

PostNord Interim Report

Q3/2024

postnord



Improved income

Net sales decreased but at the same time income improved in the quarter. PostNord continues to develop its offering in order to be the favorite carrier of the Nordics.



PostNord is taking the lead in the logistics industry's climate transition, with a goal of fossil-free transportation and operations by 2030. As a further contribution, PostNord has signed up to the Climate Pledge, an initiative established by Amazon and Global Optimism. The pledge aims to enable the Paris Agreement's target of net-zero carbon emissions to be achieved ten years before the deadline set.

July–September 2024¹

- Net sales totaled SEK 8,570 million (9,149), a decrease of –5 percent (–6) in fixed currency for like-for-like units
- Parcel volumes increased by 1 percent (–2)
- Mail volumes decreased by –18 percent (–16)
- Operating income (EBIT) totaled SEK 86 million (–6)
- Adjusted operating income (adjusted EBIT) amounted to SEK 104 million (–6)

January–September 2024¹

- Net sales totaled SEK 27,779 million (28,860), a decrease of –3 percent (–4) in fixed currency for like-for-like units
- Parcel volumes decreased by –1 percent (–2)
- Mail volumes decreased by –14 percent (–14)
- Operating income (EBIT) totaled SEK –249 million (–688)
- Adjusted operating income (adjusted EBIT) amounted to SEK 463 million (171)

| SEKm, unless otherwise indicated ² | July–September | | Like-for-like change ³ | January–September | | Like-for-like change ³ |
|---|----------------|-------|-----------------------------------|-------------------|--------|-----------------------------------|
| | 2024 | 2023 | | 2024 | 2023 | |
| Net sales | 8,570 | 9,149 | –5% | 27,779 | 28,860 | –3% |
| Operating income (EBIT) | 86 | –6 | | –249 | –688 | |
| Adjusted operating income (adjusted EBIT) | 104 | –6 | | 463 | 171 | |
| Income before tax | 55 | –43 | | –344 | –729 | |
| Net income for the period | 67 | –38 | | –395 | –753 | |
| Earnings per share (SEK) | 0.03 | –0.02 | | –0.20 | –0.38 | |
| Cash flow from operating activities | 1,142 | 504 | | 1,927 | 1,300 | |
| Net debt ratio, % ⁴ | –18 | –40 | | –18 | –40 | |
| Return on capital employed (ROCE), % | –0.8 | –4.8 | | –0.8 | –4.8 | |

¹ Unless otherwise indicated, the report comments on developments in July–September 2024, relative to the same period in 2023.

² For definitions, see Note 8.

³ The term "like-for-like change" refers to the change in fixed currency (previous year's outcome translated at the exchange rates in the period) for like-for-like units, i.e. adjusted to take account of acquisitions/disposals. See also Note 8.

⁴ Net debt ratio, including pensions but excluding lease liabilities.

Note: Every care has been taken in the translation of this document. In the event of discrepancies, the Swedish original will supersede the English translation.

Comments by the President and Group CEO

Continued improvement in income

Net sales totaled SEK 8,570 million (9,149), a decrease of –5 percent (–6) in fixed currency for like-for-like units. In all, mail volumes decreased by –18 percent (–16), largely on account of the ongoing process of digitalization and the new postal law in Denmark. The Group's sales also decreased as a result of the closure of the major share of the activities within the logistics business in Denmark, and due to lower sales in the international segment. Parcel volumes increased by 1 percent (–2).

Operating income totaled SEK 86 million (–6), and adjusted operating income SEK 104 million (–6). Income improved through positive growth in the parcels business and lower depreciation costs in Denmark. Our price adjustments are compensating for the sharply lower mail volumes, while our improvement programs are continuing to have an impact. Overall, the result is that income has improved for the fourth consecutive quarter.

Great potential in the parcel business

We are continuously developing our e-commerce offering to meet the high expectations of customers and consumers. Our Market Leadership initiative is focused on ensuring that we are our customers' first choice for the Nordic market. One of PostNord's significant strengths is our extensive network of parcel distribution points, in form of service points and parcel lockers. We are continuing to expand this network which, paired with our home delivery offering, forms a powerful Nordic offering. One important aspect of further development in our Nordic parcel business lies in positioning ourselves to gain a larger share of import volumes.

Our Cost Leadership program, which aims to raise the level of structural profitability, continues at high pace. Several programs are in progress within the Group to improve efficiency at our terminals and in our transport operations. Route optimization projects are being rolled out at Hilleröd and Odense in Denmark and

at Veddesta, Greater Stockholm. The experience gained from these projects will serve in a model for other parts of the Group.

Reset of conditions needed for the mail business in Sweden

PostNord's Swedish operations have undergone continuous streamlining and updating to ensure that the company's services can meet the demand from customers right across the country. In view of the ongoing process of digitalization in Sweden, it is estimated that mail volumes will halve over the next five years. As a result, we are continuing to focus unrelentingly on streamlining and adapting our operations. In addition to the actions we are taking ourselves, we need regulatory relief if we are to be able to operate a nationwide, self-financed and profitable mail business.

In Denmark, we have been delivering shipments to small islands, the visually impaired and international mail on a compensated basis since the preceding year-end. On October 31, the agreement on mail distribution to the visually impaired ends.

High climate ambitions

It is natural for us to take the lead in the climate transition in the logistics and transportation sector. We have set lofty climate ambitions aimed at achieving a goal of fossil-free transportation and other operations by 2030. At the end of the quarter, 72 percent of the energy used in PostNord's own vehicle fleet was from renewable sources.

Achieving meaningful progress in the process of climate transition depends on cooperation and shared responsibility within the global business community. Against that background, PostNord has signed up to the Climate Pledge, an initiative established by Amazon and Global Optimism. The pledge aims to enable the Paris Agreement's target of net-zero carbon emissions to be achieved ten years before the deadline set.



Annemarie Gardshol, President and Group CEO

PostNord is on a wide-ranging transformation journey towards a greener and more digital future. We are building a new core business in parcels on top of our existing organization, mail. I would like to thank all PostNord employees for their contributions to our success. I would also like to thank our partners, customers and all consumers for their cooperation.

Annemarie Gardshol
President and Group CEO

Net sales and income

Net sales

Net sales totaled SEK 8,570 million (9,149) in the third quarter, a decrease of –5 percent (–6) in fixed currency for like-for-like units. The change is attributable mainly to structurally declining mail volumes, a more focused logistics business and lower sales in the international segment. The negative trend of volume on the mail side was offset by price increases.

Mail volumes decreased by –18 percent (–16) largely on account of the ongoing process of digitalization and termination of the universal service obligation in Denmark.

A total of 56 million (56) parcels were handled during the quarter. An increase of 1 percent (–2). Business-to-Consumer volumes increased by 2 percent (1), while Business-to-Business volumes decreased by –1 percent (–11).

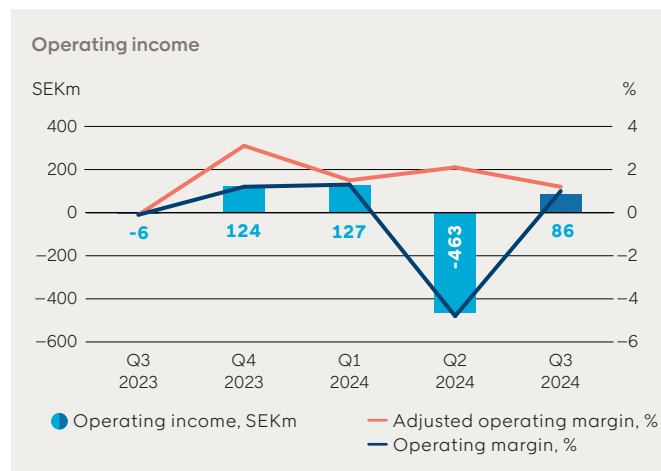
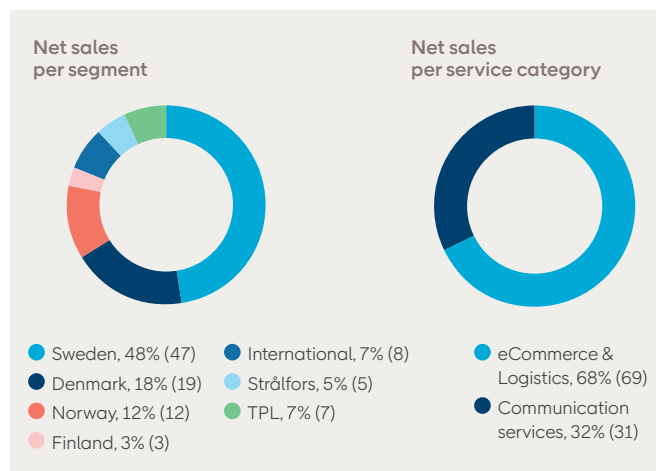
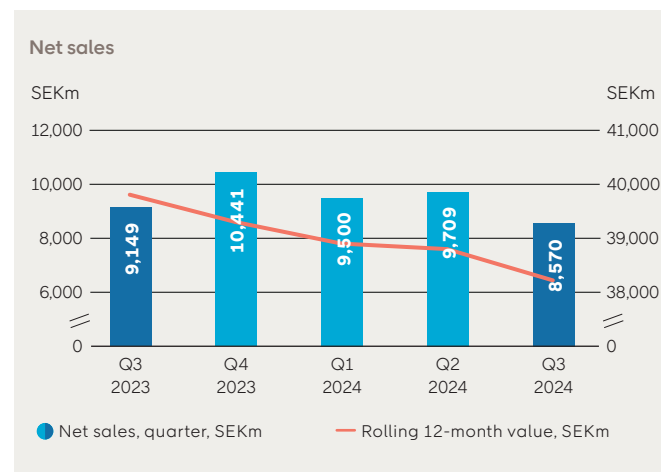
Other operating income totaled SEK 117 million (143), consisting mainly of exchange rate gains totaling SEK 42 million (49) and government compensation of SEK 36 million (59) for the universal service obligation in Denmark.

Income

Operating income totaled SEK 86 million (–6), representing an operating margin of 1.0 percent (–0.1). Adjusted operating income totaled SEK 104 million (–6). The adjusted operating margin improved to 1.2 percent (–0.1).

Operating income improved mainly as a result of increased profitability in the parcel business, driven by our improvement programs and lower depreciation expense arising from write-downs in the Danish organization in the second quarter.

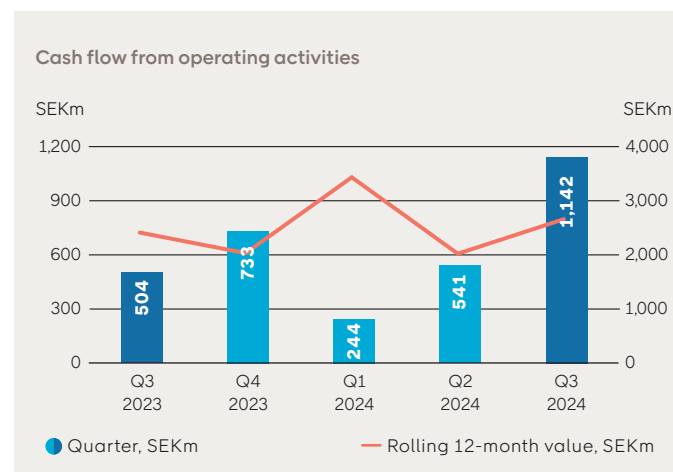
Operating profit also includes the result of forward exchange contracts, which decreased to SEK 2 million (12). Net financial items totaled SEK million –31 (–37). The change was due to lower interest rates. Tax for the period totaled SEK 12 million (5), while income for the period amounted to SEK million 67 (–38). Return on capital employed (ROCE) increased to –0.8 percent (–4.8), as a result of higher income over the past 12 months.



Cash flow and financial position

Cash flow

Cash flow from operating activities totaled SEK 1,142 million (504) in the third quarter. Changes in working capital amounted to SEK 470 million (-94). During the quarter, working capital was impacted by receipt of compensation totaling SEK 715 million from the Danish government and payments to other postal operators for terminal dues. Cash flow from investing activities totaled SEK -208 million (-277). Investments in property, plant and equipment and in non-current intangible assets during the period totaled SEK 226 million (274). The investments related in the main to machinery, parcel lockers, buildings and vehicles. The decrease from the same period last year is mainly attributable to a lower volume of capitalized IT development. Cash flow from financing activities totaled SEK -431 million (-1,222), consisting above all of amortization of SEK -417 million (-412) on lease liabilities and amortization of SEK -14 million (-810) on loans.



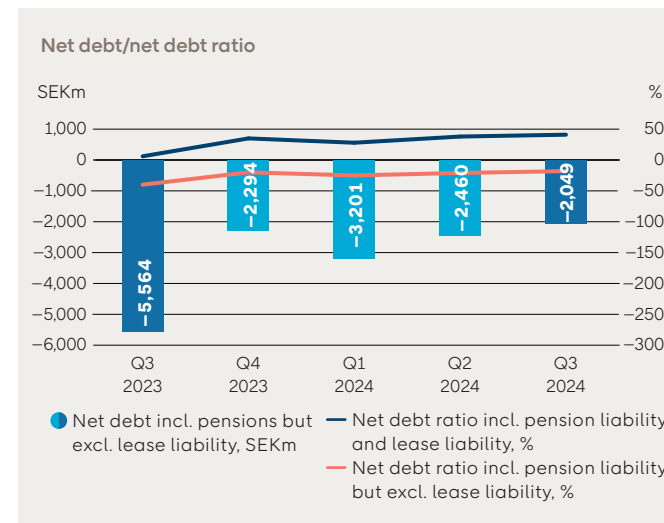
Net debt

The Group's net debt, including pensions and lease liabilities, increased by SEK 74 million in the third quarter. The Group's pension asset decreased by SEK 930 million, mainly as a result of a lower discount rate. The decrease was offset by increased cash and cash equivalents and lower interest-bearing liabilities due to the amortization of lease liabilities.

The net debt ratio, including pensions and lease liabilities, was 41 percent (6). The Group's net debt ratio excluding lease liabilities was -18 percent (-40). Financial preparedness at the end of the period totaled SEK 5,992 million (5,564), including cash and cash equivalents of SEK 2,492 million (3,564) and unutilized credit facilities of SEK 3,500 million (2,000).

Equity

The Group's equity decreased to SEK 10,565 million from SEK 11,321 million on June 30, 2024. The change in the third quarter was made up of the net income of SEK 67 million for the period, a revaluation of SEK million -756 in the pension commitment net after tax and translation differences of SEK -68 million.



Net debt

SEKm, unless otherwise indicated¹

| | Sept. 30, 2024 | June 30, 2024 | Mar. 31, 2024 | Dec. 31, 2023 | Sept. 30, 2023 |
|--|----------------|---------------|---------------|---------------|----------------|
| Interest-bearing liabilities | 8,793 | 9,149 | 9,898 | 9,325 | 9,638 |
| Pensions and disability pension plans | -1,680 | -2,610 | -3,120 | -1,791 | -4,965 |
| Interest-bearing receivables | -253 | -256 | -259 | -259 | -263 |
| Cash and cash equivalents | -2,492 | -1,989 | -3,038 | -3,457 | -3,564 |
| Net debt incl. pensions and lease liabilities | 4,368 | 4,295 | 3,480 | 3,817 | 847 |
| Net debt ratio incl. pensions and lease liabilities | 41% | 38% | 28% | 35% | 6% |
| Net debt incl. pensions but excl. lease liabilities | -2,049 | -2,460 | -3,201 | -2,294 | -5,564 |
| Net debt ratio incl. pensions but excl. lease liabilities | -18% | -21% | -25% | -20% | -40% |

¹ See specification in Note 8.

Group

January–September 2024

The Group's net sales totaled SEK 27,779 million (28,860) during the period, a decrease of –3 percent (–4) in fixed currency for like-for-like units. During the period, mail volumes decreased by –14 percent (–14) and parcel volumes by –1 percent (–2).

Other operating income totaled SEK 330 million (493), consisting mainly of exchange rate gains totaling SEK 140 million (239) and government compensation of SEK 95 million (173) for the universal service obligation in Denmark.

Operating income totaled SEK –249 million (–688). Income was affected by impairment losses of SEK –640 million (–903), mainly relating to property, plant and equipment in Denmark. Income in the previous year was affected by the impairment losses on goodwill in Norway.

Adjusted operating income totaled SEK 463 million (171).

Net financial items totaled SEK –94 million (–41).

Income taxes for the period totaled SEK –51 million (–24).

Net income for the period totaled SEK –395 million (–753).

Cash flow from operating activities totaled SEK 1,927 million (1,300).

Parent Company

The Parent Company conducted limited operations, in the form of intra-Group services. No external net sales were recognized during this or the corresponding quarter last year. Net income for the period totaled SEK 46 million (33). The higher result was mainly due to lower consultancy costs this year.

Sustainability information

PostNord's sustainable logistics agenda is based on the Group's most important sustainability aspects. One of our overarching goals is to achieve fossil-free transportation and operations by 2030. Another is fair conditions in the supply chain. For more about our work with sustainability, see our Annual and Sustainability Report for 2023, and online at <https://group.postnord.com>

Climate impact

Compared to the third quarter in 2023, carbon dioxide emissions for the quarter decreased by 12 percent, to 52,051 tons. PostNord's total energy use in the quarter (in both transportation and use of premises) totaled 373,082 MWh. Renewable energy accounted for 46 percent of total energy use during the quarter. The closure of the major share of the Danish logistics business in PostNord Logistics A/S positively impacted on the figures. PostNord's climate transition requires the Company's investments to be steered in a green direction.

Employees

The average number of employees (FTEs) was 23,905 (24,970). Sickness absence averaged 6.2 percent (6.5) on a trailing 12-month basis, where the impact of each individual month is limited. At the end of the quarter, the proportion of women at management levels 1–3 was 38 percent (35). At levels 4–6, the figure was 30 percent (30).

Sustainable supply chain

The Responsible Procurement Index (RPI) illustrates how purchasing processes and sustainability in the supply chain are closely linked. RPI is based on three underlying KPIs – central purchasing, national road transportation purchasing and supply chain sustainability. The first two KPIs address supplier loyalty and compliance with our purchasing policy during procurement. The last-mentioned KPI addresses the extent to which purchasing volumes from significant suppliers are procured from those who accept and comply with the PostNord Supplier Code of Conduct. The RPI result for the quarter was 96 (94).

| | Q3 2024 | Q2 2024 | Q1 2024 | Q4 2023 | Q3 2023 |
|--|---------|---------|---------|---------|---------|
| Climate¹ | | | | | |
| Energy consumption, MWh | 373,082 | 408,394 | 441,018 | 466,796 | 420,634 |
| Proportion of renewable energy, % | 46 | 44 | 45 | 48 | 45 |
| CO ₂ emissions, tonnes | 52,051 | 59,002 | 63,928 | 62,338 | 58,985 |
| Employees | | | | | |
| Average number of employees (FTEs) | 23,905 | 23,367 | 23,003 | 24,560 | 24,970 |
| Absence due to illness, % ² | 6.2 | 6.2 | 6.4 | 6.4 | 6.5 |
| Women managers, levels 1–3, % | 38 | 36 | 36 | 35 | 35 |
| Women managers, levels 4–6, % | 30 | 31 | 31 | 30 | 30 |
| Sustainable supply chain | | | | | |
| Responsible Procurement Index | 96 | 97 | 95 | 96 | 94 |

¹ During the third quarter of the year, the closure of PostNord Logistics A/S began, which positively impacted on emissions.

² Rolling 12-month period.

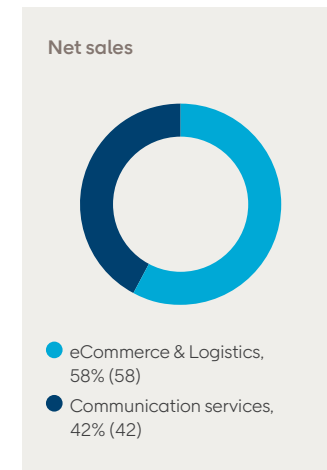
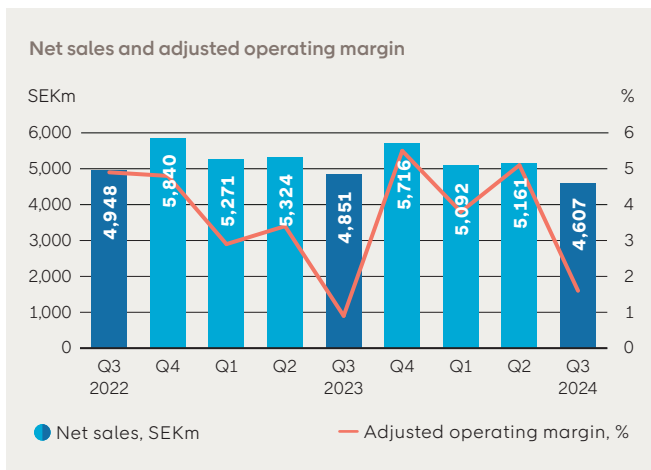
PostNord Sweden

Net sales totaled SEK 4,607 million (4,851), a change of –5 percent (–2) for like-for-like units. Parcel volumes increased by 3 percent (–2) in the quarter, mainly driven by the growth in the Business-to-Consumer segment. Rising low-priced imports from Asia are bringing further price pressure to bear on the parcel market, and the logistics business is suffering from continued slackness in demand.

Mail volumes decreased by –14 percent (–16) in the quarter, with sales in the mail segment benefiting from price adjustments and from revenue generated by the recent EU elections.

Operating income totaled SEK 75 million (42). Income improved as a result of efficiency initiatives and the adjustment of production capacity to lower mail volumes.

Delivery quality in parcels was 95.6 percent (95.0) in the quarter. Measures to improve quality in the business have proved effective. Delivery quality in parcels was 95.6 percent (95.8), an improvement from the preceding quarter.



Delivery quality, mail

95.6%

Period
July–September 2024
Legal requirement 95%

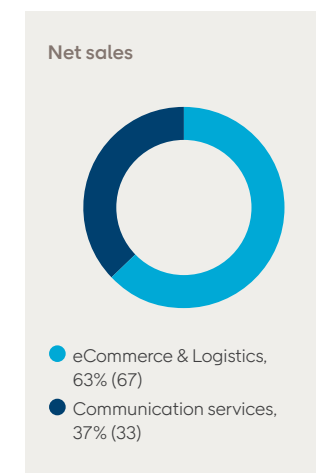
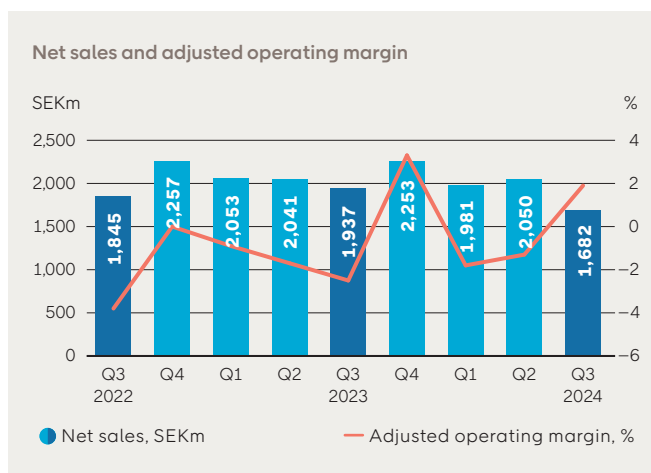
| SEKm, unless otherwise indicated | July–September | | Like-for-like change | January–September | | Like-for-like change |
|---|----------------|-------|----------------------|-------------------|--------|----------------------|
| | 2024 | 2023 | | 2024 | 2023 | |
| Net sales | 4,607 | 4,851 | –5% | 14,860 | 15,446 | –4% |
| – Communication Services (external) | 1,776 | 1,799 | –1% | 5,966 | 5,910 | 1% |
| – eCommerce & Logistics (external) | 2,445 | 2,476 | –1% | 7,681 | 7,702 | 0% |
| – Intra-Group | 386 | 577 | –33% | 1,213 | 1,834 | –34% |
| Operating income (EBIT) | 75 | 42 | | 534 | 417 | |
| Operating margin, % | 1.6 | 0.9 | | 3.6 | 2.7 | |
| Items affecting comparability | – | – | | – | 43 | |
| Adjusted operating income (adjusted EBIT) | 75 | 42 | | 534 | 374 | |
| Adjusted operating margin, % | 1.6 | 0.9 | | 3.6 | 2.4 | |

PostNord Denmark

Net sales totaled SEK 1,682 million (1,937), a change of –10 percent (–5) in fixed currency for like-for-like units. Mail volumes decreased by –34 percent (–15) through the impact of the new Danish Postal Services Act. Parcel volumes decreased by –2 percent (–4). Compensation from the Danish State amounted to SEK 36 million (59) in the quarter.

Operating income totaled SEK 32 million (–48). The improvement is attributable to ongoing improvement programs and adaptation to reduced mail volumes, as well as to lower depreciation costs.

Delivery quality for the “Brevet” service in the quarter was measured at 92.3 percent (96.4). Delivery quality in parcels for the quarter was 96.3 percent (96.0).



Delivery quality, “Brevet”

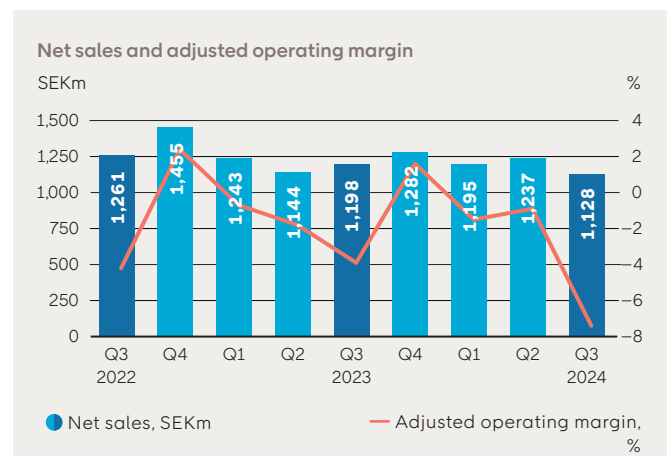
92.3%

July–September 2024 period

| SEKm, unless otherwise indicated | July–September | | Like-for-like change | January–September | | Like-for-like change |
|---|----------------|-------|----------------------|-------------------|-------|----------------------|
| | 2024 | 2023 | | 2024 | 2023 | |
| Net sales | 1,682 | 1,937 | –10% | 5,713 | 6,031 | –5% |
| – Communication Services (external) | 523 | 549 | –2% | 1,779 | 1,754 | 2% |
| – eCommerce & Logistics (external) | 898 | 1,106 | –16% | 3,077 | 3,370 | –8% |
| – Intra-Group | 260 | 283 | –5% | 857 | 907 | –5% |
| Operating income (EBIT) | 32 | –48 | | –726 | –100 | |
| Operating margin, % | 1.9 | –2.5 | | –12.7% | –1.7 | |
| Items affecting comparability | – | – | | –695 | – | |
| Adjusted operating income (adjusted EBIT) | 32 | –48 | | –31 | –100 | |
| Adjusted operating margin, % | 1.9 | –2.5 | | –0.5 | –1.7 | |

PostNord Norway

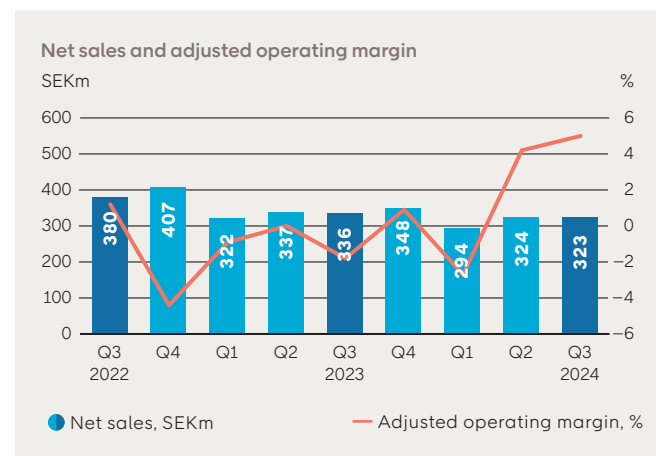
Net sales totaled SEK 1,128 million (1,198), a change of 0 percent (–3) in fixed currency for like-for-like units. Operating income totaled SEK –84 million (–47). Income was negatively affected by high production capacity that remained high in relation to the volume of parcels in the quarter. Delivery quality in parcels was 94.5 percent (93.1) for the quarter.



| SEKm, unless otherwise indicated | July–September | | Like-for-like change | January–September | | Like-for-like change |
|---|----------------|-------|----------------------|-------------------|-------|----------------------|
| | 2024 | 2023 | | 2024 | 2023 | |
| Net sales | 1,128 | 1,198 | 0% | 3,559 | 3,585 | 2% |
| – Communication Services (external) | 22 | 25 | –7% | 72 | 70 | 6% |
| – eCommerce & Logistics (external) | 898 | 960 | –1% | 2,862 | 2,908 | 1% |
| – Intra-Group | 208 | 213 | 3% | 626 | 608 | 6% |
| Operating income (EBIT) | –84 | –47 | | –112 | –979 | |
| Operating margin, % | –7.4 | –3.9 | | –3.1 | –27.3 | |
| Items affecting comparability | – | – | | – | –903 | |
| Adjusted operating income (adjusted EBIT) | –84 | –47 | | –112 | –77 | |
| Adjusted operating margin, % | –7.4 | –3.9 | | –3.1 | –2.1 | |

PostNord Finland

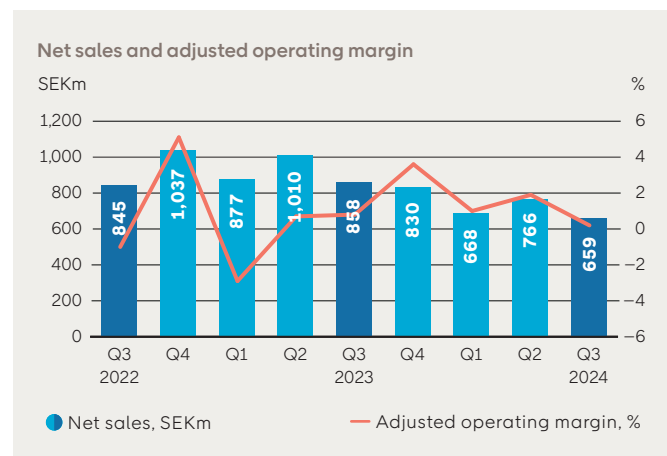
Net sales totaled SEK 323 million (336), a decrease of –1 percent (–5) in fixed currency for like-for-like units. This decrease was driven by the discontinuation of the InNight business at the beginning of the year. Parcel volumes increased by 29 percent (–5) in the quarter, largely on account of higher import volumes in the Business-to-Consumer segment. Operating income improved to SEK 16 million (–3) as a result of higher parcel volumes and efficiency improvements in production. Delivery quality in parcels was 93.3 percent (86.7) for the quarter.



| SEKm, unless otherwise indicated | July–September | | Like-for-like change | January–September | | Like-for-like change |
|---|----------------|------|----------------------|-------------------|------|----------------------|
| | 2024 | 2023 | | 2024 | 2023 | |
| Net sales | 323 | 336 | –1% | 941 | 995 | –5% |
| – Communication Services (external) | – | – | – | – | – | – |
| – eCommerce & Logistics (external) | 188 | 213 | –9% | 561 | 630 | 11% |
| – Intra-Group | 136 | 123 | 14% | 380 | 365 | 5% |
| Operating income (EBIT) | 16 | –3 | | 22 | –5 | |
| Operating margin, % | 5.0 | –0.9 | | 2.3 | –0.5 | |
| Items affecting comparability | – | – | | – | – | |
| Adjusted operating income (adjusted EBIT) | 16 | –3 | | 22 | –5 | |
| Adjusted operating margin, % | 5.0 | –0.9 | | 2.3 | –0.5 | |

PostNord International

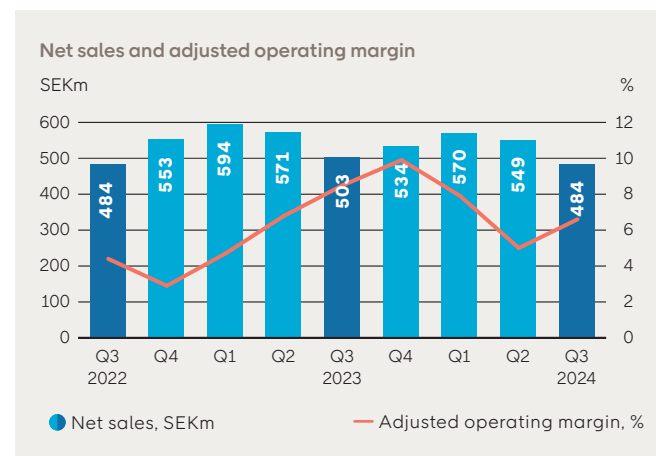
Net sales totaled SEK 659 million (858), a decrease of –21 percent (–7) in fixed currency for like-for-like units. The loss in sales was for the most part attributable to decreased volumes from Asia but also to reduced volumes in Europe due to lower exports to the Business-to-Consumer market in the Nordics. Operating income for the segment totaled SEK 1 million (7). The change in income was above all the result of changes in the product mix. Operating income includes realized and unrealized gains of SEK 2 million (12) on forward exchange contracts.



| SEKm, unless otherwise indicated | July–September | | Like-for-like change | January–September | | Like-for-like change |
|---|----------------|------|----------------------|-------------------|-------|----------------------|
| | 2024 | 2023 | | 2024 | 2023 | |
| Net sales | 659 | 858 | –21% | 2,092 | 2,745 | –24% |
| – Communication Services (external) | – | – | – | – | – | – |
| – eCommerce & Logistics (external) | 656 | 855 | –21% | 2,084 | 2,734 | –24% |
| – Intra-Group | 3 | 3 | –5% | 8 | 11 | –26% |
| Operating income (EBIT) | 1 | 7 | | 23 | –11 | |
| Operating margin, % | 0.2 | 0.8 | | 1.1 | –0.4 | |
| Items affecting comparability | – | – | – | – | – | – |
| Adjusted operating income (adjusted EBIT) | 1 | 7 | | 23 | –11 | |
| Adjusted operating margin, % | 0.2 | 0.8 | | 1.1 | –0.4 | |

PostNord Strålfors

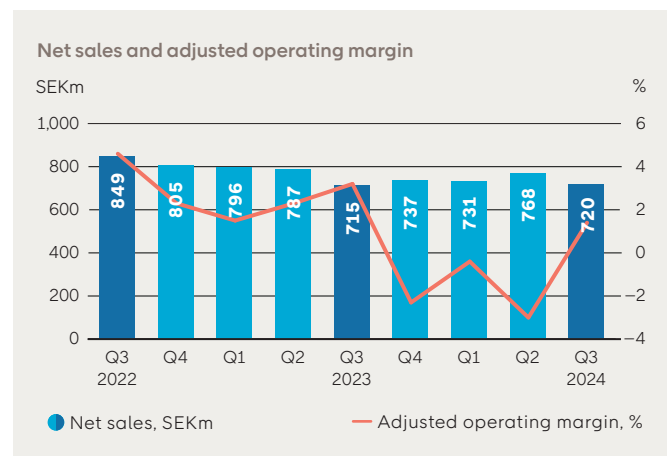
Net sales totaled SEK 484 million (503), a decrease of –1 percent (0) in fixed currency for like-for-like units. The decrease was in the main due to lower print volumes. Operating income totaled SEK 32 million (43). The change is attributable to lower income from the digital business, as well as to non-recurring costs.



| SEKm, unless otherwise indicated | July–September | | Like-for-like change | January–September | | Like-for-like change |
|---|----------------|------|----------------------|-------------------|-------|----------------------|
| | 2024 | 2023 | | 2024 | 2023 | |
| Net sales | 484 | 503 | –1% | 1,603 | 1,667 | –3% |
| – Communication Services (external) | 455 | 460 | 2% | 1,508 | 1,510 | 1% |
| – eCommerce & Logistics (external) | – | – | – | – | – | – |
| – Intra-Group | 29 | 43 | –32% | 95 | 157 | –40% |
| Operating income (EBIT) | 32 | 43 | | 104 | 110 | |
| Operating margin, % | 6.6 | 8.5 | | 6.5 | 6.6 | |
| Items affecting comparability | – | – | – | – | – | – |
| Adjusted operating income (adjusted EBIT) | 32 | 43 | | 104 | 110 | |
| Adjusted operating margin, % | 6.6 | 8.5 | | 6.5 | 6.6 | |

PostNord TPL

Net sales totaled SEK 720 million (715), an increase of 1 percent (+24). Operating income totaled MSEK –7 (17). Operating income has been charged with impairment losses totaling SEK –17 million (–) on leased non-current assets. Adjusted operating income totaled SEK 10 million (17). The lower adjusted operating income arose above all from surplus capacity in warehouse space.



| SEKm, unless otherwise indicated | July–September | | Like-for-like change | January–September | | Like-for-like change |
|---|----------------|------|----------------------|-------------------|-------|----------------------|
| | 2024 | 2023 | | 2024 | 2023 | |
| Net sales | 720 | 715 | 1% | 2,219 | 2,298 | –3% |
| – Communication Services (external) | – | – | – | – | – | – |
| – eCommerce & Logistics (external) | 712 | 711 | 1% | 2,202 | 2,283 | –3% |
| – Intra-Group | 8 | 5 | 55% | 18 | 15 | 20% |
| Operating income (EBIT) | –7 | 17 | | –33 | 47 | |
| Operating margin, % | –1.0 | 2.4 | | 1.5 | 2.0 | |
| Items affecting comparability | –17 | – | | –17 | – | |
| Adjusted operating income (adjusted EBIT) | 10 | 17 | | –16 | 47 | |
| Adjusted operating margin, % | 1.4 | 2.4 | | –0.7 | 2.0 | |

Other information

Delivery quality

Over the quarter, delivery quality in Sweden met the legal requirement of 95 percent for addressed mail, which must be delivered to the intended recipient within two working days. Quality in Sweden was measured at 95.6 percent (95.0) for the quarter. In Denmark, quality for “Brevet” during the quarter was measured at 92.3 percent (96.4). Overall, delivery quality in parcels for the Group was measured at 95.5 percent (95.1) during the quarter.

Major events in July–September 2024

On July 5, PostNord Strålfors signed an agreement with Unifiedpost Group SA to acquire all shares in 21 Grams Group in the Nordics. The acquisition is subject to approval by the competition authorities.

An account of major events in the January–June period is provided in the first and second quarter interim reports for 2024.

Major events after the reporting period

No major events have taken place after the reporting period.

Certification by the Chief Executive Officer

The Chief Executive Officer is authorized by the Board of Directors to sign this report. The undersigned hereby declares that the interim report for January–September 2024 provides a true and fair view of the Parent Company's and the Group's operations, position and results, and also describes the material risks and uncertainties faced by the Parent Company and companies making up the Group.

Stockholm, October 25, 2024

Annemarie Gardshol

President

This report has been reviewed by PostNord's auditors.

Auditor's review report

PostNord AB (publ), CIN 556771-2640

Introduction

We have reviewed the summary interim financial information (the interim report) for PostNord AB for the period January 1, 2024–September 30, 2024. The Board of Directors and the CEO are responsible for the preparation and presentation of this interim report in accordance with IAS 34 and the Swedish Annual Accounts Act. Our responsibility is to express an opinion on this interim report on the basis of our limited review.

Focus and scope of the review

We performed our review in accordance with the International Standard on Review Engagements ISRE 2410 *Review of Interim Financial Information Performed by the Independent Auditor of the Entity*. A review comprises making enquiries, mainly to those responsible for financial and accounting matters, performing an analytical review and undertaking other review measures. A review has different focus to and is substantially more limited scope than the focus and scope of an audit conducted in accordance with International Standards on Auditing (ISA) and other generally accepted auditing standards. The assessment performed in a review does not enable us to obtain a level of assurance that would make us aware of all key circumstances that may have been possible to identify had an audit been performed. The conclusion expressed on the basis of a review does not therefore give the same assurance as a conclusion expressed on the basis of an audit.

Conclusion

On the basis of our review, nothing has come to light that gives us reason to believe that the interim report annexed hereto has not, in all material aspects, been drawn up for the Group in accordance with IAS 34 and the Swedish Annual Accounts Act, and for the Parent Company in accordance with the Swedish Annual Accounts Act.

Stockholm, October 25, 2024

Deloitte AB

Anneli Pihl
Authorized Public Accountant

Consolidated financial statements in brief

Income statement

| SEKm | Note | July–September | | January–September | |
|----------------------------------|------|----------------|---------------|-------------------|----------------|
| | | 2024 | 2023 | 2024 | 2023 |
| | 1 | | | | |
| Net sales | | 8,570 | 9,149 | 27,779 | 28,860 |
| Other operating income | | 117 | 143 | 330 | 493 |
| Operating income | 3 | 8,686 | 9,291 | 28,108 | 29,352 |
| Personnel expenses | | –3,371 | –3,528 | –11,298 | –11,289 |
| Transportation expenses | | –2,500 | –2,747 | –7,860 | –8,413 |
| Other expenses | | –2,016 | –2,276 | –6,360 | –7,211 |
| Depreciation and impairments | | –712 | –747 | –2,839 | –3,127 |
| Operating expenses | | –8,601 | –9,298 | –28,358 | –30,040 |
| OPERATING INCOME | 3 | 86 | –6 | –249 | –688 |
| Financial income | | 32 | 57 | 116 | 200 |
| Financial expenses | | –63 | –93 | –210 | –241 |
| Net financial items | | –31 | –37 | –94 | –41 |
| Income before tax | | 55 | –43 | –344 | –729 |
| Tax | | 12 | 5 | –51 | –24 |
| NET INCOME FOR THE PERIOD | | 67 | –38 | –395 | –753 |
| Attributable to | | | | | |
| Parent Company shareholders | | 67 | –39 | –397 | –754 |
| Non-controlling interests | | 0 | 1 | 2 | 1 |
| Earnings per share, SEK | | 0.03 | –0.02 | –0.20 | –0.38 |

Statement of comprehensive income

| SEKm | July–September | | January–September | |
|---|----------------|------------|-------------------|-------------|
| | 2024 | 2023 | 2024 | 2023 |
| NET INCOME | 67 | –38 | –395 | –753 |
| OTHER COMPREHENSIVE INCOME | | | | |
| Items that cannot be transferred to net income | | | | |
| Revaluation of pension liabilities | –953 | 257 | –192 | 860 |
| Change in deferred tax | 197 | –53 | 40 | –180 |
| Total | –756 | 204 | –152 | 680 |
| Items that have been or may be transferred to net income | | | | |
| Translation differences | –68 | –90 | 68 | 14 |
| Total | –68 | –90 | 68 | 14 |
| TOTAL OTHER COMPREHENSIVE INCOME | –824 | 114 | –84 | 694 |
| COMPREHENSIVE INCOME | –757 | 76 | –479 | –59 |
| Attributable to | | | | |
| Parent Company shareholders | –757 | 75 | –481 | –60 |
| Non-controlling interests | 0 | 1 | 2 | 1 |

Consolidated financial statements in brief

Statement of financial position

| SEKm | Note | Sept. 30, 2024 | Dec. 31, 2023 | Sept. 30, 2023 | SEKm | Note | Sept. 30, 2024 | Dec. 31, 2023 | Sept. 30, 2023 |
|--|------|-------------------|---------------|-------------------|--|------|-------------------|---------------|-------------------|
| ASSETS | 1, 6 | | | | EQUITY AND LIABILITIES | | | | |
| Goodwill | | 1,691 | 1,684 | 1,698 | Equity | | 10,565 | 11,045 | 13,683 |
| Other non-current intangible assets | | 390 | 452 | 464 | Liabilities | | | | |
| Property, plant and equipment | | 7,552 | 7,965 | 8,096 | Non-current interest-bearing liabilities | | 1,905 | 2,274 | 2,277 |
| Right-of-use assets | | 6,047 | 6,079 | 6,381 | Non-current lease liabilities | | 4,925 | 4,637 | 4,895 |
| Participations in associated companies | | 158 | 158 | 141 | Other non-current liabilities | | 60 | 64 | 72 |
| Non-current interest-bearing receivables | | 242 | 248 | 252 | Other provisions | 5 | 480 | 466 | 649 |
| Long-term pension liability | | 1,680 | 1,792 | 4,965 | Deferred tax liabilities | | 791 | 852 | 1,502 |
| Other non-current receivables | | 241 | 230 | 259 | Total non-current liabilities | | 8,162 | 8,293 | 9,395 |
| Deferred tax assets | | 224 | 221 | 273 | Current interest-bearing liabilities | | 410 | 870 | 878 |
| Total non-current assets | | 18,224 | 18,828 | 22,528 | Current lease liabilities | | 1,553 | 1,544 | 1,588 |
| Inventories | | 86 | 81 | 90 | Trade payables | | 2,124 | 2,981 | 2,758 |
| Tax assets | | 282 | 309 | 382 | Tax liabilities | | 53 | 65 | 77 |
| Trade receivables | | 4,334 | 5,105 | 4,763 | Other current liabilities | | 1,082 | 1,070 | 1,206 |
| Prepaid expenses and accrued income | | 875 | 1,522 | 1,495 | Accrued expenses and deferred income | | 2,319 | 3,379 | 3,181 |
| Other current receivables | | 70 | 80 | 74 | Other provisions | 5 | 107 | 146 | 141 |
| Current interest-bearing receivables | | 11 | 11 | 11 | Total current liabilities | | 7,648 | 10,055 | 9,829 |
| Cash and cash equivalents | | 2,492 | 3,457 | 3,564 | TOTAL LIABILITIES | | 15,809 | 18,348 | 19,224 |
| Total current assets | | 8,150 | 10,565 | 10,379 | TOTAL EQUITY AND LIABILITIES | | 26,375 | 29,393 | 32,907 |
| TOTAL ASSETS | | 26,375 | 29,393 | 32,907 | | | | | |

Consolidated financial statements in brief

Statement of cash flows

| SEKm | Note | July–September | | January–September | |
|--|------|----------------|-------------|-------------------|--------------|
| | | 2024 | 2023 | 2024 | 2023 |
| OPERATING ACTIVITIES | | | | | |
| Income before tax | | 55 | –43 | –344 | –729 |
| Adjustments for non-cash items ¹ | | 686 | 622 | 2,725 | 2,449 |
| Income tax paid | | –69 | 19 | –113 | –488 |
| Cash flow from operating activities before changes in working capital | | 672 | 598 | 2,268 | 1,232 |
| Change in working capital | | | | | |
| Increase(-)/decrease(+) in inventories | | 5 | –3 | –4 | 2 |
| Increase(-)/decrease(+) in other operating receivables | | 1,713 | 379 | 1,578 | 874 |
| Increase(+)/decrease(-) in other operating liabilities | | –1,248 | –470 | –1,915 | –808 |
| Total change in working capital | | 470 | –94 | –341 | 68 |
| Cash flow from operating activities | | 1,142 | 504 | 1,927 | 1,300 |
| INVESTING ACTIVITIES | | | | | |
| Purchase of property, plant and equipment | | –197 | –201 | –745 | –670 |
| Divestment of property, plant and equipment | | 18 | 1 | 28 | 8 |
| Acquisitions of non-current intangible assets | | –29 | –73 | –96 | –146 |
| Divestment of subsidiary, effect on cash and cash equivalents | 4 | – | – | – | 23 |
| Increase (-)/decrease (+) in other financial assets | | 1 | –4 | – | 2 |
| Cash flow from investing activities | | –208 | –277 | –813 | –783 |

| SEKm | Note | July–September | | January–September | |
|---|------|----------------|---------------|-------------------|--------------|
| | | 2024 | 2023 | 2024 | 2023 |
| FINANCING ACTIVITIES | | | | | |
| New loans | | – | – | – | 1,200 |
| Amortized loans | | –14 | –810 | –831 | –816 |
| Amortized lease liabilities | | –417 | –412 | –1,250 | –1,224 |
| Dividend paid | | – | – | –1 | –2 |
| Cash flow from financing activities | | –431 | –1,222 | –2,082 | –842 |
| CASH FLOWS FOR THE PERIOD | | | | | |
| Cash and cash equivalents, at beginning of period | | 1,989 | 4,561 | 3,457 | 3,886 |
| Translation difference in cash and cash equivalents | | –1 | –2 | 3 | 3 |
| Cash and cash equivalents, at end of period | | 2,492 | 3,564 | 2,492 | 3,564 |
| ¹ Adjustments for non-cash items: | | | | | |
| Depreciation and impairments | | 712 | 747 | 2,839 | 3,127 |
| Change in pension liability | | –11 | –46 | –69 | –220 |
| Other provisions | | –52 | –39 | –38 | –316 |
| Capital gain/loss, divestment of assets | | –19 | 1 | –15 | 7 |
| Misc. | | 56 | –41 | 8 | –149 |
| Total | | 686 | 622 | 2,725 | 2,449 |

Consolidated financial statements in brief

Statement of changes in equity

January–September 2023

Equity attributable to the Parent Company's shareholders

| SEKm | Share capital ¹ | Other contributed equity | Translation reserve | Retained earnings | Non-controlling interests | Total equity |
|--|----------------------------|--------------------------|---------------------|-------------------|---------------------------|--------------|
| Equity, opening balance, Jan. 1, 2023 | 2,000 | 9,954 | -1,231 | 3,019 | 2 | 13,744 |
| Comprehensive income for the period | | | | | | |
| Net income for the period | – | – | – | -754 | 1 | -753 |
| Other comprehensive income for the period | – | – | 14 | 680 | – | 694 |
| Total comprehensive income for the period | – | – | 14 | -74 | 1 | -59 |
| Dividend | – | – | – | – | -2 | -2 |
| Equity, closing balance Sept. 30, 2023 | 2,000 | 9,954 | -1,217 | 2,945 | 1 | 13,683 |

October–December 2023

Equity attributable to the Parent Company's shareholders

| SEKm | Share capital ¹ | Other contributed equity | Translation reserve | Retained earnings | Non-controlling interests | Total equity |
|--|----------------------------|--------------------------|---------------------|-------------------|---------------------------|---------------|
| Equity, opening balance, Oct. 1, 2023 | 2,000 | 9,954 | -1,217 | 2,945 | 1 | 13,683 |
| Comprehensive income for the period | | | | | | |
| Net income for the period | – | – | – | 89 | 0 | 89 |
| Other comprehensive income for the period | – | – | -185 | -2,542 | – | -2,727 |
| Total comprehensive income for the period | – | – | -185 | -2,453 | 0 | -2,638 |
| Equity, closing balance Dec. 31, 2023 | 2,000 | 9,954 | -1,402 | 492 | 1 | 11,045 |

January–September 2024

Equity attributable to the Parent Company's shareholders

| SEKm | Share capital ¹ | Other contributed equity | Translation reserve | Retained earnings | Non-controlling interests | Total equity |
|--|----------------------------|--------------------------|---------------------|-------------------|---------------------------|--------------|
| Equity, opening balance, Jan. 1, 2024 | 2,000 | 9,954 | -1,402 | 492 | 1 | 11,045 |
| Comprehensive income for the period | | | | | | |
| Net income for the period | – | – | – | -397 | 2 | -395 |
| Other comprehensive income for the period | – | – | 68 | -152 | – | -84 |
| Total comprehensive income for the period | – | – | 68 | -549 | 2 | -479 |
| Dividend | – | – | – | – | -1 | -1 |
| Equity, closing balance Sept. 30, 2024 | 2,000 | 9,954 | -1,334 | -57 | 2 | 10,565 |

¹ Number of shares – 2,000,000,001, comprising 1,524,905,971 ordinary shares and 475,094,030 series B shares.

Parent Company

Income statement

| SEKm | Note | July–September | | January–September | |
|-------------------------------------|------|----------------|------------|-------------------|------------|
| | | 2024 | 2023 | 2024 | 2023 |
| | 1 | | | | |
| Other operating income | | 6 | 4 | 16 | 15 |
| Operating income | | 6 | 4 | 16 | 15 |
| Personnel expenses | | –6 | –6 | –21 | –19 |
| Other expenses | | –3 | –19 | –6 | –23 |
| Operating expenses | | –9 | –25 | –27 | –42 |
| OPERATING INCOME | | –3 | –21 | –11 | –26 |
| Interest income and similar items | | 85 | 99 | 274 | 259 |
| Interest expenses and similar items | | –24 | –37 | –84 | –102 |
| Financial items | | 61 | 62 | 190 | 157 |
| Income after financial items | | 58 | 40 | 179 | 130 |
| Appropriations | | – | – | – | – |
| Income before tax | | 58 | 40 | 179 | 130 |
| Tax | | –12 | –7 | –37 | –29 |
| NET INCOME | | 46 | 33 | 142 | 101 |

Statement of comprehensive income

| SEKm | July–September | | January–September | |
|---|----------------|-----------|-------------------|------------|
| | 2024 | 2023 | 2024 | 2023 |
| Net income for the period | 46 | 33 | 142 | 101 |
| Other comprehensive income for the period | – | – | – | – |
| COMPREHENSIVE INCOME | 46 | 33 | 142 | 101 |

Condensed balance sheet

| SEKm | Note | Sept. 30, | Dec. 31, | Sept. 30, |
|---|------|---------------|---------------|---------------|
| | | 2024 | 2023 | 2023 |
| | 1 | | | |
| ASSETS | | | | |
| Participations in Group companies | | 10,861 | 10,861 | 10,861 |
| Interest-bearing receivables | | 47 | 44 | 42 |
| Interest-bearing receivables from Group companies | | 3,000 | 5,000 | 5,000 |
| Total non-current assets | | 13,908 | 15,905 | 15,903 |
| Interest-bearing receivables from Group companies | | 4,229 | 2,784 | 1,719 |
| Other receivables from Group companies | | 9 | 15 | 1,000 |
| Other current receivables | | 20 | 91 | 103 |
| Total current assets | | 4,258 | 2,890 | 2,823 |
| TOTAL ASSETS | | 18,166 | 18,794 | 18,726 |
| EQUITY AND LIABILITIES | | | | |
| Equity | | 16,047 | 15,905 | 15,830 |
| Interest-bearing liabilities | | 1,646 | 2,042 | 2,041 |
| Other non-current liabilities | | 12 | 11 | 10 |
| Total non-current liabilities | | 1,658 | 2,053 | 2,051 |
| Interest-bearing liabilities | | 400 | 800 | 800 |
| Other current liabilities | | 61 | 36 | 45 |
| Total current liabilities | | 461 | 836 | 845 |
| TOTAL EQUITY AND LIABILITIES | | 18,166 | 18,794 | 18,726 |

Notes to the financial statements

Note 1 Accounting principles

The consolidated accounts have been prepared in accordance with the EU-approved International Financial Reporting Standards (IFRS). The interim report has been prepared in accordance with IAS 34 Interim Financial Reporting and supplementary rules in the Swedish Annual Accounts Act. The provisions of Chapter 9 of the Swedish Annual Accounts Act are applied in the Parent Company. Other disclosures in accordance with IAS 34.16A are presented in both the financial statements and other parts of the interim report.

New and revised accounting principles

The new or revised IFRS that entered into force in 2024 have not had any impact on the consolidated financial statements. A number of new or revised IFRS that will come into effect in the financial years ahead have not been adopted early in the preparation of these financial statements.

Significant assessments and estimates

When preparing the financial statements, management has made assessments and estimates that affect the Group's reporting. These assessments and estimates are based on what was known at the time the accounts were presented, and on historic experience and the assumptions that management considers reasonable in the given circumstances. The new Postal Services Act in Denmark has had a negative impact on volumes and income and will also affect expected future earnings. As a result, a review of carrying amounts was performed in the second quarter. The review resulted in a write-down, to net realizable value, of intangible and tangible assets in the Danish operations. Otherwise, significant assessments have not changed since the most recent annual report.

Note 2 Risks

The Parent Company and the Group are exposed to strategic, operational and financial risks. PostNord works continuously to identify, evaluate, manage and monitor risks in the world around us and within the organization. Risk management is an integral part of the Group's work on strategy and business planning. Approved risk control activities are followed up continuously and reported back to the Group Leadership Team and Board of Directors. The Group is continuously monitoring the world situation in order to identify direct risks and macro factors that could adversely affect PostNord. The general situation in Europe and the Middle East is uncertain in view of the ongoing wars. Consumers' purchasing power and confidence in the economy are feeling the pressure of continued high interest rates. The rapid implementation of the new Danish Postal Services Act represents a risk of financial impact on the Company. Additional information on significant risks is provided on pages 32–38 of the Annual and Sustainability Report 2023.

Note 3 Operating segments

The Group's division into segments is primarily based on the companies' geographical domicile, plus the segments PostNord Strålfors, PostNord TPL and PostNord International, which are controlled and coordinated according to the nature of their operations. Market pricing is applied to legal transactions between PostNord's segments. The operating segments reflect the Group's operational structure.

On January 1, 2024, PostNord changed the way in which its segments are classified. PostNord's third-party logistics operations in Finland have been separated from the PostNord Finland segment, and are now integrated into the PostNord TPL segment. All figures presented for comparison have been restated in accordance with the new segment classification.

PostNord Sweden operates in mail, logistics and e-commerce in the Swedish market.

PostNord Denmark operates in the mail, logistics and e-commerce sectors of the Danish market. In June, a decision was taken to phase out the major share of the logistics offering and the process began in Q3.

PostNord Norway and **PostNord Finland** operate in the logistics and e-commerce sectors of the Norwegian and Finnish markets, respectively.

PostNord Strålfors operates in information logistics. The company develops and offers communication solutions for companies with large customer bases. PostNord Strålfors operates in Sweden, Denmark, Norway and Finland.

PostNord TPL operates in third-party logistics in Denmark, Finland and Sweden, providing logistics solutions all the way from producer to consumer.

PostNord International is made up of PostNord's operations in the USA, the UK, Germany, Poland, Singapore, Hong Kong and China. The companies operate in logistics, mainly in the form of global distribution of parcels and light shipments mainly from e-retailers.

The **Other** segment consists of Group-wide services and corporate functions including the Parent Company and Group adjustments. Group adjustments regarding IFRS valuation of pensions in accordance with IAS 19 Employee Benefits are recognized in the "Other" segment and in the segment PostNord Sweden, where the defined benefit pension obligations are located. Group adjustments regarding, for example, IFRS 16 Leases are recognized with the exception of the revaluation of right-of-use assets in the segment Other. Revaluations are recognized in the segment in which the right-of-use asset is used.

Eliminations comprises the elimination of internal transactions.

Note 3 (cont.)

Operating income per segment¹

| SEKm, unless otherwise indicated | July–September | | January–September | |
|----------------------------------|----------------|-----------|-------------------|-------------|
| | 2024 | 2023 | 2024 | 2023 |
| PostNord Sweden | 75 | 42 | 534 | 417 |
| – Operating margin, % | 1.6 | 0.9 | 3.6 | 2.7 |
| PostNord Denmark | 32 | –48 | –726 | –100 |
| – Operating margin, % | 1.9 | –2.5 | –12.7 | –1.7 |
| PostNord Norway | –84 | –47 | –112 | –979 |
| – Operating margin, % | –7.4 | –3.9 | –3.2 | –27.3 |
| PostNord Finland | 16 | –3 | 22 | –5 |
| – Operating margin, % | 5.0 | –0.8 | 2.3 | –0.5 |
| PostNord Strålfors | 32 | 43 | 104 | 110 |
| – Operating margin, % | 6.5 | 8.7 | 6.5 | 6.6 |
| PostNord TPL | –7 | 17 | –33 | 47 |
| – Operating margin, % | –1.0 | 2.4 | –1.5 | 2.0 |
| PostNord International | 1 | 7 | 23 | –11 |
| – Operating margin, % | 0.2 | 0.9 | 1.1 | –0.4 |
| Misc. | 21 | –19 | –61 | –168 |
| Operating income | 86 | –6 | –249 | –688 |
| – Operating margin, % | 1.0 | –0.1 | –0.9 | –2.4 |

¹ Net sales and income for all periods in this report have been restated for the new segments PostNord Finland and PostNord TPL.

Adjusted operating income per segment¹

| SEKm, unless otherwise indicated | July–September | | January–September | |
|----------------------------------|----------------|-----------|-------------------|------------|
| | 2024 | 2023 | 2024 | 2023 |
| PostNord Sweden | 75 | 42 | 534 | 374 |
| – Adjusted operating margin, % | 1.6 | 0.9 | 3.6 | 2.4 |
| PostNord Denmark | 32 | –48 | –31 | –100 |
| – Adjusted operating margin, % | 1.9 | –2.5 | –0.5 | –1.7 |
| PostNord Norway | –84 | –47 | –112 | –77 |
| – Adjusted operating margin, % | –7.4 | –3.9 | –3.2 | –2.1 |
| PostNord Finland | 16 | –3 | 22 | –5 |
| – Adjusted operating margin, % | 5.0 | –0.8 | 2.3 | –0.5 |
| PostNord Strålfors | 32 | 43 | 104 | 110 |
| – Adjusted operating margin, % | 6.5 | 8.7 | 6.5 | 6.6 |
| PostNord TPL | 10 | 17 | –16 | 47 |
| – Adjusted operating margin, % | 1.4 | 2.4 | –0.7 | 2.0 |
| PostNord International | 1 | 7 | 23 | –11 |
| – Adjusted operating margin, % | 0.2 | 0.9 | 1.1 | –0.4 |
| Misc. | 21 | –19 | –61 | –168 |
| Adjusted operating income | 104 | –6 | 463 | 171 |
| – Adjusted operating margin, % | 1.2 | –0.1 | 1.7 | 0.6 |

¹ Net sales and income for all periods in this report have been restated for the new segments PostNord Finland and PostNord TPL.

Note 3 (cont.)

Net sales per segment¹

| SEKm | July–September | | January–September | |
|------------------------|----------------|--------------|-------------------|---------------|
| | 2024 | 2023 | 2024 | 2023 |
| PostNord Sweden | 4,607 | 4,851 | 14,860 | 15,446 |
| – of which, internal | 386 | 577 | 1,213 | 1,834 |
| PostNord Denmark | 1,682 | 1,937 | 5,713 | 6,031 |
| – of which, internal | 260 | 283 | 857 | 907 |
| PostNord Norway | 1,128 | 1,198 | 3,559 | 3,585 |
| – of which, internal | 208 | 213 | 626 | 608 |
| PostNord Finland | 323 | 336 | 941 | 995 |
| – of which, internal | 136 | 123 | 380 | 364 |
| PostNord Strålfors | 484 | 503 | 1,603 | 1,667 |
| – of which, internal | 29 | 43 | 95 | 157 |
| PostNord TPL | 720 | 715 | 2,219 | 2,298 |
| – of which, internal | 8 | 5 | 18 | 15 |
| PostNord International | 659 | 858 | 2,092 | 2,745 |
| – of which, internal | 3 | 3 | 8 | 11 |
| Misc. | –4 | –7 | –11 | –15 |
| Eliminations | –1,030 | –1,242 | –3,198 | –3,893 |
| Group | 8,570 | 9,149 | 27,779 | 28,860 |

¹ Net sales and income for all periods in this report have been restated for the new segments PostNord Finland and PostNord TPL.

Net sales per operating segment and service category¹

| SEKm | Service category | | | |
|------------------------|--|--------------|---|--------------|
| | Communication Services July–September | | eCommerce & Logistics July–September | |
| | 2024 | 2023 | 2024 | 2023 |
| PostNord Sweden | 1,776 | 1,799 | 2,445 | 2,476 |
| PostNord Denmark | 523 | 549 | 898 | 1,106 |
| PostNord Norway | 22 | 25 | 898 | 960 |
| PostNord Finland | – | – | 188 | 213 |
| PostNord Strålfors | 455 | 460 | – | – |
| PostNord TPL | – | – | 712 | 711 |
| PostNord International | – | – | 656 | 855 |
| Misc. | – | – | –4 | –4 |
| Total | 2,777 | 2,833 | 5,793 | 6,315 |

¹ Net sales and income for all periods in this report have been restated for the new segments PostNord Finland and PostNord TPL.

The table above presents PostNord's external net sales per service category and operating segment.

Revenue is classified according to whether it is received "at one point in time" or "over time", in accordance with IFRS 15. The main items in revenue recognition over time are third-party logistics, subscription services and mail services. The relative shares of revenue recognized at one point in time were 95 percent (97) and over time 5 percent (3), respectively. Services in e-Commerce & Logistics consist of logistics services for deliveries to, from and within the Nordic region. The focus is on distribution of parcels, groupage cargo, pallet goods and bulk logistics (part loads), as well as third-party logistics. Communication Services consist of services in business and market communications, newspaper distribution and postal service for private individuals.

A more detailed description of PostNord's services is provided in the Annual Report.

Note 4 Acquisitions and divestments

Acquisitions and divestments of subsidiaries

No acquisitions or disposals took place in the third quarter of 2024 or in 2023.

Note 5 Other provisions

| January–September 2024, SEKm | Opening balance | Provisions | Reversals | Utilization | Other ¹ | Closing balance |
|--------------------------------|-----------------|------------|-----------|-------------|--------------------|-----------------|
| Transformation measures | 258 | 106 | – | –158 | 7 | 213 |
| Non-vested pension commitments | 303 | 8 | – | – | 12 | 322 |
| Misc. | 51 | 0 | – | –4 | 5 | 52 |
| Total | 612 | 114 | – | –162 | 24 | 587 |
| <i>of which, current</i> | 146 | | | | | 107 |
| <i>of which, non-current</i> | 466 | | | | | 480 |

| January–September 2023, SEKm | Opening balance | Provisions | Reversals | Utilization | Other ¹ | Closing balance |
|--------------------------------|-----------------|------------|-------------|-------------|--------------------|-----------------|
| Transformation measures | 587 | 59 | –124 | –267 | 7 | 262 |
| Non-vested pension commitments | 493 | 16 | – | – | –31 | 477 |
| Misc. | 50 | 0 | – | –3 | 4 | 51 |
| Total | 1,130 | 75 | –124 | –270 | –20 | 790 |
| <i>of which, current</i> | 444 | | | | | 141 |
| <i>of which, non-current</i> | 686 | | | | | 649 |

¹ Miscellaneous includes translation effect of currency fluctuations, revaluation effect in pensions, discounting effect in provisions and reclassifications.

Note 6 Financial instruments

| Carrying amount and fair value of financial assets and liabilities, SEKm | September 30, 2024 | | | | | |
|--|--|---|---|--|-----------------|---------------|
| | Financial assets measured at fair value via income | Financial assets measured at amortized cost | Financial liabilities measured at fair value via income | Financial liabilities measured at amortized cost | Carrying amount | Fair value |
| Assets | 256 | 7,593 | – | – | 7,849 | 7,849 |
| <i>of which, derivatives</i> | 15 | – | – | – | 15 | 15 |
| Liabilities | – | – | -17 | -5,736 | -5,753 | -5,755 |
| <i>of which, loan liabilities</i> | – | – | – | -2,132 | -2,132 | -2,134 |
| <i>of which, derivatives</i> | – | – | -17 | – | -17 | -17 |
| Total financial assets and liabilities, by category | 256 | 7,593 | -17 | -5,736 | 2,096 | 2,094 |

| Carrying amount and fair value of financial assets and liabilities, SEKm | September 30, 2023 | | | | | |
|--|--|---|---|--|-----------------|---------------|
| | Financial assets measured at fair value via income | Financial assets measured at amortized cost | Financial liabilities measured at fair value via income | Financial liabilities measured at amortized cost | Carrying amount | Fair value |
| Assets | 277 | 10,061 | – | – | 10,338 | 10,338 |
| <i>of which, derivatives</i> | 25 | – | – | – | 25 | 25 |
| Liabilities | – | – | -74 | -9,124 | -9,198 | -9,196 |
| <i>of which, loan liabilities</i> | – | – | – | -2,972 | -2,972 | -2,970 |
| <i>of which, derivatives</i> | – | – | -74 | – | -74 | -74 |
| Total financial assets and liabilities, by category | 277 | 10,061 | -74 | -9,124 | 1,140 | 1,142 |

The Group's financial instruments (assets) are mainly measured at amortized cost and consist above all of accounts receivable, cash and cash equivalents and terminal fees. The Group's assets in currency derivatives are measured at fair value via income.

The Group's financial instruments (liabilities) largely consist of non-current and current loan liabilities, trade payables and terminal fees, which are recognized at amortized cost. Liabilities for currency derivatives are recognized at fair value via income. The Group's interest rate derivatives are recognized at fair value via comprehensive income.

Note 7 Related parties

Compensation from the Danish State was recognized as income in the amount of SEK 36 million (59) by Post Danmark A/S in the quarter. The amount has been recognized in accordance with IAS 20, Accounting for Government Grants and Disclosure of Government Assistance.

PostNord has an agreement with the Danish State, effective January 1, 2024, under which PostNord delivers mail to small islands and the visually impaired, and handles shipments of international mail.

The claim on the Danish State for compensation regarding mail to small islands and the visually impaired, and for handling international mail in the period January 2024 to September 2024 amounted to SEK 2 million (658) on September 30, 2024. During the period, PostNord received SEK 715 million.

Note 8 Alternative key performance indicators

The Group's financial information has been prepared in accordance with IFRS. References are made to a number of alternative financial key performance indicators that are not defined in IFRS. These key performance indicators provide additional information and are used as guidance for the Group Leadership Team, Board of Directors and external stakeholders in their analysis of the Company's operations. Because not all companies calculate financial measures in the same way, these indicators are not always comparable with indicators used by other companies. The alternative key performance indicators used by PostNord are important in assuring focus areas and linking from business model and strategy.

Like-for-like change The term "like-for-like change" refers to the change in fixed currency (previous year's outcome translated at the exchange rates for the period) for like-for-like units, i.e. adjusted to take account of acquisitions/disposals.

| Growth in sales adjusted for like-for-like units and currency effects | July-September | | January-September | |
|---|----------------|-------|-------------------|--------|
| | 2024 | 2023 | 2024 | 2023 |
| Net sales | 8,570 | 9,149 | 27,779 | 28,860 |
| Currency effects, net | – | –155 | – | –141 |
| Like-for-like net sales, excluding acquisitions, divestments and currency effects | 8,570 | 8,994 | 27,779 | 28,719 |
| Net sales, period for comparison | 8,994 | 9,733 | 28,719 | 29,934 |
| Growth in sales adjusted for like-for-like units and currency effects, % | –5% | | –3% | |

| Growth in sales per segment adjusted for like-for-like units and currency effects | July-September | January-September |
|---|----------------|-------------------|
| | 2024 | 2024 |
| PostNord Sweden | –5% | –4% |
| PostNord Denmark | –10% | –5% |
| PostNord Norway | 0% | 2% |
| PostNord Finland | –1% | –5% |
| PostNord Strålfors | –1% | –3% |
| PostNord TPL | 1% | –3% |
| PostNord International | –21% | –24% |
| Growth in sales per segment adjusted for like-for-like units and currency effects, % | –5% | –3% |

Operating margin

Operating income in relation to net sales.

Items affecting comparability

Items that are not recurring, or that do not relate directly to operating activities. The items must be of a material nature. For example, capital gains/losses on sales of assets, on impairment of assets and on major restructuring measures.

| Segment, SEKm | July-September | | January-September | |
|---|----------------|----------|-------------------|-------------|
| | 2024 | 2023 | 2024 | 2023 |
| PostNord Sweden | – | – | – | 43 |
| PostNord Denmark | – | – | –695 | – |
| PostNord TPL | –17 | – | –17 | – |
| PostNord Norway | – | – | – | –903 |
| PostNord Group | –17 | – | –712 | –860 |
| <i>Of which, staff restructuring costs</i> | – | – | –54 | 43 |
| <i>Of which, other restructuring costs</i> | – | – | –23 | – |
| <i>Of which, impairment of goodwill</i> | – | – | – | –903 |
| <i>Of which, impairments of intangible assets and property, plant and equipment</i> | –17 | – | –635 | – |

Adjusted operating income

Operating income excluding items affecting comparability.

Adjusted operating margin

Adjusted operating income in relation to net sales

Financial preparedness

Cash and cash equivalents, short-term investments and unutilized committed credit line

Net debt

Interest-bearing liabilities, provision for pensions, lease liabilities less cash and cash equivalents, financial investments, financial receivables in accordance with IAS 19 that are recognized as other non-current receivables, and short-term investments.

| SEKm | Sept. 30, 2024 | June 30, 2024 | Mar. 31, 2024 | Dec. 31, 2023 | Sept. 30, 2023 |
|--|----------------|---------------|---------------|---------------|----------------|
| Non-current interest-bearing liabilities | 1,905 | 1,923 | 2,059 | 2,274 | 2,277 |
| Non-current lease liabilities | 4,925 | 5,241 | 5,156 | 4,637 | 4,895 |
| Current interest-bearing liabilities | 410 | 407 | 1,091 | 870 | 878 |
| Current lease liabilities | 1,553 | 1,578 | 1,592 | 1,544 | 1,588 |
| Non-current interest-bearing receivables | –192 | –192 | –192 | –189 | –191 |
| Non-current interest-bearing receivables, leases | –50 | –52 | –55 | –58 | –61 |
| Long-term pension liability | –1,680 | –2,610 | –3,120 | –1,791 | –4,965 |
| Current interest-bearing receivables, leases | –11 | –11 | –11 | –11 | –11 |
| Cash and cash equivalents | –2,492 | –1,989 | –3,038 | –3,457 | –3,564 |
| Net debt | 4,368 | 4,295 | 3,480 | 3,817 | 847 |

Cont. on next page

Note 8 (cont.)

Net debt ratio

Net liability in relation to equity.

Net debt excluding leases in accordance with IFRS 16

Interest-bearing liabilities and provisions for pensions less cash and cash equivalents, long-term pension assets and interest-bearing receivables

Net debt ratio excluding leases in accordance with IFRS 16

Net debt excluding leases in accordance with IFRS 16 in relation to equity excluding leases in accordance with IFRS 16

Equity excluding leases in accordance with IFRS 16

Equity excluding effect of leasing in accordance with IFRS 16.

| SEKm | Sept. 30, 2024 | Dec. 31, 2023 | Sept. 30, 2023 |
|---|-------------------|------------------|-------------------|
| Equity as per Statement of financial position | 10,565 | 11,045 | 13,683 |
| Cumulative effect of leases in accordance with IFRS | 626 | 302 | 307 |
| Equity excluding leases in accordance with IFRS 16 | 11,191 | 11,347 | 13,990 |

Return on capital employed (ROCE)

Operating income for a rolling 12-month period, in relation to average operating capital.

Operating income over the 12 months to the end of the period

Total operating income for four quarters

Operating capital

Non-interest-bearing assets, less non-interest-bearing liabilities

| SEKm | Sept. 30, 2024 | Dec. 31, 2023 | Sept. 30, 2023 |
|--|-------------------|------------------|-------------------|
| ASSETS | | | |
| Goodwill | 1,691 | 1,684 | 1,698 |
| Other non-current intangible assets | 390 | 452 | 464 |
| Property, plant and equipment | 7,552 | 7,965 | 8,096 |
| Right-of-use assets | 6,047 | 6,079 | 6,381 |
| Participations in associated companies | 158 | 158 | 141 |
| Other non-current receivables | 241 | 230 | 259 |
| Deferred tax assets | 224 | 221 | 273 |
| Inventories | 86 | 81 | 90 |
| Tax assets | 282 | 309 | 382 |
| Trade receivables | 4,334 | 5,105 | 4,763 |
| Prepaid expenses and accrued income | 875 | 1,522 | 1,495 |
| Other current receivables | 70 | 80 | 74 |
| Other non-current liabilities | -60 | -64 | -72 |
| Other provisions, long-term | -480 | -466 | -649 |
| Deferred tax liabilities | -791 | -852 | -1,502 |
| Trade payables | -2,124 | -2,981 | -2,758 |
| Tax liabilities | -53 | -65 | -77 |
| Other current liabilities | -1,082 | -1,070 | -1,206 |
| Accrued expenses and deferred income | -2,319 | -3,379 | -3,181 |
| Other provisions, short-term | -107 | -146 | -141 |
| Total capital employed | 14,934 | 14,863 | 14,529 |

Core staff

Refers to all full- and part-time regular employees.

Average number of employees (FTE)

The total number of paid employee hours divided by the standard number of hours for a full-time employee during the cumulative period from the beginning of the year. The quarterly figure is calculated by weighting cumulative values such that the most recent quarter is the one most heavily weighted.

Quarterly data

| SEKm, if not otherwise stated | Q3 2024 | Q2 2024 | Q1 2024 | Q4 2023 | Q3 2023 | Q2 2023 | Q1 2023 | Q4 2022 | Q3 2022 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Group | | | | | | | | | |
| Net sales | 8,570 | 9,709 | 9,500 | 10,441 | 9,149 | 9,812 | 9,899 | 10,947 | 9,456 |
| Other operating income | 117 | 139 | 74 | 158 | 143 | 239 | 111 | 143 | 221 |
| Operating expenses | -8,601 | -10,310 | -9,447 | -10,477 | -9,298 | -10,775 | -9,967 | -11,110 | -9,613 |
| <i>of which, personnel expenses</i> | -3,371 | -3,997 | -3,930 | -4,119 | -3,528 | -3,837 | -3,924 | -4,469 | -3,595 |
| <i>of which, transportation expenses</i> | -2,500 | -2,710 | -2,650 | -2,981 | -2,747 | -2,727 | -2,939 | -3,306 | -3,092 |
| <i>of which, other expenses</i> | -2,016 | -2,224 | -2,120 | -2,281 | -2,276 | -2,565 | -2,370 | -2,634 | -2,259 |
| <i>of which, depreciation and impairments</i> | -712 | -1,379 | -748 | -896 | -747 | -1,646 | -734 | -702 | -667 |
| Operating income (EBIT) | 86 | -463 | 127 | 124 | -6 | -725 | 43 | -20 | 65 |
| Operating margin, % | 1.0 | -4.8 | 1.3 | 1.2 | -0.1 | -7.4 | 0.4 | -0.2 | 0.7 |
| Adjusted operating income (Adjusted EBIT) | 104 | 205 | 154 | 328 | -6 | 135 | 43 | 247 | 108 |
| Cash flow from operating activities | 1,142 | 541 | 244 | 733 | 504 | 270 | 526 | 1,113 | -228 |
| Net debt | 4,368 | 4,295 | 3,480 | 3,817 | 847 | 1,227 | 1,500 | 1,137 | -806 |
| Return on capital employed (ROCE), % | -0.8 | -1.4 | -3.2 | -3.8 | -4.8 | -4.4 | 2.1 | 2.6 | 8.5 |
| Operating capital | 14,933 | 15,615 | 15,791 | 14,862 | 14,529 | 14,835 | 15,281 | 14,881 | 14,420 |
| Average number of employees (FTE) | 23,905 | 23,367 | 23,003 | 24,560 | 24,970 | 24,587 | 24,279 | 25,905 | 27,271 |
| Staffing numbers (basic) at end of period | 23,133 | 23,177 | 23,503 | 23,908 | 24,070 | 24,275 | 24,828 | 25,401 | 25,413 |
| Volumes, millions: | | | | | | | | | |
| Sweden, mail ¹ | 156 | 188 | 201 | 215 | 183 | 209 | 228 | 248 | 217 |
| Denmark, mail | 23 | 30 | 31 | 47 | 35 | 36 | 43 | 49 | 41 |
| Group, parcels (volumes between countries eliminated) ¹ | 56 | 61 | 56 | 67 | 56 | 61 | 58 | 70 | 57 |

¹ During the second quarter 2023, a minor letter service (Skicka lätt) was reclassified as a parcel service. The amounts recognized have been restated for the reporting periods.

Financial calendar

| | |
|--|-------------------|
| Year-end report 2024 | February 13, 2025 |
| Annual and Sustainability Report 2024 | Week 11 2025 |
| Interim report January– March 2025 | April 24, 2025 |
| Annual General Meeting 2025 | April 24, 2025 |
| Interim report January–June 2025 | July 17, 2025 |
| Interim report January– September 2025 | October 28, 2025 |

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