International Post Corporation

The sales revenue and parcel volumes of Omniva continued to grow in the second quarter

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The sales revenue of the Omniva group in the first half of the year grew by 5 per cent and the parcel revenue by 11 per cent. Omniva delivered a total of more than 15 million parcels, which is 10 per cent more than in the same period last year.

The revenue of the group in the first half of the year was 63.3 million euros (in 2022: 60.2 million euros). 59 per cent of the sales revenue came from Estonia, 15 per cent from Lithuania, 10 per cent from Latvia, and 15 per cent from international transit. The universal postal service accounted for 9 percent of the turnover. Operating income totalled 64.4 million euros (in 2022: 63.2 million euros), growing by 2 per cent compared to the same period last year. The group generated an operating profit of 1.0 million euros (in 2022: 0.7 million euros).

"Our sales revenue grew mainly thanks to increased parcel volumes. Regardless of the decline in consumer confidence, e-commerce has become a permanent feature of people's shopping behaviour and, given the wide range of e-commerce, will continue to grow in all home markets. Thanks to a very good network of parcel machines and high customer satisfaction in this area, we have been able to improve our market position. At the same time, steadily declining volumes of letter services continue to impact Omniva's overall financial performance," said Mart Mägi, Chairman of the Management Board of Omniva.

"Increasing volumes show that the need for the fast and high-quality delivery of parcels continues to grow. As the operator of the largest network of parcel machines in the Baltic states, we have undeniable growth potential, and this is the reason for our record investments – both in the largest and most modern parcel sorting terminal in the region in Lithuania and in the expansion of our logistics centre in Estonia," said Mart Mägi.

We moved ahead with major investments to deliver growing volumes of international and domestic parcels quickly. In May, we selected AS Nord Projekt as the designer of the expansion of the logistics centre in Estonia, and in early August, we laid the cornerstone for the construction of the Kaunas parcel sorting terminal in Lithuania. As a strategic location for the Kaunas terminal, Lithuania was not a random choice. The proximity to

Western Europe, where there is currently a huge flow of international supplies and an emerging market with significant growth potential, plays an important role in the choice.

As we continue to be one of the most innovative logistics companies in the Baltics, we started the installation of nearly 40 new parcel machines in Estonia. We will also replace dozens of outdated parcel machines. We acquired the Parcelsea network of smart mailboxes and will be offering a personalised parcel machine/smart mailbox service. We started working with Paxster AS to test the suitability of environmentally friendly electric vehicles for the delivery of mail. In JÅ«rmala, Latvia, we started a pilot project for installing solar panels on parcel machines. In addition, we are working with the technology recycling company GreenDice to ensure that our well-maintained IT equipment is put to good use through charity.

On the customer-facing side, we launched a new service in Estonia from April to July – early-morning newspaper delivery in major cities. There were some disruptions during the initial phase of the new service, but it is now working smoothly in Viljandi, Pärnu, and Tartu. The last city to join the early-morning delivery service was Tallinn, where there are still a few service disruptions. They arise due to the various circumstances of starting a new service, including the receipt of keys from apartment associations, the adjustment of the new delivery routes to the number of subscriptions, etc.

Source: Omniva

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