

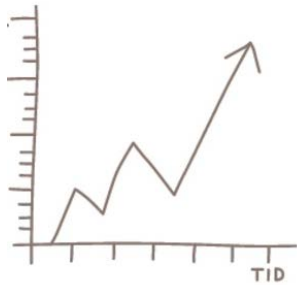
We make everyday life simpler and the world smaller

- Postal and logistics operator
- Turnover 2016: 24,7 mrd NOK
- Logistics over 60% of turnover
- 40% of turnover outside Norway
- 16 000 FTE, 70 nationalities
- Utilize approx 10 000 vehicles



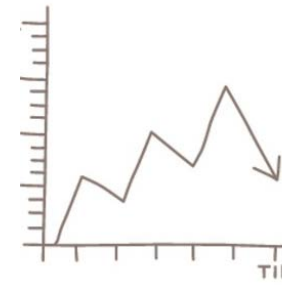
Norway Post consist of two business segments; mail and logistics.
They have different fundamental challenges and opportunities.

Logistics segment : profitable growth



GROWING LOGISTICS MARKETS

Mail segment : transformation & cost efficiency



DECLINING LETTER VOLUMES



Norway Post Group Environmental vision and strategy

1. Reducing the climate and environmental impact, especially from transport and buildings
2. Meet customer requirements and stakeholder needs
3. Contribute to continuous improvement in environmental performance by suppliers
4. Continuously develop skills and increase environmental awareness within the organization
5. Collaborate with stakeholders to influence the framework conditions

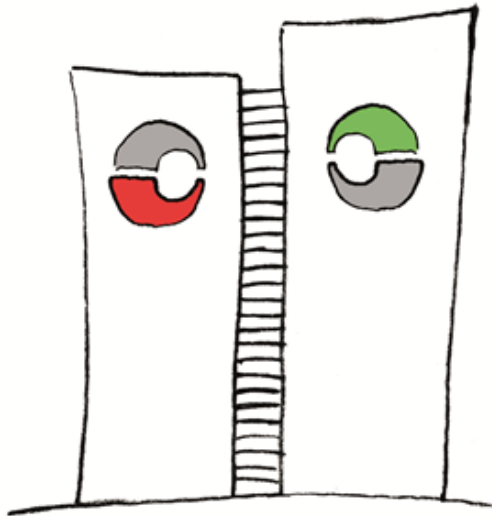


We have reduced our emissions by 43% since 2009

82 400



The group has an ambitious target



**«Posten and Bring -
renewable in 2025»**



**Posten and Bring will work to ensure that we only use renewable energy sources
in vehicles and buildings by 2025**

Posten and Bring has the largest low/zero emission fleet in Norway

1000 electric vehicles



130 biogas vehicles

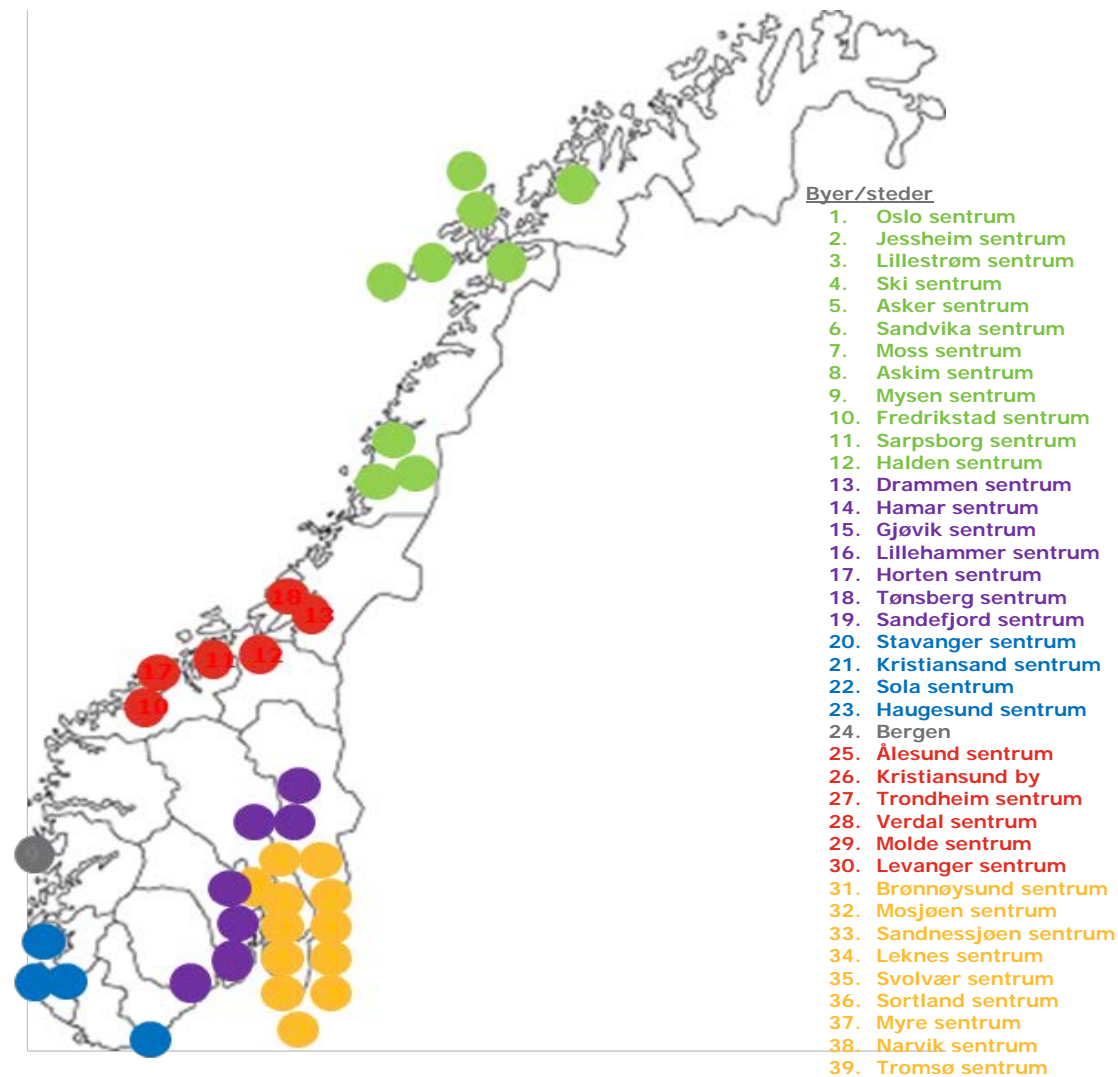


470 vehicles on biofuel



Emission free distribution in 39 cities and towns (and more to come)

Nullutslippsløsninger i byer



Norway Post buys 300 electric cars

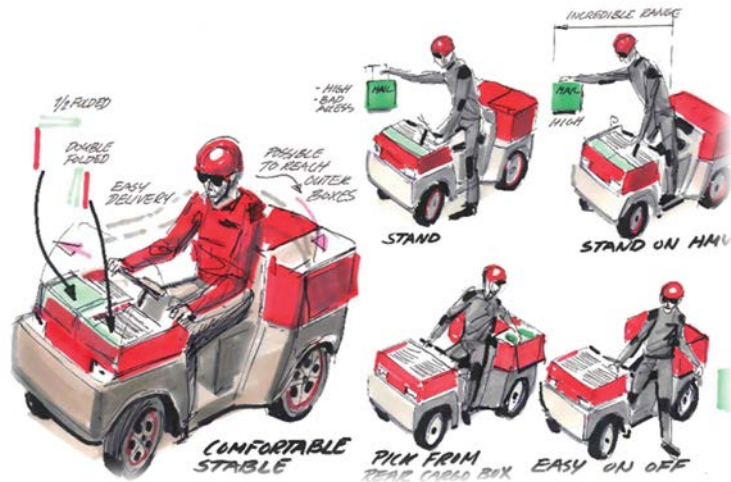
- Tested and functionally fit for our requirements
- TCO break even compared to a conventional diesel car.
- Operational range in «postal mode» up to 70 km a day.



Getting there....



Paxter is a Norwegian designed and manufactured customized vehicle for mail and newspaper delivery



Design phase



Norway Post version



DDV Mediengruppe version

Green value creation



There are different solutions available in the different vehicle segments

Small vehicles



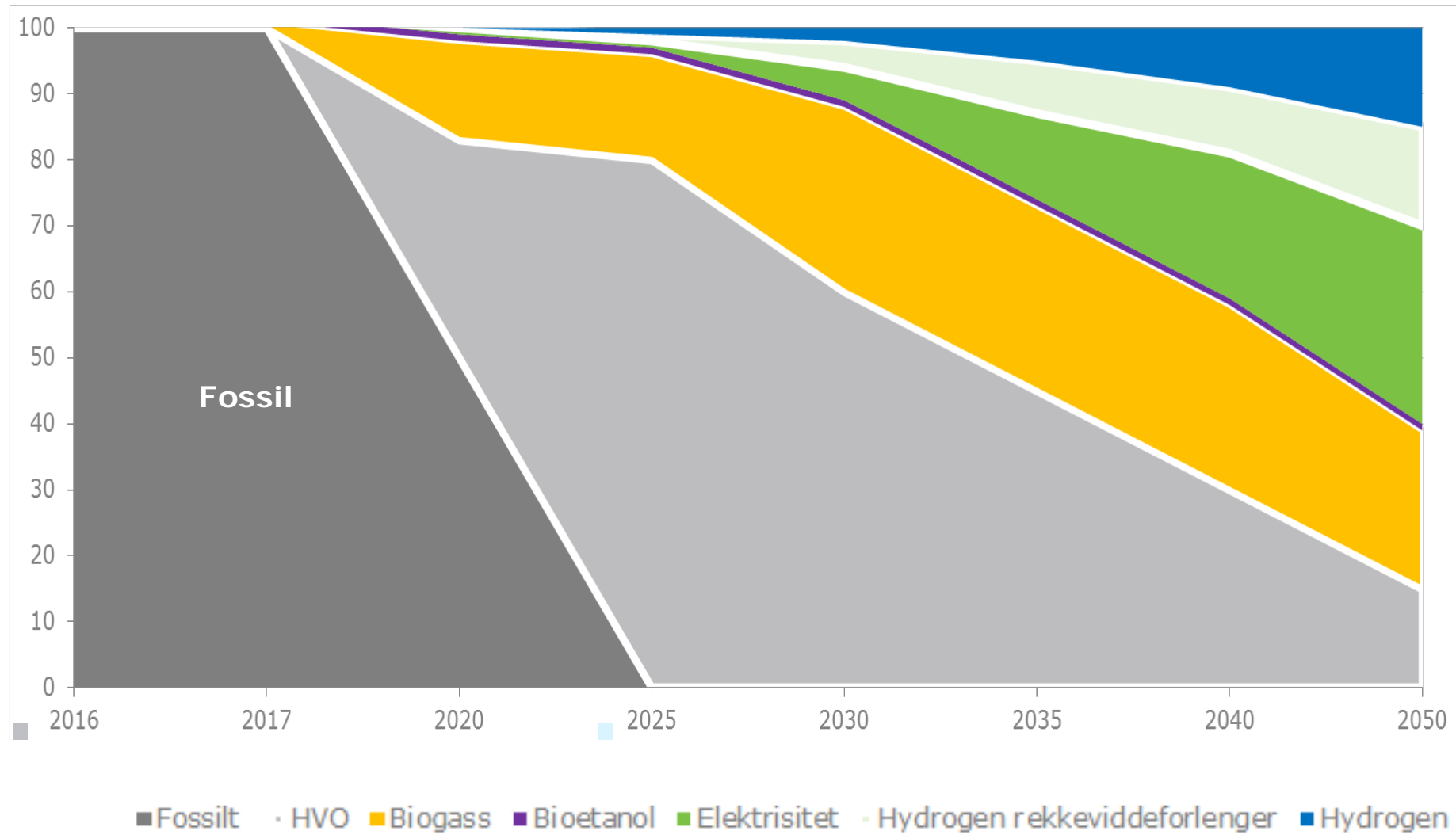
Small trucks



Large trucks



The landscape is evolving



The market is global with
new players



The game changer?



We will continue to test new solutions and be a part of developing zero emission transport markets

Key challenges :

- Cost
- Range
- Charging infrastructure
- Politics



Thank you for your attention

