

AUSTRIAN POST

INVESTOR PRESENTATION H1 2018

Harald Hagenauer, Head of IR
Teresa Hartlieb, Senior IR Manager

Madrid, October 2018



1. HIGHLIGHTS AND OVERVIEW

2. Strategy Implementation

3. Group Results 2017 and H1 2018

4. Additional Information



AUSTRIAN POST AT A GLANCE

MAIL & BRANCH NETWORK



- Letter mail
- Addressed and unaddressed direct mail
- Newspapers/magazines
- Branch services

REVENUE 2017: EUR 1,448m

PARCEL & LOGISTICS



- Parcels
- Express delivery
- Fulfilment
- Value logistics

REVENUE 2017: EUR 496m

GROUP

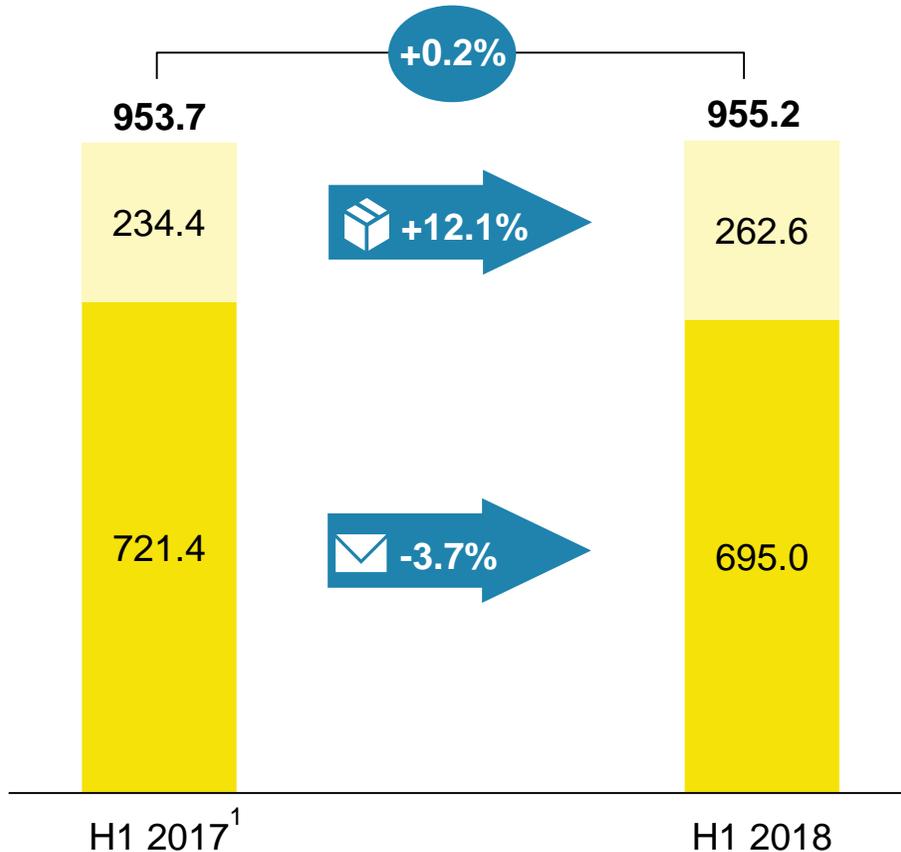
REVENUE 2017: EUR 1.939m

EBIT 2017: EUR 208m

SLIGHT IMPROVEMENT IN REVENUE THANKS TO PARCEL GROWTH

REVENUE DEVELOPMENT

EUR m



GROUP: +0.2% (Q2: -0.1%)

- Slight revenue increase due to strong parcel growth

PARCEL & LOGISTICS: +12.1% (Q2: +11.2%)

- Continuation of basic double-digit revenue growth trend in Austria in 2018
- Additional revenue related to segment change of Weber Escal, Croatia

MAIL & BRANCH NETWORK: -3.7% (Q2: -3.8%)

- Basic decline of about 5% in addressed letter mail
- Decline in financial services with BAWAG P.S.K. due to step-by-step redimensioning

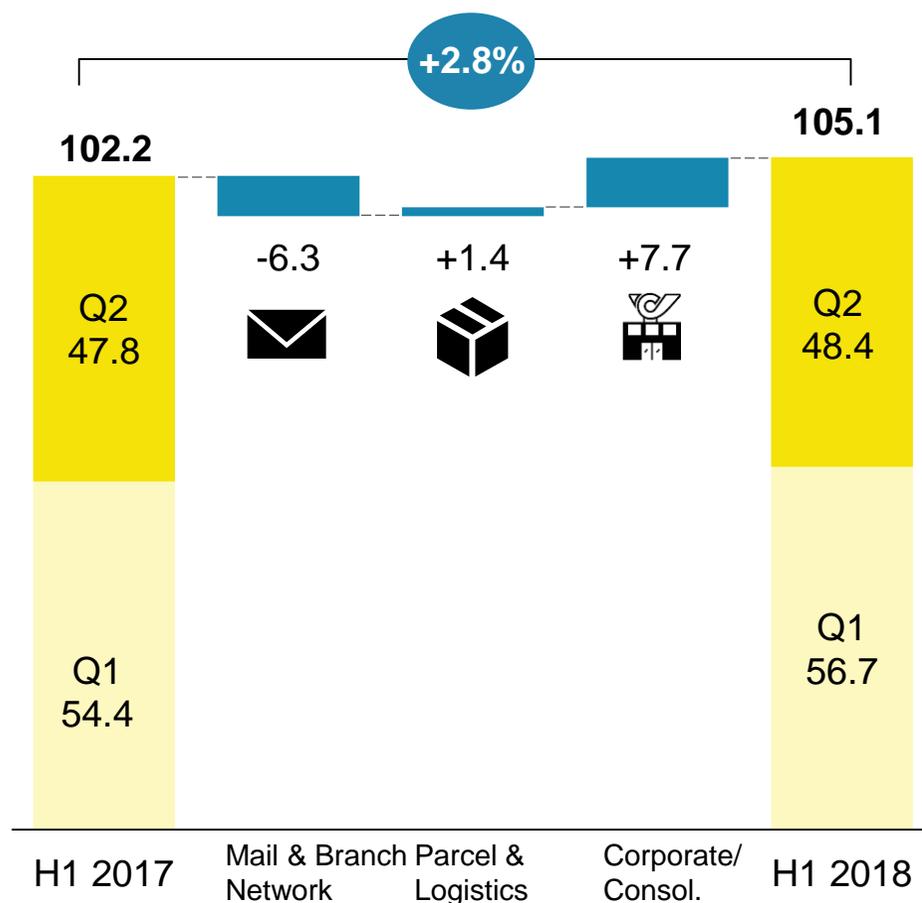
 Mail & Branch Network  Parcel & Logistics

¹ Adjustment of revenue in segment reporting

IMPROVED OPERATING EARNINGS (EBIT)

EBIT DEVELOPMENT

EUR m



MAIL & BRANCH NETWORK:

- EBIT decline of EUR 6.3m in H1 2018 (-EUR 5.8m in Q2)
- Already from Q1 2018: provisions for the redimensioning of financial services (-EUR 21.8m), for the most part compensated by one-off income resulting from the dissolution of the cooperation with BAWAG P.S.K. (+EUR 20.1m)

PARCEL & LOGISTICS:

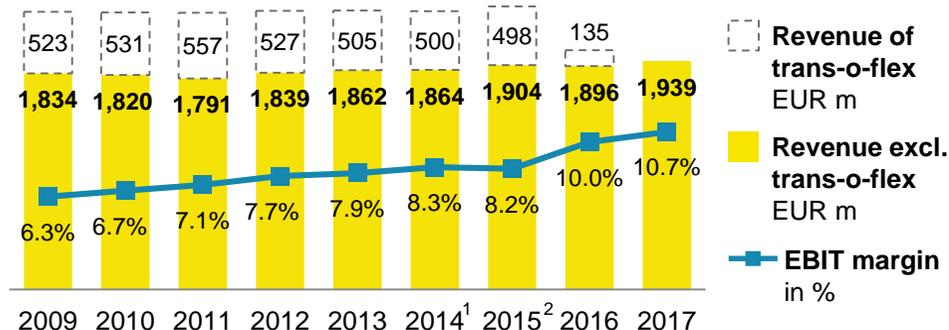
- EBIT increase of EUR 1.4m in H1 2018, good revenue development and intense competition (-EUR 0.1m in Q2)

CORPORATE:

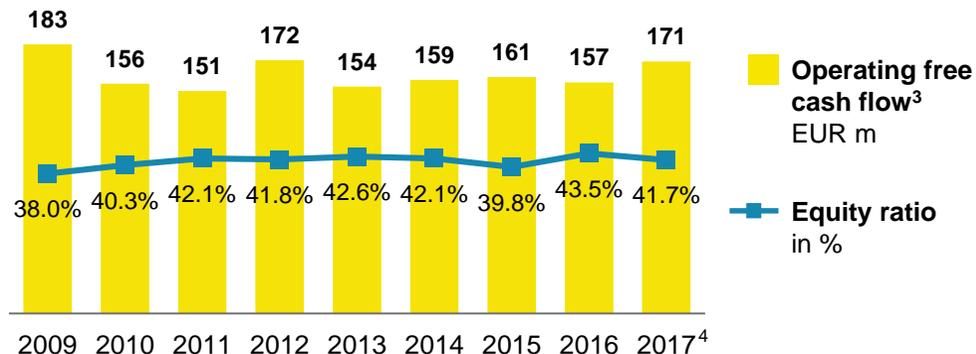
- EBIT up EUR 7.7m in H1 2018 (+EUR 6.4m in Q2)
- Lower expenditure needs for social plan models

CLEAR AND PREDICTABLE MARKET POSITIONING

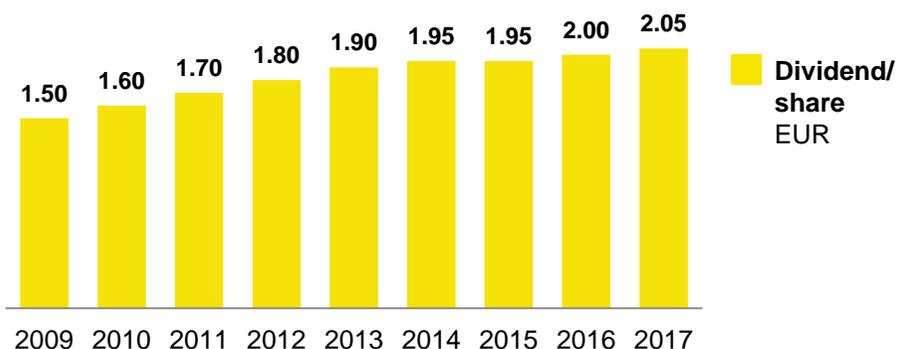
SOLID AND PROFITABLE BUSINESS MODEL



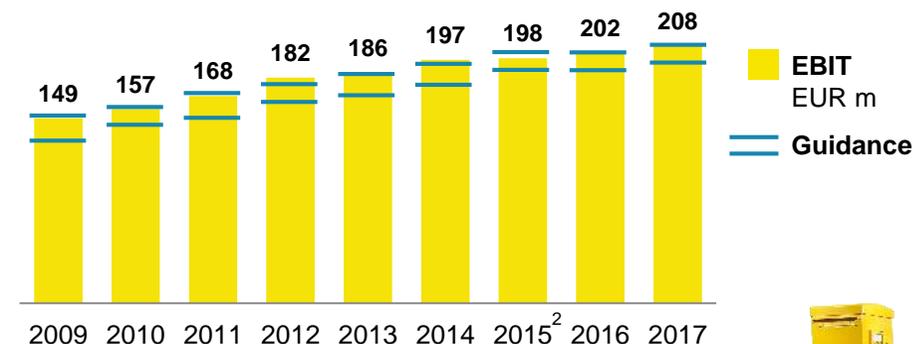
STRONG BALANCE SHEET & SOLID CASH FLOW



ATTRACTIVE DIVIDEND POLICY



RELIABILITY (“PROMISE & DELIVER”)



¹ Adjustment of revenue reporting in the Parcel & Logistics Division. Exported services recognised according to the net method (previously recognised as revenue and expenses for services used)

² EBIT adjusted for special effects

³ Free cash flow before acquisitions/securities and old/new corporate headquarters and adjusted for significant real estate sales

⁴ Excl. change in temporary cash holdings belonging to customers but not yet remitted to them



HIGHLIGHTS H1 2018



Market: Continuation of basic trends in Austria; approx. 5% drop in addressed letter mail volumes; double-digit parcel growth against tough competition



Revenue: Slight increase of 0.2% in H1 2018 Group revenue; decline in the Mail & Branch Network Division (-3.7%) offset by parcel growth (+12.1%)



Earnings: EBIT increase of 2.8% to EUR 105.1m due to solid revenue development and cost discipline



Outlook 2018: Continuing objective of achieving stability in revenue and operating earnings

1. Highlights and Overview

2. STRATEGY IMPLEMENTATION

3. Group Results 2017 and H1 2018

4. Additional Information



CLEAR STRATEGIC PRIORITIES

1. DEFENDING MARKET LEADERSHIP IN THE CORE BUSINESS

Safeguarding of market position in a competitive environment



2. PROFITABLE GROWTH IN SELECTED MARKETS

Focusing and performance enhancement



3. ENHANCING EFFICIENCY AND OPTIMISING THE COST STRUCTURE

Logistics infrastructure and process optimisation



4. CUSTOMER ORIENTATION AND INNOVATION

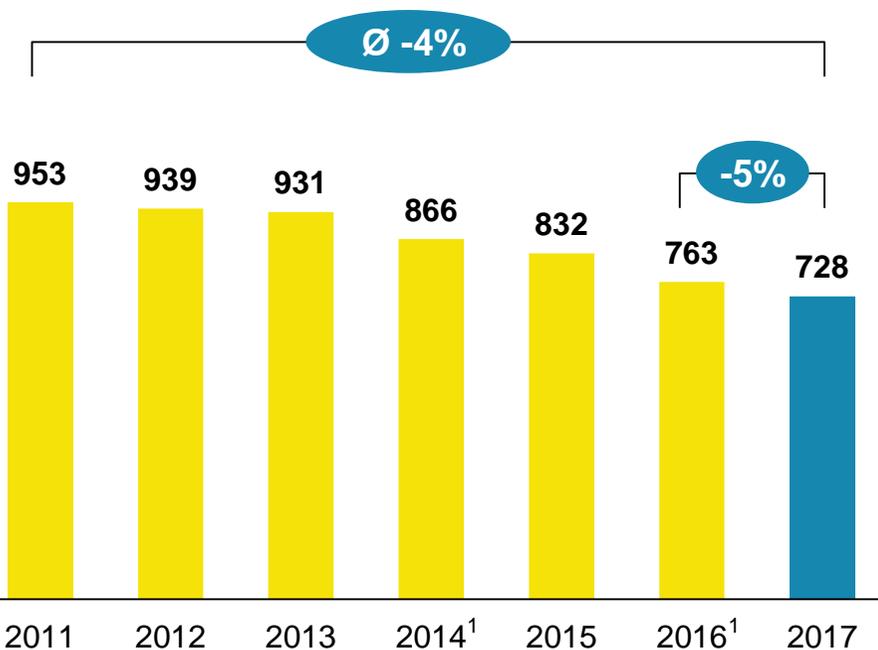
Promotion of self-service solutions and service improvements



1 MAIL VOLUME DEVELOPMENT IN AUSTRIA

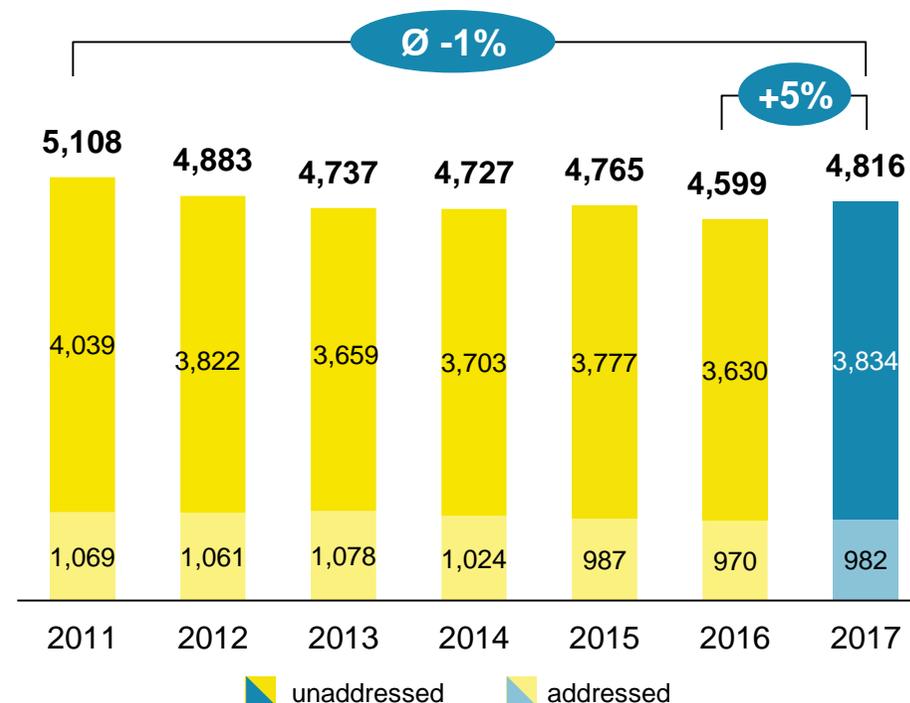
LETTER MAIL (millions of items)

- Basic trend of electronic substitution continues



DIRECT MAIL/MEDIA POST (millions of items)

- Good business climate supports advertising
- Positive volume effect from the launch of new, attractive postage pricing models



¹ Adjusted reporting due to automated calculating method

1 LETTER MAIL & DIRECT MAIL/MEDIA POST IN AUSTRIA

LETTER MAIL

- New product structure as of July 1, 2018 is well received on the marketplace
- Customer freedom of choice regarding delivery speed: Prio, Eco, Eco Business

DIRECT MAIL/MEDIA POST

- Perceptible uncertainty in addressed direct mail due to General Data Protection Regulation → Post brings address updates for senders
- Development of unaddressed direct mail depends on sector and advertising behaviour (trend towards lightweight items)

NEW PRODUCT STRUCTURE AS OF JULY 2018

	Previous offering	PRIO Universal service J+1 day	ECO Universal service J+2/3 days	ECO BUSINESS Not part of universal service, J+4/5 days
Letter S	0.68	0.80	0.70	0.65
Letter M	1.25	1.35	1.25	1.10
Packet S	2.50	2.70	2.50	2.25
Packet M	4.00	4.20	4.00	-

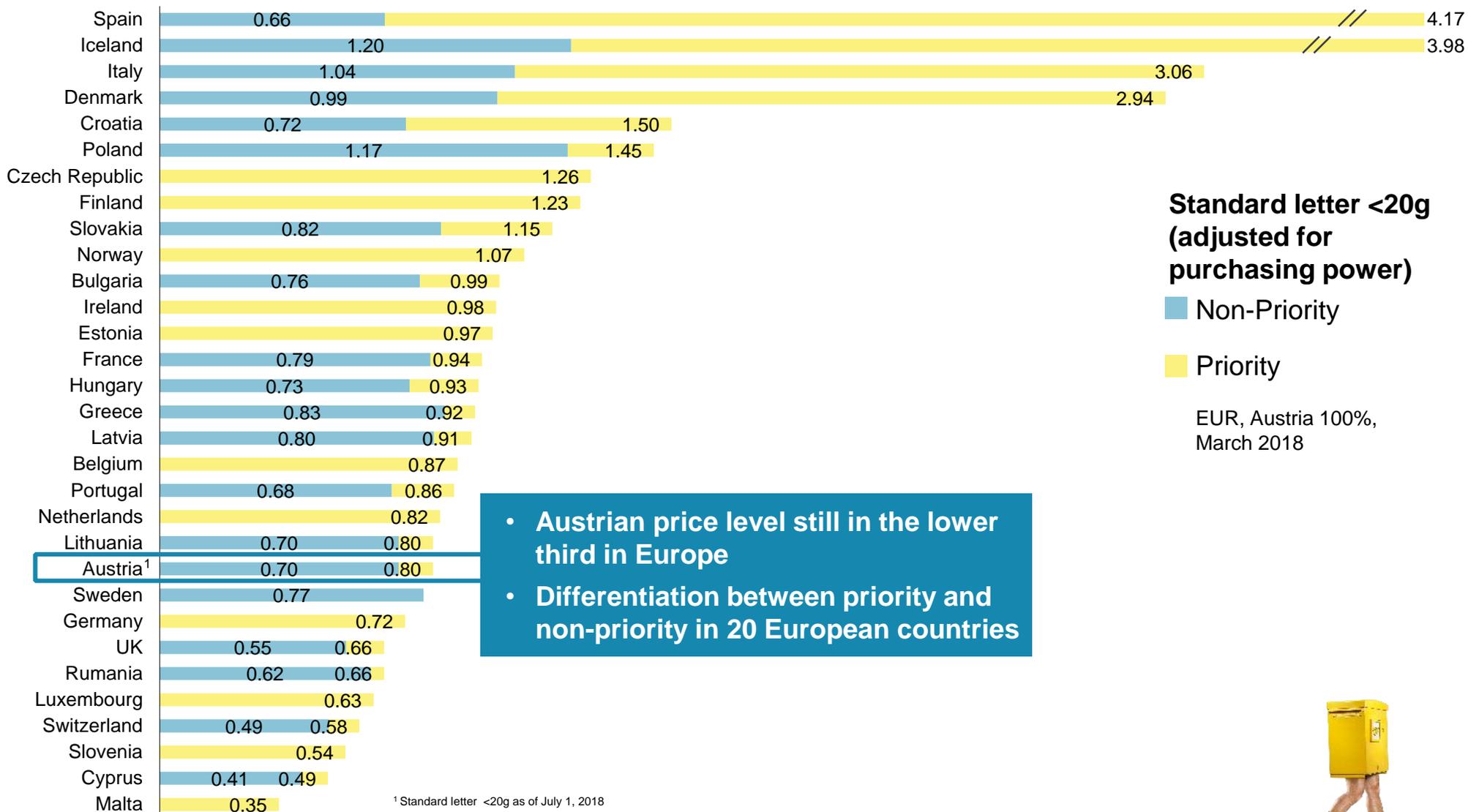


Addressed direct mail



Unaddressed direct mail

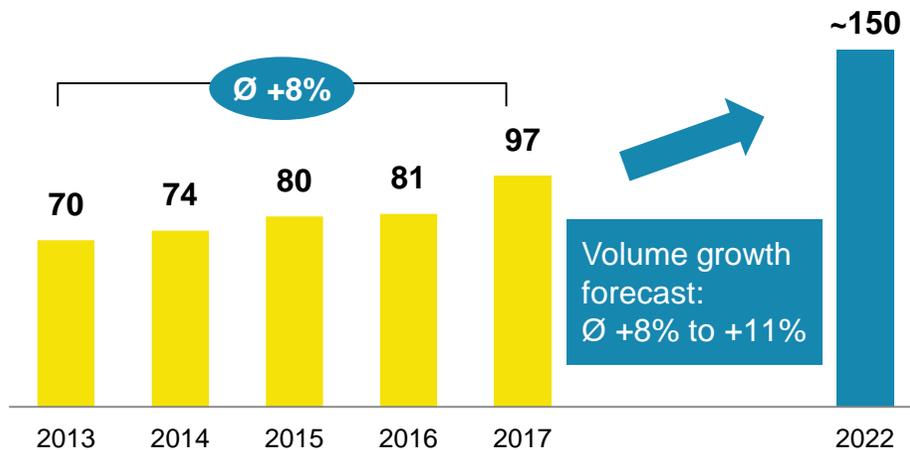
1 INTERNATIONAL TREND: PRIORITY AND NON-PRIORITY RATES IN EUROPE



1 PARCEL & LOGISTICS BUSINESS IN AUSTRIA

PARCEL VOLUMES OF AUSTRIAN POST

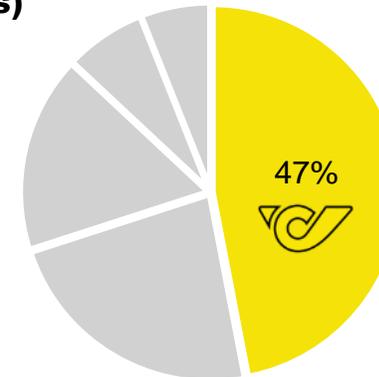
(millions of parcels)



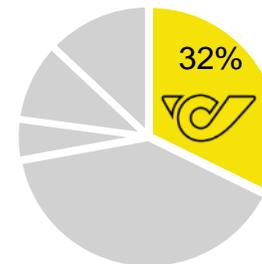
- Ongoing dynamic growth
- Volume forecast from 97m parcels in 2017 to approx. 150m parcels in 2022, annual development depending on the market and own delivery by one large customer
- Launch of growth investments to ensure highest quality standards and level of service

MARKET SHARES BY VOLUME IN 2017

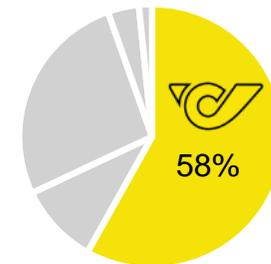
Total Austrian market (209m parcels)



Business parcels (93m B2B)



Private customer parcels (116m X2C)



Source: BRANCHENRADAR.com Marktanalyse GmbH, February 2018

2

BRANCH NETWORK: STABILITY IN THE CORE BUSINESS, REDIMENSIONING OF FINANCIAL SERVICES

1,782 POSTAL SERVICE POINTS

(thereof 442 own operated branch offices and 1,340 postal partners)

- **38m CUSTOMER CONTACTS** p.a. in the branch offices
- **19m CUSTOMER CONTACTS** p.a. at postal partners



THREE PRODUCT GROUPS CONTINUE TO BE A FIXED PART OF THE SERVICE OFFERING

POSTAL PRODUCTS

TELECOMMUNICATIONS & RETAIL GOODS

FINANCIAL SERVICES - NEW PARTNERSHIP

- Agreement on step-by-step dissolution of the cooperation with existing banking partner BAWAG P.S.K. for the most part by the end of 2019 (special payment of EUR 107m received in Q1 2018)
- Redimensioning initiated for banking consulting services, counter transactions unchanged
- Partnership with FinTech Group AG in preparation:
 - Founding of a 50/50 joint venture with FinTech Group AG
 - New financial services offering
 - Austrian Post acquires 7% stake in FinTech Group AG

NEW

2 GROWTH IN SELECTED MARKETS

GROWTH FOCUS ON PARCEL & LOGISTICS

GERMANY

Austrian Post International:

- Growth in the international letter mail business, revenue up 8% in H1 2018

AEP (50% stake, consolidated at equity):

- Joint venture in pharmaceutical wholesale
- Revenue in H1 2018 of over EUR 200m



CEE/SEE

Focus on profitable parcel growth

- Ongoing positive organic volume development
- Tough competition and price pressure

Pull-out from the letter mail business completed

AUSTRIA

- Expand vertical integration in e-commerce (Systemlogistik, e-commerce enabler ACL)

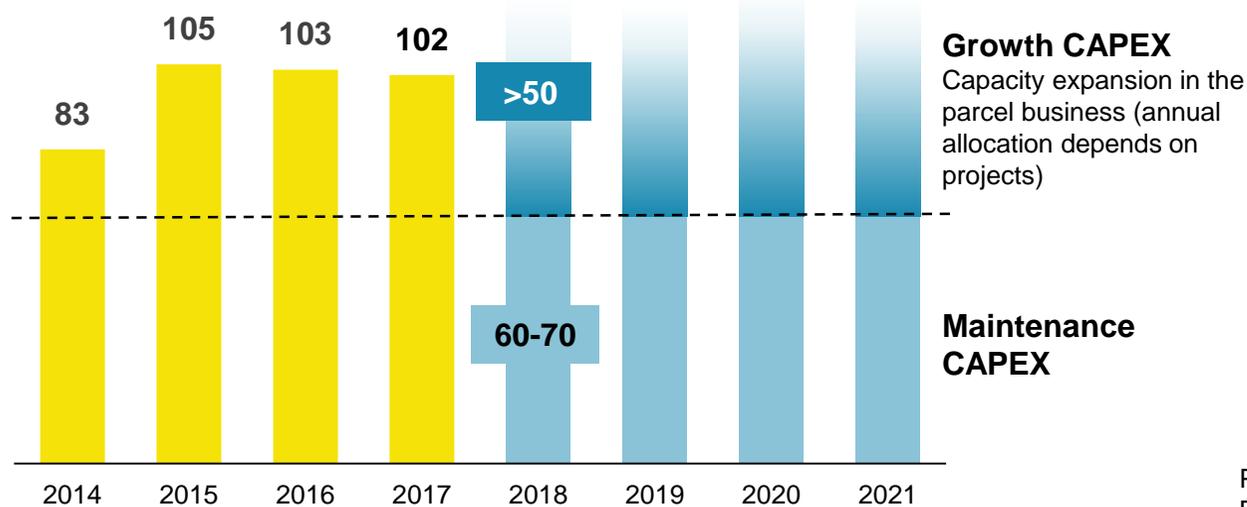
TURKEY Aras Kargo (25% stake, not consolidated):

- Operational level: parcel volume rise >20% in H1 2018, revenue of more than EUR 120m
- Ongoing arbitration proceedings along with constructive talks with the family owners regarding an increase in Austrian Post's shareholding

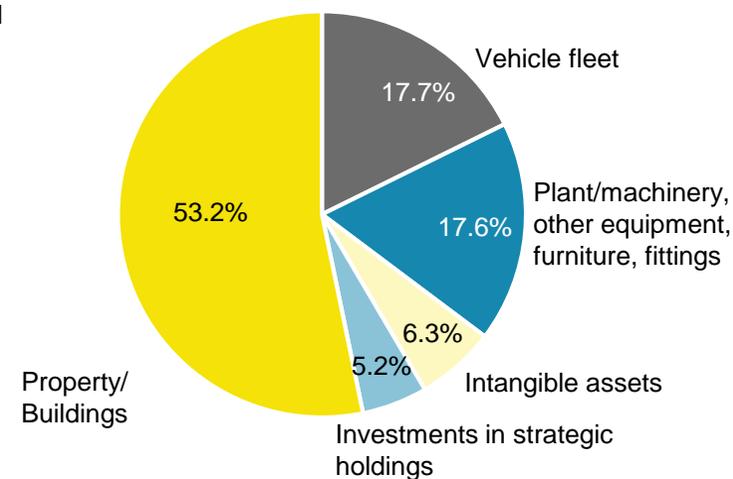
3 CAPACITY AND QUALITY DRIVE

EXPANSION OF PARCEL LOGISTICS IN AUSTRIA

CAPEX (EUR m)¹



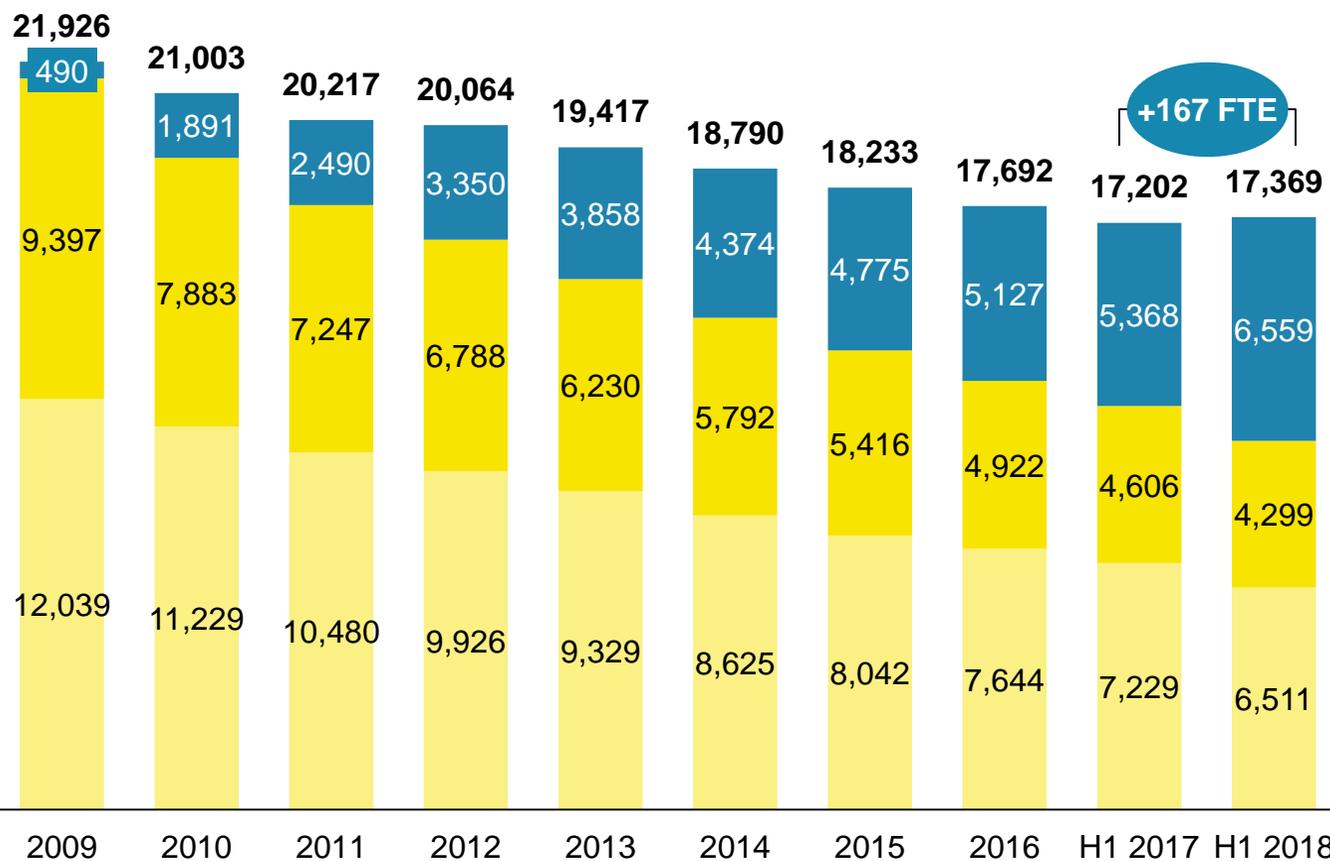
INVESTMENTS H1 2018



¹ 2014-2017 including CAPEX new corporate headquarters

3 STAFF STRUCTURE IN AUSTRIA

FULL TIME EQUIVALENTS IN THE AUSTRIAN CORE BUSINESS (average for period)



Change H1 2017 / H1 2018:

- 718 Civil servants
- 307 Employees old CWA
- +1,192 Employees new CWA

+167 Employees

Medium-term trend:

Ongoing structural change to employees with new collective wage agreement

- New collective wage agreement since 2009
- Old CWA
- Civil servants

4 FURTHER EXPANSION OF SELF-SERVICE CUSTOMER SOLUTIONS

28,159 PICK-UP BOXES

H1 2018: >1.1m items



318 PICK-UP STATIONS

H1 2018: >1.4m items



391 DROP-OFF BOXES

H1 2018: >2.4m items



■ Number of solutions
■ Items/month

MEDIUM-TERM GOAL TO DOUBLE THE NUMBER OF SELF-SERVICE SOLUTIONS

4 NEW OFFERINGS FOR MORE CUSTOMER SERVICE

NEW COOPERATION WITH THE RETAIL FOOD CHAIN HOFER (ALDI)

INSTALLATION OF NEW POST PICK-UP STATIONS IN AUSTRIA



1. Highlights and Overview

2. Strategy Implementation

3. GROUP RESULTS 2017 AND H1 2018

4. Additional Information



KEY INCOME STATEMENT INDICATORS 2017

EUR m	2016 ¹	2017	%	Δ	Q4 2016 ¹	Q4 2017	
Revenue excl. trans-o-flex	1,895.6	1,938.9	2.3%	43.3	520.1	534.3	Revenue +2.3% driven by parcel growth
Revenue	2,030.5	1,938.9	-4.5%	-91.6	520.1	534.3	Positive net effect from claims related to non-wage costs paid in previous periods (+ EUR 21.0m)
Other operating income	70.1	112.7	60.7%	42.6	20.0	69.5	
Raw materials, consumables and services used	-495.2	-409.9	17.2%	85.2	-111.2	-113.4	
Staff costs	-1,035.2	-1,020.1	1.5%	15.1	-250.4	-275.3	Higher staff costs excl. trans-o-flex due to higher allocation to provisions for non-operational staff costs (- EUR 8.9m)
Other operating costs	-294.1	-325.0	-10.5%	-30.9	-93.9	-118.3	
At equity consolidation	0.9	-1.9	<-100%	-2.9	0.7	-0.8	
EBITDA	277.1	294.6	6.3%	17.5	85.3	95.9	
<i>EBITDA margin</i>	13.6%	15.2%	-	-	16.4%	17.9%	
Depreciation, amortisation and impairment	-74.8	-86.8	-16.1%	-12.0	-18.5	-28.0	Impairment losses totalling EUR 14.1m in CEE/SEE and for real estate
EBIT	202.3	207.8	2.7%	5.5	66.8	67.9	
<i>EBIT margin</i>	10.0%	10.7%	-	-	12.8%	12.7%	
Other financial result	-0.7	12.8	>100%	13.5	0.5	12.2	Positive effect of EUR 11.0m from the sale of shares in BAWAG Group AG
Income tax	-48.8	-55.6	-13.9%	-6.8	-15.0	-20.9	
Profit for the period	152.7	165.0	8.0%	12.3	52.3	59.1	

¹ Change in the reporting of gains and losses from the disposal of financial assets accounted for using the equity method, now reported as other operating income or expenses



MAIL & BRANCH NETWORK DIVISION: INCOME STATEMENT 2017

EUR m	2016 ¹	2017	%	Δ	Q4 2016 ¹	Q4 2017	
Revenue	1,478.5	1,447.8	-2.1%	-30.7	399.7	392.5	Positive election effects of EUR 11.6m in 2017 (2016: EUR 19.3m)
• Letter Mail & Mail-Solutions	801.8	782.8	-2.4%	-19.0	216.9	208.7	
• Direct Mail	416.7	413.3	-0.8%	-3.4	112.4	115.0	
• Media Post	141.6	137.1	-3.1%	-4.4	39.8	40.3	
• Branch Services	118.4	114.6	-3.2%	-3.8	30.6	28.5	Structural decline in financial services
Revenue intra-Group	85.1	101.7	19.5%	16.6	24.4	29.8	Additional revenue due to increased delivery of packets and parcels
Total revenue	1,563.6	1,549.5	-0.9%	-14.1	424.2	422.3	
EBITDA	319.7	312.8	-2.1%	-6.8	95.8	95.0	EBIT rise based on cost discipline and synergy effects
<i>EBITDA margin²</i>	<i>20.4%</i>	<i>20.2%</i>	-	-	<i>22.6%</i>	<i>22.5%</i>	
Depreciation, amortisation and impairment	-34.6	-23.2	32.9%	11.4	-8.4	-5.5	
EBIT	285.1	289.6	1.6%	4.6	87.4	89.6	
<i>EBIT margin²</i>	<i>18.2%</i>	<i>18.7%</i>	-	-	<i>20.6%</i>	<i>21.2%</i>	

¹ Adjustment of revenue in segment reporting

² EBITDA/EBIT margin in relation to total revenue



PARCEL & LOGISTICS DIVISION: INCOME STATEMENT 2017

EUR m	2016 ¹	2017	%	Δ	Q4 2016 ¹	Q4 2017	
Revenue excl. trans-o-flex	421.1	495.6	17.7%	74.4	121.4	143.1	+15.3% revenue increase excl. segment change of M&BM Express
Revenue	556.0	495.6	-10.9%	-60.4	121.4	143.1	
• Premium	338.1	240.7	-28.8%	-97.5	61.0	69.3	
• Standard	186.1	219.0	17.7%	32.9	53.3	63.5	
• Other Parcel Services	31.7	35.9	13.2%	4.2	7.2	10.3	
Revenue intra-Group	7.8	4.8	-38.1%	-3.0	2.5	1.3	2016: change in reporting for Aras Kargo, burden of EUR 16.7m from currency translation reserves realised in profit and loss
Total revenue	563.8	500.4	-11.2%	-63.4	123.9	144.4	
At equity consolidation	2.2	-0.1	<-100%	-2.3	0.9	-0.4	
EBITDA	29.8	58.1	94.6%	28.2	-3.3	18.6	High profitability due to good capacity utilisation of logistics infrastructure
<i>EBITDA margin²</i>	5.3%	11.6%	-	-	-2.7%	12.9%	
Depreciation, amortisation and impairment	-11.4	-15.2	-34.2%	-3.9	-2.9	-4.7	
EBIT	18.5	42.8	>100%	24.3	-6.3	13.9	
<i>EBIT margin²</i>	3.3%	8.6%	-	-	-5.0%	9.6%	

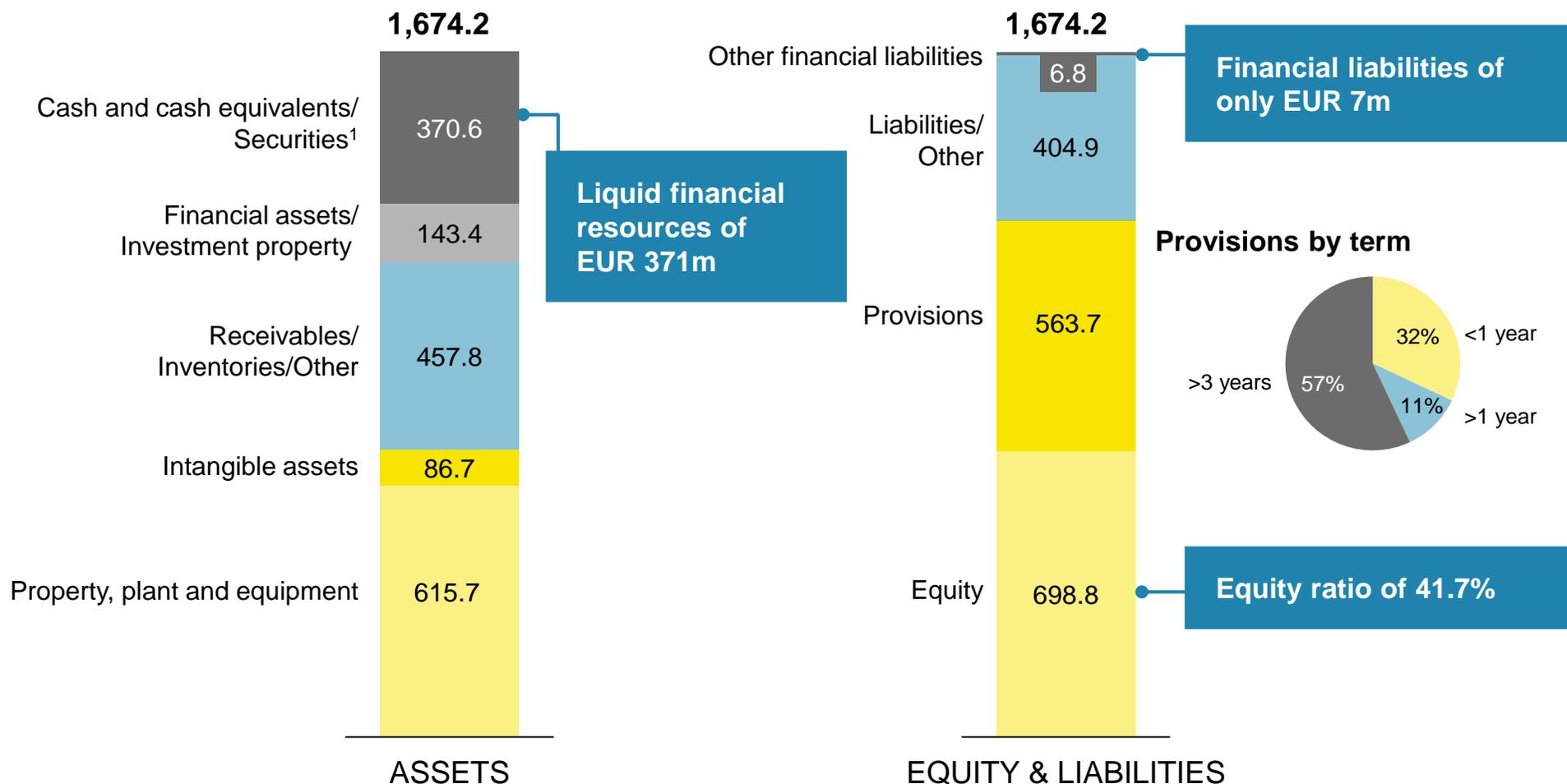
¹ Adjustment of revenue in segment reporting and change in the reporting of gains and losses from the disposal of financial assets accounted for using the equity method, now reported as other operating income or expenses

² EBITDA/EBIT margin in relation to total revenue

SOLID BALANCE SHEET STRUCTURE 2017

BALANCE SHEET AS AT DECEMBER 31, 2017

EUR m

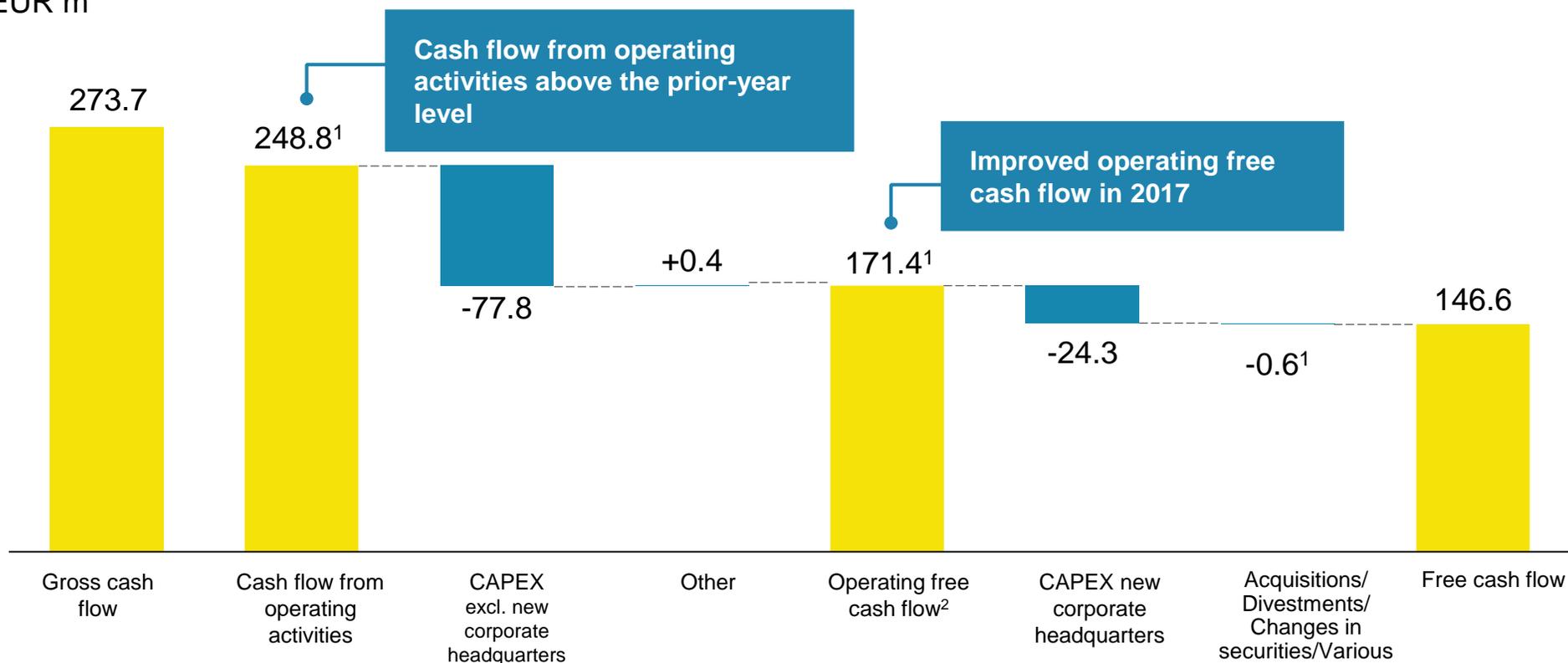


¹ Securities are recognised on the balance sheet under other financial assets.

ROBUST CASH FLOW IN 2017

CASH FLOW DEVELOPMENT

EUR m



¹ Cash flow from operating activities, operating free cash flow and acquisitions/divestments/changes in securities/various are adjusted for temporary cash holdings belonging to customers but not yet remitted to them.

² Free cash flow before acquisitions/securities and new corporate headquarters

KEY INCOME STATEMENT INDICATORS H1 2018

EUR m	H1 2017	H1 2018	%	Δ	Q2 2017	Q2 2018	
Revenue	953.7	955.2	0.2%	1.6	465.0	464.6	+EUR 20.1m one-off income already in Q1 due to dissolution of partnership with BAWAG P.S.K.
Other operating income	27.7	50.9	83.7%	23.2	13.0	16.3	
Raw materials, consumables and services used	-196.3	-206.2	-5.1%	-10.0	-96.4	-102.3	
Staff costs	-514.4	-516.5	-0.4%	-2.1	-251.4	-242.5	Provision of EUR 21.8m for redimensioning of financial services
Other operating costs	-126.7	-137.8	-8.8%	-11.2	-64.4	-67.5	
At equity consolidation	-0.8	-1.3	-69.2%	-0.5	-0.2	-0.7	
EBITDA	143.3	144.3	0.7%	1.0	65.6	67.9	
<i>EBITDA margin</i>	15.0%	15.1%	-	-	14.1%	14.6%	
Depreciation, amortisation and impairment	-41.1	-39.3	4.5%	1.9	-17.7	-19.5	
EBIT	102.2	105.1	2.8%	2.9	47.8	48.4	
<i>EBIT margin</i>	10.7%	11.0%	-	-	10.3%	10.4%	EBIT margin up to 11.0%
Other financial result	-0.1	3.2	>100%	3.3	0.0	1.5	
Income tax	-25.9	-32.3	-24.9%	-6.4	-12.1	-15.8	Higher income tax expense (in part from previous years)
Profit for the period	76.2	75.9	-0.4%	-0.3	35.8	34.1	



MAIL & BRANCH NETWORK DIVISION: INCOME STATEMENT H1 2018

EUR m	H1 2017 ¹	H1 2018	%	Δ	Q2 2017 ¹	Q2 2018	
Revenue	721.4	695.0	-3.7%	-26.4	348.8	335.4	Market pull-out in CEE/SEE and changed product assignment -EUR 9.0m
• Letter Mail & Mail-Solutions	396.0	391.0	-1.3%	-5.0	189.5	188.7	
• Direct Mail	203.1	190.9	-6.0%	-12.2	97.2	91.0	
• Media Post	67.1	64.5	-3.8%	-2.5	35.6	32.4	Drop in financial services due to dissolution agreement
• Branch Services	55.2	48.5	-12.1%	-6.7	26.6	23.4	
Revenue intra-Group	47.7	53.0	11.1%	5.3	24.7	25.8	Additional services based on increased delivery of packets and parcels
Total revenue	769.0	748.0	-2.7%	-21.1	373.4	361.2	
EBITDA	158.0	148.5	-6.0%	-9.5	75.9	69.9	Earnings down 4.3% yoy as a result of revenue decline
<i>EBITDA margin²</i>	20.5%	19.8%	-	-	20.3%	19.3%	
Depreciation, amortisation and impairment	-13.0	-9.7	25.2%	3.3	-4.9	-4.7	
EBIT	145.0	138.7	-4.3%	-6.3	71.0	65.1	
<i>EBIT margin²</i>	18.9%	18.5%	-	-	19.0%	18.0%	

¹ Adjustment of revenue in segment reporting

² EBIT margin/EBITDA margin in relation to total revenue



PARCEL & LOGISTICS DIVISION: INCOME STATEMENT H1 2018

EUR m	H1 2017 ¹	H1 2018	%	Δ	Q2 2017 ¹	Q2 2018	
Revenue	234.4	262.6	12.1%	28.3	117.3	130.4	+9.7% revenue increase excl. segment change of Weber Escal, Croatia
• Premium	112.2	123.3	9.9%	11.1	56.9	61.4	
• Standard	104.9	111.8	6.6%	6.9	51.8	54.8	
• Other Parcel Services	17.3	27.5	59.3%	10.2	8.6	14.2	Segment change of Weber Escal +EUR 5.6m and full consolidation ACL +EUR 2.8m
Revenue intra-Group	2.4	2.5	5.6%	0.1	1.1	1.2	
Total revenue	236.7	265.2	12.0%	28.4	118.4	131.6	
EBITDA	27.0	25.8	-4.3%	-1.2	12.2	12.2	
<i>EBITDA margin²</i>	11.4%	9.7%	-	-	10.3%	9.3%	
Depreciation, amortisation and impairment	-8.0	-5.4	32.2%	2.6	-2.7	-2.7	
EBIT	19.0	20.4	7.4%	1.4	9.6	9.5	EBIT margin of 7.7%, high competitive and margin pressure
<i>EBIT margin²</i>	8.0%	7.7%	-	-	8.1%	7.2%	

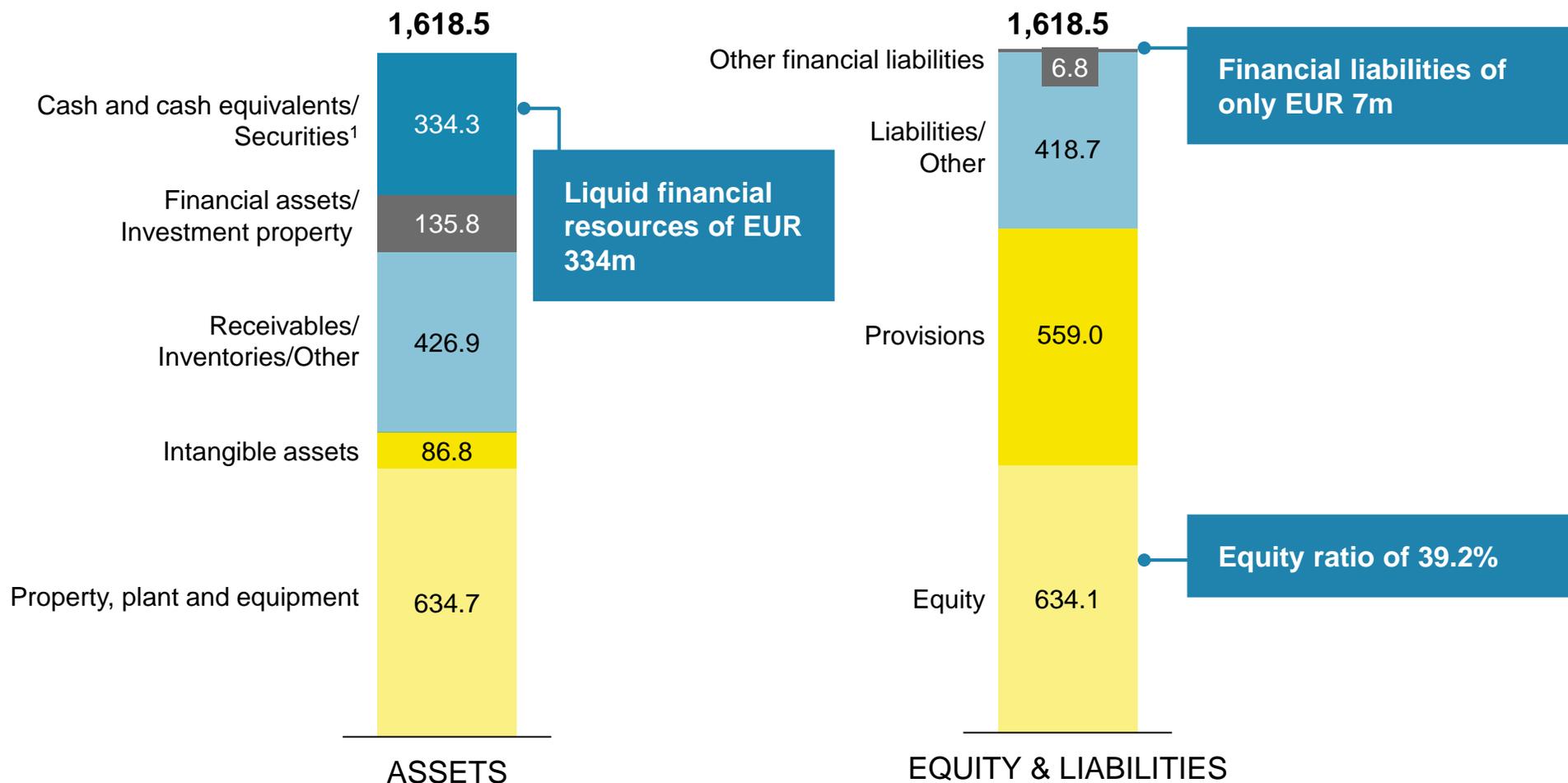
¹ Adjustment of revenue in segment reporting

² EBIT margin/EBITDA margin in relation to total revenue

SOLID BALANCE SHEET STRUCTURE H1 2018

BALANCE SHEET AS AT JUNE 30, 2018

EUR m



¹ Securities are recognised on the balance sheet under other financial assets.

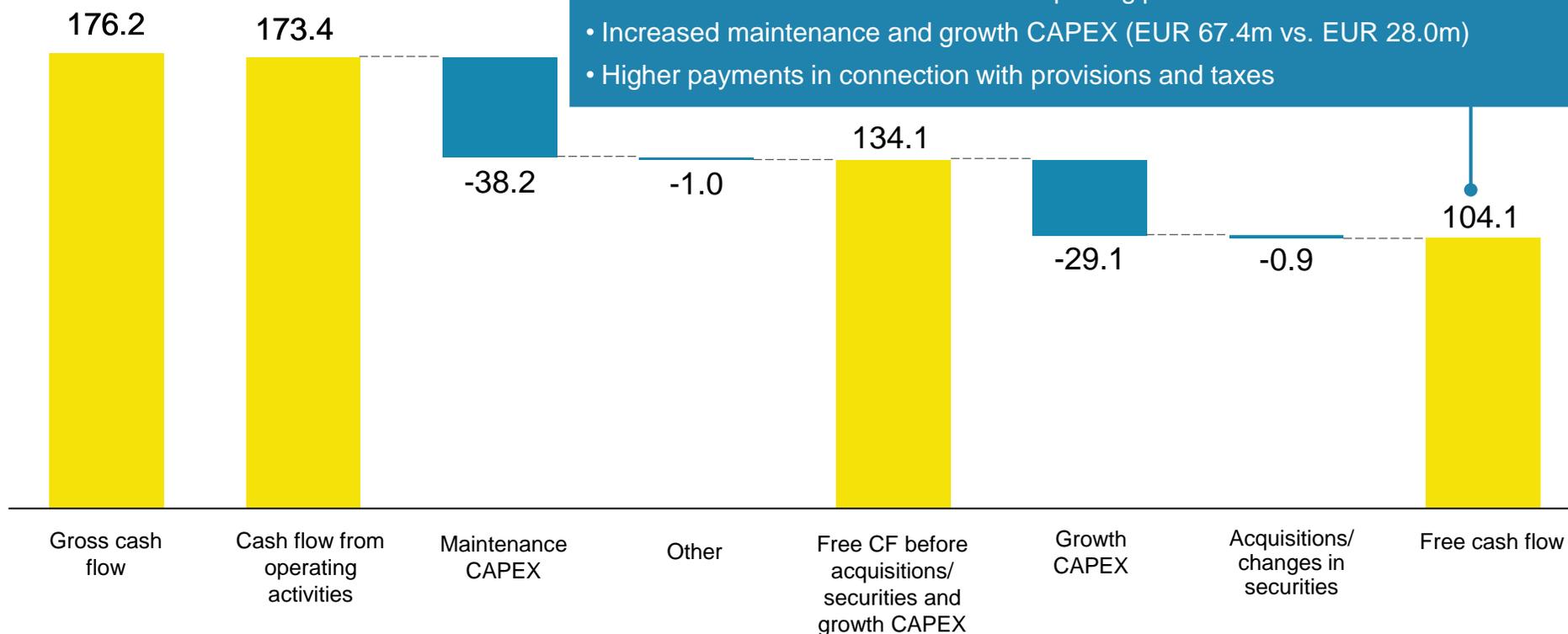
SPECIAL CASH FLOW EFFECTS IN H1 2018

CASH FLOW DEVELOPMENT

EUR m

Free cash flow impacted by special effects:

- Special payment of EUR 107.0m due to termination of cooperation with BAWAG P.S.K. less services rendered in the reporting period to the amount of EUR 20.5m
- Increased maintenance and growth CAPEX (EUR 67.4m vs. EUR 28.0m)
- Higher payments in connection with provisions and taxes



H1 2017	146.3	108.9	-16.9	+1.1	93.2¹	-11.1²	-18.1	63.9
----------------	--------------	--------------	--------------	-------------	-------------------------	--------------------------	--------------	-------------

¹ Free cash flow before acquisitions/securities and CAPEX new corporate headquarters

² CAPEX new corporate headquarters

OUTLOOK FOR 2018 UNCHANGED

Market environment

- Approx. 5% volume decline p.a. of addressed letter mail due to electronic substitution
- Volatile direct mail business, negatively impacted by GDPR
- Double-digit growth on the Austrian parcel market, intense competition and partially own delivery by one large customer as of autumn 2018

Revenue

- **Group:** ongoing stable revenue development expected in 2018
- **Mail:** Expanded service offering in letter mail delivery (J+1 and J+2/3) as of July 1, 2018;
- **Branch network:** realignment of financial services business (step-by-step dissolution of current partnership by the end of 2019)
- **Parcel & Logistics:** targeted growth of about 10% depending on the market and market share development

Investments

- Basic investments in the core business of EUR 60-70m p.a.
- Good parcel volume development requires growth investments in the coming years (at least EUR 50m in 2018 to expand sorting capacities as quickly as possible, beyond that the expansion of existing or purchase of new premises is possible)

Earnings

- Objective of achieving stability in operating earnings
- Ongoing process and structural optimisation

1. Highlights and Overview

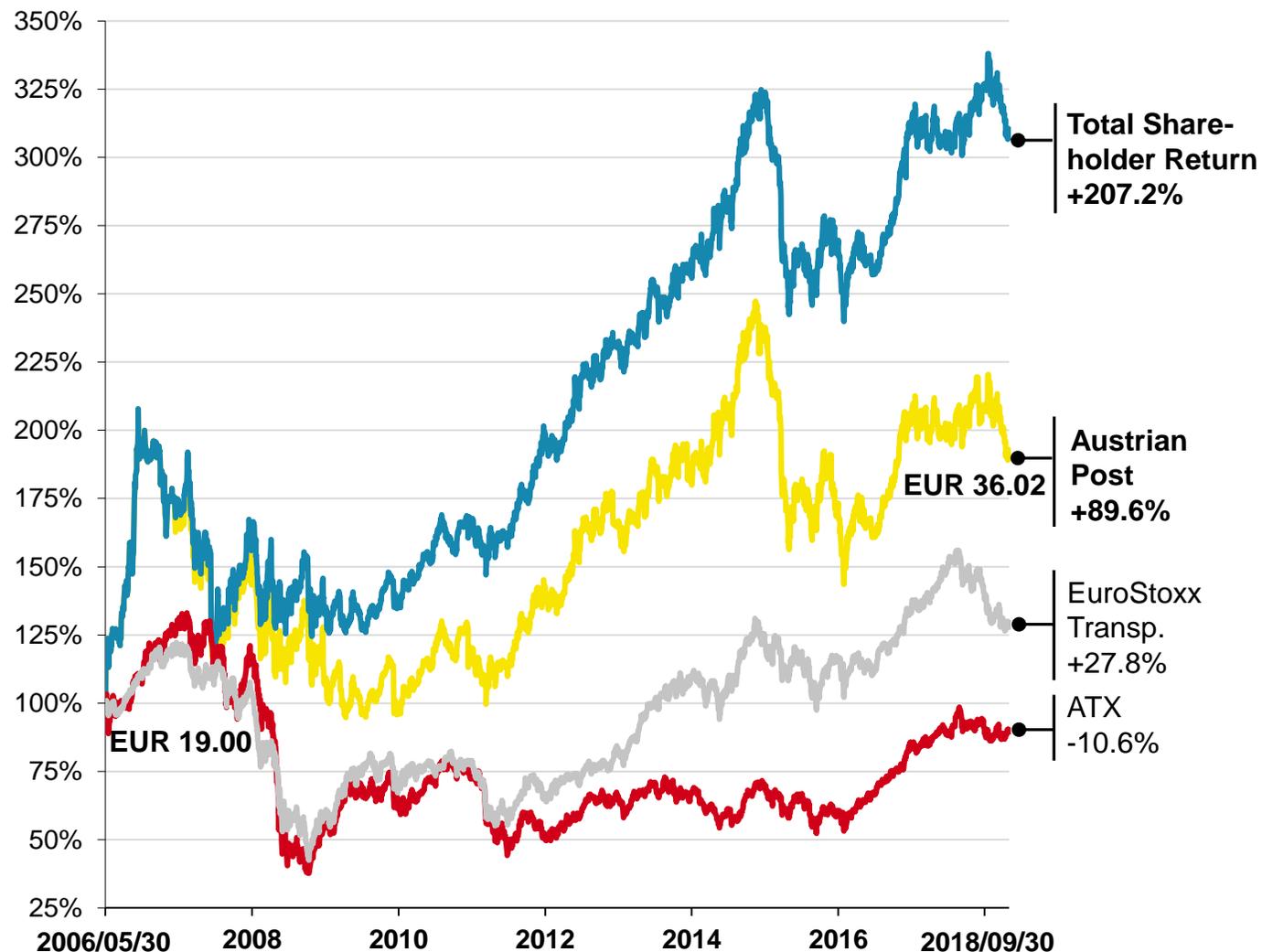
2. Strategy Implementation

3. Group Results 2017 and H1 2018

4. ADDITIONAL INFORMATION



SHARE PRICE DEVELOPMENT AND TOTAL SHAREHOLDER RETURN



SHARE PRICE SINCE 2018/01/01:
 Austrian Post: -3.7%
 Euro Stoxx Transport: -15.5%

PE-RATIO FY 2018E:
 Austrian Post: 14.8
 Peers¹: 12.2

DIVIDEND YIELD FY 2018E:
 Austrian Post: 5.4%
 Peers¹: 5.4%

¹ Peers: Deutsche Post, Bpost, PostNL, Royal Mail;
 Source: Bloomberg 2018/10/01



MANAGEMENT REMUNERATION SYSTEM

REMUNERATION CREATES INCENTIVES FOR LONG-TERM VALUE ENHANCEMENT

Fixed basic salary



Variable salary:

List of targets with measurable, quantitative performance indicators and qualitative target achievement components

- In addition to financial indicators, targets mainly focus on customer orientation and sustainability
- Maximum limit of 120% of total annual fixed salary



Long Term Incentive Programme:

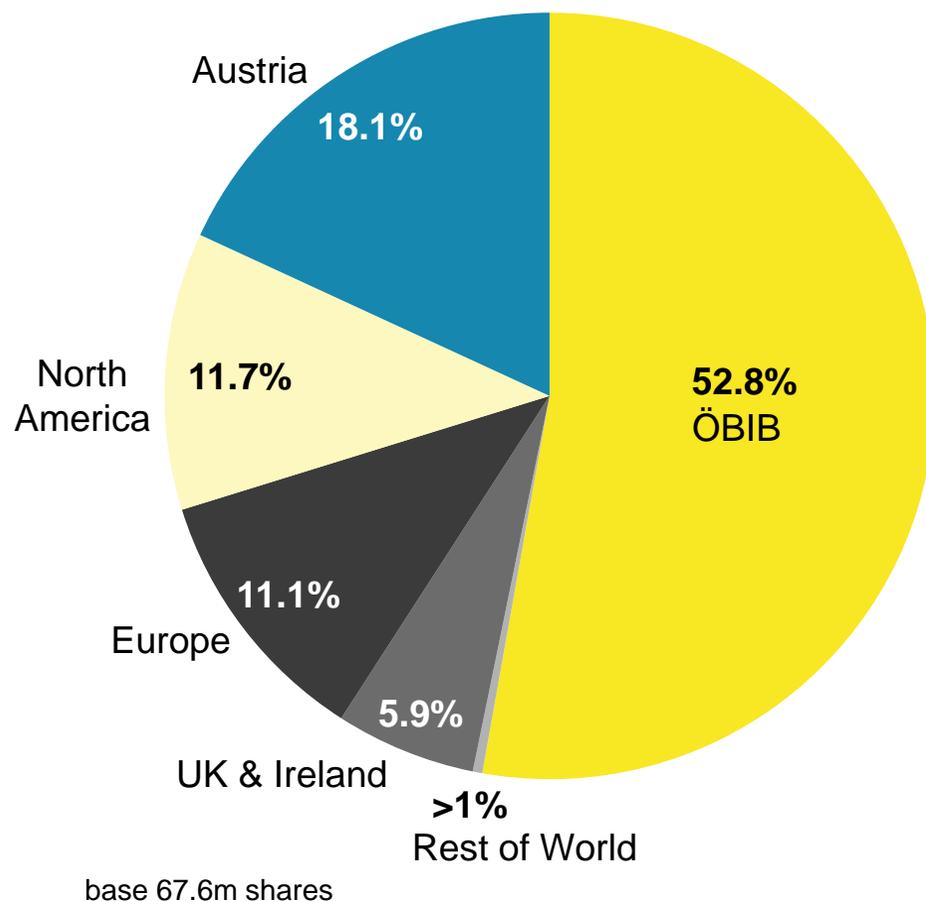
Focus on long-term value enhancement in line with shareholder interests

- Own investment in shares as basis for participation
- Target values for key indicators
 - Earnings per Share
 - Total Shareholder Return
 - Free Cash Flow



SHAREHOLDER STRUCTURE

SHAREHOLDER STRUCTURE BY COUNTRY



- Market capitalisation of about EUR 2.4bn
- 53% owned by the Austrian Industry Holding ÖBIB (ÖBIB administers some investments of the Austrian state)
- 47% free float
- Well-balanced shareholder structure, regionally diversified
- Mainly investors with long-term orientation (e.g. pension funds)
- Value and yield investors are the largest investor groups



CORPORATE GOVERNANCE – SUPERVISORY BOARD

SUPERVISORY BOARD

8 SHAREHOLDER REPRESENTATIVES



Edith HLAWATI
Chairwoman
Lawyer



Edeltraud STIFTINGER
Deputy Chairwoman
Managing Director of Austria
Wirtschaftsservice GmbH



Jochen DANNINGER
Managing Director
ecoplus. The Business
Agency of Lower Austria



Huberta GHENEFF
Lawyer/partner
Gheneff-Rami Attorneys
at Law



Peter E. KRUSE
Management Consultant



Chris MUNTWYLER
CEO of Conlogic AG



Herta STOCKBAUER
Financial expert
CEO of BKS Bank AG



Stefan SZYSZKOWITZ
CEO of EVN AG

+4 EMPLOYEE REPRESENTATIVES

MODE OF OPERATION OF THE SUPERVISORY BOARD

All shareholder representatives of Austrian Post are independent.

- **Executive Committee** (Hlawati, Stiftinger)
- **Nomination Committee** (Hlawati, Stiftinger, Köstinger¹)
- **Remuneration Committee** (Danninger, Hlawati, Stiftinger)
- **Audit Committee** (Gheneff, Stiftinger, Stockbauer, Szyskowitz, Köstinger¹, Wiedner¹)
- **Parcel & Logistics Committee** (Kruse, Muntwyler, Köstinger¹)

¹ Employee Representative



OUR CSR STRATEGY AND RATINGS



PRO ACTIVE
for employees

PRO ACTIVE
for society



PRO ACTIVE
for the environment

PRO ACTIVE
for the economy



**PRO
ACTIVE!**

AUSTRIAN POST.
SUSTAINABLE FOR AUSTRIA.



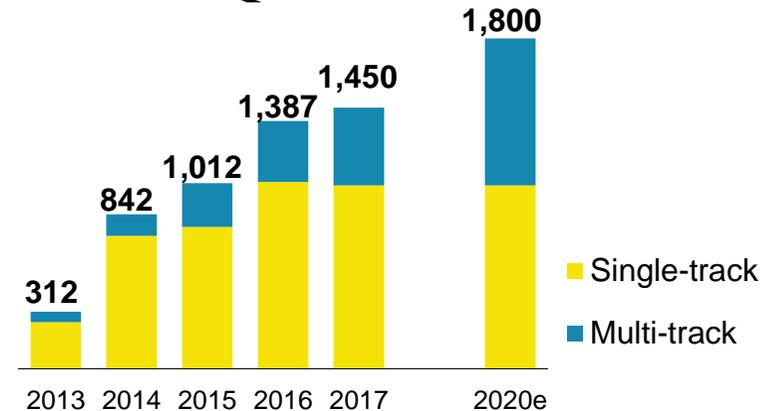
CO₂ NEUTRAL DELIVERY OF ALL MAIL ITEMS IN AUSTRIA!



Energy efficiency measures

E-Mobility & Renewable Energy

Climate protection projects



1.5 MWpeak
1,400,000 kWh/a

Europe's largest Nissan e-vehicle fleet

1,800 e-powered vehicles out of a total of 7,000

CONTACT

Austrian Post

Investor Relations

Rochusplatz 1, 1030 Vienna

Website: www.post.at/ir

E-mail: investor@post.at

Phone: +43 57767-30401

Financial calendar 2018/2019

November 15, 2018	Interim Report Q1-3 2018
March 14, 2019	Annual Results 2018
April 11, 2019	Annual General Meeting
April 23 /May 25, 2019	Ex-day/Dividend payment day
May 16, 2019	Interim Report Q1 2019
August 9, 2019	Half-Year Financial Report 2019
November 14, 2019	Interim Report Q1-3 2019

Disclaimer

This presentation contains forward-looking statements, based on the currently held beliefs and assumptions of the management of Austrian Post, which are expressed in good faith and, in their opinion, reasonable. These statements may be identified by words such as “expectation” or “target” and similar expressions, or by their context. Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance, or achievements of Austrian Post, or results of the postal industry generally, to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements. Given these risks, uncertainties and other factors, recipients of this document are cautioned not to place undue reliance on the forward-looking statements. Austrian Post disclaims any obligation to update these forward-looking statements to reflect future events or developments.

Austrian Post | Legal form: limited company under Austrian law | Registered seat in the Municipality of Vienna | Commercial register number FN 180219d of the Commercial Court of Vienna

This presentation can contain legally protected and confidential information and is protected by copyright. The reproduction, dissemination or duplication of this presentation, either in part or as a whole, requires the express written permission of Austrian Post.