

Interim report Q3 2023

October 27, 2023

postnord



Adjustments to operations continuing

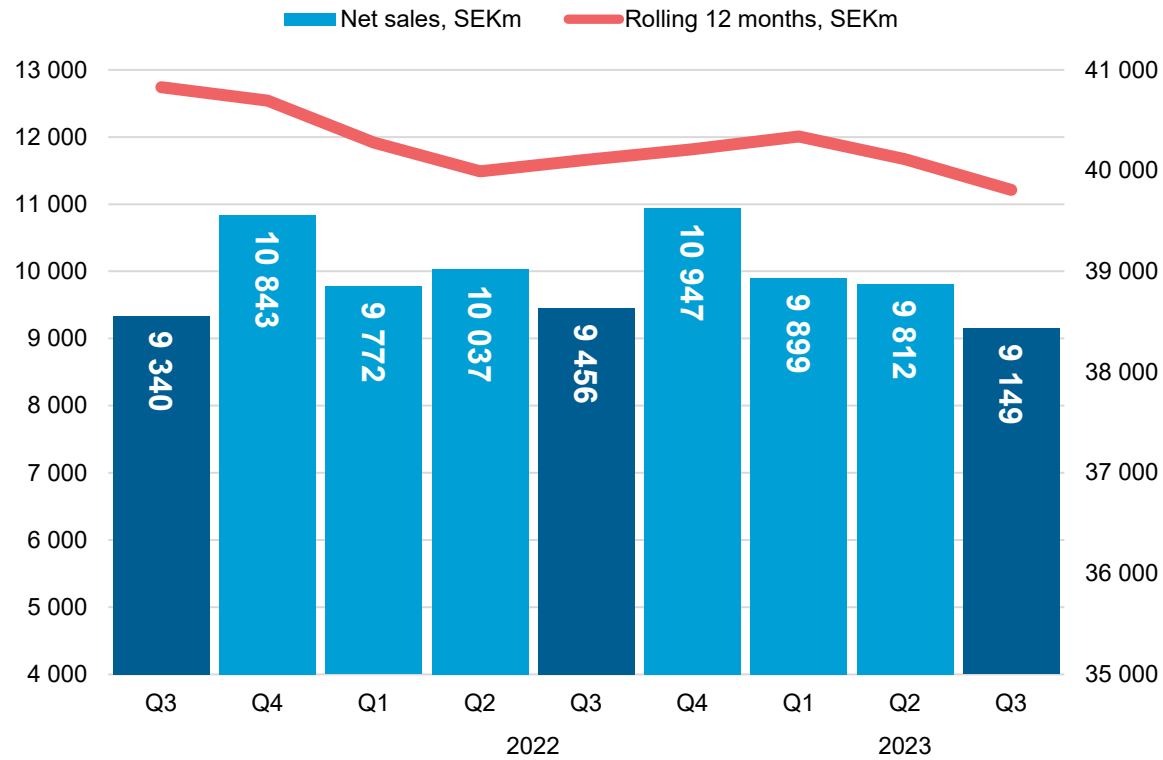
General comments

- The result decreased as a result of lower volumes and high costs.
- PostNord continuously adapts the business in order to strengthen its long-term competitiveness.
- Work ongoing to increase our flexibility
- Continued focus on improvement programs

Third quarter

- Net sales totaled SEK 9,149 (9,456) million
- Overall, parcel volumes decreased by -2 (-4) percent
- Mail volumes decreased by -16 (-11) percent
- Operating income (EBIT) totaled SEK -6 (65) million
- Adjusted operating income (adjusted EBIT) totaled SEK -6 (108) million.

Net sales



Net sales totaled
SEK 9,149m
 (9,456) -6%
 like-for-like

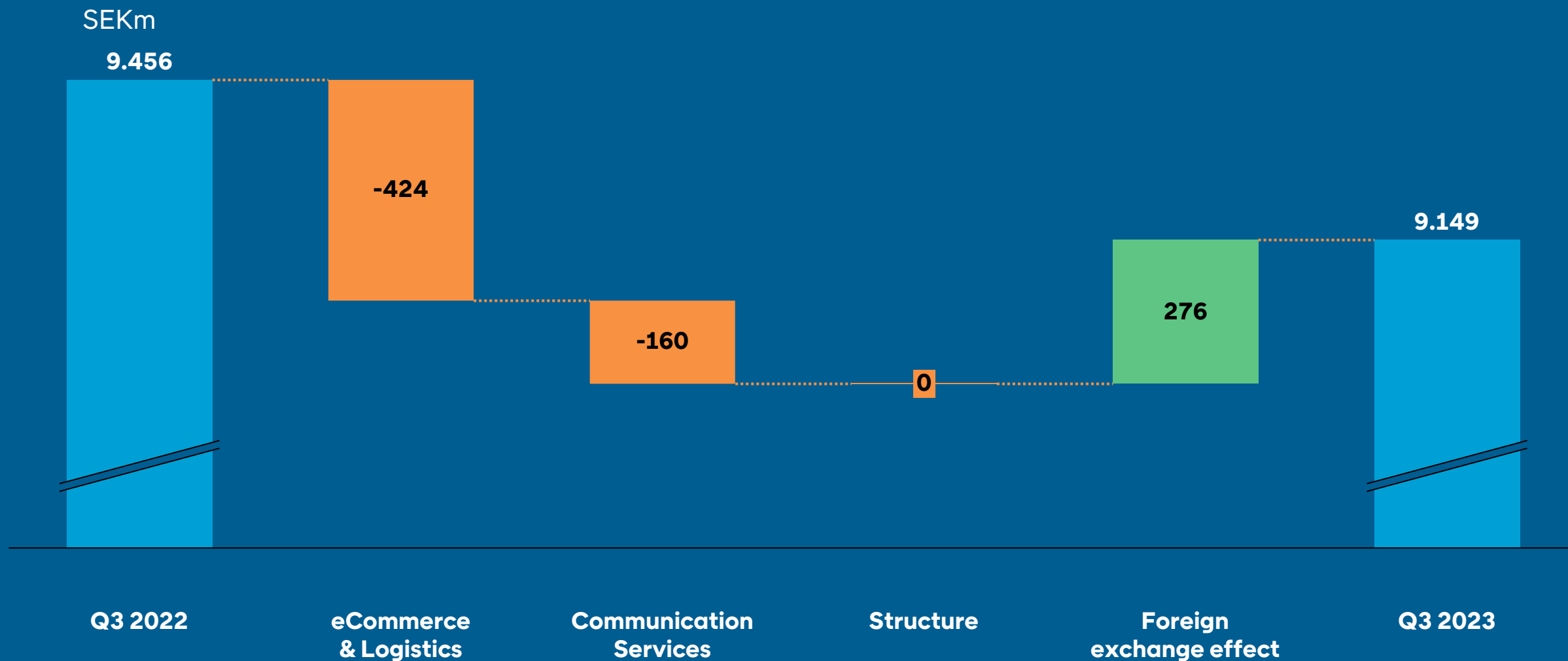
Mail volume decline
-16%
 (-11)

Parcel volume business-to-business
-11% (0)

Parcel volume business-to-consumer
1% (-5)

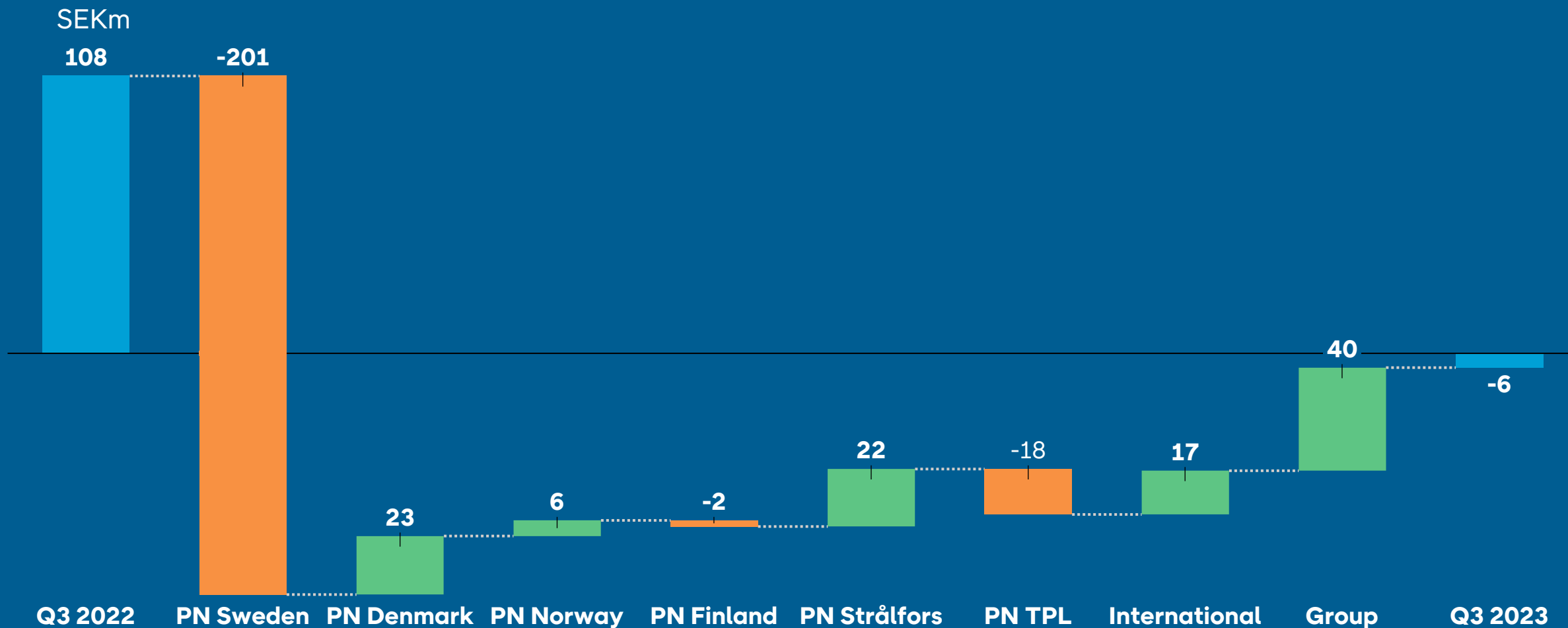
Net sales

Q3 2023 vs Q3 2022

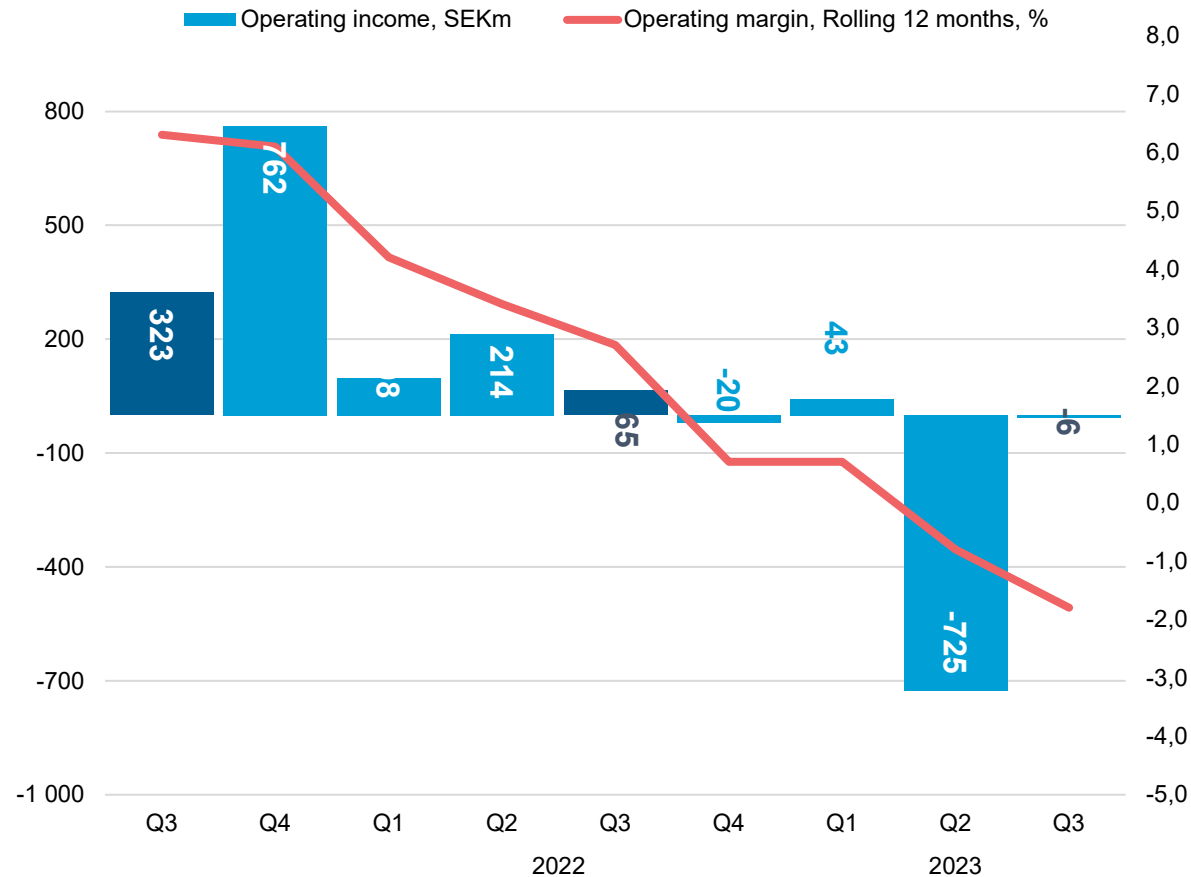


Operating income

Q3 2023 vs Q3 2022 (before IAC)



Operating income



Operating income totaled

SEK -6m
(65)

Adjusted operating income totaled

SEK -6m
(108)

Operating margin, Q3

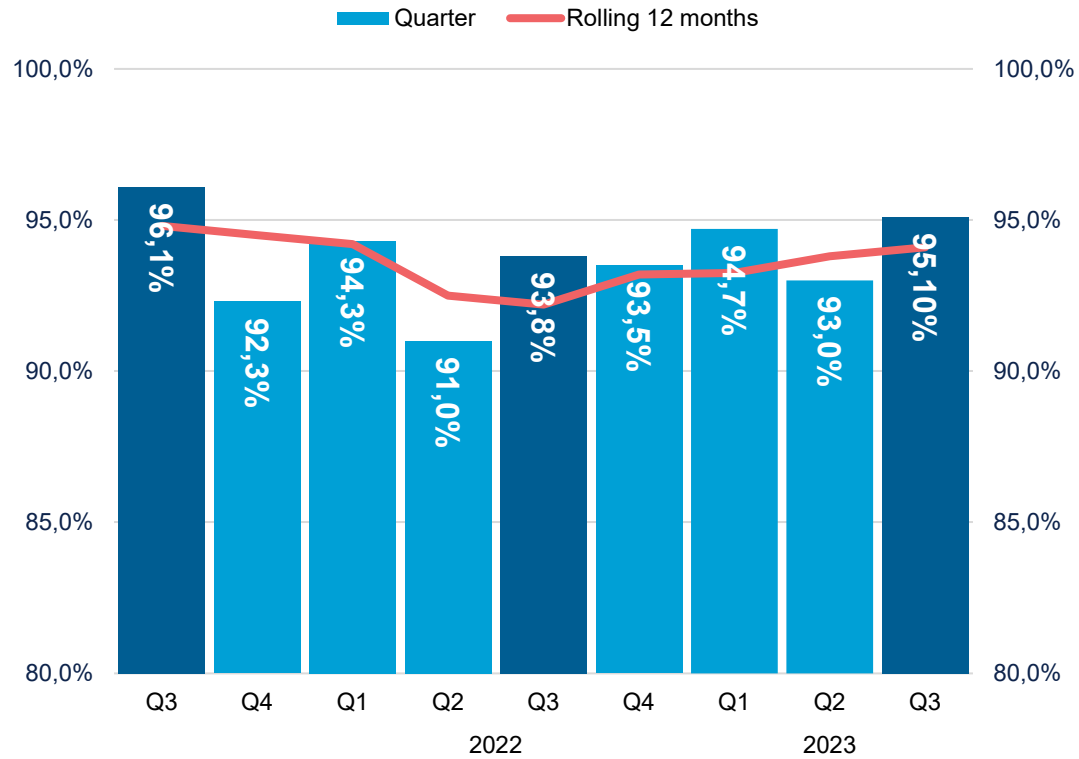
-0.1% (0.7)

Adjusted operating margin, Q3

-0.1% (1.1)

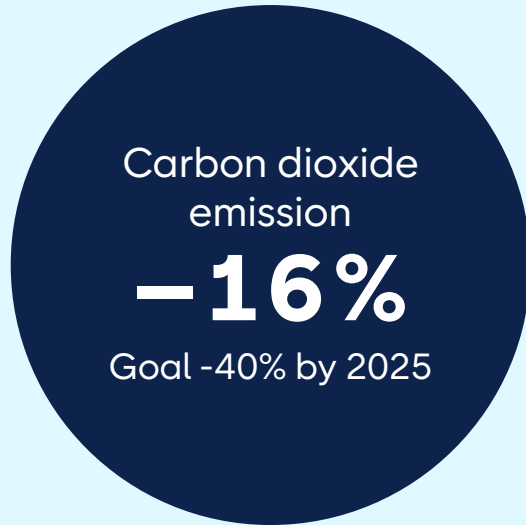
Lower volumes and high costs affected the result negatively

Delivery quality parcels in Q3

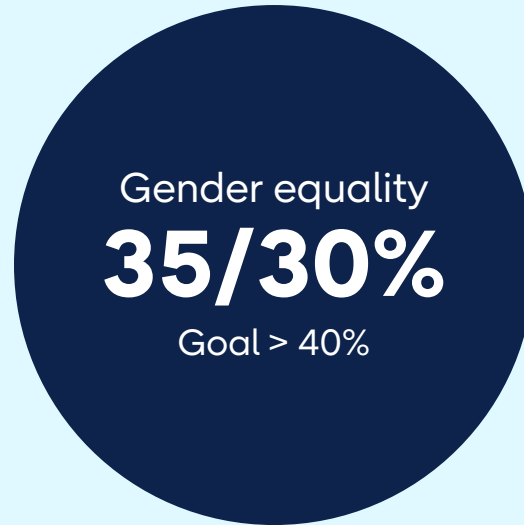


- **Delivery quality, Group, rolling 12 months 94.0% (95.1% in the quarter)**
- **Parcel volume decline by -11% in B2B, and increased by 1% in B2C**

Sustainability Q3



Carbon dioxide emissions by PostNord relative to Q3 2022 level

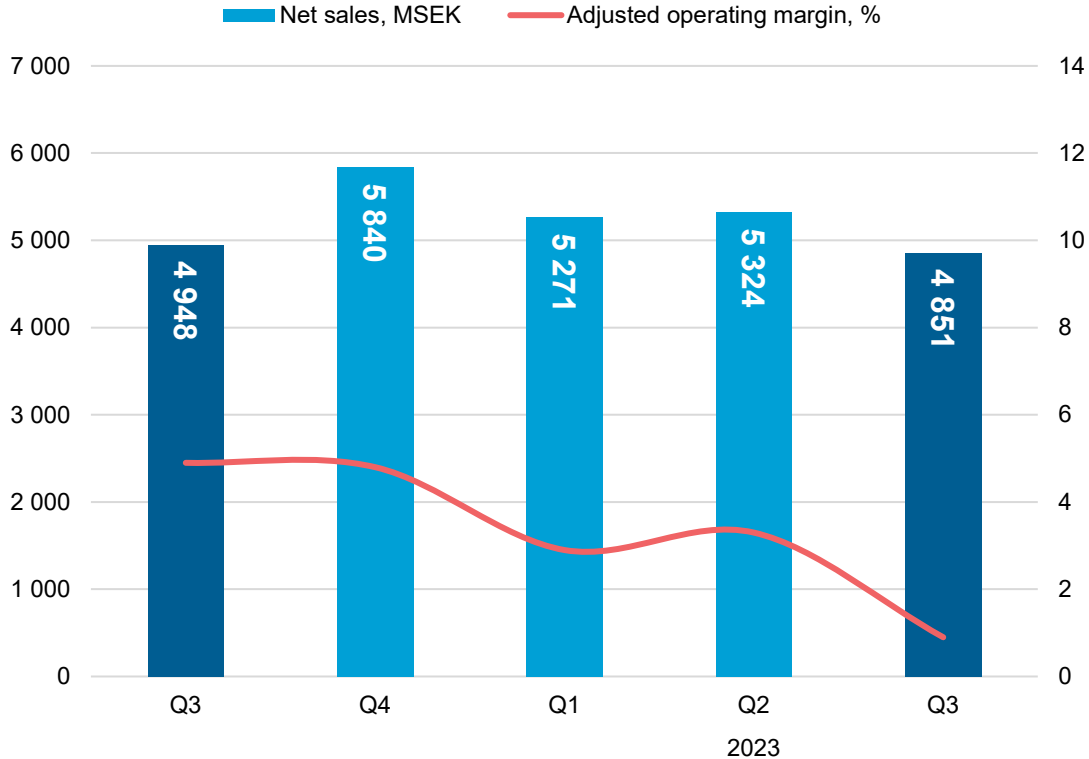


Percentage of PostNord managers who are of the under-represented gender
Level 1–3: 35% women
Level 4–6: 30% women



Weighted Responsible Procurement Index containing 3 KPI:s

PostNord Sweden



95.0%

Delivery quality, mail, in quarter

Legal requirement 95%

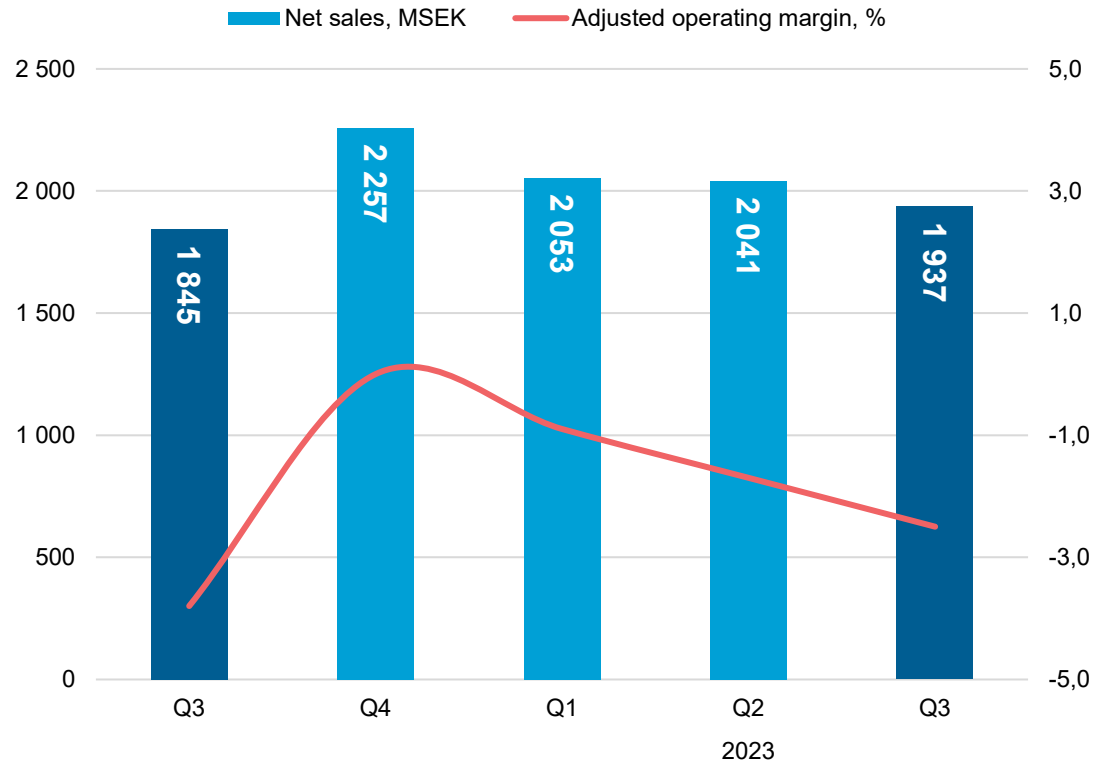
95.8%

Delivery quality, parcels, in quarter

Target 97%

- **Net sales totaled SEK 4,851 (4,948) million**
 - Mail volumes -16%
 - Parcel volumes -2%
- **Operating income totaled SEK 42 (201) million**
- **Adjusted operating income totaled SEK 42 (244) million**
- **The outcome was negatively impacted by high costs and challenges in adapting capacity to the decreased volumes**

PostNord Denmark



96.4%

Delivery quality, mail, in quarter

Legal requirement 93%

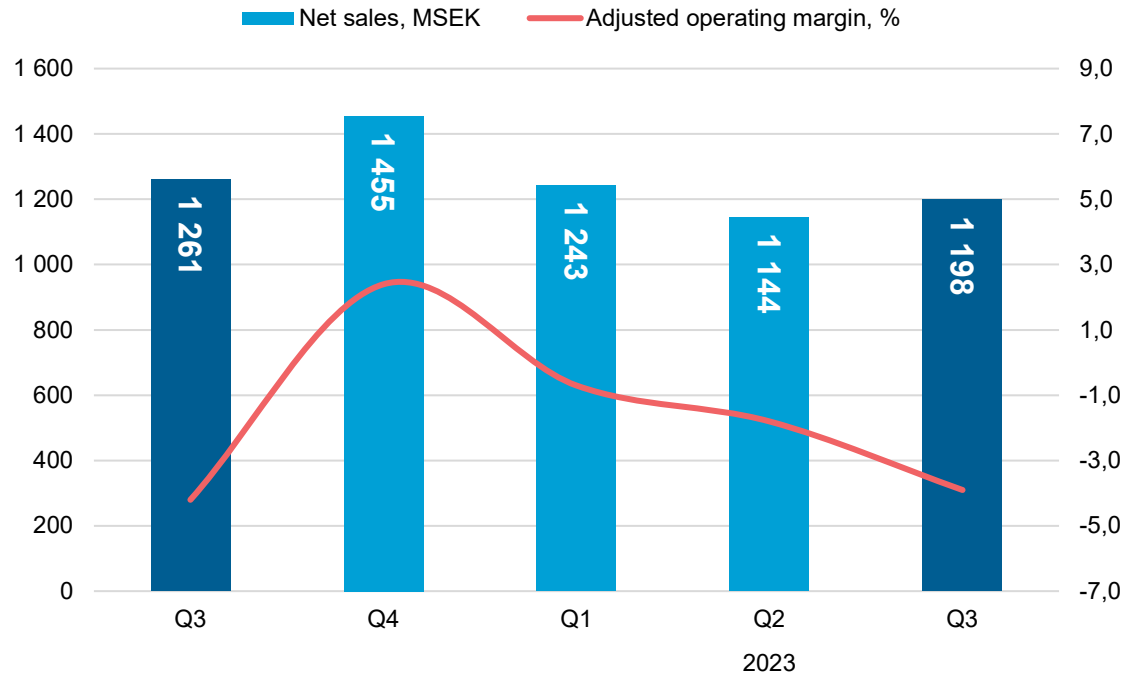
96.0%

Delivery quality, parcels, in quarter

Target 97%

- **Net sales totaled SEK 1,937 (1,845) million**
 - Mail volumes -15%
 - Parcel volumes -4 %
- **Operating income totaled SEK -48 (-70) million**
- **Profit development can mainly be attributed to efficiency improvements in staffing and administration**

PostNord Norway



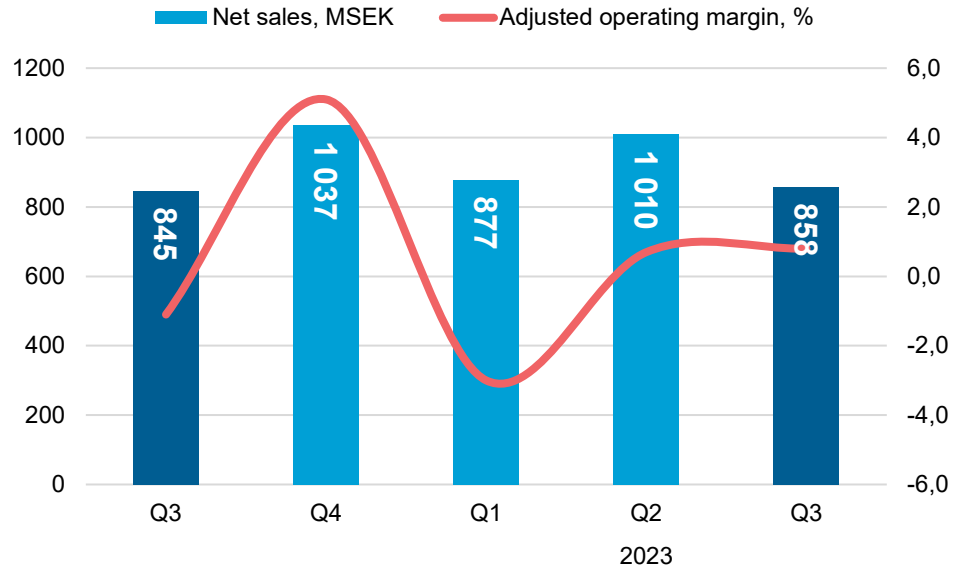
- **Net sales totaled SEK 1,198 (1,261) million**
 - Parcel volumes -5% (-16)
- **Operating income totaled SEK -47 (-53) million**
- **Result improved due to improved profitability in the parcel business.**

PostNord Finland



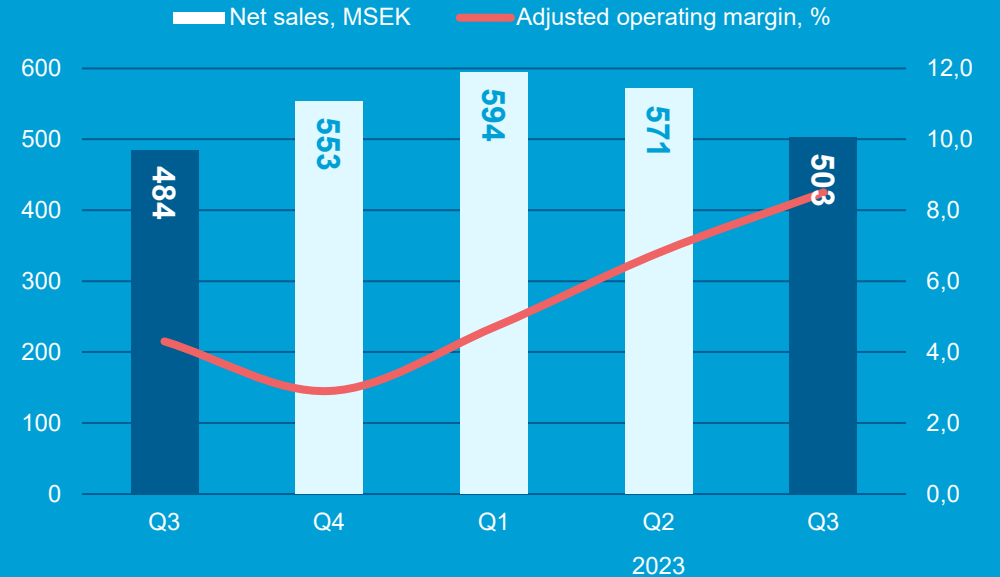
- **Net sales totaled SEK 399 (380) million**
 - Parcel volumes -5% (-4)
- **Operating income totaled SEK -7 (-5) million**
- **The cost level remains high as a result of investments in terminal capacity and future growth**

PostNord International



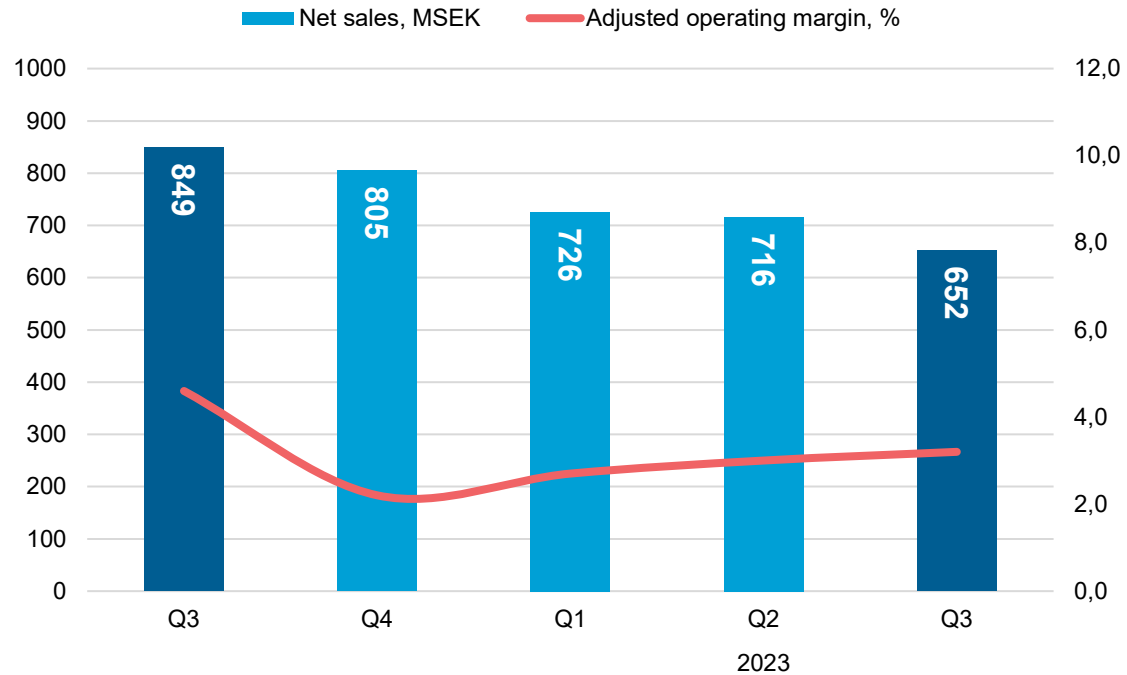
- Net sales totaled SEK 858 (845) million
- Operating income amounted to SEK 7 (-9) million

PostNord Strålfors



- Net sales totaled SEK 503 (484) million
- Operating income amounted to SEK 43 (21) million
- Result improved mainly due to efficiency improvements in the organization

PostNord TPL



- Net sales totaled SEK 652 (849) million
- Operating income amounted to SEK 21 (39) million
- The result was negatively affected by the decrease in demand

Financial summary PN Group

	Q3 2023	Q3 2022	Change
Net sales, SEKm	9,149	9,456	-6%
Operating income, SEKm	-6	65	-109%
Operating margin, %	-0.1%	0.7%	
Adjusted operating income, SEKm	-6	108	-106%
Net financial items, SEKm	-37	-16	
Cash flow from operating activities SEKm	504	-228	
Return on capital employed (ROCE), %	-4.8%	8.5%	

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