

AUSTRIAN POST Investor Presentation Results FY 2025



March 2026





1. Overview and Highlights



2. Trends in our 4 strategic dimensions
 - 1 Post & beyond in Austria
 - 2 International E-commerce
 - 3 One Group – operationally excellent
 - Sustainability, Customer & Culture
3. Group Results 2025
4. Outlook 2026

AUSTRIAN POST AT A GLANCE



Mail

- Letter Mail
- Direct Mail
- Newspapers & Magazines

Revenue:
EUR 1,155m



Parcel & Logistics

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

Revenue:
EUR 1,720m



Retail & Bank

- Branch & Financial Services
- Customer Services

Revenue:
EUR 184m



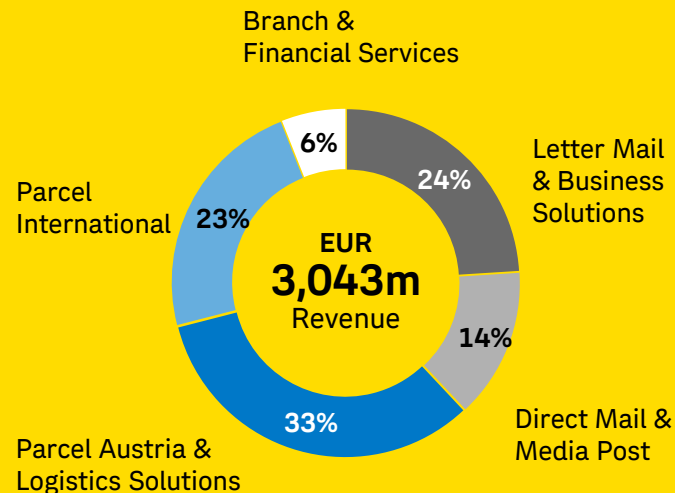
Group

Revenue: EUR 3,043m

EBITDA: EUR 413m

EBIT: EUR 197m

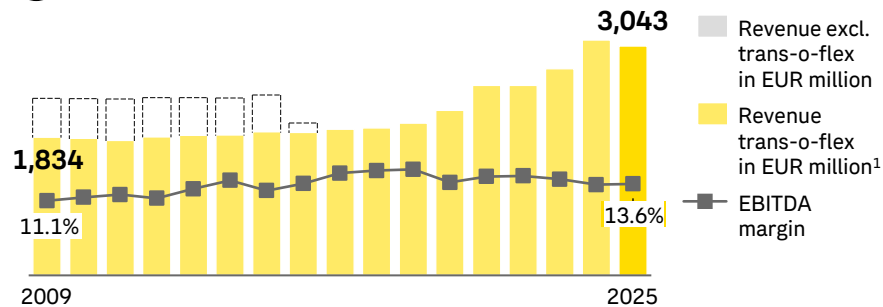
Revenue mix in 2025



SUCCESSFUL CAPITAL MARKET POSITIONING

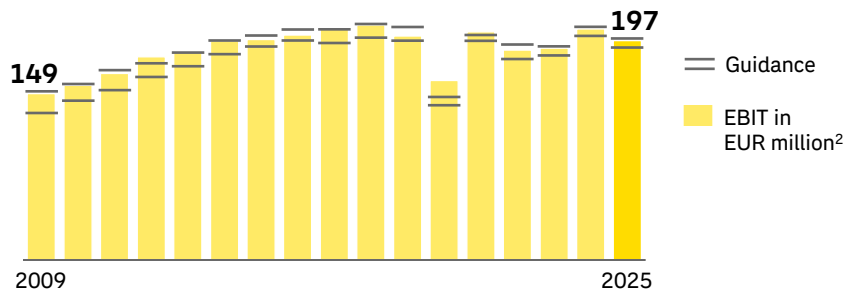


1 Predictable Business Model



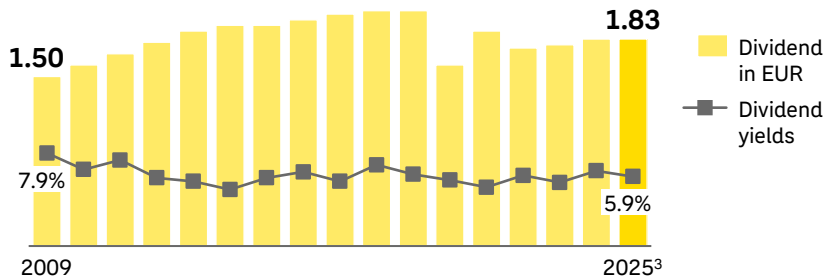
¹ 2014: Adjusted reporting of revenue

2 Reliability ("Promise & Deliver")



² 2015: EBIT adjusted for special effects

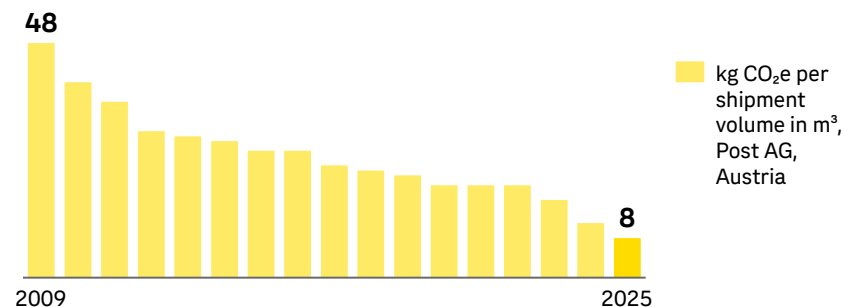
3 Attractive dividend policy



³ Proposal to the Annual General Meeting on 15 April 2026

INVESTOR PRESENTATION Austrian Post, Investor Relations

4 Decarbonisation of logistics



EXPANSION OF OUR INTERNATIONAL FOOTPRINT



– Hungary: Acquisition and integration of SAMEDAY Hungary

– Bulgaria/Romania: Acquisition of the e-commerce service provider euShipments.com (70%)

Logistics location

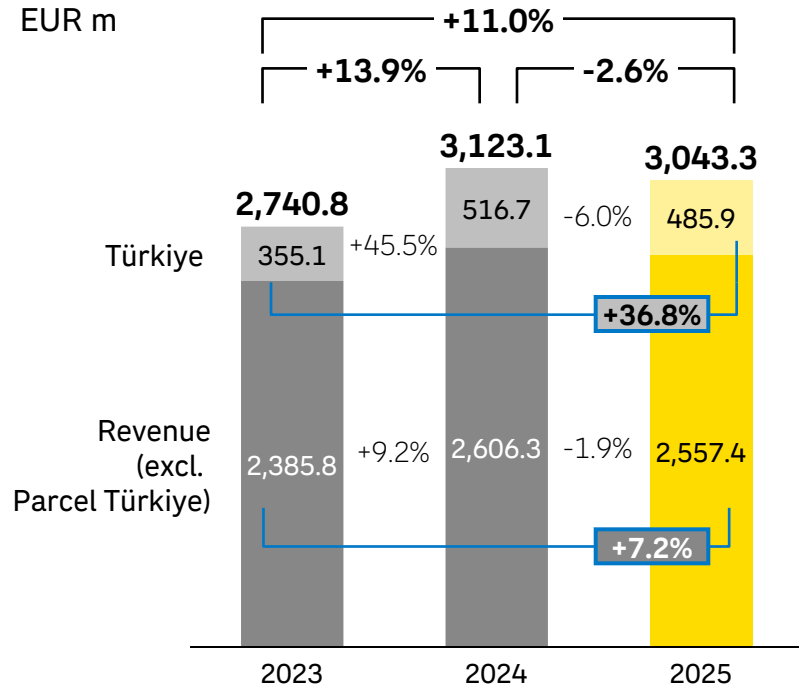
Other locations

REVENUE AND EARNINGS BELOW PRIOR-YEAR LEVEL BUT ABOVE 2023



Revenue development

EUR m



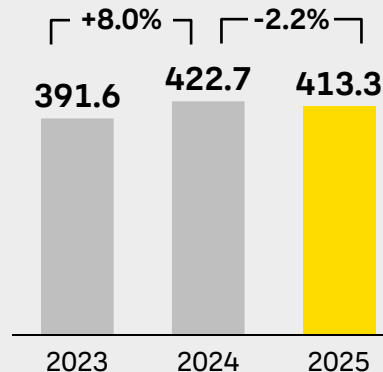
Revenue comparison impacted by elections/currency

Significant special effects in 2024:

- Revenue from elections at the amount of EUR 40m in 2024
- Türkiye: revenue impacted by inflation and the exchange rate (positive effect in 2024 of approx. EUR 80m)

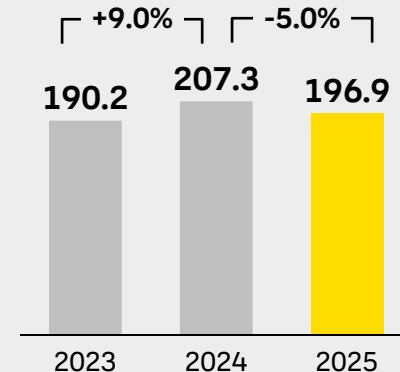
EBITDA

(EUR m)



EBIT

(EUR m)

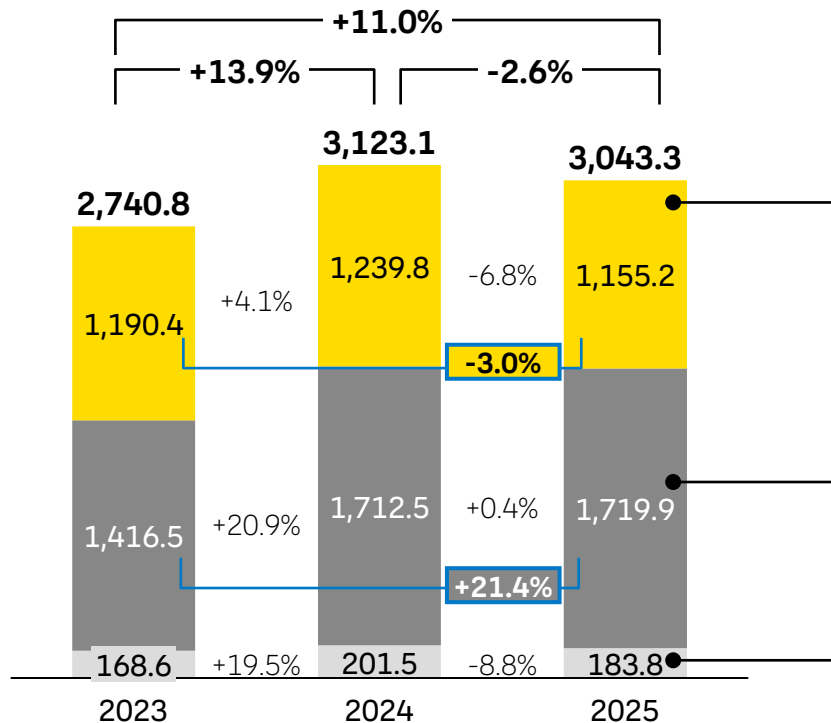


REVENUE SLIGHTLY BELOW 2024 BUT 11% ABOVE 2023



Revenue development

EUR m



Mail

- 2025 revenue 6.8% below previous year and 3.0% below 2023
- Positive special effects due to the 2024 election year of EUR 40m for letter and direct mail items

Parcel & Logistics

- Revenue in 2025 up by 0.4% (+1.2% before the reporting change for Logistics Solutions) and +21.4% vs. 2023
- Parcel Austria: +5.8% in 2025 (+21.9% vs. 2023); Q4 up 7.2%
- Parcel Türkiye+: -6.0% in 2025 (+36.8% vs. 2023)
2024: impacted by positive currency effects of about EUR 80m
- Parcel CEE/SEE: -0.9% in 2025 (+6.8% vs. 2023); improvement in Q4 (+7.5%)

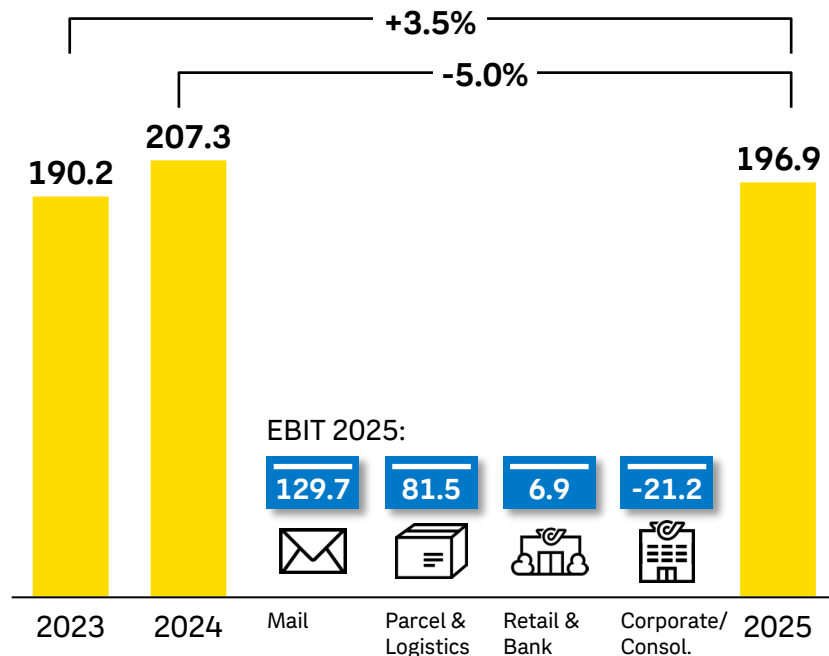
Retail & Bank

- Revenue in 2025 decreased by 8.8% (+9.0% vs. 2023)
- Decline in Financial Services due to low interest rates

SOLID EARNINGS OF EUR 197 MILLION IN 2025



EBIT development EUR m



Mail

- Decline in volume and positive special effects in 2024 have a negative impact compared with the previous year's earnings
- EBIT of EUR 129.7m (vs. EUR 159.1m in 2024)



Parcel & Logistics

- Earnings increase in Austria due to higher volumes and prices
- Intense competition led to reduced profitability in Türkiye and CEE/SEE
- EBIT of EUR 81.5m (vs. EUR 103.3m in 2024)



Retail & Bank

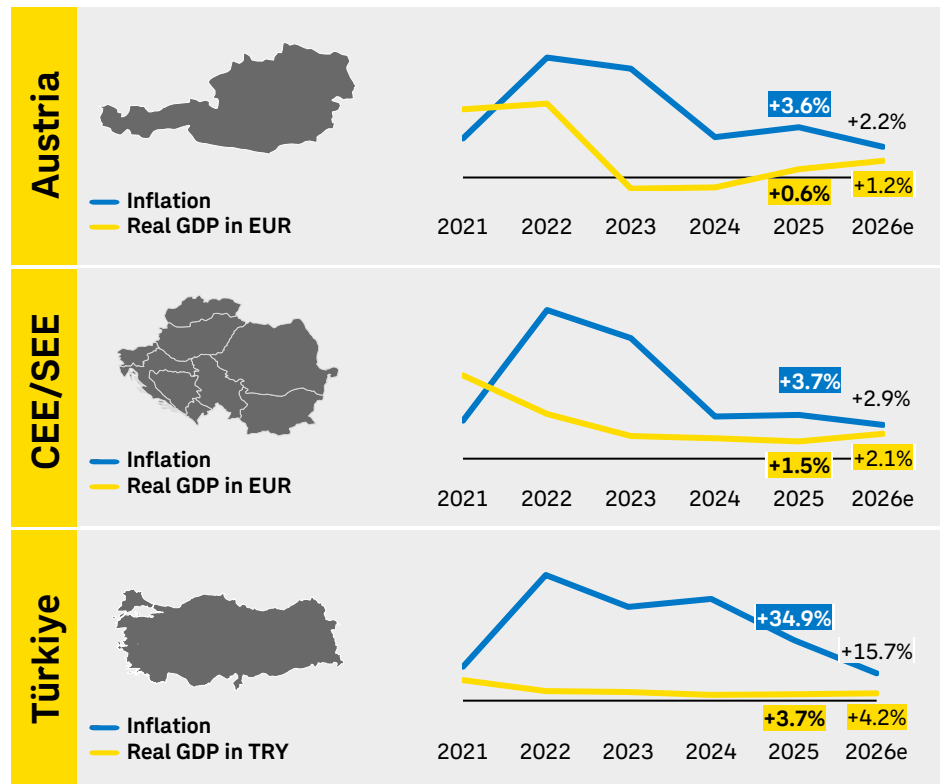
- Solid earnings development related to the positive contribution of the branch network and turnaround of bank99
- EBIT of EUR 6.9m in 2025 (vs. minus EUR 11.8m in 2024)



Corporate

- Earnings improvement due to cost savings and the sale of properties not essential for operations as well as the discontinuation of negative effects in the previous year

DIFFICULT ECONOMIC ENVIRONMENT – IMPROVED ECONOMIC OUTLOOK



Quelle: Statistics Austria, Austrian National Bank, WIFO, IMF, Central Bank of the Republic of Türkiye, Turkish Statistical Institute



Letter and direct mail business under pressure

- Cost pressure and digitisation by important customer groups (both public and private sector)
- Cautious investment climate with low advertising spending by companies
- Need for regulatory adjustments in Austria

Impact of
Middle East crisis
hard to predict



Structurally growing parcel business faces strong competition

- Changed consumer behaviour/purchasing power
- Market concentration of large e-commerce players (market dominance, insourcing ambitions)
- Uncertainties due to tariff restrictions



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

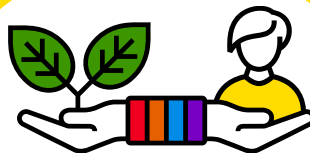


1



POST & BEYOND IN AUSTRIA

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



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

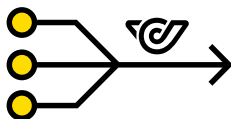
2



INTERNATIONAL E-COMMERCE

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

3



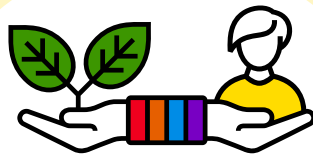
ONE GROUP – OPERATIONALLY EXCELLENT
Efficiency- and technology-focused integrated group

TRANSFORMATION OF THE POSTAL SERVICE PROCEEDS AT HIGH SPEED



1 POST & BEYOND IN AUSTRIA

- **Mail**: Price and product adjustments as well as regulatory reforms
- **bank99** with expansion of its range of services
- **YELLOW** mobile phone offer: start in Q2 2026
- **3,000 postal points**



- 6,360 **e-vehicles**
- Group-wide **customer and quality focus**
 - Rollout of **corporate culture**

INTERNATIONAL E-COMMERCE 2

- **Expansion steps** in CEE/SEE and Türkiye+
- **Recent acquisitions** in Bulgaria (euShipments.com) and Hungary
- Expansion of **out-of-home locations**
- Expansion of **direct-to-locker**

ONE GROUP –

3

- Next step in logistics: Start of **Operations 2030** in Austria
- **Network expansions** in Salzburg, Budapest and Istanbul
- **International sales initiatives and use of AI**

OPERATIONALLY EXCELLENT



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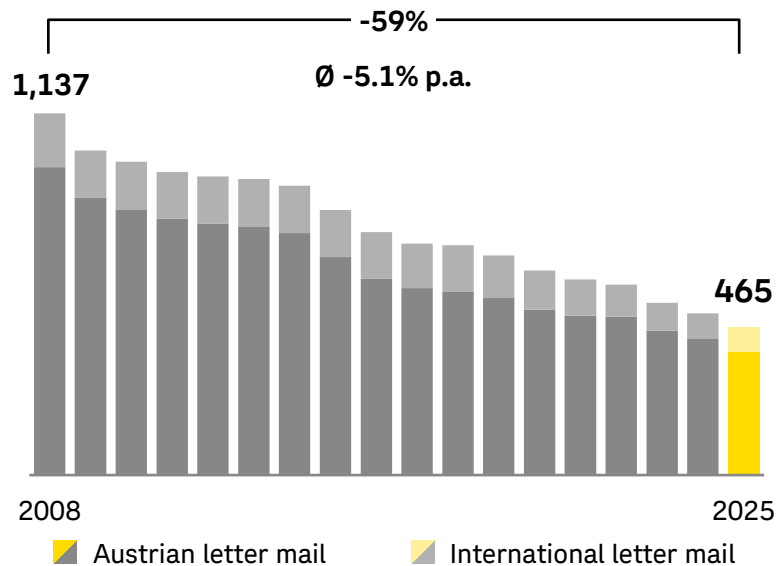
3. Group Results 2025

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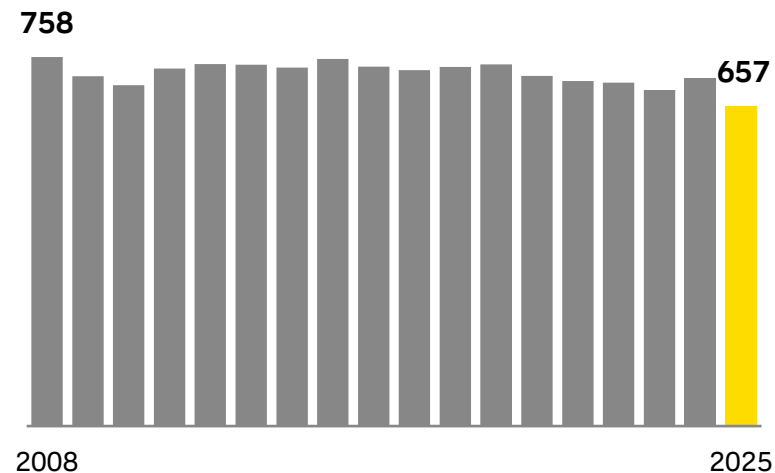
1 LETTER MAIL



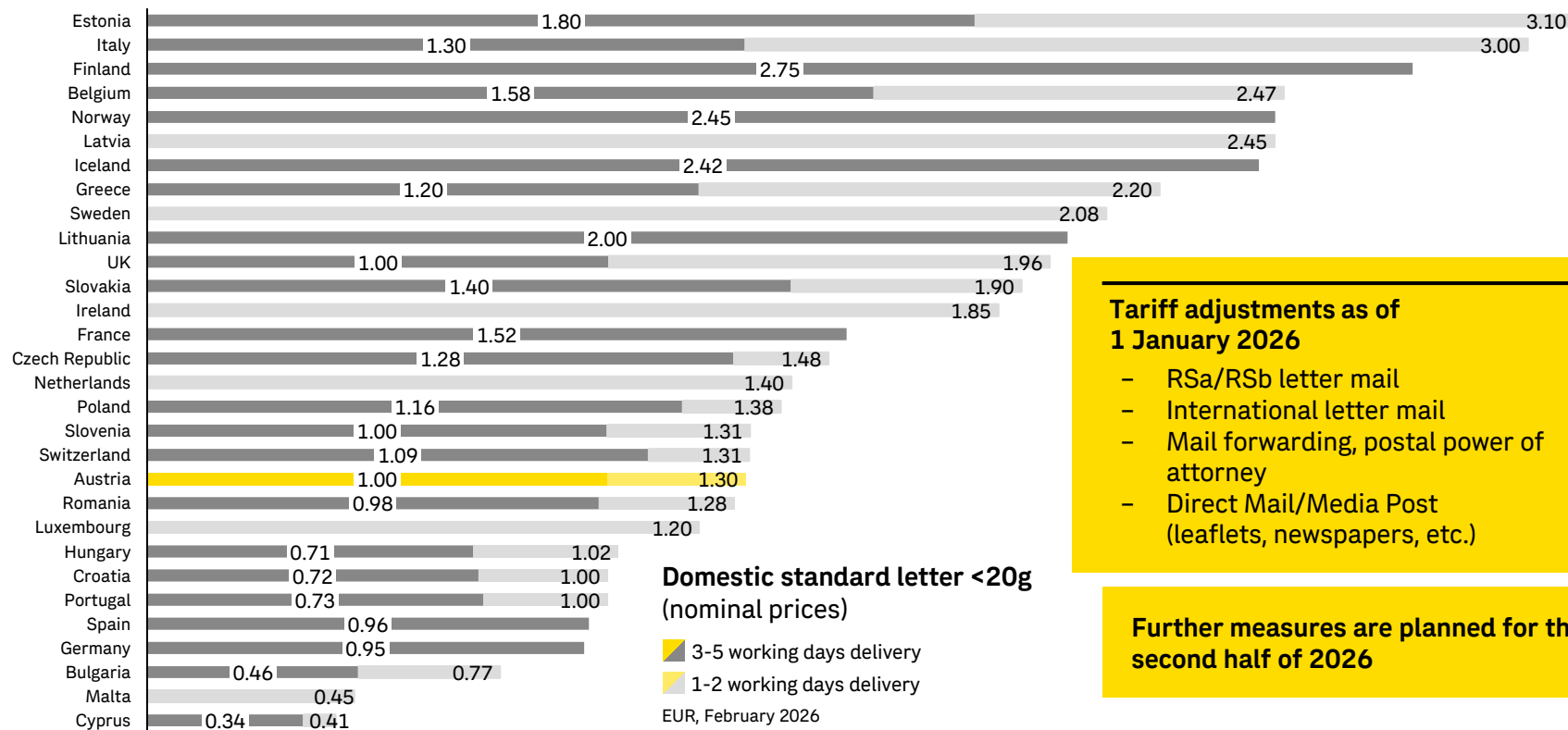
Austrian and International Letter Mail volumes
millions of shipments



Revenue
EUR m



1 POSTAL RATES: AUSTRIA IN THE LOWER THIRD OF EUROPE



Tariff adjustments as of 1 January 2026

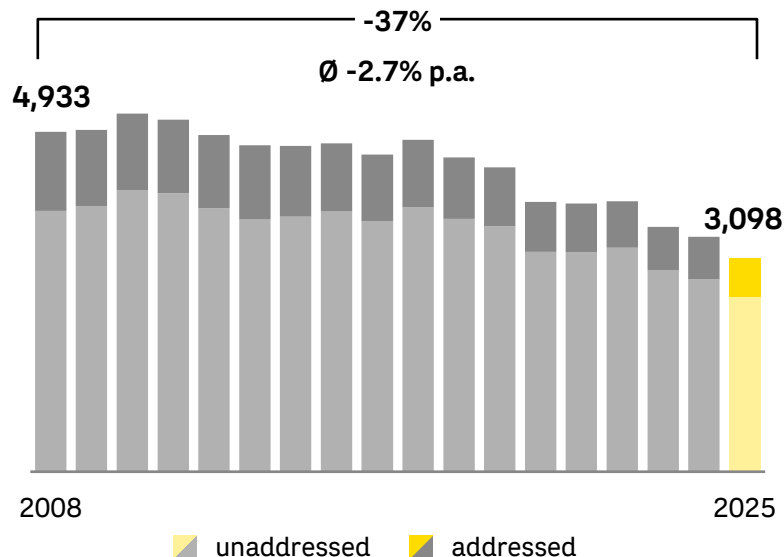
- RSa/RSb letter mail
- International letter mail
- Mail forwarding, postal power of attorney
- Direct Mail/Media Post (leaflets, newspapers, etc.)

Further measures are planned for the second half of 2026

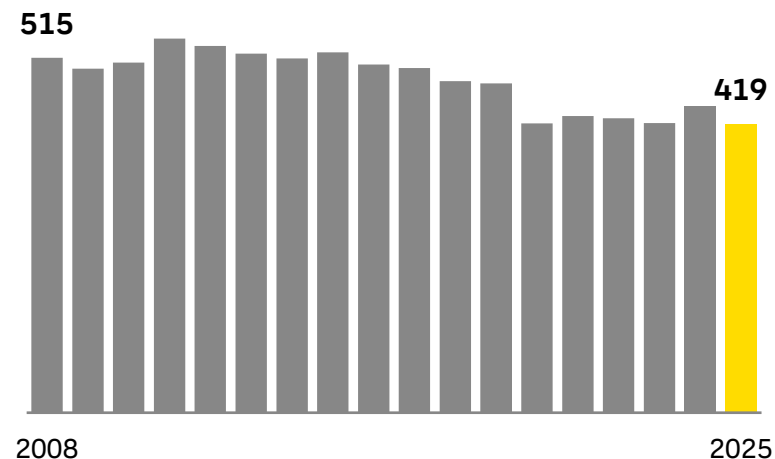
1 DIRECT MAIL/MEDIA POST IN AUSTRIA



Direct Mail/Media Post volumes
millions of shipments



Revenue
EUR m

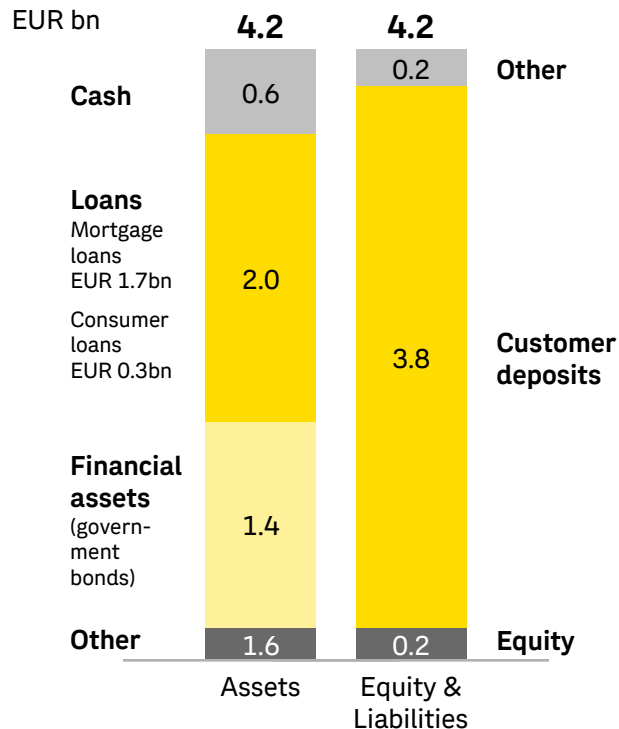


1 POSITIVE DEVELOPMENT OF BANK99

bank
99

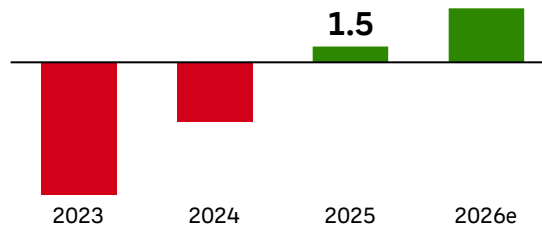


bank99 balance sheet total as at 31.12.2025



Break-even reached after 5 years

Bank99 earnings in IFRS (EUR m)



bank99 placed its first Preferred Senior Bond

- Debut capital markets placement
- Volume of **EUR 85m**
- Bond 2.2 times oversubscribed
- Current Moody's issuer rating of Baa2, stable outlook



Priorities in 2026

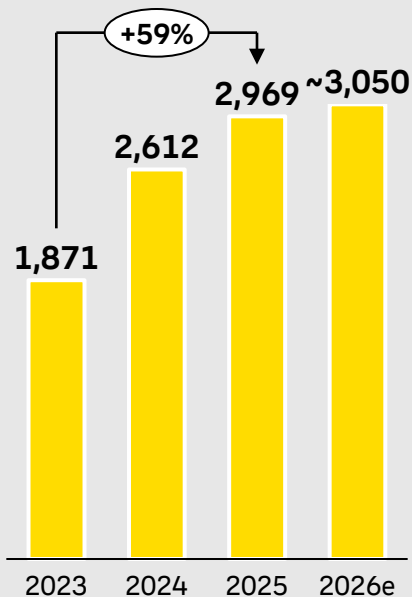
- Further expansion of distribution channels
- Completion of the securities offering in H2 2026 featuring shares and ETFs
- Development of the product portfolio for SMEs in H2 2026
- Clear focus on cost discipline and efficiency

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



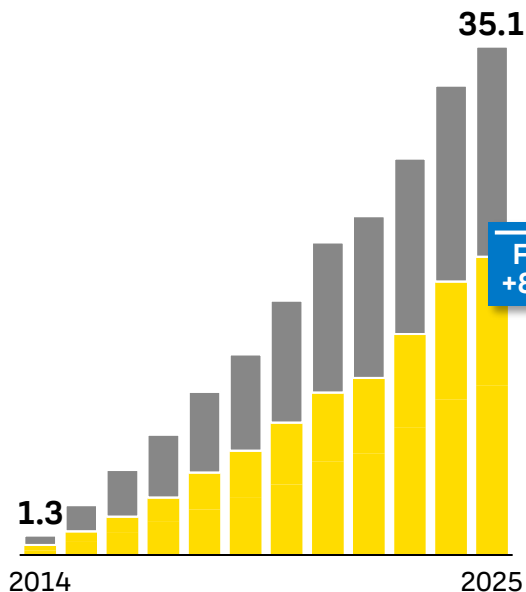
Successful network rollout through expansion of postal points

(Branches, postal partners, post stations)



Extensive use by customers (millions of items)

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



1 THE NEW MOBILE PHONE OFFER STARTING 01.04.2026



Mobile network
code

0693

YELLOW sales network



347 post offices (additional service
experts in selected branch offices)



1,339 postal partners including
100 YELLOW sales partners

YELLOW offering



**Mobile phone
rates**



**Internet
rates**



Hardware



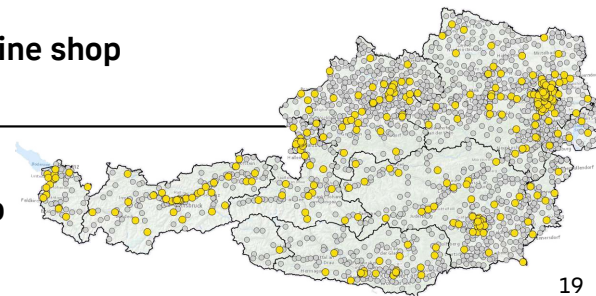
**Additional
packages**



Online shop



App





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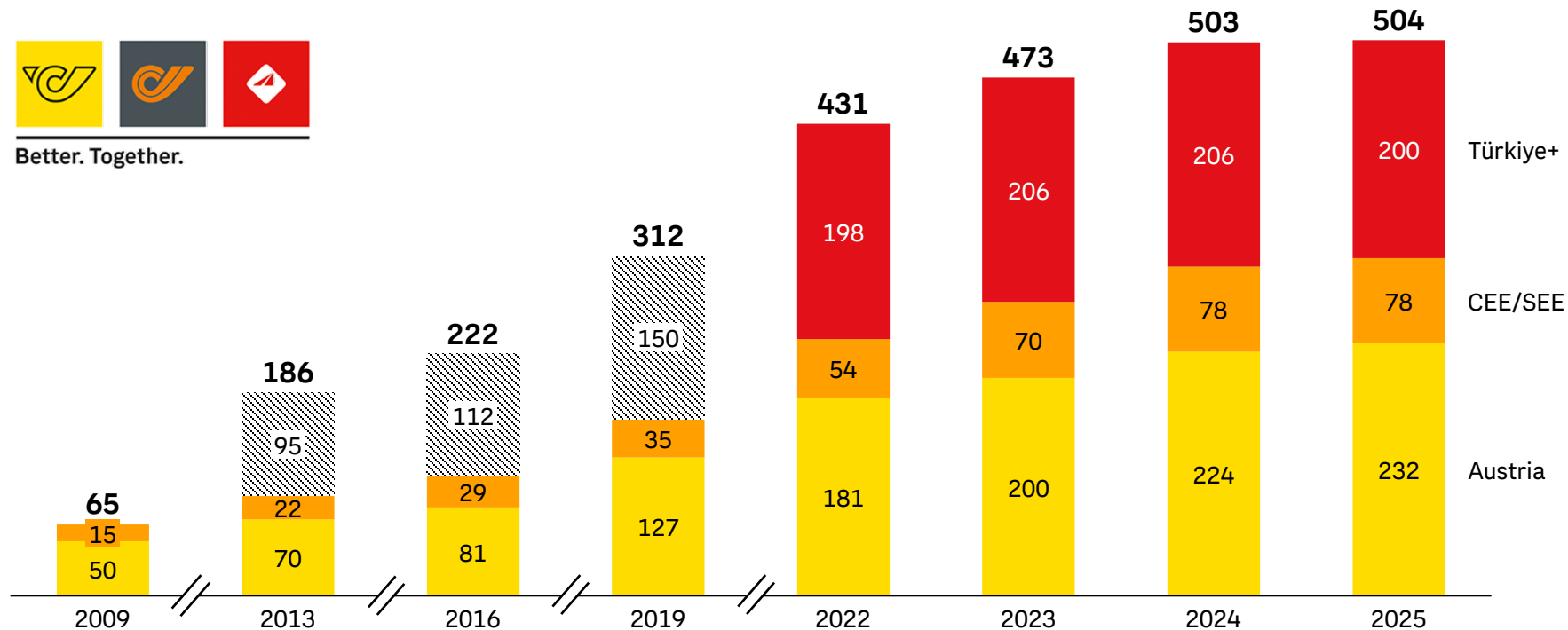
4. Outlook 2026

2 MORE THAN 500M PARCELS DELIVERED BY THE POST GROUP IN 2025

Million items



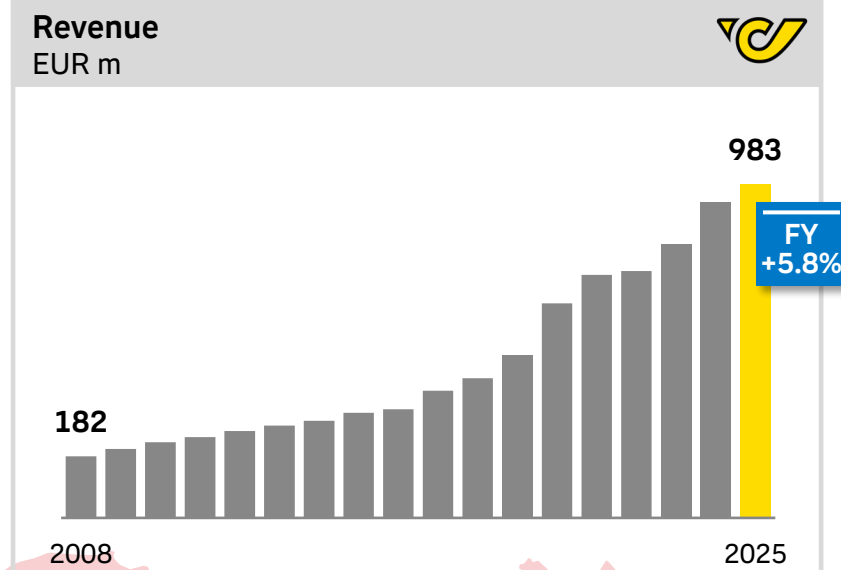
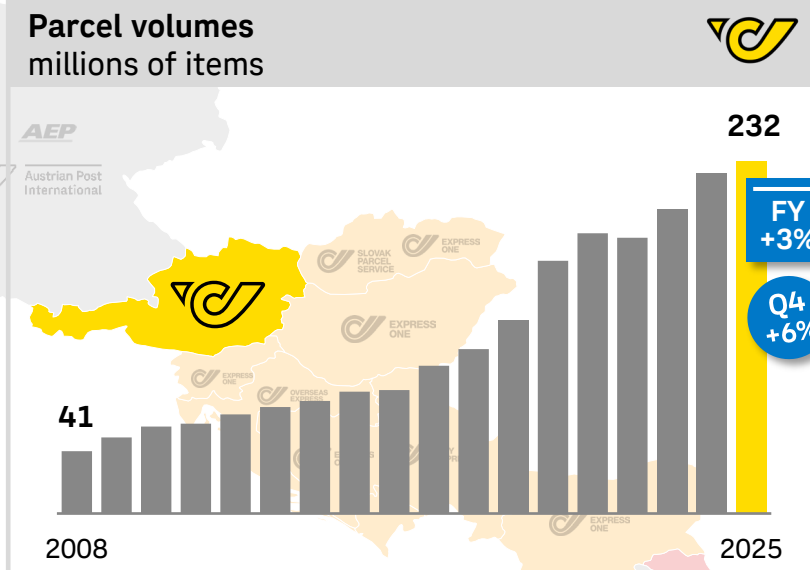
Better. Together.



Total volume including intercompany consolidation

INVESTOR PRESENTATION Austrian Post, Investor Relations

2 PARCEL AUSTRIA CONTINUES TO GROW

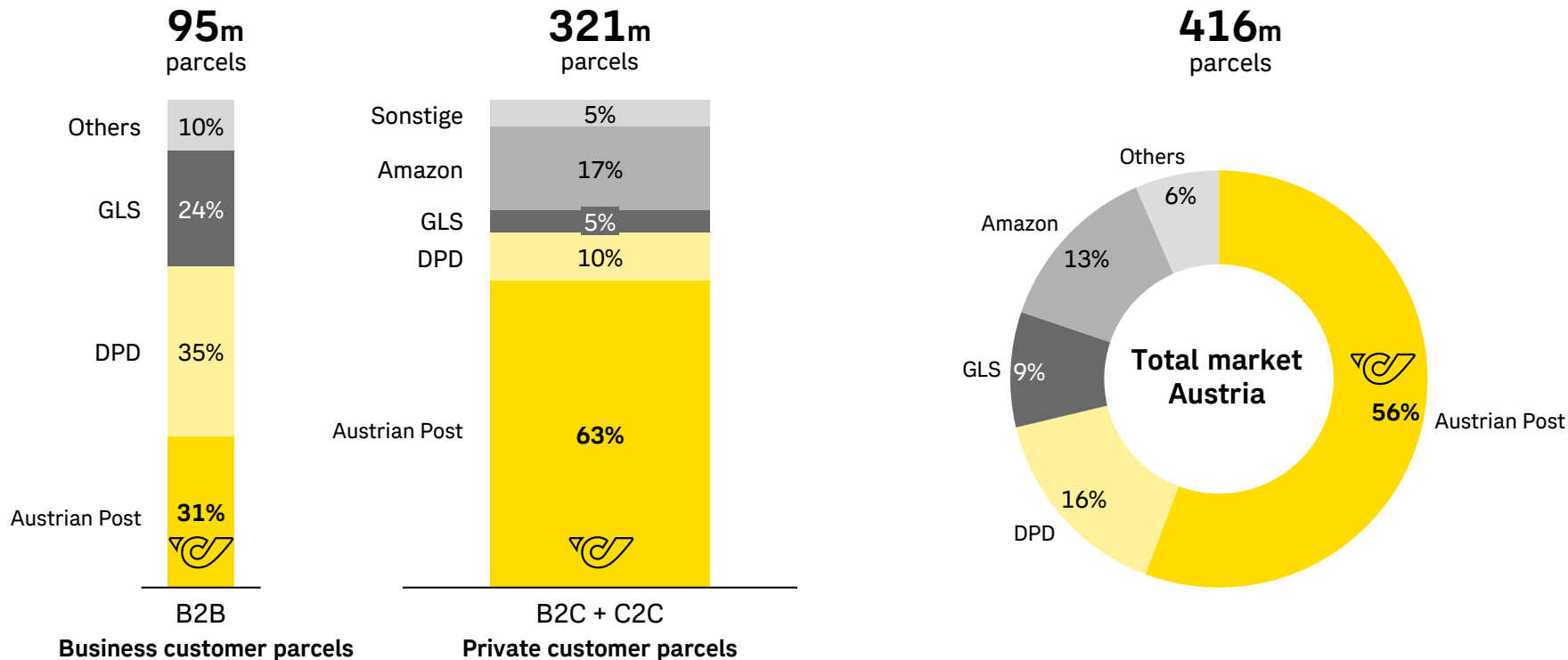


- Continued solid parcel growth of 3% in 2025 (Q4: +6%)
- Positive volume development due to major e-commerce players
- Transition to a functional sales structure
- New customers (Ringana, Shop Apotheke)

2 AUSTRIAN POST REMAINS THE QUALITY AND MARKET LEADER



Market shares by volume



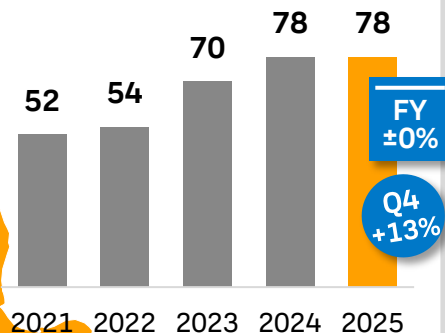
Source: BRANCHENRADAR.com Marktanalyse GmbH, February 2026

INVESTOR PRESENTATION Austrian Post, Investor Relations

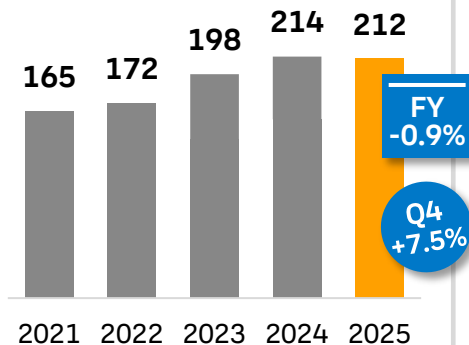
2 CEE/SEE: SOLID PARCEL VOLUME GROWTH IN Q4



Parcel volumes
millions of parcels



Revenue
EUR m



- Stable volumes in 2025 after the H1 2024 parcel boom from Asia
- Excellent parcel growth of +13% in Q4 2025
- Acquisition of SAMEDAY Hungary (about 15 million parcels p.a.)
- Acquisition of euShipments.com in Bulgaria/Romania (Closing on 6/3/2026)

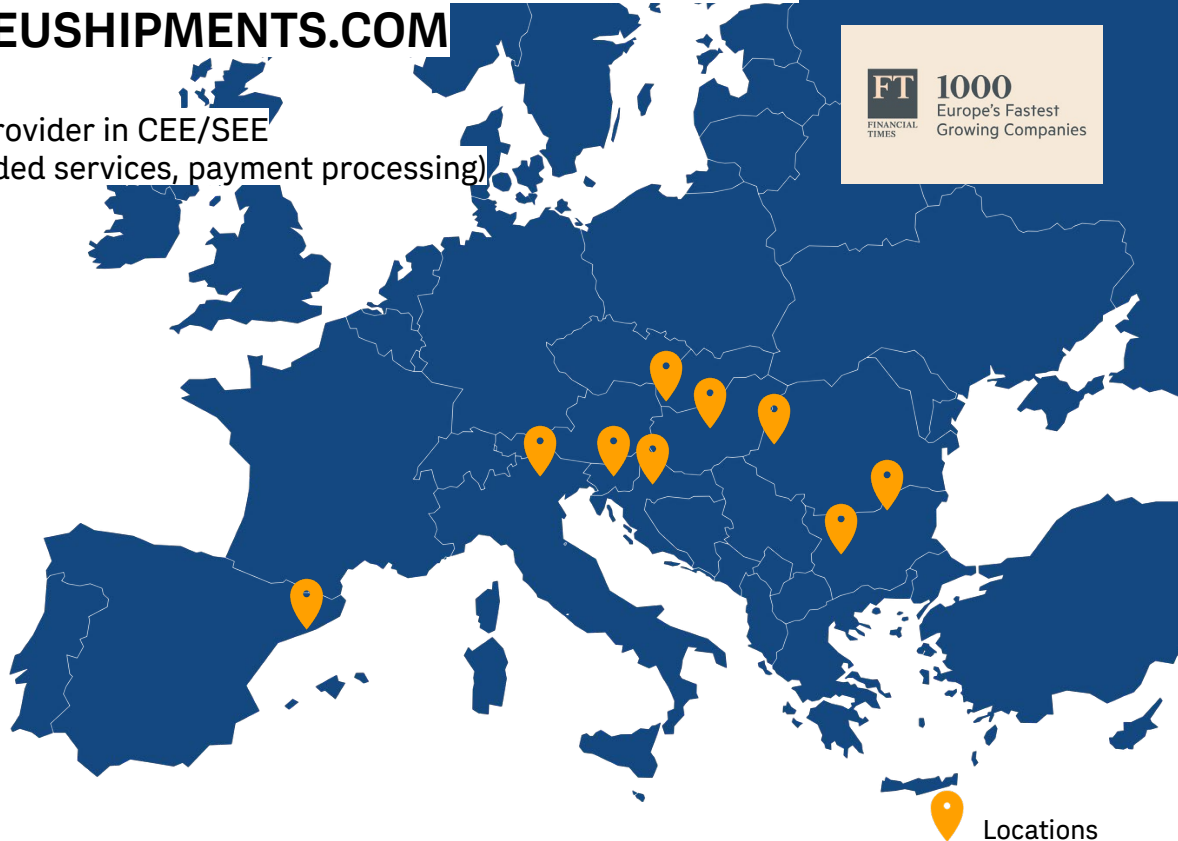
2 AUSTRIAN POST ACQUIRES A 70% STAKE IN THE BULGARIAN E-COMMERCE PROVIDER EUSHIPMENTS.COM

- Leading integrated e-commerce service provider in CEE/SEE (E-fulfilment, transport services, value added services, payment processing)
- 400+ employees
- EUR 50m+ revenue in 2025
- 16+ million parcels per year
- 1,300+ customers



 **euShipments.com**

INVESTOR PRESENTATION Austrian Post, Investor Relations



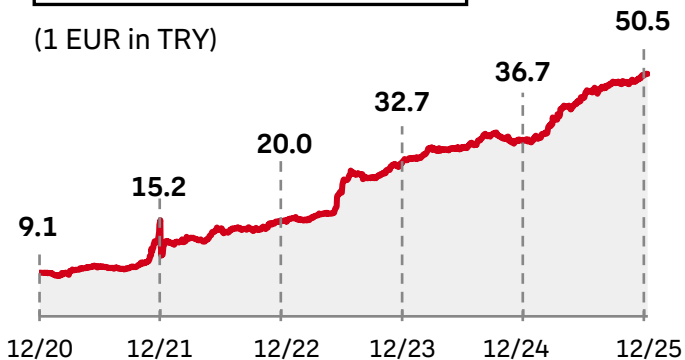
2 TÜRKIYE+: FOCUS ON NEW CUSTOMERS AND EXPANSION



- Revenue impacted by inflation and the currency exchange rate; when comparing with the previous year, there was a special FX-related impact of EUR 80m in 2024
- Revenue in 2025 up by 27% to TRY 24bn (-6.0% to EUR 486m)
- Capacity reduction due to an IT infrastructure incident in Q4
- Expansion to Azerbaijan as well as to Georgia and Uzbekistan with Turkish e-commerce shippers

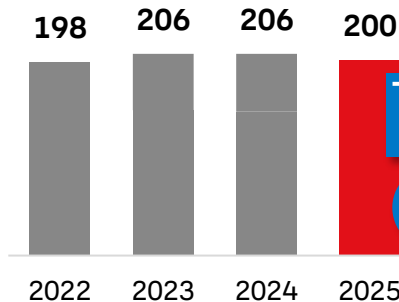
FX rate of the Turkish Lira

(1 EUR in TRY)



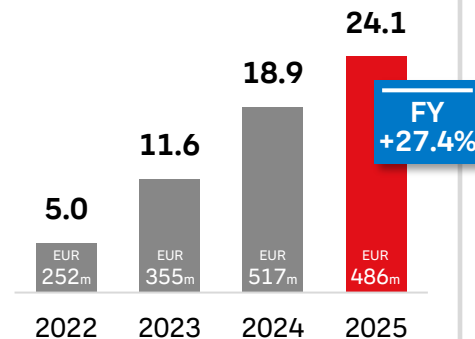
Parcels & documents

millions of items



Revenue

TRY bn



2 TÜRKIYE+: STRATEGIC INITIATIVES



Growth



- Expansion of OOH network (parcel shops and lockers)
- Internationalisation (Azerbaijan, Georgia, Uzbekistan, Export CEE+)

Quality



- Improvement in delivery quality/reliability
- Roll-out of new, modern branding
- Renewal of branch infrastructure and fleet

Efficiency

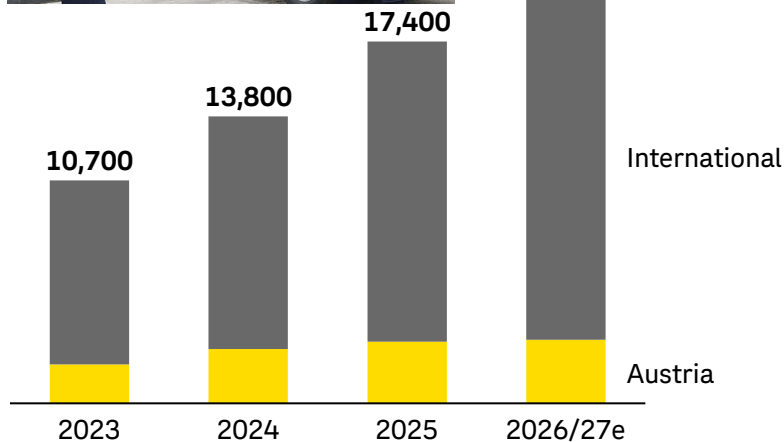


- Expansion and automation of hub network
- Updating of operational software systems
- Optimisation of last mile

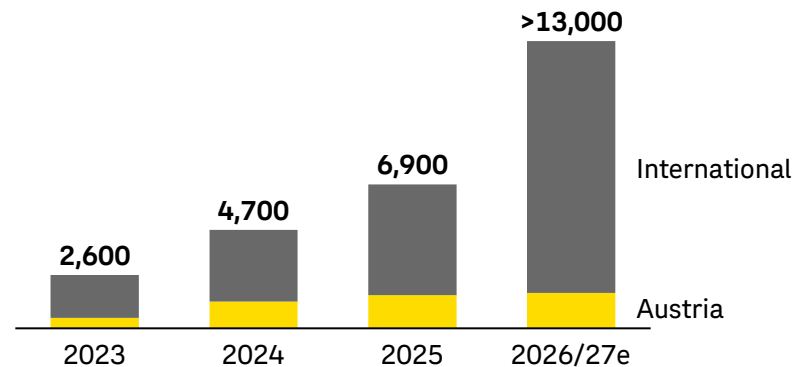
2 STRONG GROWTH OF OUT-OF-HOME NETWORK



Out-of-home points
Number of locations

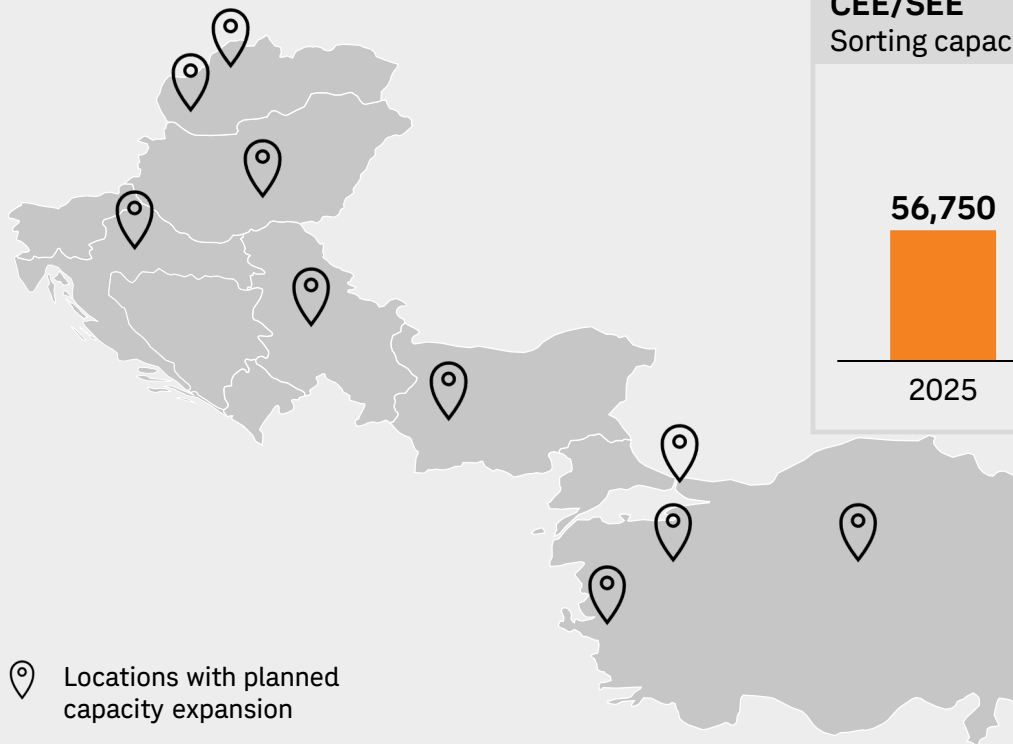


of which postal stations/parcel machines
Number of locations¹



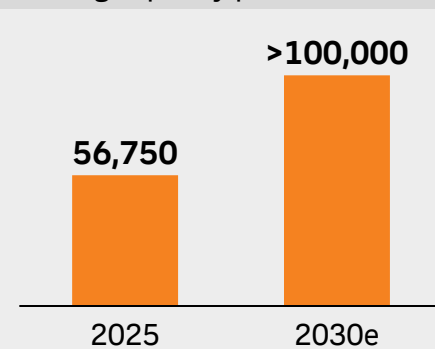
¹ Own and external locations

2 LOGISTICS IN CEE/SEE AND TÜRKIYE: EXPANSION OF SORTING CAPACITY



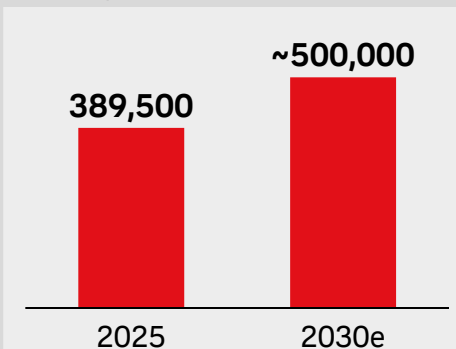
CEE/SEE

Sorting capacity parcels/h



Türkiye

Sorting capacity parcels/h



- Hungary: Go-live Budapest in H2 2026
- Slovakia: New logistics concept including construction of new logistics centre in Žilina
- Türkiye: Infrastructure expansion (focus on Istanbul, Ankara, Bursa & Izmir)



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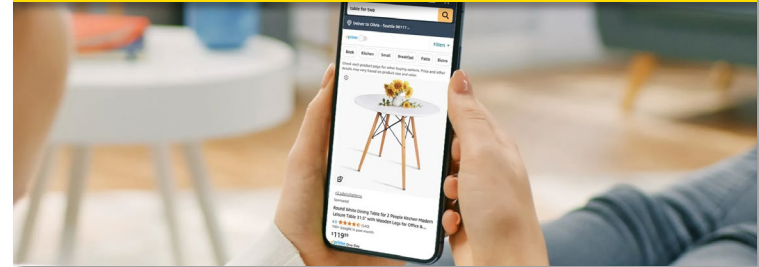
3 CONTINUOUS IMPROVEMENTS ALONG THE LOGISTICS CHAIN



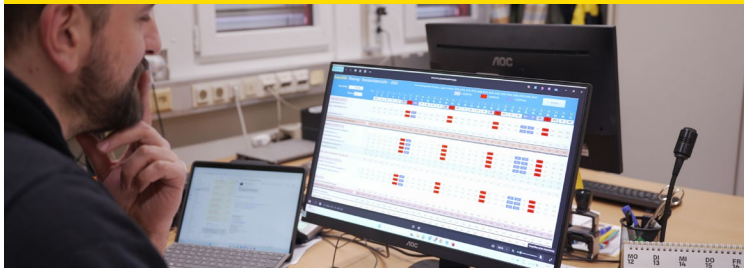
Direct-to-locker tours



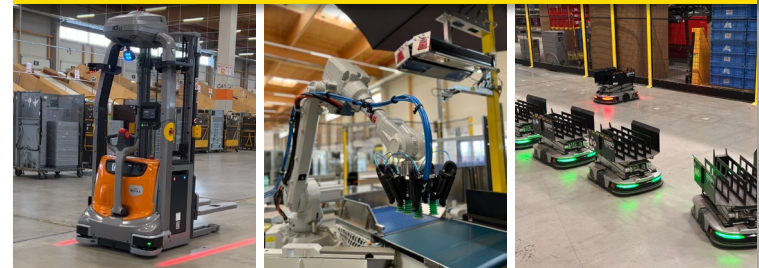
End-to-end acceleration



Intensified capacity optimisation



Automation & robotics





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SUSTAINABILITY MASTER PLAN 2030



Strategic Focus Areas

Environment

- 1 Decarbonisation of logistics
- 2 Decarbonisation of infrastructure
- 3 Resource-efficient processes
- 4 Circular Economy

Social

- 5 Corporate & work culture
- 6 Integrated diversity management
- 7 Occupational health & safety
- 8 Fair working conditions

Governance

- 9 Sustainable governance & compliance
- 10 Sustainable procurement
- 11 Digital responsibility
- 12 Customer & stakeholder value

Status 2025

Already 60% CO₂-free delivery in Austria

20 MWp photovoltaic systems

6,360 electric vehicles

Women in leadership positions: 36.2%

No fatal work-related accidents

Gender Pay Gap: 3.2%

Procurement: Group-wide certification

Group-wide supply chain management

Group-wide measurement of customer satisfaction

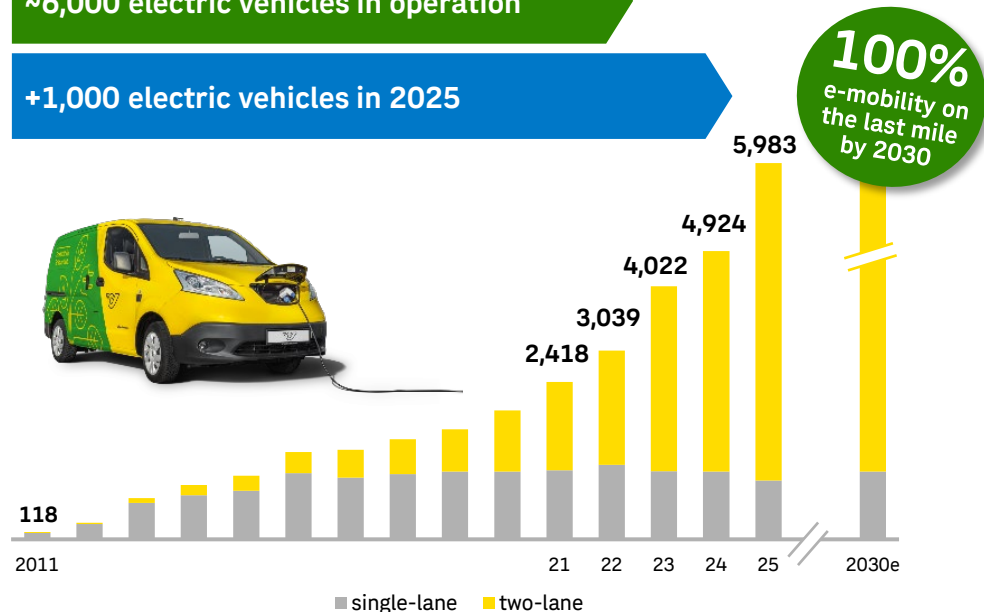
LARGEST ELECTRIC FLEET IN AUSTRIA: ALMOST 6,000 ELECTRIC VEHICLES

E-vehicle fleet ramp-up curve

Number of vehicles in operation at Post AG

~6,000 electric vehicles in operation

+1,000 electric vehicles in 2025



INVESTOR PRESENTATION Austrian Post, Investor Relations



AUSTRIAN POST GROUP – ON THE ROAD TO PARIS

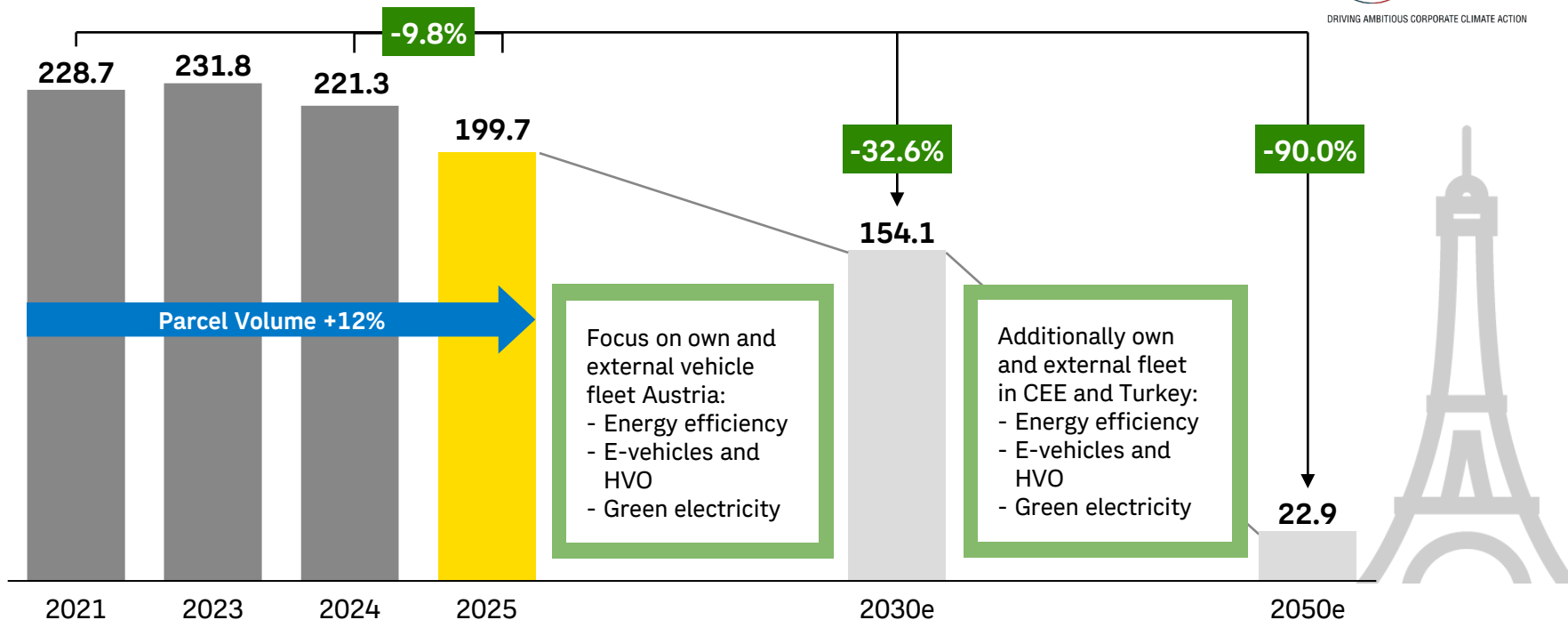


Logistics-related Decarbonisation plan Austrian Post Group

Scope 1–3, thousand tonnes



DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

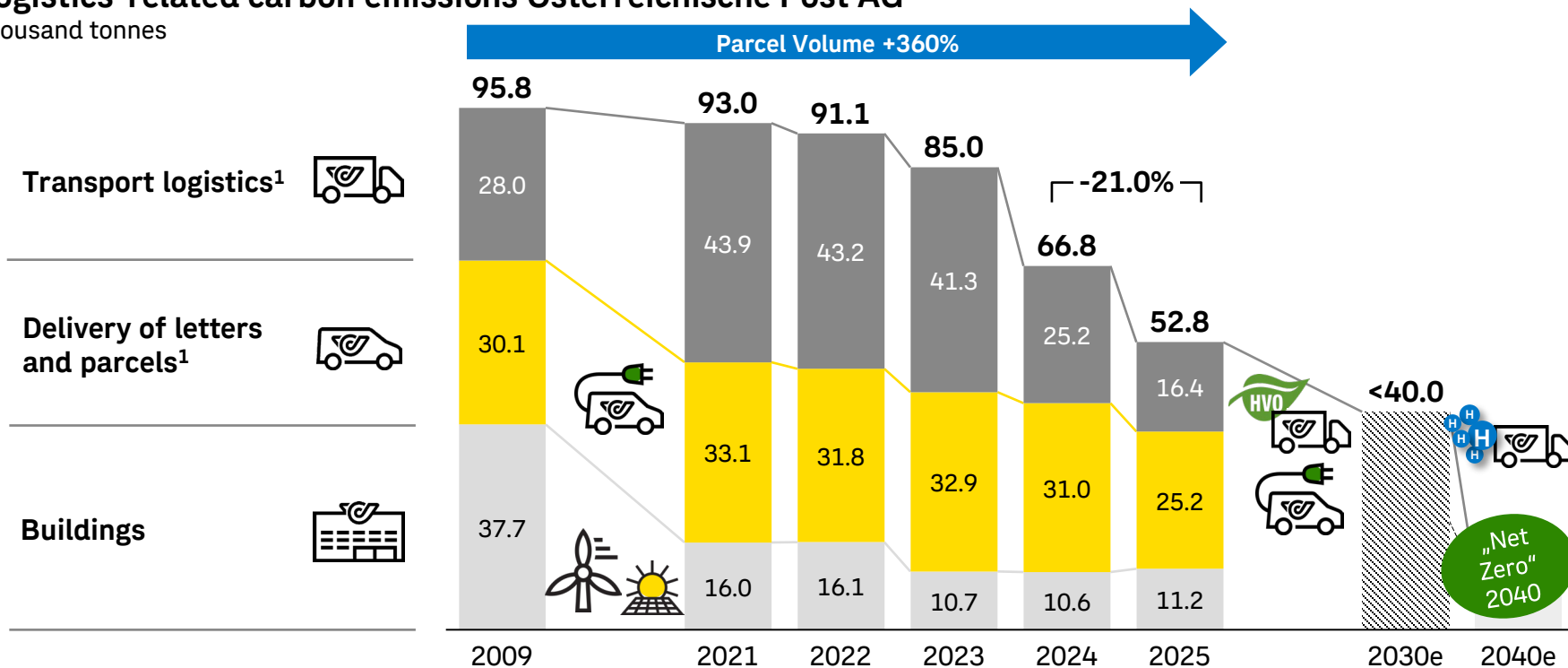


DECARBONISATION – ROADMAP AUSTRIA



Logistics-related carbon emissions Österreichische Post AG

thousand tonnes

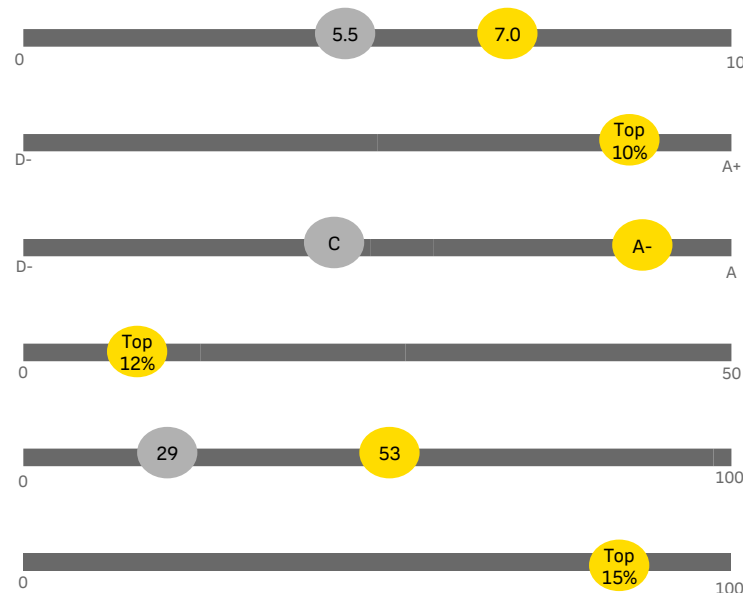


¹ Own and external vehicle fleet

AUSTRIAN POST'S ESG RATINGS CONSISTENTLY AT A HIGH LEVEL



	AAA (range from AAA to CCC)
	Prime Status, Rating C+ (range from A+ to D-)
	A- (range from A to D-)
	Low Risk (15.6) (range from 0 to 50)
	53 out of 100 points
	Silver (76 out of 100 points)



Index Member 2025/26 of the VÖNIX Sustainability Index



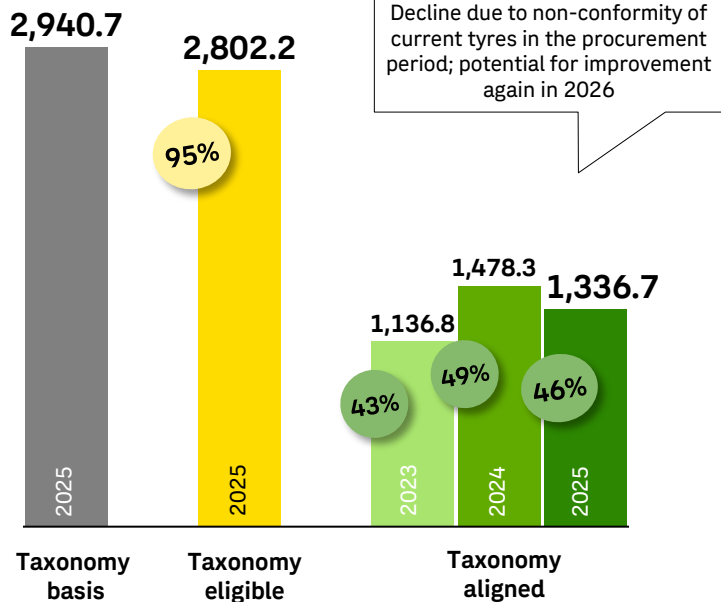
The VÖNIX is the sustainability benchmark for the Austrian stock market. It includes domestic companies listed on the Vienna Stock Exchange that are leaders in terms of environmental and social activities and performance. Detailed information on the measurement: <https://voenix.at/>

KEY FIGURES IN ACCORDANCE WITH THE EU TAXONOMY REGULATION



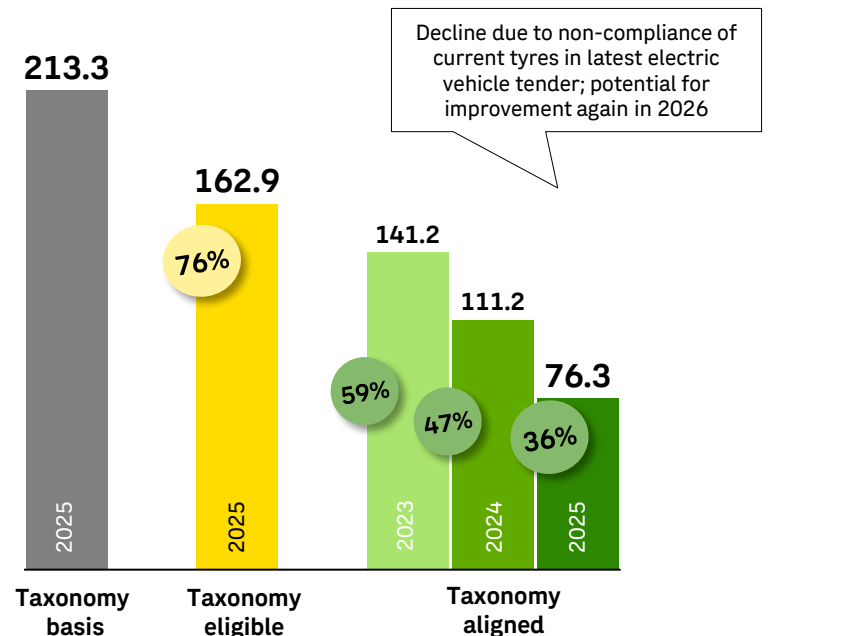
Revenue

EUR m



CapEX

EUR m





1. Overview and Highlights
2. Trends in our 4 strategic dimensions
 - ➊ Post & beyond in Austria
 - ➋ International E-commerce
 - ➌ One Group – operationally excellent
 - ➍ Sustainability, Customer & Culture

3. Group Results 2025

4. Outlook 2026

FINANCIAL OVERVIEW 2025



Revenue
EUR 3.0bn

-2.6% vs. 2024

2024 impacted by positive
special effects (elections)

+11.0% vs. 2023

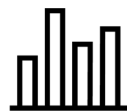


EBIT
EUR 197m

-5.0% vs. 2024

2024 impacted by positive
special effects (elections, FX effect)

+3.5% vs. 2023



Balance sheet
EUR 6.6bn

Solid balance sheet structure with low debt
(Financial debt to EBITDA_{12m} of 0.2x)

Logistics equity ratio of 30%



Cashflow
EUR 280m

Operating free cash flow higher than in recent years

KEY INCOME STATEMENT INDICATORS



EUR m	2023	2024	2025	Δ 24/25	Q4 2023	Q4 2024	Q4 2025	
Revenue	2,740.8	3,123.1	3,043.3	-2.6%	771.5	885.5	831.0	Mail: -6.8% Parcel & Logistics: +0.4% (+1.2% excl. reporting change) Retail & Bank: -8.8% (-2 working days vs. 2024)
Other operating income	100.3	104.1	119.7	15.0%	23.4	28.2	32.4	
Raw materials, consumables and services used	-832.4	-920.6	-907.5	1.4%	-235.4	-276.6	-258.5	
Expenses for financial services	-21.6	-51.4	-38.8	24.5%	-9.7	-14.8	-8.2	
Staff costs	-1,215.4	-1,405.5	-1,391.1	1.0%	-328.7	-379.4	-362.9	Wage increases mandated by collective agreements in Austria: - +6.45% as of 1/1/2025 - +2.80% as of 1/7/2025
Other operating costs	-387.4	-437.2	-421.4	3.6%	-112.9	-126.1	-117.1	
At equity consolidation	2.1	3.1	4.4	39.8%	0.6	0.0	1.4	Cost discipline in all areas
Net monetary gain	5.1	7.1	4.7	-33.8%	0.3	1.0	0.2	
EBITDA	391.6	422.7	413.3	-2.2%	109.1	117.9	118.2	
<i>EBITDA margin</i>	<i>14.3%</i>	<i>13.5%</i>	<i>13.6%</i>	-	<i>14.1%</i>	<i>13.3%</i>	<i>14.2%</i>	
Depreciation, amortisation and impairment	-201.3	-215.5	-216.4	-0.4%	-49.7	-55.3	-56.4	
EBIT	190.2	207.3	196.9	-5.0%	59.5	62.5	61.8	Prior-year results positively affected by major elections and currency effects
<i>EBIT margin</i>	<i>6.9%</i>	<i>6.6%</i>	<i>6.5%</i>	-	<i>7.7%</i>	<i>7.1%</i>	<i>7.4%</i>	
Financial result	-3.0	-10.5	-15.9	-51.1%	0.5	-7.9	-9.7	Decline due to lower interest income
Income tax	-48.5	-50.8	-47.0	7.5%	-12.0	-14.8	-15.4	
Profit for the period	138.7	145.9	134.0	-8.1%	47.9	39.8	36.7	Earnings per share reduced from EUR 2.04 to EUR 1.96
Earnings per share (EUR)	1.96	2.04	1.96	-4.1%	0.66	0.56	0.55	



MAIL DIVISION: KEY INCOME STATEMENT INDICATORS



EUR m	2023	2024	2025	Δ 24/25	Q4 2023	Q4 2024	Q4 2025	
Revenue	1,190.4	1,239.8	1,155.2	-6.8%	323.8	328.8	308.2	Revenue decline of 6.8% from 2024; -3.0% vs. 2023
• Letter Mail & Business Solutions	750.4	772.6	716.6	-7.2%	199.8	198.0	184.5	
• Direct Mail	310.2	326.4	305.0	-6.6%	86.2	90.5	84.7	Positive special effects in the previous year (election impact of about EUR 40m)
• Media Post	129.9	140.8	133.6	-5.2%	37.8	40.3	39.0	
Revenue intra-Group	4.7	5.4	5.5	0.9%	1.2	1.8	1.7	
Total revenue	1,195.2	1,245.3	1,160.7	-6.8%	325.0	330.7	310.0	
EBIT	152.3	159.1	129.7	-18.5%	50.2	43.9	39.0	Profitability decreased due to strong volume decline
<i>EBIT margin¹</i>	<i>12.7%</i>	<i>12.8%</i>	<i>11.2%</i>	-	<i>15.5%</i>	<i>13.3%</i>	<i>12.6%</i>	

¹ EBIT margin in relation to total revenue



PARCEL & LOGISTICS DIVISION: KEY INCOME STATEMENT INDICATORS



EUR m	2023	2024	2025	Δ 24/25	Q4 2023	Q4 2024	Q4 2025	
Revenue	1,416.5	1,712.5	1,719.9	0.4%	407.4	511.1	484.8	Revenue increase of 0.4% or +1.2% before the reporting change for Logistics Solutions (about EUR 14m attributed to Logistics Solutions in 2024, now recognised as intra-Group revenue)
• Parcel Austria	806.4	928.7	982.6	5.8%	240.8	272.5	292.2	
• Parcel Türkiye+	355.1	516.7	485.9	-6.0%	95.3	171.5	122.3	
• Parcel CEE/SEE	198.1	213.6	211.6	-0.9%	58.1	55.5	59.6	
• Logistics Solutions	65.8	67.6	54.7	-19.0%	16.4	16.2	14.3	
• Consolidation	-8.9	-14.0	-14.9	-6.5%	-3.3	-4.5	-3.6	Türkiye -6.0% after positive currency effect in 2024; capacity reduction in Q4 2025 due to IT infrastructure incident
Revenue intra-Group	0.7	3.1	18.0	>100%	0.1	2.5	4.6	
Total revenue	1,417.2	1,715.6	1,737.9	1.3%	407.5	513.7	489.4	
EBIT	89.5	103.3	81.5	-21.1%	28.8	38.6	34.0	EBIT shows reduced profitability in Türkiye and in CEE/SEE
<i>EBIT margin¹</i>	<i>6.3%</i>	<i>6.0%</i>	<i>4.7%</i>	-	<i>7.1%</i>	<i>7.5%</i>	<i>6.9%</i>	

¹ EBIT margin in relation to total revenue



RETAIL & BANK DIVISION: KEY INCOME STATEMENT INDICATORS



EUR m	2023	2024	2025	Δ 24/25	Q4 2023	Q4 2024	Q4 2025	
Revenue	168.6	201.5	183.8	-8.8%	50.0	55.5	44.3	Revenue -8.8% vs. 2024 but +9.0% vs. 2023
• Income from Financial Services	128.0	158.9	143.3	-9.8%	38.5	43.6	35.8	
• Branch Services	40.6	42.7	40.5	-5.0%	11.5	11.9	8.5	Including approx. EUR 20m in revenue from the previous telecom partner
Revenue intra-Group	192.3	207.0	207.0	0.0%	51.6	55.4	55.0	
Total revenue	360.9	408.6	390.8	-4.4%	101.6	110.9	99.3	
EBIT	-13.7	-11.8	6.9	>100%	-8.1	-4.4	-2.2	Earnings improvement due to a positive contribution of bank99 and branch network optimisation measures
<i>EBIT margin¹</i>	-	-	1.8%	-	-	-	-	

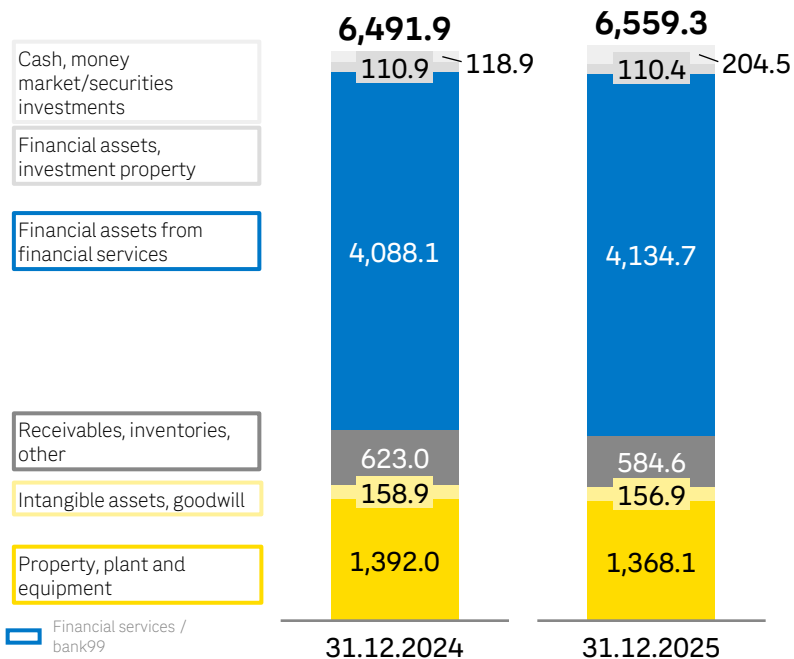
¹ EBIT margin in relation to total revenue

SOLID BALANCE SHEET AND FINANCING STRUCTURE



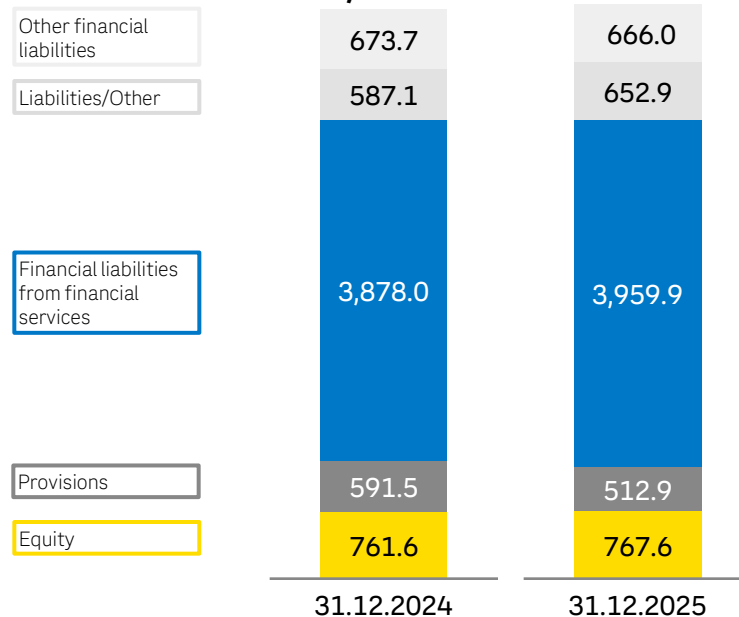
ASSETS

EUR m



EQUITY & LIABILITIES

EUR m

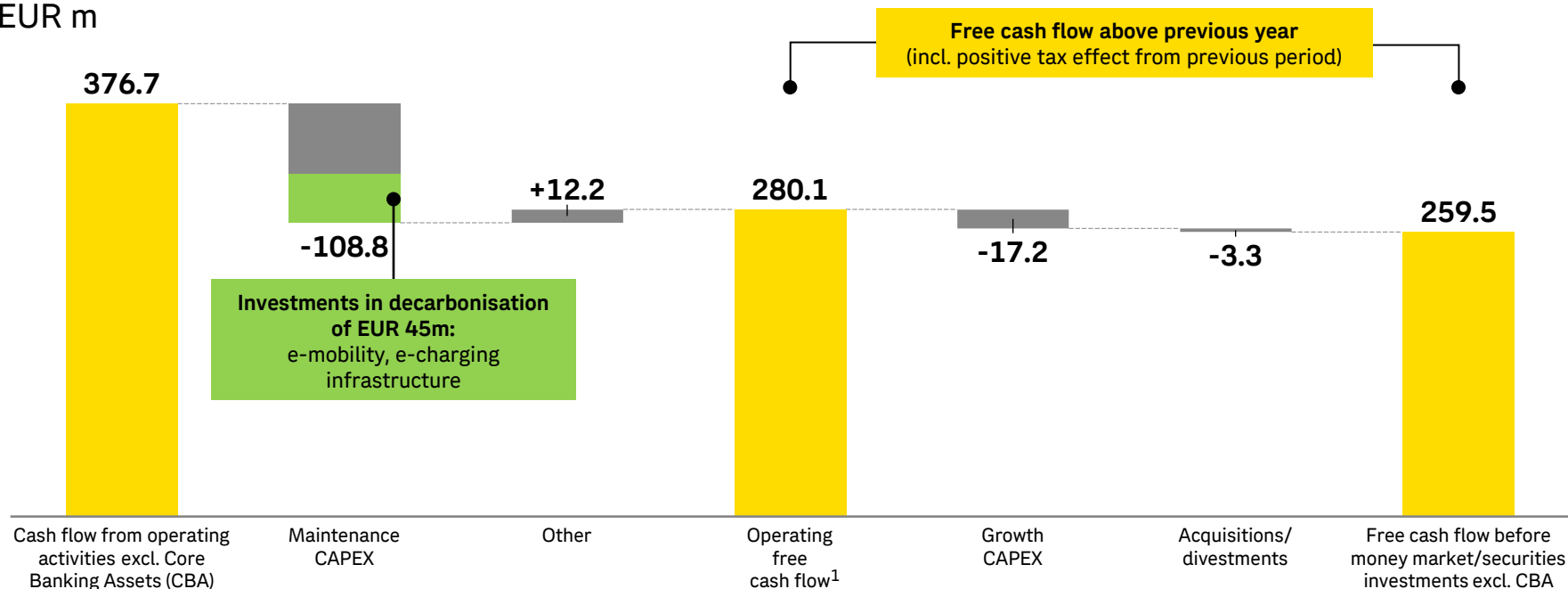


Financial debt	EUR 94.5m
Financial debt incl. IFRS 16	EUR 461.5m
Financial debt/EBITDA _{12m}	0.2x
Financial debt incl. IFRS 16/EBITDA _{12m}	1.1x

2025 OPERATING FREE CASHFLOW OF EUR 280 MILLION



EUR m



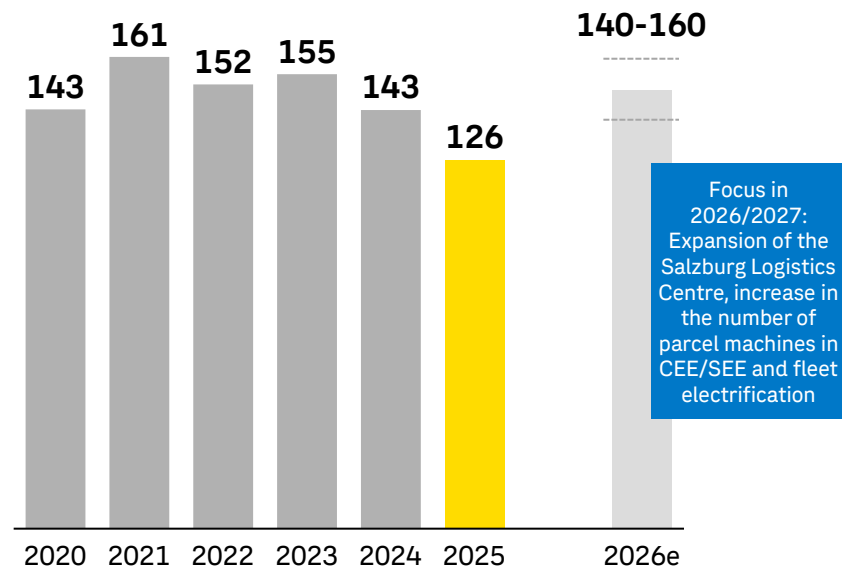
	Cash flow from operating activities excl. Core Banking Assets (CBA)	Maintenance CAPEX	Other	Operating free cash flow ¹	Growth CAPEX	Acquisitions/divestments	Free cash flow before money market/securities investments excl. CBA
FY 2024	359.3	-121.2	+15.8	253.9	-21.9	-3.1	228.8

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

AUSTRIAN POST GROUP'S INVESTMENT PROGRAMME

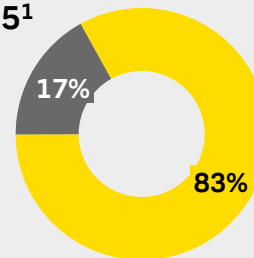


CAPEX in property, plant and equipment in a multi-year comparison
EUR m

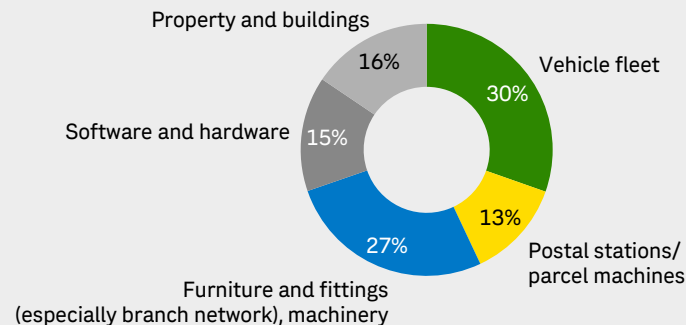


Investment split 2025¹

International



Austria



¹ Core investments excl. IFRS 16



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OUTLOOK FOR 2026



Market environment



- Mail: Volume decline due to ongoing digitalisation trend among private and public sector customers
- Parcel: Volume increase against the backdrop of intense competition, uncertainties related to regulatory restrictions on international trade flows

Revenue



- Slight revenue increase predicted in 2026 on the basis of current economic forecasts

Segment Reporting up to 31/12/2025

Mail

Volume and revenue decline expected for letter mail items

Parcel & Logistics

Volume and revenue growth planned in all regions

Retail & Bank

Reclassification of Branch Services revenue

Segment Reporting as of 1/1/2026



Mail, Retail & Services

Revenue decline in the lower single digit range
New: Branch Services revenue of about EUR 35m including development of own mobile phone brand YELLOW



E-Commerce & Logistics

Revenue in the upper single digit range, including new subsidiaries in Bulgaria and Hungary



Bank

Revenue from Financial Services at the same level as the previous year

OUTLOOK FOR 2026



Investments



- CAPEX 2026: EUR 140m–160m; priorities in 2026 und 2027: Expansion and modernisation of the Salzburg Logistics Centre, increase in the number of parcel machines in CEE/SEE as well as the further electrification of the vehicle fleet

Earnings



- Broadly stable earnings development in the order of magnitude of previous years is targeted for 2026 (depending on the TRY/EUR exchange rate)
- Expected seasonal revenue and earnings development featuring a weaker H1 and stronger H2
- Q1 2026 particularly affected by:
 - shift from the previous telecommunications cooperation to the own mobile brand YELLOW
 - challenging market environment in CEE/SEE
 - regulatory-driven reduction of Asian parcel volumes in Türkiye

Dividend



- Stable dividend of EUR 1.83 per share proposed to the Annual General Meeting on 15 April 2026
- Distribution of at least 75% of Group net profit to shareholders will continue

EUR 4BN IN REVENUE TARGETED FOR 2030



A profitable growth with an EBIT margin of >6% is the targeted goal

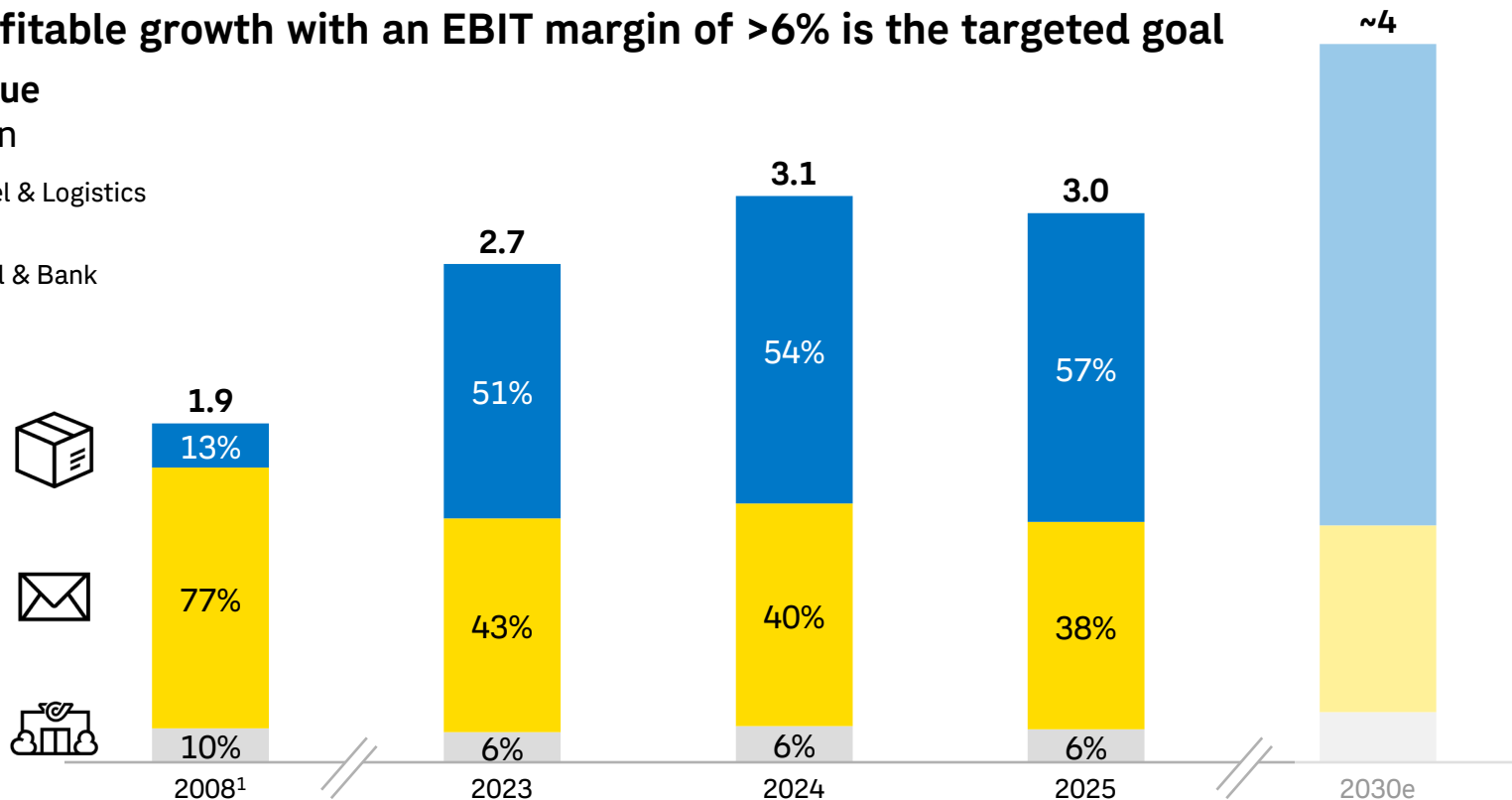
Revenue

EUR bn

Parcel & Logistics

Mail

Retail & Bank



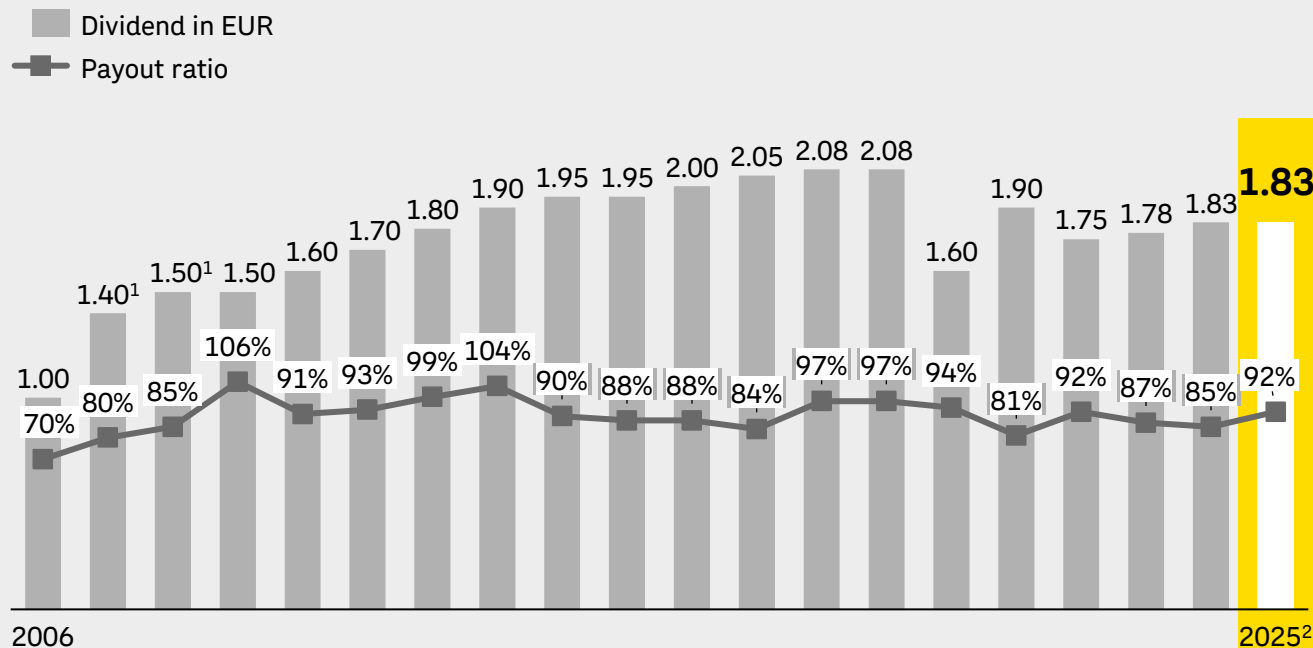
¹Adjusted presentation – excl. trans-o-flex

DIVIDEND POLICY



Continuation of consistent and predictable dividend police

Dividends since IPO



Reliable dividend policy
Distribution of at least
75% of Group net profit



¹ Excl. EUR 1.00 special dividend

² Proposal to the Annual General Meeting on 15 April 2026

CONTACT



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Financial calendar 2026

15 April 2026
24/29 April 2026
08 May 2026
07 August 2026
12 November 2026

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

Disclaimer

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