

Interim report

**Q2 2024**

**postnord**





# Improved income and continued adjustment to operations

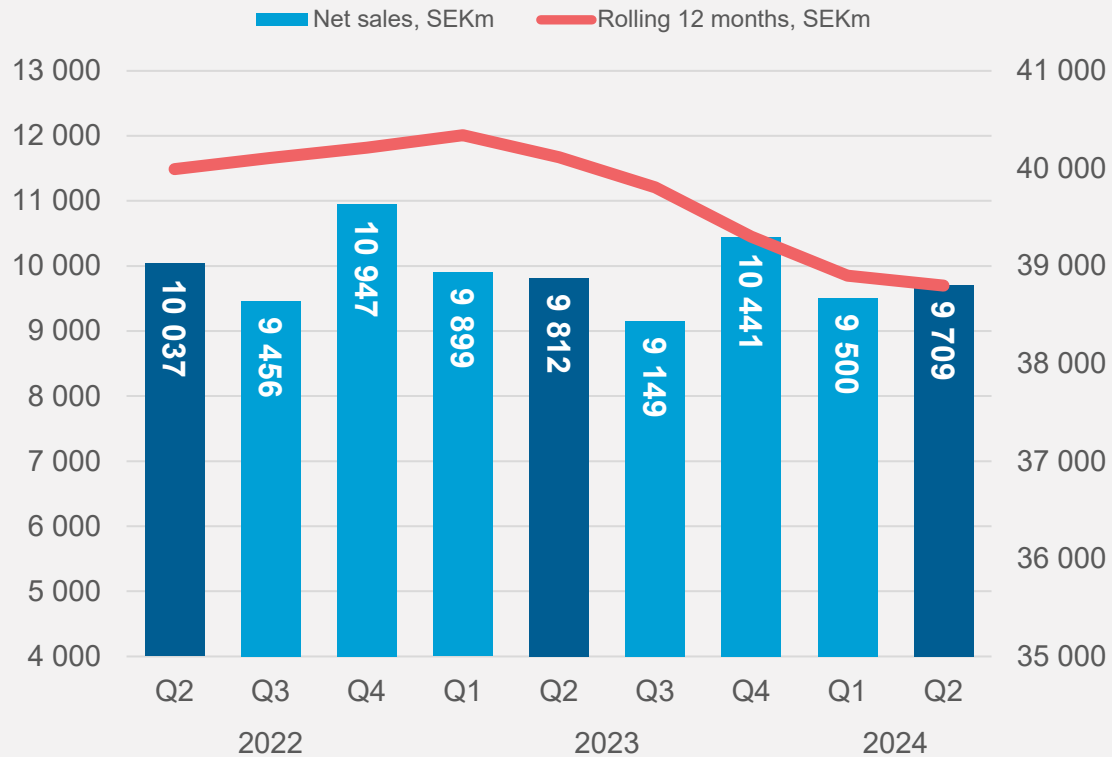
## General comments

- Improved income for the third consecutive quarter
- Ongoing improvement programs are continuing to yield results
- Continued focus on profitable growth in parcels
- Adapting to new situation in Denmark

## Second quarter 2024

- Net sales totaled SEK 9,709 (9,812) million
- Overall, parcel volumes decreased by -1 (-1) percent
- Mail volumes decreased by -11 (-14) percent
- Operating income (EBIT) totaled SEK -463 (-725) million
- Adjusted operating income (adjusted EBIT) totaled SEK 205 (135) million

# Net sales



Net sales totaled  
**SEK 9,709m** (9,812) -1%  
 like-for-like



Parcel volume business-to-business  
**-2%** (-12)

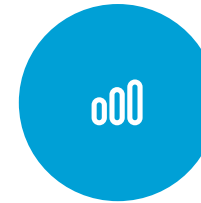
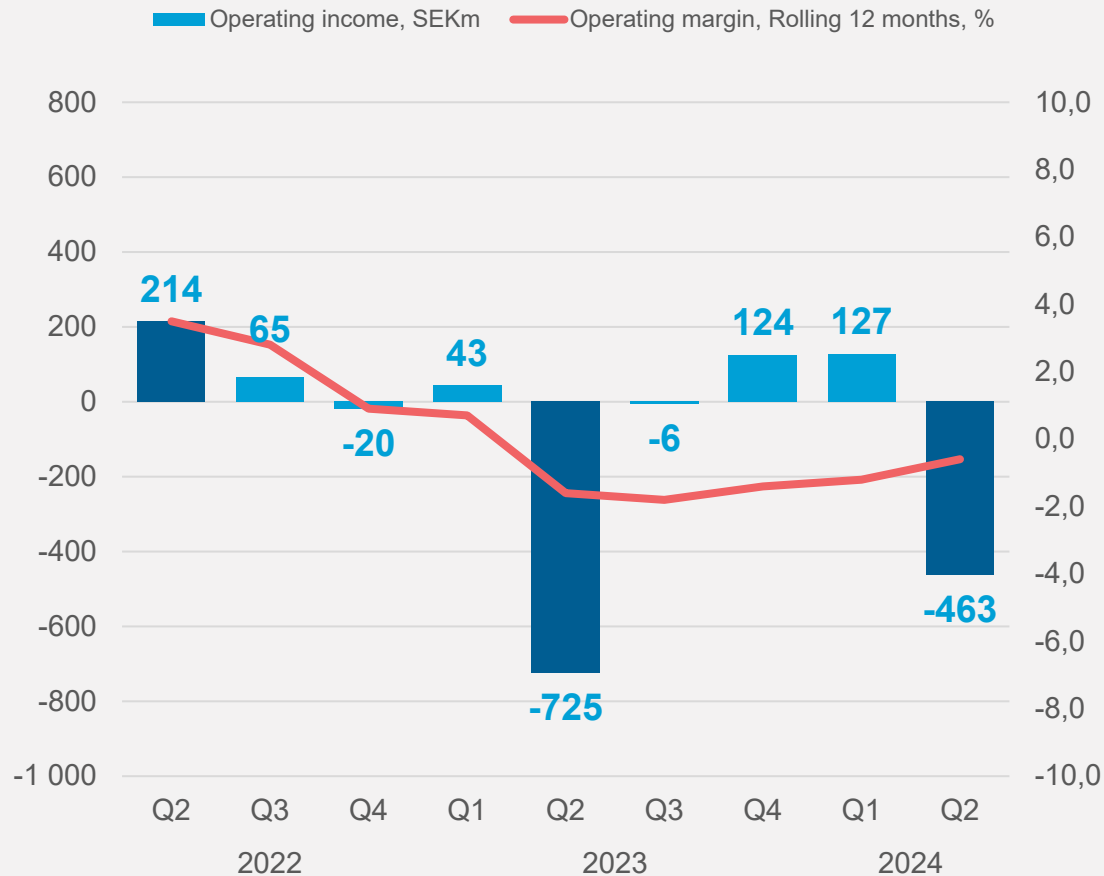


Parcel volume business-to-consumer  
**-1%** (3)



Total mail volume  
**-11%** (-14)

# Operating income



Operating income

**SEK -463m**

(-725)



Operating margin, Q2

**-4.8 %**

(-7.4)



Adjusted operating income

**SEK 205m**

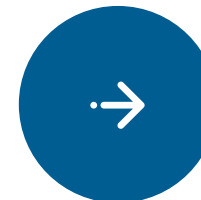
(135)



Adjusted operating margin

**2.1 %**

(1.4)



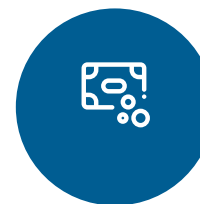
Ongoing improvement programs  
are continuing to yield results

# Delivery quality parcels in Q2



Delivery quality, Group (in the quarter)

**93.2%**



Delivery quality, Group (rolling 12 months)

**94.0%**

# Sustainability Q2

## Carbon dioxide emission

**-23%**

**Goal -40%  
by 2025**

Carbon dioxide emissions by PostNord relative to YTD 2020 level

## Gender equality

**36%**

Level 1–3: 36% women/64%  
men

**31%**

Level 4–6: 31% women/69%  
men

**Goal > 40%**

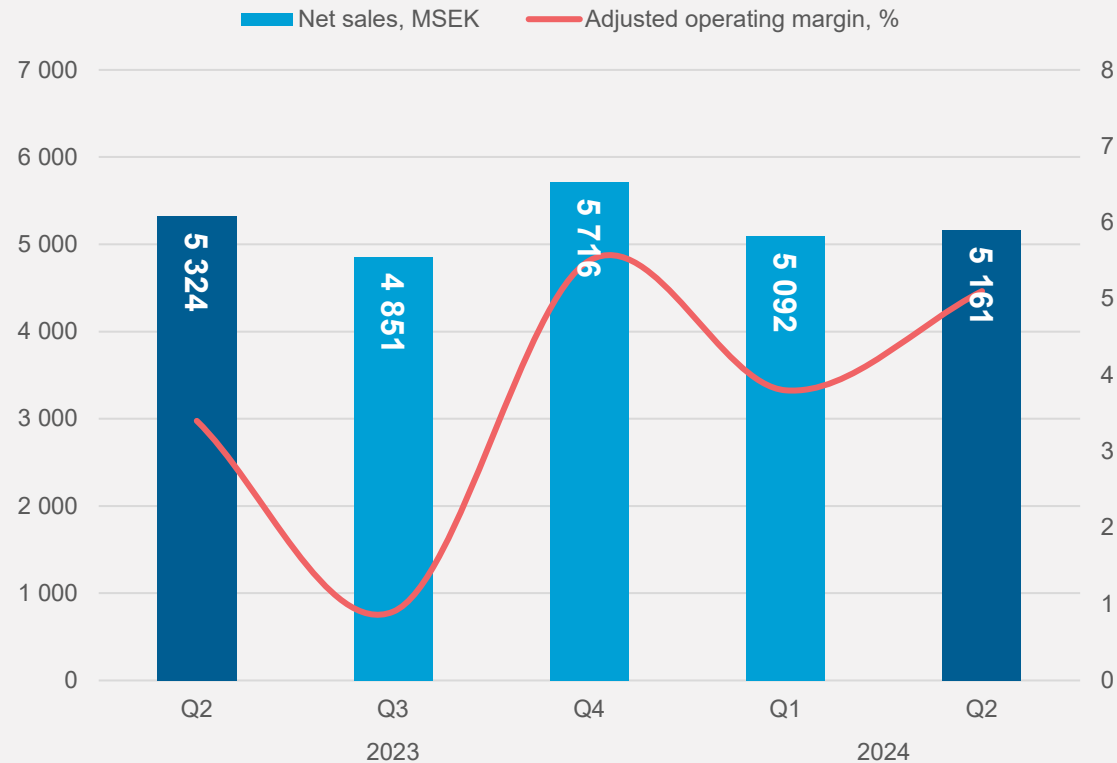
Percentage of PostNord managers who are of the underrepresented gender

## Responsible procurement index (RPI)

**97**

Weighted Responsible Procurement Index containing 3 KPI:s

# PostNord Sweden



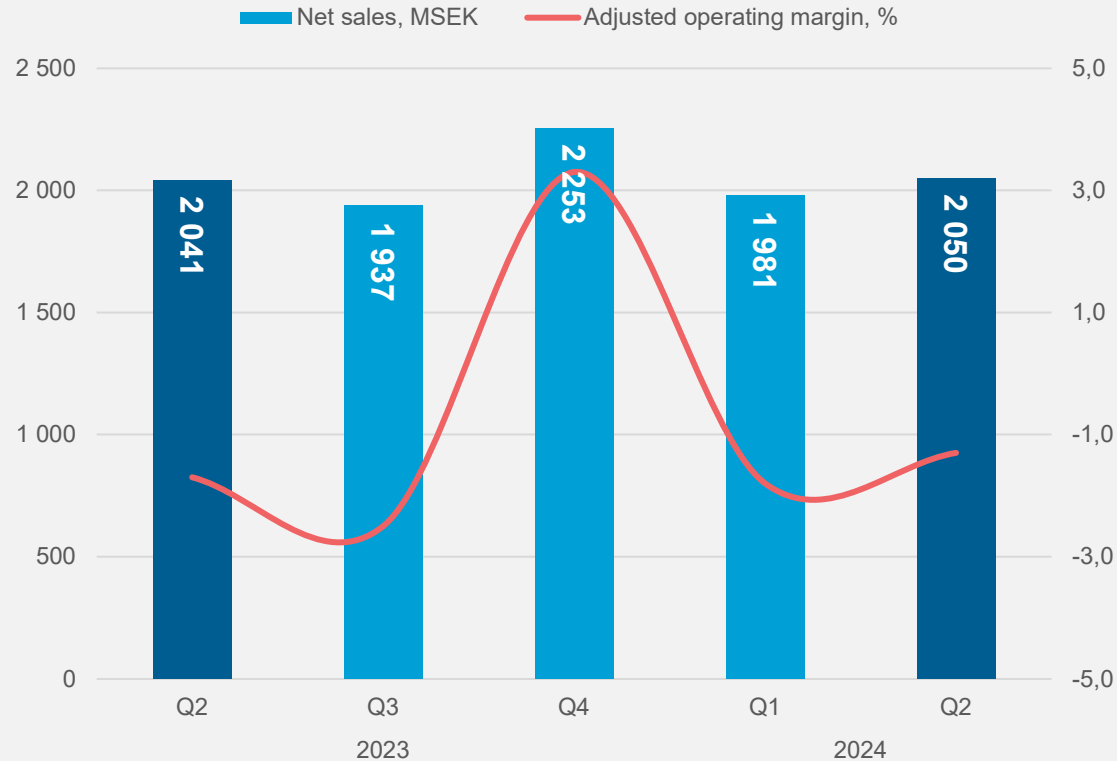
# 93.9% 92.4%

Delivery quality,  
mail, in quarter  
Legal requirement 95%

Delivery quality,  
parcels, in quarter  
Target 97%

- Net sales totaled SEK 5,161 (5,324) million
  - Mail volumes -10% (-12)
  - Parcel volumes 0% (-2)
- Operating income totaled SEK 264 (223) million
- Adjusted operating income totaled SEK 264 (180) million
- Operating income increased mainly due to price adjustments and improvement initiatives that lowered transportation costs

# PostNord Denmark



# 94.7% 95.1%

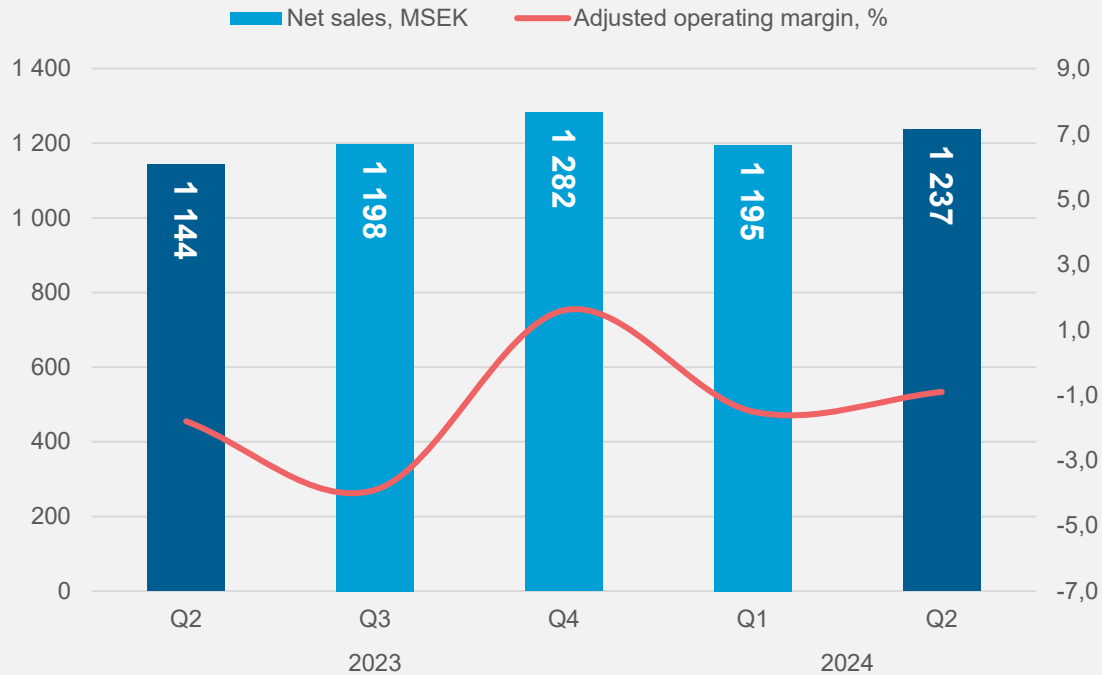
Delivery quality,  
mail, in quarter

Delivery quality,  
parcels, in quarter  
Target 97%

- Net sales totaled SEK 2,050 (2,041) million
  - Mail volumes -16% (-24)
  - Parcel volumes -1% (-4)
- Operating income totaled SEK -695 (-35) million
- Adjusted operating income totaled SEK -27 (-35) million
- Operating income was negatively affected by impairment losses and restructuring costs
- Adjusted operating income increased due to ongoing improvement programs and adaptation to declining mail volumes

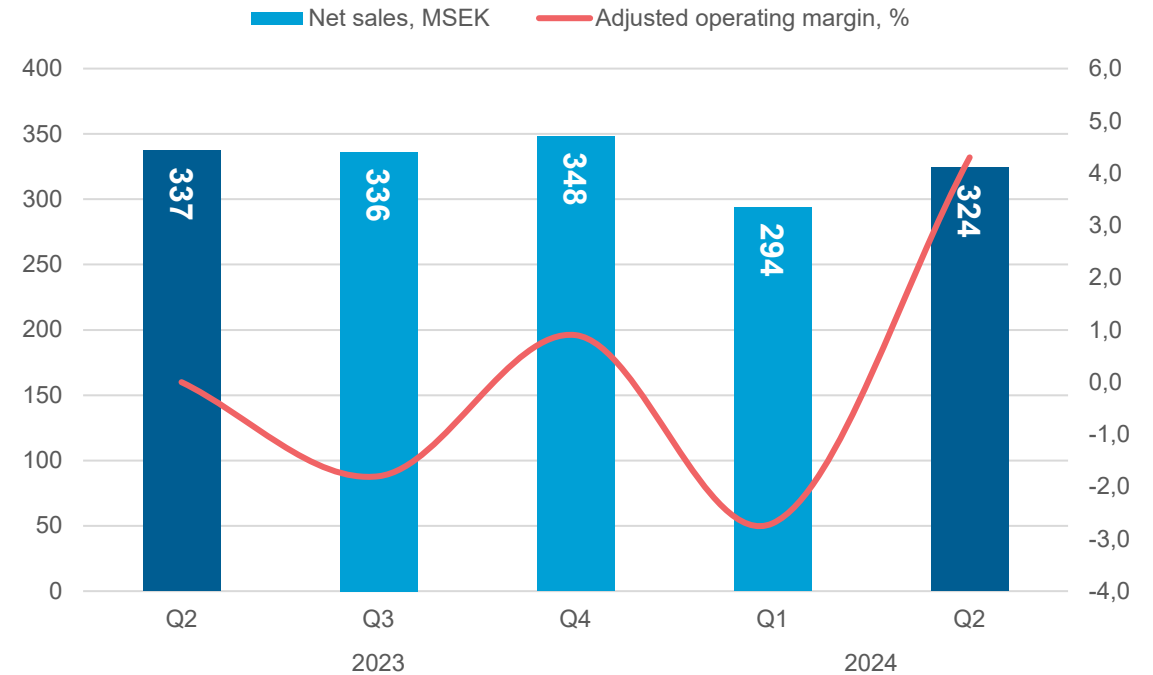


# PostNord Norway



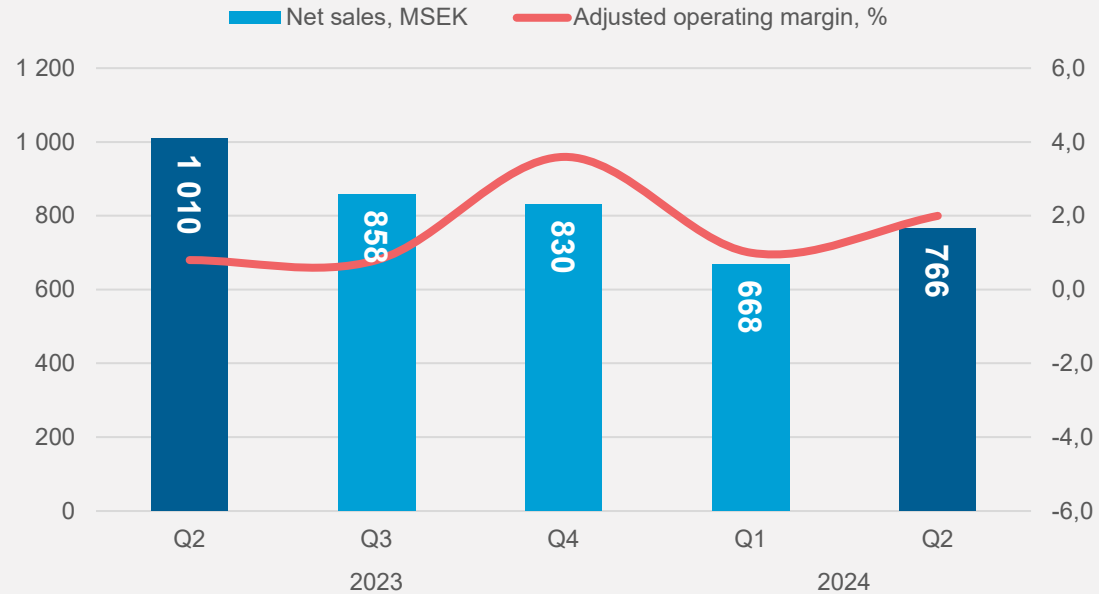
- Net sales totaled SEK 1,237 (1,144) million
  - Parcel volumes -2% (-9)
- Operating income totaled SEK -11 (-923) million
- Adjusted operating income SEK -11 (-21) million
- Operating income increased due to ongoing improvement programs and price adjustments implemented

# PostNord Finland



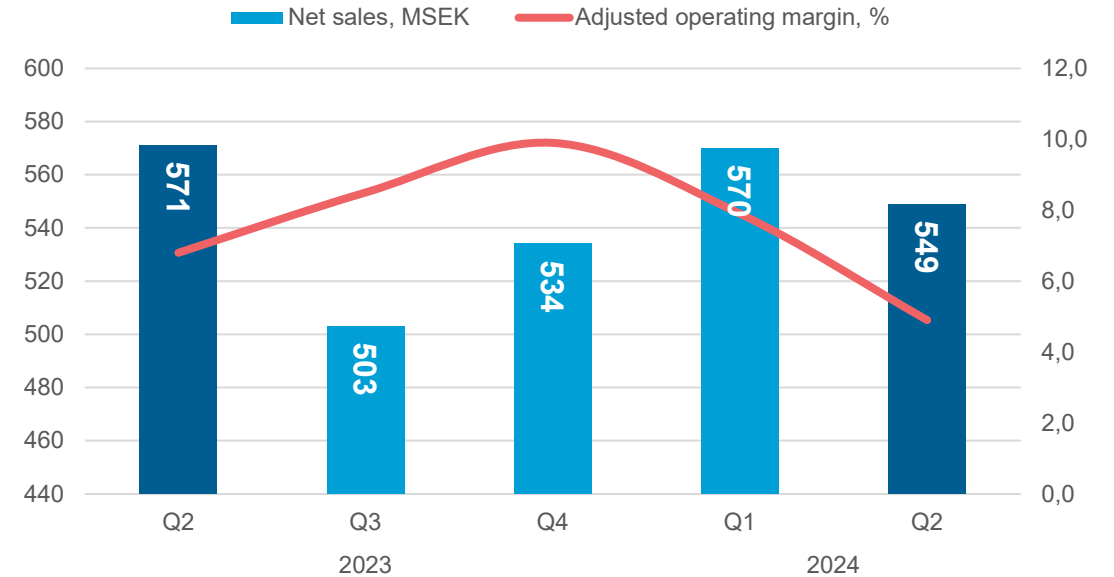
- Net sales totaled SEK 324 (337) million
  - Parcel volumes +21% (-4)
- Operating income totaled SEK 14 (0) million
- Operating income increased due to increase in parcel volumes and efficiency improvements in production

# PostNord International



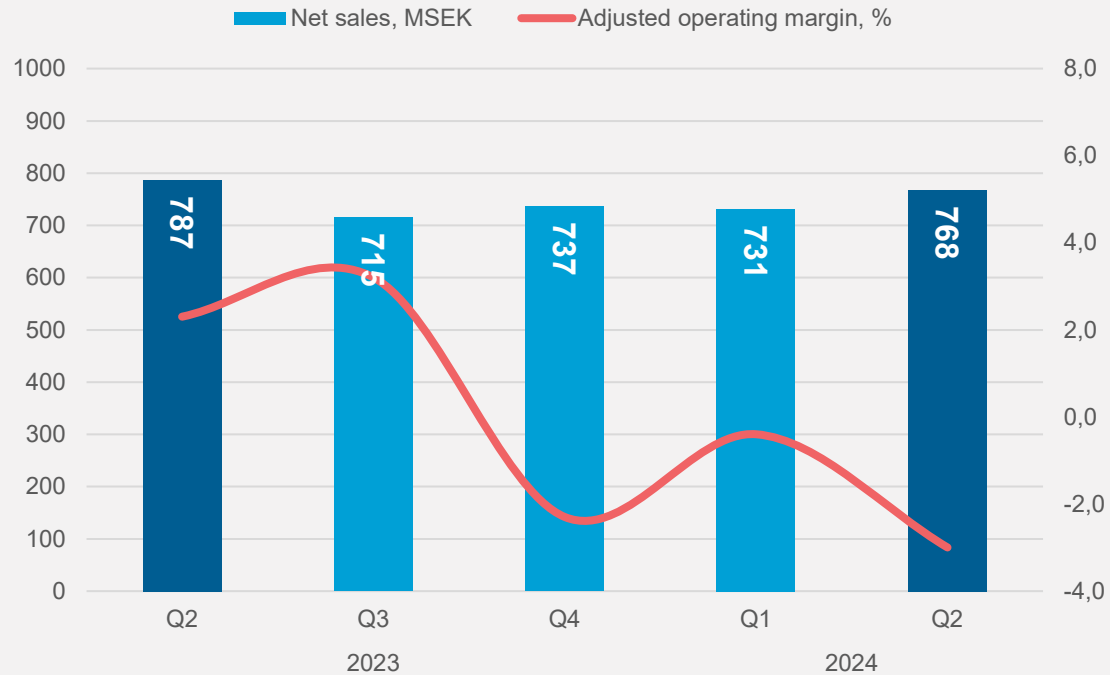
- Net sales totaled SEK 766 (1,010) million
- Operating income amounted to SEK 15 (8) million
- Operating income increased mainly due to a more profitable customer and product mix

# PostNord Strålfors



- Net sales totaled SEK 549 (571) million
- Net sales decreased mainly due to decrease in print volumes
- Operating income amounted to SEK 27 (39) million

# PostNord TPL



- Net sales totaled SEK 768 (787) million
- Operating income amounted to SEK -23 (18) million
- Operating income was negatively affected by impairment losses on non-current assets and personnel reduction costs totaling SEK 21 (-) million

# Financial summary PostNord Group

	Q2 2024	Q2 2023	Change
<b>Net sales, SEKm</b>	9,709	9,812	-1%
<b>Operating income, SEKm</b>	-463	-725	
<b>Operating margin, %</b>	-4.8	-7.4	
<b>Adjusted operating income, SEKm</b>	205	135	
<b>Adjusted operating margin, %</b>	2.1%	1.4%	
<b>Net profit for the period, SEKm</b>	-549	-755	
<b>Cash flow from operating activities SEKm</b>	541	270	
<b>Return on capital employed (ROCE), %</b>	-1.4%	-4.4%	

## 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

**postnord**