

Interim report

Q1 2025

postnord



Growth in the parcel business improved the Group's results

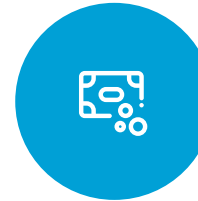
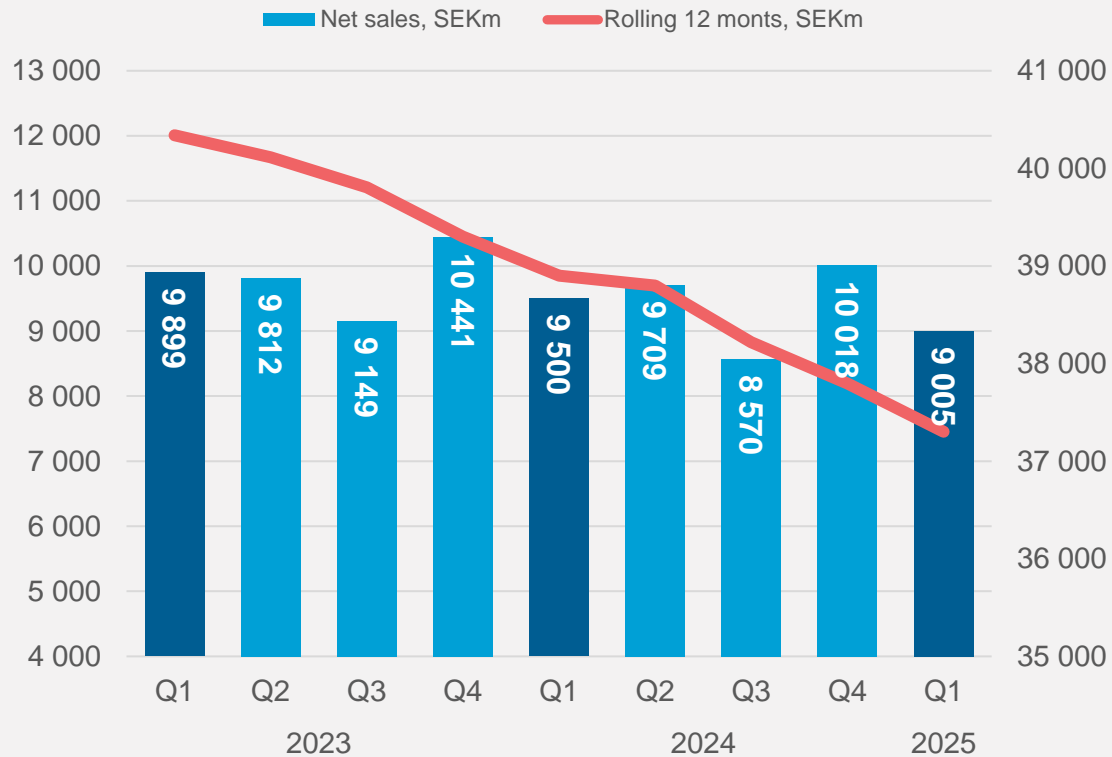
General comments

- Strong development in the parcel business laid the foundation for another quarter in which the result improved
- Ongoing improvement programs are continuing to yield results
- No mail business in Denmark from 2026 and many important measures related to the mail business in Sweden

First quarter 2025

- Net sales totaled SEK 9,005 (9,500) million
- Overall, parcel volumes increased by 8 (-2) percent
- Mail volumes decreased by -14 (-14) percent
- Operating income (EBIT) totaled SEK 189 (127) million
- Adjusted operating income (adjusted EBIT) totaled SEK 274 (154) million

Net sales



Net sales

9,005 SEKm

(9,500) -5% LFL



Parcel volumes business-to-business

1%

(-8)



Parcel volumes business-to-consumer

10%

(0)

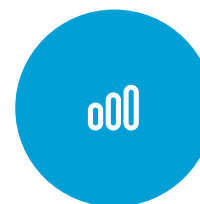
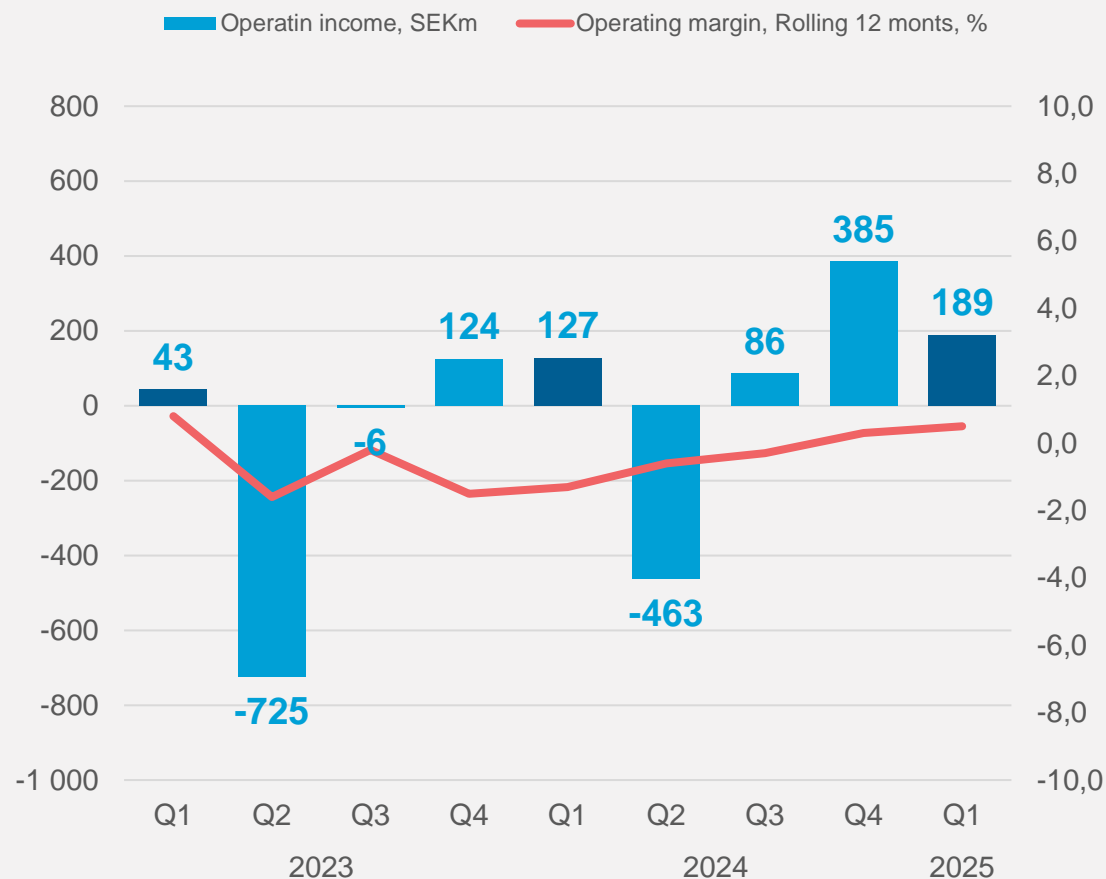


Mail volumes

-14%

(-14)

Operating income



Operating income

189 SEKm

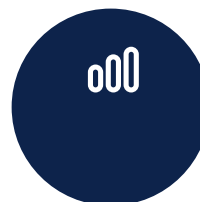
(127)



Operating margin, Q1

2,1 %

(1.4)



Adjusted operating income

SEK 274 mkr

(154)



Adjusted operating margin

3,0 %

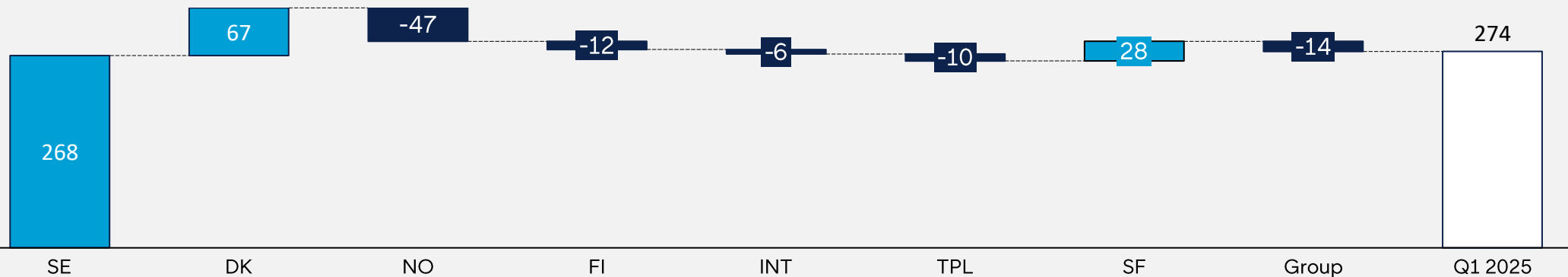
(1,6)

EBIT 2025 Q1

GROUP (before IAC)

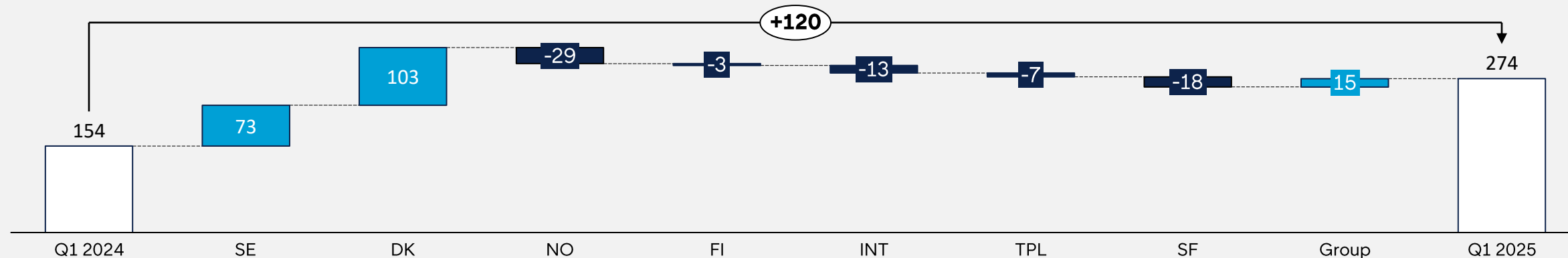
EBIT Q1

MSEK

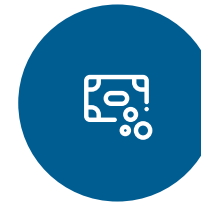
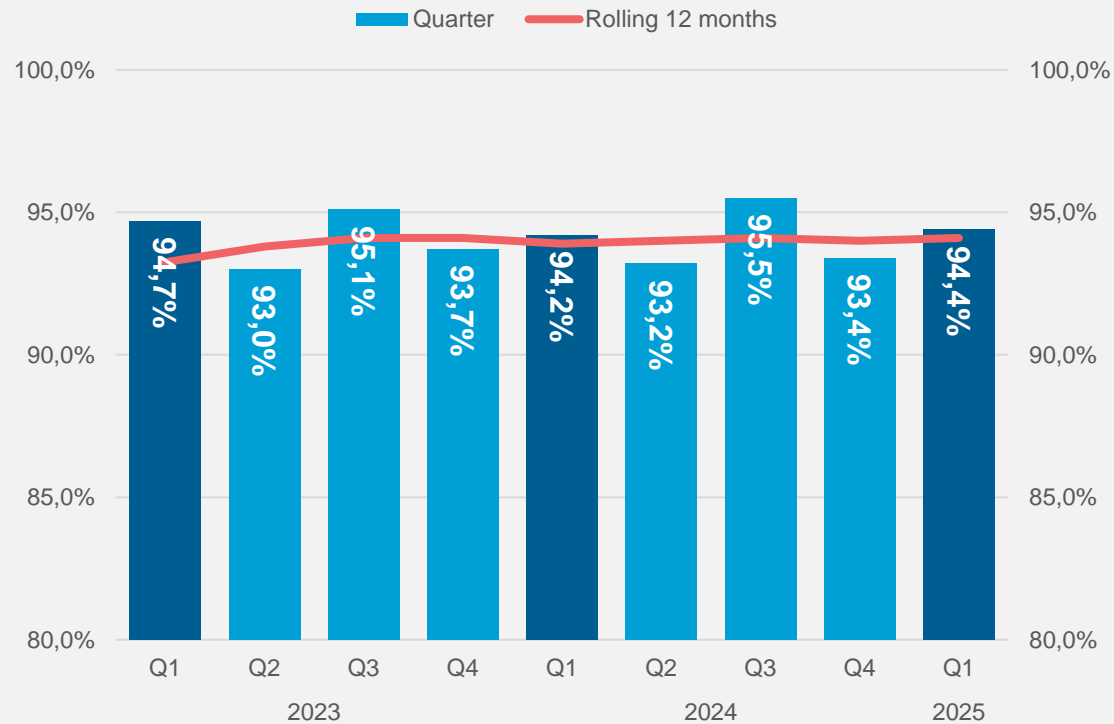


EBIT Development Q1

MSEK



Delivery quality parcels in Q1



Delivery quality, Group (in the quarter)

94.4%



Delivery quality, Group (rolling 12 months)

94.1%

Sustainability

Carbon dioxide emission

-34%

**Goal -40%
by 2025**

Carbon dioxide emissions by PostNord relative to 2024 Q1 level

Gender equality

37%

Level 1–3: 37% women/63% men

30%

Level 4–6: 30% women/70% men

Goal > 40%

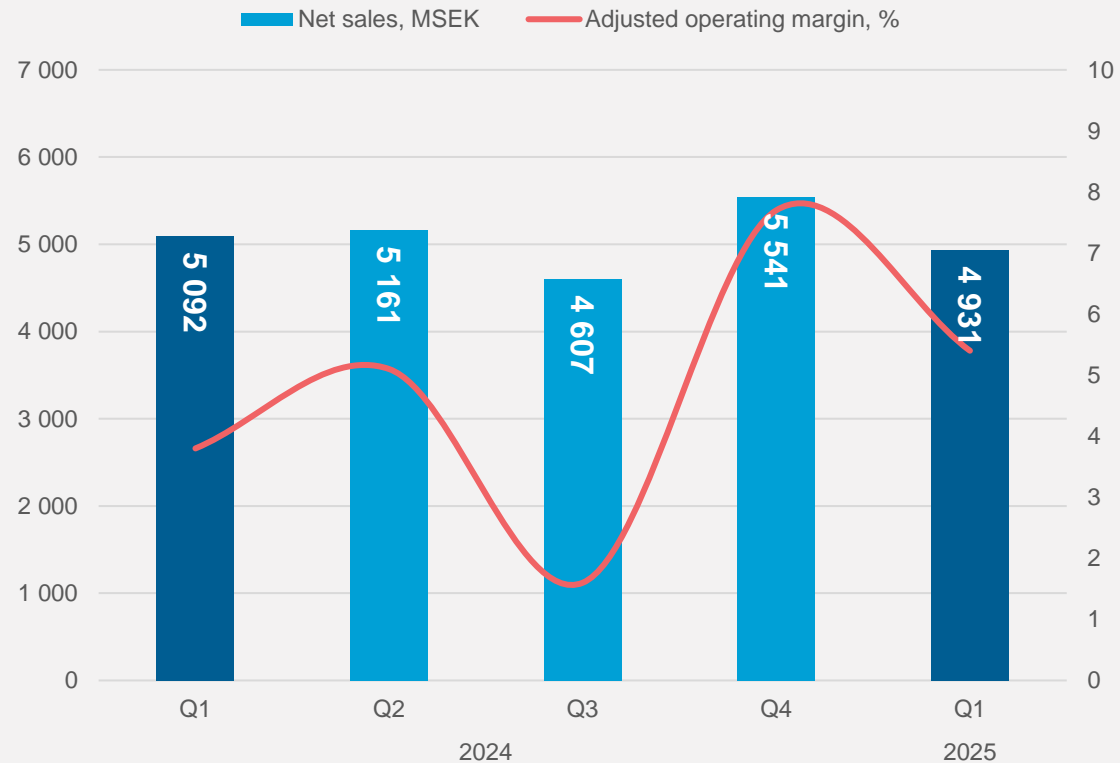
Percentage of PostNord managers who are of the underrepresented gender

Responsible procurement index (RPI)

95

Weighted Responsible Procurement Index containing 3 KPI:s

PostNord Sweden



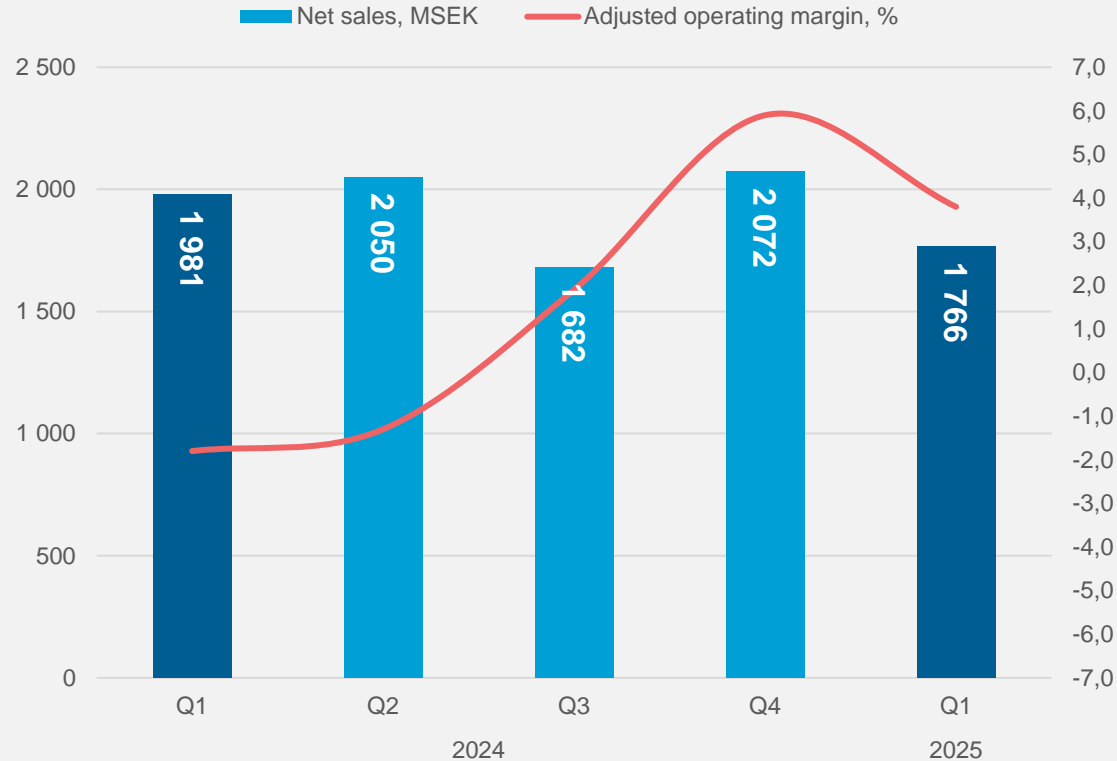
96.4% 93.5%

Delivery quality,
mail, in quarter
Legal requirement 95%

Delivery quality,
parcels, in quarter
Target 97%

- Net sales totaled SEK 4,931 (5,092) million
 - Mail volumes -14% (-12)
 - Parcel volumes 7% (0)
- Operating income totaled SEK 268 (196) million
- Adjusted operating income totaled SEK 268 (196) million
- Operating income increased mainly due to lower costs

PostNord Denmark



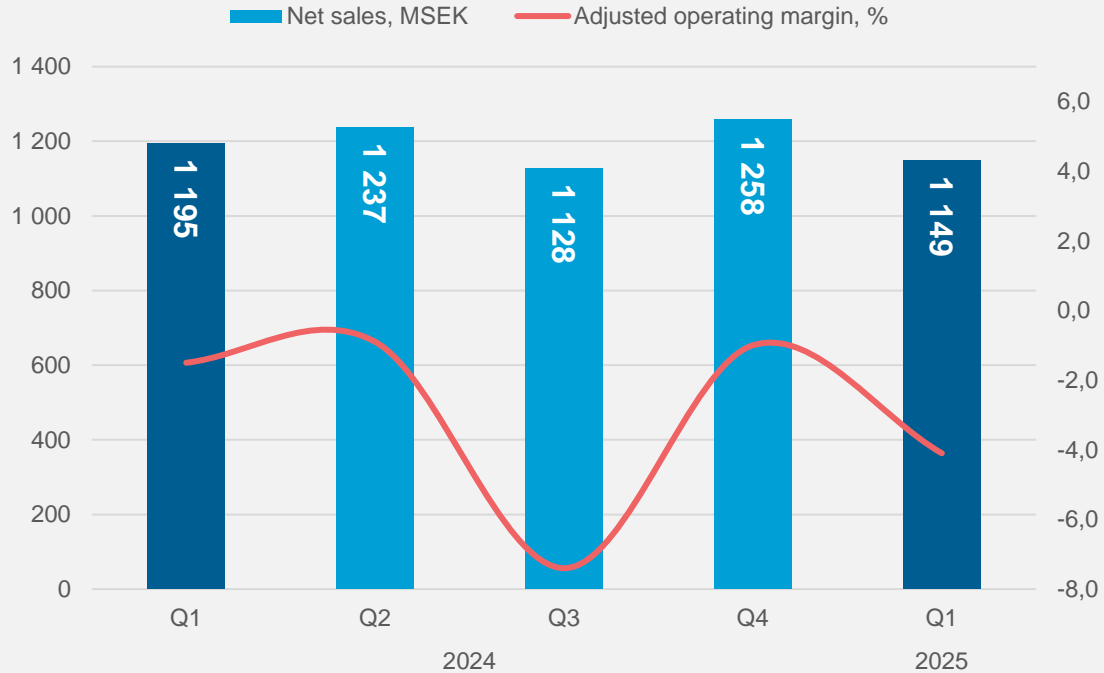
94.8% 96.6%

Delivery quality,
mail, in quarter

Delivery quality,
parcels, in quarter
Target 97%

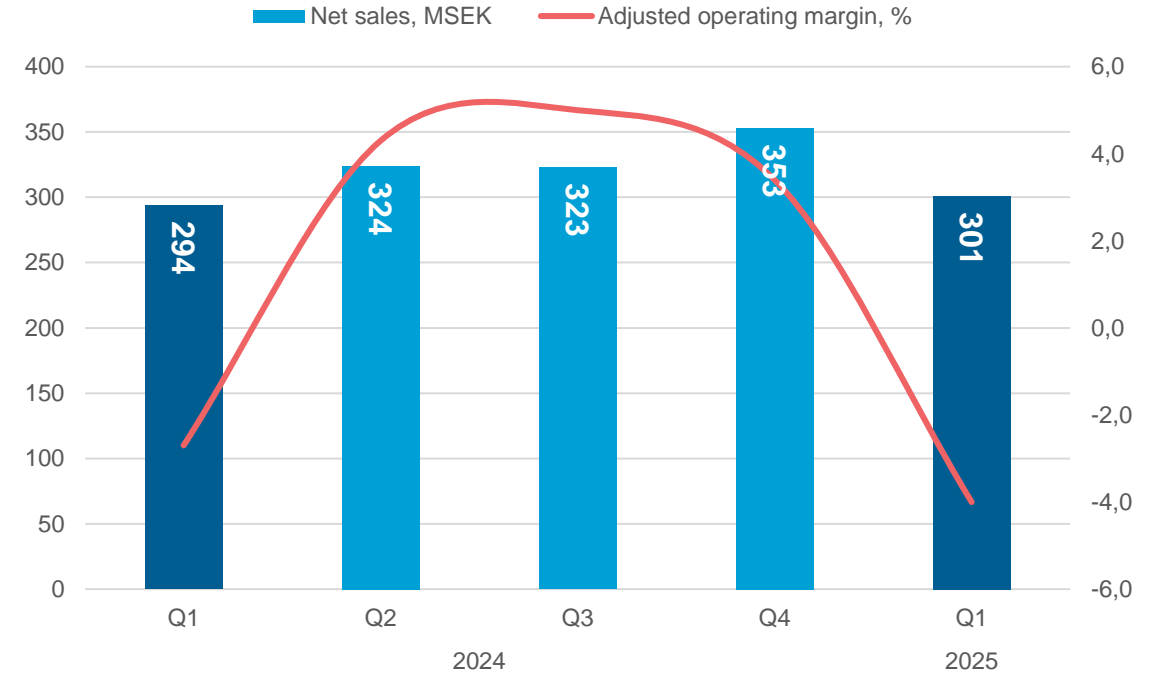
- Net sales totaled SEK 1,766 (1,981) million
 - Mail volumes -17% (-28)
 - Parcel volumes 10% (-6)
- Operating income totaled SEK 67 (-63) million
- Adjusted operating income totaled SEK 67 (-36) million
- The result development is mainly due to the fact that USO compensation was not included in the first quarter of 2024

PostNord Norway



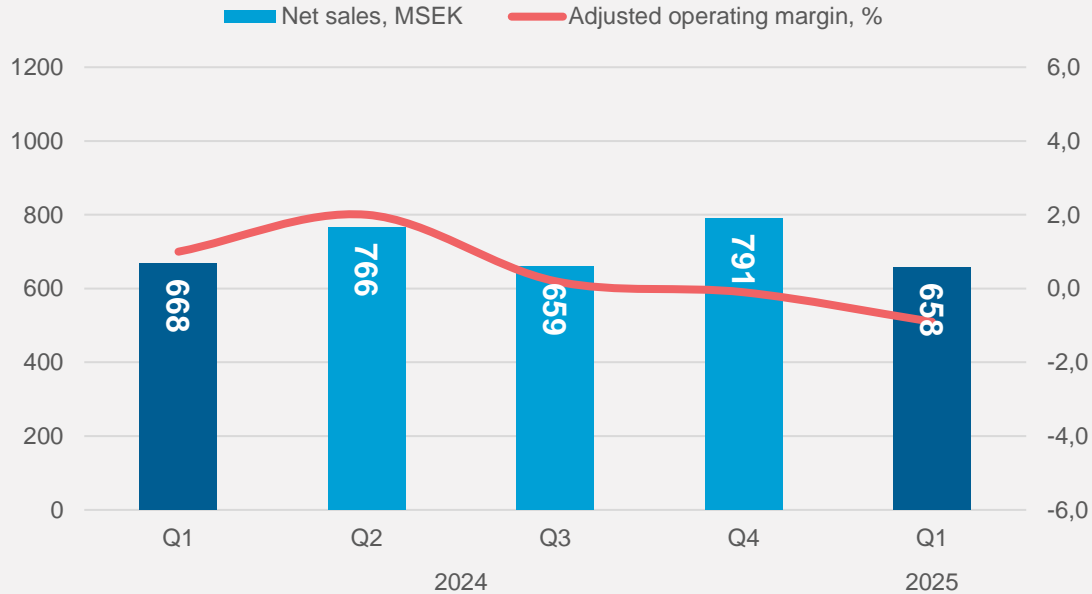
- Net sales totaled SEK 1,149 (1,195) million
 - Parcel volumes 7% (-6)
- Operating income totaled SEK -132 (-18) million
- Adjusted operating income totaled SEK -47 (-18) million
- Operating income decreased due to lower profitability in the logistics operations and price pressure on the parcel market

PostNord Finland



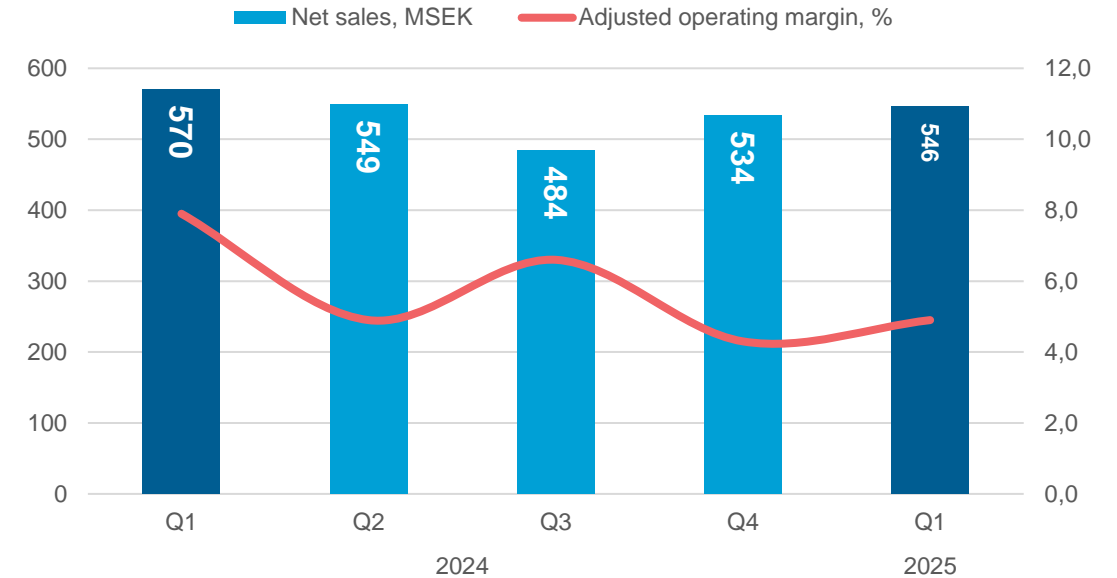
- Net sales totaled SEK 301 (294) million
 - Parcel volumes 22% (12)
- Operating income totaled SEK -12 (-8) million
- Adjusted operating income totaled SEK -12 (-8) million
- Operating income decreased to higher costs related to investments for future growth

PostNord International



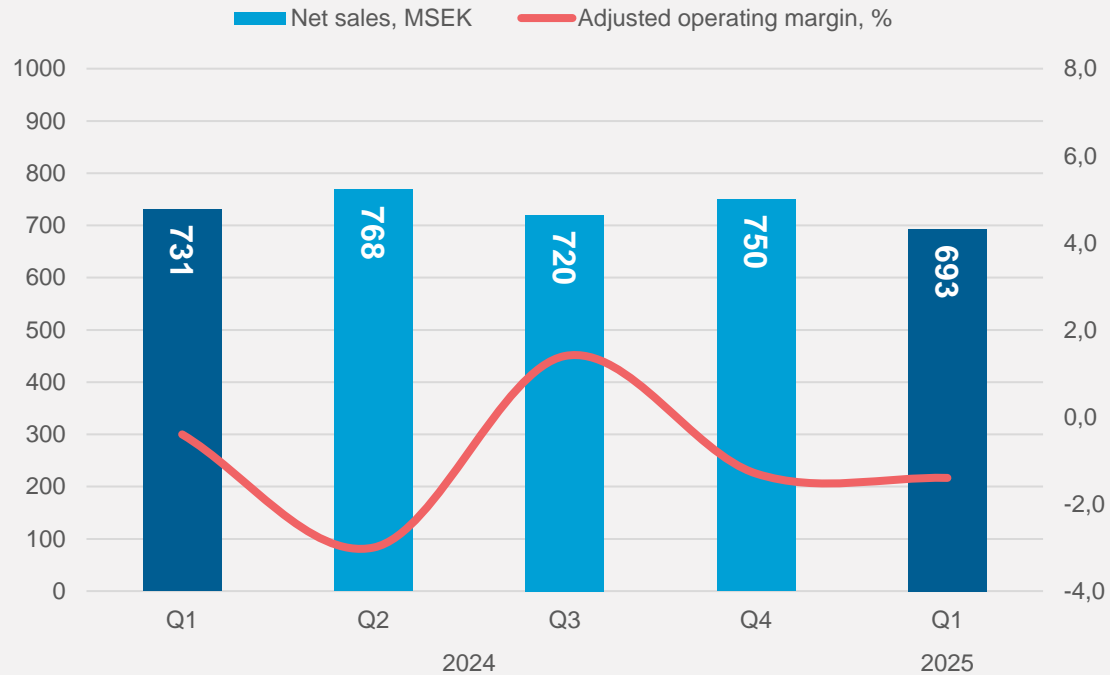
- Net sales totaled SEK 658 (668) million
- Operating income amounted to SEK -6 (7) million
- Adjusted operating income totaled SEK -6 (7) million
- Operating income decreased mainly due to negative currency effects and changed customer mix

PostNord Strålfors



- Net sales totaled SEK 546 (570) million
- Operating income amounted to SEK 27 (45) million
- Adjusted operating income totaled SEK 27 (45) million

PostNord TPL



- Net sales totaled SEK 693 (731) million
- Operating income amounted to SEK -10 (-3) million
- Adjusted operating income totaled SEK -10 (-3) million
- Operating income was negatively affected by lower demand

Financial summary PostNord Group

	Q1 2025	Q1 2024	Change
Net sales, SEKm	9,005	9,500	-5%
Operating income, SEKm	189	127	
Operating margin, %	2.1	1.4	
Adjusted operating income, SEKm	274	154	
Adjusted operating margin, %	3.0%	1.6%	
Net profit for the period, SEKm	144	87	
Cash flow from operating activities SEKm	737	244	
Return on capital employed (ROCE), %	1.3%	-3.2%	

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