Vilnius 18 – 19 jan 2018
Sweden Postal History

1987: Saturday mail delivery closes down

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

2000: Post offices close and Service points establish in the largest grocery chains in Sweden

2001: Posten sells Postgirot (bank services)

2007: Decision to close all bank services in 2008

2009: PostNord - Swedish Posten and Denmark Post merge

2014: One common organisation, Logistics and Mail

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

Employees

53,977

40,970

21,401
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.
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 Agreemet in:
• No outsourcing of core business.
• Full-time employment.
• Handle personal redundancies responsibly.