International Post Corporation

PostNL reports Q3 2025 results

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Highlights Q3 2025 New strategy and Breakthrough 2028 ambition launched at Capital Markets Day on 17 September Q3 2025 result PostNL according to plan

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Parcel volumes up 1.0%, with volumes from international customers continuing to outpace domestic volumes and negative mix effects within the domestic customer base
Mail volume down 5.0% due to regular substitution, supported by first part of election mail and one-off mailings
YTD normalised EBIT of €(43) million at Mail in the Netherlands reinforces urgent need for adjusted postal regulation
Planned costs savings achieved at both Mail in the Netherlands (€10 million) and Parcels (€9 million), with additional efficiency improvements at Parcels
33% emission-free last-mile delivery (Q3 2024: 28%)
FY 2025 outlook re-iterated
CEO statement
Pim Berendsen, CEO of PostNL, commented: "In the third quarter, the main trends continued and overall performance was in line with expectations. We are fully focused on delivering on our Breakthrough 2028 ambition as presented at our Capital Markets Day. We aim to grow our business, create sustainable value, lead through innovation and make an impact that matters. With this strategy, we are entering a new chapter in our transformation.

"The decline of normalised EBIT to €(43) million over the first nine months in 2025 at Mail in the Netherlands reinforces the urgent need for changes in the postal regulation. In October, the Minister initiated an appreciated next step towards ensuring a viable postal service. It is proposed to adjust the postal regulation to ease the Universal Service Obligation (USO) by extending the delivery framework to D+2, at a quality level of 90% as of 1 July 2026, and to D+3 at 92% quality a year later. However, as the proposal is still insufficient to cover the net costs of the fulfilment of the USO, it remains necessary to find a solution here. Uncertainty around the timelines in the political process persists. A decision on our appeal regarding the rejection of our application for a financial contribution for 2025 and 2026 and the

reaction of the Minister on our request for withdrawal of the USO designation are expected soon. Together, these will determine our next steps towards a sustainable future of the postal service. In the meantime, we continue to make every possible effort to maintain a reliable service and remain committed to an accessible and financially viable postal service for everyone in the Netherlands.

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"We re-iterate our 2025 outlook for normalised EBIT to be in line with 2024, in an ongoing volatile economic environment, acknowledging that the contribution of the Q4 performance will be even more significant than in previous years. We emphasise our intention to pay a dividend over 2025 and hold on to our aim to be properly financed, taking into consideration the anticipated improvement in performance going forward and the progress towards a future-proof postal service."

Source: PostNL

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