International Post Corporation

Omniva Q3: international middle-mile volumes up 31%; customs changes reshape the Baltic parcel market

02-11-2026

The international logistics and technology group Omniva generated revenue of EUR 37.7 million in the third quarter of 2026, a decrease of 3% year-on-year, as changes to EU customs rules significantly reduced e-commerce shipments from outside the European Union. Despite challenging market conditions, international middle-mile parcel volumes grew by 31%, helping to offset the decline in Baltic parcel volumes.

Shipments from non-EU countries, particularly China, declined following changes to EU customs rules introduced on 1 July, affecting logistics operators across Europe. Lower cross-border volumes intensified competition for domestic customers, putting pressure on prices and profitability in the Baltic parcel delivery market.

"These changes have reshaped the European parcel market in a very short time. We reacted quickly with cost-efficiency measures, but further adjustments are needed in our Baltic operations. At the same time, the growth of our international middle-mile business shows the importance of diversification, which helps us balance fluctuations across different markets," said Martti Kuldma, Chairman of the Management Board of Omniva.

Omniva recorded a net profit of EUR 4.3 million in the third quarter, compared with EUR 1.7 million a year earlier. The result was largely influenced by EUR 3.3 million in universal postal service compensation recognised for 2023–2025. Excluding this compensation and EUR 0.6 million in privatisation-related costs, quarterly net profit remained at EUR 1.7 million.

For the first nine months, Group revenue increased by 5% year-on-year to EUR 115.8 million. Net profit amounted to EUR 2.6 million, including the one-off effects of universal postal service compensation and privatisation-related costs. This compares with EUR 5.2 million a year earlier, which included a one-off gain from the sale of the Pallasti property. Excluding one-off items, net profit for the nine-month period was EUR 0.3 million in 2026, compared with EUR 0.04 million in 2025.

In the Baltics, parcel volumes decreased by 12% to 8.2 million in the third quarter, while

revenue declined by 10% to EUR 18.3 million. International middle-mile volumes, meanwhile, increased by 31% to 4.5 million parcels, with revenue remaining stable at EUR 8.0 million. Across all markets, Omniva handled 12.7 million parcels, just 1% fewer than a year earlier. For the first nine months, total parcel volumes grew by 11% to 39.6 million.

An EU customs handling fee of EUR 2 per customs declaration line for non-EU distance-sales consignments took effect on 1 November and is expected to put further pressure on cross-border e-commerce.

Postal service reform and privatisation

In September, Omniva submitted its universal postal service pricing proposal to the Estonian Competition Authority under the new regulatory framework taking effect in 2027. The framework marks an important shift from affordable pricing towards pricing based on the justified costs of providing postal services. The change is significant for the long-term sustainability of postal services as traditional mail volumes continue to decline.

The Republic of Estonia launched Omniva's privatisation process in September, with a starting price of EUR 52 million and a bid submission deadline of 27 November.

Source: Omniva

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