

## Omniva Turned to Profit in 2025 and Continued Strong Growth in International Logistics

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Omniva, the Estonian state-owned logistics and technology group, increased both parcel volumes and revenue in 2025 and returned to net profit after several years. The result was driven by rapidly growing international middle-mile operations and the Baltic parcel business, while postal and periodical delivery services in Estonia remain loss-making.

The company earned a net profit of EUR 5.9 million in 2025, of which EUR 4.6 million resulted from a one-off gain related to the sale of the Pallasti 28 property. Excluding one-offs, the normalized profit of 2025 amounted to EUR 1.4 million.

“These results confirm that the decisions we made last year were the right ones. In addition to growing volumes and revenue, we reduced our cost base, which was a challenging but necessary task at times when wages and transport expenses are rising. After three consecutive loss-making years, the company has returned to profit, as expected by our owner,” said Martti Kuldma, Chairman of the Management Board of Omniva.

Omniva’s revenue reached EUR 154.7 million in 2025 (2024: EUR 141.4 million). The main growth driver was international transit, with revenue increasing by 25% year-on-year to €25.2 million. The Baltic parcel business continued its steady growth, with revenue

rising by 11% year-on-year to €84.1 million.

“Competition in the Baltic parcel market is extremely intense and pricing pressure remains high. I am proud that we were able to maintain our market position and remain the most trusted logistics brand in the Baltics. Our strengths lie in smart technologies, flexible self-service solutions, and an extensive parcel locker network, which we will continue expanding into smaller communities this year,” Kuldma added. “At the same time, it is clear that growth opportunities in the increasingly fulfilled Baltic markets are limited and long-term growth will come primarily from international business.”

Postal services in Estonia continued to decline. The volume of letters and postal parcels decreased by 13% year-on-year, and the universal postal service recorded a loss of EUR 2.1 million. Periodical delivery volumes fell by 11%, generating a loss of EUR 2.6 million.

“Mail has become a niche product rather than a daily communication channel. To ensure the sustainability of universal postal services, we must continue aligning the postal network with actual demand,” Kuldma said.

In 2025, Omniva launched its crowd delivery platform and introduced a community parcel locker network designed for smaller towns and rural areas. The company tested autonomous vehicles in last-mile delivery and launched a parcel storage time extension service. Over the year, Omniva significantly further developed its

self-service environment — including its mobile app and the web platform [minu.omniva.ee](https://minu.omniva.ee) — enabling customers to manage their parcels independently. In addition, Omniva signed a cooperation agreement with Zalando, becoming the e-commerce platform’s exclusive delivery partner in the Baltics.

Omniva was named Service Provider of the Year at the international Parcel and Postal Technology International Awards. For the fourth consecutive year, the Universal Postal Union (UPU) recognized Omniva as the most advanced postal company in its region.

Source: [Omniva](#)

