

COMPANY PROFILE

Austrian Post is the leading logistics and postal services provider in Austria, generating annual revenue of EUR 2.0 bn and employing a staff of about 20,300 people. Its main business activities include the transport and delivery of letters, direct mail items, print media, packets, and parcels as well as delivers logistics solutions. Customers are offered high-quality products and services in the fields of banking and telecommunications by the branch network. Austrian Post is internationally active in eight other European countries.

The focus of its strategic activities is the consistent orientation towards customer needs. This is designed to further strengthen Austrian Post's market leadership position in its core business and simultaneously exploit opportunities in growth markets. Cost discipline takes priority at all times as a means of continuing the company's resolute focus on efficiency in all its business processes.

KEY FIGURES

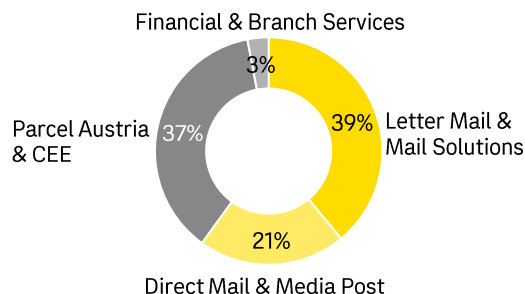
EUR m	2017	2018	2019
Revenue	1,938.9	1,958.5	2,021.6
EBITDA	294.6	305.4	318.7
EBITDA margin	15.2%	15.6%	15.8%
EBIT	207.8	210.9	200.6
EBIT margin	10.7%	10.8%	9.9%
Cashflow from operating activities	255.7	295.9	325.2
Equity ratio	41.7%	41.6%	34.3%
Earnings per share (EUR)	2.45	2.13	2.17
Employees (average for the period, FTE)	20,524	20,545	20,338
CO ₂ e emissions (CO ₂ /m km) (Group/driven km)	406.8	402.6	395.6

FINANCIAL CALENDAR

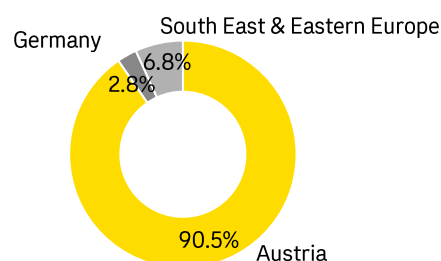
13 November 2020	Interim report for the first three quarters 2020
12 March 2021	Annual Report 2020
15 April 2021	Annual General Meeting 2021
27 April 2021	Ex-date (dividend)
28 April 2021	Record Date (determination of entitled stocks in connection with dividend payment)
29 April 2021	Dividend payment day
12 May 2021	Interim report for the first quarter 2021
12 August 2021	Half-year Financial Report 2021
11 November 2021	Interim report for the first three quarters 2021

For further information please visit Austrian Posts financial calendar at post.at/jr.

REVENUE MIX (H1 2020)



REVENUE BY REGION (H1 2020)



MANAGEMENT BOARD



Georg Pözl
Chairman of the Management Board
Chief Executive Officer



Walter Oblin
Deputy Chairman of the
Management Board
Mail & Direct Mail, Finance



Peter Umundum
Member of the Management Board
Parcel & Logistics, Logistics Networks

CONTACT

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MARKETS OF AUSTRIAN POST



INVESTMENT STORY

1. Solid Business Model

- Stable revenue development with leading market position in Austria
- Sustainable profitability due to an efficient cost structure

3. Strong Balance Sheet and Solid Cash Flow

- Conservative balance sheet structure – high level of cash and cash equivalents
- Solid cash flow allows for future-oriented investments

2. Attractive Dividend Policy

- Further development of dividends based on profitability and generated cash flow
- Annual dividend distribution of at least 75% of the Group net profit

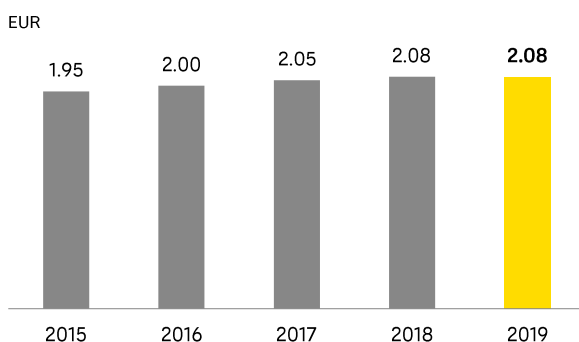
4. Promised – Delivered

- Prudent and realistic guidance with clearly-defined objectives
- Clear commitment to achieve communicated targets

DIVIDEND POLICY

An attractive dividend policy is one of the main cornerstones of Austrian Post's corporate philosophy. Each year at least 75% of the Group net profit is earmarked to be distributed to the shareholders. The objective is to further develop dividends in line with the Group net profit

Dividend per share 2015-2019



SHAREHOLDER STRUCTURE

- About EUR 1.9bn market capitalisation
- 67,552,638 shares

