

Interim report

Q2 2025

postnord



Improved income through a growing parcel business and focus on costs

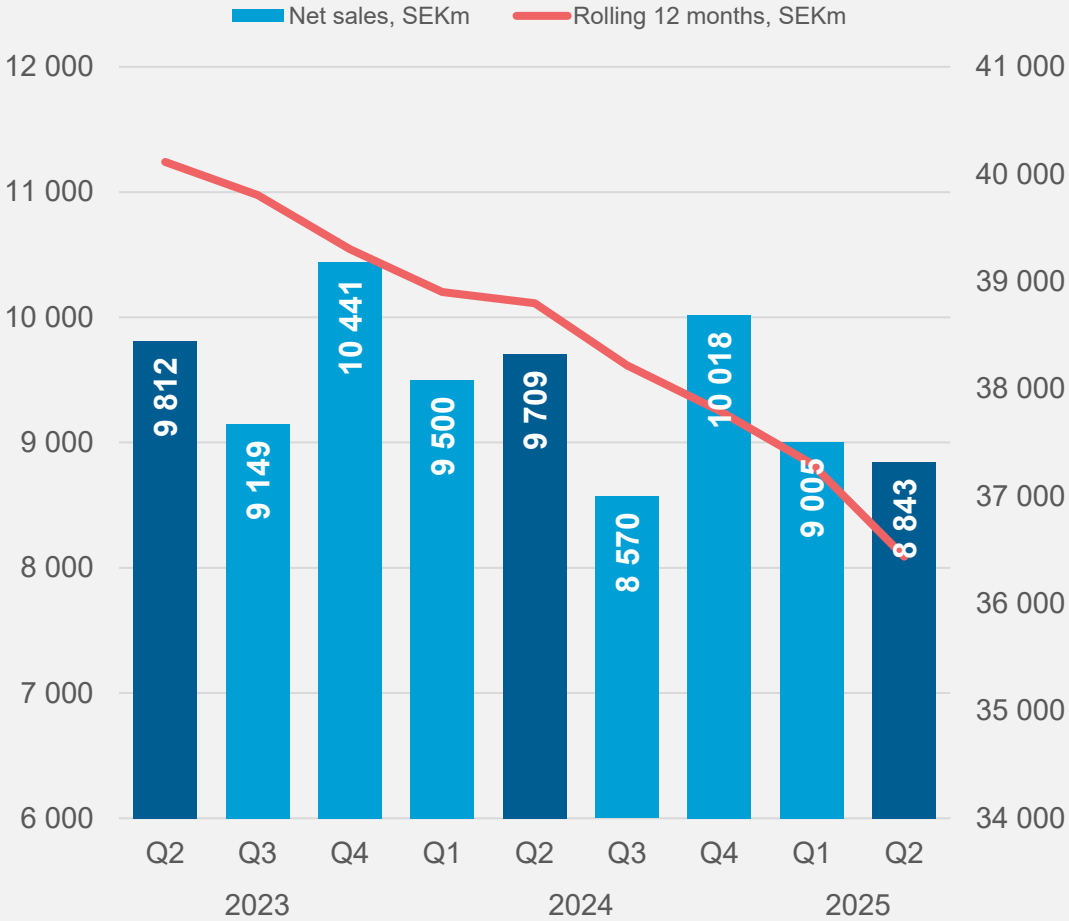
General comments

- Growth in the parcel business, coupled with cost savings from improvement programs, supported second-quarter income growth
- The parcel market continues to show attractive growth
- With mail operations in Denmark ending in 2026, Q2 marked the start of organizational adaptation
- Ongoing adaptation of Swedish mail operations to ensure a self-funded, nationwide, and profitable service

Second quarter 2025

- Net sales totaled SEK 8,843 (9,709) million
- Parcel volumes increased by 11 (-1) percent
Mail volumes decreased by -18 (-11) percent
- Operating income (EBIT) totaled SEK 262 (-463) million
- Adjusted operating income (adjusted EBIT) totaled SEK 291 (205) million

Net sales



Net sales
8,843 SEKm (9,709) -8% LFL



Parcel volumes business-to-business
0% (-2)

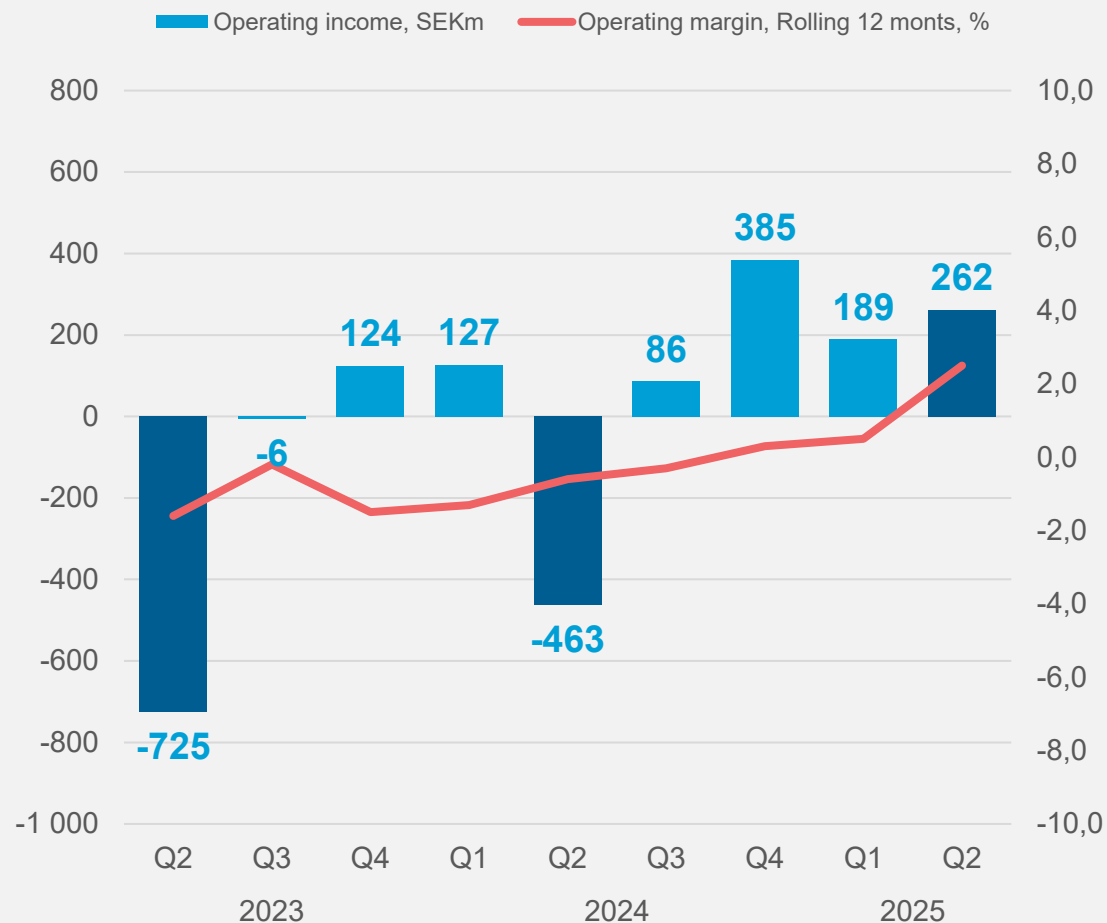


Parcel volumes business-to-consumer
14% (-1)



Mail volumes
-18% (-11)

Operating income



Net sales

262 SEKm

(-463)



Operating margin, Q2

3.0 %

(2.2)



Adjusted operating income

291 SEKm

(205)



Adjusted operating margin

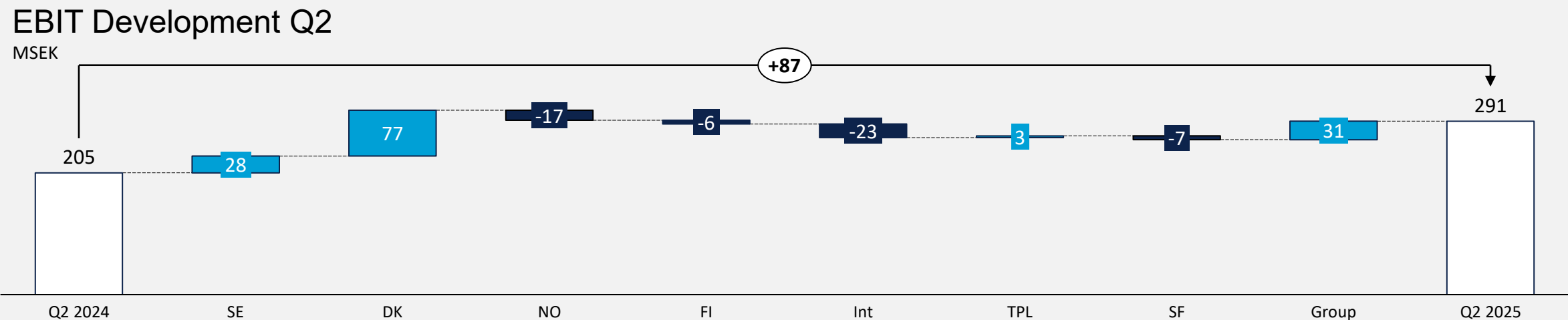
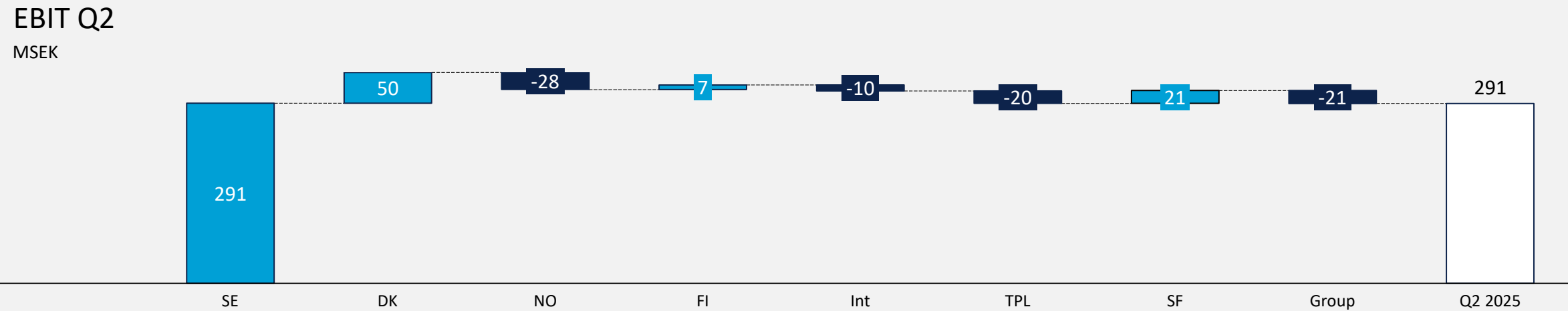
3.3 %

(2.1)

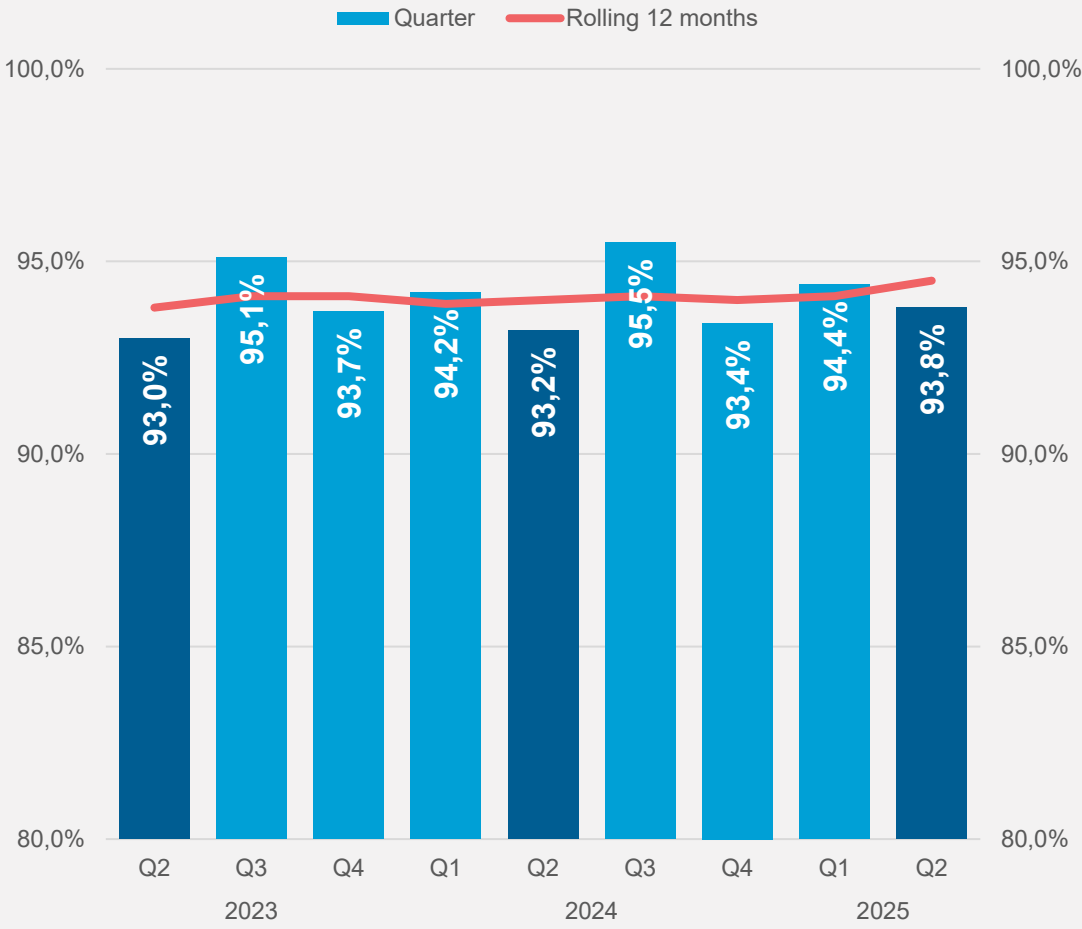
Strong development in the parcel business

EBIT 2025 Q2

GROUP (before IAC)



Delivery quality parcels in Q2



Delivery quality, Group (in the quarter)
93.8%



Delivery quality, Group (rolling 12 months)
94.5%

Sustainability

Carbon dioxide emission

-33%

Change in carbon dioxide emissions by PostNord relative to 2024 Q2 level

**Goal -40% by 2025
(compared to the
baseline year 2020)**

Gender equality

38%

Level 1–3: 37% women/63% men

31%

Level 4–6: 30% women/70% men

Percentage of PostNord managers who are of the underrepresented gender

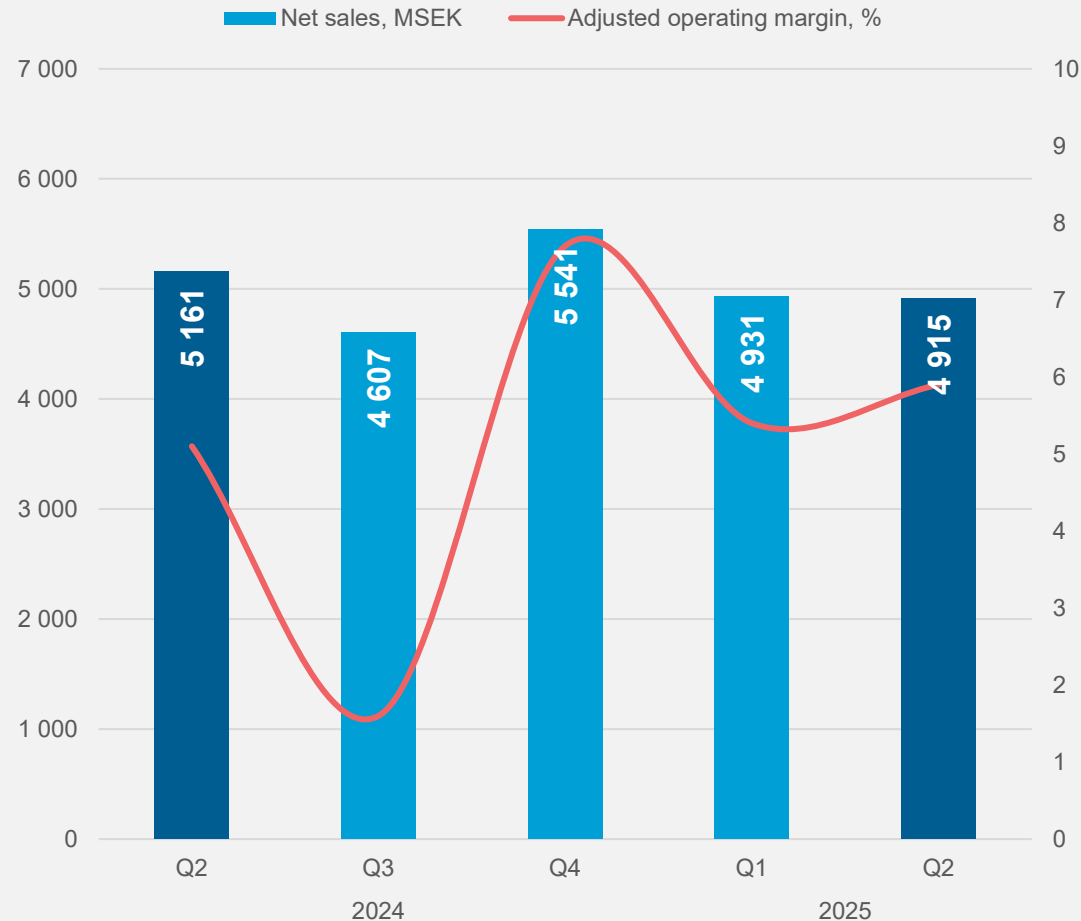
Goal > 40%

Responsible procurement index (RPI)

98

Weighted Responsible Procurement Index containing 3 KPI:s

PostNord Sweden



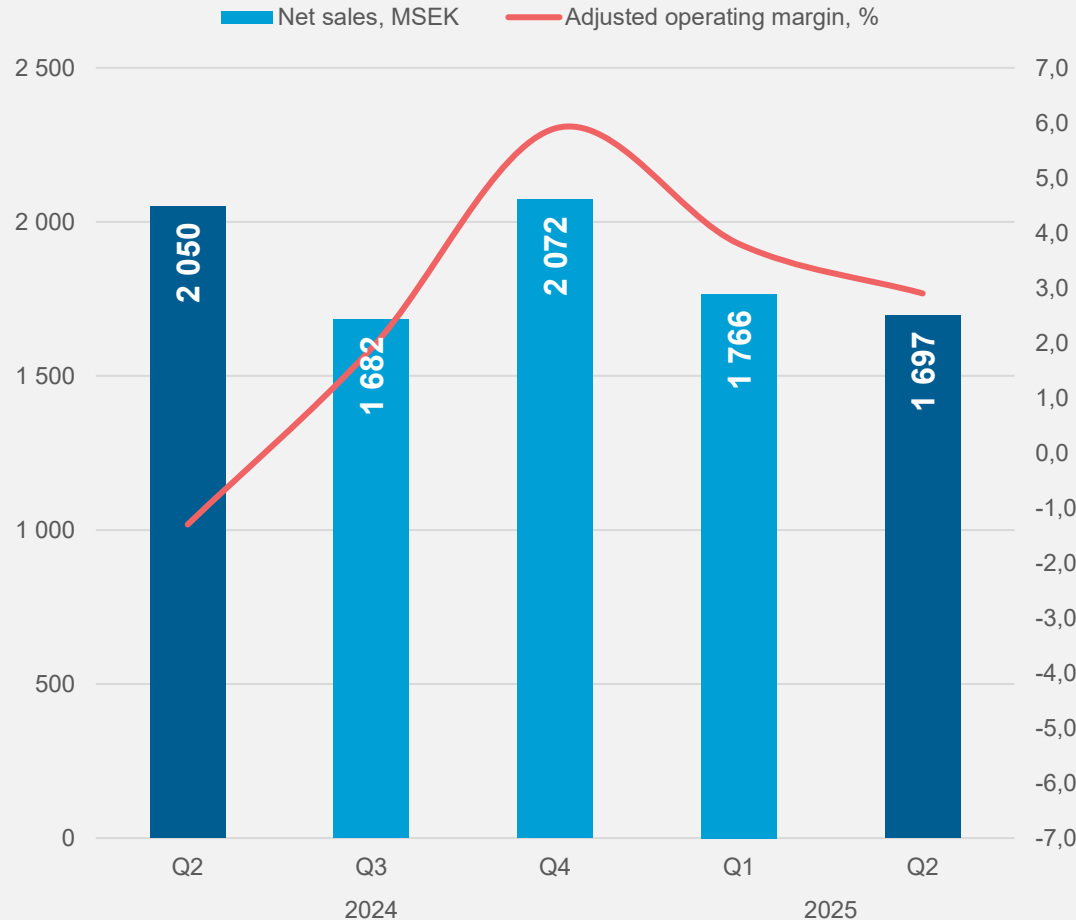
95.6% 94.5%

Delivery quality,
mail, in quarter
Legal requirement 95%

Delivery quality,
parcels, in quarter
Target 97%

- Net sales totaled SEK 4,915 (5,161) million
 - Mail volumes -15% (-11)
 - Parcel volumes 12% (0)
- Operating income totaled SEK 292 (264) million
- Adjusted operating income totaled SEK 292 (264) million
- Operating income increased mainly due to lower costs

PostNord Denmark



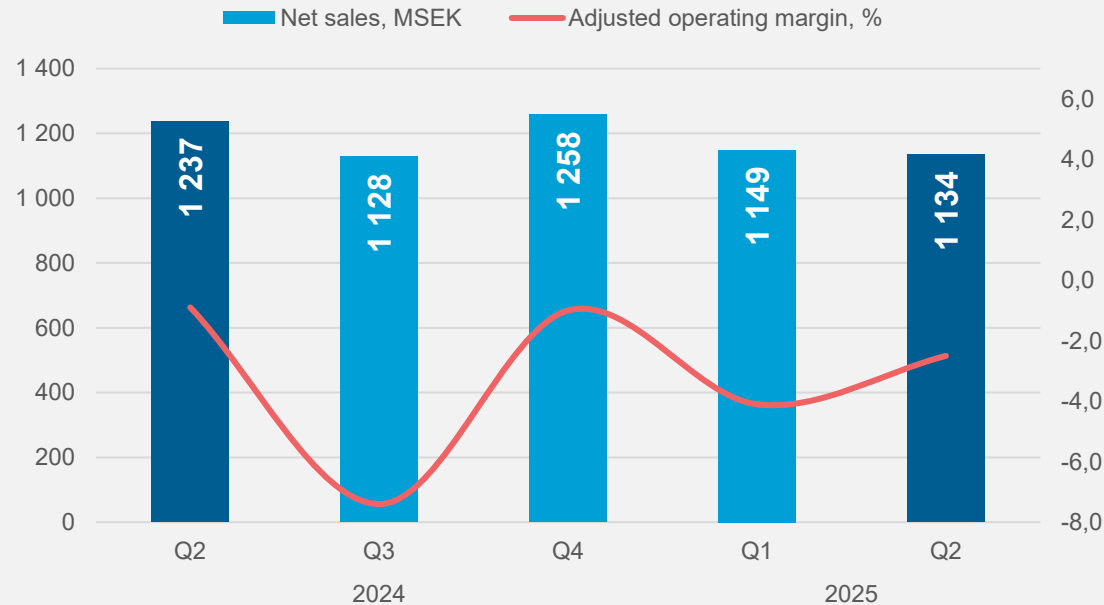
91.1% 93.7%

Delivery quality,
mail, in quarter

Delivery quality,
parcels, in quarter
Target 97%

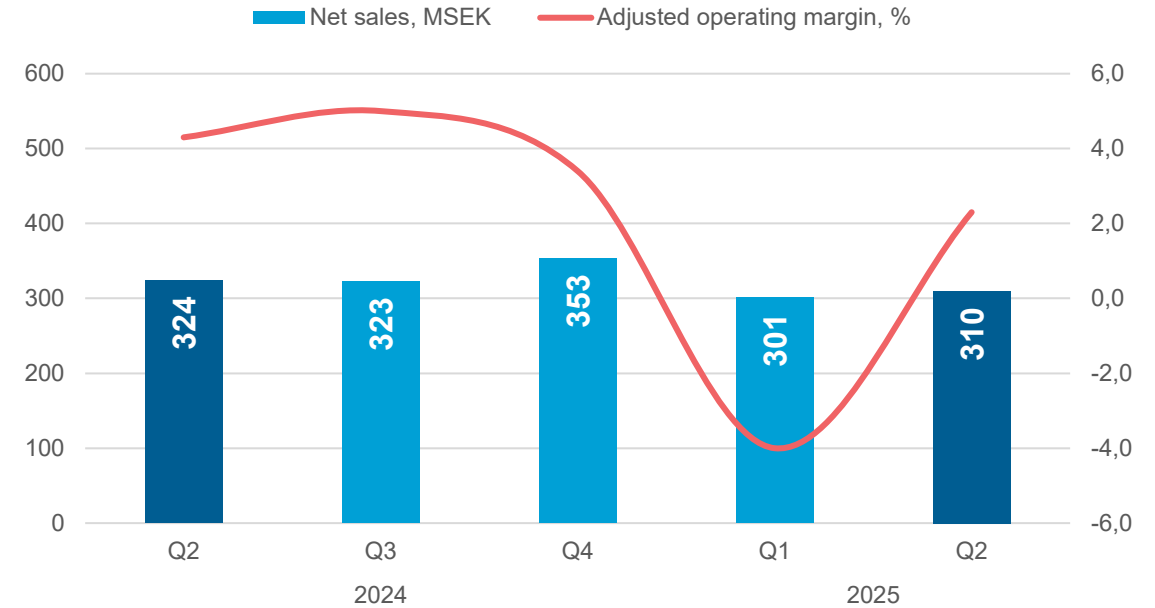
- Net sales totaled SEK 1,697 (2,050) million
 - Mail volumes -34% (-16)
 - Parcel volumes 12% (-1)
- Operating income totaled SEK 20 (-695) million
- Adjusted operating income totaled SEK 50 (-27) million
- Operating income was positively impacted by lower depreciation costs resulting from earlier impairments, and ongoing improvement programmes.

PostNord Norway



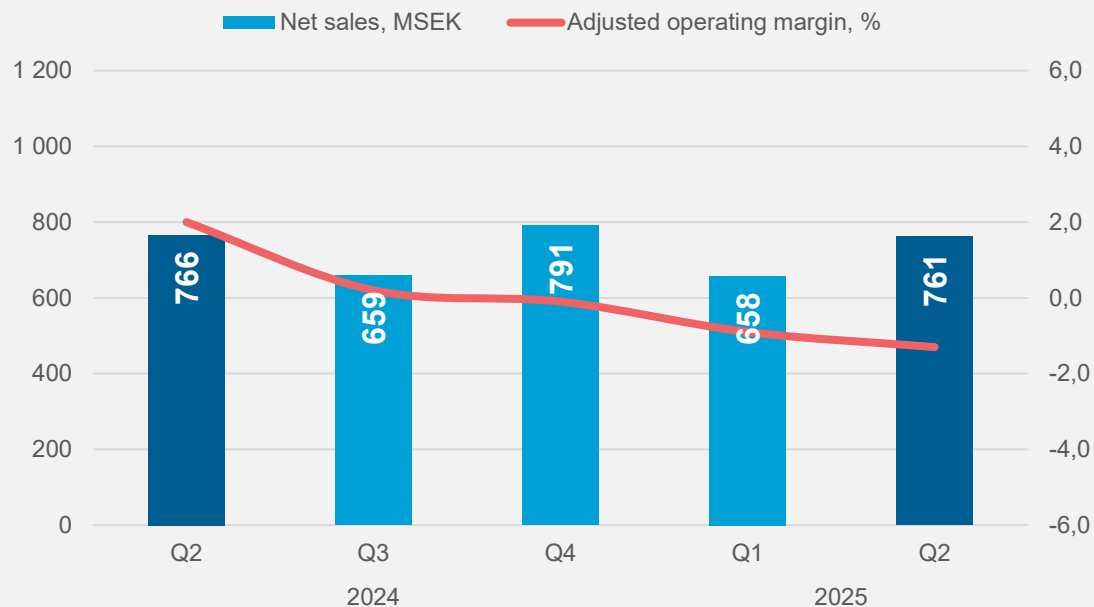
- Net sales totaled SEK 1,134 (1,237) million
 - Parcel volumes 16% (-2)
- Operating income totaled SEK -28 (-11) million
- Adjusted operating income totaled SEK -28 (-11) million
- Operating income decreased due to lower profitability in the Freight business area.

PostNord Finland



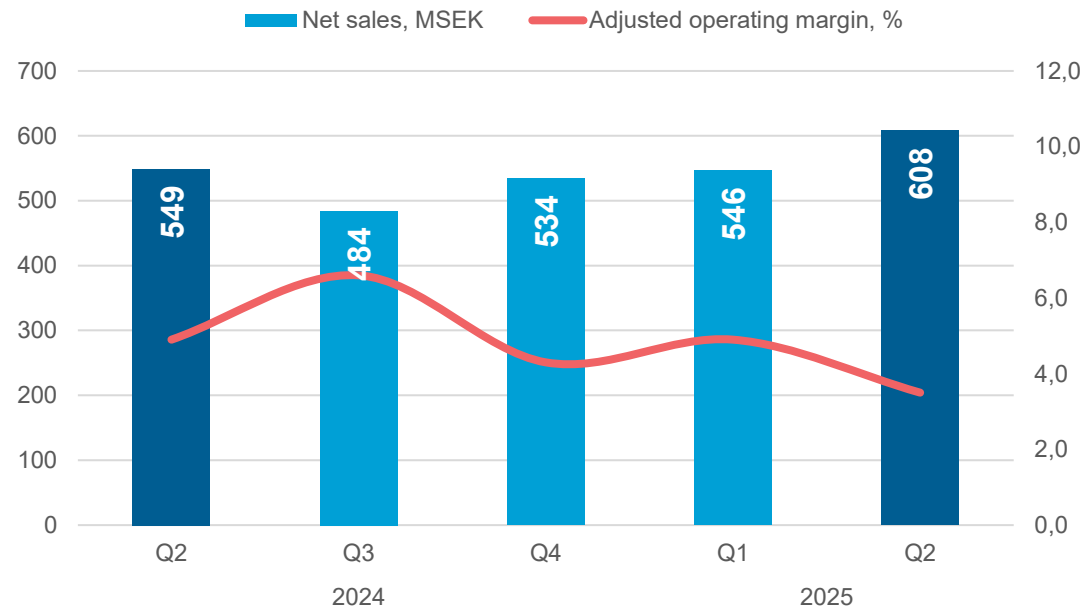
- Net sales totaled SEK 310 (324) million
 - Parcel volumes 15% (21)
- Operating income totaled SEK 7 (14) million
- Adjusted operating income totaled SEK 7 (14) million
- Operating income decreased due to higher costs associated with investments in future growth and operational efficiency improvements.

PostNord International



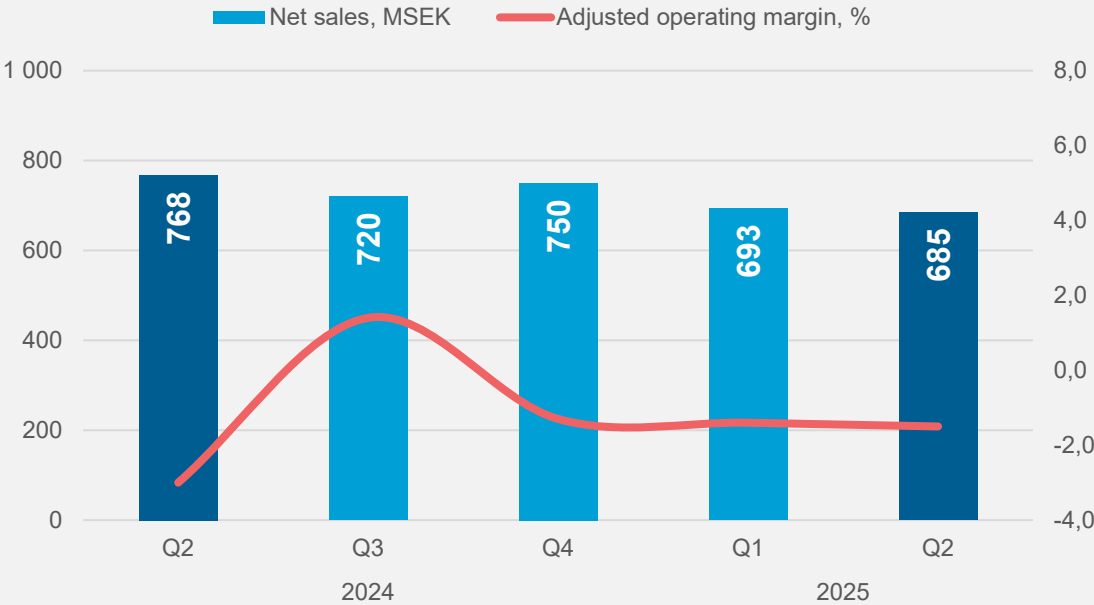
- Net sales totaled SEK 761 (766) million
- Operating income amounted to SEK -10 (15) million
- Adjusted operating income totaled SEK -10 (15) million
- Operating income decreased mainly due to negative currency effects and changed customer mix

PostNord Strålfors



- Net sales totaled SEK 608 (549) million
- Operating income amounted to SEK 21 (27) million
- Adjusted operating income totaled SEK 21 (27) million
- Operating income decreased mainly due to lower print and business-to-business volumes, and costs associated with the acquisition of 21grams

PostNord TPL



- Net sales totaled SEK 685 (768) million
- Operating income amounted to SEK -20 (-23) million
- Adjusted operating income totaled SEK -20 (-23) million
- Operating income was negatively affected by lower demand

Financial summary PostNord Group

| | Q2 2025 | Q2 2024 | Change |
|--|---------|---------|--------|
| Net sales, SEKm | 8,843 | 9,709 | -8% |
| Operating income, SEKm | 262 | -463 | |
| Operating margin, % | 3.0 | -4.8 | |
| Adjusted operating income, SEKm | 291 | 205 | |
| Adjusted operating margin, % | 3,3% | 2,1% | |
| Net profit for the period, SEKm | 166 | -549 | |
| Cash flow from operating activities SEKm | 863 | 541 | |
| Return on capital employed (ROCE), % | 6,3 | -1,4 | |

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