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## SANOM AW SOY'S INTERIM REPORT 1JANUARY - 30 SEPTEM BER, 2002

SanomaWSOY's operating profit in January- September was EUR 75.8 (45.6) million and EBITA was EUR 148.6 (59.0) million. In the third quarter, net sales were EUR549.5(353.8) million and operating profit was EUR 19.1(15.4) million. The acquisition cost of VNU's magazine operations acquired in 2001will decrease after the purchase price adjustments from EUR 1,251million to some EUR 1,206 million.

| KEY INDICATORS, EUR million | 30.9.2002 | 30.9.2001 | Change,\% | 31.12.2001 |
| :---: | :---: | :---: | :---: | :---: |
| Net sales | 1,685.0 | 1,077.4 | 56.4 | 1,730.0 |
| Operating profit before depreciation and |  |  |  |  |
| decrease in value | 206.9 | 111.8 | 85.2 | 206.8 |
| \% of net sales | 12.3 | 10.4 |  | 12.0 |
| Operating profit before amortisation | 148.6 | 59.0 | 152.0 | 133.2 |
| \% of net sales | 8.8 | 5.5 |  | 7.7 |
| Operating profit | 75.8 | 45.6 | 66.4 | 96.5 |
| \% of net sales | 4.5 | 4.2 |  | 5.6 |
| Profit before extraordinary items | 48.7 | 45.0 | 8.4 | 92.5 |
| \% of net sales | 2.9 | 4.2 |  | 5.3 |
| Balance sheet total | 2,722.3 | 1,671.8 | 62.8 | 3,053.1 |
| Gross investments | 73.9 | 126.9 | -41.7 | 1,473.9 |
| \% of net sales | 4.4 | 11.8 |  | 85.2 |
| Equity ratio, \% *) | 41.2 | 68.7 |  | 38.6 |
| Equity ratio, \% | 33.3 | 55.9 |  | 31.6 |
| Gearing, \% *) | 79.6 | -23.5 |  | 75.7 |
| Gearing, \% | 122.2 | -6.0 |  | 114.7 |
| Financial cost of liabilities | 50.7 | 15.6 | 224.6 | 31.3 |
| Interest-bearing liabilities | 1,217.7 | 425.8 | 186.0 | 1,439.7 |
| Interest-free liabilities | 632.4 | 349.0 | 81.2 | 678.7 |
| Securities, cash and bank | 151.4 | 479.2 | -68.4 | 367.9 |
| Personnel under employment contract, average | 18,834 | 14,084 | 33.7 | 15,129 |
| Personnel, average (full-time equivalents) | 15,300 | 10,998 | 39.1 | 12,077 |
| Earnings/share, EUR | 0.00 | 0.16 | -97.3 | 0.35 |
| Cash flow/share, EUR | 0.64 | 0.44 | 44.9 | 1.26 |
| Equity/share, EUR | 5.42 | 5.67 | -4.5 | 5.87 |
| Market capitalisation | 1,337.4 | 1,390.3 | -3.8 | 1,510.4 |

[^0]Outlook for 2002

SanomaWSOY's net sales and operating profit will grow significantly in 2002, as the net sales and operating profit generated bythe operations acquired from VNU will have a positive impact on the consolidated figures for the full year instead of one quarter. Operating profit before amortisation, in particular, will grow strongly. Development will remain slightly below the Group's earlier forecast, however, since the growth in media advertising expected during autumn 2002 did not materialise and some of the positive impact of the streamlining programmes initiated in the Group's divisions will not be felt fully in 2002. Typically the last quarter of the year is SanomaWSOY's best in terms of business performance.

The Group's net sales are now expected to grow to slightly over EUR 2.3 billion. Operating profit is expected to grow significantly, by some $20 \%$.

Net sales

SanomaWSOY's net sales grew by 56\% in January- September 2002 and amounted to EUR 1,685.0 (1,077.4) million. This growth was largely due to the integration of magazine operations with the Group at the beginning of October 2001; these include the present Sanoma Uitgevers, Sanoma Magazines Belgium, Sanoma Magazines International and Aldipress. SWelcom, WSOY and Rautakirja also increased their net sales. Comparable net sales rose by $1 \%$.

Result

The Group's operating profit improved by 66\% in January - September and totalled EUR 75.8 (45.6) million. Gains on the sales of assets and the integration of new magazine operations contributed to this increase. EBITA (operating profit before amortisation of goodwill, consolidated goodwill and immaterial rights) was EUR 148.6 (59.0) million.

SanomaWSOY's profit before extraordinary items was EUR 48.7(45.0) million. Profit aftertaxes amounted to EUR6.7(29.9) million and earnings per share were EUR 0.00 (0.16).

The Group's cash flow from operations totalled EUR88.9 (613) million. Cash flow per share was EUR 0.64 (0.44).

SanomaWSOY's investments in January - September totalled EUR 73.9 (126.9) million. The biggest investments related to the Sanomala printing unit. R\&D expenditure recorded as expenses totalled EUR12.7(17.7) million.

Market situation

The Research Institute of the Finnish Economy, ELLA, forecast in September that GDP will increase this year by $12 \%$ in the Euro area and by $19 \%$ in Finland. According to Statistics Finland, consumers' confidence in the Finnish economy in September was apprediably stronger than a year ago. While consumers had reservations about the prospects of the Finnish economy as a whole, they expressed strong confidence in their own financial position.

Media advertising in Finland decreased by 2\% in January - September according to Gallup Mainostieto. Advertising grew by around $1 \%$ in July but then declined by the same amount in August, and in September advertising volumes were broadly the same as the previous year. Newspaper advertising declined by 4\%in January - September while TV advertising increased by 3\%. Magazine advertising fell by 2\%. Magazine advertising decreased also in the Netherlands, but increased in Belgium, Hungary and Romania.

TheFinnish retail market grew by 4\% during the first eight months of the year.

Rautakirja mer ger

In September SanomaWSOY's and Rautakirja's extraordinary general meetings of shareholders approved the merger plan approved by the Boards of Directors of SanomaWSOY and Rautakirja, according to which Rautakirja will merge into SanomaWSOY. The intended time for the registration of the implementation of the merger is 1March 2003.

According to the merger plan, Rautakirja's shareholders will receive a merger consideration of 5.3 new SanomaWSOY B-sharesfor each Rautakirja A- or B-shareheld bythem. The merger will enable full usage of the Group's resources in international expansion projects and simplify the ownership structure. It will give more flexibility in possible internal reorganisation of the business and restructuring of the Group while enhancing efficiency in financing and capital planning.

In connection with the merger, Rautakirja's operations will be incorporated into a new Rautakirja Oy that will continue operations on the present basis. In the merger, SanomaWSOY will issue not more than 33,551,120 SanomaWSOY B-shares, of which not more than 18,773,018 shares will be issued to SanomaWSOY subsidiaries Sanoma Corporation and Werner Söderström Corporation as merger consideration. Those of Rautakirja's existing shareholders that are external to SanomaWSOY Group will receive a merger consideration of not more than 14,778,101shares that after the merger will represent about $8.25 \%$ of the total number of SanomaWSOYA- and B-shares. SanomaWSOY Corporation will receive no merger consideration in the merger for those Rautakirja shares that it owns directly. SanomaWSOY Group's consolidated goodwill will not increase as a result of the merger.

Other key events

SanomaWSOY continued its strategy of selling its non-core assets during January- September. In the first quarter of the year Sanoma Magazines Finland sold its directory-publishing unit BlueBook and SanomaWSOY Corporation sold some of its real estate holdings. In the second quarter Sanoma Magazines sold its shares in British business unit BEAP, a crossword puzzle magazine publisher, and Sanoma's subsidiary Startel sold its 33.4\%holding in Ecovision AB as well as its StarDesk and StarWeb operations. During the summer and autumn Sanoma's subsidiary Arnedo Oy sold $110 \%$ of the share capital of IIkka-Yhtymä Oyj, after which its holding in the company decreased to 23.1\%.

SanomaWSOY acquired VNU's magazine operations in 2001 The purchase price adjustments related to the sale and purchase agreement were settled finally in October 2002. Under the terms of the agreement, the acquisition cost, including consulting fees, will decrease to some EUR 1,206 million. The corresponding acquisition cost in SanomaWSOY's financial statements for 2001wasEUR 1,251 million. The goodwill on the transaction will be amortised over 20 years. As a result of thefinal settlement the annual goodwill amortisation will decrease by some EUR 2 million.

## Dividend

SanomaWSOY's annual general meeting in April decided to distribute a dividend of EUR0.51per sharefor the financial year 2001 The date of record for the dividend payment was 12 April 2002, and the dividend was paid on 19 April 2002.

The signatories of SanomaWSOY's shareholders' agreement, who together hold more than $50 \%$ of all shares and votes in SanomaWSOY, have agreed to votefor and in all other ways support

SanomaWSOY deciding at its annual general meeting in 2003to distribute a dividend of at least EUR 0.26 per share for thefinancial year 2002.

Balance sheet and financial position

SanomaWSOY's consolidated balance sheet totalled EUR $2,722.3(1,6718)$ million at the end of September. Shareholders' equity excluding capital notes was EUR 749.6 (784.7) million. The equity ratio including capital notes continued to increase during the third quarter and reached $412 \%$. Capital notes have a positive impact of 7.9 percentage points on the equity ratio.

The Group's interest-bearing liabilities continued to decrease as a result of positive cash flow and, including the capital notes, amounted to EUR $1,217.7$ (425.8) million at the end of the period. The book value of securities and cash totalled EUR 1514 (479.2) million and their market value wasEUR 1614 (5116) million. The book value of shares at the end of the review period was EUR 58.8 (1213) million and their market value was EUR 68.0 million. Net debt was EUR 1,066.3million. Net debt will continueto decrease during the fourth quarter.

The Group's net financial expenses for January - September amounted to EUR27.1(0.6) million. Financial incometotalled EUR 58.0 (37.7) million and financial expenses EUR85.1(38.3) million. Most of the financial income, EUR 318 (17.9) million, was generated from gains on the sales of shares. The Group's share portfolio was realised as planned during the review period. However, owing to the difficult market situation, fewer shares were divested in the third quarter than during the beginning of the year. Financial expenses mainly comprised interest expenses on interest-bearing liabilities, EUR 48.9 (8.0) million, and decreases in the value of securities, EUR315(28.8) million.

## Shares

A total of 61,974 SanomaWSOY A-shares and 4,825,198 B-shares were traded during the first nine months of the year. Thetotal shareturnover during the review period was EUR 57.5(35.6) million.

Series A-shares were traded at an average price of EUR 12.17 and B-shares at an average price of EUR 1176 in the January-September period. The high for the A-shares was EUR 13.40 and the low EUR 9.70. The corresponding figures for B-shares were EUR 13.63 and EUR 8.66.

SanomaWSOY's market capitalisation at the end of September, excluding shares held by the Group, was EUR 1,337.4 (1,390.3) million. The number of B-shares held by the Group was 7,187,276,
representing $4.94 \%$ of the share capital and $123 \%$ of the votes. The conversion period of convertible capital notes issued in 2001began on 2 January 2002. No notes were converted by the end of the review period. The imputed conversion price of a share is EUR 15.91

SANOMA
Newspaper publishing and printing

| KEY INDICATORS, EUR million | $\mathbf{3 0 . 9 . 2 0 0 2}$ | 30.9 .2001 | Change,\% | 31.12 .2001 |
| :--- | ---: | ---: | ---: | ---: |
| Net sales | $\mathbf{3 2 6 . 2}$ | 346.6 | -5.9 | 459.3 |
| Operating profit before <br> amortisation |  |  |  | 49.9 |
| \% of net sales | $\mathbf{3 5 . 9}$ | 35.3 | 1.8 | 10.9 |
| Operating profit <br> \% of net sales | $\mathbf{1 1 . 0}$ | 10.2 |  | 43.3 |
| Operating profit excl. <br> associated companies <br> \% of net sales | $\mathbf{3 0 . 6}$ | 30.3 | 1.0 | 9.4 |
| Balance sheet total <br> Gross investments | $\mathbf{8 . 4}$ | 8.7 |  | 35.1 |
| Personnel under employment <br> contract, average | $\mathbf{2 6 . 9}$ | 24.6 | 9.3 | 7.6 |
| Personnel, average <br> (full-time equivalents) | $\mathbf{8 . 3}$ | 7.1 |  | 490.7 |

OPERATIONAL INDICATORS, 1.1-30.9.

|  | $\mathbf{2 0 0 2}$ | 2001 | 2000 |
| :--- | :---: | :---: | :---: |
| Helsingin Sanomat <br> Weekday circulation, <br> copies *) <br> Sunday circulation, <br> copies *) |  |  |  |
| Advertising volume <br> (column metres) | $\mathbf{3 2 , 0 0 0}$ | 356,009 | 446,972 |
| Ilta-Sanomat <br> Circulation, copies *) |  | 507,011 | 517,860 |
| Advertising volume <br> (column metres) | $\mathbf{5 , 2 5 5}$ | 5,256 |  |
| Taloussanomat <br> Circulation, copies *) <br> Advertising volume <br> (column metres) | $\mathbf{2 , 1 5 3}$ | 218,829 | 214,610 |

${ }^{*}$ ) Audited circulation figures 1.1-31.12.

Sanoma's net sales in January - September amounted to EUR326.2 (346.6) million. The 6\% decrease in net sales was mainly due to the dedine in media advertising. According to Gallup Mainostieto,
money spent on newspaper advertising in Finland decreased by 4\%in January - September and on job advertising by $30 \%$. Advertising revenue generated some $49 \%$ of Sanoma's total net sales. Sanoma's advertising revenue decreased in January - September. Circulation revenue increased slightly while exports of printed products decreased.

Sanoma's operating profit, EUR 30.6 (30.3) million, improved slightly compared to the previous year despite the decline in net sales. Enhanced efficiency and lower paper costs reduced expenses by EUR 20 million. Higher gains on the sales of assets boosted profit but the lower share of Rautakirja's result, EUR 3.6 (4.9) million, weakened the performance. The result of Sanoma's own operations improved by EUR 2.3million. EBITA wasEUR 35.9 (35.3) million. The previous year's comparablefigure includes damages of EUR 3 million, which were booked as Helsingin Sanomat's expenses.

Investments totalled EUR 318 (59.2) million and were mostly related to the Sanomala printing unit.

The weak media market depressed Helsingin Sanomat's net sales, which declined by 6\% in JanuarySeptember. Advertising revenuefell by $9 \%$, mainly due to a decrease in job advertising. Circulation revenue grew by one per cent. Operating profit improved considerably and cost-saving measures cut expenditure by $7 \%$. There are several ongoing projects for enhancing efficiency in the unit. The impact of these on result will befelt this year and also more so in coming years. Helsingin Sanomat's circulation this year is projected to be somewhat lower than last year, when exceptional news events boosted circulation towards the end of the year. According to National Readership Survey, the number of readers has remained at broadly the same level.

Ilta-Sanomat's net sales for the first nine months of the year declined by 2\%although the unit's operating profit for January - September improved. Advertising revenue grew by $5 \%$ whilecirculation dropped below the record figure it reached in 2001 Ilta-Sanomat's market share of newsstand sales of tabloids was $615 \%$ in the first three quarters of the year. The publishing rights of Veikkaaja Magazine were transferred to Sanoma at the beginning of September. Ilta-Sanomat, Veikkaaja, Keltainen Pörssi, and Palsta will in future be integrated into the IS business unit.

Kymen Lehtimedia's net sales declined by $11 \%$ in January- September. Revenue from printing fell to half of last year's level dueto a decrease in exports to Russia. New printing orders from Russia are unlikely because of the lower local price level. Circulations of daily newspapers continued to decline but circulation revenue increased compared to last year, largely due to price increases at the beginning of the year. The number of newspaper readers has also remained much the same according to National Readership Survey. Advertising revenue remained the same as the previous
year. Operating profit remained largely unchanged despite the decline in net sales and profitability improved compared to last year. Expenses were reduced by 13\% mainly due to lower capacity.

Infosto's net sales decreased by $12 \%$ but the unit's operating profit improved significantly. These developments were largely the result of focusing on developing consumer-to-consumer products and services. Infosto also focused on improving cost-efficiency. Keltainen Pörssi's circulation revenue reached the previous year's level, largely due to price increases, although circulation volumes decreased slightly owing to intensified competition and tighter markets. The paper's advertising revenue also reached the previous year's level.

Startel's net sales declined by $18 \%$ in the review period and advertising revenue decreased significantly. Operating loss was reduced by one fifth, however, largely as a result of the sale of the holding in Ecovision and divestment of the StarDesk and StarWeb operations. After the review period Startel announced a development and profitability program. The program is estimated to improve Sanoma's result annually by someEUR 15 million from 2004 onwards.

Esmerk's net sales continued to grow despite the unfavourable business conditions.

The advertising market developed more weakly than anticipated and no upturn in media advertising is envisaged over the next few months. Sanoma's full-year net sales are expected to decrease by some 5\% from last year due to the prolonged dedine in newspaper advertising. Despite extensive cost-saving measures, operating profit is estimated to remain below that for 2001 As a consequence, Sanoma needs to adapt its operations to the prevailing market situation and to continue implementing cost-cutting measures. Sanoma's top priority is to improve long-term profitability with efficient cost management and a leaner structure.

SANOM A M AGAZINES<br>Magazine publishing and press distribution

The comparablefinancial information for the first threequarters of 2001includes only the figures of Sanoma Magazines Finland.

| KEY INDICATORS, EUR million | 30.9.2002 | 30.9.2001 | Change,\% | 31.12.2001 |
| :---: | :---: | :---: | :---: | :---: |
| Net sales | 711.7 | 118.7 | 499.8 | 394.3 |
| Operating profit before |  |  |  |  |
| amortisation | 94.5 | 11.5 | 722.8 | 60.9 |
| \% of net sales | 13.3 | 9.7 |  | 15.4 |
| Operating profit | 37.5 | 10.8 | 248.4 | 41.7 |
| \% of net sales | 5.3 | 9.1 |  | 10.6 |
| Operating profit excl. |  |  |  |  |
| associated companies | 25.8 | 3.4 | 659.3 | 31.4 |
| \% of net sales | 3.6 | 2.9 |  | 8.0 |
| Balance sheet total | 1,703.3 | 75.2 |  | 1,766.0 |
| Gross investments | 13.8 | 4.6 | 198.8 | 1,314.8 |
| Personnel under employment contract, average | 4,877 | 877 | 456.2 | 1,828 |
| Personnel, average (full-time equivalents) | 4,276 | 842 | 407.5 | 1,707 |

OPERATIONAL INDICATORS, 1.1-30.9.

| Number of copies sold <br> (press distribution / | $\mathbf{2 0 0 2}$ | 2001 |
| :--- | ---: | ---: |
| Aldipress), thousands <br> Number of magazines <br> published | $\mathbf{9 4 , 6 8 5}$ | 96,861 |
| Magazine copies sold, <br> thousands <br> Number of advertising <br> pages sold | $\mathbf{2 1 9}$ | 260 |

Sanoma Magazines' net sales for January- September amounted to EUR 7117(118.7) million.
Magazine advertising declined in Finland and the Netherlands but grew in Belgium, Hungary and Romania. Advertising revenue generated some $23 \%$ of Sanoma Magazines' net sales.

Operating profit for January- September was EUR 37.5(10.8) million and EBITA totalled EUR 94.5(115) million. Operating profit was boosted by the divestment of Sanoma Magazines Finland'sBlue Book business unit in March and the sale of the British crossword puzzle publishing unit BEAP in April.

Investments totalled EUR 13.8 (4.6) million and were mostly related to Sanoma Uitgevers' projects (SAP) and Aldipress.

The Dutch-based Sanoma Uitgevers generated net sales of EUR 335.4 million. Net sales grew more slowlythan predicted due to the downturn of the Dutch market. Both advertising and circulation revenue declined in the first three quarters of the year. In June, Sanoma Uitgevers announced it was initiating a reorganisation of the company. The aim is to reduce the company's fixed costs by EUR 15 million per year, but the results for 2002 and 2003 will be weakened by the non-recurring costs of the restructuring.

Aldipress generated net sales of EUR 159.3 million in January - September. A new distribution centre was opened in Duiven, and a new line for processing returns started operating in Amsterdam.

Sanoma Magazines Finland's net sales amounted to EUR 118.5(118.7) million. Net sales were boosted by favourable development of circulation and newsstand sales but weakened by dedining advertising revenues and falling book sales due to the sluggish economy, the divestment of the Blue Book unit and the cessation of Sköna Dagar.

Sanoma Magazines Belgium's net sales for January- September were EUR 1112 million. Both advertising and circulation revenue developed well, and the number of advertisement reservations also increased compared to last year.

Sanoma Magazines International, which operates in Hungary, Slovakia, theCzech Republic, Romania and Croatia, generated net sales of EUR 69.0 million. Eastern European countries did not suffer from theeconomic downturn to the same extent as Western European countries, but advertising revenues remained lower than predicted in the Czech Republic and Croatia. Two new magazines, TV Story and Bobo, were launched in Romania. National Geographic was launched successfully in the Gzech Republic in September. Women's fashion magazine Elle was launched in Croatia in October.

Sanoma Magazines is expected to reach net sales of someEUR one billion and achieve an EBITA ratio of around $\mathbb{D}$. Operating profit is forecast to be below 6\%due to significant goodwill amortisation.

## SW ELCOM

Electronic media

| KEY INDICATORS, EUR million | 30.9.2002 | 30.9.2001 | Change,\% | 31.12.2001 |
| :---: | :---: | :---: | :---: | :---: |
| Net sales | 61.8 | 60.4 | 2.4 | 84.9 |
| Operating profit before | -119 | -16.7 | 29.0 | 216 |
| \% of net sales | -11.9 | -16.7 | 29.0 | -21.6 -25.5 |
| Operating profit | -14.1 | -18.8 | 25.4 | -24.5 |
| \% of net sales | -22.8 | -31.2 |  | -28.8 |
| Operating profit excl. associated companies | -12.2 | -18.1 | 32.6 | -23.2 |
| \% of net sales | -19.7 | -30.0 |  | -27.4 |
| Balance sheet total | 123.8 | 129.7 | -4.6 | 152.4 |
| Gross investments | 5.5 | 9.4 | -41.5 | 12.5 |
| Personnel under employment contract, average | 415 | 441 | -6.0 | 441 |
| Personnel, average (full-time equivalents) | 385 | 405 | -4.9 | 403 |

OPERATIONAL INDICATORS, 30.9.

| Nelonen's share of Finnish | 2002 | 2001 |
| :--- | ---: | ---: |
| TV advertising, Jan. - Sept. | $\mathbf{2 4 . 8 \%}$ | $26.0 \%$ |
| Number of connected <br> households, thousands <br> Number of pay-TV | $\mathbf{2 2 8}$ | 216 |
| subscriptions, thousands <br> Number of broadband <br> Internet connections, <br> thousands | $\mathbf{3 5}$ | 39 |

SWelcom's net sales grew by 2\%in January- September and amounted to EUR618 (60.4) million. The success of HTV's broadband Internet service enhanced net sales. Nelonen's advertising sales decreased slightly compared to the previous year but returned to growth in the third quarter of the review period. Advertising revenue represented some $56 \%$ of net sales.

Operating loss decreased considerably and amounted to EUR 14.1(18.8) million. The main reasons for the decrease were the halving of Nelonen's licencefee as from 1July 2002 and cost reductions in the unit, cost savings from refocusing 2ndhead's operations, and growth in HTV's broadband Internet services. The result was weakened by the share of operating loss of the associated company Suomen Urheilutelevisio Oy (a digital sports channel). SWelcom's EBITA was EUR-119 (-16.7) million.

SWelcom's investments totalled EUR 5.5(9.4) million. The biggest investments related to the construction of HTV's cable network and development of a cable modem system to meet demand.

Nelonen's advertising sales turned to moderate growth during the third quarter. Net sales for January - September, however, fell slightly below the figurefor the comparable period last year and totalled EUR 35.3(35.9) million. Sales of advertising time amounted to EUR 34.4 (35.4) million. Operating loss was reduced by $19 \%$.

Nelonen continued to strengthen its media offerings. Daily coverage roseto 42 (41)\% and weekly coverageto 74 (72)\%. According to Suomen Gallup Media's Intermedia survey, television viewing has increased in Finland and the time viewers dedicate solely to television is high.

SWelcom has applied for a multiplex Cnetwork operating licencefor providing telecommunications network services through theterrestrial digital television network. SWelcom did not, however, apply for the television operating licences for terrestrial digital TV broadcasting that were tendered at that time. The Ministry of Transport and Communications will decide on issuing licences this autumn.

HTV's net sales grew by $25 \%$ in January - September. Operating profit improved compared to the corresponding period last year, largely due to growth in the sales of broadband Internet services. By theend of September, 228,000 households were connected to HTV's cable network. About 12,600 of these were new subscribers that were connected this year, and another 3,000 households will be connected to the cable network during the latter part of the year. Continued growth is expected in HTV's connections over the next few years. At theend of September, over 27,200 HTV customers had acquired a new broadband Internet connection.

The letter of intent to sell the holding in Suomen Urheilutelevisio became void in August.
Negotiations on expanding the ownership of Urheilutelevisio continue.

Development of the TV advertising market in 2002 has been weaker than anticipated, and it will not be possible to reach targeted net sales by theend of the year. SWelcom's net sales are projected to grow by about 3\%in 2002. Operating loss is expected to continue decreasing considerably. The halving of the TV licencefee will reduce Nelonen's costs by someEUR 2.6 million this year.

W SOY
Publishing, printing and calendar operations

| KEY INDICATORS, EUR million | $\mathbf{3 0 . 9 . 2 0 0 2}$ | 30.9 .2001 | Change, $\%$ | 31.12 .2001 |
| :--- | ---: | ---: | ---: | ---: |
| Net sales | $\mathbf{1 5 0 . 2}$ | 146.0 | 2.9 | 211.0 |
| Operating profit before |  |  |  | 22.1 |
| amortisation | $\mathbf{1 6 . 3}$ | 15.2 | 7.1 | 10.5 |
| \% of net sales | $\mathbf{1 0 . 9}$ | 10.4 |  | 18.1 |
| Operating profit | $\mathbf{1 1 . 8}$ | 12.3 | -4.8 | 8.6 |
| \% of net sales | $\mathbf{7 . 8}$ | 8.5 |  |  |
| Operating profit excl. |  |  |  | 9.5 |
| associated companies | $\mathbf{7 . 2}$ | 6.8 | 6.3 | 4.5 |
| \% of net sales | $\mathbf{4 . 8}$ | 4.7 |  | 281.3 |
| Balance sheet total | $\mathbf{2 8 2 . 9}$ | 284.0 | -0.4 | 14.7 |
| Gross investments | $\mathbf{6 . 8}$ | 10.9 | -37.9 |  |
| Personnel under employment <br> contract, average | $\mathbf{1 , 9 3 8}$ | 1,975 | -1.9 | 1,971 |
| Personnel, average <br> (full-time equivalents) | $\mathbf{1 , 8 3 4}$ | 1,861 | -1.5 | 1,863 |


| OPERATIONAL INDICATORS, 1.1-30.9. | $\mathbf{2 0 0 2}$ | 2001 |
| :--- | ---: | ---: |
| NUMBER OF NEW TITLES PUBLISHED |  |  |
| Books | 501 | 482 |
| Electronic products | $\mathbf{7 8}$ | 99 |
| NUMBER OF REPRINTS PUBLISHED | 924 | 936 |
| Books | $\mathbf{2 1 9}$ | 198 |
| Electronic products |  |  |
| Printed books, | $\mathbf{1 6 . 9}$ | 16.7 |
| million copies | $\mathbf{9 , 6 7 9}$ | 9,533 |

WSOY's net sales grew by 3\% in January - September and amounted to EUR 150.2 (146.0) million.
Most growth was generated by Publishing, which clearly outperformed the sluggish market with a 7\% increase in net sales.

Operating profit was EUR 118 (12.3) million. This indudes the share of Rautakirja's result, which dedined to EUR 4.7(6.5) million. Operating profit from WSOY's own operations, however, increased to EUR 7.2 (6.8) million. The result of WSOY's own operations was enhanced by cost reductions and streamlining, especially in new business operations. An additional amortisation of EUR 11million on the goodwill related to Docendo Sverige AB was recorded in the result for the review period in view of the weaker market prospects for IT publishing. WSOY's EBITA wasEUR 16.3(15.2) million.

WSOY's investmentstotalled EUR6.8(10.9) million. The biggest investments in Printing werethe replacement investment of offset printing machines for Ajasto and WSBookwell. The Group increased its holding in subsidiaries by redeeming a 10\% minority interest in Genimap Oy and increasing its holding in the digital printer plant Dark Oy by 10\%to 90\%.

Publishing increased its net sales to EUR 103.5(97.2) million and operating profit to EUR 8.5(6.9) million. General Literature increased its sales by 8\% and expanded its market share. Children's books and juvenile books continued to be successful, but business books were clearly affected by the economic slowdown. The new publishing unit Johnny Kniga, which started operations in April, was well received. Book dub sales and book dub membership, 200,000, remained at the same level as the previous year but posted an improved result. WSOY retained its position in the competitive educational materials market. Outstanding orders by Weilin+Göös in Finland for multi-volume books increased by $24 \%$ while Bertmark Media's outstanding orders in Scandinavia rose by 13\%.

Of the new companies operating in the publishing sector, Docendo Group, which specialises in IT books, and Everscreen, which provides eLearning solutions, were affected by the weak market situation in Sweden. Streamlining programmes improved the results of both companies compared to the previous year. Sales of the OPIT service, which supplies eLearning materials for schools, were buoyant and the number of users grew as expected. Young Digital Poland, an assodiated company that markets corresponding products in Central Europe, also performed well in its export market. The map and location-based service provider Genimap increased its net sales by $17 \%$ and the unit's result developed favourably.

Printing operations generated net sales of EUR 46.8 (46.2) million and operating profit of EUR 5.4 (5.4) million. Despite dedining demand for the printing of both books and advertising products, the companies managed to maintain their capacity utilisation and good profitability. Their prospects for the rest of the year are also fairly good.

Calendar operations generated net sales of EUR 17.1(17.3) million and posted an operating loss of EUR 3.3(3.6) million, due to the seasonal nature of the business. Thefull-year net sales anticipated on the volume of orders in hand will not grow significantly, but Calendar's result will improve due to the leaner cost structure.

WSOY's net sales are projected to increase by about 4\% and operating profit to improve in 2002.

## RAUTAKIRJA

Kiosk operations, press distribution, bookstores, movietheatre operations, restaurant operations and eBusiness

| KEY INDICATORS, EUR million | $\mathbf{3 0 . 9 . 2 0 0 2}$ | 30.9 .2001 | Change,\% | 31.12 .2001 |
| :--- | ---: | ---: | ---: | ---: |
| Net sales | $\mathbf{5 1 9 . 9}$ | 491.9 | 5.7 | 696.5 |
| Operating profit before <br> amortisation |  |  |  | 46.5 |
| \% of net sales | $\mathbf{2 3 . 7}$ | 30.4 | -21.8 | 6.7 |
| Operating profit <br> \% of net sales <br> Operating profit excl. | $\mathbf{4 . 6}$ | 6.2 |  | 42.6 |
| associated companies <br> \% of net sales | $\mathbf{2 0 . 6}$ | 27.5 | -25.2 | 6.1 |
| Balance sheet total <br> Gross investments <br> Personnel under employment <br> contract, average | $\mathbf{4 . 0}$ | 5.6 |  | 44.0 |
| Personnel, average <br> (full-time equivalents) | $\mathbf{2 1 . 8}$ | 28.6 | -23.8 | 6.3 |

OPERATIONAL INDICATORS, 1.1-30.9. *)
$\left.\begin{array}{lcc}\hline \begin{array}{l}\text { Customer volume in kiosk } \\ \text { operations, thousands } \\ \text { Customer volume in } \\ \text { bookstore operations, } \\ \text { thousands }\end{array} & \mathbf{2 0 0 2} & \mathbf{6 0 , 7 9 1}\end{array}\right) 61,643$
*) Own units in Finland

Rautakirja's net sales increased by 6\%in January - September and amounted to EUR519.9 (4919) million. Net sales grew in all operations, but growth was strongest in Movie Theatre operations and Restaurant operations. Comparable net sales grew by $2 \%$.

Operating profit dedined to EUR 20.6 (27.5) million. Comparable operating profit grew by 4\%, however, as the figure for 2001includes a profit of EUR 7.8 million on the sale of shares in the Norwegian company Narvesen. Operating profit increased most in Movie Theatre operations and Restaurant operations. EBITA was EUR 23.7(30.4) million and earnings per share EUR2.45(3.30).

Rautakirja's investments totalled EUR 15.5(23.8) million. The largest single investments were the acquisition of the remaining $50 \%$ shareholding in the Estonian magazine distribution company AS Lehepunkt in June and the construction project for a multiplex movie theatre in Lithuania.

Net sales from Kiosk operations increased to EUR 273.8 (256.7) million in January - September. The increase was largely attributableto changes in corporate structure in Latvia. Operating profit amounted to EUR 111 (113) million. R-kiosks posted an improved result both in Finland and Estonia, but this was weakened by higher goodwill amortisation on the increased holding in Latvian kiosk operations. In September, Rautakirja acquired the Jemma kiosk chain that operates in Greater Helsinki. Ten units in the chain weretransferred to Rautakirja on 30 September 2002, and will be revised to R-kiosks during the latter part of the year. The chain generates net sales of some EUR 4 million per year.

Press Distribution increased its net sales to EUR 127.9 (122.4) million as a result of structural changes in Estonia and Latvia. Operating profit dedined slightly and amounted to EUR6.5(8.1) million. Operating profit decreased in Finland but increased in Estonia. Latvian operations were still unprofitable. Rautakirja expanded its press distribution operations during the review period both in Estonia and Latvia. In Latvia, NB Logistika SIA, the new subsidiary of Narvesen Baltija SIA, which in turn is jointly owned by Rautakirja and the Norwegian company Reitan Handeln, started operating at the beginning of May. In June, Rautakirja acquired the remaining 50\% of the share capital of the Estonian ASLehepunkt, which was previously equally owned by Rautakirja and AS Ekspress Grupp.

Bookstores generated net sales of EUR 74.0 (73.7) million and posted an operating loss of EUR 13 (0.9) million. Operating loss increased in Finland but decreased in Estonia. Business is traditionally better in the latter part of the year.

Net sales from Movie Theatre operations grew to EUR 34.9 (316) million and operating profit to EUR 17 (0.2) million, largely due to good film offerings during the first part of the year. This trend is expected to continue during the latter part of the year. Operating profit increased in Finland, Estonia and Latvia. The construction of new cinemas in the Baltic countries progressed as planned, and the foundation stones of future multiplex theatres in Vilnius and Riga were laid during the review period.

Net sales from Restaurant operations grew to EUR 36.5 (316) million and operating loss dedined to 0.1(0.3) million. The growth in net sales was derived from newly integrated units. The favourable development of highway service areas improved the result.

Net sales from eBusiness totalled EUR 0.8 million and operating loss EUR 15 million. eBusiness operations was broken up in September and some of its activities were transferred to other businesses because its projects did not generate business as planned. In September, Rautakirja sold Dose, a business unit that specialises in entertainment games, with all its auxiliary activities. The transaction included two game stores operating in Helsinki and an online outlet.

Rautakirja's net sales are estimated to grow by about 4\% in 2002. The result is expected to fall below the record performance in 2001, which included a profit of EUR 7.8 million on the sale of Narvesen's shares. The operating result will remain largely unchanged from the previous year's level assuming that sales over the Christmas season meet expectations.

Helsinki, 7 November 2002

Board of Directors
SanomaWSOYCorporation

## INTERIM REPORT TABLES

Figures areunaudited.

| GROUP INCOME STATEMENT | $1-9$ <br> EUR million | $\mathbf{1 0 0 2}$ | $1-9$ <br> 2001 | Change, $\%$ |
| :--- | ---: | ---: | ---: | ---: |

## ASSETS

| NON-CURRENT ASSETS |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Intangible assets | $\mathbf{1 0 5 . 7}$ | 50.3 | 110.2 | 101.2 |
| Goodwill | $\mathbf{1 , 2 0 5 . 7}$ | 117.6 | 925.5 | $1,311.1$ |
| Tangible assets | $\mathbf{5 0 5 . 8}$ | 430.5 | 17.5 | 509.6 |
| Investments | $\mathbf{2 5 6 . 5}$ | 260.1 | -1.4 | 266.3 |
| NON-CURRENT ASSETS, TOTAL | $\mathbf{2 , 0 7 3 . 7}$ | 858.5 | 141.6 | $2,188.2$ |


| CURRENT ASSETS |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Inventories | 131.3 | 114.2 | 15.0 | 122.6 |
| Long-term receivables | 69.2 | 58.4 | 18.4 | 63.3 |
| Short-term receivables | 296.6 | 161.5 | 83.7 | 311.0 |
| Securities | 94.2 | 442.0 | -78.7 | 282.6 |
| Cash and bank | 57.2 | 37.1 | 54.1 | 85.4 |
| CURRENT ASSETS, TOTAL | 648.6 | 813.3 | -20.3 | 864.8 |
| ASSETS, TOTAL | 2,722.3 | 1,671.8 | 62.8 | 3,053.1 |
| SHAREHOLDERS' EQUITY AND LIABILITIES |  |  |  |  |
| SHAREHOLDERS' EQUITY |  |  |  |  |
| Share capital | 62.6 | 62.6 |  | 62.6 |
| Premium fund | 16.1 | 16.1 |  | 16.1 |
| Other funds | 364.4 | 364.8 | -0.1 | 364.4 |
| Retained earnings | 306.0 | 319.4 | -4.2 | 321.5 |
| Profit for the period | 0.6 | 21.8 | -97.3 | 47.8 |
| Capital notes | 207.3 | 206.3 | 0.5 | 207.3 |
| SHAREHOLDERS' EQUITY, TOTAL | 957.0 | 991.0 | -3.4 | 1,019.7 |
| MINORITY INTEREST | 122.6 | 112.3 | 9.1 | 122.3 |
| STATUTORY PROVISIONS | 17.4 | 5.7 | 204.9 | 8.1 |
| LIABILITIES |  |  |  |  |
| Deferred tax liability | 34.9 | 36.7 | -5.0 | 36.6 |
| Long-term liabilities | 720.7 | 77.5 | 829.7 | 922.7 |
| Current liabilities | 869.8 | 448.5 | 93.9 | 943.7 |
| SHAREHOLDERS' EQUITY AND |  |  |  |  |
| LIABILITIES, TOTAL | 2,722.3 | 1,671.8 | 62.8 | 3,053.1 |


| GROUP CASH FLOW STATEMENT | 1-9 | 1-9 |  | 1-12 |
| :---: | :---: | :---: | :---: | :---: |
| EUR million | 2002 | 2001 | Change,\% | 2001 |
| Operating profit | 75.8 | 45.6 | 66.4 | 96.5 |
| Adjustments to operating profit | 101.2 | 52.3 | 93.5 | 91.6 |
| Change in working capital | -47.1 | -16.4 | 186.7 | 11.4 |
| Cash flow from operations before financial items |  |  |  |  |
| and taxes | 130.0 | 81.5 | 59.5 | 199.4 |
| Financial items and taxes | -41.1 | -20.1 | -104.3 | -25.1 |
| Cash flow from operations | 88.9 | 61.3 | 44.9 | 174.4 |
| Cash flow from investments | 18.6 | -70.2 |  | -1,201.3 |
| Cash flow before financing | 107.4 | -8.9 |  | -1,027.0 |
| Cash flow from financing | -298.2 | 192.3 |  | 1,087.8 |
| CHANGE IN LIQUIDITIES |  |  |  |  |
| ACCORDING TO THE CASH FLOW STATEMENT | -190.8 | 183.5 |  | 60.8 |
| Exchange rate differences under liquidities | -25.7 | -21.2 | 21.1 | -9.8 |
| Net increase (+)/ decrease (-) in liquidities | -216.5 | 162.2 |  | 51.0 |
| Liquidities according to the balance sheet | 367.9 | 316.9 | 16.1 | 316.9 |
| Liquidities according to the balance sheet at Sept. 30 / Dec. 31 | 151.4 | 479.2 | -68.4 | 367.9 |

## NOTES

DEPRECIATION AND DECREASE IN VALUE

|  | 1-9 | 1-9 |  | 1-12 |
| :---: | :---: | :---: | :---: | :---: |
| EUR million | 2002 | 2001 | Change,\% | 2001 |
| DEPRECIATION ACCORDING TO PLAN |  |  |  |  |
| Goodwill and immaterial rights | 72.8 | 13.4 | 442.8 | 36.7 |
| Others | 58.1 | 52.3 | 11.0 | 72.4 |
| DECREASE IN VALUE OF |  |  |  |  |
| NON-CURRENT ASSETS | 0.3 | 0.5 | -45.1 | 1.2 |
| TOTAL | 131.1 | 66.2 | 98.1 | 110.3 |
| PERSONNEL, AVERAGE *) | 1-9 | 1-9 | Change,\% | 1-9 |
|  | 2002 | 2001 |  | 2001 |
| Sanoma | 3,639 | 3,611 | 0.8 | 3,563 |
| Sanoma Magazines | 4,276 | 842 | 407.5 | 1,707 |
| SWelcom | 385 | 405 | -4.9 | 403 |
| WSOY | 1,834 | 1,861 | -1.5 | 1,863 |
| Rautakirja | 5,092 | 4,195 | 21.4 | 4,461 |
| Other companies **) | 75 | 83 | -10.1 | 80 |
| TOTAL | 15,300 | 10,998 | 39.1 | 12,077 |

*) stated as average number of full-time salaried personnel
${ }^{* *}$ ) Parent Company SanomaWSOY Corporation and real estate and investment companies

## SHAREHOLDERS' EQUITY

EUR million
30.9.2002
30.9.2001
31.12.2001

| Share capital at Jan. 1 | $\mathbf{6 2 . 6}$ | 62.6 | 62.6 |
| :--- | ---: | ---: | ---: |
| SHARE CAPITAL | $\mathbf{6 2 . 6}$ | 62.6 |  |
|  |  |  | 62.6 |
| Premium fund at Jan. 1 | $\mathbf{1 6 . 1}$ | 16.1 | 16.1 |
| PREMIUM FUND | $\mathbf{1 6 . 1}$ | 16.1 | 16.1 |
|  |  |  | 364.1 |
| Other funds at Jan. 1 | $\mathbf{3 6 4 . 4}$ | 364.1 | 0.3 |
| Change | $\mathbf{3 6 4 . 4}$ | 0.7 | 364.4 |
| OTHER FUNDS |  | 364.8 | 379.9 |
|  | $\mathbf{3 6 9 . 3}$ | 379.9 | -65.0 |
| Profit brought forward at Jan. 1 | $\mathbf{- 7 0 . 6}$ | -65.0 | 5.9 |
| Dividends | $\mathbf{6 . 0}$ | 4.4 | 1.4 |
| Change in translation difference | $\mathbf{1 . 8}$ | 1.0 | -0.7 |
| Change in HTV connection fees | $\mathbf{- 0 . 5}$ | -0.8 | 321.5 |
| Other changes | $\mathbf{3 0 6 . 0}$ | 319.4 |  |


| PROFIT FOR THE PERIOD | 0.6 | 21.8 | 47.8 |
| :--- | :---: | ---: | ---: |
| Capital notes at Jan. 1 | $\mathbf{2 0 7 . 3}$ | 7.3 | 7.3 |
| Changes |  | 199.1 | 200.1 |
| CAPITAL NOTES | 207.3 | 206.3 | 207.3 |
| TOTAL SHAREHOLDERS' EQUITY | $\mathbf{9 5 7 . 0}$ | 991.0 | $1,019.7$ |

## CONTINGENCIES AND PLEDGED ASSETS <br> EUR million

30.9.2002
30.9.2001 Change,\% 31.12.2001

DEBTS WITH COLLATERAL CONSISTING OF REAL ESTATE AND SHARES

| Pension loans | 17.2 | 24.1 | -28.8 | 21.7 |
| :---: | :---: | :---: | :---: | :---: |
| Loans from financial institutions | 5.7 | 6.9 | -18.3 | 6.7 |
| Other loans | 14.1 | 14.4 | -2.3 | 13.3 |
| Mortgages, real estate, total | 14.2 | 21.9 | -35.1 | 21.9 |
| Mortgages, movable property, total | 2.7 | 3.0 | -8.6 | 2.9 |
| Pledged securities, total | 43.7 | 54.3 | -19.5 | 54.3 |
| OTHER CONTINGENCIES FOR OWN COMMITMENTS |  |  |  |  |
| Mortgaged bearer bonds | 0.9 | 2.6 | -64.4 | 0.9 |
| Corporate mortgages | 4.8 | 2.9 | 65.4 | 4.7 |
| Book value of pledged securities | 5.4 | 9.0 | -40.2 | 10.7 |
| Deposits | 1.1 | 1.0 | 13.6 | 1.1 |
| Guarantees | 7.7 | 3.2 | 141.7 | 8.2 |
| TOTAL | 19.9 | 18.7 | 6.6 | 25.6 |


| CONTINGENCIES GIVEN ON BEHALF OF ASSOCIATED COMPANIES |  |  | 8.9 |  |
| :--- | :--- | :--- | :--- | :--- |
| Guarantees | 8.9 | 7.3 | 22.8 | 8.8 |

CONTINGENCIES GIVEN ON BEHALF OF OTHER COMPANIES

| Guarantees | 24.5 | 0.5 | 24.5 |
| :--- | :--- | :--- | :--- |

## OTHER CONTINGENCIES

| Leasing liabilities | $\mathbf{5 0 . 8}$ | 4.2 |  | 45.2 |
| :--- | ---: | ---: | ---: | ---: |
| Interest on capital notes | 3.0 | 2.2 | 38.4 | 2.4 |
| Pension liabilities |  |  |  |  |
| Repurchase liabilities | $\mathbf{1 . 3}$ | 3.3 | -62.1 | 1.3 |
| Other liabilities | $\mathbf{3 7 . 4}$ | 11.3 | 232.1 | 38.8 |
| OTHER CONTINGENCIES, TOTAL | $\mathbf{9 2 . 4}$ | 20.9 | 342.2 | 87.7 |
| ALL LIABILITIES, TOTAL | $\mathbf{2 0 6 . 5}$ | 126.5 | 63.2 | 225.9 |

NOMINAL VALUE OF THE GROUP'S OPEN DERIVATIVE CONTRACTS
EUR million

## INTEREST RATE DERIVATIVES

| Forward contracts |  |  | 200.0 |  |
| :--- | ---: | ---: | ---: | ---: |
| Options |  |  |  | 480.0 |
| $\quad$ Purchased | $\mathbf{4 8 0 . 0}$ |  | 480.0 |  |
| $\quad$ Written | $\mathbf{2 0 0 . 0}$ |  | 400.0 |  |
| Interest rate swaps | $\mathbf{3 8 0 . 0}$ | 200.0 | 90.0 | $1,560.0$ |
| TOTAL | $\mathbf{1 , 0 6 0 . 0}$ | 200.0 | 430.0 |  |
|  |  |  |  |  |
| CURRENCY DERIVATIVES | $\mathbf{3 0 . 5}$ | 30.6 | -0.3 | 36.2 |
| Forward contracts | $\mathbf{3 0 . 5}$ | 30.6 | -0.3 | 36.2 |

## SHARE DERIVATIVES

| Forward contracts | 2.6 | 32.9 |
| :--- | :--- | :--- |
| TOTAL | 2.6 | 32.9 |


| TOTAL | $\mathbf{1 , 0 9 0 . 5}$ | 233.1 | 367.7 | $1,629.1$ |
| :--- | :--- | :--- | :--- | :--- | :--- |

MARKET VALUE OF THE GROUP'S OPEN DERIVATIVE CONTRACTS

## EUR million

30.9.2002
30.9.2001

Change, \%
31.12.2001

## INTEREST RATE DERIVATIVES

| Forward contracts |  | -0.1 |  |
| :--- | ---: | ---: | ---: |
| Options |  |  |  |
| Purchased | $\mathbf{0 . 1}$ |  | 1.5 |
| Written | $\mathbf{- 2 . 1}$ | -1.1 |  |
| Interest rate swaps | -3.7 | -0.1 | 1.1 |
| TOTAL | -5.6 | -0.1 | 1.4 |

## CURRENCY DERIVATIVES

| Forward contracts | $\mathbf{- 0 . 1}$ | 1.4 | -103.6 | -0.2 |
| :--- | :--- | :--- | :--- | :--- |
| TOTAL | $\mathbf{- 0 . 1}$ | 1.4 | -103.6 | -0.2 |

## SHARE DERIVATIVES

| Forward contracts | 0.3 | 0.2 |  |
| :--- | :--- | :--- | :--- |
| TOTAL | 0.3 | 0.2 |  |
|  |  |  |  |
| TOTAL | -5.7 | 1.5 | -470.1 |

## GROUP INCOME STATEMENT BY QUARTER

|  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| EUR million | $1-3$ | $4-6$ | $\mathbf{7 - 9}$ | $1-3$ | $4-6$ | $\mathbf{7 - 9}$ | $10-12$ | $1-12$ |
| NET SALES | 2002 | 2002 | $\mathbf{2 0 0 2}$ | 2001 | 2001 | $\mathbf{2 0 0 1}$ | 2001 |  |
| Increase (+)/decrease (-) <br> in inventories of <br> finished goods and <br> work in progress <br> Production | 555.0 | 580.5 | $\mathbf{5 4 9 . 5}$ | 361.4 | 362.2 | $\mathbf{3 5 3 . 8}$ | 652.6 | $1,730.0$ |
| for own use <br> Other operating <br> income |  |  |  |  |  |  |  |  |
| Share of result <br> of associated <br> companies | 0.7 | -0.7 | $\mathbf{0 . 0}$ | 5.4 | 0.8 | $\mathbf{0 . 3}$ | -5.8 | 0.7 |


| Materials and services | 261.5 | 260.4 | 252.8 | 169.1 | 161.6 | 162.7 | 292.5 | 786.0 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Personnel expenses | 143.5 | 143.1 | 135.0 | 99.9 | 96.7 | 93.0 | 144.2 | 433.8 |
| Depreciation and decrease in value | 45.6 | 42.4 | 43.2 | 21.3 | 21.9 | 23.0 | 44.1 | 110.3 |
| Other operating expenses | 121.4 | 112.8 | 111.0 | 79.0 | 79.5 | 67.0 | 128.7 | 354.1 |
| OPERATING PROFIT | 14.0 | 42.7 | 19.1 | 12.7 | 17.5 | 15.4 | 50.9 | 96.5 |
| Financial income | 31.4 | 16.4 | 10.2 | 16.2 | 14.1 | 7.4 | 5.3 | 42.9 |
| Financial expenses | 21.5 | 29.1 | 34.4 | 10.8 | 3.9 | 23.5 | 8.6 | 46.9 |
| PROFIT BEFORE |  |  |  |  |  |  |  |  |
| EXTRAORDINARY ITEMS | 23.9 | 30.0 | -5.1 | 18.1 | 27.6 | -0.8 | 47.6 | 92.5 |
| Extraordinary items | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| PROFIT AFTER |  |  |  |  |  |  |  |  |
| EXTRAORDINARY ITEMS | 23.9 | 30.0 | -5.1 | 18.1 | 27.6 | -0.8 | 47.6 | 92.5 |


| Direct taxes |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| (profit-related) | -12.8 | -17.8 | $\mathbf{- 1 1 . 5}$ | -6.6 | -6.3 | $\mathbf{- 2 . 2}$ | -16.0 | $\mathbf{- 3 1 . 0}$ |
| Minority interests | -1.1 | -2.0 | $\mathbf{- 3 . 0}$ | -4.4 | -1.5 | $\mathbf{- 2 . 2}$ | -5.6 | $\mathbf{- 1 3 . 7}$ |
| PROFIT FOR THE PERIOD | 9.9 | 10.3 | $\mathbf{- 1 9 . 6}$ | 7.1 | 19.8 | $\mathbf{- 5 . 1}$ | 26.0 | 47.8 |

## NET SALES BY BUSINESS AREA

|  | $1-3$ | $4-6$ | $\mathbf{7 - 9}$ | $1-3$ | $4-6$ | $\mathbf{7 - 9}$ | $10-12$ | $1-12$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| EUR million | 2002 | 2002 | $\mathbf{2 0 0 2}$ | 2001 | 2001 | $\mathbf{2 0 0 1}$ | 2001 | 2001 |

SANOMA
Newspaper
publishing

| and printing | 110.3 | 113.2 | $\mathbf{1 0 2 . 8}$ | 119.9 | 118.3 | $\mathbf{1 0 8 . 5}$ | 112.6 | 459.3 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| OTAL | 110.3 | 113.2 | $\mathbf{1 0 2 . 8}$ | 119.9 | 118.3 | $\mathbf{1 0 8 . 5}$ | 112.6 | 459.3 |

SANOMA MAGAZINES

|  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Magazine <br> publishing | 207.9 | 225.4 | $\mathbf{2 0 0 . 7}$ | 39.2 | 41.7 | $\mathbf{3 7 . 7}$ | 254.6 | 373.3 |
| Press <br> distribution | 50.1 | 53.9 | $\mathbf{5 5 . 3}$ | 0.0 | 0.0 | $\mathbf{0 . 0}$ | 52.8 | 52.8 |
| Intracompany <br> transactions | -25.9 | -27.2 | $\mathbf{- 2 8 . 6}$ | 0.0 | 0.0 | $\mathbf{0 . 0}$ | -31.7 | -31.7 |
| TOTAL | 232.1 | 252.1 | $\mathbf{2 2 7 . 4}$ | 39.2 | $\mathbf{4 1 . 7}$ | $\mathbf{3 7 . 7}$ | 275.6 | 394.3 |

SWELCOM

| Electronic media | 21.5 | 21.1 | 19.2 | 20.8 | 21.6 | 18.0 | 24.5 | 84.9 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TOTAL | 21.5 | 21.1 | 19.2 | 20.8 | 21.6 | 18.0 | 24.5 | 84.9 |
| WSOY |  |  |  |  |  |  |  |  |
| Publishing | 30.3 | 42.5 | 30.7 | 29.9 | 38.3 | 29.0 | 34.7 | 131.8 |
| Printing | 15.9 | 15.6 | 15.3 | 15.6 | 14.9 | 15.6 | 16.1 | 62.2 |
| Calendar operations | 1.7 | 3.3 | 12.2 | 1.9 | 2.9 | 12.5 | 18.4 | 35.8 |
| Others | 0.9 | 0.9 | 1.0 | 1.0 | 1.0 | 0.9 | 1.1 | 3.9 |
| Intracompany transactions | -6.6 | -6.4 | -6.9 | -6.3 | -5.1 | -6.1 | -5.3 | -22.8 |
| TOTAL | 42.2 | 55.8 | 52.2 | 42.1 | 52.0 | 51.9 | 65.0 | 211.0 |

## RAUTAKIRJA

| Kiosk operations | 88.1 | 92.5 | 93.2 | 80.7 | 87.8 | 88.2 | 103.1 | 359.8 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Press |  |  |  |  |  |  |  |  |
| distribution | 38.7 | 42.9 | 46.2 | 39.3 | 41.6 | 41.5 | 42.7 | 165.1 |
| Bookstores | 30.8 | 17.3 | 26.0 | 32.1 | 16.6 | 25.1 | 40.2 | 113.9 |
| Movie theatre operations | 14.6 | 9.1 | 11.1 | 11.8 | 8.4 | 11.3 | 16.0 | 47.6 |
| Restaurant operations | 10.7 | 12.5 | 13.3 | 8.3 | 11.0 | 12.3 | 10.8 | 42.4 |
| E-business | 0.3 | 0.3 | 0.2 | 0.0 | 0.0 | 0.0 | 0.3 | 0.4 |
| Others | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Intracompany transactions | -7.2 | -9.7 | -11.1 | -7.7 | -8.6 | -7.9 | -8.6 | -32.7 |
| TOTAL | 176.0 | 164.9 | 179.0 | 164.6 | 156.9 | 170.4 | 204.6 | 696.5 |
| Intragroup transactions | -27.1 | -26.6 | -31.1 | -25.2 | -28.3 | -32.7 | -29.8 | -115.9 |
| TOTAL | 555.0 | 580.5 | 549.5 | 361.4 | 362.2 | 353.8 | 652.6 | 1,730.0 |

## OPERATING PROFIT BY BUSINESS AREA

|  | $1-3$ | $4-6$ | $\mathbf{7 - 9}$ | $1-3$ | $4-6$ | $\mathbf{7 - 9}$ | $10-12$ | $1-12$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| EUR million | 2002 | 2002 | $\mathbf{2 0 0 2}$ | 2001 | 2001 | $\mathbf{2 0 0 1}$ | 2001 | 2001 |
| SANOMA <br> Newspaper <br> publishing <br> and printing *) | 7.9 | 13.0 | $\mathbf{9 . 8}$ | 14.2 | 7.3 | $\mathbf{8 . 9}$ | 12.9 | 43.3 |
| TOTAL | 7.9 | 13.0 | $\mathbf{9 . 8}$ | 14.2 | 7.3 | $\mathbf{8 . 9}$ | 12.9 | 43.3 |
| SANOMA MAGAZINES <br> Magazine <br> publishing <br> Press <br> distribution <br> Intracompany <br> eliminations | 9.0 | 28.4 | $\mathbf{4 . 0}$ | 1.0 | 6.2 | $\mathbf{3 . 5}$ | 30.5 | 41.3 |
| TOTAL | -1.3 | -0.6 | $\mathbf{- 2 . 0}$ | 0.0 | 0.0 | $\mathbf{0 . 0}$ | 0.4 | 0.4 |

## SWELCOM

| Electronic |  |  |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| media | -6.7 | -4.8 | $\mathbf{- 2 . 6}$ | -7.0 | -5.8 | $\mathbf{- 6 . 0}$ | -5.6 | $\mathbf{- 2 4 . 5}$ |
| TOTAL | -6.7 | -4.8 | $\mathbf{- 2 . 6}$ | -7.0 | -5.8 | $\mathbf{- 6 . 0}$ | -5.6 | $\mathbf{- 2 4 . 5}$ |

## wSOY

| Publishing | -0.6 | 7.8 | $\mathbf{1 . 3}$ | -1.0 | 7.1 | $\mathbf{0 . 8}$ | -0.5 | 6.3 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Printing | 2.1 | 1.5 | $\mathbf{1 . 8}$ | 2.2 | 1.6 | $\mathbf{1 . 7}$ | 2.0 | 7.4 |
| Calendar | -3.7 | -2.9 | $\mathbf{3 . 3}$ | -4.1 | -3.5 | $\mathbf{4 . 1}$ | 3.8 | 0.3 |
| operations | 1.4 | 0.8 | $\mathbf{2 . 4}$ | 2.6 | -0.1 | $\mathbf{1 . 8}$ | 2.0 | 6.4 |
| Others |  |  |  |  |  |  |  |  |
| Intracompany <br> eliminations | -1.2 | -0.4 | $\mathbf{- 1 . 8}$ | -0.7 | 0.9 | $\mathbf{- 1 . 0}$ | -1.5 | $\mathbf{- 2 . 3}$ |
| TOTAL | -2.1 | 6.8 | $\mathbf{7 . 0}$ | -1.0 | 6.0 | $\mathbf{7 . 3}$ | 5.7 | 18.1 |

## RAUTAKIRJA

| Kiosk operations | 3.0 | 3.2 | 4.9 | 3.1 | 3.2 | 5.0 | 3.5 | 14.8 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Press | 2.1 | 19 | 2.4 | 25 | 28 | 28 | 22 | 10.3 |
| Bookstores | 0.5 | -2.1 | 0.4 | 0.8 | -1.9 | 0.2 | 7.6 | 6.7 |
| Movie theatre operations | 2.0 | -0.6 | 0.3 | 0.8 | -0.5 | 0.0 | 1.8 | 2.0 |
| Restaurant operations | -0.6 | -0.2 | 0.7 | -0.7 | -0.2 | 0.6 | -0.8 | -1.1 |
| E-business | -0.5 | -0.4 | -0.6 | -0.3 | -0.4 | -0.4 | -0.6 | -1.7 |
| Others | 1.0 | 1.9 | 1.3 | 8.5 | 0.9 | 0.9 | 1.3 | 11.5 |
| Intracompany eliminations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| TOTAL | 7.5 | 3.7 | 9.4 | 14.6 | 3.9 | 9.1 | 15.1 | 42.6 |


| Other companies ${ }^{* *}$ ) | -3.8 | -1.9 | -4.4 | -4.7 | -1.1 | -4.8 | -5.1 | -15.8 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Intragroup |  |  |  |  |  |  |  |  |
| Eliminations | 3.5 | -1.0 | $\mathbf{- 3 . 0}$ | -4.4 | 1.0 | $\mathbf{- 2 . 6}$ | -3.0 | -8.9 |
| TOTAL | 14.0 | 42.7 | $\mathbf{1 9 . 1}$ | 12.7 | 17.5 | $\mathbf{1 5 . 4}$ | 50.9 | $\mathbf{9 6 . 5}$ |

${ }^{*}$ ) Includes a share of Rautakirja's results
${ }^{* *}$ ) Parent company SanomaWSOY Corporation and real estate and investment companies

## SANOMAWSOY CORPORATION

## Raija Kariola

Vice President
Investor Relations and Group Communications

DISTRIBUTION
Helsinki Exchanges
Principal media


[^0]:    *) Capital notes included in equity

