

# Interim Report January-March 2012

## Major changes in a continued challenging market

### January-March 2012

- Net sales totaled SEK 9,993m (10,032).
- Operating profit totaled SEK 293m (420).
- Net profit totaled SEK 210m (344).
- Operating margin was 2.9 (4.2)%.
- Operating profit before restructuring costs and non-recurring items totaled SEK 642m (514).
- Adjusted operating margin was 6.4 (5.1)%.

## Message from the CEO

PostNord is reporting satisfactory results for the first quarter of 2012 given the circumstances. Net sales for the group developed on par with last year, and underlying profitability improved.

2012 is a year of change for PostNord. We are streamlining and implementing cost reductions in parallel with implementing major investments in the business. This is in line with our strategy to reposition the business to secure profitability within the mail businesses and develop the logistics business. Results for the first quarter were charged with a total of 354 million Swedish kronor in restructuring costs. The group's operating margin before restructuring costs and non-recurring items was 6.4%.

The global economic uncertainty also affects the Nordic countries and our businesses. Our mail businesses are also impacted by continued high levels of digital alternative substitution. The drop in mail volumes continued during the first quarter of the year and was, considering calendar effects, on par with last quarter. Our assessment of volume decreases for full-year 2012 remains around 12 percent in Denmark and 5 percent in Sweden.

All in all, the mail businesses reported acceptable results, and profitability before restructuring costs improved markedly.

We are maintaining the level of cash flows from the mail businesses. This is of great importance for the financing of the planned investments being made to reposition the businesses in relation to anticipated volume decline.

We are developing the logistics business, and continue to implement our strategy to meet businesses' demand for end-to-end solutions and cross-border capacity. The logistics business in Norway is growing steadily, and we are gaining market share. The Swedish business is also developing well. In Denmark, however, we are challenged by tough competition, price pressure and a weak economy. We will be carrying out additional streamlining activities within the business.

We announced two major transactions during the quarter, implemented in line with our strategy. The acquisition of Green Cargo Logistics gives us a leading position within third-party logistics in the Nordic region – an attractive and rapidly growing market area. We are also taking over operations within Svensk Morgondistribution, which strengthens our position within newspaper distribution in Sweden and produces significant synergy potential.

*Lars Idermark*

## Financial overview and key ratios

SEKm, unless otherwise specified	Jan-Mar 2012	Jan-Mar 2011	Change		Jan-Dec 2011
<b>INCOME STATEMENT</b>					
Net sales	9,993	10,032	-39	0%	39,466
Other income	63	38	25	66%	274
<b>Income</b>	<b>10,056</b>	<b>10,070</b>	<b>-14</b>	<b>0%</b>	<b>39,740</b>
Operating expenses, excl. depreciation and impairments	-9,353	-9,239	-114	1%	-36,501
Participations in the earnings of associated companies	1	2	-1	-50%	-2
<b>Operating profit (EBITDA)</b>	<b>704</b>	<b>833</b>	<b>-129</b>	<b>-15%</b>	<b>3,237</b>
Depreciation and impairments	-411	-413	2	0%	-1,666
<b>Operating profit (EBIT)</b>	<b>293</b>	<b>420</b>	<b>-127</b>	<b>-30%</b>	<b>1,571</b>
Net financial items	13	27	-14	-52%	100
Profit before tax	306	447	-141	-32%	1,671
Tax	-96	-103	7	-7%	-446
<b>Net profit</b>	<b>210</b>	<b>344</b>	<b>-134</b>	<b>-39%</b>	<b>1,225</b>
<b>CASH FLOWS</b>					
Cash flows from operating activities	271	172			1,634
<b>FINANCIAL POSITION</b>					
Cash and cash equivalents, end of period	1,976	3,500	-1,524	-44%	2,107
Equity, end of period	12,014	12,015	-1	0%	11,930
Net debt	669	-602	1,271	>100%	578
<b>KEY RATIOS</b>					
Operating margin (EBIT), %	2.9	4.2			4.0
Adjusted operating margin, %	6.4	5.1			4.8
Earnings per share, SEK	0.10	0.17	-0.07		0.61
Net debt/EBITDA, times	0.22	-0.19	0.41		0.18
Equity-Assets ratio, end of period, %	47	46	1		47
Return on equity, rolling 12-month, %	9	8			10
Average number of employees	38,791	42,189	-3,398	-8%	41,714

## Net sales and profit

### January-March

PostNord's net sales were on par with last year, totaling SEK 9,993m (10,032). The development reflected the sale of Strålfors' division Identification Solutions on August 1, 2011, a sharp decline in mail volumes throughout the group, price increases for mail in business area Mail Denmark, increasing Advertisements and Newspapers sales and increasing international mail volumes in Mail Sweden, and increasing sales within Logistics.

Expenses rose 1% to SEK 9,764m (9,652). The change was primarily attributable to increased restructuring costs due to operational changes made pursuant to group strategy. Restructuring costs totaled SEK 354m (94) and were primarily attributable to personnel cutbacks.

Excluding restructuring costs, expenses fell 2%. Personnel expenses fell 3% as a result of streamlining activities within production and administration. The average number of employees decreased by 3,400. The group's transport expenses

increased during the quarter, attributable mainly to acquisitions of businesses within business area Logistics during the fall of 2011.

Effects from exchange rate changes were marginal during the quarter.

Group operating profit fell to SEK 293m (420) and group operating margin to 2.9 (4.2)%. The adjusted operating margin (EBIT margin before restructuring costs and non-recurring items) increased to 6.4 (5.1)%; see also table below.

Net financial items totaled SEK 13m (27). The change was mainly related to lower interest rates.

Net profit totaled SEK 210m (344). Earnings per share were SEK 0.10 (0.17).

Return on equity, rolling 12-month, was 9 (8)% at the end of the period.

## Adjusted operating profit

SEKm	Mail Denmark		Mail Sweden		Logistics		Strålfors		PostNord Group	
	Jan-Mar		Jan-Mar		Jan-Mar		Jan-Mar		Jan-Mar	
	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011
<b>Operating profit (EBIT)</b>	<b>127</b>	<b>57</b>	<b>250</b>	<b>280</b>	<b>18</b>	<b>50</b>	<b>-58</b>	<b>-1</b>	<b>293</b>	<b>420</b>
Restructuring costs	104	38	122	46	33		80		354	94
Non-recurring items <sup>1)</sup>					-5				-5	
<b>Adjusted operating profit (EBIT)</b>	<b>231</b>	<b>95</b>	<b>372</b>	<b>326</b>	<b>46</b>	<b>50</b>	<b>22</b>	<b>-1</b>	<b>642</b>	<b>514</b>
Adjusted operating margin, %	8,5	3,4	9,1	8,0	1,3	1,5	3,0	neg	6,4	5,1

<sup>1)</sup> Refers to impairments, capital gains (-) and capital losses (+)

## Cost reduction program

The cost reduction program launched in 2011 is proceeding according to plan. The purpose of the program is to reduce the group's administrative costs by approximately SEK 1 billion by the close of 2012, in addition to the ongoing rationalizations made within the group. As of March 31, 2012, measures taken under the plan had generated year-on-year cost savings corresponding to one-third of the size of the program.

## Cash flows

### January-March

Cash flows from operating activities improved to SEK 271m (172). The liquidity effect as regards pensions, i.e., chiefly pension payments, totaled SEK -271m (-344). Capitalization of SEK 141m (76) was made during the period and SEK 141m (0) of contributions were received.

Cash flows from investing activities totaled SEK -347m (-327). Investments in tangible fixed assets totaled SEK 360m (301). Investments were primarily made in production vehicles, transport and sorting equipment and facilities in connection with the establishment of the new terminals in Hallsberg and Rosersberg in Sweden. Investments include the adaptation of the Swedish mail business to anticipated mail volume decline. Investments in intangible fixed assets totaled SEK 52m (51) and were primarily attributable to the capitalization of development expenditures for the integration of joint IT solutions.

The net liquidity effect of the sale of subsidiaries totaled SEK 46m. The sales were of wholly-owned subsidiaries EBT Property B.V., HIT Starintex B.V. Holland and HIT Belgium S.A.

Cash flows from financing activities totaled SEK -53m (19). The change was attributable to interest-bearing liabilities.

Cash and cash equivalents as per the balance sheet totaled SEK 1,976m, down SEK 1,524m from March 31, 2011 and SEK 131m from December 31, 2011.

## Financial position

### Financial position

Group cash and cash equivalents totaled SEK 1,976m as of March 31, 2012. The group's overall financial preparedness totaled SEK 3,976m, including a committed credit line of SEK 2,000m.

### Interest-bearing liabilities

The group's interest-bearing liabilities are chiefly comprised of Danish real estate financing with long maturity terms and the group's pension liabilities. PostNord AB established a commercial paper program during the first quarter, that provides the opportunity to raise short-term financing. An issue was initiated under the program during the early second quarter.

### Stable asset base and low net debt

The group holds a strong financial position and has a strong asset base, with an equity-assets ratio of 47% as of March 31, 2012. The group target is an equity-assets ratio of at least 35%. Consolidated net debt totaled SEK 669m. The net debt/EBITDA ratio was 0.22.

## Consolidated net financial position

SEKm	Mar 31 2012	Mar 31 2011	Dec 31 2011
Cash and cash equivalents	1,976	3,500	2,107
Interest-bearing liabilities	1,043	1,469	1,098
Pension provisions	1,602	1,429	1,587
<b>Net debt</b>	<b>669</b>	<b>-602</b>	<b>578</b>

## Highlights

**On January 4, 2012** PostNord sold the wholly-owned subsidiaries HIT Starintex B.V. Holland and HIT Belgium S.A to Hellmann Worldwide Logistics GmbH & Co KG, as part of the group's strategy to focus on logistics flows to, from and within the Nordic region.

**On January 16, 2012** Strålfors signed an agreement with the Danish Digitalization Agency for the management of physical and electronic mail sent by the government, districts and

municipalities. The four-year agreement involves estimated sales of DKK 500m.

**On February 7, 2012** Richard Reinius resigned from PostNord's Board of Directors.

**On February 23, 2012** Annemarie Gardshol was employed to head PostNord's newly-established corporate strategy unit. Ms Gardshol will be a member of PostNord's executive and Group Management teams and will assume her duties on May 14, 2012.

**On March 26, 2012** PostNord signed an agreement with Green Cargo AB to acquire Green Cargo's subsidiary Green Cargo Logistics AB and its real estate holdings. Green Cargo Logistics is the second largest third-party logistics company in Sweden, with a total storage area of 260,000 m<sup>2</sup> in modern facilities in Stockholm, Norrköping, Gothenburg, Helsingborg and Copenhagen. The acquisition is subject to competition authority approval.

### Subsequent events

**On April 19, 2012** PostNord's wholly-owned subsidiary Tidningstjänst AB signed an agreement for the takeover of Svensk Morgondistribution KB operations covering several years' distribution of the media group's MittMedia and Västerbottens-Kuriren morning newspapers. The transaction is subject to competition authority approval.

**On April 20, 2012** PostNord held its 2012 annual general meeting. AGM resolutions included the re-election of all in-

cumbent Board members, with Fritz H. Schur as Chairman of the Board, and the election of Jonas Iversen as new Board member.

**On April 23, 2012** PostNord AB made an initial issue under an established commercial paper program. The program provides the group with short-term business financing and the opportunity to issue commercial paper within a SEK 3 billion framework.

**On 8 May, 2012** PostNord's subsidiary Posten AB announced that the Swedish Competition Authority has confirmed Posten's pricing for large mailings. The Competition Authority conducted an on-site inspection of Posten Meddelande AB in May 2011, and has now dismissed the case in its entirety upon its finding that Posten has not abused its dominant position and that Posten's actions do not effectively shut out equally efficient competitors.

### Changes in Group Management

On May 1, 2012 Henning Christensen took over as head of PostNord's Mail Denmark business area and joined the Group Management team. He comes most recently from a position as head of Production & Transport within PostNord's Danish operations.

The former head of the business area, Finn Hansen, will spearhead implementation of a new governance model within the group. He remains a co-opted member of the Group Management team.

## Business operations

SEKm	Jan-Mar 2012	Jan-Mar 2011	Change	
<b>Mail Denmark</b>				
Net sales	2,308	2,406	-98	-4%
Operating profit (EBIT)	127	57	70	>100%
Operating margin, %	4.7	2.0	2.7	
Adjusted operating margin, %	8.5	3.4	5.1	
<b>Mail Sweden</b>				
Net sales	3,908	3,886	22	1%
Operating profit (EBIT)	250	280	-30	-11%
Operating margin, %	6.1	6.9	-0.8	
Adjusted operating margin, %	9.1	8.0	1.1	
<b>Logistics</b>				
Net sales	3,210	3,037	173	6%
Operating profit (EBIT)	18	50	-32	-64%
Operating margin, %	0.5	1.5	-1.0	
Adjusted operating margin, %	1.3	1.5	-0.2	
<b>Strålfors</b>				
Net sales	717	845	-128	-15%
Operating profit (EBIT)	-58	-1	-57	>100%
Operating margin, %	neg	neg		
Adjusted operating margin, %	3.0	neg		
<b>Other and eliminations</b>				
Net sales	-150	-142	-8	
Operating profit (EBIT)	-44	34	-78	
<b>PostNord Group</b>				
Net sales	9,993	10,032	-39	0%
Operating profit (EBIT)	293	420	-127	-30%
Operating margin, %	2.9	4.2	-1.3	
Adjusted operating margin, %	6.4	5.1	1.3	

Margin calculation includes other income; see Quarterly Data table.

### Mail Denmark

Net sales for business area Mail Denmark fell 4% to SEK 2,308m (2,406). The business area was affected by the continued weakness of the Danish economy and the extensive ongoing digitalization in the Danish market. All in all, mail volumes fell 10%. When adjusting for calendar-related effects (the period included an extra business day in 2012 as compared to 2011), volumes fell 12%. Price increases implemented by Mail Denmark had a positive impact on the business area's sales of 4%. Volumes for magazine mail and newspapers fell due to drops in circulation and increased competition for these services. UDM volumes were unchanged.

Expenses fell 6% to SEK 2,592m (2,758), despite higher restructuring costs. The decline in expenses was attributable to efforts to continuously adjust to lower volumes and to

streamlining activities within administration. Personnel expenses fell 11%.

Operating profit rose to SEK 127m (57) and the operating margin to 4.7 (2.0)%. The adjusted operating margin rose to 8.5 (3.4)%.

### Mail Sweden

Net sales for business area Mail Sweden increased 1% to SEK 3,908m (3,886). Mail volumes continued to be affected by competition from digital alternatives, with an aggregate decline of 3% during the quarter. When adjusting for calendar-related effects, volumes fell 4%. Advertisements and Newspapers sales increased due to a favorable advertising market. Volumes were also up for free newspapers. The Swedish e-commerce market continues to grow. The business area also noted an increase in international mail volumes.

Expenses rose 2% to SEK 3,844m (3,781). The increase was primarily attributable to higher restructuring costs related to personnel cutbacks within administrative functions. Personnel expenses continued to fall during the quarter due to adjustments of the workforce to lower volumes.

Operating profit fell to SEK 250m (280) and the operating margin to 6.1 (6.9)%. The adjusted operating margin rose to 9.1 (8.0)%.

#### Logistics

Net sales for business area Logistics rose 6% to SEK 3,210m (3,037). The increase was primarily attributable to the acquisition of logistics companies in Sweden and Norway in 2011. Sales excluding acquisitions also increased in the Swedish and Norwegian logistics businesses. Sales for the Danish logistics business fell due to continued tough competition and price pressure. The group's parcel volumes were unchanged.

Expenses rose 7% to SEK 3,526m (3,308). The increase is primarily attributable to completed acquisitions, and also to higher restructuring costs related to personnel cutbacks within administration.

Operating profit fell to SEK 18m (50) and the operating margin to 0.5 (1.5)%. The adjusted operating margin fell to 1.3 (1.5)%.

#### Strålfors

Net sales for Strålfors were down 15%, to SEK 717m (845). The change was primarily attributable to the divestment of the Strålfors Identification Solutions division, completed on August 1, 2011. Adjusted for this structural effect, net sales increased due to new business volumes in Sweden and Norway. The launch of new services also contributed to the underlying improvement in sales. Among other services, "We-Mail", which combines print and postage in a joint solution, was launched in Norway and Finland.

Expenses fell 8% to SEK 782m (852). The decline was chiefly attributable to the divestment of the Strålfors Identification Solutions division. The quarter was also burdened with restructuring costs of SEK 80m, primarily costs associated with personnel cutbacks. Personnel expenses were down 26%.

Operating profit fell to SEK -58m (-1). The adjusted operating margin improved to 3.0% (neg.).

## 2012 outlook

The assessment of the group's outlook for full-year 2012, reported by the group in its fourth-quarter and full-year reports for 2011, remains unchanged.

PostNord anticipates continued strong volume decreases for mail in Denmark and Sweden due to competition from digital alternatives. PostNord's assessment for 2012 is that mail volumes in Sweden will fall approximately 5% and that mail volumes in Denmark will follow the 2011 trend (i.e., fall approximately 12%). The economic trend for the coming year is

highly uncertain. The group expects continued growth in the Nordic logistics market.

PostNord's strategy includes major cost reduction adjustments and significant investments in mail operation production facilities to improve flexibility, efficiency and profitability. This also includes the profitable expansion of the logistics operations, organically and through acquisitions. Following implementation of the corporate strategy, group operating profit will be burdened with significant non-recurring restructuring costs in 2012.

## Parent company

The parent company, PostNord AB, ran a very limited operation in the form of inter-company service and has two employees: the President/CEO and the group CFO. No net sales were reported during the period. Operating expenses totaled SEK 13m (3), and financial items totaled SEK 3m (1). Net profit for the period totaled SEK -4m (2).

## Risks and uncertainties for the group and the parent company

Risks, risk management and any factors that may affect the parent company and the group's businesses are described in PostNord's 2011 annual report. No new or changed significant risks or uncertainty factors were identified during the quarter.

## 2012 Annual General Meeting

The Annual General Meeting was held on April 20, 2011. AGM resolutions included:

Adoption of the income statement and balance sheets and the consolidated income statement and balance sheets. The meeting resolved to distribute profits in accordance with the Board of Directors and CEO's proposal by distributing a dividend of SEK 0.18, a total of SEK 368m, to the shareholders. The Board of Directors and the CEO were discharged from liability for the 2011 financial year.

Adoption of proposals for guidelines for remuneration of senior executives, presented by the Board of Directors.

Resolution that the Board of Directors shall be comprised of eight AGM-elected members and no deputies. The meeting re-elected Board Members Fritz H. Schur, Mats Abrahamsson, Ingrid Bonde, Gunnel Duveblad, Bjarne Hansen, Torben Janholt and Anne Birgitte Lundholt. The meeting re-

solved to elect Jonas Iversen, Director at the Ministry of Finance in Sweden, as a new Board Member. Fritz H. Shur was re-elected as Chairman of the Board.

Resolution in accordance with proposals on fees to the Board members for the time until the next Annual General Meet-

ing. The meeting also resolved that Board or committee fees will not be paid to Board members employed by the Swedish Government Offices and that fees to the auditor will be paid on approved account.

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Stockholm, May 10, 2012

PostNord AB (Publ)

*Lars Idermark*

President and CEO

This report has not been audited

## Financial calendar

Interim report, January-June 2012      August 29, 2012  
Interim report, January-September 2012      November 7, 2012

## Contact information

### **Chief Financial Officer and Executive Vice President**

Mats Lönnqvist, +46 (0)10-436 43 94

### **Head of Group Communications**

Per Mossberg, +46 (0)10-436 39 15

### **Vice President Investor Relations**

Oscar Hyléen, +46 (0)10-436 41 91  
ir@posten.se

### **Sweden**

Mailing address: 105 00 Stockholm  
Visiting address: Terminalvägen 24, Solna  
Telephone: +46 (0)10-436 00 00

### **Denmark**

Mailing and visiting address:  
Tietgensgade 37, 1566 Copenhagen V  
Telephone: +45 33 61 00 00

[www.postnord.com](http://www.postnord.com)

Every care has been taken in the translation of this report.  
In the event of discrepancies, however, the Swedish original  
will supersede the English translation.



# Consolidated financial statements

## Income statement

SEKm	Note	Jan-Mar 2012	Jan-Mar 2011	Change	Jan-Dec 2011
	1, 2				
Net sales		9,993	10,032	0%	39,466
Other income		63	38	66%	274
<b>Income</b>	3	<b>10,056</b>	<b>10,070</b>	0%	<b>39,740</b>
Personnel expenses	4	-4,724	-4,867	-3%	-19,110
Transport expenses		-1,969	-1,831	8%	-7,540
Other expenses	5	-2,660	-2,541	5%	-9,851
Depreciation and impairments		-411	-413	0%	-1,666
<b>Expenses</b>		<b>-9,764</b>	<b>-9,652</b>	1%	<b>-38,167</b>
Participations in the earnings of associated companies		1	2	-50%	-2
<b>OPERATING PROFIT</b>		<b>293</b>	<b>420</b>	-30%	<b>1,571</b>
Financial income		58	74	-22%	367
Financial expenses		-45	-47	-4%	-267
<b>Net financial items</b>		<b>13</b>	<b>27</b>	-52%	<b>100</b>
<b>Profit before tax</b>		<b>306</b>	<b>447</b>	-32%	<b>1,671</b>
Tax		-96	-103	-7%	-446
<b>NET PROFIT</b>		<b>210</b>	<b>344</b>	-39%	<b>1,225</b>
<b>Attributable to</b>					
Parent company shareholders		209	343	-39%	1,223
Minority interests		1	1		2
Earnings per share, SEK		0.10	0.17	-39%	0.61

## Comprehensive income statement

SEKm	Jan-Mar 2012	Jan-Mar 2011	Jan-Dec 2011
<b>Net profit</b>	<b>210</b>	<b>344</b>	<b>1,225</b>
<b>Other comprehensive income for the period</b>			
Translations differences <sup>1)</sup>	-126	-82	-44
<b>COMPREHENSIVE INCOME</b>	<b>84</b>	<b>262</b>	<b>1,181</b>
<b>Attributable to</b>			
Parent company shareholders	84	261	1,185
Minority interests		1	-4

<sup>1)</sup> Translation differences refer to translation of the group's equity into foreign currencies.

## Statement of cash flows

SEKm	Jan-Mar 2012	Jan-Mar 2011	Jan-Dec 2011
<b>OPERATING ACTIVITIES</b>			
Profit before tax	306	447	1,671
Adjustments for non-cash items:			
Reversal of depreciation and impairments	411	413	1,666
Profit from sale of subsidiaries	-5		-102
Capital gain/loss on sale of fixed assets	23	7	131
Pension provisions	110	-34	324
Other provisions	236	-121	-352
Other items not affecting liquidity	-2	17	-9
Pensions, net liquidity effect	-271	-344	-1,170
Other provisions, liquidity effect	-71	-19	-112
Tax paid	-124	-101	-71
<b>Cash flows from operating activities before changes in working capital</b>	<b>613</b>	<b>265</b>	<b>1,976</b>
Cash flows from changes in working capital			
Increase(-)/decrease(+) in inventories	-7	7	57
Increase(-)/decrease(+) in accounts receivable	-105	-73	-7
Increase(-)/decrease(+) in other trade accounts receivable	21	-85	-454
Increase(+)/decrease(-) in accounts payable	-336	-251	123
Increase(+)/decrease(-) in other operating liabilities	171	304	-73
Other changes in working capital	-86	5	12
<b>Changes in working capital</b>	<b>-342</b>	<b>-93</b>	<b>-342</b>
<b>Cash flows from operating activities</b>	<b>271</b>	<b>172</b>	<b>1,634</b>
<b>INVESTING ACTIVITIES</b>			
Purchase of tangible fixed assets	-360	-301	-1,670
Sale of tangible fixed assets	20	26	241
Capitalized development expenditures	-45	-34	-180
Purchase of intangible assets	-7	-17	-96
Sale of intangible assets			4
Acquisition of subsidiary, net liquidity effect		-26	-344
Acquisition of associated company, net liquidity effect			-8
Sale of subsidiary, net liquidity effect	46		185
Purchase of financial assets	-1		-11
Sale of financial assets		25	66
<b>Cash flows from investing activities</b>	<b>-347</b>	<b>-327</b>	<b>-1,813</b>
<b>FINANCING ACTIVITIES</b>			
Amortized loans	-7		-331
Amortized finance leasing liabilities	-10	-4	-37
Dividend paid to parent company's owner			-1,000
Dividend paid to minority interests			-4
Buy-back, minority Post Danmark A/S			
Increase(+)/decrease(-) in other interest-bearing liabilities	-36	23	19
<b>Cash flows from financing activities</b>	<b>-53</b>	<b>19</b>	<b>-1,353</b>
<b>CASH FLOWS FOR THE PERIOD</b>	<b>-129</b>	<b>-136</b>	<b>-1,532</b>
Cash and cash equivalents, beginning of period	2,107	3,640	3,640
Translation difference in cash and cash equivalents	-2	-4	-1
<b>Cash and cash equivalents, end of period</b>	<b>1,976</b>	<b>3,500</b>	<b>2,107</b>

## Balance sheets

SEKm	Note	Mar 31 2012	Mar 31 2011	Dec 31 2011
	1, 2			
<b>ASSETS</b>				
Goodwill		2,780	2,783	2,830
Other intangible assets		1,422	1,452	1,483
Tangible fixed assets		7,858	7,763	7,924
Participations in associated companies and joint ventures		88	85	88
Financial investments		181	147	182
Long-term receivables	6	4,166	3,343	3,990
Deferred tax assets		123	151	145
<b>Total fixed assets</b>		<b>16,618</b>	<b>15,724</b>	<b>16,642</b>
Inventories		225	268	218
Tax assets		295	322	168
Accounts receivable		4,455	4,335	4,370
Prepaid expenses and accrued income		1,259	1,385	1,205
Other receivables		529	412	544
Short-term investments		1		1
Cash and cash equivalents		1,976	3,500	2,107
Assets held for sale		155		155
<b>Total current assets</b>		<b>8,895</b>	<b>10,222</b>	<b>8,768</b>
<b>TOTAL ASSETS</b>		<b>25,513</b>	<b>25,946</b>	<b>25,410</b>
<b>EQUITY AND LIABILITIES</b>				
<b>EQUITY</b>				
Capital stock		2,000	2,000	2,000
Other contributed equity		9,954	9,954	9,954
Reserves		-1,678	-1,594	-1,552
Retained earnings		1,734	1,645	1,525
<b>Total equity attributable to parent company shareholders</b>		<b>12,010</b>	<b>12,005</b>	<b>11,927</b>
<b>Minority interests</b>		<b>4</b>	<b>10</b>	<b>3</b>
<b>TOTAL EQUITY</b>		<b>12,014</b>	<b>12,015</b>	<b>11,930</b>
<b>LIABILITIES</b>				
Long-term interest-bearing liabilities		964	1,028	985
Other long-term liabilities		49	64	55
Pension provisions		1,602	1,429	1,587
Other provisions	7	1,530	1,772	1,403
Deferred tax liabilities		1,186	861	1,158
<b>Total long-term liabilities</b>		<b>5,331</b>	<b>5,154</b>	<b>5,188</b>
Current interest-bearing liabilities		79	441	113
Accounts payable		1,779	1,742	2,130
Tax liabilities		90	99	41
Other current liabilities		1,625	1,628	1,578
Accrued expenses and prepaid income	8	4,207	4,410	4,079
Other provisions	7	388	457	351
<b>Total current liabilities</b>		<b>8,168</b>	<b>8,777</b>	<b>8,292</b>
<b>TOTAL LIABILITIES</b>		<b>13,499</b>	<b>13,931</b>	<b>13,480</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>25,513</b>	<b>25,946</b>	<b>25,410</b>

For information on the group's pledged assets and contingent liabilities, see Note 9.

## Statement of changes in equity

SEKm	Equity attributable to parent company shareholders						Minority interests	Total equity
	Capital stock <sup>1)</sup>	Other contributed equity	Currency translation reserve	Retained earnings	Total			
<b>Beginning balance as of 01-01-2011</b>	<b>2,000</b>	<b>9,954</b>	<b>-1,512</b>	<b>1,302</b>	<b>11,744</b>	<b>9</b>	<b>11,753</b>	
Net profit				343	343	1	344	
Other comprehensive profit for the period <sup>3)</sup>			-82		-82		-82	
<b>Ending balance as of 03-31-2011</b>	<b>2,000</b>	<b>9,954</b>	<b>-1,594</b>	<b>1,645</b>	<b>12,005</b>	<b>10</b>	<b>12,015</b>	
Beginning balance as of 04-01-2010	2,000	9,954	-1,594	1,645	12,005	10	12,015	
Net profit				880	880	1	881	
Other comprehensive income for the period			42		42	-4	38	
Dividend <sup>2)</sup>				-1,000	-1,000	-4	-1,004	
<b>Ending balance as of 12-31-2011</b>	<b>2,000</b>	<b>9,954</b>	<b>-1,552</b>	<b>1,525</b>	<b>11,927</b>	<b>3</b>	<b>11,930</b>	
Beginning balance as of 01-01-2012	2,000	9,954	-1,552	1,525	11,927	3	11,930	
Net profit				209	209	1	210	
Other comprehensive income for the period <sup>3)</sup>			-126		-126	0	-126	
<b>Ending balance as of 03-31-2012</b>	<b>2,000</b>	<b>9,954</b>	<b>-1,678</b>	<b>1,734</b>	<b>12,010</b>	<b>4</b>	<b>12,014</b>	

<sup>1)</sup> Number of shares is 2,000,000,001: 1,524,905,971 ordinary shares and 475,094,030 series B shares.

<sup>2)</sup> A dividend of SEK 1,000m, representing SEK 0.50 per share, was distributed by the parent company to the owners; Svensk Adressändring AB and Adresspoint AB distributed a dividend of SEK 4 m to minority interests.

<sup>3)</sup> Refers to translation differences in group equity.

## Notes

### Note 1 Accounting principles

#### Compliance with legislation and regulations

The consolidated financial statements were prepared in accordance with International Financial Reporting Standards (IFRS), issued by the International Accounting Standards Board (IASB), together with interpretation statements from the International Financial Reporting Interpretations Committee (IFRIC), to the extent that they have been approved by the European Commission for application within the European Union. In addition to IFRS, additional rules from the Swedish Annual Accounts Act and the Swedish Financial Reporting Board's RFR 1, Supplemental Financial Statements for Groups, were also applied.

#### Consolidated financial statements

The group's interim report is prepared in accordance with IAS 34, Interim Financial Reporting, and with additional rules from the Annual Accounts Act. The same accounting principles and methods of calculation were used in this interim report as in the 2011 Annual Report.

### Note 2 Estimates and assessments

In preparing these financial reports, group management has made assessments, estimates and assumptions that affect the group's reported accounts. These estimates and assumptions are based on what is known at the time the financial reports are presented, as well as historical experience and assumptions that Group Management considers reasonable under the current circumstances. The conclusions drawn by

Group Management form the basis for the reported values in the accounts. Actual results, estimates and assessments in future financial reports may differ from those in the 2011 Annual Report, due to changing environmental factors and new knowledge and experience. The most significant estimates and assessments for PostNord were made with reference to the postal obligation, intangible assets, pension commitments and taxes. No new areas have arisen and it has not been necessary to modify any significant assessments or estimates during the quarter.

### Note 3 Segment reporting

The group is organized into business operations based on the manner in which the group is governed and activities are reported to group management. Market pricing applies to internal dealings between business units. There is no latitude for making external purchases where the service in question is available internally. In PostNord's operational structure, though not in its legal structure, cost distribution of corporate shared service functions is at cost price with full allocation of costs.

**Mail Denmark** is the leading supplier of distribution solutions in the Danish communication market, with a nationwide distribution network. The business area offers physical and digital letter, direct mail and newspaper services, facility management services as well as drop-off and collection of private parcels.

**Mail Sweden** is the leading supplier of distribution solutions in the Swedish communication market, with a nationwide distribution network. The business area offers physical and

digital letter, direct mail and newspaper services as well as drop-off and collection of private parcels.

**Logistics** is a leader in the Nordic logistics market and offers a Nordic-wide distribution network. The business area runs operations in parcel, pallet and general cargo as well as courier, express, third-party logistics, in-night freight forwarding and consignment freight.

**Strålfors** develops, produces and delivers systems, services and products for efficient business communication. Strålfors is a Nordic leader in its field and has operations in the Nordic region and several other European countries.

**Other and eliminations** comprises shared services and corporate functions including the parent company, the Swedish Cashier Service and intra-group adjustments. The adjustments are primarily internal eliminations; IFRS adjustments regarding pensions in accordance with IAS 19, Employee Benefits; and finance leasing in accordance with IAS 17, Leases. From Other and Eliminations, service costs for shared services and corporate functions are allocated to the business operations. Cost allocations are taken up as income in Other and Eliminations under Other Operating Income, Internal. Within the business operations, cost allocations are taken up as expense under Other Expenses.

2012 Jan-Mar SEKm	Mail		Logistics	Strålfors	Other and eliminations	PostNord Group
	Denmark	Mail Sweden				
Net sales, external	2,242	3,875	3,175	701		9,993
Net sales, internal	66	33	35	16	-150	0
<b>Net sales</b>	<b>2,308</b>	<b>3,908</b>	<b>3,210</b>	<b>717</b>	<b>-150</b>	<b>9,993</b>
Other income, external	-2	11	17	7	30	63
Other income, internal	412	175	317		-904	0
<b>Total income</b>	<b>2,718</b>	<b>4,094</b>	<b>3,544</b>	<b>724</b>	<b>-1,024</b>	<b>10,056</b>
Personnel expenses	-1,468	-1,954	-851	-214	-237	-4,724
Transport expenses	-149	-666	-1,477	-23	346	-1,969
Other expenses	-874	-1,134	-1,119	-489	956	-2,660
Depreciation and impairments	-101	-90	-79	-56	-85	-411
<b>Total expenses</b>	<b>-2,592</b>	<b>-3,844</b>	<b>-3,526</b>	<b>-782</b>	<b>980</b>	<b>-9,764</b>
Participations in the earnings of associated companies and joint ventures	1					1
<b>OPERATING PROFIT</b>	<b>127</b>	<b>250</b>	<b>18</b>	<b>-58</b>	<b>-44</b>	<b>293</b>
Net financial items						13
<b>Profit before tax</b>						<b>306</b>
Tax						-96
<b>Net profit</b>						<b>210</b>
Assets	8,719	7,412	6,819	2,684	-121	25,513
Liabilities	4,185	5,025	3,178	1,593	-482	13,499
Investments in fixed assets	154	94	28	18	119	413

2011 Jan-Mar SEKm	Mail		Logistics	Strålfors	Other and eliminations	PostNord Group
	Denmark	Mail Sweden				
Net sales, external	2,336	3,857	3,005	833	1	10,032
Net sales, internal	70	29	32	12	-143	0
<b>Net sales</b>	<b>2,406</b>	<b>3,886</b>	<b>3,037</b>	<b>845</b>	<b>-142</b>	<b>10,032</b>
Other income, external	-2	12	7	4	17	38
Other income, internal	411	163	314		-888	0
<b>Total income</b>	<b>2,815</b>	<b>4,061</b>	<b>3,358</b>	<b>849</b>	<b>-1,013</b>	<b>10,070</b>
Personnel expenses	-1,655	-1,994	-776	-289	-153	-4,867
Transport expenses	-169	-661	-1,348	-23	370	-1,831
Other expenses	-838	-1,076	-1,113	-473	959	-2,541
Depreciation and impairments	-96	-50	-71	-67	-129	-413
<b>Total expenses</b>	<b>-2,758</b>	<b>-3,781</b>	<b>-3,308</b>	<b>-852</b>	<b>1,047</b>	<b>-9,652</b>
Participations in the earnings of associated companies and joint ventures				2		2
<b>OPERATING PROFIT</b>	<b>57</b>	<b>280</b>	<b>50</b>	<b>-1</b>	<b>34</b>	<b>420</b>
Net financial items						27
<b>Profit before tax</b>						<b>447</b>
Tax						-103
<b>Net profit</b>						<b>344</b>
Assets	10,085	6,267	6,379	3,077	138	25,946
Liabilities	4,870	4,163	2,831	1,772	305	13,941
Investments in fixed assets	136	102	22	29	63	352

2011 Jan-Dec	Mail		Logistics		Other and	PostNord
SEKm	Denmark	Mail Sweden	Strålfors	eliminations	Group	
Net sales, external	9,068	15,103	12,309	2,982	4	39,466
Net sales, internal	279	117	141	66	-603	0
<b>Net sales</b>	<b>9,347</b>	<b>15,220</b>	<b>12,450</b>	<b>3,048</b>	<b>-599</b>	<b>39,466</b>
Other income, external	3	67	36	18	150	274
Other income, internal	1,682	664	1,281		-3,627	0
<b>Total income</b>	<b>11,032</b>	<b>15,951</b>	<b>13,767</b>	<b>3,066</b>	<b>-4,076</b>	<b>39,740</b>
Personnel expenses	-6,332	-7,831	-3,158	-1,070	-719	-19,110
Transport expenses	-642	-2,675	-5,636	-98	1,511	-7,540
Other expenses	-3,303	-4,356	-4,392	-1,739	3,939	-9,851
Depreciation and impairments	-393	-199	-312	-240	-522	-1,666
<b>Total expenses</b>	<b>-10,670</b>	<b>-15,061</b>	<b>-13,498</b>	<b>-3,147</b>	<b>4,209</b>	<b>-38,167</b>
Participations in the earnings of associated companies and joint ventures	-7			5		-2
<b>OPERATING PROFIT</b>	<b>355</b>	<b>890</b>	<b>269</b>	<b>-76</b>	<b>133</b>	<b>1,571</b>
Net financial items						100
<b>Profit before tax</b>						<b>1,671</b>
Tax						-446
<b>Net profit</b>						<b>1,225</b>
Assets	8,679	6,745	7,036	2,786	164	25,410
Liabilities	4,260	4,511	3,351	1,594	-236	13,480
Investments in fixed assets	519	273	368	156	641	1,957

#### Note 4 Personnel expenses

SEKm	Jan-Mar 2012	Jan-Mar 2011	Jan-Dec 2011
<b>Personnel expenses</b>			
Wages, salaries and other compensation	3,567	3,767	14,792
Statutory social security contributions	676	663	2,532
Pension expenses	432	392	1,641
Other personnel expenses	49	45	145
<b>Total</b>	<b>4,724</b>	<b>4,867</b>	<b>19,110</b>
<b>Specification of pension expenses</b>			
Cost of retirement pensions <sup>1)</sup>	404	382	1,454
Net cost of early retirement pensions	28	10	187
<i>of which, gross cost of early retirement pensions</i>	62	21	294
<i>of which, utilized for early retirement pensions</i>	-34	-11	-107
<b>Total</b>	<b>432</b>	<b>392</b>	<b>1,641</b>
<b>Average number of employees</b>	<b>38,791</b>	<b>42,189</b>	<b>41,714</b>

<sup>1)</sup> Cost of retirement pensions includes an amortization effect of actuarial gains and losses totaling SEK -37m (4).

## Note 5 Other expenses

SEKm	Jan-Mar 2012	Jan-Mar 2011	Jan-Dec 2011
Cost of premises	549	550	2,134
Provisions and reversals	288	59	68
Terminal fees	287	268	1,051
Cost of goods and materials	316	383	1,279
Purchased IT resources	362	365	1,524
Capitalized development expenditures, IT	-28	-22	-236
Other	886	938	4,031
<b>Total</b>	<b>2,660</b>	<b>2,541</b>	<b>9,851</b>
<b>Specification of provisions and reversals</b>			
Mail Denmark	76	38	47
Mail Sweden	44		-114
Logistics	18		-15
Strålfors	70		-1
Other	80	21	151
<b>Total</b>	<b>288</b>	59	68

### January-March

Provisions within Mail Denmark are primarily attributable to personnel cutbacks that are part of PostNord's cost reduction program.

Provisions during the quarter within Mail Sweden are chiefly personnel cutbacks aimed at adapting the business to declining volumes.

Provisions and reversals within Logistics are mainly a result of the cost reduction program that encompasses the entire PostNord group and applies to personnel cutbacks. The remaining provisions refer to expenses for regular staff cuts.

Strålfors is showing unsatisfactory profitability in some of its countries of operations, as well as excessive central costs. A decision was therefore made during the first quarter of 2012 to adopt a cost savings program focused primarily on personnel cutbacks. The cost of implementing the program (SEK 80m, of which provisions comprise SEK 70m) has been charged to first quarter results.

Within the Other and Eliminations segment, provisions chiefly refer to early retirement pensions and admission into units that deal with redundant personnel. Redundant personnel are primarily attributable to ongoing cost reduction programs within administration.

## Note 6 Long-term receivables

SEKm	Mar 31 2012	Mar 31 2011	Dec 31 2011
Carrying amount related to funded defined benefit retirement and early retirement pension plans appraised in accordance with IAS 19	3,069	2,498	2,960
Carrying amount related to funded defined benefit disability pension plans appraised in accordance with IAS 19	346	301	313
Payroll tax receivables attributable to reporting lower pension commitments (under IAS 19) than amounts recognized in the financial statements for legal entities in Sweden in accordance with UFR 4	862	673	833
Payroll tax health insurance	-134	-143	-139
Deposits, property leases	23	14	23
Other			
<b>Total</b>	<b>4,166</b>	<b>3,343</b>	<b>3,990</b>

Note 7 Other provisions

2012 Jan-Mar SEKm	Beginning balance	Provisions	Reversals	Utilizations	Translation effects	Ending balance
<b>Restructuring activities</b>						
Personnel reductions	435	282	-4	-131	-1	581
Other closure costs	35	10		-4		41
<b>Future conditional pension benefits</b>						
Payroll tax	196	3				199
Future conditional pension benefits under IAS 19	807	13				820
<b>Other</b>						
Job-related injuries	48			-1		47
Pension adjustments in relation to the Danish state	49	12		-11		50
Provision, commemorative awards	171	5		-6	-1	169
Other provisions	13				-2	11
<b>Total</b>	<b>1,754</b>	<b>325</b>	<b>-4</b>	<b>-153</b>	<b>-4</b>	<b>1,918</b>
Of which, current provisions	351					388

Restructuring costs include the costs that are expected to occur in coming years as a result of the group's decision to streamline production and reduce staff. Amounts are calculated based on management's best estimates. The provisions are reviewed at the close of each reporting period and are adjusted to reflect the current best estimates. If it is no longer probable that an outflow of resources will be required to settle the obligation, the provision is reversed.

During the quarter, provisions and reversals with an earnings impact on Other Expenses totaled SEK 288m; see also Note 5, Other Expenses. Quarterly provisions for restructuring measures (SEK 292m) and reversals (SEK 4m) were primarily attributable to personnel cutbacks. The effect of provisions for

future conditional pension benefits, reversal of pension payments to the Danish state and provisions for commemorative awards is reported as personnel expense.

Utilization of expenditures during the period totaled SEK 152m, SEK 148m of which was personnel expense. Quarterly change with regard to work-related injuries was not reported in the income statement.

The discount effect is reported in the income statement's financial items. Translation difference with respect to currency effect is reported in the total result.

2011 Jan-Mar SEKm	Beginning balance	Provisions	Reversals	Utilizations	Translation effects	Ending balance
<b>Restructuring activities</b>						
Personnel reductions	800	59		-76	2	785
Other closure costs	52			-4		48
<b>Future conditional pension benefits</b>						
Payroll tax	207	2				209
Future conditional pension benefits under IAS 19	848	13				861
<b>Other</b>						
Job-related injuries	58	1		-2		57
Pension adjustments in relation to the Danish state	39	28		-8		59
Provision, commemorative awards	162	1		-4	2	161
Other provisions	52			-3		49
<b>Total</b>	<b>2,218</b>	<b>104</b>		<b>-97</b>	<b>4</b>	<b>2,229</b>
Of which, current provisions	515					457



## Note 8 Accrued expenses and deferred income

SEKm	Mar 31 2012	Mar 31 2011	Dec 31 2011
Provision for sold, unutilized stamps	403	354	405
Accrued payroll expenses	472	428	514
Vacation pay liability	1,713	1,833	1,550
Special payroll tax on pension expenses	80	101	9
Social security contributions	575	733	559
Terminal fees	451	418	439
Tax on returns	1	1	
Accrued interest charges		1	
Finance leasing		9	9
Forward currency contracts	11	5	23
Other items	501	527	571
<b>Total</b>	<b>4,207</b>	<b>4,410</b>	<b>4,079</b>

## Note 9 Pledged assets and contingent liabilities

SEKm	Mar 31 2012	Mar 31 2011	Dec 31 2011
<b>Assets pledged for own liabilities</b>			
Real estate mortgages	791	798	800
Endowment insurance policies for current and former employees	0	137	0 <sup>1)</sup>
Assets pledged as securities	8	14	8
<b>Total</b>	<b>799</b>	<b>949</b>	<b>808</b>
<b>Contingent liabilities</b>			
Guarantee commitment, PRI	90	91	90
Other guarantees	46	18	40
<b>Total</b>	<b>136</b>	<b>109</b>	<b>130</b>

<sup>1)</sup> Previous values have been adjusted due to an earlier overly conservative assessment.

### Disputes

PostNord operates extensive national and international businesses and is involved in disputes and lawsuits from time to time arising from its business operations. Except as set forth below, it is not anticipated that these disputes and lawsuits, either individually or collectively, will have a materially adverse effect on PostNord's earnings, profitability or financial position.

#### **Discriminatory pricing**

Østre Landsret ruled against Post Danmark A/S in a case concerning discriminatory pricing. Post Danmark A/S appealed the decision to Højesteret. In connection with this matter, a competitor filed a claim against Post Danmark A/S. The claim for compensation of DKK 90m is contested in its entirety by Post Danmark A/S.

#### **Lawsuit brought by competitor**

A lawsuit alleging abuse of dominant position was brought against Post Danmark A/S by a competitor during the year. Following Post Danmark A/S's appeal to the Danish Competition Appeals Tribunal, the Danish Competition Council is re-addressing the matter.

## Note 10 Related party transactions

### Swedish state

Posten AB paid SEK 3m (3) to the Post and Telecom Agency (PTS) for permits to run postal operations, and Posten Med-

delande AB paid SEK 3m (3) for handling dead letters. Posten Meddelande AB received disability compensation of SEK 6m (6) from the PTS as per agreement for provision of postal services for disabled persons and elderly persons in rural areas.<sup>1)</sup>

### Danish state

During the period, Post Danmark A/S paid premiums of SEK 49m (53) to the Danish state for the group of civil servants employed prior to the date of incorporation. A further SEK 6m (36) is reserved in the balance sheet for any additional obligations to the same group of employees.

### Other organizations

Posten's insurance association insures group commitments in Sweden for employee disability and family pensions based on ITP-P. The group's Swedish companies paid premiums of SEK 31m (33) during the period and received compensation totaling SEK 2m (2). Other payments from the insurance association are paid directly to policy holders.

Posten's Pension Fund manages pension funds for Posten AB, Posten Meddelande AB and Posten Logistik AB. The companies transfer cash for new pension commitments in the fund and receive compensation for pensions paid. SEK 141m (76) was transferred during the quarter and SEK 141m (0) in compensation was received.

<sup>1)</sup> Previously reported data has been adjusted.

### Note 11 Investment commitments

As of March 31, 2012, PostNord Group had entered into agreements for the acquisition of fixed assets totaling SEK 393m (288), mainly for sorting equipment and vehicles.

### Note 12 Acquisitions and divestments

#### Divestments

Within business area Logistics, PostNord continues to concentrate on the Nordic region. Accordingly, wholly-owned subsidiaries EBT Property B.V, HIT Starintex B.V Holland and

HIT Belgium S.A were divested as of January 4, 2012 for a total of SEK 18m.

Business area Mail Denmark sold its 50 percent-owned subsidiary SPOT A/S as of January 1, 2012 for SEK 1m.

2012 Jan-Mar SEKm	Goodwill	Other intangible assets	Other fixed assets	Current assets	Liabilities	Net assets
<b>Divested</b>						
HIT Starintex B.V	39	0	1	25	-55	10
EBT Property B.V			45	5	-45	5
HIT Belgium S.A	5	9	0	5	-21	-2
SPOT A/S				1		1
<b>Total divested</b>	<b>44</b>	<b>9</b>	<b>46</b>	<b>36</b>	<b>-121</b>	<b>14</b>

# Parent company financial statements

## Income statement

SEKm	Note	Jan-Mar 2012	Jan-Mar 2011	Jan-Dec 2011
	1			
Other income		6	4	18
<b>Income</b>		<b>6</b>	<b>4</b>	<b>18</b>
Personnel expenses		-6	-3	-16
Other expenses		-7		-13
<b>Operating expenses</b>		<b>-13</b>	<b>-3</b>	<b>-29</b>
<b>OPERATING PROFIT</b>		<b>-7</b>	<b>1</b>	<b>-11</b>
Income from participations in group companies				992
Interest income and similar income items		4	1	15
Interest expense and similar expense items		-1		
<b>Net financial items</b>		<b>3</b>	<b>1</b>	<b>1,007</b>
<b>Profit before tax</b>		<b>-4</b>	<b>2</b>	<b>996</b>
Balance sheet appropriations				-6
<b>Profit before tax</b>		<b>-4</b>	<b>2</b>	<b>990</b>
Tax				
<b>NET PROFIT</b>		<b>-4</b>	<b>2</b>	<b>990</b>

## Comprehensive income statement

SEKm		Jan-Mar 2012	Jan-Mar 2011	Jan-Dec 2011
Net profit		-4	2	990
<b>COMPREHENSIVE PROFIT</b>		<b>-4</b>	<b>2</b>	<b>990</b>

## Balance sheets

SEKm	Note	Mar 31 2012	Mar 31 2011	Dec 31 2011
	1			
<b>ASSETS</b>				
Financial assets	2	12,478	12,476	12,478
<b>Total fixed assets</b>		<b>12,478</b>	<b>12,476</b>	<b>12,478</b>
Current receivables		1,277	1,288	1,265
<b>Total current assets</b>		<b>1,277</b>	<b>1,288</b>	<b>1,265</b>
<b>TOTAL ASSETS</b>		<b>13,755</b>	<b>13,764</b>	<b>13,743</b>
<b>EQUITY AND LIABILITIES</b>				
Equity		13,730	13,746	13,734
Long-term liabilities		2		2
Current liabilities		23	18	7
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>13,755</b>	<b>13,764</b>	<b>13,743</b>
Contingent liabilities	3	678	728	652

## Notes

### Note 1 Accounting principles

The parent company essentially applies the same accounting principles as the group does, and thus applies RFR 2, Reporting of Legal Entities. The differences between the parent company's and the group's accounting principles result from the parent company's limitations in applying International Financial Reporting Standards (IFRS) as a consequence of the Swedish Annual Accounts Act and the Law on Safeguarding of Pension Commitments, and are to some extent also based on tax considerations. The accounting principles and methods of calculation used in this interim report are the same as those used in the 2011 annual report.

### Note 2 Financial assets

Financial assets are comprised of shares held in subsidiaries with a value of SEK 12,476m and another long-term receivable of SEK 2m. The shares held are in subsidiaries Posten AB (book value SEK 7,089m) and Post Danmark A/S (SEK 5,387m). The value of financial assets is unchanged from December 31, 2011.

### Note 3 Contingent liabilities

SEKm	Mar 31 2012	Mar 31 2011	Dec 31 2011
Warranty, PRI	574	656	574
Guarantees on behalf of subsidiaries <sup>1)</sup>	104	79	78
<b>Total</b>	<b>678</b>	<b>735</b>	<b>652</b>

<sup>1)</sup> As of March 31, 2012 PostNord's subsidiary, Posten AB, had pledged a total of SEK 114m (150) on behalf of wholly-owned subsidiaries.

# Quarterly data

	Apr-Jun 2010	Jul-Sep 2010	Oct-Dec 2010	Jan-Mar 2011	Apr-Jun 2011	Jul-Sep 2011	Oct-Dec 2011	Jan-Mar 2012
<b>SEKm, unless otherwise specified</b>								
<b>PostNord Group</b>								
Net sales	10,231	9,649	10,871	10,032	9,711	9,195	10,528	9,993
Other income	120	44	75	38	58	110	68	63
Expenses	10,091	9,244	10,814	9,652	9,554	9,011	9,950	9,764
Operating profit (EBITDA)	724	912	650	833	622	710	1,072	704
Operating profit (EBIT)	261	450	132	420	211	295	645	293
Profit before tax	254	436	116	447	246	325	653	306
Net profit	185	363	61	344	154	286	441	210
Operating margin (EBIT), %	2.5	4.6	1.2	4.2	2.2	3.2	6.1	2.9
Adjusted operating margin, %	3.5	5.3	5.5	5.1	3.0	4.6	6.3	6.4
Cash flows from operating activities	808	-76	959	172	499	-361	1,324	271
Net debt	-455	-174	-728	-602	308	745	578	669
Return on equity, rolling 12-month, %	19 <sup>1)</sup>	4	8	8	8	7	10	9
Equity-Assets ratio, close of period, %	43	45	46	46	46	47	47	47
Average number of employees	43,286	45,332	43,040	42,189	41,643	42,654	40,370	38,791
<b>Mail Denmark</b>								
Net sales	2,696	2,428	2,724	2,406	2,309	2,177	2,455	2,308
<i>Letters</i>	1,886	1,667	1,890	1,698	1,614	1,487	1,703	1,630
<i>Advertisements and Newspapers</i>	546	525	553	473	471	461	485	434
<i>Other</i>	264	236	281	235	224	229	267	244
Other income	467	423	439	409	395	419	462	400
Operating profit (EBIT)	171	133	60	57	21	129	148	127
Operating margin, %	5.4	4.7	1.9	2.0	0.8	5.0	5.1	4.7
Adjusted operating margin, %	5.4	3.7	4.6	3.4	0.8	5.0	5.4	8.5
Average number of employees	14,908	15,228	14,795	14,550	13,861	13,662	12,995	12,733
Volume, millions of units produced								
Priority mail	148	138	153	138	98	87	88	88
Non-priority and business mail	66	62	73	77	87	91	111	105
<b>Mail Sweden</b>								
Net sales	3,796	3,591	4,189	3,886	3,770	3,434	4,130	3,908
<i>Letters</i>	2,083	1,884	2,350	2,158	1,985	1,742	2,257	2,095
<i>Advertisements and Newspapers</i>	1,153	1,135	1,230	1,160	1,197	1,108	1,234	1,245
<i>Other</i>	560	572	609	568	588	584	639	568
Other income	185	161	191	175	182	177	197	186
Operating profit (EBIT)	119	242	218	280	150	76	384	250
Operating margin, %	3.0	6.4	5.0	6.9	3.8	2.1	8.9	6.1
Adjusted operating margin, %	5.3	8.8	9.2	8.0	5.3	5.8	8.8	9.1
Average number of employees	18,584	20,080	18,698	18,070	18,174	19,202	17,798	16,778
Volumes, millions of units produced								
Priority mail	258	240	276	254	243	224	259	242
Non-priority mail	299	284	338	349	292	274	336	344
<b>Logistics</b>								
Net sales	3,002	2,989	3,284	3,037	2,956	3,042	3,415	3,210
<i>Parcels</i>				1,587	1,510	1,547	1,738	1,629
<i>Solutions (heavy freight and integrated solutions)</i>				675	657	681	817	733
<i>Other logistics services (mixed cargo groupage, etc.)</i>				775	789	814	860	848
Other income	320	323	333	321	312	330	354	334
Operating profit (EBIT)	-20	100	61	50	23	66	130	18
Operating margin, %	neg	3.0	1.7	1.5	0.7	2.0	3.5	0.5
Adjusted operating margin, %	neg	3.0	3.7	1.5	0.7	2.0	3.1	1.3
Average number of employees	6,212	6,379	6,269	6,150	6,212	6,577	6,585	6,407
Volume, millions of units produced								
Parcels	24	24	27	25	23	24	26	25
<b>Strålfors</b>								
Net sales	874	764	845	845	814	675	714	717
Other income	6	7	8	4	6	-10	18	7
Operating profit (EBIT)	-10	-21	-128	-1	-41	-31	-3	-58
Operating margin, %	neg	neg	neg	neg	neg	neg	neg	neg
Adjusted operating margin, %	neg	neg	neg	neg	neg	neg	neg	3.0
Average number of employees	2,120	2,091	2,093	2,068	2,061	2,000	1,684	1,521

1) Includes capital gain of SEK 2,002m on the sale of Post Danmark A/S's share in Belgian bpost (formerly De Post-La Poste) in July 2009.