

Year-end report

**Q4 2024**

**postnord**



# Strong end to the year

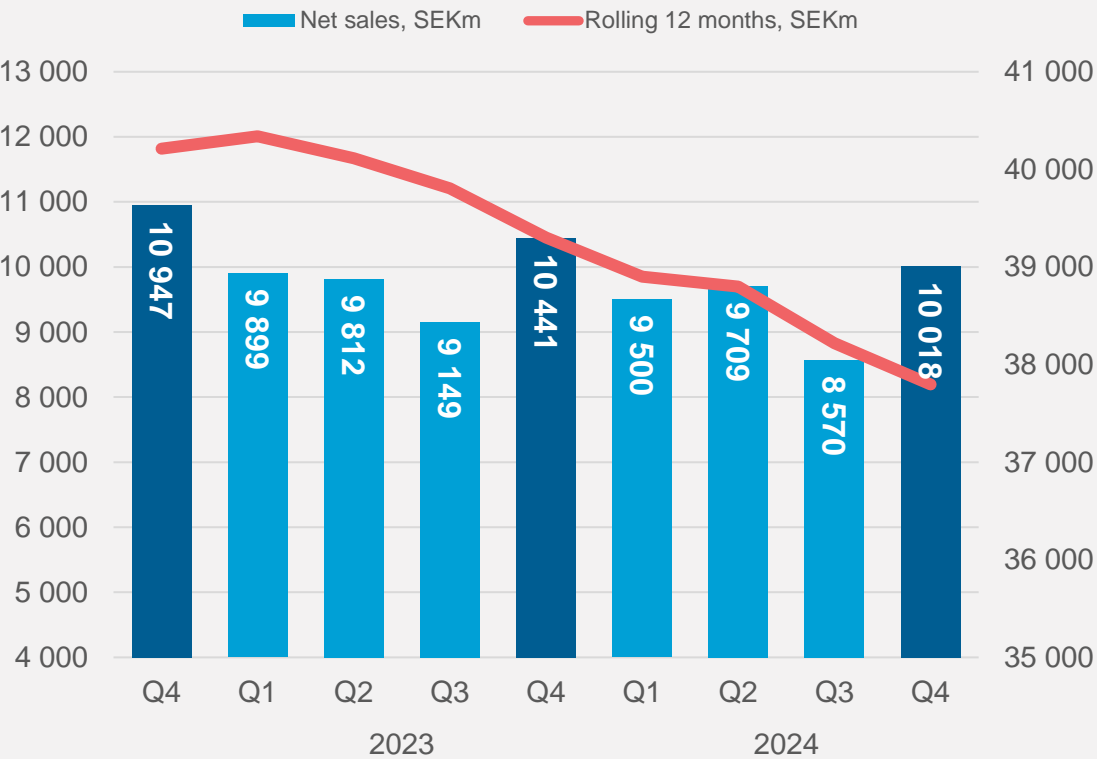
## General comments


- Strong end to a year where earnings improved every quarter
- Ongoing improvement programs are continuing to yield results
- Increased parcel volumes as well as lower costs per parcel
- Continued focus on profitable growth in parcels

## Fourth quarter 2024

- Net sales totaled SEK 10,018 (10,441) million
- Overall, parcel volumes increased by 6 (-4) percent
- Mail volumes decreased by -19 (-12) percent
- Operating income (EBIT) totaled SEK 385 (124) million
- Adjusted operating income (adjusted EBIT) totaled SEK 498 (328) million

# Net sales






Net sales totaled

**SEK 10,018m**


(10,441) -4% like-for-like



Parcel volume business-to-business

**-1 %**


(-10)



Parcel volume business-to-consumer

**8 %**

(-1)

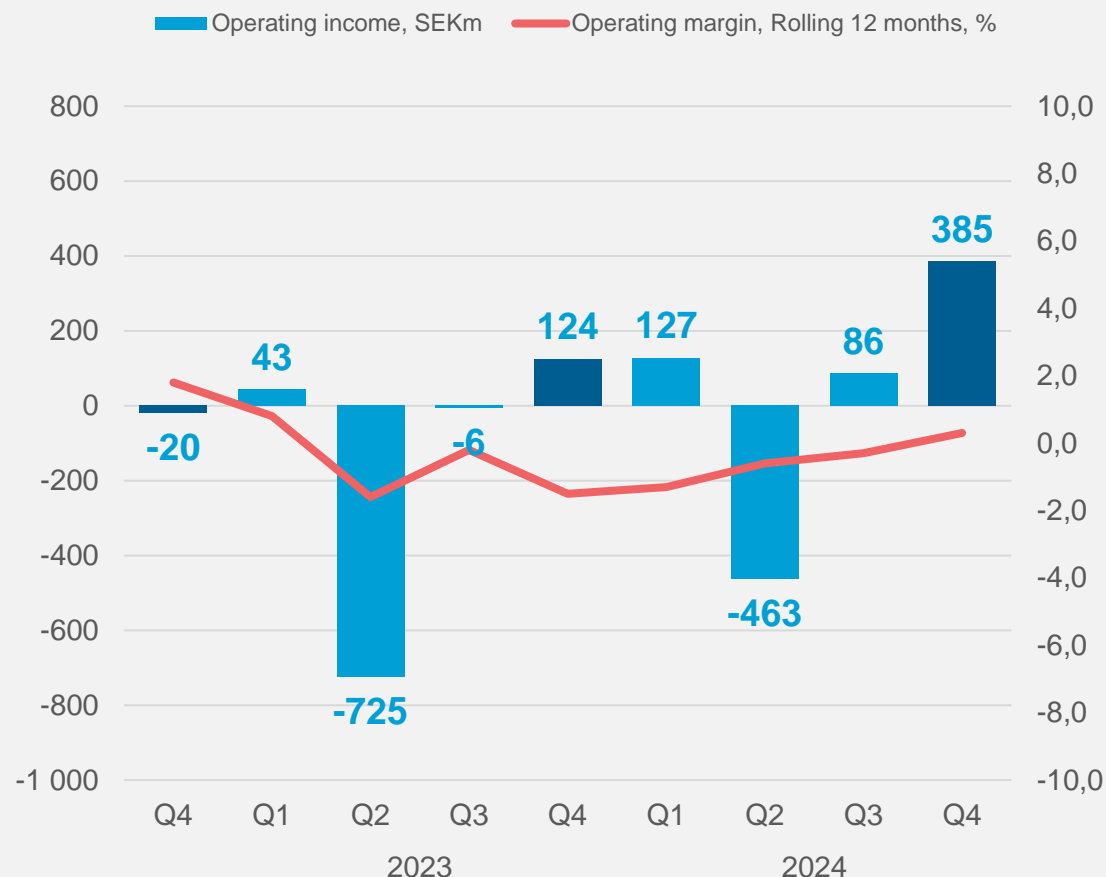


Total mail volume

**-19 %**

(-12)

# Operating income



o00

Operating income

**SEK 385m**

(124)

📊

Operating margin, Q4

**3.8 %**

(1.2)

o00

Adjusted operating income

**SEK 498m**

(328)

📊

Adjusted operating margin

**5.0 %**

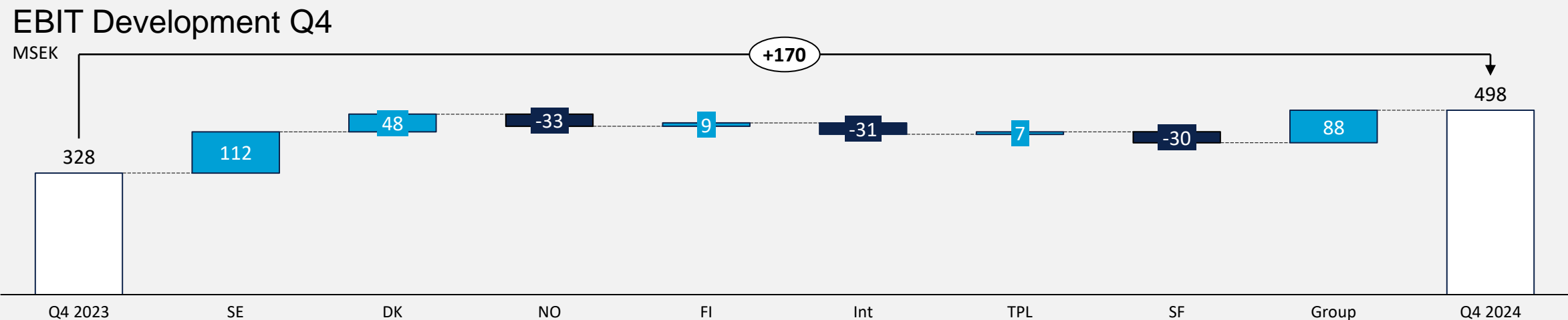
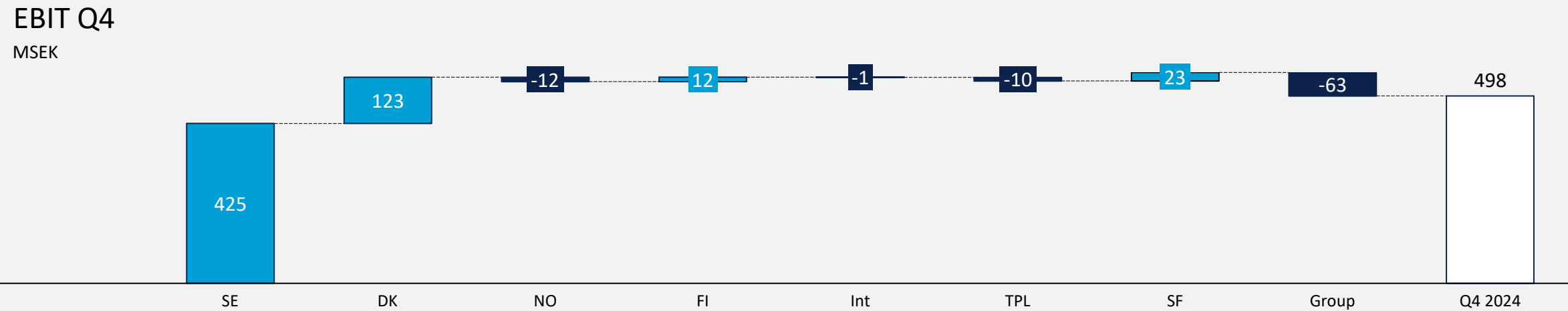
(3.1)

➔

Ongoing improvement programs  
are continuing to yield results

# EBIT 2024 Q4

## GROUP (before IAC)



# Delivery quality parcels in Q4



Delivery quality, Group (in the quarter)  
**93.4%**



Delivery quality, Group (rolling 12 months)  
**94.0%**



# Sustainability

Carbon dioxide  
emission

**-35%**

**Goal -40%  
by 2025**

Carbon dioxide  
emissions by  
PostNord relative  
to 2020 YTD level

Gender  
equality

**37%**

Level 1–3: 37% women/63% men

**30%**

Level 4–6: 30% women/70% men

**Goal > 40%**

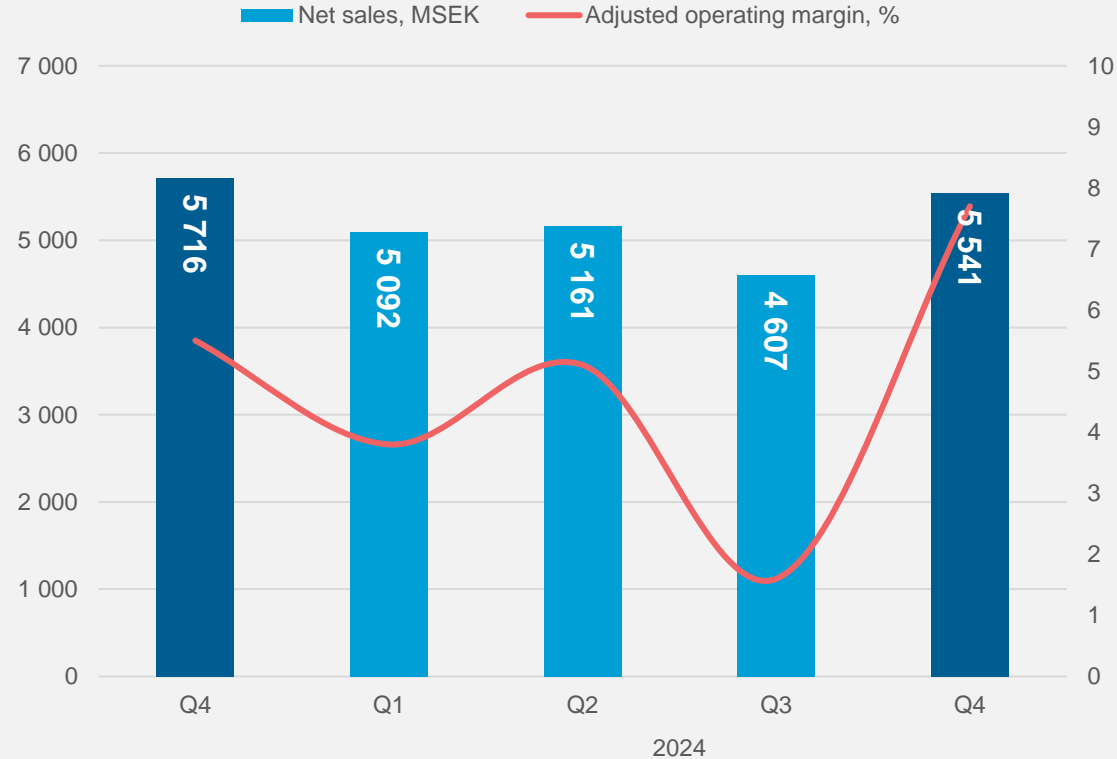
Percentage of PostNord managers who  
are of the underrepresented gender

Responsible  
procurement index (RPI)

**99**

Weighted Responsible  
Procurement Index  
containing 3 KPI:s

# PostNord Sweden



## 95.8%

Delivery quality,  
mail, in quarter  
Legal requirement 95%

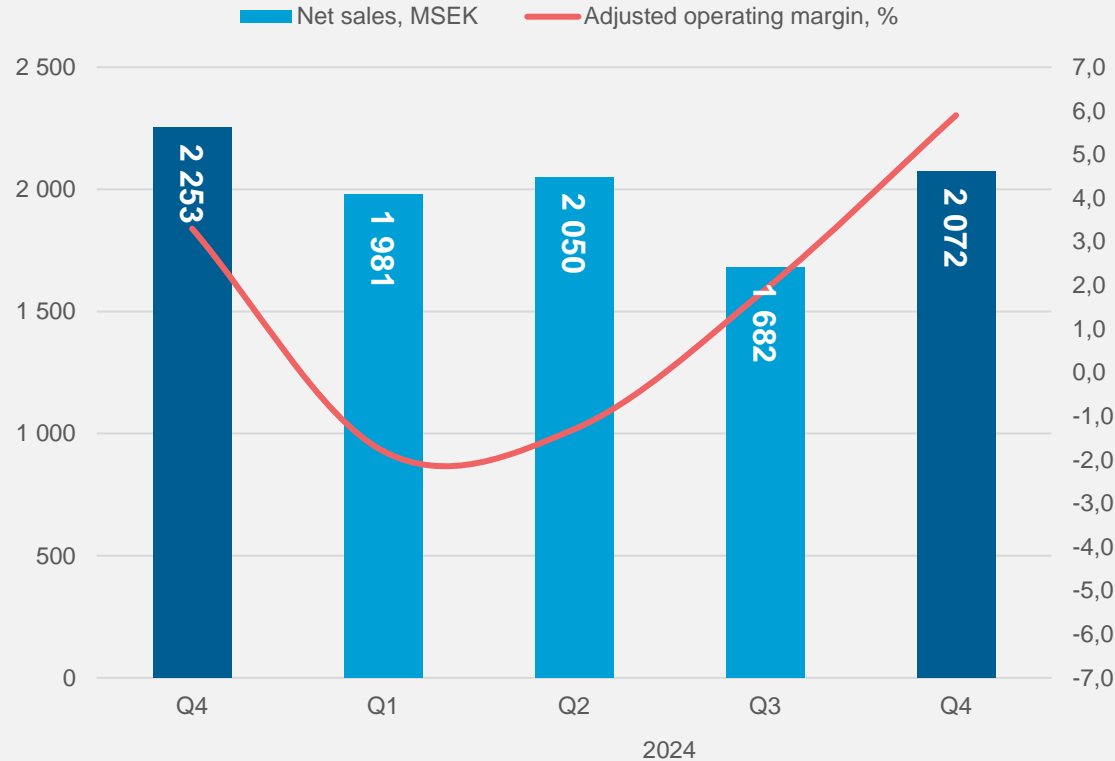
## 93.5%

Delivery quality,  
parcels, in quarter  
Target 97%

- Net sales totaled SEK 5,541 (5,716) million
  - Mail volumes -14% (-13)
  - Parcel volumes 7% (-2)
- Operating income totaled SEK 329 (251) million
- Adjusted operating income totaled SEK 425 (314) million
- Operating income increased mainly due to improvement initiatives and lower costs for purchased transport capacity



# PostNord Denmark



## 93.3%

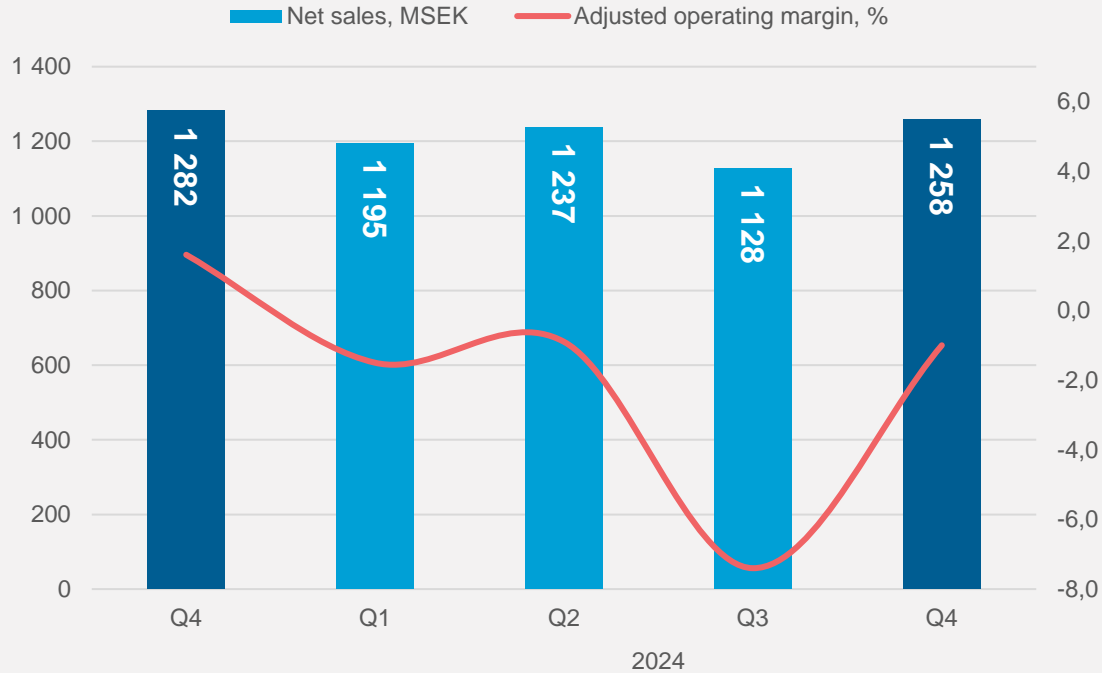
Delivery quality,  
mail, in quarter

## 93.5%

Delivery quality,  
parcels, in quarter  
Target 97%

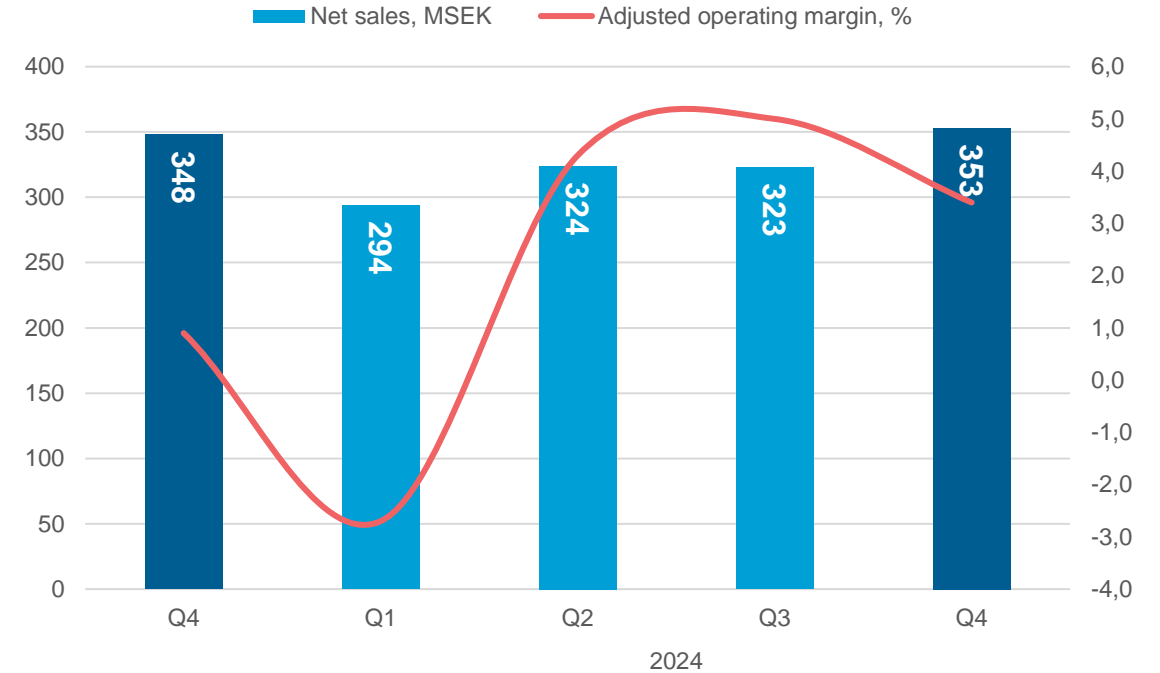
- Net sales totaled SEK 2,072 (2,253) million
  - Mail volumes -44% (-4)
  - Parcel volumes 10% (-4)
- Operating income totaled SEK 106 (-68) million
- Adjusted operating income totaled SEK 123 (75) million
- Operating income increased due to ongoing improvement programs and lower depreciation costs

# PostNord Norway



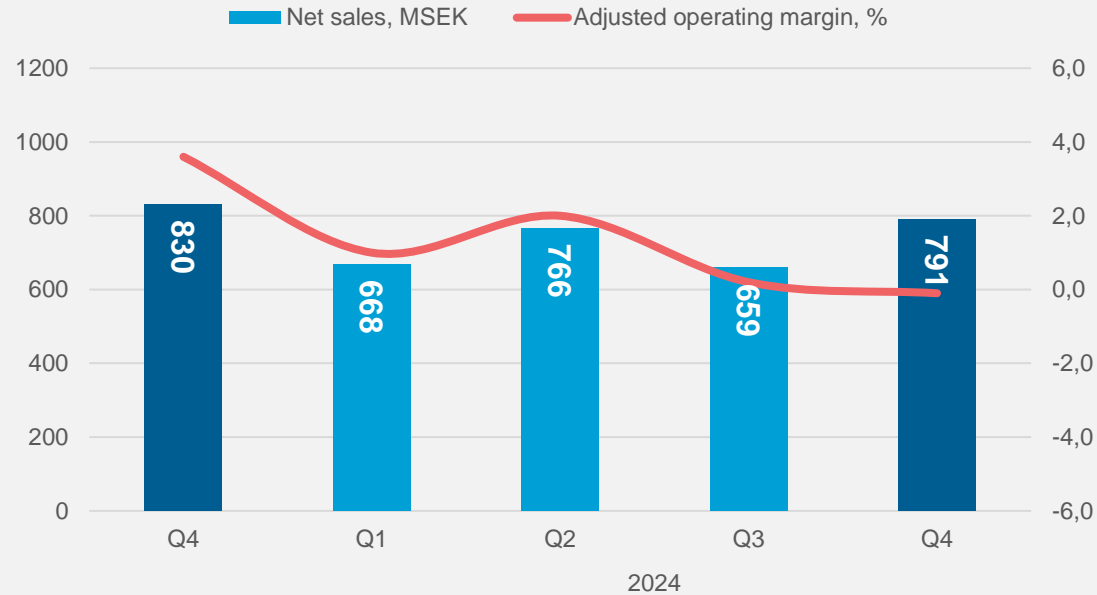
- Net sales totaled SEK 1,258 (1,282) million
  - Parcel volumes 4% (-10)
- Operating income totaled SEK -12 (21) million
- Adjusted operating income totaled SEK -12 (21) million
- Operating income decreased due to lower profitability in the parcel and logistics operations

# PostNord Finland



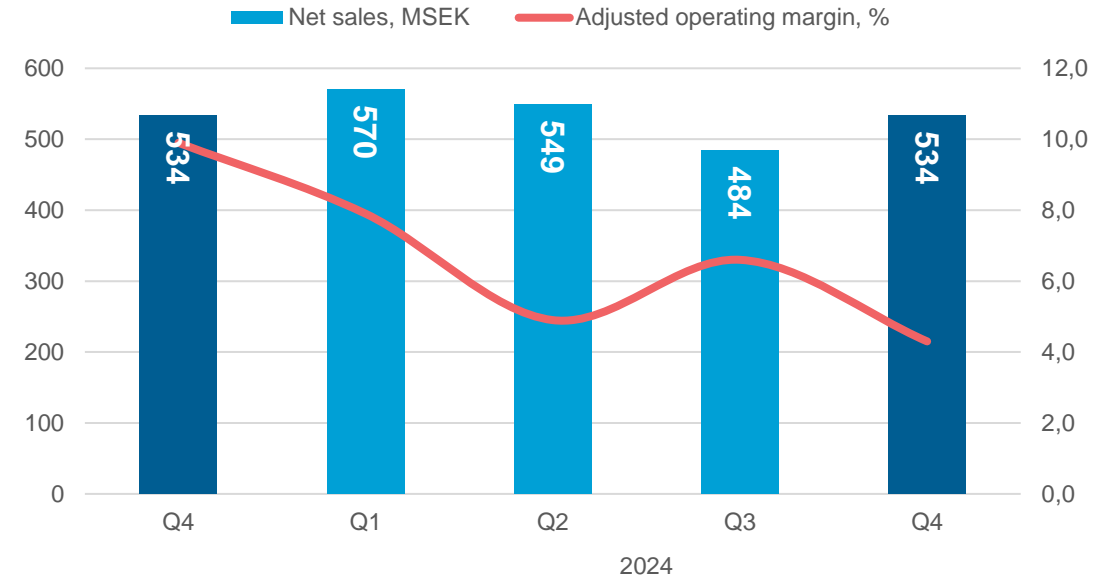
- Net sales totaled SEK 353 (348) million
  - Parcel volumes 32% (3)
- Operating income totaled SEK 12 (3) million
- Adjusted operating income totaled SEK 12 (3) million
- Operating income increased due to increase in parcel volumes and efficiency improvements in production

# PostNord International



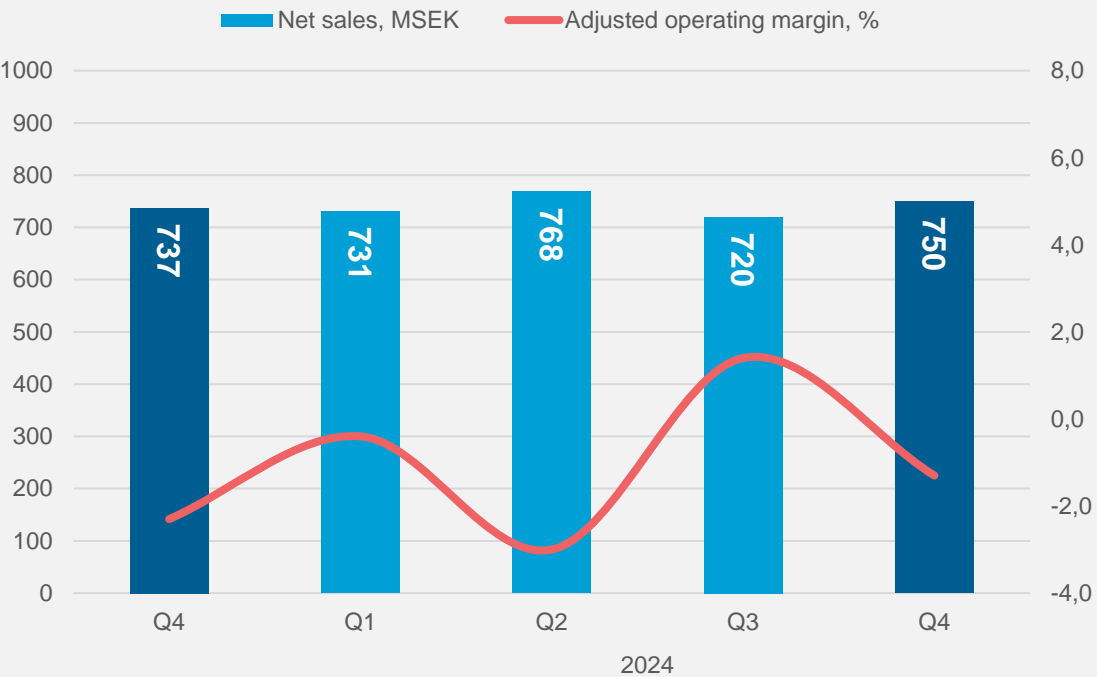
- Net sales totaled SEK 791 (830) million
- Operating income amounted to SEK -1 (30) million
- Adjusted operating income totaled SEK -1 (30) million
- Operating income decreased mainly due to additional costs from previous periods attributable to terminal settlements

# PostNord Strålfors



- Net sales totaled SEK 534 (534) million
- Operating income amounted to SEK 23 (53) million
- Adjusted operating income totaled SEK 23 (53) million
- Operating income decreased due to product mix and project costs

# PostNord TPL



- Net sales totaled SEK 750 (737) million
- Operating income amounted to SEK -10 (-17) million
- Adjusted operating income totaled SEK -10 (-17) million
- Operating income was negatively affected by excess capacity of storage areas in Sweden and low margins in Finland

# Financial summary PostNord Group

	Q4 2024	Q4 2023	Change
Net sales, SEKm	10,018	10,441	-4%
Operating income, SEKm	385	124	
Operating margin, %	3.8	1.2	
Adjusted operating income, SEKm	498	328	
Adjusted operating margin, %	5.0%	3.1%	
Net profit for the period, SEKm	306	89	
Cash flow from operating activities SEKm	1,422	733	
Return on capital employed (ROCE), %	0.9%	-3.8%	

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**postnord**