#### **CONTENTS**



| Aamulehti Group                        | 2  |  |
|--|----|--|
| Shares and Shareholders                | 3  |  |
| Group Today                            | 6  |  |
| Chief Executive's Review               | 8  |  |
| The Journalist's Column                | 10 |  |
| Newspaper Division                     | 12 |  |
| Alprint (Graphics Division)            | 16 |  |
| Aldata                                 | 20 |  |
| Alexpress - Digital Delivery           | 23 |  |
| Financial Statements 1994              | 24 |  |
| Key Figures and Calculation Principles | 44 |  |
| Group Administration                   | 46 |  |
| Group Structure                        | 48 |  |
| Addresses                              | 49 |  |

#### **ANNUAL GENERAL MEETING**

The Annual General Meeting of Aamulehti Corporation shareholders will be held at the Aamulehti Group's head office, Patamäenkatu 7, Tampere, Finland, on Thursday 20 April 1995, commencing at 6.00 pm.

Shareholders may attend the AGM who have registered themselves in the Company's shareholder register maintained by the General Share Register of Finland no later than 8 April 1995.

Shareholders whose shares have not been transferred to the book-entry securities system may also attend the AGM on condition that such shareholders were registered in the Company's shareholder register before 28 October 1994. In such a case, shareholders must present their share certificates, or other evidence that their shareholding rights have not been transferred to the bookentry securities system at the AGM.

Shareholders wishing to attend must notify the Company in writing to: Aamulehti Corporation, Share Register, P.O. Box 327, FIN-33101 Tampere, or by telephone: +358-31-266 6832 (or 266 6816) no later than by 10 a.m. Finnish time on 18 April 1995.

#### **PAYMENT OF DIVIDEND**

The Board of Directors will propose to the Annual General Meeting that a dividend of FIM 0.50 per share be paid on the 1994 financial period. The record date for dividend payment is 26 April 1995 and the dividend payment date is 2 May 1995, should the Board's proposal be approved.

Shareholders cannot be paid a dividend until they have transferred their shares to the book-entry securities system.

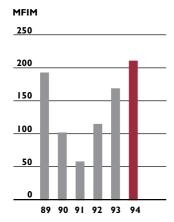
#### **FINANCIAL REPORTS**

The Aamulehti Group will publish two Interim Reports during 1995: on the first tertial in week commencing 12 June, and on the second tertial in the week commencing 16 October. Financial information on the company is published in Finnish and English.

These publications may be ordered from: Aamulehti Corporation, Corporate Communications, P.O. Box 327, FIN-33101 Tampere, Finland.

#### **AAMULEHTI GROUP**

#### **OPERATING MARGIN**

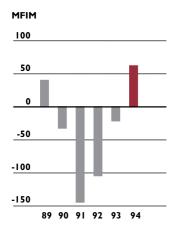


The Aamulehti Group is a publicly quoted mass communications company whose core businesses are newspaper publishing, printing and digital delivery of information. The Group also has a division consisting of information technology companies.

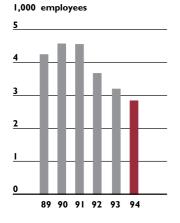
#### 1994 AT A GLANCE

- Advertising revenue began to increase. Circulation decline halted.
- Demand for graphics products picked up. Exports to Russia increased sharply.
- The operating margin improved by 25 % to MFIM 210 (MFIM 168) and the operating profit rose to MFIM 103 (MFIM 65).
- The profit before extraordinary items was MFIM 62 (MFIM 21 loss) and earnings per share were FIM 7.03 (FIM -3.75).
- The Lehtitehdas '94 printing works started up on schedule and its leasing agreement was refinanced with long-term credit.
- The solvency ratio rose to 31 % (25 %).
- Listing of Series II shares on the Helsinki Stock Exchange commenced on 13 June 1994 and trading in this share was brisk during the year.

## PROFIT/LOSS BEFORE EXTRAORDINARY ITEMS



#### PERSONNEL ON AVERAGE



#### **KEY FIGURES**

|   | 1994        | 1993   | 1992    |
|---|-------------|--------|---------|
| Net sales, MFIM                             | 1,329       | 1,288  | 1,306   |
| Operating margin, MFIM                      | 210         | 168    | 114     |
| % of net sales                              | 16          | 13     | 9       |
| Operating profit/loss, MFIM                 | 103         | 65     | - 14    |
| % of net sales                              | 8           | 5      | - 1     |
| Profit/loss before extraordinary items, MFI | M <b>62</b> | - 21   | - 104   |
| Earnings/share, FIM                         | 7.03        | - 3.75 | - 17.78 |
| Capital expenditure, MFIM                   | 276         | 73     | 74      |
| Personnel on 31 December                    | 2,722       | 2,965  | 3,373   |

#### SHARES AND SHAREHOLDERS

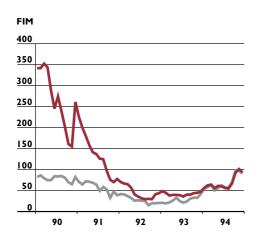
The Aamulehti Corporation's Series II share has been listed on the Helsinki Stock Exchange since 13 June 1994 and the Series I share is listed on the Brokers' List of the Helsinki Stock Exchange.

Holders of Series I shares are entitled to one vote per share, and holders of Series II shares to one vote per ten shares, at the shareholders' meetings. An extraordinary shareholders' meeting on 28 December 1994 removed the redemption clause from the articles of association applying to the Series I share and added instead a redemption obligation article, whereby shareholders whose share of the Company's total stock or voting rights reaches or exceeds 33 1/3 or 50 % respectively

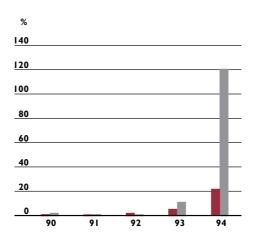
shall, at the request of the other shareholders, redeem their shares in the manner specified in the articles of association. The share series differ only in respect of the votes they carry. The nominal value of the shares is FIM 10.

According to the articles of association the share capital is minimum FIM 48 million and maximum FIM 192 million. Within these limits the share capital may be raised or lowered without amending the articles of association. The Company's paid-up share capital, according to the Trade Register on 31 December 1994, is FIM 68.9 million.

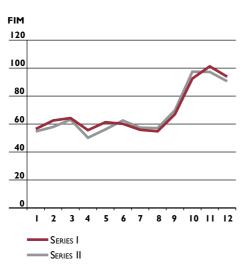
#### **AVERAGE SHARE PRICE 1990 - 1994**



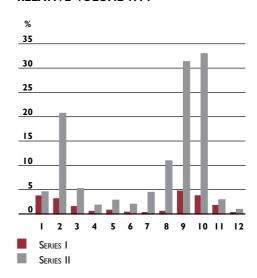
#### **RELATIVE VOLUME 1990 - 1994**



#### **AVERAGE SHARE PRICE 1994**



#### **RELATIVE VOLUME 1994**



#### **SHARE CAPITAL 31 DECEMBER 1994**

|           | Share capital | No. of shares | % of share | % of voting |
|-----------|---------------|---------------|------------|-------------|
|           | (FIM 1,000)   | (1,000)       | capital    | rights      |
| Series I  | 41,556        | 4,155         | 60.3       | 93.8        |
| Series II | 27,396        | 2,740         | 39.7       | 6.2         |
|           | 68,952        | 6,895         | 100.0      | 100.0       |

There were 6,936,248 shares according to the Trade Register on 15 February 1995.

#### **DISTRIBUTION OF OWNERSHIP 28 FEBRUARY 1995**

| No. of shares        | No. of shareholders | No. of shares | % of share stock |
|----------------------|---------------------|---------------|------------------|
| 1 - 9                | 641                 | 2,936         | 0.1              |
| 10 - 99              | 960                 | 39,164        | 0.6              |
| 100 - 999            | 1,153               | 387,705       | 5.6              |
| 1,000 - 9,999        | 301                 | 717,523       | 10.3             |
| 10,000 - 99,999      | 42                  | 1,424,729     | 20.5             |
| 100,000 -            | 13                  | 4,267,727     | 61.5             |
| Not transferred to l | book-entry system   | 96,464        | 1.4              |
| Total                | 3,110               | 6,936,248     | 100.0            |

<sup>\*</sup> According to the shareholder register

#### OWNERSHIP STRUCTURE 28 FEBRUARY 1995 \*

| Type of owner                             | No. of owners | No. of shares |
|---|---------------|---------------|
| Municipalities                            | 2             | 330           |
| Private individuals                       | 2,806         | 1,199,439     |
| Monetary institutions                     | 40            | 1,668,639     |
| Monetary institutions, nominee registered | 3             | 1,917,750     |
| Outside Finland                           | 14            | 29,134        |
| Non-profit organizations                  | 70            | 767,132       |
| Companies                                 | 174           | 1,255,160     |
| Companies, nominee registered             | 1             | 2,200         |
| Not transferred to book-entry system      |               | 96,464        |
| Total                                     | 3,110         | 6,936,248     |

<sup>\*</sup> According to the shareholder register

#### **SHARES IN FIGURES**

|   | 1994           | 1993           | 1992           | 1991           | 1990           |
|---|----------------|----------------|----------------|----------------|----------------|
| Earnings per share, FIM<br>Shareholders' equity | 7.03           | -3.75          | -17.78         | -23.54         | -8.04          |
| per share, FIM                                  | 64.52          | 54.37          | 62.59          | 87.26          | 121.70         |
| Number of shares, adjusted                      |                |                |                |                |                |
| Average, No. x 1,000<br>On 31 Dec., No. x 1,000 | 6,139<br>6,895 | 5,938<br>5,938 | 5,938<br>5,938 | 5,938<br>5,938 | 5,930<br>5,938 |

# INCREASES IN SHARE CAPITAL

Warrants for bonds issued to Aamulehti Corporation personnel in 1989 entitled their holders to subscribe for new shares between 4 December 1994 and 31 January 1995. Altogether 514,830 warrants were exchanged for new shares, which raised the share capital by a total of FIM 5.1 million.

Convertible bonds totalling FIM 128.9 million were issued in 1993 with a maturity of five years and paying interest of 6 %. Bondholders are entitled to exchange one FIM 1,000 bond certificate for 25 Series II shares at a calculated price per share of FIM 40. Conversion of the bonds will increase the number of shares by at most 3.2 million, in which case the share capital would increase by at most FIM 32.2 million. The conversion period started on 3 January 1994 and ends on 18 November 1998. Altogether 525,175 bonds were converted into shares during 1994 in accordance with the terms of the issue, which raised the share capital by FIM 5.2 million. Bonds still remained totalling FIM 108 million on 31 December 1994.

The Board of Directors holds no unexercised authorizations to raise the share capital.

#### **MANAGEMENT HOLDINGS**

The members of the Board of Directors, the President and CEO, and the Executive Vice Presidents held altogether 58,912 Series I shares and altogether 7,976 Series II shares, entitling them to 1.4 % of the voting rights.

#### PRINCIPAL SHAREHOLDERS 28 FEBRUARY 1995 \*

|  | Series I  | Series II | Total     | % of stock | Votes     | % of votes |
|--|-----------|-----------|-----------|------------|-----------|------------|
| Pohjola Group                              | 496,602   | 82,284    | 578,886   | 8.3        | 504,831   | 11.4       |
| Unicarta Oy                                | 310,462   | 60,722    | 371,184   | 5.4        | 316,535   | 7.1        |
| Aamukaste Oy                               | 300,008   |           | 300,008   | 4.3        | 300,008   | 6.8        |
| C V Åkerlund fund                          | 265,842   | 2,903     | 268,745   | 3.9        | 266,133   | 6.0        |
| Union Bank of Finland                      | 164,869   |           | 164,869   | 2.4        | 164,869   | 3.7        |
| Cittaducale Oy                             | 159,100   |           | 159,100   | 2.3        | 159,100   | 3.6        |
| Association of Textile Employers           | 128,600   | 44,951    | 173,551   | 2.5        | 133,096   | 3.0        |
| Kansallis-Osake-Pankki pension fund        | 131,700   |           | 131,700   | 1.9        | 131,700   | 3.0        |
| Kansallis-Osake-Pankki/ nominee registered | 14,500    | 1,115,900 | 1,130,400 | 16.3       | 126,090   | 2.8        |
| Union Bank of Finland/ nominee registered  | 43,600    | 734,250   | 777,850   | 11.2       | 117,025   | 2.6        |
| 10 largest, total                          | 2,015,283 | 2,041,010 | 4,056,293 | 58.5       | 2,219,387 | 50.0       |
| Total                                      | 4,155,585 | 2,780,663 | 6,936,248 |            | 4,434,603 |            |

<sup>\*</sup> According to the shareholder register

#### **GROUP STRUCTURE**

On 25 October 1994 the Swedish publishing group Tidnings AB Marieberg announced it had acquired a certain number of Company shares representing 1.5 % of the voting rights and 6.7 % of the number of shares (6.1 % of the number of shares at year end).

Furthermore, Marieberg announced its acquisition of a number of convertible bonds which, if the bonds were fully converted to Company shares, would raise Marieberg's share of the voting rights to 3.9 % and of the number of shares to 17.6 % (16.7 %).

According to the shareholder register, altogether 1.9 million of the Company's shares were nominee registered or were owned by non-Finnish nationals, representing 28 % of the number of shares and 4.5 % of the votes.

# TRANSFER TO BOOK-ENTRY SECURITIES SYSTEM

The Aamulehti Corporation's shares were transferred to the book-entry securities system in October 1994. The record date was 28 October 1994.

#### **SHARE QUOTATIONS**

|                                   | 1994      | 1993    |
|-----------------------------------|-----------|---------|
| Series I, number traded           | 869,894   | 195,287 |
| Series II, number traded          | 2,384,942 | 175,295 |
| Series I                          |           |         |
| Highest, FIM                      | 110.00    | 51.00   |
| Lowest, FIM                       | 50.00     | 35.00   |
| Average, FIM                      | 68.81     | 41.80   |
| On 31 Dec., FIM                   | 88.00     | 49.00   |
| Series II                         |           |         |
| Highest, FIM                      | 110.00    | 46.00   |
| Lowest, FIM                       | 46.00     | 17.50   |
| Average, FIM                      | 67.86     | 27.38   |
| On 31 Dec., FIM                   | 84.00     | 46.00   |
| Market capitalization I, MFIM     | 366       | 204     |
| Market capitalization II, MFIM    | 230       | 80      |
| Total market capitalization, MFIM | 596       | 284     |

#### **GROUP TODAY**

#### **NEWSPAPER DIVISION**

The Newspaper Division publishes Aamulehti, Iltalehti and Kauppalehti, together with seven local newspapers and one town newspaper. The Group's newspapers serve altogether about 1.5 million readers daily with an aggregate circulation of almost 400,000 copies. Aamulehti, with a circulation of 132,000, is the number one newspaper in the Pirkanmaa region of Finland and the country's second largest daily. Kauppalehti, which serves the interest of industry and commerce, is the second largest business daily in the Nordic countries and the undisputed leader in Finland. Iltalehti is Finland's fifth largest newspaper, but the third most widely read. All the Group's local newspapers hold pole positions in their regions.

#### **ALPRINT DIVISION**

The Alprint (Graphics) Division's ten printing plants around Finland provide a complete range of printing skills. In addition to printing newspapers published by the Aamulehti Group, Alprint also prints over 100 newspapers, periodicals and comics every year for outside customers, in addition to promotional materials, labels and business forms. The division's common organization makes for efficient production control. Many of Alprint's production units have begun exports of printed products to Russia with great success.

#### **ALDATA DIVISION**

The Aldata Division comprises the Aamulehti Group's companies specializing in information technology. These are Data Check Oy, which supplies point-of-sale, chain management and security systems to the retail industry; the Nordic Team group, which supplies information management systems for hotels and restaurants; and Tietovoima Oy, a specialist in barcode readers, printers and peripherals, and hardware-independent network and data management systems. The Aldata group companies are market leaders in their sectors in Finland.

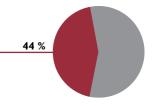
# ALEXPRESS - DIGITAL DELIVERY

The Aamulehti Group has chosen digital communication technology as a key focus area in its R&D activities. This includes the generation, storage and delivery of information by electronic means. In line with this strategy, the Group set up a new business unit in 1995 called Alexpress - Digital Delivery. This unit gathers together the Group's existing various activities and new projects in electronic information distribution.

#### **PRODUCTS AND SERVICES**

#### **MAIN PROJECTS**

#### SHARE OF GROUP NET SALES



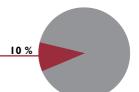
The Group publishes Aamulehti, Iltalehti and Kauppalehti, as well as eight local newspapers by the Suomen Paikallissanomat business unit. These are Koillis-Häme, Koillis-Lappi, Kurun Sanomat, Nokian Uutiset, Pyhäjokiseutu, and Suur-Keuruu. The unit also included Sataplus local radio station based in Tampere during 1994 but this was transferred to Alexpress, the Group's digital delivery unit, at the beginning of 1995.

The Group's three largest newspapers have adopted the latest editorial and desktop publishing technology. During the first half of 1995 the Group's main titles and seven local newspapers will be the first in Finland to start using an integrated electronic picture and text archiving system.

46 %

Alprint prints newspapers, periodicals and comics, along with promotional and other sheet-printed products, business forms, labels and direct marketing products.

The Lehtitehdas '94 printing plant project, comprising a new printing press and mailing and dispatch system, was started up in Tampere. The new press makes it possible to print newspapers with up to 64 pages entirely in four colours. The new technology is already clearly evident in the appearance of Aamulehti. In 1995 Alprint will concentrate on developing its range of products and raising volume. Exports to Russia, which have made a good start, will continue.



Data Check's range comprises payment terminal systems, video monitoring systems for the retail industry, and IBM payment terminals. The Nordic Team group's products are hotel reservation and service systems and other computerized systems for hotel and restaurant management. Tietovoima Oy supplies bar code readers, printers and peripherals, ASAP customer service systems and Dynatech telecommunication products, and various payment and credit card management systems.

In summer 1994 Data Check concluded a wide-ranging agreement to sell and service IBM payment terminals which should increase Data Check's market share. Nordic Team has started to upgrade both the technology and operational efficiency of its central warehousing system. Tietovoima Oy is concentrating on renewing its data collection system and on developing internal quality.

Alexpress currently specializes in local radio and digital news services.

New business areas and R&D projects include Infovil multimedia kiosks, digital media editing and a service centre for digital delivery systems. The Aamulehti Group is participating in various projects with universities. These include a national multimedia program, Ota Online - the first network media in Finland - and the News in the Future project in cooperation with MIT

#### **CHIEF EXECUTIVE'S REVIEW**

# SIGHTS SET ON A STRONG BALANCE SHEET

The past decade has been a period of intense growth and major investment for the Aamulehti Group. Our production capabilities are, in every essential respect, in excellent shape as a result of far-reaching investments, but the other side of the coin is heavy liabilities. In the course of the recession the Company's solvency ratio dropped from 50 % to 25 % at its lowest. Improved profitability, stronger cashflow and measures to bolster our capital adequacy pushed the solvency ratio up to 31 % at the end of 1994.

The recent business downswing underlined in concrete terms the critical importance of a strong balance sheet. The Company's goal is now to raise its solidity in the next few years to where it was before the recession. We will achieve this through aggressive selling, by keeping tight control over costs and by paying off our debts. Strong solidity is also a matter of credibility for a media company.

MATTI PACKALÉN PRESIDENT AND CEO

#### A MAJOR STEP FORWARD

1994 marked a turning point for the Aamulehti Group. The result was our first profit since 1989 and also the best in the Company's history. For the first time in three years, we are in a position to pay our shareholders a dividend.

The Company made important strides in the development of both its products and its production processes. We also launched the first trial products in digital media technology.

The profitable result was particularly significant for the Group in that it was achieved in the midst of recession and in predominantly declining markets. Furthermore, we gained very little momentum from the weakening of the Finnish markka against foreign currencies since our main theatre of operations is the domestic market. The improvement was chiefly due to a leaner cost structure, enhanced production efficiency and measures taken to reduce financing costs. That we succeeded in driving our performance into profit, given our depressed business environment, coupled simultaneously with intensive internal development demonstrates the competence, solid commitment and adaptability of all our employees. It also gives us a firm foundation for future profitability as we face further change and more intense competition.

#### FIRST DIVIDEND AS A LISTED COMPANY

The Aamulehti Corporation's Series II share was listed on the Helsinki Stock Exchange from June. This clearly increased investors' interest in the Company's shares, outside Finland as well. By the end of the year 28 % of the total number of shares were in non-Finnish hands.

The Aamulehti Group's improved financial position now allows us to distribute a dividend after a pause of three years, and we will do everything possible to maintain an active dividend policy in the future.

#### **OPERATIONS**

The Aamulehti Group is divided into four divisions. The Newspaper Division answers for newspaper publishing, Alprint (formerly the Graphics Division) for printing services, Aldata for information technology, and Alexpress since the beginning of 1995 for digital delivery of information.

Newspaper circulations continued to decline in 1994. Towards the end of the year, however, this trend was reversed in the largest newspapers published by the Group. Recovery was more pronounced on the advertising side; space sales increased 4 % and advertising revenues 6 % on the previous year. Both figures were above the industry average.

During the year the Company's newspapers were renewed. Besides improvements to their editorial con-

tent, they were given clearer structures, greater use was made of colours and graphics, the order of presentation was clarified and the layout was made clearer. Such measures are essential for maintaining our competitive edge and the feedback we have received has been positive.

In recent years the Newspaper Division has invested heavily in new technology. The introduction of a uniform editorial and page makeup system in all the newspapers is now largely complete; the last stage in the process, the adoption of a new archiving system, will be concluded during 1995.

As an offset printer with annual net sales of FIM 711 million, Alprint is a major player by European standards. Alprint raised cost efficiency and considerably increased the capacity utilization of its plants during the year. Its net sales rose by 5 % on the previous year, thanks to domestic recovery and increased exports.

The division's, and indeed the entire Group's, largest single investment for years – Tampereen Kirjapaino Oy's new Lehtitehdas '94 printing plant – was put into production in early September. This plant's principal product is the Aamulehti newspaper and at the time of writing the plant had already gained its first significant export contracts.

The activities of the Aldata Division are not exactly part of the Group's core business; previously unprofitable, it has been subjected to relatively the most deepcutting restructuring measures in the Group. In regrouping Aldata's activities into a coherent entity, our policy has been to focus on those businesses where we already commanded a comparatively high market share. Since 1993 the division has been profitable in all its activities. Tough competition in the sector will make continuous product development paramount. Even in the midst of cost rationalization, however, Aldata's units have brought major new product innovations to market which have strengthened their positions. An example of the increased confidence of its business partners is the agreement between Data Check and IBM whereby IBM transferred all responsibility for sales and service of its cash payment terminals in Finland to Data Check.

#### **PROSPECTS FOR 1995**

Where newspaper publishing is concerned, the outlook for 1995 appears positive. Advertising volumes generally follow national economic indicators; given the recovery in Finland, advertising revenue should rise. Circulations, likewise, should show a slight increase.

Heightened demand in the graphic sector has calmed the capacity situation. Besides reducing costs, Alprint is seeking to gain further returns by increasing volume. Streamlining operations and raising capacity utilization rates at its existing plants are the means by which it will achieve growth. Alprint's net sales are expected to increase through greater export volumes.

The Company expects the Data Check and IBM agreement to raise Data Check's volume of operations this year already.

In the electronic communications sector, development has concentrated on 'digital media', hyper- and multimedia, and on networked media. We have obtained, and will continue to obtain, basic expertise in these fields through cooperation with Finnish and international universities and research institutes. Of central importance is the development of the content of communications to match the new technical means available, and to study the behavioural patterns of digital media users. With development still in this sector in its infancy, our progress will largely rely on trial and error. The first trial products were launched towards the end of last year.

Local radio in Finland appears to be developing in two directions: towards specialization and, on the other hand, towards cooperation, especially in marketing. We are currently examining our positions in this sector.

Many open questions make it difficult to predict our performance this year. Price levels of raw materials, chiefly paper, were undecided at the turn of the year, although it is clear that they will rise. As a labour-intensive company, the Aamulehti Group will be greatly affected by the outcome of the latest round of wage talks in the spring. The third critical factor affecting our profitability is market interest rates. Roughly 40 % of our debt financing are fluctuating interest loans tied to short market rates.

The national economy is forecast to grow by about five percent at the time of writing. Barring dramatic changes in prices affecting costs, the Aamulehti Group should expect its positive performance to continue in 1995.

Matti Packalén President and CEO

### THE JOURNALIST'S COLUMN

From time immemorial people have sought an answer to the basic question: Who am I?

Today is no exception as the world with its catastrophes, its religious and social differences and its competing ideologies assaults us in our own homes in real time. The media and ever more rapid means of transport have made the world a smaller place. But our own local environment, for all that, is exactly the same size as it always was.

The Finns are thoroughly spoilt when it comes to enlightened information. We are offered answers by the dozen to questions we haven't even had time to ask, but each of us has to find our own identity. The importance of the local community, so emphasized in the 1950s and 1960s, gave rise to a wide network of local newspapers. Their role in forming how we see ourselves has not been insignificant.

That time has passed, however. Far-reaching changes in the nation's social fabric are rapidly eroding the spirit of the local community; few local newspapers have survived. A spirit isn't enough, despite a predicted resurge in the importance of ideologies. Some local newspapers have stooped to simply scrounging for advertising money, reducing their once so noble editorial policies to the level of advertising copywriting, rather than objective journalism.

Local newspapers that do not appreciate the need to update their business idea in time, or are afraid to do so, will get buried under a mountain of change and the pressure of rising costs. There's plenty to be challenged by. With the party political map now being redrawn

Marjaana Knuutila Editor-in-Chief Pyhäjokiseutu

Local newspapers must be forums for new ideas and policies in their communities, driving change, showing the way, and encouraging the work of local decision-makers. largely along new regional boundaries, many local newspapers are faced with an entirely new situation: their traditional circulation areas are vanishing, or at least changing. The trend may still not be apparent on a day-to-day level, nor even perhaps next year; but in five years' time local administration and business, and even the local identity, will be functioning along very different lines. This is a challenge which has an immediate impact on the local newspaper. Indeed, its very survival depends on whether it responds, and how. Newspapers with no substance will alienate their readers. We must have the courage to stand up for our convictions, openly support or criticize local ideas and projects. We must put our editorial expertise and brains to work.

The local newspaper should make every effort to be the driving force for new ideas and policies in their communities, and support cooperation between local decision-makers. The time is past for overcautious neutrality and petty criticism. This is not to say local newspapers must be politically aligned. But it does means they must be more aligned to the issues that involve their readers, and take responsibility along with others.

Local newspapers could play a very significant role in local affairs. Not all newspapers have got the message yet, nor have their local communities. Journalists see and hear a lot that others do not, and which could be valuable for local development. But representatives of local newspapers are still not invited to join other influential local bodies in developing new schemes in their communities, even though they would undoubtedly have plenty to contribute.

Finland – a land of local communities, yet a member of the EU – offers a new opportunity to the local newspaper, as does our shrinking world. Our position will hardly be threatened by the lightning-fast electronic media if we respond appropriately to the needs of our time.

The Aamulehti Group's local newspapers have taken up the challenge. During the next year they will be implementing a major image campaign based around the theme "Our Life". In words, pictures and action, this campaign will demonstrate the importance of the local newspaper to local people and the local business community.

There is a real place for the local newspaper. Sitting down to morning coffee, the Finns want to read what's new in their around the corner before they are overwhelmed by the global media with their global catastrophes.

Marjaana Knuutila

#### **NEWSPAPER DIVISION**

#### PEKKA JUNNILA, PRESIDENT

#### **NEWSPAPER DIVISION**

|                        |       |       | Change |
|------------------------|-------|-------|--------|
|                        | 1994  | 1993  | %      |
| NET SALES, MFIM        | 680   | 657   | 3      |
| OPERATING PROFIT, MFIM | 65    | 49    | 33     |
| Personnel on 31 Dec.   | 1,420 | 1,605 | - 12   |

#### **ALY-LEHDET OY**

PEKKA JUNNILA, PRESIDENT

KUSTANNUS OY AAMULEHTI
KUSTANNUSOSAKEYHTIÖ ILTALEHTI
KUSTANNUSOSAKEYHTIÖ KAUPPALEHTI
SUOMEN PAIKALLISSANOMAT OY

KOILLIS-HÄME
KOILLIS-LAPPI
KURUN SANOMAT
NOKIAN UUTISET
PYHÄJOKISEUTU
RAAHELAINEN
RAAHEN SEUTU

SUUR-KEURUU

#### **AUDITED CIRCULATION (copies)**

|                 |         |         | CHANGE              |
|-----------------|---------|---------|---------------------|
|                 | 1994    | 1993    | %                   |
| AAMULEHTI       | 131,895 | 135,184 | - 2.4               |
| KAUPPALEHTI     | 76,047  | 78,705  | - 3.4               |
| ILTALEHTI       | 102,829 | 108,022 | - 4.8               |
| PAIKALLISLEHDET | 47,078  | 52,733  | - 10.7 <sup>*</sup> |

<sup>\*</sup> COMPARISON YEAR 1992

Newspaper publishing in the Aamulehti Group is the province of the Newspaper Division. This publishes Aamulehti, Iltalehti and Kauppalehti, together with another seven local newspapers and one town newspaper organized within Suomen Paikallissanomat Oy. The Sataplus local radio also belonged to the division in 1994 but was transferred internally at the beginning of 1995 to Alexpress, the new digital delivery business group.

Circulations of daily newspapers continued to decline in 1994, as they have done for several years. Circulations of newspapers published on at least 4 days a week fell by 3 % on average. By contrast, the fall in newspaper advertising halted during the year. Advertising volumes corresponded with 1993 levels whereas one year before they fell by over 4 %. Advertising revenue rose by an average of 3 % in 1994, compared to a drop of over 9 % the year before.

The audited circulations of the Group's major titles dropped by 4 % on average and of its local newspapers, 7 % on the previous year. This was attributable not only to the general economic downswing but to continued measures to eliminate unprofitable circulations in the Group's newspapers; that is, circulations where distribution costs are very high in relation to the annual subscription price. Through moderate price increases and measures to raise profitability the division increased its circulation revenues by

slightly less than one percent on the previous year. Sales of advertising space rose 4 % in the division's newspapers, which was somewhat above the average. Advertising revenue in 1994 was 6 % higher than one year earlier. All the division's major titles, as well as Suomen Paikallissanomat Oy, posted a profit for the year.

#### KUSTANNUS OY AAMULEHTI

Kustannus Oy Aamulehti publishes Aamulehti in Tampere, the undisputed number one newspaper in the Pirkanmaa region. With a circulation of over 130,000 Aamulehti is the second largest national daily in Finland. The drop in circulation halted during the year and its advertising revenue started to increase, following several years of decline.

Aamulehti was given a new look during 1994, thanks to the new printing press taken into operation at the Tampereen Kirjapaino printing works in September. This press enables four-colour printing on every page. Aamulehti's financial performance was better than predicted. The refinancing of the Lehtitehdas '94 investment will reduce the investment's overall costs and also allocate them over a number of years. In December Aamulehti's board of directors appointed Mr Hannu Olkinuora as executive editor-in-chief of Aamulehti with effect from 15 March 1995, following the retirement of his predecessor Raimo Seppälä.

#### KUSTANNUSOSAKEYHTIÖ ILTALEHTI

Kustannusosakeyhtiö Iltalehti publishes Iltalehti, one of Finland's two evening newspapers. With a weekday circulation of over 100,000 and a weekend circulation of 133,980 Iltalehti is the fifth largest newspaper in Finland, but the third largest in terms of readership. The Board of Directors of Aamulehti Corporation appointed Mr Pekka Karhuvaara executive editor-in-chief of Iltalehti on 14 March 1994. His predecessor was Veli-Antti Savolainen. Iltalehti was extremely successful in sales of advertising space. Its advertising volume rose 20 % and revenue 32 % on the previous year. The decline in circulation came to a halt during the year, showing a slight rise in the second half net sales, Iltalehti posted its best ever result, a clear profit.

#### KUSTANNUSOSAKEYHTIÖ KAUPPALEHTI

Kustannusosakeyhtiö Kauppalehti publishes Kauppalehti five days a week, together with the bimonthly Kauppalehti Optio, a business periodical distributed to Kauppalehti subscribers. With a circulation of 76.047 Kauppalehti is the second largest business newspaper in the Nordic countries. Its market share is extremely solid since it is the only weekday business newspaper published in Finland. Its advertising revenues are generated principally from business-to-business advertising. The upswing in the economy was clearly evident in Kauppalehti's advertising sales for 1994. Its advertising volume rose 10 % and advertising revenue 13 % on the previous year. Both figures were above the average in this sector. Kauppalehti's

performance was good, and better than forecast, thanks to a faster than predicted increase in advertising revenue and tight cost management.

# SUOMEN PAIKALLISSANOMAT OY

Suomen Paikallissanomat Oy published eight newspapers during the year: seven local newspapers and one town paper. Koilliset-lehti, a newspaper circulated in Kemijärvi, was merged with Koillis-Lappi.

The local newspapers published by Suomen Paikallissanomat Oy are: Koillis-Häme in Jämsä, Koillis-Lappi in Kemijärvi, Kurun Sanomat, Nokian Uutiset, Raahen Seutu, Suur-Keuruu, and Pyhäjokiseutu in Oulainen. Raahelainen, circulated in Raahe, is a town paper. All the local newspapers command pole positions in their regions and they have an aggregate circulation of 47,078. Suomen Paikallissanomat Oy's newspapers have managed to respond rapidly to changes in their business environment. They have streamlined operations and taken other measures to control costs. They have also previously adopted an electronic production system. Despite the continued decline in local newspaper circulations and advertising revenues, Suomen Paikallissanomat Oy's result was positive and better than in 1993.

# INCREASE IN NET SALES BOOSTED PERFORMANCE

The Newspaper Division's aggregate net sales rose 3 % on 1993 to FIM 680 (657) million. Advertising revenues accounted for 52 % of this figure and circulation income for 48 %. Two new electronic products

were introduced during the year, both within the Kauppalehti family. Kauppalehti-Dime is an electronic marketplace for renting of vacant business premises; Kauppapaikka, in cooperation with KT-Tieto-keskus, provides an electronic and printed channel for intercompany trading. Both products were profitable in their first year, even though their aggregate impact on the division's net sales was marginal.

In 1993 Aamulehti, Kauppalehti and Iltalehti began the phased introduction of the most advanced computerized editorial and desktop publishing technology. By the end of 1994 all the newspapers were using the new desktop publishing system, and the new editorial software was operational in Kauppalehti and Iltalehti. Aamulehti will be using it in early 1995. The Newspaper Division's total capital expenditure was FIM 26 (16) million in 1994, most of which went on computerized editorial systems.

The Newspaper Division's operating profit increased 33 % on the earlier year to FIM 65 (49), which was 10 % (7 %) of net sales. The improvement was principally due to growth in net sales and personnel reductions.

The division had 1.420 employees on the payroll at the end of the year, including 559 deliverers. The corresponding figures in 1993 were 1,605 and 677. During the year personnel averaged 1,501 and 615.

#### **PROSPECTS FOR 1995**

Aamulehti, Kauppalehti and Iltalehti, together with the seven Suomen Paikallissanomat Oy newspapers, will adopt an integrated electronic archiving system in early 1995. The system enables storage of graphic and text material which editors can access from their work stations.

If the encouraging predictions concerning the end of the recession and recovery in the Finnish economy turn out to be true in 1995, more money will be spent on advertising. This will mean that the Newspaper Division's positive performance will continue in 1995. Circulations are also expected to improve, a prediction supported by increases in Kauppalehti's and Iltalehti's circulations at the end of 1994 after several years of decline. Growth in the national economy, however, is overshadowed by continued record levels of unemployment.

The Newspaper Division should perform better still in 1995, but this improvement will be hampered by expected increases in paper prices, higher labour costs resulting from new wage settlements, and the impact of the Lehtitehdas '94 investment on overall costs.

Tampereen Kirjapaino Oy's modern new printing press can print up to 64-page newspapers in four colour on every page.

Iltalehti achieved its best ever result.

Economic recovery was reflected in more business-to-business advertising, which further boosted Kauppalehti's good performance.

If the domestic market is able to capitalize on the gains being made by exporters, demand for the Newspaper Division's products should increase. Clouds on the horizon include expected increases in paper prices and continuing high unemployment.

#### DISTRIBUTION OF NET SALES 1994 MFIM 680



- AAMULEHTI 41 %
- KAUPPALEHTI 25 %
- ILTALEHTI 23 %
- PAIKALLISSANOMAT 7 %
- OTHERS 4%

# ALPRINT (GRAPHICS DIVISION)

RISTO TAKALA, PRESIDENT

#### **ALPRINT**

|                        |       |       | Change |
|------------------------|-------|-------|--------|
|                        | 1994  | 1993  | %      |
| NET SALES, MFIM        | 711   | 678   | 5      |
| OPERATING PROFIT, MFIM | 51    | 31    | 65     |
| PERSONNEL,<br>31 DEC.  | 1,036 | 1,069 | - 3    |

#### **ALPRINT OY**

RISTO TAKALA, PRESIDENT

ALGRAPHICS OY

TAMPEREEN ARPATEHDAS

TENPRINT

HYVINICÂAN KIRJAPAINO

TAMPENIT

REPROTALO

SUOMALAINEN LEHTIPAINO OY

KAIVOKSELA

JĀMSĀ

OULAINEN

TAMPEREEN KIRJAPAINO OY

PARAGON OY

MYLLYPURO

PARAPRINT AS

Alprint is the Aamulehti Group's graphic services division. Its earlier name, Graphics Division, was changed to Alprint at the beginning of 1995. Alprint forms a subgroup within Aamulehti; with Alprint Oy as its parent company, it comprises Algraphics Oy, Suomalainen Lehtipaino Oy, Tampereen Kirjapaino Oy and Paragon Oy.

Internal reorganization during 1994 included the merger of the newspaper rotation press in Oulainen with Suomalainen Lehtipaino Oy at the beginning of the year, and the management buyout of the sheet printing press in Raahe. These two units earlier formed Pyhäjokiseudun Kirjapaino Oy.

Alprint's production facilities comprise six newspaper rotation presses, eight periodical rotation presses and ten sheet-printing presses. Paragon Oy has twenty stationary printing presses, while the Direct Mail unit has two 8-colour presses and seven special rotation presses for label printing. In 1994 Alprint consumed altogether 66,000 tons of paper.

#### **ALGRAPHICS OY**

Algraphics Oy produces periodicals and comics, as well as promotional and sheet-printed products. In 1994 the company printed a total of over 75 million copies of magazines. Algraphics Oy operates five separate production plants. Tampereen Arpatehdas and Tenprint in Vantaa specialize in magazine printing. The Hyvinkää Printing Works

handles comics. Tamprint in Tampere and Reprotalo in Helsinki are sheet printers.

#### SUOMALAINEN LEHTI-PAINO OY

Suomalainen Lehtipaino Oy specializes in the printing of eurotabloid newspapers. Its production plants are in Vantaa, Jämsä and Oulainen. Two of the Aamulehti Group's three main titles, Iltalehti and Kauppalehti, are printed at the Kaivoksela plant in Vantaa. The Jämsä and Oulainen presses print seven of the Group's local newspapers. A special feature of the Vantaa and Jämsä plants is their ability to combine magazine and newspaper printing quality in the same newspaper. Suomalainen Lehtipaino Oy's rotation presses also print about 80 other regular newspapers, in addition to the Group's own.

#### TAMPEREEN KIRJAPAINO OY

Tampereen Kirjapaino Oy's speciality is large print-runs of board-sheet and tabloid-size newspapers. One of its main products is the Aamulehti daily newspaper. The company's major Lehtipaino '94 printing plant investment was put into operation during 1994. This new press is capable of printing magazines with up to 64 pages in four colours on every page. A new mailing and dispatch system and peripheral storage facilities was commissioned on 1 July 1994 and the previous mailing equipment was taken off stream on 30 September 1994.

Following two months of production trials, printing of Aamulehti on the new MAN Colorman A printing presses started up at the end of June. The Lehtitehdas '94 plant was inaugurated on 31 August 1994. In September Juha Punnonen was appointed Managing Director of Tampereen Kirjapaino Oy. The company's old printing presses were sold to Israel and will be shipped in 1995.

#### **PARAGON OY**

Paragon Oy concentrates on the design and printing of business forms, labels and various direct mail products. This company is at present implementing a product development project aimed at a new range of solutions for brandmarking of retail products. The goal is to launch a new label which acts both as a traditional product label and as a component in a wider-ranging waste and theft prevention system.

# DEMAND FOR PRINTED PRODUCTS UP

The domestic graphic industry markets have been in decline throughout the 1990s, but this halted in 1994. Signs of recovery became more pronounced towards the end of the year. Underlying this new trend is an increase in advertising expenditure resulting from a general rise in business activity. Demand for business-to-business products and special magazines rose especially sharply.

Demand did not change significantly in the Nordic markets. The extra competitive edge gained by the Finnish graphic industry from the devaluation of the markka was eliminated by subsequent changes in exchange rates. Its competitive position was affected most by the strengthening of the markka against certain foreign currencies and by the weakening of the Swedish krona.

In Russia, the growth and diversification of the publishing sector has been so rapid that the local graphics industry has been unable to meet demand. This situation has opened up a significant new market for Finnish printers. Exports of graphic products from Finland to Russia took off in a big way during 1994, and Alprint's units were successfully involved.

#### **OPERATING PROFIT UP 65 %**

The Alprint group's net sales grew 5 % to FIM 711 (678) million in 1994. Exports accounted for 26 % (24 %) of this figure, the increase being due to the new Russian market. Exports to Poland almost ground to a halt. The Finnish market accounted for 43 % (44 %) of the group's net sales, with intragroup sales contributing 31 % (32 %).

The Alprint group's operating profit was FIM 51 (31) million, an increase of 65 % on the year before. Positive factors in this development were further reductions in wages and salaries, coupled with only moderate increases in most raw material costs. All the group's business units raised profitability compared to the previous year.

#### EXPORTS BY COUNTRY MFIM 185



- SWEDEN 43 %
- RUSSIA 28 %
- NORWAY II %
- **DENMARK 4 %**
- **GERMANY 4 %**
- ENGLAND 4 %
- OTHER COUNTRIES 6 %

The Alprint group's capital expenditure totalled FIM 207 million, of which FIM 194 million was used for Tampereen Kirjapaino Oy's Lehtitehdas '94 printing plant. Other expenditure related mainly to minor rationalization and maintenance items.

The Lehtitehdas '94 investment was refinanced during the year. The original leasing agreement was dissolved and financing was reorganized partly through long-term credit and partly through income financing. As a result leasing liabilities decreased by FIM 254 million and long-term loans increased by FIM 135 million.

Personnel totalled 1,036 at the year end, 33 less than at the beginning of the year. Personnel numbered 1,053 (1,148) on average during the year.

#### **PROSPECTS FOR 1995**

The Alprint group's main goals have been to raise productivity and reduce cost structures since it was set up. Measures already implemented have secured positive performance despite the general decline in its markets. In 1995 the focus will gradually shift towards developing the product range and increasing production volumes. Demand should grow positively for Alprint's products during 1995. The key factors in its business environment are political and economic stability in Russia and the pricing policies of raw material suppliers.

The Lehtitehdas '94 printing plant came on stream in 1994. The original leasing agreement was dissolved and the project was refinanced with income from operations and long-term credit.

Alprint's operating profit rose 65 % and exports increased to 26 % of net sales. Russia emerged as an important export market.

#### DISTRIBUTION OF NET SALES 1994 MFIM 711



- **ALGRAPHICS OY 41 %**
- SUOMALAINEN LEHTIPAINO OY 22 %
- PARAGON OY 22 %
- TAMPEREEN
  KIRJAPAINO OY 13 %
- ALPRINT OY 2 %

# ALDATA THE INFORMATION TECHNOLOGY DIVISION

#### Esa Norhomaa, President

#### **ALDATA**

|                        |      |      | CHANG |
|------------------------|------|------|-------|
|                        | 1994 | 1993 | %     |
| NET SALES, MFIM        | 157  | 165  | - 5   |
| OPERATING PROFIT, MFIM | 11   | 4    | 175   |
| PERSONNEL, 31 DEC.     | 237  | 266  | - 11  |

#### **SUOMEN ALDATA OY**

ESA NORHOMAA, PRESIDENT

DATA CHECK OY

NORDIC TEAM HOTEL AND
TRAVEL SYSTEMS OY

NORDIC TEAM FINLAND OY

NORDIC TEAM SVERIGE AB

NORDIC TEAM NORGE AS

TIETOVOIMA OY

The Aldata Division gathers together the Aamulehti Group's information technology companies. These are Data Check Oy, which supplies payment, chain management and security systems to the retail trade; the Nordic Team group, which specializes in computer systems for hotels and restaurants; and Tietovoima Oy, which focuses on barcode, printing and telecommunications systems. The division's parent company is Suomen Aldata Oy. During 1994, the Aldata Division also contained Optimi-Ohjelmistot Oy, which produced computer software for small and medium-sized companies. This was sold to KT-Tietokeskus at the beginning of 1995. Systek Oy, an importer of payment terminal systems, was sold to Telecom Finland Oy in April 1994.

The companies that made up the Aldata Division at the beginning of 1995 are market leaders in Finland and they all raised their net sales and market shares during 1994. The Aldata Division's aggregate net sales for 1994 were FIM 157 (165) million. The 5 % decrease was due to the disposal of the Systek Oy shares in April. The Aldata Division recorded an operating profit of FIM 11 (4) million. Personnel at the year end totalled 237 (266).

#### **DATA CHECK OY**

Data Check is the leading supplier of information systems for retailers in Finland. Its market share of in-

stalled complete systems is 35 %, and 80 % of new systems installed during the last two years. The company develops its own software programs. During 1994 it completed development of new payment terminal software based on the IBM OS/2 operating environment, as well as the upgrading of a DOSbased payment system. These new products now give Data Check comprehensive coverage of all sizes of retail stores. At the beginning of 1994 the company introduced a new POS/EM video security system which helps stores reduce wastage and improves staff security. Demand is high for this new product. In June Data Check concluded a wide-ranging agreement with IBM whereby IBM transferred the entire sales and service of its cash payment terminals in Finland to Data Check. Despite the recession in the Finnish retail industry the company succeeded in raising its net sales on the previous year. Its intensive investments in product development weakened profitability but this was satisfactory nonetheless.

#### **NORDIC TEAM**

The Nordic Team group, with its parent company Nordic Team Hotel and Travel Systems Oy, is a subgroup within the Aldata Division. Nordic Team is the leading Nordic supplier of computerized hotel management systems, with over 50 % of the market. During 1994 the Swedish subsidiaries

The Systek Oy and Optimi-Ohjelmistot Oy's operations were divested.

Data Check Oy and IBM signed a cooperation agreement transferring the sales and service operations of all IBM payment terminals in Finland to Data Check.

The Aldata Division's profitability is expected to improve further during 1995.

DISTRIBUTION OF NET SALES 1994 MFIM 157



- TIETOVOIMA OY 37 %
- NORDIC TEAM 29 %
- **DATA CHECK OY 17 %**
- **OPTIMI-OHJELMISTOT OY 12 %**
- SUOMEN ALDATA OY 3 %
- SYSTEK OY 2 %

Nordic Team Sverige AB and Nordic Team Computer Services AB were merged, and the operations of the Finnish subsidiary Nordic Team Finland were concentrated in Turku. At the end of the year it was decided to merge the parent company with Suomen Aldata Oy. The company also sold the maintenance operations of the Hosys systems in Finland, and divested its shareholding in Jakelutiet Oy.

The German Fidelio hotel system, distributed by Nordic Team, was introduced as planned, with almost 100 Fidelio installations achieved by the end of the year. The Hotel-Banken hotel reservation system was connected to the international reservation networks and its marketing in northern and central Europe was started in cooperation with Fidelio Software GmbH in Germany.

Nordic Team consolidated its market position throughout the Nordic countries during the year and maintained its profitability at previous levels.

#### **TIETOVOIMA OY**

The Tietovoima business units have been merged, reduced and restructured. The core businesses today are the Barcode and Top-Memo units, together with the network and financial systems services units.

With a market share in excess of 40 %, the Barcode business is the leading Finnish supplier of barcode-based data recognition systems; its position is especially strong in the forest industry.

Oy Top-Memo Ab, which markets IBM-compatible peripherals and printers, was merged with Tietovoima Oy at the beginning of 1994.

Networking Systems' principal products are the ASAP customer service systems and Dynatech telecommunications products. During the year this business unit supplied ASAP customer service systems to the large wholesale and retail chain Kesko, among others. Kesko will use the system for electronic ordering of goods.

The Financial Systems unit offers software for managing payment and credit card transactions. It operates in cooperation with Suomen Tililuotto Oy, which handles risk management for credit card companies. The Financial Systems unit strengthened its market share during the year when Neste Liikennepalvelu Oy subcontracted a large part of its credit card logistics business to Tietovoima Oy. Tietovoima exceeded its net sales and profit goals in 1994.

#### **PROSPECTS FOR 1995**

The aggregate net sales and profitability of the Aldata Division companies are expected to rise during 1995. Data Check's agreement with IBM will particularly strengthen the company's position in Finland and improve the potential for software exports.

# ALEXPRESS DIGITAL DELIVERY

The electronic generation and distribution of information is the fastest growing sector in the media industry. The Aamulehti Group has made every effort to adopt the latest technology as rapidly as possible, and to participate actively in R&D in this field. The transfer to digital production systems in the Group's newspapers will be completed during the current year, after which their editing, graphic design and page makeup will be entirely electronic. The Group is involved in a number of related development projects. The OtaOnline network media system, developed with the Helsinki University of Technology, is the first in Finland and is used by about 3,000 technology students and lecturers. News in the Future is a project being run by the Massachusetts Institute of Technology's Media Lab. And the National Multimedia Program is aimed at constructing a 'Data Highway' in Finland.

The Aamulehti Group has identified the development of information and communication technology as of central importance to its future. It will be best positioned to monitor technological development and to respond rapidly to its customers' evolving needs by gathering its expertise in information distribution into a single entity. Part of this strategy was the formation at the beginning of 1995 of a new business unit within the Group called Alexpress - Digital Delivery. Alexpress will focus very heavily on research and development and its mission includes monitoring of new media and technologies, and the study and development of local radio. Its goal is to develop new technology to complement the Group's printing expertise and to

expand its market coverage to cover businesses based on new distribution technology. The content, form and development of the electronically distributed information will nevertheless remain the responsibility of the Group's newspapers themselves.

Alexpress combines the Group's existing digital delivery activities as well as a number of new projects. Existing operations included radio communications, represented by the Sataplus local radio station in Tampere and the A-uutiset text news service. New businesses are Infovil multimedia kiosks, digital delivery, and a service centre for digital delivery systems. The service centre handles delivery of the Alexpress's own products as well as the electronic products of the Group's newspapers.

#### **REVIEW OF 1994**

Alexpress had net sales of FIM 2 million in 1994, consisting primarily of short-message services and Infostand services. In 1994 Alexpress began digital editing of Text-TV news for Channel Three and it also provided fax, phone and oral news broadcasts for local radios.

Its result from operations was a loss of FIM 2 million due to development status. It had 5 employees at the end of the year.

#### **PROSPECTS FOR 1995**

Alexpress will continue to have only modest net sales compared to the Aamulehti Group's other divisions. It will concentrate, with risks carefully controlled, on testing and developing emerging means of communication which offer a clear link with the Group's core business and which have commercial potential.

#### **ALEXPRESS OY**

ESA NORHOMAA, PRESIDENT

RADIO COMMUNICATIONS
SHORT-MESSAGE SERVICES
INFOVIL

MULTIMEDIA SERVICES
SERVICE CENTRE

#### **REPORT BY THE BOARD OF DIRECTORS 1994**

An upswing in the Finnish economy has spurred consumer demand and investments into action. The domestic markets can expect growth during 1995.

The newspaper sector is closely affected by trends in the domestic economy in general. Newspaper circulations fell on average by 3.5 % during 1994, while subscription prices rose by an average of 5 %. Newspaper advertising volumes remained at the previous year's level, but the average cost of advertising space increased and advertising revenues rose likewise by 3 %. However, the Aamulehti Corporation's advertising revenues showed a 6 % rise. Domestic demand for graphics and printing services has been in decline for several years, but this trend bottomed out in 1994 and increasing advertising expenditure improved the outlook towards the end of the year. Exports increased. Demand rose in the information technology sector, but competition remains intense.

# NET SALES AND PERFORMANCE

Consolidated net sales amounted to FIM 1,329 million in 1994, which was 3 % more than in 1993 (FIM 1,288 million). The Newspaper Division's net sales rose 3 % to FIM 680 (657) million due to an increase in advertising revenue. Higher exports of printed products pushed the Graphics Division's net sales up 5 % to FIM 711 (678) million, whereas the disposal of the Systek Oy sharestock reduced the Aldata Division's net sales to FIM 157 (165) million. The parent company's net sales were FIM 52 (36) million and intragroup invoicing was FIM 273 (248) million. Exports (Graphics Division) and foreign operations (Aldata) contributed 17 % to Group net sales, ie. FIM 232 million (16 %, FIM 210 million).

#### **NET SALES, OPERATING PROFIT AND PERSONNEL**

|                             | Net sales | (MFIM) | Operating | profit (MFIM) | Pers  | onnel |
|-----------------------------|-----------|--------|-----------|---------------|-------|-------|
|                             | 1994      | 1993   | 1994      | 1993          | 1994  | 1993  |
| Newspaper Division          | 680       | 657    | 65        | 49            | 1,420 | 1,605 |
| Alprint (Graphics Division) | 711       | 678    | 51        | 31            | 1,036 | 1,069 |
| Aldata                      | 157       | 165    | 11        | 4             | 237   | 266   |
| Alexpress                   | 2         |        | - 2       |               | 5     |       |
| Parent Company              | 52        | 36     | - 11      | -19           | 24    | 25    |
| -Intragroup invoicing       | - 273     | - 248  | - 11      |               |       |       |
| Total                       | 1,329     | 1,288  | 103       | 65            | 2,722 | 2,965 |

The Nordic countries accounted for 66 % of exports, Russia for 23 %, Europe for 9 % and other countries for 2 %.

The Group's operating margin improved 25 % on the previous year to FIM 210 million, which was 16 % of net sales (FIM 168 million, 13 %). Besides the growth in advertising revenues, the improvement was due to two years of streamlining measures and a determined effort to reduce costs. Productivity rose as well, while raw material costs remained stable. Other income, altogether FIM 21 million, included gains on the disposal of securities and the sharestock of Systek Oy. The operating margin developed better than planned.

Planned depreciation came to FIM 107 (103) million. Depreciation on the Lehtitehdas '94 printing plant project were commenced from the beginning of July 1994.

The operating profit was FIM 103 million, compared to FIM 65 million one year before. The Newspaper Division posted an operating profit of FIM 65 (49) million and the Graphics Division, FIM 51 (31) million. The Aldata Division's operating profit was FIM 11 (4) million, which included the gain on the sale of the Systek Oy shares. The parent company recorded an operating loss of FIM 11 (-19) million.

Net financing expenses were 3 % of net sales, ie. FIM 41 million (7 %, FIM 86 million). Financing expenses were reduced by savings resulting from loan repayments at the beginning of the year, together with a general drop in interest rates and a change in exchange rate differences, which became positive. Foreign currency based loans were fully hedged. Associated companies contributed FIM 4 (-1) million to the Group's result. The consolidated profit before extraordinary items was FIM 62 million, whereas the previous year's equivalent figure was a loss of FIM 21 million. Extraordinary items totalling FIM 9 (-27) million included the reversal of certain cost items entered in the previous accounts under obligatory provisions and a gain on the disposal of shares in Suomen Paikallis-TV Kanavat Oy (PTV). The consolidated profit before reserves and taxes was FIM 71 million (loss FIM 48 million). Earnings per share were FIM 7.03 (minus FIM 3.75), including the diluting effect of the convertible bond issue.

#### **CAPITAL EXPENDITURE**

Group capital expenditure totalled FIM 276 (73) million. Most of this was related to the new Lehtitehdas '94 printing works in Tampere. Other items, totalling FIM 41 million, included securities acquired by the parent company, asset transfers related to closure of the B-sections

of the pension funds, and several investments in equipment and systems to raise productivity in various Group companies.

The Lehtitehdas '94 project was completed on schedule and inaugurated at the end of August. The project included two MAN Colorman A printing presses, mailing and despatching equipment and the requisite construction work. The total investment cost of the project was FIM 308 million, of which FIM 194 million fell due in 1994. Most of the machinery and equipment was financed with a leasing agreement, which was changed in June to long-term credit financing. This will have a positive impact on the Group's annual performance as the capital cost of the project is now distributed over the entire economic lifetime of the investment.

The Group raised its holding in Lapin Kansa Oy to 39 %, though the Group's share of the voting rights remained at 8.6 % since an approval clause has prevented the registration of the shares carrying voting rights.

#### **FINANCING**

Better cashflow from operations, coupled with realization of certain assets, eased the Group's financial position and kept its liquidity good. Free cash reserves were used to reduce principal on loans. The Group's year-end cash and bank balances totalled FIM 27 (102) million. Interest-bearing debt was FIM 761 (782) million at year end. A FIM 135 million increase in interest-bearing debt arose in conjunction with the refinancing of the Lehtitehdas '94 project. Leasing liabilities excluded from the balance sheet were reduced by FIM 254 million. Of Group loans, FIM 345 (385) million were pension loans and FIM 108 (129) million were

convertible bonds. The value of foreign currency loans was FIM 137 (176) million. The loans had an average interest rate at the end of the year of 6.5 % (7.4 %), and net interest represented 3.6 % (5.3 %) of consolidated net sales. Altogether 60 % of loans carried fixed interest and 40 % floating interest.

# SHAREHOLDERS' EQUITY AND SOLVENCY RATIO

Total assets amounted to FIM 1,480 (1,346) at the end of the year. The balance sheet total was raised by the Lehtitehdas '94 project, completed in August and entered in the balance sheet in full. Altogether FIM 20 million was recorded under valuation items and as debt; these consisted of pension commitments and the pension commitment deficit, both of which were shown earlier in the Notes to the Financial Statements.

A total of 525,175 Series II shares were converted from bonds and 508,860 Series II shares were subscribed in exchange for bond warrants; these shares increased shareholders' equity by an aggregate total of FIM 55 million. The Group's shareholders' equity was FIM 414 (290) million at the year end. The accumulated depreciation difference and voluntary reserves amounted to FIM 31 million, and the solvency ratio was 31 % (25 %). A share capital of FIM 69 million was recorded in the Trade Register at the end of the year. Shareholders' equity per share was FIM 64.52 (54.37).

#### **SHARES**

The Group's Series II share was added to the Helsinki Stock Exchange's list during the year, with trading starting on 13 June 1994. Trading developed well and this share's price rose substantially. The lowest and highest prices of the Series I share during the year were

FIM 50 and FIM 110 (FIM 35 and FIM 51), and of the Series II share FIM 46 and FIM 110 (FIM 17.50 and FIM 46). Altogether 869,894 (195,287) Series I shares, and 2,384,942 (175,295) Series II shares, were traded; total market capitalization at the end of the year was FIM 596 (284) million.

In October the Group's shares were transferred to the book-entry securities system. The record date was 28 October 1994. An extraordinary shareholders' meeting on 28 December 1994 decided to remove the redemption clause from the articles of association applying to the Series I share and to add a redemption obligation article defining the redemption limits and the method of redemption.

The Board of Directors had no unexercised share issue authorizations.

#### **OWNERSHIP STRUCTURE**

On 25 October 1994 Tidnings AB Marieberg announced its acquisition of a certain number of Group shares representing 1.5 % of the voting rights and 6.7 % of the number of shares (6.1 % of the number of shares at year end). Furthermore, Marieberg announced its acquisition of a number of convertible bonds which, if the bonds were fully converted to the Company's Series II shares, would raise Marieberg's share of the voting rights to 3.9 % and of the number of shares to 17.6 % (16.7 %). According to the shareholder register, altogether 1.9 million of the Company's shares were held in administrative accounts or were owned by non-Finnish nationals, representing 28 % of the number of shares and 4.5 % of the votes. Cittaducale Oy, which held 3.7 % of the votes on 31 December 1994, rose to become one of the Company's ten major shareholders.

# STRUCTURE AND ORGANIZATION

Mr Pekka Karhuvaara was appointed Executive Editor-in-Chief of Iltalehti on 14 March 1994, Mr Hannu Olkinuora was appointed Editor-in-Chief of Aamulehti and he will take up the post of Executive Editor-in-Chief on 15 March 1995. Mr Juha Punnonen was named Managing Director of Tampereen Kirjapaino Oy with effect from 1 September 1994. The Company continued to dispose of operations unrelated to its core businesses. Systek Oy was sold to Telecom Finland Oy in April. During the summer the parent company sold its 33.2 % holding in Suomen Paikallis-TV Kanavat Oy (PTV). The Group's various projects related to digital delivery of information were gathered into a new division named Alexpress during 1994. Alexpress is responsible for developing the Group's digital delivery products. The Graphics Division was renamed the Alprint Division at the beginning of 1995. This division's parent company is called Alprint Oy, formerly ALY-Painot Oy. Restructuring of ALY-Lehdet Oy, Kustannus Oy Aamulehti and Suomen Paikallissanomat Oy were concluded at the beginning of 1994.

#### **PERSONNEL**

The Group had 2,722 (2,965) employees at year end, including 559 (677) newspaper deliverers. Personnel averaged 2,827 (3,185) during the year. The decision was taken to dissolve the B-sections of the pension funds and transfer the Company's pension liabilities to Pension Insurance Company Ilmarinen to facilitate uniform management of the Group's pension liabilities.

#### SUPERVISORY BOARD, BOARD OF DIRECTORS AND AUDITORS

The annual shareholders' meeting on 21 April 1994 elected Mr Erkki Solja as a new member to the Supervisory Board. Authorized public accountants KPMG Wideri Oy Ab and Mr Veijo Kantee APA were appointed to be the Company's auditors. The annual meeting also decided to change the date on which Supervisory Board members and the auditors should commence office.

At its meeting on 30 November 1994, the Supervisory Board reelected Matti Häkkinen to the Board of Directors for a further three-year term of office from 1995 to 1997, as well as Olli Parola in place of Sampsa Aaltio, who was in turn for retirement, and Erkki Solja in place of Aarto Heinonen, who resigned due to age, for the remainder of the 1995 period of office.

The Board of Directors consisted of the following members during 1994: Axel Cedercreutz, chairman, Aarto Heinonen, deputy chairman, and Sampsa Aaltio, Matti Häkkinen and Yrjö Niskanen, members.

Professor Mauri Palomäki resigned from the Supervisory Board in January 1994. Olli Parola and Erkki Solja resigned from the Supervisory Board on being elected to the Board of Directors of Aamulehti Corporation on 1 January 1995.

# EVENTS SUBSEQUENT TO THE CLOSING OF THE ANNUAL ACCOUNTS

In January 1995 Optimi-Ohjelmistot Oy's operations were sold to Tukiset Yhtiöt Oy, part of the KT-Tietokeskus group.

#### **PARENT COMPANY**

Aamulehti Corporation is the Group's parent company. In addition to the business operations of its subsidiaries, Aamulehti Corporation also owns and manages real estate, trades in securities and engages in other financial investment activities. It is also responsible for control and financing for the Group. The parent company had net sales of

FIM 52 (36) million and an operating margin of FIM 18 (10) million. Planned depreciation was FIM 29 (29) million and net financing costs were FIM 4 (38) million. The result before extraordinary items was a loss of FIM 15 (-58) million. The parent company received FIM 38 million in Group contributions. Its profit before reserves and taxes was FIM 31 (-59) million. The parent company's performance was hampered by running costs of unoccupied or intermittently used properties, and depreciation on long-term expenses.

#### **PROSPECTS**

Market conditions in Finland are forecast to improve further. The recovery in consumer demand will particularly affect newspaper advertising, which is expected to exceed 1994's level. Advertising of capital goods and business-to-business advertising should also increase in volume. The Finnish economy is expected to grow relatively faster than during 1994. Newspaper advertising normally closely reflects changes in GDP. Streamlining has put the Group on a healthier financial footing than in previous years, and as a consequence its performance is expected to remain good. However, prospects are somewhat dimmed by the likelihood of price increases of paper, higher labour costs and interest rate uncertainty. Group net sales under the current structure will rise, driven by exports of printed products.

The Group is actively participating in the development of electronic communications in collaboration with technical universities, research institutes and international bodies in the field; its aim is to study the emerging new media which will operate alongside printed communications in the future. Alexpress is the Group's business development unit focusing on digital delivery of information.

### **CONSOLIDATED INCOME STATEMENT**

| (FIM 1,000)   | 1 Jan 31 Dec. 1994 | 1 Jan 31 Dec. 1993 |
|---|--------------------|--------------------|
| Net sales (1)   | 1,328,997          | 1,288,104          |
| Increase (+), decrease (-) in finished goods stocks   |                    | - 1,417            |
| Other operating income                                | 20,722             | 12,743             |
| Expenses:   | 20,/ 22            | 12,/43             |
| Materials and supplies:                               |                    |                    |
| Purchases during period                               | 344,796            | 347,260            |
| Increase (-), decrease (+) in stocks                  | - 9,387            | - 13,171           |
| External services                                     | 120,630            | 99,291             |
| Personnel expenses                                    | 484,518            | 503,606            |
| Rentals   | 20,293             | 32,534             |
|   |                    |                    |
| Other expenses  | 178,624            | 161,888            |
| Total expenses  | - 1,139,474        | - 1,131,408        |
| Operating margin                                      | 209,951            | 168,022            |
| Depreciation: (3)                                     |                    |                    |
| On fixed assets and other long-term costs             | 106,245            | 101,268            |
| On consolidated goodwill                              | 863                | 1,807              |
| Total depreciation                                    | - 107,108          | - 103,075          |
| Operating profit                                      | 102,843            | 64,947             |
| Financing income and expenses:                        | ,                  | ,-                 |
| Dividend income                                       | 1,334              | 1,548              |
| Avoir fiscal tax credit                               | 445                | 753                |
| Interest income on long-term investments              | 495                | 3,352              |
| Other interest income                                 | 4,558              | 8,287              |
|   | 15,053             | 862                |
| Other financing income                                |                    | - 1,265            |
| Share of profit/loss in associated companies          | 3,694              |                    |
| Interest expenses                                     | - 53,009           | - 80,331           |
| Other financing expenses                              | - 13,517           | - 19,218           |
| Total financing income and expenses                   | - 40,947           | - 86,012           |
| Profit/loss before extraordinary items, reserves      | s and taxes 61,896 | - 21,065           |
| Extraordinary income and expenses: (5)                |                    |                    |
| Extraordinary income                                  | 12,204             | 8,767              |
| Extraordinary expenses                                | - 3,044            | - 35,398           |
| Total extraordinary income and expenses               | 9,160              | - 26,631           |
| Profit/loss before reserves and taxes                 | 71,056             | - 47,696           |
| Increase (-), decrease (+) in depreciation difference |                    | 17,691             |
| Increase (-), decrease (+) in voluntary reserves      | 245                | 10,671             |
| Direct taxes  | - <b>4,51</b> 7    | - 1,226            |
| Direct taxes  | - 4,51/            | - 1,220            |
| Profit/loss before minority interest                  | 68,303             | - 20,560           |
| Minority interest from year-end result                | 0                  | 16                 |
| Profit/loss for the year                              | 68,303             | - 20,544           |

### **CONSOLIDATED BALANCE SHEET**

| (FIM 1,000)                                 | 31 Dec. 1994 | 31 Dec. 1993 |
|---|--------------|--------------|
| ASSETS                                      |              |              |
| Fixed assets and other                      |              |              |
| long term investments                       |              |              |
| Intangible assets (8)                       |              |              |
| Costs of establishment and restructuring    | 0            | 185          |
| Intangible assets                           | 185          | 7            |
| Consolidated goodwill                       | 1,131        | 4,076        |
| Other long-term expenses                    | 95,262       | 109,416      |
| Advances paid                               | 760          | 399          |
|   | 97,338       | 114,083      |
| Tangible assets (8)                         |              |              |
| Land and water areas                        | 43,178       | 43,743       |
| Buildings and structures                    | 392,466      | 371,261      |
| Machinery and equipment                     | 462,211      | 235,599      |
| Other tangible assets                       | 10,685       | 5,160        |
| Advances paid and uncompleted procurements  | 6,847        | 114,821      |
|   | 915,387      | 770,584      |
| Securities and other                        |              |              |
| long-term investments (7)                   |              |              |
| Shares and holdings in associated companies | 13,276       | 13,671       |
| Other shares and holdings                   | 107,233      | 77,678       |
| Loans receivable                            | 17,643       | 25,167       |
| Consolidated loans                          | 1,261        | 1,100        |
| Other investments                           | 167          | 367          |
|   | 139,580      | 117,983      |
| Valuation items (11)                        | 19,695       | 0            |
| Current assets                              |              |              |
| Inventories                                 |              |              |
| Materials and supplies                      | 31,461       | 22,351       |
| Work in progress                            | 3,991        | 3,870        |
| Finished goods/materials                    | 17,412       | 21,973       |
| Other inventories                           | 15,322       | 15,649       |
| Advances paid                               | 27           | 0            |
| Receivables                                 | 68,213       | 63,843       |
| On sales                                    | 152,352      | 138,833      |
| On loans                                    | 4,737        | 3,941        |
| Deferred assets                             | 55,150       | 27,064       |
| Share issue receivables                     | 6            | 0            |
| Other receivables                           | 369          | 7,509        |
|   | 212,614      | 177,347      |
| Securities                                  | 4,936        | 59,609       |
| Cash on hand and in banks                   | 21,818       | 42,289       |
|   | 1,479,581    | 1,345,738    |
| -   | 1,1/ /,/01   | 1,517,750    |

### **CONSOLIDATED BALANCE SHEET**

| (FIM 1,000)                          | 31 Dec. 1994 | 31 Dec. 1993 |
|--------------------------------------|--------------|--------------|
| LIABILITIES AND SHAREHOLDERS' EQUITY | Y            |              |
| Shareholders' equity (14)            |              |              |
| Restricted equity                    |              |              |
| Share capital                        | 68,952       | 58,962       |
| Share issue                          | 1,954        | 0            |
| Reserve fund                         | 212,540      | 221,715      |
| Revaluation fund                     | 116,816      | 116,816      |
| Other restricted equity              | 45           | 209          |
|                                      | 400,307      | 397,702      |
| Non-restricted equity                |              |              |
| Prior year losses                    | - 54,933     | - 87,221     |
| Profit/loss for the year             | 68,303       | - 20,544     |
| ,                                    | 13,370       | - 107,765    |
|                                      |              | 20           |
| Minority interest                    | 0            | 30           |
| Reserves                             |              |              |
| Accumulated depreciation difference  | 27,517       | 29,036       |
| Voluntary reserves                   |              |              |
| Investment reserve                   | 0            | 80           |
| Other reserves                       | 3,666        | 3,831        |
| Obligatory provisions (16)           | 1,735        | 20,608       |
| Liabilities                          |              |              |
| Long-term                            |              |              |
| Convertible bonds                    | 107,921      | 128,928      |
| Loans from financial institutions    | 208,550      | 204,732      |
| Pension loans                        | 324,069      | 368,825      |
| Other long-term debt                 | 23,616       | 620          |
|                                      | 664,156      | 703,105      |
| Current                              |              |              |
| Loans from financial institutions    | 98,135       | 46,715       |
| Pension loans                        | 21,260       | 16,189       |
| Advances received                    | 36,084       | 31,433       |
| Accounts payable                     | 49,232       | 41,295       |
| Deferred liabilities                 | 120,565      | 136,419      |
| Other current liabilities            | 43,554       | 27,060       |
|                                      | 368,830      | 299,111      |
|                                      | 1,479,581    | 1,345,738    |

### **CONSOLIDATED FUNDS STATEMENT**

| (FIM 1,000)   | 1994      | 1993      |
|---|-----------|-----------|
| Operations  |           |           |
| Income  |           |           |
| Operating margin  | 209,951   | 168,022   |
| Financing income and expenses                             | - 40,947  | - 86,012  |
| Extraordinary items                                       | 9,160     | - 26,631  |
| Taxes   | - 4,517   | - 1,226   |
|   | 173,647   | 54,153    |
| Change in working capital                                 |           |           |
| Inventories, increase (-), decrease (+)                   | - 4,369   | - 9,986   |
| Current receivables, increase (-), decrease (+)           | - 34,470  | 19,793    |
| Interest-free short-term debt, increase (+), decrease (-) | 28,406    | - 38,884  |
|   | - 10,433  | - 29,077  |
| Cash flow from operations                                 | 163,214   | 25,076    |
| Capital expenditure                                       |           |           |
| Investments in fixed assets                               | - 275,332 | - 73,127  |
| Disposals of fixed assets                                 | 11,005    | 50,856    |
|   | - 264,327 | - 22,271  |
| Cash flow before financing                                | - 101,113 | 2,805     |
| Financing   |           |           |
| Increase (-), decrease (+) in long-term receivables       | 7,563     | 9,355     |
| Increase (-), decrease (+) in current receivables         | - 796     | 4,084     |
| Increase (+) in long-term loans                           | 0         | 153,928   |
| Decrease (-) in long-term loans                           | - 58,644  | - 144,817 |
| Increase (+), decrease (-) in current loans               | 41,312    | - 24,260  |
| Share issue   | 55,355    | 0         |
|   | 44,790    | - 1,710   |
| Calculated increase (+), decrease (-) in liquid funds     | - 56,323  | 1,095     |
| Corrective items *)                                       | - 18,821  | 18,633    |
| Balance sheet increase (+), decrease (-) in liquid funds  | - 75,144  | 19,728    |

<sup>\*)</sup>Includes change in obligatory provisions and Group structure.

### **GROUP INCOME STATEMENT**

| (FIM 1,000)   | 1 Jan 31 Dec. 1994 | 1 Jan 31 Dec. 1993 |
|---|--------------------|--------------------|
| Net sales   | 51,901             | 36,083             |
| Other operating income                              | 6,472              | 8,898              |
| Expenses:   |                    |                    |
| Materials and supplies:                             |                    |                    |
| Purchases during period                             | 5,537              | 15,666             |
| Increase (-), decrease (+) in stocks                | 327                | - 15,397           |
| Personnel expenses                                  | 11,109             | 9,661              |
| Rentals   | 3,063              | 11,080             |
| Other expenses                                      | 20,193             | 14,284             |
| Total expenses                                      | - 40,229           | - 35,294           |
| Operating margin                                    | 18,144             | 9,687              |
| Depreciation: (3)                                   |                    |                    |
| On fixed assets and other long-term costs           | - 29,096           | - 29,386           |
| Operating loss                                      | - 10,952           | - 19,699           |
| Financing income and expenses:                      |                    |                    |
| Dividend income                                     | 1,250              | 2,221              |
| Avoir fiscal tax credit                             | 417                | 740                |
| Interest income on long-term investments            | 12,250             | 18,001             |
| Other interest income                               | 9,016              | 5,320              |
| Other financing income                              | 14,329             | 0                  |
| Interest expenses                                   | - 32,104           | - 50,343           |
| Other financing expenses                            | - 9,645            | - 14,104           |
| Total financing income and expenses                 | - 4,487            | - 38,165           |
| Loss before extraordinary items, reserves and taxes | - 15,439           | - 57,864           |
| Extraordinary income and expenses: (5)              | <u> </u>           |                    |
| Extraordinary income                                | 49,070             | 59,446             |
| Extraordinary expenses                              | - 3,022            | - 60,200           |
| Total extraordinary income and expenses             | 46,048             | - 754              |
| Profit/loss before reserves and taxes               | 30,609             | - 58,618           |
| Decrease in accumulated depreciation difference     | 86                 | 57                 |
| Decrease in voluntary reserves                      | 0                  | 6,325              |
| Direct taxes  | - 3,470            | - 351              |
| Profit/loss for the year                            | 27 225             | 52 597             |
| 1 10110 1039 101 tile heat                          | 27,225             | - 52,587           |

### PARENT COMPANY BALANCE SHEET

| (FIM 1,000)                                 | 31 Dec. 1994 | 31 Dec. 1993 |
|---|--------------|--------------|
| ASSETS                                      |              |              |
| Fixed assets and other                      |              |              |
| long term investments                       |              |              |
| Intangible assets (8)                       |              |              |
| Other long-term expenses                    | 79,689       | 95,496       |
| Advances paid                               | 231          | 52           |
| •   | 79,920       | 95,548       |
| Tangible assets (8)                         |              |              |
| Land and water areas                        | 40,561       | 40,561       |
| Buildings and structures                    | 334,420      | 345,809      |
| Machinery and equipment                     | 3,916        | 4,492        |
| Other tangible assets                       | 2,746        | 2,606        |
|   | 381,643      | 393,468      |
| Securities and other                        |              |              |
| long-term investments (7)                   |              |              |
| Shares in subsidiary companies              | 32,778       | 32,705       |
| Shares and holdings in associated companies | 8,890        | 9,720        |
| Other shares and holdings                   | 69,891       | 56,659       |
| Loans receivable                            | 135,556      | 119,489      |
| Consolidated loans                          | 34,179       | 29,178       |
| Other investments                           | 167          | 367          |
|   | 281,461      | 248,118      |
| Valuation items (11)                        | 9,166        | 0            |
| Current assets (12)                         |              |              |
| Inventories                                 |              |              |
| Securities                                  | 15,322       | 15,649       |
| Receivables                                 |              |              |
| On sales                                    | 2,356        | 761          |
| On loans                                    | 178,260      | 163,333      |
| Deferred assets                             | 2,197        | 2,464        |
| Share issue receivables                     | 6            | 0            |
| Other receivables                           | 204          | 6,280        |
|   | 183,023      | 172,838      |
| Securities                                  | 2,935        | 59,609       |
| Cash on hand and in banks                   | 11,619       | 26,742       |
|   | 965,089      | 1,011,972    |

### PARENT COMPANY BALANCE SHEET

| (FIM 1,000)                         | 31 Dec. 1994 | <b>31 Dec.</b> 1993 |
|-------------------------------------|--------------|---------------------|
| LIABILITIES AND SHAREHOLDERS' EQUI  | гү           |                     |
| Shareholders' equity (14)           |              |                     |
| Restricted equity                   |              |                     |
| Share capital                       | 68,952       | 58,962              |
| Share issue                         | 1,954        | 0                   |
| Reserve fund                        | 212,540      | 221,715             |
| Revaluation fund                    | 116,816      | 116,816             |
|                                     | 400,262      | 397,493             |
| Non-restricted equity               |              |                     |
| Prior year profits/losses           | 0            | 0                   |
| Profit/loss for the year            | 27,225       | - 52,587            |
|                                     | 27,225       | - 52,587            |
| Reserves                            |              |                     |
| Accumulated depreciation difference | 19,051       | 19,138              |
| Obligatory provisions (16)          | 0            | 15,971              |
| Liabilities                         |              |                     |
| Long-term                           |              |                     |
| Convertible bonds                   | 107,921      | 128,928             |
| Loans from financial institutions   | 90,124       | 199,707             |
| Pension loans                       | 56,945       | 83,265              |
| Other long-term debt                | 10,566       | 0                   |
|                                     | 265,556      | 411,900             |
| Current                             |              |                     |
| Loans from financial institutions   | 84,675       | 40,435              |
| Pension loans                       | 4,239        | 5,992               |
| Accounts payable                    | 2,370        | 3,450               |
| Deferred liabilities                | 20,160       | 29,015              |
| Other current liabilities           | 141,551      | 141,165             |
|                                     | 252,995      | 220,057             |
|                                     | 965,089      | 1,011,972           |

### PARENT COMPANY FUNDS STATEMENT

| (FIM 1,000)   | 1994      | 1993      |
|---|-----------|-----------|
| Operations  |           |           |
| Income  |           |           |
| Operating margin  | 18,144    | 9,687     |
| Financing income and expenses                             | - 4,487   | - 38,165  |
| Extraordinary items                                       | 46,048    | - 754     |
| Taxes   | - 3,470   | - 351     |
|   | 56,235    | - 29,583  |
| Change in working capital                                 |           |           |
| Inventories, increase (-), decrease (+)                   | 327       | - 15,397  |
| Current receivables, increase (-), decrease (+)           | 4,743     | 8,397     |
| Interest-free short-term debt, increase (+), decrease (-) | - 9,549   | - 5,161   |
|   | - 4,479   | - 12,161  |
| Cash flow from operations                                 | 51,756    | - 41,744  |
| Capital expenditure                                       |           |           |
| Investments in fixed assets                               | - 21,327  | - 28,635  |
| Disposals of fixed assets                                 | 7,208     | 64,282    |
|   | - 14,119  | 35,647    |
| Cash flow before financing                                | 37,637    | - 6,097   |
| Financing   |           |           |
| Increase (-), decrease (+) in long-term receivables       | - 20,868  | 79,935    |
| Increase (-), decrease (+) in current receivables         | - 14,927  | - 115,007 |
| Increase (+) in long-term loans                           | 0         | 153,928   |
| Decrease (-) in long-term loans                           | - 155,510 | - 162,967 |
| Increase (+), decrease (-) in current loans               | 42,487    | 83,816    |
| Share issue   | 55,355    | 0         |
|   | - 93,463  | 39,705    |
| Calculated increase (+), decrease (-)                     |           |           |
| in liquid funds   | - 55,826  | 33,608    |
| Change in obligatory provisions                           | - 15,970  | 15,970    |
| Balance sheet increase (+), decrease (-) in liquid funds  | - 71,796  | 49,578    |

#### **NOTES TO THE FINANCIAL STATEMENTS**

#### **ACCOUNTING PRINCIPLES**

#### CONSOLIDATION

The consolidated accounts comprise companies in which Aamulehti Corporation holds, directly or indirectly, more than 50 % of the share stock at the end of the financial period, and over which Aamulehti Corporation has the right of control. Housing companies are not consolidated. Companies acquired during the accounting period are consolidated from the beginning of the period and companies divested during the period are consolidated up to the date of sale. Housing and real estate companies belonging to associated companies are not consolidated. Companies not consolidated in the annual accounts in no way prevents the Company from giving a true and fair of Company's performance and financial position.

The consolidated accounts have been prepared according to the purchase method whereby the acquisition costs of subsidiaries are eliminated against the shareholders' equity of the subsidiaries at the time of acquisition. The excess values generated by the difference between the acquisition price of the shares and the equity of the subsidiaries were allocated mainly to the balance sheet items concerned. The remainder of goodwill is depreciated over a period of 10 years.

Intragroup transactions, dividends, receivables, payables and the unrealized margins on intragroup deliveries have been eliminated. Minority interest is shown as a separate item in the income statement and the balance sheet.

Associated companies are consolidated using the equity method. The consolidated goodwill of the associated companies was calculated on the basis of their shareholders' equity at the beginning of 1993. Goodwill (assets) is depreciated, and goodwill (liabilities) is charged to the income statement over 5 years.

Figures in the financial statements of foreign subsidiaries have been translated into Finnmarks at the Bank of Finland's buying rate ruling on the balance sheet date. Exchange rate gains arising from the elimination of shareholders' equity in such companies are shown under Restricted Equity, and corresponding exchange rate losses under Non-Restricted Equity.

### COMPARABILITY WITH THE PREVIOUS YEAR

Liabilities arising from pension commitments and the pension commitment deficit are presented in the balance sheet under Valuation Items on the assets side and under Other Long-Term Debt on the liabilities side. In the comparison year the same items were shown under Contingent Liabilities in the Notes to the Financial Statements.

The Aamulehti Group has a Group bank account. The cash reserves of other Group companies in this bank account have been booked under Parent Company Financial Assets and Current Liabilities. In the subsidiaries, cash reserves are recorded under Loans Receivables. The comparison year's balance sheets have been amended accordingly.

## VALUATION OF INVENTORIES

The balance sheet value of inventories is the lower of variable acquisition cost or the probable market value. Inventories have been periodized on a FIFO (first-in-first-out) basis. Securities included under inventories have been valued at their purchasing price on the last day of trading, or at a lower price determined by the Company.

# FIXED ASSETS AND OTHER LONG-TERM INVESTMENTS

Tangible and intangible assets have been capitalized at variable acquisition cost less planned depreciation. Revaluations are included in Fixed Assets in the balance sheet and their counter entries in Restricted Shareholders' Equity. Planned depreciation has been calculated from the original acquisition cost based on the estimated economic life of the asset as follows:

| Buildings and structures | 30-40 years |
|--------------------------|-------------|
| Machinery and equipment  | 5-10 years  |
| Large rotation presses   | 20 years    |
| Other long-term expenses | 5-10 years  |

A portion of listed securities acquired as a long-term investment and entered under Fixed Assets is valued at their acquisition cost. The remainder of securities and other long-term investments are valued at the lower of acquisition cost or probable value.

### FOREIGN CURRENCY ITEMS

Foreign currency items have been translated into Finnish marks and valued at the Bank of Finland's rate on the balance sheet date. Exchange rate differences arising on sales and purchases have been treated as additions or subtractions respectively in the income statement. Realized and unrealized exchange rate differences related to long-term liabilities and arising during the accounting period have been taken to Other Financial Income and Expenses in the income statement.

### PENSION COMMITMENTS

Statutory and voluntary employee pension benefits are arranged partly through the Company's own pension funds and partly through pension insurance companies. Uncovered pension commitments shown in the balance sheet will be booked as expenses up to the year 2000.

# NOTES TO THE FINANCIAL STATEMENTS 31 DECEMBER 1994 (FIGURES IN FIM 1,000)

| I. NET SALES       |  | (  | Group  |   |  |
|--------------------|--|--|--|---|--|
|                    | Net sales by division  | 1994   | 1993   |   |  |
|                    | Newspaper Division   | 680,352  | 657,650  |   |  |
|                    | Graphics Division  | 711,141  | 677,975  |   |  |
|                    | Aldata Division  | 156,726  | 164,746  |   |  |
|                    | Alexpress, Digital Delivery  | 2,112  | -  |   |  |
|                    | Parent company and real estate   | 52,515   | 36,173   |   |  |
|                    | Intragroup sales   | - 273,849  | - 248,440  |   |  |
|                    | Total  | 1,328,997  | 1,288,104  |   |  |
|                    |  | (  | Group  | Parent  | Company  |
|                    | Net sales by market area   | 1994   | 1993   | 1994  | 1993   |
|                    | Finland  | 1,370,352  | 1,335,083  | 51,901  | 36 ,083  |
|                    | Other Nordic countries   | 152,945  | 160,640  | _   | _  |
|                    | Other countries  | 79,549   | 49,679   | _   | _  |
|                    | Intragroup sales   | - 273,849  | - 257,297  | _   | _  |
|                    | Total  | 1,328,997  | 1,288,105  | 51,901  | 36,083   |
|                    |  |  |  |   |  |
| 2. PERSONNEL COSTS |  |  | Group  |   | Company  |
|                    |  | 1994   | 1993   | 1994  | 1993   |
|                    | Wages, salaries and benefits   | 372,597  | 400,051  | 7,065   | 6,895  |
|                    | Benefits in kind   | 9,628  | 10,461   | 489   | 436  |
|                    |  |  | (1 200   | 2,748   | 1,749  |
|                    | Pension costs *)   | 67,751   | 61,380   | **  |  |
|                    | Pension costs *) Other staff-related costs **)   | 6/,/51<br>44,170   | 42,175   | 1,296   | 1,017  |
|                    | · · · · · · · · · · · · · · · · · · ·  | 44,170<br>494,146  | 42,175<br>514,067  | 1,296<br>11,598   | 1,017<br>10,097  |
|                    | Other staff-related costs **)  Total  *) Includes pension insurance premiums and trans   | 44,170<br>494,146<br>offers to pension fu  | 42,175<br>514,067  | 1,296<br>11,598   | 1,017<br>10,097<br>tment.  |
|                    | Other staff-related costs **)  Total  *) Includes pension insurance premiums and trans  **) Includes obligatory personnel costs  Salaries and fees to members of the Supervisory   | 44,170<br>494,146<br>sfers to pension fu<br>Board,<br>8,650  | 42,175<br>514,067<br>ands to cover po  | 1,296<br>11,598<br>ension commi   | 1,017<br>10,097<br>tment.  |
| 3. DEPRECIATION    | Other staff-related costs **)  Total  *) Includes pension insurance premiums and trans  **) Includes obligatory personnel costs  Salaries and fees to members of the Supervisory Board of Directors and presidents   | 44,170<br>494,146<br>sfers to pension fu<br>Board,<br>8,650  | 42,175<br>514,067<br>ands to cover po<br>10,045  | 1,296<br>11,598<br>ension commi<br>1,746  | 1,017<br>10,097<br>tment.<br>1,534   |
| 3. DEPRECIATION    | Other staff-related costs **)  Total  *) Includes pension insurance premiums and trans  **) Includes obligatory personnel costs  Salaries and fees to members of the Supervisory Board of Directors and presidents  Planned depreciation   | 44,170<br>494,146<br>sfers to pension fu<br>Board,<br>8,650  | 42,175<br>514,067<br>ands to cover po<br>10,045<br>Group<br>1993   | 1,296<br>11,598<br>ension commi   | 1,017<br>10,097<br>tment.<br>1,534   |
| 3. DEPRECIATION    | Other staff-related costs **)  Total  *) Includes pension insurance premiums and trans  **) Includes obligatory personnel costs  Salaries and fees to members of the Supervisory Board of Directors and presidents  Planned depreciation  Establishment and restructuring expenses   | 44,170<br>494,146<br>sfers to pension full<br>Board,<br>8,650  | 42,175 514,067 unds to cover po 10,045 Group 1993 185  | 1,296<br>11,598<br>ension commi<br>1,746  | 1,017<br>10,097<br>tment.<br>1,534   |
| 3. DEPRECIATION    | Other staff-related costs **)  Total  *) Includes pension insurance premiums and trans  **) Includes obligatory personnel costs  Salaries and fees to members of the Supervisory Board of Directors and presidents  Planned depreciation  Establishment and restructuring expenses Intangible assets   | 44,170<br>494,146<br>sfers to pension full<br>Board,<br>8,650  | 42,175 514,067 unds to cover po 10,045  Group 1993 185 68  | 1,296<br>11,598<br>ension commi<br>1,746<br>Parent<br>1994<br>—   | 1,017<br>10,097<br>tment.<br>1,534<br>Company<br>1993  |
| 3. DEPRECIATION    | Other staff-related costs **)  Total  *) Includes pension insurance premiums and trans  **) Includes obligatory personnel costs  Salaries and fees to members of the Supervisory Board of Directors and presidents  Planned depreciation  Establishment and restructuring expenses Intangible assets Other long-term expenses  | 44,170<br>494,146<br>sfers to pension for the state of the st | 42,175 514,067 unds to cover po 10,045 Group 1993 185 68 20,287  | 1,296<br>11,598<br>ension commi<br>1,746<br>Parent<br>1994<br>-<br>-<br>15,889                                | 1,017<br>10,097<br>tment.<br>1,534<br>Company<br>1993<br>-<br>-<br>15,924                      |
| 3. DEPRECIATION    | Other staff-related costs **)  Total  *) Includes pension insurance premiums and trans  **) Includes obligatory personnel costs  Salaries and fees to members of the Supervisory Board of Directors and presidents  Planned depreciation  Establishment and restructuring expenses Intangible assets Other long-term expenses Buildings and structures   | 44,170<br>494,146<br>sfers to pension for the state of the st | 42,175 514,067 unds to cover po 10,045  Group 1993 185 68 20,287 12,996  | 1,296<br>11,598<br>ension commi<br>1,746<br>Parent<br>1994<br>-<br>15,889<br>11,560                           | 1,017<br>10,097<br>tment.<br>1,534<br>Company<br>1993<br>-<br>15,924<br>11,585                 |
| 3. DEPRECIATION    | Other staff-related costs **)  Total  *) Includes pension insurance premiums and trans  **) Includes obligatory personnel costs  Salaries and fees to members of the Supervisory Board of Directors and presidents  Planned depreciation  Establishment and restructuring expenses Intangible assets Other long-term expenses Buildings and structures Machinery and equipment   | 44,170<br>494,146<br>sfers to pension for the state of the st | 42,175 514,067 ands to cover positions 10,045 Group 1993 185 68 20,287 12,996 66,958   | 1,296 11,598 ension commi  1,746  Parent 1994  - 15,889 11,560 1,486  | 1,017<br>10,097<br>tment.<br>1,534<br>Company<br>1993<br>-<br>-<br>15,924<br>11,585<br>1,644   |
| 3. DEPRECIATION    | Other staff-related costs **)  Total  *) Includes pension insurance premiums and trans  **) Includes obligatory personnel costs  Salaries and fees to members of the Supervisory Board of Directors and presidents  Planned depreciation  Establishment and restructuring expenses Intangible assets Other long-term expenses Buildings and structures Machinery and equipment Other tangible assets   | 44,170<br>494,146<br>sfers to pension for the state of the st | 42,175 514,067 unds to cover po 10,045  Group 1993 185 68 20,287 12,996 66,958 774   | 1,296 11,598 ension commi  1,746  Parent 1994  - 15,889 11,560 1,486 162                                      | 1,017<br>10,097<br>tment.<br>1,534<br>Company<br>1993<br>-<br>15,924<br>11,585<br>1,644<br>233 |
| 3. DEPRECIATION    | Other staff-related costs **)  Total  *) Includes pension insurance premiums and trans.  **) Includes obligatory personnel costs  Salaries and fees to members of the Supervisory Board of Directors and presidents  Planned depreciation  Establishment and restructuring expenses Intangible assets Other long-term expenses Buildings and structures Machinery and equipment Other tangible assets  Total   | 44,170<br>494,146<br>sfers to pension for<br>Board,<br>8,650<br>1994<br>185<br>23<br>20,836<br>14,618<br>69,378<br>1,205<br>106,245  | 42,175 514,067 unds to cover per 10,045  Group 1993 185 68 20,287 12,996 66,958 774 101,268  | 1,296 11,598 ension commi  1,746  Parent 1994  - 15,889 11,560 1,486  | 1,017<br>10,097<br>tment.<br>1,534<br>Company<br>1993<br>-<br>-<br>15,924<br>11,585            |
| 3. DEPRECIATION    | Other staff-related costs **)  Total  *) Includes pension insurance premiums and trans  **) Includes obligatory personnel costs  Salaries and fees to members of the Supervisory Board of Directors and presidents  Planned depreciation  Establishment and restructuring expenses Intangible assets Other long-term expenses Buildings and structures Machinery and equipment Other tangible assets  Total  Depreciation on goodwill  | 44,170<br>494,146<br>sfers to pension for the state of the st | 42,175 514,067 unds to cover position of the | 1,296 11,598 ension commi  1,746  Parent 1994  - 15,889 11,560 1,486 162                                      | 1,017<br>10,097<br>tment.<br>1,534<br>Company<br>1993<br>-<br>15,924<br>11,585<br>1,644<br>233 |
| 3. DEPRECIATION    | Other staff-related costs **)  Total  *) Includes pension insurance premiums and trans.  **) Includes obligatory personnel costs  Salaries and fees to members of the Supervisory Board of Directors and presidents  Planned depreciation  Establishment and restructuring expenses Intangible assets Other long-term expenses Buildings and structures Machinery and equipment Other tangible assets  Total   | 44,170<br>494,146<br>sfers to pension for<br>Board,<br>8,650<br>1994<br>185<br>23<br>20,836<br>14,618<br>69,378<br>1,205<br>106,245  | 42,175 514,067 unds to cover per 10,045  Group 1993 185 68 20,287 12,996 66,958 774 101,268  | 1,296 11,598 ension commi  1,746  Parent 1994  - 15,889 11,560 1,486 162                                      | 1,017<br>10,097<br>tment.<br>1,534<br>Company<br>1993<br>-<br>15,924<br>11,585<br>1,644<br>233 |
| 3. DEPRECIATION    | Other staff-related costs **)  Total  *) Includes pension insurance premiums and trans  **) Includes obligatory personnel costs  Salaries and fees to members of the Supervisory Board of Directors and presidents  Planned depreciation  Establishment and restructuring expenses Intangible assets Other long-term expenses Buildings and structures Machinery and equipment Other tangible assets  Total  Depreciation on goodwill  Total  Change in depreciation difference  | 44,170<br>494,146<br>sfers to pension for the state of the st | 42,175 514,067 unds to cover position of the | 1,296 11,598 ension commi  1,746  Parent 1994  - 15,889 11,560 1,486 162                                      | 1,017<br>10,097<br>tment.<br>1,534<br>Company<br>1993<br>-<br>15,924<br>11,585<br>1,644<br>233 |
| 3. DEPRECIATION    | Other staff-related costs **)  Total  *) Includes pension insurance premiums and trans.  **) Includes obligatory personnel costs  Salaries and fees to members of the Supervisory Board of Directors and presidents  Planned depreciation  Establishment and restructuring expenses Intangible assets Other long-term expenses Buildings and structures Machinery and equipment Other tangible assets  Total  Depreciation on goodwill  Total  Change in depreciation difference Intangible assets   | 44,170<br>494,146<br>sfers to pension for the state of the st | 42,175 514,067 unds to cover position of the | 1,296 11,598 ension commi  1,746  Parent 1994  - 15,889 11,560 1,486 162                                      | 1,017 10,097 tment.  1,534  Company 1993 15,924 11,585 1,644 233 29,386                        |
| 3. DEPRECIATION    | Other staff-related costs **)  Total  *) Includes pension insurance premiums and trans.  **) Includes obligatory personnel costs  Salaries and fees to members of the Supervisory Board of Directors and presidents  Planned depreciation  Establishment and restructuring expenses Intangible assets Other long-term expenses Buildings and structures Machinery and equipment Other tangible assets  Total  Depreciation on goodwill  Total  Change in depreciation difference Intangible assets Other long-term expenses  | 44,170<br>494,146<br>sfers to pension for the state of the st | 42,175 514,067 unds to cover position of the | 1,296<br>11,598<br>ension commi<br>1,746<br>Parent<br>1994<br>-<br>15,889<br>11,560<br>1,486<br>162<br>29,097 | 1,017 10,097 tment.  1,534  Company 1993 15,924 11,585 1,644 233 29,386                        |
| 3. DEPRECIATION    | Other staff-related costs **)  Total  *) Includes pension insurance premiums and trans.  **) Includes obligatory personnel costs  Salaries and fees to members of the Supervisory Board of Directors and presidents  Planned depreciation  Establishment and restructuring expenses Intangible assets Other long-term expenses Buildings and structures Machinery and equipment Other tangible assets  Total  Depreciation on goodwill  Total  Change in depreciation difference Intangible assets Other long-term expenses Buildings and structures                         | 44,170<br>494,146<br>sfers to pension for the state of the st | 42,175 514,067 unds to cover per 10,045  Group 1993 185 68 20,287 12,996 66,958 774 101,268 1,807 103,075  | 1,296 11,598 ension commi  1,746  Parent 1994  - 15,889 11,560 1,486 162 29,097                               | 1,017 10,097 tment.  1,534  Company 1993 15,924 11,585 1,644 233 29,386                        |
| 3. DEPRECIATION    | Other staff-related costs **)  Total  *) Includes pension insurance premiums and trans.  **) Includes obligatory personnel costs  Salaries and fees to members of the Supervisory Board of Directors and presidents  Planned depreciation  Establishment and restructuring expenses Intangible assets Other long-term expenses Buildings and structures Machinery and equipment Other tangible assets  Total  Depreciation on goodwill  Total  Change in depreciation difference Intangible assets Other long-term expenses Buildings and structures Machinery and equipment | 44,170<br>494,146<br>sfers to pension for the state of the st | 42,175 514,067 unds to cover position of the | 1,296<br>11,598<br>ension commi<br>1,746<br>Parent<br>1994<br>-<br>15,889<br>11,560<br>1,486<br>162<br>29,097 | 1,017 10,097 tment.  1,534  Company 1993 15,924 11,585 1,644 233 29,386                        |
| 3. DEPRECIATION    | Other staff-related costs **)  Total  *) Includes pension insurance premiums and trans.  **) Includes obligatory personnel costs  Salaries and fees to members of the Supervisory Board of Directors and presidents  Planned depreciation  Establishment and restructuring expenses Intangible assets Other long-term expenses Buildings and structures Machinery and equipment Other tangible assets  Total  Depreciation on goodwill  Total  Change in depreciation difference Intangible assets Other long-term expenses Buildings and structures                         | 44,170<br>494,146<br>sfers to pension for the state of the st | 42,175 514,067 unds to cover per 10,045  Group 1993 185 68 20,287 12,996 66,958 774 101,268 1,807 103,075  | 1,296 11,598 ension commi  1,746  Parent 1994  - 15,889 11,560 1,486 162 29,097                               | 1,017<br>10,097<br>tment.<br>1,534<br>Company<br>1993<br>-<br>15,924<br>11,585<br>1,644<br>233 |

| 4. FINANCING | 4. |
|--------------|----|
| INCOME AND   |    |
| FYPENSES     |    |

|  | Group   |          | Parent  | Company  |
|--|---------|----------|---------|----------|
|  | 1994    | 1993     | 1994    | 1993     |
| Financing income received from Group companies |         |          |         |          |
| Interest income on long-term investments       |         |          | 11,750  | 14,620   |
| Other interest income                          |         |          | 7,210   | 4,474    |
| Financing expenses paid to Group companies     |         |          |         |          |
| Interest expenses                              |         |          | 7,960   | 5,056    |
| Exchange rate differences                      |         |          |         |          |
| Gains  | 14,778  | 788      | 14,329  | 705      |
| Losses   | - 7,760 | - 11,087 | - 7,461 | - 10,384 |
| Gains/losses, net                              | 7,018   | - 10,299 | 6,868   | - 9,679  |
|  |         |          |         |          |

## 5. EXTRAORDINARY INCOME AND EXPENSES

|   | Group  |        | Parent Company |        |
|---|--------|--------|----------------|--------|
|   | 1994   | 1993   | 1994           | 1993   |
| Extraordinary income                    |        |        |                |        |
| Returned expense items                  | 8,000  | 6,653  | 8,000          | 1,696  |
| Gains on sale of fixed assets           | 4,000  | _      | 3,170          | -      |
| Group contributions received            | _      | _      | 37,900         | 57,750 |
| Other extraordinary income              | 204    | 2,114  | _              | _      |
|   | 12,204 | 8,767  | 49,070         | 59,446 |
| Extraordinary expenses                  |        |        |                |        |
| Expense items of receivables            | _      | 9,000  | _              | 41,372 |
| Rents accruing on unoccupied properties | _      | 15,971 | _              | 15,971 |
| Expenses from closure of operations     | _      | 7,491  | _              | -      |
| Group contributions given               | _      | _      | _              | 2,850  |
| Other extraordinary expenses            | 3,044  | 2,936  | 3,022          | 7      |
|   | 3,044  | 35,398 | 3,022          | 60,200 |

### 6 RESEARCH AND DEVELOPMENT COSTS

**DEVELOPMENT COSTS** The Group's research and development costs were less than 1 % of Group net sales.

#### 7. GROUP AND PARENT COMPANY SHARES AND HOLDINGS

| Group companies                         | Group     | Group    | Parent      |        | Shares and holo | lings owned |
|---|-----------|----------|-------------|--------|-----------------|-------------|
|   | ownership | voting   | company     |        | Nominal         | Book        |
| Company/domicile                        | %         | rights % | ownership % | Number | value           | value       |
| Owned by parent company:                |           |          |             |        |                 |             |
| Alexpress Oy, Tampere                   | 100.0     | 100.0    | 100.0       | 10     | 100             | 100         |
| Alprint Oy, Vantaa                      | 100.0     | 100.0    | 100.0       | 20,000 | 20,000          | 20,000      |
| ALY-Lehdet Oy, Tampere                  | 100.0     | 100.0    | 90.0        | 10,000 | 10,000          | 11,200      |
| Doraprint Oy, Orimattila                | 100.0     | 100.0    | 100.0       | 1,836  | 55              |             |
| Kiint. Oy Veneentekijäntie 20, Helsinki | 91.0      | 91.0     | 91.0        | 18,788 | 93              |             |
| Marcenter Oy, Tampere                   | 100.0     | 100.0    | 100.0       | 1,500  | 15              | 15          |
| Marsania Oy, Tampere                    | 100.0     | 100.0    | 100.0       | 1,500  | 15              | 15          |
| Minara-tek Oy, Tampere                  | 100.0     | 100.0    | 100.0       | 1,500  | 15              | 15          |
| Nanomet Oy, Tampere                     | 100.0     | 100.0    | 100.0       | 1,500  | 15              | 15          |
| Sovartek Oy, Tampere                    | 100.0     | 100.0    | 100.0       | 1,500  | 15              | 15          |
| Somy Oy, Tampere                        | 100.0     | 100.0    | 100.0       | 100    | 1               | 203         |
| Suomen Aldata Oy. Helsinki              | 100.0     | 100.0    | 100.0       | 10,000 | 1,000           | 1,000       |
| Tampereen Seudun Paikallisradio Oy, Tre | 100.0     | 100.0    | 100.0       | 15,000 | 1,500           | 101         |
| Tampereen Viestintä Oy, Tampere         | 100.0     | 100.0    | 100.0       | 10     | 100             | 100         |
|   |           |          |             |        |                 | 32,779      |
| Owned through subsidiaries              |           |          |             |        |                 |             |
| ALY:n Asiakaslehdet Oy, Vantaa          | 100.0     | 100.0    | 0           | 15     | 15              | 15          |
| Kustannus Oy Aamulehti, Tampere         | 100.0     | 100.0    | 0           | 20,000 | 20,000          | 20,000      |
| Kustannus Oy Uusi Suomi, Vantaa         | 100.0     | 100.0    | 0           | 15     | 15              | 15          |
| Kustannusosakeyhtiö Iltalehti, Vantaa   | 100.0     | 100.0    | 0           | 3,000  | 3,000           | 3,001       |

|  | Group          | Group              | Parent            |                  | Shares and ho               | ldings owned     |
|--|----------------|--------------------|-------------------|------------------|-----------------------------|------------------|
|  | ownership      | voting             | company           | NT 1             | Nominal                     | Book             |
| Company/domicile   | %              | rights %           | ownership %       | Number           | value                       | value            |
| Kustannusosakeyhtiö Kauppalehti, Vantaa  | 100.0          | 100.0              | 0                 | 3,000            | 3,000                       | 3,001            |
| Suomen Paikallissanomat Oy, Tampere  | 100.0          | 100.0              | 0                 | 1,200            | 1,200                       | 1,200            |
| Algraphics Oy, Tampere   | 100.0          | 100.0              | 0                 | 25,000           | 25,000                      | 17,049           |
| As Paraprint, Viro<br>Oy Yhteisjakelu Ab, Vantaa   | 100.0<br>100.0 | 100.0<br>100.0     | 0                 | 125<br>50        | 52<br>50                    | 226<br>51        |
| Paragon Oy, Helsinki   | 100.0          | 100.0              | 0                 | 10,000           | 1,000                       | 1,016            |
| Paragon-Tarra Oy, Helsinki   | 100.0          | 100.0              | 0                 | 1,000            | 100                         | 3,000            |
| Pyhäjokiseudun Kirjapaino Oy, Oulainen   | 100.0          | 100.0              | 0                 | 2,000            | 200                         | 200              |
| Suomalainen Lehtipaino Oy, Vantaa  | 100.0          | 100.0              | 0                 | 20,000           | 20,000                      | 20,000           |
| Tampereen Kirjapaino Oy, Tampere   | 100.0          | 100.0              | 0                 | 3,000            | 30,000                      | 30,002           |
| Antinkadun Tietotekniikka Oy, Helsinki   | 100.0          | 100.0              | 0                 | 2,000            | 2,000                       | 2,001            |
| Data Check Oy, Helsinki  | 100.0          | 100.0              | 0                 | 2,000            | 2,000                       | 2.000            |
| Nordic Team Danmark As   | 100.0          | 100.0              | 0                 | 3,000            | 233                         | 168              |
| Nordic Team Finland Oy, Helsinki   | 100.0          | 100.0              | 0                 | 500              | 500                         | 500              |
| Nordic Team Hotel and Travel Systems Oy, H   | ki 100.0       | 100.0              | 0                 | 20,000           | 2,000                       | 2,000            |
| Nordic Team Norge As   | 100.0          | 100.0              | 0                 | 3,000            | 139                         | 150              |
| Nordic Team Sverige AB, Sweden   | 100.0          | 100.0              | 0                 | 15,000           | 950                         | 1,000            |
| Tietovoima Oy, Helsinki  | 100.0          | 100.0              | 0                 | 10,000           | 1,000                       | 1,000            |
| Associated companies   |                |                    |                   |                  |                             | 107,595          |
| Owned by parent company:   |                |                    |                   |                  |                             |                  |
| Jämsänjokilaakson Paikallisviestintä Oy, Jämsä   | 49.2           | 49.2               | 49.2              | 490              | 490                         | 0                |
| Kiint. Oy Keuruun Tervaportti, Keuruu *)   | 28.2           | 28.2               | 28.2              | 299              | 30                          | 1,240            |
| Kiint. Oy Kylmäsenkulma, Kemijärvi *)  | 20.3           | 20.3               | 20.3              | 5,065            | 51                          | 1,185            |
| Kytöpirtti Oy, Seinäjoki *)  | 43.2           | 43.2               | 43.2              | 3,150            | 315                         | 315              |
| Nokian Uutistalo Oy, Nokia *)  | 36.9           | 36.9               | 36.9              | 36,921           | 37                          | 1,481            |
| Oy Paraforms Ab, Helsinki  | 50.0           | 50.0               | 5.0               | 150              | 15                          | 0                |
| Suomen Tietotoimisto Oy, Helsinki  | 24.1           | 24.1               | 24.1              | 36,662           | 440                         | 105              |
| Tampereen Tietoverkko Oy, Tampere  | 34.8           | 34.8               | 34.8              | 834              | 4,170                       | 4,564<br>8,890   |
| Owned through subsidiaries   |                |                    |                   |                  |                             | 8,890            |
| As. Oy Vammalan Reku *)  | 21.0           | 21.0               | 0                 | 293              | 114                         | 1,413            |
| Paraforms Oy, Helsinki **)   |                |                    |                   | 1,350            | 135                         | 122              |
| Paragon DZ Card Oy. Helsinki   | 50.0           | 50.0               | 0                 | 10               | 10                          | 10               |
| Viikkosuora Oy   | 50.0           | 50.0               | 0                 | 20               | 20                          | 312<br>1,857     |
| Companies in which the Group has a significant Owned by parent company: Lapin Kansa Oy, Rovaniemi Owned through subsidiaries Lapin Kansa Oy, Rovaniemi | t holding      | 8.6                | 17.0              | 50,860<br>64,920 | 1,017<br>1,298              | 11,786<br>20,322 |
| Other shares and holdings  |                | Group<br>ownership | Parent<br>company |                  | and holdings own<br>Nominal | Book             |
| 0 11   |                | %                  | ownership %       | Number           | value                       | value            |
| Owned by parent company:   |                | 4.2                | 4.2               | E ( 1.7          | <i>E (</i>                  | 1 200            |
| As. Oy Hämeenpuisto 41, Tampere<br>As, Oy Kauppa-Aukio, Tampere *)   |                | 4.3<br>100.0       | 4.3<br>100.0      | 5,647<br>125,000 | 56<br>6,000                 | 1,209<br>16,516  |
| As, Oy Verkavirta, Tampere   |                | 1.9                | 1.9               | 2,061            | 6,000                       | 16,516           |
| As, Oy Verkavirta, Tampere<br>As, Oy Viiskulma, Helsinki   |                | 4.3                | 4.3               | 2,061<br>7       | 35                          | 3,810            |
| As, Oy Viiskuima, Fieisinki<br>As, Oy Vaasan Koulukatu 36, Vaasa   |                | 3.0                | 3.0               | 1,605            | 35<br>16                    | 5,810<br>411     |
| La Siesta De Calahonda, Espanja  |                | 5.0                | 3.0               | 1,00)            | 10                          | 389              |
| La Siesta De Caianonda, Espanja<br>Datatie Oy, Helsinki  |                | 4.6                | 4.6               | 30               | 150                         | 215              |
| Satatie Oy, Meisinki<br>Kiint, Oy Jämsän Sarkala, Jämsä  |                | 9.3                | 9.3               | 810              | 2                           | 233              |
| Helsingin Arvopaperipörssi Osuuskunta, Hki   |                | 9.3                | 9.3               | 1                | 150                         | 255<br>150       |
| Kiint, Oy Kurun Koivulehto, Kuru   |                | 13.7               | 13.7              | 1,235            | 123                         | 134              |
| *) Not consolidated  |                | 13./               | 1.//              | 1,40)            | 120                         | 1,71             |

<sup>\*)</sup> Not consolidated

 $<sup>^{\</sup>ast\ast})$  For ownership share, please see under "Owned through parent company" above.

|  | Group     | Parent       |         | Shares and hol | dings owned |
|--|-----------|--------------|---------|----------------|-------------|
|  | ownership | company      |         | Nominal        | Book        |
| Company/domicile                           | %         | ownership -% | Number  | value          | value       |
| Lippupalvelu Oy, Helsinki                  | 4.8       | 4.8          | 150     | 6              | 300         |
| MTV Oy, Helsinki                           | 5.1       | 4.1          | 1,833   | 916            | 2,490       |
| Radiolinja Oy Ab, Helsinki                 | 0.6       | 0.6          | 20      | 100            | 100         |
| Suomen Uusvisio Oy, Helsinki               | 5.4       | 5.4          | 2       | 100            | 100         |
| Talentum Oy, Helsinki                      | 3.2       | 2.1          | 83,008  | 415            | 2,534       |
| Tietotehdas Oy, Helsinki                   | 1.8       | 1.8          | 112,000 | 1,120          | 11,381      |
| WSOY. Helsinki (s. A) *)                   | 0.5       | 0.5          | 9,623   | 481            | 16,550      |
| Shares and holdings in telephone companies |           |              |         |                | 48          |
| Other shares and holdings                  |           |              |         |                | 668         |
|  |           |              |         |                | 50 105      |

58,105

#### Owned through subsidiaries

17,020

#### 8. INTANGIBLE AND TANGIBLE ASSETS \*)

|  | Group      |           | Parent company |          |
|--|------------|-----------|----------------|----------|
|  | 1994       | 1993      | 1994           | 1993     |
| Acquisition cost 1 Jan.                  | 1,115,609  | 1,058,981 | 552,502        | 527,072  |
| Increases 1 Jan 31 Dec.                  | 345,910    | 61,134    | 1,725          | 25,606   |
| Decreases 1 Jan 31 Dec.                  | - 122,186  | - 4,506   | - 219          | - 176    |
| Acquisition cost 31 Dec.                 | 1,339,333  | 1,115,609 | 554,008        | 552,502  |
| Acc. planned depreciation 31 Dec.        | - 326 ,608 | - 230,944 | - 92,446       | - 63,486 |
| Book value 31 Dec.                       | 1,012,725  | 884,665   | 461,562        | 489,016  |
| Difference accumulated on total and      |            |           |                |          |
| planned depreciation 1 Jan.              | 29,036     | 47,328    | 19,138         | 19,195   |
| Increase in deprec. change 1 Jan 31 Dec  | 419        | 1,680     | 89             | 201      |
| Decrease in deprec. change 1 Jan 31 Dec. | - 1,938    | - 19,972  | - 175          | - 258    |
| Difference accumulated on total and      |            |           |                |          |
| planned depreciation 31 Dec.             | 27,517     | 29,036    | 19,052         | 19,138   |
| Share of machinery and equipment         |            |           |                |          |
| in book value 31 Dec.                    | 440,119    | 210,116   |                |          |
| Goodwill **)                             |            |           |                |          |
| Acquisition cost 1 Jan.                  | 15,218     | 14,634    |                |          |
| Increases 1 Jan 31 Dec.                  |            | 584       |                |          |
| Decreases 1 Jan 31 Dec.                  | - 2,082    |           |                |          |
| Acquisition cost 31 Dec.                 | 13,136     | 15,218    | ·              | ·        |
| Acc. planned depreciation 1 Jan.         | - 12,005   | - 11,142  |                |          |
| Book value 31 Dec.                       | 1,131      | 4,076     |                |          |

\*) Acquisition costs are based on the book value of the assets on 31 December 1991. \*\*) Included in figures in table "Intangible and tangible assets".

#### 9. TAXATION VALUES OF **FIXED ASSETS**

|   | Group   |         | Paren   | it company |
|---|---------|---------|---------|------------|
|   | 1994    | 1993    | 1994    | 1993       |
| Land areas                                      | 17,467  | 17,730  | 16,114  | 16,056     |
| Buildings and structures                        | 175,769 | 183,763 | 154,282 | 160,611    |
| Shares and holdings                             | 61,302  | 93,454  | 70,763  | 79,330     |
| Book value used if taxation value not available |         |         |         |            |

<sup>\*)</sup> Market value FIM 5,292,000

| 10. | LONG-TERM         |
|-----|-------------------|
|     | INVESTMENTS/GROUP |
|     | AND ASSOCIATED    |
|     | COMPANIES         |

|   | Group   |                             | Parent  | company |
|---|---|-----------------------------|---------|---------|
|   | 1994  | 1993                        | 1994    | 1993    |
| Group companies   |   |                             |         |         |
| Shares in subsidiary companies  |   |                             | 32,778  | 32,705  |
| Loans receivable  |   |                             | 122,217 | 98,891  |
| Consolidated loans  |   |                             | 34,178  | 29,178  |
| Associated companies Book value Group entries Group balance sheet value | $   \begin{array}{r}     10,747 \\     2,529 \\     \hline     13,276   \end{array} $ | 15,659<br>- 1,988<br>13,671 | 8,890   | 9,720   |
|   |   |                             |         |         |
| Consolidated loans  | 1,261   | 1,100                       | _       | _       |
| Other investments   | 167   | 367                         | 167     | 367     |

#### **II.VALUATION ITEMS**

|                                 | Group  |      | Parent company |      |
|---------------------------------|--------|------|----------------|------|
|                                 | 1994   | 1993 | 1994           | 1993 |
| Share of pension commitment not |        |      |                |      |
| booked as expense on 1 Jan.     |        |      |                |      |
| Change 1 Jan 31 Dec.            | 19,695 |      | 9,166          |      |
| Share of pension commitment not |        |      |                |      |
| booked as expense on 31 Dec.    | 19,695 |      | 9,166          |      |
|                                 |        |      |                |      |

In the comparison year, liabilities arising from pension commitments and the pension commitment deficit were shown under Contingent Liabilities in the Notes to the Financial Statements. In the Group they totalled FIM 22,897,000 and in the parent company they totalled FIM 9,110,000. The pension liabilities will be recorded as expenses until the year 2000.

#### 12. CURRENT **LIABILITIES**

| Difference between acquisition cost of     | G      | roup   | Parent ( | Company |
|--|--------|--------|----------|---------|
| shares and holdings and their market value | 1994   | 1993   | 1994     | 1993    |
| Market value                               |        |        |          |         |
| Securities                                 | 15,353 | 17,857 | 15,353   | 17,857  |
| Corresponding book value                   | 15,322 | 15,649 | 15,322   | 15,649  |
| Difference                                 | 31     | 2,208  | 31       | 2,208   |

| Receivables from Group companies | Parent  | company |
|----------------------------------|---------|---------|
|                                  | 1994    | 1993    |
| Accounts receivable              | 1,582   | 35      |
| Loans receivable                 | 178,182 | 163,313 |
| Deferred assets                  | 4       |         |
| Total                            | 179,768 | 163,348 |

| Receivables from associated companies | Gr   | oup  | Parent company |      |
|---------------------------------------|------|------|----------------|------|
|                                       | 1994 | 1993 | 1994           | 1993 |
| Accounts receivable                   | 1    | 156  | 1              | _    |
| Loans receivable                      | 279  | _    | 76             | _    |
| Other receivables                     | 200  | 200  | 200            | 200  |
|                                       | 480  | 356  | 277            | 200  |

Other receivables include FIM 6.64 million (Parent Company owed FIM 3.56 million and Paragon Oy owed FIM 3.08 million) receivable from Oy Suomalainen Rahoitus Scanleasing Ab, which went bankrupt. The amount receivable corresponds to the share which the bankruptcy estate announced it would pay from the estate.

#### 13. PENSION LIABILITIES **TO MANAGEMENT**

According to agreements, the presidents of the parent company and four other Group companies are entitled AND LOANS GRANTED to retire on reaching 60 years of age. The balance sheet contains no financial loans to parent company or Group management.

| 14. SHAREHOLDERS' EQUITY              |  | Group            |                   |               | Parent company      |  |  |
|---------------------------------------|--|------------------|-------------------|---------------|---------------------|--|--|
| · · · · · · · · · · · · · · · · · · · |  | 1994             | 1993              | 1994          | 1993                |  |  |
|                                       | Restricted equity  |                  |                   |               |                     |  |  |
|                                       | Share capital on 1 Jan.  | 58,962           | 58,962            | 58,962        | 58,962              |  |  |
|                                       | Warrants exercised   | 4,889            | _                 | 4,889         | _                   |  |  |
|                                       | Bonds converted  | 5 101            | _                 | 5,101         | _                   |  |  |
|                                       | Share capital on 31 Dec.   | 68,952           | 58,962            | 68,952        | 58,962              |  |  |
|                                       | Share issue 1 Jan.   | _                | _                 | _             | _                   |  |  |
|                                       | Warrants exercised   | 1,351            | _                 | 1,351         | _                   |  |  |
|                                       | Bonds converted  | 603              | _                 | 603           | _                   |  |  |
|                                       | Share issue 31 Dec   | 1,954            | _                 | 1,954         | _                   |  |  |
|                                       | Reserve fund on 1 Jan.   | 221,715          | 376,717           | 221,715       | 376,717             |  |  |
|                                       | Used to cover loss   | - 52,587         | - 155,002         | - 52,587      | - 155,002           |  |  |
|                                       | Issue premium from exercised warrants                                      | 28,109           | _                 | 28,109        | _                   |  |  |
|                                       | Issue premium from converted bonds   | 15,303           | _                 | 15,303        | _                   |  |  |
|                                       | Reserve fund on 31 Dec.  | 212,540          | 221,715           | 212,540       | 221,715             |  |  |
|                                       | Revaluation fund on 1 Jan  | 116,816          | 116,816           | 116,816       | 116,816             |  |  |
|                                       | Revaluation fund on 31 Dec.  | 116,816          | 116,816           | 116,816       | 116,816             |  |  |
|                                       | Other restricted equity on 1 Jan *)  | 209              | 561               | _             | _                   |  |  |
|                                       | Change   | - 164            | - 352             | _             | _                   |  |  |
|                                       | Other restricted equity on 31 Dec.   | 45               | 209               | _             | -                   |  |  |
|                                       | Restricted equity on 31 Dec.   | 400,307          | 397,702           | 400,262       | 397,493             |  |  |
|                                       | Non-restricted equity  |                  |                   |               |                     |  |  |
|                                       | Non-restricted equity on 1 Jan.  | - 107,765        | - 243,095         | - 52,587      | - 155,002           |  |  |
|                                       | Used to cover loss   | 52,587           | 155,002           | 52,587        | 155,002             |  |  |
|                                       | Change in non-restricted equity Profit/loss for 1994                       | 245<br>68,303    | 872<br>- 20,544   | 27,225        | -<br>- 52,587       |  |  |
|                                       | Non-restricted equity on 31 Dec.   | 13,370           | - 107,765         | 27,225        | - 52,587            |  |  |
|                                       | *) Translation differences   | -0,0,7           |                   |               | <i>&gt;=,&gt;=,</i> |  |  |
|                                       |  |                  |                   |               |                     |  |  |
|                                       | Parent company share capital   | Jaı<br>Number    | 1 31, 1994<br>FIM | Jan<br>Number | 31, 1993<br>FIM     |  |  |
|                                       | Series I (1 vote/share)  | 4,155,585        | 41,555,850        | 4.155,585     | 41,555,850          |  |  |
|                                       | Series II (1 vote/10 shares)   | 2,739,608        | 27,396,080        |               | 17,406,580          |  |  |
|                                       | Total  | 6,895,193        | 68,951,930        |               | 58,962,430          |  |  |
|                                       | The Company held no own shares.  |                  |                   |               |                     |  |  |
|                                       | The Company near no own onaise.  |                  |                   |               |                     |  |  |
| 15. TAX LIABILITIES CORRESPONDING     |  | 1994             | Group<br>1993     |               |                     |  |  |
| TO GROUP                              | Tax liabilities corresponding to Group                                     | 1,,,1            | 1,7,5             |               |                     |  |  |
| VOLUNTARY<br>RESERVES                 | voluntary reserves on 31 Dec.  | 7,796            | 8,237             |               |                     |  |  |
| 16. OBLIGATORY                        |  |                  | Group             | Pare          | ent company         |  |  |
| PROVISIONS                            |  | 1994             | 1993              | 1994          | 1993                |  |  |
|                                       | Reserve to cover rents on unoccupied proper<br>Other obligatory provisions | rties –<br>1,735 | 16,684<br>3,924   | _             | 15,971              |  |  |
|                                       | Total  | 1,735            | 20,608            |               | 15,971              |  |  |
|                                       |  |                  | •                 |               | ·                   |  |  |
| 17. LIABILITIES                       | Liabilities due for payment  |                  | Group             | Pare          | nt company          |  |  |
|                                       | in five years or more  | 1994             | 1993              | 1994          | 1993                |  |  |
|                                       | Loans from financial institutions  | 62,657           | 21,421            | 12,032        | 15,996              |  |  |
|                                       | Pension loans  | 280,641          | 300,313           | 42,715        | 58,646              |  |  |
|                                       | Other long-term loans  | 28,175           | -                 | 9,166         | _                   |  |  |
|                                       | Total  | 371,473          | 321,734           | 63,913        | 74,642              |  |  |
|                                       |  |                  |                   |               |                     |  |  |

| Debts to Group companies      |       | Parent | company        |         |
|-------------------------------|-------|--------|----------------|---------|
|                               |       |        | 1994           | 1993    |
| Current accounts payable      |       |        | 874            | 201     |
| Deferred liabilities          |       |        | 61             | 775     |
| Other current debt            |       |        | 138,378        | 109,616 |
| Total                         |       |        | 139,313        | 110,592 |
| Debts to associated companies | Group |        | Parent company |         |
|                               | 1994  | 1993   | 1994           | 1993    |
| Other long-term debt          | 285   | 300    | _              | _       |
| Deferred liabilities          | 2     | 19     | 2              |         |
|                               | 287   | 319    | 2              | _       |
| Bond with warrants 1989-1994  | G     | roup   | Parent         | company |
| Interest rate 11 %            | 1994  | 1993   | 1994           | 1993    |
| Principal 31 Dec.             | _     | 17,194 | <u> </u>       | 17,194  |

Each bond warrant entitles its holder to subscribe for either:

- six (6) Series I shares in Aamulehti Corporation at a price of FIM 316.67 per share, or
- thirty (30) Series II shares in Aamulehti Corporation at a price of FIM 67.50 per share.

The shares may be subscribed between 4 December 1994 and 31 January 1995. By 31 December 1994 508,860 Series II shares had been subscribed on the basis of warrants, of which 488,850 had been registered. In addition, 5,970 Series II shares had been subscribed by the end of the subscription period, 31 January 1995.

| Convertible bond 1994 - 1998 | G       | roup    | Parent c | company |
|------------------------------|---------|---------|----------|---------|
| Interest 6 %                 | 1994    | 1993    | 1994     | 1993    |
| Principal 31 Dec.            | 107,921 | 128,928 | 107,921  | 128,928 |

Bondholders may convert each bond of FIM 1,000 nominal value into twenty-five (25) Aamulehti Corporation Series II shares. Conversion period 3 January 1994 - 18 November 1998. By 31 December 1994 21,007 bonds had been converted into shares. This increased the number of shares by 525,175, of which 510,100 had been registered by 31 December 1994.

## 18. PLEDGES AND CONTINGENT LIABILITIES

|  |         | Group   | Paren   | t company |
|--|---------|---------|---------|-----------|
| ledges and contingent liabilities            | 1994    | 1993    | 1994    | 1993      |
| Against own debt                             |         |         |         |           |
| Assets pledged                               | 29,091  | 57,796  | 21,232  | 51,896    |
|  | i09,260 | 460,367 | 178,900 | 231,500   |
| Against debt of Group company                |         |         |         |           |
| Mortgages                                    |         |         | 109,400 | 96,600    |
| Guarantees                                   |         |         | 272,106 | 155,299   |
| On behalf of others                          |         |         |         |           |
| Mortgages                                    | 64,800  | 49,442  | 64,800  | 48,000    |
| Guarantees                                   | 7,817   | 11,066  | 7,817   | 11,006    |
| Other own commitments                        |         |         |         |           |
| Leasing commitments                          | 7,361   | 264,442 | _       | 4         |
| Buyback commitments                          | 481     | 15,962  | 25      | 25        |
| Commitments arising from pension liabilities | *) –    | 18,181  | _       | 9,110     |
| Pension commitment deficit *)                | _       | 4,716   | _       | _         |
| Other commitments                            | 4,436   | 10,298  | 4,100   | 10,100    |
| Total  |         |         |         |           |
| Pledges                                      | 29,091  | 57,796  | 21,232  | 51,896    |
| Mortgages 4                                  | 74,060  | 509,809 | 353,100 | 376,100   |
| Guarantees                                   | 7,817   | 11,066  | 279,923 | 166,305   |
| Other commitments                            | 12,278  | 313,599 | 4,125   | 19,239    |
| Total  | 523,246 | 892,270 | 658,380 | 613,540   |

<sup>\*)</sup> Shown in the balance sheet for the respective financial year under Valuation Items on the assets side and under Other Long-Term Liabilities on the liabilities side.

Group leasing payments fall due:

In 1995 4,215 After 1995 3,146

Figures for intangible and tangible assets (8) and for shares owned by the Group (7) are shown in full in the official financial statements.

#### PROPOSAL BY THE BOARD

On 31 December 1994 the Group's non-restricted equity was FIM 13,370,123.56 and the parent company's non-restricted equity was FIM 27,224,774.64. There were 6,936,248 shares with entitlement to dividend.

The Board of Directors proposes to the annual shareholders' meeting a dividend of FIM 0.50 per share be paid, ie FIM 3,468,124.00 and that the remainder of the year's profit FIM 23,756,650.64 be retained.

Tampere, 1 March 1995

Axel Cedercreutz

Matti Häkkinen Yrjö Niskanen

Olli Parola Erkki Solja

Matti Packalén President and CEO

#### **AUDITORS' REPORT**

To the shareholders of Aamulehti Corporation Ltd

We have audited the accounting records, the financial statements and the administration of Aamulehti Corporation for the financial year 1994. The financial statements, which include the report by the Board of Directors and the President, include the Report by the Board of Directors, consolidated and parent company income statements, balance sheets and notes to the financial statements, have been prepared by the Board of Directors and the Managing Director. Based on our audit we express an opinion on these financial statements and on the company's administration.

We have conducted the audit in accordance with Finnish Generally Accepted Auditing Standards. Those standards require that we plan and perform the audit in order to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining on a test basis evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by the management as well as evaluating the overall financial statement presentation. The purpose of our audit of administration is to examine that the

Supervisory Board, the Board of Directors and the Managing Director have complied with the rules of the Finnish Companies' Act.

In our opinion, the financial statements have been prepared in accordance with the Finnish Accounting Act and other rules and regulations governing the preparation of financial statements in Finland. The financial statements give a true and fair view, as defined in the Accounting Act, of both the consolidated and parent company result of operations as well as the financial position. The financial statements can be adopted and the members of the Supervisory Board, the Board of Directors and the Managing Director of the parent company can be discharged from liability for the period audited by us. The proposal made by the Board of Directors on how to deal with the retained earnings is in compliance with the Finnish Companies Act.

We have reviewed the interim reports made public by the company during the year. It is our understanding that the interim reports statements have been prepared in accordance with the rules and regulations governing the preparation of such reports in Finland.

Tampere, 6 March 1995

KPMG WIDERI OY AB

Mauri Palvi, Authorized Public Account

Veijo Kantee

#### STATEMENT BY THE SUPERVISORY BOARD

After examining the 1994 financial statements of Aamulehti Group and Aamulehti Corporation and the Auditors' Report, the

Supervisory Board recommends that the financial statements be approved and that the retained earnings for the year be dealt with in the manner proposed by the Board of Directors.

Tampere, 8 March 1995

On behalf of the Supervisory Board

Timo Lepistö Chairman Seppo Toikkonen

### **AAMULEHTI GROUP 1990 - 1994**

|  |      | 1994  | 1993  | 1992  | 1991  | 1990  |
|--|------|-------|-------|-------|-------|-------|
| Net sales                              | MFIM | 1,329 | 1,288 | 1,306 | 1,402 | 1,468 |
| Exports and foreign operations         | MFIM | 232   | 210   | 176   | 124   | 95    |
| Operating margin                       | MFIM | 210   | 168   | 114   | 57    | 101   |
| % of net sales                         | %    | 16    | 13    | 9     | 4     | 7     |
| Operating profit/loss                  | MFIM | 103   | 65    | -14   | - 71  | -10   |
| % of net sales                         | %    | 8     | 5     | -1    | -5    | -1    |
| Profit/loss before extraordinary items | MFIM | 62    | - 21  | -104  | -144  | -32   |
| % of net sales                         | %    | 5     | - 2   | - 8   | - 10  | - 2   |
| Overall result                         | MFIM | 66    | - 49  | -218  | -192  | -98   |
| % of net sales                         | %    | 5     | - 4   | -17   | -14   | -7    |
| Return on equity (ROE)                 | %    | 14.9  | neg,  | neg,  | neg,  | neg,  |
| Return on capital employed (ROI)       | %    | 11.0  | 6.8   | 1.9   | neg,  | 1.8   |
| Capital expenditure                    | MFIM | 276   | 73    | 74    | 218   | 273   |
| % of net sales                         | %    | 21    | 6     | 6     | 16    | 19    |
| Self-financed investments              | %    | 66    | 243   | 0     | 0     | 5     |
| Net financing expenses                 | MFIM | 41    | 86    | 89    | 73    | 29    |
| % of net sales                         | %    | 3     | 7     | 7     | 5     | 2     |
| Interest margin                        |      | 4.4   | 2.4   | 1.6   | 1.1   | 3.5   |
| Current Ratio                          |      | 0.8   | 1.1   | 1.0   | 1.0   | 1.3   |
| Solvency ratio                         | %    | 30.8  | 24.6  | 26.2  | 31.8  | 43.7  |
| Interest-bearing liabilities           | MFIM | 761   | 782   | 797   | 866   | 628   |
| Total assets                           | MFIM | 1,480 | 1,346 | 1,430 | 1,643 | 1,671 |
| Full-time personnel, average           |      | 2,212 | 2,408 | 2,769 | 3,640 | 3,676 |
| + newspaper deliverers (part-time)     |      | 615   | 777   | 890   | 900   | 880   |
| Total personnel, average               |      | 2,827 | 3,185 | 3,659 | 4,540 | 4,556 |

#### **CALCULATION OF KEY INDICATORS:**

| Overall result                           | = | Profit/loss for the year +/- appropriations   |         |
|--|---|---|---------|
| Return on shareholders' equity (ROE) (%) | = | Profit/loss before extraordinary items - taxes for period  Shareholders' equity + minority interests + accumulated appropriations (Average for the accounting period) | - х 100 |
| Return on investment (ROI) (%)           | = | Profit/loss before extraordinary items + interest and other financial expenses  Balance sheet total - interest-free liabilities (Average for the accounting period)   | - x 100 |
| Self-financed investments (%)            | = | Income from funds statement  Net capital expenditure  | - x 100 |
| Interest margin                          | = | Operating margin Net interest expenses  | -       |
| Current Ratio                            | = | Current assets Current liabilities  | -       |
| Solvency ratio (%)                       | = | Shareholders' equity + minority interests + accumulated appropriations  Balance sheet total - advances received   | x 100   |

#### **SHARE INDICATORS**

|                                      |           | 1994     | 1993   | 1992    | 1991    | 1990    |
|--------------------------------------|-----------|----------|--------|---------|---------|---------|
| Earnings per share *)                | FIM       | 7.03     | - 3.75 | - 17.78 | - 23.54 | - 8.04  |
| Overall result per share*)           | FIM       | 8.07     | - 8.24 | - 36.72 | - 32.26 | - 16.43 |
| Dividend distribution                | MFIM      | 3,468**) | -      | -       | -       | 5,896   |
| Nominal dividend per share           | FIM       | 0.50**)  | -      | -       | -       | 1.00    |
| Adjusted dividend per share          | FIM       | 0.50**)  | -      | -       | -       | 0.99    |
| Effective dividend yield, Series I   | %         | 0.6      | -      | -       | -       | 0.3     |
| Effective dividend yield, Series II  | %         | 0.6      | -      | -       | -       | 1.2     |
| P/E ratio, Series I                  |           | 12.5     | -      | -       | -       | -       |
| P/E ratio, Series II                 |           | 11.9     | -      | -       | -       | -       |
| Shareholders' equity per share       | FIM       | 64.52    | 54.37  | 62.59   | 87.26   | 121.70  |
| Market capitalization, Series I      | MFIM      | 366      | 204    | 212     | 345     | 1,288   |
| Market capitalization, Series II     | MFIM      | 230      | 80     | 33      | 70      | 146     |
| Market capitalization, total         | MFIM      | 596      | 284    | 245     | 415     | 1,434   |
| Adjusted number of shares at 31 Dec. | (x 1,000) | 6,895    | 5,938  | 5,938   | 5,938   | 5,938   |
| Adjusted number of shares, average   | (x 1,000) | 6,139    | 5,938  | 5,938   | 5,938   | 5,930   |
| Average prices/adjusted, Series I    |           |          |        |         |         |         |
| Highest                              | FIM       | 110.00   | 51.00  | 73.00   | 250.00  | 370.00  |
| Lowest                               | FIM       | 50.00    | 35.00  | 24.00   | 65.00   | 130.00  |
| Average                              | FIM       | 68.81    | 41.80  | 45.09   | 134.44  | 267.09  |
| Price on 31 Dec.                     | FIM       | 88.00    | 49.00  | 51.00   | 83.00   | 310.00  |
| Average prices/adjusted, Series II   |           |          |        |         |         |         |
| Highest                              | FIM       | 110.00   | 45.67  | 44.68   | 79.93   | 89.36   |
| Lowest                               | FIM       | 46.00    | 17.38  | 14.40   | 18.86   | 57.59   |
| Average                              | FIM       | 67.86    | 27.38  | 27.53   | 57.59   | 79.00   |
| Price on 31 Dec.                     | FIM       | 84.00    | 45.67  | 18.86   | 39.71   | 83.40   |

<sup>&</sup>lt;sup>\*)</sup> Figures for 1994 are adjusted for the diluting effect of the convertible bond loan. <sup>\*\*)</sup> Proposal of the Board of Directors.

#### **CALCULATION OF SHARE INDICATORS:**

| Earnings per share                   | = | Profit/loss before extraordinary items - minority interest on profit for the period + minority interest on loss for period - taxes  Average number of shares adjusted |
|--------------------------------------|---|---|
| Overall result per share             | = | Profit/loss before extraordinary items - taxes  Average number of shares adjusted   |
| Nominal dividend per share           | = | Dividend per share approved by AGM. For last year, this was the Board's proposal to the AGM.  |
| Adjusted dividend per share          | = | Dividend per share for accounting period Adjusted number of share on 31 Dec.  |
| Effective dividend yield (%)         | = | Adjusted dividend per share  Adjusted number of share on 31 Dec.  x 100   |
| Price/earnings (P/E) ratio           | = | Adjusted share price on 31 Dec.  Earnings per share   |
| Shareholders' equity per share       | = | Shareholders' equity + accumulated appropriations Adjusted number of shares on 31 Dec.  |
| Market capitalization of share stock | = | Number of shares x share price on 31 Dec.   |

#### **GROUP ADMINISTRATION**

Group Executive Board of Aamulehti Corporation: Matti Packalén (top left), Pekka Junnila, Esa Norhomaa, Ritva Sallinen, Eero Mörä, Jaakko Nieminen and Risto Takala.

#### **GROUP EXECUTIVE BOARD**

#### Chairman

Matti Packalén, President and CEO

#### **Newspaper Division**

Pekka Junnila, Executive Vice President

#### **Alprint**

Risto Takala, Executive Vice President

#### Corporate Development

Jaakko Nieminen, Senior Vice President

#### Aldata, Alexpress

Esa Norhomaa, Senior Vice President

#### **Finance**

Ritva Sallinen, Senior Vice President

#### **General Counsel**

Eero Mörä, Secretary to the Group

Executive Board

#### **GROUP ADMINISTRATION**

#### **SUPERVISORY BOARD ON 1 JANUARY 1995**

|                                     | Terr   | m of Office  |
|-------------------------------------|--|--|
|                                     |  |  |
|                                     | Valkeakoski  | 1995-97  |
|                                     |  |  |
| Tampere University of Technology    | Tampere  | 1995-97  |
|                                     |  |  |
| OKOBANK Oy                          | Helsinki   | 1995-97  |
|                                     | Pälkäne  | 1994-96  |
| Employee representative             | Tampere  | 1994-96  |
|                                     | Tampere  | 1994-96  |
| Employee representative             | Tampere  | 1994-96  |
| Union Bank of Finland               | London   | 1993-95  |
|                                     |  |  |
| Kone Corporation                    | Helsinki   | 1993-95  |
|                                     | Helsinki   | 1993-95  |
|                                     |  |  |
| Tapiola Insurance Group             | Helsinki   | 1993-95  |
| Suomen Messut Osuuskunta            | Helsinki   | 1994-96  |
|                                     | Helsinki   | 1993-95  |
| Savings Bank of Finland-SBF Ltd     | Tampere  | 1994-96  |
| Huhtamäki Group                     | Kauniainen   | 1993-95  |
| Lemminkäinen Oy                     | Helsinki   | 1993-95  |
| Employee representative             | Tampere  | 1994-96  |
| Varma Mutual Insurance Company      | Tampere  | 1993-95  |
| Pohjola Group                       | Helsinki   | 1995-97  |
|                                     | Helsinki   | 1993-95  |
| Werner Söderström Osakeyhtiö - WSOY | Helsinki   | 1993-95  |
|                                     | Helsinki   | 1994-96  |
|                                     | Tampere  | 1994-96  |
|                                     | OKOBANK Oy  Employee representative  Employee representative Union Bank of Finland  Kone Corporation  Tapiola Insurance Group Suomen Messut Osuuskunta  Savings Bank of Finland-SBF Ltd Huhtamäki Group Lemminkäinen Oy Employee representative Varma Mutual Insurance Company Pohjola Group | Tampere University of Technology  Tampere  OKOBANK Oy  Helsinki  Pälkäne Tampere Tampere Tampere Tampere Union Bank of Finland  Kone Corporation  Kone Corporation  Helsinki Helsinki  Tapiola Insurance Group Suomen Messut Osuuskunta  Helsinki Savings Bank of Finland-SBF Ltd Huhtamäki Group Lemminkäinen Oy Helsinki Employee representative Varma Mutual Insurance Company Pohjola Group Helsinki |

Professor resigned from the Supervisory Board on 10 January 1994. Olli Parola and Erkki Solja resigned from the Supervisory Board on being elected to the Board of Directors of Aamulehti Corporation on 1 January 1995.

#### **BOARD OF DIRECTORS FROM I JANUARY 1995**

|                                      |                    | Term        | of Office |
|--------------------------------------|--------------------|-------------|-----------|
| Chairman                             |                    |             |           |
| Axel Cedercreutz, Industrial Councel |                    | Tampere     | 1994-96   |
| Deputy Chairman                      |                    |             |           |
| Yrjö Niskanen, President,            |                    |             |           |
| Chairman of the Boards               | Pohjola Group      | Helsinki    | 1994-96   |
| Matti Häkkinen, LL.B.                |                    | Tampere     | 1995-97   |
| Olli Parola, President and CEO       | United Paper Mills | Valkeakoski | 1995-97   |
| Erkki Solja, President               | Kiilto Oy          | Pirkkala    | 1995      |
|                                      |                    |             |           |

Olli Parola was elected for the period 1995-1997 in place of Sampsa Aaltio, who was in turn for retirement at the end of the year. Erkki Solja was elected for 1995 in place of Aarto Heinonen, who resigned during his term of office.

#### **BOARD OF DIRECTORS UNTIL 31 DECEMBER 1994**

| Chairman   |               |                     |                    |
|--|---------------|---------------------|--------------------|
| Axel Cedercreutz, President and CEO                  | Tamfelt Oy    | Tampere             | 1994-96            |
| Deputy Chairman                                      |               | _                   |                    |
| Aarto Heinonen, LL.B.                                |               | Helsinki            | 1993-95            |
| Sampsa Aaltio, B.Sc. (Agr.)<br>Matti Häkkinen, LL.B. |               | Lempäälä<br>Tampere | 1992-94<br>1995-97 |
| Yrjö Niskanen, President,<br>Chairman of the Boards  | Pohjola Group | Helsinki            | 1994-96            |

#### AUDITORS DEPUTY AUDITORS

KPMG Wideri Oy Ab, Authorized Public Accountants Veijo Kantee, B.Sc. (Econ.)

Matti Sulander, Authorized Public Accountant Timo Sivula, LL.M. Seppo Suuripää, Authorized Public Accountant

#### **GROUP STRUCTURE ON I MARCH 1995**

#### **NEWSPAPER DIVISION**

ALY-Lehdet Oy Kustannus Oy Aamulehti Kustannusosakeyhtiö Iltalehti Kustannusosakeyhtiö Kauppalehti Suomen Paikallissanomat Oy

## **AAMULEHTI CORPORATION**

#### **PARENT COMPANY**

## ALPRINT GRAPHICS DIVISION

Alprint Oy Algraphics Oy Suomalainen Lehtipaino Oy Tampereen Kirjapaino Oy Paragon Oy

# ALDATA INFORMATION TECHNOLOGY DIVISION

Suomen Aldata Oy Data Check Oy Nordic Team Hotel and Travel Systems Oy Tietovoima Oy

## ALEXPRESS DIGITAL DELIVERY

Alexpress Oy Tampereen Seudun Paikallisradio Oy Tampereen Viestintä Oy

#### **AAMULEHTI GROUP**

Head office Patamäenkatu 7, Tampere Postal address: P.O. BOX 327 FIN-33101 Tampere, Finland Tel. +358-31-266 6111 Telefax +358-31-266 6840 President and CEO Matti Packalén

- Helsinki Aleksanterinkatu 9, Helsinki Postal address: P.O. BOX 140 FIN-00101 Helsinki, Finland Tel. +358-0-507 71 Telefax +358-0-507 8720

- Vantaa Vetotie 3, Vantaa Postal address: P.O. BOX 139 FIN-00101 Helsinki, Finland Tel. +358-0-507 71 Telefax +358-0-507 8555

#### Internet:

etunimi.sukunimi@aamulehti.mailnet.fi X.400:

/G=etunimi /S=sukunimi /P=aamulehti /A=mailnet/C=FI

#### **NEWSPAPER DIVISION**

Patamäenkatu 7, Tampere Postal address: P.O. BOX 327 FIN-33101 Tampere, Finland Tel. +358-31-266 6111 Telefax +358-31-266 6840 President Pekka Junnila

ALY-Lehdet Oy

Patamäenkatu 7, Tampere Director of Finance Timo Vesalainen

**Kustannus Oy Aamulehti** Patamäenkatu 7, Tampere Postal address: P.O. BOX 327 FIN-33101 Tampere, Finland Tel. +358-31-266 6111 Telefax +358-31-266 6840, administration +358-31-266 6259, 266 6199, 266 6189, editorial office +358-31-266 6606, advertisements President Pekka Junnila Editor-in-Chief until 14 March 1995 Raimo Seppälä Editor-in-Chief from 15 March 1995

- Helsinki editorial office Aleksanterinkatu 9, FIN-00100 Helsinki, Finland Tel. +358-0-507 71 Telefax +358-0-175 390

Hannu Olkinuora

- Hämeenlinna office Rauhankatu 2 H 106, FIN-13100 Hämeenlinna, Finland Tel. +358-17-682 4868 Telefax +358-17-612 2307 Tel. +358-37-584 2370, Valkeakoski Telefax +358-37-584 2780
- Jämsä office Säterintie 16, FIN-42100 Jämsä, Finland Tel. +358-42-718 892 Telefax +358-42-718 891, Jämsä Tel. and telefax +358-34-474 7367, Mänttä Tel. and telefax +358-34-552 08, Virrat
- Pohjois-Satakunta office Postal address: P.O. BOX 47 FIN-39701 Parkano, Finland Tel. and telefax +358-33-448 2011

- Vammala office Puistokatu 28, FIN-38200 Vammala, Finland Tel. +358-32-511 2382, 514 3382, 514 1406 Telefax +358-32-514 2048

#### Kustannusosakeyhtiö Iltalehti

Postal address: P.O. BOX 372 FIN-00101 Helsinki, Finland Tel. +358-0-507 721 President Pekka Junnila Editor-in-Chief Pekka Karhuvaara

Editorial office: Aleksanterinkatu 9, Helsinki Telefax +358-0-174 313 Marketing: Vetotie 3, Vantaa Telefax +358-0-507 8674, mediamarketing +358-0-566 1326, newspapermarketing +358-0-636 262, sales

#### Kustannusosakeyhtiö Kauppalehti

Postal address: P.O. BOX 189 FIN-00101 Helsinki, Finland Tel. +358-0-507 81 President Pekka Junnila Editor-in-Chief, Publisher Lauri Helve

Editorial office: Aleksanterinkatu 9, Helsinki Telefax +358-0-5078 419, 660 383 Circulation and advertisement marketing: Vetotie 3, Vantaa Telefax +358-0-507 8675, 566 5940, 507 8683

#### Suomen Paikallissanomat Oy

Patamäenkatu 7, Tampere Postal address: P.O. BOX 362 FIN-33101 Tampere, Finland Tel. +358-31-266 6111 Telefax +358-31-266 6433 President Jorma Valkama

- Koillis-Häme Säterintie 16, Jämsä Postal address: P.O. BOX 5 FIN-42101 Jämsä, Finland Tel. +358-42-717 6200 Telefax +358-42-718 029 Editor Kari Juutilainen
- Koillis-Lappi Hallituskatu 1, Kemijärvi Postal address: P.O. BOX 19 FIN-98101 Kemijärvi, Finland Tel. +358-692-813 901 Telefax +358-692-812 525 Editor Henna Jartti

- Kurun Sanomat Suittilahdentie 1, Kuru Postal address: P.O. BOX 25 FIN-34301 Kuru, Finland Tel. +358-34-473 3432 Telefax +358-34-473 3680 Editor Martti Jaatinen
- Nokian Uutiset Välimäenkatu 23, Nokia Postal address: P.O. BOX 13 FIN-37101 Nokia, Finland Tel. +358-31-341 2122 Telefax +358-31-341 2455 Editor Martti Jaatinen
- Pyhäjokiseutu Sampsankatu 1, Oulainen Postal address: P.O. BOX 1 FIN-86301 Oulainen, Finland Tel. +358-83-479 5111 Telefax +358-83-479 5125 Editor Marjaana Knuutila
- Raahelainen Fellmaninpuistokatu 4, Raahe Postal address: P.O. BOX 12 FIN-92101 Raahe, Finland Tel. +358-82-223 8855 Telefax +358-82-222 200 Editor Terttu Norio
- Raahen Seutu Fellmaninpuistokatu 4, Raahe Postal address: P.O. BOX 61 FIN-92101 Raahe, Finland Tel. +358-82-222 830 Telefax +358-82-220 702 Editor Martti Nousiainen
- Suur-Keuruu Isokiventie 1, Keuruu Postal address: P.O. BOX 31 FIN-42701 Keuruu, Finland Tel. +358-43-773 111 Telefax +358-43-772 819 Editor Erkki Ihanainen

#### **ALPRINT**

Vetotie 3, Vantaa Postal address: P.O. BOX 139 FIN-00101 Helsinki, Finland Tel. +358-0-507 71 Telefax +358-0-507 8505 President Risto Takala

**Alprint Oy** Vetotie 3, Vantaa Tel. +358-0-507 71 Telefax +358-0-507 1115 Director of Finance Tapio Korpela

#### Algraphics Oy

Teerivuorenkatu 5, FIN-33300 Tampere, Finland Tel. +358-31-266 6911 Telefax +358-31-266 6955 President Jussi Avellan

- Sales and marketing: Vetotie 3, Vantaa Postal address: P.O. BOX 564 FIN-00101 Helsinki, Finland Tel. +358-0-507 8730 Telefax +358-0-566 4758 Marketing Director Seppo Virtanen
- Tampereen Arpatehdas Teerivuorenkatu 5, FIN-33300 Tampere, Finland Tel. +358-31-266 6911 Telefax +358-31-266 6955 Sales Director Erkki Harju
- Tenprint Sähkötie 1, Vantaa Postal address: P.O. BOX 126 FIN-01511 Vantaa, Finland Tel. +358-0-870 2699 Telefax +358-0-870 2930 Director Markku Antikainen
- Hyvinkään Kirjapaino Niinistönkatu 1, Hyvinkää Postal address: P.O. BOX 106 FIN-05801 Hyvinkää, Finland Tel. +358-14-485 120 Telefax +358-14-485 108 Director Pekka Sälpäkivi

- Tamprint Patamäenkatu 7, Tampere Postal address: P.O. BOX 824 FIN-33101 Tampere, Finland Tel. +358-31-266 6500 Telefax +358-31-266 6367 Director Erkka Vuorinen
- Reprotalo Itälahdenkatu 22 b C, Helsinki Postal address: P.O. BOX 35 FIN-00211 Helsinki, Finland Tel. +358-0-692 2544 Telefax +358-0-692 4911 Director Erkka Vuorinen

Suomalainen Lehtipaino Oy Vetotie 3, Vantaa Postal address: P.O. BOX 979 FIN-00101 Helsinki, Finland Tel. +358-0-507 82 Telefax +358-0-507 7258 President Heikki Salonen

- Jämsän lehtipaino Säterintie 16, Jämsä Postal address: P.O. BOX 9 FIN-42101 Jämsä, Finland Tel. +358-42-717 6500 Telefax +358-42-718 030, administration +358-42-718 107, production
- Pyhäjokiseudun Kirjapaino Sampsankatu 1, Oulainen Postal address: P.O. BOX 1 FIN-86301 Oulainen, Finland Tel. +358-83-479 5211 Telefax +358-83-479 5212

Tampereen Kirjapaino Oy Patamäenkatu 7, Tampere Postal address: P.O. BOX 327 FIN-33101 Tampere, Finland Tel. +358-31-266 6111 Telefax +358-31-266 6544 President Juha Punnonen

Paragon Oy Myllypurontie 1, Helsinki Postal address: P.O. BOX 21 FIN-00921 Helsinki, Finland Tel. +358-0-342 00 Telefax +358-0-342 0298 President Sampo Salonen

- Sales offices: Patamäenkatu 7, Tampere Postal address: P.O. BOX 823 FIN-33101 Tampere, Finland Tel. +358-31-266 6550 Telefax +358-31-266 6557
- Puistokatu 3 A 7, FIN-40100 Jyväskylä, Finland Tel. +358-41-218 155 Telefax +358-41-211 044
- Kotiharjuntie 13, FIN-45100 Kouvola, Finland Tel. +358-51-371 0172 Telefax +358-51-371 0181

Dora-sales Kotiharjuntie 13, FIN-45100 Kouvola, Finland Tel. +358-18-777 3811 Telefax +358-18-777 4206

- Paragon-Tarra Oy Myllypurontie 1, Helsinki Postal address: P.O. BOX 21 FIN-00921 Helsinki, Finland Tel. +358-0-342 00 Telefax +358-0-349 7329 Director Mika Vihervuori

Paraprint AS Laki 5 EE-0006 Tallinn, Estonia Tel. +372-656 3076 Telefax +372-656 3280

#### **ALDATA**

Vetotie 3, 01610 Vantaa Postal address: P.O. BOX 266 FIN-00101 Helsinki, Finland Tel. +358-0-507 831 Telefax +358-0-507 8877 President Esa Norhomaa

Suomen Aldata Oy Vetotie 3, 01610 Vantaa Postal address: P.O. BOX 266 FIN-00101 Helsinki, Finland Tel. +358-0-507 831 Telefax +358-0-507 8877

Data Check Oy Ruosilankuja 3 E, FIN-00390 Helsinki, Finland Tel. +358-0-543 066 Telefax +358-0-546 652 President Jarmo Kalliola

President Esa Norhomaa

Nordic Team Hotel and Travel Systems Oy

Postal address: P.O. BOX 266 FIN-00101 Helsinki, Finland Tel. +358-0-507 833 Telefax +358-0-507 8877 President Esa Norhomaa

- Nordic Team Finland Oy Lemminkäisenkatu 14 - 18, Turku Postal address: P.O. BOX 55 FIN-20521 Turku, Finland Tel. +358-21-241 0200 Telefax +358-21-2518 126 President Ari-Pekka Heiskala
- Nordic Team Sverige Ab Vallgatan 9, S-17141 Solna, Sverige Tel. +46-8-850 070 Telefax +46-8-852 806 President Ulf Hellberg
- Nordic Team Norge AS Konghellegata 3, N-0569 Oslo, Norge Tel. +47-22-383 000 Telefax +47-22-382 308 President John Markant

#### Tietovoima Oy

Vetotie 3, 01610 Vantaa Postal address: P.O. BOX 266 FIN-00101 Helsinki, Finland Tel. +358-0-507 832 Telefax +358-0-507 8811 President Gunnar Nyström

- Customer service Verkkosaarenkatu 4, FIN-00580 Helsinki, Finland Tel. +358-0-765 422 Telefax +358-0-765 110
- Local technical services: Patamäenkatu 7, FIN-33900 Tampere, Finland Tel. +358-31-266 6010 Telefax +358-31-266 6005
- Topparoikankuja 9, FIN-60100 Seinäjoki, Finland Tel. +358-64-414 0423
- Tarkka-ampujankatu 14, FIN-90120 Oulu, Finland Tel. +358-81-311 8757 Telefax +358-81-311 8757

#### **ALEXPRESS**

Alexpress Oy

Kuninkaankatu 30, Tampere Postal address: P.O. BOX 327 FIN-33101 Tampere, Finland Tel. +358-31-266 6111 Telefax +358-31-266 6481 President Esa Norhomaa Tampereen Seudun Paikallisradio Oy

Radio Sataplus Kuninkaankatu 30 B, Tampere Postal address: P.O. BOX 55 FIN-33201 Tampere, Finland Tel. +358-31-266 6100 Telefax +358-31-266 6969 Director Erkki Syrjä Tampereen Viestintä Oy

Kuninkaankatu 30 B, Tampere Postal address: P.O. BOX 55 FIN-33201 Tampere, Finland Tel. +358-31-266 6100 Telefax +358-31-266 6969 Director Erkki Syrjä