Conference Call
2 August 2007

Advertising Sales in Europe 2007, USD million


* In Russia, the Print advertising includes both newspaper and magazine advertising

SanomaWSOY

## Key Developments (1/2)

- Magazine launches
- Mind Magazine, the Netherlands
- fashion magazine Grazia, Russia
- women's magazine Marie Claire, Hungary
- women's magazine TYA!, Bulgaria
- food magazine Prekvapeni v Kuchyni, Czech
- health magazine Diabetik, Slovenia
- lifestyle magazine Gala Style, Croatia
- fashion magazine Grazia (announcement), the Netherlands
- Online launches
- weblog NuJij.nl, the Netherlands
- fashion and beauty website Styletoday.nl, the Netherlands
- Digital media acquisitions
- meeting place for schoolmates Schoolbank.nl, the Netherlands

- travel website vakantie.nl, the Netherlands
- marketplace for vehicles auto24.ee (20\%), Estonia
- TV production company Jok Foe (50\%), Belgium
- sport TV channels Urheilukanava and Urheilu+kanava in Finland (majority)

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## Key Developments (2/2)

- Divestment of puzzle magazines in the Netherlands
- Hungarian educational publisher Láng fully owned by SanomaWSOY Education
- SWelcom the 3rd largest commercial radio operator in Finland, Radio Rock market leader in its target group
- Kiosk operations expanded to Russia, first kiosks opened in June
- Strong movie year continues, new multiplex in Lithuania

After the review period

- Acquisition of Polish educational publisher Nowa Era*



## Key Figures

| EUR million | $\mathbf{1 - 6 / 2 0 0 7}$ | $\mathbf{1 - 6 / 2 0 0 6}$ | Ch \% | $\mathbf{1 - 1 2 / 2 0 0 6}$ |
| :--- | ---: | ---: | ---: | ---: |
| Net sales | $1,408.0$ | $1,311.7$ | 7.3 | $2,742.1$ |
| Operating profit | 186.9 | 138.4 | 35.1 | 292.5 |
| \% net sales | 13.3 | 10.6 |  | 10.7 |
| Operating profit excluding major non- | 151.5 | 136.8 | 10.8 | 288.2 |
| recurring capital gains | 10.8 | 10.4 |  | 10.5 |
| \% net sales | $3,256.6$ | $3,037.7$ | 7.2 | $3,132.2$ |
| Balance sheet total | 43.2 | 33.0 | 30.8 | 81.9 |
| Capital expenditure | 42.7 | 38.7 |  | 45.0 |
| Equity ratio, \% | 71.5 | 90.0 |  | 59.2 |
| Gearing, \% | $1,020.7$ | $1,069.0$ | -4.5 | 863.9 |
| Interest-bearing liabilities | 930.8 | 993.2 | -6.3 | 782.4 |
| Net debt | 0.80 | 0.60 | 32.5 | 1.32 |
| Earnings/share, EUR | 0.25 | 0.25 | 1.3 | 1.63 |
| Cash flow from operations/share, EUR | $3,877.7$ | $2,999.3$ | 29.3 | $3,521.8$ |
| Market capitalisation | 19,267 | 17,958 | 7.3 | 18,434 |

## Sanoma Magazines 1-6/2007

| EUR million | $\mathbf{1 - 6 / 2 0 0 7}$ | $\mathbf{1 - 6 / 2 0 0 6}$ | Ch $\%$ | $\mathbf{1 - 1 2 / 2 0 0 6}$ |
| :--- | ---: | ---: | ---: | ---: |
| Net sales | 595.3 | 556.4 | 7.0 | $1,155.9$ |
| Sanoma Magazines Netherlands | 256.4 | 255.4 | 0.4 | 531.2 |
| Sanoma Magazines International | 134.3 | 117.8 | 14.0 | 247.6 |
| Sanoma Magazines Belgium | 108.3 | 92.9 | 16.6 | 188.6 |
| Sanoma Magazines Finland | 98.7 | 92.8 | 6.3 | 193.2 |
| Eliminations | -2.4 | -2.5 | -3.6 | -4.7 |
| Operating profit | 93.4 | 58.6 | 59.3 | 128.8 |
| \% net sales | 15.7 | 10.5 |  | 11.1 |
| Operating profit excluding major | 72.2 | 58.6 | 23.1 | 126.2 |
| $\quad$ non-recurring capital gains | 12.1 | 10.5 |  | 10.9 |
| \% net sales | $1,971.4$ | $1,697.4$ | 16.1 | $1,910.0$ |
| Balance sheet total | 10.1 | 7.8 | 30.3 | 16.5 |
| Capital expenditure | 5,532 | 5,140 | 7.6 | 5,302 |
| Personnel * |  |  |  |  |

## Sanoma 1-6/2007

| EUR million | 1-6/2007 | 1-6/2006 | Ch \% | 1-12/2006 |
| :---: | :---: | :---: | :---: | :---: |
| Net sales | 242.2 | 226.4 | 6.9 | 457.1 |
| Helsingin Sanomat (daily newspaper) | 140.3 | 133.0 | 5.4 | 267.3 |
| Ilta-Sanomat (quality tabloid) | 48.3 | 45.6 | 5.7 | 92.2 |
| Other publishing | 48.8 | 42.3 | 15.5 | 87.3 |
| Others | 76.4 | 73.9 | 3.4 | 145.6 |
| Eliminations | -71.7 | -68.5 | 4.7 | -135.2 |
| Operating profit | 36.8 | 31.1 | 18.4 | 62.7 |
| \% net sales | 15.2 | 13.7 |  | 13.7 |
| Operating profit excluding major nonrecurring capital gains | 36.8 | 29.5 | 25.1 | 61.0 |
| \% net sales | 15.2 | 13.0 |  | 13.3 |
| Balance sheet total | 514.4 | 491.3 | 4.7 | 526.6 |
| Capital expenditure | 9.2 | 8.2 | 12.8 | 16.5 |
| Personnel * | 2,679 | 2,650 | 1.1 | 2,672 |

## SanomaWSOY Education and Books 1-6/2007

| EUR million | $\mathbf{1 - 6 / 2 0 0 7}$ | $\mathbf{1 - 6 / 2 0 0 6}$ | Ch $\%$ | $\mathbf{1 - 1 2 / 2 0 0 6}$ |
| :--- | ---: | ---: | ---: | ---: |
| Net sales | 157.0 | 142.5 | 10.2 | 309.2 |
| Educational publishing | 98.4 | 85.0 | 15.8 | 187.7 |
| Publishing | 47.1 | 46.2 | 1.9 | 96.0 |
| Others | 22.9 | 20.1 | 14.3 | 43.3 |
| Eliminations | -11.4 | -8.7 | 30.5 | -17.8 |
| Operating profit | 23.3 | 29.5 | -21.0 | 48.0 |
| \% net sales | 14.8 | 20.7 |  | 15.5 |
| Operating profit excluding major non- | 23.3 | 29.5 | -21.0 | 48.0 |
| $\quad$ recurring capital gains | 14.8 | 20.7 |  | 15.5 |
| \% net sales | 638.2 | 566.0 | 12.8 | 598.2 |
| Balance sheet total | 2.9 | 5.3 | -44.2 | 8.9 |
| Capital expenditure | 2,748 | 2,197 | 25.1 | 2,455 |
| Personnel * |  |  |  |  |

## SWelcom 1-6/2007

| EUR million | $\mathbf{1 - 6 / 2 0 0 7}$ | $\mathbf{1 - 6 / 2 0 0 6}$ | Ch $\% \mathbf{1 - 1 2 / 2 0 0 6}$ |  |
| :--- | ---: | ---: | ---: | ---: |
| Net sales | 70.6 | 67.4 | 4.7 | $\mathbf{1 3 1 . 8}$ |
| TV and radio | 40.4 | 40.2 | 0.3 | 76.5 |
| Others | 30.6 | 27.5 | 11.5 | 56.0 |
| Eliminations | -0.4 | -0.3 | 32,7 | -0.6 |
| Operating profit | 6.9 | 7.2 | -4.6 | 12.5 |
| \% net sales | 9.8 | 10.7 |  | 9.5 |
| Operating profit excluding major non- | 6.9 | 7.2 | -4.6 | 12.5 |
| $\quad$ recurring capital gains | 9.8 | 10.7 |  | 9.5 |
| \% net sales | 164.5 | 148.3 | 10.9 | 158.6 |
| Balance sheet total | 7.4 | 3.9 | 89.7 | 15.2 |
| Capital expenditure | 473 | 438 | 8.1 | 437 |
| Personnel * |  |  |  |  |

## Rautakirja 1-6/2007

| EUR million | $\mathbf{1 - 6 / 2 0 0 7}$ | $\mathbf{1 - 6 / 2 0 0 6}$ | Ch $\%$ | $\mathbf{1 - 1 2 / 2 0 0 6}$ |
| :--- | ---: | ---: | ---: | ---: |
| Net sales | 393.7 | 367.5 | 7.1 | $\mathbf{7 9 9 . 9}$ |
| Kiosk operations | 186.2 | 176.6 | 5.4 | 369.1 |
| Press distribution | 117.2 | 108.3 | 8.3 | 223.6 |
| Bookstores | 52.7 | 52.7 | 0.1 | 138.9 |
| Entertainment | 45.4 | 35.7 | 27.2 | 81.7 |
| Eliminations | -7.9 | -5.8 | 35.5 | -13.4 |
| Operating profit | 19.5 | 18.5 | 5.7 | 54.7 |
| \% net sales | 5.0 | 5.0 |  | 6.8 |
| Operating profit excluding major non- | 19.5 | 18.5 | 5.7 | 54.7 |
| $\quad$ recurring capital gains | 5.0 | 5.0 |  | 6.8 |
| \% net sales | 548.1 | 500.4 | 9.5 | 586.9 |
| Balance sheet total | 11.9 | 8.0 | 48.1 | 23.1 |
| Capital expenditure | 7,750 | 7,461 | 3.9 | 7,496 |
| Personnel * |  |  |  |  |

## Group's Outlook for 2007

Outlook

- Net sales to increase more than in the previous year
- Operating profit excluding the major non-recurring capital gains to improve
- In 2006, operating profit excluding these capital gains totalled EUR 288.2 million and net sales grew by $4.6 \%$



## Content for your life

