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Poczta Polska is regaining financial stability: a significant improvement in operating results in 2025

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Acting President of the Management Board of Poczta Polska, SÅ‚awomir Å»urawski, presents the Company's results

The Poczta Polska Group ended 2025 with a significant improvement in operational efficiency and an increase in EBITDA and net profit. At Poczta Polska SA, the sales loss was reduced to PLN -612 million (an improvement of PLN 189 million, or 24% year-on-year), with sales revenues of PLN 6,869 million (+1% year-on-year). At the same time, the company's EBITDA increased to PLN 860 million (from PLN 42 million a year earlier), and at the Capital Group level, EBITDA reached PLN 1,156 million (+278% year-on-year). The company also recorded a dynamic, nearly tenfold increase in the value of digital services and increased IT investments by 143% year-on-year, continuing the implementation of the Transformation Plan.

Poczta Polska SA's net result amounted to PLN 469 million (compared to PLN -213 million in 2024). The company indicates that the net result was influenced by the receipt of two subsidies to finance the net cost of providing universal services for 2023 and 2024, which allowed for stabilization of liquidity and securing some investment processes. At the Capital Group level, the net result reached PLN 680 million , significantly influenced by the results of Bank Pocztowy (PLN 206 million) and the Company itself.

The year 2025 was marked by a structural decline in traditional correspondence – letter volume has been declining at a CAGR of -8.9% over the past five years , with correspondence shifting to electronic channels. Poczta Polska responded to this trend by developing digital services, including e-Delivery, and consistently modernizing its technological infrastructure. The number of active e-Delivery mailboxes has already exceeded 2.6 million , enabling the mass implementation of the e-Registered service.

In the area of operating expenses, the Company recorded a reduction in direct expenses in 2025, maintaining strong cost discipline for the second consecutive year. Average annual employment decreased by approximately 8,500 full- time positions . This process was implemented in an evolutionary manner, while maintaining access to the

operational network. At the same time, the Company's average salary increased by 11.6%, representing a gross salary increase of over PLN 650. Wage pressure completely offset the effect of the employment change.

In 2025, Poczta Polska completed PLN 192 million in capital expenditures . A key priority was reducing technological lag, with IT spending increasing by 143% year-on-year . These funds were allocated, among other things, to the development of business support systems (MS licenses, KSeF) and the Digital Services Platform. Furthermore, the company is expanding its sales network with additional out-of-home (OOH) pickup and drop-off points and developing its network of automated parcel machines (APM).

Comment from the acting President of the Management Board of Poczta Polska SA, SÅ‚awomir Å»urawski:

"The good results for 2025 confirm that Poczta Polska has chosen the right direction of change and laid the foundation for further development. Although sales remain negative, its improvement of nearly PLN 200 million over the year shows that optimization processes are producing noticeable results, despite the enormous wage pressure. Every expense is now being analyzed with particular attention. Our priority remains the implementation of the updated Transformation Plan, which assumes a shift from the traditional letter operator model to a modern logistics, technology, and service hub. We are assessing the company's current situation realistically and are not giving in to premature optimism. We still have a long way to go to full operational profitability and improved customer experience, which requires intensive development investments."

Source: Poczta Polska

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