

4TH ERGP STAKEHOLDER FORUM



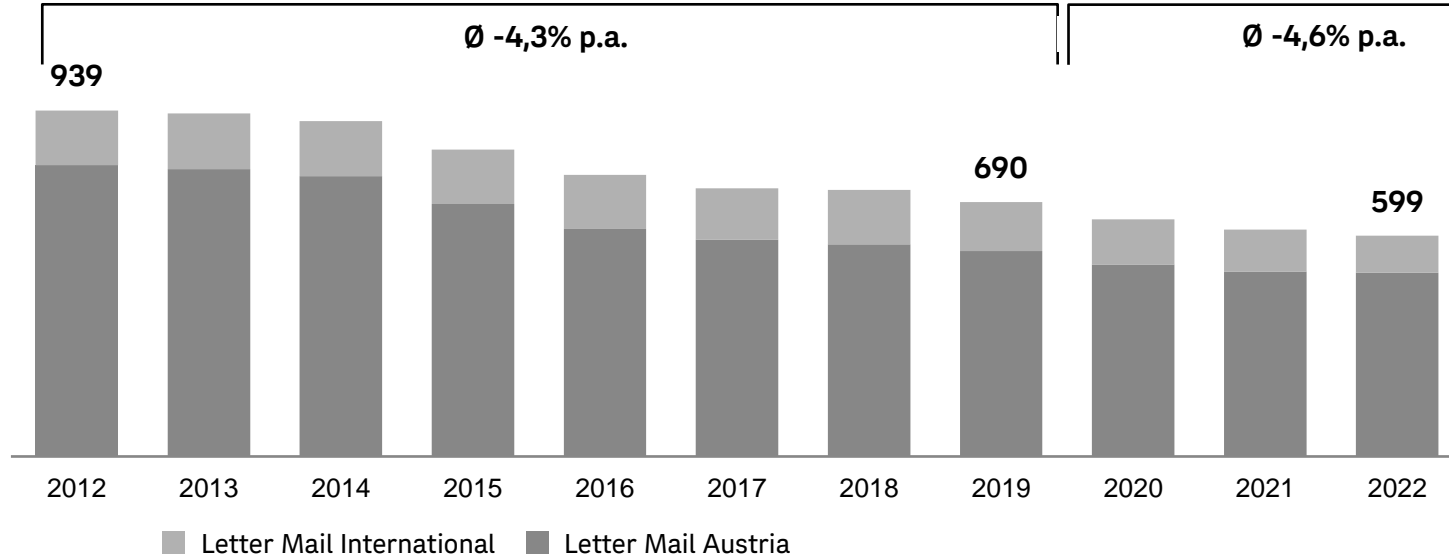
THE FUTURE OF LETTER MAIL

Manuela Bruck, EVP, Austrian Post
Bussels, September 2023

30 % LETTER MAIL DECLINE IN AUSTRIA IN 10 YEARS



Volumes Austria and International
(Mio)

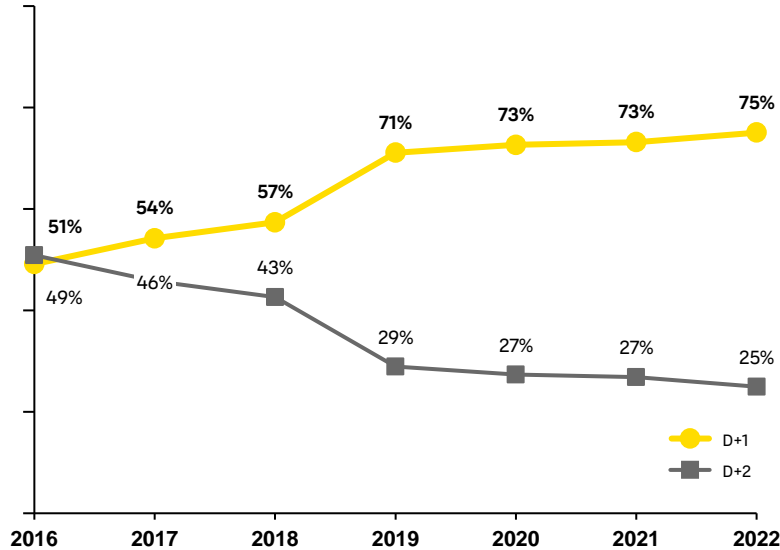


REQUIREMENTS FOR DELIVERY SPEED HAVE CHANGED SIGNIFICANTLY



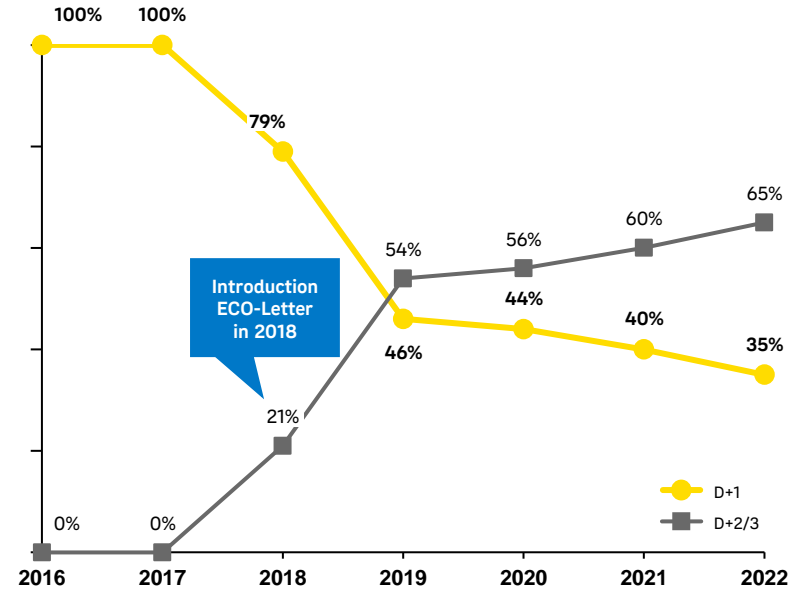
Runtime development parcel

(share of relevant quantities D+1/D+2 in %)



Runtime development letter mail

(share of relevant quantities PRIO / ECO in %)



LETTER MAIL EVOLUTION

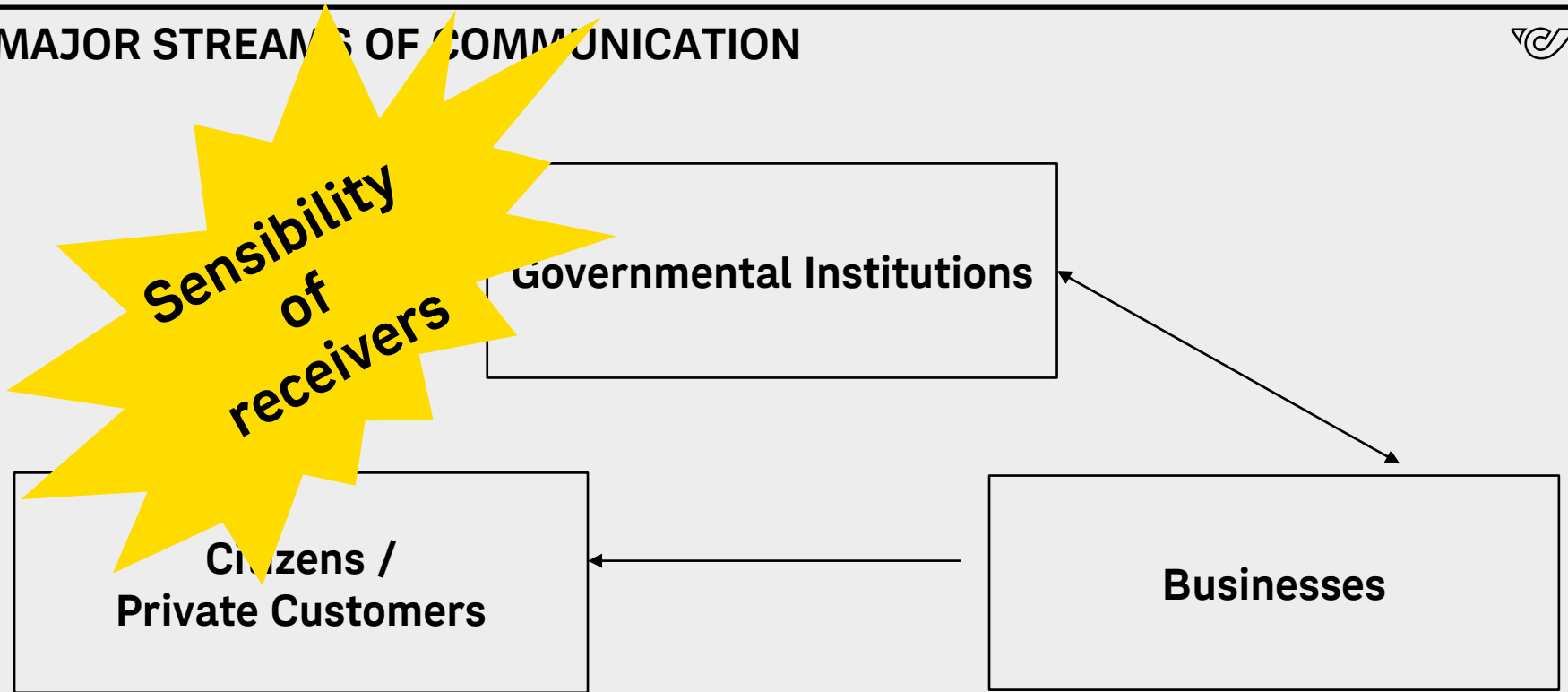


NEW PRICES + ACCESS FOR PRIVATE CUSTOMERS TO ECO-TARIF D+2/3

Product	Old Tarif in EUR		New Tarif 1.9.23
PRIORITY	Letter S	1,00	1,20
	M	1,50	1,65
	Small Package S	3,00	3,30
	M	4,50	4,75
	Brief S	0,81	0,95
ECO	Brief M	1,30	1,50
	Päckchen S	2,70	3,00
	Päckchen M	4,25	4,50
	Brief S	0,78	0,92
ECO BUSINESS	Brief M	1,28	1,48
	Päckchen S	2,68	2,98

- Private customers migrate from PRIORITY to ECO and pay less
- Overall price increase according to Consumer Price Index
- High quality of Universal Service (D+1 95%) of great importance

MAJOR STREAMS OF COMMUNICATION





THANK YOU