

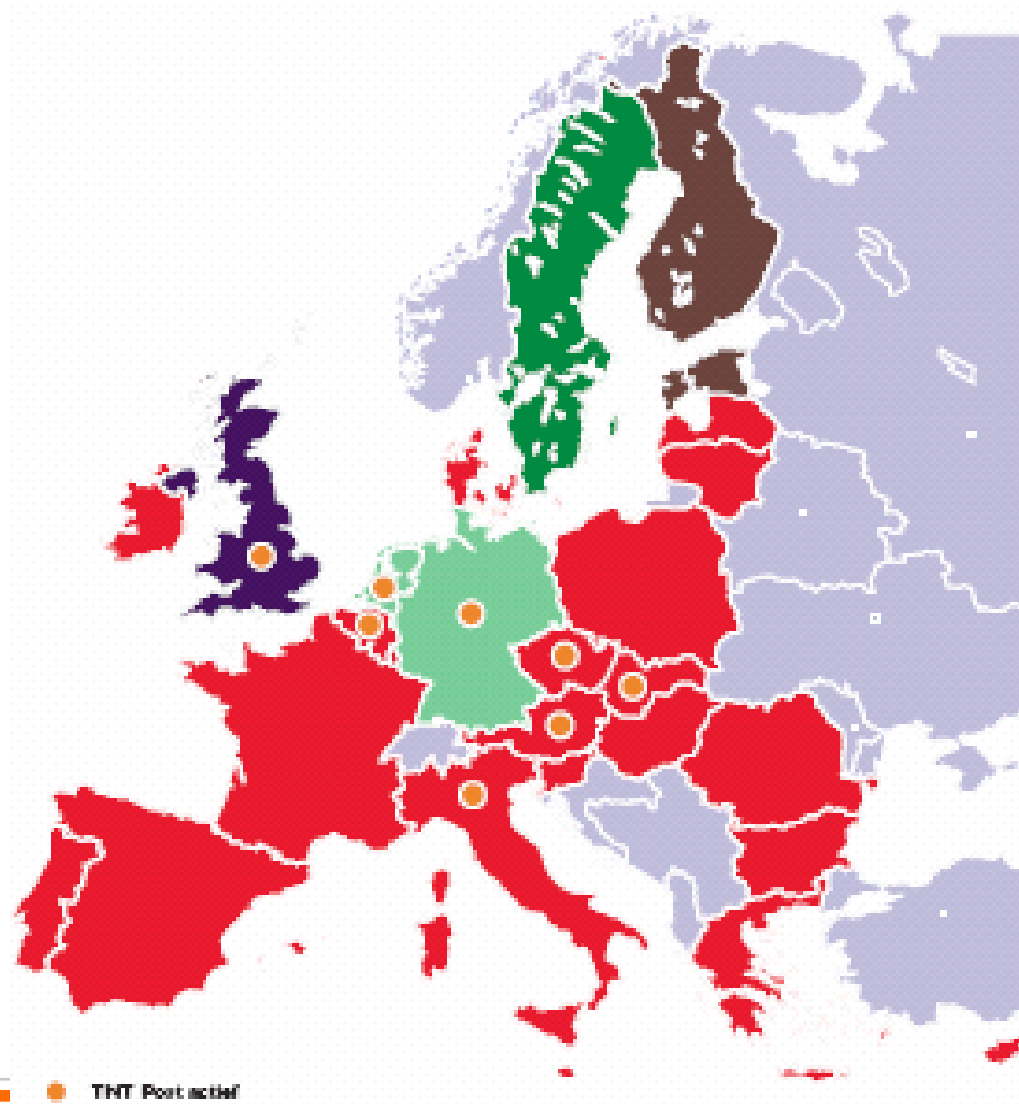
Market opening in Europe

The TNT Post experience

EETT Postal Conference
Athens
13 April 2011

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TNT Post in a partly liberalized Europe



● TNT Post actief

European Expansion: Opportunity is behind schedule but is still there

- Focus on addressed mail in UK, Germany and Italy
- Partnerships being explored and implemented
- Smaller Countries, not liberalised and level playing field not foreseen yet, no longer seen as strategic

... level playing field issues need to be resolved
in UK, Germany and Italy...

Postal Directive and competition

- Full market opening in 2011; some countries 2013
- Scope of USO
- Financing net cost of USO (threat of compensation fund)
- Licensing
- Non-discriminatory access!

Attention of regulator needed!

Other distortion: VAT

- Not in Postal directive (but in 1977 Tax Directive)
- Exemption for USO -> competition distortion!
- New DG Taxud guidelines based on TNT UK case

Competition and TNT Post

Benefits of competition:

- Efficiency
- Choice
- Innovation

TNT Post → PostNL (postnl)

- Mail
- Parcels
- eCommerce

The connection between the online
and offline world

The bumpy road towards competition.

The real killers:

- Licence requirements connected to USO obligations
- High minimum wage setting

Major business breakers:

- VAT distortion
- Regulatory uncertainty
- Downstream access regime

Additional competition hurdles:

- Limited access to letterboxes
- State-ownership of PPO's

Looking forward is the only real option!

