



2022

Results Presentation

Appendix

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16 March 2023

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FORWARD-LOOKING STATEMENTS

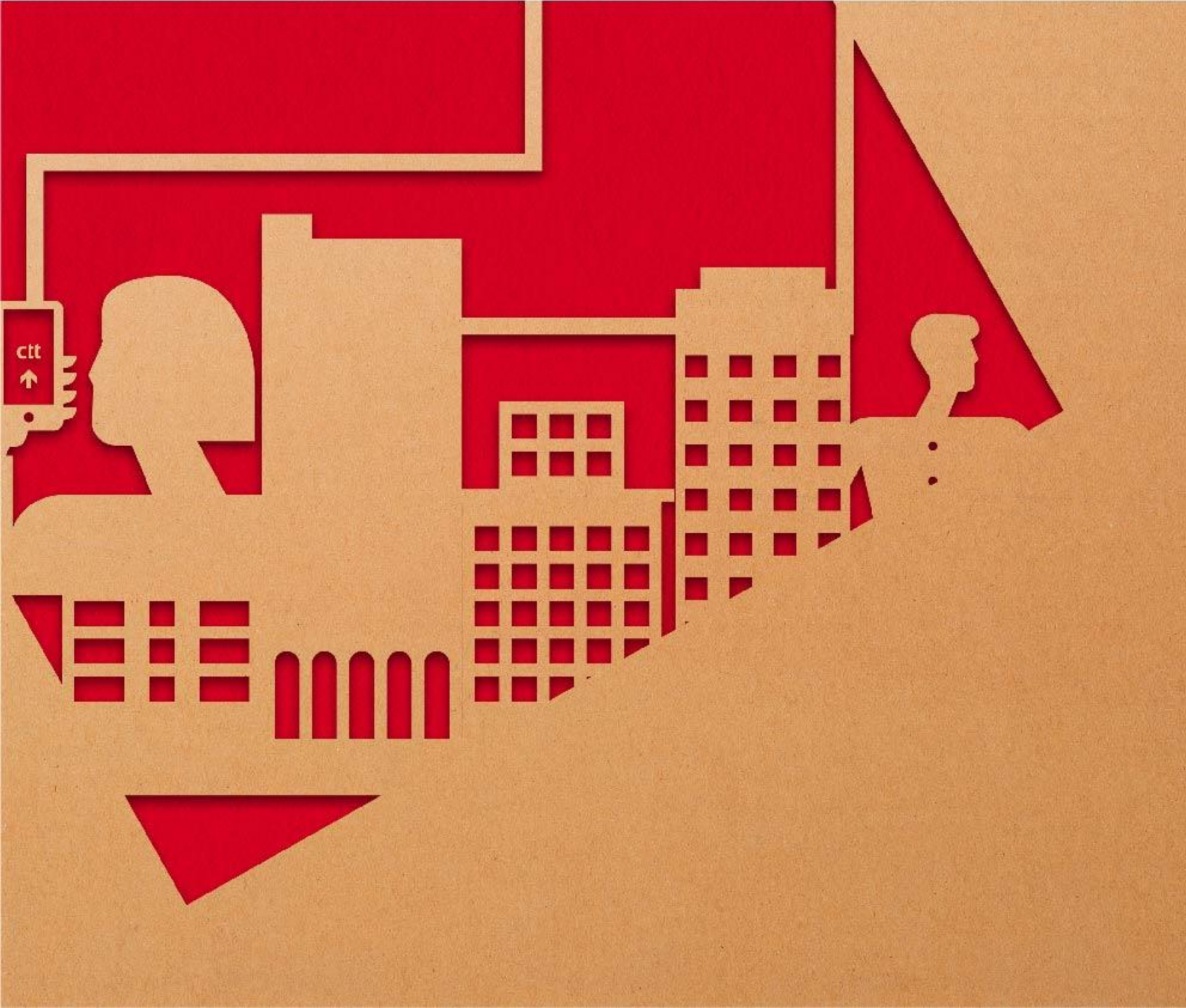
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Appendix

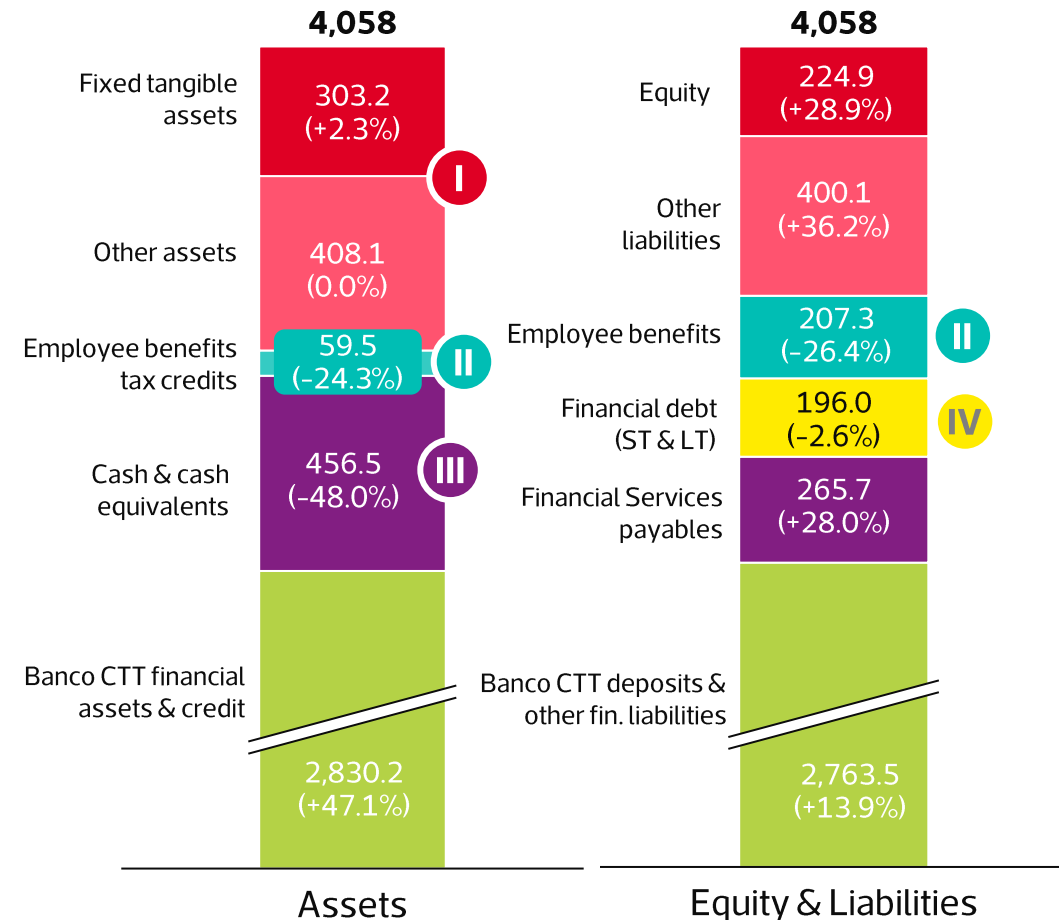
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Key Balance sheet details

31 December 2022 Balance sheet

€ million; % change vs. 31 Dec 2021



I Fixed tangible assets

(+) Rights of use (leases)	114.4
(+) Other fixed tangible assets	188.8
(=) Fixed tangible assets	303.2

Rights of use increase €10.9m vs. dez21(+10.5%)

III Adjusted cash¹

(+) Adjusted cash Banco CTT	166.7
(+) Adjusted cash CTT	-0.5
(=) Adjusted cash	166.2

II Net employee benefits

(+) Employee benefits (liabilities) *	207.3
(+) Employee benefits (equity) ^{1;2}	2.8
(-) Employee benefits tax credit	59.5
(=) Net employee benefits	150.7

* Of which €53.3m related to healthcare

IV Financial debt

(+) Bank loans	70.1
(+) Lease liabilities	125.9
(=) Financial debt	196.0

¹More detail in slide 19 of results presentation; ²Corresponding to stock option remuneration plan

E-commerce slowdown and expansion for further growth weigh on profitability

Express & Parcels – Revenues FY22

Consolidated view; € million; % change vs. prior year

Portugal	€132.2m (-2.2%)
Parcels	€118.9m (+0.4%)
Cargo	€4.9m (-40.2%)
Banking network	€4.3m (-3.4%)
Logistics	€3.4m (+8.9%)
Other	€0.7m (-23.3%)
Spain	€122.9m (+4.8%)
Mozambique	€3.9m (+20.5%)
Total	€259.0m (+1.3%)

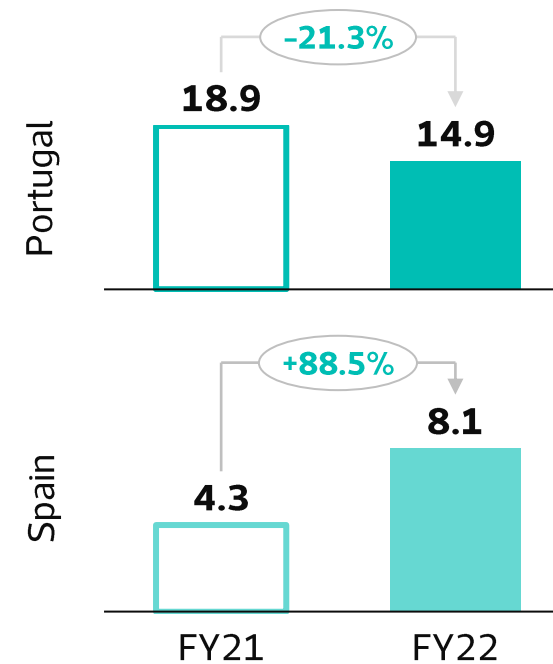
Volumes by region (m items)

Metric	Total	Portugal	Spain
FY22	72.3	33.1	39.2
vs. FY21	-2.1%	+1.1%	-4.6%

of which 32.7
(+3.2%) CEP

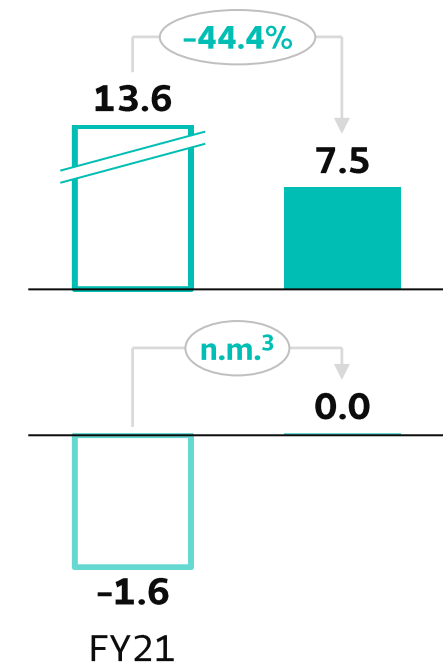
EBITDA ^{1,2}

€ million



Recurring EBIT ²

€ million



¹ Excluding Specific items, depreciation & amortization; ² Individual company views (not consolidated); ³ Not meaningful.

Mail profitability hindered by the decline in inbound mail volumes

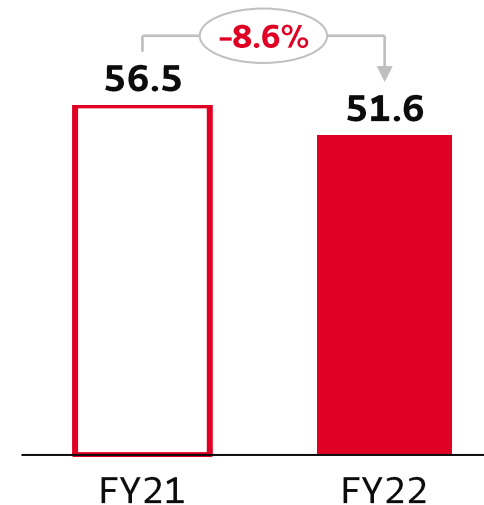
Mail & other - Revenues FY22

€ million; % change vs. prior year

Transactional	€341.7m (-5.4%)
Advertising	€17.5m (-8.1%)
Editorial	€12.3m (-4.8%)
Business solutions	€67.3m (+131.7%)
USO parcels	€7.7m (-2.7%)
Philately & other	€9.1m (-9.9%)
Mail	€455.6m (+3.5%)
Central Structure	€5.3m (+29.3%)
Mail & other	€460.9m (+3.7%)

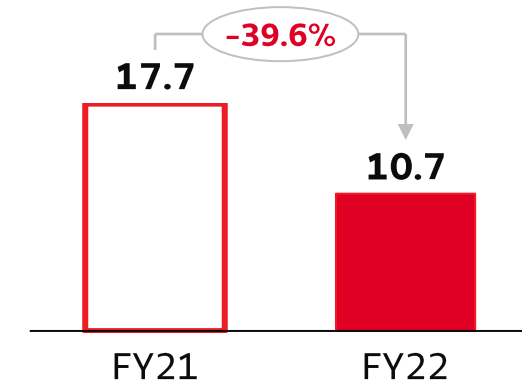
EBITDA ¹

€ million



Recurring EBIT

€ million



Volumes by type (m items)

Metric	Avg. mail prices	Addressed mail	Transactional	Advertising	Editorial	Unaddressed mail
FY22	N.A.	457.6	391.5	38.6	27.6	424.6
vs. FY21	+5.8%	-5.6%	-5.8%	-3.4%	-4.7%	-5.6%

¹ Excluding Specific items, depreciation & amortization

Financial Services & Retail boosted by savings and by the renewed commercial dynamics in retail

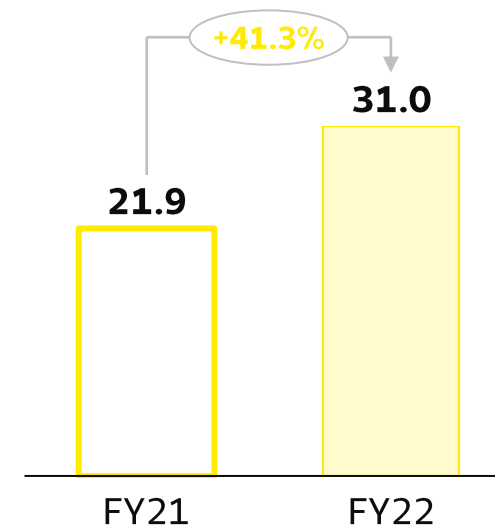
Financial Services & Retail – Revenues FY22

€ million; % change vs. prior year

Savings & insurance	€34.2m (+42.7%)
Money orders	€6.0m (+9.5%)
Payments	€1.5m (–2.5%)
Retail products & services	€18.0m (+2.7%)
Other	€1.0m (+188.6%)
Total	€60.7m (+24.2%)

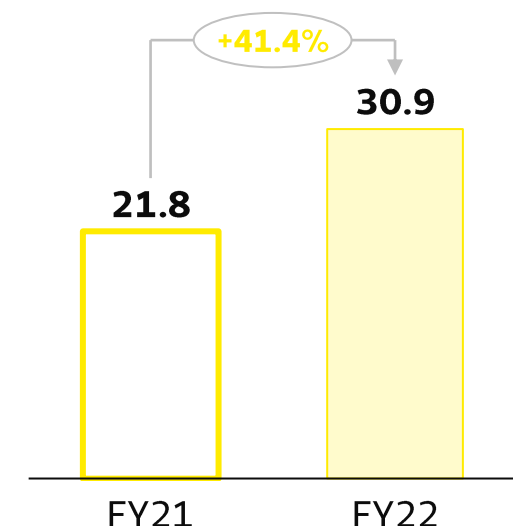
EBITDA¹

€ million



Recurring EBIT

€ million



Financial Services volumes by type

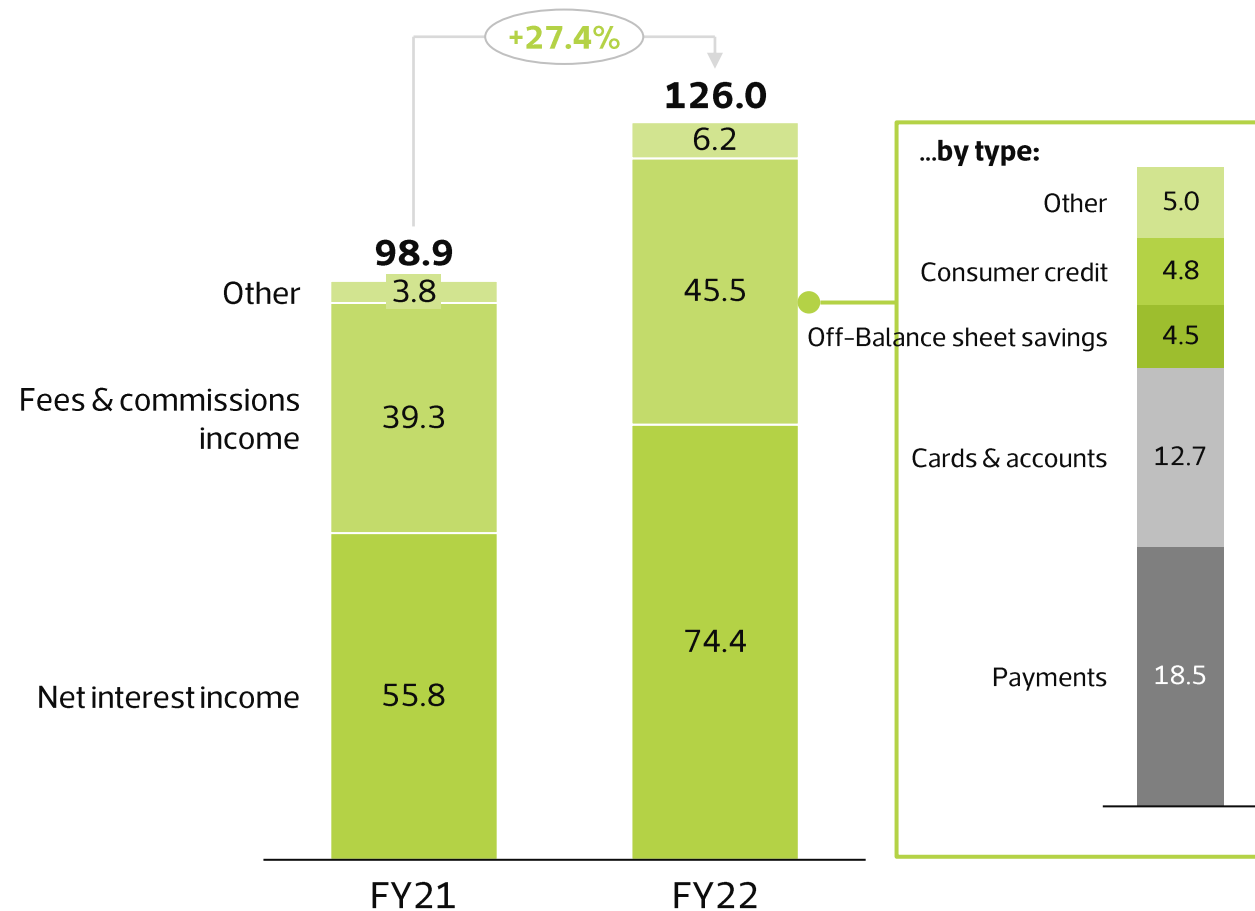
Metric	Savings flows (€bn)	Placements	Redemptions	Money orders (m ops.)
FY22	9.6	8.1	1.4	14.3
vs. FY21	+72.3%	+83.8%	+29.0%	+6.1%

¹ Excluding Specific items, depreciation & amortization

Banco CTT continues its path of profitable growth

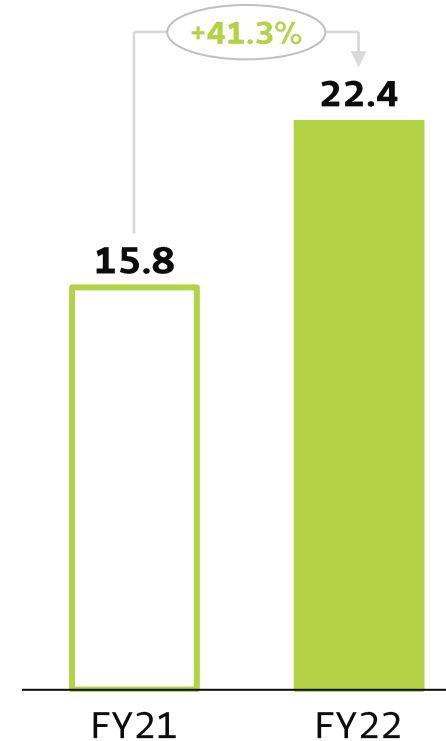
Banco CTT – Revenues FY22

€ million; % change vs. prior year



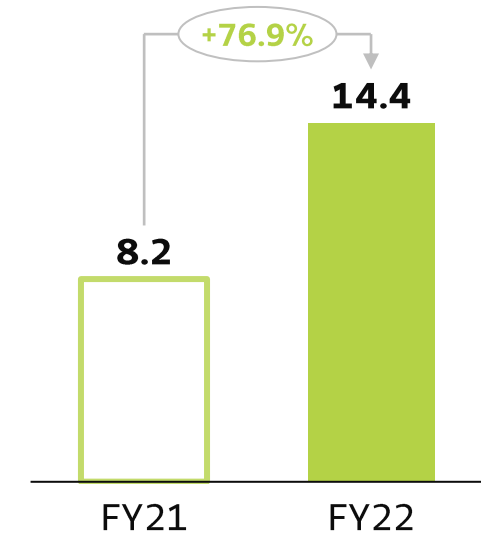
EBITDA ¹

€ million; % change vs. prior year



Recurring EBIT

€ million; % change vs. prior year

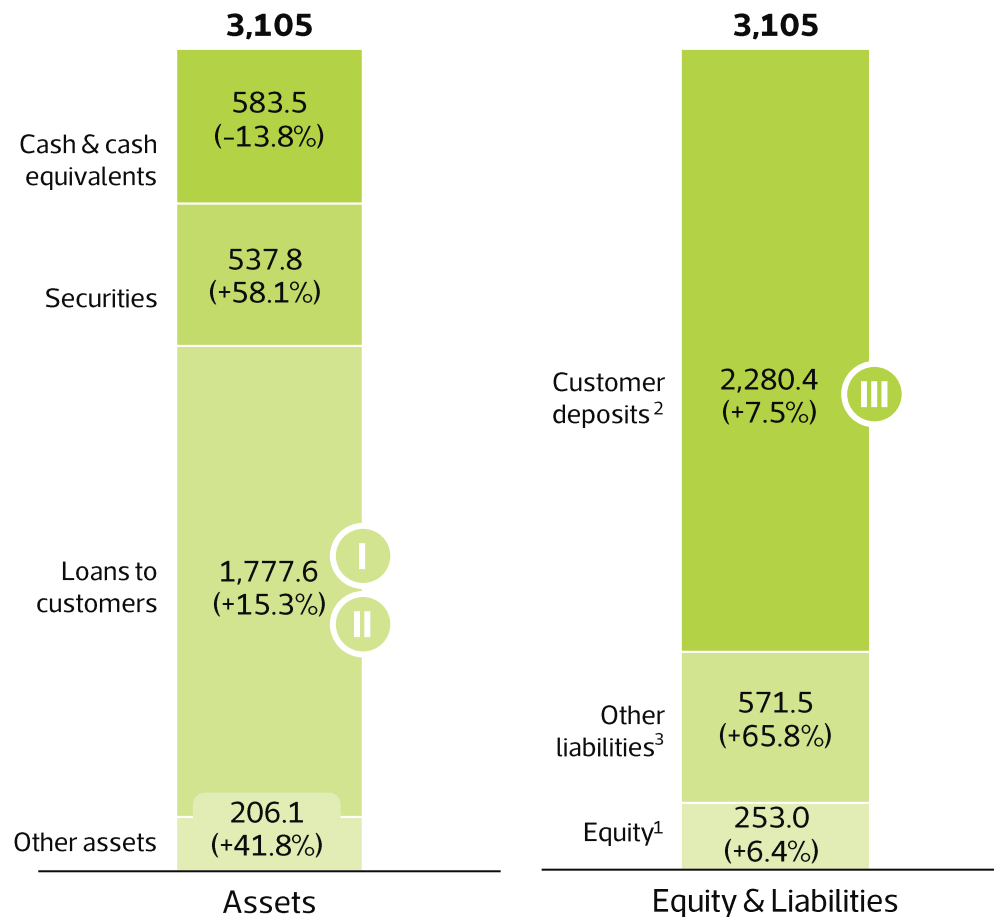


¹ Excluding Specific items, depreciation & amortization

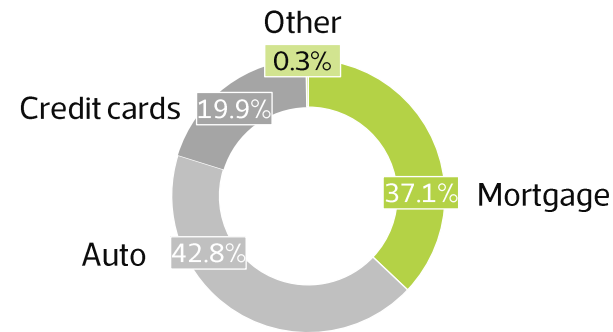
Balance sheet well poised to benefit from higher interest rates

Banco CTT Balance Sheet- 31 December 2022

€ million; % change vs. 31 Dec 2021

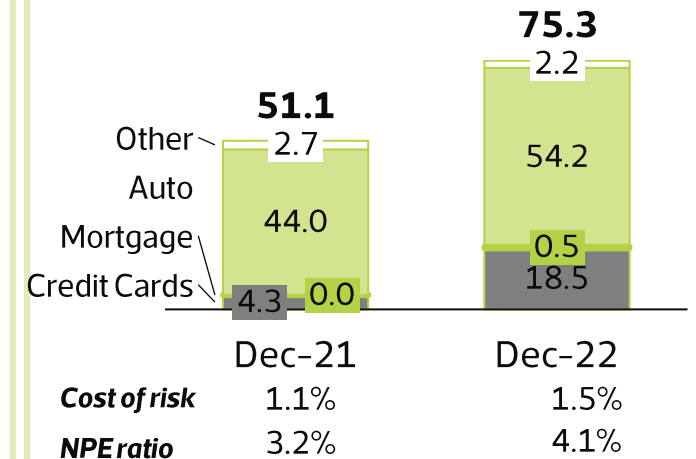


I Loans by type



LDR: 77.9% (72.7% in 2021)

II Non-performing exposures



III Customer deposits²

% change vs. 30 Dec 2021

Sight deposits

€1,643m

(+10.6%)

Term deposits

€637m

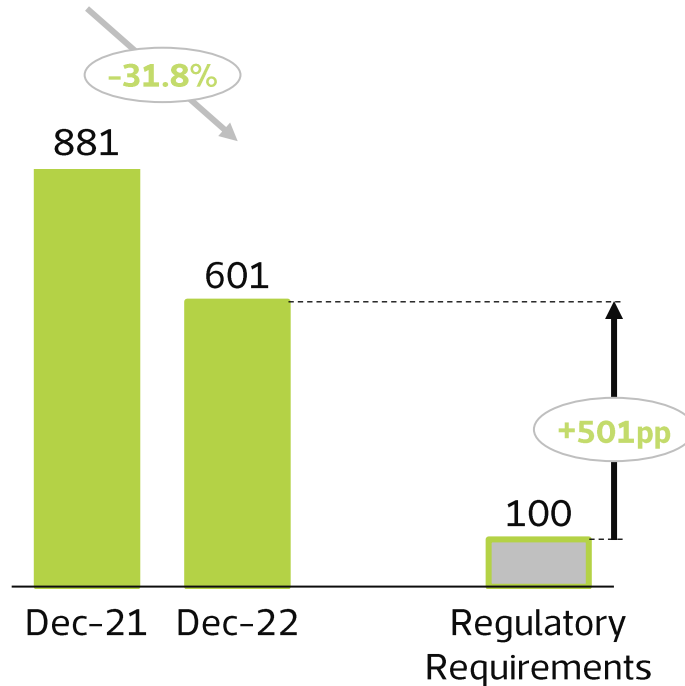
(+0.2%)

Significant growth in sight deposits
602k current accounts (+29k since 4Q21)
Well diversified customer deposits

Solid balance sheet with ample flexibility

Liquidity (LCR)

%

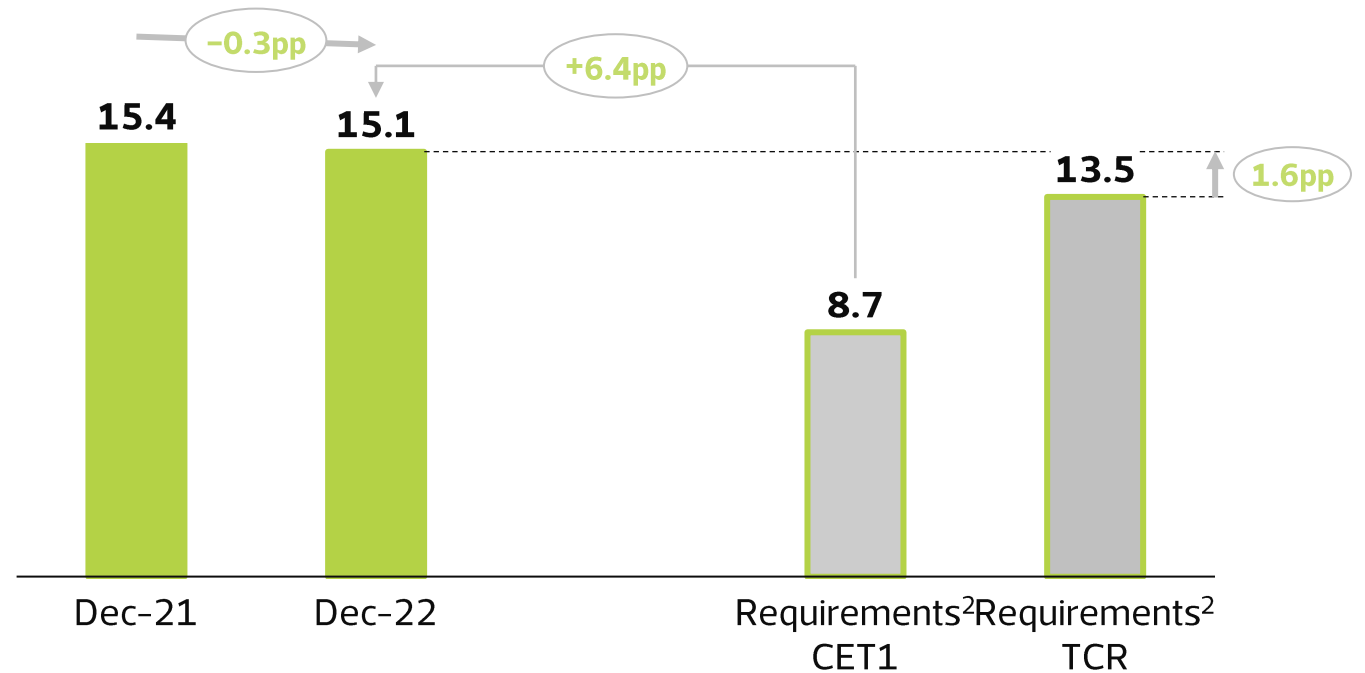


Capital (CET1, TCR)¹

%, Fully implemented

RWA

1,036 1,176



¹ Includes FY net income. CET1: Common Equity Tier 1. TCR: Total Capital Ratio. In the case of Banco CTT both ratios, as at the end of 2021 and 2022, were the same. ² CET1 requirements of 4,50% Pillar 1 + 1,69% Pillar 2 + 2,50% Conservation Buffer. TCR requirements of 8,00% Pillar 1 + 3,00% Pillar 2 + 2,50% Conservation Buffer

Consolidated Income statement

Income statement

€ million

	Reported		With Banco CTT under equity method	
	FY21	FY22	FY21	FY22
Revenues	847.9	906.6	766.3	799.7
Operating costs	729.8	777.3	660.1	689.8
of which Impairments & provisions	11.4	26.3	-0.8	0.8
EBITDA	118.1	129.3	106.2	109.9
Depreciation & amortization	58.0	64.8	51.1	57.5
of which IFRS 16 impact	26.4	29.4	25.6	28.5
Recurring EBIT	60.1	64.5	55.1	52.4
Specific items	-1.8	8.4	14.5	17.3
EBIT	61.9	56.1	40.5	35.1
Net financial income / (costs)	-8.5	-9.3	-8.5	-9.3
of which IFRS 16 impact	-3.1	-3.1	-3.0	-3.1
Associated companies – gains / (losses)	-2.6	-0.2	12.9	15.4
Earnings before taxes	50.8	46.7	44.9	41.3
Net profit attributable to equity holders	38.4	36.4	37.7	37.3

Consolidated Balance sheet

Balance sheet

€ million

	Reported		With Banco CTT under equity method	
	31-Dec-21	31-Dec-22	31-Dec-21	31-Dec-22
Non-current assets	1,970.3	2,253.3	680.2	687.9
Current assets	1,614.9	1,804.2	454.9	566.0
Assets	3,585.2	4,057.5	1,135.0	1,253.9
Equity	174.5	224.9	173.9	225.2
Liabilities	3,410.7	3,832.6	961.1	1,028.7
Non-current liabilities	705.3	789.4	422.5	331.1
Current liabilities	2,705.4	3,043.1	538.6	697.6
Equity and Liabilities	3,585.2	4,057.5	1,135.0	1,253.9
Net financial debt¹	58.9	29.8	182.4	192.6

¹ See slide 19 of results presentation for more details

Consolidated Cash flow statement

Cash flow

€ million

	Reported			With Banco CTT under equity method		
	FY21	FY22	Δ 22/ 21	FY21	FY22	Δ 22/ 21
EBITDA	118.1	129.3	11.2	106.2	109.9	3.7
Non-cash items	-18.9	-7.2	11.8	-30.4	-31.8	-1.5
Specific items affecting EBITDA	1.8	-8.4	-10.2	-14.5	-17.3	-2.8
Capex	-36.1	-37.0	0.8	31.3	31.7	0.4
Change in working capital	-3.0	22.8	25.9	-2.9	41.7	44.6
Operating cash flow	61.8	99.6	37.8	27.1	70.8	43.7
Tax	-3.6	-16.4	-12.7	-0.5	-16.1	-15.6
Employee benefits	-12.8	-15.8	-3.0	-12.8	-15.8	-3.0
Free cash flow	45.3	67.4	22.1	13.8	38.9	25.1
Debt (principal + interest)	-10.8	-16.0	-5.3	-10.8	-16.0	-5.3
Dividends	-12.8	-17.7	-4.9	-12.8	-17.7	-4.9
Acquisition of own shares	-6.4	-21.6	-15.2	-6.4	-21.6	-15.2
Financial investments & other	-8.6	11.8	20.4	-18.6	-0.2	18.3
Net change in adjusted cash	6.8	23.9	17.1	-34.7	-16.7	18.0
Change in liabilities FS & other & Banco CTT (net) ¹	351.3	-470.1	-821.4	-36.6	162.7	199.3
Change in other ²	1.6	24.8	23.2	0.0	0.0	0.0
Net change in cash	359.7	-421.4	-781.1	-71.3	146.0	217.3

¹ The change in net liabilities of Financial Services and Banco CTT reflects the evolution of credit balances with third parties, depositors or other banking financial liabilities, net of the amounts invested in credit or investments in securities / banking financial assets, of entities of the CTT Group providing financial services, namely the financial services of CTT, Payshop, Banco CTT and 321 Crédito; ² The change in other cash items reflects the evolution of Banco CTT's sight deposits at Bank of Portugal, outstanding cheques / clearing of Banco CTT cheques, and impairment of sight and term deposits and bank applications

Specific items

Specific items € million

	Reported	
	FY21	FY22
Recurring EBIT	60.1	64.5
Specific items	-1.8	8.4
Staff costs	11.2	6.4
ES&S	3.2	5.3
Other op. costs & other gains	-16.1	-3.3
EBIT	61.9	56.1

1. Suspension agreements of employment contracts: €4.2m
2. Extraordinary compensation to the employees for coping with the macroeconomic context of inflation: €2.4m

1. Costs associated with strategic projects: €4.3m

1. Capital gain booked in connection to the mark to market valorization of an interest rate derivative under a Cap agreement, associated with the auto loans securitization: - €9.7m
2. Provision for CTT Express to face the notification issued by the Comisión Nacional de los Mercados y la Competencia: €1.9m
3. Costs related with the early exit of the head office building: €3.6m

CTT

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