

Year-end report 2025

Q4 2025

postnord



Income affected by wind-down in Denmark

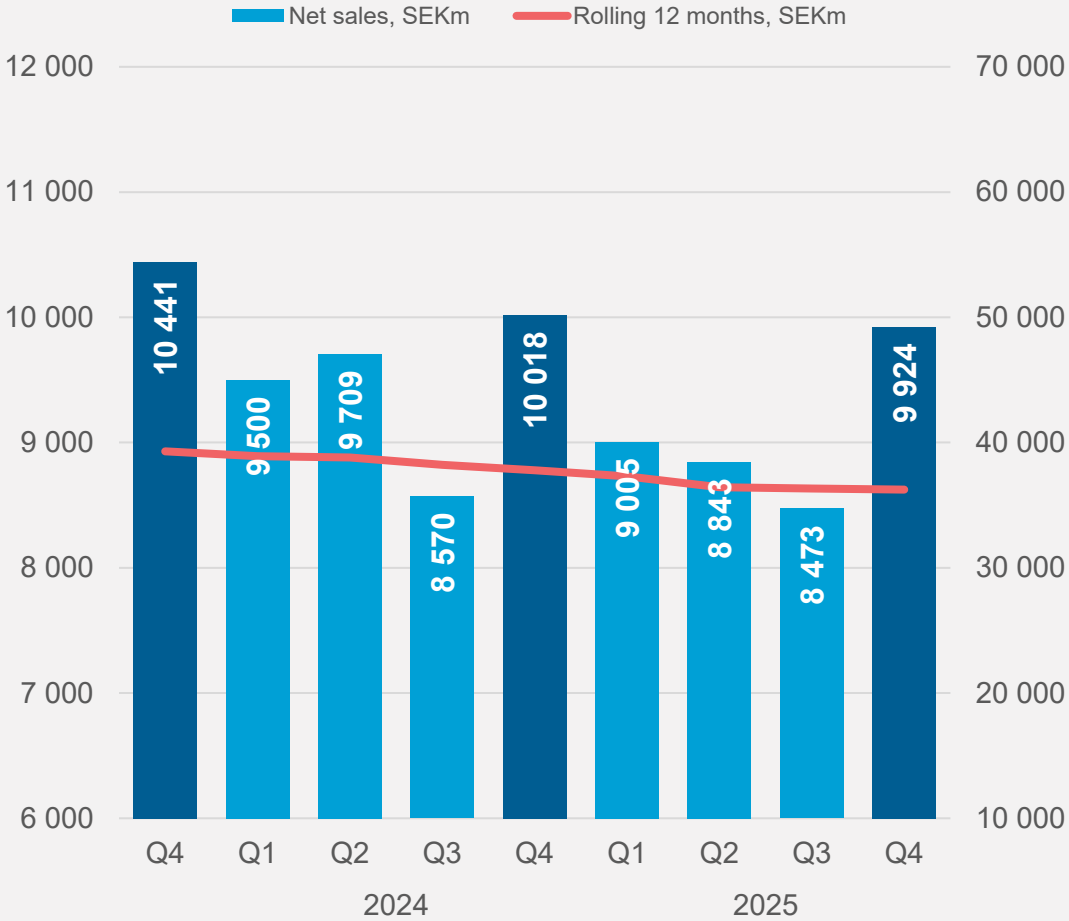
General comments

- Income was negatively affected by declined mail volumes and costs related to wind-down of the Danish mail business.
- At the same time, our parcel business grew due to our improvement programs that continued to deliver as planned, contributing to increased profitability and growth.
- The parcel market continues to show attractive growth, while competition and pressure on prices remain intense.
- Ongoing adaptation of Swedish mail operations.

Fourth quarter 2025

- Net sales totaled SEK 9,924 (10,018) million
- Parcel volumes increased by 11 (6) percent
- Mail volumes decreased by -12 (-19) percent
- Operating income (EBIT) totaled SEK 284 (385) million
- Adjusted operating income (adjusted EBIT) totaled SEK 237 (498) million

Net sales



Net sales
9,924 SEKm (10,018)



Parcel volumes business-to-business
4% (-1)

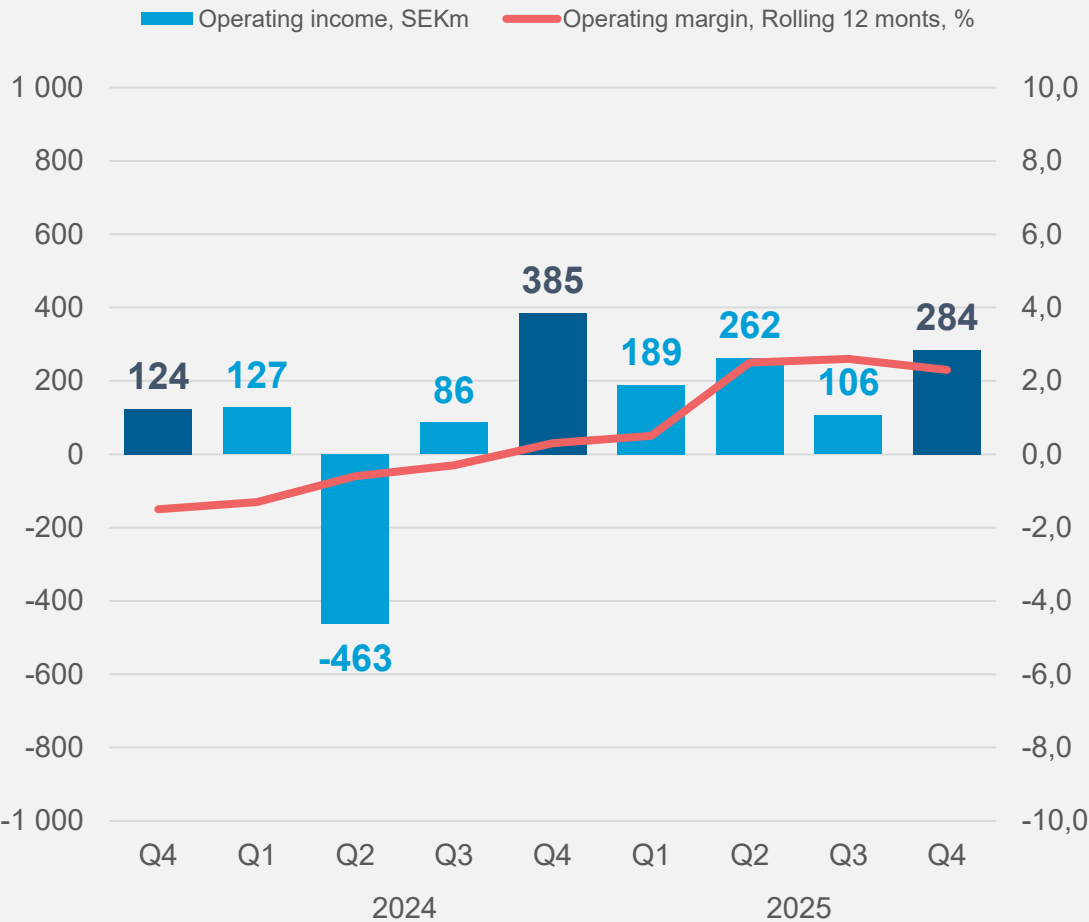


Parcel volumes business-to-consumer
12% (8)



Mail volumes
-12% (-19)

Operating income



Operating income
284 SEKm (385)



Operating margin
2.9 % (3.8)

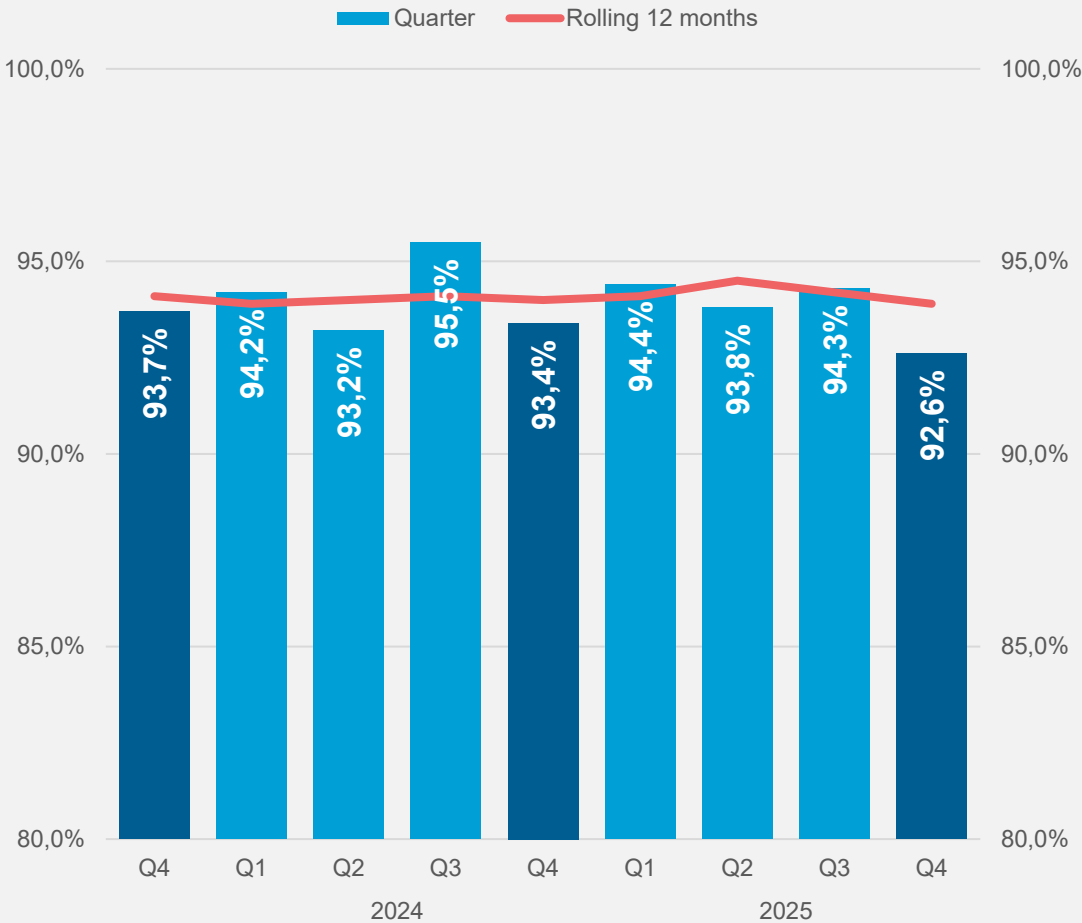


Adjusted operating income
237 SEKm (498)



Adjusted operating margin
2.4 % (5.0)

Delivery quality parcels in Q4



Delivery quality, Group (in the quarter)
92.6%



Delivery quality, Group (rolling 12 months)
93.9%

Sustainability

Carbon dioxide emission

-27%

Change in carbon dioxide emissions by PostNord relative to 2024 Q4 level

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

Gender equality

37%

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

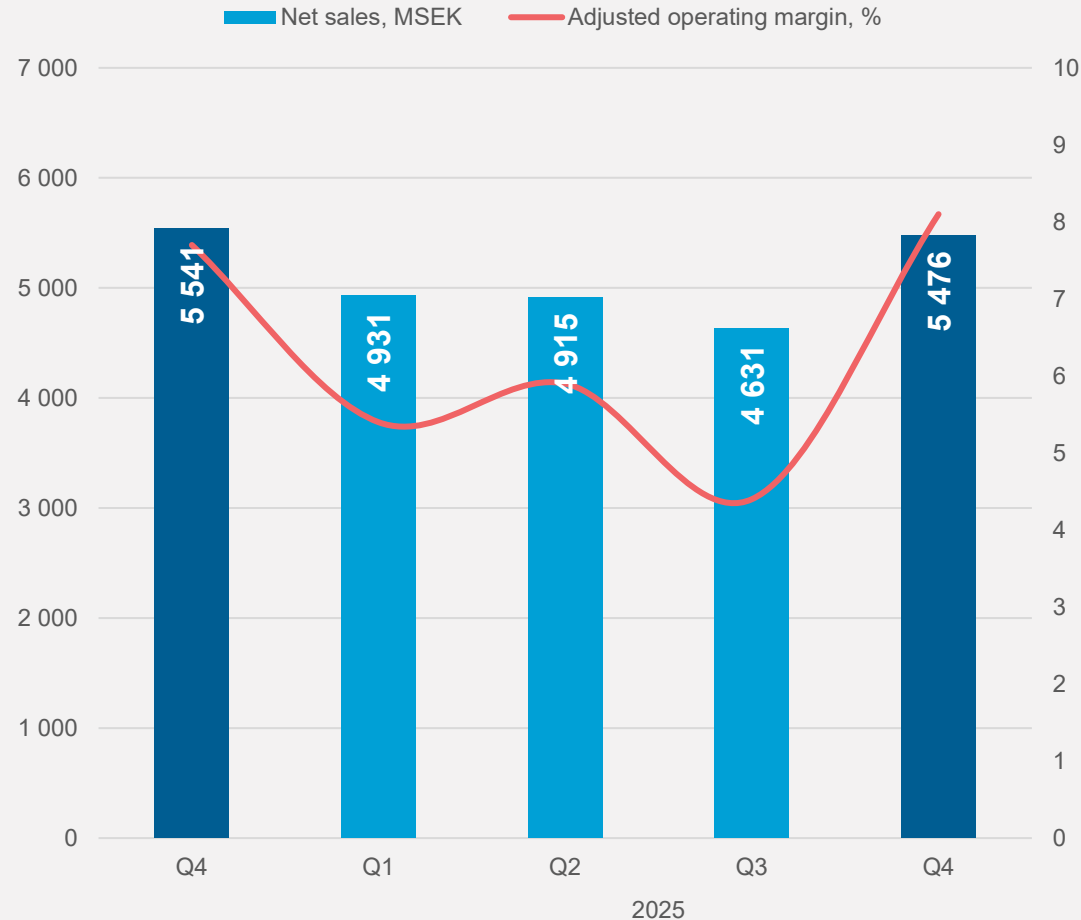
Goal > 40%

Responsible procurement index (RPI)

98

Weighted Responsible Procurement Index containing 3 KPI:s

PostNord Sweden



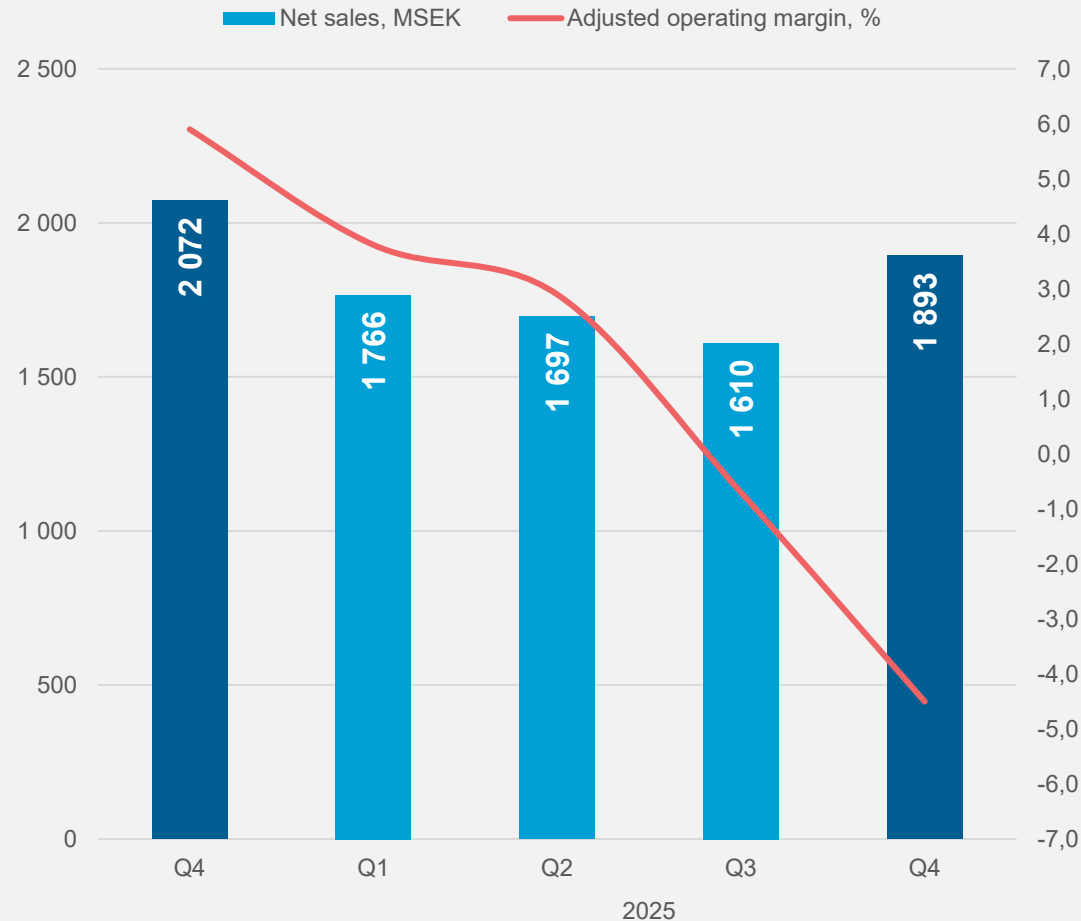
91.6% 93.8%

Delivery quality,
mail, in quarter
Legal requirement 95%

Delivery quality,
parcels, in quarter
Target 97%

- Net sales totaled SEK 5,476 (5,541) million
 - Mail volumes -10% (-14)
 - Parcel volumes 8% (7)
- Operating income totaled SEK 443 (329) million
- Adjusted operating income totaled SEK 443 (425) million
- Operating income increased mainly due to lower costs as a result of ongoing improvement programs

PostNord Denmark



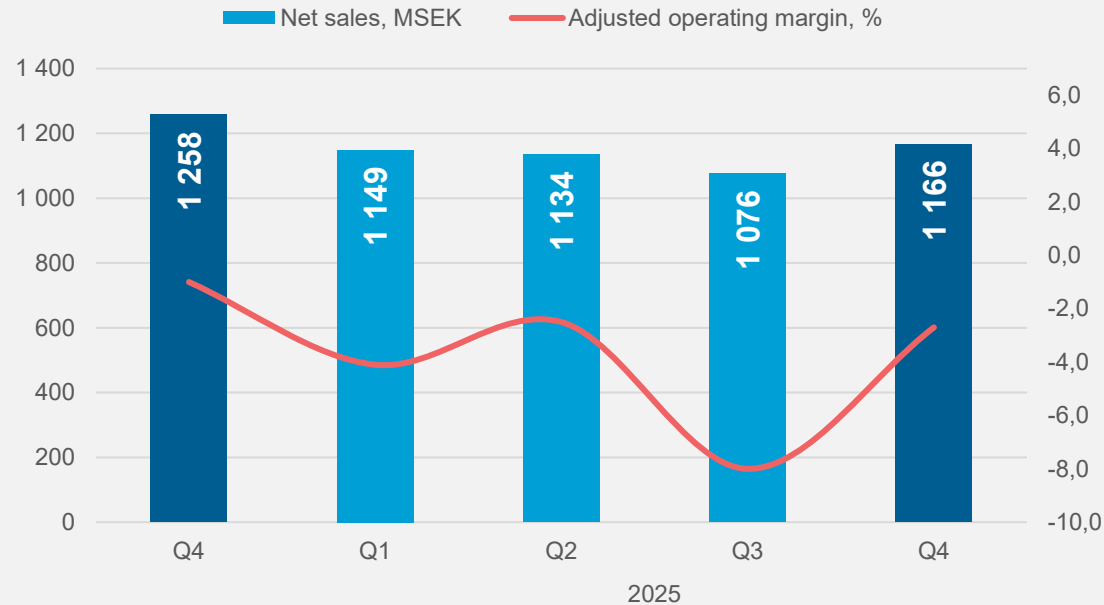
95.3% 90.9%

Delivery quality,
mail, in quarter

Delivery quality,
parcels, in quarter
Target 97%

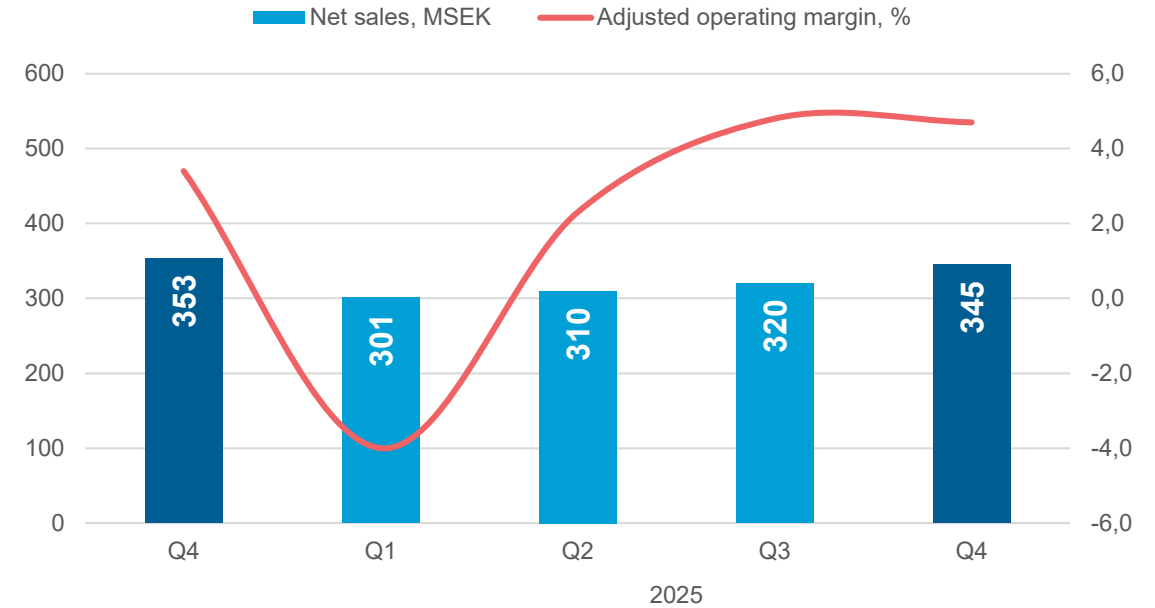
- Net sales totaled SEK 1,893 (2,072) million
 - Mail volumes -23% (-44)
 - Parcel volumes 7% (10)
- Operating income totaled SEK -42 (106) million
- Adjusted operating income totaled SEK -84 (123) million
- Operating income declined mainly due to restructuring costs related to the wind down of the mail business as well as lower mail volumes

PostNord Norway



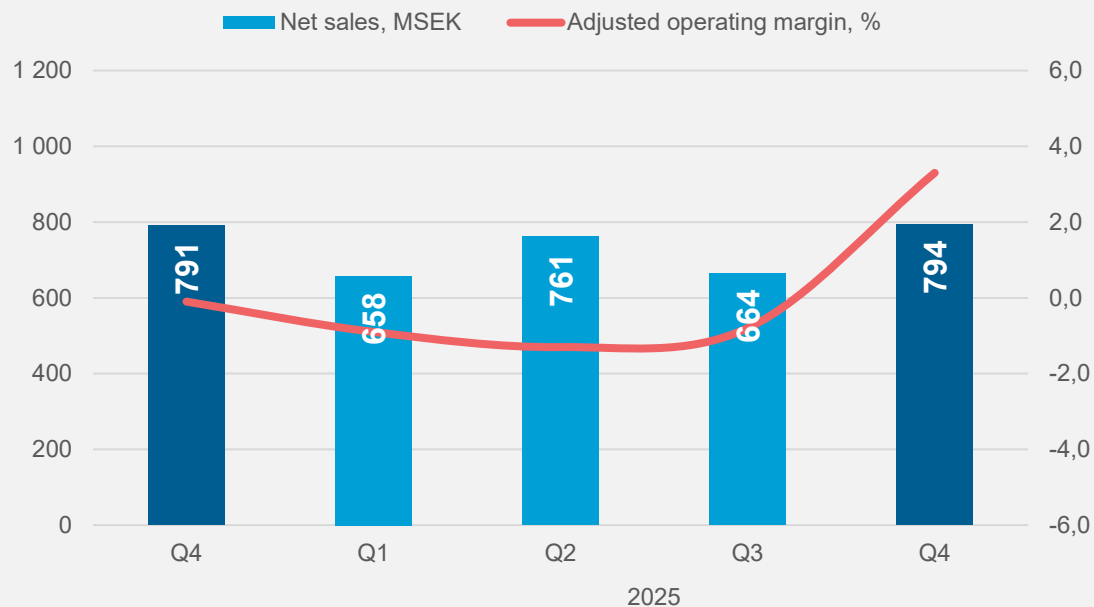
- Net sales totaled SEK 1,166 (1,258) million
 - Parcel volumes 28% (4)
- Operating income totaled SEK -25 (-12) million
- Adjusted operating income totaled SEK -31 (-12) million
- Operating income decreased due to declined profitability in the logistics business

PostNord Finland



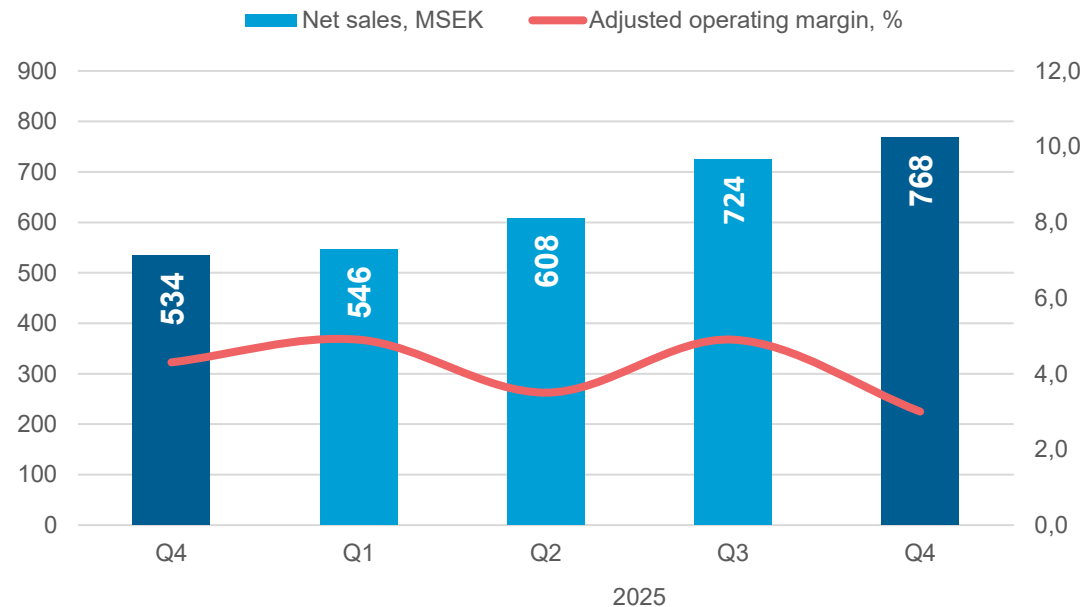
- Net sales totaled SEK 345 (353) million
 - Parcel volumes 17% (32)
- Operating income totaled SEK 16 (12) million
- Adjusted operating income totaled SEK 16 (12) million
- Operating income increased as a result of volume growth, increased efficiency and terminated non profitable customer contracts

PostNord International



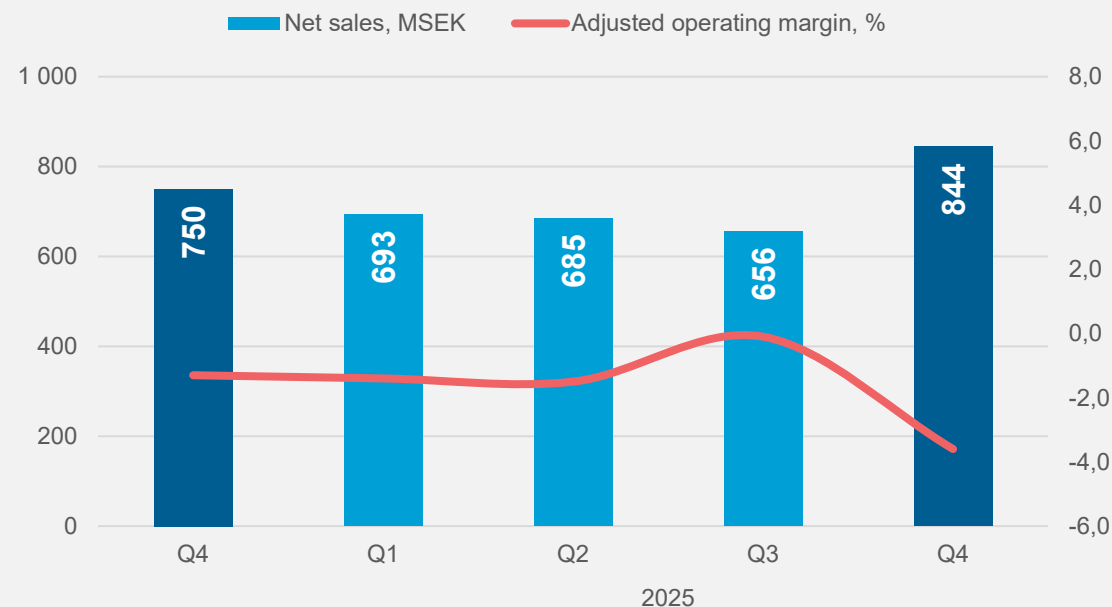
- Net sales totaled SEK 794 (791) million
- Operating income amounted to SEK 26 (-1) million
- Adjusted operating income totaled SEK 26 (-1) million
- Operating income increased mainly due to one-off costs charged to Q4 2024

PostNord Strålfors



- Net sales totaled SEK 768 (534) million
- Operating income amounted to SEK 23 (23) million
- Adjusted operating income totaled SEK 23 (23) million
- Price and product mix effects as well as restructuring costs have negatively affected the result, while the acquisition of 21grams has positively affected the result.

PostNord TPL



- Net sales totaled SEK 844 (750) million
- Operating income amounted to SEK-36 (-10) million
- Adjusted operating income totaled SEK -30 (-10) million
- The decline in income is mainly explained by over capacity and increased restructuring costs

Financial summary PostNord Group

	Q4 2025	Q4 2024	Change
Net sales, SEKm	9,924	10,018	-1% LFL, adjusted for currency effects
Operating income, SEKm	284	385	
Operating margin, %	2.9	3.8	
Adjusted operating income, SEKm	237	498	
Adjusted operating margin, %	2.4%	5.0%	
Net profit for the period, SEKm	172	306	
Cash flow from operating activities SEKm	1,533	1,422	
Return on capital employed (ROCE), %	6,1	0.9	

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