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## EANS-News: Österreichische Post AG / AUSTRIAN POST ACQUIRES A 26% STAKE IN POSTMASTER S.R.L., ROMANIA

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Joint Ventures/Cooperation/Collaboration

Subtitle: POSTMASTER: NUMBER ONE AMONG ALTERNATIVE POSTAL SERVICE PROVIDERS IN ROMANIA

Wien (euro adhoc) - October 20th, 2011 marked the closing of Austrian Post's acquisition of a 26% stake (including an option to increase this shareholding to 100% over the next two years) in the Romanian firm PostMaster s.r.l. After entering the Hungarian, Slovakian and Croatian letter mail markets, Austrian Post is now also represented in Romania. This comprises a further step in the company's growth strategy and an entry into one of the largest markets in the CEE region. The two parties have agreed not to disclose any details about the purchase price.

## POSTMASTER S.R.L.

PostMaster s.r.l. headquartered in Bucharest was founded in the year 2007, and is already the leading alternative postal provider on the Romanian market. The core business of the company is delivering direct mail items (advertising mail) weighing more than 50 gr. Thus the company has established a good starting position for the upcoming postal market liberalisation in Romania as of the year 2013, and thus a solid basis for future growth. Serving as the top alternative postal company, PostMaster also delivers unaddressed direct mail items throughout Romania. The firm has a workforce of about 100 employees as well as a delivery staff of about 1.500 people used on a service contract basis. They delivered more than 100m unaddressed and 13m addressed direct mail items in 2010, generating revenue of EUR 6.7m. Revenue is expected to rise by more than 30% in 2011 to about EUR 10m.

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