



CREATING VALUE FOR ITALY

PODCAST OF THE ANNUAL REPORT **2024**

01 PERFORMANCE

Welcome to the podcast dedicated to the financial results achieved by the Poste Italiane Group in 2024 based on the objectives defined in the Strategic Plan 2024-2028 The connecting Platform. The 2024 was a particularly significant year for the Group, confirming the solidity of the sustainable growth path undertaken in recent years. Revenues reached a record value of €12.6 billion, with a 5% growth over 2023. Adjusted EBIT also stood at a record level: €2.96 billion, or 3 times the 2017 value. The net profit realised was over €2 billion.

In addition to careful cost discipline, the growth recorded in the various business areas in which the Group operates contributed to these results. In particular, we highlight the performance on the interest margin and in the parcel segment.

The latter recorded increasing volumes by 20% compared to 2023 with over 300 million parcels delivered, tripling the 2017 level. A result that confirms the role of the Group as first operator in B2C in Italy.

In March 2024, the new business plan 2024 – 2028 "The Connecting Platform" was presented, which is based on two fundamental guidelines:

- a new business service model aimed at maximising the value of the 'platform' company in a diversified, integrated and sustainable manner;
- and the Group's transformation into a complete logistics operator, ensuring the financial sustainability of the Mail, Parcels and Distribution segment.

In line with the objectives defined in the aforementioned Strategic Plan, the Group confirms itself as a safe reference point for the savings of Italians, with a level of client total financial assets of €590 billion, up by €9.7 billion compared to the end of 2023, supported both by investment products and by customer deposits.

In 2024, new all-time highs were also reached in total gross inflows amounting to €69 billion, and in inflows related to mutual funds, which reached a value of approximately €6 billion.

The insurance segment continued to outperform the market during the year, with net inflows in the Investments and Pension business positive and amounting to €1.5 billion; while in the protection segment, premiums collected during the year exceeded €1 billion for the first time.

With the aim of accelerating the implementation of the business strategy, and in particular in the process of transforming into a complete logistics operator, the Group launched further new initiatives in 2024:

- in March, “Poste Logistics” was set up to support integrated logistics;
- in April, “Locker Italia” was established to develop a network of lockers dedicated to last mile parcel deliveries;
- in addition, the company “SPV Cosenza” was established for the management and rationalisation of integrated healthcare logistics for the Cosenza Provincial Health Authority, testifying to the company’s strategy to invest in high-potential segments such as logistics for health and hospital companies.

In light of the results achieved, the broad visibility of future cash flows and the Group’s capital strength, management proposed the improvement of the dividend policy, with an increase of the payout ratio from 65% to 70% for the five-year period 2024-2028.

The dividend for the year 2024 is €1.08 per share, up 35% on the previous year’s value.

Since the listing in 2015, shareholders have benefited from high and increasing overall remuneration, with performance exceeding the values recorded by the main index of the Italian stock exchange. Since April 2017, the Poste Italiane share price has risen from just over €6 to over €18 in May 2025, effectively tripling its market capitalisation from €8 billion to over €24 billion in 8 years.