

AUSTRIAN POST

Investor Presentation

FY 2018



Georg Pölzl, CEO
Harald Hagenauer, Head of IR
April, 2019





1. HIGHLIGHTS AND OVERVIEW



2. Strategy Implementation

3. Group Results 2018

4. Outlook 2019

5. Additional Information - ESG

AUSTRIAN POST AT A GLANCE



Mail & Branch Network

- Letter mail
- Direct mail
- Newspapers/magazines
- Branch/financial services



Revenue 2018: EUR 1,412m

Parcel & Logistics

- Parcels
- Express mail items
- Fulfilment & cash transport
- E-commerce services



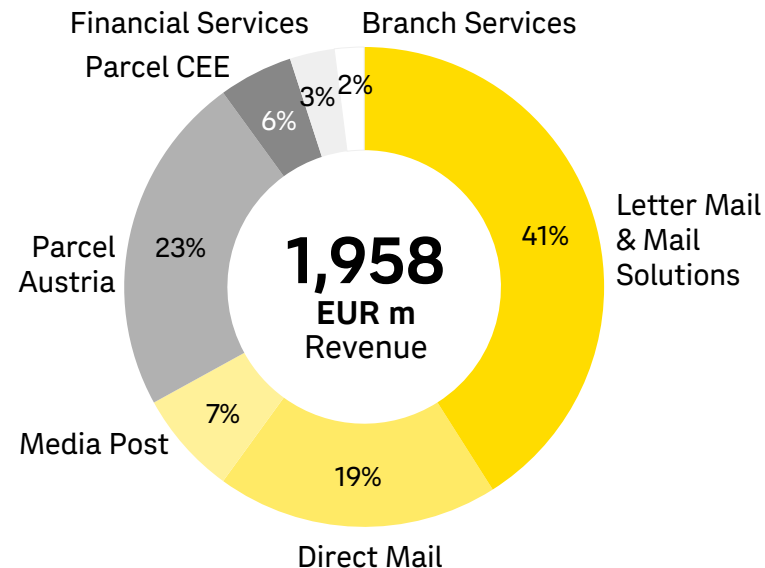
Revenue 2018: EUR 552m

Group

Revenue 2018: EUR 1,958m

EBIT 2018: EUR 211m

Revenue Mix 2018



CHALLENGING MARKET ENVIRONMENT IN 2018



Mail market

- Mail volumes continuously under pressure (only moderate decline in 2018)
- Online solutions by large customers and e-government initiatives promote electronic substitution of physical mail



Direct mail market

- Advertising market dependent on the economic situation and respective industry trends
- Uncertainties among many direct mail customers due to GDPR



Parcel market

- Boom in e-commerce leads to steady market growth
- Increasing competition, own delivery by a large-volume customer in the Vienna region

AN OUTSTANDING YEAR FOR AUSTRIAN POST IN 2018



Revenue

- Revenue +1.0%
- Mail decline of 2.5% offset by 11.5% parcel growth



Earnings

- EBIT increase by 1.5% to EUR 210.9m as a result of solid revenue development and cost discipline
- Dividends up by 1.5% to EUR 2.08¹



Investment programme 2018-2021

- First new parcel distribution centre already under construction
- Step-by-step parcel capacity expansion in the coming years, depending on volume growth



Outlook 2019

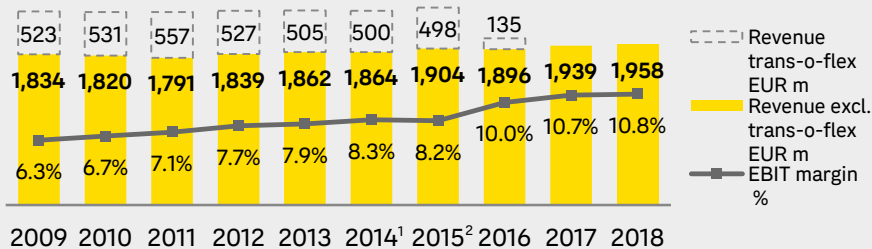
- Targeted ongoing stability in revenue and operating earnings

¹ Proposal to the Annual General Meeting on April 11, 2019

CLEAR CAPITAL MARKET POSITIONING



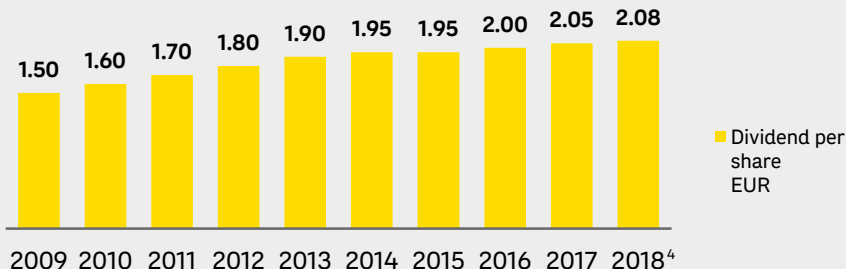
Solid and profitable business model



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

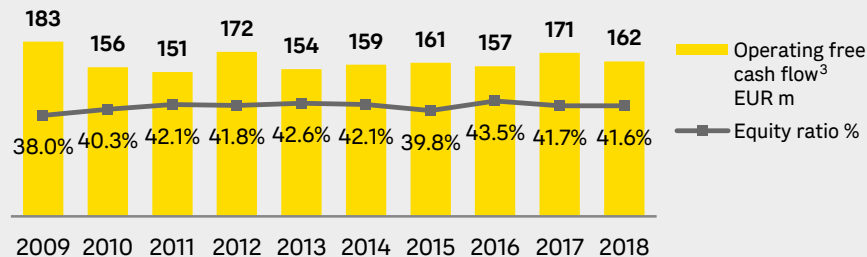
Attractive dividend policy



⁴ Proposal to the Annual General Meeting on April 11, 2019

INVESTOR PRESENTATION Investor Relations April, 2019

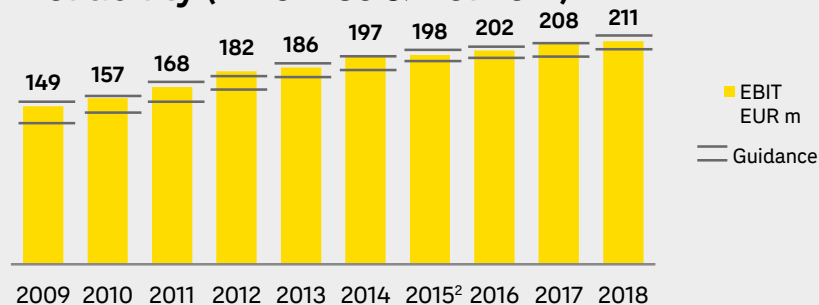
Strong balance sheet and solid cash flow



³ 2009-2017: Free cash flow before acquisitions/securities and new corporate headquarters and adjusted for significant property sales

2018: Free cash flow before acquisitions/securities and growth CAPEX, excl. special effect BAWAG P.S.K.

Reliability ("Promise & Deliver")



² EBIT adjusted for special effects



1. Highlights and Overview



2. STRATEGY IMPLEMENTATION

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CLEAR STRATEGIC PRIORITIES



01 Defending market leadership in the core business



Safeguarding market position in a competitive environment

02 Profitable growth in selected markets



Focusing and performance enhancement

03 Enhancing efficiency and flexibilisation of the cost structure



Expansion of logistics infrastructure and process optimisation

04 Customer orientation and innovation



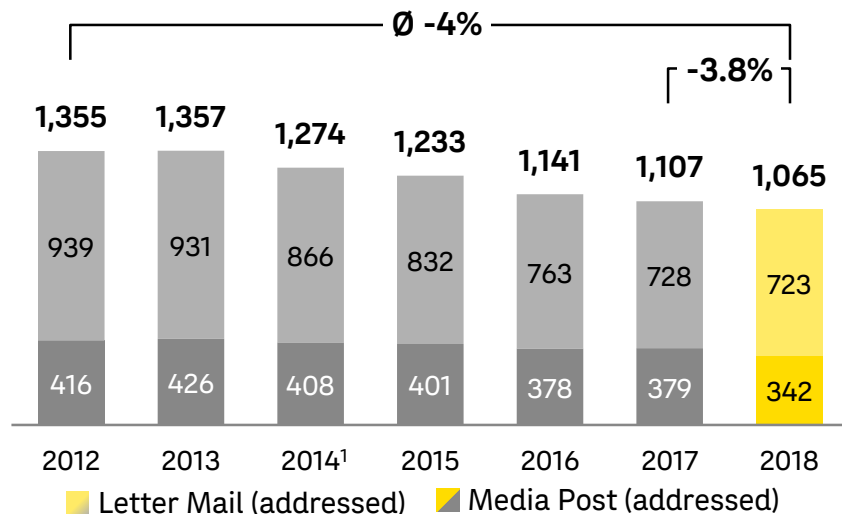
Promotion of self-service solutions and service improvements

01 DEVELOPMENT OF MAIL VOLUMES IN AUSTRIA



Letter Mail/Addressed Media Post (millions of items)

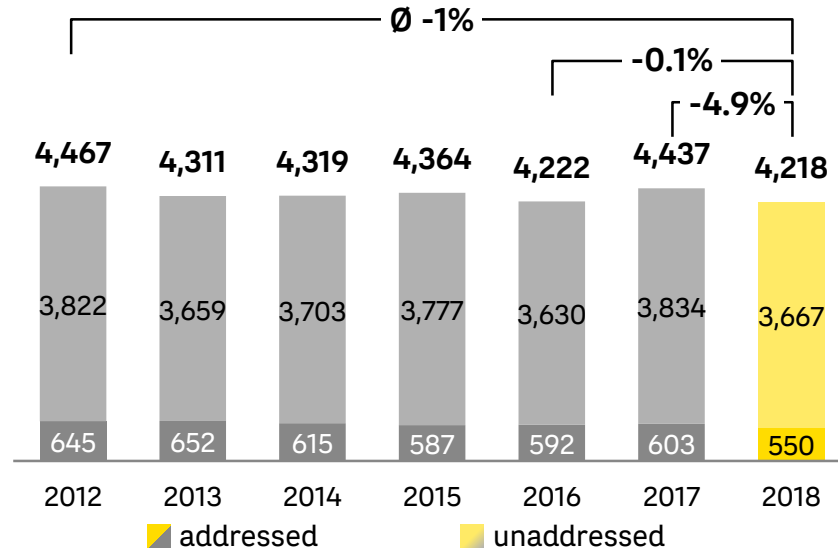
- Basic trend of electronic substitution continues; positive special effects/mailings in 2018



¹ Adjusted reporting due to automated calculation

Direct Mail/Unaddressed Media Post (millions of items)

- Direct mail volumes back to 2016 level after positive special effects in 2017



01 LETTER MAIL & DIRECT MAIL IN AUSTRIA



Current Letter Mail trends

- New product structure as of July 1, 2018 was well received
 - 50:50 volume split between PRIO (next-day delivery) vs. ECO (2-3 days delivery)
- Basic volume decline due to e-substitution
- Positive special effects and mailings (banks, data protection mailings of many companies)

Current Direct Mail/Media Post trends

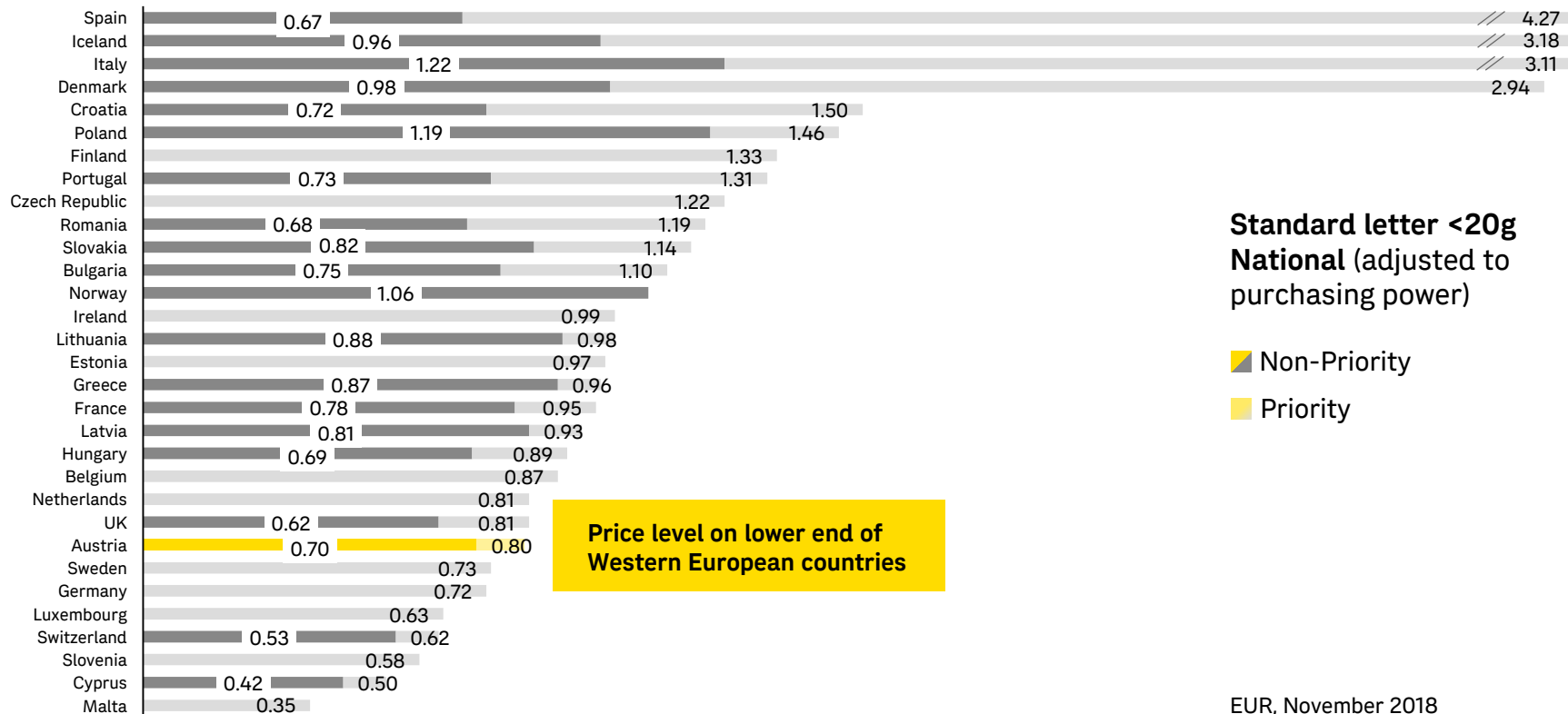
- 2018 volumes back to 2016 level after discontinuation of special sales campaigns in 2017
- Perceived uncertainty with respect to addressed volumes within the context of GDPR
- Unaddressed direct mail with positive impetus from various food retailers and decline in the furniture business

New product structure since July 1, 2018

| | Rates before July 1, 2018 | 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 | - |



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

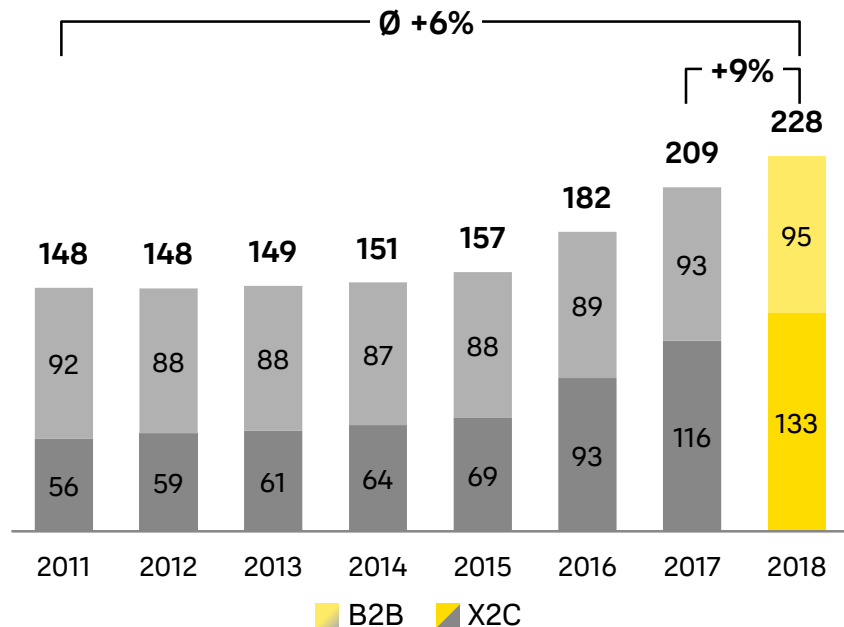


EUR, November 2018

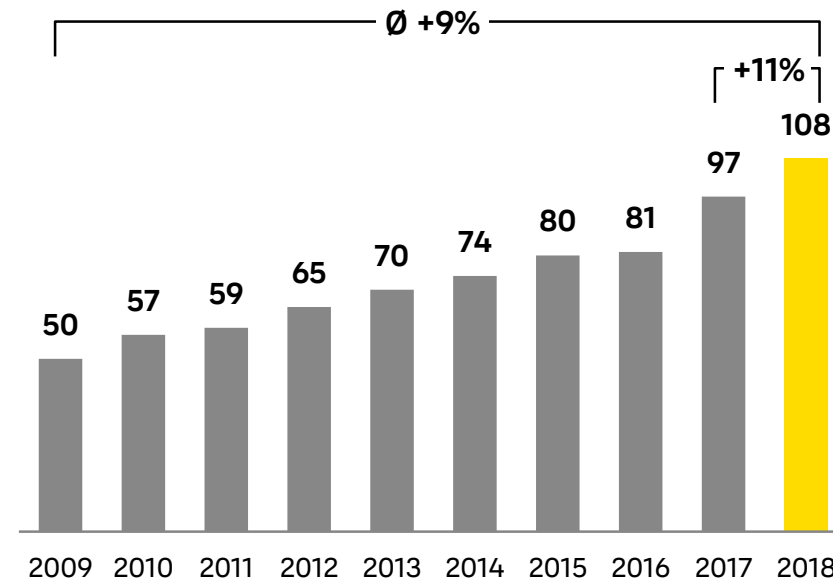
01 MARKET ENVIRONMENT ON THE AUSTRIAN PARCEL MARKET



Austrian parcel market
(millions of parcels)



Austrian Post parcel volumes
(millions of parcels)



Source: BRANCHENRADAR.com Marktanalyse GmbH, February 2019

01 MARKET ENVIRONMENT ON THE AUSTRIAN PARCEL MARKET

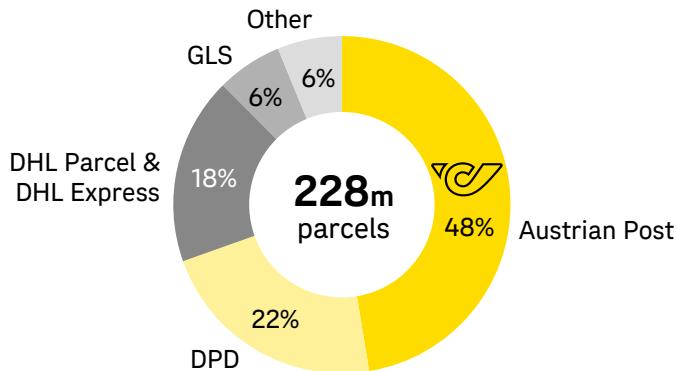


Market statistics for Austria in 2018

- Total market volume up by 9.0% in Austria
- Private parcel market +14.6% to 132.7m parcels
- Business parcel market +2.1% to 95.0m parcels
- Upper single-digit growth expected in the coming years
- Slight improvement in Austrian Post's market shares

Total Austrian market

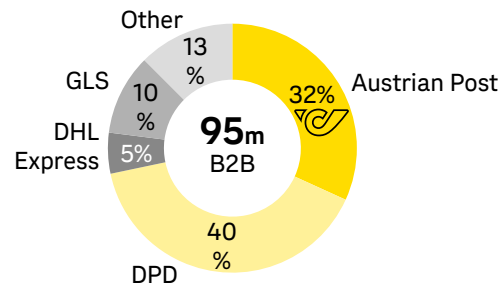
+9.0%



Market shares by volume 2018

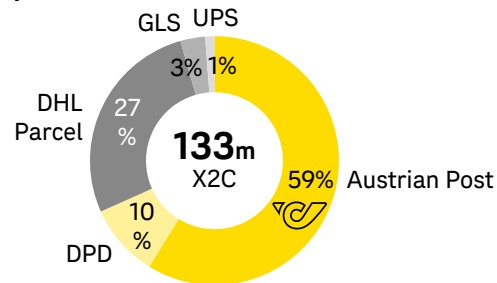
Business parcels

+2.1%



Private customer parcels

+14.6%



01 AUSTRIAN POST WILL SERVE AS A DELIVERY PARTNER OF DEUTSCHE POST DHL GROUP IN AUSTRIA



- Austrian Post will become a delivery partner of Deutsche Post DHL Group in Austria



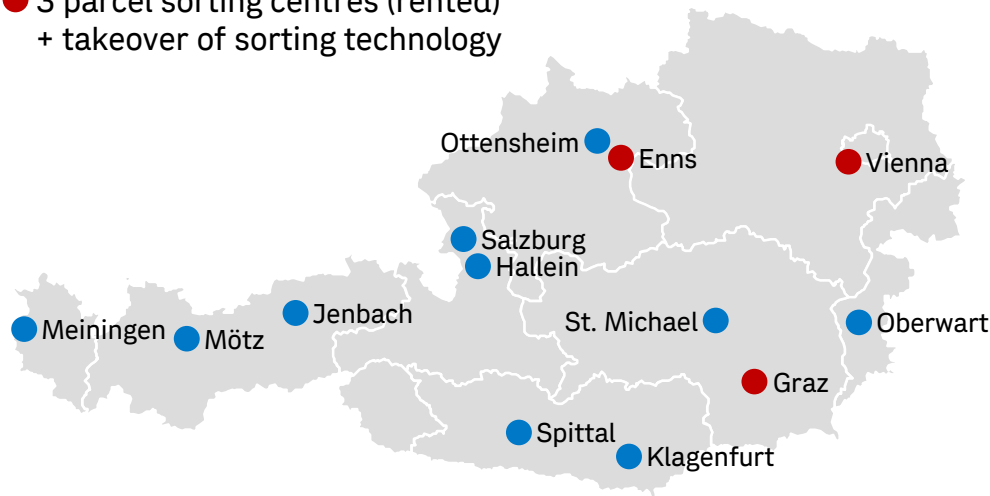
- Cooperation planned in the course of 2019 after review by competition authorities



- Austrian Post will take over DHL employees and most logistics sites

Takeover of employees and facilities

- 10 delivery bases (rented)
- 3 parcel sorting centres (rented)
+ takeover of sorting technology



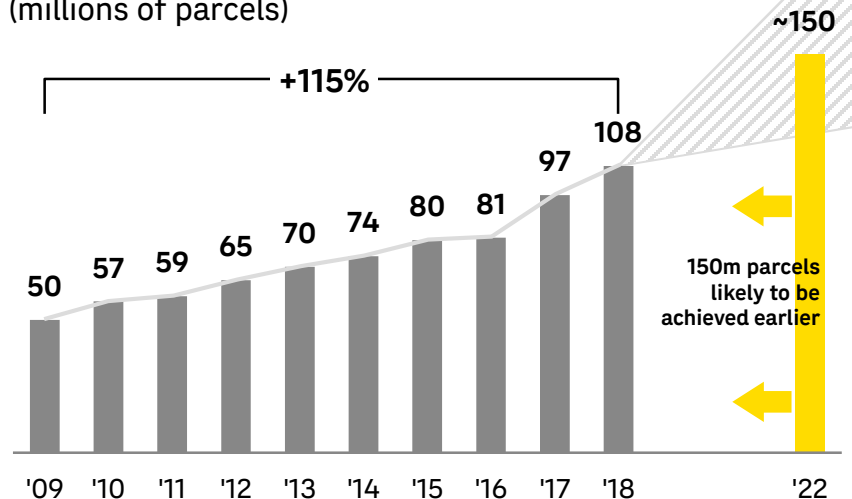
01 PARCEL & LOGISTICS BUSINESS IN AUSTRIA



Parcel volume development

- Doubling of volumes over the last nine years
- Capacity expansion in 2018-2021 to double sorting capacity, likelihood of achieving medium-term target earlier

Parcel volumes of Austrian Post
(millions of parcels)



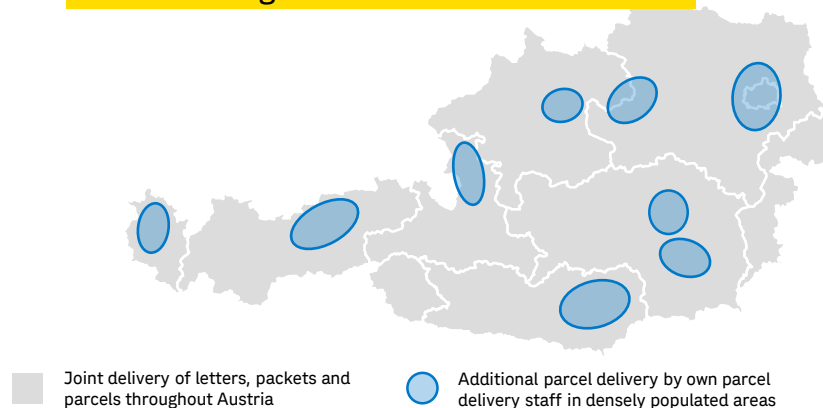
INVESTOR PRESENTATION Investor Relations April, 2019

Success factors in the parcel business

- 1 Integrated delivery of letters and parcels results in quality and cost advantages
- 2 Top service level by the branch network and self-service solutions

⇒ Austrian Post as quality and cost leader

⇒ Expansion of integrated logistics within the context of the new organisational structure in 2019



02 GROWTH IN SELECTED MARKETS

Growth focus on Parcel & Logistics



GERMANY

Austrian Post International

- Growth in international mail business, revenue up by 7% in 2018

AEP (50% share, at-equity consolidation)

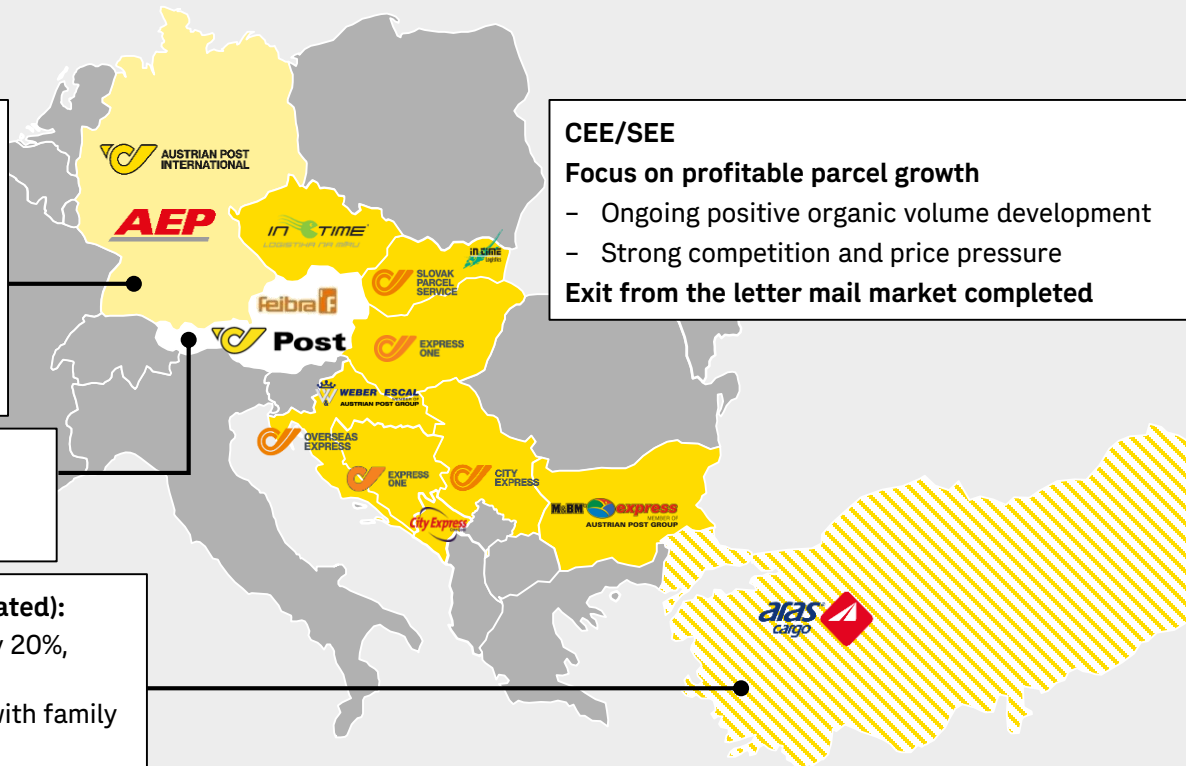
- Pharmaceutical wholesale joint venture
- Revenue (wholesale) in excess of EUR 420m in 2018

AUSTRIA

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

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

- Operational level: parcel volume increase by 20%, revenue in excess of EUR 210m in 2018
- Ongoing arbitration proceedings and talks with family owners about increased shareholding



02 START-UPS: AEP & ACL ADVANCED COMMERCE LABS

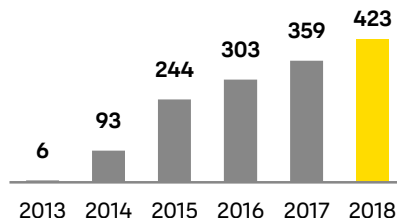


AEP – Pharmaceutical wholesale in Germany since 2013

- Complete, efficient and customer-oriented offering from one location for all of Germany
- 25% market reach (more than 5,000 pharmacies as customers)



Wholesale revenue (EUR m)
Consolidated at equity



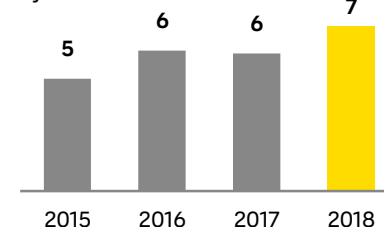
- Start on Oct. 1, 2013
- EBITDA break-even achieved in 2018

ACL – E-Commerce Enabler

- Comprehensive e-commerce software solutions, from consulting to implementation
- Integrated shopping experience through omni-channel products



Revenue¹ (EUR m)
Fully consolidated since 11/2017



¹ Excl. revenue with trans-o-flex



- Initial acquisition of 25% stake in Q3 2016
- 70% and full consolidation since Nov. 1, 2017

02 NATIONWIDE BRANCH NETWORK:

Service offering consists of three product groups



1. Postal Products



2. Telecommunications & retail products



3. Financial services



- Termination of the cooperation with BAWAG P.S.K. by the end of 2020
- Redimensioning of banking consulting already initiated, counter transactions remain unchanged
- Business plans currently being reviewed to see how financial services will be offered in the future

02 GROUP REAL ESTATE



Value appreciation through optimised asset management

Value appreciation of investment property pursuant to IAS 40 through active, yield-oriented portfolio management, incl. development

- Carrying amount IAS 40 EUR 78m
- Market value IAS 40 EUR 263m



Vienna, Postgasse

Sale of 26,600 m² net commercial space, offices in historic stock



Vienna, Rochusmarkt

Realisation of about 43,000 m² of net commercial space, own use of offices, business and garage areas



Vienna, Neutorgasse "Cotton Residence"

4,460 m² of living space with 25 luxury flats, 85% sold until January 2019, completion end of 2019



Salzburg, "SGKK-Tower"

350 m² property incl. building permits developed/sold; another 5,100 m² property in strategic development phase: co-living, hotel, serviced apartments



Linz, "Post City Linz"

35,000 m² property, aim of 150,000 gross retail space, initiation phase EU-wide competition, target of zoning and building regulations in 2019

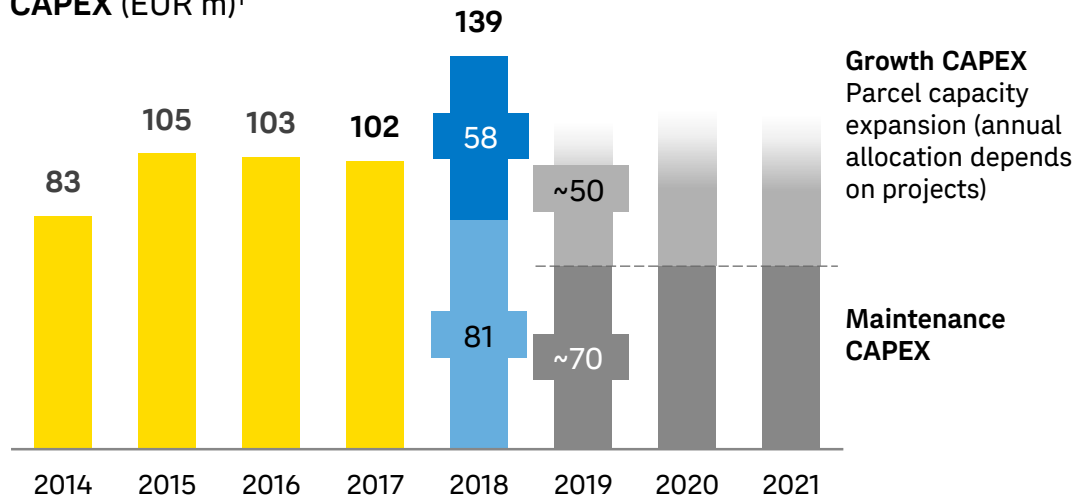
03 CAPACITY AND QUALITY DRIVE

Expansion of parcel logistics in Austria



- Maintenance CAPEX 2018 of EUR 81.3m, mainly new investments in the vehicle fleet
- Growth CAPEX 2018 of EUR 58.1 primarily for Hagenbrunn, Lower Austria and Vienna-South
- 2019: Maintenance CAPEX of about EUR 70m and growth CAPEX in excess of EUR 50m planned; in addition, expansion of existing properties or acquisition of new ones is possible

CAPEX (EUR m)¹



¹ 2014-2017 incl. CAPEX new corporate headquarters

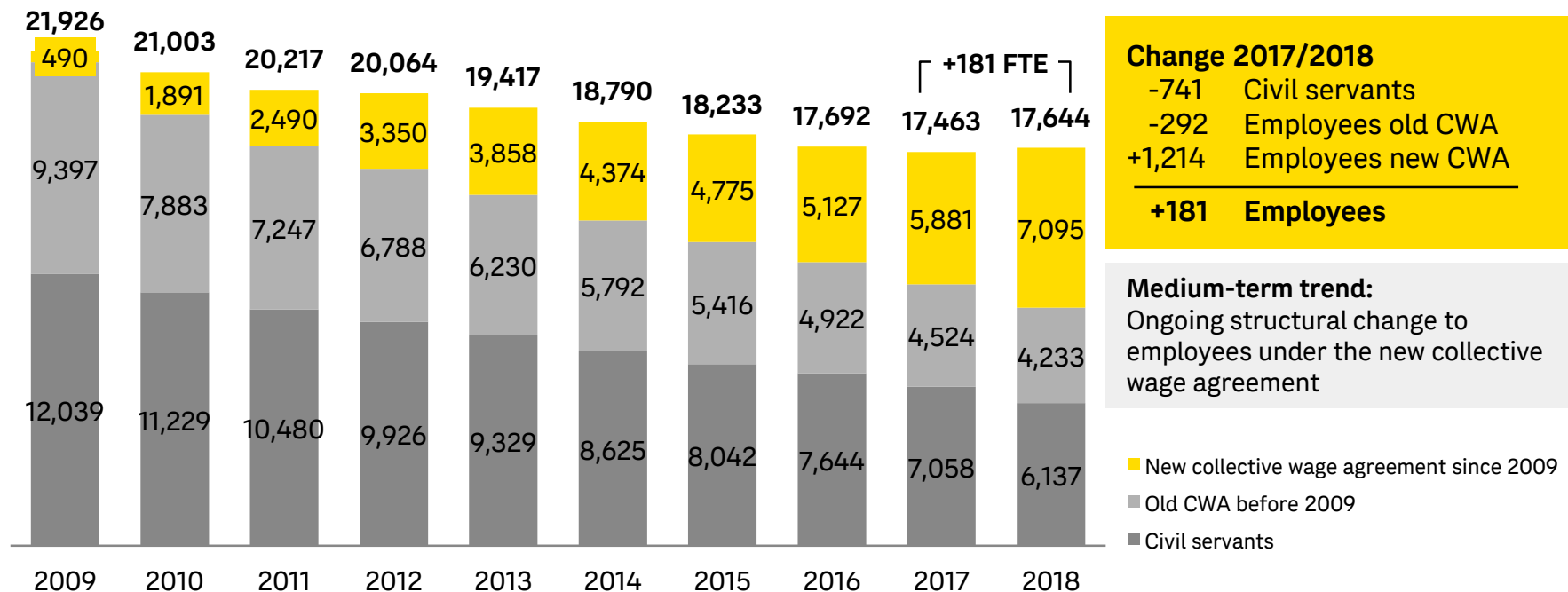
HAGENBRUNN PARCEL CENTRE (Lower Austria)



**COMMISSIONING SUMMER 2019
SORTING CAPACITY +25%**

03 STAFF STRUCTURE IN AUSTRIA

Full-time equivalents in the Austrian core business
(average for the period)



04 SELF-SERVICE SOLUTIONS REMAIN IMPORTANT

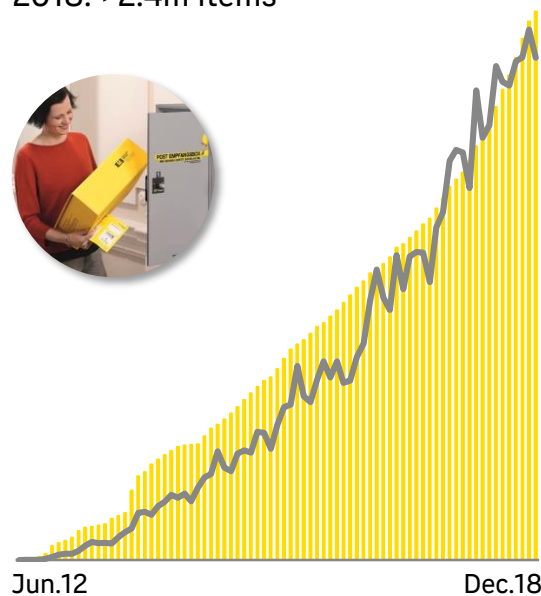


Steady increase in usage

**11% OF PARCEL VOLUMES ALREADY-
VIA SELF-SERVICE SOLUTIONS IN 2018**

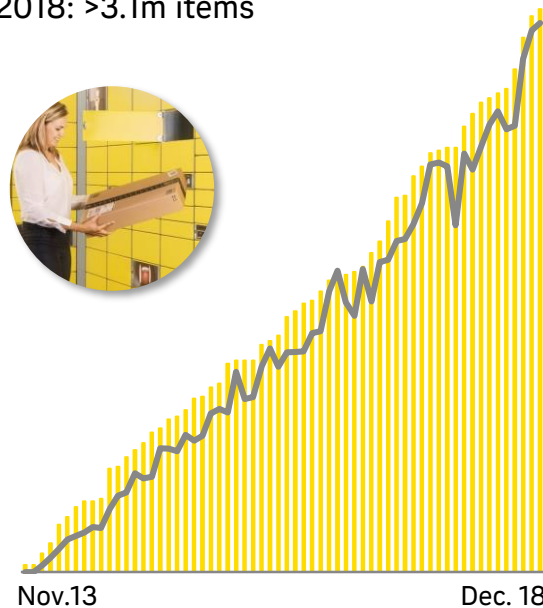
34,100 pick-up boxes

2018: >2.4m items



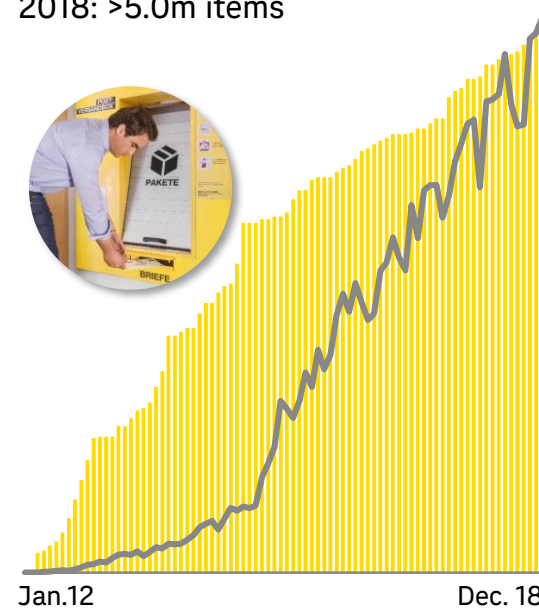
50,070 boxes at pick-up stations

2018: >3.1m items



413 drop-off boxes

2018: >5.0m items



04 NEW OFFERINGS FOR ENHANCED CUSTOMER SERVICE

New service: "AllesPost"



- 1 Customer places an order, specifies his "AllesPost address"
- 2 Delivery by any delivery service to the "AllesPost address" at the Austrian Post logistics centre
- 3 "Last mile" delivery by Austrian Post



| "AllesPost" rates | Price |
|--|-----------|
| 3 month subscription (up to 10 items) | EUR 14.90 |
| 12 month subscription (up to 40 items) | EUR 39.90 |

The first three months free.



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1. Highlights and Overview
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 - 3. GROUP RESULTS 2018**
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FINANCIAL INDICATORS AT A GLANCE



| | 2014 | 2015 | 2016 | 2017 | 2018 | |
|---|----------------------|--------------------|---------|---------|----------------|---|
| Revenue¹ (EUR m) | 1,863.5 ² | 1,903.9 | 1,895.6 | 1,938.9 | 1,958.5 | Revenue slightly above previous year (+1.0%) |
| EBIT (EUR m) | 196.9 | 198.0 ³ | 202.3 | 207.8 | 210.9 | Improved operating earnings |
| EBITDA margin (%) | 14.1 | 12.6 | 13.6 | 15.2 | 15.6 | Slightly higher EBITDA margin of 15.6% |
| EBIT margin (%) | 8.3 | 8.2 ³ | 10.0 | 10.7 | 10.8 | Stable profitability |
| Earnings/share⁴ (EUR) | 2.17 | 2.10 ³ | 2.26 | 2.45 | 2.13 | Earnings per share negatively impacted by special effects in financial result 2017 and 2018 |
| Cash flow (EUR m) | 232.2 | 216.2 | 223.6 | 255.7 | 295.9 | Strong increase in cash flow from operating activities due to special payment by BAWAG P.S.K. |
| Equity ratio (%) | 42.1 | 39.8 | 43.5 | 41.7 | 41.6 | Stable equity ratio |

¹ Revenue excl. trans-o-flex

² Adjustment of revenue reporting in the Parcel & Logistics Division. Exported services are recognised according to the net method (previously as revenue and expenses for services used).

³ Adjusted for special effects

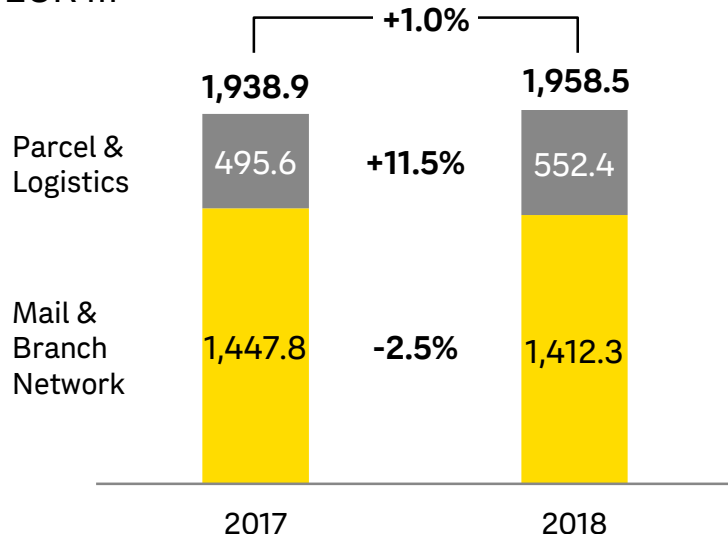
⁴ Undiluted earnings per share in relation to 67,552,638 shares

SLIGHT REVENUE IMPROVEMENT THANKS TO ROBUST MAIL BUSINESS AND PARCEL GROWTH



Revenue development

EUR m



Group: +1.0% (Q4: +1.5%)

- Slight revenue increase due to moderate mail decline and strong parcel growth

Parcel & Logistics: +11.5% (Q4: +11.5%)

- Basic revenue trend in Austria in 2018 of +10%
- Additional revenue attributed to segment change of Weber Escal, Croatia and full consolidation of ACL

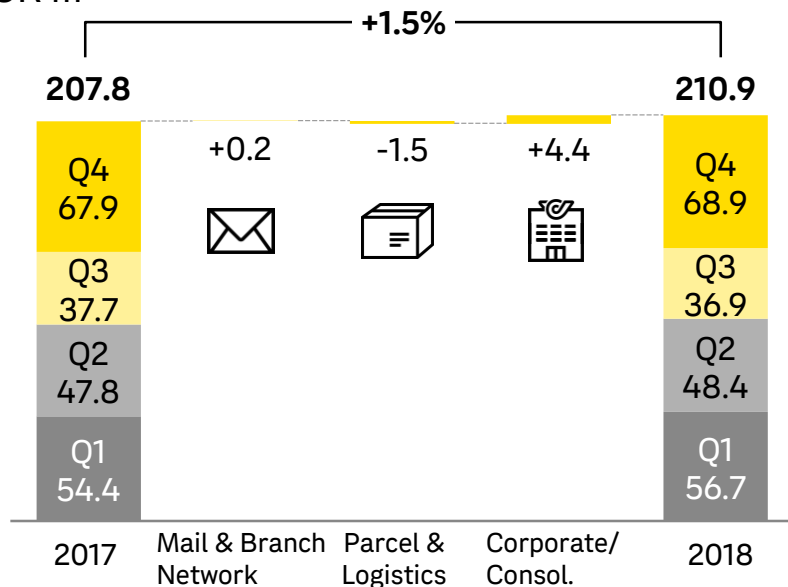
Mail & Branch Network: -2.5% (Q4: -1.9%)

- New product structure well received
- Lower direct mail volumes following positive special effects in 2017
- Decline in financial services of BAWAG P.S.K. as a result of gradual redimensioning

IMPROVED OPERATING EARNINGS (EBIT)



EBIT development EUR m



Mail & Branch Network:

- Slight EBIT increase to EUR 0.2m in 2018 (+ EUR 1.2m in Q4)
- Already from Q1 2018: Provisions for redimensioning of financial services (- EUR 21.5m) largely compensated by one-off payment (+ EUR 20.1m) due to end of the cooperation with BAWAG P.S.K.

Parcel & Logistics:

- EBIT decline of EUR 1.5m in 2018 due to intense competition and high cost pressure (+ EUR 0.8m in Q4)

Corporate/Consolidation:

- EBIT improvement of EUR 4.4m in 2018 (- EUR 0.9m in Q4)
- Lower need to allocate provisions vs. 2017

MAIN ACCOUNTING EFFECTS IN 2018 AND 2019



| 2018 | EUR m |
|--|--------------|
| BAWAG P.S.K. – Termination of the partnership | |
| Effects on the income statement in Q1 2018 | |
| – Lump-sum payment for shortening the contractual period | +20.1 |
| – Allocation to provisions for redimensioning financial services | -21.5 |
| Effects on cash flow | |
| Special payment received in Q1 2018 (+ EUR 107m) | +107.0 |
| – thereof financial services rendered in the reporting period (EUR 37.0m) | <u>-37.0</u> |
| = Special effect on cash flow in 2018 | 70.0 |
| – thereof compensation for redimensioning of financial services in 2017 recognised in the income statement (EUR 26.9m) | |
| – thereof lump-sum payment for shortening the contractual period (EUR 20.1m) | |
| – thereof deferred income for financial services to be rendered in 2019 (EUR 22.9m) | |
| 2019 | EUR m |
| IFRS 16 Leases – initial application as at January 1, 2019 | |
| Expected effects on Austrian Post Group (subsequent measurement on the basis of current forecasts) | |
| – Balance sheet extension (right of use and leasing liabilities as at December 31, 2019) | ~240 |
| – EBITDA effect 2019 (previous expense split into depreciation/amortisation and interest paid) | +32 |
| – EBIT effect 2019 | +2 |
| – Profit for the period effect 2019 | -2 |

KEY INCOME STATEMENT INDICATORS



| EUR m | 2017 | 2018 | % | Δ | Q4 2017 | Q4 2018 | |
|--|----------------|----------------|---------------|--------------|--------------|--------------|--|
| Revenue | 1,938.9 | 1,958.5 | 1.0% | 19.6 | 534.3 | 542.1 | Revenue increase, moderate decline of mail revenue and strong parcel growth |
| Other operating income | 112.7 | 96.2 | -14.7% | -16.5 | 69.5 | 22.3 | |
| Raw materials, consumables and services used | -409.9 | -441.2 | -7.6% | -31.3 | -113.4 | -128.0 | 2017: positive net effect from claims related to non-wage costs paid in previous periods amounting to EUR 21.0m |
| Staff costs | -1,020.1 | -1,008.7 | 1.1% | 11.4 | -275.3 | -251.8 | |
| Other operating costs | -325.0 | -295.7 | 9.0% | 29.3 | -118.3 | -84.5 | |
| At equity consolidation | -1.9 | -3.6 | -85.4% | -1.7 | -0.8 | -1.9 | |
| EBITDA | 294.6 | 305.4 | 3.7% | 10.8 | 95.9 | 98.3 | Planned depreciation increased by EUR 7.8m compared to 2017 incl. one-off effect from replacement of mobile phones |
| <i>EBITDA margin</i> | <i>15.2%</i> | <i>15.6%</i> | - | - | <i>17.9%</i> | <i>18.1%</i> | |
| Depreciation, amortisation and impairment | -86.8 | -94.5 | -8.9% | -7.7 | -28.0 | -29.4 | |
| EBIT | 207.8 | 210.9 | 1.5% | 3.1 | 67.9 | 68.9 | 2017: disposal of stake in BAWAG Group AG for EUR 11.0m |
| <i>EBIT margin</i> | <i>10.7%</i> | <i>10.8%</i> | - | - | <i>12.7%</i> | <i>12.7%</i> | 2018: EUR 14.4m valuation effect for shares in FinTech Group AG |
| Other financial result | 12.8 | -13.1 | <-100% | -25.9 | 12.2 | -17.3 | |
| Income tax | -55.6 | -53.6 | 3.6% | 2.0 | -20.9 | -12.7 | |
| Profit for the period | 165.0 | 144.2 | -12.6% | -20.8 | 59.1 | 38.9 | |

¹ 99.0% of Austrian Post revenue is generated in the eurozone. For this reason, there are no material currency translation effects.

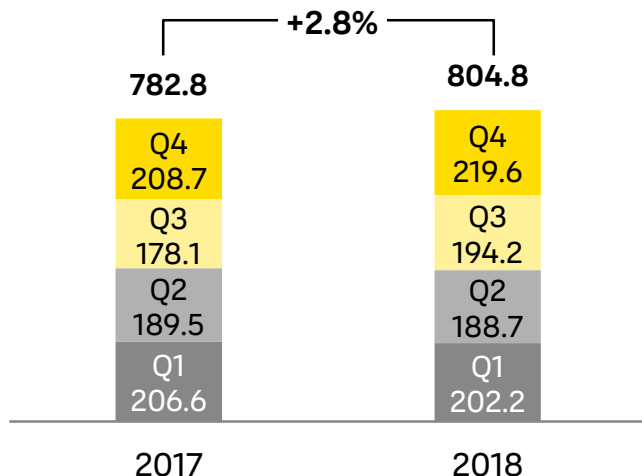


MAIL & BRANCH NETWORK DIVISION: REVENUE DEVELOPMENT IN 2018



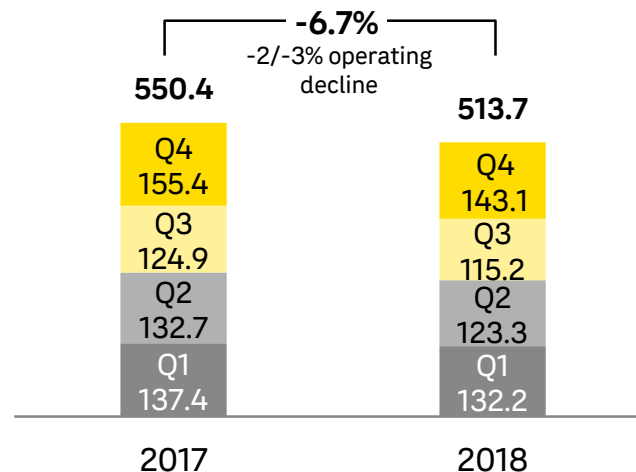
Letter Mail & Mail Solutions (EUR m)

- Operating volume decline of about 3.5%
- 2018 revenue supported by one-off mailings, new product structure was well received
- Positive special effects of EUR 18.2m due to changed product assignment and e-commerce volumes from Asia



Direct Mail/Media Post (EUR m)

- Operating revenue down by about 2-3%
- Revenue comparison impacted by positive election effects and individual sales initiatives in 2017
- Inorganic revenue decline of EUR 16.5m due to market exit from CEE/SEE and changed product assignment





MAIL & BRANCH NETWORK: INCOME STATEMENT



| EUR m | 2017 | 2018 | % | Δ | Q4 2017 | Q4 2018 | |
|---|----------------|----------------|--------------|--------------|--------------|--------------|--|
| Revenue | 1,447.8 | 1,412.3 | -2.5% | -35.6 | 392.5 | 384.9 | Good development due to one-off mailings, e-commerce and new product structure |
| • Letter Mail & Mail-Solutions | 782.8 | 804.8 | 2.8% | 22.0 | 208.7 | 219.6 | |
| • Direct Mail | 413.3 | 382.6 | -7.4% | -30.7 | 115.0 | 104.7 | Market exit from CEE/SEE and changed product assignment |
| • Media Post | 137.1 | 131.2 | -4.3% | -6.0 | 40.3 | 38.4 | |
| • Branch Services | 114.6 | 93.7 | -18.2% | -20.9 | 28.5 | 22.2 | |
| Revenue intra-Group | 101.7 | 112.9 | 11.0% | 11.2 | 29.8 | 33.2 | Redimensioning of financial services and change in reporting for mobile telephony products (IFRS 15) |
| Total revenue | 1,549.5 | 1,525.2 | -1.6% | -24.4 | 422.3 | 418.1 | |
| EBITDA | 312.8 | 311.2 | -0.5% | -1.6 | 95.0 | 97.2 | |
| <i>EBITDA margin¹</i> | <i>20.2%</i> | <i>20.4%</i> | - | - | <i>22.5%</i> | <i>23.3%</i> | |
| Depreciation, amortisation and impairment | -23.2 | -21.4 | 7.7% | 1.8 | -5.5 | -6.5 | Stable EBIT due to high cost discipline and synergy effects from integrated delivery |
| EBIT | 289.6 | 289.8 | 0.1% | 0.2 | 89.6 | 90.7 | |
| <i>EBIT margin¹</i> | <i>18.7%</i> | <i>19.0%</i> | - | - | <i>21.2%</i> | <i>21.7%</i> | |

¹ EBIT margin/EBITDA margin in relation to total revenue

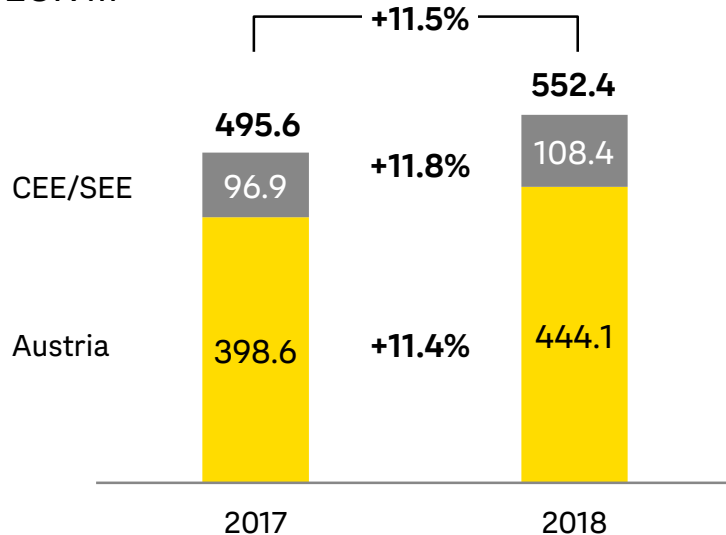


PARCEL & LOGISTICS DIVISION: REVENUE DEVELOPMENT IN 2018



Revenue development

EUR m



Parcel & Logistics Division: +11.5% (Q4: +11.5%)

- Revenue growth of 8.1% excl. Weber Escal and full consolidation of ACL

South East/Eastern Europe: +11.8% (Q4: +11.4%)

- Stable operating revenue development, high price pressure
- Segment change of Weber Escal (+ EUR 11.4m), previously Mail & Branch Network Division

Austria: +11.4% (Q4: +11.5%)

- Basic upward revenue trend in 2018 of 10%; e-commerce drives growth on a broad customer base
- Full consolidation of e-commerce enabler ACL increases the revenue by EUR 5.6m



PARCEL & LOGISTICS DIVISION: INCOME STATEMENT



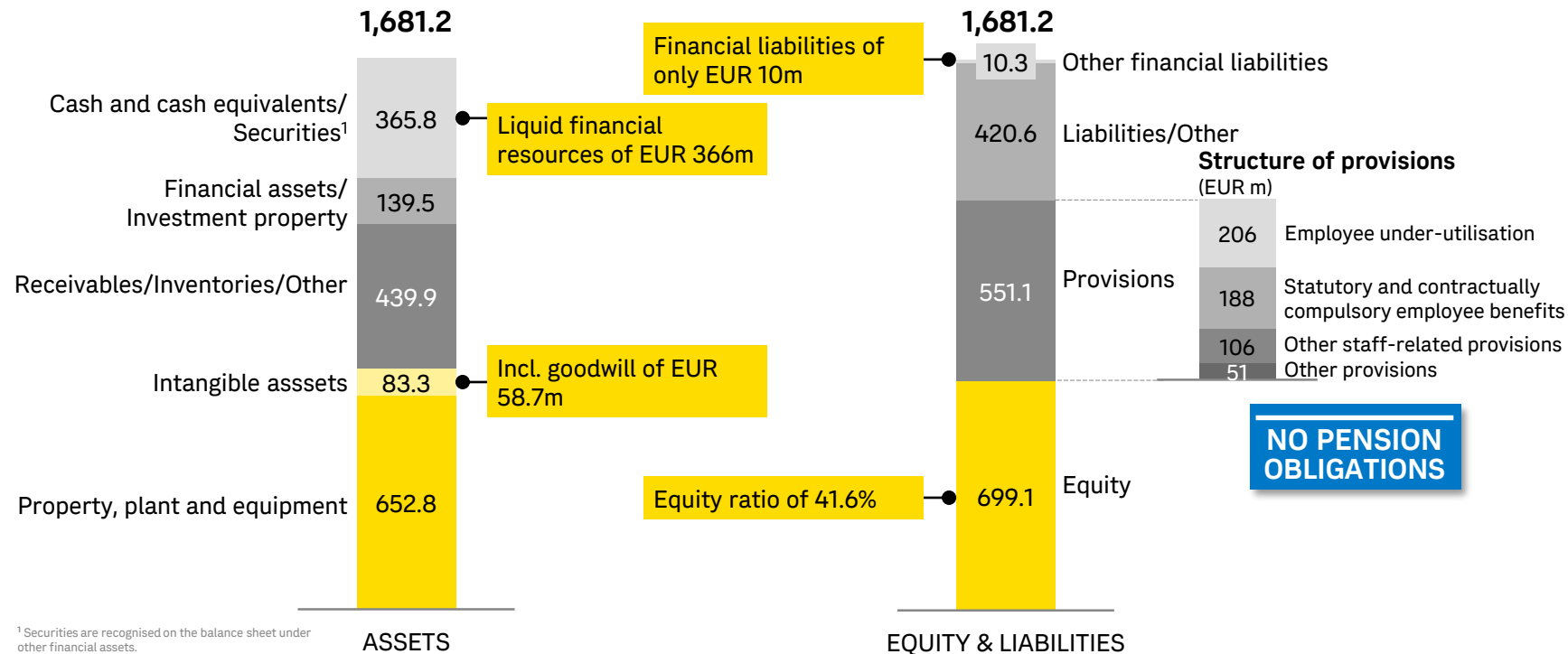
| EUR m | 2017 | 2018 | % | Δ | Q4 2017 | Q4 2018 | |
|---|--------------|--------------|--------------|-------------|--------------|--------------|---|
| Revenue | 495.6 | 552.4 | 11.5% | 56.9 | 143.1 | 159.6 | Overall 8.1% organic revenue growth, +10.0% in Austria |
| • Premium | 240.7 | 266.1 | 10.6% | 25.5 | 69.3 | 77.8 | |
| • Standard | 219.0 | 229.6 | 4.8% | 10.6 | 63.5 | 66.2 | |
| • Other Parcel Services | 35.9 | 56.6 | 58.0% | 20.8 | 10.3 | 15.6 | Revenue increase mainly related to full consolidation of ACL advanced commerce labs and segment change of Weber Escal |
| Revenue intra-Group | 4.8 | 4.9 | 2.1% | 0.1 | 1.3 | 1.3 | |
| Total revenue | 500.4 | 557.4 | 11.4% | 57.0 | 144.4 | 160.8 | |
| EBITDA | 58.1 | 54.9 | -5.5% | -3.2 | 18.6 | 20.1 | |
| <i>EBITDA margin¹</i> | <i>11.6%</i> | <i>9.8%</i> | - | - | <i>12.9%</i> | <i>12.5%</i> | |
| Depreciation, amortisation and impairment | -15.2 | -13.6 | 11.1% | 1.7 | -4.7 | -5.4 | |
| EBIT | 42.8 | 41.3 | -3.5% | -1.5 | 13.9 | 14.7 | EBIT margin of 7.4%, additional expenditures due to capacity bottlenecks |
| <i>EBIT margin¹</i> | <i>8.6%</i> | <i>7.4%</i> | - | - | <i>9.6%</i> | <i>9.1%</i> | |

¹ EBIT margin/EBITDA margin in relation to total revenue

SOLID BALANCE SHEET STRUCTURE

Balance sheet as at December 31, 2018

EUR m



ROBUST CASH FLOW IN 2018

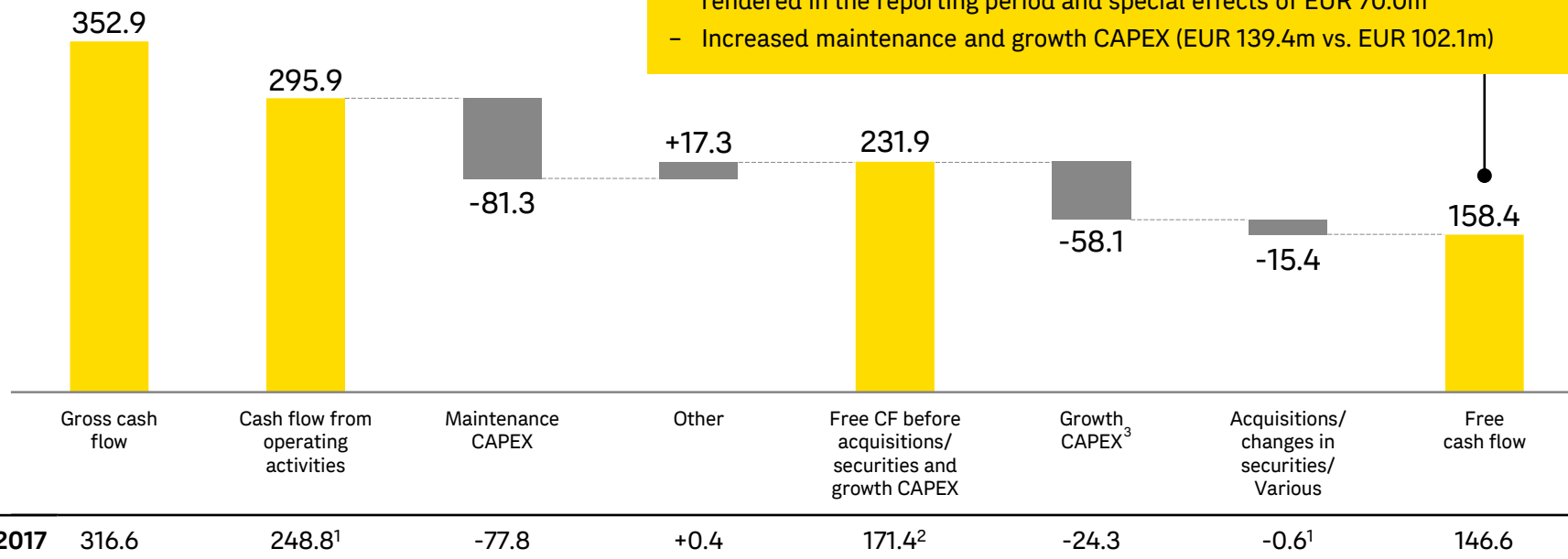
Cash flow development

EUR m



Free cash flow impacted by special effects:

- BAWAG special payment of EUR 107.0m includes services of EUR 37.0m rendered in the reporting period and special effects of EUR 70.0m
- Increased maintenance and growth CAPEX (EUR 139.4m vs. EUR 102.1m)



¹ Cash flow from operating activities and the acquisitions/changes in securities are adjusted for the effect of temporary cash holdings not yet transferred to customers.

² Free cash flow before acquisitions/securities and CAPEX new corporate headquarters, adjusted for the effect of temporary cash holdings not yet transferred to customers.

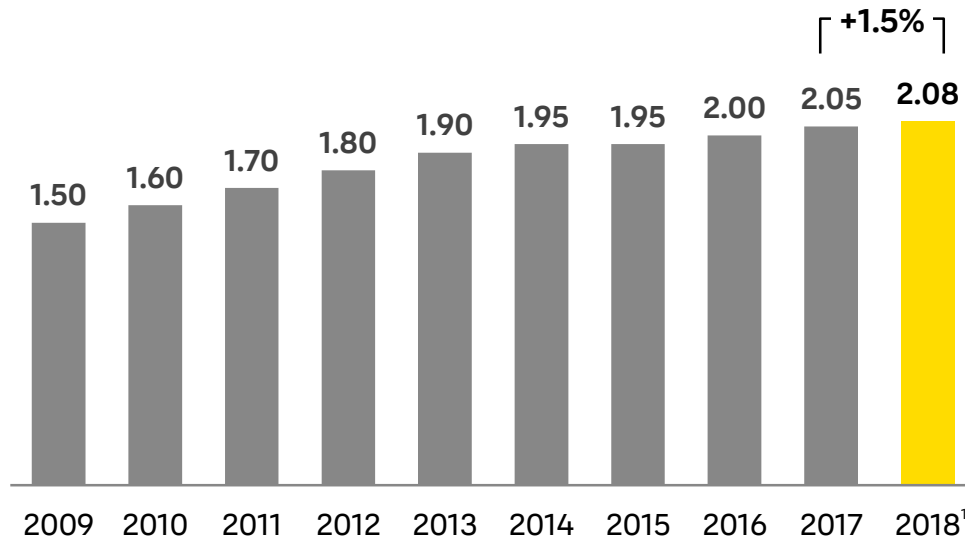
³ 2017: CAPEX new corporate headquarters; 2018 incl. remaining payment for "Post am Rochus"

DIVIDEND POLICY



Continuation of attractive and predictable dividend policy

- Dividend proposal to the Annual General Meeting: EUR 2.08 per share
- Dividend yield as at December 31, 2018: 6.9% (share price of EUR 30.02)
- Unchanged dividend policy: distribution of at least 75% of the Group net profit



¹ Proposal to the Annual General Meeting on April 11, 2019



-
1. Highlights and Overview
 2. Strategy Implementation
 3. Group Results 2018
 - 4. OUTLOOK 2019**
 5. Additional Information - ESG





Market environment

- Approx. 5% annual decline in addressed letter mail volumes
- Direct mail volumes dependent on economic situation and advertising behaviour of large customers
- Upper single-digit growth forecast in the parcel business, strong competition and price pressure



Investments (CAPEX)

- Basic investments of about EUR 70m
- Growth investments of over EUR 50m, possible expansion of existing properties or acquisitions of new ones



Revenue

- Stable revenue development expected
- Assuming a further increase in parcel revenue and a moderate drop in mail revenue
- Aim to continue offering financial services via the Austrian Post branch network in future



Earnings

- Forecast of stable operating earnings in the core business



1. Highlights and Overview

2. Strategy Implementation

3. Group Results 2018

4. Outlook 2019

5. ADDITIONAL INFORMATION - ESG





Georg Pölzl

Chairman of the Management Board
Chief Executive Officer

- Strategy and Group Development
- Corporate Communications
- Investor Relations, Group Auditing & Compliance
- Innovation & Digitalisation
- End Customer Initiatives and Customer Service
- Human Resources Management
- Branch Network
- E-Commerce GmbH



Walter Oblin

Deputy Chairman
Mail & Direct Mail, Finance

- Mail & Direct Mail Division incl. strategic investments in Austria and Germany
- Group Controlling
- Group Accounting
- Group Treasury
- Group Information Technology
- Group Procurement and Vehicle Fleet
- Legal
- Group Real Estate



Peter Umundum

Member of the Management Board
Parcel & Logistics, Logistics Networks

- Parcel & Logistics Division incl. strategic investments in Austria, Czech Republic, Croatia, Hungary, Slovakia, Serbia, Bosnia and Herzegovina, Montenegro, Bulgaria and Turkey
- Logistic Networks Mail, Direct Mail and Parcel
- Logistics Services
- Process Optimisation in Logistics
- International Business Development

CORPORATE GOVERNANCE – SUPERVISORY BOARD



8 SHAREHOLDER REPRESENTATIVES



Edith HLAWATI
Chairwoman
Lawyer



Edeltraud STIFTINGER
Deputy Chairwoman
Managing Director of
AWS 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 E. MUNTWYLER
CEO Conlogic AG



Herta STOCKBAUER
Financial expert
CEO BKS Bank AG



Stefan SZYSZKOWITZ
CEO EVN AG

+4 EMPLOYEE REPRESENTATIVES

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, Szyszkowitz, Köstinger¹, Wiedner¹)
- **Parcel & Logistics Committee** (Kruse, Muntwyler, Köstinger¹)

¹ Employee representative

NEW ORGANISATION WITH AN INTEGRATED INFRASTRUCTURE FOR LETTERS AND PARCELS



Mail & Direct Mail



Parcel & Logistics



Corporate



Mail, Direct Mail & Media Post

Parcels Austria

Administrative Management
Functions

Mail Solutions

Parcels CEE & Turkey

Administrative Financial Functions

Logistics Solutions

Branch Network

Logistics Operations

Distribution Centres – Delivery Bases – Mail & Parcel Delivery

Transport & Services

BUNDLED LOGISTICS –
FUNCTIONALITY WITH ABOUT 13,000 EMPLOYEES

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



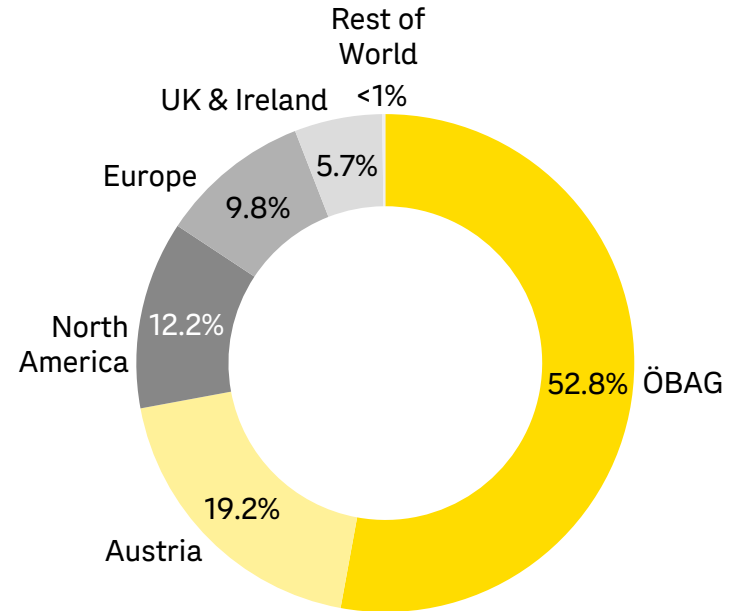
Long Term Incentive Programme

- Focus on long-term value enhancement in line with shareholder interests
- Own investment in shares as basis for participation
 - 3 years performance period
 - Target values for key indicators
 - Earnings per Share
 - Total Shareholder Return
 - Free Cash Flow

SHAREHOLDER STRUCTURE BY COUNTRY

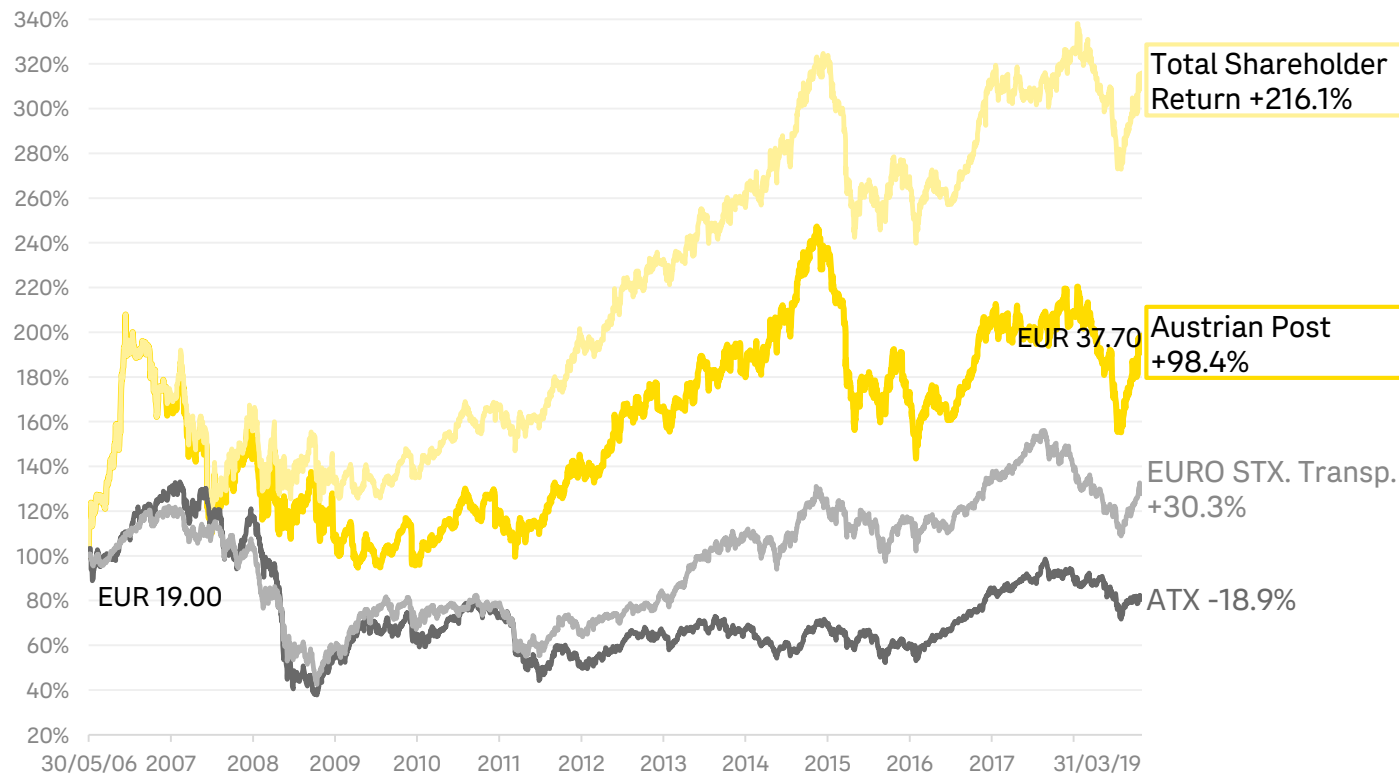


- Market capitalisation of about EUR 2.5bn
- 53% owned by the Austrian Industry Holding ÖBAG (ÖBAG administers some investments of the Austrian state, formerly ÖBIB)
- 47% free float
- Well-balanced shareholder structure, regionally diversified
- Mainly investors with long-term orientation (e.g. pension funds)
- Value and yield investors are the largest investor groups



base 67.6m shares

SHARE PRICE DEVELOPMENT AND TOTAL SHAREHOLDER RETURN



SHARE PRICE SINCE 01/01/2018:

Austrian Post: +0.7%

EURO STOXX Transp.: -13.9%

PE-RATIO FY 2018E:

Austrian Post: 15.9

Peers¹: 8.7

DIVIDEND YIELD FY 2018E:

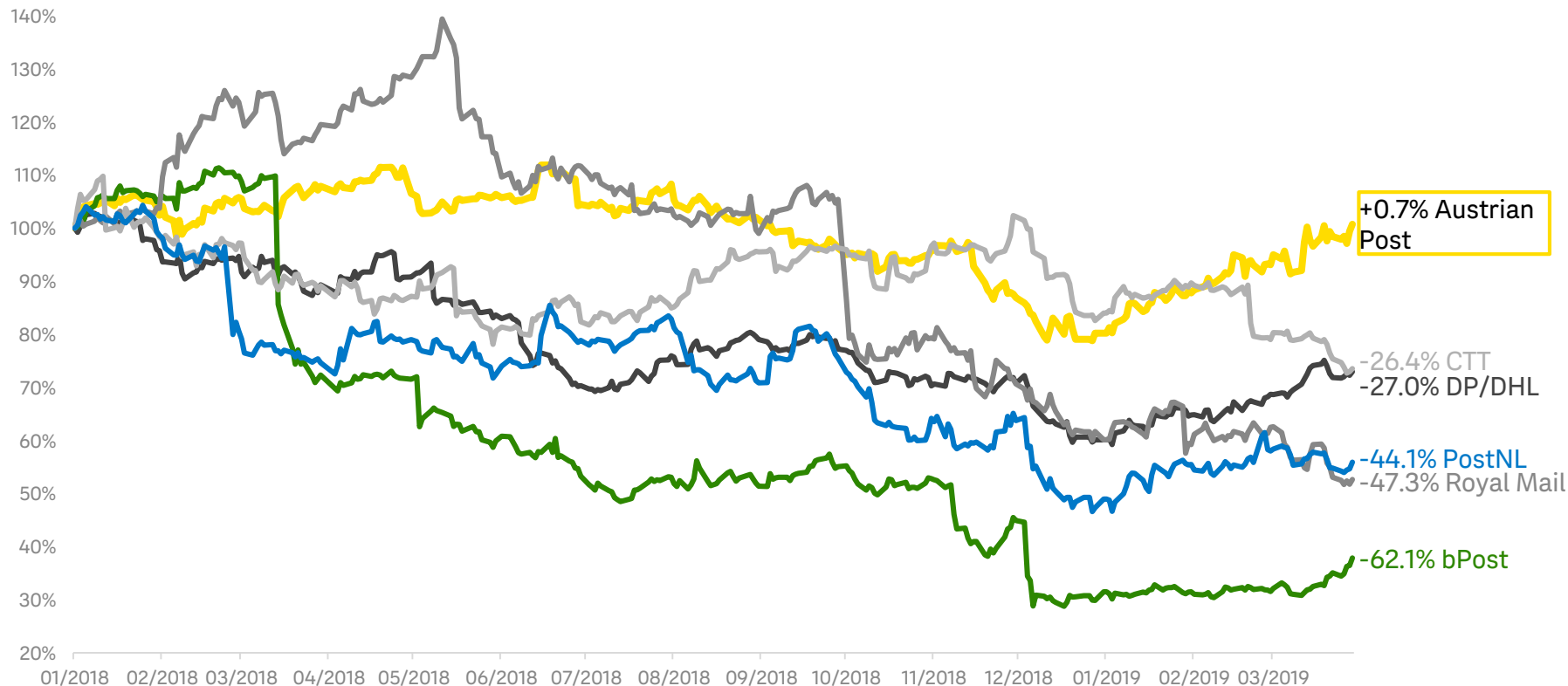
Austrian Post: 5.8%

Peers¹: 7.5%

¹ Peers: Deutsche Post, Bpost, PostNL, Royal Mail,
Source: Bloomberg 13/03/2019

SHARE PRICE DEVELOPMENT AUSTRIAN POST AND PEERS

1/1/18 – 31/03/19



CORPORATE SOCIAL RESPONSIBILITY: STRATEGY AND RATINGS

Austrian Post is PRO ACTIVE! in 4 dimensions



Prime Status



Included in the
VONIX Sustainability Index



AAA
Best in class



Energy Globe
Award



CDP Climate A-
Rating



PRO ACTIVE!

AUSTRIAN POST. Sustainable for Austria.



PRO ACTIVE

for the economy

- **6.9%** dividend yield (as at Dec. 31, 2019)
- Increase in EBIT for **9 years** in a row



PRO ACTIVE

for society

- **1,791** postal service points
- **EUR 817m** paid in wages, salaries and social security contributions



PRO ACTIVE

for employees

- **EUR 6.1m** in voluntary social benefits
- **EUR 15.9m** employee participation bonus (paid in 2018 for 2017)



PRO ACTIVE

for the environment

- **1,600** e-vehicles, all deliveries CO₂ neutral
- **3 photovoltaic plants** with a module surface of more than 9,000 m² (>2 soccer fields)

PRO ACTIVE FOR THE ENVIRONMENT

Austrian Post as a trailblazer in green logistics



Every mail item in Austria is subject to CO₂ NEUTRAL DELIVERY!

01 Avoid emissions and increase efficiency



02 Alternative technologies



03 Compensation through environmental protection projects

Renewable energy



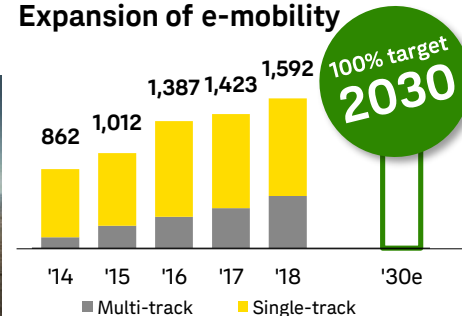
1.5 MW_{peak}
1,400,000 kWh/a

E-mobility



Europe's largest Nissan e-vehicle fleet

Expansion of e-mobility



Target 2030: 100% electric-powered vehicles on the last mile



CONTACT



Austrian Post

Investor Relations

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Website: www.post.at/ir

E-mail: investor@post.at

Telephone: +43 57767-30401

Financial Calendar 2019

April 11, 2019

April 23/April 25, 2019

May 16, 2019

August 9, 2019

November 14, 2019

Annual General Meeting

Ex-day/Dividend Payment Day

Interim Report Q1 2019

Half-Year Financial Report 2019

Interim Report Q1-3 2019

Disclaimer

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