

InPost S.A. completes acquisition of Mondial Relay to create Europe's leading out-of-home solution for e-commerce

- Significantly expands addressable market, fast-tracking InPost's international strategy
- Provides immediate footprint in highly attractive e-commerce markets with strong foundations for accelerated growth
- Accelerates the "flywheel effect" and offers a greener solution for e-commerce
- InPost continues to expect approximately EUR 100-150 million of incremental EBITDA enhancements over the medium term

Luxembourg and Hamburg, Germany – 1 July 2021. InPost S.A. ("InPost", the "Company") and Otto Group ("Otto") today announces the successful completion of InPost's previously announced acquisition of Mondial Relay, the leading French e-commerce out-of-home parcel delivery platform, for EUR 513 million. The acquisition was first announced on 15 March 2021 ([link](#)).

The acquisition is expected to allow InPost to take a major step in its ambition to become Europe's leading out-of-home automated solution for e-commerce



We are delighted to have completed this strategically significant acquisition. Mondial Relay's extensive market presence in one of Europe's largest e-commerce markets provides a tremendous opportunity for InPost to fast-track our international expansion strategy. Together with Mondial Relay, we will immediately become Europe's leading out-of-home solution for e-commerce with multiple levers to accelerate our growth and create value for all our stakeholders.

We welcome our Mondial Relay colleagues to the InPost team and are excited to start our journey together as we unlock untapped demand and re-define the last mile delivery experience for consumers.



Rafał Brzoska, Group Chief Executive Officer of InPost



About InPost S.A.

In-Post S.A. ("InPost") is the leading e-commerce enablement platform. Founded in 1999 by Rafal Brzoska in Poland, InPost provides delivery services through its network of more than 13,500 Automated Parcel Machines ("APMs"), including over 1,400 in the UK as of the end of Q1 2021, as well as to-door couriers and fulfilment services to e-commerce merchants. In the twelve months to 31 March 2021, InPost handled 293 million parcel deliveries through its APMs, working with over 28,000 merchants. Strategically positioned in the fast-growing e-commerce ecosystems, InPost benefits from supportive market trends which drives further APM adoption. APMs provide consumers with a lower cost, flexible, convenient, environmentally friendly and contactless delivery option. Through its APM delivery services, InPost is creating a greener solution for e-commerce, as locker delivery results in a reduction of CO₂ emissions by two-third compared to to-door deliveries in urban areas and 90% in rural areas as well as significant reduction in congestion. In addition, APMs provide a more convenient solution to parcel delivery for consumers, allowing for 24/7 access without the need for consumers to remain at home. Highly efficient IT infrastructure and rapid adoption of new technology underpin InPost's operations and growth. InPost's mobile application 'InPost Mobile' is one of the most successful apps in Poland with more than 6.5 million active users as of April 2021.

Disclaimer

This press release contains inside information relating to the Company within the meaning of Article 7(1) of the EU Market Abuse Regulation.

Certain statements contained in this press release, including, without limitation, those regarding our, 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", "approximately", "may", "will", "would", "could" 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

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our securities may be traded, we have no intention or obligation to update or revise any forward-looking statement.

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