International Post Corporation

Omniva Reports 10% Revenue Growth in the First Half, International Business Up 39%

31-07-2026

Omniva, the Estonian state-owned international technology and logistics group, generated revenue of EUR 78.2 million in the first half of 2026, representing a 10% year-on-year increase. Growth was driven primarily by the expansion of the Groupâ€™s international middle-mile operations outside the Baltics, where revenue increased by 39% to EUR 16.6 million during the first six months of the year.

In the second quarter, Omniva generated EUR 38.9 million in revenue, up 9% year-on-year. Of this, EUR 8.1 million came from international middle-mile services, whose revenue increased by 20% compared with the same period last year.

The Group's total parcel volumes increased by 14% year-on-year in the second quarter, reaching 13.4 million parcels, and by 17% in the first half of the year to 26.9 million parcels. Parcel volumes grew steadily both across the Baltic markets and in the Group's international operations. However, while volumes continued to increase in the Baltics, revenue growth was constrained by intensifying competition and continued pricing pressure in the regional parcel delivery market.

"Over the past few years, we have deliberately transformed Omniva into an international logistics group built on flexible, customer-centric technology solutions. Today's results confirm that the strategic direction we have chosen has laid a strong foundation for the company's long-term growth," said Martti Kuldma, Chairman of the Management Board of Omniva.

Performance Improves Despite Structural Losses in Postal Services

The Group's adjusted net loss amounted to EUR 0.3 million in the second quarter and EUR 1.3 million in the first half of the year. Driven by higher revenue and ongoing efficiency improvements, the adjusted net result improved by EUR 0.3 million compared with the first six months of 2025.

Profitability continued to be negatively affected by the loss-making provision of postal services in Estonia. Volumes of the universal postal service – traditional letters and parcels sent through the postal network – declined by 14% year-on-year in the second quarter and by 11% in the first half of the year. Periodicals delivery volumes decreased by 9% both in the second quarter and during the first six months of the year.

"Postal services in Estonia have been structurally loss-making for years. The world has changed – people no longer send paper letters or read newspapers the way they used to. As volumes decline, the cost of delivering each individual item increases because the fixed costs of maintaining a nationwide delivery network remain largely unchanged. At the same time, input costs continue to rise. In the second quarter alone, higher fuel prices added approximately EUR 0.4 million to Omniva's operating costs. Until now, the current regulatory framework has not allowed us to recover the actual costs of providing the service," said Kuldma.

Amendments to the Postal Act, which enter into force in August this year, will enable cost-based pricing of universal postal services from 2027 onwards. From the end of 2028, periodicals delivery will also become part of the universal postal service. "These changes will help us gradually improve the long-term financial sustainability of postal services," Kuldma added.

During the second quarter, Omniva paid EUR 0.4 million in dividends to the Estonian state. No dividends were paid in 2025.

Investing in Network Expansion and Digital Services

During the second quarter, Omniva continued investing in the expansion of its parcel locker network and the development of digital services. The public parcel locker network expanded by 37 new parcel lockers, increasing from 1,321 public parcel lockers at the end of June 2025 to 1,374 by the end of the second quarter of 2026. The Picapac private parcel locker network also expanded, with twice as many new installations as in the second quarter of last year.

The Omniva mobile app was enhanced with a new cash-on-delivery payment feature, allowing customers to pay for goods and delivery when collecting their parcels. The Group also launched a pilot of a new flexible delivery option, enabling customers to choose a lower-cost service with a shorter parcel locker storage period. In Tallinn, environmentally friendly electric cargo bikes were introduced for parcel deliveries.

In June, Omniva was named Postal Operator of the Year at the World Post & Parcel Awards, recognising the company's successful transformation from a traditional postal operator into a technology-driven international logistics company.

Source: Omniva