

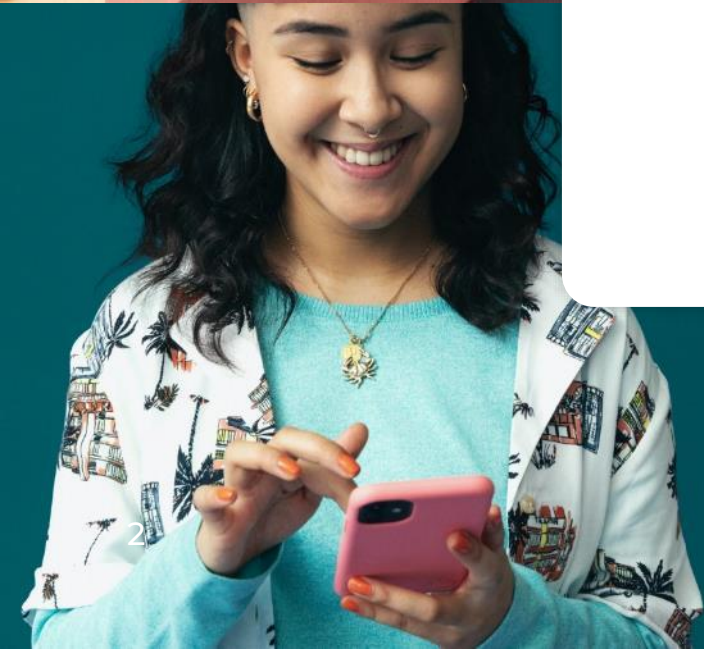
The background of the slide is a photograph of a person in a purple sweater holding a large cardboard box. The box is orange and brown, with the Posti logo and some text on it. The person is standing in front of a wooden door. The text is overlaid on the left side of the image.

Posti Group: Net sales increased across all segments Group profitability in third quarter improved from last year

January-September 2022



**Responsibly delivering
what matters to you
– on your terms**



Posti in figures 7-9/2022

Net Sales

EUR 395.6 million

(EUR 374.8 million*)

Adjusted EBITDA

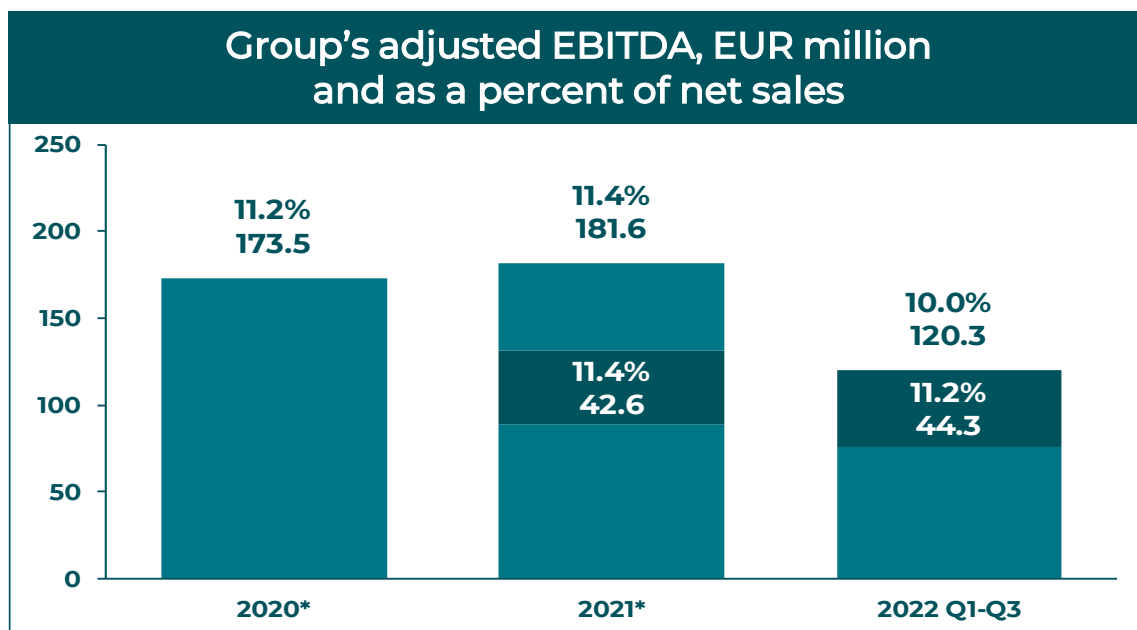
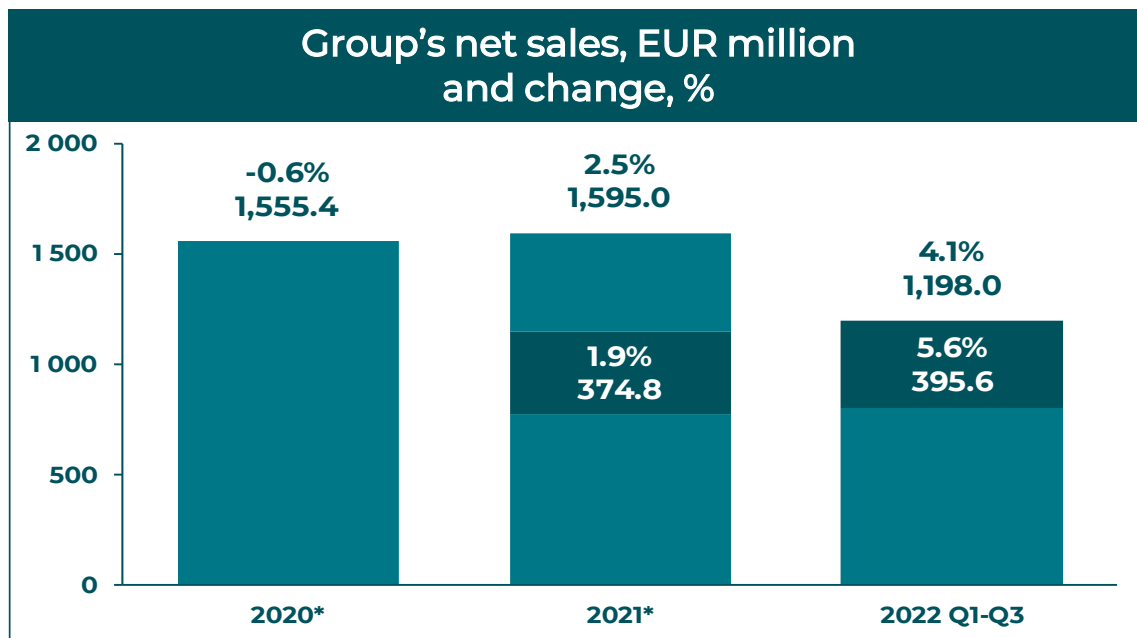
EUR 44.3 million

(EUR 42.6 million*)

Adjusted EBITDA-%

11.2%

(11.4%*)



* Continuing operations

Q3 financial highlights— net sales and profitability increased

- Net sales grew by 5.6% to EUR 395.6 (374.8) million.
- Adjusted EBITDA increased to EUR 44.3 (42.6) million, or 11.2% (11.4%) of net sales.
- EBITDA increased to EUR 43.7 (42.0) million, or 11.0% (11.2%) of net sales.
- Adjusted operating result increased to EUR 13.0 (12.5) million, representing 3.3% (3.3%) of net sales.
- Operating result increased to EUR 12.4 (12.0) million, representing 3.1% (3.2%) of net sales.
- Net debt to adjusted EBITDA was 1.5x (1.3x).



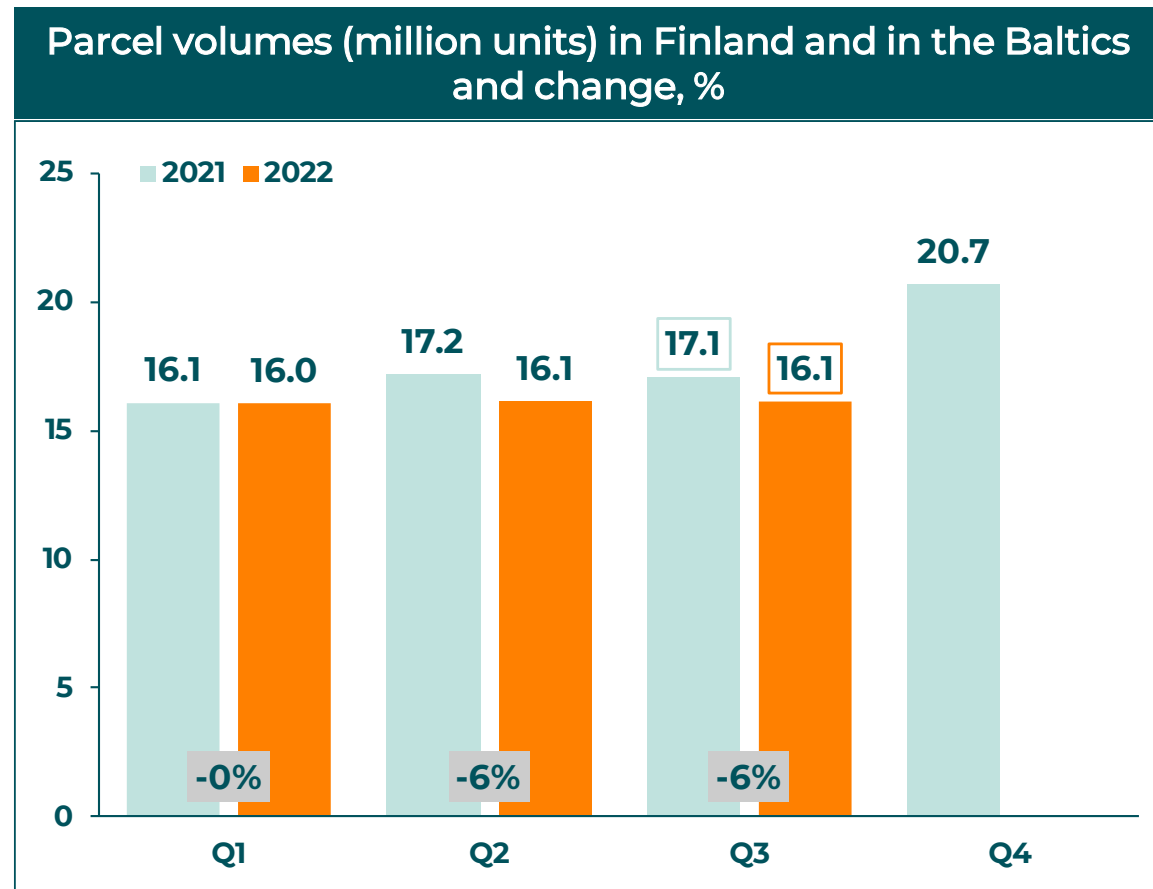
Q3 operational highlights

- Despite very challenging operating environment, net sales grew across all segments. Growth was organic but supported by acquisitions and price increases
- Group profitability increased
- eCommerce and Delivery Services profitability increased significantly, albeit parcel volumes decreased
- The addressed letters volume in general continued to decrease. Posti's addressed mail volumes increased exceptionally due to new volumes from the acquired Keski-suomalainen Oyj early-morning delivery operations
- Posti decided on a new green technology vehicle 2030 roadmap. Plan includes over two thousand new electric, biogas, and hydrogen vehicles replacing the current fleet during the next eight years



Parcel volumes declined

Postal volumes increased exceptionally in Q3



-6%

Parcel volumes in Finland and Baltics 7-9/2022

-10%

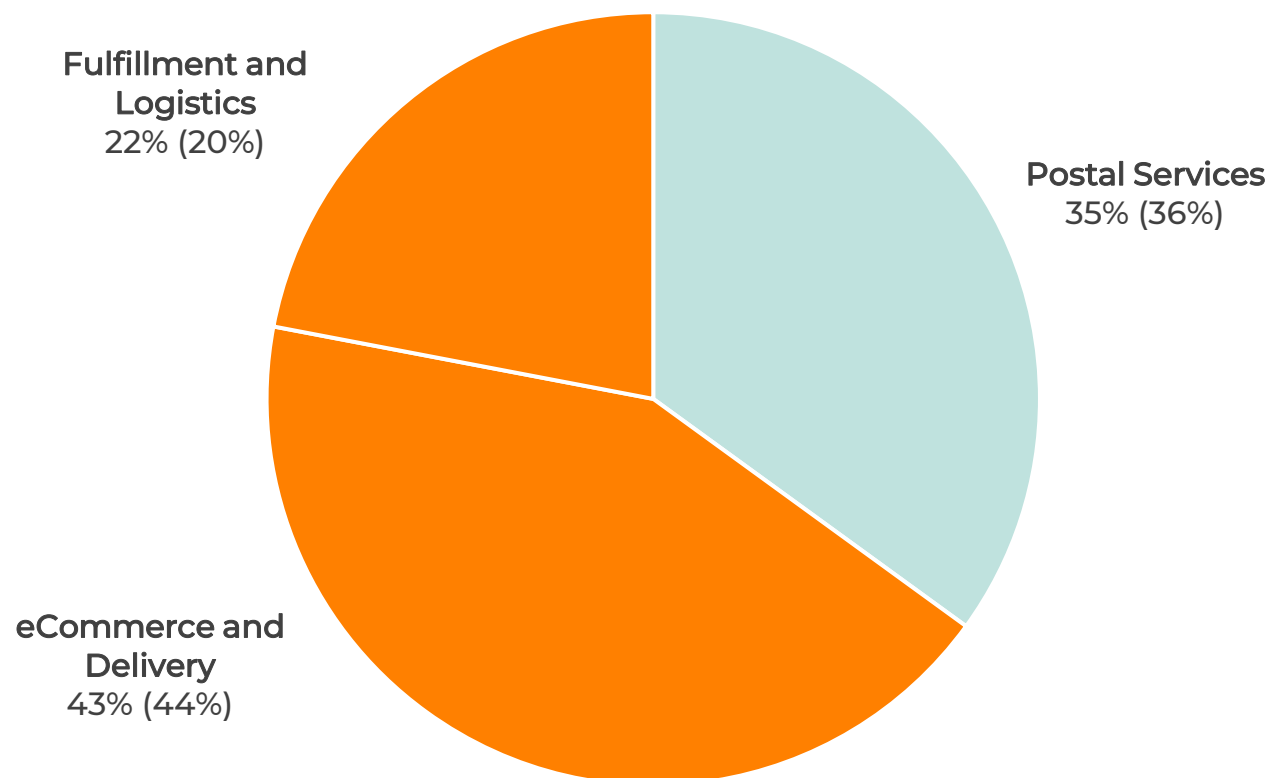
Freight volumes* 7-9/2022

* Measured in waybills

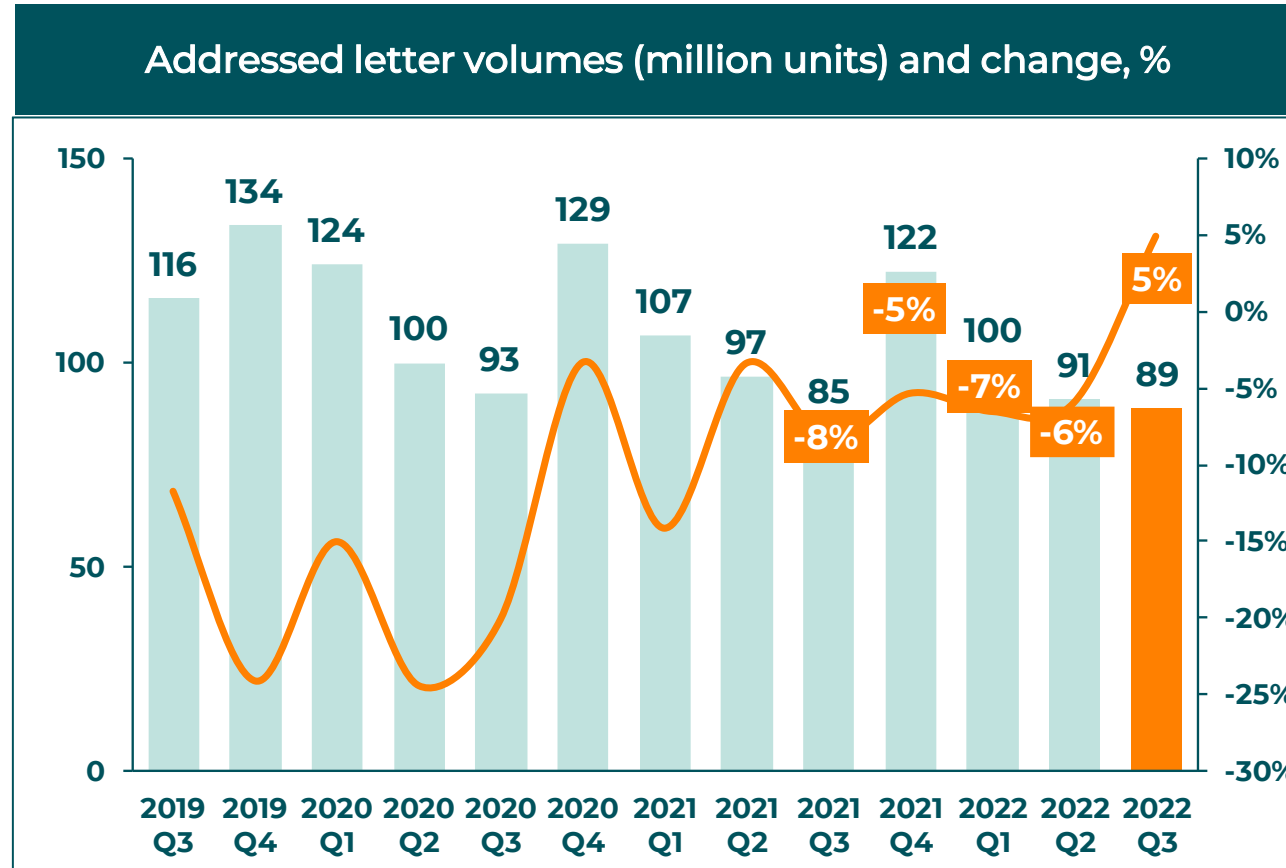
+5%

Addressed letter volumes 7-9/2022

eCommerce and Delivery, and Fulfillment and Logistics Services represented 64.6% (64.2%) of the Group's net sales in Q3*



Addressed letter volumes continued to decrease in general Posti's volumes increased exceptionally by 5% in Q3

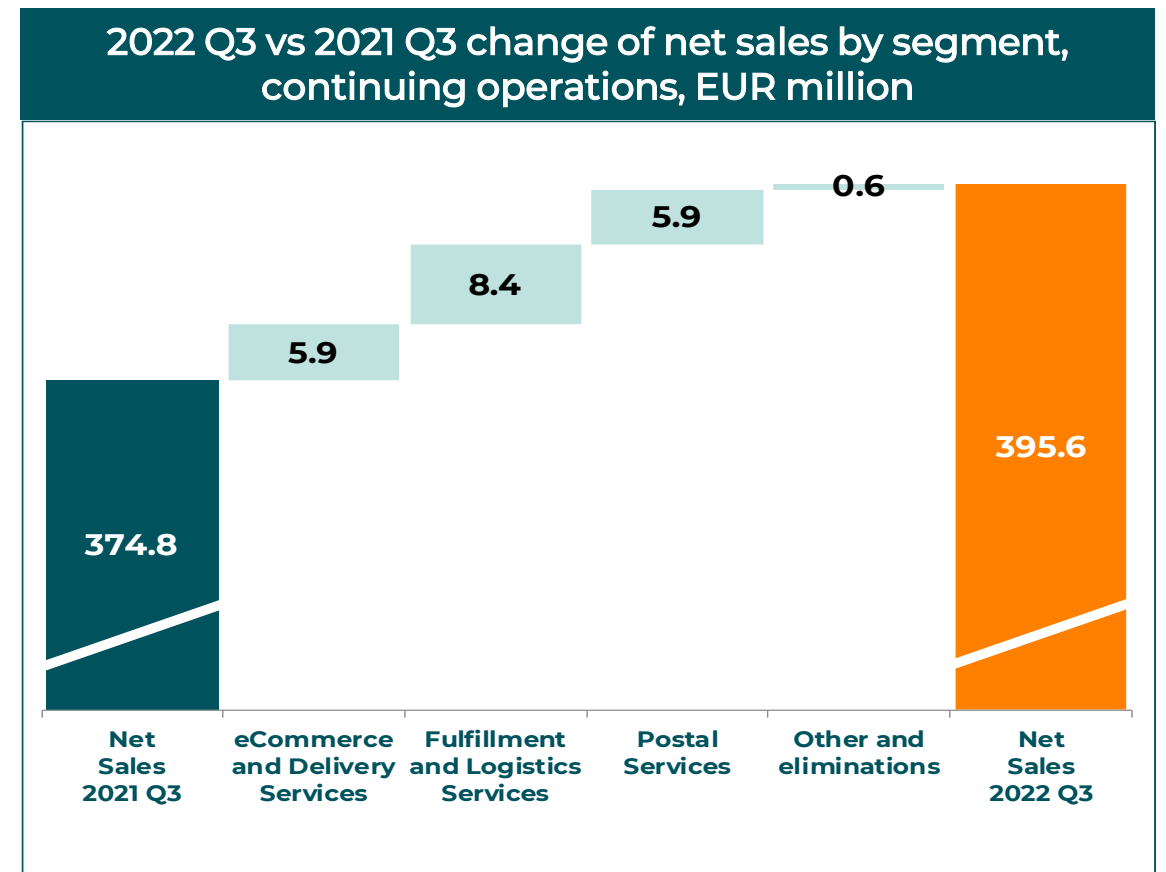
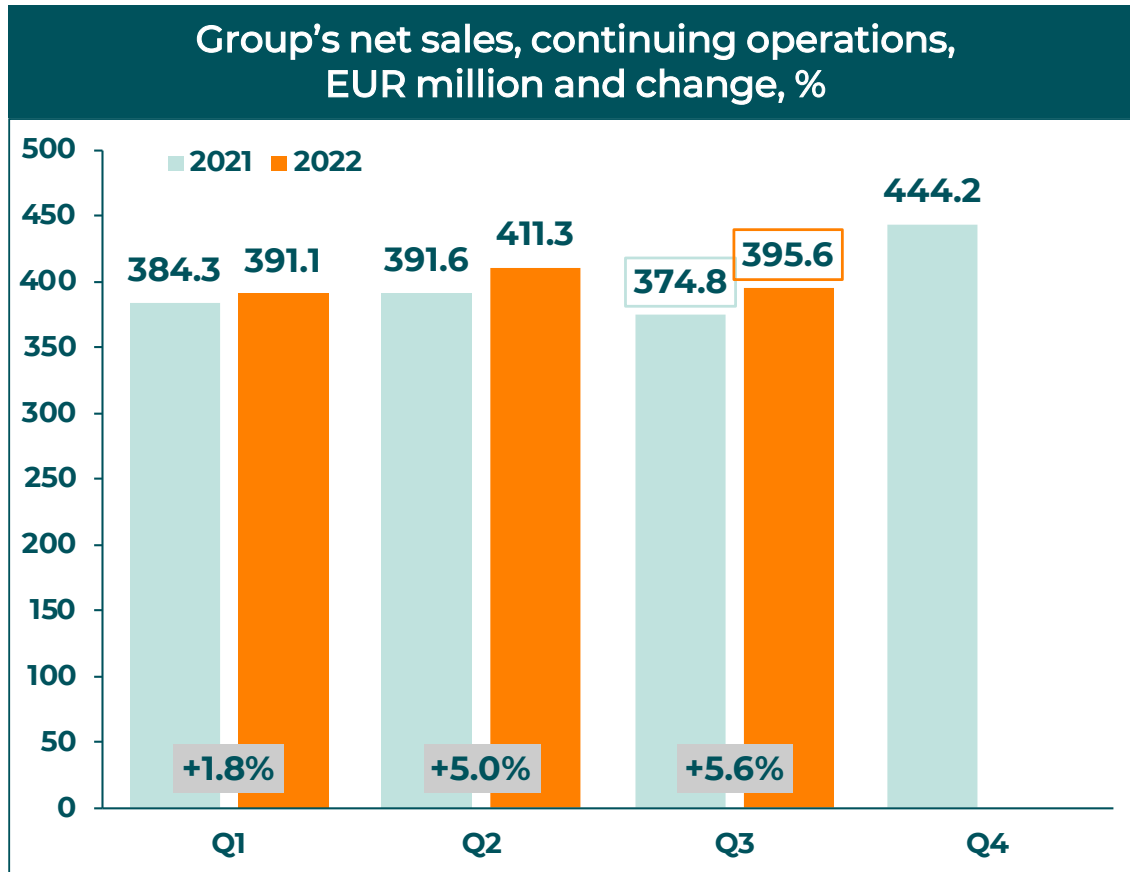


- Exceptional increase was due to new volumes from the acquired Keski-suomalainen Oyj's early-morning delivery operations
- Altogether 89 million addressed letters were delivered in Q3. Increase from previous year 4 million items
- The share of mail items covered by the universal service obligation accounted for 2.3% (2.0%) of all Posti's mail items delivered

Financials

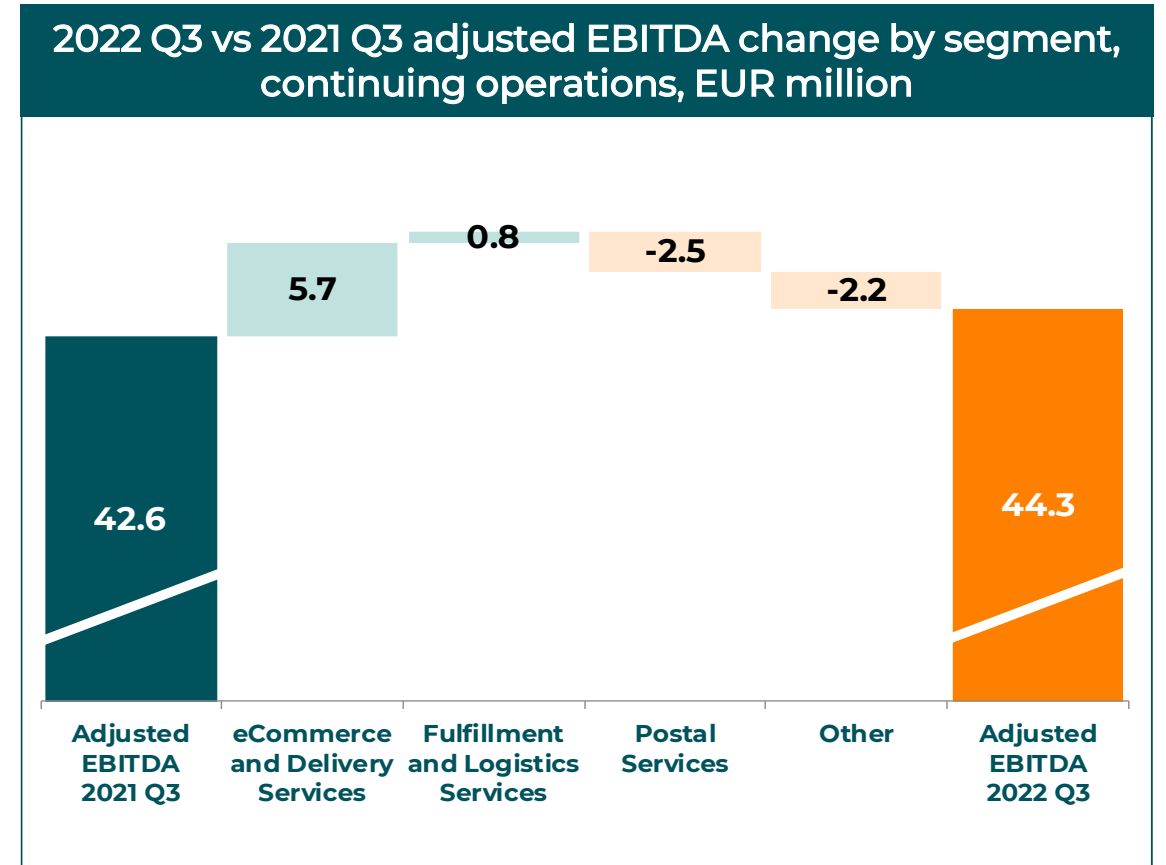
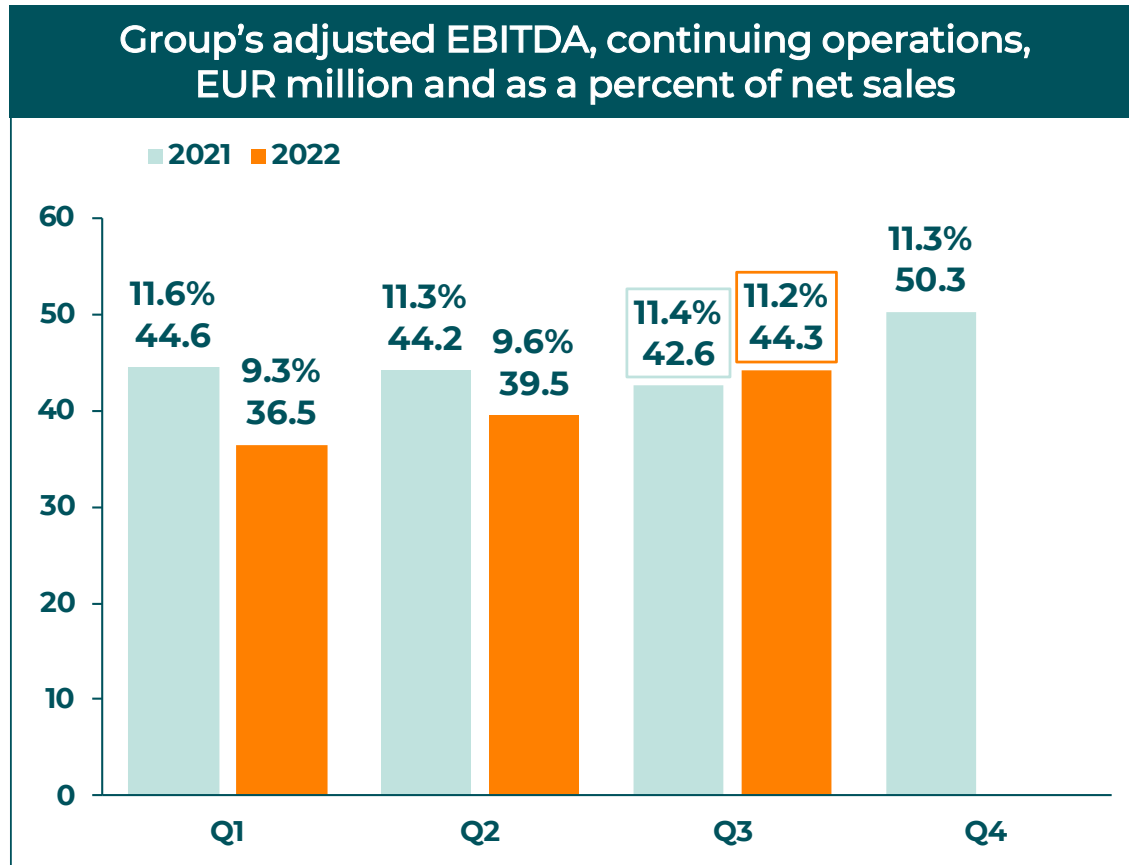
Posti Group's Q3 net sales

Net sales grew by 5.6% to EUR 395.6 (374.8) million



Posti Group's Q3 adjusted EBITDA

Adjusted EBITDA increased to EUR 44.3 (42.6) million



Posti Group's key figures

	7-9 2022	%	7-9 2021	%	1-9 2022	%	1-9 2021	%
Net sales*, EUR million	395.6		374.8		1,198.0		1,150.8	
Adjusted EBITDA*, EUR million	44.3	11.2%	42.6	11.4%	120.3	10.0%	131.3	11.4%
EBITDA*, EUR million	43.7	11.0%	42.0	11.2%	117.0	9.8%	130.4	11.3%
Adjusted operating result*, EUR million	13.0	3.3%	12.5	3.3%	28.1	2.3%	41.1	3.6%
Operating result*, EUR million	12.4	3.1%	12.0	3.2%	24.7	2.1%	40.1	3.5%
Result for the period*, EUR million	8.4	2.1%	8.1	2.2%	14.1	1.2%	28.5	2.5%
Return on capital employed (12 months)*, %					5.6%		9.6%	
Net debt, EUR million					252.7		241.3	
Net debt / Adjusted EBITDA*					1.5x		1.3x	
Operative free cash flow, EUR million					-21.7		-14.3	
Personnel, end of period*					19,929		20,421	
Personnel on average*, FTE	15,014		15,038		14,972		14,950	
Earnings per share, continuing operations*, EUR	0.21		0.20		0.35		0.71	

* Continuing operations

Outlook and long-term financial targets

Outlook 2022 unchanged

In 2022, Posti is expecting its net sales to increase from the previous year. The Group's adjusted EBITDA in 2022 is expected to decrease.

Posti's net sales from continuing operations in 2021 were EUR 1,595.0 million and adjusted EBITDA was EUR 181.6 million.

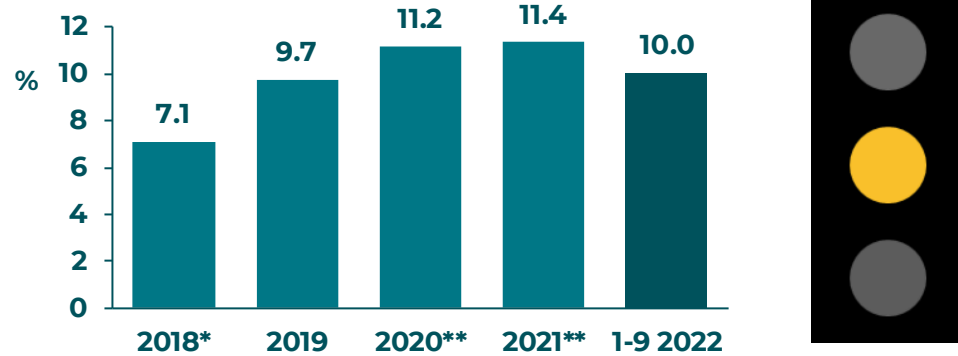
The potential continuing inflation and the increase in interest rates may impact consumer demand. The changes in consumer behavior affect Posti's business and could impact our actual results.

The Group's business is characterized by seasonality. The net sales and operating result in the segments are not accrued evenly over the year. In consumer parcels and Postal Services, the first and fourth quarters are typically strong, while the second and third quarters are weaker. The postal service volume decline is expected to continue.

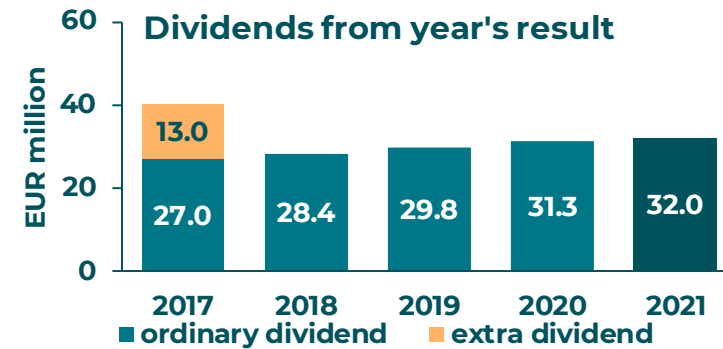


Long term financial targets

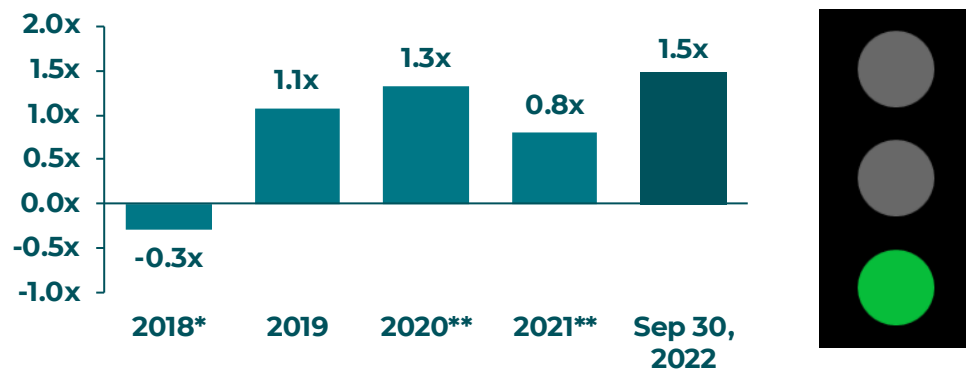
Adjusted EBITDA 13%



Continuously increasing ordinary dividend, but not exceeding annual net profit



Net debt / Adjusted EBITDA less than 2.5x



* 2018 is not according to IFRS 16 standard

** Continuing operations

Segments

eCommerce and Delivery Services key figures in Q3

EUR million	7-9 2022	7-9 2021	1-9 2022	1-9 2021
Net sales	171.0	165.0	508.1	496.3
Net sales change, %	3.6%	6.2%	2.4%	6.6%
Adjusted EBITDA	19.8	14.1	52.8	44.2
Adjusted EBITDA, %	11.6%	8.6%	10.4 %	8.9 %
EBITDA	19.7	14.1	51.9	44.3
EBITDA, %	11.5%	8.6%	10.2%	8.9%

- The net sales increased by 3.6% to EUR 171.0 million
 - Increased net sales of transportation services were mainly driven by increased prices
 - Net sales of parcel deliveries decreased slightly
- Adjusted EBITDA increased to EUR 19.8 million
 - The growth was driven by the increased net sales of the segment and the improved cost and operational efficiency

Fulfillment and Logistics Services key figures in Q3

EUR million	7-9 2022	7-9 2021	1-9 2022	1-9 2021
Net sales	89.8	81.4	270.8	238.2
Transval	57.0	55.5	171.3	160.8
Aditro Logistics	32.9	25.9	99.6	77.5
Net sales change, %	10.3%**	11.0%	13.7%**	N/A*
Adjusted EBITDA	10.9	10.2	27.2	25.8
Adjusted EBITDA, %	12.2%	12.5%	10.0%	10.8%
EBITDA	10.8	10.2	26.9	25.8
EBITDA, %	12.0%	12.5%	9.9%	10.8%

- Net sales increased by 10.3% and were EUR 89.8 million
 - The growth of **Transval's** net sales was mainly due to increased volumes of new contracts in in-house logistics and volumes in contract logistics
 - **Aditro Logistics'** net sales growth was mostly driven by Veddestagruppen and continued increase of warehousing storage volumes
- Adjusted EBITDA increased to EUR 10.9 million
 - The improvement was mainly driven by increased net sales, although higher fixed costs impacted profitability negatively

* Aditro Logistics has been part of the segment since April 2020.

** Veddestagruppen has been part of the segment since February 2022.

Postal Services key figures in Q3

EUR million	7-9 2022	7-9 2021	1-9 2022	1-9 2021
Net sales	141.2	135.3	437.8	435.5
Net sales change, %	4.4%	-5.7%	0.5%	-6.6%
Adjusted EBITDA	16.0	18.5	49.8	66.5
Adjusted EBITDA, %	11.3%	13.7%	11.4%	15.3%
EBITDA	15.8	17.9	47.9	64.5
EBITDA, %	11.2%	13.3%	10.9%	14.8%

- The net sales of Postal Services increased by 4.4% to EUR 141.2 million
 - Increase was driven by the price increases and acquisition of Mediatalo Keski-suomalainen Oyj's early-morning delivery operations
- Adjusted EBITDA decreased to EUR 16.0 million
 - The profitability was affected by the higher operational costs due to the increase in energy prices and operational inefficiency

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