





#### 1. Overview and Highlights

- 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 Q1-3 2025
- 4. Outlook 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** 







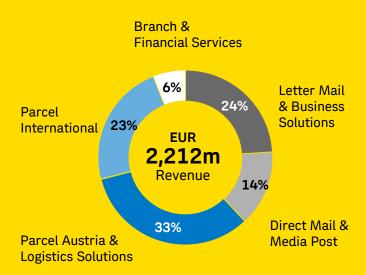
#### Group

Revenue 2024: EUR 3,123m

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

#### Revenue mix Q1-3 2025

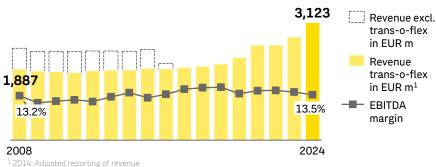
Parcel share at 56% of product mix



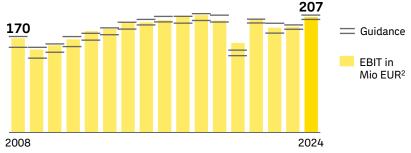
#### CONTINUATION OF CLEAR CAPITAL MARKET POSITIONING



#### Profitable growth business model

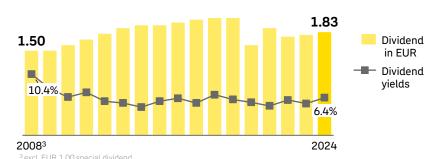


#### 2 Reliability ("Promise & Deliver")



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

### 3 Attractive dividend policy

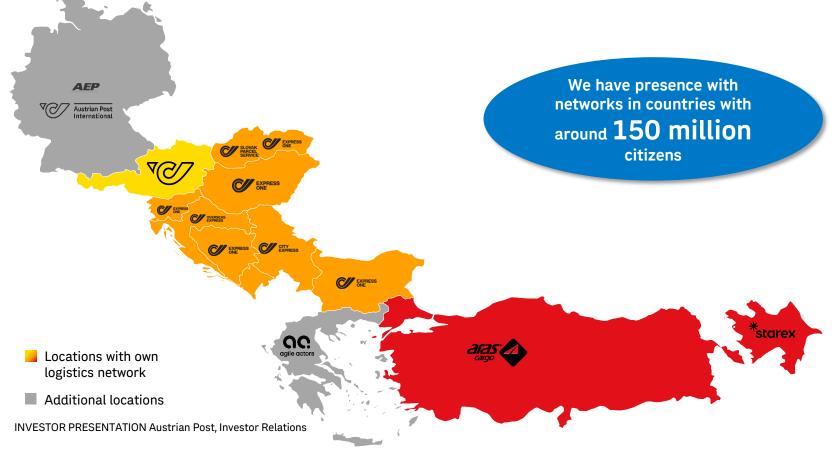






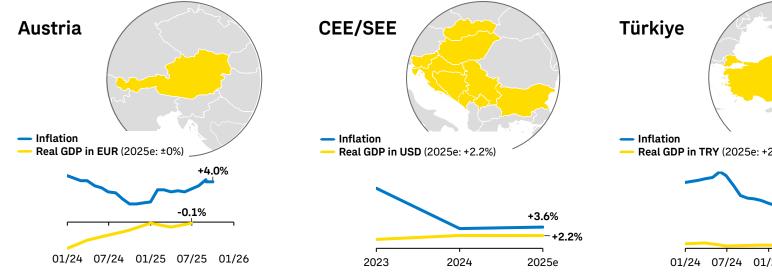


#### STRONG INTERNATIONAL FOOTPRINT



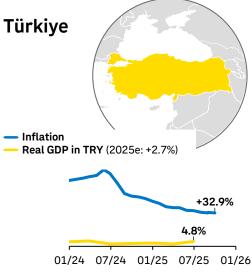
#### DIFFICULT ECONOMIC ENVIRONMENT IN THE GLOBAL POSTAL MARKET





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

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



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



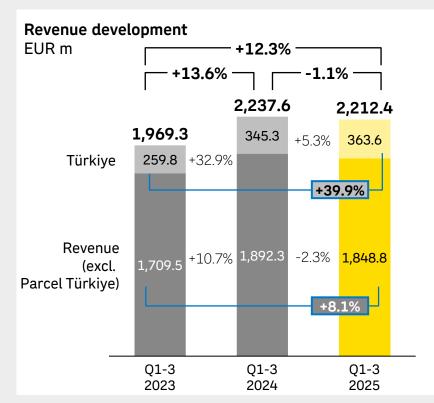
#### Structurally growing parcel business faces strong competition

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



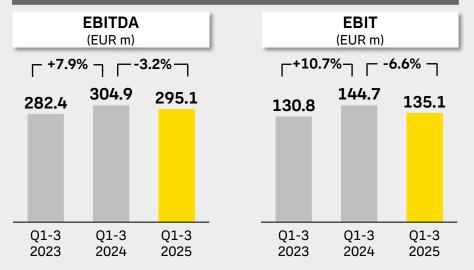
## SOLID REVENUE AND EARNINGS DEVELOPMENT ON THE BACK OF HIGH PRIOR-YEAR LEVEL



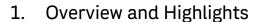


Revenue comparison impacted by elections and currency (2025 below 2024 but above the 2023 level) Significant special effects in 2024:

- 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)









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# AMBITION 2030: LEADING LOGISTICS & SERVICES GROUP REACHING MORE THAN 150M PEOPLE IN AUSTRIA, CEE/SEE, TÜRKIYE & BEYOND



1



## POST & BEYOND IN AUSTRIA

Leading provider of key services – post, bank & more



#### SUSTAINABILITY, CUSTOMER & CULTURE Sustainability-oriented, customer-driven,

and people-focused company





## INTERNATIONAL E-COMMERCE

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

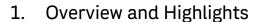
3



ONE GROUP - OPERATIONALLY EXCELLENT

Efficiency- and technology-focused integrated group







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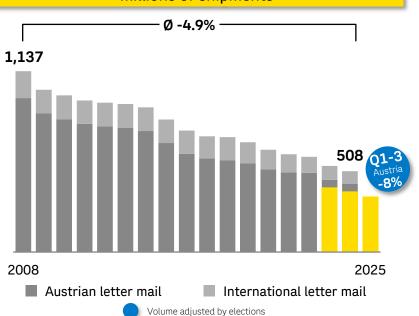
## **1** LETTER MAIL



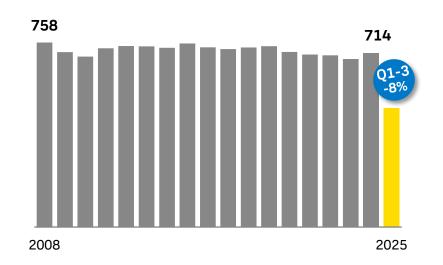




## Austrian and International Letter Mail volumes millions of shipments



#### Revenue EUR m



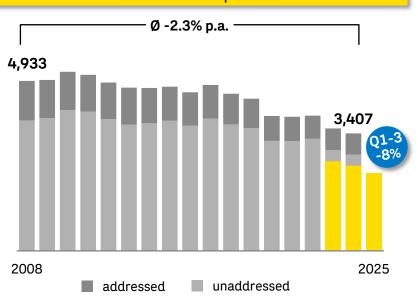
## 1 DIRECT MAIL/MEDIA POST IN AUSTRIA





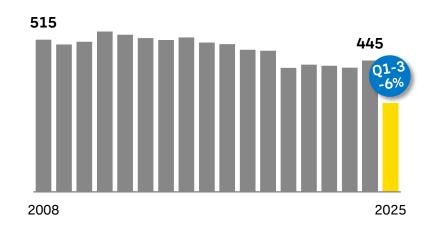


## Direct Mail/Media Post volumes millions of shipments



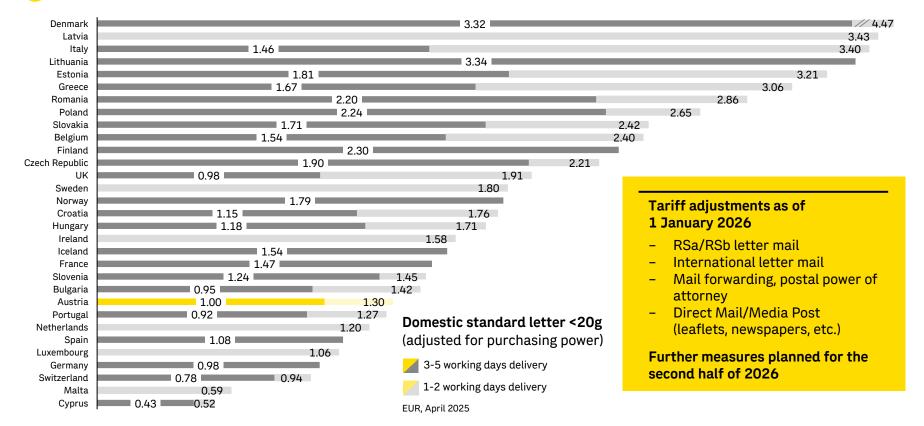
Volume adjusted by elections

#### Revenue EUR m



#### 1 LETTER PRICES: AUSTRIA IN THE LOWER THIRD IN EUROPE



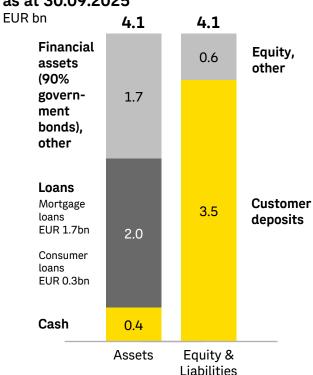


#### 1 POSITIVE DEVELOPMENT OF BANK99



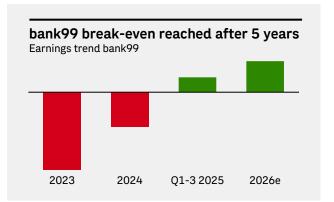


#### bank99 balance sheet total as at 30.09.2025



#### 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 received excellent ratings from customers



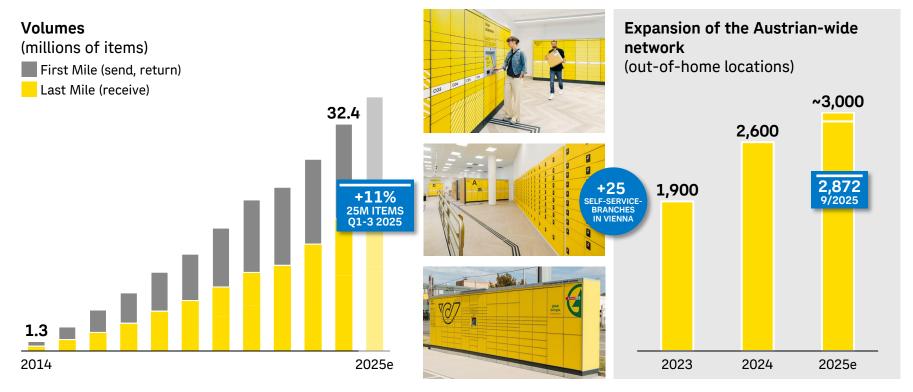






# 1 24/7 SELF-SERVICE SOLUTIONS ARE VERY POPULAR WITH CUSTOMERS IN AUSTRIA





#### **1** AUSTRIAN POST'S NEW MOBILE PHONE OFFERING





#### We offer:

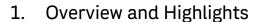
- Good rates with no commitment
- Simple, easy-tounderstand offers
- Personal advice at the counter on demand
- The reliable network of a major provider

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



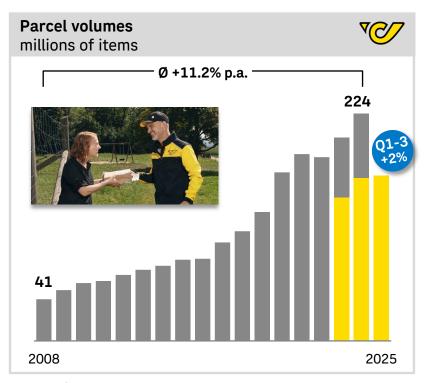


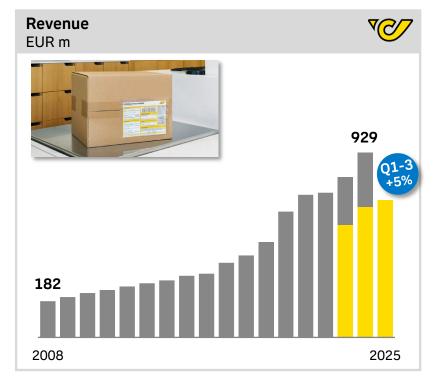


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#### **2** PARCEL AUSTRIA KEEPS GROWING





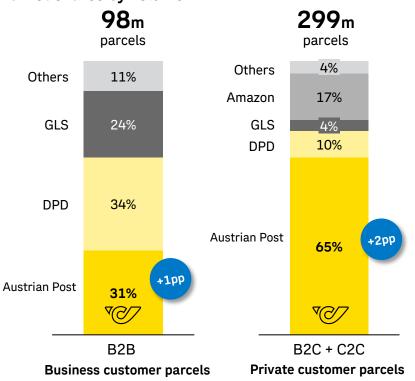


Volumes adjusted on a daily basis (189 working days in Q1-3 2024 vs. 187 working days in Q1-3 2025)

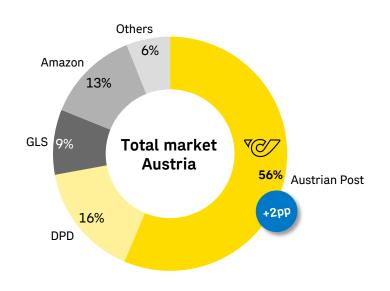
#### 2 2024 AUSTRIAN PARCEL MARKET



#### Market shares by volume





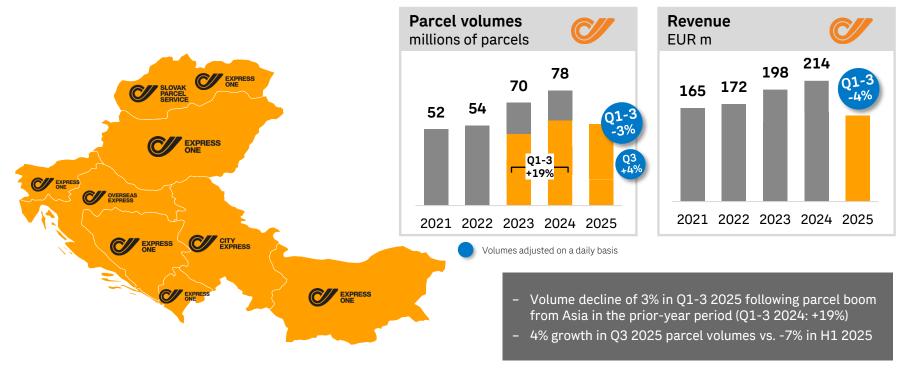


Source: BRANCHENRADAR.com Marktanalyse GmbH, February 2025

2024 vs. 2023

## 2 CEE/SEE: GROWTH OF PARCEL VOLUMES IN Q3

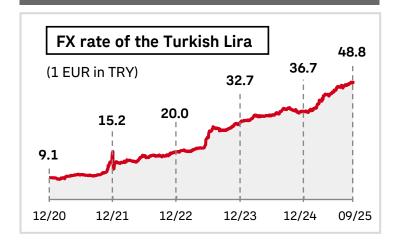


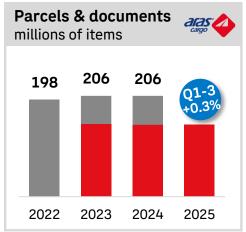


## 2 TÜRKIYE+: STABLE PARCEL VOLUMES IN Q1-3 2025

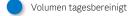


- Revenue impacted by inflation and exchange rate
- Q1-3 2025 revenue of EUR 363.6m (+5.3%)
- Following Azerbaijan, cautious steps into the markets of Georgia and Uzbekistan with Turkish e-commerce providers
- Stable ownership structure: Baran Aras remains 20% minority shareholder (at least until 2035)







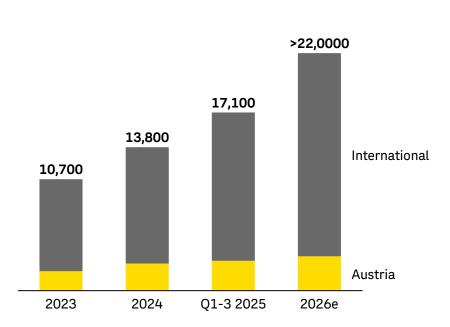




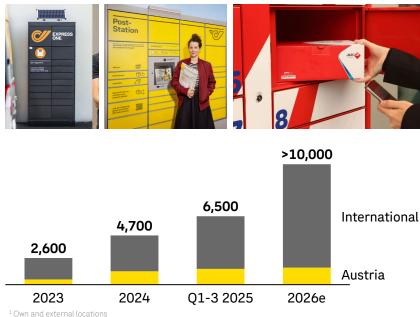
#### 2 STRONG GROWTH OF OUT-OF-HOME NETWORK



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



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







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# 3 FINALISATION OF LOGISTICS EXPANSION IN AUSTRIA AND STRONGER INTERNATIONAL FOCUS



#### **Austria**

# Lower Austria Upper Austria Vienna Salzburg Vorarlberg Tyrol Carinthia

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

#### **International**



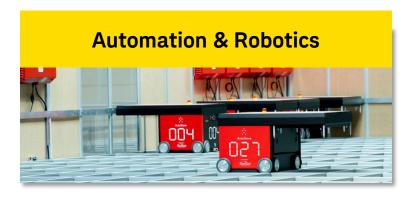
- New Logistics Centre in Budapest under construction, based on a leasing model, with a capacity of 18,000 parcels/hour
- Logistics Centre in the north of Istanbul with a capacity of approx. 60,000 parcels/hour to relieve or replace existing facilities



24

## 3 DIGITALISATION & TECHNOLOGY AS A SUCCESS FACTOR



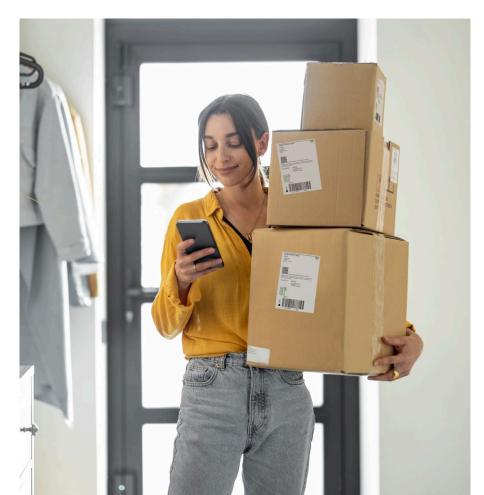


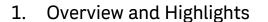


#### **Post App**

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









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#### MASTERPLAN SUSTAINABILITY 2030



#### **TARGET PICTURE & GUIDING PRINCIPLE**

#### **ENVIRONMENT**

#### We are striving to continuously and economically viably decarbonise our services, thereby offer ecological solutions and secure our future as a successful company.

#### STRATEGIC DIRECTION

- **Decarbonisation of logistics**
- Decarbonisation of the infrastructure
- Resource-efficient processes
- Circular economy



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

#### SOCIAL

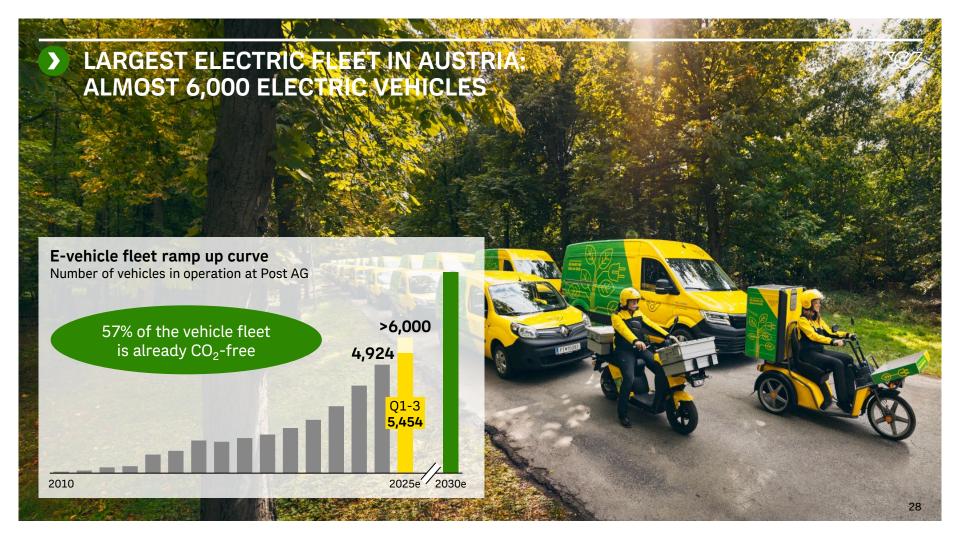
We want to be a top employer and attract the best employees, and focus on corporate culture, diversity and equal opportunities, health and safety, and fair working conditions.

- Corporate culture
- **Integrated diversity management**
- Occupational health and safety
- 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.

- Sustainable governance & compliance
- Sustainable procurement
- Digital responsibility
- Customer & stakeholder value





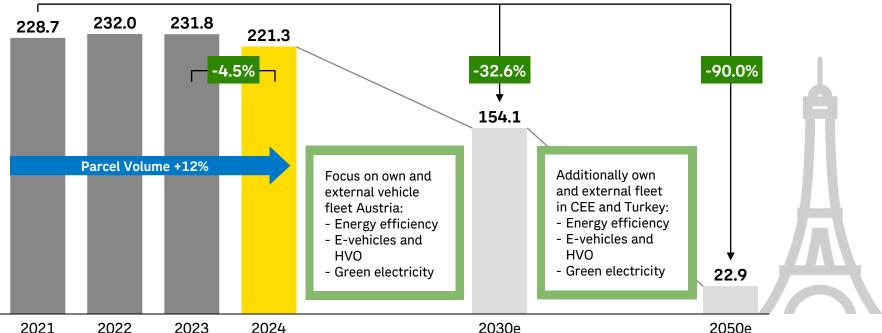
#### AUSTRIAN POST GROUP – ON THE ROAD TO PARIS



#### **Logistics-related Decarbonisation plan Austrian Post Group**

Scope 1-3, thousand tonnes



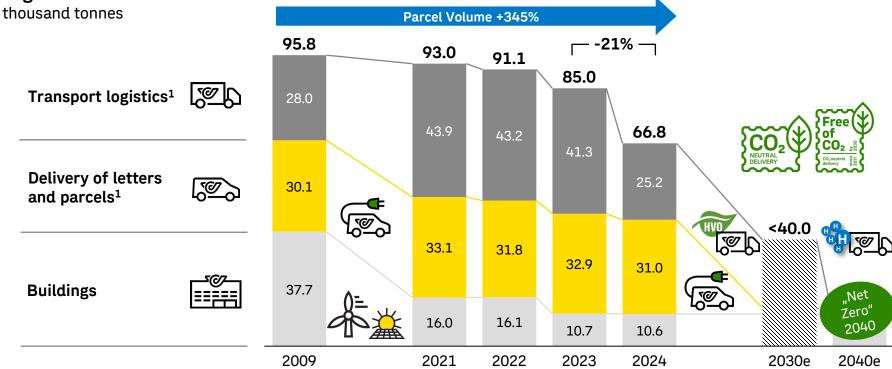




#### DECARBONISATION - ROADMAP AUSTRIA



Logistics-related carbon emissions Österreichische Post AG



<sup>&</sup>lt;sup>1</sup>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-)



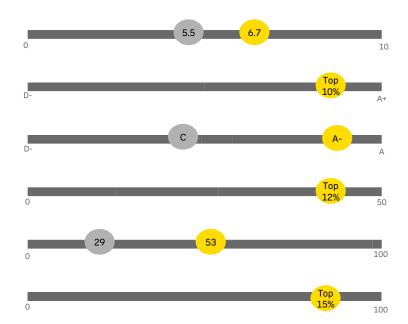
Low Risk (16.3) (range from 0 to 50)



53 out of 100 points

ecovadis

Silver (68 out of 100 points)







## **D**

# KEY FIGURES IN ACCORDANCE WITH THE EU TAXONOMY REGULATION

Eligibility (%)Alignment (%)



Revenue EUR m

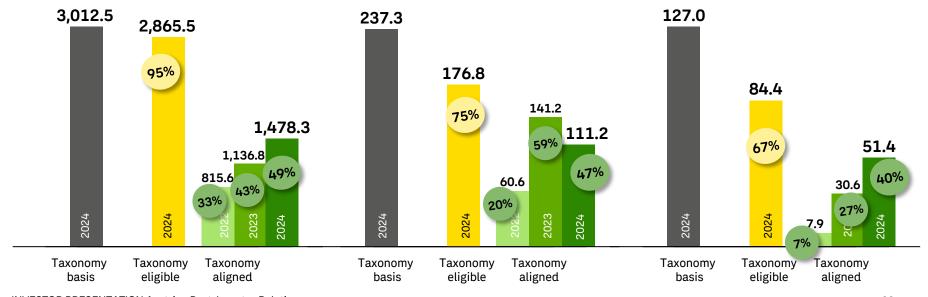
- Increase: primarily through compliant e-vehicles
- Potential: expansion of e-mobility in own and external vehicle fleet

#### CapEX EUR m

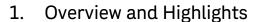
- Decrease due to: Completion of investment programme and lower IFRS 16 long-term rents
- Potential: logistics buildings abroad

#### OpEx EUR m

 Increase: mainly due to maintenance of buildings and vehicles









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### **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<sub>12m</sub> of 0.4x)

Logistics equity ratio of 29%



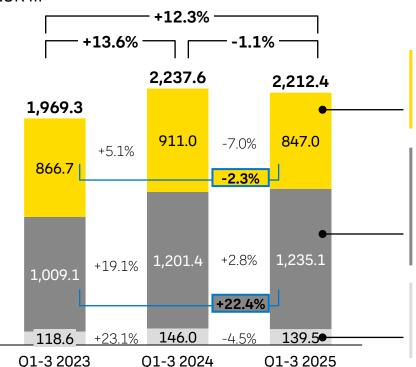
Operating free cash flow higher than in recent years

#### **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**

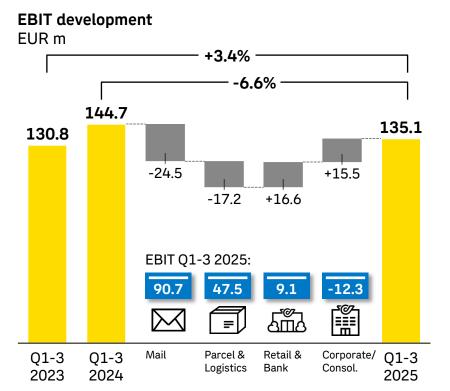
- Revenue up by 2.8% in Q1-3 2025 (+3.9% before reporting change at Logistics Solutions) and 22.4% higher than Q1-3 2023
- Parcel Austria: +5.2% in Q1-3 2025
- Parcel Türkiye+: +5.3% in Q1-3 2025 (+39.9% vs. Q1-3 2023)
- Parcel CEE/SEE: -3.9% in Q1-3 2025 (+8.6% vs. Q1-3 2023)

#### 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







#### 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	Mail: -7.0%
Other operating income	77.0	75.9	87.3	15.0%	39.0	28.1	27.2	Parcel & Logistics: +2.8% Retail & Bank: -4.5%
Raw materials, consumables and services used	-597.0	-644.0	-649.0	-0.8%	-222.4	-210.2	-219.5	(-2 working days vs. 2024)
Expenses for financial services	-12.0	-36.6	-30.6	16.4%	-6.1	-12.9	-8.0	Increase in collective labour agreements in Austria:
Staff costs	-886.7	-1,026.1	-1,028.3	-0.2%	-307.5	-333.4	-329.2	- As of 1/1/2025: +6.45% - As of 1/7/2025: +2.80%
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	Cost discipline at all areas
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	Prior-year results impacted
EBIT	130.8	144.7	135.1	-6.6%	35.6	39.2	41.2	by major elections and
EBIT margin	6.6%	6.5%	6.1%	-	5.2%	5.3%	5.7%	currency effects
Financial result	-3.5	-2.6	-6.2	<-100%	-9.2	-1.0	-4.4	Option valuation of the
Income tax	-36.5	-36.0	-31.6	12.2%	-14.2	-10.5	-7.8	financial parameters of Aras Kargo
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	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	Revenue decline of 7.0% YoY
• Letter Mail & Business Solutions	550.6	574.6	532.1	-7.4%	171.9	185.3	166.6	-2.3% compared to 2023
• Direct Mail	224.0	235.8	220.3	-6.6%	68.7	74.9	69.1	Special effects of about
• Media Post	92.1	100.5	94.6	-5.9%	28.0	31.7	28.6	<ul> <li>EUR 35m in the previous yea from major elections</li> </ul>
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	Decrease in profitability due
EBIT margin <sup>1</sup>	11.7%	12.6%	10.7%	-	9.1%	11.0%	8.9%	to sharp volume decline

<sup>&</sup>lt;sup>1</sup> 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 increase of 2.8% or
Revenue	1,009.1	1,201.4	1,235.1	2.8%	380.7	396.5	418.1	3.9% excl. the reporting
• Parcel Austria	565.6	656.2	690.5	5.2%	191.7	221.4	233.3	change at Logistics Solutions (about EUR 12m attributed to
<ul> <li>Parcel Türkiye+</li> </ul>	259.8	345.3	363.6	5.3%	126.7	110.8	123.0	Logistics Solutions in 2024 is now reported as intra-Group
Parcel CEE/SEE	140.0	158.1	152.0	-3.9%	48.3	50.2	51.8	revenue)
<ul> <li>Logistics Solutions</li> </ul>	49.4	51.4	40.5	-21.3%	15.9	17.3	13.7	Türkiye up by 5.3%, positive
<ul> <li>Consolidation</li> </ul>	-5.6	-9.6	-11.3	-18.6%	-1.9	-3.3	-3.7	currency effects in 2024: +32.9% in Q1-3 2024
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 shows reduced profitability in Türkiye and in
EBIT	60.7	64.7	47.5	-26.6%	24.3	17.5	15.4	CEE/SEE; Positive effect in
EBIT margin¹	6.0%	5.4%	3.8%	-	6.4%	4.4%	3.7%	the previous year from property sales

 $<sup>^{\</sup>rm 1}\,{\rm EBIT}$  margin in relation to total revenue



# RETAIL & BANK DIVISION: KEY INCOME STATEMENT INDICATORS



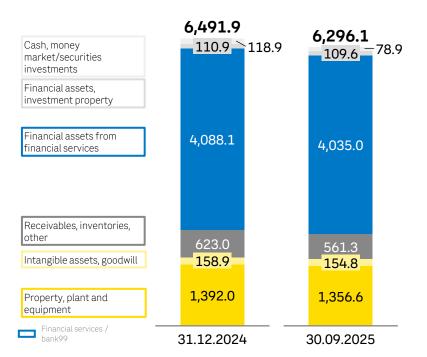
EUR m	Q1-3 2023	Q1-3 2024	Q1-3 2025	Δ 24/25	Q3 2023	Q3 2024	Q3 2025	
Revenue	118.6	146.0	139.5	-4.5%	42.1	50.4	45.0	Revenue decline of 4.5% from 2024 but 17.6%
• Income from Financial Services	89.5	115.2	107.5	-6.8%	32.9	40.0	34.2	increase vs. 2023
Branch Services	29.1	30.8	32.0	4.0%	9.2	10.3	10.8	
Revenue 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	Earnings improvement due
EBIT	-5.6	-7.4	9.1	>100%	-6.7	-2.2	4.5	to positive contribution of bank99 and optimisation of
EBIT margin <sup>1</sup>	-	-	3.1%	-	-	-	4.7%	branch network

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

#### SOLID BALANCE SHEET AND FINANCING STRUCTURE



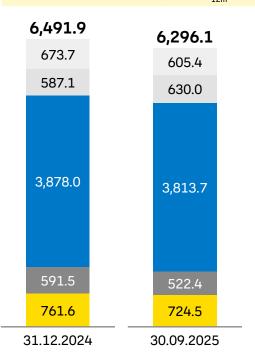




# EQUITY & LIABILITIES EUR m

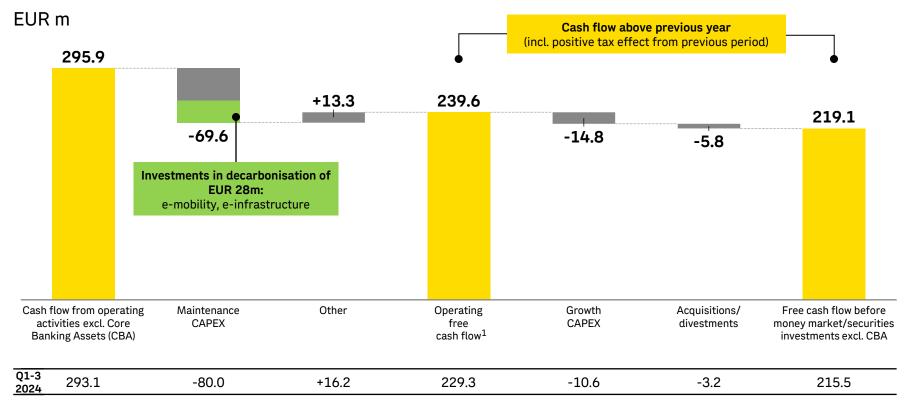






### Q1-3 2025: OPERATING FREE CASH FLOW OF EUR 240M



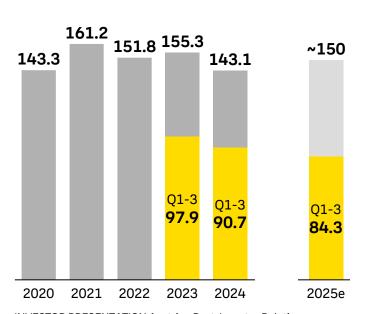


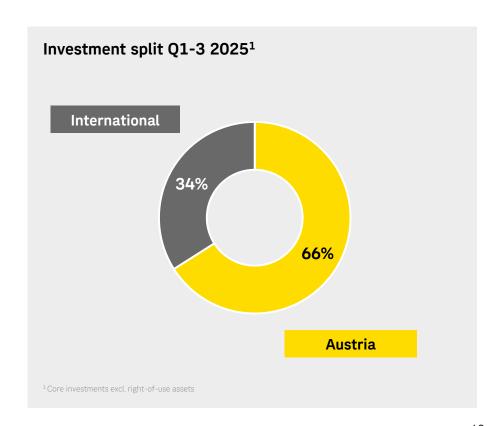
<sup>&</sup>lt;sup>1</sup>Free cash flow before acquisitions/securities/money market investments, growth CAPEX and core banking assets (CBA)

#### **AUSTRIAN POST'S INVESTMENT PROGRAMME**



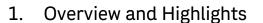
**CAPEX in a six-year comparison** EUR m





INVESTOR PRESENTATION Austrian Post, Investor Relations







- 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 Q1-3 2025
- 4. Outlook 2025

## **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**

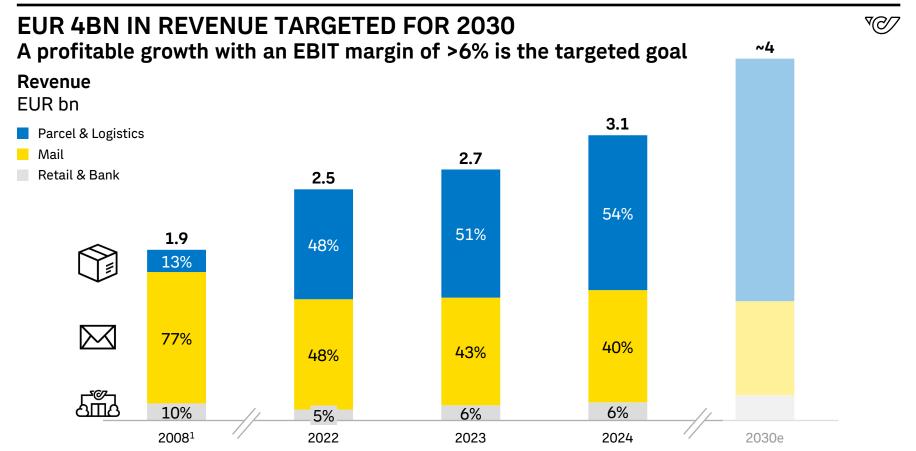


- Total CAPEX 2025 at the level of recent years of approximately EUR 150m
- This includes maintenance and growth capex as well as measures to decarbonise logistics

#### **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



<sup>&</sup>lt;sup>1</sup> Adjusted presentation - excl. trans-o-flex

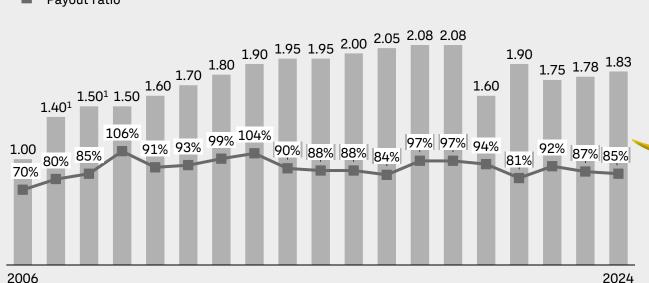
# DIVIDEND POLICY Continuation of attractive and predictable dividend policy



#### **Dividends since IPO**

Dividend in EUR

--- Payout ratio



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



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

#### CONTACT



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#### Financial calendar 2026

12 March 2026

15 April 2026

24/29 April 2026

08 May 2026

07 August 2026

12 November 2026

Annual Report 2025

**Annual General Meeting** 

Ex-day/Dividend payment day

Interim Report Q1 2026

Half-Year Report 2026

Interim Report Q1-3 2026

#### Disclaimer

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