## Sanoma 1-6/ 2009

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## Efficiency Improvements to Continue

- Adaptation to market conditions is working - operating expenses down by over 5\% in the first six months. Structural changes to continue.
- Entertainment and learning have performed well; Finnish magazines, kiosks and movie theatres also developing positively.
- Strengthened market position in Belgian and Finnish magazine markets as well as in Finnish TV advertising
- The advertising market contraction seems to has stabilised at least in Finland.

Our goal is to be one of the leading media companies in Europe, with a focus on sustainable growth and profitability.

## I mpact of Contingency Plans Visible

| EUR million | 4-6/2009 | 4-6/2008 | 1-6/2009 | 1-6/2008 | Ch \% | 1-12/2008 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 697.2 | 769.8 | 1,333.2 | 1,452.8 | -8.2 | 3,030.1 |
| Operating profit excluding nonrecurring items | 72.5 | 97.0 | 95.8 | 146.2 | -34.5 | 295.7 |
| \% net sales | 10.4 | 12.6 | 7.2 | 10.1 |  | 9.8 |
| Operating profit | 65.1 | 98.5 | 86.1 | 171.2 | -49.7 | 236.3 |
| Earnings/share, EUR | 0.27 | 0.40 | 0.32 | 0.74 | -56.4 | 0.72 |
| Cash flow from operations/share, EUR | 0.10 | -0.06 | 0.05 | 0.23 | -79.9 | 1.56 |
| Average number of employees (FTE) |  |  | 17,725 | 17,693 | 0.2 | 18,168 |

## Focus on the Quality of Operations Key Events 2Q09

- Nelonen Media launched a new WebTV service Ruutu.fi
- Four new websites launched, six magazines discontinued
- Studie Beurs student event divested
- TV channel Liv granted a terrestrial broadcasting license


## Recognitions

- Bookstore chain Suomalainen Kirjakauppa the chain brand with best reputation in Finland
- The customer service at the daily newspaper Helsingin Sanomat the best phone service in Finland
- The news portal Vedomosti.ru the best news site in Russia
- Sanoma Uitgevers the $5^{\text {th }}$ best employer in the Netherlands



## Continuous Rationalisation

- Structural changes and adaption to market environment
- Sanoma News, Sanoma Magazines Belgium, retail operations in Estonia, language services as well as literature and other businesses unit, among others.
- Six magazines closed down in second quarter (26 altogether in 2009)
$\rightarrow$ Target to have operating expenses in 2009 clearly below the level of 2008.


Advertising Market Contraction Stabilised in Finland monthly cumulative change, \%


## Outlook for 2009 Unchanged

- Net sales are expected to decrease
- Operating profit excluding non-recurring items will clearly decline from the previous year.
- In the comparable year of 2008, operating profit excluding non-recurring items was EUR 295.7 million.
- The Group's interest expenses are expected to decrease markedly, and as a result, Sanoma's net result for 2009 is expected to decrease less than its operating profit.


## I mproved Profitability in Q2



## Advertising Sales Continued to Decline

## EBIT excluding non-recurring items

EUR million


- Magazines: decline in advertising and single copy sales in SU and SMI (currencies)
- News: decline in advertising sales, especially in classified ads
- Entertainment: positive development in TV and broadband operations
- Learning \& Literature: Nowa Era, decline in sales in language services as well as in literature and other operations
- Trade: decrease of sales in kiosk and movie operations in the Baltic countries, investments in Russia and Romania, declining press distribution sales


## Share of Advertising Sales Declining

- The advertising market contraction seems to has stabilised at least in Finland.

| Advertising sales, \% of net sales | $\mathbf{1 - 6 / 2 0 0 9}$ | $1-6 / 2008$ |
| :--- | ---: | ---: |
| Sanoma Magazines | $\mathbf{2 9 \%}$ | $33 \%$ |
| Sanoma News | $\mathbf{4 6 \%}$ | $55 \%$ |
| Sanoma Entertainment | $\mathbf{5 1 \%}$ | $51 \%$ |
| The Group | $\mathbf{2 2 \%}$ | $\mathbf{2 6 \%}$ |

## I ncreased Online Sales



## Stable Financial Position

| EUR million | $\mathbf{3 0 . 6 . 2 0 0 9}$ | 30.6 .2008 | 31.12 .2008 |
| :--- | ---: | ---: | ---: |
| Balance sheet total | $\mathbf{3 , 2 1 1 . 1}$ | $3,369.2$ | $3,278.7$ |
| Equity ratio, \% | $\mathbf{3 7 . 3}$ | 40.8 | 40.0 |
| Net gearing, \% | $\mathbf{1 0 3 . 0}$ | 81.6 | 78.5 |
| Interest-bearing liabilities | $\mathbf{1 , 2 2 0 . 3}$ | $1,148.5$ | $1,082.6$ |
| Interest-bearing net debt | $\mathbf{1 , 1 6 1 . 0}$ | $1,058.4$ | 971.6 |
| Cash and cash equivalents | $\mathbf{5 9 . 3}$ | 90.2 | 110.9 |

- Favourable long term credit facility
- Net debt/EBITDA 3.0


## Balanced Business Portfolio

Net sales 1-6/2009

By division


By geographic area

-The Netherlands 23\% (22\%)
-The Baltic countries 5\% (5\%)

- Other CEE countries+ Russia and Ukraine 10\% (13\%)


## I nspires, I nforms and Connects

## Sanoma Magazines



EBIT excluding non-recurring items


## Sanoma Magazines

Key figures

| EUR million | $\mathbf{1 - 6 / 2 0 0 9}$ | $1-6 / 2008$ | Ch \% | $1-12 / 2008$ |
| :--- | ---: | ---: | ---: | ---: |
| Net sales | $\mathbf{5 3 8 . 1}$ | 603.9 | -10.9 | $1,246.8$ |
| Sanoma Magazines Netherlands | $\mathbf{2 3 3 . 9}$ | 246.9 | -5.3 | 515.7 |
| Sanoma Magazines International | $\mathbf{1 0 4 . 0}$ | 146.9 | -29.2 | 306.7 |
| Sanoma Magazines Belgium | $\mathbf{1 0 4 . 0}$ | 109.7 | -5.2 | 223.2 |
| Sanoma Magazines Finland | $\mathbf{9 8 . 3}$ | 102.6 | -4.2 | 205.6 |
| Eliminations | $\mathbf{- 2 . 1}$ | -2.2 | 1.7 | -4.3 |
| Operating profit excluding | $\mathbf{4 7 . 1}$ | 71.2 | -34.0 | 138.9 |
| non-recurring items | $\mathbf{8 . 7}$ | 11.8 |  | 11.1 |
| \% of net sales | $\mathbf{4 5 . 8}$ | 94.7 | -51.7 | 85.7 |
| Operating profit | $\mathbf{1 2 . 3}$ | 12.2 | 1.5 | 26.8 |
| Capital expenditure | $\mathbf{5 , 6 1 1}$ | 5,520 | 1.7 | 5,731 |
| Average number of |  |  |  |  |
| employees (FTE) |  |  |  |  |

Outlook for 2009: Net sales are expected to decrease and it is estimated that operating profit excluding non-recurring items will be clearly below the previous year's level.

## Sanoma News



EBIT excluding non-recurring items


## Sanoma News

Key figures

| EUR million | 1-6/ 2009 | 1-6/2008 | Ch \% | $1-12 / 2008$ |
| :--- | ---: | ---: | ---: | ---: |
| Net sales | $\mathbf{2 1 4 . 8}$ | 242.0 | -11.2 | 474.7 |
| Helsingin Sanomat | $\mathbf{1 2 0 . 1}$ | 145.3 | -17.3 | 279.5 |
| IIta-Sanomat | $\mathbf{3 8 . 3}$ | 42.4 | -9.7 | 83.2 |
| Other publishing | $\mathbf{4 6 . 7}$ | 48.9 | -4.5 | 98.2 |
| Other businesses | $\mathbf{7 2 . 2}$ | 75.4 | -4.2 | 150.1 |
| Eliminations | $\mathbf{- 6 2 . 5}$ | -70.0 | 10.7 | -136.2 |
| Operating profit excluding | $\mathbf{1 8 . 0}$ | 32.6 | -44.9 | 57.3 |
| non-recurring items | $\mathbf{8 . 4}$ | 13.5 |  | 12.1 |
| \% of net sales | $\mathbf{9 . 6}$ | 32.6 | -70.6 | 57.3 |
| Operating profit | $\mathbf{5 . 6}$ | 9.7 | -42.0 | 19.6 |
| Capital expenditure | $\mathbf{2 , 4 2 1}$ | 2,456 | -1.4 | 2,491 |
| Average number of |  |  |  |  |

Outlook for 2009: Net sales are estimated to decrease clearly and operating profit excluding nonrecurring items will lessen markedly from the previous year due to the decline in the advertising market.

## Sanoma Entertainment



EBIT excluding non-recurring items


## Sanoma Entertainment

Key figures

| EUR million | 1- 6/ 2009 | $1-6 / 2008$ | Ch $\%$ | $1-12 / 2008$ |
| :--- | ---: | ---: | ---: | ---: |
| Net sales | $\mathbf{8 1 . 0}$ | 81.4 | -0.6 | 157.1 |
| TV and radio | 47.1 | 47.1 | 0.0 | 88.9 |
| Other businesses | 34.7 | 34.7 | 0.0 | 69.4 |
| Eliminations | -0.8 | -0.4 | -100.0 | -1.1 |
| Operating profit excluding <br> non-recurring items | $\mathbf{1 3 . 0}$ | 10.4 | 25.3 | 17.3 |
| \% of net sales | $\mathbf{1 6 . 1}$ | 12.8 |  | 11.0 |
| Operating profit | $\mathbf{1 3 . 0}$ | 10.4 | 25.3 | 17.3 |
| Capital expenditure | $\mathbf{4 . 1}$ | 7.5 | -44.3 | 13.5 |
| Average number of <br> employees (FTE) | $\mathbf{4 8 1}$ | 471 | 2.2 | 482 |

Outlook for 2009: Net sales and operating profit excluding non-recurring items are expected to be at the previous year's level.

## Sanoma Learning \& Literature



EBIT excluding non-recurring items


## Sanoma Learning \& Literature

Key figures

| EUR million | $\mathbf{1 - 6 / 2 0 0 9}$ | $1-6 / 2008$ | Ch $\%$ | $1-12 / 2008$ |
| :--- | ---: | ---: | ---: | ---: |
| Net sales | $\mathbf{1 6 2 . 8}$ | 168.8 | -3.6 | 390.0 |
| Learning | $\mathbf{1 1 2 . 2}$ | 115.2 | -2.6 | 273.3 |
| Language services | $\mathbf{1 4 . 5}$ | 11.9 | 21.8 | 28.8 |
| Literature and other businesses | $\mathbf{4 1 . 6}$ | 48.3 | -13.9 | 101.2 |
| Eliminations | $\mathbf{- 5 . 4}$ | -6.6 | 18.2 | -13.3 |
| Operating profit excluding | $\mathbf{1 8 . 2}$ | 22.0 | -17.4 | 53.2 |
| non-recurring items | $\mathbf{1 1 . 2}$ | 13.0 |  | 13.6 |
| $\quad$ \% of net sales | $\mathbf{1 8 . 2}$ | 22.0 | -17.4 | 45.6 |
| Operating profit | $\mathbf{4 . 4}$ | 7.4 | -40.5 | 15.6 |
| Capital expenditure | $\mathbf{2 , 8 4 7}$ | 2,618 | 8.8 | 2,737 |
| Average number of |  |  |  |  |

Outlook for: Net sales and operating profit excluding non-recurring items will decrease from the previous year's level. The development of net sales and operating profit is strongly affected by the exchange rates of the Division's operating countries.

## Sanoma Trade



EBIT excluding non-recurring items


## Sanoma Trade

## Key figures

| EUR million | $\mathbf{1 - 6 / 2 0 0 9}$ | $1-6 / 2008$ | Ch \% | $1-12 / 2008$ |
| :--- | ---: | ---: | ---: | ---: |
| Net sales | $\mathbf{3 8 3 . 4}$ | 405.8 | -5.5 | 866.6 |
| Kiosk operations | $\mathbf{1 9 7 . 6}$ | 197.1 | 0.3 | 409.4 |
| Press distribution | $\mathbf{1 0 5 . 0}$ | 118.4 | -11.3 | 241.5 |
| Bookstores | $\mathbf{4 6 . 9}$ | 55.0 | -14.7 | 139.2 |
| Movie operations | $\mathbf{4 1 . 7}$ | 43.8 | -4.8 | 94.3 |
| Eliminations | $\mathbf{- 7 . 9}$ | -8.5 | 7.5 | -17.8 |
| Operating profit excluding | $\mathbf{7 . 6}$ | 17.3 | -56.2 | 45.1 |
| non-recurring items | $\mathbf{2 . 0}$ | 4.3 |  | 5.2 |
| \% of net sales | $\mathbf{7 . 6}$ | 17.3 | -56.2 | 45.1 |
| Operating profit | $\mathbf{1 5 . 2}$ | 12.4 | 22.7 | 33.8 |
| Capital expenditure | $\mathbf{6 , 2 8 2}$ | 6,527 | -3.7 | 6,633 |
| Average number of |  |  |  |  |

Outlook for 2009: Net sales are expected to decrease somewhat and operating profit excluding non-recurring items to decrease clearly.

