

## Confidence in achieving UCOI outlook 2018

05-11-2018

Herna Verhagen, CEO of PostNL: “We are satisfied to report Q3 results in line with our expectations. We continue to make good progress with our transformation to be the postal & logistic solutions provider in the Benelux. 49% of our revenue is now related to e-commerce, supported by the decision in August to divest Nexive and Postcon.

In Parcels, volume growth was again strong and revenue, including Spring, showed double-digit growth, underpinning our solid position in the Benelux e-commerce logistics market. Three new sorting centres started operations, in time for peak season. Volume decline in Mail in the Netherlands was 11.9%, and is mainly driven by substitution. First improvement in the run-rate of cost savings is now visible. We are preparing for our peak period and are confident that we will deliver on our full year underlying cash operating income outlook for 2018.

As stated before, we consider consolidation of networks the best solution to safeguard the accessibility and reliability of the postal delivery for everyone in the Netherlands for the years to come. The broad parliamentary support for the conclusions of the state secretary of Economic Affairs after the postal dialogue is crucial. The road towards consolidation is not straightforward due to anti-trust regulation and the involvement of several stakeholders. Preparations are in progress and require time.”

Source: [PostNL](#)