

scaling-across-borders

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In 2025, Cross Border Solutions (CBS) further accelerated its role as PostNL's international growth engine. By adapting delivery solutions to local market preferences, from parcel pickup to doorstep delivery, we enable customers to enter new markets more easily, reduce operational complexity and scale their business sustainably across borders. To meet growing demand, we further expanded European fulfilment capabilities and developed new propositions across international markets.

Facilitating new market growth for strategic customers

To support the European expansion of one of our strategic customers, we opened new fulfilment centres in Germany and Poland, adding a combined 13,000m² of fulfilment capacity. This enabled greater reliability and scalability through consistent operations, while combining international reach and local expertise to meet market-specific requirements. By locating fulfilment closer to end consumers, customers benefit from shorter delivery times in key markets, creating additional capacity and operational headroom to support further growth ambitions. These fulfilment partnerships also enhance the Spring Europe cross-border network, our international delivery network that connects European markets, improving connectivity, closing operational gaps and supporting long-term, reliable service for customers operating internationally.

"With local presence in key markets across Europe and global reach through our cross-border network, we continuously evolve our services to simplify international growth and support our customers at every stage, from order to delivery." Abbi Swindin, Director Strategic Development Spring GDS

International multi-country SME fulfilment solution

Small and medium-sized enterprises (SMEs) seeking to grow internationally gained access to a new fulfilment proposition in Italy and the UK, marking the first step towards a multi-country SME fulfilment network. Through this proposition, SME customers benefit from an end-to-end solution covering both international fulfilment and distribution, from order to doorstep, fully managed through a single, integrated PostNL solution. Customers benefit from simple and transparent fulfilment and immediate access to our extensive international delivery network, as

well as personal support underpinned by local expertise and data-driven insights. In line with Spring's DNA of making the complex simple, this solution removes many of the operational, logistical and cross-border complexities SMEs typically face

when expanding internationally, allowing them to focus on growing their business.

Source: [PostNL](#)

