



Quarterly Report

3rd quarter 2022
Posten Norge





3rd quarter and YTD 2022

Part 1 - Highlights and financial development

Highlights

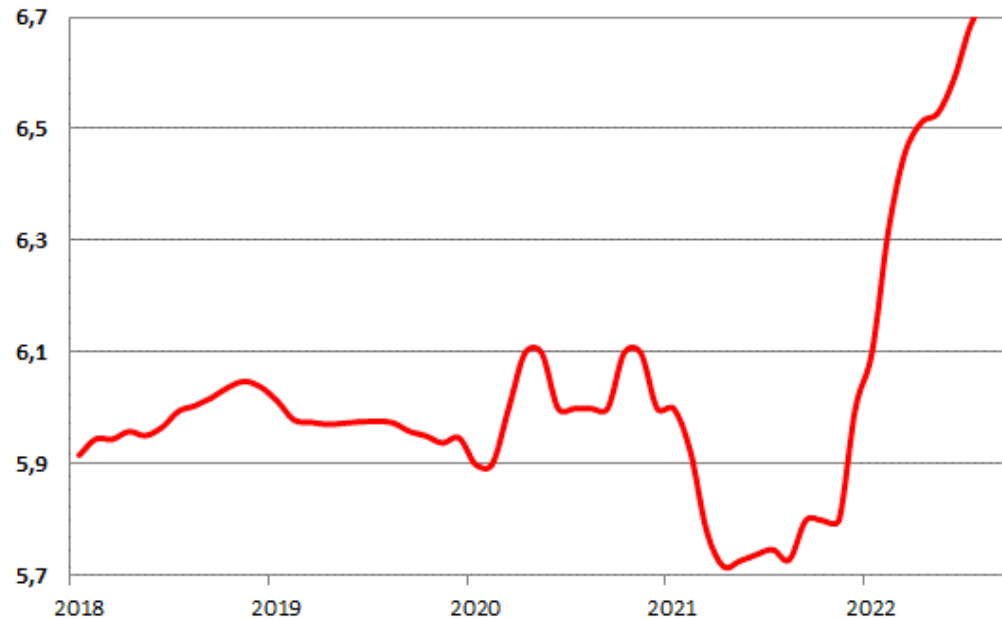
- The result development in the 3rd quarter affected by **uncertainty in the market**
- **Growth in parcel volumes** within declining e-commerce market
- Best **reputation result** for Posten in more than 20 years
- High **satisfaction with parcel boxes**
- Continued **volume fall** in addressed mail
- Posten and Bring received an **international prize** for the Glow solution, whereby deliveries can be traced in real time
- Posten is **one of three** large Norwegian companies **cutting climate emissions** in line with the Paris agreement **two years in a row**
- **Efforts on in-house car operations**
- **100 % electric distribution** in Asker and Bærum
- Test of **delivery using drones**



HSE so far in 2022: High Corona-related absence due to sickness, positive trend in injuries

ABSENCE DUE TO SICKNESS IN THE GROUP, %

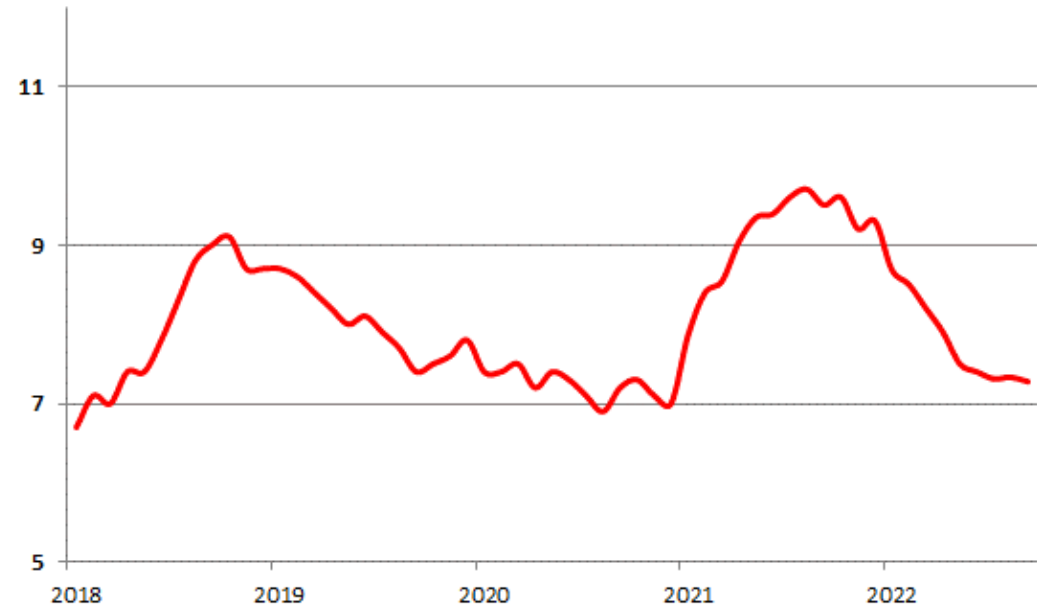
6,7 % (last 12 months)



*Historical data has been adjusted for post-registration

H2 IN THE GROUP

7.3 (last 12 months)



*Historical data has been adjusted for post-registration

- Absence due to sickness in the last 12 months was 6,7 %, 0,8 percentage points higher than at year-end. The number of sick days related to Corona increased considerably towards the end of 2021 and so far in 2022.

- The total number of injuries per million worked hours (H2) in the last 12 months was 7,3, a reduction of 2 from year-end. Measures have shown results, and the positive trend has continued so far in 2022.

Our goal is a health-promoting working environment where nobody gets injured or sick as a consequence of their work in the Group. Efforts to improve the development through goal-oriented measures continue.

Financial highlights – 3rd quarter 2022 and YTD 2022

OPERATING REVENUES, MNOK

Q3 2022	Q3 2021	YTD 2022	YTD 2021
5 556	5 913	17 006	17 939

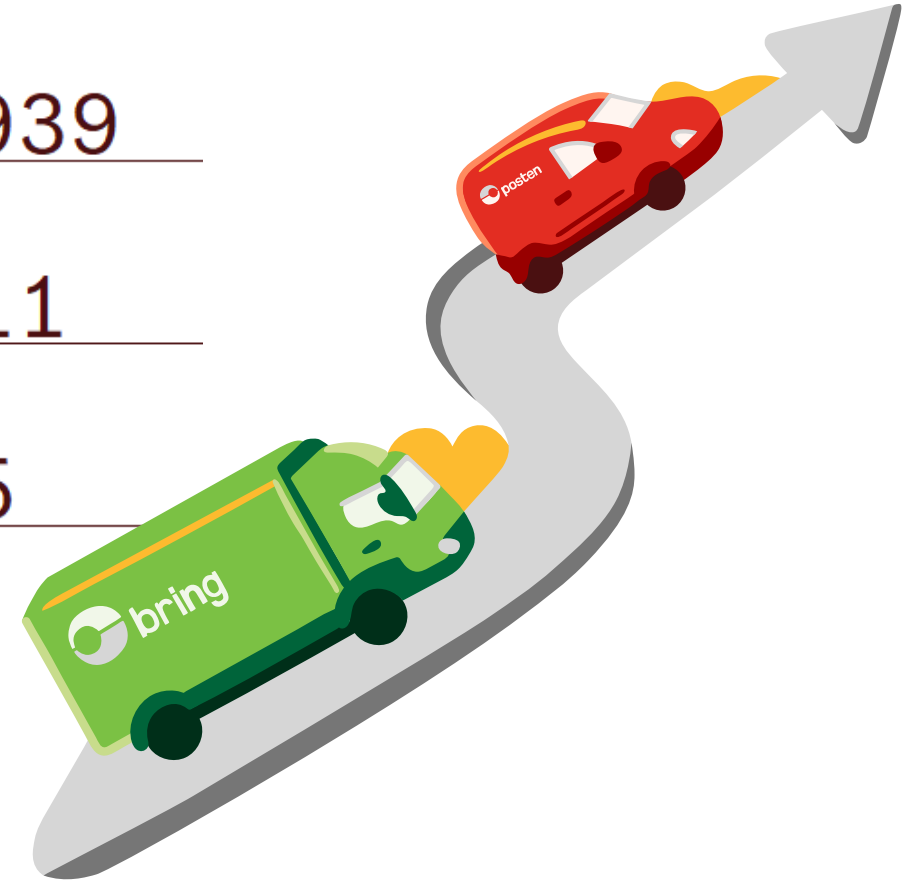
ADJUSTED OPERATING PROFIT*, MNOK

Q3 2022	Q3 2021	YTD 2022	YTD 2021
134	402	422	1 211

RETURN ON INVESTED CAPITAL/ROIC*, %

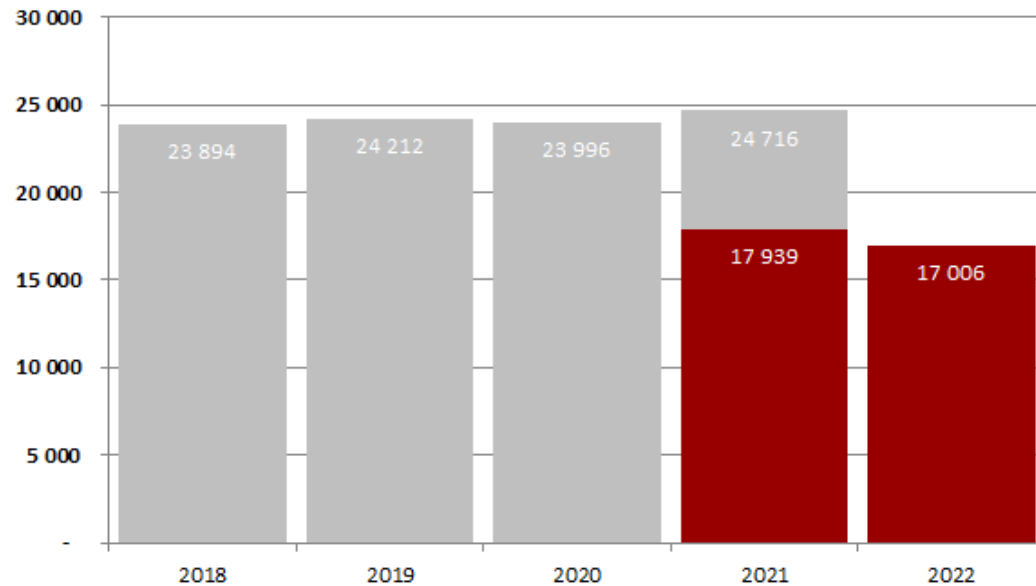
Last 12 months	Last 12 months
7,1	19,5

*For descriptions of alternative performance measures, see appendix to the report

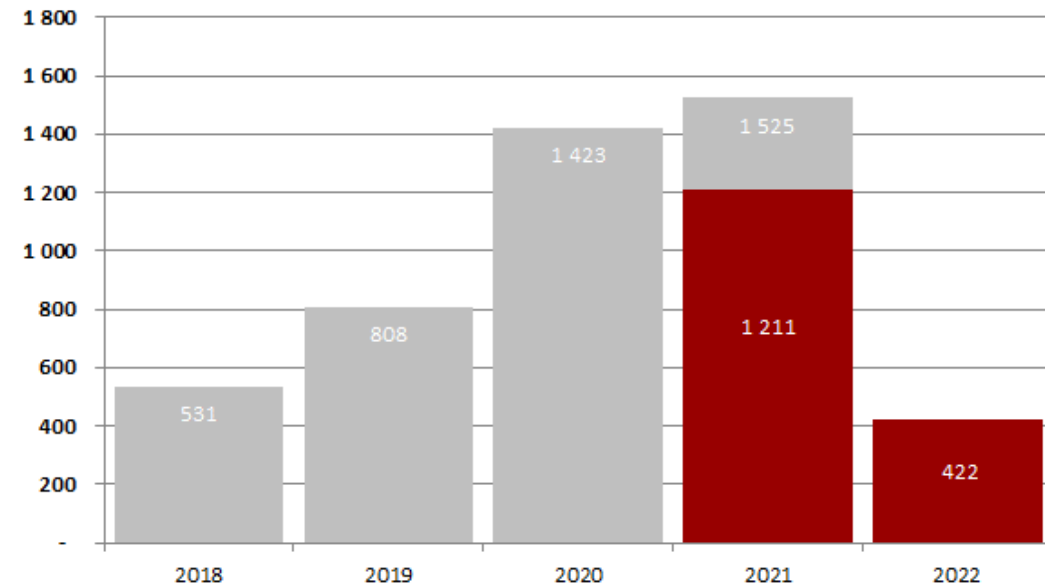


Revenue and adjusted operating profit – YTD 2022

Revenue, MNOK



Adjusted operating profit, MNOK



- Organic growth was 5,0 % as per the 3rd quarter 2022
- Organic growth of 9,3 % in the Logistics segment. Reduced turnover compared with last year due to the sale of Frigoscandia
- Reduced turnover in the Mail segment as a consequence of continued fall in volumes

- Adjusted operating profit so far in 2022 was MNOK 422, a reduction of MNOK 789 compared with last year's record year
- Reduced result in the Logistics segment was a consequence of a weak market development for e-commerce and record-high transport and energy prices
- Lower result in the Mail segment due to continued fall in volumes

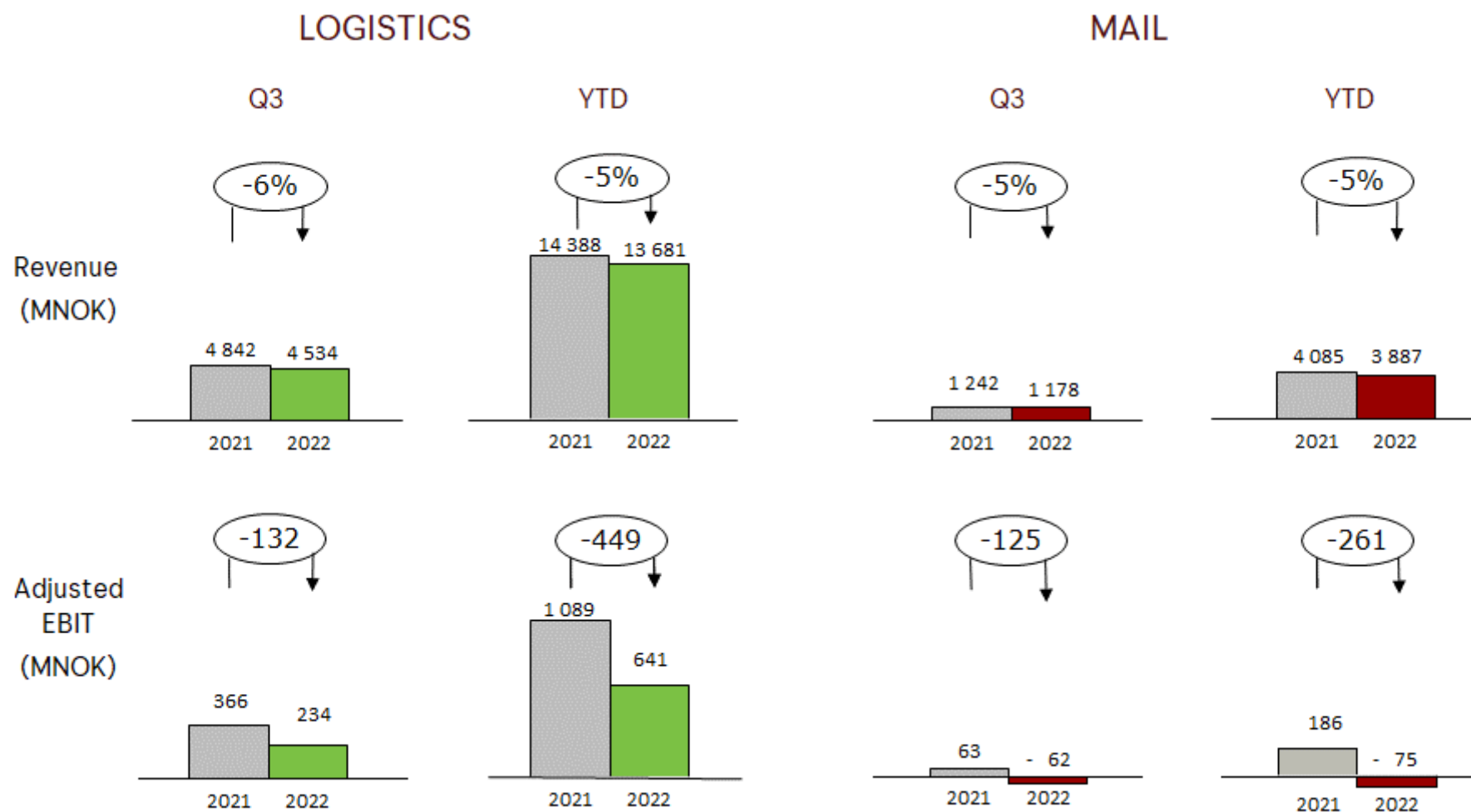
Results 3rd quarter and YTD 2022

Profit development (unaudited)

Q3 2022	Q3 2021		YTD 2022	YTD 2021	Year 2021
5 556	5 913	Revenue	17 006	17 939	24 716
478	710	EBITDA	1 430	2 125	2 765
134	402	Adjusted operating profit	422	1 211	1 525
121	402	Operating profit (EBIT)	66	1 222	1 462
(46)	(54)	Net financial items	(190)	(79)	(109)
75	348	Profit before tax	(124)	1 144	1 352
57	242	Profit after tax	(90)	863	1 058

For descriptions of alternative performance measures, see appendix to the report

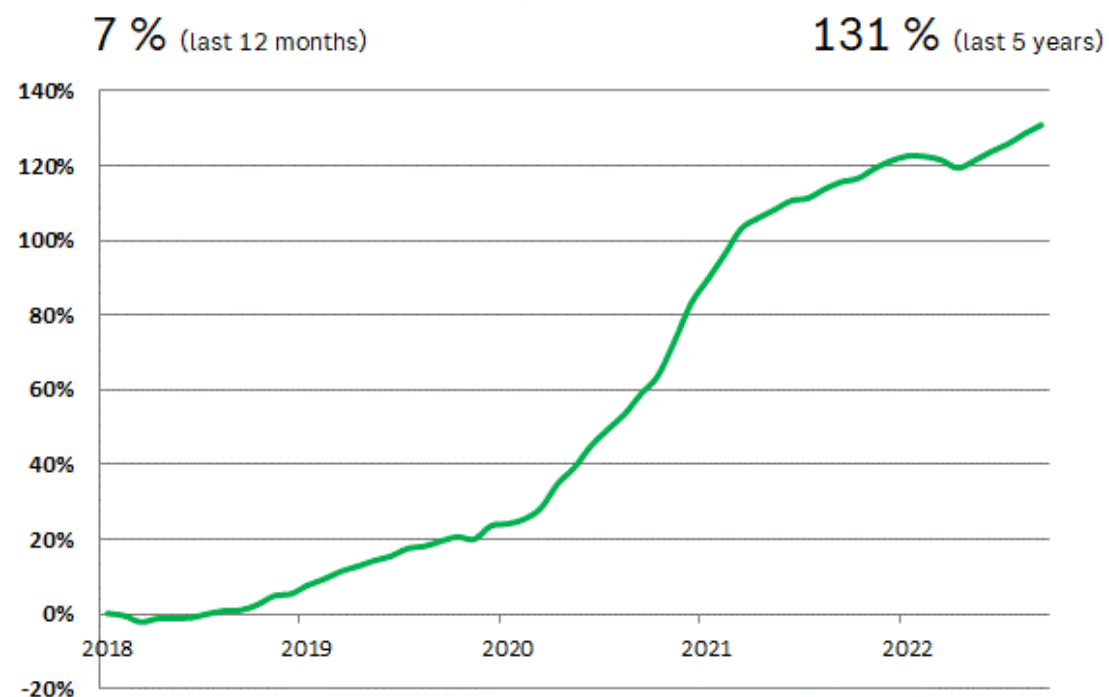
Segment reporting



Segment Logistics: Growth in a challenging e-commerce market

- Market growth for e-commerce has declined in 2022, and e-commerce had practically no growth so far this year
- E-commerce volumes increased by 7 % in the last 12 months
- Uncertainty and turbulence contributed to negative growth of 0,8 % in the business market for parcels so far in 2022
- Continued significant geopolitical turbulence, and challenging market conditions are expected also in the 4th quarter 2022

DEVELOPMENT IN E-COMMERCE FROM 2018, %

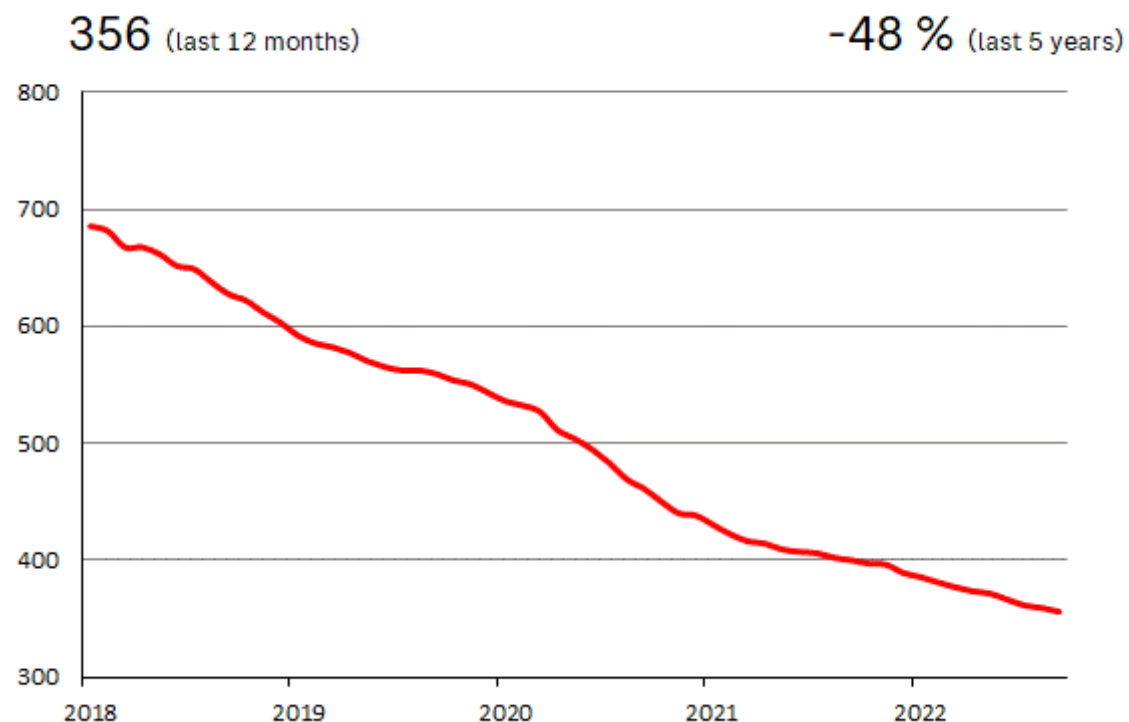


E-commerce includes all parcels under E-commerce & Consumer Deliveries in division E-commerce and Logistics

Segment Mail: Continued decline in mail volumes

- The addressed mail volume fell by 11,4 % so far in 2022
- The volume of unaddressed mail increased by 10 % so far in 2022
- Norgespakken had a volume growth of 29 % in the last 12 months
- The delivery quality in the 3rd quarter was 91,5 % , well above the requirement of 85 %

VOLUME ADRESSED MAIL FROM 2018, millions



Future prospects

- Norway and large parts of the global economy entering a **recession**
- Expected **decline in demand** for logistic services
- **Strain on margins** due to weakened purchasing power, increased energy prices and pressure on supply chains
- **Restructuring** of the mail business because of **falling mail volumes**
- Posten sets a **new standard in the van segment**, in line with sustainability and decent working conditions
- **Overwhelming response** to recruiting campaign for new drivers
- Pilots' **collaboration** with KS (Norwegian Association of Local and Regional Authorities) regarding personal visits by the postman at the door
- Posten shall continue to be **leading** in sustainability and **focus on new, sustainable business and service areas**



Ingen kjenner Norge bedre

