

Vilnius 18 – 19 jan 2018

Sweden Postal History

Employees

53 977

1987: Saturday mail deliver closes down

1993: End of monopoly for postal services in Sweden and "Posten" is for the first time exposed to competition

40 970

2000: Postal offices closes and Service points establishes in the largest grocery chains in Sweden

2001: Posten sell Postgirot (bank services)

2007: Decision to close all bank services in 2008

2009: PostNord - Swedish Posten and Denmark Post merges

2014: One common organisation Logistics and Mail

21 401

2016: Implementing of IPM and Harmonized Product Portfolio (HPP)

Deregulation of the Swedish postal market

- 33 postal operators today.
- One large competitor since deregulation, Postnord.
- Bring Citymail, today owned by the Norwegian Post.

Swedish Postel market

- **Postnord**, owned by Swedish and Danish state.

About 80 % of the mail market.

Postnord loses 5-10% of mail volumes every year.

- **Bring Citymail**, owned by the Norwegian state.

About 20% of the mail market.

Bring Citymail has about the same volumes every year.

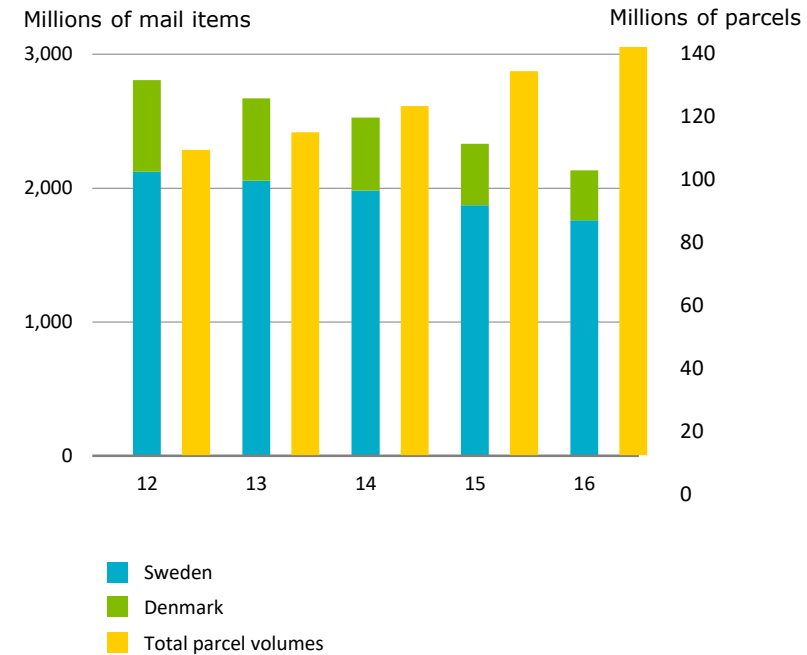
They take only letters from companies, authorities etc.

Trends in the market Postnord

- 2016: Increasing parcel volumes**
 Up by 8% compared with 2015, with e-commerce-related B2C parcel volumes rising approx. 16%.
- 2016: Decreasing mail volumes**
 Down overall by -9% compared with 2015, -19% in Denmark and -6% in Sweden.



Total mail and parcel volumes



Facts 2017 Postnord



Net sales: **SEK 23,025m**
Adjusted operating income, EBIT: **SEK 847m**



Number of letters: **1,759 million**



Number of (FTE): **app. 20,000**



Quality, 1st class mail: **91.5%**



Quality, parcels: **95.7%**



Units: **400**

New postal law from 2018

- Overnight delivery will become two day delivery.
- Quality requirements from 85% to 95%.
- Seko wants to change the distribution form in multifamily houses.

Digitalization

- We realize changes will happen.
- Negative for mailbusiness.
- Positive for parcelsbusiness.
- Key is to integrate mail and parcels in Postnord.

- Key in Bring Citymail is more to integrate morning newspaper and mail.

Crucial issues for Seko

- Collective Agreement in:
- No outsourcing of core business.
- Full-time employment.
- Handle personal redundancies responsibly.