

Interim report

Q3 2024

postnord



Improved result

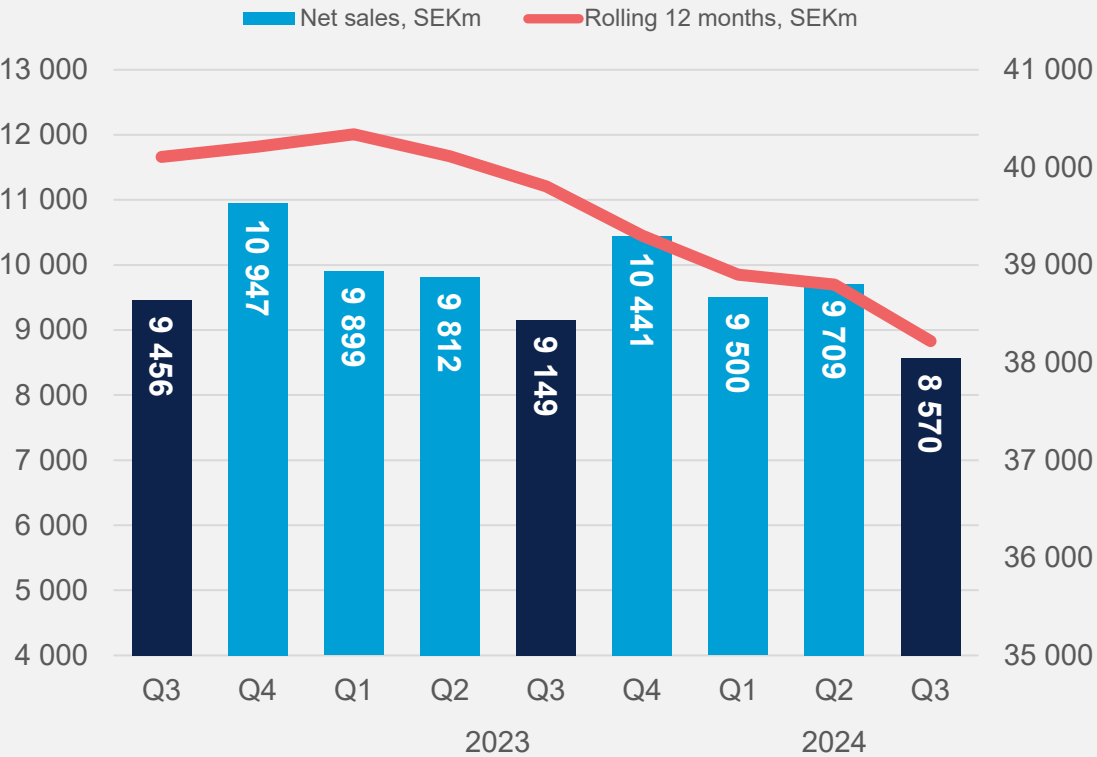
General comments


- Improved result for the fourth consecutive quarter
- Ongoing improvement programs are continuing to yield results
- Price adjustments compensates for lower mail volumes
- Continued focus on profitable growth in parcels

Third quarter 2024

- Net sales totaled SEK 8,570 (9,149) million
- Overall, parcel volumes increased by 1 (-2) percent
- Mail volumes decreased by -18 (-16) percent
- Operating income (EBIT) totaled SEK 86 (-6) million
- Adjusted operating income (adjusted EBIT) totaled SEK 104 (-6) million

Net sales






Net sales totaled

SEK 8,570m


(9,149) -5% like-for-like



Parcel volume business-to-business

-1%


(-11)



Parcel volume business-to-consumer

2%

(1)

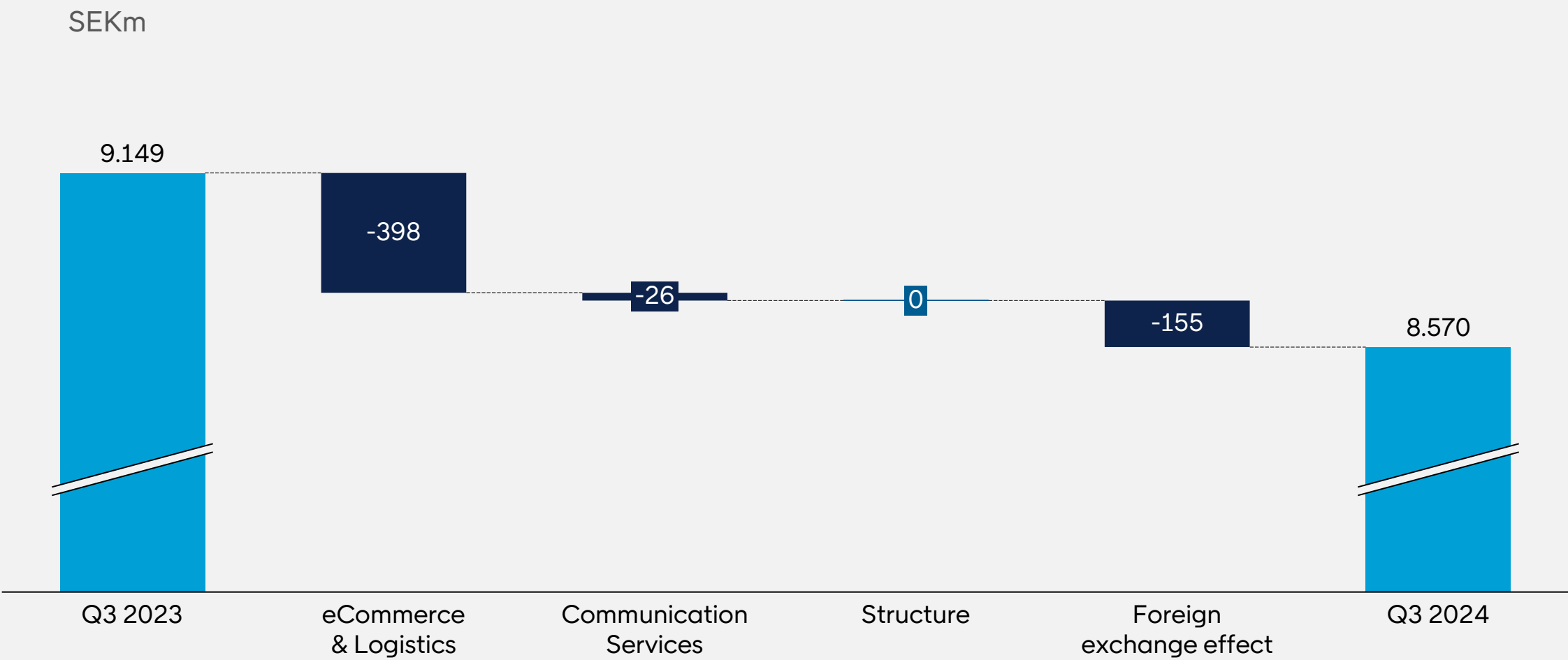


Total mail volume

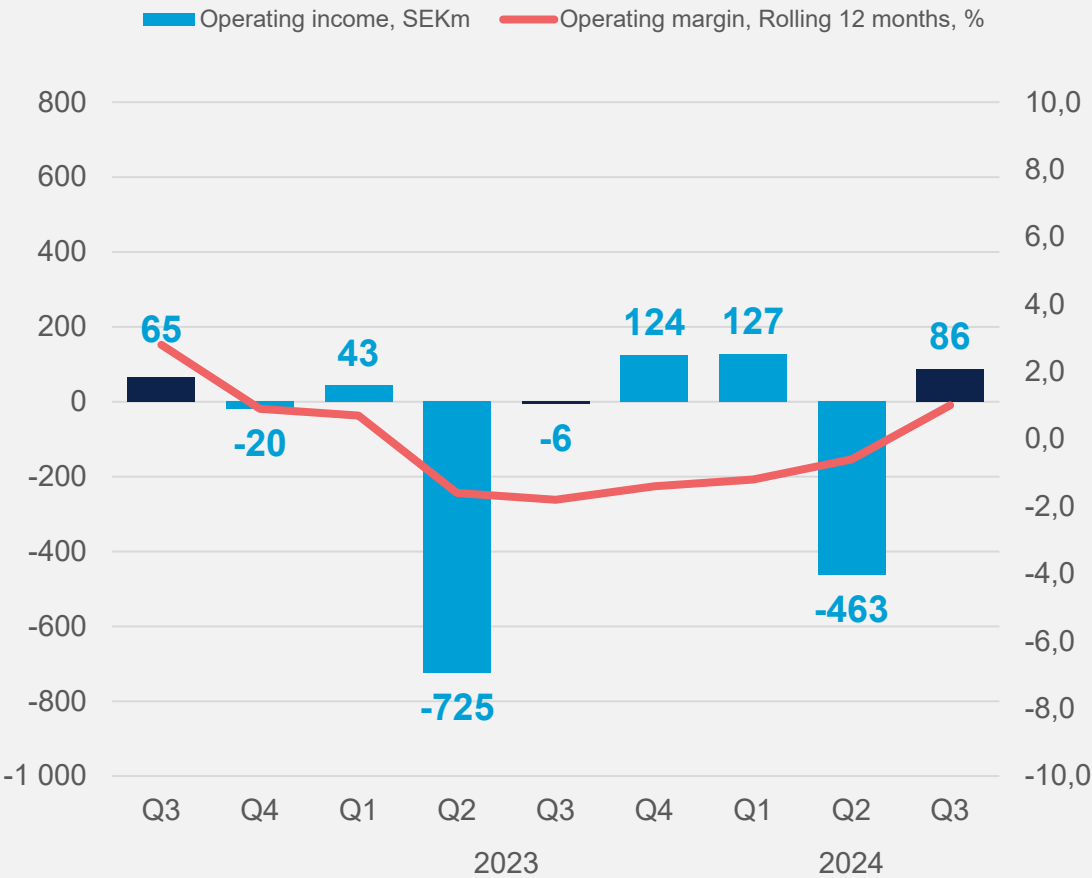
-18%

(-16)

Net sales Q3 2024 vs Q3 2023



Operating income



Operating income
SEK 86m (-6)



Operating margin, Q3
1.0 % (-0.1)



Adjusted operating income
SEK 104m (-6)

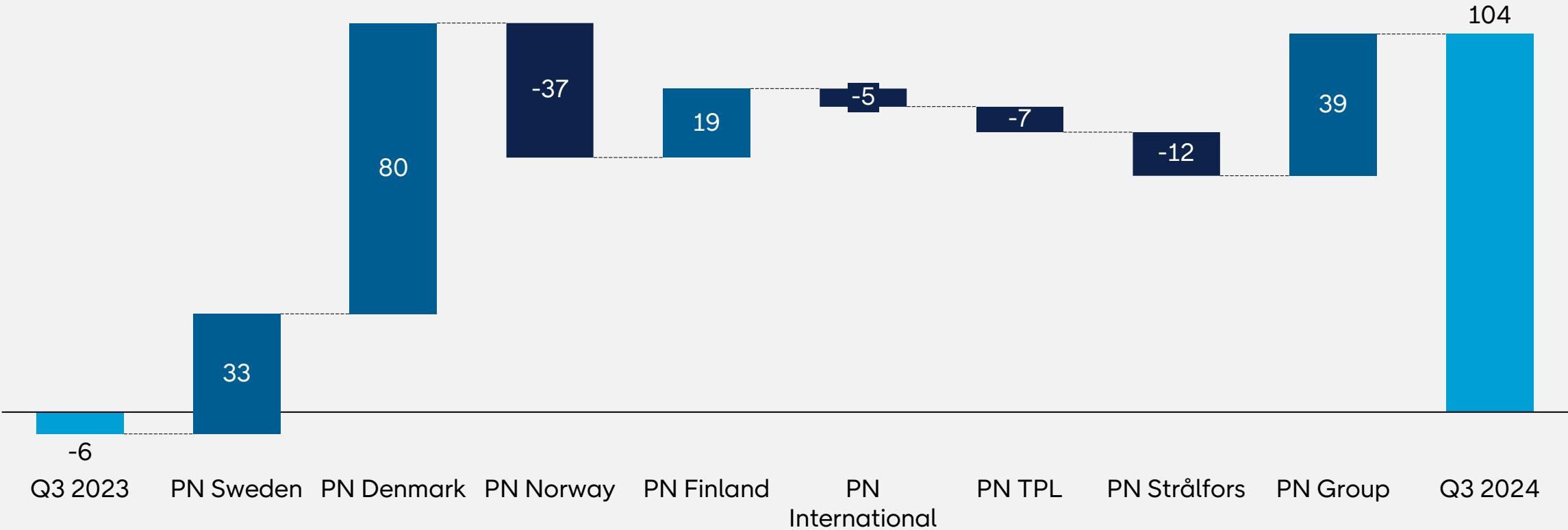


Adjusted operating margin
1.2 % (-0.1)



Ongoing improvement programs
are continuing to yield results

Operating income Q3 2024 vs Q3 2023 (before IAC)



Delivery quality parcels in Q3



Delivery quality, Group (in the quarter)
95.5%



Delivery quality, Group (rolling 12 months)
94.1%

Sustainability Q3

Carbon dioxide emission

-27%

**Goal -40%
by 2025**

Carbon dioxide
emissions by
PostNord relative
to 2020 YTD level

Gender equality

38%

Level 1–3: 38% women/62%
men

30%

Level 4–6: 30% women/70%
men

Goal > 40%

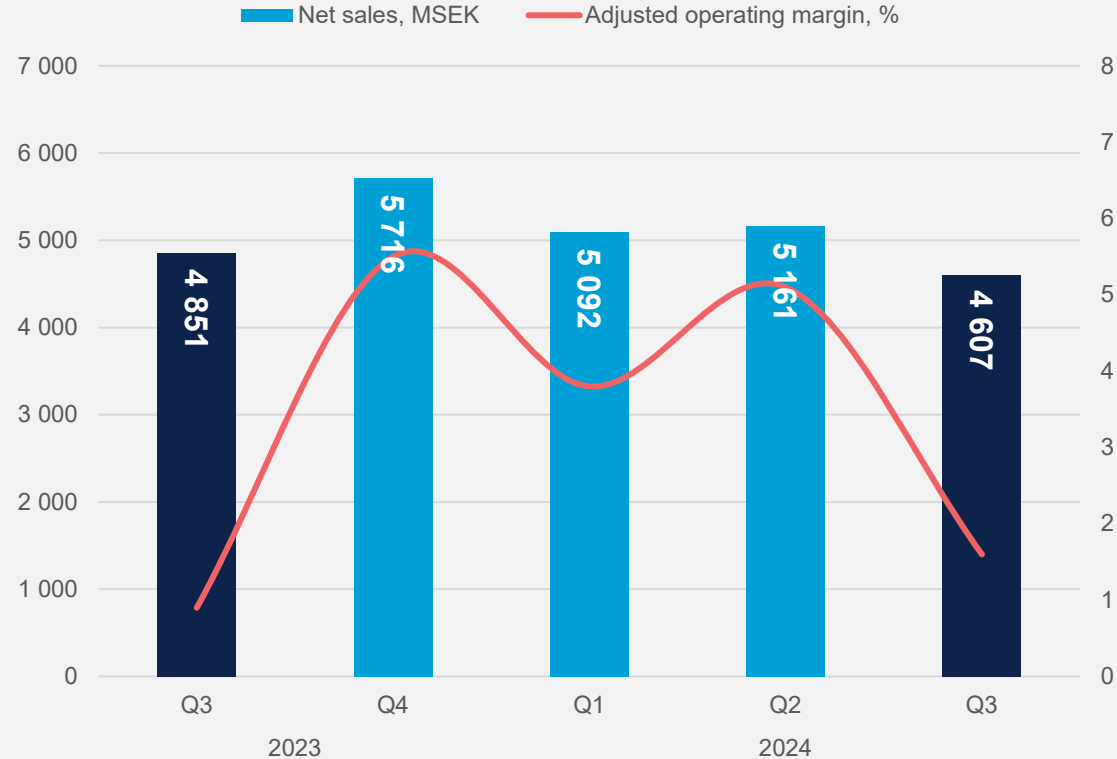
Percentage of PostNord managers
who are of the underrepresented
gender

Responsible procurement index (RPI)

96

Weighted Responsible
Procurement Index
containing 3 KPI:s

PostNord Sweden



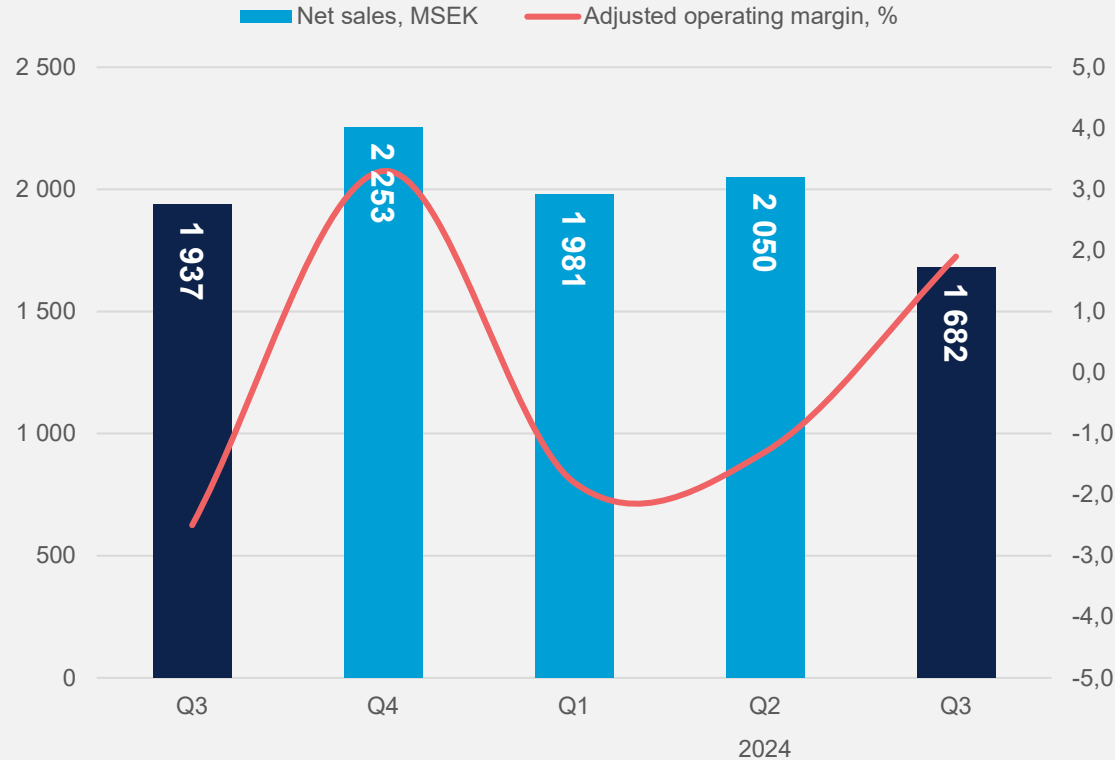
95.6% 95.6%

Delivery quality,
mail, in quarter
Legal requirement 95%

Delivery quality,
parcels, in quarter
Target 97%

- Net sales totaled SEK 4,607 (4,851) million
 - Mail volumes -14% (-16)
 - Parcel volumes 3% (-2)
- Operating income totaled SEK 75 (42) million
- Adjusted operating income totaled SEK 75 (42) million
- Operating income increased mainly due to improvement initiatives and adaption to lower mail volumes

PostNord Denmark



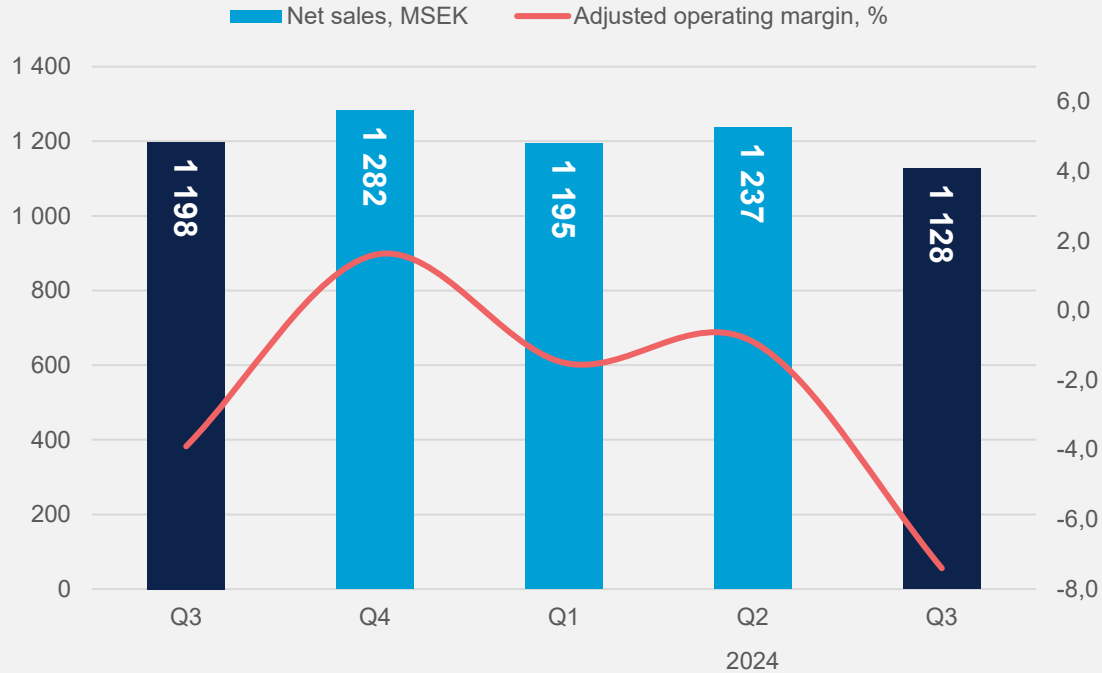
92.3% 96.3%

Delivery quality,
mail, in quarter

Delivery quality,
parcels, in quarter
Target 97%

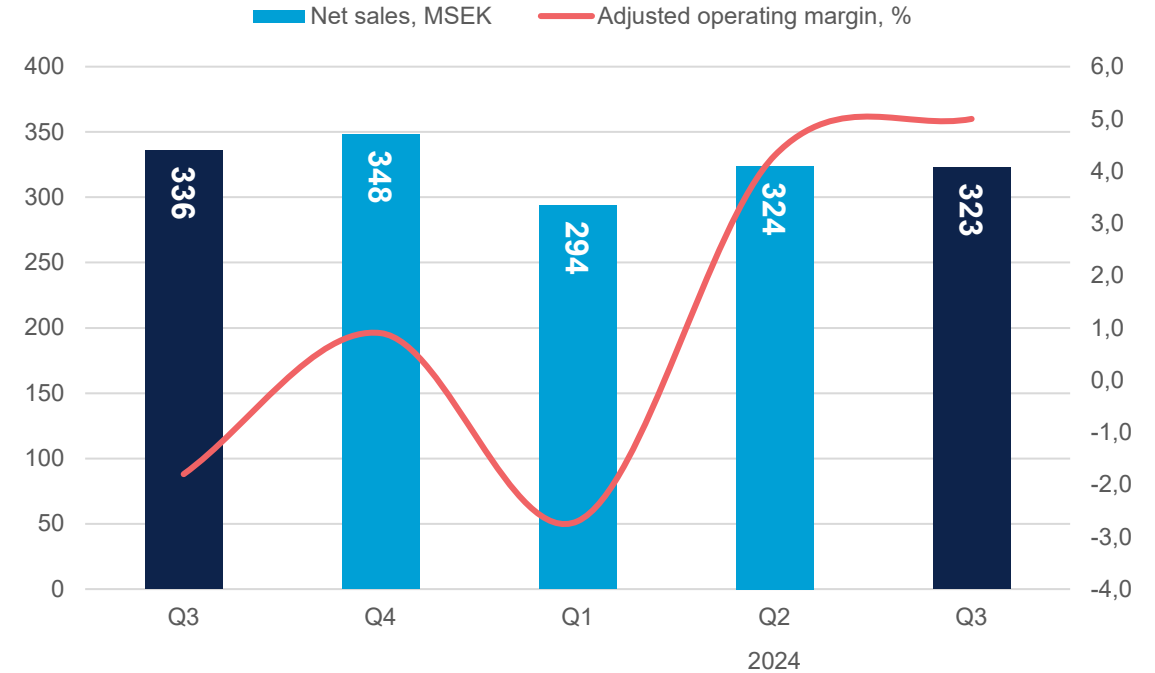
- Net sales totaled SEK 1,682 (1,937) million
 - Mail volumes -34% (-15)
 - Parcel volumes -2% (-4)
- Operating income totaled SEK 32 (-48) million
- Adjusted operating income totaled SEK 32 (-48) million
- Operating income increased due to ongoing improvement programs, adaptation to declining mail volumes and lower depreciation costs

PostNord Norway



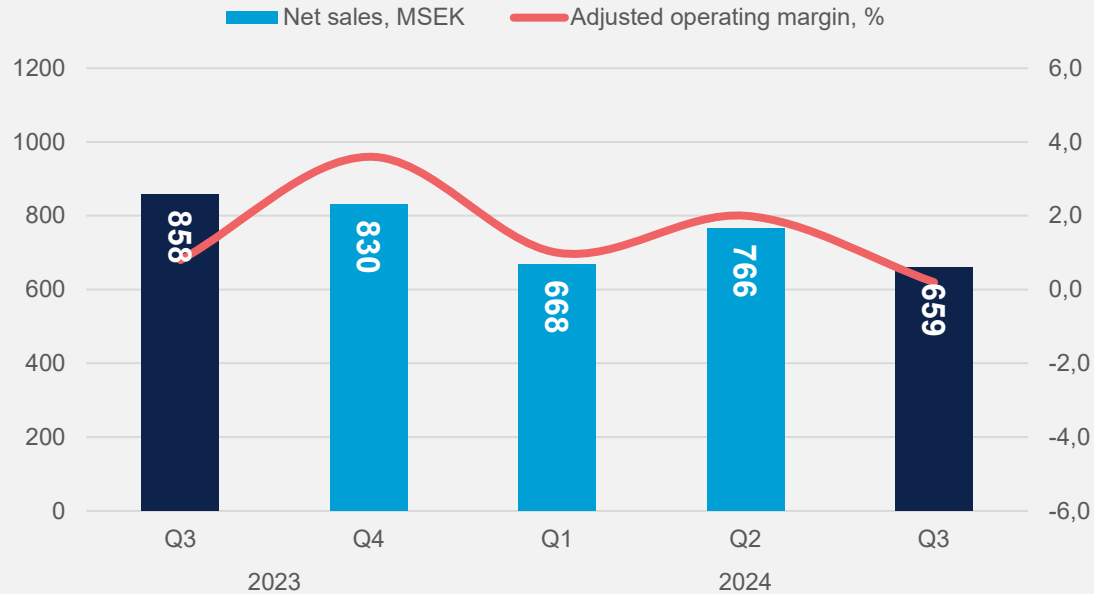
- Net sales totaled SEK 1,128 (1,198) million
 - Parcel volumes 0% (-5)
- Operating income totaled SEK -84 (-47) million
- Adjusted operating income totaled SEK -84 (-47) million
- Operating income decreased due to too high production capacity in relation to parcel volumes

PostNord Finland



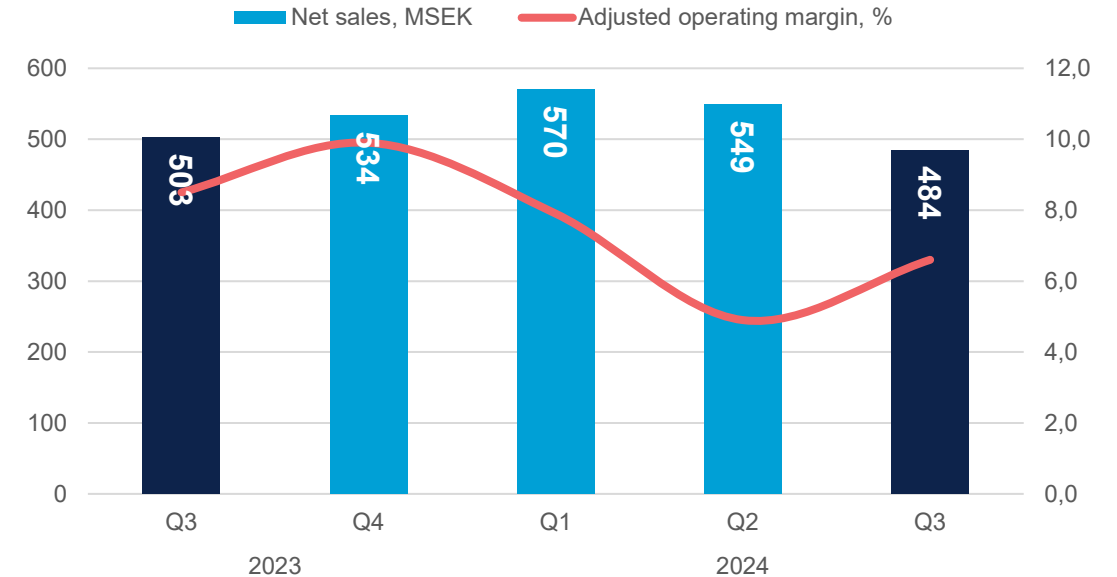
- Net sales totaled SEK 323 (336) million
 - Parcel volumes 29% (-5)
- Operating income totaled SEK 16 (-3) million
- Adjusted operating income totaled SEK 16 (-3) million
- Operating income increased due to increase in parcel volumes and efficiency improvements in production

PostNord International



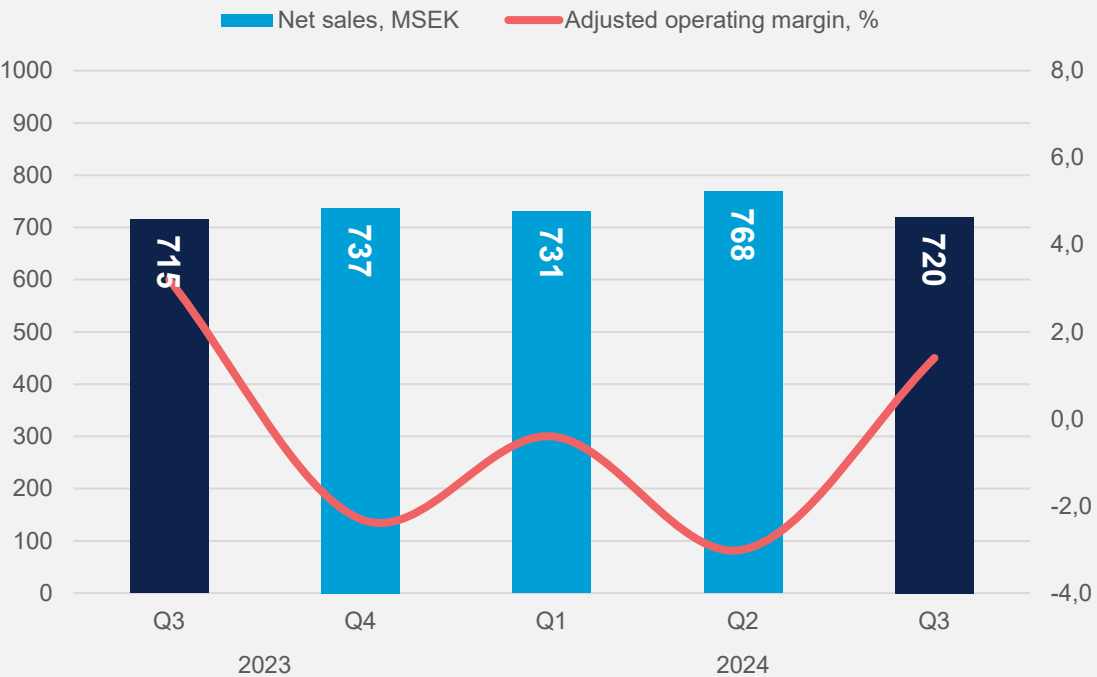
- Net sales totaled SEK 659 (858) million
- Operating income amounted to SEK 1 (7) million
- Adjusted operating income totaled SEK 1 (7) million
- Operating income decreased mainly due to product mix effects

PostNord Strålfors



- Net sales totaled SEK 484 (503) million
- Operating income amounted to SEK 32 (43) million
- Adjusted operating income totaled SEK 32 (43) million
- Operating income decreased due to lower profitability in the digital business as well as one-off costs

PostNord TPL



- Net sales totaled SEK 720 (715) million
- Operating income amounted to SEK -7 (17) million
- Adjusted operating income totaled SEK 10 (17) million
- Operating income was negatively affected by excess capacity of storage areas

Financial summary PostNord Group

| | Q3 2024 | Q3 2023 | Change |
|--|---------|---------|--------|
| Net sales, SEKm | 8,570 | 9,149 | -5% |
| Operating income, SEKm | 86 | -6 | |
| Operating margin, % | 1.0 | -0.1 | |
| Adjusted operating income, SEKm | 104 | -6 | |
| Adjusted operating margin, % | 1.2% | -0.1% | |
| Net profit for the period, SEKm | 67 | -38 | |
| Cash flow from operating activities SEKm | 1,142 | 504 | |
| Return on capital employed (ROCE), % | -0.8% | -4.8% | |

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