AUSTRIAN POST
Investor Presentation
Results Q1-3 2025

November/December 2025

AUSTRIAN POST AT A GLANCE

Mail

- Letter Mail
- Direct Mail
- Newspapers & Magazines

Revenue 2024:
EUR 1,240m

Parcel & Logistics

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

Revenue 2024:
EUR 1,713m

Retail & Bank

- Branch & Financial Services
- Customer Services

Revenue 2024:
EUR 202m

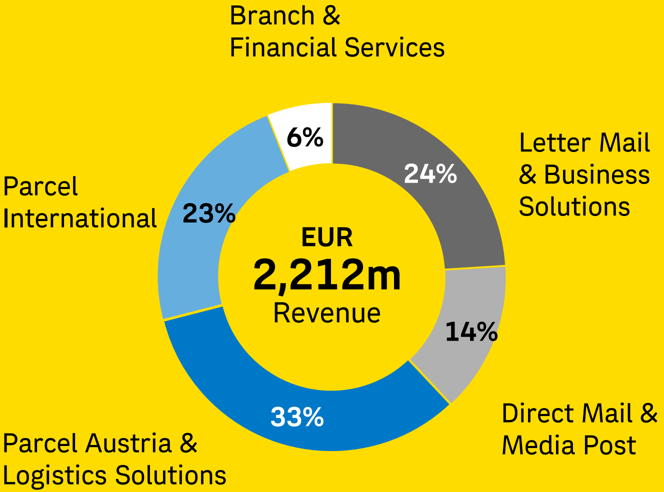
Group

Revenue 2024: EUR 3,123m

EBITDA 2024: EUR 423m
EBIT 2024: EUR 207m

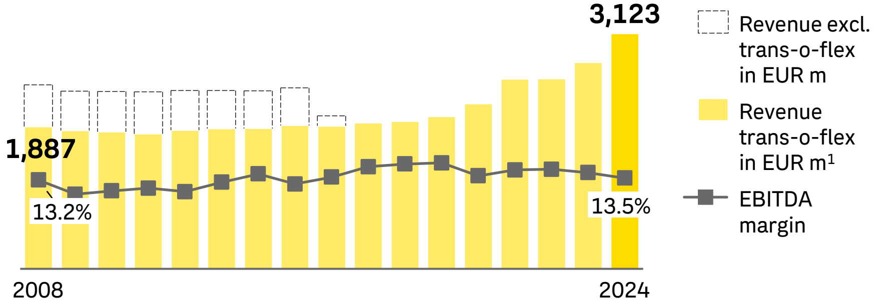
Revenue mix Q1-3 2025

Parcel share at 56% of product mix



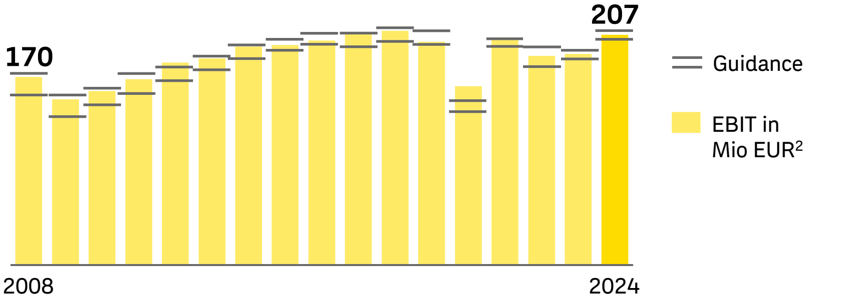
CONTINUATION OF CLEAR CAPITAL MARKET POSITIONING

1 Profitable growth business model



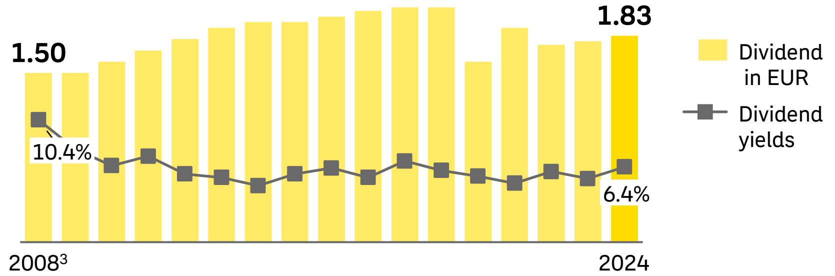
[1] 2014: Adjusted reporting of revenue

2 Reliability ("Promise & Deliver")



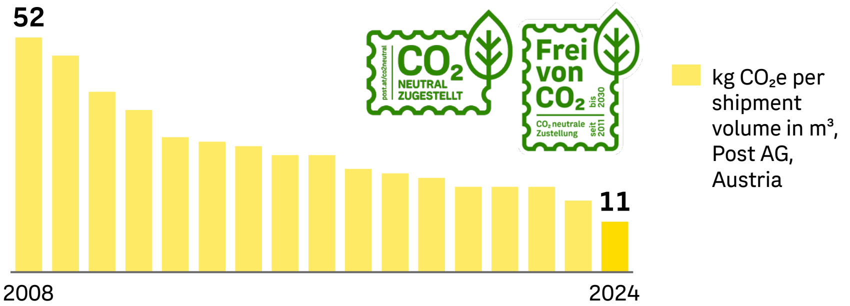
[2] 2015: EBIT adjusted for special effects

3 Attractive dividend policy

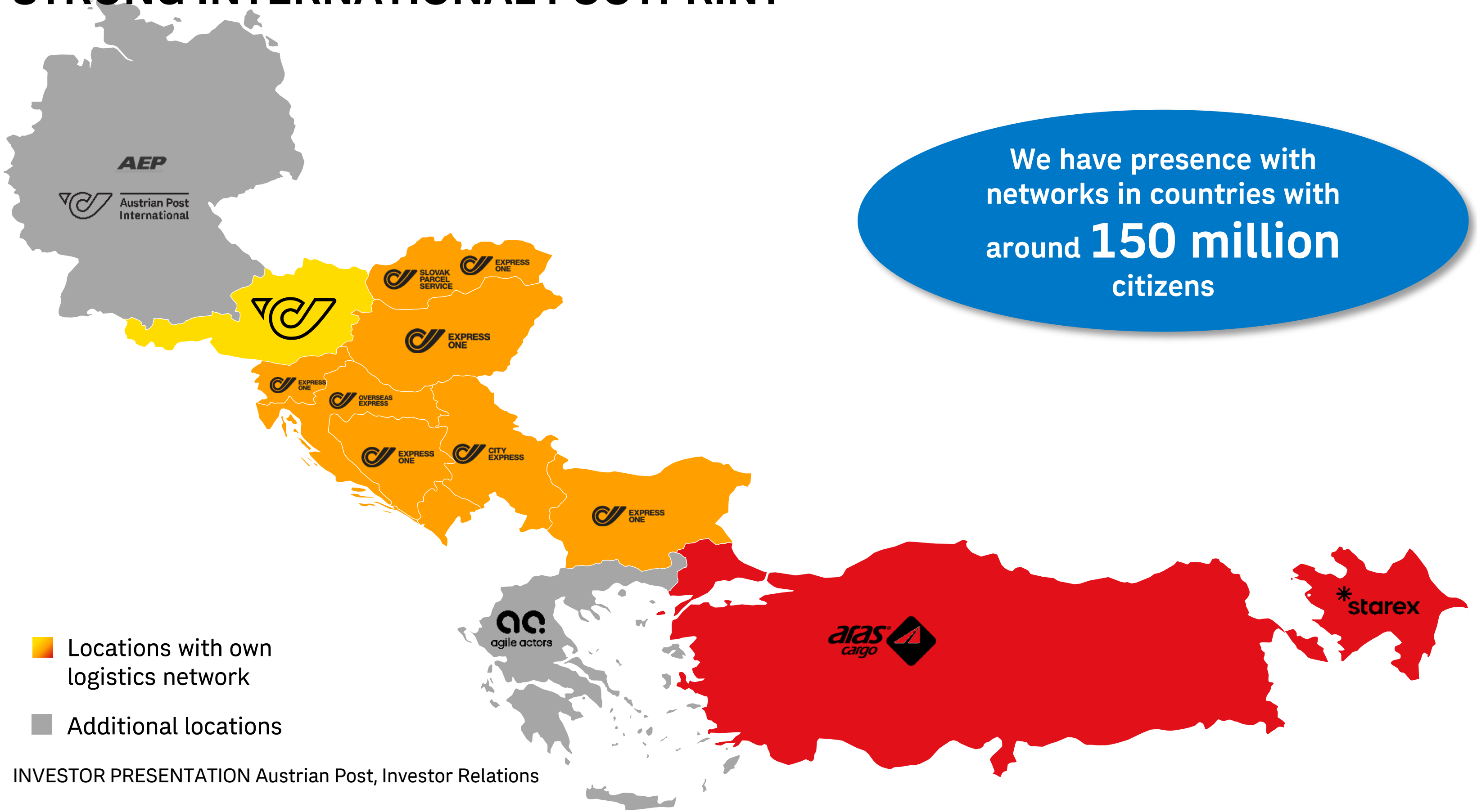


[3] excl. EUR 1.00 special dividend

4 Decarbonisation of logistics



STRONG INTERNATIONAL FOOTPRINT



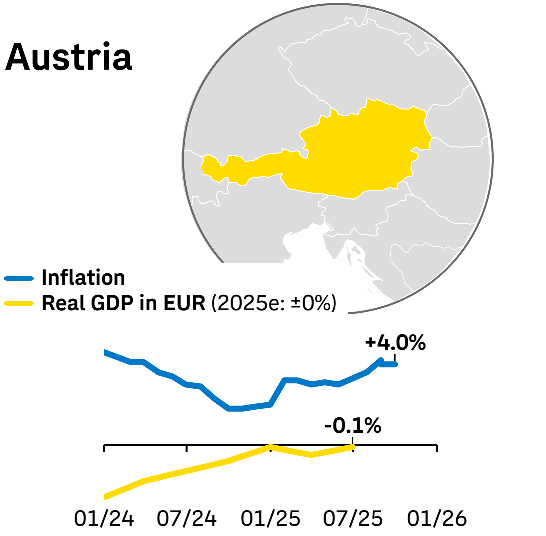
We have presence with networks in countries with around **150 million** citizens

Locations with own logistics network

Additional locations

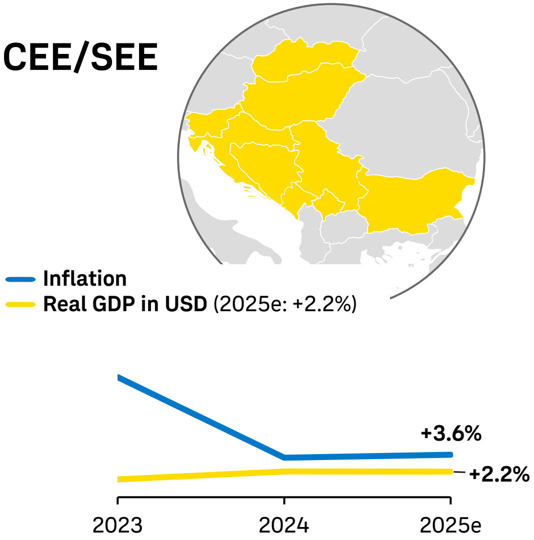
DIFFICULT ECONOMIC ENVIRONMENT IN THE GLOBAL POSTAL MARKET

Austria



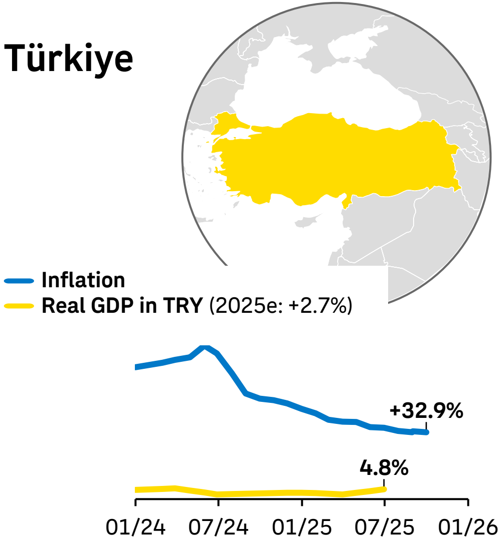
Source: Statistics Austria (October 2025), Basis 2015=100, Austrian National Bank (October 2025), estimate 2025e: WIFO (June 2025)

CEE/SEE



Source: IMF (October 2025), USD adjusted purchasing power

Türkiye



Source: Central Bank of the Republic of Türkiye (November 2025), Basis 2003=100, IMF (October 2025), Turkish Statistical Institute (October 2025), estimate 2025e: IMF (October 2025)

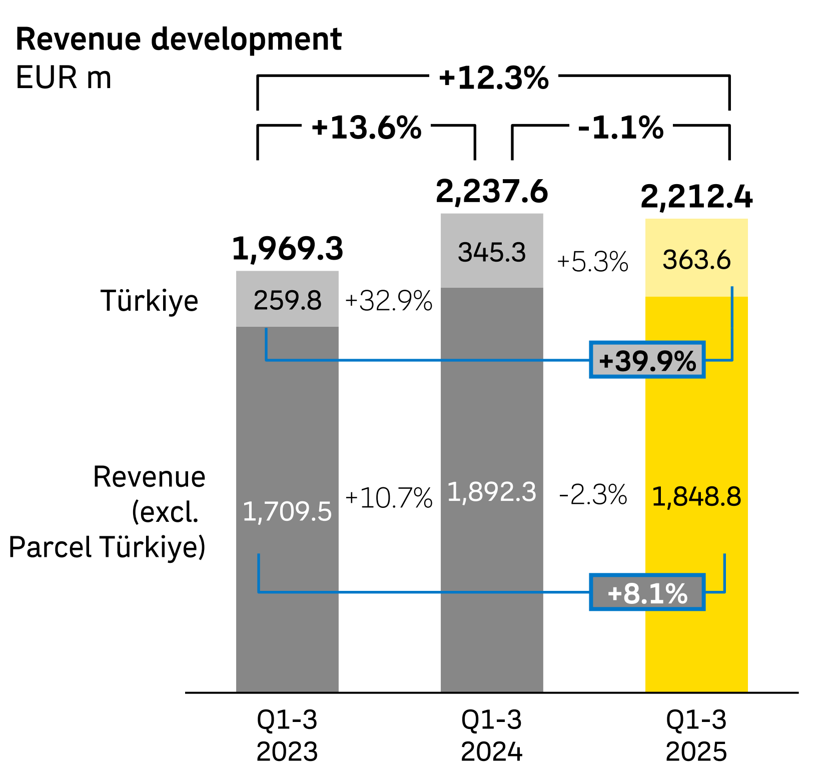
Mail and direct mail business under pressure

- Cost pressure and digitisation by important customer groups (both public and private sector)
- Subdued investment climate with lower corporate spending on advertising

Structurally growing parcel business faces strong competition

- Changed consumer behaviour (uncertainty, reduced purchasing power)
- Market concentration of large e-commerce players (market dominance, insourcing ambitions)

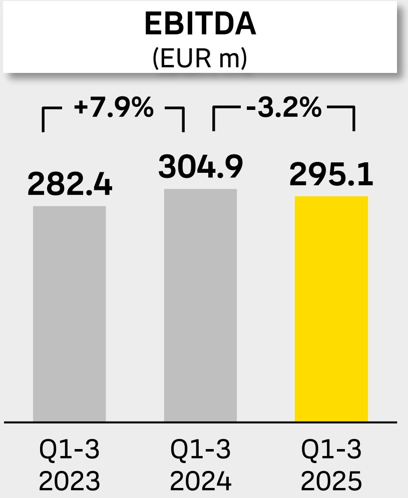
SOLID REVENUE AND EARNINGS DEVELOPMENT ON THE BACK OF HIGH PRIOR-YEAR LEVEL

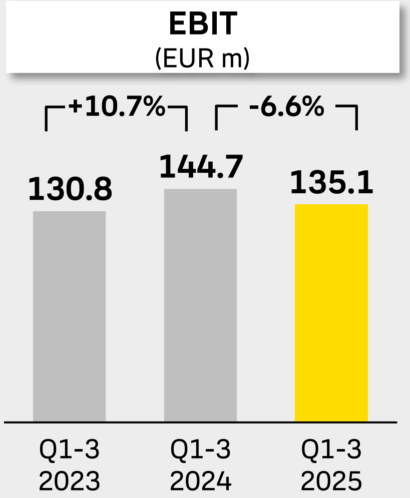


Revenue comparison impacted by elections and currency (2025 below 2024 but above the 2023 level)

Significant special effects in 2024:

- Q1-3 2024 elections led to revenue of about EUR 35m
- Revenue development in Türkiye strongly impacted by inflation and exchange rate (positive Q1-3 2024 effect of about EUR 40m)





1. Overview and Highlights
2. **Trends in our 4 strategic dimensions**
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   - ❯ Sustainability, Customer & Culture
3. Group Results Q1-3 2025
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VISION 2030: LEADING LOGISTICS & SERVICES GROUP REACHING MORE THAN 150MN PEOPLE IN AUSTRIA, CEE, TR & BEYOND

1

POST & BEYOND IN AUSTRIA
Leading provider of key services – post, bank, telco & more

2

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

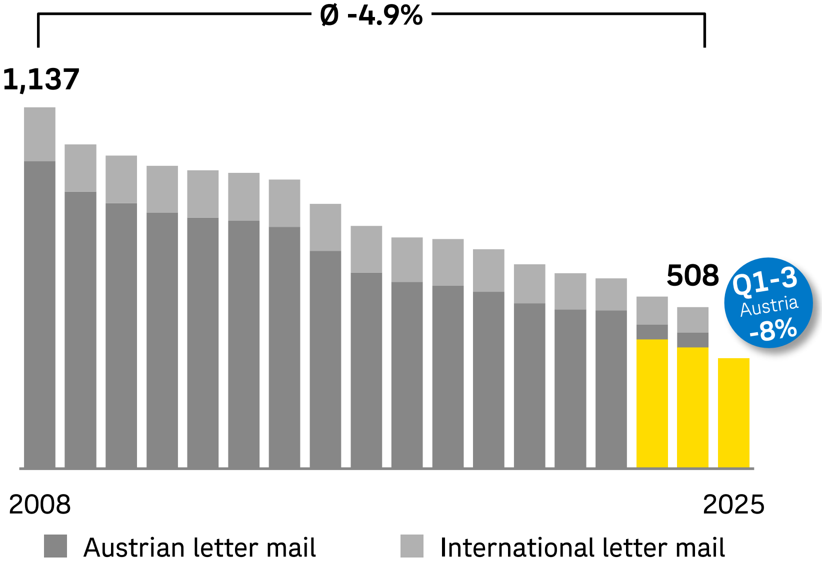
SUSTAINABILITY, CUSTOMER & CULTURE
Sustainability-oriented, customer-driven, and people-focused company

3

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

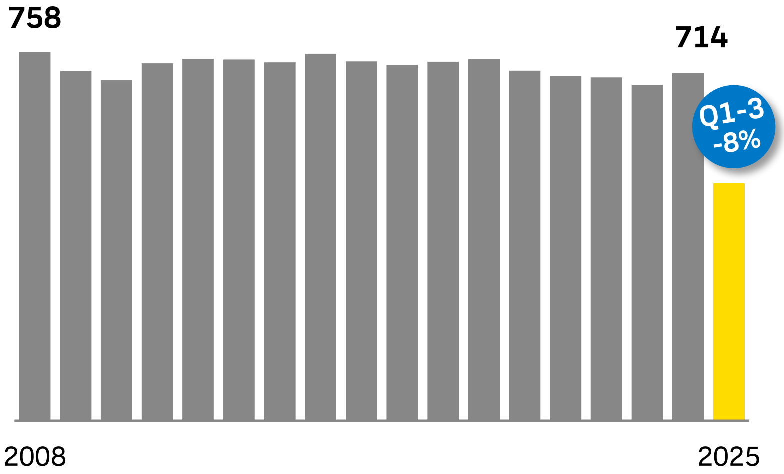
1 LETTER MAIL

Austrian and International Letter Mail volumes
millions of shipments



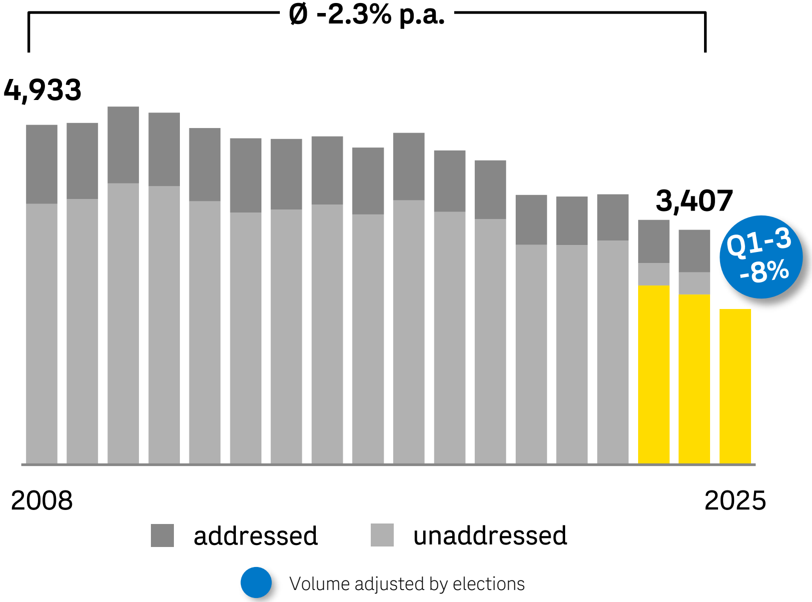
Volume adjusted by elections

Revenue
EUR m

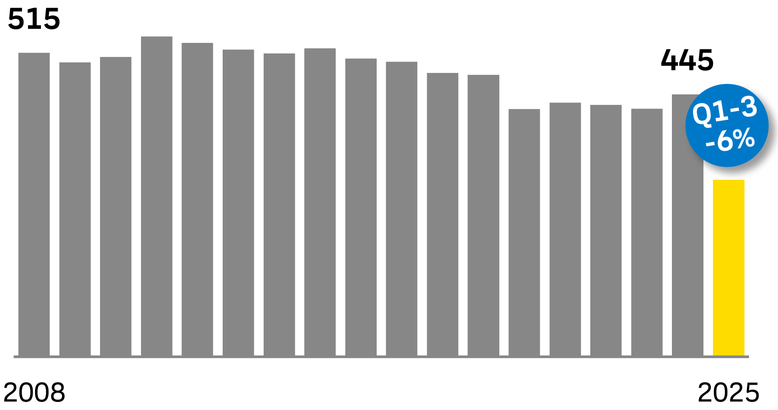


1 DIRECT MAIL/MEDIA POST IN AUSTRIA

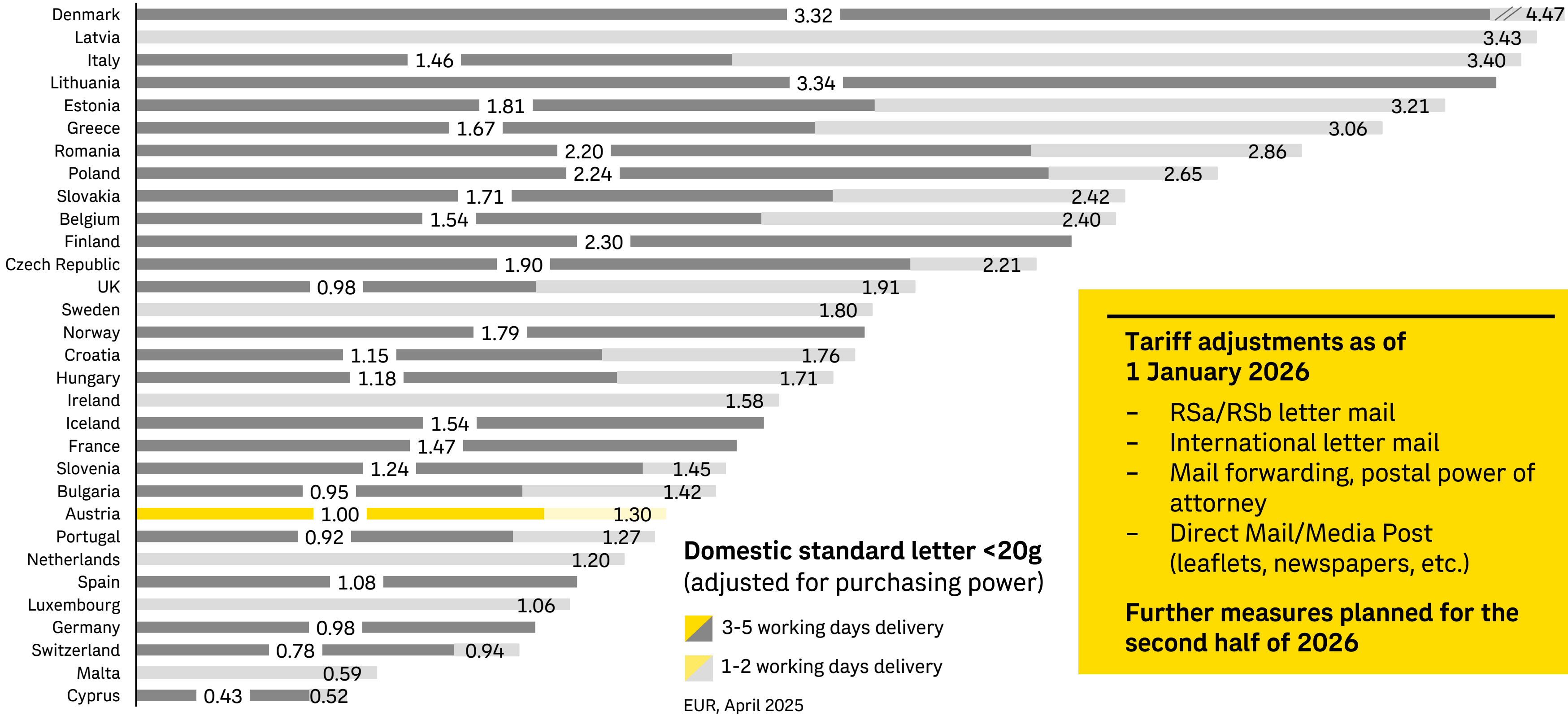
Direct Mail/Media Post volumes
millions of shipments



Revenue
EUR m



1 LETTER PRICES: AUSTRIA IN THE LOWER THIRD IN EUROPE



Domestic standard letter <20g
(adjusted for purchasing power)

EUR, April 2025

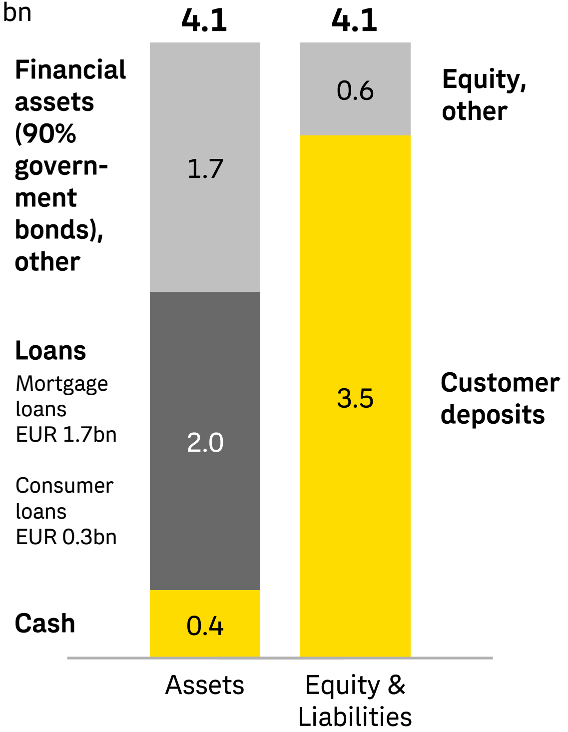
Tariff adjustments as of 1 January 2026

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

Further measures planned for the second half of 2026

1 POSITIVE DEVELOPMENT OF BANK99

bank99 balance sheet total as at 30.09.2025
EUR bn

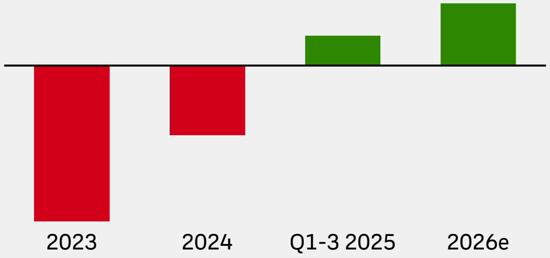


bank99 placed its first Preferred Senior Bond

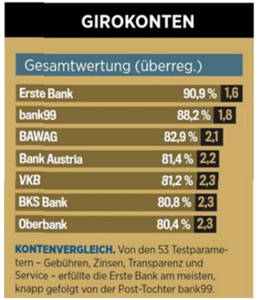
- Debut placement on the capital market
- Volume of **EUR 85m**
- Bond 2.2 times oversubscribed
- Current Moody's issuer rating of Baa2, stable outlook

bank99 break-even reached after 5 years

Earnings trend bank99

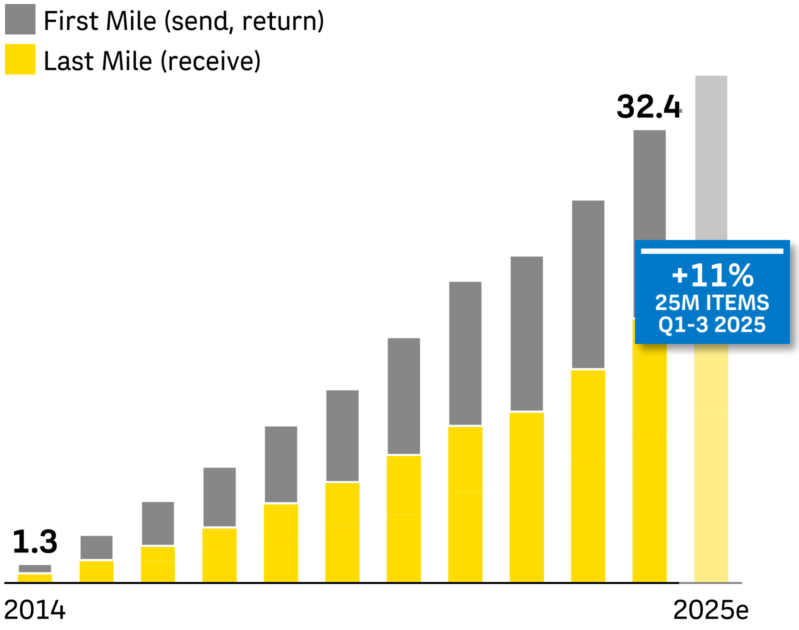


bank99 received excellent ratings from customers

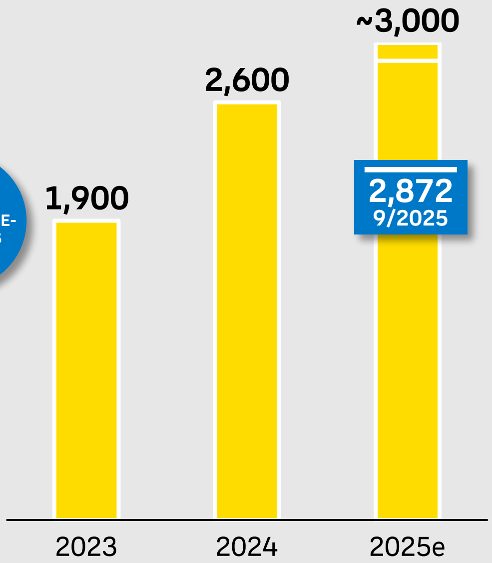


1 24/7 SELF-SERVICE SOLUTIONS ARE VERY POPULAR WITH CUSTOMERS IN AUSTRIA

Volumes
(millions of items)



Expansion of the Austrian-wide network
(out-of-home locations)



1 AUSTRIAN POST'S NEW MOBILE PHONE OFFERING

We offer:
- Good rates with no commitment
- Simple, easy-to-understand offers
- Personal advice at the counter – on demand
- The reliable network of a major provider

Launch in April 2026

Austrian Post as a Mobile Virtual Network Operator (MVNO) in the A1 network

Attractive mobile phone and internet offers at our 1,700 post branches and postal partners

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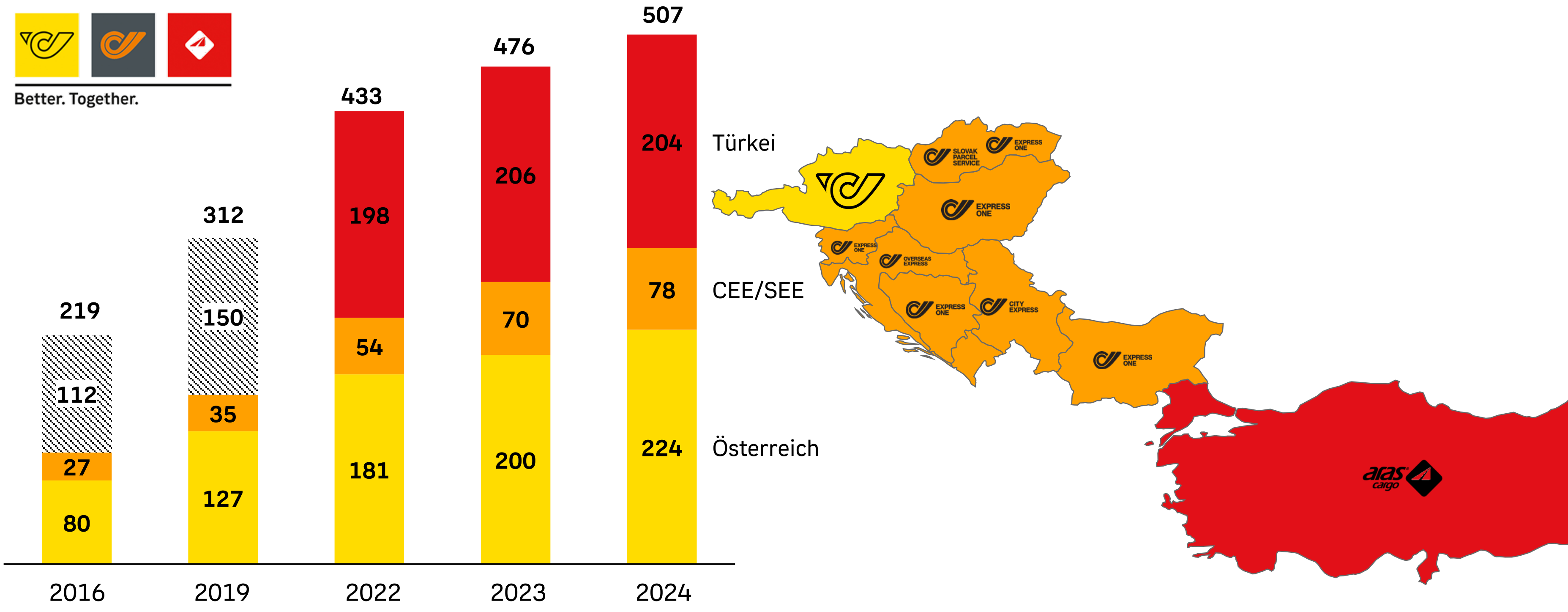
MEHR ALS 500 MILLIONEN TRANSPORTIERTE PAKETE 2024 IM POST-KONZERN

Mio Stück

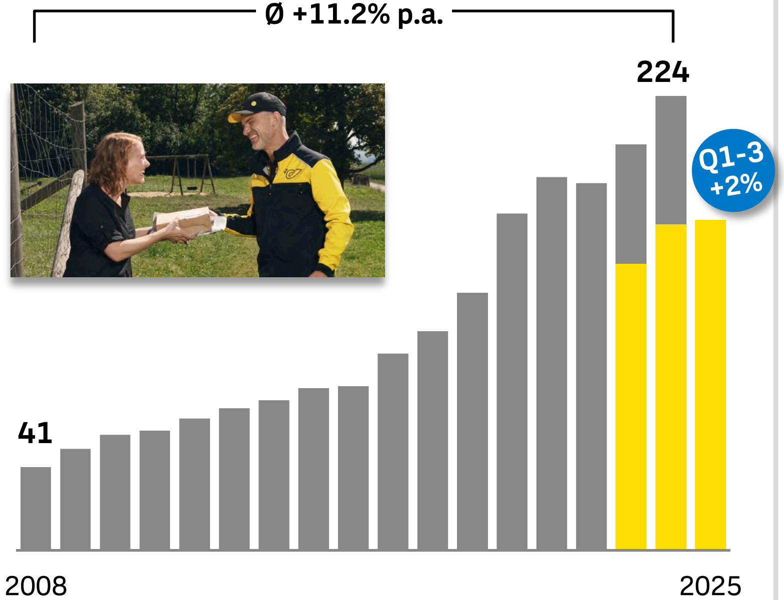
Better. Together.



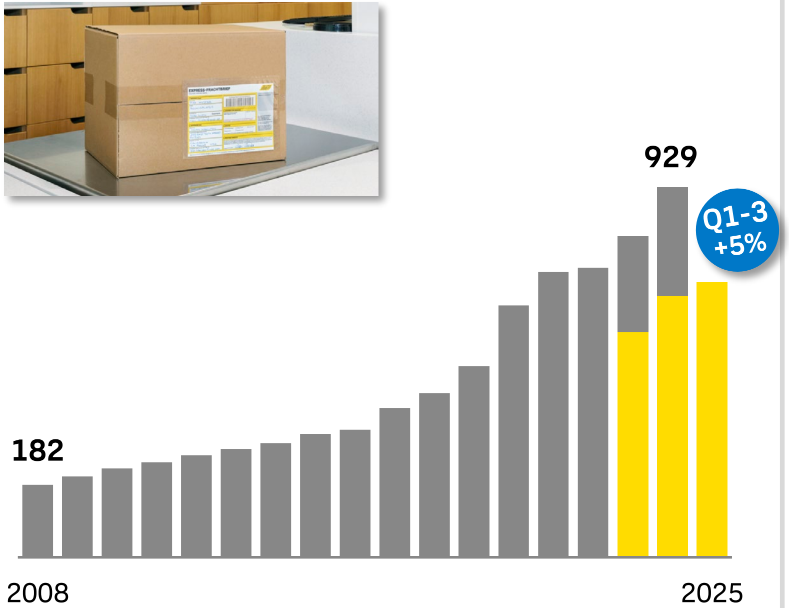
INVESTOR PRESENTATION Austrian Post, Investor Relations

2 PARCEL AUSTRIA KEEPS GROWING

Parcel volumes
millions of items



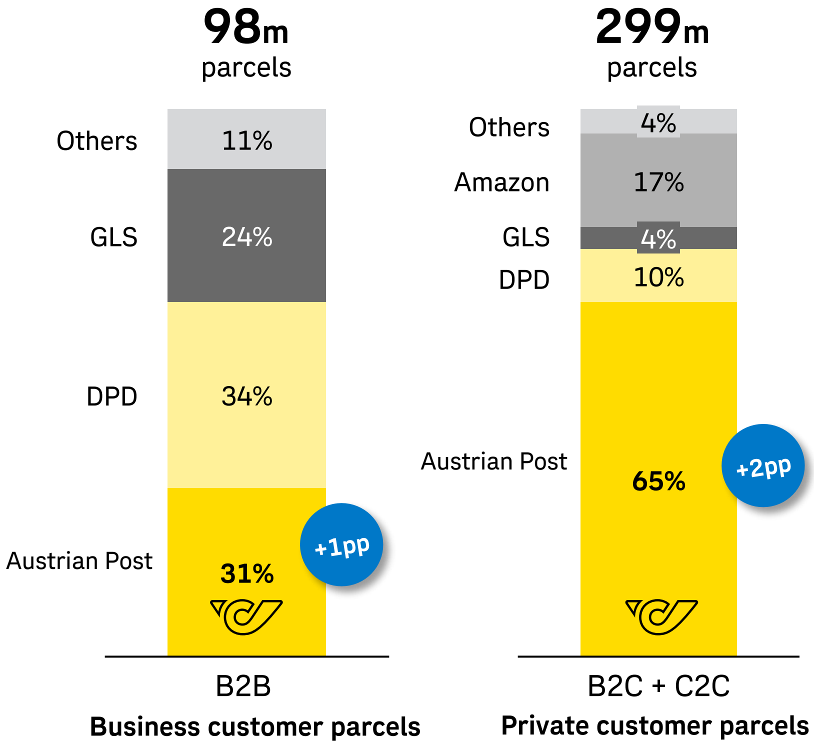
Revenue
EUR m

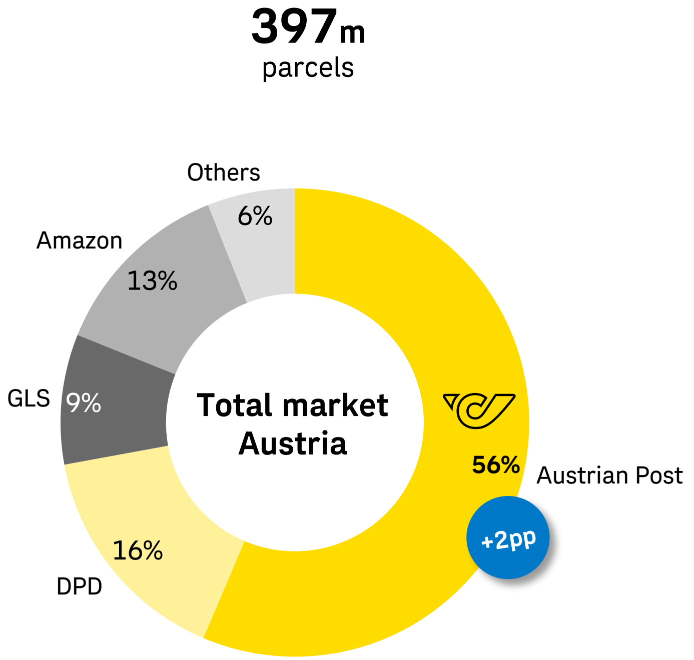


Volumes adjusted on a daily basis (189 working days in Q1-3 2024 vs. 187 working days in Q1-3 2025)

2 2024 AUSTRIAN PARCEL MARKET

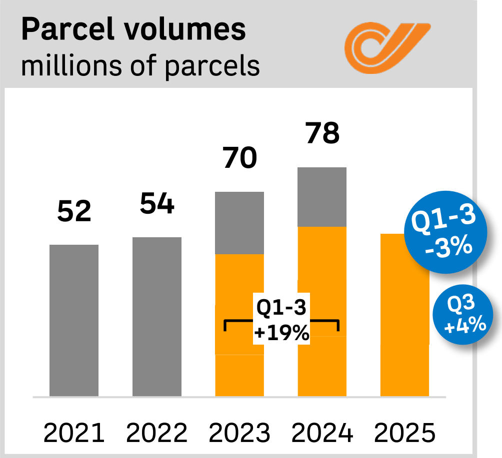
Market shares by volume

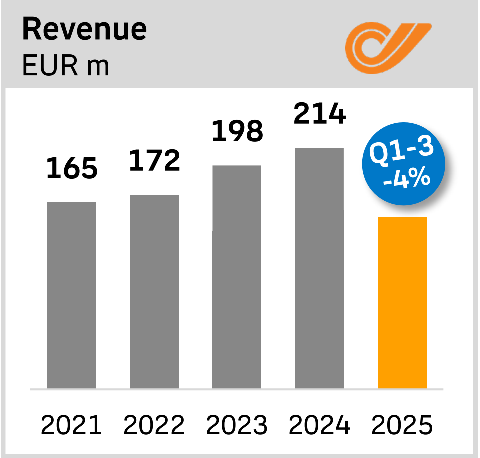




Source: BRANCHENRADAR.com Marktanalyse GmbH, February 2025

2 CEE/SEE: GROWTH OF PARCEL VOLUMES IN Q3



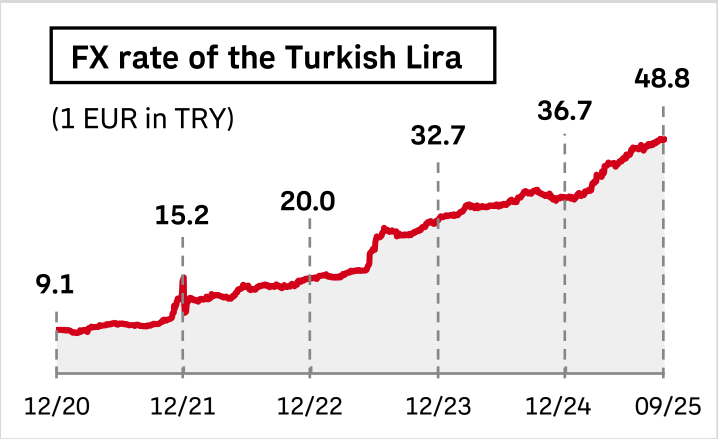


Volumes adjusted on a daily basis

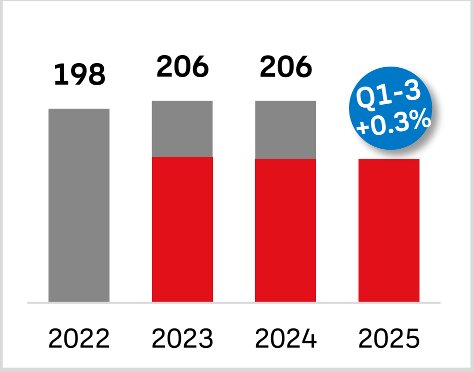
- Volume decline of 3% in Q1-3 2025 following parcel boom from Asia in the prior-year period (Q1-3 2024: +19%)
- 4% growth in Q3 2025 parcel volumes vs. -7% in H1 2025

2 TÜRKIYE+: STABLE PARCEL VOLUMES IN Q1-3 2025

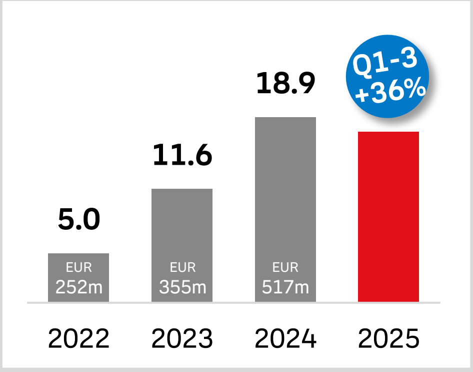
- Revenue impacted by inflation and exchange rate
- Q1-3 2025 revenue of EUR 363.6m (+5.3%)
- Following Azerbaijan, cautious steps into the markets of Georgia and Uzbekistan with Turkish e-commerce providers
- Stable ownership structure: Baran Aras remains 20% minority shareholder (at least until 2035)



Parcels & documents
millions of items



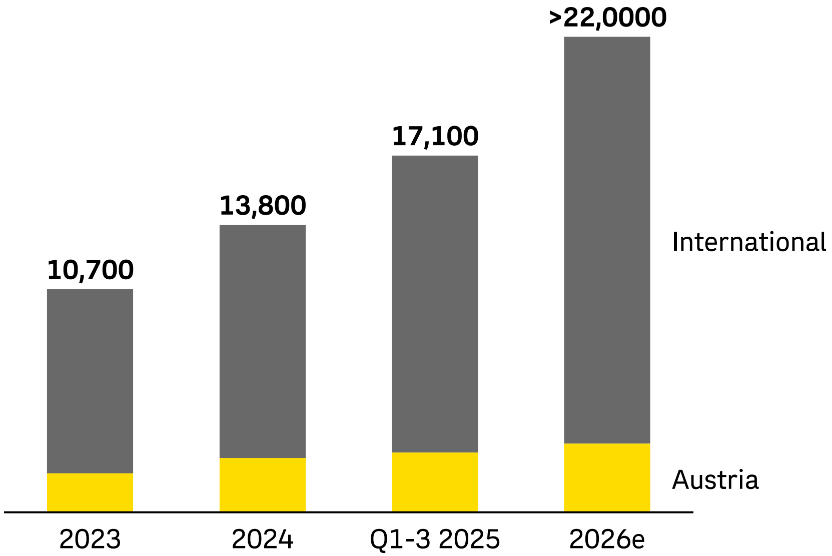
Revenue
TRY bn



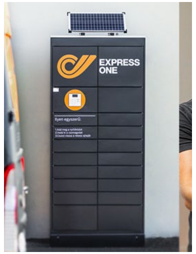
Volumen tagesbereinigt

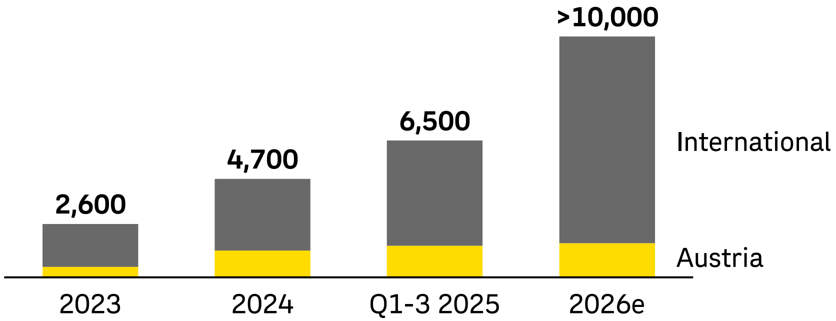
2 STRONG GROWTH OF OUT-OF-HOME NETWORK

Out-of-home points
Number of locations



Of which postal stations / parcel machines
Number of locations[1]

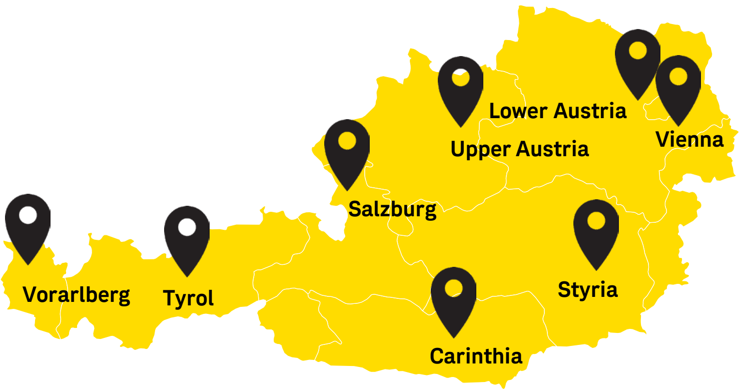




[1] Own and external locations

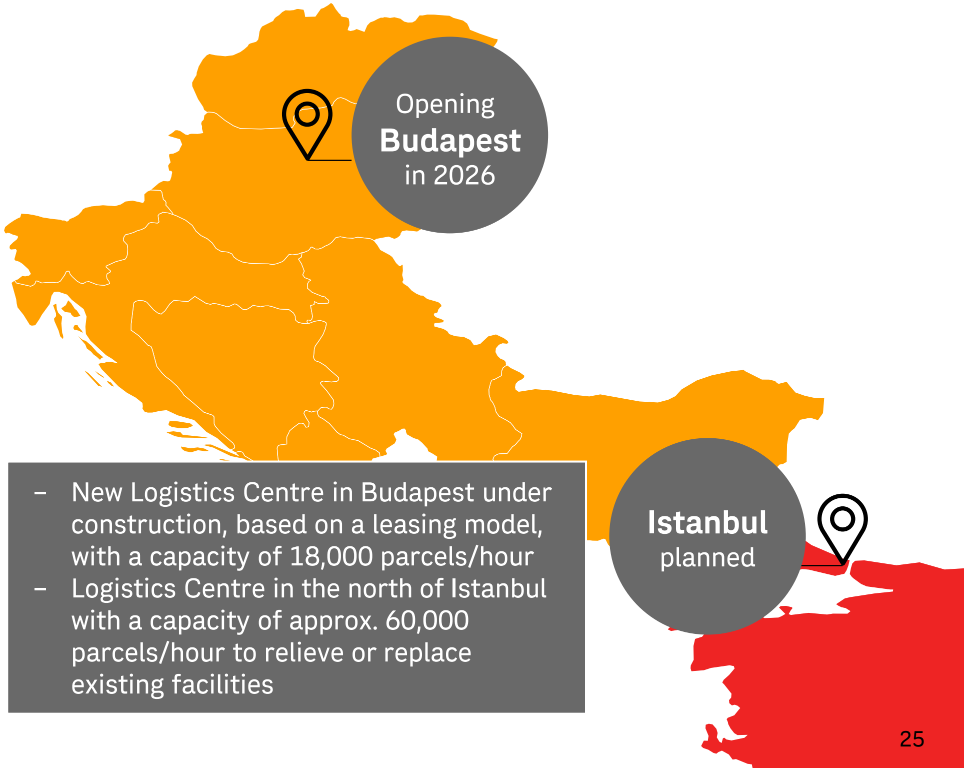
3 FINALISATION OF LOGISTICS EXPANSION IN AUSTRIA AND STRONGER INTERNATIONAL FOCUS

Austria



- Expansion programme largely completed
- Sorting capacity of 143,000 parcels/hour
- Planned enlargement of the Salzburg Logistics Centre in 2026/27

International



- New Logistics Centre in Budapest under construction, based on a leasing model, with a capacity of 18,000 parcels/hour
- Logistics Centre in the north of Istanbul with a capacity of approx. 60,000 parcels/hour to relieve or replace existing facilities

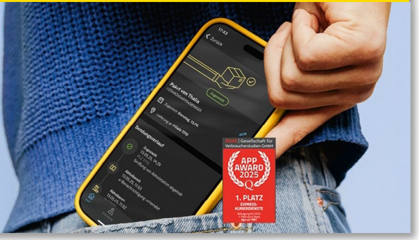
3 DIGITALISATION & TECHNOLOGY AS A SUCCESS FACTOR

Automation & Robotics

Integrated Operation System in CEE/SEE and Türkiye

Post App

- Permanent parcel redirection
- AllesPost Germany now also payable through the app



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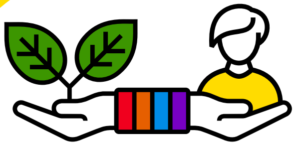
MASTERPLAN SUSTAINABILITY 2030



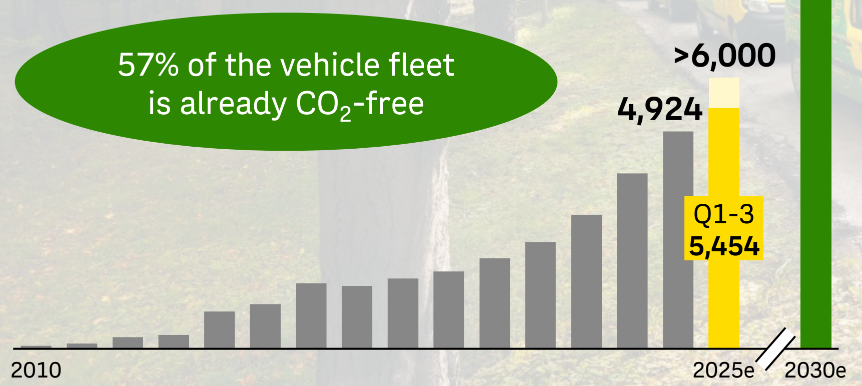
SUSTAINABILITY, CUSTOMER & CULTURE
Sustainability-oriented, customer-driven, and people-focused company

	TARGET PICTURE & GUIDING PRINCIPLE	STRATEGIC DIRECTION
ENVIRONMENT	We are striving to continuously and economically viably decarbonise our services, thereby offer ecological solutions and secure our future as a successful company.	1 Decarbonisation of logistics 2 Decarbonisation of the infrastructure 3 Resource-efficient processes 4 Circular economy
SOCIAL	We want to be a top employer and attract the best employees, and focus on corporate culture, diversity and equal opportunities, health and safety, and fair working conditions.	5 Corporate culture 6 Integrated diversity management 7 Occupational health and safety 8 Fair working conditions
GOVERNANCE	We aim to be the preferred partner for our customers connecting people, markets, and companies. We create value for our customers and stakeholder in the short, medium and long term on the foundation of our responsible structures and processes.	9 Sustainable governance & compliance 10 Sustainable procurement 11 Digital responsibility 12 Customer & stakeholder value

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

E-vehicle fleet ramp up curve

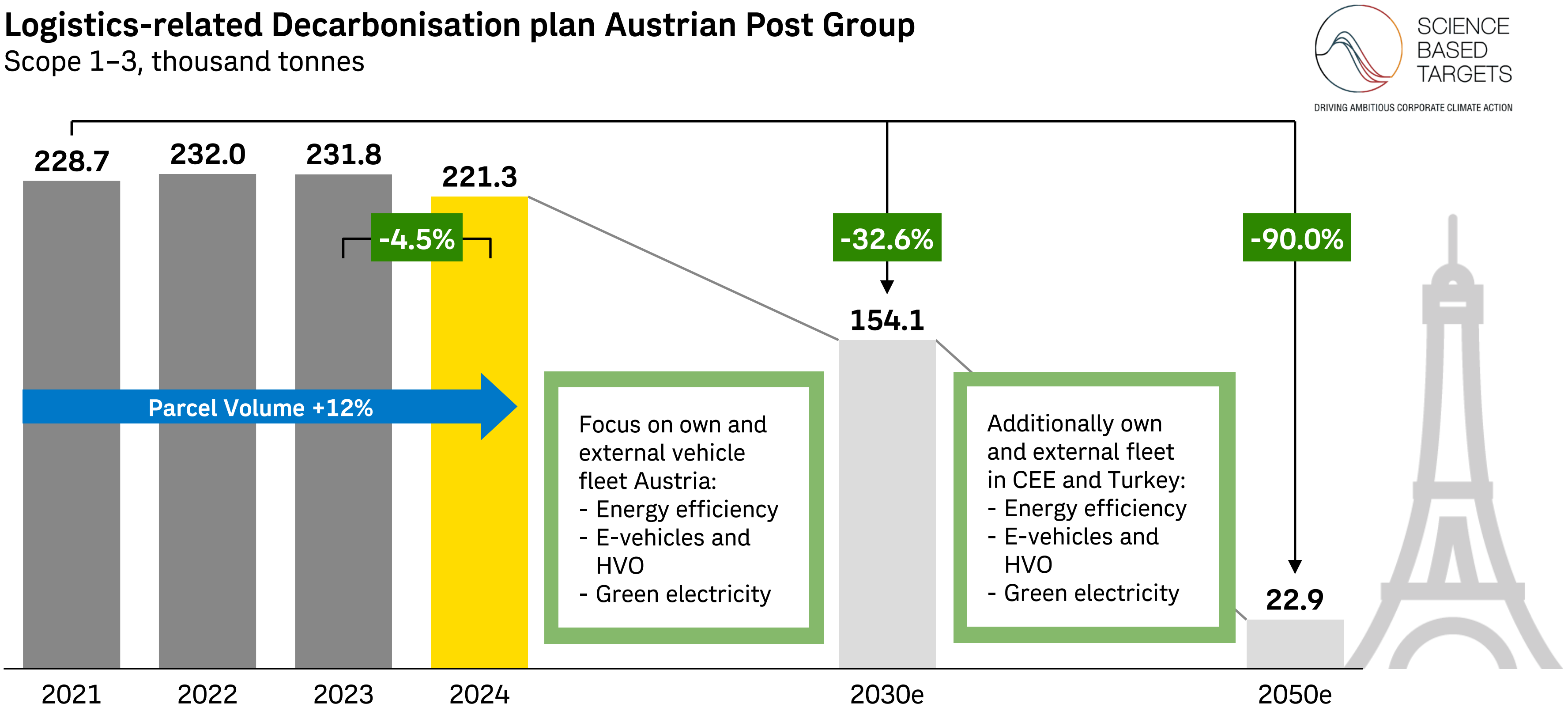
Number of vehicles in operation at Post AG



AUSTRIAN POST GROUP – ON THE ROAD TO PARIS

Logistics-related Decarbonisation plan Austrian Post Group

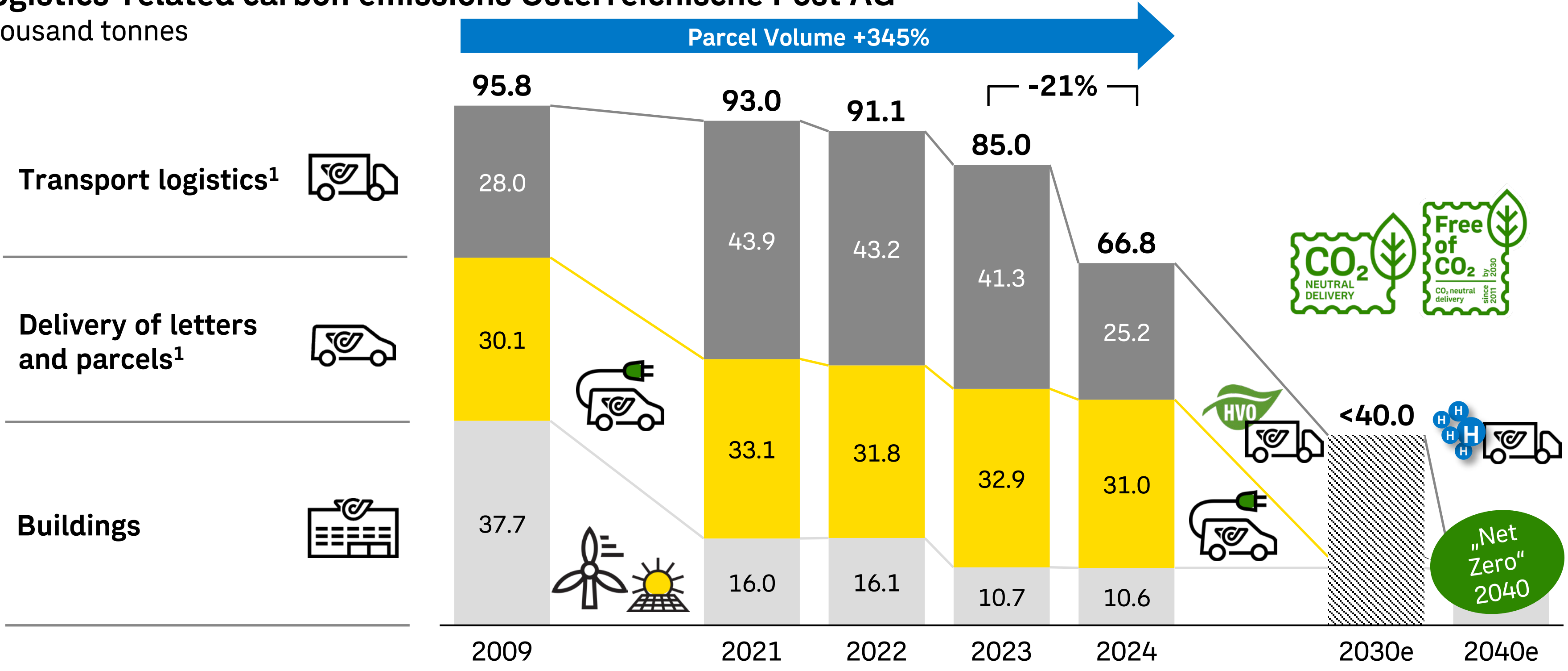
Scope 1–3, thousand tonnes



DECARBONISATION – ROADMAP AUSTRIA

Logistics-related carbon emissions Österreichische Post AG

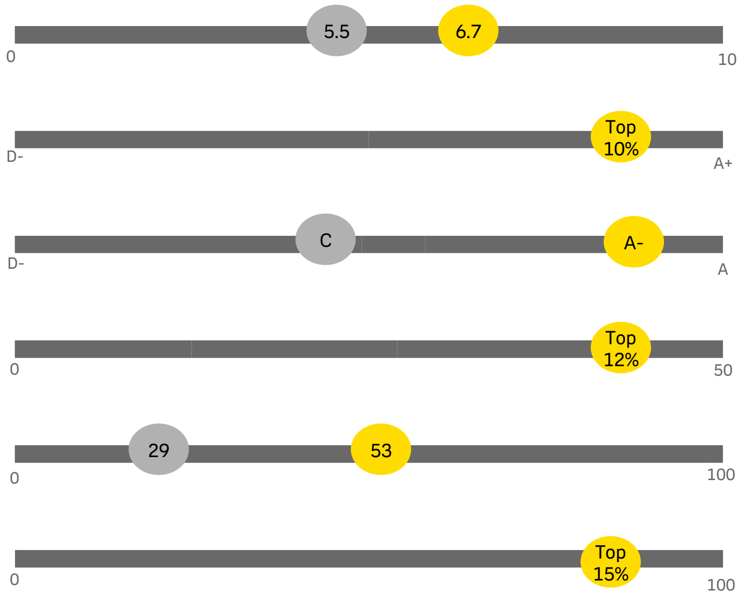
thousand tonnes



[1] Own and external vehicle fleet

AUSTRIAN POST'S ESG RATINGS CONSISTENTLY AT A HIGH LEVEL

MSCI ESG RATINGS	**AAA** (range from AAA to CCC)
ISS ESG Corporate ESG Performance Prime	**Prime Status,** Rating C+ (range from A+ to D–)
CDP	**A–** (range from A to D–)
SUSTAINALYTICS	**Low Risk (16.3)** (range from 0 to 50)
S&P Global	**53** out of 100 points
ecovadis	**Silver** (68 out of 100 points)



Ø Score Peers

Score/Ranking Austrian Post

KEY FIGURES IN ACCORDANCE WITH THE EU TAXONOMY REGULATION

Eligibility (%)
Alignment (%)

Revenue
EUR m

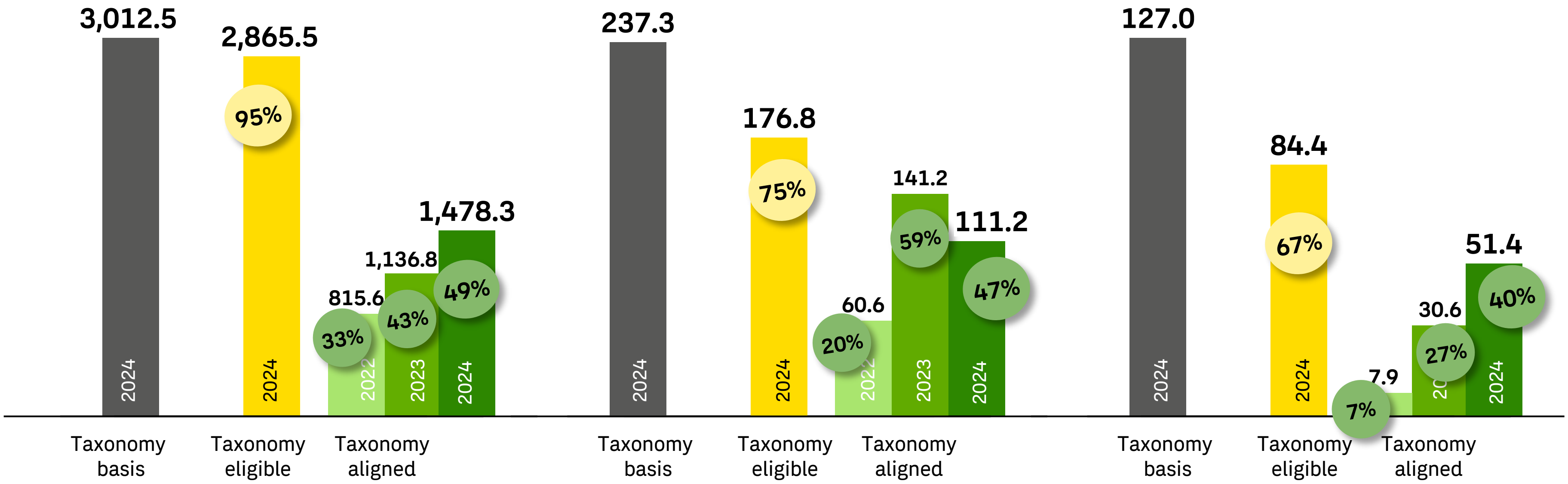
- Increase: primarily through compliant e-vehicles
- Potential: expansion of e-mobility in own and external vehicle fleet

CapEX
EUR m

- Decrease due to: Completion of investment programme and lower IFRS 16 long-term rents
- Potential: logistics buildings abroad

OpEx
EUR m

- Increase: mainly due to maintenance of buildings and vehicles

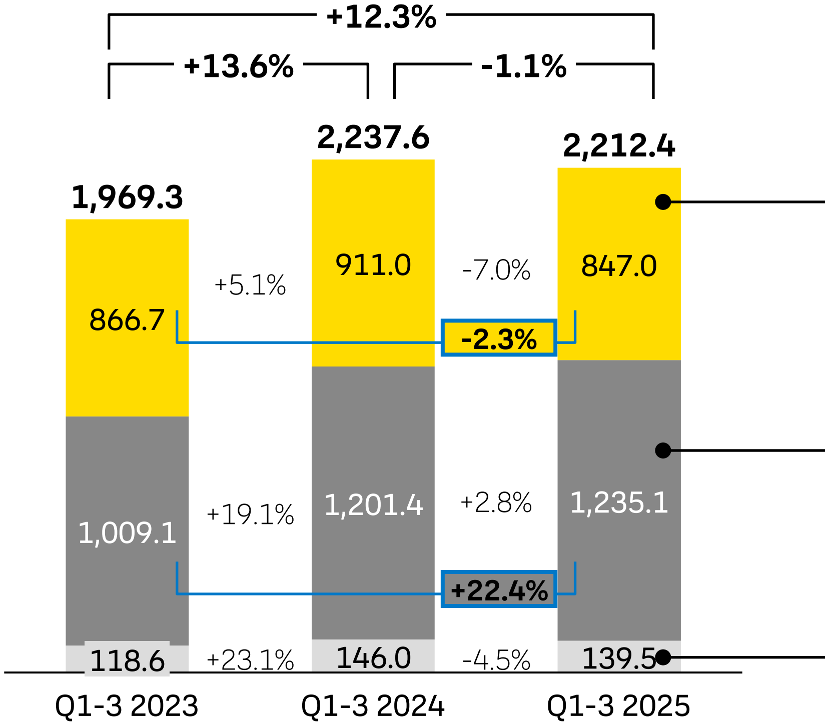


FINANCIAL OVERVIEW Q1-3 2025

Revenue EUR 2.2bn	-1.1% vs. 2024 2024 impacted by positive special effects	+12.3% vs. 2023
EBIT EUR 135m	-6.6% vs. 2024 Positive currency effects led to earnings increase in 2024	+3.4% vs. 2023
Balance sheet EUR 6.3bn	Solid balance sheet structure with low debt (Financial debt to $EBITDA_{12m}$ of 0.4x) Logistics equity ratio of 29%	
Cashflow EUR 240m	Operating free cash flow higher than in recent years	

REVENUE SLIGHTLY BELOW 2024 BUT 12.3% ABOVE 2023

Revenue development
EUR m



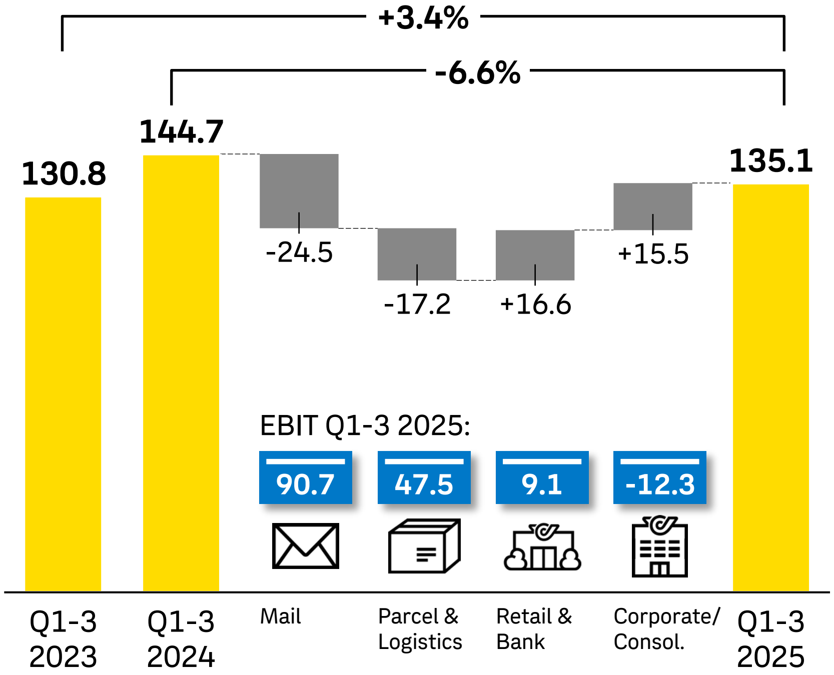
Mail
- Q1-3 2025 revenue -7% from the prior-year and 2.3% below Q1-3 2023
- Q1-3 2024 impacted by special effects totalling about EUR 35m (elections) for letter mail and direct mail revenue

Parcel & Logistics
- Revenue up by 2.8% in Q1-3 2025 (+3.9% before reporting change at Logistics Solutions) and 22.4% higher than Q1-3 2023
- Parcel Austria: +5.2% in Q1-3 2025
- Parcel Türkiye**+**: +5.3% in Q1-3 2025 (+39.9% vs. Q1-3 2023)
- Parcel CEE/SEE: -3.9% in Q1-3 2025 (+8.6% vs. Q1-3 2023)

Retail & Bank
- Q1-3 2025 revenue fell by 4.5%
- Decline in Income from Financial Services due to lower interest rates

EARNINGS IN Q1-3 OF EUR 135M – POSITIVE SPECIAL EFFECTS DUE TO ELECTIONS AND CURRENCY IN THE PREVIOUS YEAR

EBIT development
EUR m



Mail

- Positive special effects in the previous year and volume decline negatively impact current business results
- Q1-3 2025 earnings down by 21.2% to EUR 90.7m

Parcel & Logistics

- Earnings increase in Austria due to positive volume and price development
- Intense competition leads to reduced profitability in Türkiye and CEE/SEE
- Q1-3 2025: -26.6% to EUR 47.5m

Retail & Bank

- Strong earnings development due to positive contributions by bank99 and the branch network
- Q1-3 2025: EUR 9.1m vs. minus EUR 7.4m in the previous year

KEY INCOME STATEMENT INDICATORS

EUR m	Q1-3 2023	Q1-3 2024	Q1-3 2025	Δ 24/25	Q3 2023	Q3 2024	Q3 2025
Revenue	**1,969.3**	**2,237.6**	**2,212.4**	**-1.1%**	**684.5**	**732.4**	**724.2**
Other operating income	77.0	75.9	87.3	15.0%	39.0	28.1	27.2
Raw materials, consumables and services used	-597.0	-644.0	-649.0	-0.8%	-222.4	-210.2	-219.5
Expenses for financial services	-12.0	-36.6	-30.6	16.4%	-6.1	-12.9	-8.0
Staff costs	-886.7	-1,026.1	-1,028.3	-0.2%	-307.5	-333.4	-329.2
Other operating costs	-274.5	-311.1	-304.2	2.2%	-96.5	-115.0	-101.4
At equity consolidation	1.5	3.1	3.0	-3.1%	0.7	1.7	1.1
Net monetary gain	4.8	6.1	4.5	-26.6%	1.7	2.5	1.3
EBITDA	**282.4**	**304.9**	**295.1**	**-3.2%**	**93.4**	**93.4**	**95.7**
EBITDA margin	*14.3%*	*13.6%*	*13.3%*	-	*13.6%*	*12.7%*	*13.2%*
Depreciation, amortisation and impairment	-151.7	-160.1	-160.0	0.1%	-57.8	-54.2	-54.6
EBIT	**130.8**	**144.7**	**135.1**	**-6.6%**	**35.6**	**39.2**	**41.2**
EBIT margin	*6.6%*	*6.5%*	*6.1%*	-	*5.2%*	*5.3%*	*5.7%*
Financial result	-3.5	-2.6	-6.2	<-100%	-9.2	-1.0	-4.4
Income tax	-36.5	-36.0	-31.6	12.2%	-14.2	-10.5	-7.8
Profit for the period	**90.8**	**106.1**	**97.3**	**-8.3%**	**12.2**	**27.6**	**28.9**
Earnings per share (EUR)	1.30	1.48	1.41	-5.2%	0.17	0.37	0.42

Mail: -7.0%
Parcel & Logistics: +2.8%
Retail & Bank: -4.5%
(-2 working days vs. 2024)

Increase in collective labour agreements in Austria:
- As of 1/1/2025: +6.45%
- As of 1/7/2025: +2.80%

Cost discipline at all areas

Prior-year results impacted by major elections and currency effects

Option valuation of the financial parameters of Aras Kargo

Earnings per share decline from EUR 1.48 to EUR 1.41

MAIL DIVISION: KEY INCOME STATEMENT INDICATORS

EUR m	Q1-3 2023	Q1-3 2024	Q1-3 2025	Δ 24/25	Q3 2023	Q3 2024	Q3 2025
Revenue	**866.7**	**911.0**	**847.0**	**-7.0%**	**268.6**	**291.9**	**264.3**
• Letter Mail & Business Solutions	550.6	574.6	532.1	-7.4%	171.9	185.3	166.6
• Direct Mail	224.0	235.8	220.3	-6.6%	68.7	74.9	69.1
• Media Post	92.1	100.5	94.6	-5.9%	28.0	31.7	28.6
Revenue intra-Group	3.5	3.6	3.8	3.3%	1.2	1.5	1.3
Total revenue	870.2	914.6	850.8	-7.0%	269.8	293.5	265.6
EBIT	**102.1**	**115.2**	**90.7**	**-21.2%**	**24.5**	**32.2**	**23.8**
EBIT margin[1]	*11.7%*	*12.6%*	*10.7%*	-	*9.1%*	*11.0%*	*8.9%*

Revenue decline of 7.0% YoY; -2.3% compared to 2023

Special effects of about EUR 35m in the previous year from major elections

Decrease in profitability due to sharp volume decline

[1] EBIT margin in relation to total revenue

PARCEL & LOGISTICS DIVISION: KEY INCOME STATEMENT INDICATORS

EUR m	Q1-3 2023	Q1-3 2024	Q1-3 2025	Δ 24/25	Q3 2023	Q3 2024	Q3 2025
Revenue	**1,009.1**	**1,201.4**	**1,235.1**	**2.8%**	**380.7**	**396.5**	**418.1**
• Parcel Austria	565.6	656.2	690.5	5.2%	191.7	221.4	233.3
• Parcel Türkiye+	259.8	345.3	363.6	5.3%	126.7	110.8	123.0
• Parcel CEE/SEE	140.0	158.1	152.0	-3.9%	48.3	50.2	51.8
• Logistics Solutions	49.4	51.4	40.5	-21.3%	15.9	17.3	13.7
• Consolidation	-5.6	-9.6	-11.3	-18.6%	-1.9	-3.3	-3.7
Revenue intra-Group	0.6	0.5	13.4	>100%	0.2	0.2	4.5
Total revenue	1,009.7	1,201.9	1,248.5	3.9%	381.0	396.7	422.6
EBIT	**60.7**	**64.7**	**47.5**	**-26.6%**	**24.3**	**17.5**	**15.4**
EBIT margin[1]	*6.0%*	*5.4%*	*3.8%*	-	*6.4%*	*4.4%*	*3.7%*

[1] EBIT margin in relation to total revenue

Revenue increase of 2.8% or 3.9% excl. the reporting change at Logistics Solutions (about EUR 12m attributed to Logistics Solutions in 2024 is now reported as intra-Group revenue)

Türkiye up by 5.3%, positive currency effects in 2024: +32.9% in Q1-3 2024

EBIT shows reduced profitability in Türkiye and in CEE/SEE; Positive effect in the previous year from property sales

RETAIL & BANK DIVISION: KEY INCOME STATEMENT INDICATORS

EUR m	Q1-3 2023	Q1-3 2024	Q1-3 2025	Δ 24/25	Q3 2023	Q3 2024	Q3 2025
Revenue	**118.6**	**146.0**	**139.5**	**-4.5%**	**42.1**	**50.4**	**45.0**
• Income from Financial Services	89.5	115.2	107.5	-6.8%	32.9	40.0	34.2
• Branch Services	29.1	30.8	32.0	4.0%	9.2	10.3	10.8
Revenue intra-Group	140.7	151.7	152.0	0.2%	46.2	50.6	49.6
Total revenue	259.3	297.7	291.4	-2.1%	88.3	101.0	94.6
EBIT	**-5.6**	**-7.4**	**9.1**	**>100%**	**-6.7**	**-2.2**	**4.5**
EBIT margin[1]	-	-	*3.1%*	-	-	-	*4.7%*

[1] EBIT margin in relation to total revenue

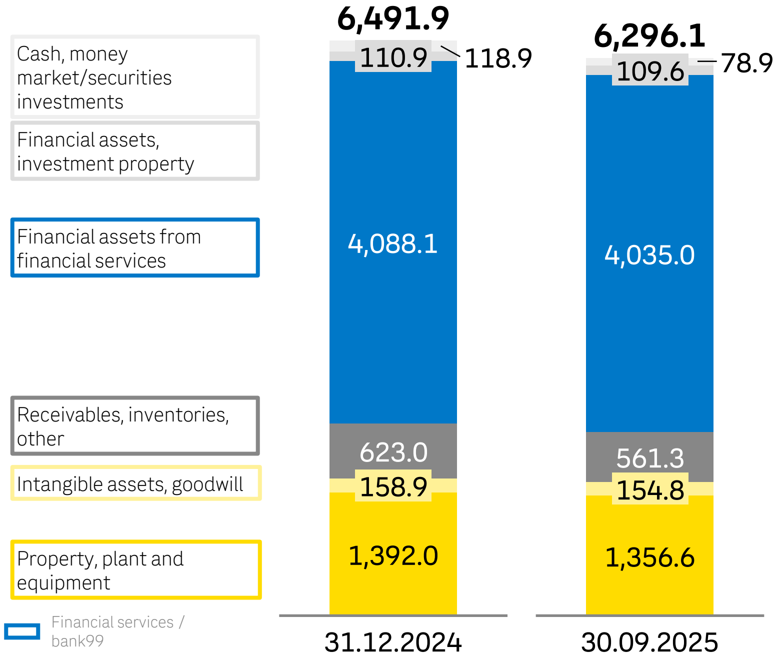
Revenue decline of 4.5% from 2024 but 17.6% increase vs. 2023

Earnings improvement due to positive contribution of bank99 and optimisation of branch network

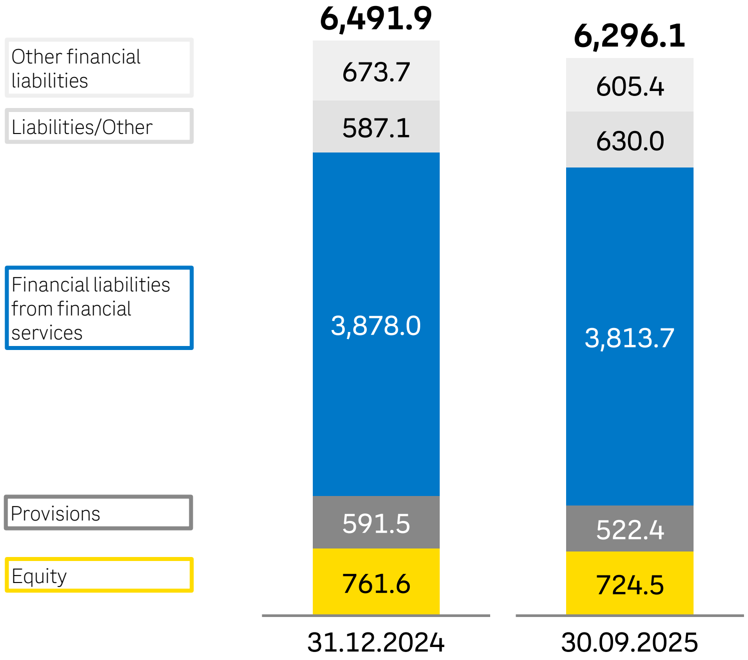
SOLID BALANCE SHEET AND FINANCING STRUCTURE

Financial debt	**EUR 163.3m**
Financial debt incl. IFRS 16	**EUR 526.5m**
Financial debt/EBITDA$_{12m}$	**0.4x**
Financial debt incl. IFRS 16/EBITDA$_{12m}$	**1.3x**

ASSETS
EUR m

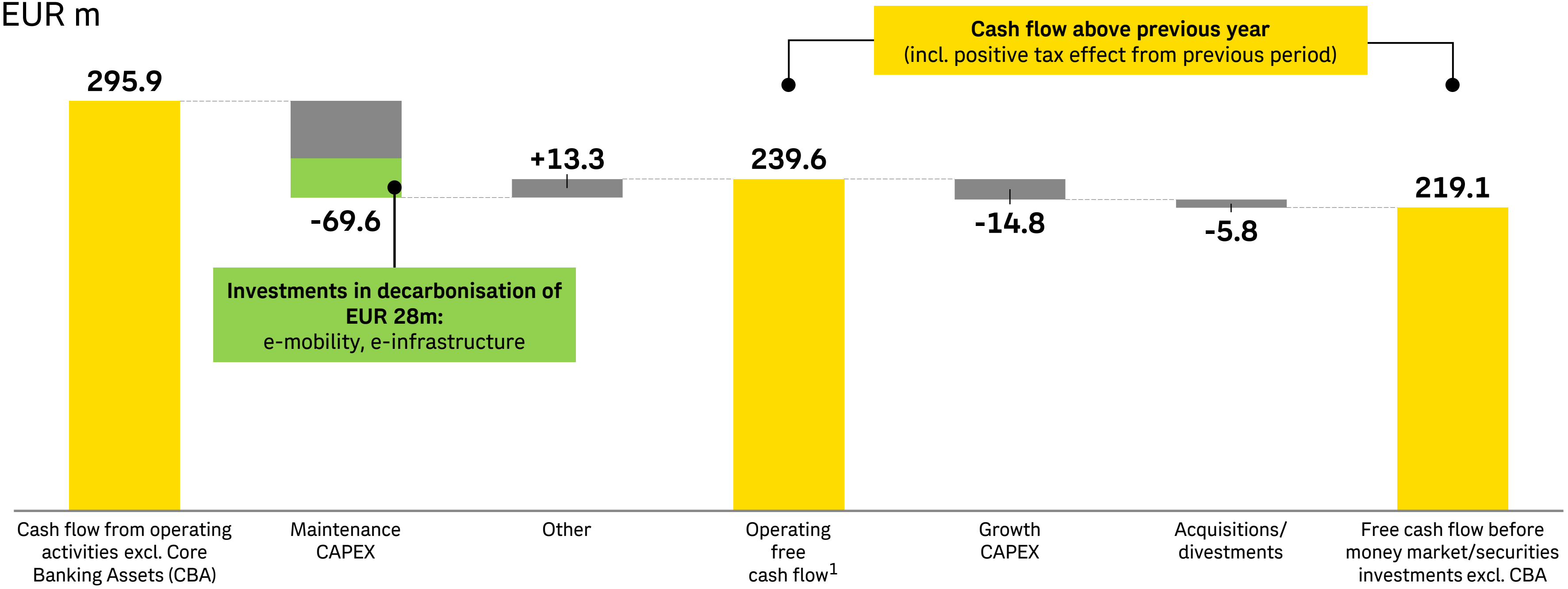


EQUITY & LIABILITIES
EUR m



Q1-3 2025: OPERATING FREE CASH FLOW OF EUR 240M

EUR m

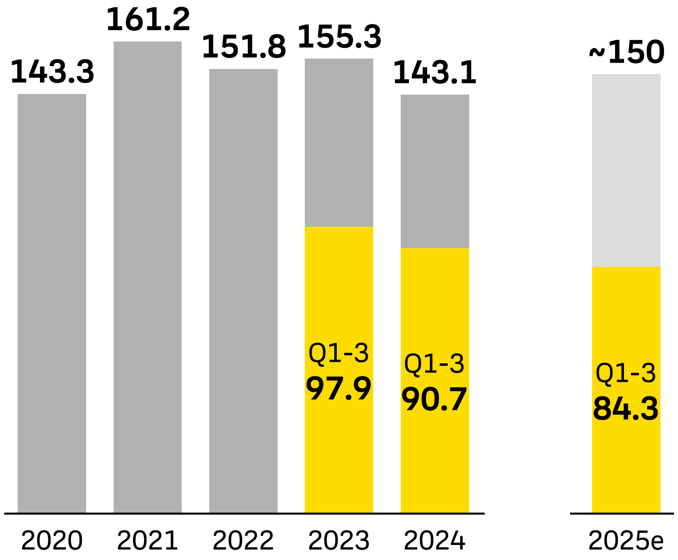


Q1-3 2024	293.1	-80.0	+16.2	229.3	-10.6	-3.2	215.5

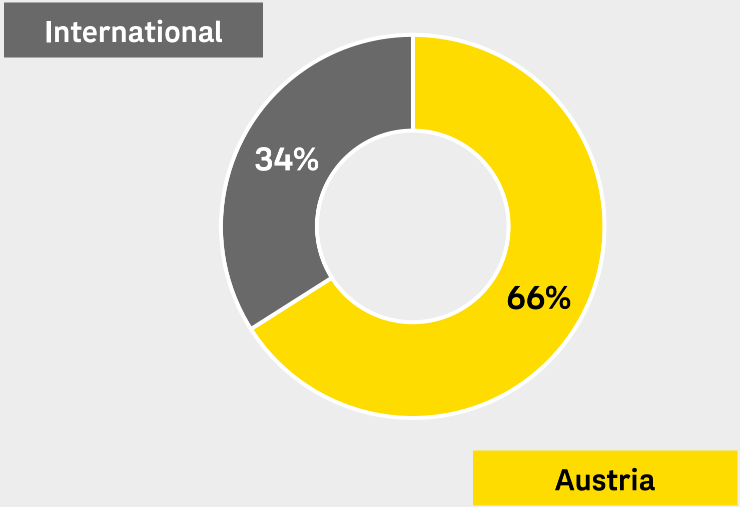
[1] Free cash flow before acquisitions/securities/money market investments, growth CAPEX and core banking assets (CBA)

AUSTRIAN POST'S INVESTMENT PROGRAMME

CAPEX in a six-year comparison
EUR m



Investment split Q1-3 2025[1]



[1] Core investments excl. right-of-use assets

OUTLOOK 2025/2026

Market environment

- Mail: Ongoing cost pressure and digitisation efforts by private and public sector customers
- Parcel: Markets characterised by intense competition, changed consumer behaviour and increasing market dominance of large e-commerce players

Revenue

- Stable revenue development on the back of the strong increase in the previous year (+13.9% in 2024), with modest decline in 2025 and a slight increase in 2026 (assuming ongoing positive economic forecasts)
  - Mail: steady decline in volume and revenue; inflation-adjusted tariff measures
  - Parcel & Logistics: further growth anticipated (depending on the TRY/EUR exchange rate)
  - Retail & Bank: fall in revenue due to lower interest rate environment; discontinuation of A1 revenue contribution of approximately EUR 20m in 2026 and development of own mobile phone brand
- Revenue impact of the TRY/EUR exchange rate of ±2%

Investments

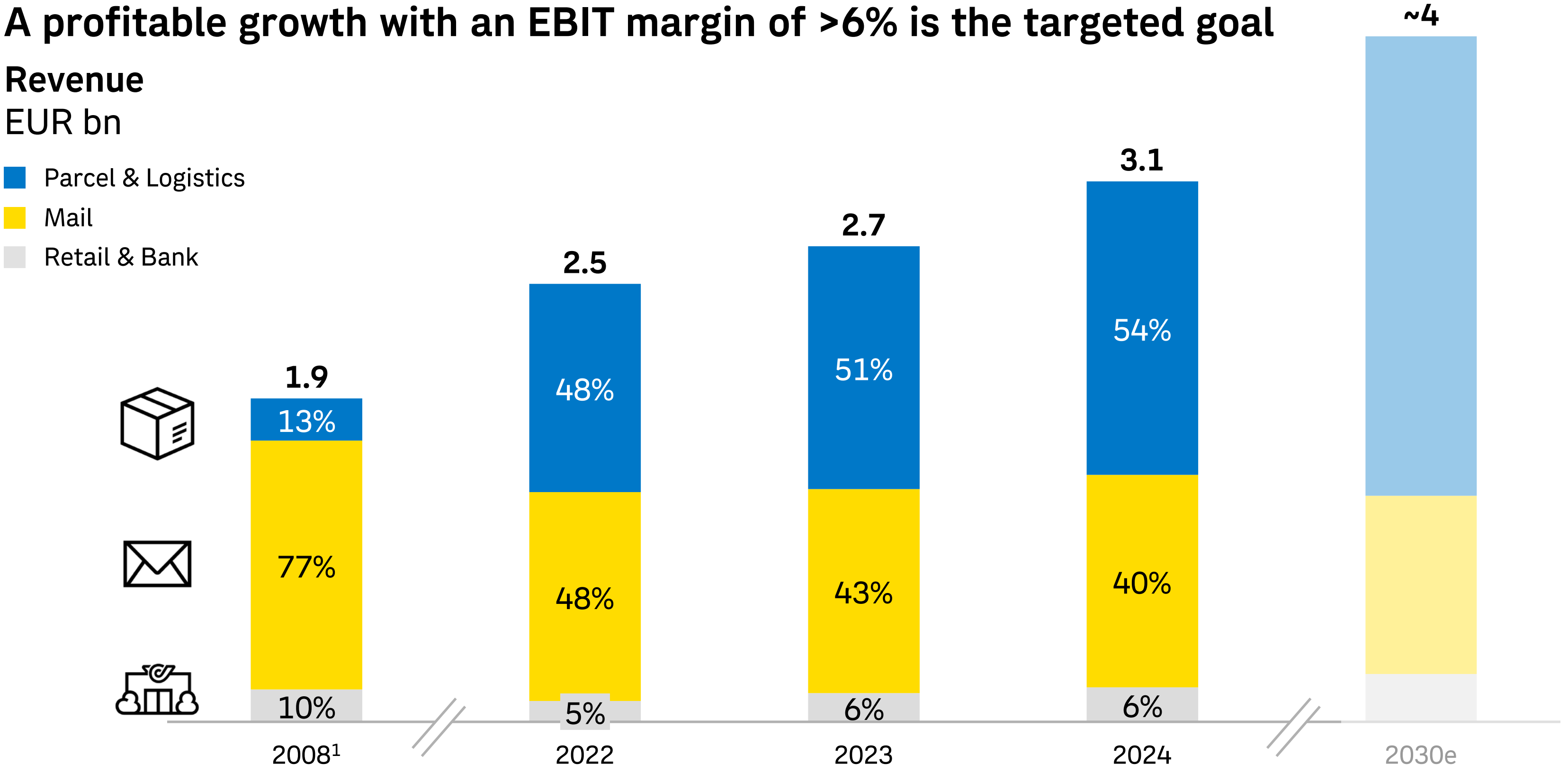
- Total CAPEX 2025 at the level of recent years of approximately EUR 150m
- This includes maintenance and growth capex as well as measures to decarbonise logistics

Earnings

- Top-line and cost-related initiatives to support level of earnings
- Earnings (EBIT) 2025 are expected to be slightly below the extra ordinary strong prior year, in line with the performance during the first nine months
- For 2026 Austrian Post targets a broadly stable earnings development in the order of magnitude of previous years

EUR 4BN IN REVENUE TARGETED FOR 2030

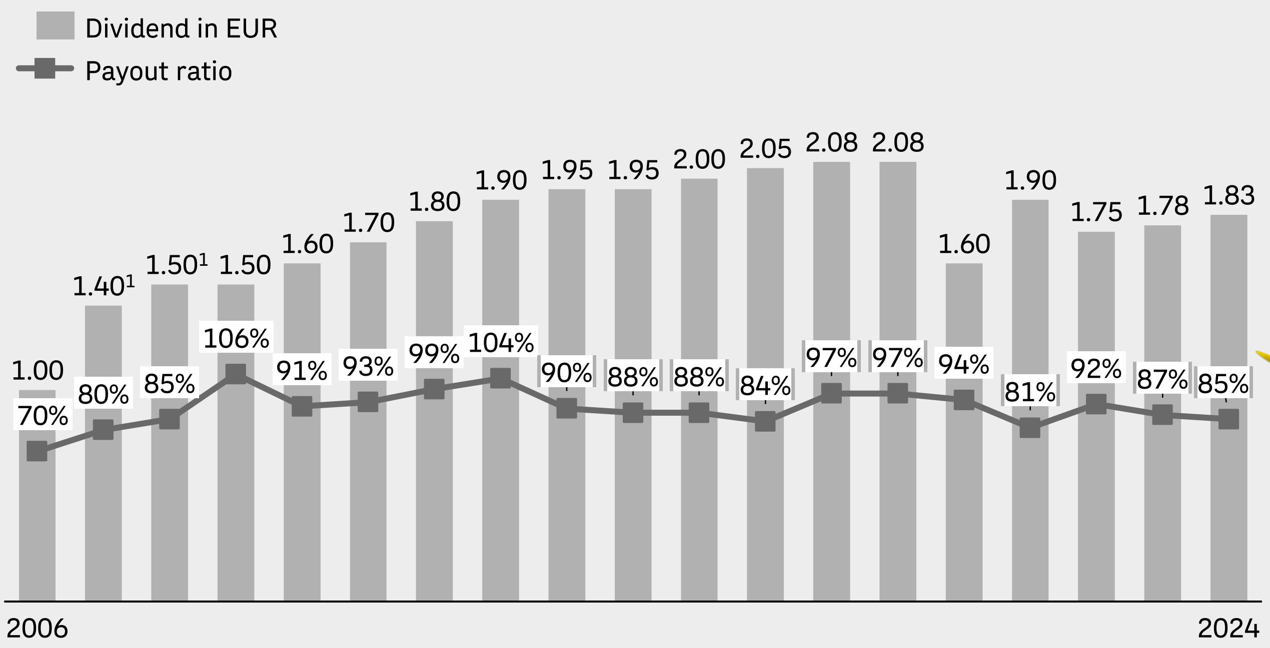
A profitable growth with an EBIT margin of >6% is the targeted goal



[1] Adjusted presentation – excl. trans-o-flex

DIVIDEND POLICY
Continuation of attractive and predictable dividend policy

Dividends since IPO



[1] Excl. EUR 1.00 special dividend

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

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Financial calendar 2026

12 March 2026	Annual Report 2025
15 April 2026	Annual General Meeting
24/29 April 2026	Ex-day/Dividend payment day
08 May 2026	Interim Report Q1 2026
07 August 2026	Half-Year Report 2026
12 November 2026	Interim Report Q1-3 2026

Disclaimer
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