

The Austrian Post In South-East Europe

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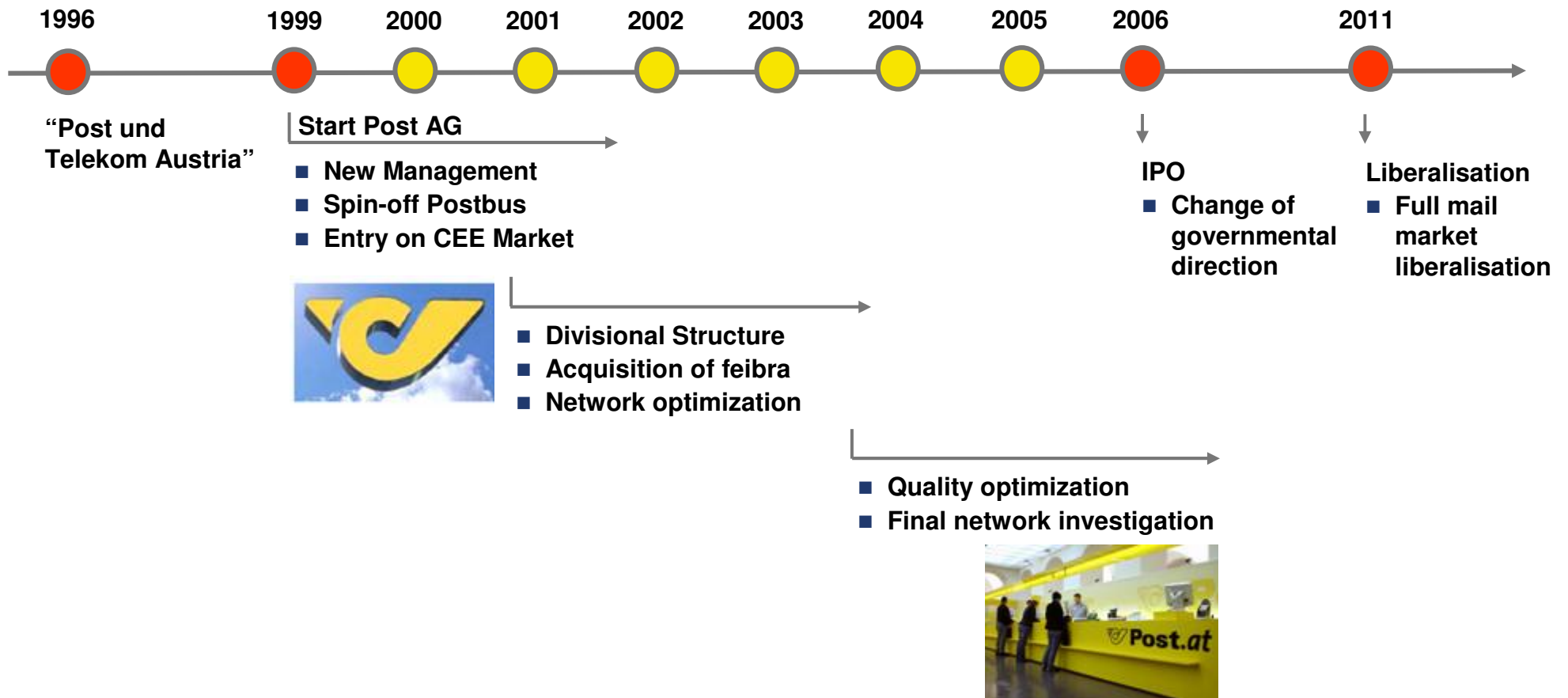
Key Facts

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

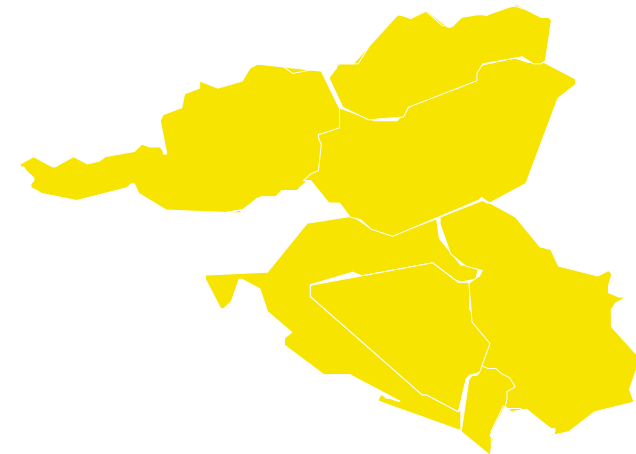
- Primary focus is 100% ownership
- Temporary minority investment possible if strategically necessary


Co-operation

- If economically, Co-operation serve the internationalisation strategy

CEE & SEE

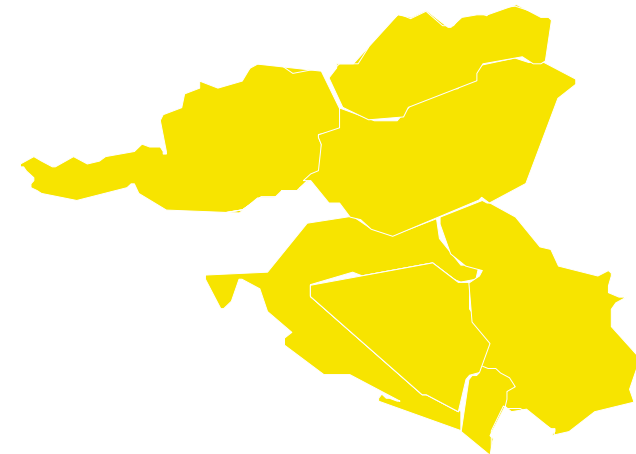
- High economic growth rates
- High investments in infrastructure
- Geographical proximity to Austria
- High level of Austrian foreign direct investment in the region
- Postal services complement & facilitate further investment
- Perspective of EU membership for the Western Balkans in the upcoming years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