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## INTERIM REPORT JANUARY 1- M ARCH 31, 2002

SanomaWSOY's EBITA increased to EUR 39.5(17.1) million during the first quarter 2002. Operating profit was EUR 14.0 (12.7) million. The comparable operating profit excluding recently acquired magazine operations increased 6\%. Profit before extraordinary items increased to EUR 23.9 (18.1) million. In spite of higher interest expensesthe Group's net financial income grew to EUR9.8 (5.4) million thanks to gains on the sale of securities. The Group's net sales totalled EUR 555.0 (3614) million.

| KEY INDICATORS, EUR million | 31.3.2002 | 31.3.2001 | Change,\% | 31.12.2001 |
| :---: | :---: | :---: | :---: | :---: |
| Net sales | 555.0 | 361.4 | 53.5 | 1,730.0 |
| Operating profit before depreciation and decrease |  |  |  |  |
| in value | 59.6 | 34.0 | 75.3 | 206.8 |
| \% of net sales | 10.7 | 9.4 |  | 12.0 |
| Operating profit before amortisation | 39.5 | 17.1 | 131.5 | 133.2 |
| \% of net sales | 7.1 | 4.7 |  | 7.7 |
| Operating profit | 14.0 | 12.7 | 10.4 | 96.5 |
| \% of net sales | 2.5 | 3.5 |  | 5.6 |
| Profit before extraordinary items | 23.9 | 18.1 | 31.9 | 92.5 |
| \% of net sales | 4.3 | 5.0 |  | 5.3 |
| Balance sheet total | 3,004.8 | 1,486.2 | 102.2 | 3,053.1 |
| Gross investments | 17.8 | 67.7 | -73.8 | 1,473.9 |
| \% of net sales | 3.2 | 18.7 |  | 85.2 |
| Equity ratio, \% *) | 40.1 | 62.9 |  | 38.6 |
| Equity ratio, \% | 32.9 | 62.4 |  | 31.6 |
| Gearing, \% *) | 68.9 | -19.4 |  | 75.7 |
| Gearing, \% | 105.7 | -18.8 |  | 114.7 |
| Financial cost of liabilities | 16.1 | 2.9 | 448.8 | 31.3 |
| Interest-bearing |  |  |  |  |
| liabilities | 1,360.5 | 181.3 | 650.5 | 1,439.7 |
| Interest-free liabilities | 692.7 | 426.0 | 62.6 | 678.7 |
| Securities, cash and bank | 354.8 | 346.6 | 2.4 | 367.9 |
| Personnel under employment contract, average | 18,472 | 13,614 | 35.7 | 15,129 |
| Personnel, average (full-time equivalents) | 15,247 | 10,780 | 41.4 | 12,077 |


| Earnings/share, EUR | $\mathbf{0 . 0 7}$ | 0.05 | 39.0 | 0.35 |
| :--- | ---: | ---: | ---: | ---: |
| Cash flow/share, EUR | $\mathbf{0 . 5 3}$ | 0.29 | 82.9 | 1.26 |
| Equity/share, EUR | 5.98 | 5.54 | 7.8 | 5.87 |
| Market capitalisation | $\mathbf{1 , 8 2 3 . 7}$ | $1,704.1$ | 7.0 | $1,510.4$ |
| *) |  |  |  |  |

${ }^{*}$ ) Capital notes included in equity
Outlook

As estimated, the trend of advertising markets both in Finland and the Netherlands was weaker than in the previous year, but the market situation is expected to improve during autumn.

We estimate that SanomaWSOY's net sales and operating profit will grow significantly in 2002, as the net sales and operating profit generated at operations acquired from VNU will impact the consolidated figures for the full year instead of one quarter. The Group's net sales are expected to increase to EUR2,400 million. If no unexpected changes occur in theeconomic situation, operating profit is expected to improve by onethird instead of the previously estimated onefourth, partly as a result of divestment of assets and real estates.

SanomaWSOY intends to achieve an average operating profit of 9\%during 2002-2005. The average targets for operating profit in 2002-2005 are 12.5\%for Sanoma, 9\%for Sanoma Magazines, 0\%for SWelcom, $12.5 \%$ for WSOY and $5.5 \%$ for Rautakirja. Mid-term equity ratio target is $50 \%$.

Net sales

SanomaWSOY's net sales increased to EUR 555.0 (3614) million during the first quarter 2002. The $53.5 \%$ sales growth was mainly attributable to the magazine operations acquired from VNU. The acquired operations were integrated in the Group at the beginning of October 2001and the operations are presently organised as Sanoma Uitgevers, Sanoma Magazines Belgium, Sanoma Magazines International and Aldipress. Net sales improved in all divisions, with theexception of Sanoma. Growth was strongest at Rautakirja. The comparable net sales decreased about $1 \%$.

Result

The Group's EBITA (operating profit before amortisation of goodwill, consolidated goodwill and immaterial rights) increased to EUR 39.5(17.1) million during the first quarter. Operating profit was EUR 14.0 (12.7) million. The comparable operating profit exduding recently acquired magazine operations increased 6\%. Some of the Group's non-core assets were sold during the first quarter in accordance with theGroup's objectives. Operating profit increased especially at Sanoma Magazines Finland, which sold its Blue Book unit in March. The Group's operating profit improved also as a result of the sale of real estates of SanomaWSOY Corporation. SWelcom's operating result improved to some extent driven by cost savings. While the operating results of Sanoma, WSOY and Rautakirja
dedined the operational results of WSOY and Rautakirja improved. The R\&D expenditure booked as expenses totalled EUR 7.5(5.9) million.

SanomaWSOY's profit before extraordinary items increased to EUR 23.9 (18.1) million. In spite of higher interest expenses the Group's net financial income grew by EUR 4.4 million thanks to gains on the sale of securities. Earnings per share amounted to EUR0.07(0.05).

## Investments

As planned, investments were evaluated carefully. The Group's investments totalled EUR 17.8 (67.7) million. The biggest investments related to the Sanomala printing unit.

Market situation

Economic growth in the Euro area is expected to remain relatively slow in 2002. According to the forecast published by Nordea in May, GDP in the Euro area will increase 16\%. Total production in Finland is estimated to grow $2.8 \%$. Finnish consumers' confidence in the national economy remained unchanged from the level of March 2001but improved from the year-end 2001 The daily consumer goods business grew nearly 5\% in January- February.

According to a survey published by Gallup-Mainostieto, the volume of media advertising dedined about 6\%in Finland during January - March. Newspaper advertising decreased 8\% and magazine advertising 7\%. TV advertising grew slightly from the previous year. Radio advertising increased $11 \%$, while outdoor advertising declined 19\%, cinema advertising $11 \%$ and online media advertising $27 \%$. Magazine advertising decreased also in the Netherlands but grew in Belgium and Hungary.

Key events

In March, Sanoma Magazines Finland sold its directory-publishing unit Blue Book to Danish TDC Forlag A/S. The value of the deal was EUR 118 million.

In January 2002, the Board of Directors decided to issue warrants to management. The issue will comprise a maximum of 4,500,000 warrants, each entitling the holder to one SanomaWSOY Corporation Series B share. The warrants will be distributed in threestages, at the turn of 2001/2002, 2002/2003, and 2003/2004, and will be identified as warrants 2001A, 2001B, and 2001C respectively. A maximum of 1,500,000 warrants in each category will be issued. A total of some 700,000 warrants were distributed to 101senior managers within the Group at the beginning of 2002; the remainder were held for later distribution at the discretion of the Board of Directors. The subscription price is the average price of SanomaWSOY's Series B share as quoted in November - December in each of the three years in question (2001, 2002, and 2003) plus 20\%. The subscription period will begin three
years from the issuing of warrants and will continue for three years thereafter. The subscription price for 2001A warrants was set at EUR 12.74.

## Balancesheet and financial position

The Group's consolidated balance sheet totalled EUR 3,004.8 (1,486.2) million due to acquisition of magazineoperations in 2001 Shareholders' equity excluding capital notes totalled EUR 826.8 (766.7) million, or EUR 5.98 (5.54) per share. Equity ratio increased during the first quarter and was 40.1 (62.9); the positive impact of the capital notes on equity ratio was 7.2 percentage points.

Interest-bearing liabilities totalled EUR 1,360.5(1813) million. The book value of securities and cash totalled EUR 354.8 (346.6) million and their market value wasEUR 390.9 (402.8) million. Net debt (interest-bearing liabilities less securities and cash) decreased during the first quarter dueto strong operating cash flow and divestments of non-core assets, and wasEUR 1,005.7(-165.3) million.

TheGroup's net financial income roseto EUR9.8 (5.4) million during thefirst quarter of 2002. Financial incomewas EUR 314 (16.2) million, and financial expenses were EUR215(10.8) million. The financial income was mainly attributableto the gains on the sale of securities, as a part of the investment portfolio was successfully realised after improved market conditions. Financial expenses mainly related to interest expenses (EUR 17.0 million).

## Shares

A total of 30,355SanomaWSOY A-shares and 2,884,493B-shares were traded in the first quarter of 2002.

The average trading price of A-share was EUR 12.67 and the price of B-share EUR 12.22 in JanuaryMarch. Thehigh of A-share was EUR 13.20 and the low EUR 1151 Thehigh of B-share was EUR 13.63 and the low EUR 10.75 . Thetotal value of shares traded on the stock exchange during the first quarter was EUR 35.6 (14.4) million.

SanomaWSOY's market capitalisation at theend of March less shares held bythe Group wasEUR 1,823.7(1704.1) million. The number of B-shares held by the Group was 7,187,276. The conversion period of convertible capital notes issued in 2001began on 2January 2002. No notes were converted in the first quarter of 2002.

## Per sonnel

SanomaWSOY's number of personnel grew significantly during 2001as a result of acquisitions, and the average number of persons under employment contract during the first quarter of 2002 was 18,472 (13,614). Translated into full-time positions, this was equivalent to $15,247(10,780)$.

## Events after first quarter

In April, Sanoma Magazines completed the sale of its shares in the business unit British European Associated Publishers Ltd. (BEAP) in the United Kingdom to a group of investors, induding BEAP's operative management and ABN Amro Capital. The transaction value amounts to slightly over EUR 50 million. The result of the first quarter will impact the final price of thetransaction. The shares were transferred to the buyer on 26 April.

SanomaWSOY Oyj's Annual General Meeting held in April 2002 approved the financial statements and the consolidated financial statements for 2001and granted release from liability to the members of the Board of Directors and the Managing Director for thefinancial year 2001 The dividend paid for 2001wasEUR0.51per share. The record date for distribution of dividends was April 12, 2002 and the payment date April 19, 2002.

In accordance with the Articles of Association, theterm of the Board of Directors elected in connection with the SanomaWSOY merger ended at the Annual General Meeting. The meeting decided to retain the number of Board members at 11 , and re-elected Mr. Robert Castrén, Mr. Aatos Erkko, Ms. Jane Erkko, Ms. Marjukka af Heurlin, Mr. Paavo Hohti, Mr. Kyösti Järvinen, Mr. Esko Koivusalo, Mr. Robin Langenskiöld, Mr. Jaakko Rauramo, Ms. Rafaela Seppälä and Mr. Hannu Syrjänen. Mr. Jaakko Rauramo was elected Chairman and Mr. Paavo Hohti Vice Chairman of the Board. All the above-mentioned persons have announced that they will vacate their seats for a new election at theAnnual General Meeting in spring 2003.

## SANOM A

Newspaper publishing and printing

| KEY INDICATORS | $\mathbf{3 1 . 3 . 2 0 0 2}$ | 31.3 .2001 | Change, $\%$ | 31.12 .2001 |
| :--- | ---: | ---: | ---: | ---: |
| Net sales, EUR million | $\mathbf{1 1 0 . 3}$ | 119.9 | -8.0 | 459.3 |
| Operating profit before <br> amortisation, EUR million | $\mathbf{9 . 6}$ | 15.8 | -39.0 | 49.9 |
| \% of net sales | $\mathbf{8 . 7}$ | 13.2 |  | 10.9 |
| Operating profit, | $\mathbf{7 . 9}$ | 14.2 | -44.5 | 43.3 |
| EUR millin |  |  |  |  |
| \% of net sales | $\mathbf{7 . 1}$ | 11.8 |  | 9.4 |
| Operating profit excl. <br> associated companies, |  |  |  |  |
| EUR million | $\mathbf{6 . 6}$ | 11.3 | -41.3 | 35.1 |
| \% of net sales <br> Balance sheet total, | $\mathbf{6 . 0}$ | 9.4 |  | 7.6 |
| EUR million <br> Gross investments, | $\mathbf{5 0 6 . 1}$ | 494.0 | 2.5 | 490.7 |
| EUR million <br> Personnel under employment <br> contract, average | $\mathbf{7 . 3}$ | 37.4 | -80.5 | 76.5 |
| Personnel, average <br> (full-time equivalents) | $\mathbf{4 , 9 1 9}$ | 4,796 | 2.6 | 4,929 |


| OPERATIONAL INDICATORS, 1.1-31.3 |  |  |  |
| :---: | :---: | :---: | :---: |
|  | 2002 | 2001 | 2000 |
| HELSINGIN SANOMAT |  |  |  |
| Weekday circulation, copies *) |  | 436,009 | 446,972 |
| Sunday circulation, copies *) |  | 507,011 | 517,860 |
| Advertising volume (column metres) | 10,386 | 12,631 |  |
| ILTA-SANOMAT |  |  |  |
| Circulation, copies *) |  | 218,829 | 214,610 |
| Advertising volume (column metres) | 1,486 | 1,503 |  |
| TALOUSSANOMAT |  |  |  |
| Circulation, copies *) |  | 31,192 | 25,162 |
| Advertising volume (column metres) | 719 | 1,242 |  |

*) Audited circulation figures 1.1-31.12. Next audit period is 1.1-30.6.

Sanoma's net sales decreased by 8\%in January - March to EUR 110.3 (119.9) million; the fall-off was slightly bigger than estimated and was attributable to the continuously declining trend in media advertising. According to a study by Gallup Mainostieto, the money used on newspaper advertising decreased 8\%, and on job advertising 37\%. Advertising sales accounted for 49\% of Sanoma's total net sales. For Sanoma, the corresponding period in 2001was still a period of strong growth.

Operating profit decreased by 44\% to EUR 7.9 (14.2) million, mainly due to the weak trend of media advertising. Expenses declined 5\%compared with the previous corresponding period, and operating profit exceeded the estimate at the beginning of the year, thanks to successful cost reduction initiatives. Also other operating income and share of the results of associated companies decreased slightly from the previous year. Operating profit induded a EUR 13(2.5) million share of Rautakirja's result. EBITA was EUR 9.6 (15.8) million.

Investments totalled EUR 7.3(37.4) million. Most of the investments related to the Sanomala printing plant; implementation of the project progresses according to plan.

Net sales at the Helsingin Sanomat business unit decreased 9\%from the comparison period, mainly due to continuously declining advertising revenue. The trend was weaker than anticipated particularly in job advertising, and the decrease in total advertising net sales was $14 \%$, while the revenue from circulation sales increased over the previous year. The circulation trend of the newspaper developed according to plan, and remained in the first quarter unchanged from the previous year's level. Although theoperating profit of the unit declined from the corresponding previous period, it exceeded the budget for the first quarter, driven by saving programs introduced in 2001

Net sales at IIta-Sanomat decreased 1\%; operating profit declined but was better than estimated. The net sales decrease was attributable to the lower sales volume of news stand copies that fell by $2 \%$. The figures for the comparison period were boosted by some significant news events at the beginning of 2001 On the other hand, advertising sales improved 7\% in the first quarter of 2002. Ilta-Sanomat's market share of the news stand sales of tabloids was 60.7\%.

Net sales at Kymen Lehtimedia decreased 13\%from the previous year and its operating profit weakened slightly in spite of cost savings. Like in the previous year, the change was attributable to a dedine in the sales of printed products to Russia; no new printing orders are anticipated from Russia due to the lower price level of local printing companies. Circulation revenue increased as a result of price increases implemented at the beginning of 2002, although the subscription volumes of daily newspapers decreased to some extent. Advertising revenue decreased 5\%. In February, Kymen Lehtimedia acquired the operating assets of Kaupunkilehti Seiska.

Infosto's net sales decreased $12 \%$ but its operating profit improved clearly. The sales decrease and the improved operating profit were mainly the result of the decision to focus on the development of consumer-to-consumer products and services and to divest non-coreoperations. The circulation revenue at Keltainen Pörssi remained unchanged from the previous corresponding period as a result of price increases although the number of subscription copies dedined to some extent. The advertising sales of the paper decreased $4 \%$ compared with the previous corresponding period.

Net sales at Startel Oy decreased 17\%due to the dedining trend of media advertising. In spite of achieved cost savings, its operating loss also increased. Taloussanomat's advertising sales decreased by more than one third. According to a survey published by Kansallinen Mediatutkimus, however, Taloussanomat was the only paper in its competitive category that managed to increase its readership. The net sales of Startel News Agency increased.

Esmerk continued to commit resources to expanding its activities in Central Europe. Most of the operations of the small offices dosed were transferred to other units.

In April, Lehtikuva acquired $40 \%$ of Compad Oy and is today the sole shareholder of the company.

As anticipated, the advertising market during the first quarter failed to reach the good level of the early 2001 The declining trend of media advertising is expected to stop during the summer although an upturn is not in sight until autumn. For Sanoma, this means a need to adapt operations to the prevailing market situation. The top priority for the year is to improve long-term profitability by efficient cost management and by a leaner structure. In spite of the weakening trend in the first quarter, Sanoma is expected to achieve the same annual level of net sales as in 2001and to improve its operating profit as a result of cost savings.

## SANOMA MAGAZINES

Magazine publishing, press distribution
The financial comparison data for the first quarter of 2001includethefigures of Sanoma Magazines Finland only.

| KEY INDICATORS | $\mathbf{3 1 . 3 . 2 0 0 2}$ | 31.3 .2001 | Change,\% | 31.12 .2001 |
| :--- | ---: | ---: | ---: | ---: |
| Net sales, EUR million | $\mathbf{2 3 2 . 1}$ | 39.2 | 491.9 | 394.3 |
| Operating profit before <br> amortisation, EUR million <br> \% of net sales | $\mathbf{2 8 . 4}$ | 1.2 | $2,219.2$ | 60.9 |
| Operating profit, <br> EUR million <br> \% of net sales <br> Operating profit excl. <br> associated companies, | $\mathbf{1 2 . 2}$ | 3.1 |  | 15.4 |
| EUR million <br> \% of net sales | $\mathbf{7 . 7}$ | 1.0 | 641.7 | 41.7 |
| Balance sheet total, <br> EUR million <br> Gross investments, <br> EUR million | $\mathbf{3 . 3}$ | 2.7 |  | 10.6 |
| Personnel under employment <br> contract, average | $\mathbf{4 . 3}$ | -0.9 | 597.6 |  |
| Personnel, average <br> (full-time equivalents) | $\mathbf{1 . 9}$ | -2.2 |  | 31.4 |

OPERATIONAL INDICATORS, 1.1. - 31.3.
$2002 \quad 2001$
Number of copies sold
(press distribution /
Aldipress), thousands
Number of magazines
published
30,254
31,521

Magazine copies sold,
thousands
Number of advertising
pages sold
264
270

107,236
10,244

108,978
10,791

Sanoma Magazines' net sales totalled EUR 232.1(39.2) million in thefirst quarter. Magazine advertising decreased in Finland and the Netherlands, and grew in Belgium and Hungary. Advertising revenue accounted for about 21\% of Sanoma Magazines' net sales for the first quarter.

Operating profit for the first quarter was EUR 7.7(10) million and EBITA amounted to EUR28.4 (12) million. The divestment of the Blue Book unit boosted the operating profit, which was, however, adversely affected by the development trend at Sanoma Uitgevers.

Investments totalled EUR 3.0 (10) million, and the investments mostly related to the SAP implementation at Sanoma Uitgevers.

The Dutch unit Sanoma Uitgevers posted net sales of EUR 106.6 million for the first quarter. The development of the unit was weaker than estimated, mainly dueto advertisers' lower investments,
harsher competition in the Dutch magazine market and price competition faced from other media. However, Sanoma Uitgevers' profitability remained at a good level.

In February, Sanoma Uitgevers launched a new magazine, Prenza, whose publishing was discontinued after nine weeks because of its sluggish sales trend. Women's titles were successful in spite of decreasing advertising sales.

Operations of the $M X$ press distribution system will be gradually transferred to the Dutch Postal Service. The project progresses according to plan.

Net sales at Aldipress totalled EUR 50.1million in the first quarter. Construction of the new distribution centre in Duiven progresses on schedule and the centre will be opened in July.

Sanoma Magazines Finland posted net sales of EUR 40.3(39.2) million. The growth was attributable to circulation revenue, while advertising revenue decreased because of the recession. Sanoma Magazines Finland held a share of $20 \%$ of the magazine advertising market, and the company retained its leading market position. The Blue Book directory operations were sold to Danish TDC Forlag A/S at the end of March. The transaction value totalled EUR 118 million.

Women's magazine Me Naiset was revamped in March; in April, Sanoma Magazines Finland launched a new title, Sport, for active women. In April, Sanoma Magazines Finland decided to discontinue the publishing of its Swedish magazine Sköna Dagar because of its low circulation volume.

Sanoma Magazines Belgium's net sales totalled EUR 36.0 million for the first quarter. The good performance of the unit was driven by the positive trend of advertising and circulation volumes. Magazine advertising in Belgium grew, and magazines increased their share of media advertising. The circulation volumes of the magazines published by the unit improved mainly boosted by the success of its top titles.

Sanoma Magazines International, which operated during the first quarter in Hungary, Slovakia, Czech Republic, UK, Romania and Croatia, posted net sales of EUR 25.0 million. Development was dynamic especially in Hungary as well as in Romania and Slovakia. Two new titles, Wellness and Best, were launched in Hungary, and one magazine, Story, in Croatia.

In February, Sanoma Magazines signed a Heads of Agreement to sell its British crossword puzzle publisher British European Associated Publishers Ltd to the operative management and a group of investors. The deal was finalised at the end of April.

Sanoma Magazines Zagreb was established in Croatia at the beginning of the year; initially, the unit publishes onetitle.

Sanoma Magazines is expected to reach net sales of around EUR one billion and its EBITA ratio is estimated to be 12 although theoperating profit is expected to be slightly below $6 \%$ due to high goodwill amortisation.

## SWELCOM

Electronic media

| KEY INDICATORS | $\mathbf{3 1 . 3 . 2 0 0 2}$ | 31.3 .2001 | Change,\% | 31.12 .2001 |
| :--- | ---: | ---: | ---: | ---: |
| Net sales, EUR million | $\mathbf{2 1 . 5}$ | 20.8 | 3.4 | 84.9 |
| Operating profit before <br> amortisation, EUR million <br> \% of net sales | -5.9 | -6.3 | 5.8 | -21.6 |
| Operating profit, <br> EUR million <br> \% of net sales <br> Operating profit excl. | $\mathbf{- 2 7 . 6}$ | -30.3 |  | -25.5 |
| associated companies, <br> EUR million <br> \% of net sales | -6.7 | -7.0 | 4.8 | -24.5 |
| Balance sheet total, <br> EUR million <br> Gross investments, <br> EUR million | $\mathbf{- 3 1 . 0}$ | -33.7 |  | -28.8 |
| Personnel under employment <br> contract, average <br> Personnel, average <br> (full-time equivalents) | $\mathbf{- 6 . 2}$ | -6.8 | 9.2 |  |


| OPERATIONAL INDICATORS, 31.3. | $\mathbf{2 0 0 2}$ | 2001 |
| :--- | :---: | ---: |
| Nelonen's share of Finnish | $\mathbf{2 6 . 1 \%}$ | $26.9 \%$ |
| TV advertising, Jan.-March <br> Number of connected <br> households, thousands <br> Number of pay-TV <br> subscriptions, thousands <br> Number of broadband <br> Internet connections, <br> thousands | $\mathbf{2 2 3}$ | 212 |

SWelcom's net sales increased 3\%in January - March to EUR 215(20.8) million. The growth was mainly driven by the good success of HTV's broadband Internet services. Advertising revenue accounted for $58 \%$ of net sales.

Operating loss decreased by 5\%to EUR6.7(7.0) million, mainly thanks to the new operative focus of mobile services producer 2ndhead, and the adaptation of its business to the current level of operations. Nelonen's operating loss was also reduced to some extent. SWelcom's EBITA was EUR -5.9 (-6.3) million.

SWelcom's investments totalled EUR 2.2 (2.7) million. The investments mainly related to the construction of HTV's cable system and the development of the cable modem system.

Net sales at Nelonen fell slightly below the level of the previous corresponding period and totalled EUR 12.7(13.0) million. Sales of advertising time amounted to EUR D.4 (12.8) million. Operating result improved slightly, by 5.5\%.

TV viewing time increased by 9 minutes, or 5\%, on an average day in January - March compared with the previous corresponding period. Nelonen's daily coverage remained unchanged at 46\% and its weekly coverage was 77 (76)\%. In March, Nelonen exceeded the limit of 900,000 viewers for the first time, as the Finnish movie Levottomat (the Restless) attracted 905,000 spectators. Twenty per cent of all Finns aged over 10 years saw the film.

In February, Nelonen began broadcasting the Tuesday matches of the UEFA Champion League on its parallel digi-TV channel called Nelonen Plus. These matches were shown on the analogue channel as repeat broadcasts until the semi-finals. This practice was continued throughout spring 2002.

Helsinki Television's net sales increased 26\% in January - March. Operating profit remained unchanged from the comparison period, due to investments in broadband operations. At the end of March, more than 222,800 households were connected to HTV's cable network; about 3,700 of these households had joined as customers in the first quarter. Thetarget is to have 10,000 new customer households join the network in 2002. Nearly 22,000 customers had subscribed broadband Internet connections by the end of March.

Consumers' mobile portal 2ndhead.com will be closed during the summer as part of the refocusing of 2ndhead's operations and of its cost-reduction program. The portal will be changed into a mobile technology platform for services connected with SanomaWSOY Group's products.

The trend of theTV advertising markets in the first quarter was weaker than anticipated, and it will be difficult to catch up with the sales target during the rest of the year. This notwithstanding, SWelcom is expected to achieve a sales increase of $10 \%$ in 2002 and the operating result is expected to continue improving clearly. Nelonen will improve its profitability significantly boosted by the anticipated halving of the TV licence fee as from 1July 2002. The strong demand for cable-TV services is also expected to continue. SWelcom will continue adapting its cost structure, and development resources will befocused according to the market situation. Achievement of targets will depend on the trend of the overall TV advertising market.

WSOY
Publishing, printing and calendar operations

| KEY INDICATORS | 31.3.2002 | 31.3.2001 | Change,\% | 31.12.2001 |
| :---: | :---: | :---: | :---: | :---: |
| Net sales, EUR million | 42.2 | 42.1 | 0.2 | 211.0 |
| Operating profit before |  |  |  |  |
| amortisation, EUR million | -1.0 | 0.0 |  | 22.1 |
| \% of net sales | -2.3 | 0.0 |  | 10.5 |
| Operating profit, |  |  |  |  |
| EUR million | -2.1 | -1.0 | -112.4 | 18.1 |
| \% of net sales | -4.9 | -2.3 |  | 8.6 |
| Operating profit excl. |  |  |  |  |
| associated companies, |  |  |  |  |
| EUR million | -3.7 | -4.1 | 9.5 | 9.5 |
| \% of net sales | -8.8 | -9.7 |  | 4.5 |
| Balance sheet total, |  |  |  |  |
| EUR million | 265.3 | 267.2 | -0.7 | 281.3 |
| Gross investments, |  |  |  |  |
| EUR million | 1.9 | 4.2 | -53.7 | 14.7 |
| Personnel under employment contract, average | 1,918 | 1,960 | -2.2 | 1,971 |
| Personnel, average (full-time equivalents) | 1,814 | 1,834 | -1.1 | 1,863 |


| OPERATIONAL INDICATORS, 1.1. - 31.3. | $\mathbf{2 0 0 2}$ | 2001 |
| :--- | ---: | ---: |
| NUMBER OF NEW TITLES PUBLISHED |  |  |
| Books | $\mathbf{1 5 2}$ | 144 |
| Electronic products | $\mathbf{3 4}$ | 25 |
| NUMBER OF REPRINTS PUBLISHED | $\mathbf{3 4 9}$ | 403 |
| Books | $\mathbf{6 2}$ | 51 |
| Electronic products |  |  |
| Printed books, | $\mathbf{5 . 9}$ | 5.6 |
| million copies | $\mathbf{3 , 1 1 1}$ | 3,112 |

WSOY's net sales for the first quarter remained unchanged from the previous year at EUR 42.2 (42.1) million. In the publishing sector, WSOY's textbooks and Genimap Oy's map products met with strong demand, while other book sales remained on the previous year's level because of the sluggish trend of bookstores at the beginning of the year.

Theoperating result was EUR-2.1(-10) million. Operating result from own activities improved boosted by the good trend of the traditional book publishing and printing operations. Cost adaptation and structural measures introduced in the previous year especially in the new media sector had a positive impact on the result. The share of the result of associated company Rautakirja decreased to EUR 18 (3.4) million. EBITA wasEUR-10 (0.0) million.

WSOY's investments totalled EUR 19 (4.2) million. The biggest single investment was the redemption of the $10 \%$ minority interest in Genimap Oy from MapInfo Corporation. Two four-colour offset
printing machines were ordered as replacement investments during the first quarter, onefor Ajasto Osakeyhtiö and onefor WSBookwell Oy.

Net sales at Publishing totalled EUR 30.3(29.9) million for the first quarter, and operating profit was EUR-0.6 (-10) million. Sales of general literature decreased slightly but operating profit improved thanks to efficient cost management. Like other specialised stores, also bookstores suffered from the sluggish business trend in February - March. Book clubs retained their membership on the previous year's level at 200,000. General Literature established a new publishing unit, Johnny Kniga, which focuses on popular culture and intends to publish 30-50 new titles yearly. Weilin+Göös Oy, which publishes multi-volume books and yearbooks, increased its order book but net sales and operating profit fell below the level of the comparison period.

Sales of textbooks by Educational Materials were up from the previous year, and the volume of current orders for the school year 2002/ 2003indicates a good success in spite of the harsher competitive situation. The Opit eLearning environment was well received at schools.

The market situation of IT literature in the new publishing environments continued to be weak, and Docendo Group's performance remained unprofitable in spite of a lighter cost structure. Everscreen Oy, which supplies eLearning concepts to businesses, fell clearly short of its sales targets in spite of an increase in sales compared with the previous year. It is anticipated that the business-to-business market will recover towards theend of the year. The sales and result of Genimap Oy, which supplies location data concepts, developed well in all customer categories.

Net sales from the Publishing operations increased 2\%to EUR 15.9 (15.6) million. Operating profit remained unchanged at EUR2.1(2.2) million. The profitability of WSBookwell Oy's exports improved boosted by the trend of currency exchange rates and by Lönnberg Oy's good competitiveness in terms of quality; the company was nominated the best Finnish advertising printing house already for thefifth year running.

The Calendar operation's net sales for the first quarter totalled EUR17(19) million, and its operating result, EUR-3.7(-4.1) million, improved over the previous corresponding period, thanks to a lower cost level. The operational result for the year will improve compared with the previous year.

WSOY Group's annual result is generated during the latter part of the year due to the cyclical nature of operations. The performancefor the first quarter indicates that net sales will grow about 5\%as previously estimated, and operating profit will improve from the previous year.

## RAUTAKIRJA

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

| KEY INDICATORS | $\mathbf{3 1 . 3 . 2 0 0 2}$ | 31.3 .2001 | Change,\% | 31.12 .2001 |
| :--- | ---: | ---: | ---: | ---: |
| Net sales, EUR million | $\mathbf{1 7 6 . 0}$ | 164.6 | 6.9 | 696.5 |
| Operating profit before <br> amortisation, EUR million <br> \% of net sales | $\mathbf{8 . 5}$ | 15.5 | -45.1 | 46.5 |
| Operating profit, <br> EUR million <br> \% of net sales <br> Operating profit excl. <br> associated companies, | $\mathbf{4 . 8}$ | 9.4 |  | 6.7 |
| EUR million <br> \% of net sales <br> Balance sheet total, | 7.5 | 14.6 | -48.7 | 42.6 |
| EUR million <br> Gross investments, | $\mathbf{4 . 2}$ | 8.8 |  | 6.1 |
| EUR million <br> Personnel under employment <br> contract, average | $\mathbf{8 . 3}$ | 15.1 | -45.0 | 44.0 |
| Personnel, average <br> (full-time equivalents) | $\mathbf{4 . 7}$ | 9.2 |  | 6.3 |

OPERATIONAL INDICATORS, 1.1.- 31.3. *)

|  | $\mathbf{2 0 0 2}$ | $\mathbf{2 0 0 1}$ |
| :--- | ---: | ---: |
| Customer volume in kiosk <br> operations, thousands <br> Customer volume in bookstore <br> operations, thousands <br> Customer volume in movie <br> theatres, thousands | $\mathbf{1 9 , 7 8 4}$ | 20,222 |
| Number of copies sold (press <br> distribution), thousands | $\mathbf{1 , 5 4 5}$ | 1,565 |

*) Own units in Finland
During the first quarter, Rautakirja's net sales improved 7\%to EUR 176.0 (164.6) million. The comparable net sales increased 4\%. Sales from kiosk, cinema and restaurant operations increased, while sales from press distribution and bookstores declined.

Operating profit decreased to EUR 7.5(14.6) million, while the operational result improved almost $10 \%$. Operating profit for the comparison period included a profit of EUR 7.8 million on the sale of the shares in Norwegian Narvesen. EBITA wasEUR 8.5(15.5) million. Earnings per share declined to EUR 0.94 (170).

Rautakirja's investments totalled EUR 3.1(8.9) million. The largest single investment was the construction project of the multiplex movie theatre for UAB Vingio kino teatras in Lithuania.

Rautakirja's Annual General Meeting held in April 2002 decided to distribute a dividend for 2001of EUR2.30 per share both on A-shares and B-shares.

Net sales at Kiosk Operations improved 9\%to EUR 88.1million. This growth was generated in all units. Operating profit decreased 3\%to EUR 3.0 million. The result at R-kiosks operating in Finland and Estonia improved from the previous year and the performance of Veikkausrasti decreased. Narvesen Baltija posted an unprofitable result.

Net sales in the Press Distribution business decreased slightly more than 1\% to EUR 38.7 million. The unit's operating profit decreased by $16 \%$ to EUR 2.1 million. The result for the period was burdened by start-up investments in connection with the May 2002 launch of press distribution operations in Latvia. Profit from Finnish operations declined somewhat relative to the previous year, while the Estonian performance improved.

Net sales at Bookstore Business decreased 4\% to EUR 30.8 million. The unit's operating profit decreased to EUR0.5 million. Operating result declined in Finland, and improved in Estonia but did not yet reach profitability in Estonian market. Suomalainen Kirjakauppa's sales decreased, mainly in juvenile books and cd-roms.

Net sales at Movie Theatre Operations increased by $24 \%$ to EUR 14.6 million. The sales growth is mainly attributableto the good movie offering, which is expected to continuethis year. The Movie Theatre Operations' operating profit grew even faster than net sales and amounted to EUR 2.0 million. The operating profit grew in Finland, Estonia and Latvia. The Lithuanian operations were integrated in the unit in September 2001 The foundation stone of the multiplex built for Finnkino's subsidiary UAB Vingio kino teatras waslaid in Vilnius in March. The complex will betaken into use towards theend of 2002. Thetotal investment of the multiplex isEUR 8.4 million. A letter of intent was signed at the end of March between Finnkino and YIT Rakennus Oy for leasing of facilities for six movie theatres in a new multiplex complex to be built in downtown Lahti. The multiplex will open its doors at the year-end 2003/2004.

Net sales at Restaurant Operations grew 28\%to EUR 10.7 million, mainly as a result of the takeover of Motorest units in 2001 By contrast, net sales at Pizza Hut restaurants dedined. The operating result from Restaurant Operations improved to EUR - 0.6 million. The highway service areas and Pizza Hut restaurants improved their performances.

The eBusiness recorded net sales of EUR 0.3million and its operating result was EUR -0.5 million. The eBusiness projects did not turn into concrete business according to the anticipated schedule, and the unit completed the statutory cooperation negotiations with personnel. The eBusiness operation will be phased out, and other business units will assume some of its activities. Ferete will continue developing and operating the Dose concept and shops, and will participate in various eBusiness projects within Rautakirja.

Rautakirja's net sales are estimated to grow about 5\% in 2002. The result is expected to fall below the record performance of 2001, which included a profit of EUR 7.8 million on the sale of Narvesen's shares. The operational result will remain largely unchanged from the previous year's level.

Helsinki, 14 May 2002

Board of Directors
SanomaWSOYCorporation

## INTERIM REPORT TABLES

Figures areunaudited.

| GROUP INCOME STATEMENT EUR million | $\begin{array}{r} 1-3 \\ 2002 \\ \hline \end{array}$ | $\begin{array}{r} 1-3 \\ 2001 \\ \hline \end{array}$ | Change,\% | $\begin{array}{r} 1-12 \\ 2001 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| NET SALES | 555.0 | 361.4 | 53.5 | 1,730.0 |
| Increase (+) / decrease (-) in inventories of finished |  |  |  |  |
| goods and work in progress | 4.7 | 5.4 | -12.0 | 0.7 |
| Production for own use | 0.0 | 0.0 | -38.9 | 0.0 |
| Other operating income | 25.2 | 15.8 | 60.0 | 44.5 |
| Share of result of associated companies | 1.0 | -0.6 | 0.0 | 5.5 |
| Materials and services | 261.5 | 169.1 | 54.6 | 786.0 |
| Personnel expenses | 143.5 | 99.9 | 43.6 | 433.8 |
| Depreciation and decrease in value | 45.6 | 21.3 | 114.1 | 110.3 |
| Other operating expenses | 121.4 | 79.0 | 53.7 | 354.1 |
| OPERATING PROFIT | 14.0 | 12.7 | 10.4 | 96.5 |
| Financial income | 31.4 | 16.2 | 93.4 | 42.9 |
| Financial expenses | 21.5 | 10.8 | 98.9 | 46.9 |
| PROFIT BEFORE EXTRAORDINARY ITEMS | 23.9 | 18.1 | 31.9 | 92.5 |
| Extraordinary items |  |  |  |  |
| PROFIT AFTER |  |  |  |  |
| EXTRAORDINARY ITEMS | 23.9 | 18.1 | 31.9 | 92.5 |
| Direct taxes |  |  |  |  |
| (profit-related) | -12.8 | -6.6 | 95.3 | -31.0 |
| Minority interests | -1.1 | -4.4 | -74.4 | -13.7 |
| PROFIT FOR THE PERIOD | 9.9 | 7.1 | 39.0 | 47.8 |

## ASSETS

## NON-CURRENT ASSETS

| Intangible assets | $\mathbf{1 0 1 . 2}$ | 48.0 | 110.9 | 101.2 |
| :--- | ---: | ---: | ---: | ---: |
| Goodwill | $\mathbf{1 , 2 8 7 . 8}$ | 121.1 | 963.8 | $1,311.1$ |
| Tangible assets | $\mathbf{5 0 1 . 3}$ | 420.7 | 19.2 | 509.6 |
| Investments | $\mathbf{2 6 3 . 8}$ | 247.2 | 6.7 | 266.3 |
| NON-CURRENT ASSETS, TOTAL | $\mathbf{2 , 1 5 4 . 2}$ | 837.0 | 157.4 | $2,188.2$ |
|  |  |  |  |  |
| CURRENT ASSETS | $\mathbf{1 2 4 . 7}$ | 104.5 | 19.4 | 122.6 |
| Inventories | $\mathbf{6 0 . 0}$ | 43.5 | 37.9 | 63.3 |
| Long-term receivables | $\mathbf{3 1 1 . 1}$ | 154.5 | 101.3 | 311.0 |
| Short-term receivables | $\mathbf{2 6 7 . 7}$ | 305.6 | -12.4 | 282.6 |
| Securities | $\mathbf{8 7 . 0}$ | 41.0 | 112.4 | 85.4 |
| Cash and bank | $\mathbf{8 5 0 . 6}$ | 649.1 | 31.0 | $\mathbf{8 6 4 . 8}$ |
| CURRENT ASSETS, TOTAL |  |  |  |  |
|  | $\mathbf{3 , 0 0 4 . 8}$ | $\mathbf{1 , 4 8 6 . 2}$ | 102.2 | $3,053.1$ |
| ASSETS, TOTAL |  |  |  |  |

## SHAREHOLDERS' EQUITY AND LIABILITIES

## SHAREHOLDERS' EQUITY

| Share capital | $\mathbf{6 2 . 6}$ | 62.6 |  | 62.6 |
| :--- | ---: | ---: | ---: | ---: |
| Premium fund | 16.1 | 16.1 |  | 16.1 |
| Other funds | 364.4 | 364.1 | 0.1 | 364.4 |
| Retained earnings | 373.8 | 316.8 | 18.0 | 321.5 |
| Profit for the period | 9.9 | 7.1 | 39.0 | 207.3 |
| Capital notes | $\mathbf{2 0 7 . 3}$ | 6.9 |  | $1,019.7$ |
| SHAREHOLDERS' EQUITY, TOTAL | $\mathbf{1 , 0 3 4 . 1}$ | 773.6 | 33.7 | 122.3 |
| MINORITY INTEREST | $\mathbf{1 2 4 . 8}$ | 112.2 | 11.3 | 8.1 |
|  |  |  |  |  |
| STATUTORY PROVISIONS | $\mathbf{6 . 5}$ | 2.3 | 178.3 |  |
| LIABILITIES |  |  |  | 36.6 |
| Deferred tax liability | $\mathbf{3 5 . 3}$ | 37.1 | -4.8 | 922.7 |
| Long-term liabilities | $\mathbf{9 1 2 . 4}$ | 81.9 | 86.1 | 943.7 |
| Current liabilities | $\mathbf{8 9 1 . 7}$ | 479.1 | 8.9 |  |


| SHAREHOLDERS' EQUITY AND |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| LIABILITIES, TOTAL | $3,004.8$ | $1,486.2$ | 102.2 | $3,053.1$ |


| GROUP CASH FLOW STATEMENT | 1-3 | 1-3 | Change,\% | 1-12 |
| :---: | :---: | :---: | :---: | :---: |
| EUR million | 2002 | 2001 |  | 2001 |
| Operating profit | 14.0 | 12.7 | 10.4 | 96.5 |
| Adjustments to operating profit | 25.2 | 12.7 | 99.2 | 91.6 |
| Change in working capital | 32.3 | 23.4 | 37.9 | 11.4 |
| Cash flow from operations before financial items and taxes | 71.5 | 48.8 | 46.7 | 199.4 |


| Financial items and taxes | $\mathbf{1 . 2}$ | -9.0 | -113.4 | 28.0 |
| :--- | ---: | ---: | ---: | ---: |
| Cash flow from operations | $\mathbf{7 2 . 7}$ | 39.8 | 82.9 | 174.4 |
| Cash flow from investments | $\mathbf{2 . 3}$ | -21.8 | -110.7 | $-1,201.3$ |
| Cash flow before financing | $\mathbf{7 5 . 0}$ | 17.9 | 318.6 | $-1,027.0$ |
| Cash flow from financing | $\mathbf{- 8 5 . 7}$ | 10.6 | -907.1 | $1,087.8$ |
| CHANGE IN LIQUIDITIES <br> ACCORDING TO THE CASH FLOW <br> STATEMENT | $\mathbf{- 1 0 . 6}$ | 28.5 | -137.2 |  |
| Exchange rate differences <br> under liquidities | $\mathbf{- 2 . 5}$ | 1.1 | -323.4 | 60.8 |
| Net increase (+)/ <br> decrease (-) in liquidities | $\mathbf{- 1 3 . 1}$ | 29.7 | -144.3 | -9.8 |
| Liquidities according to the <br> balance sheet at Jan. 1 <br> Liquidities according to the <br> balance sheet at March $31 /$ <br> Dec. 31 | $\mathbf{3 6 7 . 9}$ | 316.9 | 16.1 | 51.0 |

DEPRECIATION AND DECREASE IN VALUE

|  | $1-3$ | $1-3$ | Change, $\%$ | $1-12$ |
| :--- | ---: | ---: | ---: | ---: |
| EUR million | 2002 | 2001 |  | 2001 |
| DEPRECIATION ACCORDING TO PLAN |  |  |  |  |
| Goodwill and |  |  |  |  |
| immaterial rights | 25.5 | 4.4 | 484.2 | 36.7 |
| Others | 20.1 | 16.9 | 18.7 | 72.4 |

DECREASE IN VALUE OF

| NON-CURRENT ASSETS |  |  | 1.2 |  |
| :--- | :--- | :--- | :--- | ---: |
| TOTAL | 45.6 | 21.3 | 114.1 | 110.3 |


| PERSONNEL, AVERAGE *) | $\mathbf{1 - 3}$ | $1-3$ | Change, $\%$ | $1-12$ |
| :--- | ---: | ---: | ---: | ---: |
|  | $\mathbf{2 0 0 2}$ | 2001 |  | 2001 |
|  |  |  |  |  |
| Sanoma | $\mathbf{3 , 4 9 9}$ | 3,449 | 1.5 | 3,563 |
| Sanoma Magazines | $\mathbf{4 , 3 2 6}$ | 804 | 438.3 | 1,707 |
| Swelcom | $\mathbf{3 8 8}$ | 380 | 2.1 | 403 |
| WSOY | $\mathbf{1 , 8 1 4}$ | 1,834 | -1.1 | 1,863 |
| Rautakirja | $\mathbf{5 , 1 4 8}$ | 4,233 | 21.6 | 4,461 |
| Other companies ${ }^{* *}$ ) | $\mathbf{7 3}$ | 81 | -10.5 | 80 |
| TOTAL | $\mathbf{1 5 , 2 4 7}$ | 10,780 | 41.4 | 12,077 |

[^0]SHAREHOLDERS' EQUITY
EUR million
31.3.2002
31.3.2001
31.12.2001

| Share capital at Jan. 1 | 62.6 | 62.6 | 62.6 |
| :---: | :---: | :---: | :---: |
| SHARE CAPITAL | 62.6 | 62.6 | 62.6 |
| Premium fund at Jan. 1 | 16.1 | 16.1 | 16.1 |
| PREMIUM FUND | 16.1 | 16.1 | 16.1 |
| Other funds at Jan. 1 Change | 364.4 | 364.1 | $\begin{array}{r} 364.1 \\ 0.3 \end{array}$ |
| OTHER FUNDS | 364.4 | 364.1 | 364.4 |
| Profit brought forward at Jan. 1 | 369.3 | 379.9 | 379.9 |
| Dividends |  | -65.0 | -65.0 |
| Change in translation difference | 3.8 | 1.5 | 5.9 |
| HTV connection fees | 0.5 | 0.3 | 1.4 |
| Other changes | 0.2 | 0.1 | -0.7 |
| PROFIT BROUGHT FORWARD | 373.8 | 316.8 | 321.5 |
| PROFIT FOR THE PERIOD | 9.9 | 7.1 | 47.8 |
| Capital notes at Jan. 1 | 207.3 | 7.3 | 7.3 |
| Changes |  | -0.4 | 200.1 |
| CAPITAL NOTES | 207.3 | 6.9 | 207.3 |
| TOTAL SHAREHOLDERS' EQUITY | 1,034.1 | 773.6 | 1,019.7 |

CONTINGENCIES AND PLEDGED ASSETS EUR million 31.3.2002 31.3.2001 $\quad$ Change, \% $\quad$ 31.12.2001

DEBTS WITH COLLATERAL CONSISTING OF REAL ESTATE AND SHARES

| Pension loans | 17.4 | 24.1 | -27.8 | 21.7 |
| :---: | :---: | :---: | :---: | :---: |
| Loans from financial |  |  |  |  |
| institutions | 6.2 | 7.6 | -18.6 | 6.7 |
| Other loans | 15.5 | 15.3 | 1.6 | 13.3 |
| Mortgages, real estate, |  |  |  |  |
| total | 21.9 | 21.9 |  | 21.9 |
| Mortgages, movable property, |  |  |  |  |
| total | 2.8 | 3.1 | -9.5 | 2.9 |
| Pledged securities, total | 54.3 | 54.3 | 0.0 | 54.3 |

## OTHER CONTINGENCIES FOR OWN COMMITMENTS

| Mortgaged bearer bonds | 0.9 | 0.9 | 0.9 |  |
| :--- | ---: | ---: | ---: | ---: |
| Corporate mortgages | 4.7 | 4.5 | 5.2 | 4.7 |
| Book value of pledged securities | 4.5 | 17.9 | -74.9 | 10.7 |
| Deposits | 1.1 | 1.0 | 12.1 | 1.1 |
| Guarantees | $\mathbf{3 2 . 1}$ | 2.9 |  | 27.6 |
| TOTAL | $\mathbf{4 3 . 3}$ | 27.2 | 59.6 | 45.1 |

CONTINGENCIES GIVEN ON BEHALF OF ASSOCIATED COMPANIES

| Guarantees | 8.9 | 1.0 | 768.2 | 8.9 |
| :--- | :--- | :--- | :--- | :--- |

CONTINGENCIES GIVEN ON BEHALF OF OTHER COMPANIES

## OTHER CONTINGENCIES

| Leasing liabilities | $\mathbf{5 4 . 7}$ | 3.7 | 45.2 |  |
| :--- | ---: | ---: | ---: | ---: |
| Interest on capital notes | $\mathbf{2 . 6}$ | 1.8 | 45.7 | 2.4 |
| Pension liabilities |  | 0.6 |  |  |
| Repurchase liabilities | $\mathbf{1 . 3}$ | 3.3 | -62.1 | 1.3 |
| Other liabilities | $\mathbf{1 4 . 2}$ | 13.8 | 2.6 | 19.3 |
| OTHER CONTINGENCIES, TOTAL | $\mathbf{7 2 . 8}$ | 23.3 | 212.5 | 68.2 |
|  |  |  |  |  |
| ALL LIABILITIES, TOTAL | $\mathbf{2 2 8 . 6}$ | 131.6 | 73.7 | $\mathbf{2 2 5 . 9}$ |

NOMINAL VALUE OF THE GROUP'S OPEN DERIVATIVE CONTRACTS

| EUR million | $\mathbf{3 1 . 3 . 2 0 0 2}$ | 31.3 .2001 | Change,\% |
| :--- | ---: | ---: | ---: |
|  |  |  |  |
| INTEREST RATE DERIVATIVES |  |  |  |
| Forward contracts | $\mathbf{2 0 0 . 0}$ |  | 200.0 |
| Options |  |  |  |
| Purchased | 480.0 | 480.0 |  |
| Written | $\mathbf{4 8 0 . 0}$ | 480.0 |  |
| Interest rate swaps | $\mathbf{4 0 0 . 0}$ | 400.0 |  |
| TOTAL | $\mathbf{1 , 5 6 0 . 0}$ | $1,560.0$ |  |

## CURRENCY DERIVATIVES

| Forward contracts <br> Options <br> Purchased | $\mathbf{2 5 . 7}$ | 50.9 | -49.6 | 36.2 |
| :--- | :--- | :--- | :--- | :--- |
| TOTAL | $\mathbf{4 9 . 9}$ |  |  |  |
| SHARE DERIVATIVES | $\mathbf{7 5 . 6}$ | 50.9 | 48.4 | 36.2 |
| Forward contracts | $\mathbf{1 2 . 0}$ | 7.0 | 70.8 | 32.9 |
| TOTAL | $\mathbf{1 2 . 0}$ | 7.0 | 70.8 | 32.9 |
| TOTAL | $\mathbf{1 , 6 4 7 . 5}$ | 57.9 |  | $1,629.1$ |


| MARKET VALUE OF THE GROUP'S OPEN DERIVATIVE CONTRACTS |
| :--- |
| EUR million |

## INTEREST RATE DERIVATIVES

| Forward contracts | 0.3 | -0.1 |
| :--- | ---: | ---: |
| Options |  |  |
| Purchased | $\mathbf{1 . 7}$ | 1.5 |
| Written | $\mathbf{0 . 4}$ | -1.1 |
| Interest rate swaps | $\mathbf{4 . 5}$ | 1.1 |
| TOTAL |  | 1.4 |

## CURRENCY DERIVATIVES

| Forward contracts <br> Options <br> Purchased | $\mathbf{0 . 1}$ | 0.5 | -70.9 | -0.2 |
| :--- | :--- | :--- | :--- | :--- |
| TOTAL | $\mathbf{0 . 0}$ |  |  |  |

## SHARE DERIVATIVES

| Forward contracts | $\mathbf{0 . 5}$ | -0.1 | 0.2 |
| :--- | :--- | :--- | :--- |
| TOTAL | $\mathbf{0 . 5}$ | -0.1 | 0.2 |
|  |  |  |  |
| TOTAL | 6.8 | 0.4 | 1.4 |

## GROUP INCOME STATEMENT BY QUARTER

| EUR million | $\begin{array}{r} 1-3 \\ 2002 \end{array}$ | $\begin{array}{r} 1-3 \\ 2001 \end{array}$ | $\begin{array}{r} 4-6 \\ 2001 \end{array}$ | $\begin{array}{r} 7-9 \\ 2001 \end{array}$ | $\begin{gathered} 10-12 \\ 2001 \end{gathered}$ | $\begin{gathered} 1-12 \\ 2001 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NET SALES | 555.0 | 361.4 | 362.2 | 353.8 | 652.6 | 1,730.0 |
| Increase (+) / decrease (-) in inventories of finished |  |  |  |  |  |  |
| goods and work in progress | 4.7 | 5.4 | 0.8 | 0.3 | -5.8 | 0.7 |
| Production for own use | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other operating income | 25.2 | 15.8 | 9.4 | 7.2 | 12.0 | 44.5 |
| Share of result of associated companies | 1.0 | -0.6 | 4.8 | -0.2 | 1.5 | 5.5 |
| Materials and services | 261.5 | 169.1 | 161.6 | 162.7 | 292.5 | 786.0 |
| Personnel expenses | 143.5 | 99.9 | 96.7 | 93.0 | 144.2 | 433.8 |
| Depreciation and decrease in value | 45.6 | 21.3 | 21.9 | 23.0 | 44.1 | 110.3 |
| Other operating expenses | 121.4 | 79.0 | 79.5 | 67.0 | 128.7 | 354.1 |
| OPERATING PROFIT | 14.0 | 12.7 | 17.5 | 15.4 | 50.9 | 96.5 |
| Financial income | 31.4 | 16.2 | 14.1 | 7.4 | 5.3 | 42.9 |
| Financial expenses | 21.5 | 10.8 | 3.9 | 23.5 | 8.6 | 46.9 |
| PROFIT BEFORE EXTRAORDINARY ITEMS | 23.9 | 18.1 | 27.6 | -0.8 | 47.6 | 92.5 |
| Extraordinary items | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| PROFIT AFTER EXTRAORDINARY ITEMS | 23.9 | 18.1 | 27.6 | -0.8 | 47.6 | 92.5 |
| Direct taxes (profit-related) | -12.8 | -6.6 | -6.3 | -2.2 | -16.0 | -31.0 |
| Minority interests | -1.1 | -4.4 | -1.5 | -2.2 | -5.6 | -13.7 |
| PROFIT FOR THE PERIOD | 9.9 | 7.1 | 19.8 | -5.1 | 26.0 | 47.8 |


| NET SALES BY BUSINESS AREA | $\mathbf{1 - 3}$ | $\mathbf{1 - 3}$ | $4-6$ | $7-9$ | $10-12$ | $1-12$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| EUR million | $\mathbf{2 0 0 2}$ | $\mathbf{2 0 0 1}$ | 2001 | 2001 | 2001 | 2001 |
| SANOMA |  |  |  |  |  |  |
| $\quad$ Newspaper publishing | $\mathbf{1 1 0 . 3}$ | $\mathbf{1 1 9 . 9}$ | 118.3 | 108.5 | 112.6 | 459.3 |
| and printing | $\mathbf{1 1 0 . 3}$ | $\mathbf{1 1 9 . 9}$ | 118.3 | 108.5 | 112.6 | 459.3 |
| TOTAL |  |  |  |  |  |  |
| SANOMA MAGAZINES |  |  |  |  |  |  |
| Magazine publishing | $\mathbf{2 0 7 . 9}$ | $\mathbf{3 9 . 2}$ | 41.7 | 37.7 | 254.6 | 373.3 |
| Press distribution | $\mathbf{5 0 . 1}$ | $\mathbf{0 . 0}$ | 0.0 | 0.0 | 52.8 | 52.8 |
| Intracompany transactions | $\mathbf{- 2 5 . 9}$ | $\mathbf{0 . 0}$ | 0.0 | 0.0 | -31.7 | -31.7 |
| TOTAL | $\mathbf{2 3 2 . 1}$ | $\mathbf{3 9 . 2}$ | $\mathbf{4 1 . 7}$ | $\mathbf{3 7 . 7}$ | $\mathbf{2 7 5 . 6}$ | 394.3 |

## SWELCOM

| Electronic media | $\mathbf{2 1 . 5}$ | $\mathbf{2 0 . 8}$ | 21.6 | 18.0 | 24.5 | 84.9 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| TOTAL | $\mathbf{2 1 . 5}$ | $\mathbf{2 0 . 8}$ | 21.6 | 18.0 | 24.5 | 84.9 |
|  |  |  |  |  |  |  |
| WSOY | $\mathbf{3 0 . 3}$ | $\mathbf{2 9 . 9}$ | 38.3 | 29.0 | 34.7 | 131.8 |
| $\quad$ Publishing | $\mathbf{1 5 . 9}$ | $\mathbf{1 5 . 6}$ | 14.9 | 15.6 | 16.1 | 62.2 |
| Printing | $\mathbf{1 . 7}$ | $\mathbf{1 . 9}$ | 2.9 | 12.5 | 18.4 | 35.8 |
| Calendar operations | $\mathbf{0 . 9}$ | $\mathbf{1 . 0}$ | 1.0 | 0.9 | 1.1 | 3.9 |
| Others | $\mathbf{- 6 . 6}$ | $\mathbf{- 6 . 3}$ | -5.1 | -6.1 | -5.3 | -22.8 |
| $\quad$ Intracompany transactions | $\mathbf{4 2 . 2}$ | $\mathbf{4 2 . 1}$ | 52.0 | 51.9 | 65.0 | 211.0 |

## RAUTAKIRJA

|  | $\mathbf{8 8 . 1}$ | $\mathbf{8 0 . 7}$ | 87.8 | 88.2 | 103.1 | 359.8 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Kiosk operations | $\mathbf{3 8 . 7}$ | $\mathbf{3 9 . 3}$ | 41.6 | 41.5 | 42.7 | 165.1 |
| Press distribution | $\mathbf{3 0 . 8}$ | $\mathbf{3 2 . 1}$ | 16.6 | 25.1 | 40.2 | 113.9 |
| Bookstores | $\mathbf{1 4 . 6}$ | $\mathbf{1 1 . 8}$ | 8.4 | 11.3 | 16.0 | 47.6 |
| Movie theatre operations | $\mathbf{1 0 . 7}$ | $\mathbf{8 . 3}$ | 11.0 | 12.3 | 10.8 | 42.4 |
| Restaurant operations | $\mathbf{0 . 3}$ | $\mathbf{0 . 0}$ | 0.0 | 0.0 | 0.3 | 0.4 |
| E-business | $\mathbf{0 . 0}$ | $\mathbf{0 . 0}$ | 0.0 | 0.0 | 0.0 | 0.0 |
| Others | $\mathbf{- 7 . 2}$ | $\mathbf{- 7 . 7}$ | -8.6 | -7.9 | -8.6 | -32.7 |
| Intracompany transactions | $\mathbf{1 7 6 . 0}$ | $\mathbf{1 6 4 . 6}$ | 156.9 | 170.4 | 204.6 | 696.5 |
| TOTAL |  |  |  |  |  |  |
|  | $\mathbf{- 2 7 . 1}$ | $\mathbf{- 2 5 . 2}$ | -28.3 | -32.7 | $-\mathbf{- 2 9 . 8}$ | $\mathbf{- 1 1 5 . 9}$ |
| Intragroup transactions | $\mathbf{5 5 5 . 0}$ | $\mathbf{3 6 1 . 4}$ | $\mathbf{3 6 2 . 2}$ | $\mathbf{3 5 3 . 8}$ | $\mathbf{6 5 2 . 6}$ | $\mathbf{1 , 7 3 0 . 0}$ |
| TOTAL |  |  |  |  |  |  |

## OPERATING PROFIT BY BUSINESS AREA

| EUR million | $\begin{array}{r} 1-3 \\ 2002 \end{array}$ | $\begin{array}{r} 1-3 \\ 2001 \end{array}$ | $\begin{array}{r} 4-6 \\ 2001 \end{array}$ | $\begin{array}{r} 7-9 \\ 2001 \end{array}$ | $\begin{array}{r} 10-12 \\ 2001 \end{array}$ | $\begin{array}{r} 1-12 \\ 2001 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SANOMA |  |  |  |  |  |  |
| Newspaper publishing and printing *) | 7.9 | 14.2 | 7.3 | 8.9 | 12.9 | 43.3 |
| TOTAL | 7.9 | 14.2 | 7.3 | 8.9 | 12.9 | 43.3 |
| SANOMA MAGAZINES |  |  |  |  |  |  |
| Magazine publishing | 9.0 | 1.0 | 6.2 | 3.5 | 30.5 | 41.3 |
| Press distribution | -1.3 | 0.0 | 0.0 | 0.0 | 0.4 | 0.4 |
| Intracompany eliminations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| TOTAL | 7.7 | 1.0 | 6.2 | 3.5 | 30.9 | 41.7 |
| SWELCOM |  |  |  |  |  |  |
| Electronic media | -6.7 | -7.0 | -5.8 | -6.0 | -5.6 | -24.5 |
| TOTAL | -6.7 | -7.0 | -5.8 | -6.0 | -5.6 | -24.5 |
| WSOY |  |  |  |  |  |  |
| Publishing | -0.6 | -1.0 | 7.1 | 0.8 | -0.5 | 6.3 |
| Printing | 2.1 | 2.2 | 1.6 | 1.7 | 2.0 | 7.4 |
| Calendar operations | -3.7 | -4.1 | -3.5 | 4.1 | 3.8 | 0.3 |
| Others *) | 1.4 | 2.6 | -0.1 | 1.8 | 2.0 | 6.4 |
| Intracompany eliminations | -1.2 | -0.7 | 0.9 | -1.0 | -1.5 | -2.3 |
| TOTAL | -2.1 | -1.0 | 6.0 | 7.3 | 5.7 | 18.1 |
| RAUTAKIRJA |  |  |  |  |  |  |
| Kiosk operations | 3.0 | 3.1 | 3.2 | 5.0 | 3.5 | 14.8 |
| Press distribution | 2.1 | 2.5 | 2.8 | 2.8 | 2.2 | 10.3 |
| Bookstores | 0.5 | 0.8 | -1.9 | 0.2 | 7.6 | 6.7 |
| Movie theatre operations | 2.0 | 0.8 | -0.5 | 0.0 | 1.8 | 2.0 |
| Restaurant operations | -0.6 | -0.7 | -0.2 | 0.6 | -0.8 | -1.1 |
| E-business | -0.5 | -0.3 | -0.4 | -0.4 | -0.6 | -1.7 |
| Others | 1.0 | 8.5 | 0.9 | 0.9 | 1.3 | 11.5 |
| Intracompany eliminations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| TOTAL | 7.5 | 14.6 | 3.9 | 9.1 | 15.1 | 42.6 |
| Other companies **) | -3.8 | -4.7 | -1.1 | -4.8 | -5.1 | -15.8 |
| Intragroup eliminations | 3.5 | -4.4 | 1.0 | -2.6 | -3.0 | -8.9 |
| TOTAL | 14.0 | 12.7 | 17.5 | 15.4 | 50.9 | 96.5 |

[^1]
## SANOMAWSOY CORPORATION

Raija Kariola
Vice President
Investor Relations and Group Communications

DISTRIBUTION
Helsinki Exchanges, Principal media


[^0]:    ${ }^{*}$ **) Stated as average number of full-time salaried personnel
    **) Parent Company SanomaWSOY Corporation and real estate and investment companies

[^1]:    *) Includes a share of Rautakirja's results
    ${ }^{* *}$ ) Parent company SanomaWSOY Corporation and real estate and investment companies

