

# The Austrian Post In South-East Europe

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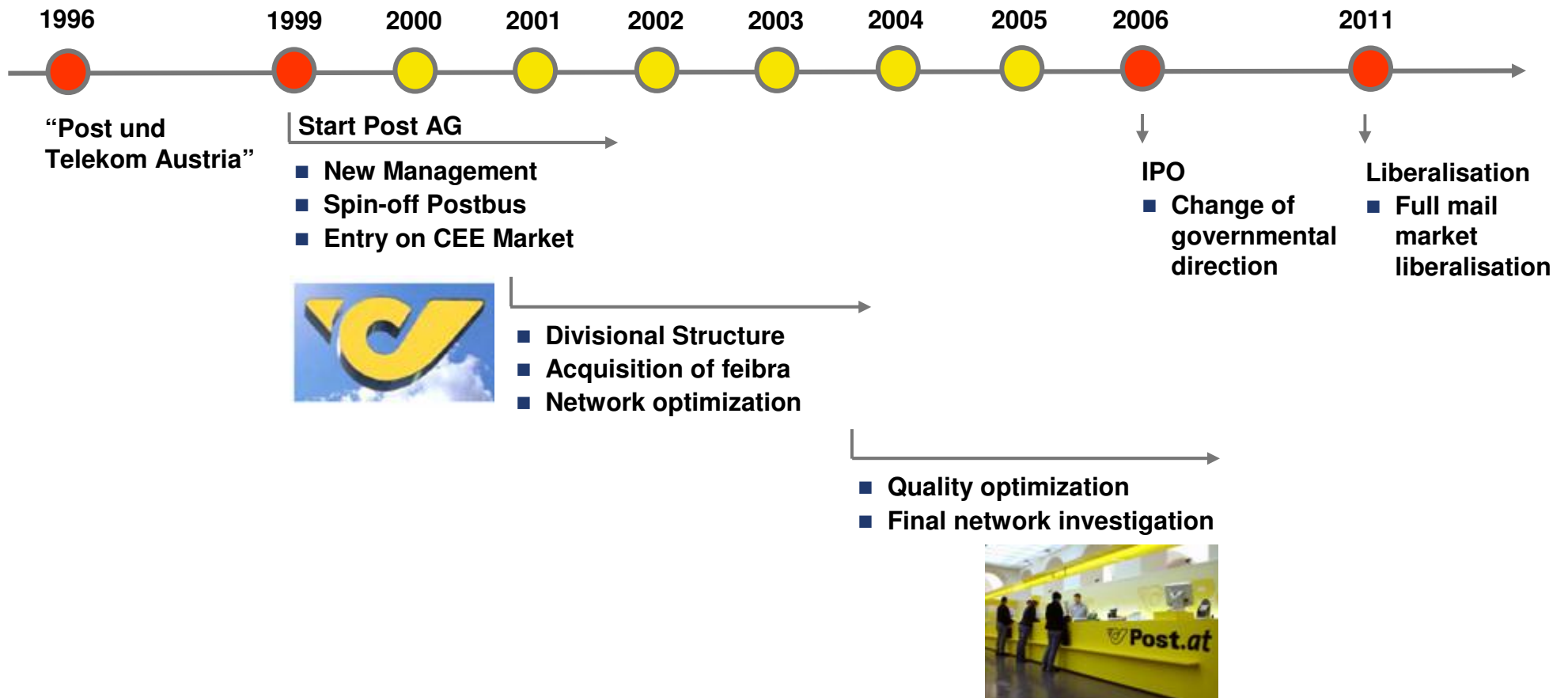
## Key Facts

Revenue 2008: EUR 2,441 M

EBIT 2008: EUR 169.5 M

Employees: 27,002 (Ø 2008)

Providing services in 11 countries with more than 150 million inhabitants



**Slovakia**



**Hungary**



**Croatia**



**Serbia**



**Montenegro**



**Bosnia and Herzegovina**



Every acquisition project is developed on the basis of clear criteria concerning the contribution to value growth strategy

## “Targets must-haves”

- Top market position
- Potential to meet the sustained value contribution expectations

## Strategic investor role

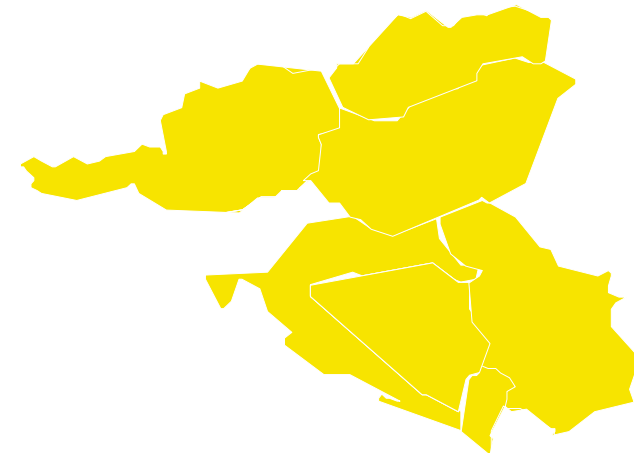
- Primary focus is 100% ownership
- Temporary minority investment possible if strategically necessary


## Co-operation

- If economically, Co-operation serve the internationalisation strategy

## CEE & SEE

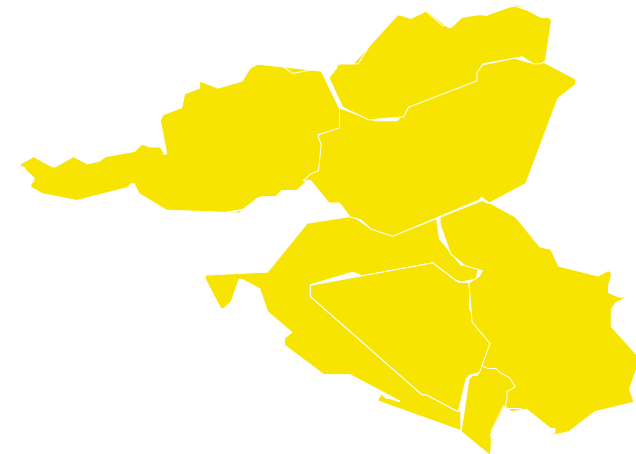
- High economic growth rates
- High investments in infrastructure
- Geographical proximity to Austria
- High level of Austrian foreign direct investment in the region
- Postal services complement & facilitate further investment
- Perspective of EU membership for the Western Balkans in the upcoming years
- Establishment of a strong economic relationship




 Countries with Austrian Post subsidiaries

## CEE & SEE

- Corruption
- Gray economy
- Administrative barriers
- Insufficient harmonization of tax legislation
- Parafiscal burden



 Countries with Austrian Post subsidiaries

## **We overcome borders ...**



**Today – and in the Future !**