

Interim report 2023

April 25, 2023



Actions taken produce results

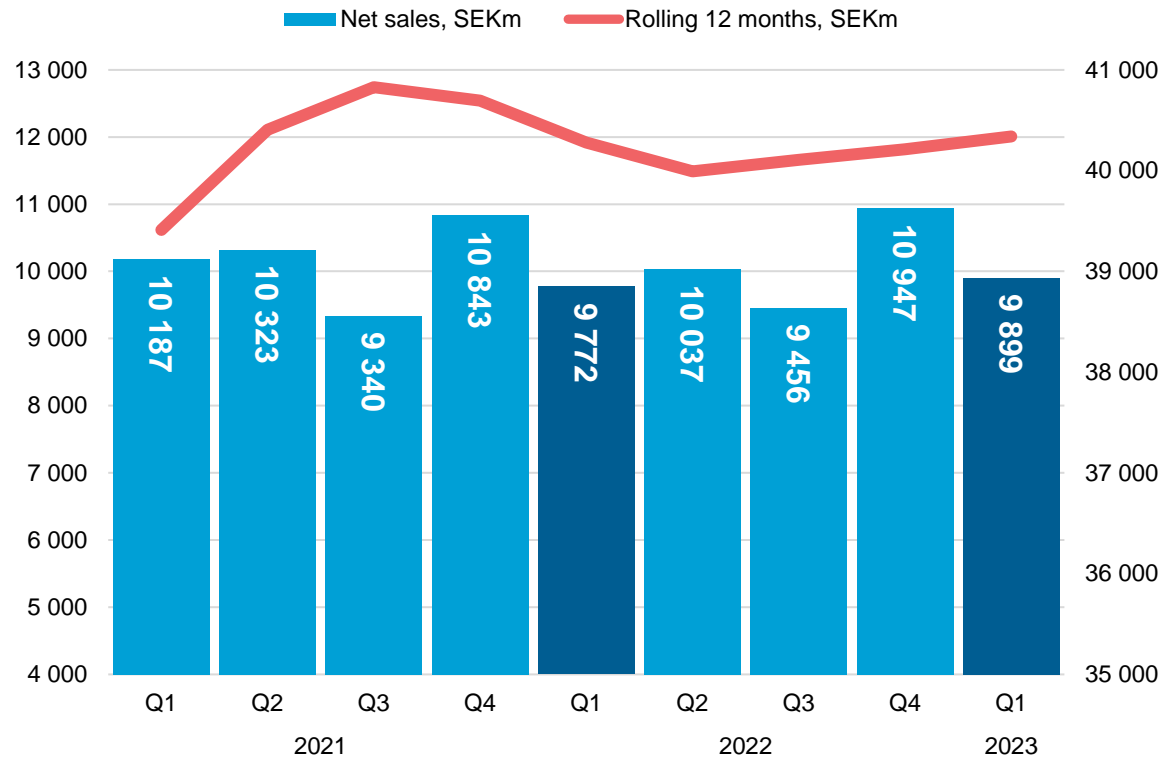
General comments

- Measures taken stabilize the result in the quarter
 - Income negatively affected by forward exchange contracts of SEK-37 (19)m
 - Great uncertainty remains, consumer confidence still at historically low level
- Work ongoing to increase our flexibility
- Continued focus on improvement programs
- We continue to invest in the climate transformation and the customer offering

Income

- Net sales totaled SEK 9 899 (9 772) million
- Overall, parcel volumes decreased by -2 (-10) percent
- Mail volumes decreased by -11 (-13) percent
- Operating income (EBIT) totaled SEK 43 (98) million

Net sales



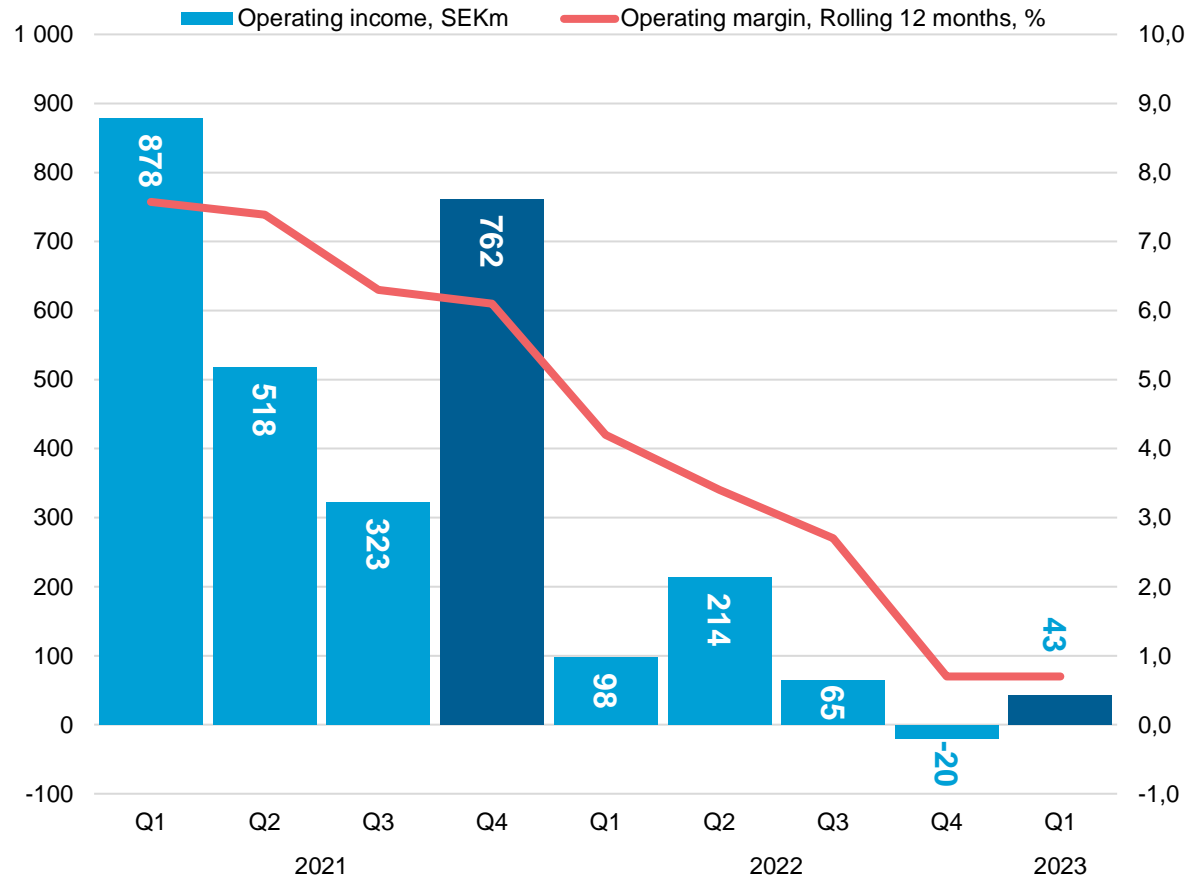
Net sales totaled
SEK 9 899m
 (9 772) -1%
 like-for-like

Mail volume decline
-11%
 (-13)

Parcel volume business-to-business
-5% (3)

Parcel volume business-to-consumer
-1% (-14)

Operating income



Operating income totaled

SEK 43m
(98)

Adjusted operating income totaled

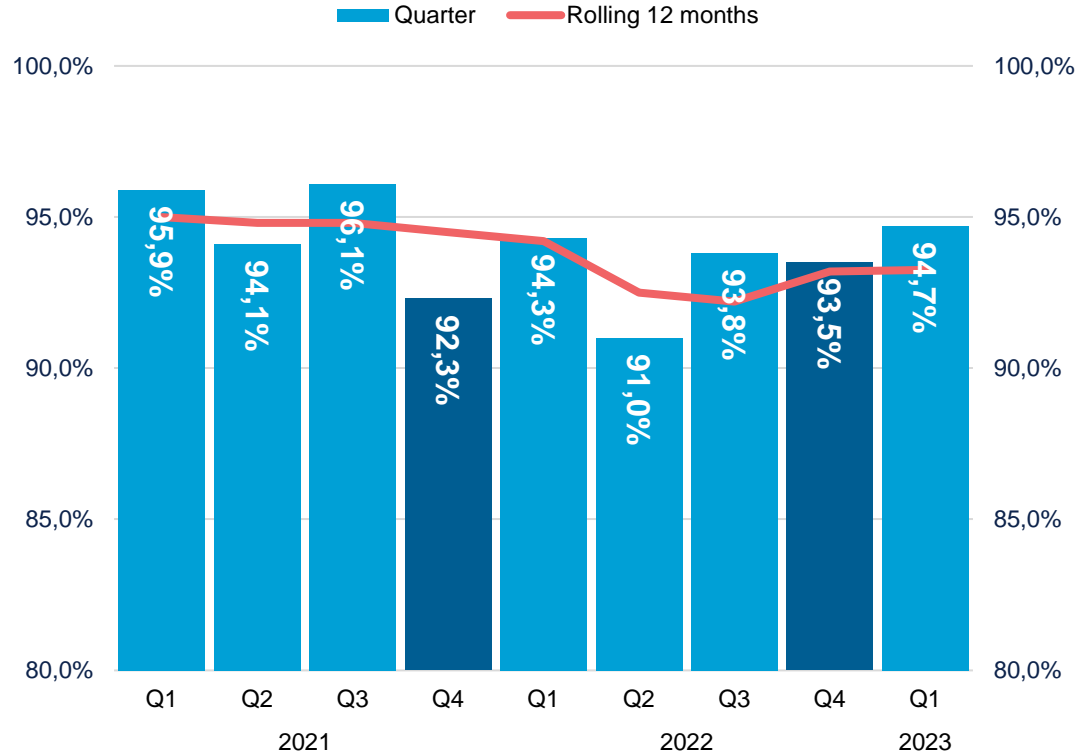
SEK 43m
(98)

Operating margin, Q1
0.4% (1.0)

Adjusted operating margin, Q1
0.4% (1.0)

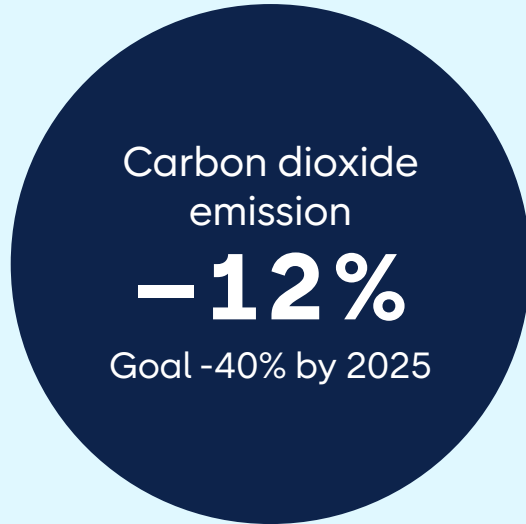
Measures taken stabilize the result

Delivery quality parcels in Q1

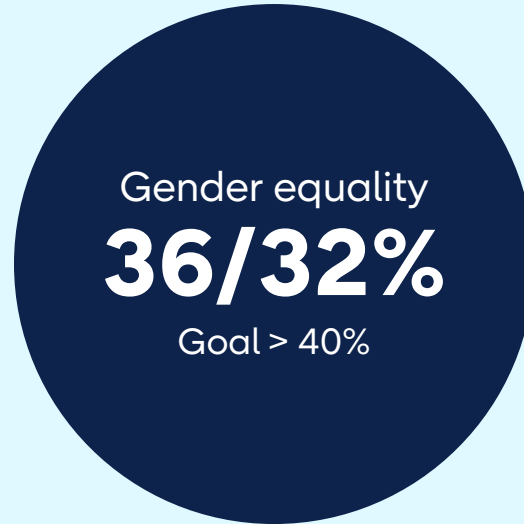


- **Delivery quality, Group, rolling 12 months 93.2% (94.7% in the quarter)**
- **Volume decline by -1% in B2C, and decline by -5% in B2B**

Sustainability Q1



Carbon dioxide emissions by PostNord relative to Q1 2022 level

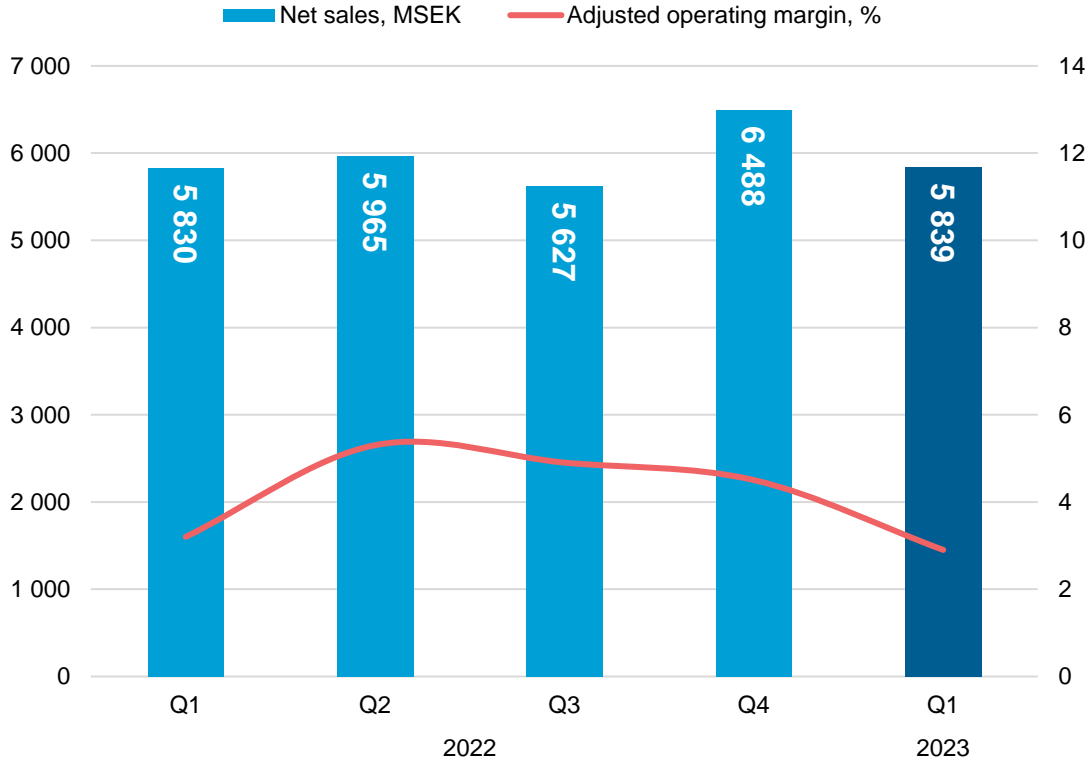


Percentage of PostNord managers who are of the under-represented gender
Level 1–3: 36% women
Level 4–6: 32% women



Weighted Responsible Procurement Index containing 3 KPI:s

PostNord Sweden



91.7%

Delivery quality, mail, in quarter

Legal requirement 95%

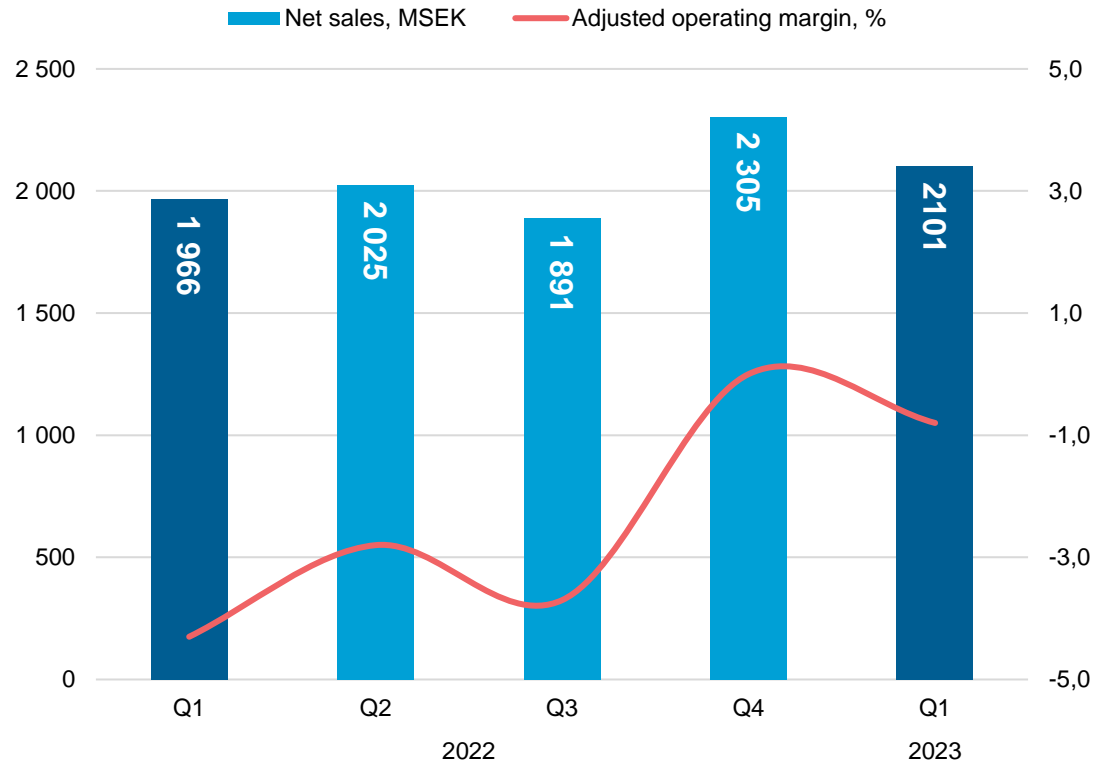
94.9%

Delivery quality, parcels, in quarter

Target 97%

- **Net sales totaled SEK 5,389 (5,830) million**
 - Mail volumes -12%
 - Parcel volumes +/-0%
- **Decrease in mail volumes**
- **Operating income totaled SEK 169 (187) million**
- **Adjusted operating income totaled SEK 169 (187) million**
- **The outcome was negatively impacted by decreased mail volumes**

PostNord Denmark



95.1%

Delivery quality, mail, in quarter

Legal requirement 93%

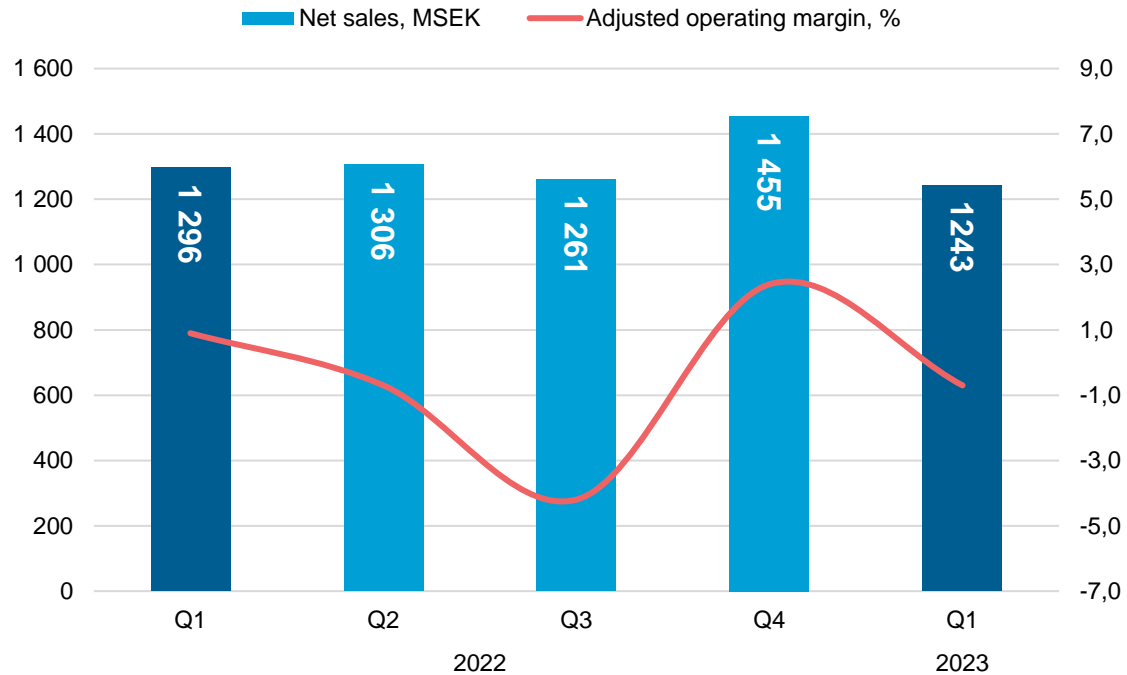
96.5%

Delivery quality, parcels, in quarter

Target 97%

- **Net sales totaled SEK 2,101 (1,966) million**
 - Mail volumes -9%
 - Parcel volumes -4 %
- **Operating income totaled SEK -16 (-85) million**
- **Adjusted operating income totaled SEK -16 (-85) million**
- **Profit development can mainly be attributed to efficiency improvements in staffing and administration**

PostNord Norway



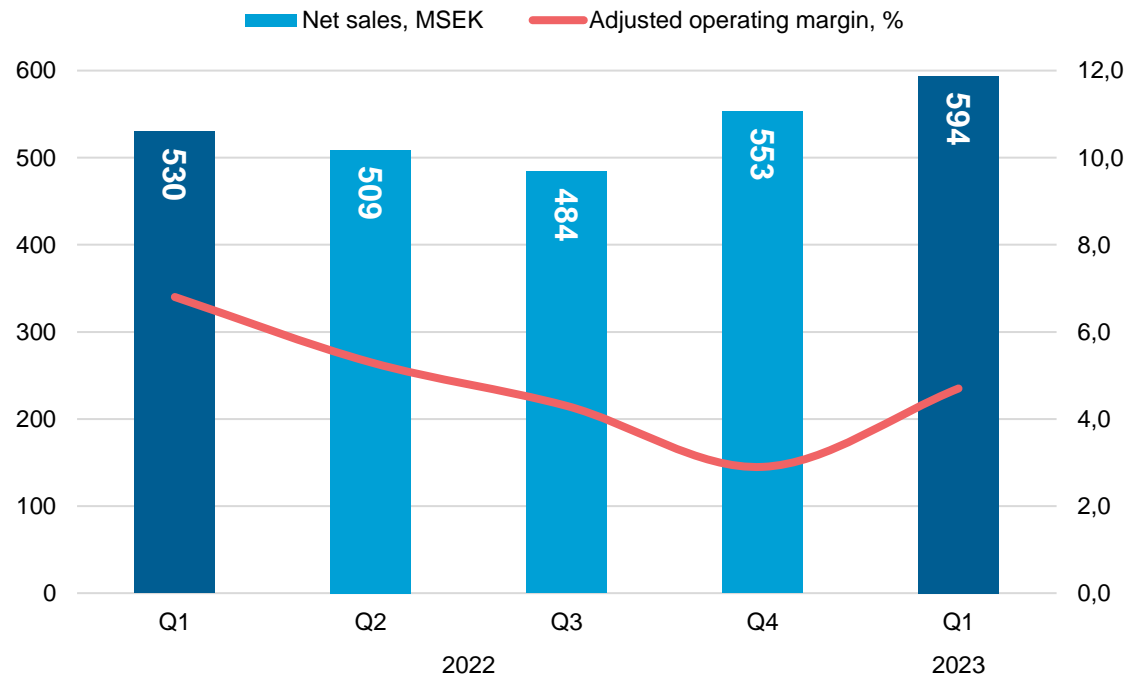
- Net sales totaled SEK 1,243 (1,296) million
 - Parcel volumes -16% (-1)
- Operating income totaled SEK -9 (11) million
- The lower result is a consequence of inflation-driven increases in transport costs, reduced parcel volumes and challenges in adapting production capacity quickly enough to meet the sharp decline in volumes
- Delivery quality was 89.3 (92.2) percent in the quarter.

PostNord Finland



- Net sales totaled SEK 391 (347) million
 - Parcel volumes -1% (-2)
- Operating income totaled SEK -10 (-22) million
- Result has improved due to higher net sales and insourcing part of last mile operations
- Delivery quality for parcels was 91.9 (89.1) percent.

PostNord Strålfors



- Net sales totaled SEK 594 (530) million
- Operating income amounted to SEK 28 (36) million
- The lower result is mainly due to increased project and restructuring costs

Other Business Activities



- Net sales totaled SEK 917 (951) million
- Operating income totaled SEK -25 (55) million
 - Direct Link's net sales and income decreased largely driven by a decrease in volumes in the Nordic market
 - In the logistics operations in Germany, parcel volumes have decreased by -19 (-6) percent driven by lower exports to the Nordic business-to-consumer market
 - Operating profit includes realized and unrealized gains/losses from forward exchange contracts of SEK -37 (19) million

Financial summary

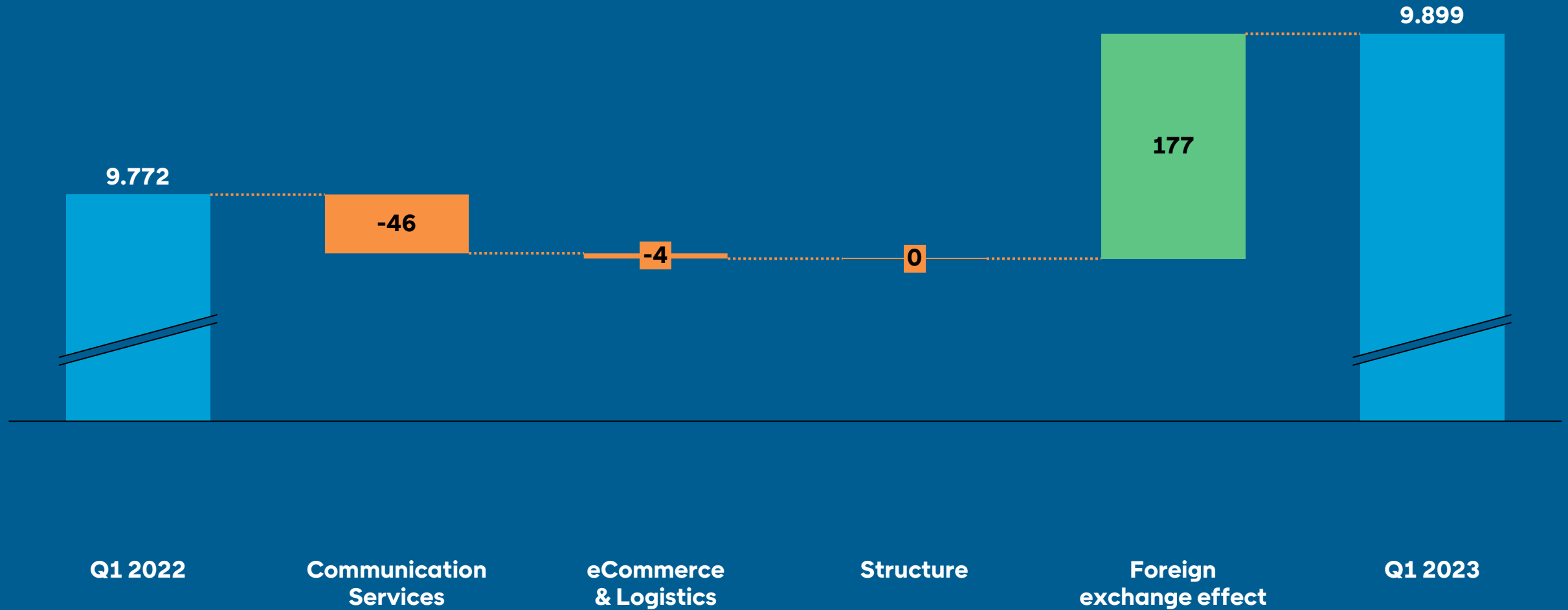
	Quarter 1/2023	Quarter 1/2022	Change
Net sales, SEKm	9 899	9 772	-1%*
Operating income, SEKm	43	98	-56%
Operating margin, %	0.4%	1.0%	
Adjusted operating income, SEKm	43	98	-56%
Net financial items, SEKm	8	-45	
Cash flow from operating activities SEKm	526	225	
Return on capital employed (ROCE), %	2.1%	13.0%	

*Change in fixed currency for like-for-like units

Net sales

Q1 2023 vs Q1 2022

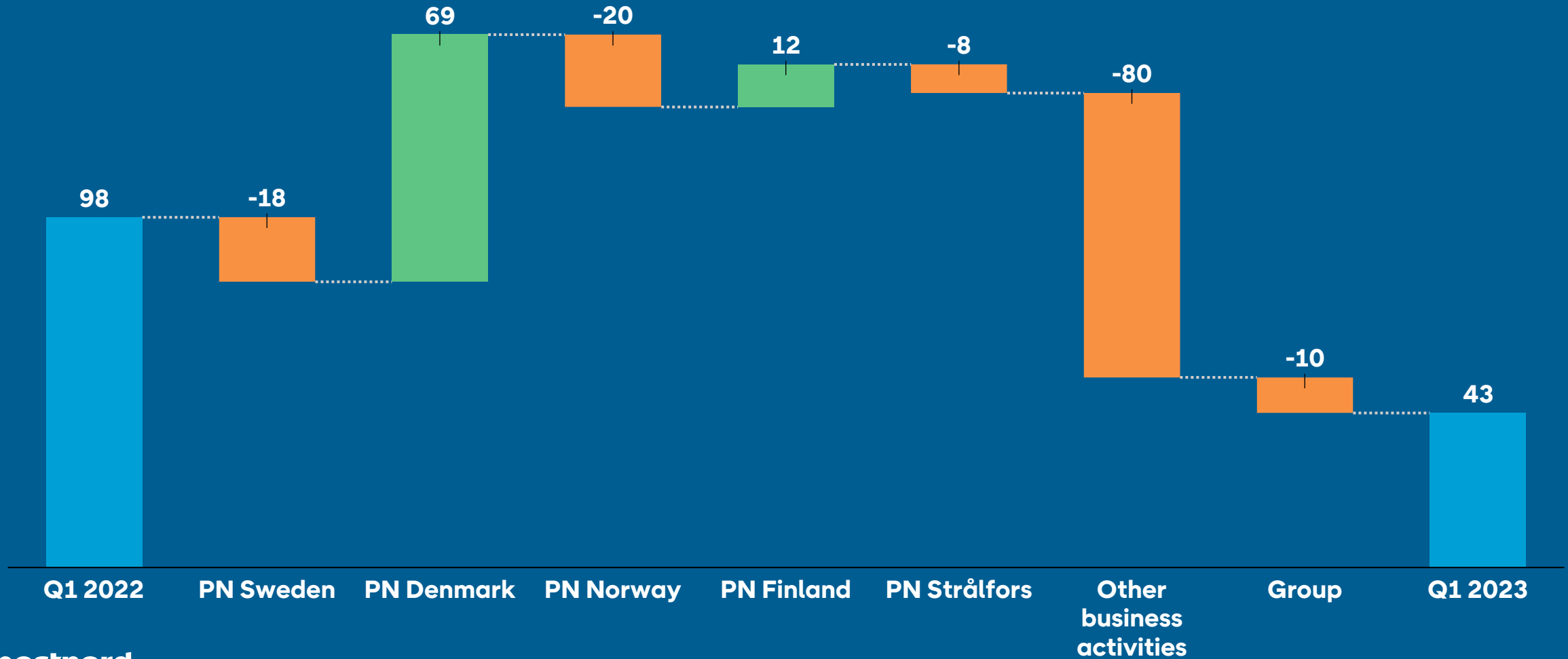
SEKm



Operating income

Q1 2023 vs Q1 2022 (before IAC)

SEKm



Contact details

Björn Bergman, Head of Brand & Communication
bjorn.bergman2@postnord.com
(+46) 10 436 00 00

Media contact PostNord Group
press@postnord.com
(+46) 10 436 10 10