



To our Valued Customers, Ladies and Gentlemen,

dd. 16.10.2026 oh

We would like to take this opportunity to thank you for your continued trust and the strong cooperation we have enjoyed throughout the **year 2026**.

In recent months, we have been confronted with significant increases in operating costs. Labour costs in Austria have risen steadily, and inflation has continued to affect all sectors of the economy. In particular, energy prices have had a substantial impact on our cost structure — since Sept. 2026, energy costs have increased by more than 45%, driven by rising wholesale prices and grid tariffs. Beside this the OeNB currently forecasts 3,0% inflation for 2026 and 2,3% for 2027 whereas WIFO forecasts are on 3,2% for 2026 and 2,4% for 2027.

Despite these challenges, both of our terminals have performed very well in 2026, and we have taken proactive steps to prepare for the expected disruptions in 2026 due to the large-scale renovation of Germany's transit infrastructure to the seaports. Salzburg for instance increased its capacity but on the other hand is already currently again very much overloaded with empty containers resulting from high and also unexpected inbound traffics. As a result, we currently also needed to implement discretionary inbound flow control measurements for the storage of empty containers.

We are forecasting a very strong year 2027 at our facility in Enns, with huge development of traffic possibilities to the Adriatic and Northern European Ports. **We have therefore reinforced our current TOS System and introduced a very fast new interchange System along with OCR technology at the truck gates.** At Enns a **highly professional digital solution has been implemented in close cooperation with our rail operators, enabling us to accelerate train loading processes and significantly reduce slot times.** This increased operational efficiency allows us to handle additional rail services in Enns without disruption or capacity constraints, while maintaining a high level of reliability and service quality.

As a terminal operated by private investors, we are expected to run our business profitably and sustainably. This means that we are also required to make necessary adjustments to our pricing structure to reflect the significantly increased costs. At the same time, we are fully committed to maintaining our position as a technological leader in the terminal sector and to continuously expanding our capabilities. Our goal is to continue providing high-quality, dependable logistics services together with our maritime and inland transport partners, shipping-lines, rail-service operators and truck hauliers!

Thank you once again for your trust and the successful cooperation. We look forward to continuing our partnership in the year ahead.

Sincerely yours

CTS/E Container Terminals in Enns & Salzburg

O.Hawlicek

Thomas Wolfschläger

www.ct-enns.at

www.ct-sbg.at