

# CEE Network

Austrian Post Parcel & Logistics Division

6th Vienna Economic Forum

Vienna | 9th November 2010

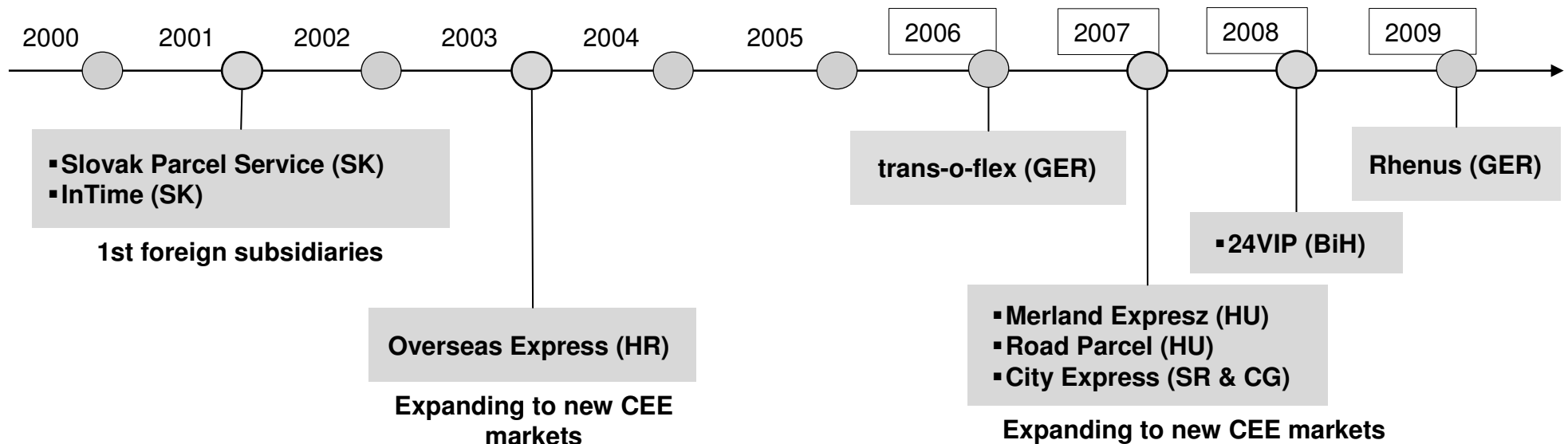


**Developing a CEE Network**

**Current Market Conditions**

**Achievements and Drawbacks**

## ... to compensate probable decrease in classical mail business



## ... focused on

- following our customers
- in countries where “being Austrian” is an asset!

We supported Investments of our customers in CEE by developing a CEE-distribution platform (network, post, fulfillment)

CEE-Network including 6 countries

About 10m shipments per year

About 950 employees



24VIP	Overseas	City Express	City Express	SPS/ InTime	trans-o-flex Hungary
BIH	HR	SRB	CG	SK	HU

B2B, B2C

C2C

Parcels, Palettes, Bulk goods, Shipments (1 shipment = n items)

FTL (Full Truck Load) and LTL (Less than truck load)

Standard delivery time 24 hours

6day delivery (incl. Saturday)

2 delivery attempts

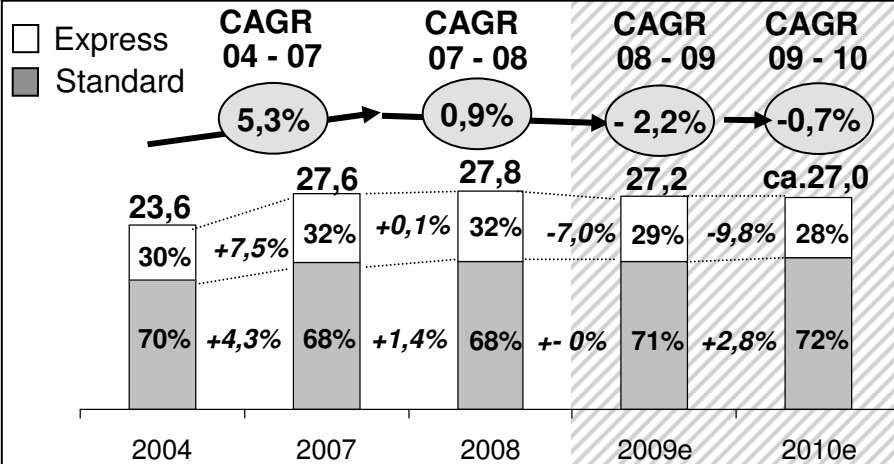
Cash on delivery

Track & Trace

Clearing etc.

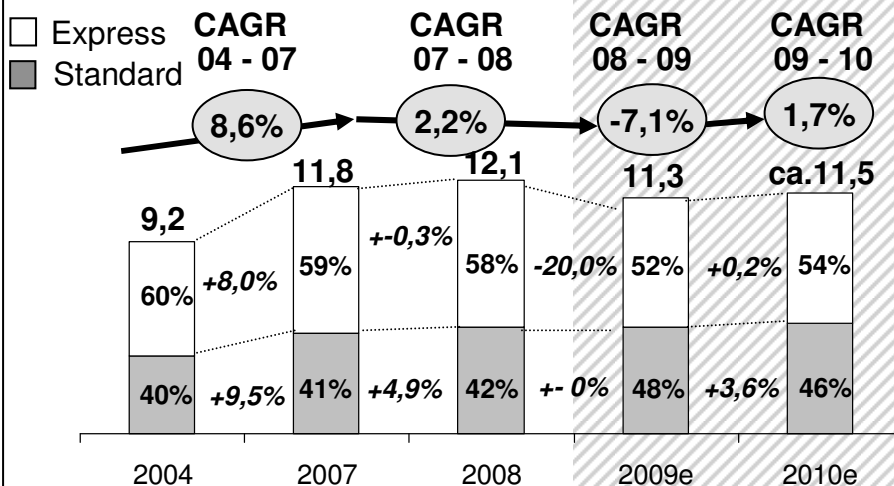
## National CEP-Markets 2004 - 2010

(€ Bn. Revenue)



## International CEP-Markets 2004 - 2010

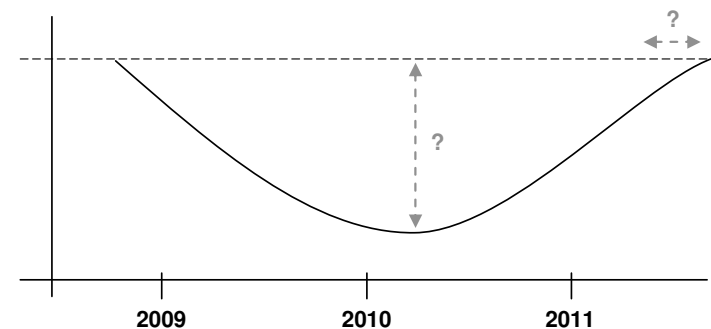
(€ Bn. Revenue)



## Economic Crisis has continuing Impact

- Ongoing trend of market slowdown, slightly increase 2009 ⇒ 2010 expected
- Crisis has not yet reached the job market with full impact
- National markets: “downtrading”
  - ⇒ price over speed
  - ⇒ B2C growing
  - ⇒ B2B 6 to 10% decrease of volume, 8 to 15% decrease in revenue
- Free transportation capacities mean no room for price increase

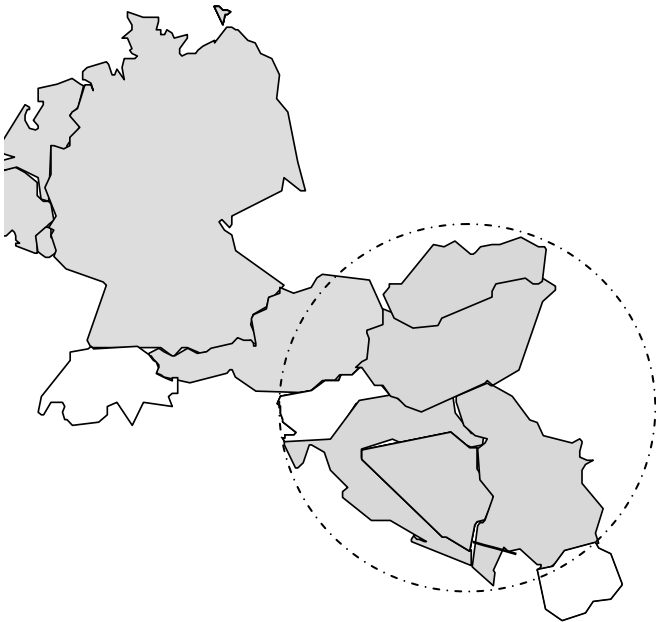
## Economies' U-turn?

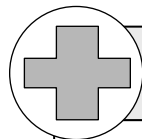


### CEE Region ...

- Recession has followed long growth phase
- National debt and unemployment on the rise
- FDI down, consumer spending stable to falling
- International trade far below 2008
- Industrial production far below 2008
- Growing number of bankruptcies
- National CEP-Markets only growing in BiH and HR
- CEP-Markets particularly impacted in HU and SR
- Market consolidation (in part. HU/HR/BiH)

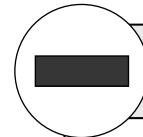
**... Recovery first expected in 2010**





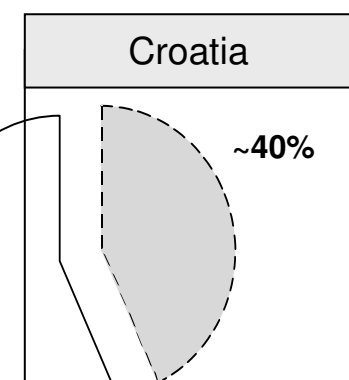
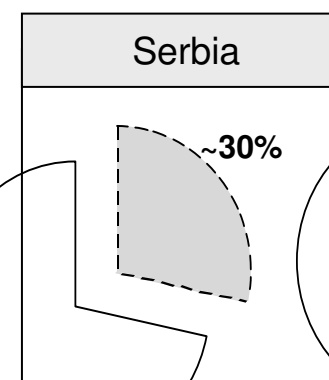
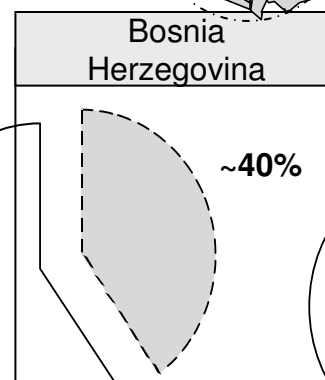
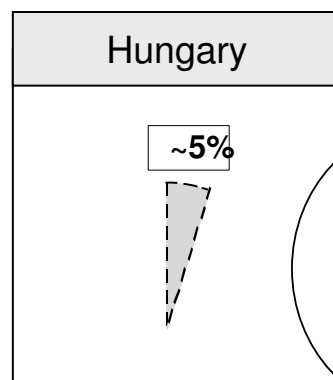
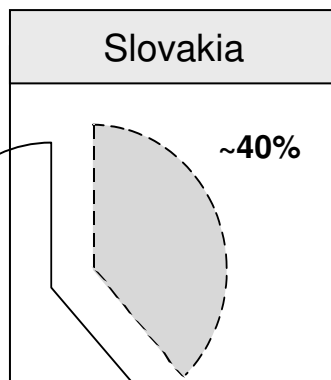
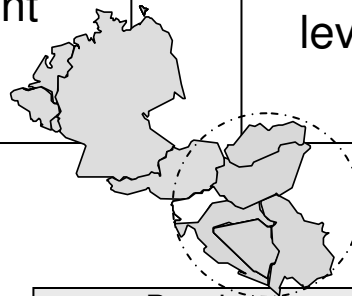
## Achievements

- Increased Quality of Service
- Highly motivated and committed employees
- Held up market share in all relevant markets



## Drawbacks

- As a reaction to the global crisis “grey practices” find their way into the Express and Parcel markets
- Post.at currently struggles to find a level playing field in several markets



est. Market share B2X, nat. 2009