



Estonia launches public auction for 100% stake in Omniva

04-09-2026

The auction notice, terms and participation details, and frequently asked questions and answers about the process are available on the Ministry's website and on Omniva's website.

4th of September, the Republic of Estonia launched a public sealed-bid auction for the sale of the shares in AS Eesti Post. The deadline for submitting bids is November 27. The auction covers 100% of the shares in Eesti Post, with an aggregate starting price of EUR 52 million.

AS Eesti Post, which operates under the Omniva brand, is wholly owned by the Republic of Estonia. Omniva serves customers across all three Baltic countries and operates an international logistics network spanning more than ten countries. The company generated revenue of EUR 155 million in 2025.

The sale follows a decision by the Government of Estonia on 6 April 2026 approving the proposal of the Minister of Regional Affairs and Agriculture to sell the shares in AS Eesti Post through a public auction.

Minister of Regional Affairs and Agriculture

Hendrik Johannes Terras said that with revenue of EUR 155 million, Eesti Post has developed into one of the leading logistics groups in the Baltics, supported by its international reach, modern technology and well-functioning delivery network.

"Selling the state's shareholding will reduce the state's exposure to business and investment risks while creating better conditions for the company to attract investment, enhance service quality and strengthen its competitiveness," Terras said.

Under the Omniva brand, Eesti Post has grown into a logistics company serving all three Baltic countries and competing with other operators largely on the open market and on commercial terms. The aim of the auction is to find an owner capable of developing the company and investing in its future in the highly competitive logistics and parcel delivery market.

"We believe that the state's role in postal services should primarily be to regulate the



sector, rather than to provide services through company ownership. In recent years, Eesti Post has shifted decisively from traditional postal services towards international logistics services. The universal postal service accounted for just 5% of the company's revenue in 2025," Terras said.

Both the universal postal service, including letter delivery, and the home delivery of newspapers and other periodicals are important public services for the people of Estonia. These services will continue to be provided following a change in ownership, as the requirements governing the universal postal service and other postal service obligations are set out in the Postal Act. Eesti Post will continue to deliver letters and periodicals to homes under the conditions laid down by law.

The state will continue to set postal policy and exercise oversight of the sector. The quality and accessibility requirements for the universal postal service are established in the Postal Act, and compliance is monitored by the Estonian Competition Authority. The state has also established specific service standards, including the number of delivery days and the minimum number of post offices. The universal postal service provider must ensure that letters and periodicals are delivered to homes five days a week and that there is at least one post office in every county.

The auction is being conducted by OÜ Superia, Redgate Capital AS and Ellex Raidla Advokaadibüroo OÜ, advisers to the Ministry of Regional Affairs and Agriculture.

Source: [Omniva](#)