



Together 24/7

Transforming
e-Commerce
Last Mile



Agenda

1. About InPost Group
2. Poland: Strengthening leadership position
3. International: Strong momentum for France and the UK expansion

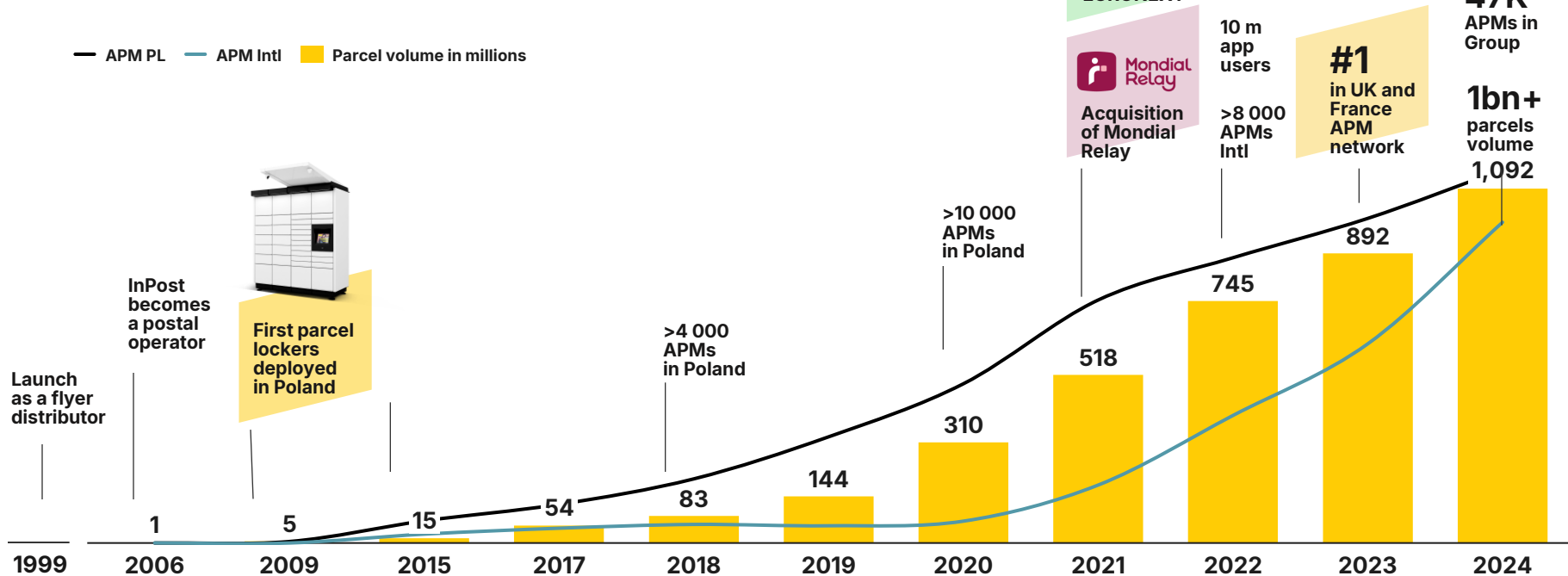




About InPost Group



A journey of remarkable growth over the years



Record-breaking 2024 for InPost Group

Parcel volumes

1.1b
+22% YoY

Revenue

PLN 11b
+23% YoY

Capex

PLN 1.4b
+37% YoY

Adjusted EBITDA

PLN 3.6b
+33% YoY

Group FCF¹

PLN 0.9b
+22% YoY

Net leverage

1.9x
vs. 2.2x EOY 2023



Q1 2025: Profitability uplift across all markets and double-digit revenue growth

Q1 2025 Group key numbers

Volume

272 m

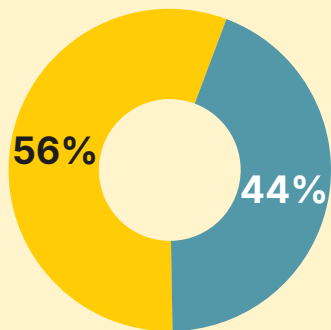
+12% YoY

Revenue

3.0 b

+22% YoY (29% ex. FX)

Split of Revenue



■ Poland

■ International

Adjusted EBITDA

0.9 b

+24% YoY

Adjusted EBITDA Margin

31.9%

+50 bps YoY

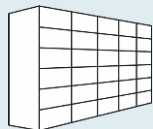
Acquisition of
Yodel

8%

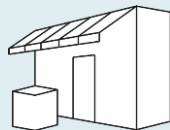
market share
in the UK after aquisition

May 2025
start of consolidation

Strengthening APM leadership in Europe: +3k in Q1 2025



50,000
APMs
+32% YoY in Q1



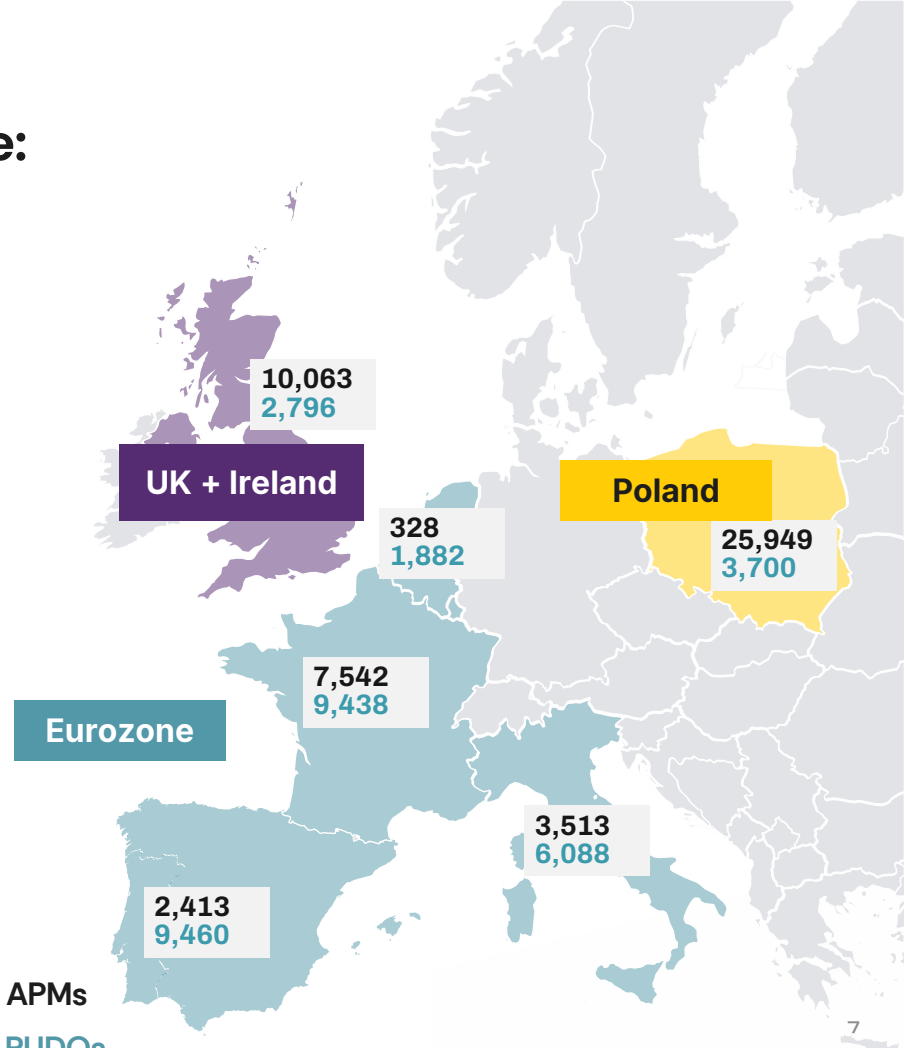
33,000
PUDO points
+5% YoY in Q1

OOH optimization

APM – Automated Parcel Machine,
PUDO – Pick-Up, Drop-Off point;
All data as of the end of Q1 2025;
Source: Company data.

Number of APMs

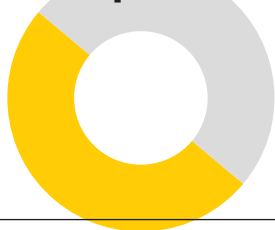
Number of PUDOs



Positioning for unprecedented growth in European markets

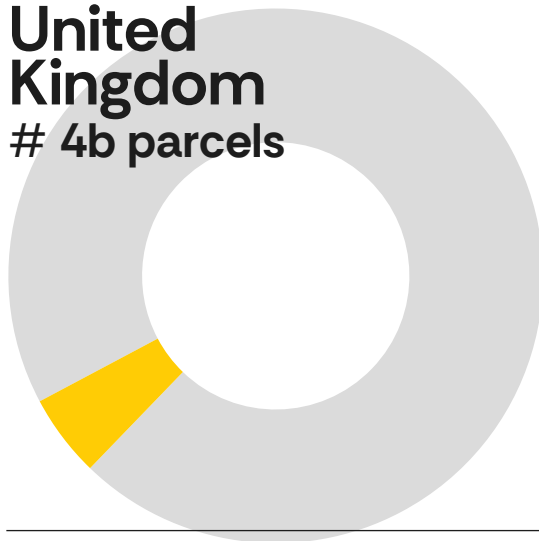
E-commerce markets by country

Poland
1.4b parcels




OOH market above 60%

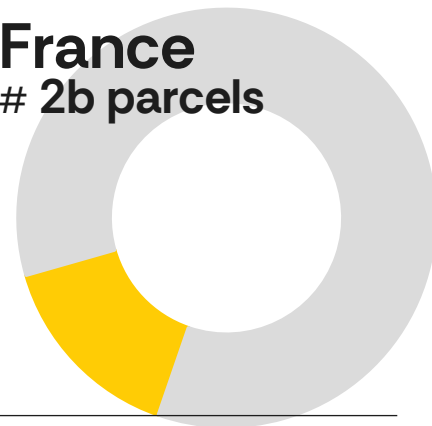
United Kingdom
4b parcels



To-door still over 70%

 InPost market share

France
2b parcels

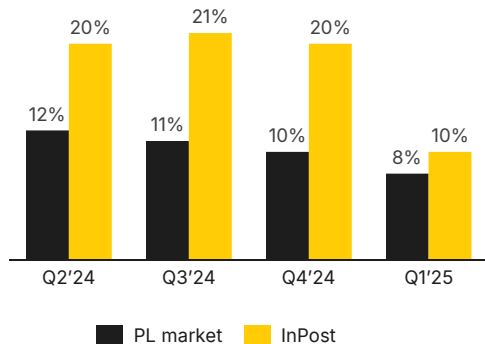


Data in pie charts presents estimated addressable parcels volume;
Source: Company data, market reports.

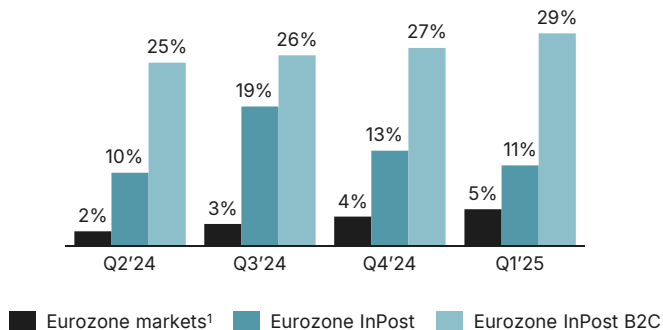
Consistently outperforming the market

InPost and total e-commerce market volume growth YoY

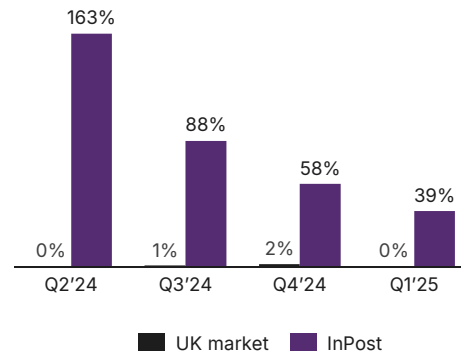
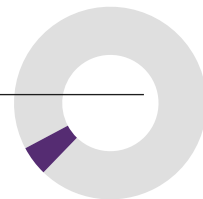
Poland



Eurozone



United Kingdom



Our business at a glance

Seller



Retail

Online purchase and choice of delivery method

InPost



Collecting

Parcel collection via InPost



Sorting shipments



Linehaul / Transport



Last mile (APM/2D)

Shipment delivered to the selected Parcel Locker along with a notification sent to the Customer

Fulfillment

The parcel is collected from the sorting hub and sent for delivery

Consumer



Customer collects shipment



Our business flywheel

for merchants

1. More sales
2. Reliability
3. Low delivery cost
4. Sustainability



and consumers

1. Convenience and flexibility
2. Reliability
3. Ease of use
4. Sustainability

One company
– two brands, with the highest
NPS in Poland and France



77 #1
NPS index in Poland

37 #1
NPS index in France



14.1m
app users
in Poland



2.0m
app users
in the UK



4.2m
app users
in France

Our app users send & receive **40-50%** more parcels than non app users

On the path to NET-ZERO

InPost CO₂ reduction
from delivery to APM /
PUDO vs. to-door¹

Last mile

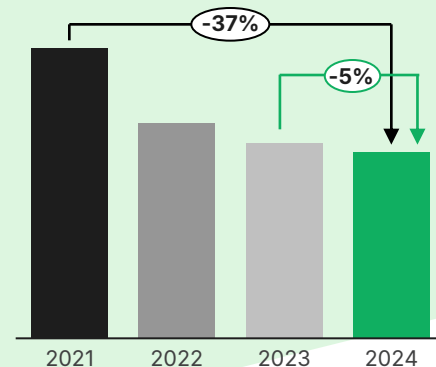
98% less CO₂

Whole route

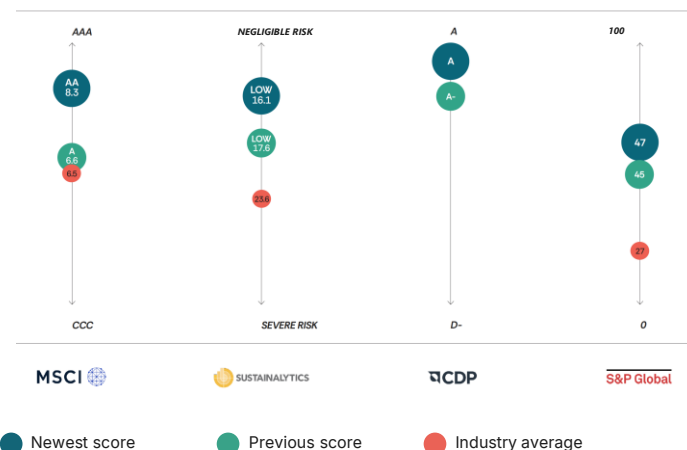
71% less CO₂

InPost Group CO₂e
emissions per parcel
continue to reduce

Scope 1, 2, 3 - market-based emissions per
volume [t CO₂e/million parcels]²



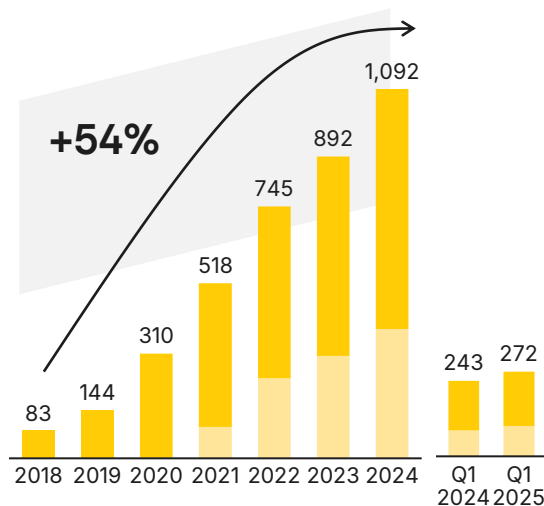
InPost Group
ESG ratings
improvement



Group results

Group Parcel volume

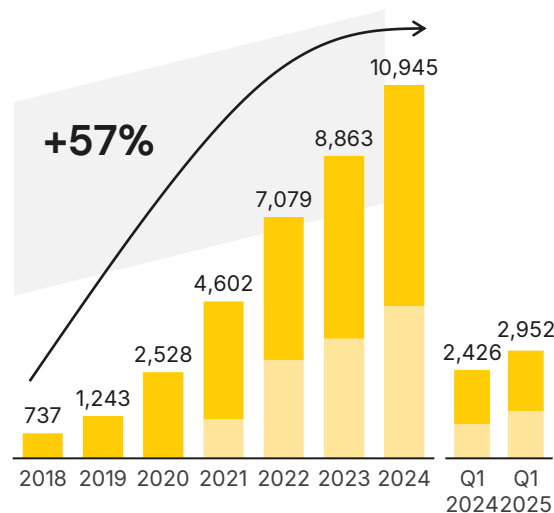
million



Poland
International

Group Revenue¹

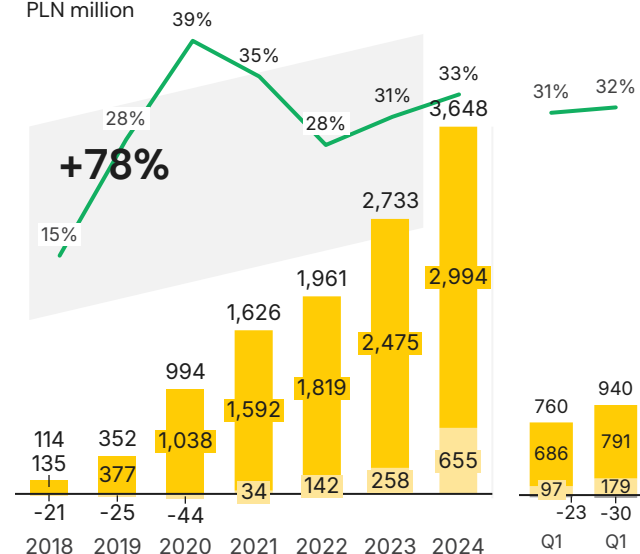
PLN million



Poland
International

Group Adjusted EBITDA

PLN million



Poland
International
Group costs

Adjusted EBITDA margin

1) Revenue and Other Operating Income;



Poland: Further customer and merchant loyalization



InPost locker is a simple, quick and convenient solution

24/7
availability

No need
to queue

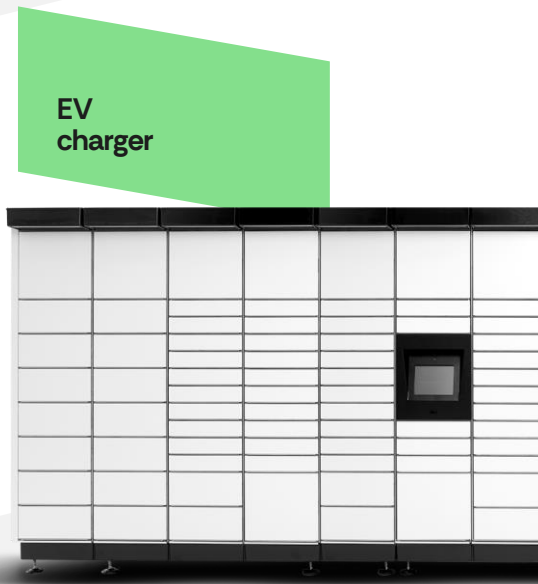
EV
charger

Pick up/drop
off in less
than 30 sec

Multiple
parcels in the
same locker

QR code
scanner

Convenient
location



Mobile app features

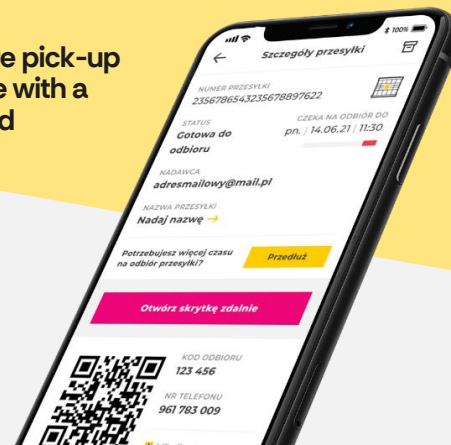
Contactless
locker opening

Parcel tracking
and redirection

Pick-up time
extension

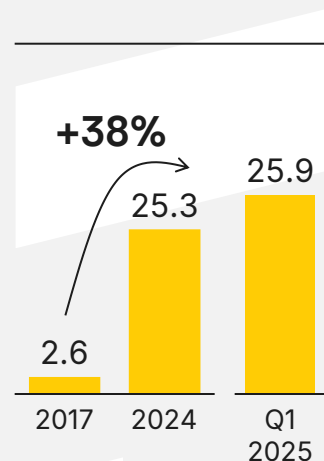
Sending parcels
without label

Share pick-up
code with a
friend

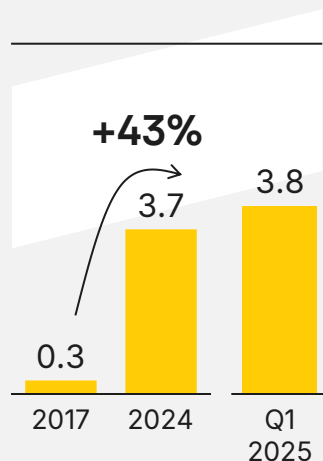


Network density - a key driver of parcel volume growth

#k APMs

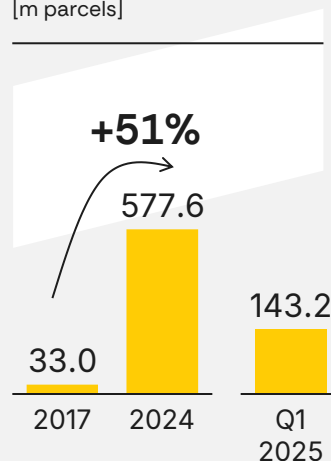


#m lockers



APM volume

[m parcels]



64%

% population within 7 mins walk from InPost APMs

90%

% population within 7 mins walk from InPost APMs – urban areas

CAGR
2017-2024

CAGR 2017-2014 relates to all charts on the slide

Loyal and sticky user base

Half of the Polish population uses our APMs

#m active app users¹

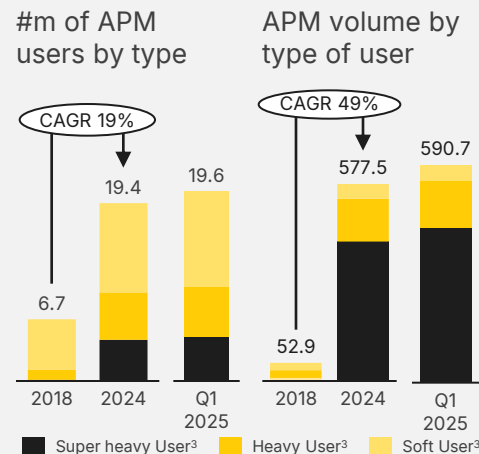
19.6m

APM users

14.1m

App users

~20% of the most loyal² APM users account for 70% of APM volumes

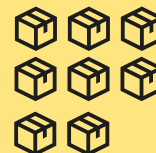


User order frequency increases over time

2018

8

parcels/user



Q1 2025

30

parcels/user



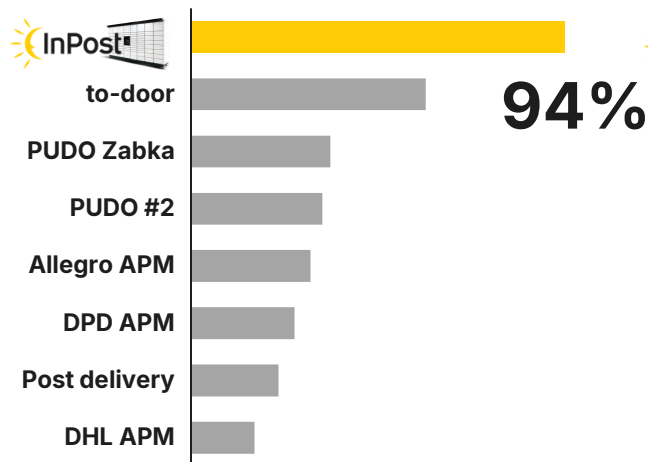
1. Company defines an active user as someone that "downloaded and registered the app"; 2. Super heavy users; 3. Super Heavy User – received at least 40 APM parcels within last 12 months; Heavy User – received at least 13 APM parcels within last 12 months; Soft User – received at least 1 APM parcel within last 12 months;

The Love Brand

– Loyal users prefer InPost and shop across multiple merchants

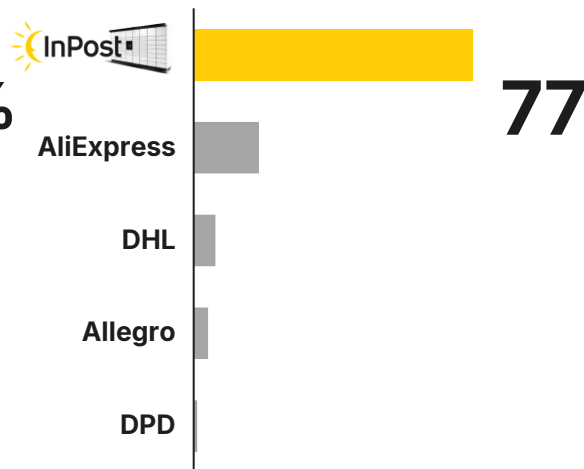
InPost APMs - the preferred way of delivery

Most frequent way for parcel delivery



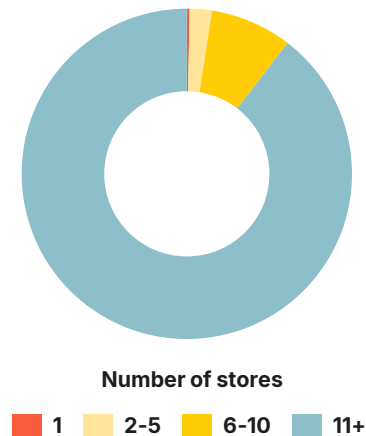
Unmatched InPost NPS level

InPost APM and competitors' NPS scores



Loyal² users are multi-store shoppers

Loyal customers [%] by number of shops they ordered from

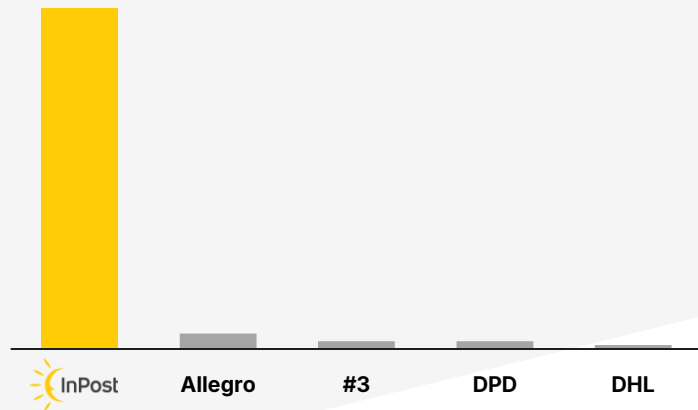


InPost APMs can make or break conversion rates

APM of choice

APMs chosen most often for delivery (%)

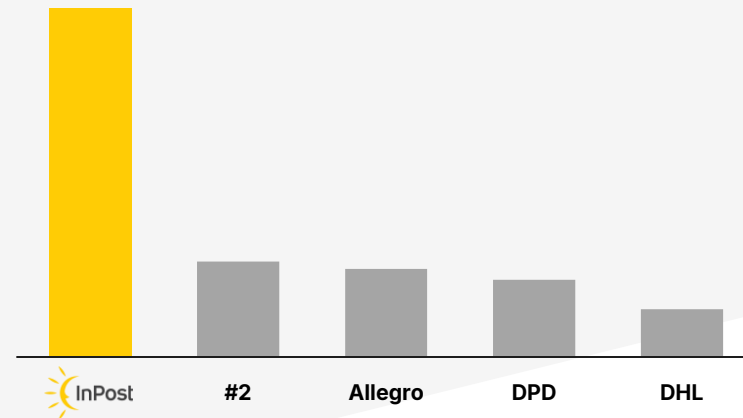
88%



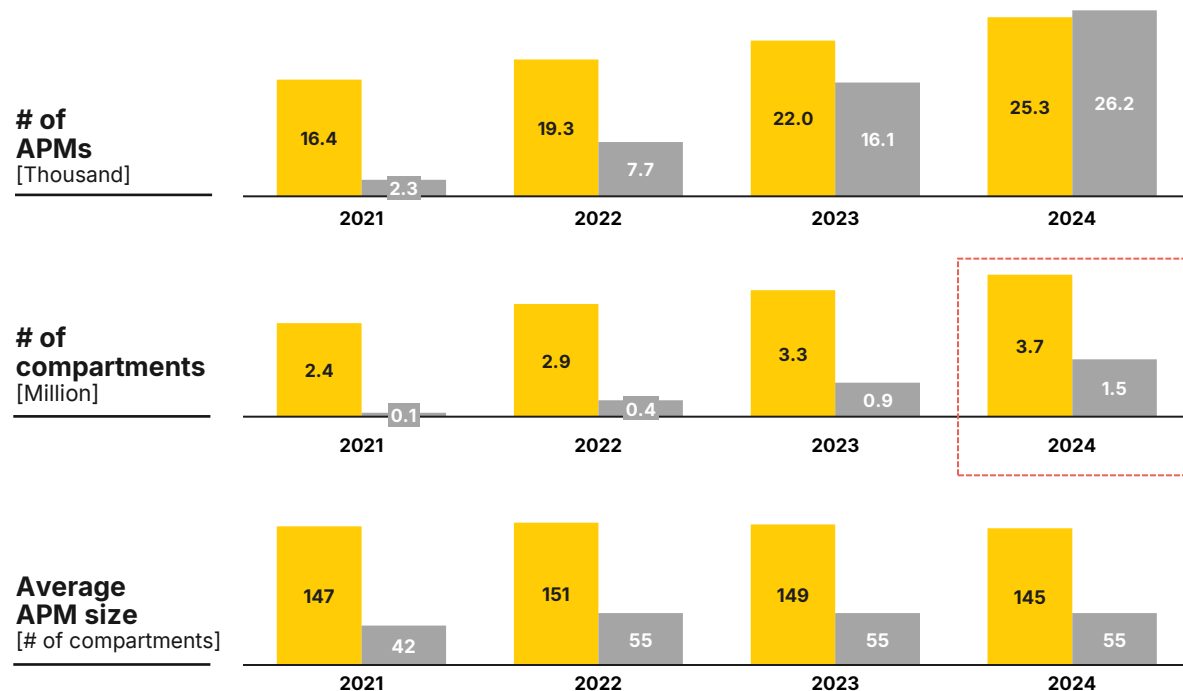
Motivates to shop online

APMs motivating to shop online (%)

95%

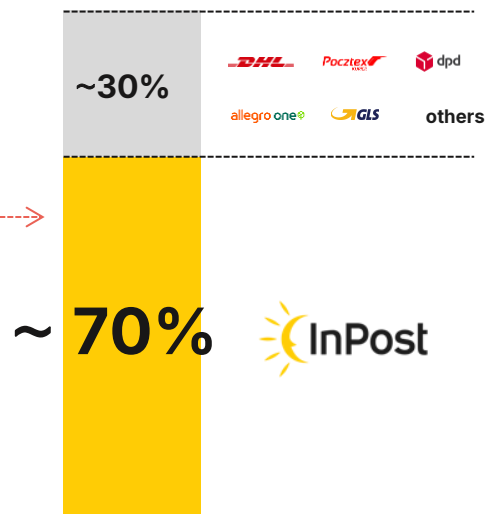


The leader in lockers



■ InPost Group PL ■ Competitors

Split: # of compartments in Poland



Poland

Innovation is in our DNA: **InPost Pay** and unique loyalty programme

8.3m

Registered users

InPost Pay:
2-clicks checkout

Fully integrated payment
with delivery and returns

30%-70%

increase in conversion at
the checkout

2,000+

integrated merchants

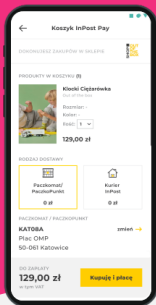
1

Choose
a product...



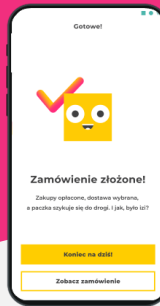
2

Confirm
order...



3

...and wow,
ready!



11.5 million users

already participating in the
Loyalty Programme

9m+

 Parcels
increment

**Incentives and
gamification for
users**



**Supporting InPost
ecosystem by
encouraging users
to use Pay & Fresh**



**Our programme
boosts merchants
and users
loyalisation**



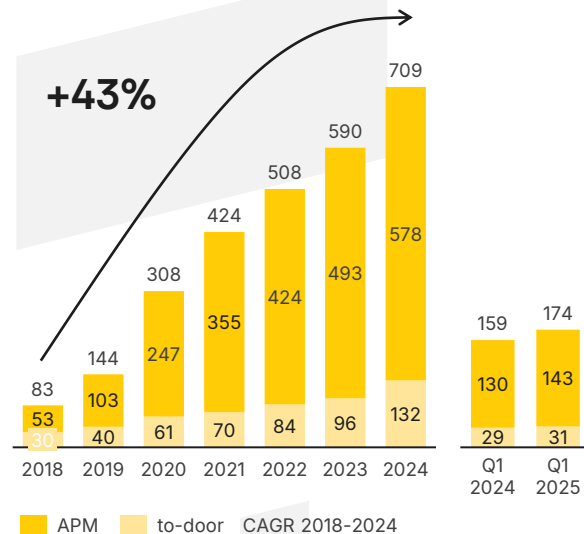
40% of TOP 100

InPost merchants to be integrated by 2025 YE

High operational leverage driving exceptional results

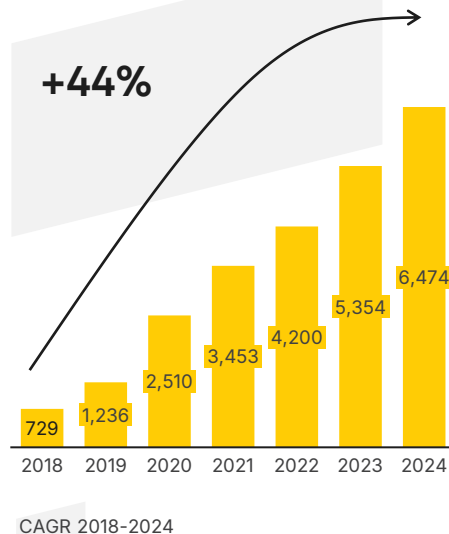
Parcel volume in Poland

million



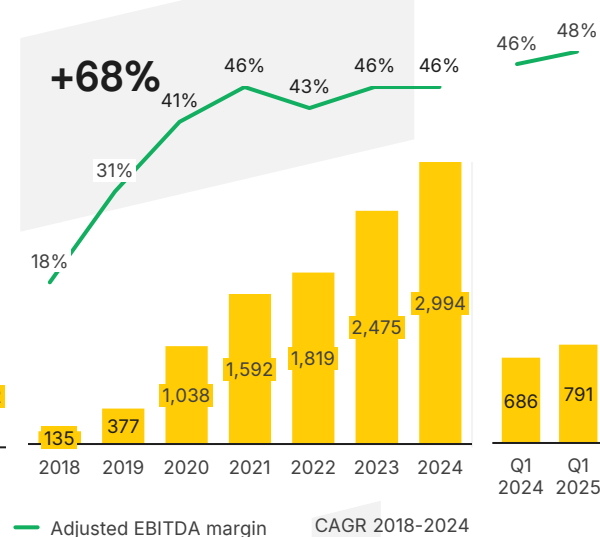
Revenue in Poland¹

PLN million



Adjusted EBITDA in Poland

PLN million



International: Driving B2C and network expansion



Very strong positioning for international expansion

Company factors

1. **Highly resilient model in Poland with sustainable profitability and strong cash generation**

2. **High-quality standardized service for consumers (outstanding InPost UX vs other solutions)**

3. **Successful track record in Poland**

Market factors

1. **First-mover advantage**

2. **Cross-border opportunity**

3. **ESG advantage for merchants, customers & regulators**

4. **Inflationary cost pressures on retailers**

International revenue

44%

of total InPost Group revenue

International out-of-home points

64%

of total InPost Group out-of-home points

International expansion of OOH points and logistics sites

4 Scale Economies

All markets profitable
Market share gains across all geographies

3 Wider Merchant Adoption

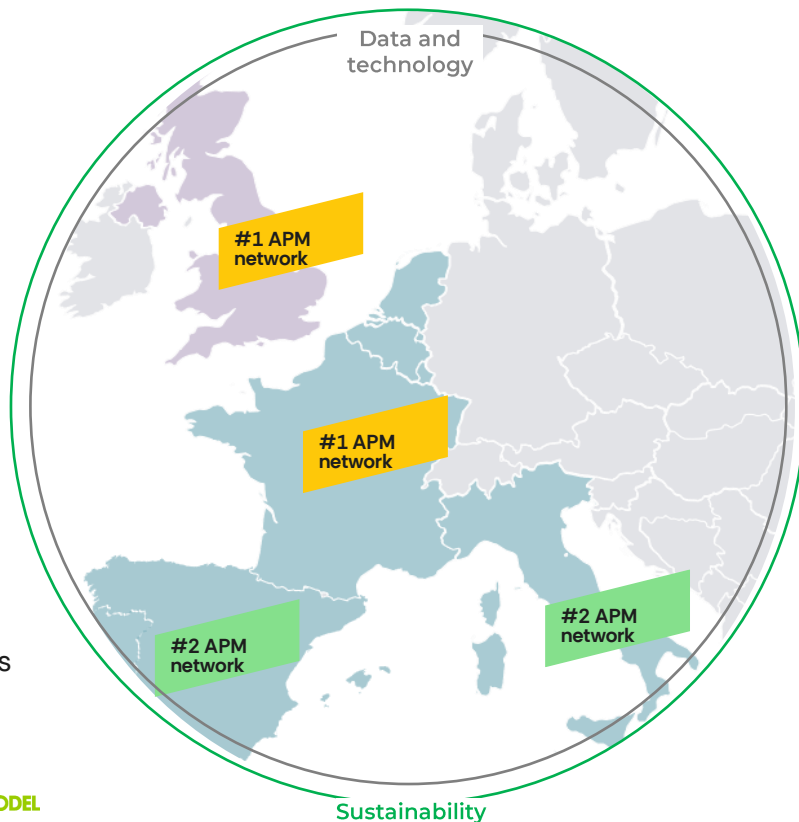
56k+ Merchants
Improving InPost lockers visibility at the check-out

1 Greater Convenience

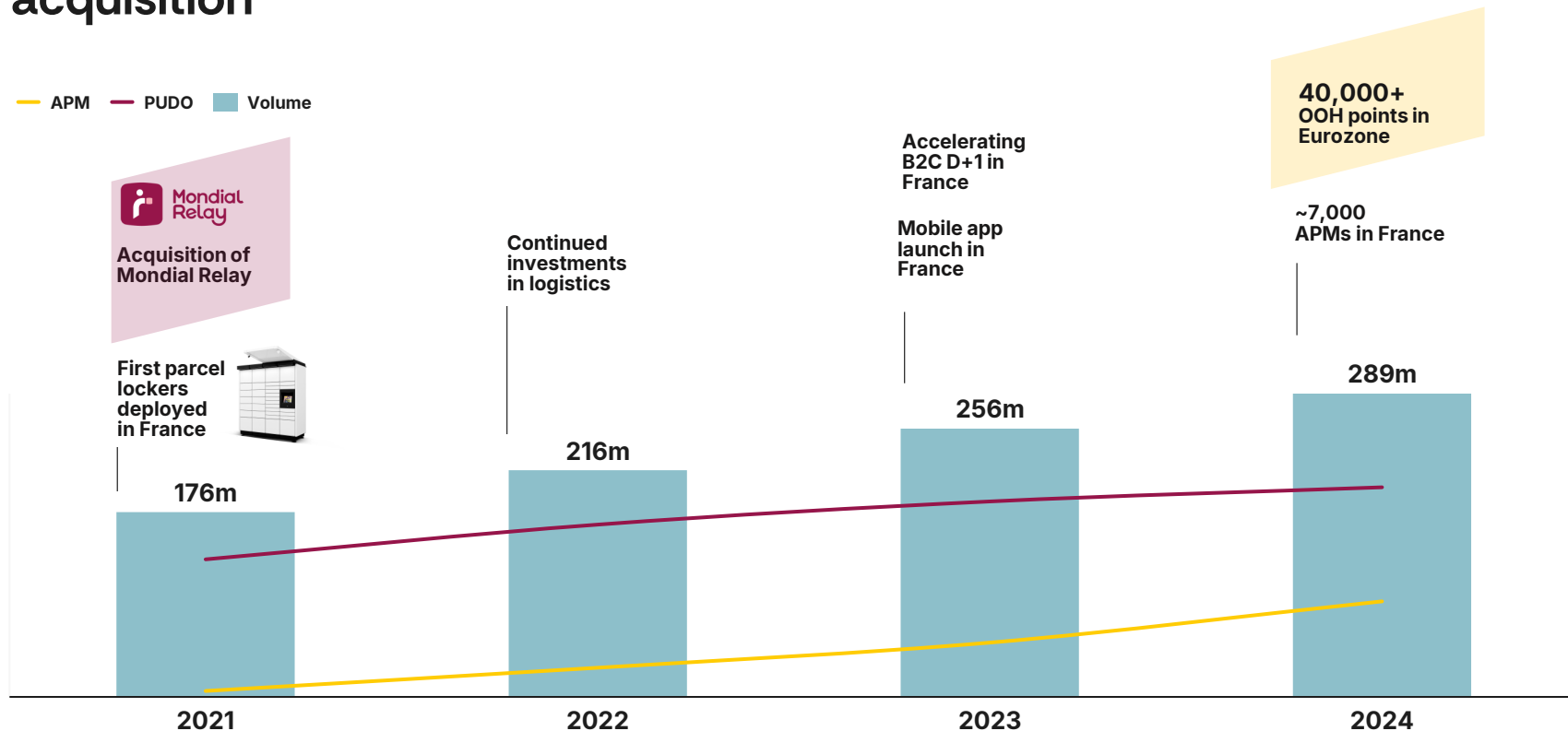
+11k
New OOH points in 2024 including 8k APMs; Over 2k new APMs in Q1 2025
+21
New Logistics sites in 2024

2 Improved Customer Experience

Mobile app with new features
Planned app rollout in 2 new markets in 2025
New services

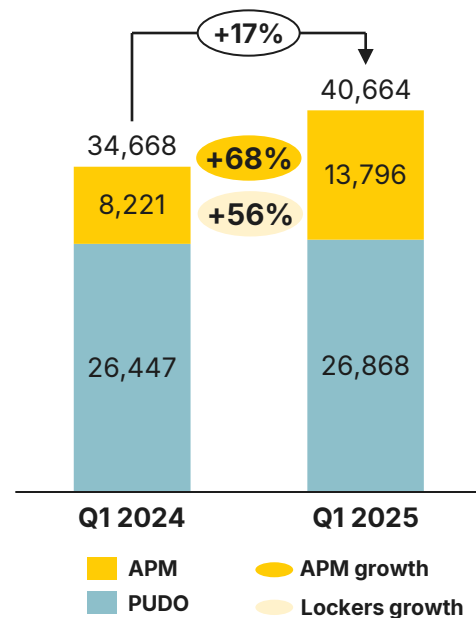


Eurozone: the path forward since Mondial Relay acquisition



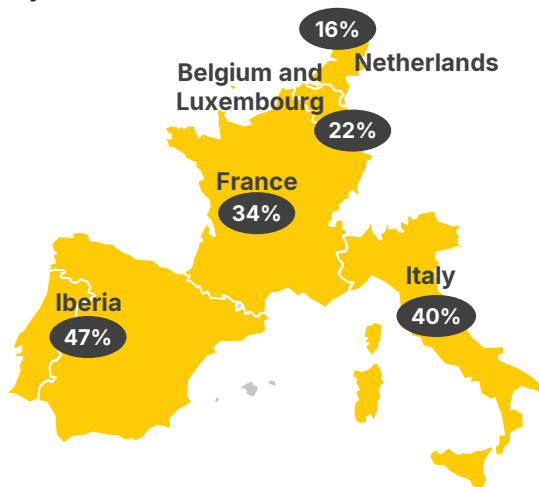
Accelerating APM adoption across Eurozone markets

Growing number of InPoints¹



Increasing population coverage

+113 InPost weekly APM deployment YTD

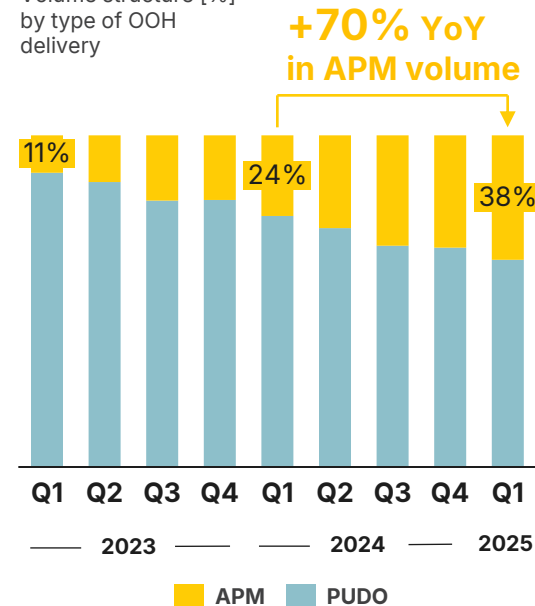


● Eurozone

● Population coverage (7min to OOH point)

Parcels convert to APMs

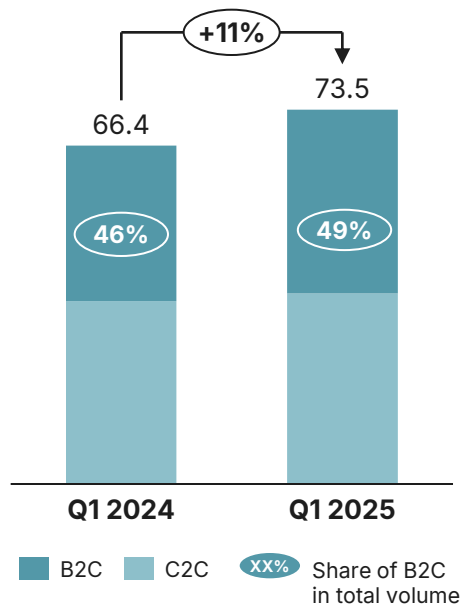
Volume structure [%]
by type of OOH
delivery



1) InPost out-of-home points; Source: Company data.

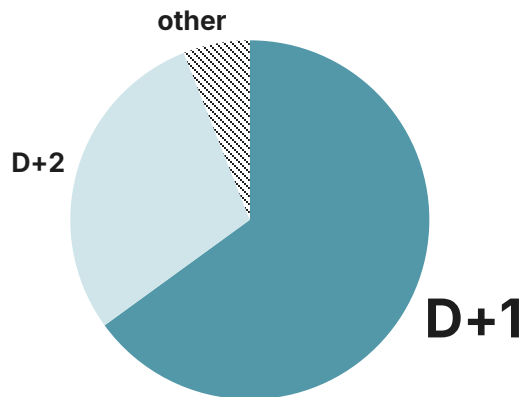
Quality improvement and user growth drive B2C parcel expansion

29% YoY B2C growth



Continuous improvement of logistics quality

65% of B2C parcels delivered on D+1 in Q1'25 (+3.8 p.p. YoY)



Growing customers base

64% more APM users YoY

4.2m app downloads

App rollout in **2** new markets in 2025

37 NPS (vs. 28 in Jan 2025)

Mondial Relay in **top 50** Most Valuable French Brands

Disrupting x-border profit pool

c. 29%

x-border market volume share in
Eurozone e-commerce total
volumes¹

c. 7-10%

InPost share in e-commerce
x-border volume in
Eurozone markets²

20%

InPost x-border parcels
share in InPost total
volumes³



● InPost Eurozone

Next steps

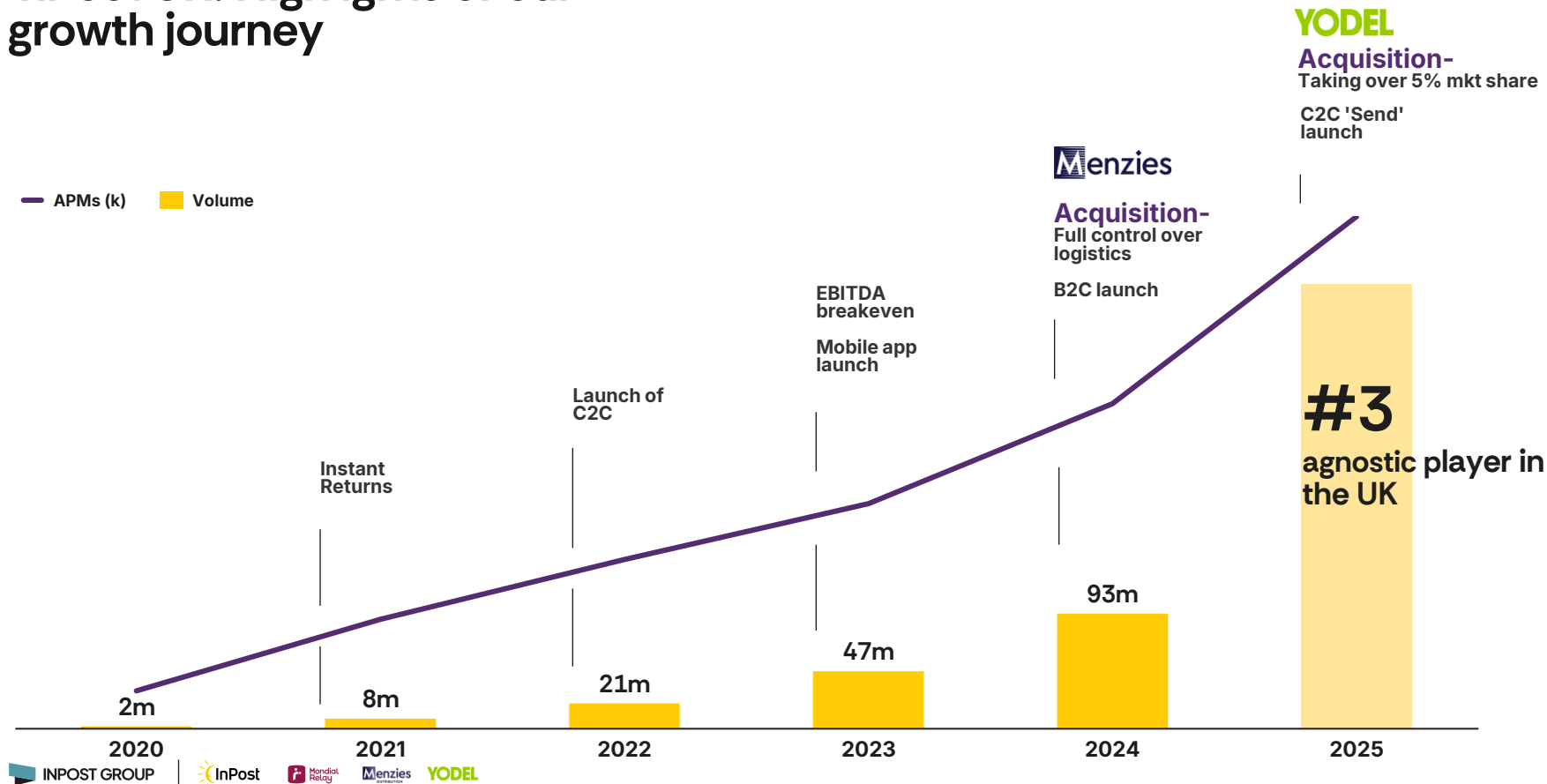
Unification of UX

Wider international merchants'
adoption

Further logistics improvements

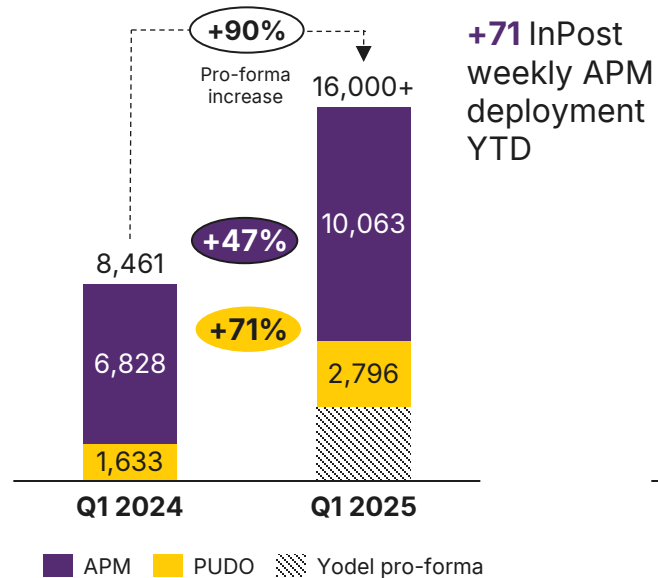
Adding UK to the x-border
markets

InPost UK: Highlights of our growth journey

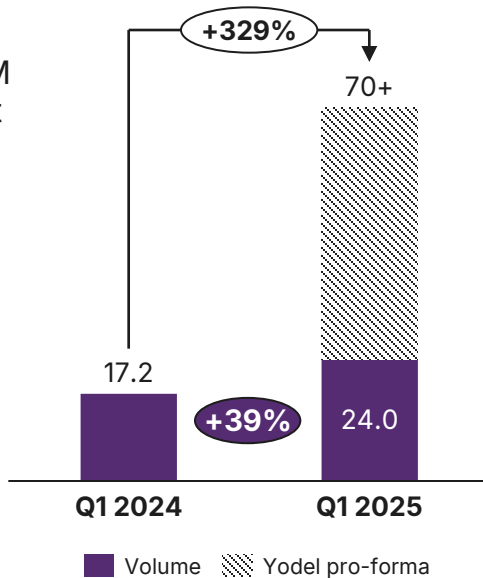


Targeted and disciplined network investment to support upcoming volume growth

Record-high YoY APM expansion



Volume [m]



InPost with Yodel: challenger for incumbent players

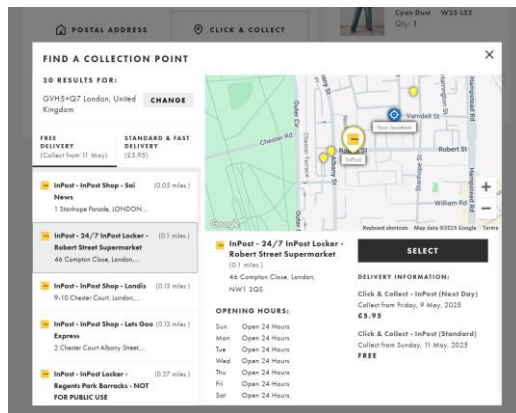
75%
population coverage¹ in 3 top cities²

51%
total population coverage



#1 in APM and OOH network

Expanding merchant base and engaging more APM users



InPost lockers are clearly marked at the check-out

260+ InPost B2C merchants

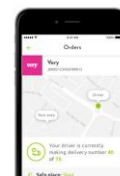
2.0m InPost app downloads

App users ordering
51% more than non-app

42% more APM users YoY

500+ B2C merchants

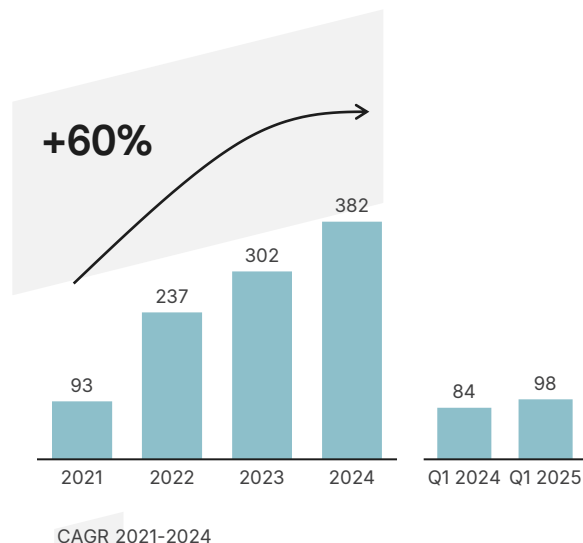
7.0m app downloads



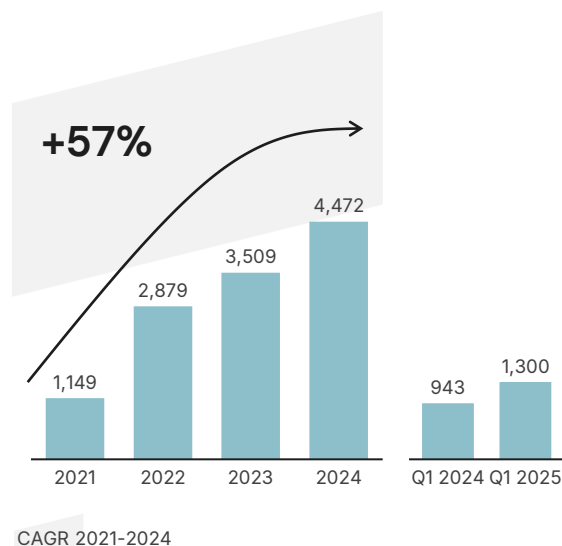
Get delivery updates
on the go...

Strong improvement in profitability in 2024

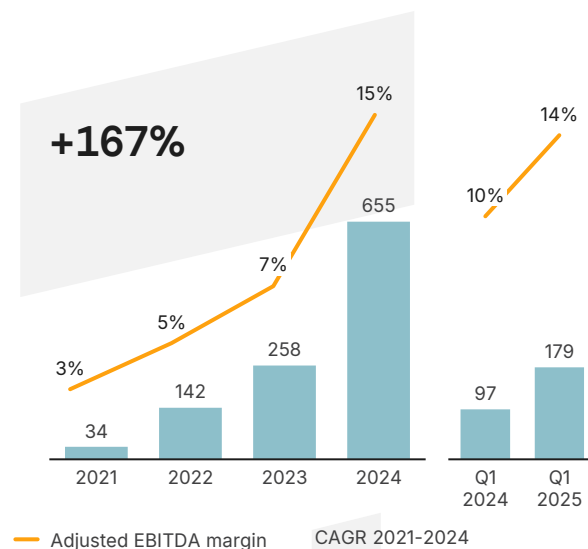
Parcel volume International¹
million



Revenue² International
PLN million



Adjusted EBITDA International
PLN million



Thank you!

Contact for Investors
Investor Relations Department
ir@inpost.eu

Meet us:

21 May 2025
ABN Amro ODDO BHF Benelux
Equities Conference, Amsterdam

22 May 2025
J.P. Morgan European
Technology, Media & Telecoms
Conference, London

For more info:
Upcoming events

