

Posten Bring



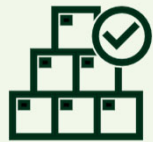
# 4th quarter and preliminary financial results for 2023

Presentation



# Highlights

---



Good growth in parcels from online shopping, processed over **100 million** parcels in a year

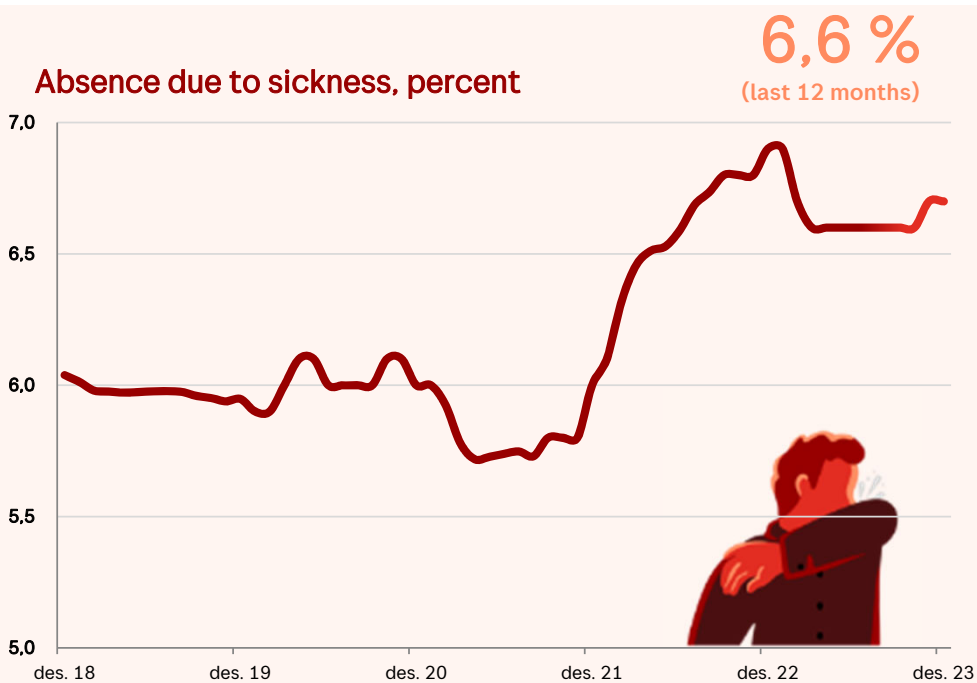


Improved result as a consequence of **increased** productivity and cost effectiveness



Carried out and important **technology shift** with a new, cloud based production system

# Positive development for absence due to sickness and injuries



- Absence due to sickness in the last 12 months was 6,7 %. This was 0,2 percentage point lower than at year-end 2022



- H2 as a 12-month trend was 6,4 compared with 7,0 at the same time last year, a reduction of 0,6.

# Financial highlights - 4th quarter 2023

---

## OPERATING REVENUES, MNOK

Q4 2023	Q4 2022	Year 2023	Year 2022
6 724	6 423	24 394	23 429

---

## ADJUSTED OPERATING PROFIT\*, MNOK

Q4 2023	Q4 2022	Year 2023	Year 2022
214	(16)	716	406

---

## RETURN ON INVESTED CAPITAL/ROIC\*, %

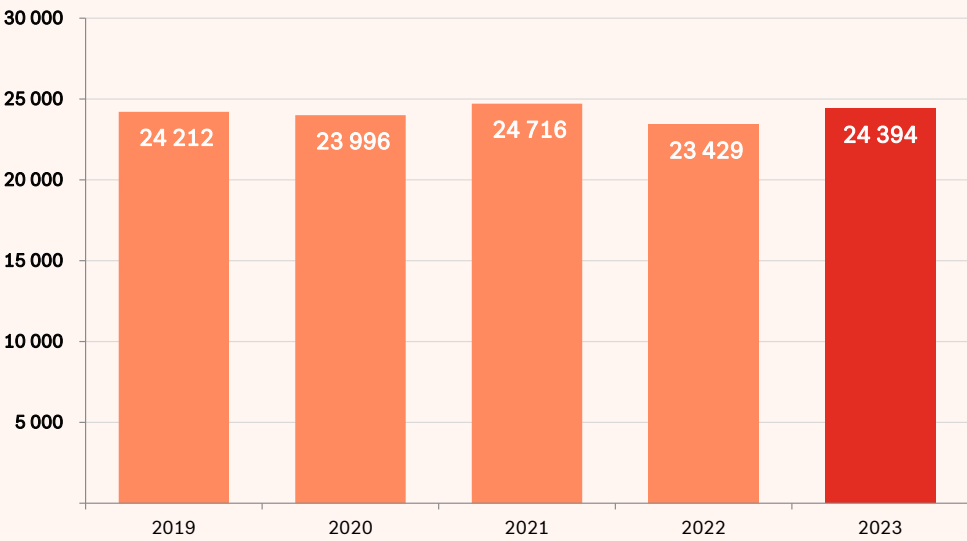
Last 12 months	Last 12 months
6,1	3,8

---

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

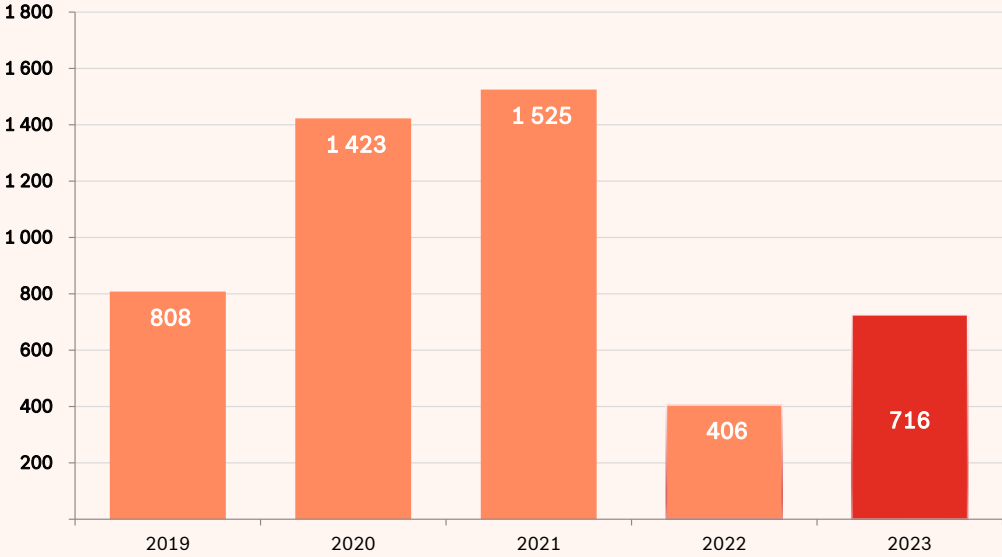
# Revenue and adjusted operating profit 2023

Revenue, MNOK



- Organic growth in 2023 was 0.5 %.

Adjusted operating profit, MNOK



- Adjusted operating profit in 2023 was MNOK 716, an increase of MNOK 310 compared with last year

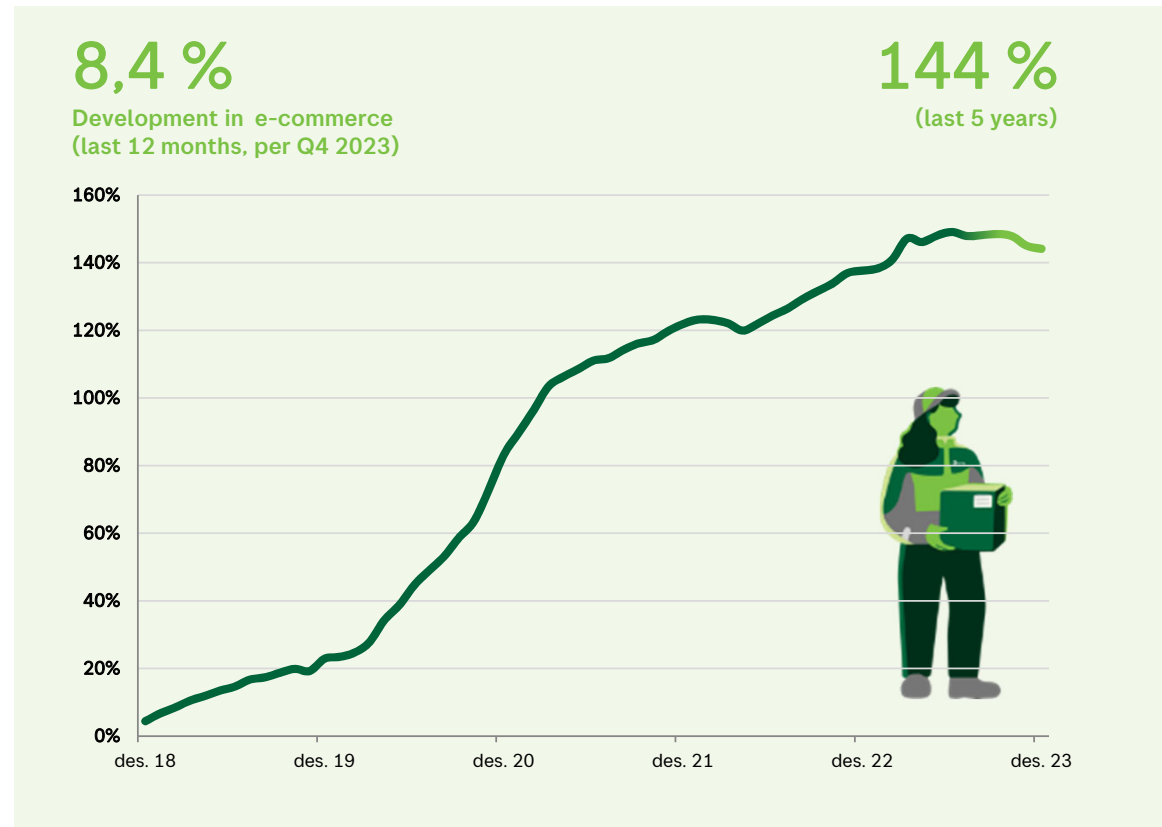
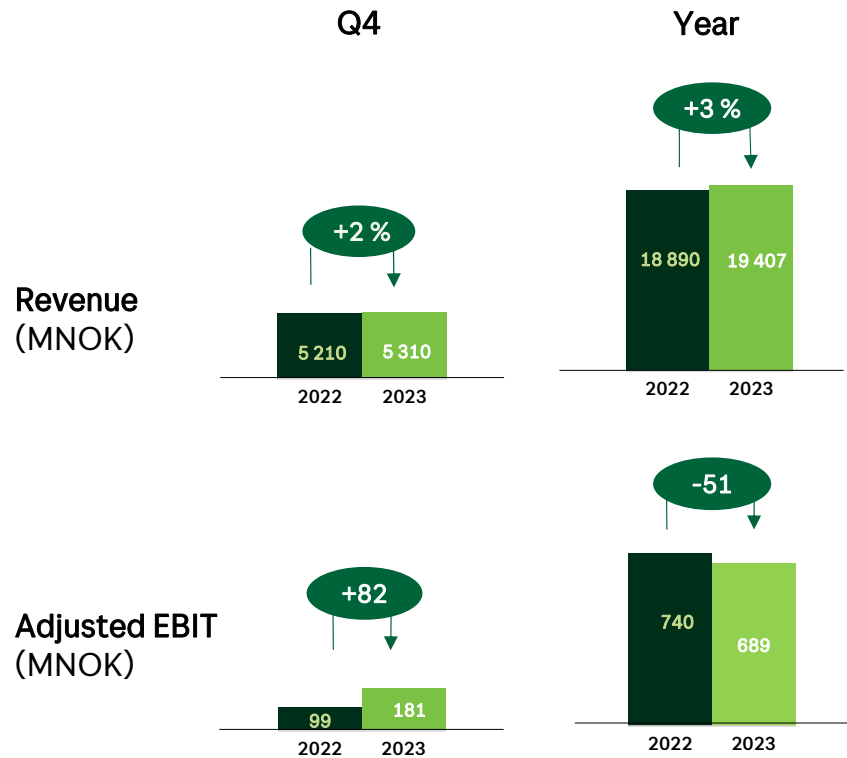
# Results 4th quarter and the year 2023

Q4 2023	Q4 2022		Year 2023	Year 2022
6 724	6 423	Revenue	24 394	23 429
658	360	EBITDA	2 316	1 790
214	(16)	Adjusted operating profit/(loss)	716	406
198	(209)	Operating profit/(loss) (EBIT)	599	(143)
(87)	(10)	Net financial items	(285)	(200)
111	(219)	Profit/(loss) before tax	314	(343)
<b>(5)</b>	<b>(187)</b>	<b>Profit/(loss) after tax</b>	<b>128</b>	<b>(277)</b>

Alternative resultatmål er beskrevet i eget vedlegg til kvartalsrapporten.

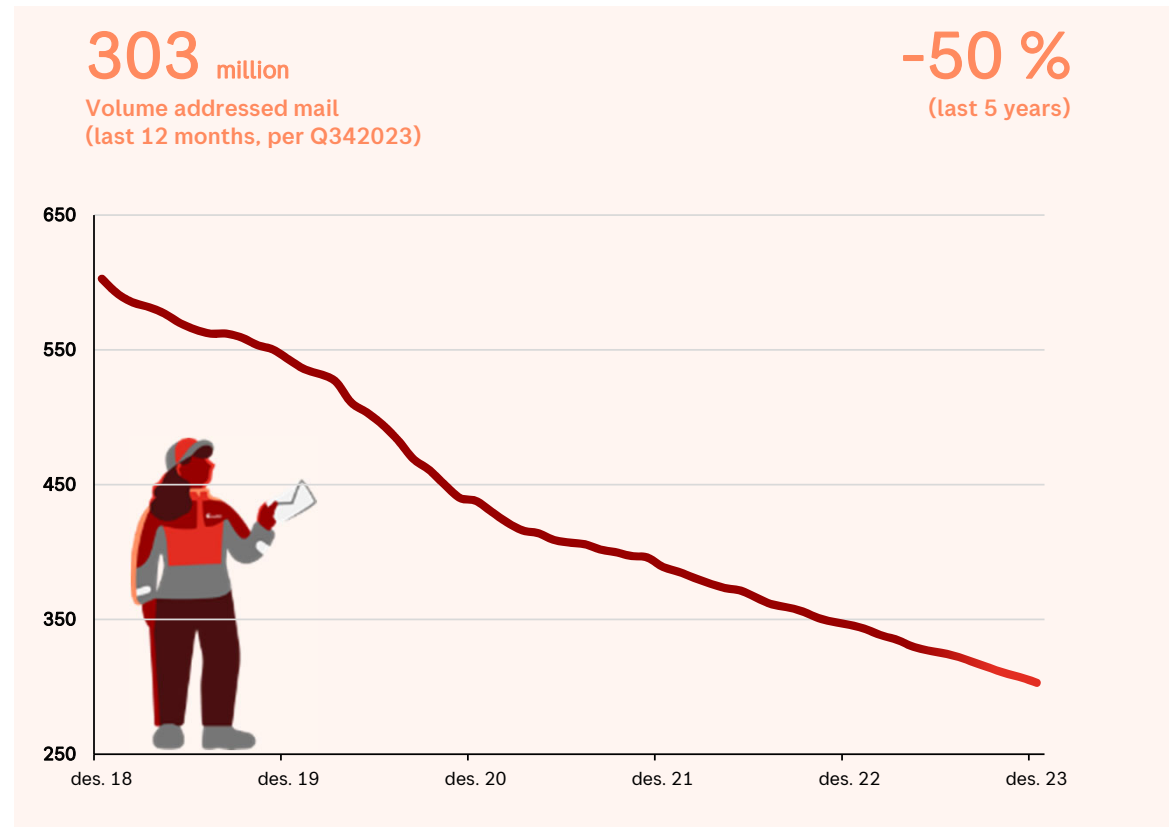
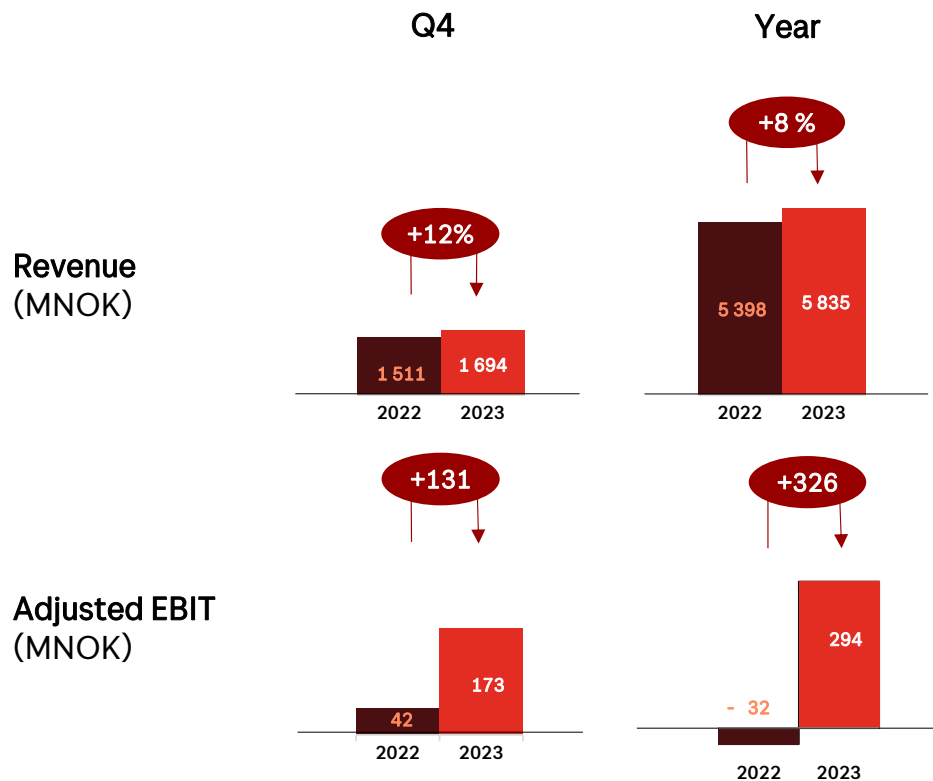
# Segment Logistics:

## Growth in a challenging e-commerce market



# Segment Mail:

## Decline in letter mail volumes, growth for Norgespakken



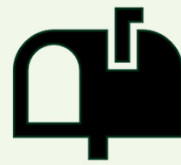


# Outlook

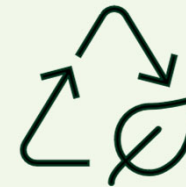
---



Expect **weak economic growth** in 2024. Economic conditions affect growth and profitability for the **logistics business**



**Future postal services** will be considered by an expert committee appointed by the government

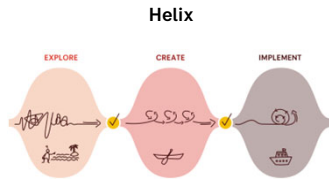


**New climate goals** raise the ambitions for climate and environment even further, and Posten Bring shall be a **driving force** in the transition to a low-emission society

# Posten Bring's innovation journey



Innovation on the agenda



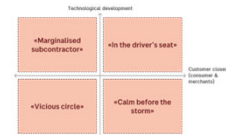
MIT



Data science  
Target data



Updated strategy



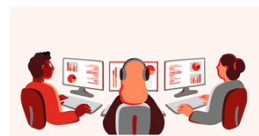
Management development



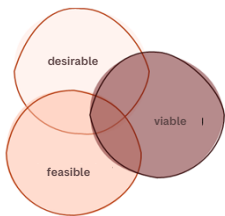
FLOW,  
agile business  
portfolio management



Parcel Hub  
Core systems  
as cloud solution



2016 2017 2018 2018 2019 2019 2020 2020 2020 2021 2022 2023



Design driven development  
Digital innovation



New strategy



Corporate Ventures



Future technology



Interdisciplinary team  
Reorganisation



Updated strategy  
strategic themes

# We have established a solid foundation for further development



CULTURE



ORGANISATION



METHODOLOGY



TECHNOLOGY

# Innovation when it is put into use

*"An innovation is a new or significantly improved service, product or process, which is put into use"*

Something totally new or a major upgrade for the Group

Is implemented and in operation

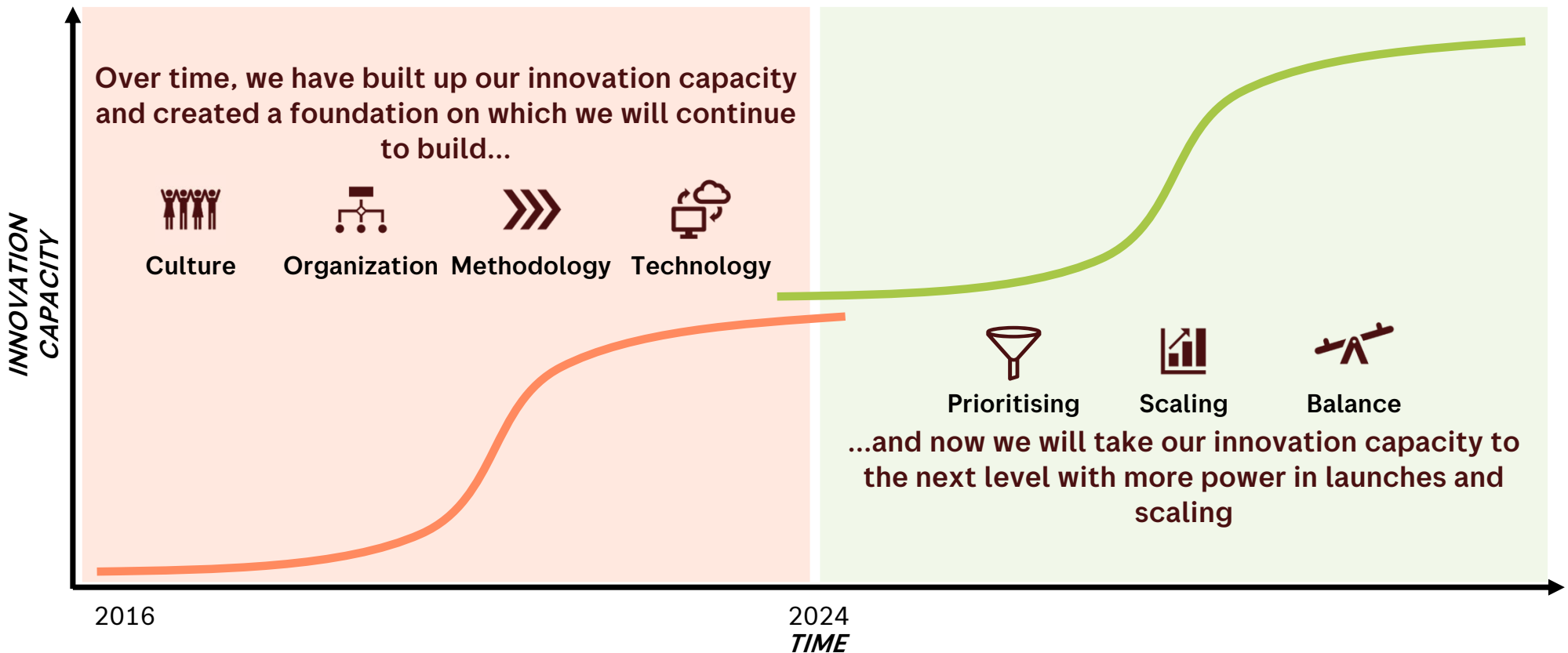
**NEW, USEFUL, UTILISED**

Deliver value for customers and employees, and increase our competitiveness

# Posten Bring has several successful innovations already rolled out



# It is now time to take innovation to the next level



**We make everyday life  
simpler and the world smaller**

**Leading Nordic logistics operator**



**The customer's  
first choice**



**At the forefront  
of technology  
and innovation**



**Best at  
sustainable  
value creation**



**Most  
attractive  
workplace**



**Take  
responsibility**



**Play for  
the team**



**Strive  
for more**





**We make everyday life  
easier and the world smaller.**

Posten Bring