CEE/SEE volumes and a 2% rise in Türkiye+: decline of Asian B2C volumes due to regulatory restrictions in Türkiye
• CEE/SEE	49.0	52.3	6.8%	3.3	
• Group Logistics Solutions	13.1	19.8	51.3%	6.7	
• Consolidation	-4.1	-3.4	16.4%	0.7	Initial consolidation of euShipments.com as of 6 March 2026
Revenue intra-Group	4.4	4.6	5.2%	0.2	
Total revenue	422.7	452.0	6.9%	29.3	Strong competitive and margin pressure in CEE/SEE and Türkiye+
EBIT	18.6	12.4	-33.3%	-6.2	
<i>EBIT margin¹</i>	<i>4.4%</i>	<i>2.7%</i>	-	-	

¹ EBIT margin in relation to total revenue



BANK DIVISION: KEY INCOME STATEMENT INDICATORS



EUR m	Q1 2025 ¹	Q1 2026	%	Δ
Revenue	38.1	35.2	-7.6%	-2.9
• Income from Financial Services	38.1	35.2	-7.6%	-2.9
Revenue intra-Group	0.0	0.0	n.a.	0.0
Total revenue	38.1	35.2	-7.6%	-2.9
EBIT	-0.6	2.6	>100%	3.2
<i>EBIT margin²</i>	-	<i>7.3%</i>	-	-

Decrease in interest income due to the lower key interest rate vs. Q1 2025

Earnings positively impacted due to absence of IT migration costs and a leaner cost structure

Strong business development and interest rate climate; positive one-off effect

¹ Adjusted to the new segment structure from 1 January 2026

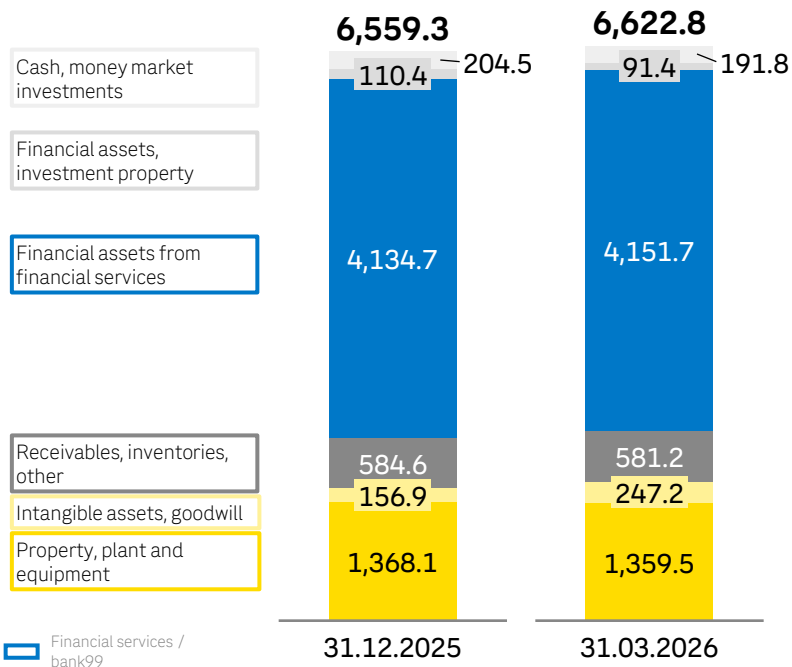
² EBIT margin in relation to total revenue

SOLID BALANCE SHEET AND FINANCING STRUCTURE



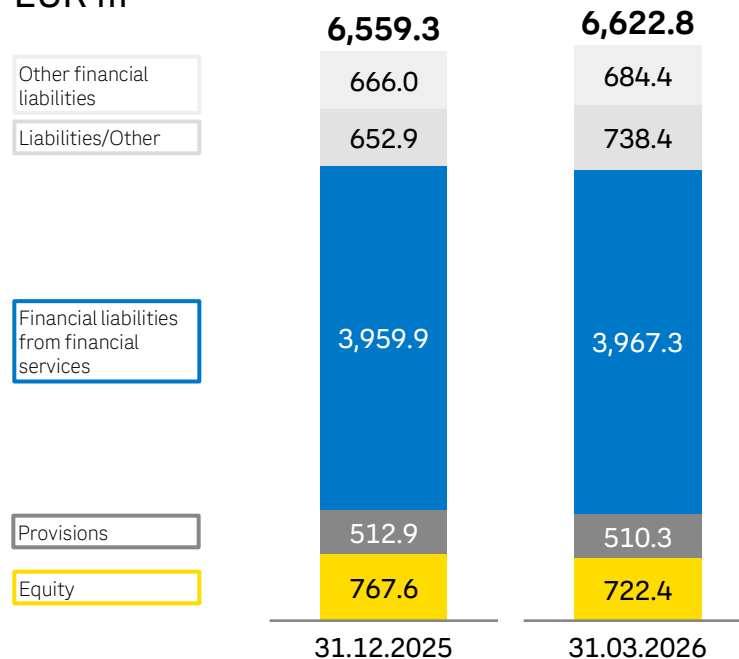
ASSETS

EUR m



EQUITY & LIABILITIES

EUR m



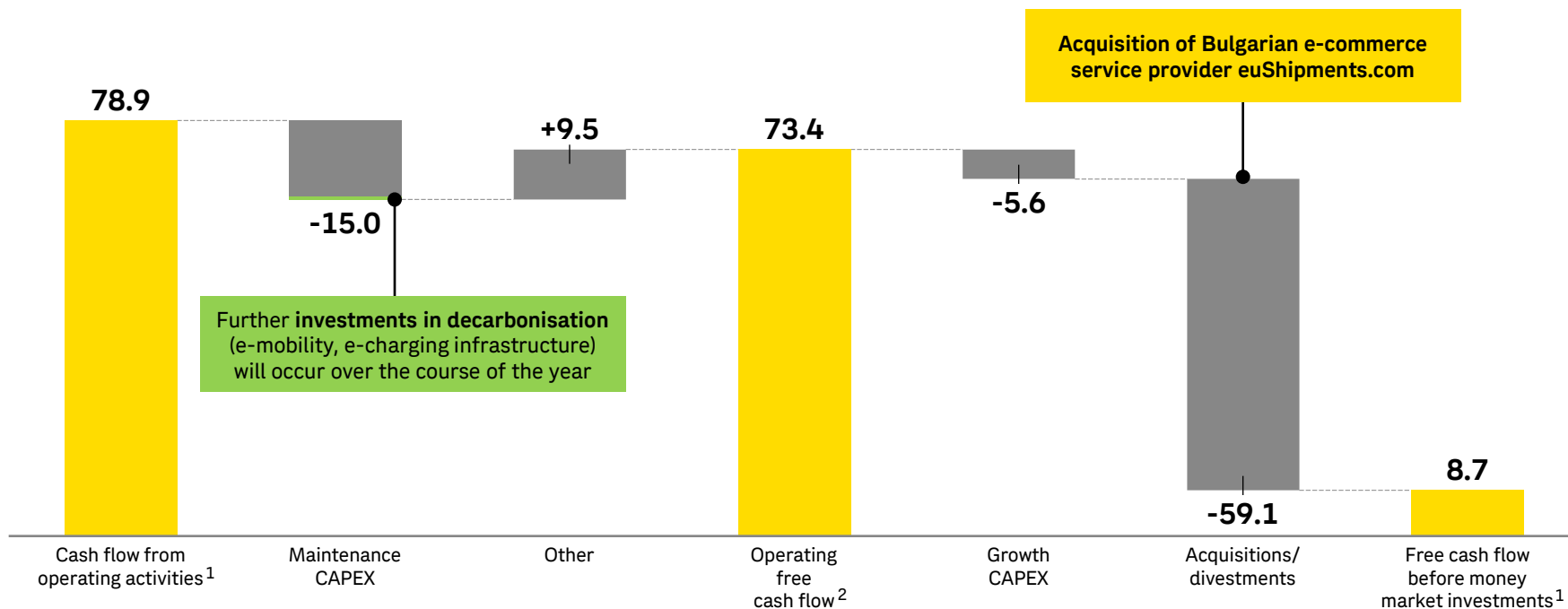
Financial debt	EUR 124.2m
Financial debt incl. IFRS 16	EUR 492.5m
Financial debt/EBITDA _{12m}	0.3x
Financial debt incl. IFRS 16/EBITDA _{12m}	1.2x

Financial services / bank99

OPERATING FREE CASHFLOW OF EUR 73 MILLION IN Q1 2026



EUR m



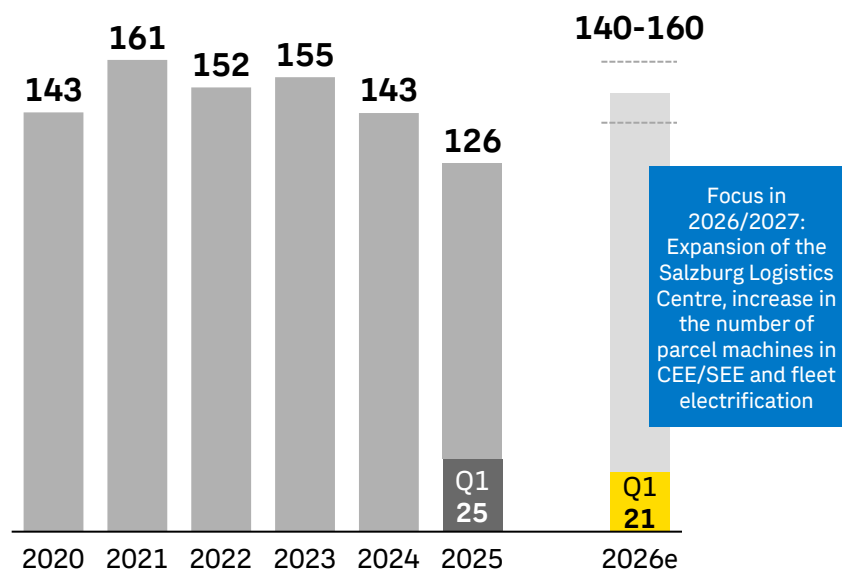
¹ Before core banking assets (CBA) and funds held temporarily

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

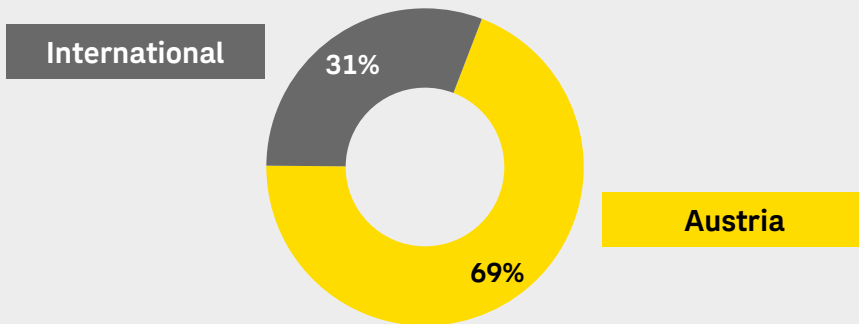
AUSTRIAN POST'S INVESTMENT PROGRAMME



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



Investments – Regional split Q1 2026¹



¹ Core investments excl. IFRS 16

OUTLOOK FOR 2026



Market environment



- **Mail:** Volume decline due to the ongoing digitisation trend
- **Parcels:** Volume increase against the backdrop of intense competition; uncertainties due to regulatory restrictions on international trade flows as well as geopolitical conflicts

Revenue



- **Group:** Slight revenue increase predicted for 2026
- **Mail:** Revenue decline in the mid single digit range
 - New in 2026: Branch services revenue of about EUR 35m incl. development of the in-house mobile phone brand YELLOW (reduced revenue of about EUR 20m from the previous telecommunications sales cooperation)
- **E-Commerce:** Revenue growth in the upper single digit range
 - New company euShipments.com consolidated since 6 March 2026
 - Regulatory restrictions on international shipments (B2C) are foreseeable (tariffs)
- **Bank:** Income from Financial Services slightly above the prior-year level

Investments



- CAPEX in property, plant and equipment of EUR 140m-160m in 2026; focus on the expansion and modernisation of the Salzburg Logistics Centre, expansion of parcel machines in CEE/SEE as well as the further electrification of the vehicle fleet

Earnings



- Broadly stable earnings development targeted for 2026 in line with recent years (depending on the TRY/EUR exchange rate)
- Seasonal revenue and earnings development expected with a weaker H1 and stronger H2
- H1 2026 is particularly impacted by:
 - Transition from previous telekom sales collaboration to own mobile phone brand YELLOW
 - Challenging market environment in CEE/SEE
 - Reduced parcel volumes from Asia result in competitive and margin pressure in Türkiye

CONTACT



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Financial calendar 2026

07 August 2026

12 November 2026

Half-Year Financial Report 2026

Interim Report Q1-3 2026

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