

PRESENCE, PEOPLE, PROXIMITY, ONLY IN ONE P

2025 ANNUAL REPORT PODCAST

EPISODE 1 FINANCIAL PERFORMANCE

Welcome to the podcast dedicated to the financial results achieved by the Poste Italiane Group in 2025 based on the objectives defined in the 2024-2028 “*The Connecting Platform*” Strategic Plan.

2025 was an exceptional year for the Group, which recorded unprecedented results, characterised by record levels of revenue and profitability, confirming its ability to generate sustainable value over time.

The Group achieved strong results in all business areas, driven by a solid commercial performance, robust returns on the investment portfolio – reflected in a record 2.7 billion euros in interest income – and careful cost discipline. Revenues reached a record value of 13.1 billion euros, with a 4% growth yoy. Adjusted EBIT reached a record level of 3.2 billion euros, while net profit stood at 2.2 billion euros: both up 10% year-on-year and in line with the updated plan guidance, and ahead of the targets set out in the ‘Connecting Platform 2024–2028’ plan.

The Poste Italiane Group also consolidated its leadership position in the parcel sector in Italy, with revenue up in all segments. In 2025, 349 million parcels were delivered, an increase of 13% compared to 2024, of which 43% were delivered by postmen and postwomen.

In line with the objectives of the Strategic Plan, the Group also confirms itself as a safe reference point for the savings of Italians, with a level of Group client total financial assets of 600 billion euros, up by 9.7 billion euros compared to 2024. This result was driven by investment products, customer deposits and an improvement in outflows from postal savings. The Insurance Services business was supported by both the Life segment and the Protection segment. The latter recorded premium growth of 21% compared to 2024, approximately three times the market growth rate.

The Group also remains Italy’s largest payment provider, with around 30 million cards and transaction value growth that outpaced the market, driven in particular by its leading position in e-commerce.

Throughout 2025, the implementation of the two main strategic initiatives set out in the Plan also continued: the roll-out of the new business service model and the logistical transformation. Significant progress was made on both initiatives, which are fully on track with the planned timelines. During the year, Poste Italiane acquired a strategic stake of 27.3% in TIM’s ordinary shares, with an investment of approximately 1.3 billion euros.

In addition, the first industrial partnership aimed at creating synergies between the two Groups was launched, with the offer “TIM Energia Powered by Poste Italiane”.

In light of the results achieved, the broad visibility of future cash flows, and the Group’s solid capital generation and optimisation, the dividend for 2025 is set at 1.25 euros per share, an increase of 16% compared to 2024, representing a total distribution of 1.6 billion euros and a payout ratio of 73%.

The management has also strengthened the dividend policy, committing to a payout ratio of over 70%, to which the dividends received from TIM on a cash-for-cash basis will be added. From 2016 to 2025, the value of dividends paid reached a total of 9 billion euros.

Since the listing in 2015, shareholders have benefited from high and increasing overall remuneration, which was approximately 2.5 times higher than that recorded by the main index of the Italian stock exchange. During 2025, the share price updated its all-time high on several occasions, reaching a new record high in February 2026 at over 23 euros per share, corresponding to a market capitalization of approximately 30 billion euros.

Poste Italiane has also launched a restructuring aimed at creating a new “Financial Hub”, integrating the payments business and financial services: a strategic initiative that will further strengthen the Group’s customer-centric approach and enable new cross-selling opportunities, enhancing the growth and potential of Postepay customers.

For more detailed information on the Group’s initiatives, you can continue listening to the other themed episodes.