

# Always on the **MOVE**



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Chief Executive Officer



# Please remember ...



Always on the  
**MOVE**

We are  
**mail**





# **We promote and defend our core mail business**

## **Transactional Mail**

- **E-substitution is continuing but we don't see a cliff**
- **Customer acceptance is crucial**

## **Advertising Mail**

- **Focus on Growth Segments**
- **Channel approach to maximize reach and minimize cost of sales**
- **Offer innovative solutions**



Always on the  
**MOVE**



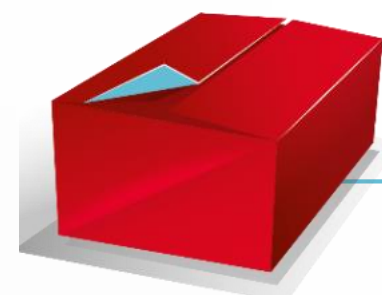


We  
**grow**



# We are setting the benchmark for parcels in Belgium and abroad

## Domestic Parcels



Ambition  
**+75%**  
volume

## International Parcels



Ambition  
**x2**  
revenue



Always on the  
**MOVE**





We are  
lean,  
agile  
& flexible







# High performance hybrid network

We will start using an ecosystem of networks in complementary ways

We keep the **bpost strengths** for normal deliveries

- ▶ Every day, we pass by all front doors in Belgium

&

We will install **complementary networks**

- ▶ To start up deliveries of any item without density or synergy advantage



We are  
@ core





**We remain  
relevant for all  
stakeholders**



Always on the  
**MOVE**



# Always on the **MOVE**

A 3D red arrow pointing right, integrated with the word MOVE. The arrow is positioned over the 'O' and 'V' of the word, with its tip pointing towards the 'E'.

Always on the move  
to bring our clients closer  
and to make their lives easier.