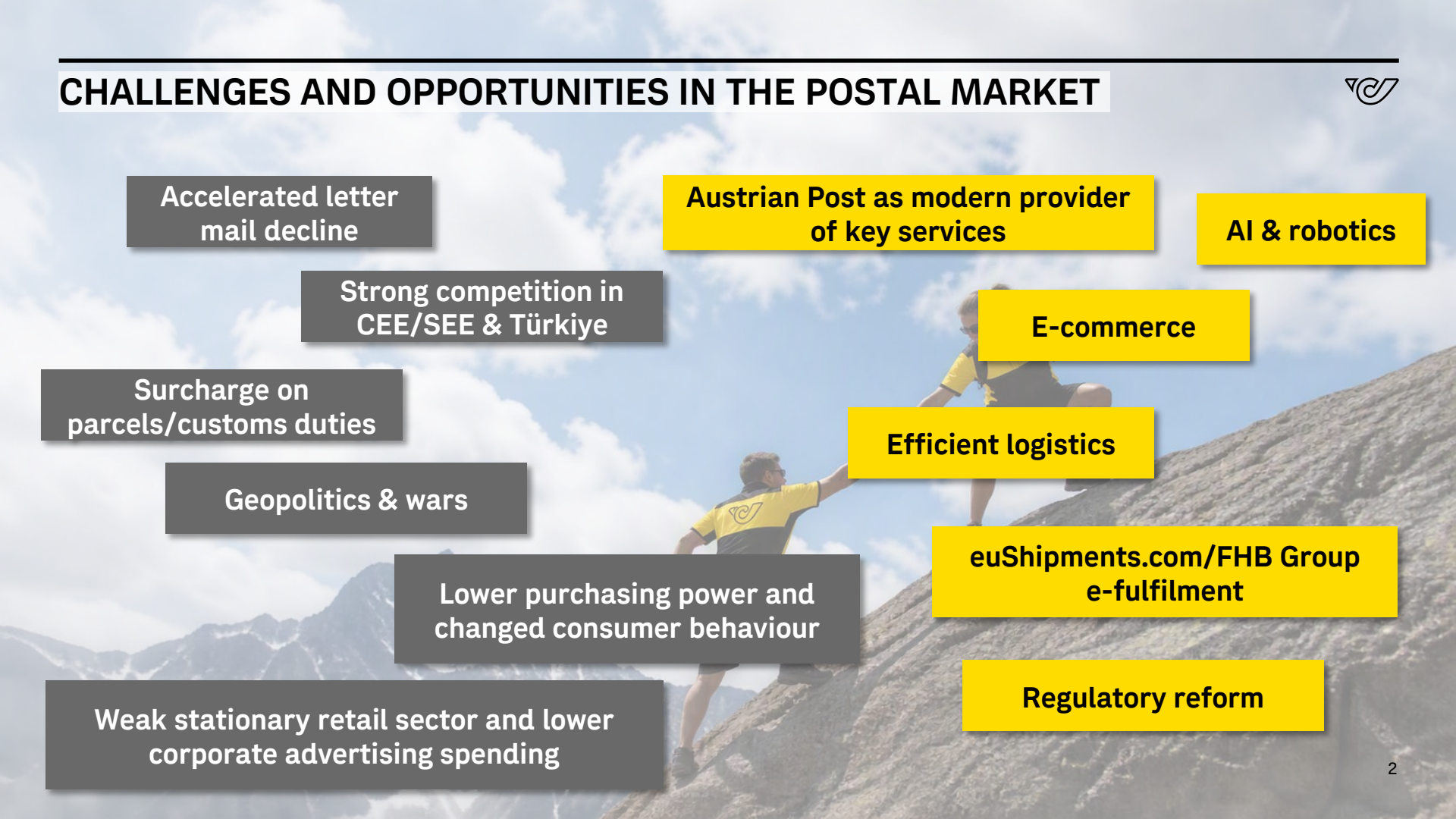



# AUSTRIAN POST INVESTOR PRESENTATION Q1-3 2026

**Walter Oblin, CEO**
**Barbara Potisk-Eibensteiner, CFO**
Vienna, 12 November 2026

# CHALLENGES AND OPPORTUNITIES IN THE POSTAL MARKET



# CHALLENGING DEVELOPMENT IN THE FIRST THREE QUARTERS; EARNINGS INCREASE SUPPORTED BY ONE-OFF EFFECTS IN Q3



## Mail, Branch & Services

- Declining volume development due to ongoing digitisation
- Product/pricing effects have a positive impact
- Favourable development of new branch services: YELLLOW grows, Post ENERGIE powered by VERBUND launched



## E-Commerce & Logistics

- Strong parcel volume growth in Austria in H1, development in H2 significantly dampened by new parcel fees
- Intense competition and margin pressure in CEE/SEE and Türkiye
- Logistics Solutions: Strong demand for e-commerce fulfilment solutions



## Bank

- Profitable growth strategy
- Interest rate environment supports solid performance of bank99

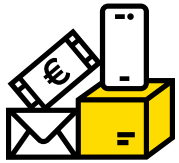


## Group

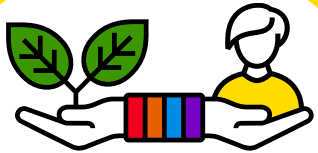
- Q1-3 2026 **revenue** up by 4.3% to EUR 2,306.8m (Q3 +5.3% to EUR 762.8m)
- Earnings of EUR 64.4m in Q3 including **one-off effects** (Net positive effect of about EUR 25m)
  **positive**: reversal of provisions for compensation payments for social contributions
  **negative**: impairment on non-current assets in CEE/SEE
- Q1-3 earnings of EUR 137.7m (+1.8%) including one-off effects

# 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



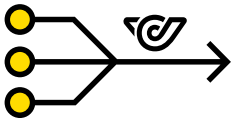
**SUSTAINABILITY, CUSTOMER & CULTURE**
Sustainability-oriented, customer-driven, and people-focused company

2



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

3

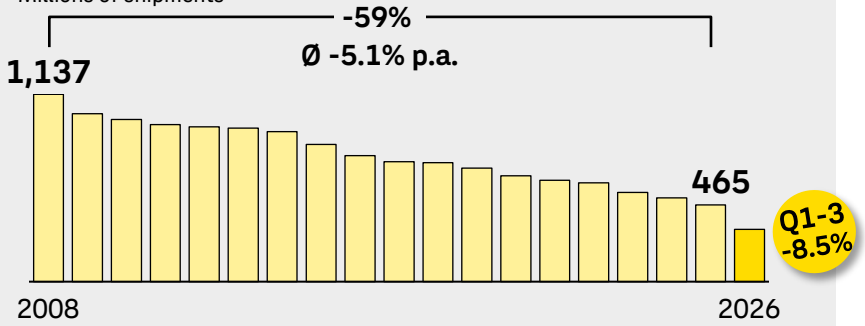


**ONE GROUP – OPERATIONALLY EXCELLENT**
Efficiency- and technology-focused integrated group

# 1 ONGOING STRUCTURAL CHANGE IN LETTER/DIRECT MAIL IN AUSTRIA

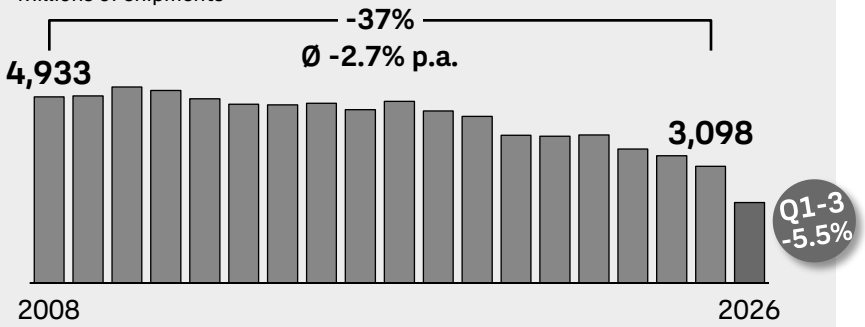
## Letter Mail volumes

Millions of shipments



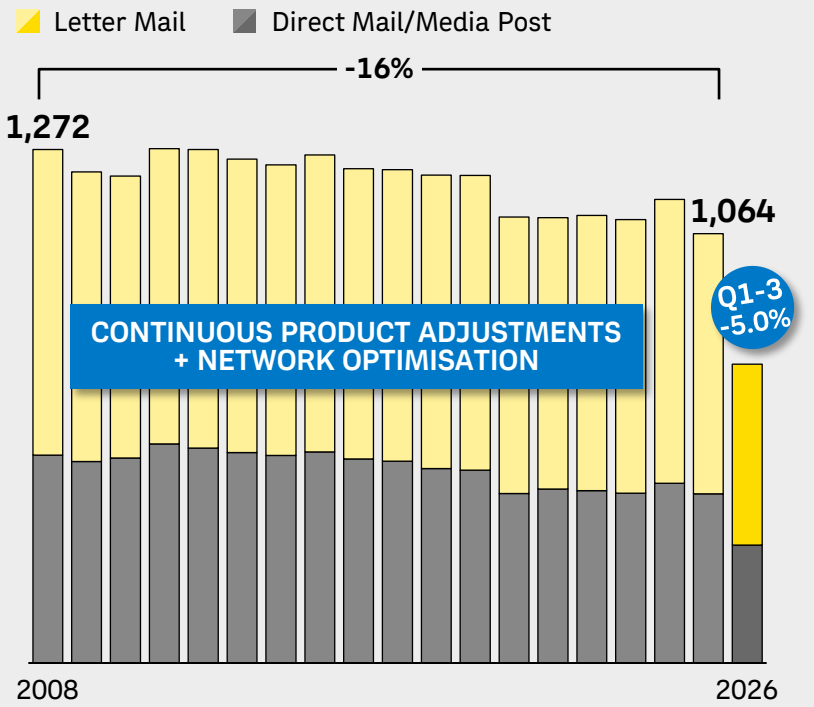

## Direct Mail/Media Post volumes

Millions of shipments

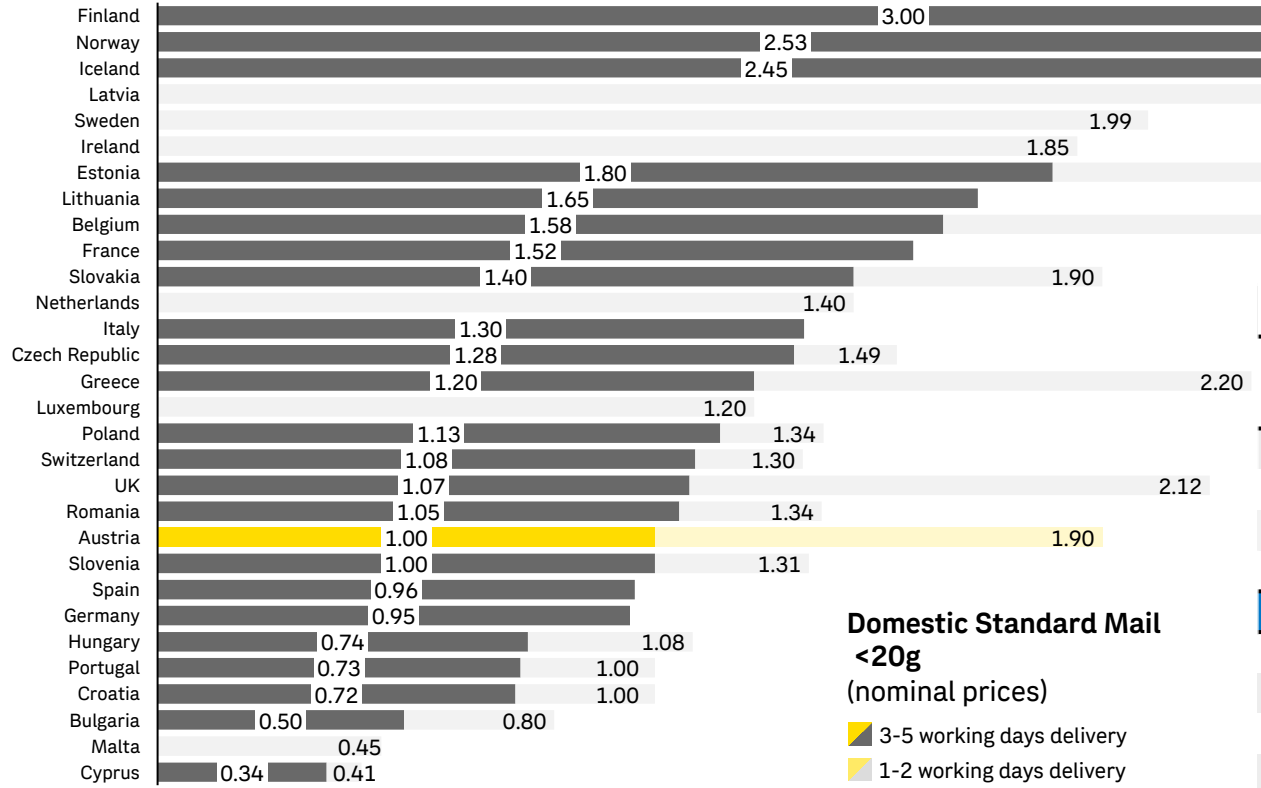



## Mail Revenue

EUR m



# 1 PRICE ADJUSTMENT FOR PREMIUM MAIL: MODERATE LEVEL BY EUROPEAN STANDARDS




**Domestic Standard Mail <20g**
(nominal prices)

3-5 working days delivery
1-2 working days delivery

EUR, August 2026

**NEW PREMIUM RATES SINCE 1/8/2026**

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

# 1 POST & BEYOND: A MODERN PROVIDER OF KEY SERVICES

## Always there when you need us.

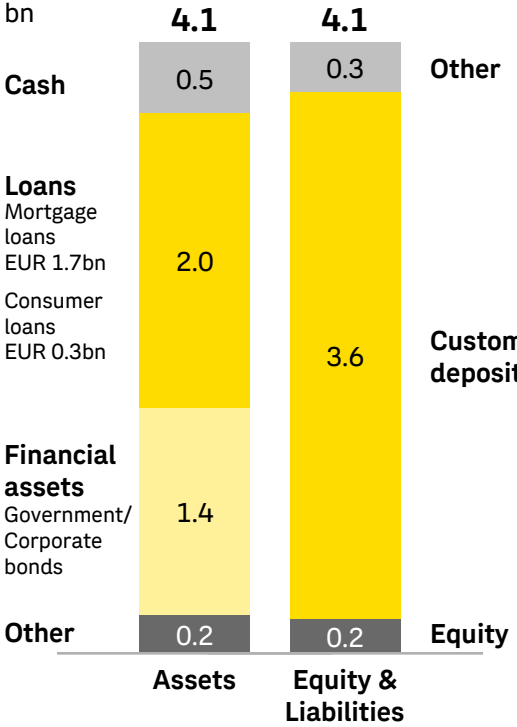
Today, Austrian Post is much more than just a mail and parcel delivery service.
With its offerings of postal services, bank99, YELLLOW and Post ENERGIE powered by VERBUND, it supports people in many aspects of their daily lives.



# 1 CONTINUED POSITIVE DEVELOPMENT OF BANK99

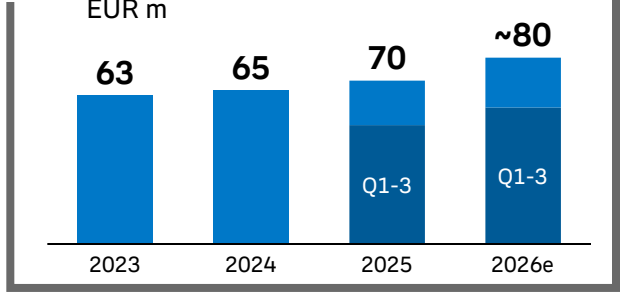
## bank99 balance sheet total as at 30/09/2026

EUR bn



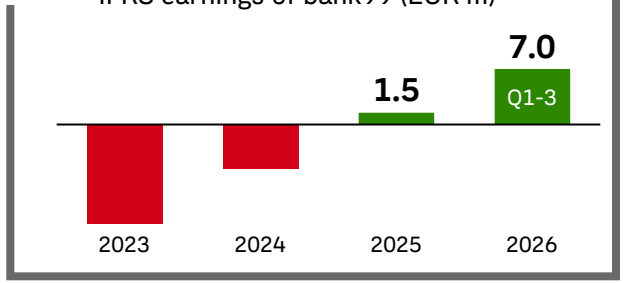

## bank99 net interest income

EUR m




## Positive earnings trend

IFRS earnings of bank99 (EUR m)




## Highlight Q3 2026

- Successful market launch of depot99




## Next Steps

- Start of business99
- Expansion of mortgage landing

# 1 MOBILE PHONE BRAND YELLOW AND POST ENERGIE FROM A SINGLE SOURCE: ALL IN ONE PLACE - SERVICES FOR YOUR EVERYDAY NEEDS



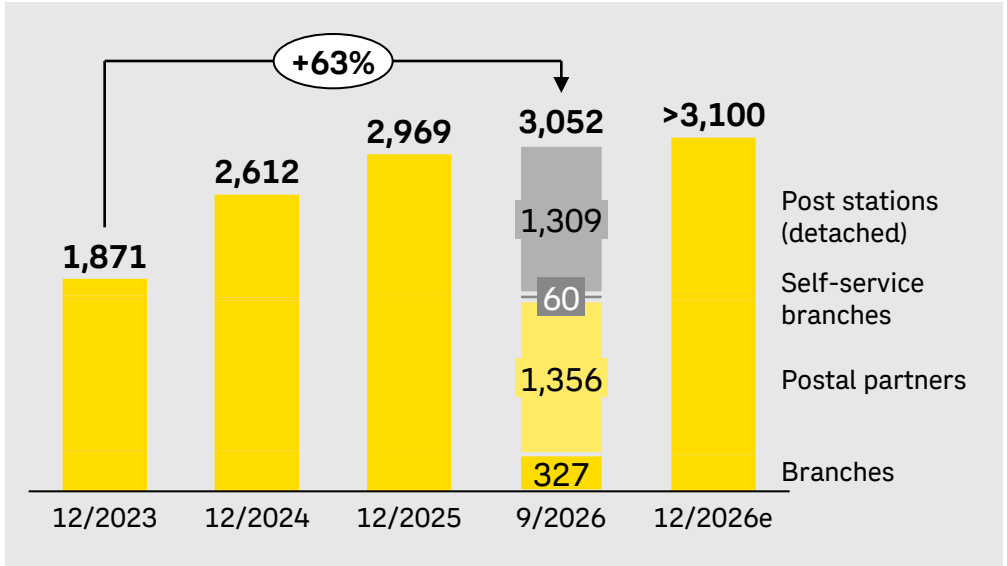

NEW since 9/11/2026

- Attractive **electricity** and **gas tariffs**
- Available at all **post offices** since November
- To be offered at all **postal partners** as of **February 2027**

- **Successful launch** since 1 April 2026
- Customer ramp-up according to plan
- Focus on Christmas season



# 1 ONGOING EXPANSION OF 24/7 SERVICES







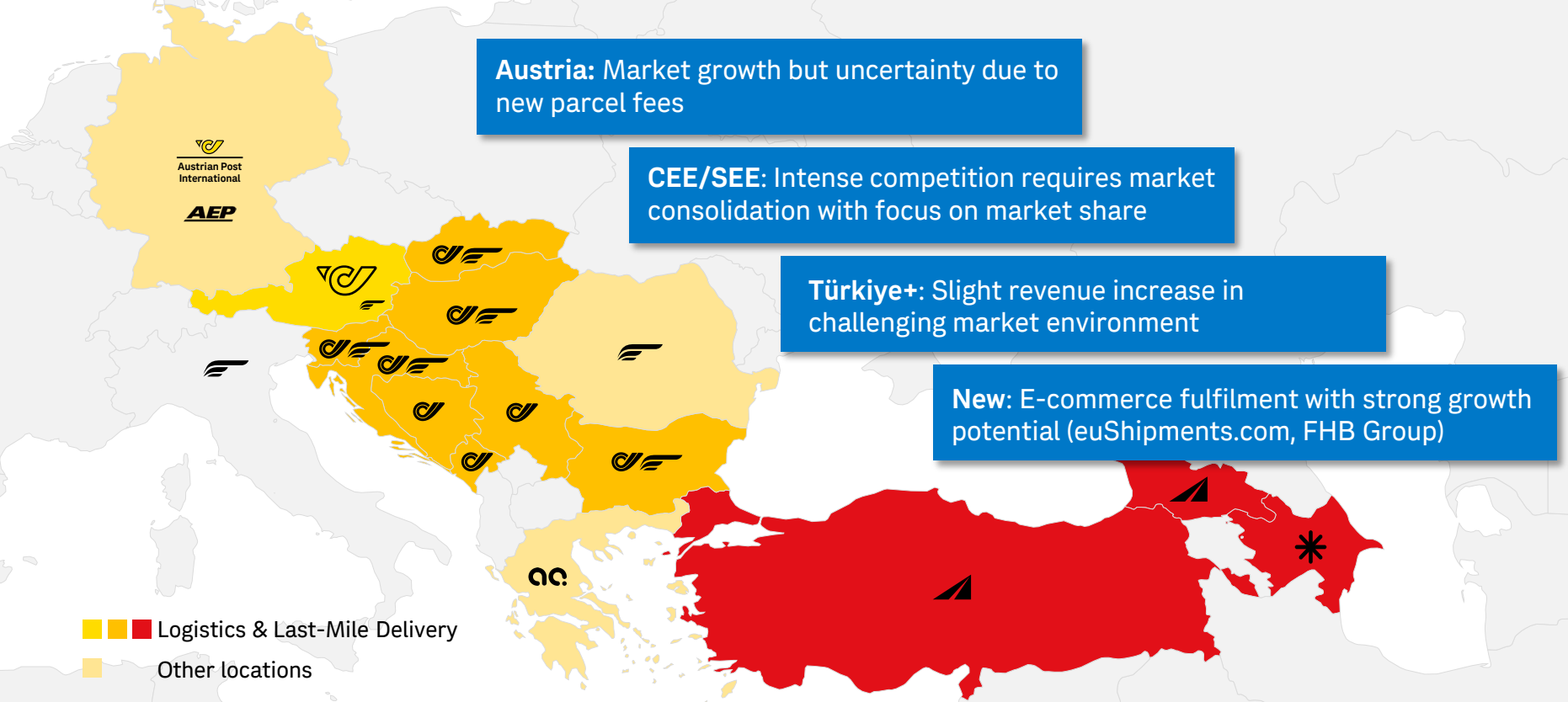






- 82% of Austrians prefer parcel collection at self-service parcel stations
- Customer usage: 6% growth of parcel volumes in Q1-3 2026
- Further expansion of over 10,000 lockers per year from 2027

# 2 FOCUS ON ORGANIC AND INORGANIC GROWTH IN E-COMMERCE




**Austria:** Market growth but uncertainty due to new parcel fees

**CEE/SEE**: Intense competition requires market consolidation with focus on market share

**Türkiye+**: Slight revenue increase in challenging market environment

**New**: E-commerce fulfilment with strong growth potential (euShipments.com, FHB Group)

# INCREASING REGULATORY PRESSURE HAS A NEGATIVE IMPACT ON E-COMMERCE GROWTH

| | Duties/fees | Additional Costs | Potential volume effect in individual regions in the Austrian Post's portfolio |
|---|---|---|---|
|  | **Removal** of the EUR 30 **duty-free threshold** as of February 2026 | | **Türkiye**: up to -5% since January 2026, offset by domestic growth |
|  | **Flat-rate customs duties** for parcels ≤ EUR 150 from non-EU countries as of 1/7/2026 | **EUR 3** + Import VAT per item category | **CEE/SEE**: up to -15% since Q3 2026, only partially offset |
|  | **Processing fee** for items from non-EU countries as of 1/11/2026 | **EUR 2** + Import VAT per item category | **Austria**: up to -10% from Q4 2026, partly offset by market growth |
|  | **Parcel tax** for online retailers and platforms with revenue > EUR 100m as of 1/10/2026 | **EUR 2** + VAT per parcel/order | |

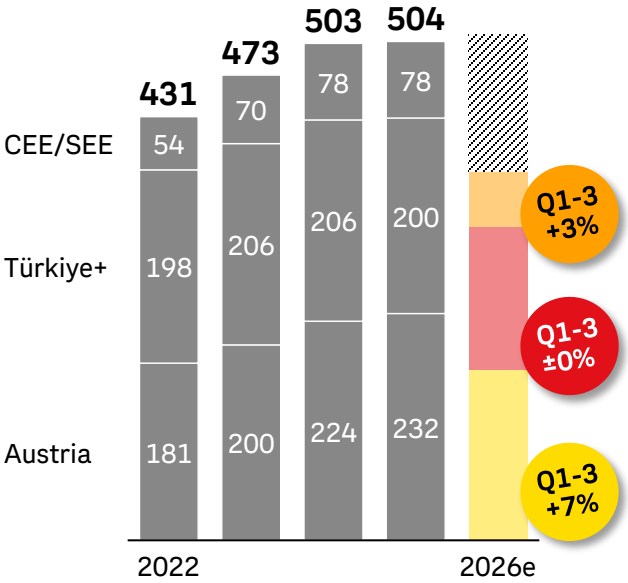
Regulatory measures imply **uncertainty** and **volatility**

**Group**: Potential negative volume effect in Q4 in the upper single-digit range; full-year expected to be positive due to strong H1

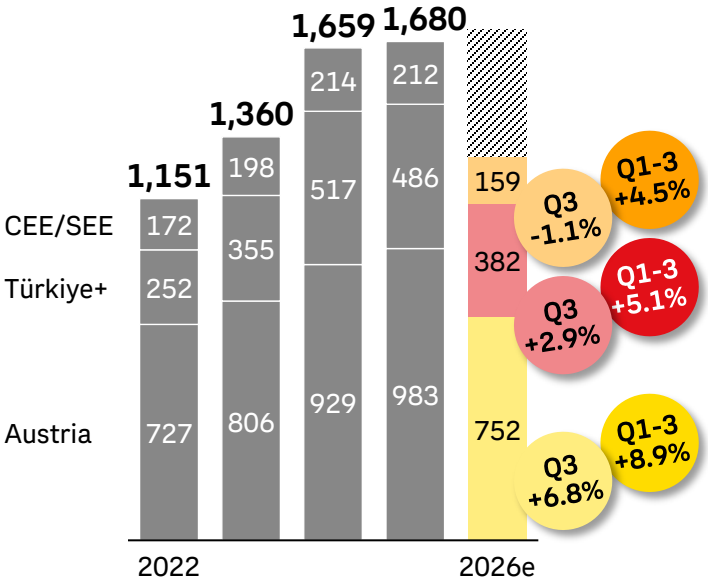
# 2 DEVELOPMENT OF THE PARCEL BUSINESS: STRONG REVENUE GROWTH DESPITE INTENSE COMPETITION

Better. Together.

**Parcel volumes**
millions of items




**Parcel revenue**
EUR m




**CEE/SEE:** Intense competition and volatility of Asian shipment volumes

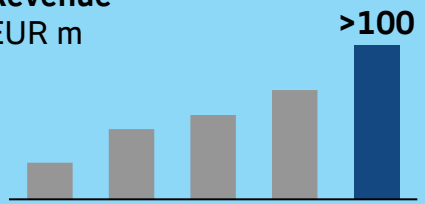
**Türkiye+:** Business operations shaped by competition and inflation

**Austria:** Good growth in Q1–3 2026; Parcel fees in Austria as of 1 October 2026 are expected to further affect customer behaviour

Total figure after intercompany consolidation

# 2 NEW GROWTH AREA: RAMP-UP TO BECOME AN INTEGRATED LOGISTICS PROVIDER FOR CROSS-BORDER E-COMMERCE

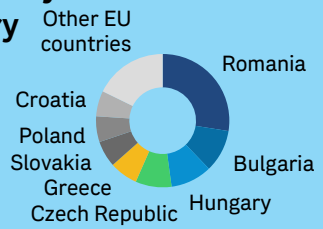
**Revenue**
EUR m







**Parcels by destination country**




**Integration of** euShipments.com / Fulfillment By FHB Group

- Entire e-commerce value chain
- Asset-light business model
- 12 fulfilment locations in 9 countries
- Expertise from digital connectivity and highly automated warehousing to order picking
- European-wide delivery network of local partners
- >25m shipments annually
- >EUR 100m revenue p.a.
- >1,500 customers

# 2 TECHNOLOGY-BASED E-FULFILMENT SOLUTIONS FROM A SINGLE SOURCE WITH EUSHIPMENTS.COM

Over 1,500 customers rely on digital and logistics solutions

ORDER



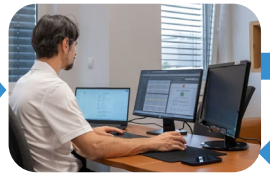
Direct e-shop connectivity



Fulfilment in own logistics centres




Consolidation and shipping



Invoicing




Linehaul-Transport



Returns management (incl. logistics)

LAST-MILE DELIVERY

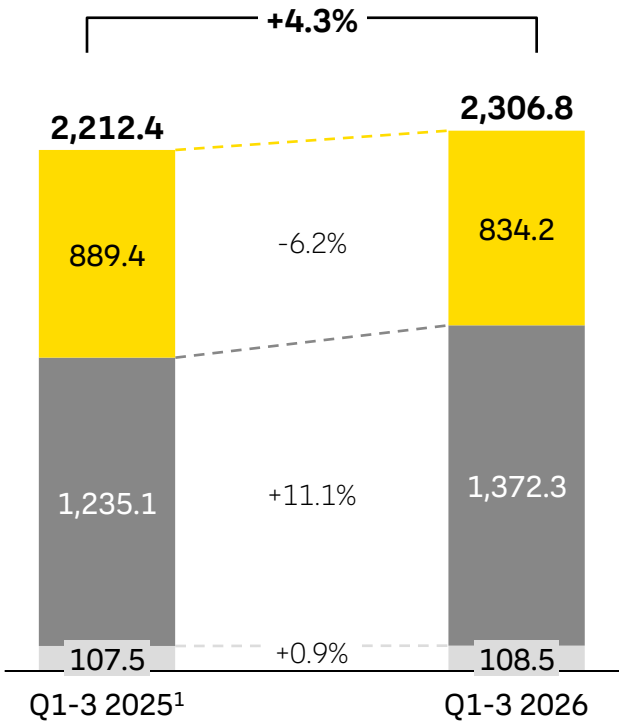
amazon, Etsy, TEMU, ebay, eMAG, Payoneer, Ebury, UniCredit, DHL, GLS, bpost, allegro, skroutz, Global Marketplace, shopify, Revolut, wise, Raiffeisen BANK, paysera, InPost, postnl, dpd, ctt Express, Posteitaliane

# FINANCIAL OVERVIEW

| | |
|---|---|
| **Revenue Q1-3** | Group revenue up by 4.3% to EUR 2,306.8m, including positive contributions from acquisitions |
| **Earnings Q1-3** | Earnings development in Q1-3 supported by one-off effects:<br>– EBITDA rise of EUR 32.8m to EUR 328.0m<br>– EBIT up by EUR 2.4m to EUR 137.7m |
| **Earnings Q3** | EBIT of EUR 64.4m in Q3 2026 vs. EUR 41.2m in Q3 2025 with one-off effects (totalling about EUR +25m)<br>Largest one-off effects:<br>– Reversal of provisions relating to compensation payments for social contributions for civil servants: EUR +47.8m<br>– Impairment of non-current assets in CEE/SEE: EUR -15.0m |
| **Balance Sheet and Cash Flow** | – Solid balance sheet with low leverage through inorganic growth (Financial debt to $EBITDA_{12m}$ of 0.6x)<br>– Robust cash flow as a foundation for sustainable growth and financial stability |

# REVENUE SHOWS POSITIVE TREND: +4.3% TO EUR 2,307M IN Q1-3

**Revenue development**
EUR m




[1] Adjusted presentation (new segment reporting)

## Mail, Branch & Services

- Revenue in Q1-3 2026 down by 6.2% from the prior-year period
- Product and pricing measures mitigated the impact of declining letter mail and direct mail (Q3 2026 -3.7%)
- Q1-3 2025 included about EUR 19m in revenue from the former sales partnership in the telecommunications sector

## E-Commerce & Logistics

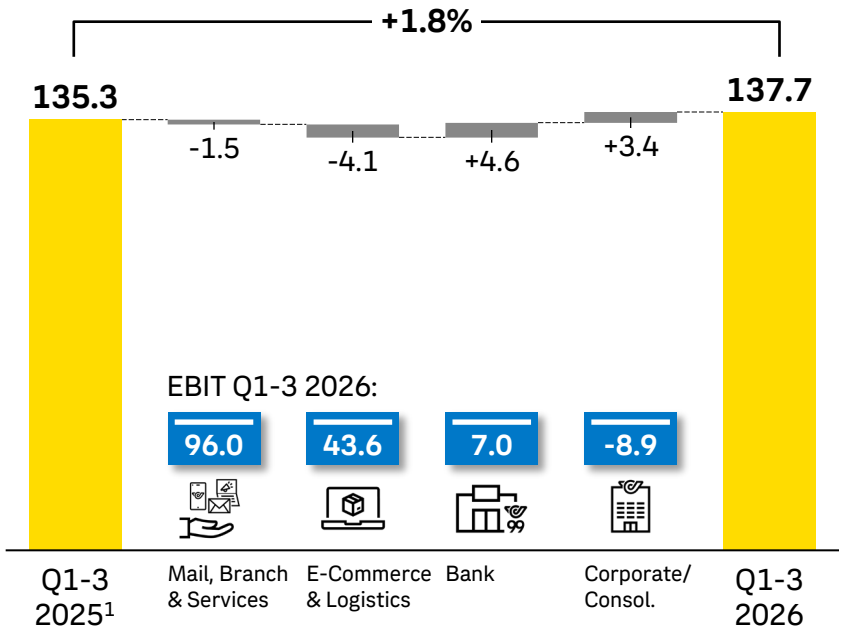
- Revenue growth in Q1-3 2026 of 11.1% (Q3 2026 +10.4%): Parcel business in Austria +8.9%, Türkiye+ +5.1%, CEE/SEE +4.5%
- Group Logistics Solutions incl. e-commerce fulfilment (euShipments.com, FHB Group): + EUR 49.3m in Q1-3 2026

## Bank

- Positive momentum from the recent rise in the ECB's deposit rate; interest rates still below last year's levels on a YOY comparison
- Net interest income of bank99 (interest revenue less interest expense) up 14.9% in Q1-3 2026 to EUR 58.4m

# HIGHER EARNINGS YOY DUE TO ONE-OFF EFFECTS IN Q3

**EBIT development**
EUR m




[1] Adjusted presentation (new segment reporting, adjusted accounting of option liabilities)

## Mail, Branch & Services

- Declining letter mail and direct mail business
- Discontinuation of telecommunications revenue due to the termination of the former sales cooperation (Austrian Post's own mobile phone brand YELLLOW since 1 April 2026)
- Including one-off effects in Q3 totalling about EUR +25m

## E-Commerce & Logistics

- Positive earnings development in Austria thanks to higher volumes and prices
- Tough competitive environment and parcel fees negatively impact earnings in CEE/SEE and Türkiye
- Good earnings from e-fulfilment in Group Logistics Solutions
- Balance of positive and negative one-off effects

## Bank

- Earnings benefit from solid operational performance and a lean organisation

## Corporate

- Higher level of efficiency and disciplined cost management strengthen the earnings development

# KEY INCOME STATEMENT INDICATORS

| EUR m | Q1–3 2025[1] | Q1–3 2026 | % | Δ | Q3 2025[1] | Q3 2026 |
|---|---|---|---|---|---|---|
| **Revenue** | **2,212.4** | **2,306.8** | **4.3%** | **94.5** | **724.2** | **762.8** |
| Other operating income | 87.3 | 148.7 | 70.3% | 61.4 | 27.2 | 83.4 |
| Raw materials, consumables/Transportation | -649.0 | -728.0 | -12.2% | -78.9 | -219.5 | -249.7 |
| Expenses for financial services | -30.6 | -26.0 | 14.8% | 4.5 | -8.0 | -8.6 |
| Staff costs | -1,028.3 | -1,056.4 | -2.7% | -28.2 | -329.2 | -333.3 |
| Other operating costs | -304.1 | -326.9 | -7.5% | -22.8 | -101.4 | -116.8 |
| At equity consolidation | 3.0 | 1.1 | -64.8% | -1.9 | 1.1 | -0.3 |
| Net monetary gain | 4.5 | 8.7 | 94.1% | 4.2 | 1.3 | 2.7 |
| **EBITDA** | **295.2** | **328.0** | **11.1%** | **32.8** | **95.7** | **140.3** |
| *EBITDA margin* | *13.3%* | *14.2%* | - | - | *13.2%* | *18.4%* |
| Depreciation, amortisation and impairment | -160.0 | -190.3 | -19.0% | -30.3 | -54.6 | -75.9 |
| **EBIT** | **135.3** | **137.7** | **1.8%** | **2.4** | **41.2** | **64.4** |
| *EBIT margin* | *6.1%* | *6.0%* | - | - | *5.7%* | *8.4%* |
| Financial result | -10.0 | -17.8 | -78.2% | -7.8 | -4.8 | -7.8 |
| Income tax | -31.6 | -38.0 | -20.3% | -6.4 | -7.8 | -19.8 |
| **Profit for the period** | **93.7** | **81.9** | **-12.6%** | **-11.8** | **28.5** | **36.9** |
| Earnings per share (EUR) | 1.35 | 1.18 | -12.9% | -0.17 | 0.41 | 0.53 |

Q3: Reversal of provisions to the amount of EUR 47.8m relating to compensation payments for social contributions

Cost efficiency:
Increased staff costs almost entirely related to new companies and higher salaries in Türkiye

Impairment totalling EUR 15m of non-current assets in CEE/SEE in Q3

Higher interest expenses for financing (EUR 2m) and IFRS 16 (EUR 2m);
Change in accounting method for option liabilities

[1] Adjusted presentation (adjusted accounting of option liabilities)

# CHANGE TO THE ACCOUNTING METHOD FOR PUT OPTIONS AS OF 30/9/2026

## Up to now: option valuation in the income statement (profit/loss)

EUR m

High volatility in financial results up to now due to exchange rate-related valuation effects on the Turkish lira

| | 2025 | H1 2025 | H1 2026 |
|---|---|---|---|
| EBIT | 196.9 | 94.0 | 73.3 |
| Financial result | -15.9 | -1.8 | -32.2 |
| Profit for the period | 134.0 | 68.4 | 22.8 |
| Earnings per share (EUR) | 1.96 | 0.99 | 0.32 |

## Now: option valuation directly in equity (no effect on profit/loss)

EUR m

| | 2025 | H1 2025 | H1 2026 |
|---|---|---|---|
| EBIT | 196.6 | 94.1 | 73.3 |
| Financial result | -15.5 | -5.2 | -10.0 |
| Profit for the period | 134.1 | 65.1 | 45.0 |
| Earnings per share (EUR) | 1.96 | 0.94 | 0.65 |

# MAIL, BRANCH & SERVICES DIVISION: KEY INCOME STATEMENT INDICATORS

| EUR m | Q1–3 2025[1] | Q1–3 2026 | % | Δ | Q3 2025[1] | Q3 2026 |
|---|---|---|---|---|---|---|
| **Revenue** | **889.4** | **834.2** | **-6.2%** | **-55.2** | **278.3** | **268.1** |
| • Letter Mail & Business Solutions | 532.1 | 506.4 | -4.8% | -25.7 | 166.6 | 161.8 |
| • Direct Mail & Media Post | 314.8 | 304.4 | -3.3% | -10.4 | 97.7 | 98.1 |
| • Branch Services & Telecommunications | 42.4 | 23.3 | -45.1% | -19.1 | 14.0 | 8.2 |
| Revenue intra-Group | 44.9 | 47.4 | 5.7% | 2.5 | 14.7 | 15.7 |
| **Total revenue** | **934.2** | **881.6** | **-5.6%** | **-52.6** | **293.0** | **283.7** |
| **EBIT** | **97.5** | **96.0** | **-1.5%** | **-1.5** | **27.7** | **47.3** |
| *EBIT margin[2]* | *10.4%* | *10.9%* | - | - | *9.4%* | *16.7%* |

[1] Adjusted to the new segment structure as of 1/1/2026
[2] EBIT margin in relation to total revenue

Q3 revenue decline mitigated by price adjustments effective 1 August 2026, while volumes continued to decline; no elections in 2026

Direct mail revenue decline primarily for addressed mail items

Ramp-up costs included due to new YELLLOW mobile phone brand

Including one-off effects in Q3 totalling about EUR +25m

Increased Q3 earnings with one-off effects; core development shaped by shipment volumes and transformation of telecommunications business

# E-COMMERCE & LOGISTICS DIVISION: KEY INCOME STATEMENT INDICATORS

| EUR m | Q1–3 2025[1] | Q1–3 2026 | % | Δ | Q3 2025 | Q3 2026 |
|---|---|---|---|---|---|---|
| **Revenue** | **1,235.1** | **1,372.3** | **11.1%** | **137.2** | **418.1** | **461.5** |
| • Austria | 690.5 | 752.2 | 8.9% | 61.8 | 233.3 | 249.1 |
| • Türkiye+ | 363.6 | 382.2 | 5.1% | 18.6 | 123.0 | 126.5 |
| • CEE/SEE | 152.0 | 158.8 | 4.5% | 6.9 | 51.8 | 51.2 |
| • Group Logistics Solutions | 40.5 | 89.8 | >100% | 49.3 | 13.7 | 38.4 |
| • Consolidation | -11.3 | -10.7 | 5.5% | 0.6 | -3.7 | -3.8 |
| Revenue intra-Group | 13.4 | 13.4 | -0.3% | 0.0 | 4.5 | 4.3 |
| Total revenue | **1,248.5** | **1,385.7** | **11.0%** | **137.2** | **422.6** | **465.8** |
| **EBIT** | **47.7** | **43.6** | **-8.5%** | **-4.1** | **15.4** | **16.1** |
| *EBIT margin[2]* | *3.8%* | *3.1%* | - | - | *3.7%* | *3.5%* |

Good growth in Austria (+8.9%), challenging market environment in CEE/SEE and Türkiye

Revenue contribution of euShipments.com and FHB Group of about EUR 45m in the first seven months

Strong competitive and margin pressure in CEE/SEE and Türkiye; balanced positive and negative one-off effects

[1] Adjusted presentation (adjusted accounting of option liabilities)
[2] EBIT margin in relation to total revenue

Solid operational development in Austria and in e-commerce fulfilment; challenging market environment in CEE/SEE and Türkiye

# BANK DIVISION: KEY INCOME STATEMENT INDICATORS

| EUR m | Q1–3 2025[1] | Q1–3 2026 | % | Δ | Q3 2025[1] | Q3 2026 |
|---|---|---|---|---|---|---|
| **Revenue** | **107.5** | **108.5** | **0.9%** | **1.0** | **34.2** | **37.2** |
| • Income from Financial Services | 107.5 | 108.5 | 0.9% | 1.0 | 34.2 | 37.2 |
| Revenue intra-Group | 0.0 | 0.0 | n.a. | 0.0 | 0.0 | 0.0 |
| **Total revenue** | **107.5** | **108.5** | **0.9%** | **1.0** | **34.2** | **37.2** |
| **EBIT** | **2.4** | **7.0** | **>100%** | **4.6** | **0.6** | **2.8** |
| *EBIT margin[2]* | *2.2%* | *6.5%* | - | - | *1.7%* | *7.6%* |

Positive business development supported by higher interest rates (YOY comparison: 2026 interest rates still below 2025)

Solid earnings performance and lean cost structure

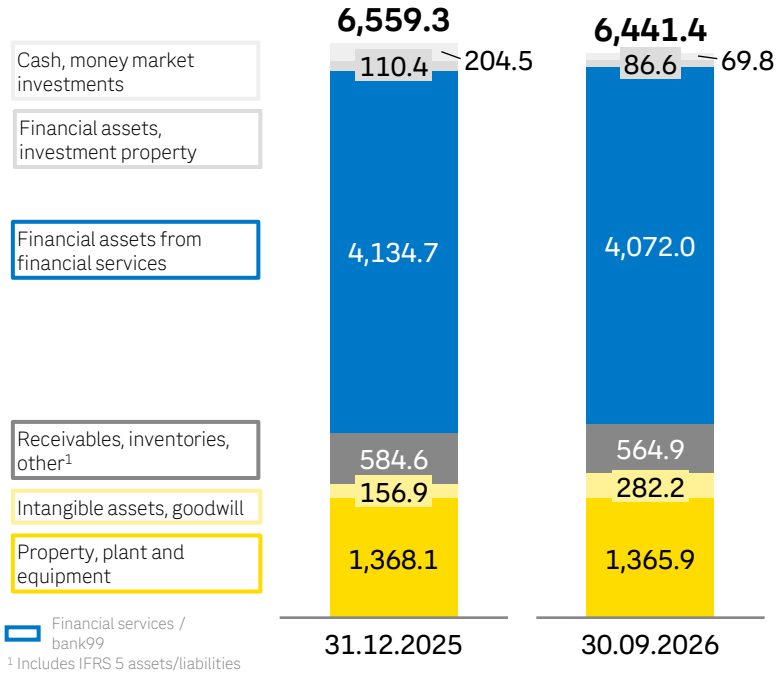
[1] Adjusted to the new segment structure as of 1/1/2026
[2] EBIT margin in relation to total revenue

bank99 is continuing its positive earnings development

# SOLID BALANCE SHEET AND FINANCING STRUCTURE

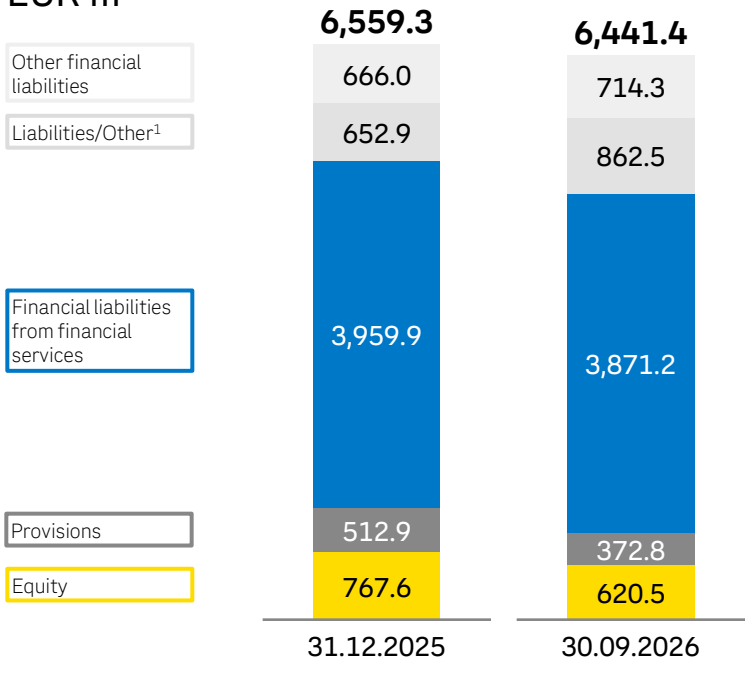
| | |
|---|---|
| **Financial debt** | **EUR 263.9m** |
| **Financial debt incl. IFRS 16** | **EUR 644.5m** |
| **Financial debt/EBITDA$_{12m}$** | **0.6x** |
| **Financial debt incl. IFRS 16/EBITDA$_{12m}$** | **1.4x** |

## ASSETS
EUR m



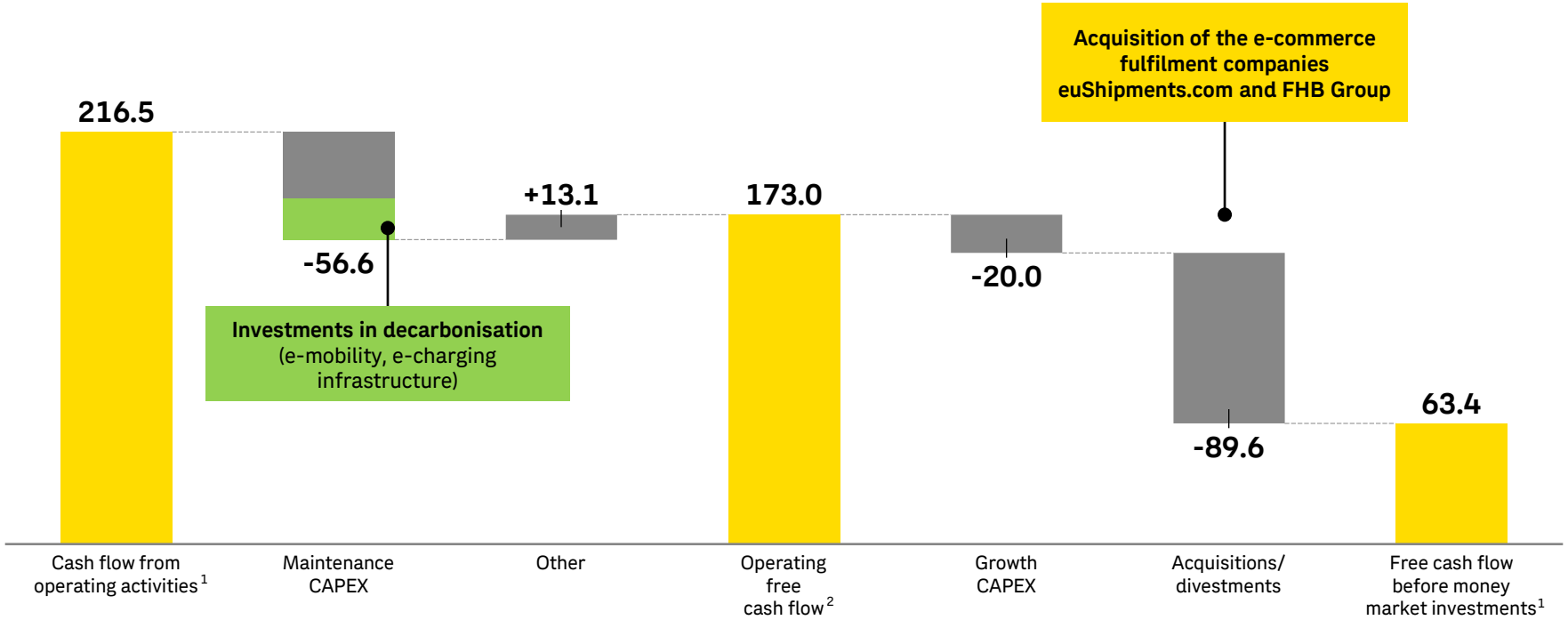

[1] Includes IFRS 5 assets/liabilities

## EQUITY & LIABILITIES
EUR m



# OPERATING FREE CASH FLOW OF EUR 173 MILLION IN Q1-3 2026

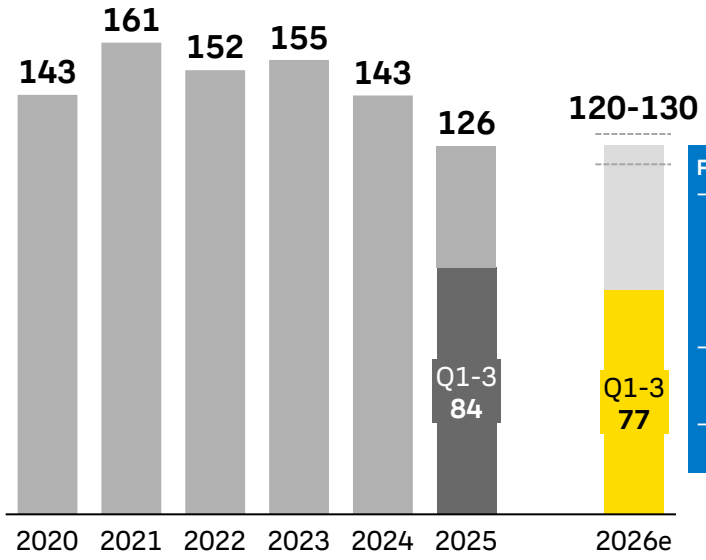
EUR m




[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

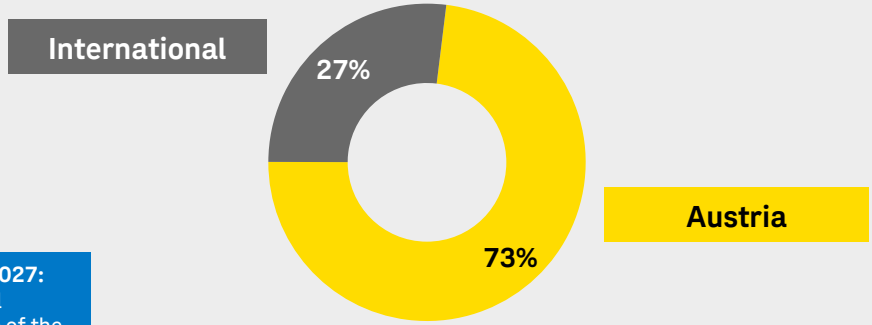
# INVESTMENT PRIORITIES OF AUSTRIAN POST

**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 Q1-3 2026[1]**




[1] Core investments excl. IFRS 16



# OUTLOOK 2026/2027 (1/2)

## Market environment

- **Mail**: Steady volume decline due to digitisation initiatives
- **E-commerce**: National and EU-wide customs duties and fees lead to subdued and volatile parcel volume development
  Growing demand from e-commerce shippers for integrated logistics solutions

## Revenue 2026

- **Group**:
  Q3 trends confirm the outlook – slight revenue increase expected for the full year 2026
- **Mail, Branch & Services:**
  - A mid single-digit decline in revenue is expected
  - Partly offset by price adjustments for Premium Mail since 1/8/2026
  - YOY reduction of just over EUR 20m due to transition from a former telecom sales partnership to the proprietary brand YELLLOW
- **E-Commerce & Logistics:**
  - Revenue growth including the new consolidated companies expected to be in the upper single-digit range
  - No increase in parcel volumes is expected in Q4 due to duties and fees
  - Growth in the field of e-commerce fulfilment
- **Bank:** Revenue slightly above the prior-year level

# OUTLOOK 2026/2027 (2/2)

**Investments**

- CAPEX for 2026 and 2027 expected at around the prior-year level (2025 CAPEX in property, plant and equipment: EUR 126m)

**Earnings in 2026**

- EBIT in 2026 is expected to be at the upper end of the range of recent years due to the extraordinary earnings effect in Q3: above the level of EUR 200m
- Positive momentum to persist in H2 2026:
  - Product/pricing adjustments in Austria (Premium Mail as of 1/8/2026)
  - Improvements in H2 due to product/pricing adjustments in Türkiye
  - New business opportunities (e-commerce fulfilment)
- Q4 risk from strongly negative impact of tariffs and fees on parcel volumes

**Forecast for 2027**




- 2027 revenue forecast expected to grow in the low single-digit range
  - Challenging trends in the traditional letter mail business expected to continue in 2027, alongside persistent uncertainty and volatility in the parcel business
  - Positive development in bank99's financial services business, complemented by growth in e-commerce fulfilment following the integration of the new companies
- 2027 EBIT target in the region of EUR 200m, assuming a slightly improved market environment with growing parcel volumes and declining letter mail volumes

# CONTACT

**Austrian Post**
Investor Relations
Rochusplatz 1, 1030 Vienna
Website: post.at/investor
E-mail: investor@post.at
Phone: +43 57767-30400

**Financial calendar 2027**

| | |
|---|---|
| 11 March 2027 | Annual Report 2026 |
| 14 April 2027 | Annual General Meeting |
| 23/28 April 2027 | Ex-day/Dividend payment day |
| 12 May 2027 | Interim Report Q1 2027 |
| 12 August 2027 | Half-Year Report 2027 |
| 11 November 2027 | Interim Report Q1-3 2027 |

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