



EMISSION FREE DELIVERY AT AUSTRIAN POST

A GREEN FLEET TRANSFORMATION FROM LINEAR TO
CIRCULAR

INTERNATIONAL MOBILITY DAYS – WKÖ VIENNA

Paul Janacek
VP Group Fleet
Nov. 23rd 2023



AUSTRIAN POST AT A GLANCE



Mail

- Letter Mail
- Direct Mail
- Newspapers & Magazines

Revenue 2022:
EUR 1,218m



Parcel & Logistics

- Parcels & Express
- Fulfilment & Cash Transport
- E-Commerce Services

Revenue 2022:
EUR 1,215m



Retail & Bank

- Branch & Financial Services
- Customer Services

Revenue 2022:
EUR 123m

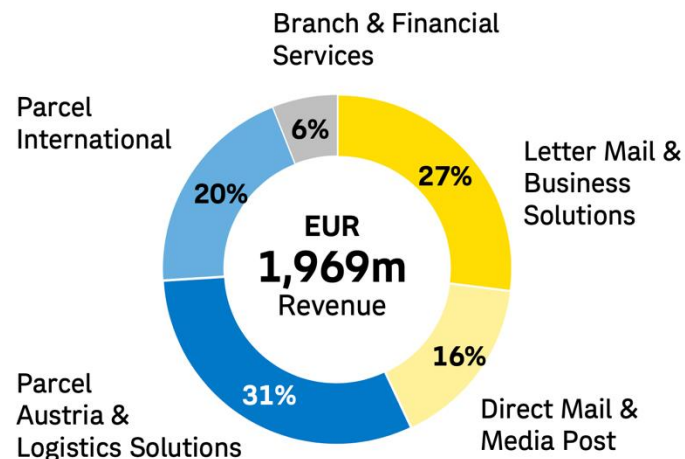
Group

Revenue 2022: EUR 2,522m

EBITDA 2022: EUR 373m

EBIT 2022: EUR 188m

Revenue mix Q1-3 2023



STRATEGY OF AUSTRIAN POST: AHEAD TO THE FUTURE



1

Defending market leadership and profitability in the core business



Sustainability, diversity and customer orientation as guidance for all activities

2

Profitable growth in near markets



3

Build-up of retail and digital offerings for private customers and SMEs

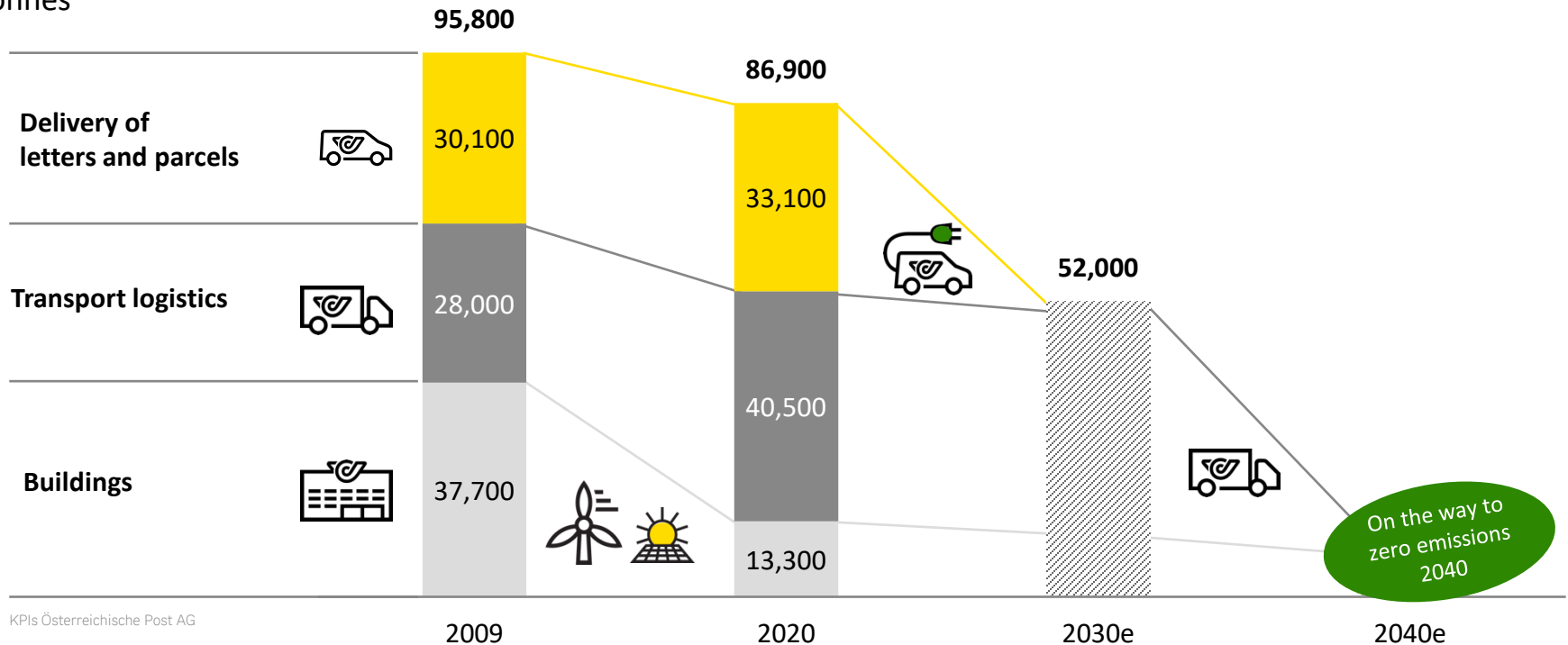


CARBON TRANSITION PLAN – ROADMAP AUSTRIA 2020 – 2030 – 2040



Carbon emissions (Scope 1-3)

tonnes

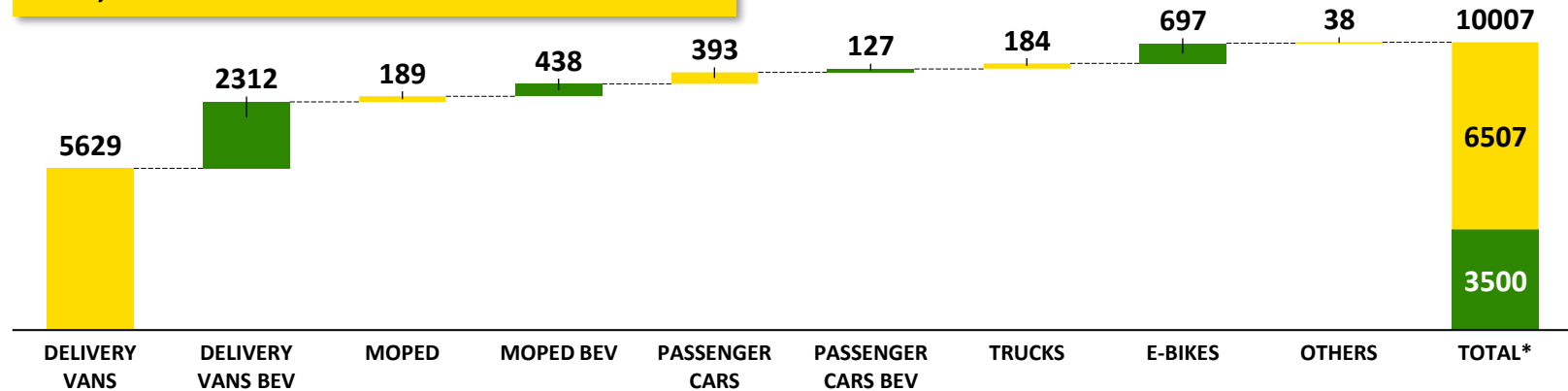


KPIs Österreichische Post AG

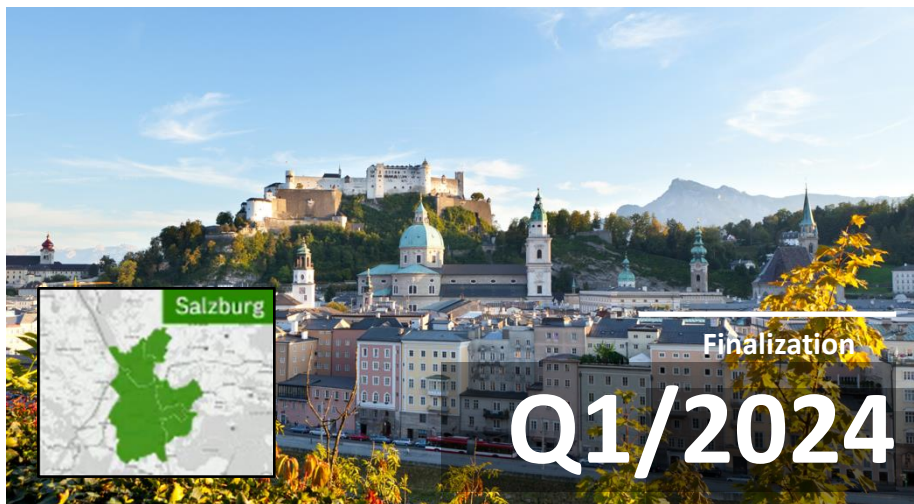
GROUP FLEET – VEHICLES IN OPERATIONS (AS OF 09/2023)



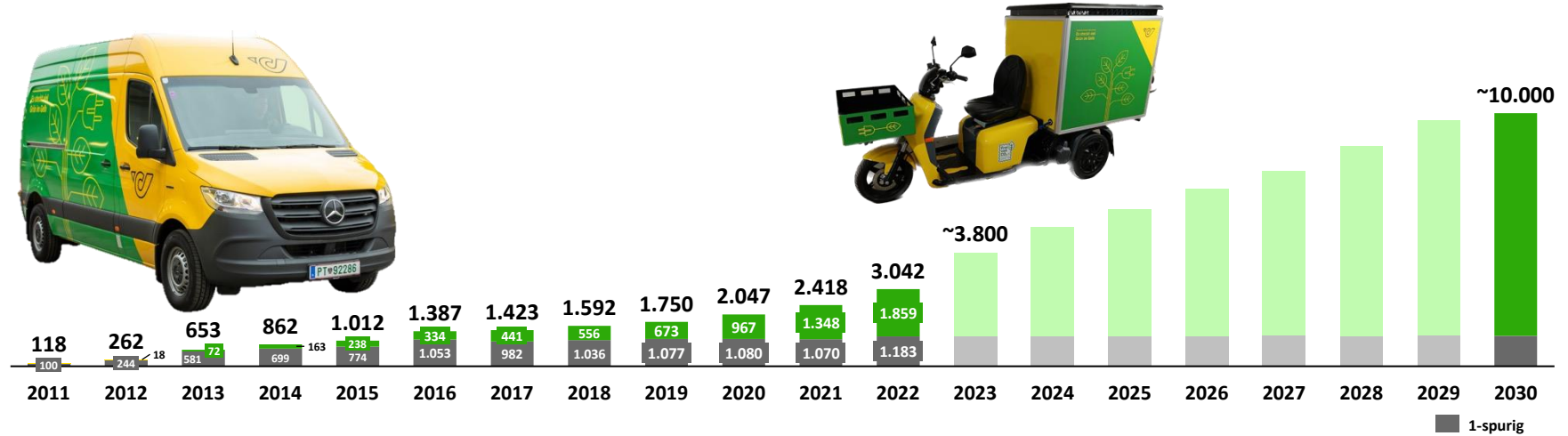
- 102,1 M. Kilometer
- 11,1 M. Liter Diesel
- 0,3 M. Liter Ad Blue
- 0,2 M. Liter Petrol
- 0,03 M. kg Gas
- 5,6 M. kWh



2023: GREEN CITIES NEXT STEPS



BEV FLEET: SINCE 2022 BEV-ONLY ACQUISITION FOR LAST MILE DELIVERY ADDING ADDITIONAL 1.000+ BEVS IN 2023



- Despite supply chain issues, addition of 1.000 BEV delivery vans 2023.
- In parallel ramping up number of charge points to almost 3.000 eoy.
- Increasing efforts and initiatives related to city logistic optimization with implementation of customized, small city vehicles with less street-space requirement but competitive payload.



WHAT STARTED AS A FLEET INITIATIVE IS NOW A TRANSFORMATION PROJECT TO RETHINK MOBILITY AND STARTING POINT TOWARDS CIRCULAR ECONOMY



1. Vehicles

- ✓ Vehicle mix and ranges
- ✓ Operational fit
- ✓ Total cost of ownership



2. Charging Management

- ✓ Future-Fit product mix available (AC/DC/C@H)
- ❖ Constraints with grid capacity/professionals

4. Second Life

Subsequent use of vehicle batteries
as stationary power system
Integration of solar systems

3. BEV Life-Time Optimization

- Long term experience & analytics reg.
- Maintenance
 - Regional areas of operations/fleet rotation
 - State of Health battery systems

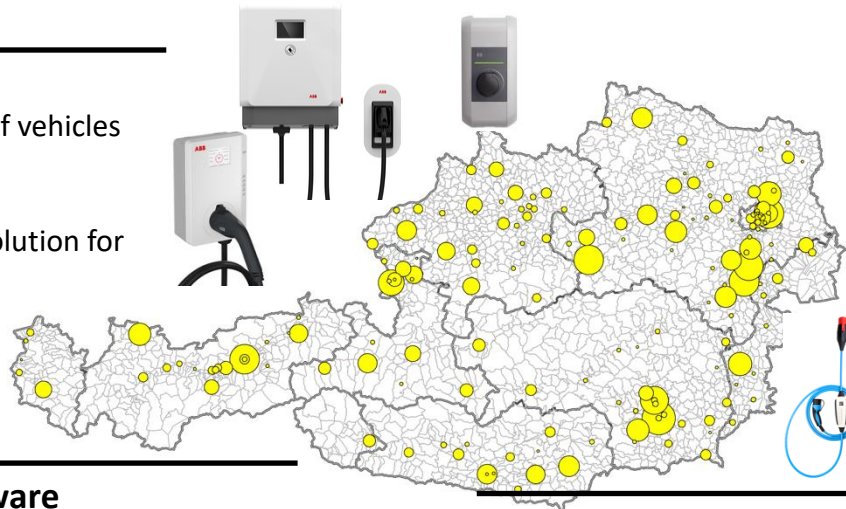
Life-Time-Maximation

CHARGING NETWORK: DENSE CHARGING NETWORK OF AROUND 3,000 CHARGE POINTS ON 250+ LOCAL DEPOTS & LOGISTIC CENTERS



Basic set-Up

- Fixed daily routes for majority of vehicles on 250 depots
- Parking time between 12-14
- Need for alternative charging solution for around 20% of fleet



Charging infrastructure

- Majority of AC, “overnight”
- Accelerated charging with DC/25 kW
- HPC charging upcoming for trucks
- Charge@Home started this year

Network Management Software

- Requirement to operate a high quality and fail-safe network
- Need for smart charging
- Dynamic charging to avoid peaks and stretch sessions
- Shift of charging sessions to cheaper slots

In the making

- First installation of V2G hardware
- Currently missing vehicle opportunities, especially for LCVs.
- First pilots expected for 2024 with passenger cars.



WHAT STARTED AS A FLEET INITIATIVE IS NOW A TRANSFORMATION PROJECT TO RETHINK MOBILITY AND STARTING POINT TOWARDS CIRCULAR ECONOMY



1. Vehicles

- ✓ Vehicle mix and ranges
- ✓ Operational fit
- ✓ Total cost of ownership



2. Charging Management

- ✓ Future-Fit product mix available (AC/DC/C@H)
- ✗ Constraints with grid capacity/professionals

4. Second Life

Re-Use of vehicle batteries
as stationary power system

Warehousing of spare parts/re-use of
vehicle bodies

Integration of solar systems

3. BEV Life-Time Optimization

Long term experience & data analytics reg.

- Maintenance
- Regional areas of operations/fleet rotation
- State of Health battery systems

Life-Time-Maximation

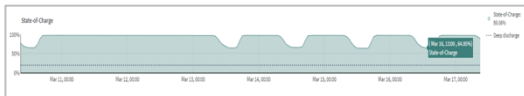
FOCUS AREA

THINK CIRCULAR: VEHICLE DATA MANAGEMENT IS THE PRIMARY FOCUS OF OPERATIONS

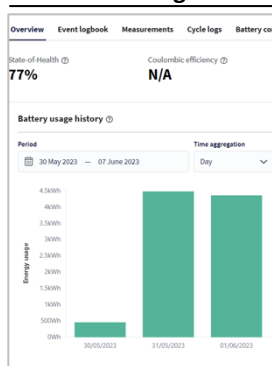


INCREASING IMPORTANCE OF DATA COLLECTION

Daily SOC status



SOH monitoring



Symbolic

SECOND LIFE OF THE MOST VALUABLE ASSET



Standardized shelf system
with integrated BMS & scale
able

- State of battery system defines operational life-time of BEV
- Currently two opportunities end-of-life:
 - Re-Marketing of LCVs with proper condition of battery system
 - 2nd life in stationary system
- First prototypes ready by the end of this year

FUTURE AHEAD: FLEET ELECTRIFICATION BEYOND MOBILITY BOARDERS TO TRANSFORM COMPANIES FUNDAMENTALLY

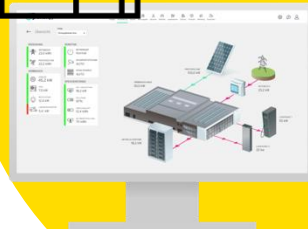


Maximizing solar power with 15 MW peak in 2024 as interim goal.



Fleet integration of 8000 BEVs for optimized charging (V2G).

Centralized steering of energy



- Management system to steer optimum flow of energy production, consumption and storage.
- Cut and shift demand peaks from grid.



Demand optimization to reduce grid constraints.



2nd life battery storage utilization for peak shaving and grid support.



thank you!