Omniva grew parcel volumes in the first half of the year, traditional postal services are in decline

02-09-2024

The sales revenue of the Omniva group for the first half of the year was 65.8 million euros, increasing by 4% compared to the same period last year. In the first six months of the year, Omniva delivered more than 16 million parcels in the Baltic states â€“ 8% more than in the same period last year. The biggest increase was in Latvia, where the company delivered 12% more parcels than during the same time in 2023. In Lithuania, the increase was 8%, and in Estonia, 4%.

While parcel volumes continue to rise in line with the growth in e-commerce, volumes of traditional postal services are, as expected, on the decline – the volume of domestic letters is down by 8% compared to the same period last year, and the volume of direct mail is also down by 8%. Starting From April 2023, Omniva gradually started early-morning newspaper delivery in the major cities of Estonia, which has resulted in an increase in the volume of periodicals delivered by nearly 50% compared to the same period last year. The market volumes of the delivery of periodicals have decreased by 4% year on year, mainly affected by the discontinuation of the paper editions of Eesti Päevaleht and Pealinn in the second quarter.

The international transit volumes of Omniva grew by 28% in the first half of the year, supported by good cooperation and integrations with major new international sales platforms.

In the first half of 2024, 42% of the sales revenue came from customers in Estonia, 15% from Lithuania, 11% from Latvia, and 32 per cent from other countries. The universal postal service accounted for 7 per cent of the turnover.

The operating loss of the group was 0.7 million euros and the net loss was 0.7 million euros. The net loss increased by 0.2 million euros compared to the same period last year. The increase in the loss was influenced by the loss from the provision of the universal postal service – 1.3 million euros –, which increased by 0.2 million euros in the first half of the year compared to the previous year. As a positive effect, the group made a profit of 1.1 million euros on the sale of the property on Toompuiestee Street, Tallinn, in the first half of the year. As a result of the implementation of operational efficiency measures in the first

half of the year, the group recorded one-off redundancy costs of 0.6 million euros.

According to Mart Mägi, Chairman of Omniva's Management Board, Omniva has been able to adapt to the changes despite the ongoing economic downturn and increased competition. 'We began to streamline our operations and processes at the beginning of the year and will continue to do so in all Baltic states in the second half of the year. The sharp decline in traditional mail and periodicals services is forcing us to seek and strengthen our positions in the transit of international small shipments. The opening of the Kaunas logistics centre in September should provide a significant boost to efficiency and our international business, bringing us significantly closer to our strategically important foreign markets.`

Commenting on the growth of international business, Mägi added that it forms an important part of the operations of Omniva group, supporting the company's overall performance in terms of both revenue and profit. In the first half of the year, the customer base was actively expanded and the new Central Asia region was added.

Source: Omniva

CLASSIFICATION: CORPORATE | WWW.IPC.BE © 2026