

# AUSTRIAN POST Investor Presentation Q1 2026

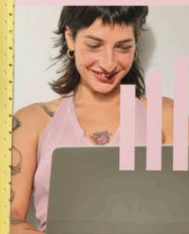


May 2026

# YELLOW

VOILL  
SCHNELL

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





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## 1. Overview



2. Trends in our strategic dimensions
3. Sustainability, Customer & Culture
4. Group Results Q1 2026 & Outlook 2026

# 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

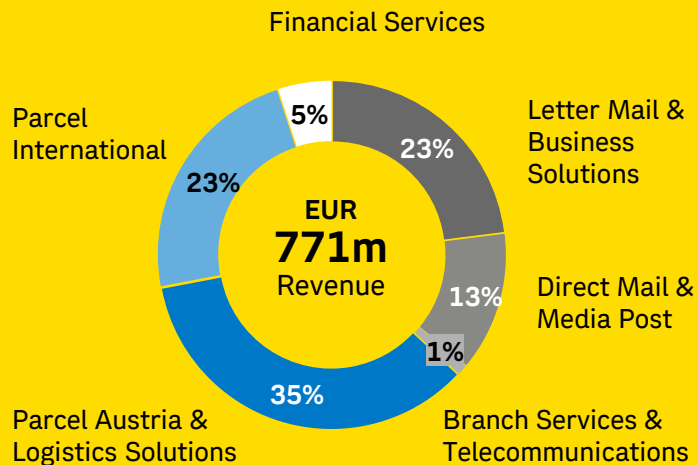
## Group

Revenue 2025: EUR 3,043m

EBITDA 2025: EUR 413m

EBIT 2025: EUR 197m

## Revenue mix Q1 2026



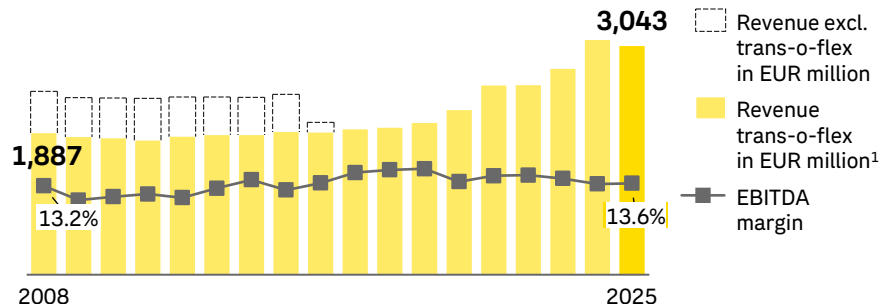
Adjusted to the new segment structure from 1 January 2026

INVESTOR PRESENTATION Austrian Post, Investor Relations

# SUCCESSFUL CAPITAL MARKET POSITIONING



## 1 Predictable Business Model

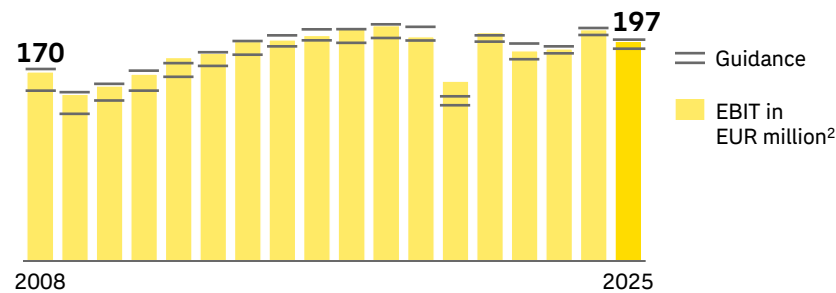


2008

2025

<sup>1</sup> 2014: Adjusted reporting of revenue

## 2 Reliability ("Promise & Deliver")

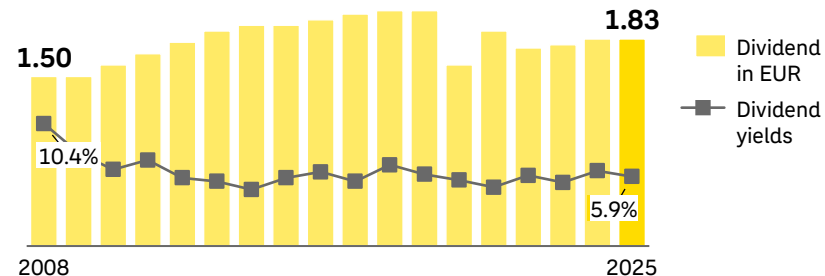


2008

2025

<sup>2</sup> 2015: EBIT adjusted for special effects

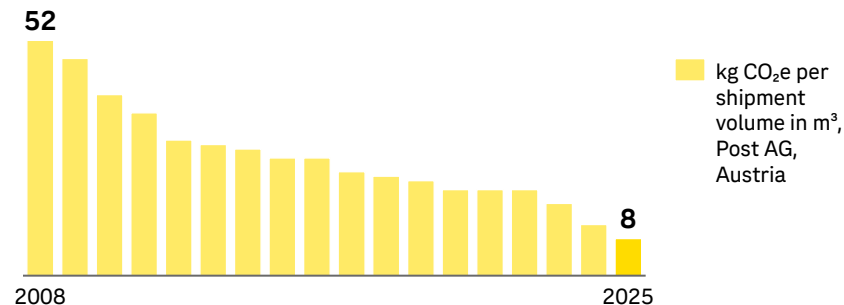
## 3 Attractive dividend policy



2008

2025

## 4 Decarbonisation of logistics



2008

2025

# 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

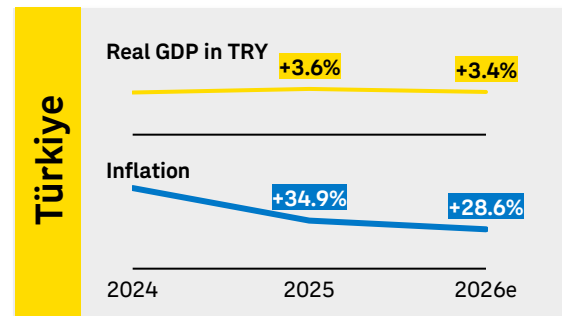
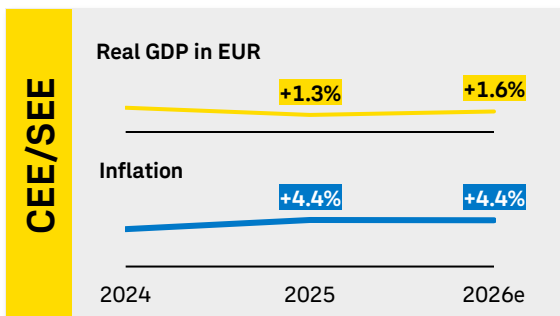
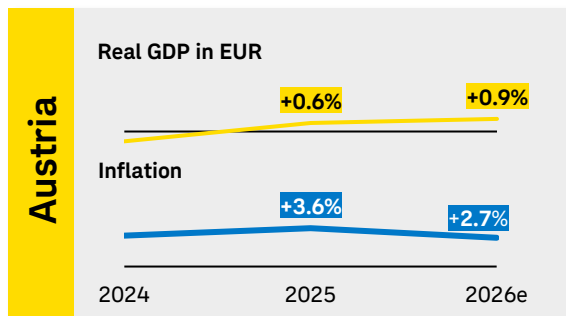


- Cost pressure and digitisation among key customer groups (public and private sector)
- Subdued investment climate and low corporate advertising expenditures
- Need for regulatory adjustments in Austria

## 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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1. Overview



**2. Trends in our strategic dimensions**

3. Sustainability, Customer & Culture

4. Group Results Q1 2026 & Outlook 2026

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

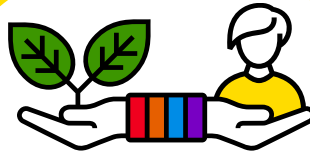


1



## POST & BEYOND IN AUSTRIA

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



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

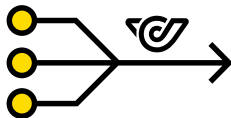
2



## INTERNATIONAL E-COMMERCE

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

3



## ONE GROUP – OPERATIONALLY EXCELLENT

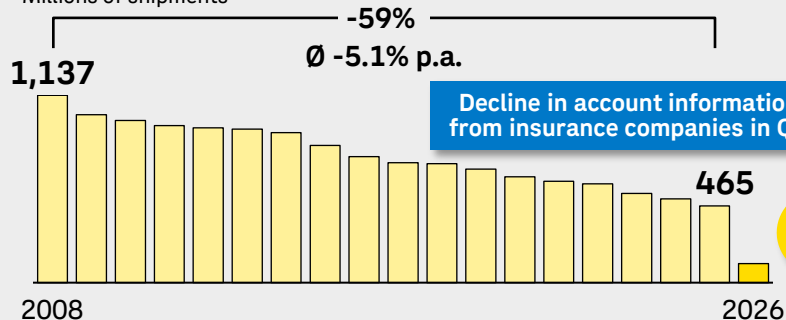
Efficiency- and technology-focused integrated group

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



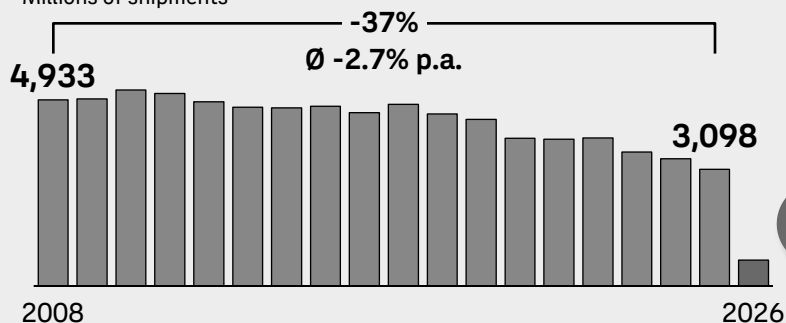
## Letter Mail volumes

Millions of shipments



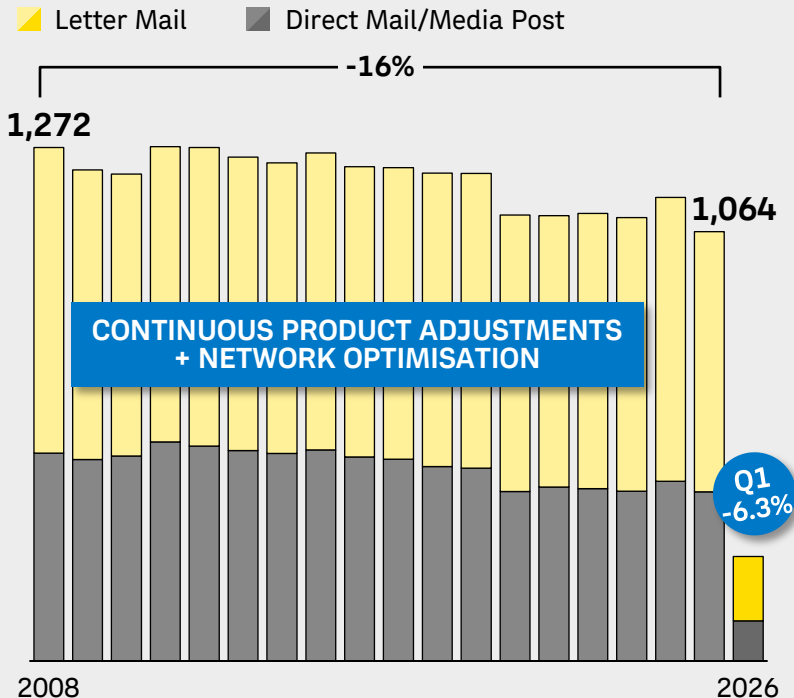
## Direct Mail/Media Post volumes

Millions of shipments

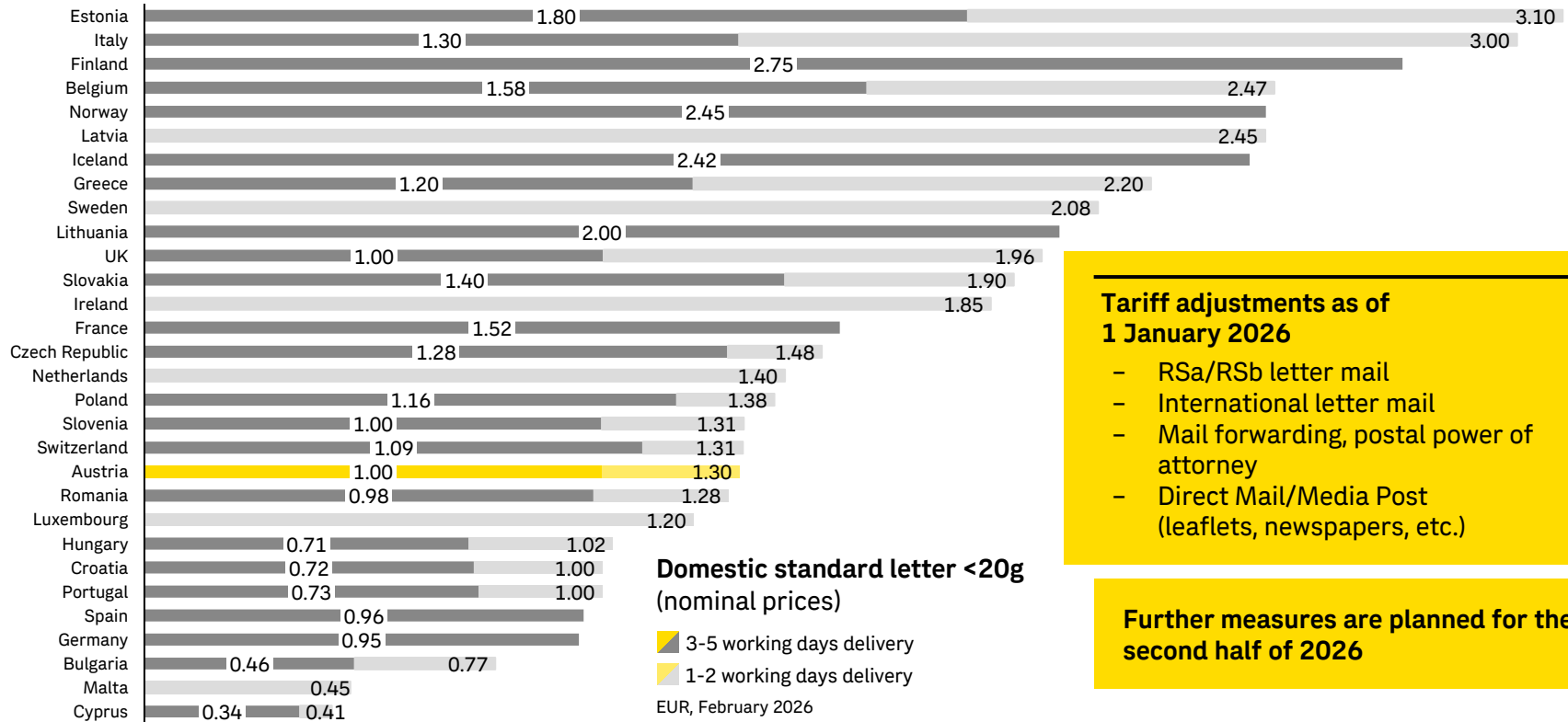


## Mail Revenue

EUR m



# 1 POSTAGE RATES: AUSTRIA IN THE LOWER THIRD OF EUROPE



## Tariff adjustments as of 1 January 2026

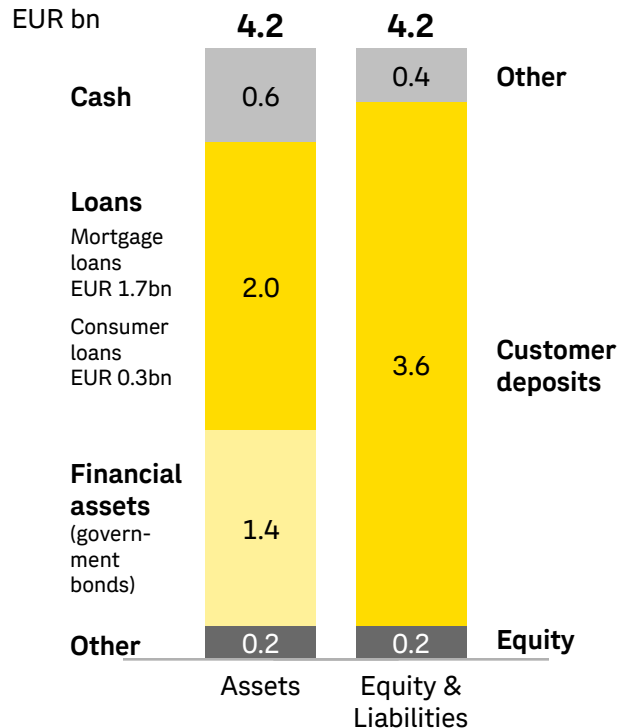
- RSa/RSb letter mail
- International letter mail
- Mail forwarding, postal power of attorney
- Direct Mail/Media Post (leaflets, newspapers, etc.)

Further measures are planned for the second half of 2026

# 1 ONGOING POSITIVE DEVELOPMENT OF BANK99

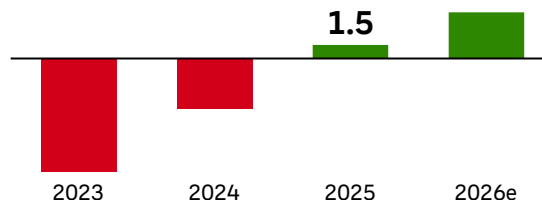


## bank99 balance sheet total as at 31.03.2026



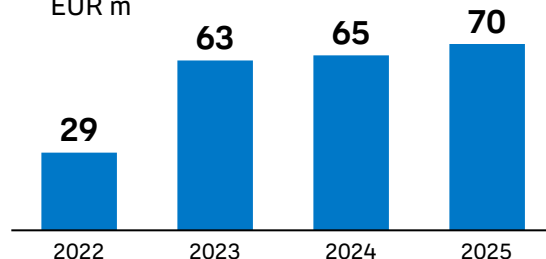
## Break-even achieved after 5 years

Bank99 earnings in IFRS (EUR m)



## bank99 Net interest income

EUR m



## Highlights/ Next steps in 2026

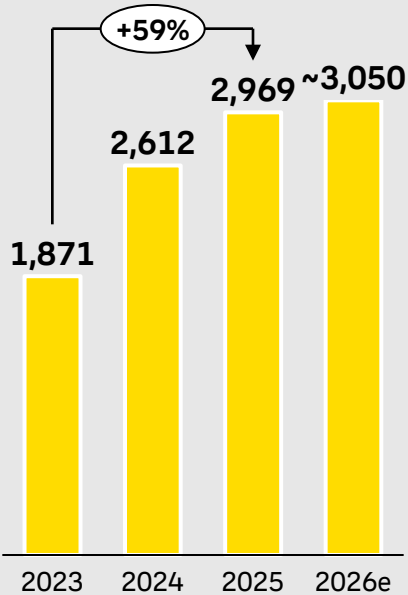
- Very good Q1 2026 business development (EBIT of EUR 2.6m)
- Wide range of stocks and ETFs from summer 2026
- Current account offering for SMEs from Q3 2026
- Further expansion of the product range for housing finance

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



## Successful network rollout through expansion of postal points

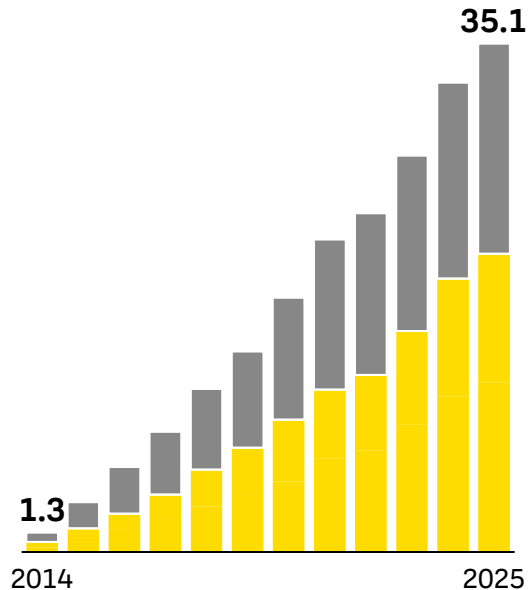
(Branches, postal partners, post stations)



## Extensive use by customers

(millions of items)

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



# 1 MOBILE PHONE PACKAGE YELLOW SUCCESSFULLY LAUNCHED



MOBILE PHONE RATES



HARDWARE



INTERNET RATES

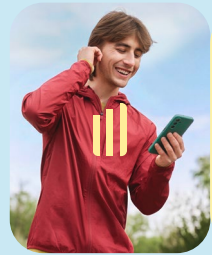
+

ADDITIONAL PACKAGES



Reliable network quality of a major provider

LAUNCH ON 1 APRIL 2026



Favourable rates without a binding contract



Consulting and service close to customers

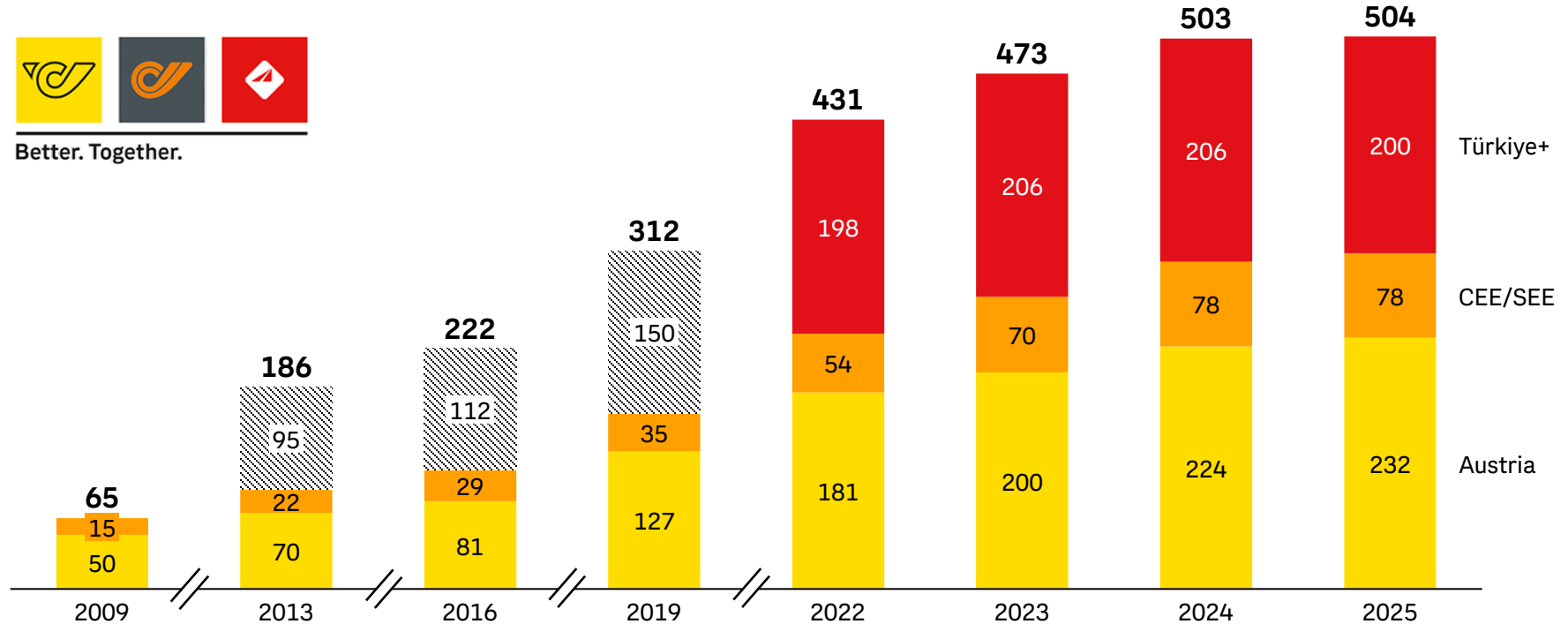


## 2 MORE THAN 500M PARCELS DELIVERED BY THE POST GROUP IN 2025

Million items



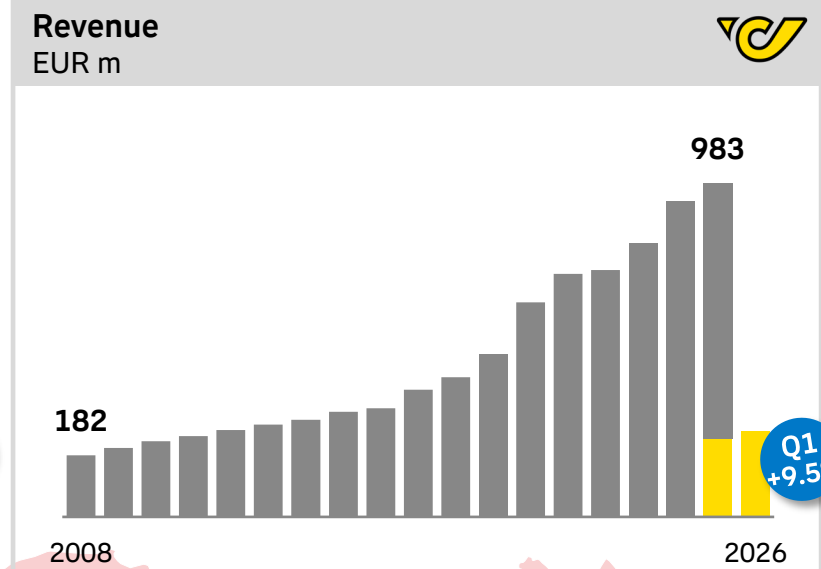
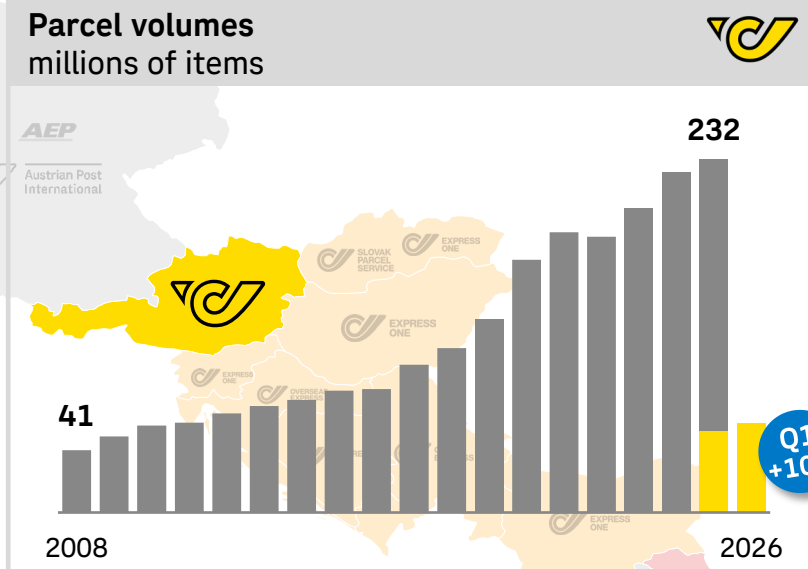
Better. Together.



Total volume including intercompany consolidation

INVESTOR PRESENTATION Austrian Post, Investor Relations

## 2 E-COMMERCE & LOGISTICS: STRONG GROWTH IN AUSTRIA

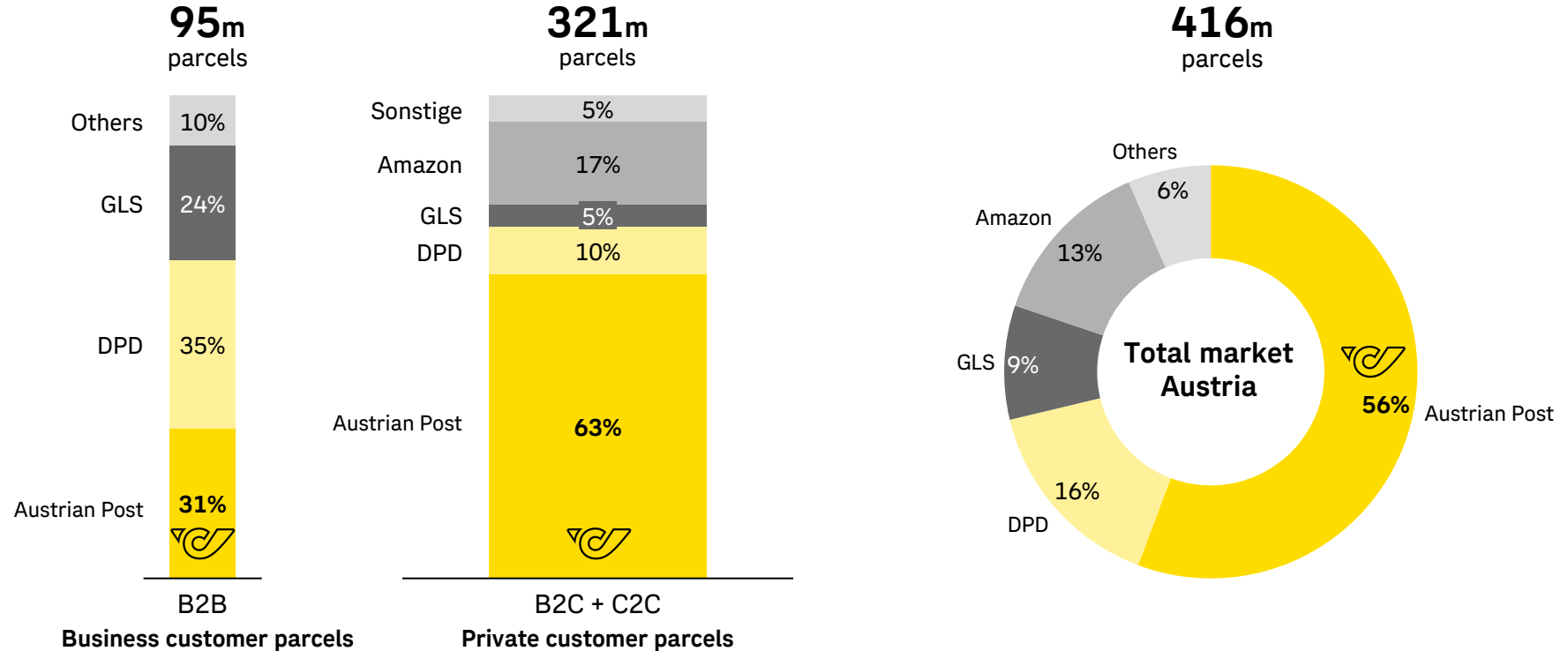


- Solid growth from clients in Austria, EU and Asia
- New customer acquisitions in Q1 2026 e.g., Vinted, KoRo, Waterdrop
- Transition to a functional sales structure

## 2 AUSTRIAN POST REMAINS THE QUALITY AND MARKET LEADER



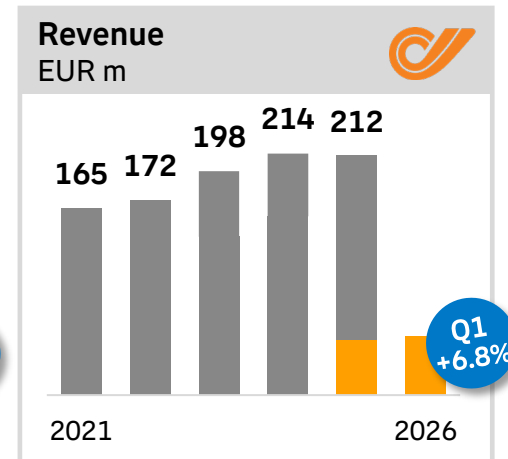
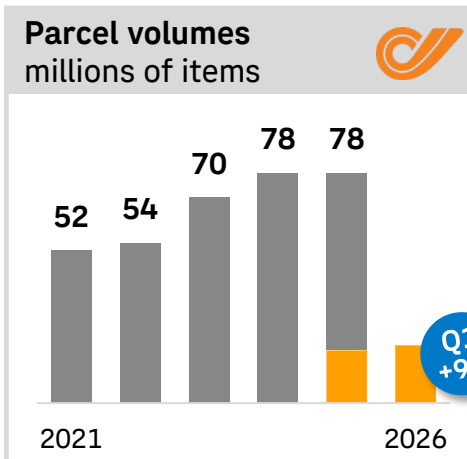
### Market shares by volume



Source: BRANCHENRADAR.com Marktanalyse GmbH, February 2026

INVESTOR PRESENTATION Austrian Post, Investor Relations

## 2 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

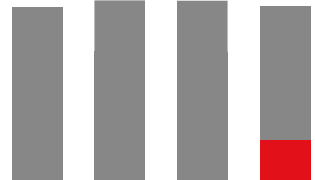


### Parcels & documents

millions of items



198 206 206 200

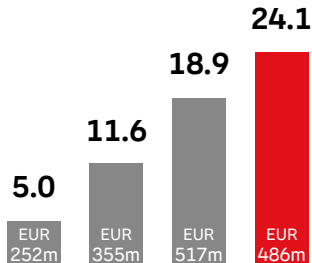


2022

2026

### Revenue

TRY bn

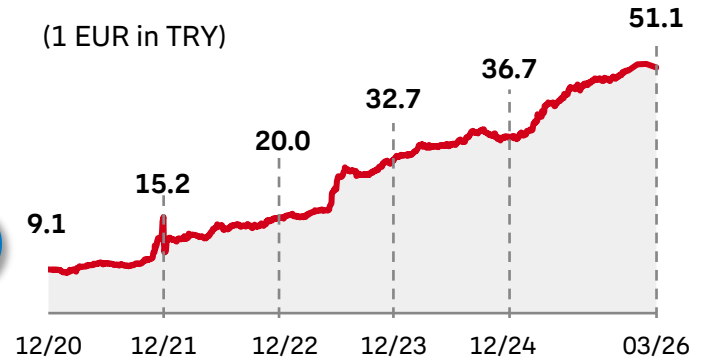


2022

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

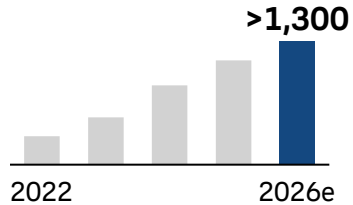


- Part of Austrian Post Group since March 2026
- Revenue contribution of EUR 5m for March 2026
- Revenue of about EUR 55m expected in 2026

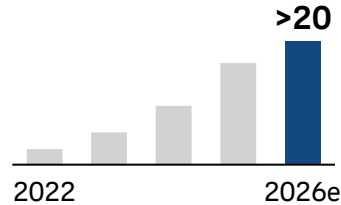
One single integration and contract for all services and destinations



**Active customers**  
Number



**Parcels**  
millions of items



Own fulfilment centres



Direct e-shop connectivity with platforms



Fulfilment: 9 proprietary cargo and logistics centres



Consolidation and shipping



Transport and invoicing

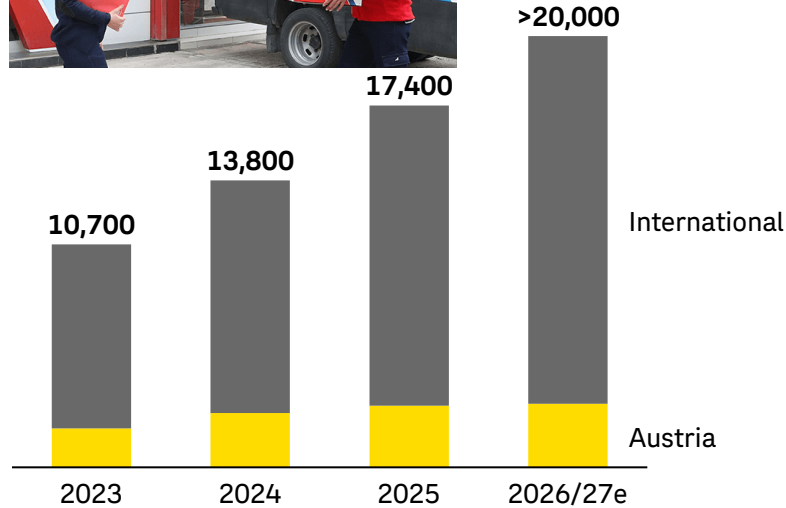


Returns management (incl. logistics)

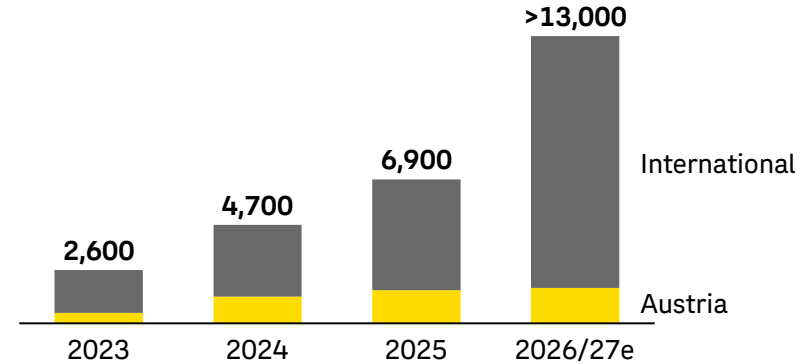
## 2 STRONG GROWTH OF OUT-OF-HOME NETWORK



### Out-of-home points Number of locations



### of which postal stations/parcel machines Number of locations<sup>1</sup>

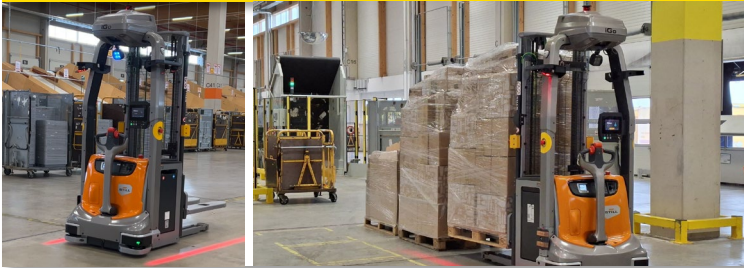


<sup>1</sup> Own and external locations

### 3 CONTINUOUS INNOVATIONS IN THE LOGISTICS CHAIN



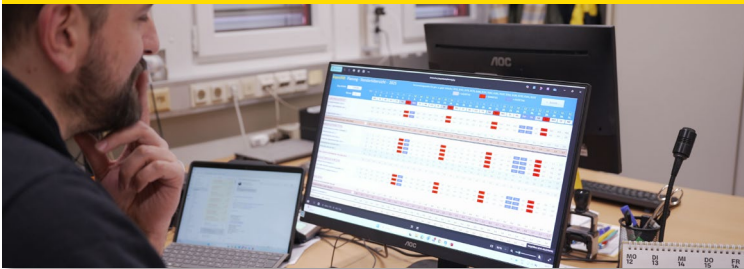
#### Autonomous in-house logistics



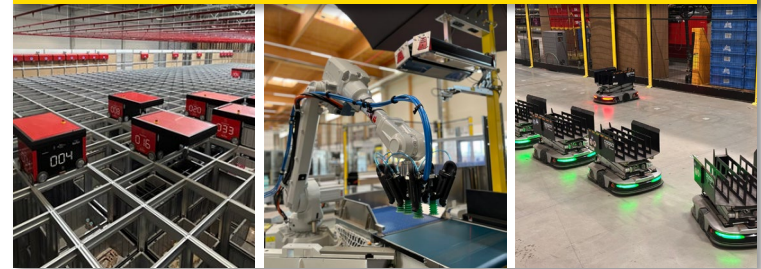
#### Matrix sorter



#### Greater capacity optimisation



#### Robotics





- 
- 1. Overview
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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% CO<sub>2</sub>-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

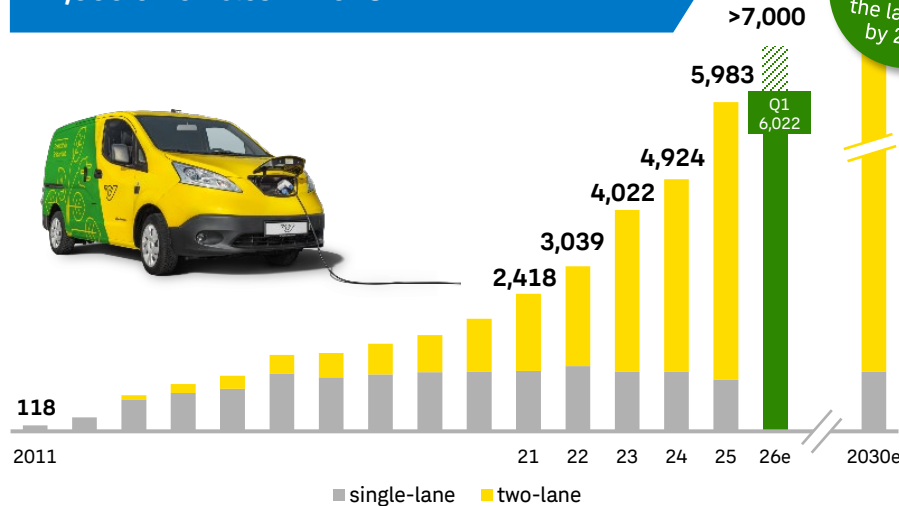
# LARGEST ELECTRIC FLEET IN AUSTRIA: OVER 6,000 ELECTRIC VEHICLES



**E-vehicle fleet ramp up curve**  
(Number of vehicles in operation at Post AG)

~6,000 e-vehicles in operation

+ 1,000 e-vehicles in 2026



# AUSTRIAN POST GROUP – ON THE ROAD TO PARIS

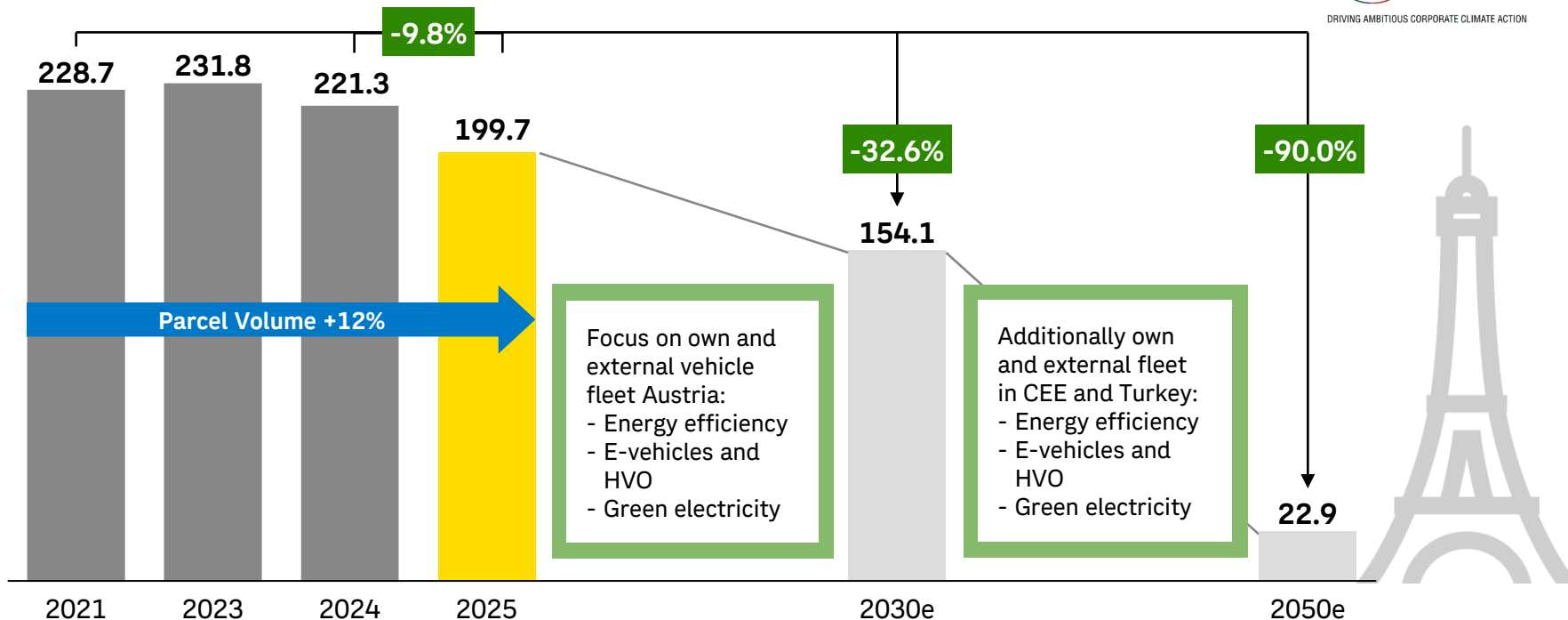


## Logistics-related Decarbonisation plan Austrian Post Group

Scope 1-3, thousand tonnes



DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

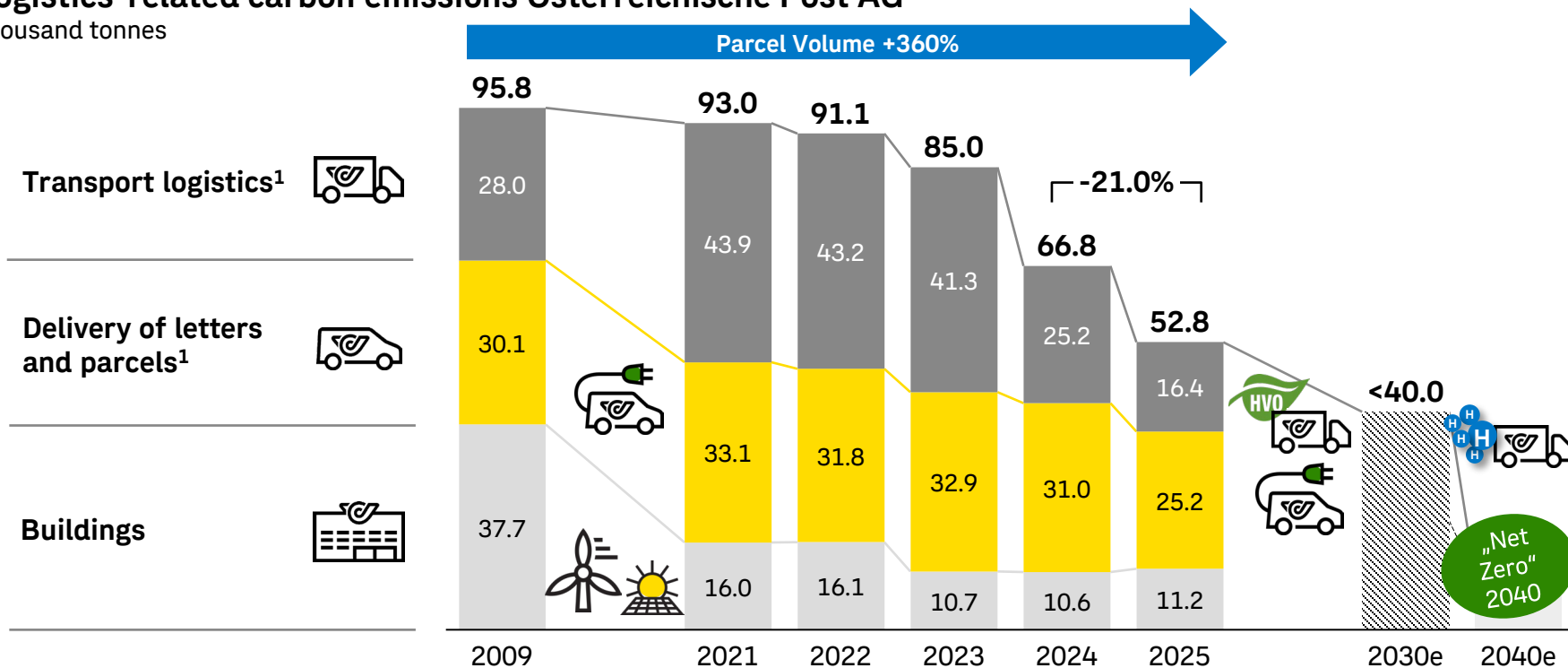


# DECARBONISATION – ROADMAP AUSTRIA



## Logistics-related carbon emissions Österreichische Post AG

thousand tonnes



<sup>1</sup> Own and external vehicle fleet

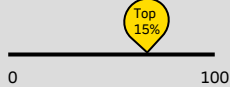
# AUSTRIAN POST'S ESG RATINGS CONSISTENTLY AT A HIGH LEVEL



**Ecovadis**  
Score: **76/100**

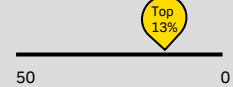
Last Update: 11/2025

<https://recognition.ecovadis.com/RJ5P1nlAqUKYfoSOh4TMRw>



**Sustainalytics**  
Score: **15,6 (low risk)**

Last Update: 02/2026



**ISS ESG**  
Score: **C+, Prime**

Last Update: 04/2025



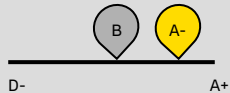
**S&P Global CSA**  
Score: **53/100**

Last Update: 08/2025



**CDP**  
Score: **A-; A-List Supplier Engagement Leader**

Last Update: 12/2025



**Index Member 2025/26**  
of VÖNIXX Nachhaltigkeitsindex

Sustainability benchmark for the Austrian stock market (Vienna Stock Exchange). Detailed information on the measurement: <https://voenix.at/>

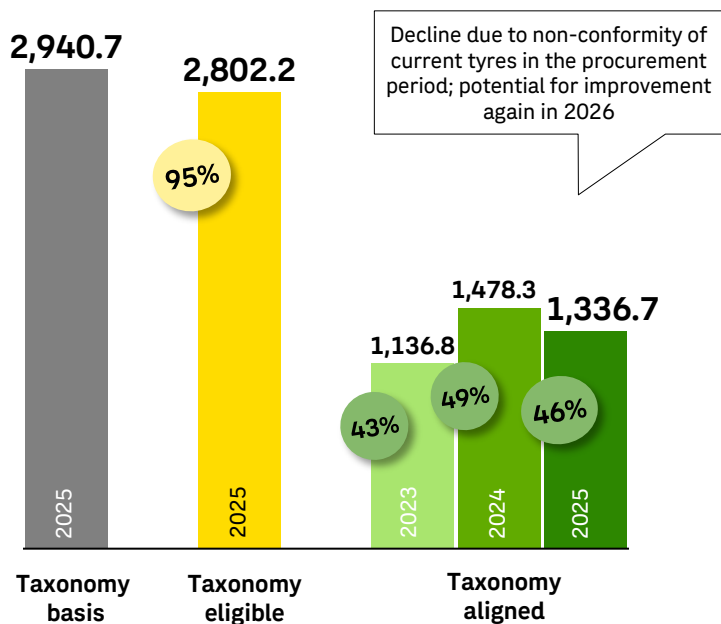
Score/Ranking Austrian Post

∅ Score Peers

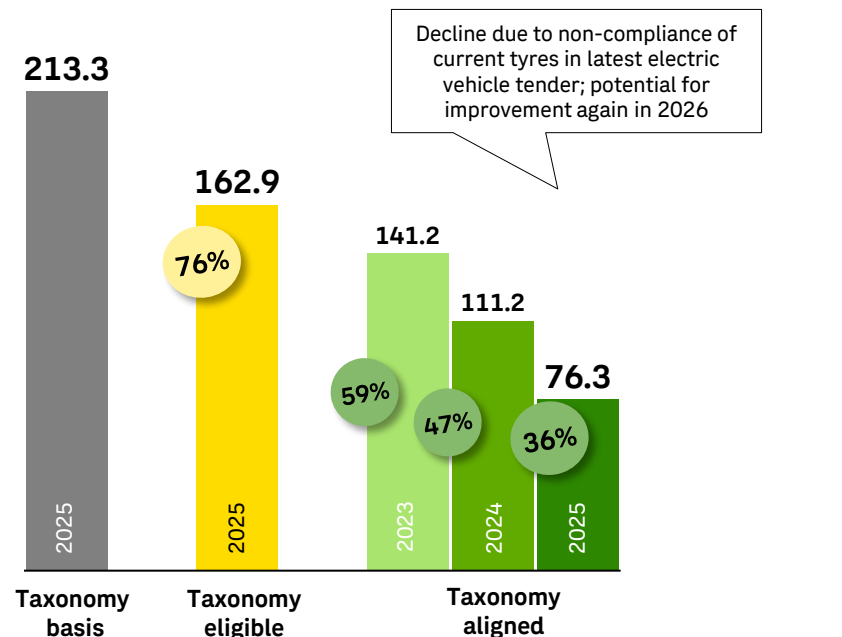
# KEY FIGURES IN ACCORDANCE WITH THE EU TAXONOMY REGULATION




## Revenue EUR m



## CapEX EUR m





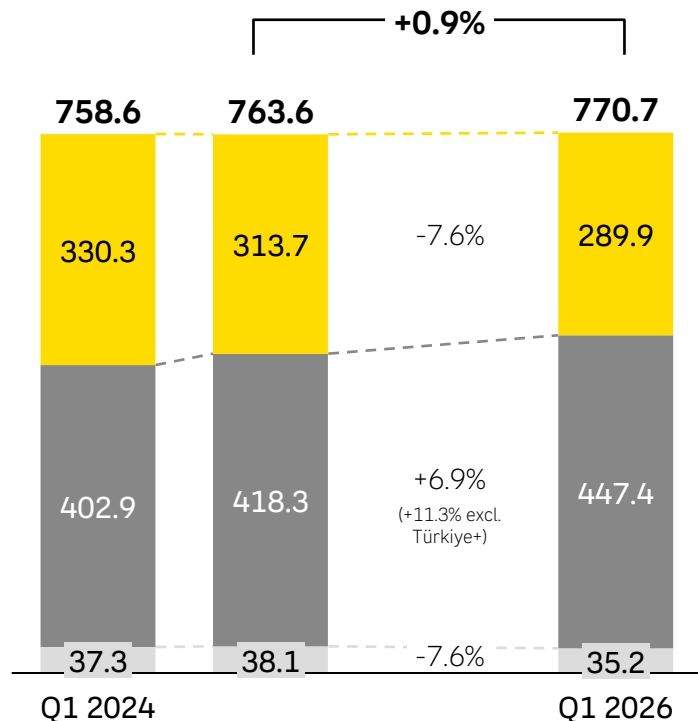
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- 
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# Q1 2026 REVENUE OF EUR 771M



## Revenue development

EUR m



### 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

Adjusted to the new segment structure from 1 January 2026

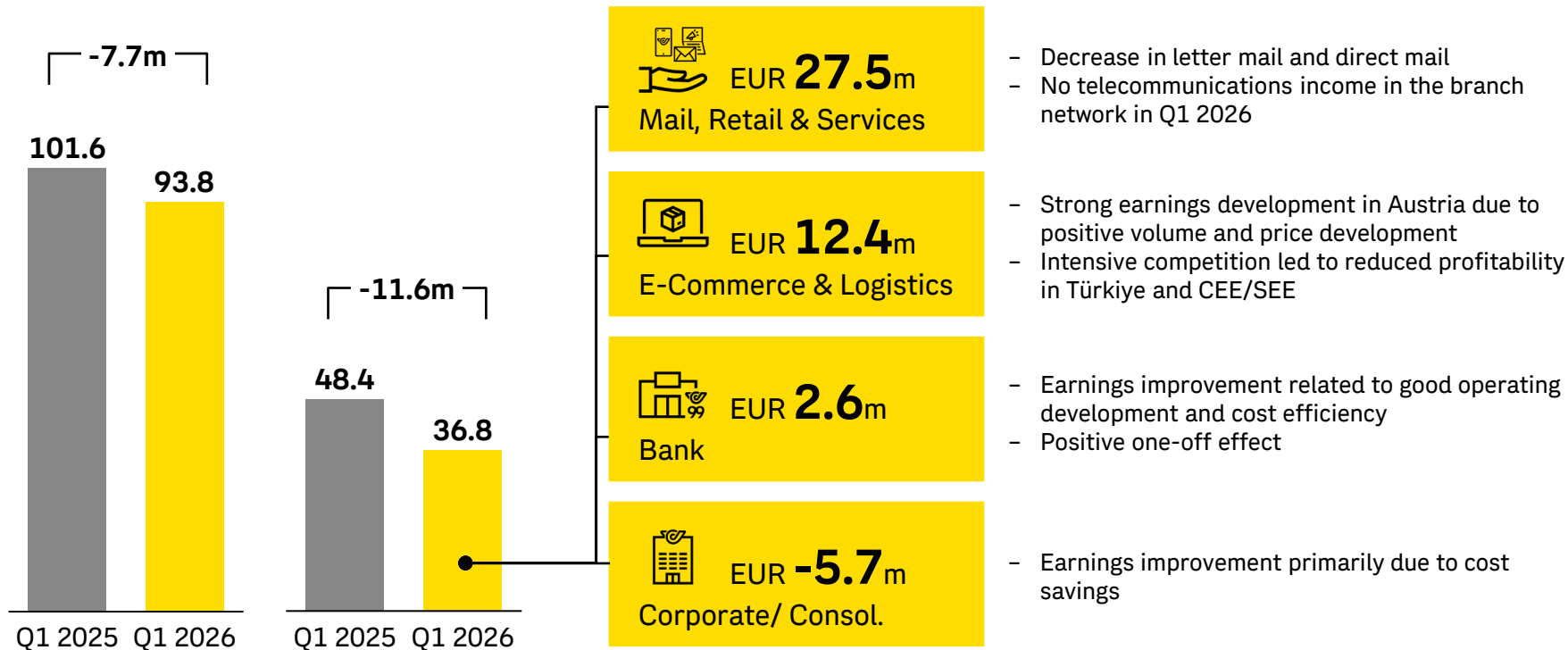
INVESTOR PRESENTATION Austrian Post, Investor Relations

# EARNINGS DECLINE IN THE FIRST QUARTER OF 2026 AS EXPECTED



**EBITDA**  
EUR m

**EBIT**  
EUR m



Adjusted to the new segment structure from 1 January 2026

INVESTOR PRESENTATION Austrian Post, Investor Relations

# KEY INCOME STATEMENT INDICATORS



EUR m	Q1 2025	Q1 2026	%	Δ
<b>Revenue</b>	<b>763.6</b>	<b>770.7</b>	<b>0.9%</b>	<b>7.1</b>
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
<b>EBITDA</b>	<b>101.6</b>	<b>93.8</b>	<b>-7.6%</b>	<b>-7.7</b>
<i>EBITDA margin</i>	<i>13.3%</i>	<i>12.2%</i>	-	-
Depreciation, amortisation and impairment	-53.2	-57.0	-7.3%	-3.9
<b>EBIT</b>	<b>48.4</b>	<b>36.8</b>	<b>-23.9%</b>	<b>-11.6</b>
<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
<b>Profit for the period</b>	<b>39.6</b>	<b>15.3</b>	<b>-61.3%</b>	<b>-24.3</b>
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 <sup>1</sup>	Q1 2026	%	Δ
<b>Revenue</b>	<b>313.7</b>	<b>289.9</b>	<b>-7.6%</b>	<b>-23.8</b>
• 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
<b>Total revenue</b>	<b>329.1</b>	<b>305.9</b>	<b>-7.1%</b>	<b>-23.2</b>
<b>EBIT</b>	<b>37.4</b>	<b>27.5</b>	<b>-26.4%</b>	<b>-9.9</b>
<i>EBIT margin<sup>2</sup></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)

<sup>1</sup> Adjusted to the new segment structure from 1 January 2026

<sup>2</sup> EBIT margin in relation to total revenue



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



EUR m	Q1 2025	Q1 2026	%	Δ	
<b>Revenue</b>	<b>418.3</b>	<b>447.4</b>	<b>6.9%</b>	<b>29.1</b>	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	<b>422.7</b>	<b>452.0</b>	<b>6.9%</b>	<b>29.3</b>	
<b>EBIT</b>	<b>18.6</b>	<b>12.4</b>	<b>-33.3%</b>	<b>-6.2</b>	Strong competitive and margin pressure in CEE/SEE and Türkiye+
<i>EBIT margin<sup>1</sup></i>	<i>4.4%</i>	<i>2.7%</i>	-	-	

<sup>1</sup> EBIT margin in relation to total revenue



# BANK DIVISION: KEY INCOME STATEMENT INDICATORS



EUR m	Q1 2025 <sup>1</sup>	Q1 2026	%	Δ
<b>Revenue</b>	<b>38.1</b>	<b>35.2</b>	<b>-7.6%</b>	<b>-2.9</b>
• Income from Financial Services	38.1	35.2	-7.6%	-2.9
Revenue intra-Group	0.0	0.0	n.a.	0.0
<b>Total revenue</b>	<b>38.1</b>	<b>35.2</b>	<b>-7.6%</b>	<b>-2.9</b>
<b>EBIT</b>	<b>-0.6</b>	<b>2.6</b>	<b>&gt;100%</b>	<b>3.2</b>
<i>EBIT margin<sup>2</sup></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

<sup>1</sup> Adjusted to the new segment structure from 1 January 2026

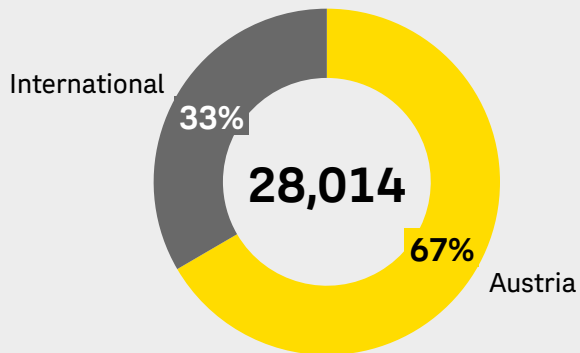
<sup>2</sup> EBIT margin in relation to total revenue

# EMPLOYEES OF AUSTRIAN POST



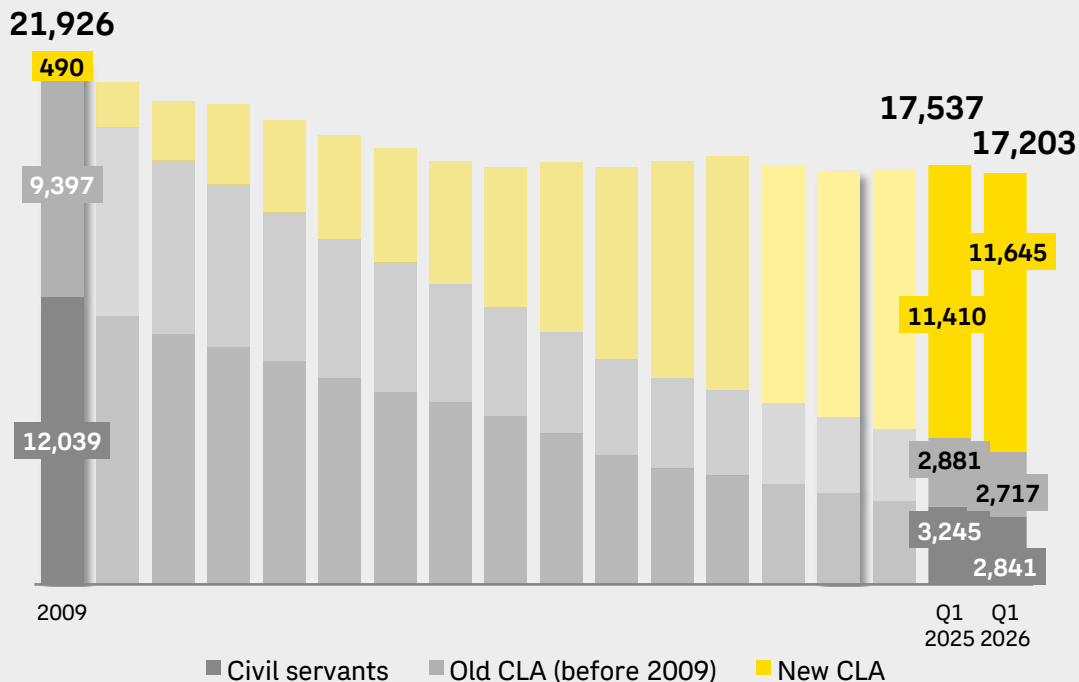
## Group employees

Full-time equivalents (average for the period)



## Structural change in the Austrian core business

Full-time equivalents (average for the period)

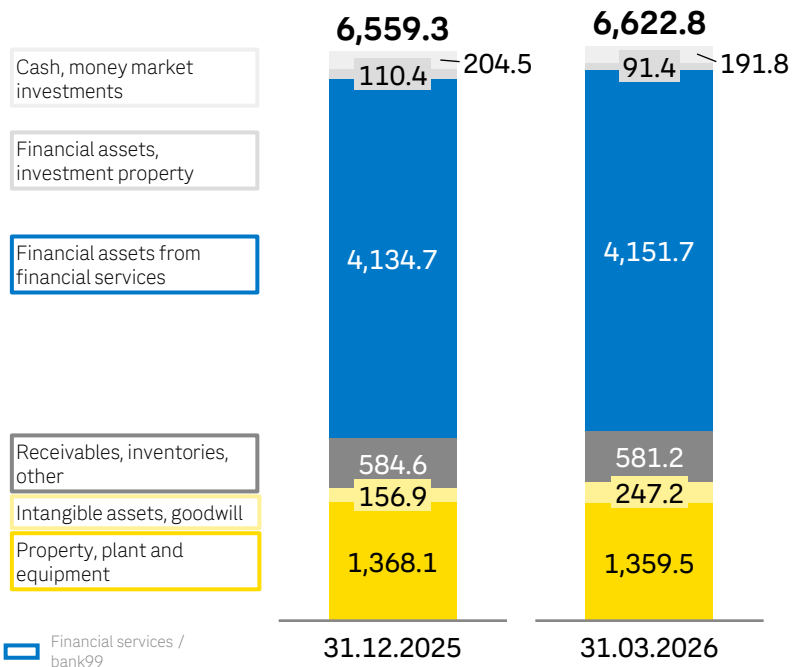


# SOLID BALANCE SHEET AND FINANCING STRUCTURE



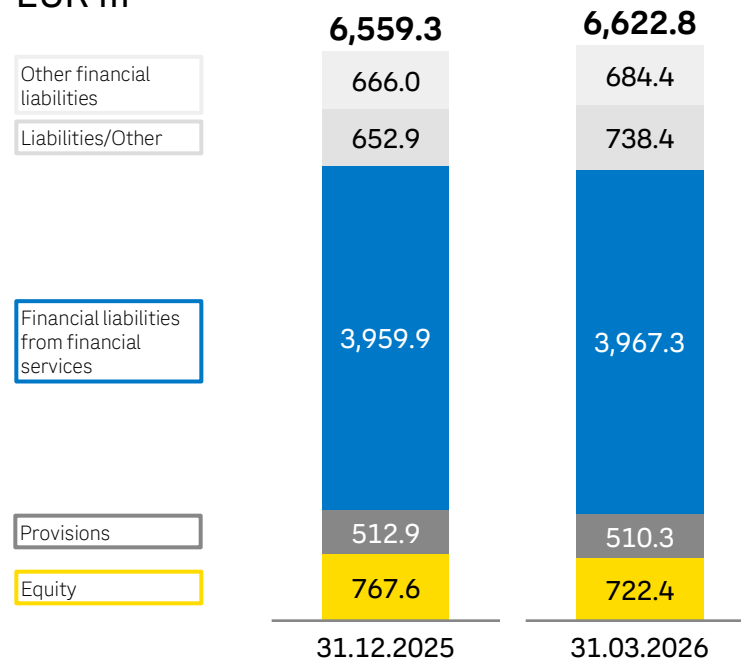
## ASSETS

EUR m



## EQUITY & LIABILITIES

EUR m



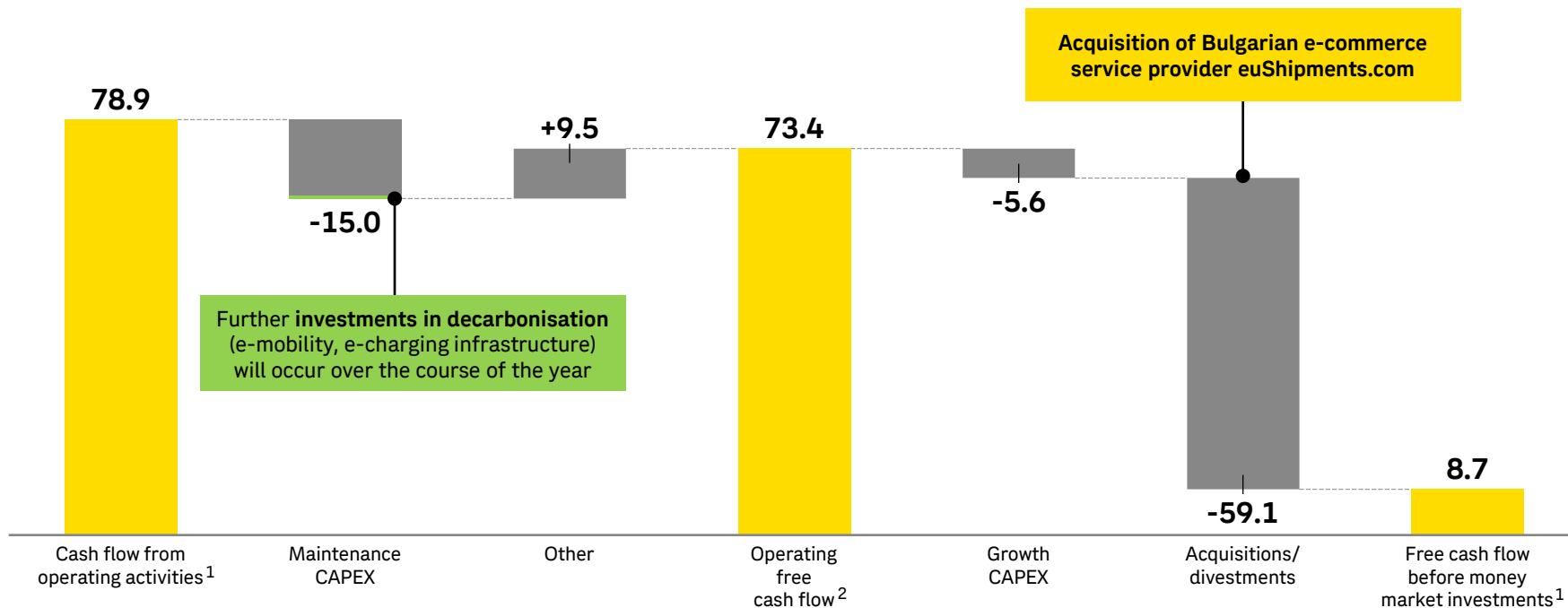
Financial debt	EUR 124.2m
Financial debt incl. IFRS 16	EUR 492.5m
Financial debt/EBITDA <sub>12m</sub>	0.3x
Financial debt incl. IFRS 16/EBITDA <sub>12m</sub>	1.2x

Financial services / bank99

# OPERATING FREE CASHFLOW OF EUR 73 MILLION IN Q1 2026



EUR m



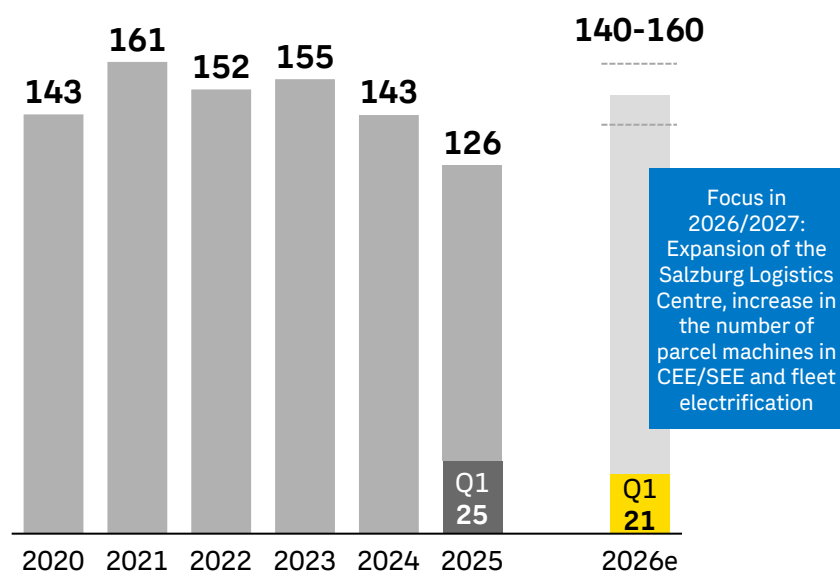
<sup>1</sup> Before core banking assets (CBA) and funds held temporarily

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

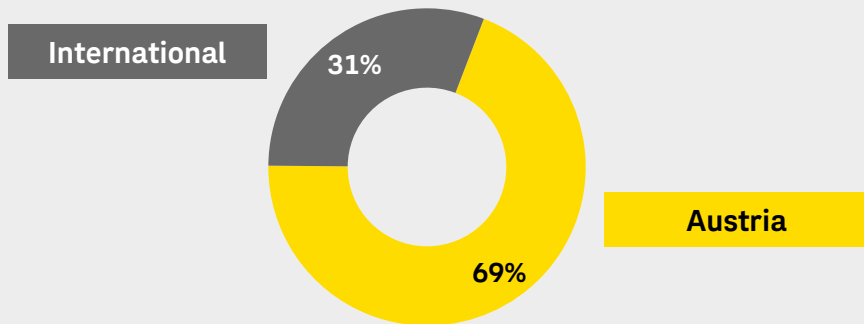
# AUSTRIAN POST'S INVESTMENT PROGRAMME



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



## Investments – Regional split Q1 2026<sup>1</sup>



<sup>1</sup> 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



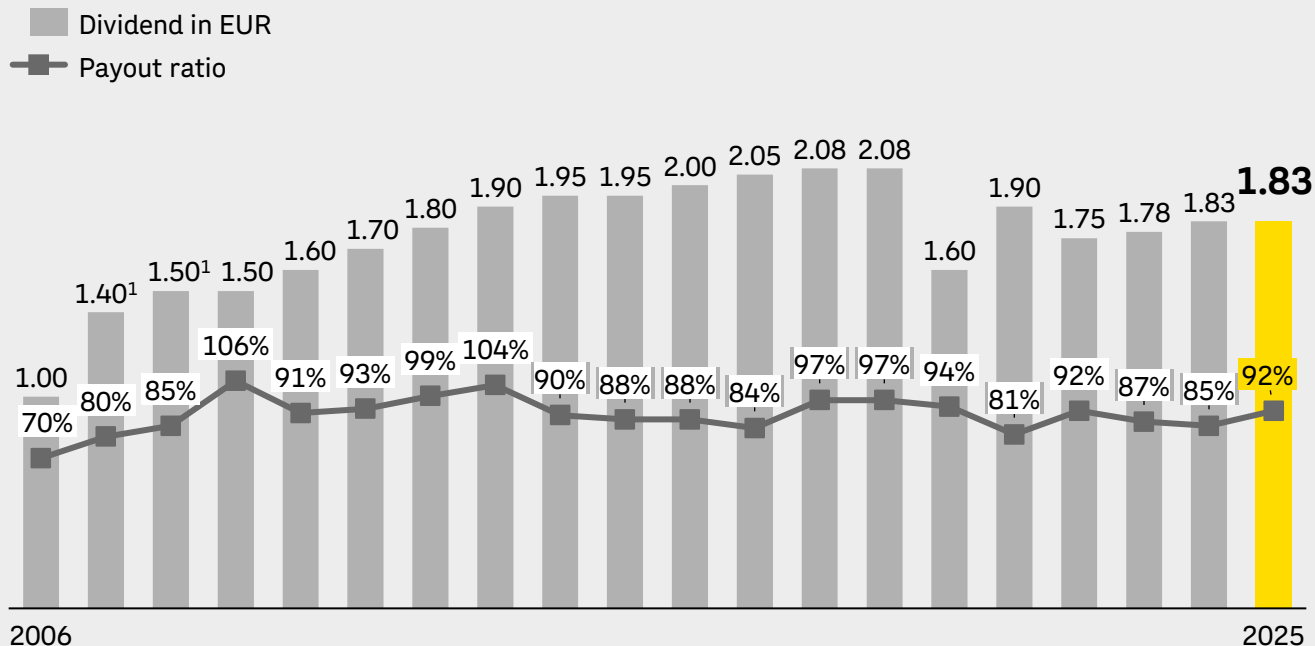
- Broadly stable earnings development targeted for 2026 in line with recent years (depending on the TRY/EUR exchange rate)
- Seasonal revenue and earnings development expected with a weaker H1 and stronger H2
- H1 2026 is particularly impacted by:
  - Transition from previous telekom sales collaboration 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

# DIVIDEND POLICY



## Continuation of consistent and predictable dividend policy

### Dividends since IPO



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



<sup>1</sup> Excl. EUR 1.00 special dividend

# CONTACT



## Austrian Post

Investor Relations

Rochusplatz 1, 1030 Vienna

Website: [post.at/investor](https://post.at/investor)

E-mail: [investor@post.at](mailto:investor@post.at)

Phone: +43 57767-30400

## Financial calendar 2026

07 August 2026

12 November 2026

Half-Year Financial Report 2026

Interim Report Q1-3 2026

### Disclaimer

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