New Direction Brings Results: Omniva Ended the Third Quarter with a Net Profit of 1.7 Million Euros

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The financial results of Omniva, the international postal and parcel logistics group owned by the Estonian state, confirm a positive turnaround in the companyâ€™s performance. The groupâ€™s net profit for the third quarter of 2025 was 1.7 million euros, compared with a net loss of 3.7 million euros in the same period in 2024.

Financial results improved primarily thanks to growth in parcel volumes and parcel service revenue. The group's parcel volume grew by 14% compared to the third quarter of 2024, reaching 13.0 million parcels. Sales revenue increased by 13% during the same period, reaching 38.8 million euros.

Once again, growth in parcel services was driven by international transit (parcel volume up 29%, revenue up 47%), while the domestic market also showed steady growth (parcel volume up 9%, revenue up 10%). However, the growth in the domestic market came from Lithuania and Latvia, as parcel volumes in Estonia declined. "This unfortunately reflects the more difficult economic environment and reduced consumption in Estonia," said Martti Kuldma, Chairman of the Management Board of the group.

"Intense competition and strong price pressure are relevant in all three countries – several competitors have significantly expanded their parcel locker networks in the Baltic market and adopted rather aggressive pricing strategies. I am pleased that despite this, we managed to maintain our market position, increase both volumes and sales revenue, and significantly improve profitability. This is solid work by the Omniva team in a challenging environment," added Kuldma.

An important role in the improved financial results was also played by the optimization plan developed in spring – automation and reduction of general costs, which resulted in a 20% reduction in labor costs in support functions. "We reorganized office work related to core operations to be leaner and more efficient. In the second and third quarters, the results were still affected by redundancy costs, so we will see the full impact of the optimization plan only in the fourth quarter and in 2026," explained Kuldma.

In nine months, the Group earned a net profit

of €5.2 million, including extraordinary income, compared to a net loss of €4.4 million in the same period last year. The Group's adjusted net profit, excluding one-off income, was €0.1 million for the same period, representing a significant improvement compared to the adjusted net loss of €5.5 million in the same period last year. However, the postal and parcel delivery business is highly seasonal – the Christmas period, the quarter with the highest volumes of the year, is still ahead.

Changes Needed to Ensure the Sustainability of Postal Services

In contrast to the strong financial results of parcel services, postal services continue to decline. The volume of the universal postal service fell by 16% and the volume of periodicals by 12% in the first nine months of the year, resulting in a total loss of 3.5 million euros for Omniva. Estonia is no different from the rest of Europe in this respect – the consumption of paper letters and newspapers is steadily declining everywhere, and ensuring the sustainability of postal services is a common challenge. Solutions vary by country – for example, Denmark decided to abandon the obligation to provide a universal postal service, while Lithuania legalized the use of parcel lockers for the delivery of mail and periodicals.

"Omniva's vision is that postal services remain important for many Estonians and must be preserved. We believe that the best possible solution is to combine the declining-volume postal and growing-volume parcel networks. In the third quarter, we also took an important step in this direction – we began producing community parcel lockers to create a nationwide network of convenient, nearby lockers. We also believe that consolidating postal services across neighboring countries would be beneficial – Omniva is participating in the tender for the universal service provider in Lithuania for the period 2027–2035," said Kuldma.

In June, the Supervisory Board of AS Eesti Post appointed Rainer Rohtla as the new Chairman of the Board and Anna Kõuts as a new member of the Board.

Source: Omniva

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