

Posten Bring

# 3rd quarter 2023

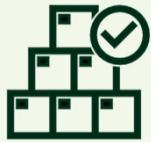
Presentation





# Highlights

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Continued growth in parcels from online shopping in a **demanding** market



Good delivery quality, **satisfied** customers and a **good** reputation



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

# Positive development for absence due to sickness and injuries

Absence due to sickness, percent

6,6 %

(last 12 months)

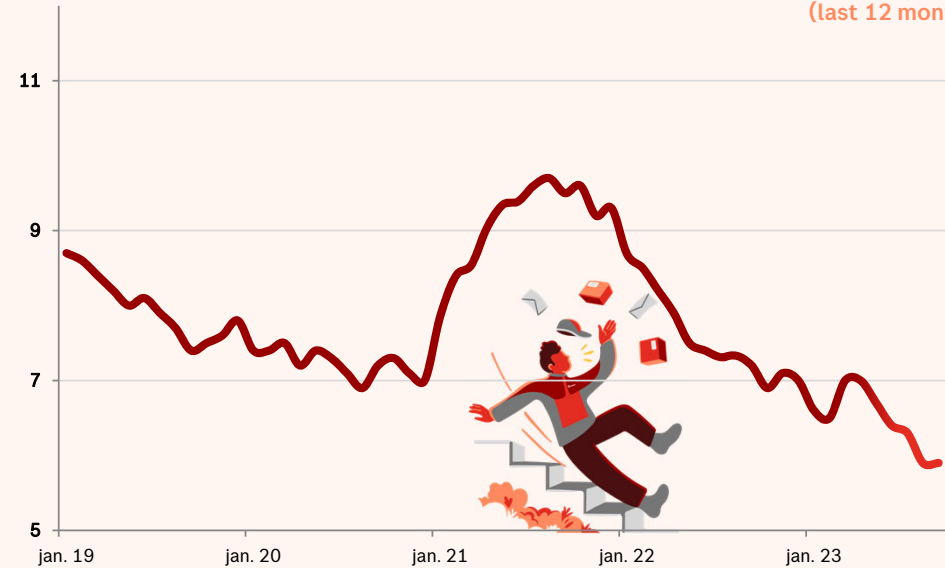


- Absence due to sickness in the last 12 months was 6,6%, 0,3 percentage point lower than at year-end 2022.

H2 in the group

5,9

(last 12 months)



- H2 as a 12-month trend was 5,9 compared with 7,2 at the same time last year, a reduction of 1,3.

# Financial highlights -3rd quarter and YTD 2023

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## OPERATING REVENUES, MNOK

Q3 2023	Q3 2022	YTD 2023	YTD 2022
5 748	5 556	17 671	17 006

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## ADJUSTED OPERATING PROFIT\*, MNOK

Q3 2023	Q3 2022	YTD 2023	YTD 2022
273	134	501	422

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

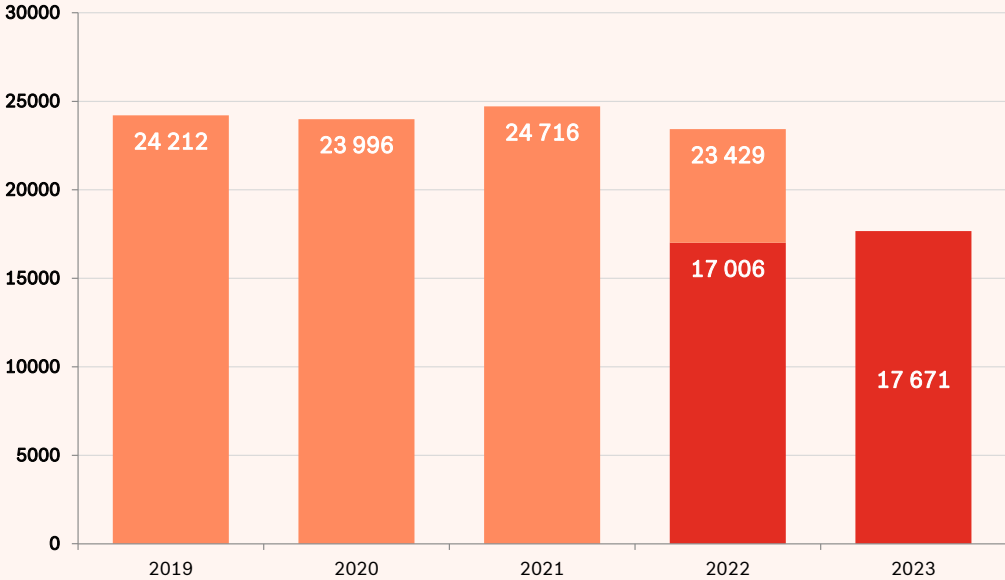
Last 12 months	Last 12 months
4,2	7,1

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

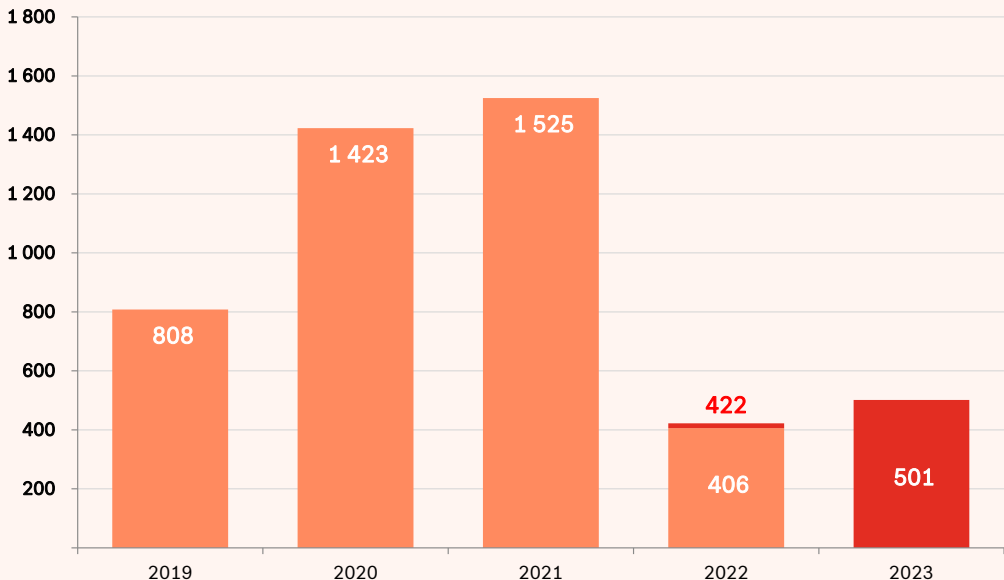
# Revenue and adjusted operating profit - YTD 2023

Revenue, MNOK



- Organic growth was 0,7% so far this year, a number influenced by the weak Norwegian currency

Adjusted operating profit, MNOK



- Adjusted operating profit as of 3rd quarter 2023 was MNOK 501, an increase of MNOK 80 compared with the same period last year.

# Results 3rd quarter and YTD 2023

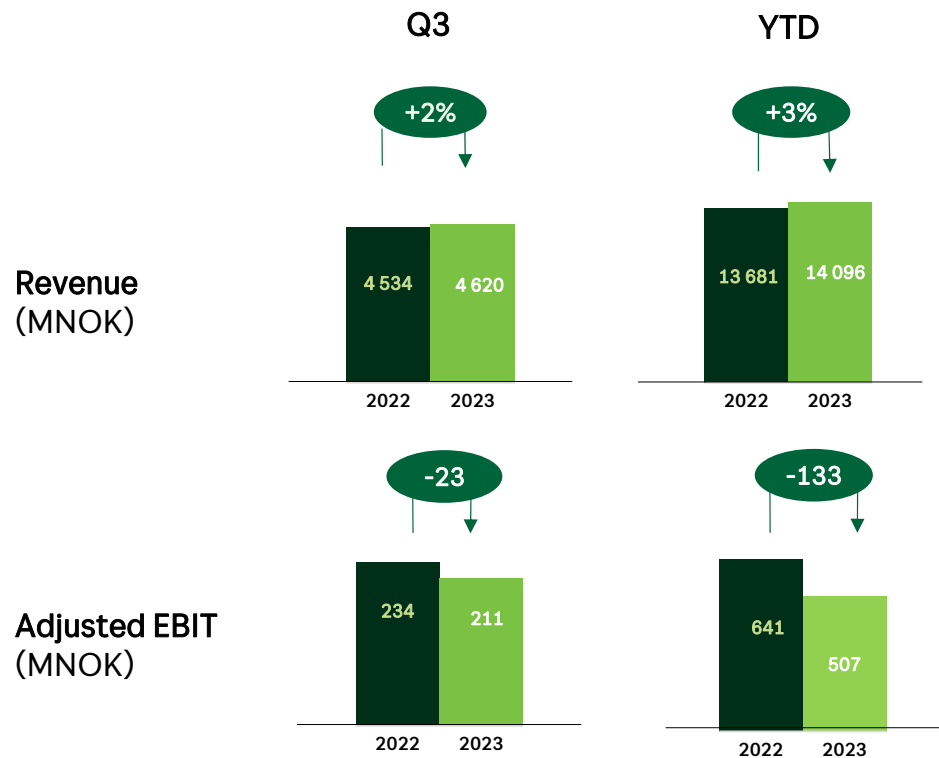
## Profit development (unaudited)

Q3 2023	Q3 2022		YTD 2023	YTD 2022	Year 2022
5 748	5 556	Revenue	17 671	17 006	23 429
667	478	EBITDA	1 658	1 430	1 790
273	134	Adjusted operating profit/(loss)	501	422	406
174	121	Operating profit/(loss) (EBIT)	401	66	(143)
(65)	(46)	Net financial items	(198)	(190)	(200)
109	75	Profit/(loss) before tax	204	(124)	(343)
<b>63</b>	<b>57</b>	<b>Profit/(loss) after tax</b>	<b>133</b>	<b>(90)</b>	<b>(277)</b>

Alternative performance measures are described in the appendix to the quarterly report.

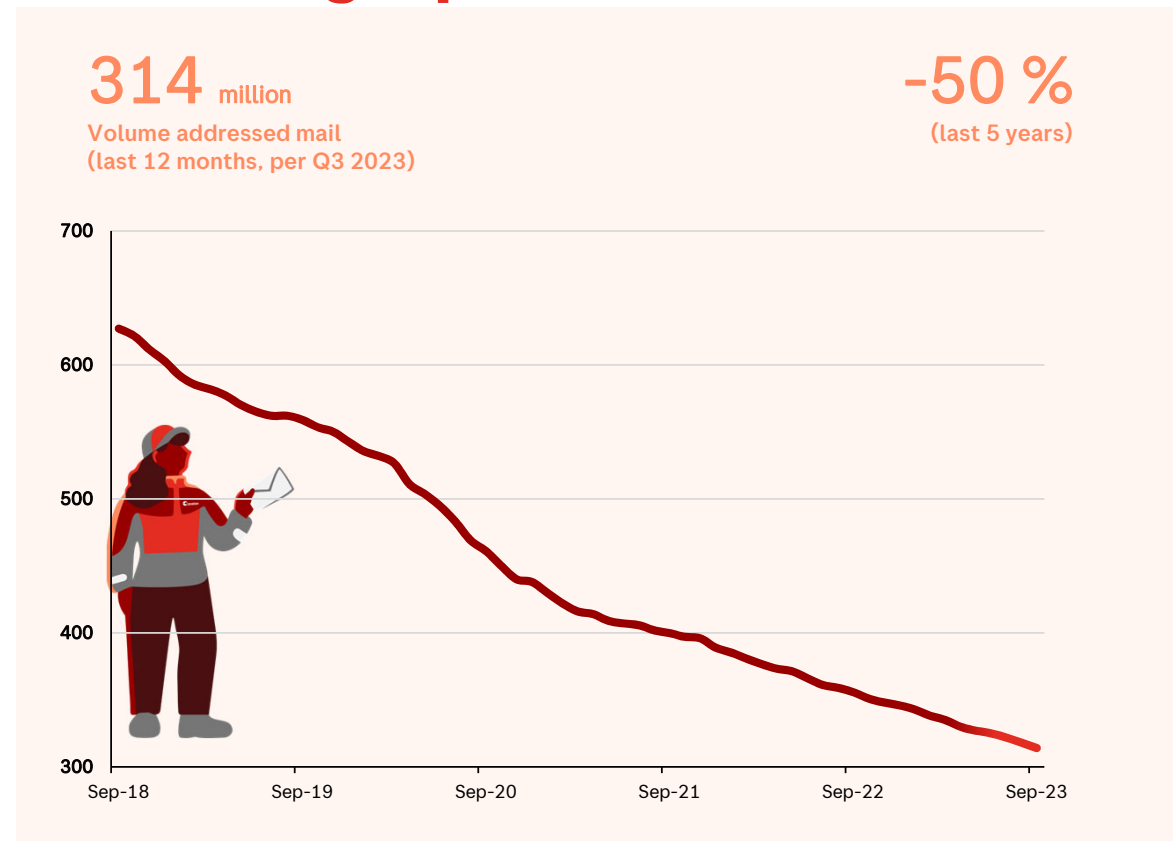
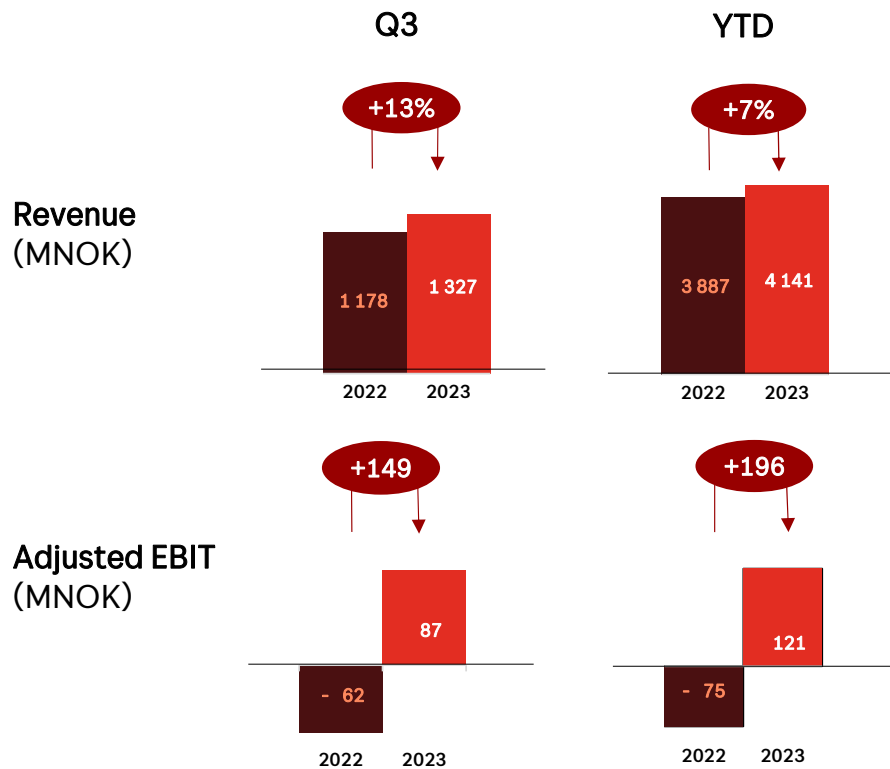
# Segment Logistics:

## Continued growth in a challenging e-commerce market



# Segment Mail:

## Decline in mail volumes, growth for Norgespakken





# Outlook

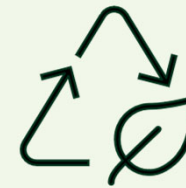
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We expect **weak economic growth** in 2023 and 2024. Economic conditions affect growth and profitability for **the logistics business**



We will continue to **invest in prioritised areas** to ensure future growth and competitiveness



We will raise our ambitions for **climate and environment** and be a **driving force** in the transition to a low-emission society

# We make everyday life easier and the world smaller.

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