The Government of Estonia has decided to initiate the privatization of Omniva

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At todayâ€™s cabinet meeting, the Government approved proceeding with the divestment of its shares in Omniva through a public auction. The auction is scheduled to commence in the course of this year, with the share sale agreement planned to be concluded in 2027.

According to Sigrid Soomlais, Deputy Secretary General for Regional Development at the Ministry of Regional Affairs and Agriculture, the key drivers behind the planned divestment are changes in market conditions and the continued decline in the use of traditional postal services. “The volume of traditional postal services continues to decrease, and the company’s operations are increasingly focused on parcel delivery and logistics in a highly competitive market. The private sector generally has greater capacity to invest and develop services,” she said.

The change of ownership will not alter the principles governing the provision of the universal postal service. “The obligation to provide the universal postal service arises from regulation. The state will continue to have the necessary instruments to ensure service continuity,” Soomlais confirmed.

In 2024, Omniva Group’s revenue amounted to EUR 154.7 million, and its normalized net profit was EUR 1.4 million. During the same period, the Group handled more than 50.3 million parcels. Revenue from the universal postal service totalled EUR 7.6 million, representing a decrease of 20% compared to the previous year, while the service recorded a loss of EUR 2.1 million.

According to Martti Kuldma, Chairman of the Management Board of Omniva, the decision is in line with market developments: “Over the past five years, the volume of universal postal services has declined by more than 75%, while parcel delivery through parcel lockers continues to grow. Omniva operates in a highly competitive environment, and private capital would enable faster investments, further development of services, and strengthening of the company’s competitiveness.”

Source: Omniva