

Interim report

Q3 2025

postnord



Improved income in a challenging business environment

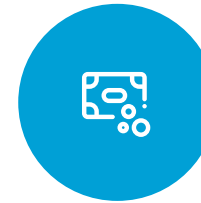
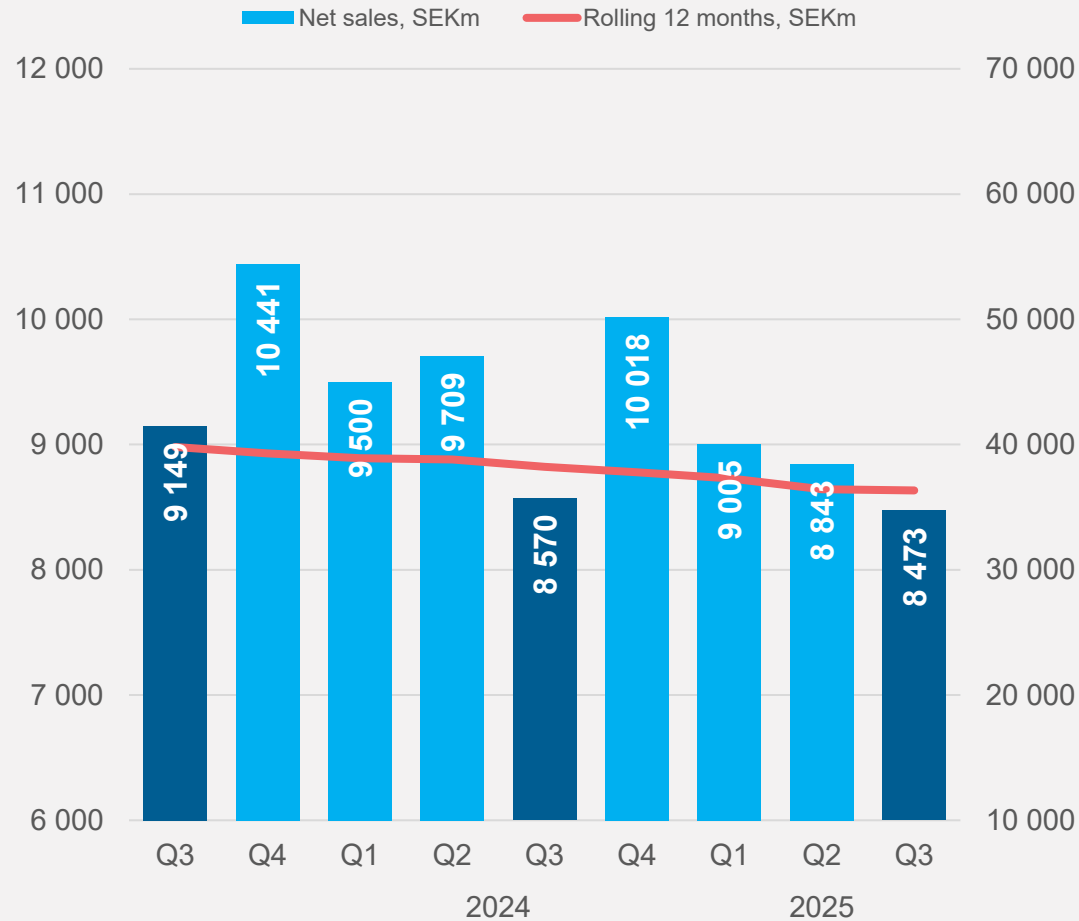
General comments

- Our improvement programs continue to deliver as planned, contributing to significant cost reductions and good growth in the parcels business.
- At the same time, profitability of the Danish mail business is declining sharply as a result of the business being wound down.
- The parcel market continues to show attractive growth, while competition and pressure on prices remain intense
- Ongoing adaptation of Swedish mail operations

Third quarter 2025

- Net sales totaled SEK 8,473 (8,570) million
- Parcel volumes increased by 18 (1) percent
- Mail volumes decreased by -12 (-18) percent
- Operating income (EBIT) totaled SEK 106 (86) million
- Adjusted operating income (adjusted EBIT) totaled SEK 166 (104) million

Net sales



Net sales

8,473 SEKm

(8,570)



Parcel volumes business-to-business

4%

(-1)



Parcel volumes business-to-consumer

22%

(2)

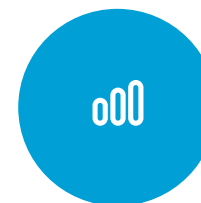
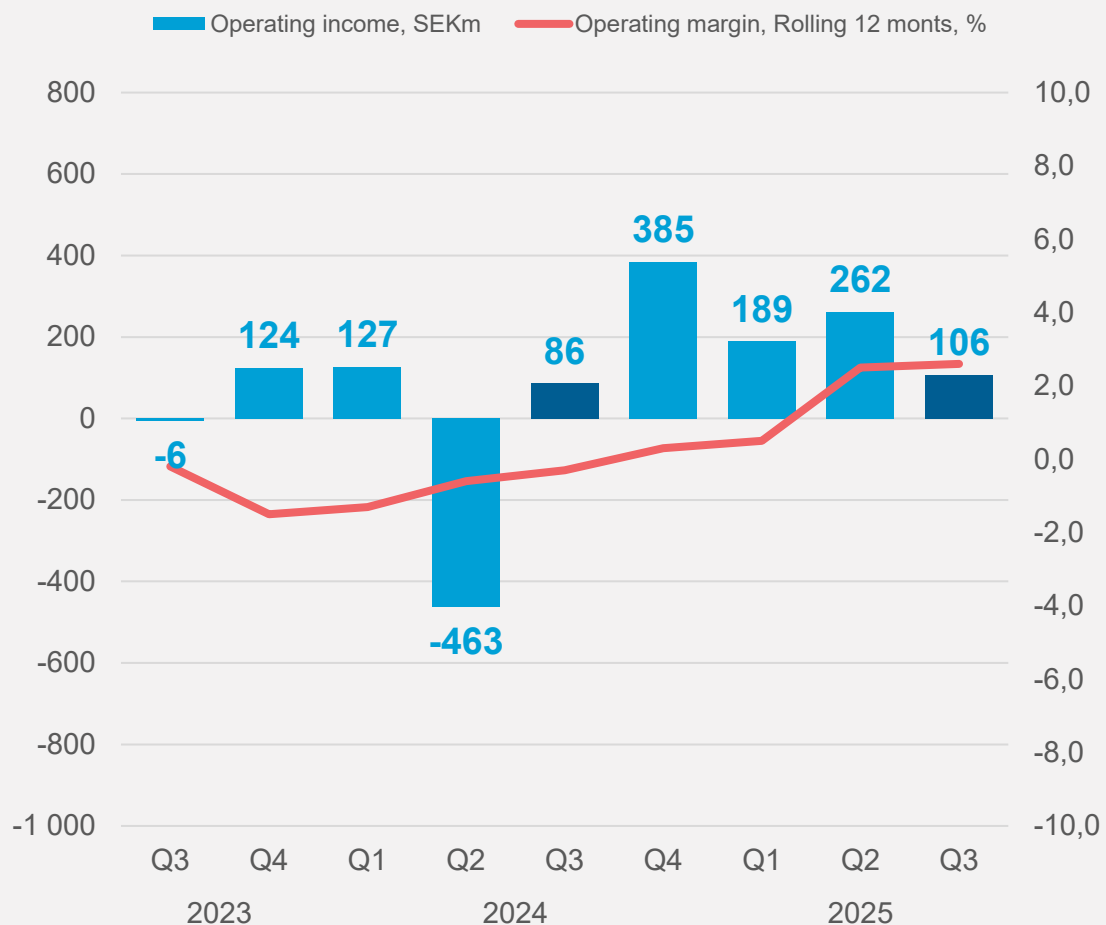


Mail volumes

-12%

(-18)

Operating income



Operating income

106 SEKm

(86)



Operating margin, Q2

1.3%

(1.0)



Adjusted operating income

166 SEKm

(104)

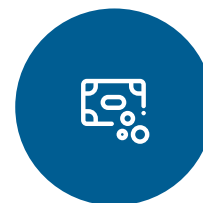
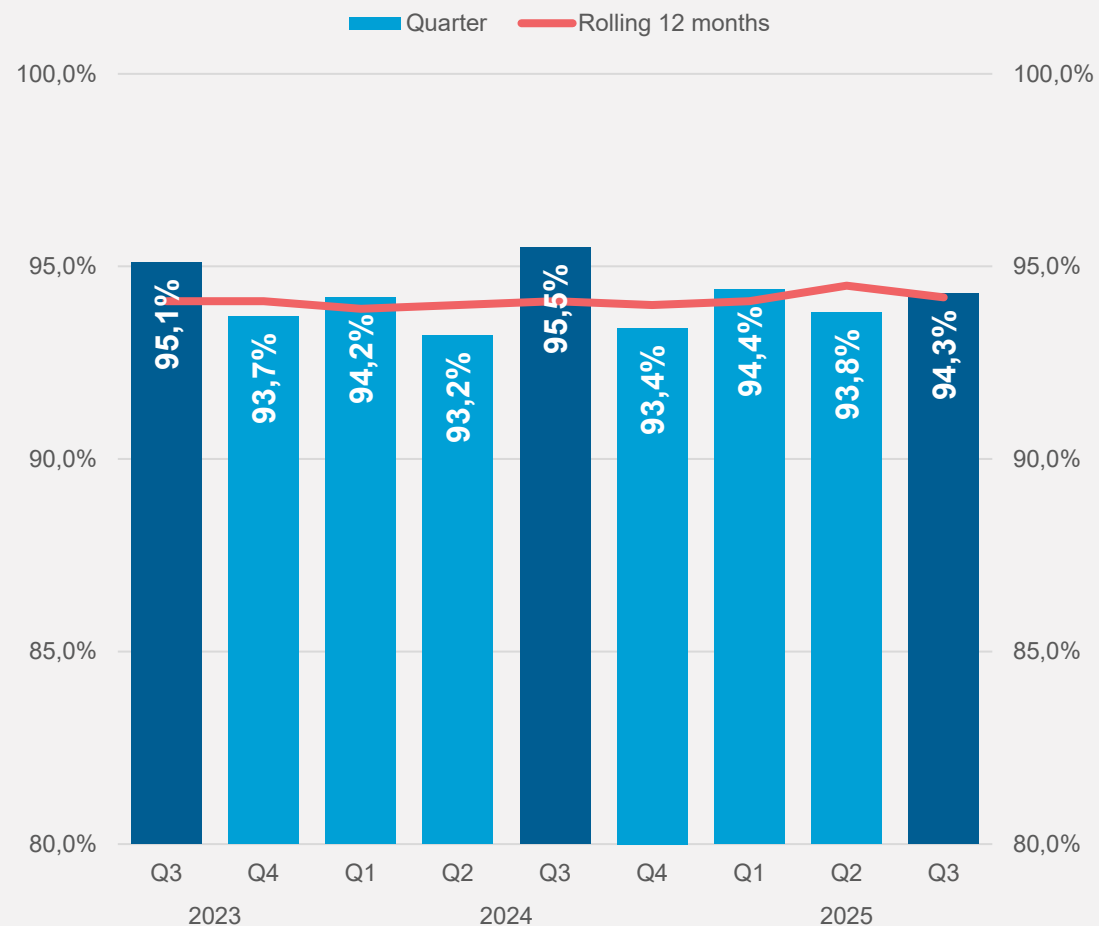


Adjusted operating margin

2.0%

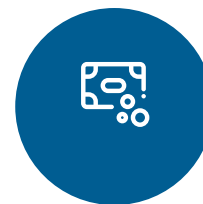
(1.2)

Delivery quality parcels in Q3



Delivery quality, Group (in the quarter)

94.3%



Delivery quality, Group (rolling 12 months)

94.2%

Sustainability

Carbon dioxide emission

-29%

Change in carbon dioxide emissions by PostNord relative to 2024 Q3 level

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

Gender equality

38%

Level 1–3: 38% women/62% men

30%

Level 4–6: 30% women/70% men

Percentage of PostNord managers who are of the underrepresented gender

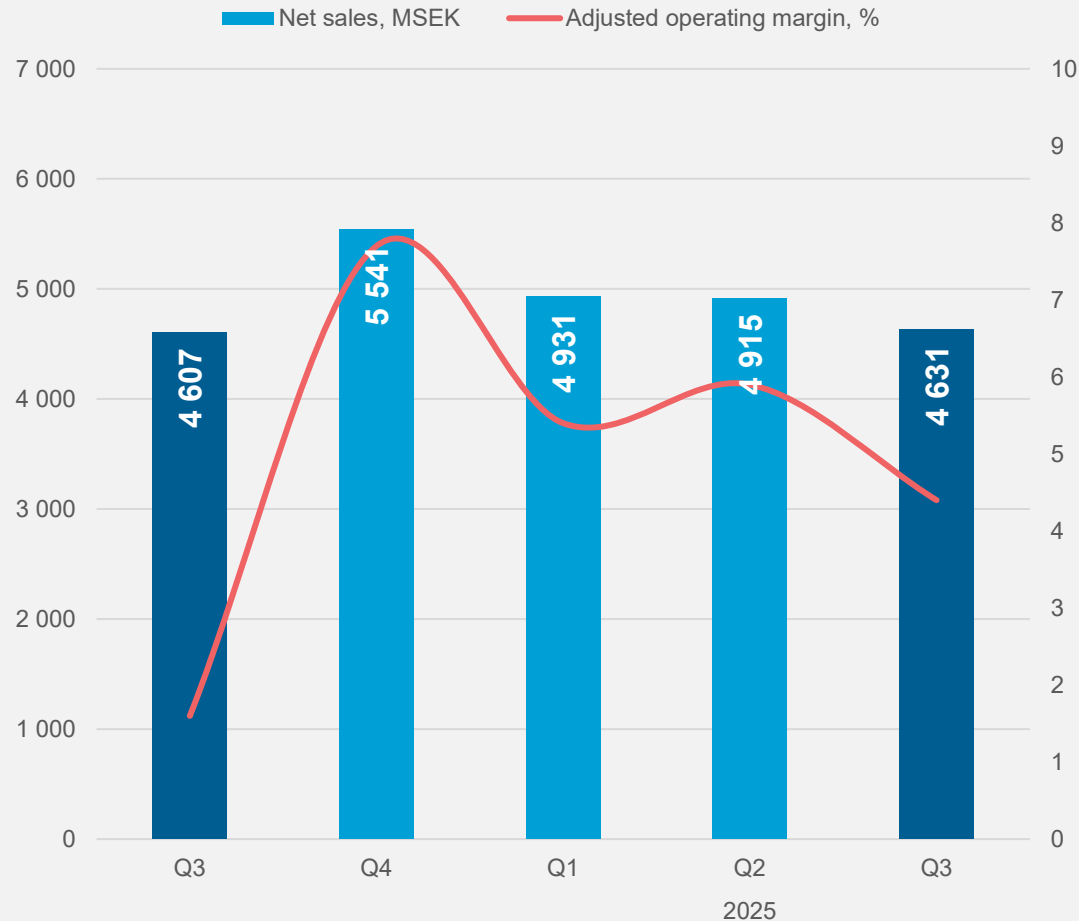
Goal > 40%

Responsible procurement index (RPI)

98

Weighted Responsible Procurement Index containing 3 KPI:s

PostNord Sweden



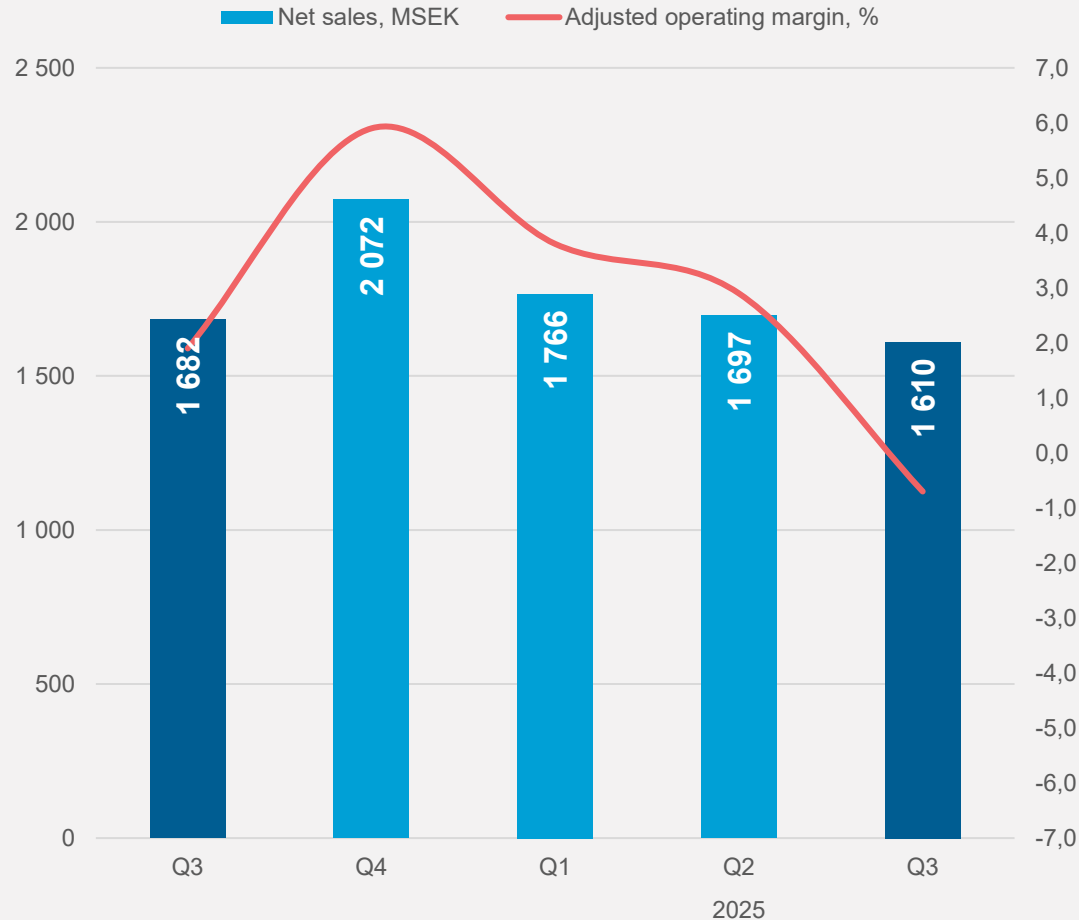
94.1% 94.6%

Delivery quality,
mail, in quarter
Legal requirement 95%

Delivery quality,
parcels, in quarter
Target 97%

- Net sales totaled SEK 4,631 (4,607) million
 - Mail volumes -10% (-14)
 - Parcel volumes 18% (3)
- Operating income totaled SEK 206 (75) million
- Adjusted operating income totaled SEK 206 (75) million
- Operating income increased mainly due to increased parcel volumes and lower costs

PostNord Denmark



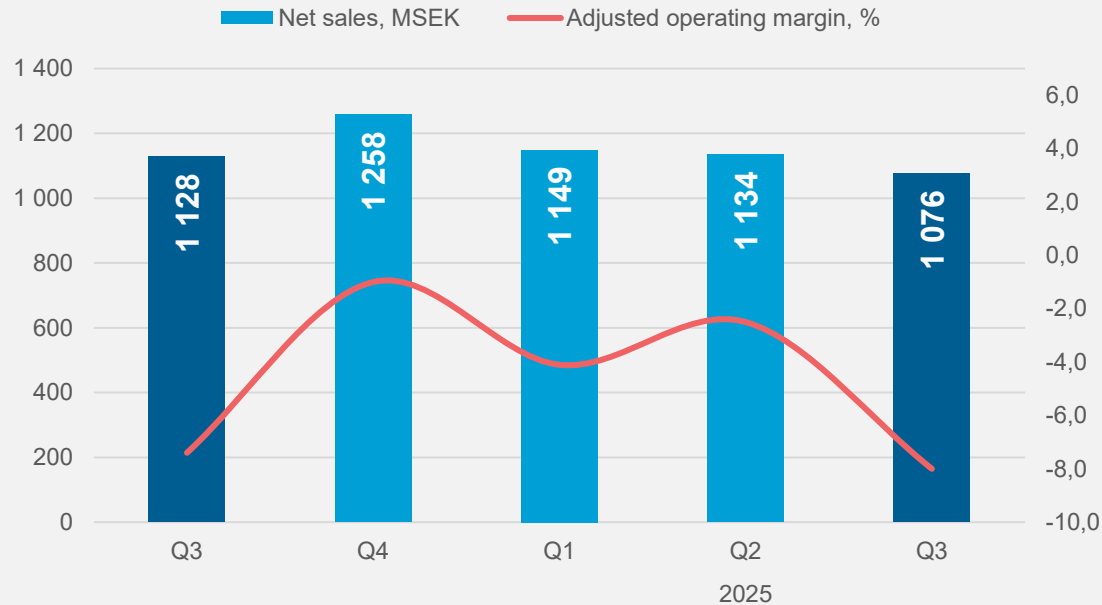
93.8% 94.5%

Delivery quality,
mail, in quarter

Delivery quality,
parcels, in quarter
Target 97%

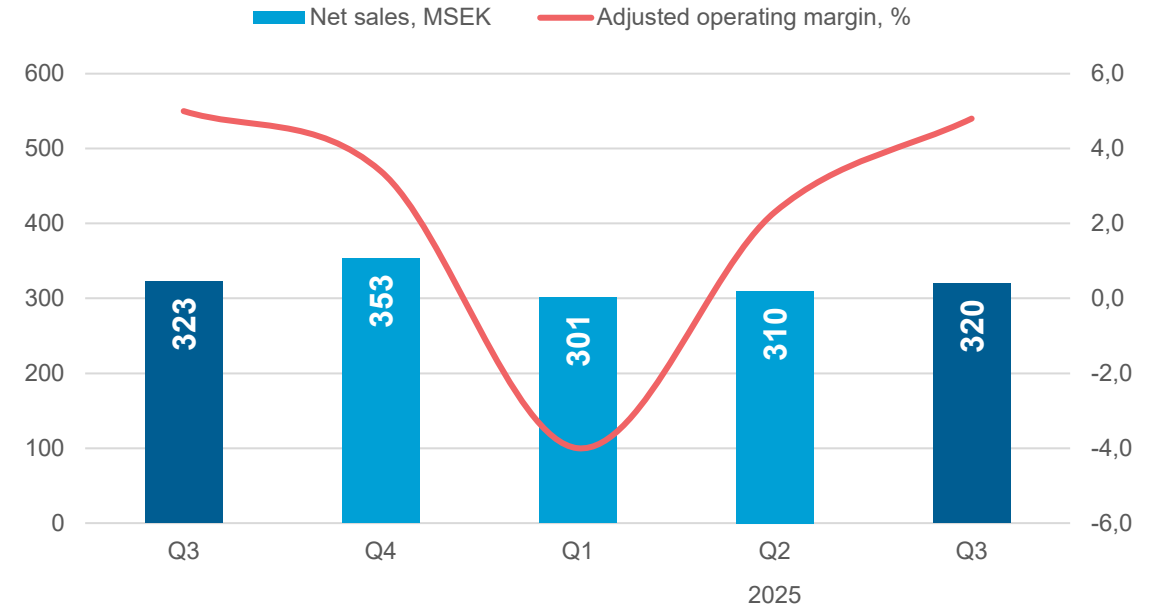
- Net sales totaled SEK 1,610 (1,682) million
 - Mail volumes -23% (-34)
 - Parcel volumes 17% (-2)
- Operating income totaled SEK -105 (32) million
- Adjusted operating income totaled SEK -12 (32) million
- Operating income declined mainly due to restructuring costs related to the wind down of the mail business as well as lower mail volumes

PostNord Norway



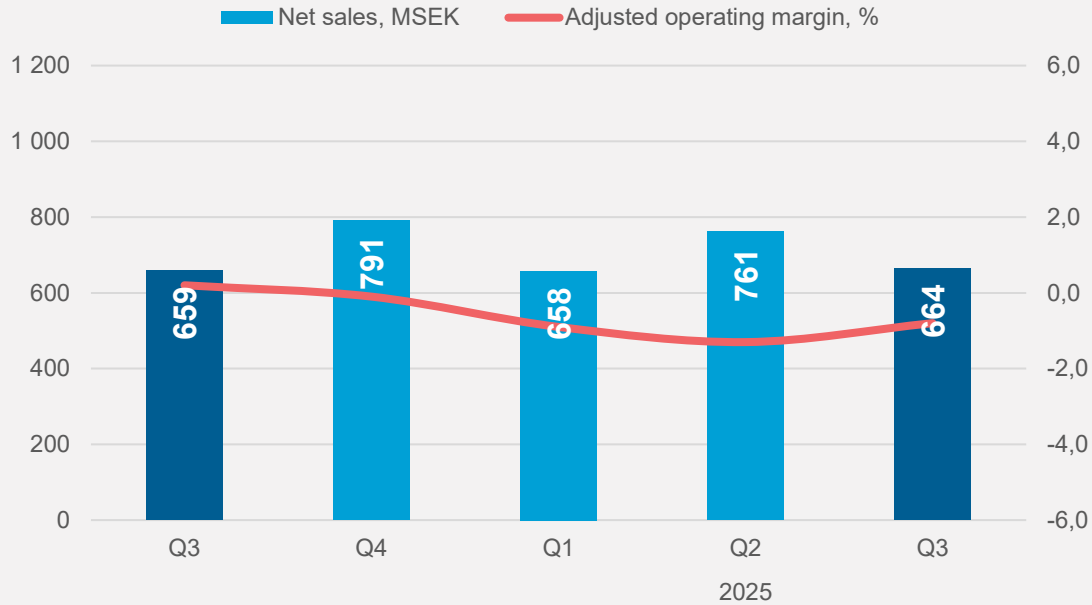
- Net sales totaled SEK 1,076 (1,128) million
 - Parcel volumes 24% (0)
- Operating income totaled SEK -86 (-84) million
- Adjusted operating income totaled SEK -86 (-84) million
- Operating income decreased due to costs related to the wind down of parts of the logistics business

PostNord Finland



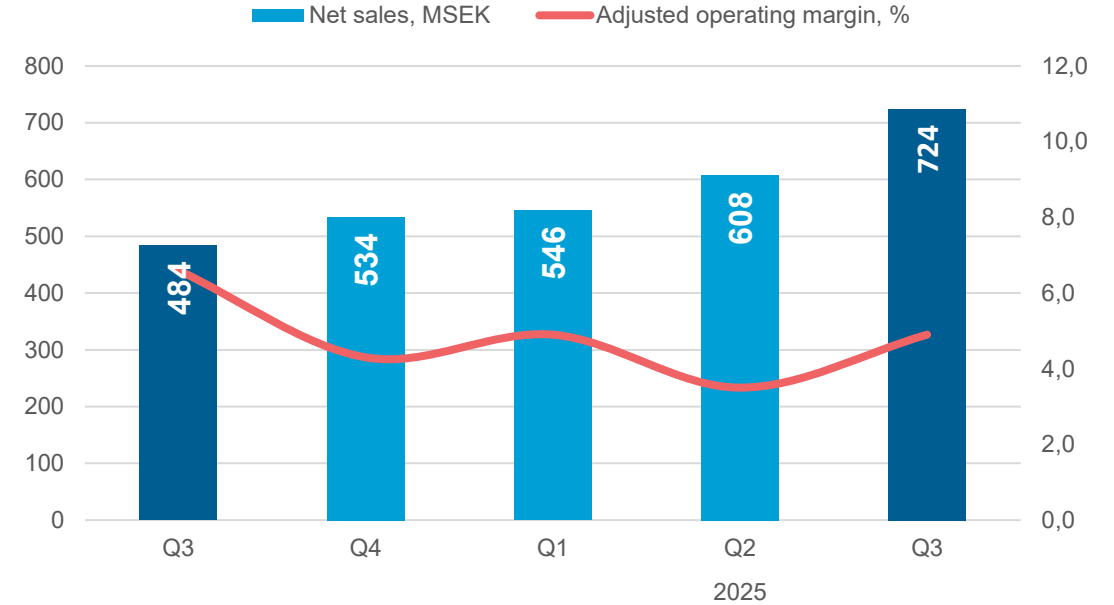
- Net sales totaled SEK 320 (323) million
 - Parcel volumes 17% (29)
- Operating income totaled SEK 15 (16) million
- Adjusted operating income totaled SEK 15 (16) million
- Capacity expansion in the company's own distribution network has continued, while maintenance of terminal capacity has resulted in temporarily increased costs

PostNord International



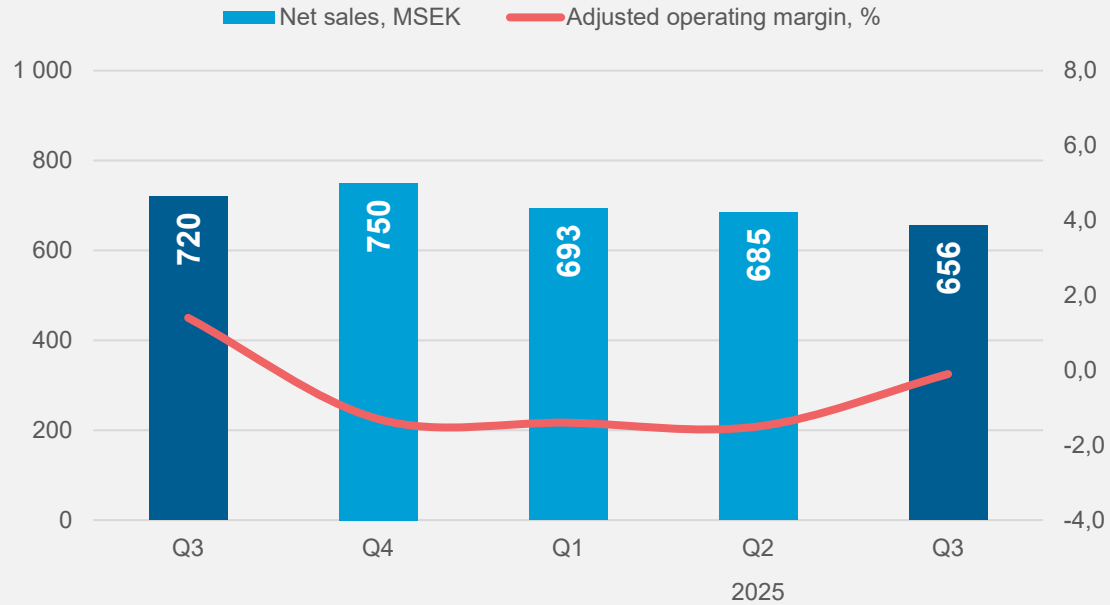
- Net sales totaled SEK 664 (659) million
- Operating income amounted to SEK -5 (1) million
- Adjusted operating income totaled SEK -5 (1) million
- Operating income decreased mainly due to changed customer and product mix

PostNord Strålfors



- Net sales totaled SEK 724 (484) million
- Operating income amounted to SEK 36 (32) million
- Adjusted operating income totaled SEK 36 (32) million
- The improvement in sales and earnings is mainly explained by the acquisition of 21grams

PostNord TPL



- Net sales totaled SEK 656 (720) million
- Operating income amounted to SEK 0 (-7) million
- Adjusted operating income totaled SEK 0 (10) million
- The improved income is mainly explained by ongoing initiatives to adapt warehouse capacity and cost levels to the lower demand

Financial summary PostNord Group

	Q3 2025	Q3 2024	Change
Net sales, SEKm	8,473	8,570	-2% LFL, adjusted for currency effects
Operating income, SEKm	106	86	
Operating margin, %	1.3	1.0	
Adjusted operating income, SEKm	166	104	
Adjusted operating margin, %	2.0%	1.2%	
Net profit for the period, SEKm	51	67	
Cash flow from operating activities SEKm	438	1 142	
Return on capital employed (ROCE), %	6,6	-0.8	

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