

Net sales by business

SanomaWSOY

| € million | 1-3/ 2003 | 4-6/ 2003 | 7-9/ 2003 | 10-12/ 2003 | 1-12/ 2003 | 1-3/ 2002 | 4-6/ 2002 | 7-9/ 2002 | 10-12/ 2002 | 1-12/ 2002 |
|--------------------------------|--------------|--------------|--------------|----------------|----------------|--------------|--------------|--------------|----------------|----------------|
| Sanoma Magazines | | | | | | | | | | |
| Sanoma Uitgevers | 110.3 | 114.8 | 113.7 | 143.4 | 482.2 | 110.7 | 124.2 | 112.3 | 143.8 | 491.1 |
| Sanoma Magazines Finland | 41.1 | 42.2 | 39.0 | 48.9 | 171.2 | 40.3 | 41.5 | 36.7 | 46.4 | 164.8 |
| Sanoma Magazines Belgium | 36.5 | 40.3 | 35.8 | 43.6 | 156.2 | 36.0 | 39.7 | 35.4 | 41.0 | 152.2 |
| Sanoma Magazines International | 22.4 | 27.8 | 23.5 | 30.0 | 103.6 | 25.0 | 23.9 | 20.2 | 26.9 | 95.9 |
| Aldipress | 48.6 | 51.0 | 61.0 | 64.0 | 224.6 | 50.1 | 53.9 | 55.3 | 55.7 | 215.0 |
| Intracompany transactions | -26.6 | -25.3 | -28.7 | -28.8 | -109.5 | -25.9 | -27.2 | -28.6 | -29.2 | -110.9 |
| Total | 232.3 | 250.8 | 244.3 | 301.0 | 1 028.4 | 236.2 | 256.0 | 231.3 | 284.6 | 1 008.1 |
| Sanoma | | | | | | | | | | |
| Helsingin Sanomat | 66.1 | 63.8 | 61.0 | 68.0 | 258.9 | 65.7 | 66.3 | 58.0 | 64.4 | 254.4 |
| IS Business Unit | 23.1 | 24.7 | 23.8 | 23.8 | 95.5 | 22.1 | 22.8 | 23.4 | 23.8 | 92.1 |
| Kymen Lehtimedia | 12.7 | 13.7 | 12.8 | 13.5 | 52.7 | 12.3 | 13.4 | 12.4 | 13.5 | 51.7 |
| Others | 50.2 | 50.7 | 42.3 | 33.4 | 176.7 | 51.1 | 51.7 | 48.0 | 50.0 | 200.7 |
| Intracompany transactions | -40.7 | -40.4 | -34.0 | -25.4 | -140.5 | -40.9 | -41.1 | -39.0 | -39.8 | -160.8 |
| Total | 111.5 | 112.4 | 106.0 | 113.4 | 443.3 | 110.3 | 113.2 | 102.8 | 111.9 | 438.1 |
| WSOY | | | | | | | | | | |
| Publishing | 31.3 | 44.2 | 29.2 | 37.9 | 142.6 | 30.3 | 42.5 | 30.7 | 40.0 | 143.5 |
| Printing | 15.1 | 13.4 | 14.7 | 17.0 | 60.2 | 15.9 | 15.6 | 15.3 | 15.9 | 62.7 |
| Calendar operations | 1.6 | 2.6 | 11.8 | 16.1 | 32.1 | 1.7 | 3.3 | 12.2 | 17.4 | 34.5 |
| Others | 1.0 | 1.1 | 1.1 | 1.3 | 4.6 | 0.9 | 0.9 | 1.0 | 1.0 | 3.7 |
| Intracompany transactions | -6.6 | -6.7 | -5.9 | -7.9 | -27.2 | -6.6 | -6.4 | -6.9 | -8.7 | -28.6 |
| Total | 42.4 | 54.6 | 50.9 | 64.3 | 212.2 | 42.2 | 55.8 | 52.2 | 65.6 | 215.9 |
| SWelcom | | | | | | | | | | |
| Nelonen | 13.6 | 15.2 | 11.7 | 16.1 | 56.5 | 12.7 | 12.5 | 10.1 | 14.0 | 49.3 |
| Others | 12.0 | 12.3 | 12.1 | 14.3 | 50.7 | 9.8 | 9.0 | 9.6 | 11.0 | 39.3 |
| Intracompany transactions | -0.7 | -0.6 | -0.5 | -0.7 | -2.4 | -1.0 | -0.4 | -0.5 | -0.6 | -2.5 |
| Total | 24.9 | 26.9 | 23.3 | 29.8 | 104.9 | 21.5 | 21.1 | 19.2 | 24.4 | 86.1 |
| Rautakirja | | | | | | | | | | |
| Kiosk operations | 88.3 | 100.8 | 96.9 | 101.0 | 387.0 | 88.1 | 92.5 | 93.2 | 99.8 | 373.6 |
| Press distribution | 44.1 | 48.8 | 49.9 | 50.2 | 193.0 | 38.7 | 42.9 | 46.2 | 49.4 | 177.3 |
| Bookstores | 31.7 | 17.8 | 29.8 | 42.5 | 121.8 | 30.8 | 17.3 | 26.0 | 41.1 | 115.2 |
| Movie theatre operations | 14.6 | 10.6 | 11.8 | 15.9 | 52.8 | 14.6 | 9.1 | 11.1 | 14.7 | 49.6 |
| Restaurant operations | 13.4 | 16.6 | 17.4 | 15.2 | 62.6 | 10.7 | 12.5 | 13.3 | 13.7 | 50.2 |
| Others | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.3 | 0.3 | 0.2 | 0.0 | 0.8 |
| Intracompany transactions | -11.3 | -11.9 | -11.7 | -12.1 | -47.0 | -7.2 | -9.7 | -11.1 | -12.2 | -40.2 |
| Total | 180.8 | 182.7 | 194.2 | 212.6 | 770.3 | 176.0 | 164.9 | 179.0 | 206.6 | 726.5 |
| Intragroup transactions | -27.9 | -28.1 | -35.4 | -33.5 | -124.9 | -27.1 | -26.6 | -31.1 | -32.1 | -117.0 |
| Total | 564.0 | 599.3 | 583.3 | 687.5 | 2 434.1 | 559.0 | 584.5 | 553.4 | 661.0 | 2 357.8 |