International Post Corporation

# Austrian Post in 2025: solid revenue and earnings development in a challenging environment

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The structural trends in the international mail and parcel market continued in 2025. Digitalisation and cost pressure among both private and public sector customer groups led to declining letter mail and direct mail volumes, whereas the growing parcel markets continued to be impacted by intense competition. Against this backdrop, the range of services of Austrian Post was consistently expanded and further developed.

Revenue

- Revenue comparison year-on-year impacted by positive election and currency effects in 2024
- Group revenue of EUR 3,043.3m in 2025 down by 2.6 % from 2024 but 11.0 % above 2023
- Mail at EUR 1,155.2m (–6.8 % vs. 2024 / –3.0 % vs. 2023)
- Parcel & Logistics at EUR 1,719.9m (+1.2 % vs. 2024 like-for-like/ +21.4 % vs. 2023)
- Retail & Bank at EUR 183.8m (–8.8 % vs. 2024 / +9.0 % vs. 2023)

Earnings

- Earnings performance in line with the trend of the first nine months
- EBITDA of EUR 413.3m (–2.2 % vs. 2024 / +5.6 % vs. 2023)
- EBIT of EUR 196.9m (–5.0 % vs. 2024 / +3.5 % vs. 2023)
- Earnings per share from EUR 2.04 to EUR 1.96

Cash flow, balance sheet and dividend

- Operating free cash flow of EUR 280.1m (+10.3 %)
- Equity of EUR 767.6m as at 31 December 2025 (+0.8 %)
- Dividend proposal of EUR 1.83 per share

Outlook 2026

- Modest revenue growth forecast
- Broadly stable earnings development in the order of magnitude of previous years targeted
- Revenue and earnings are likely to be weaker in H1 2026 but stronger in H2 2026

The structural trends in the international mail and parcel market continued in 2025. Digitalisation and cost pressure among both private and public sector customer groups led to declining letter mail and direct mail volumes, whereas the growing parcel markets continued to be impacted by intense competition. Against this backdrop, the range of services of Austrian Post was consistently

expanded and further developed. In Austria, Postal services are now available at nearly 3,000 postal points, with around 14,400 additional outâ€'ofâ€'home locations internationally. Moreover, final preparations are underway for the launch of the company's own mobile telephony brand YELLLOW in April 2026. Further important steps were also taken in the international business with two acquisitions – a parcel services provider in Hungary and an e-commerce service provider in CEE/SEE. "Despite a challenging market environment and positive special effects in the previous year, Austrian Post showed solid operational performance in the 2025 financial year," says Walter Oblin, CEO of Austrian Post. "We continued our parcel growth in 2025 in Austria and successfully maintained our leading market position. With a 63 % share of the private customer parcel market, Austrian Post remains the clear market leader and a key partner in domestic e-commerce," he adds.

2025 was another year in which Austrian Post performed stable in a challenging environment. Austrian Post is moving forward at high speed with the transformation of the company based on the LEAD 2030 strategy. Following the strong revenue increase in 2024, which was supported by positive one-off effects, the 2025 financial year developed well against the backdrop of challenging macroeconomic conditions. Both revenue and earnings were below the previous year's level, but above the figures for 2023. In particular, the major elections in Austria and the favourable exchange rate of the Turkish lira had a positive impact in 2024.

Total Group revenue in 2025 equalled EUR 3,043.3m, which was 2.6 % below the level of 2024 and 11.0 % above that of 2023. The Mail division revenue declined by 6.8 % compared to 2024 and by 3.0 % compared to 2023, driven by the structural decrease in addressed letter mail volumes due to electronic substitution and the absence of positive one-off effects of the previous year. Furthermore, muted investment climate, efficiency measures and lower advertising expenditures of companies were observed. In the Parcel & Logistics division, revenue rose by 1.2 % on a like-for-like basis compared to the previous year, i.e. before a reporting change related to the reclassification of Logistics Solutions revenue, but climbed by 21.4 % from 2023. Revenue in Austria developed positively (+5.8 %) in the current reporting period. In Southeast and Eastern Europe, revenue declined following the strong increase driven by Asian volumes, particularly in the first half of the previous year. The parcel business in Türkiye remains heavily impacted by high inflation and the exchange rate fluctuations of the Turkish Lira. In 2025, this region experienced a year-on-year decline, exacerbated by temporary capacity limitations in the fourth quarter. Revenue of the Retail & Bank division fell by 8.8 % (but +9.0 % higher than 2023). Branch Services were affected by the


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termination of sales cooperation with the telecom partner. The financial services business also experienced a decline due to the lower ECB key interest rate.

The development of earnings was in line with the trend of the first nine months of 2025. EBITDA was down by 2.2 % to EUR 413.3m and earnings before interest and taxes (EBIT) fell by 5.0 % to EUR 196.9m. However, both indicators were 5.6 % and 3.5 % higher, respectively, than the comparable figures for 2023. The earnings decline in the mail business and the lower profitability of parcel operations in Southeast and Eastern Europe as well as in Türkiye were in contrast to the earnings improvement in the Retail & Bank Division. Founded in 2020, bank99 with its 300,000 customers in Austria made a positive contribution to Austrian Post's overall business results. Accordingly, the profit for the period of the Austrian Post Group in the year 2025 totalled EUR 134.0m (–8.1 %) and earnings per share were EUR 1.96 from EUR 2.04 in the prior-year period (–4.1 %). On the basis of the solid performance and balance sheet position, a dividend at the prior-year level of EUR 1.83 per share will be proposed to the Annual General Meeting on 15 April 2026. This corresponds to a dividend yield of 5.9 % based on the closing share price on 31 December 2025.

The underlying trends in the international mail and parcel markets will continue in 2026. A slight modest revenue increase is expected for the current year. At the same time, further cost increases due to inflation are anticipated. For this reason, comprehensive initiatives are being undertaken to safeguard Group earnings. For 2026, Austrian Post is targeting a broadly stable earnings development in the order of magnitude of previous years, despite a difficult macroeconomic environment and slightly improved economic forecasts. bank99 will continue to positively contribute to earnings, also due to the completion of the core banking migration initiative. A weaker first half of the year and a stronger second half are expected in terms of both revenue and earnings compared to the previous year. In the first quarter of 2026 in particular, Austrian Post's business will be affected by the shift from the previous telecommunications cooperation to the own mobile brand YELLLOW, a challenging market environment in Southeast and Eastern Europe, and a regulatory-driven reduction in Asian parcel volumes in Türkiye.

"We owe our top-quality service primarily to our employees, who work with great dedication and professionalism on a daily basis. We would like to express our special thanks to them. Together we will further strengthen our position as the preferred partner of our customers," CEO Walter Oblin concludes.

FACTS AT A GLANCE
(As of March 2026)


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- Revenue in 2025: EUR 3,043.3 million (–2.6% vs. 2024 / +11.0% vs. 2023).
- Earnings: EBITDA EUR 413.3 million (–2.2%), EBIT EUR 196.9 million (–5.0%), net profit for the period EUR 134 million (–8.1%), earnings per share EUR 1.96.
- Segments: Mail EUR 1,155.2 million (–6.8% / –3.0%); Parcel & Logistics EUR 1,719.9 million (+1.2% adjusted / +21.4%); Retail & Bank EUR 183.8 million (–8.8% / +9.0%).
- Cash flow/balance sheet: Operating free cash flow EUR 280.1 million (+10.3%); equity EUR 767.6 million (+0.8%).
- Dividend: Proposal of EUR 1.83 per share (yield 5.9%).
- Market environment: Decline in letter volumes, heterogeneous parcel markets, inflation, exchange rate effects; parcel market share 63% in Austria.
- Strategy/transactions: Preparation of mobile communications brand YELLLOW from April 2026; two acquisitions in the international parcel business.
- Outlook for 2026: Slight increase in revenue, stable earnings development, weaker first half and stronger second half expected.

Source: Austrian Post


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