



PRESS RELEASE

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InPost S.A. provides Q4 and full year 2021 operational update

Record 180 million parcels delivered in Q4, or 71% year-on-year growth (19% on a pro-forma basis). More than 20,000 APMs deployed, above the high-end of previous full year 2021 outlook range.

Q4 2021 Operational Highlights

	Q4 2021 (reported)	Q4 2020 (reported)	YOY growth	Q4 2020 (pro-forma) ¹	YOY growth
Poland parcel volumes (million)	126.6	104.5	21%	104.5	21%
APM	107.3	86.0	25%	86.0	25%
to-door	19.3	18.5	4%	18.5	4%
International parcel volumes (million)	53.7	1.0	nm	46.8	15%
<i>Of which Mondial Relay</i>	50.1	0.0	nm	45.8	9%
<i>Of which UK + Italy</i>	3.6	1.0	260%	1.0	260%
Total parcel volumes (million)	180.3	105.5	71%	151.3	19%

FY 2021 Operational Highlights

	FY 2021 (reported)	FY 2020 (reported)	YOY growth	FY 2021 (pro-forma)	FY 2020 (pro-forma)	YOY growth
Poland parcel volumes (million)	424.3	307.7	38%	424.3	307.7	38%
APM	354.8	247.2	44%	354.8	247.2	44%
to-door	69.5	60.5	15%	69.5	60.5	15%
International parcel volumes (million)	93.3	2.2	nm	184.3	131.8	40%
Mondial Relay	84.9	-	nm	175.9 ²	129.6	36%
UK + Italy	8.4	2.2	282%	8.4	2.2	282%
Total parcel volumes (million)	517.6	309.9	67%	608.6	439.5	38%
No. of APMs (#)	20,367	12,254	66%	20,367	12,254	66%
Poland	16,445	10,776	53%	16,445	10,776	53%
International	3,922	1,478	165%	3,922	1,478	165%
<i>Of which Mondial Relay</i>	313	-	nm	313	-	nm
<i>Of which UK + Italy</i>	3,609	1,478	144%	3,609	1,478	144%
No. of lockers (000s)	2,638	1,554	70%	2,638	1,554	70%
Poland	2,407	1,477	63%	2,407	1,477	63%
International	231	77	200%	231	77	200%
<i>Of which Mondial Relay</i>	39	-	nm	39	-	nm
<i>Of which UK + Italy</i>	192	77	149%	192	77	149%
No. of PUDOs (Mondial Relay)	16,989	-	nm	16,989	14,054	21%

¹ Pro-forma numbers include Mondial Relay results for FY2020 and FY2021 as if Mondial Relay was part of InPost Group in both years

² FY 2021 volumes includes 5.6 million of previously unreported, but invoiced, return parcels delivered in the first nine months of 2021

Rafał Brzoska, Founder and CEO of InPost

// In 2021 we continued to widen our leadership in the Polish market while we accelerated our efforts to bring the convenience and economic efficiencies of the automated out-of-home delivery experience to European consumers and merchants. Moreover, the underlying trends we are monitoring leave us even more confident about the benefits of our differentiated offering and the longer-term opportunity to become Europe's most sustainable and efficient last mile delivery solution.

Consistent with our prior outlook, we delivered 180 million parcels in Q4, up 71% year-on-year on a reported basis, with record volumes across all our markets. We also continued to make excellent progress in key strategic initiatives that will support our longer-term growth.

Over the course of 2021, we significantly accelerated our network expansion in Poland. We ended the year with more than 16,400 APMs and 2.4 million lockers, bringing more than 56% of consumers within a 7 minute walk of an InPost APM vs 50% at the end of 2020. It is clear that as proximity and familiarity rise, usage for many consumers becomes ubiquitous.

As a key enabler of e-commerce in Poland, supported by our investments, unique logistics capabilities and operational excellence, we were able to offer even greater levels of convenience and APM user experience during the key "peak" season. For example, we saw record daily volumes in December and were able to extend the cut-off day for guaranteed Christmas deliveries by one day, to December 22nd. In addition, more than 2.5 million parcels ordered on the 22nd and 23rd of December were delivered by 3pm on Christmas Eve, with the capacity to ship even more volumes.

I am particularly pleased with the early progress we have made with Mondial Relay as we transform the out-of-home delivery experience across its markets, most notably in France. PUDO parcel volumes increased by 14% year-on-year in the fourth quarter, while we have also seen stronger-than-expected initial consumer usage of our newly deployed APMs, supporting our investment plans and expected acceleration in growth over the coming years.

We achieved another significant milestone in the UK during the fourth quarter, deploying our 3000th APM. We also continued to see accelerating consumer and merchant demand for our services, with 250% year-on-year volume growth in Q4. We are now live with more than 150 leading brands in the UK and over the course of the year signed significant landlord contracts with Tesco, WH Smiths, and Lidl. Within our targeted urban clusters, the number of potential customers within 5 minutes of a locker has risen from 2 million to almost 7 million in the last year.

Despite ongoing macro and COVID-related uncertainty across the globe, we remain fully focused on executing our pan-European growth strategy. Supported by strengthening secular consumer tailwinds in areas such as sustainability, convenience and efficiency, we look forward to 2022 with confidence and clarity on our mission to transform the last mile delivery experience. //



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This press release contains forward-looking statements. Other than reported financial results and historical information, all statements included in this press release, including, without limitation, those regarding our financial position, business strategy and management plans and objectives for future operations, are, or may be deemed to be, forward-looking statements that reflect the Company's current views with respect to future events and financial and operational performance. These forward-looking statements may be identified by the use of forward-looking terminology, including the terms "believes", "estimates", "plans", "projects", "anticipates", "expects", "intends", "may", "will" or "should" or, in each case, their negative or other variations or comparable terminology, or by discussions of strategy, plans, objectives, goals, future events or intentions. These forward-looking statements are based on the Company's beliefs, assumptions and expectations regarding future events and trends that affect the Company's future performance, taking into account all information currently available to the Company, and are not guarantees of future performance. By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future, and the Company cannot guarantee the accuracy and completeness of forward-looking statements. A number of important factors, not all of which are known to the Company or are within the Company's control, could cause actual results or outcomes to differ materially from those expressed in any forward-looking statement as a result of risks and uncertainties facing the Company. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this press release and are subject to change without notice. Other than as required by applicable law or the applicable rules of any exchange on which our securities may be traded, we have no intention or obligation to update forward-looking statements.

Enquiries:

InPost

Sherief Bakr, Investor Relations

sbakr@inpost.pl

+44 7756 205 027

Wojciech Kądziołka, Spokesman

wkadziolka@inpost.pl

+48 725 25 09 85

Powerscourt

James White and Elly Williamson

inpost@powerscourt-group.com

+44 7855 432 699 / +44 7970 246 725