

# Norway Post

## Results as of first quarter 2015



# Highlights – Important events in the first quarter 2015

- The growth in **e-commerce** continues. In the first quarter 2015, the Group's total e-commerce volume increased by 5%
- The proposed **new Postal Services Act** has been presented to the government. It is expected that the law will contribute to Norway Post's ability to adjust according to the market
- **Digipost** passed 500 000 users in April
- **Absence** due to **sickness** was 6.2 % the last twelve months, a decrease of 0.3 % - percentage points from 2014
- Delivery quality for A-mail in first quarter 2015: **83,9 %** (1,1 percentage points below the licence requirement)
- 17 March, the Group sold its investment in EVRY ASA. The sale resulted in a payment of BNOK 1.7 and a gain of MNOK 219

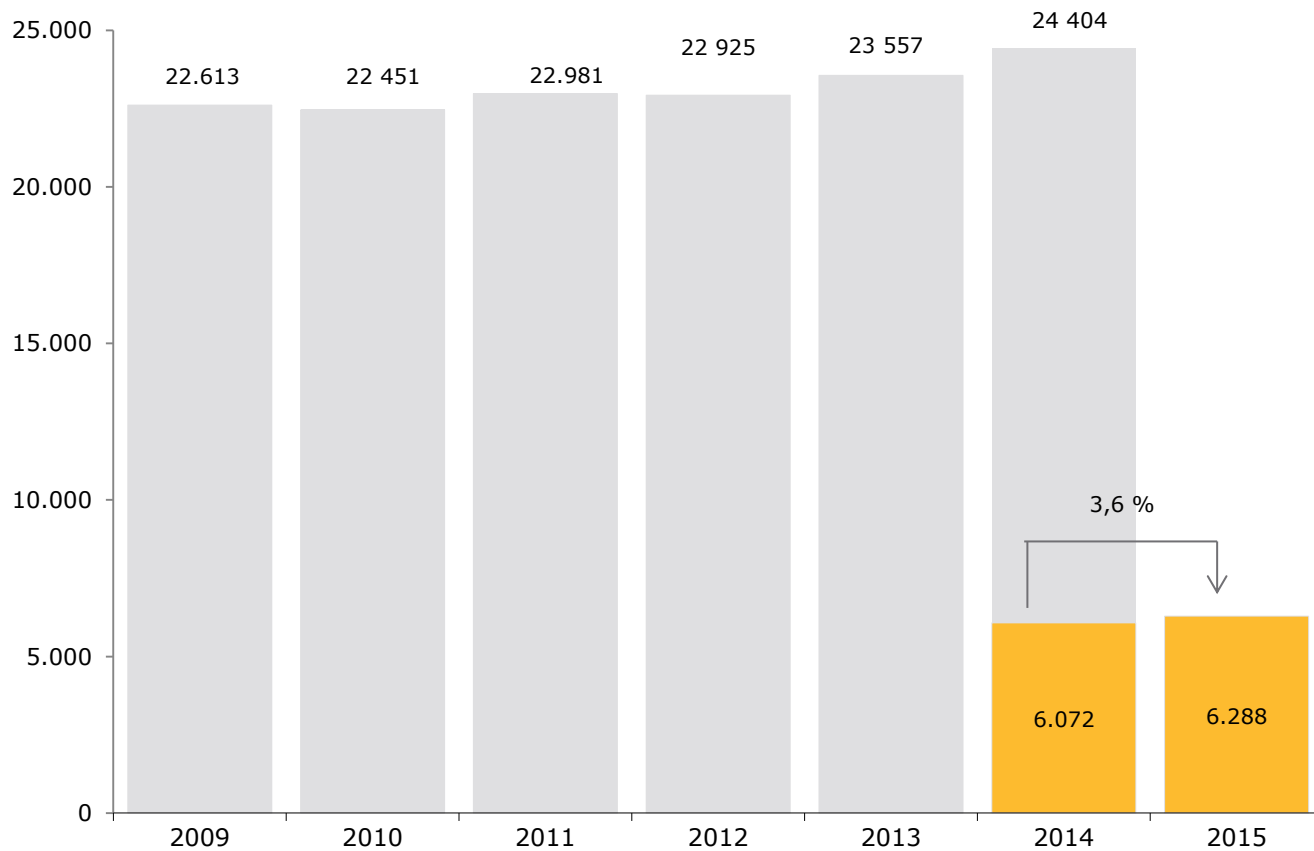


# Highlights – Important events in the first quarter 2015

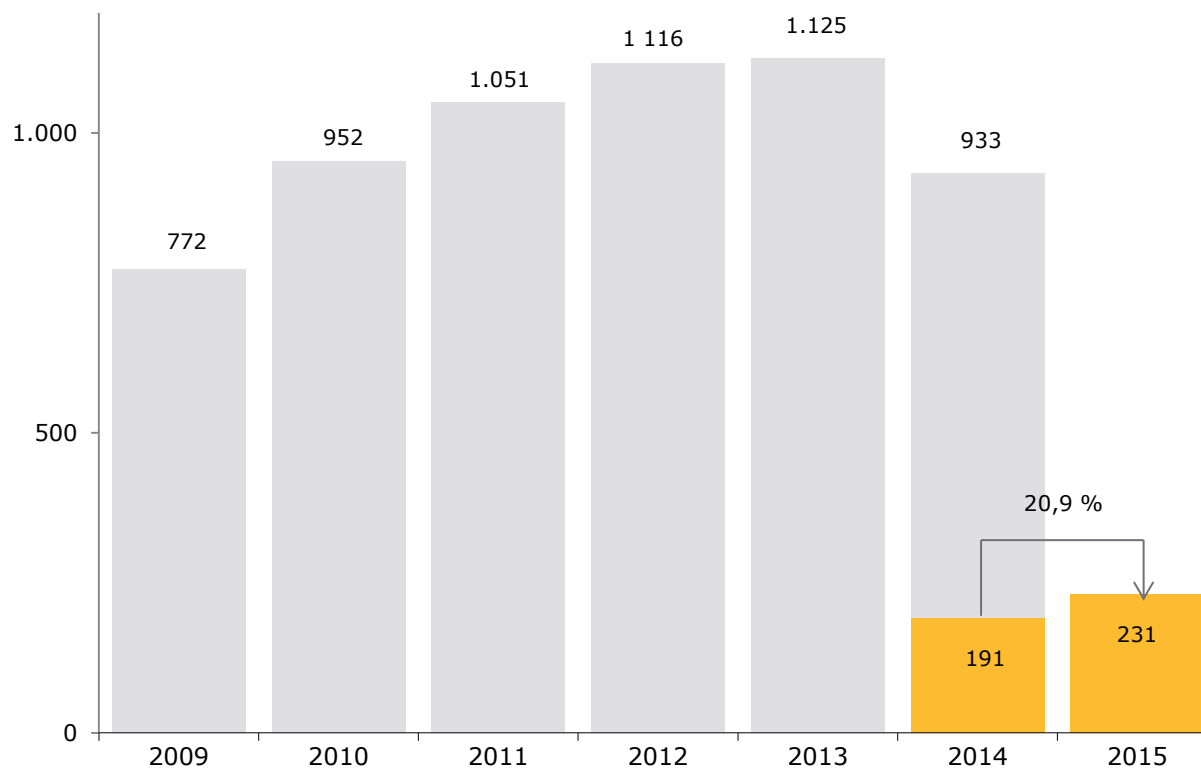
- Operating revenues:  
**MNOK 6 288**, up 3,6 % from 2014
- Earnings before interest and taxes\* :  
**MNOK 231**, up 20,9 % from 2014
- Return on invested capital (last 12 months)\*:  
**14,4 %**, down 3,1 percentage points from 2014
- Return on equity after tax (last 12 months):  
**11,1 %**, up 1,7 percentage points from 2014



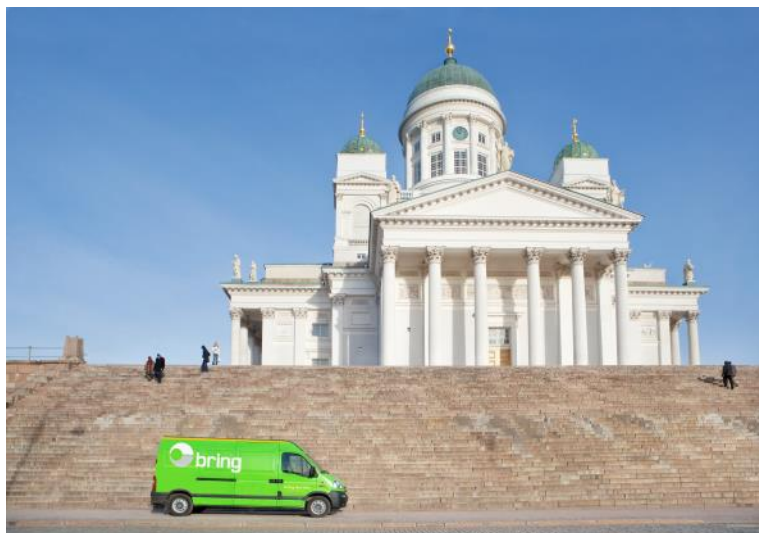
# Operating revenue (MNOK)



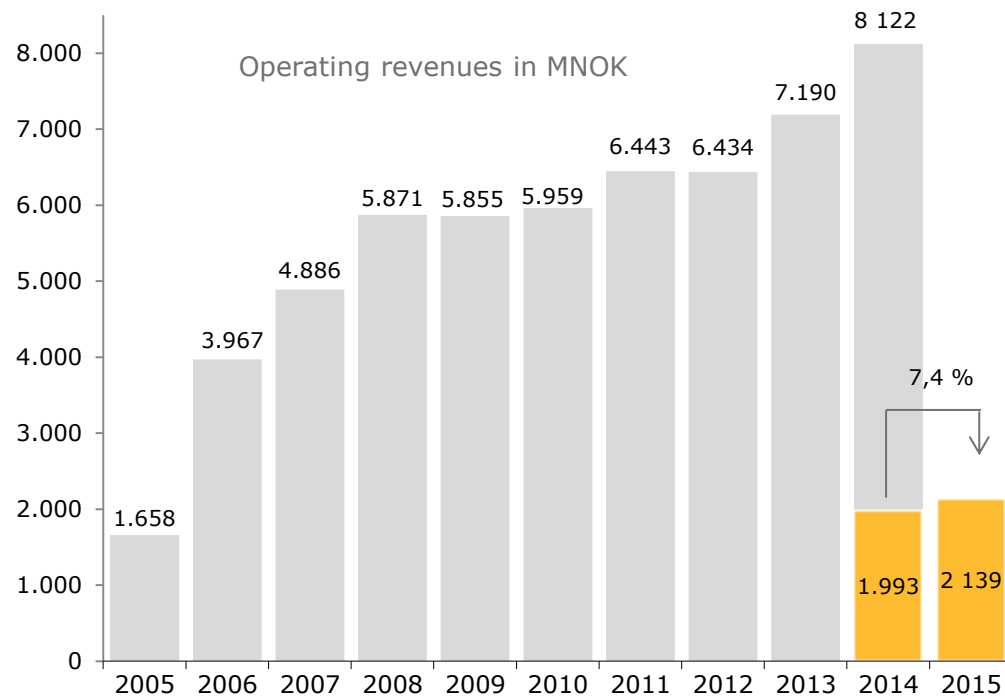
# Earnings (EBIT) before non-recurring items and write downs (MNOK)



# Operating revenues from foreign companies



Operating revenues from foreign companies constitute 34,0 % of the Groups total revenues, a growth of 1,2 percentage points from last year

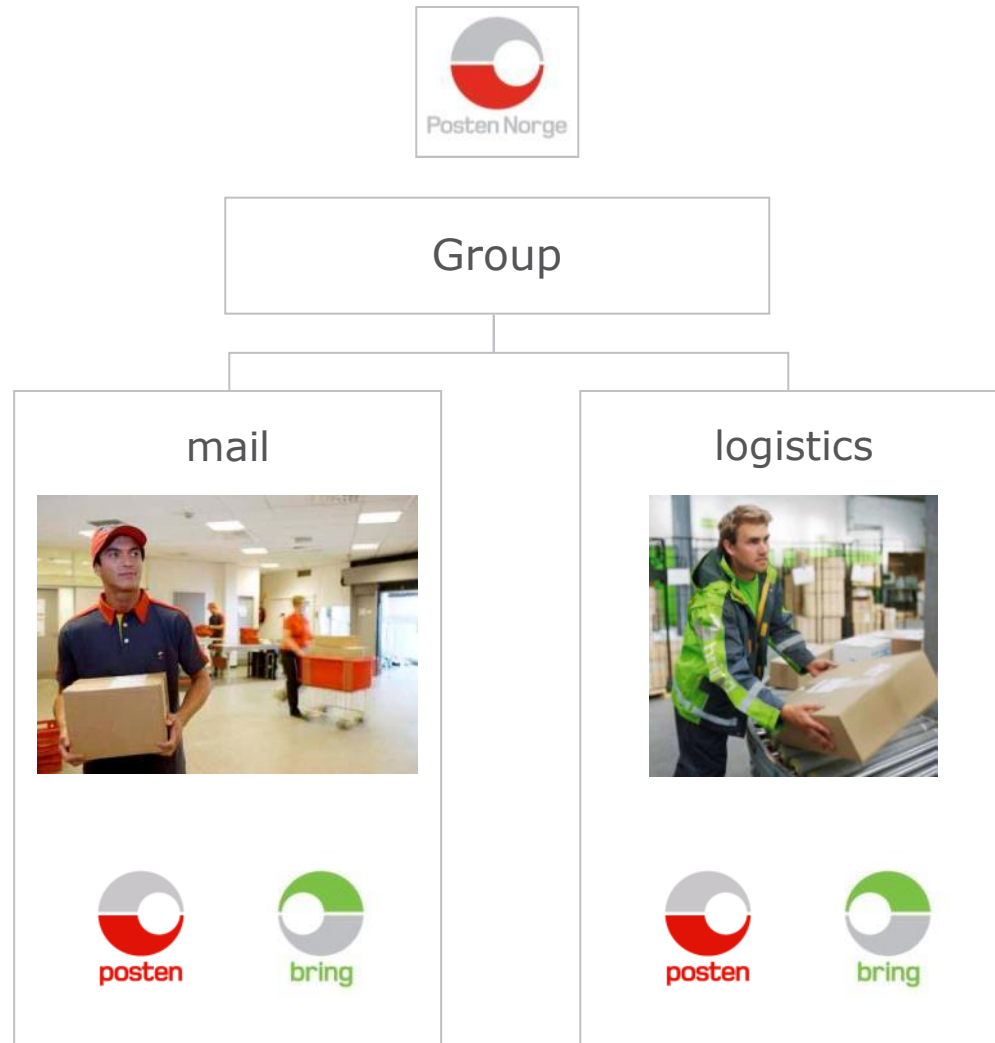


# Results

MNOK	Q1 2015	Q1 2014	Endring	Året 2014
<b>Operating revenues</b>	<b>6 288</b>	<b>6 072</b>	<b>216</b>	<b>24 404</b>
EBITDA	437	385	53	1 723
<b>EBIT before non-recurring items and write-downs</b>	<b>231</b>	<b>191</b>	<b>41</b>	<b>933</b>
Write-downs	0	0	0	282
Non-recurring expenses/(income)	-2	-3	0	-66
<b>EBIT before share of profit from associates</b>	<b>234</b>	<b>194</b>	<b>40</b>	<b>718</b>
Share of profit from associates*	249	27	222	126
<b>EBIT</b>	<b>482</b>	<b>220</b>	<b>262</b>	<b>844</b>
Net financial items	-26	-28	2	-124
<b>Earnings before tax</b>	<b>456</b>	<b>192</b>	<b>264</b>	<b>720</b>
Taxes	57	51	7	271
<b>Profit after tax</b>	<b>399</b>	<b>142</b>	<b>257</b>	<b>449</b>

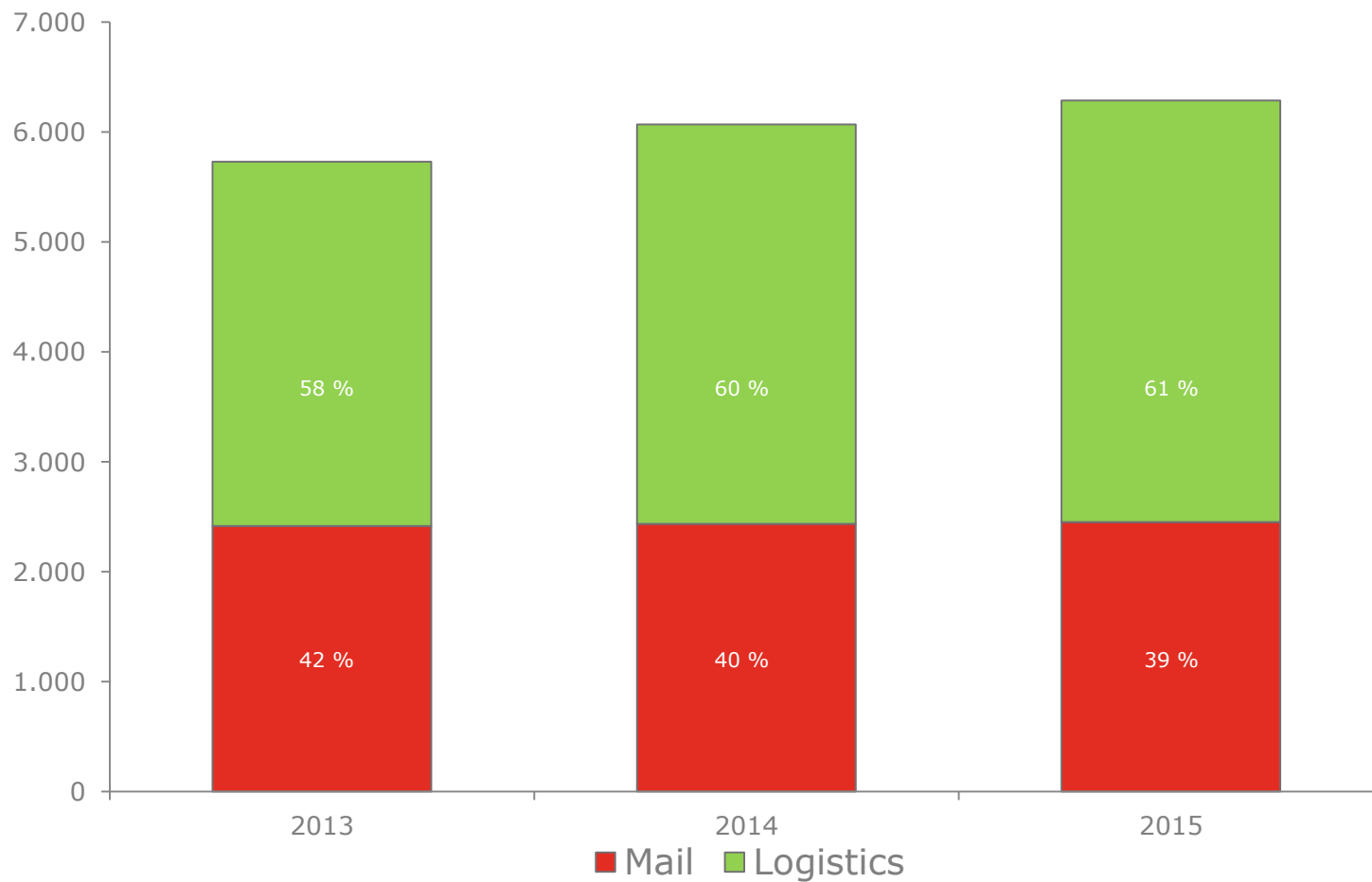
\* Includes gain from sale of EVRY ASA

# Norway Post's Segment Structure





# Segment distribution of external revenues



# Segment Mail

mail

logistics



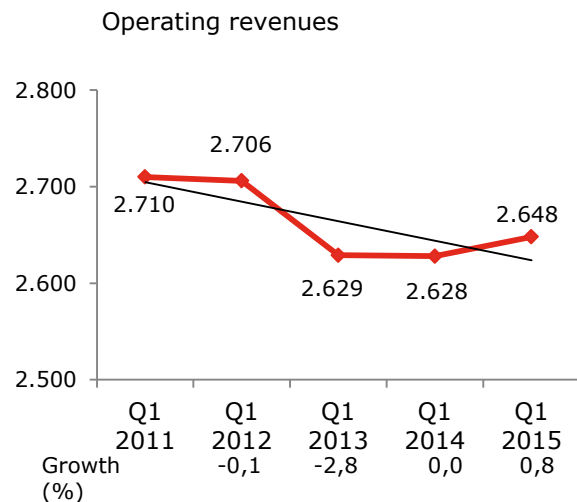
**Letter Products**  
**Banking services**  
**Dialogue services**



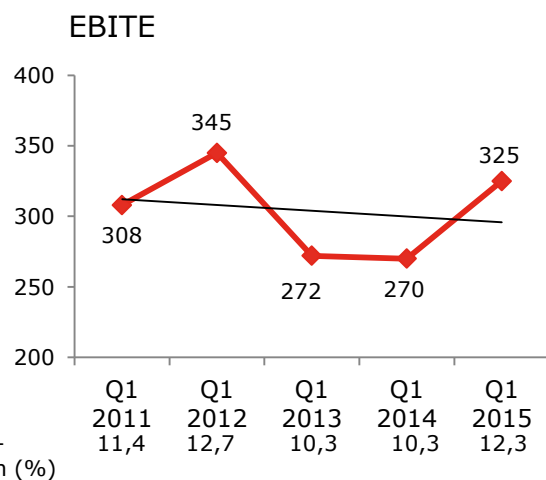
# Key figures

mail

logistics



- Operating revenues first quarter 2015 is at the same level as last year
  - Volume decrease addressed mail 4,1 %
  - Volume decrease unaddressed mail 4,9 %
  - Volume decrease in Bring CityMail Sweden 2,0 %



- Earnings before write-downs and non-recurring items first quarter 2015 show good development from 2014.
- The increase is mainly due to the transition to Post in Shops, lower IT-costs in combination with good top line growth
  - The measures this year are focused on the reorganization of the distribution sector

# Segment Logistics

mail

logistics



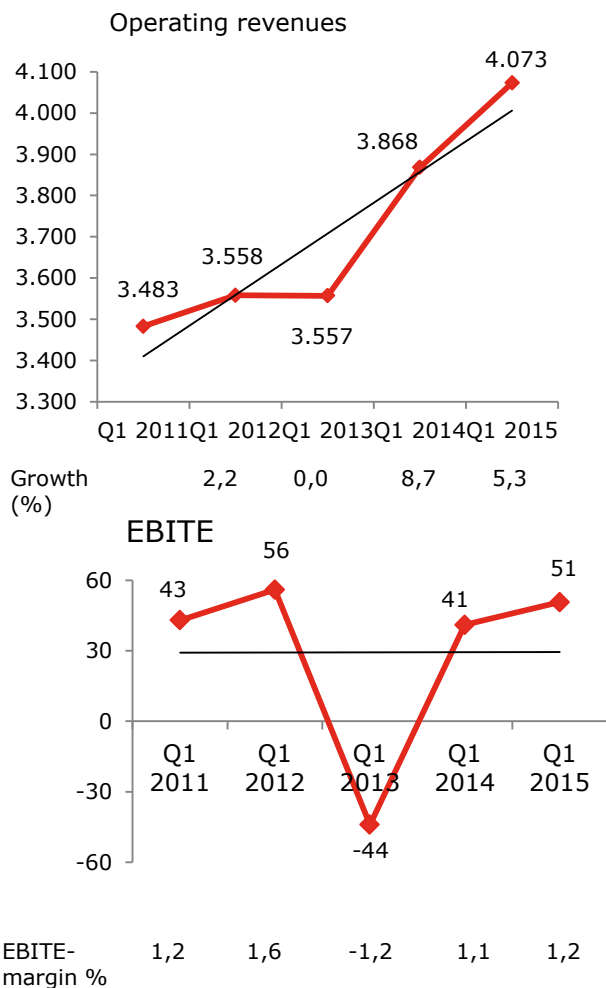
**Parcels  
Express  
Freight  
Frigo  
Warehousing  
Supply Services**



# Key figures

mail

logistics



- Operating revenues first quarter 2015 were 5,3 % higher than the same periode in 2014
  - Growth in the Groups e-commerce volumes by 5 %
  - Growth in parcels- and freight volumes
  
- Earnings before write-downs and non-recurring items first quarter 2015 show good development compared to same period in 2014
  - The increase is due to growth in volume combined with cost adjustmensts
  - The Logistic operations outside Norway are subject to reorganization to better adapt to the market development

# Outlook

- The proposed new Postal Services Act is expected to be granted by the government
- The Group is continuing focus within the Logistic segment. The establishment of the new logistic structure in Norway is according to plan.
- Reduced activity in the petroleum industry influences the development in the logistics market
- Norway Post is with it's digital mailbox, Digipost, well positioned to win the competition of digital mailusers in the future. A steady increase of public and private users are connecting to Digipost. The govermental goal is that all public communication shall be digital by first quarter 2016.

