

Annual General Meeting of Alma Media Corporation, 29 April 2020

CEO's Review

Kai Telanne





Financial Statements 2019

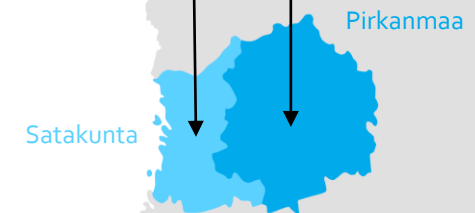
- On February 2020 Alma Media announced to sell regional news media business and printing operations to Sanoma Media Finland.
- Businesses to be divested are consequently reported as discontinued operations in Alma Media's 2019 financial reporting.
- In this CEO's presentation, all quarterly and FY figures, including corresponding periods in 2018, include both continuing and discontinued operations



Janakkalan Sanomat
 Jämsän Seutu
 Kankaanpään Seutu
 KVM-lehti
 Nokian Uutiset
 Rannikkoseutu
 Suur-Keuruu

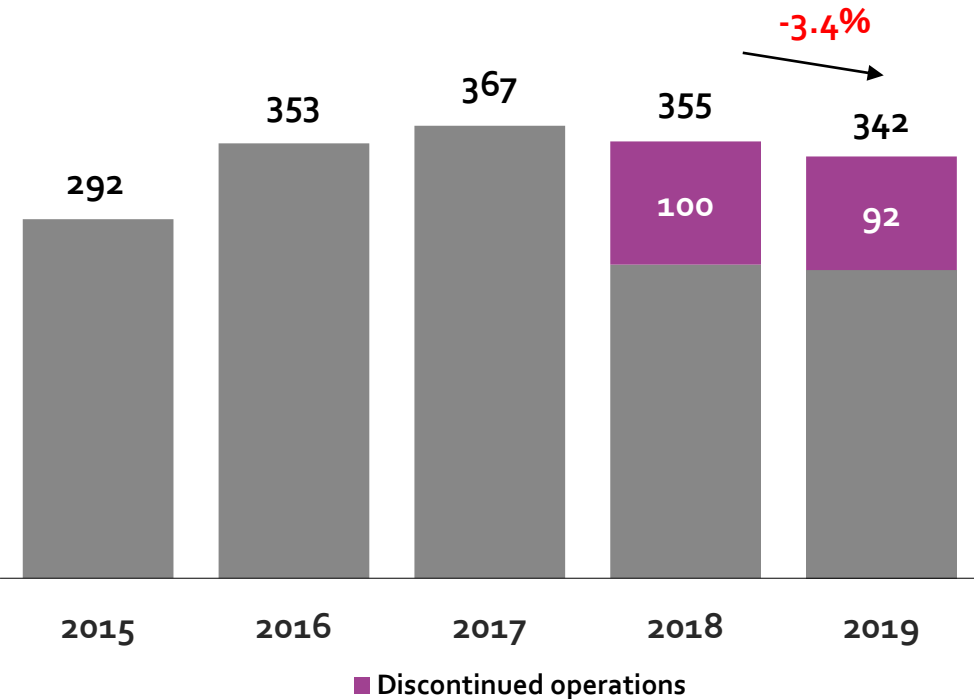
Merikarvia-lehti
 Sydän Satakunta
 Tyrvään Sanomat
 Valkeakosken Sanomat
 Jokilaakso
 Vekhari

 **ALMA** **media**

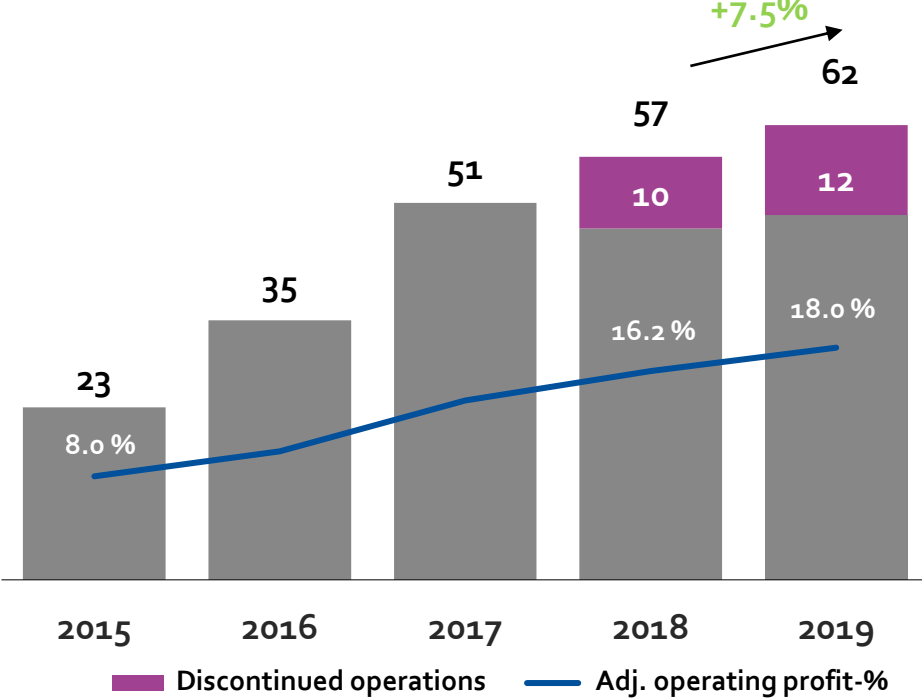


Revenue and adjusted operating profit

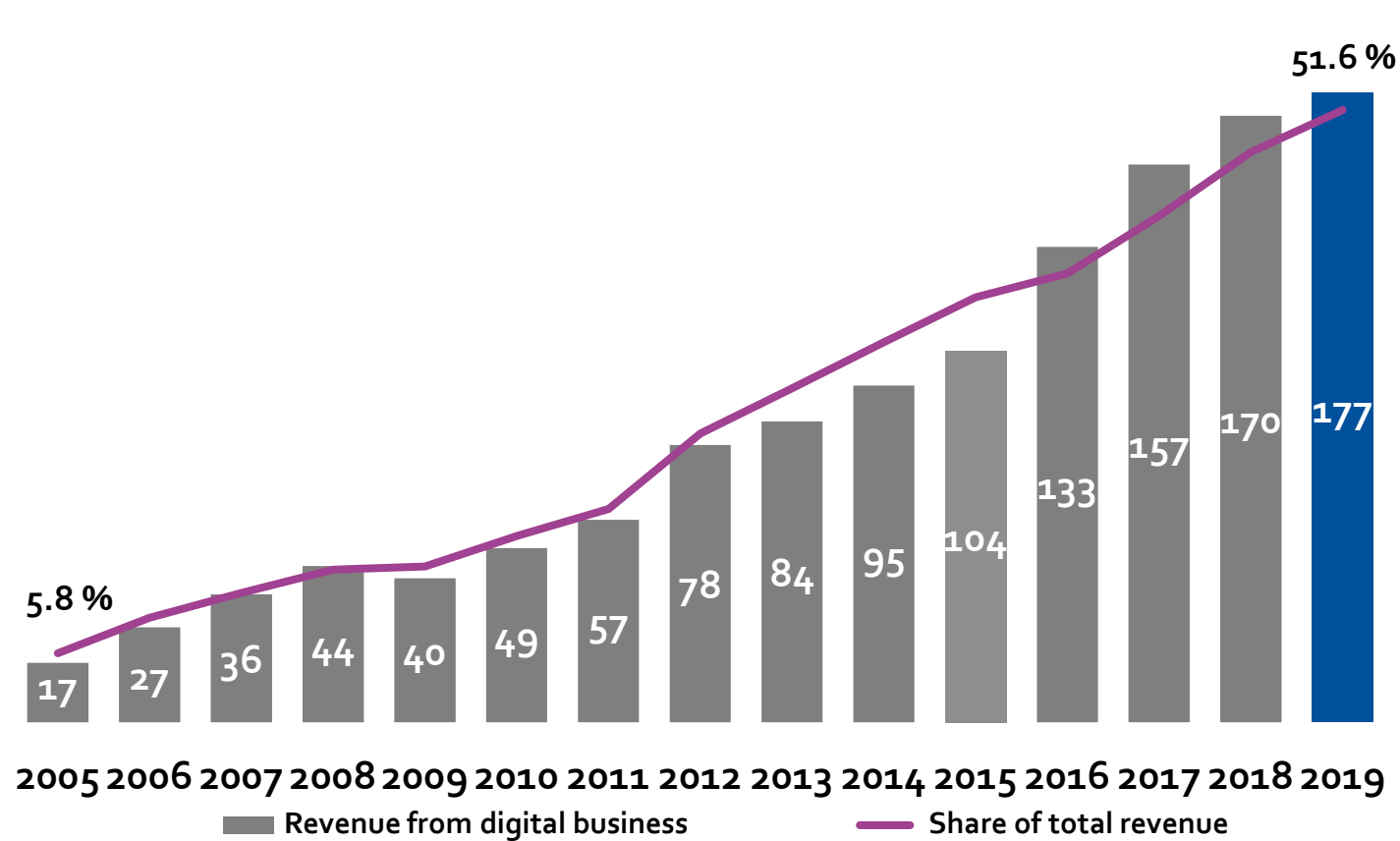
Development of revenue 2015–2019



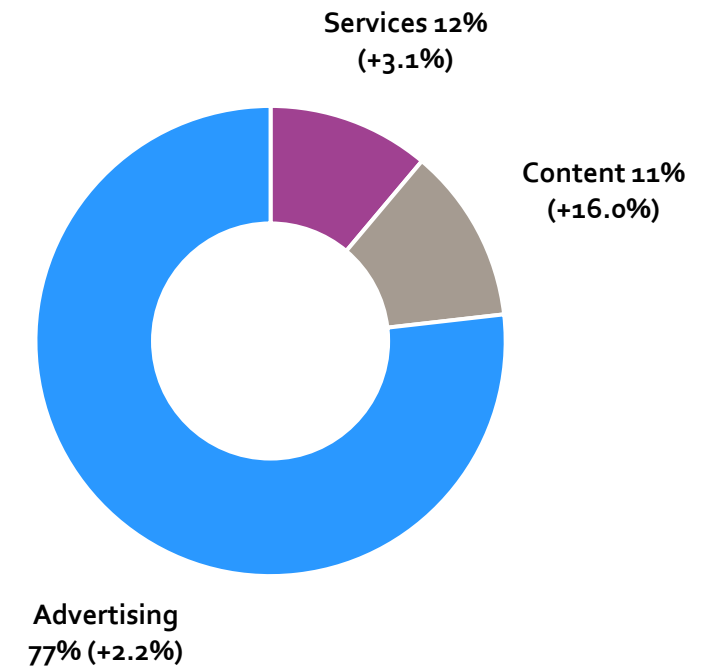
Development of adjusted operating profit 2015–2019



Share of digital business of Group revenue

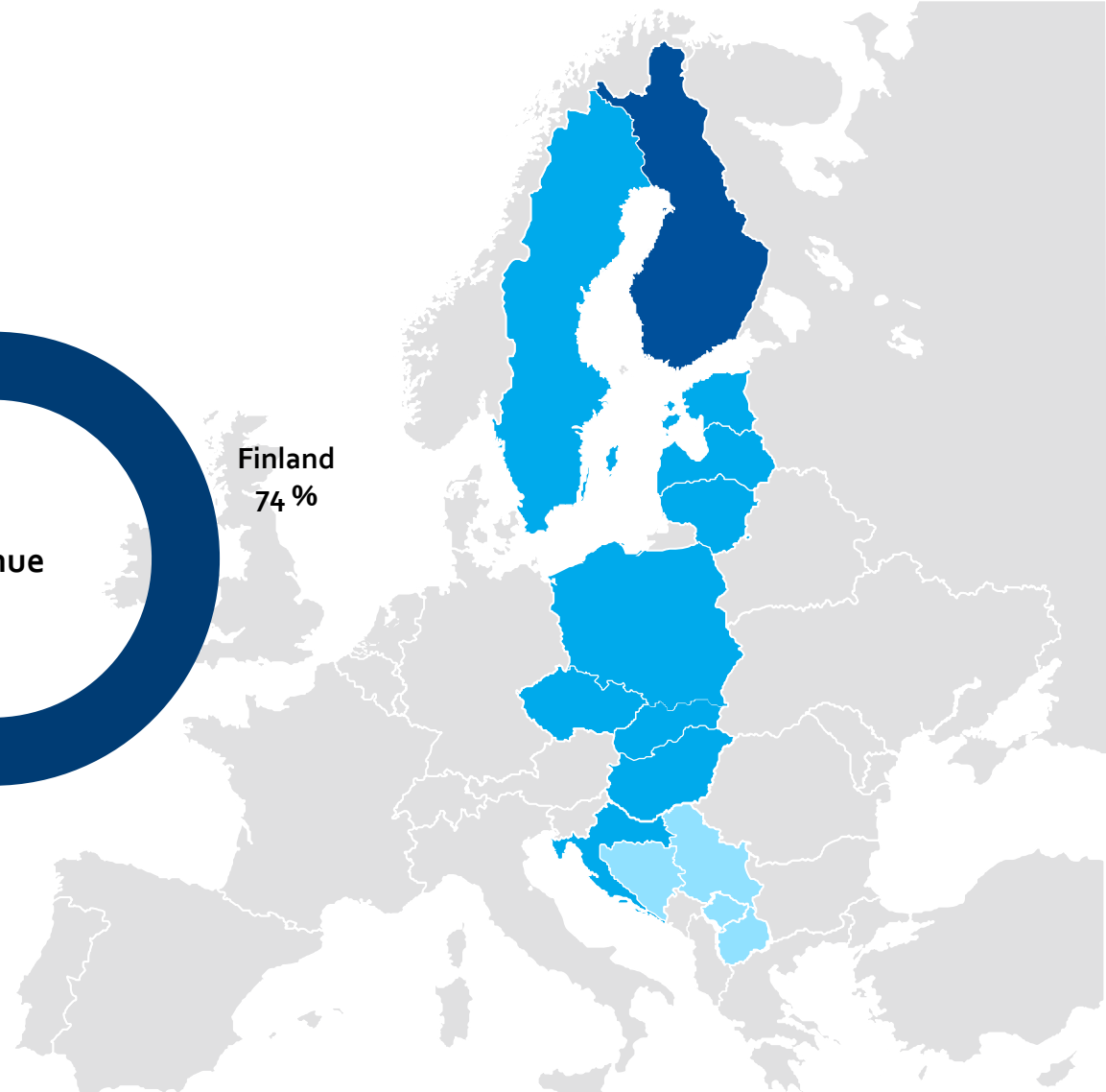
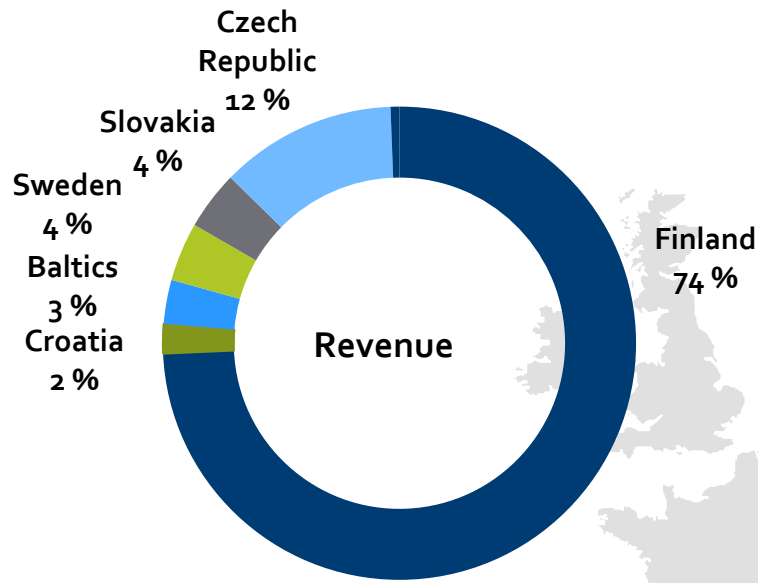


Including discontinued operations



Digital revenue split

International operations



Revenue 2019 %

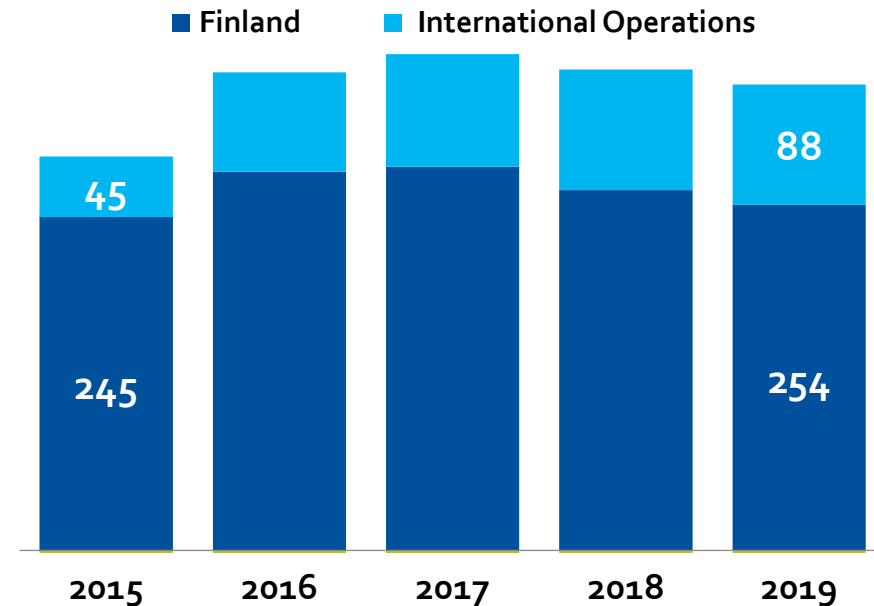
26/74

Adjusted operating profit 2019 %

49/51

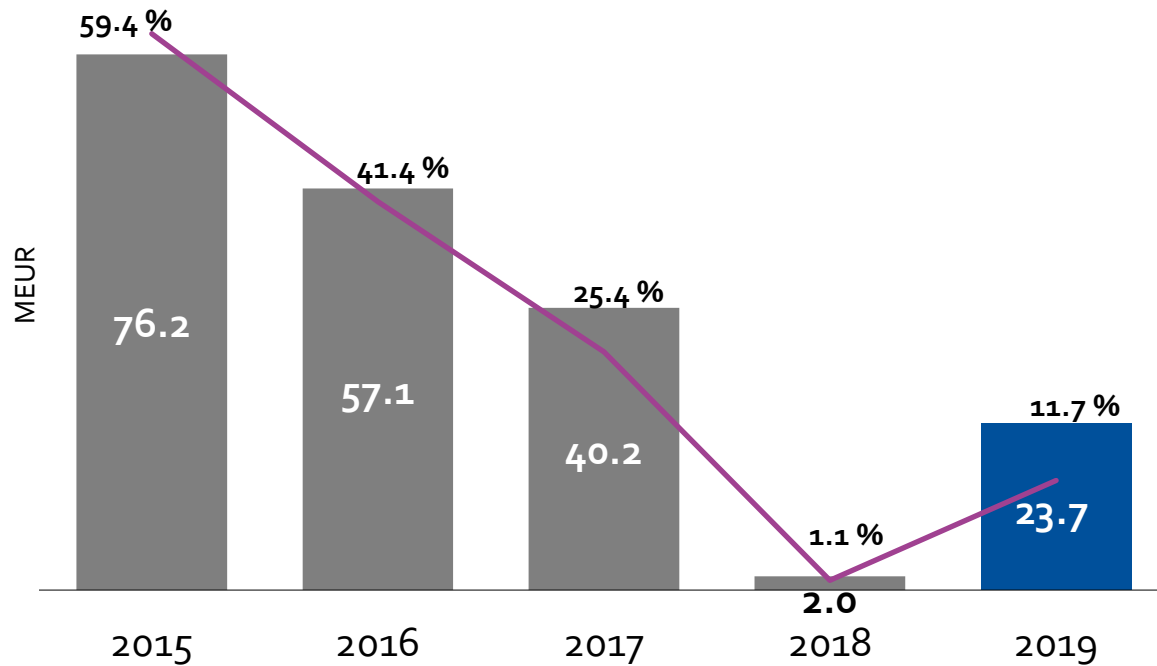
Employees 2019 %

34/66

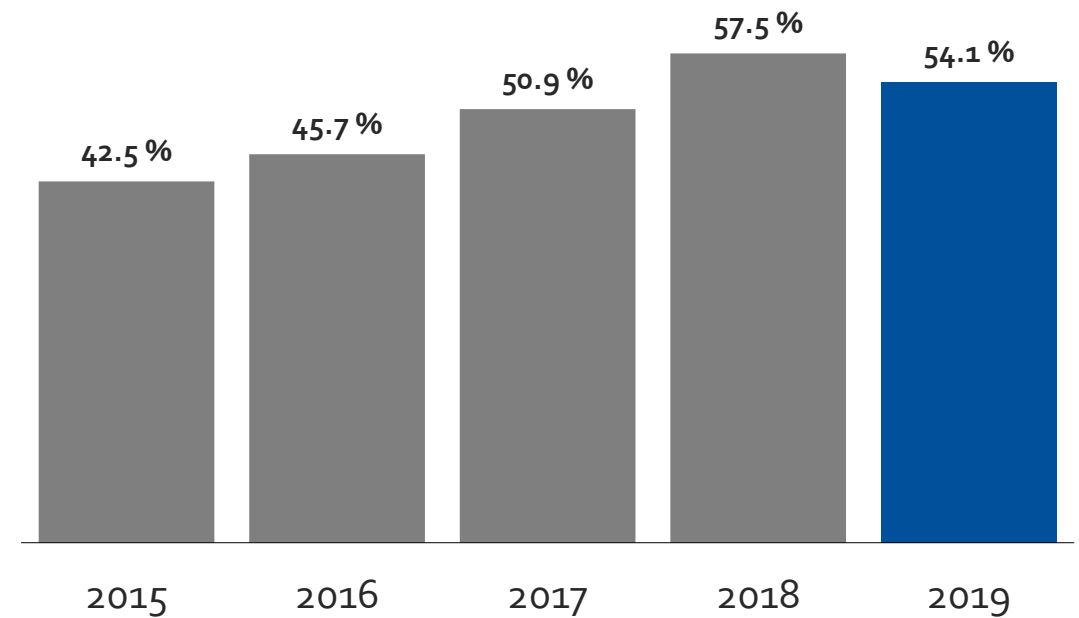


Net debt and gearing

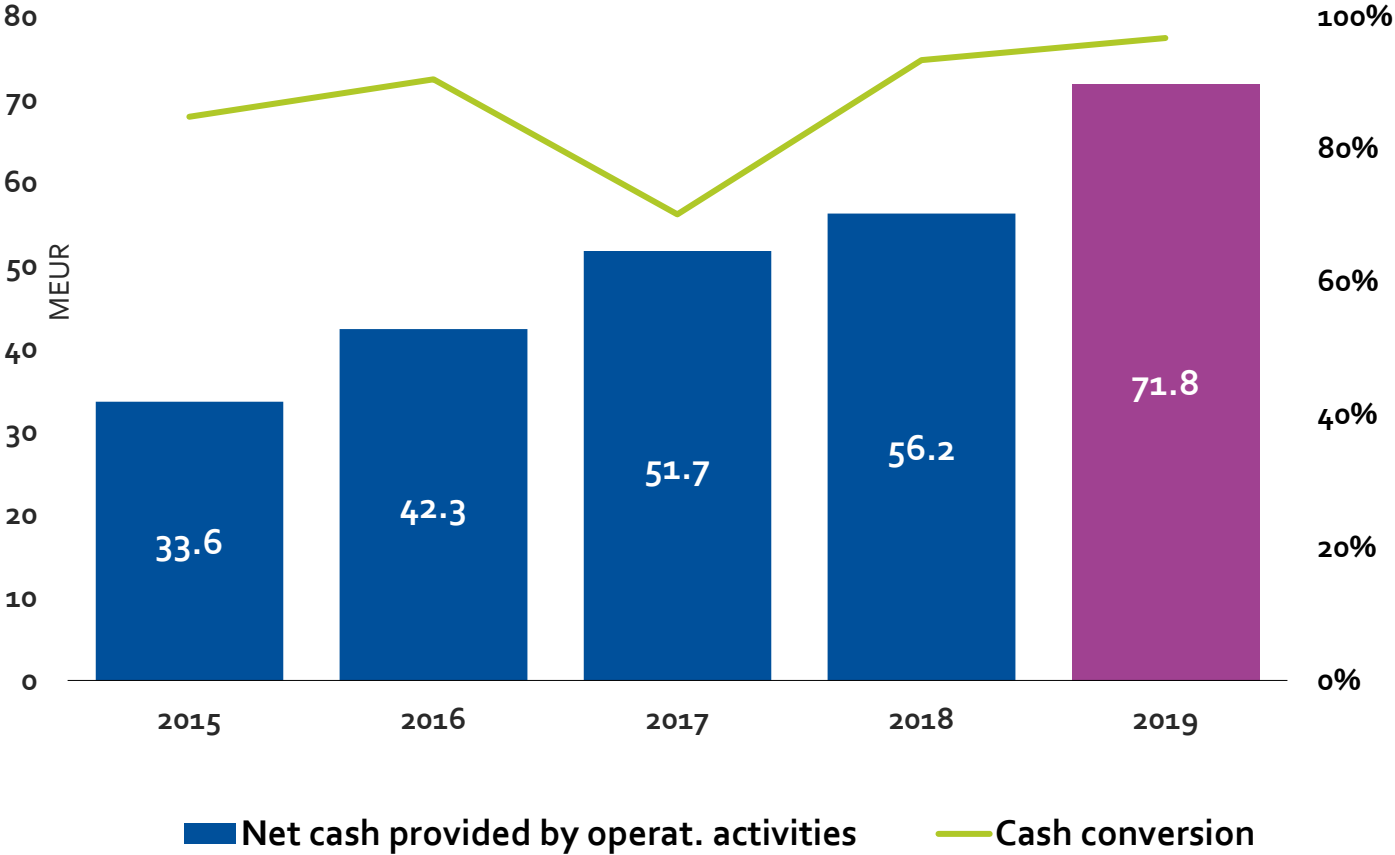
Net debt, MEUR and gearing, %
2015–2019



Equity ratio,
2015–2019



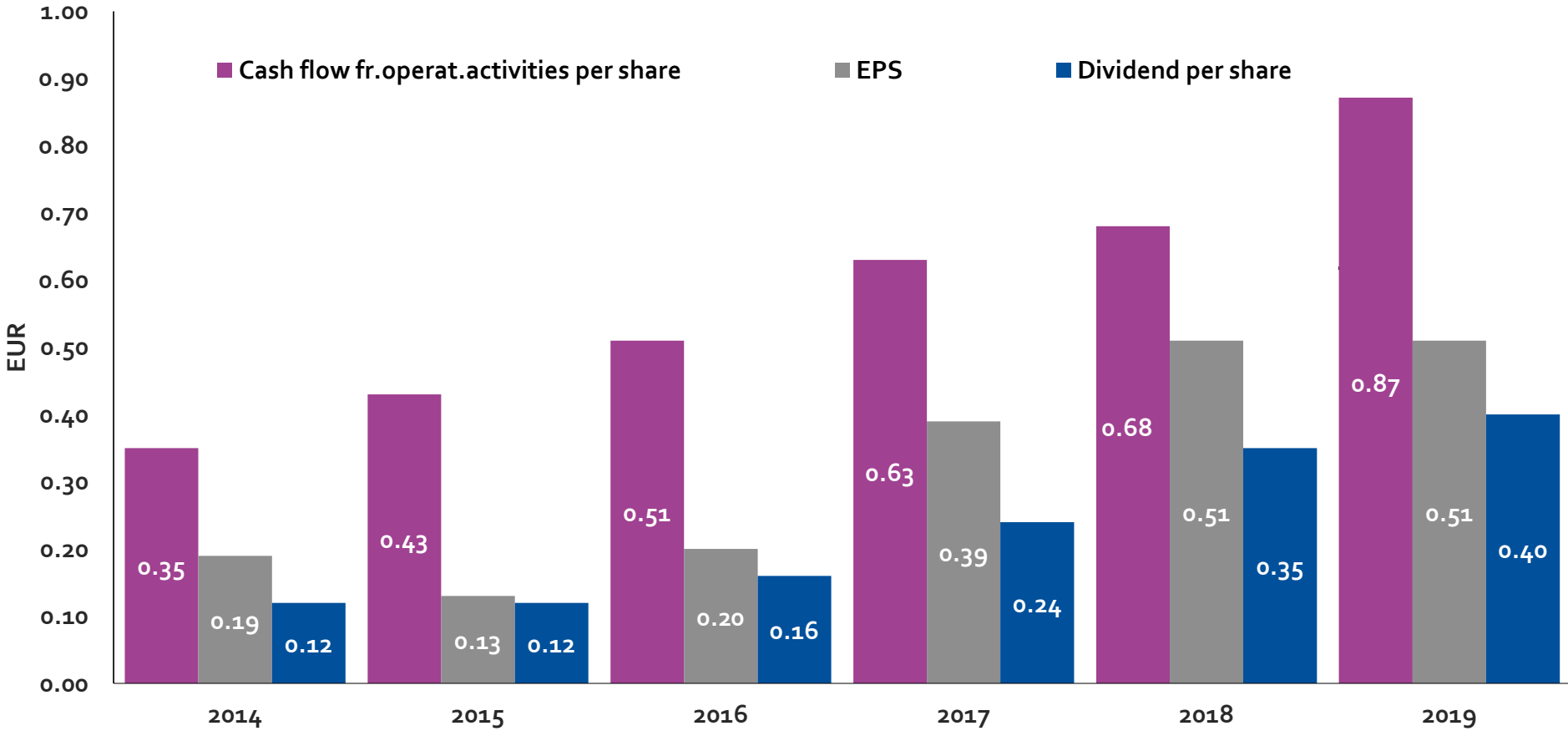
Cash flow and cash conversion



Cash conversion= (Adj. EBITDA-capex/ adj. EBITDA)



Cash flow, EPS and dividend

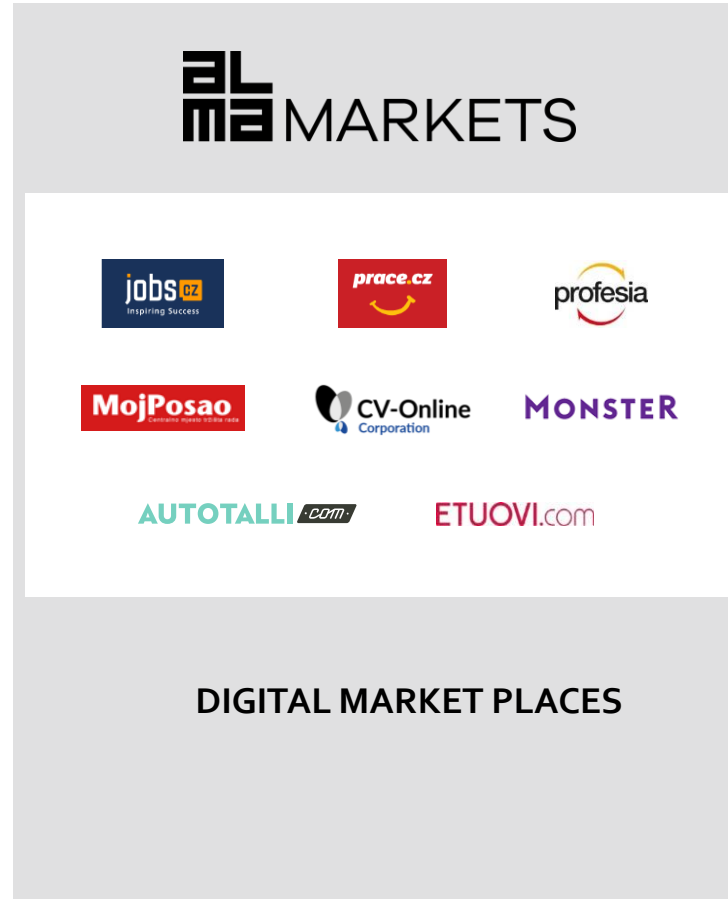
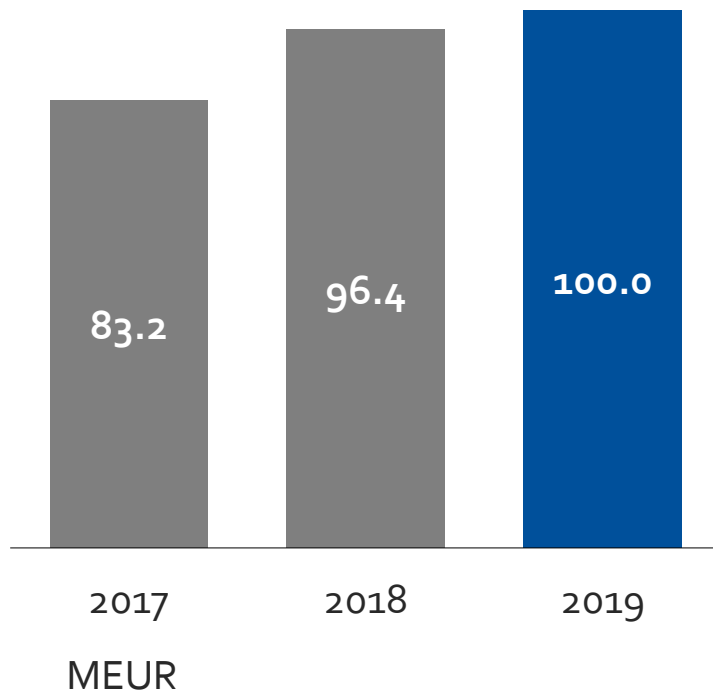


Effective dividend yield 2019: 5.0%

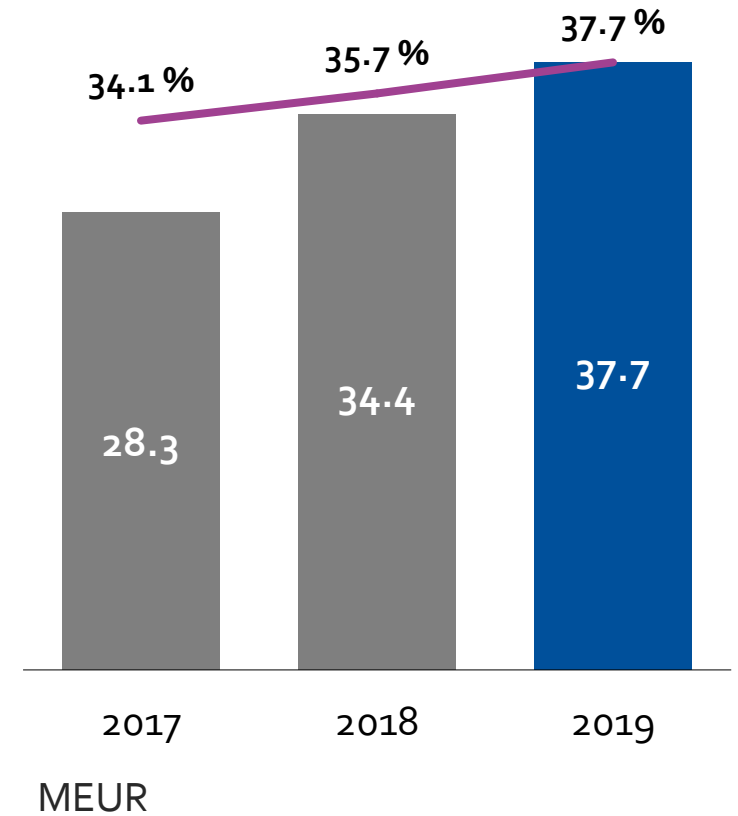


Alma Markets

Revenue

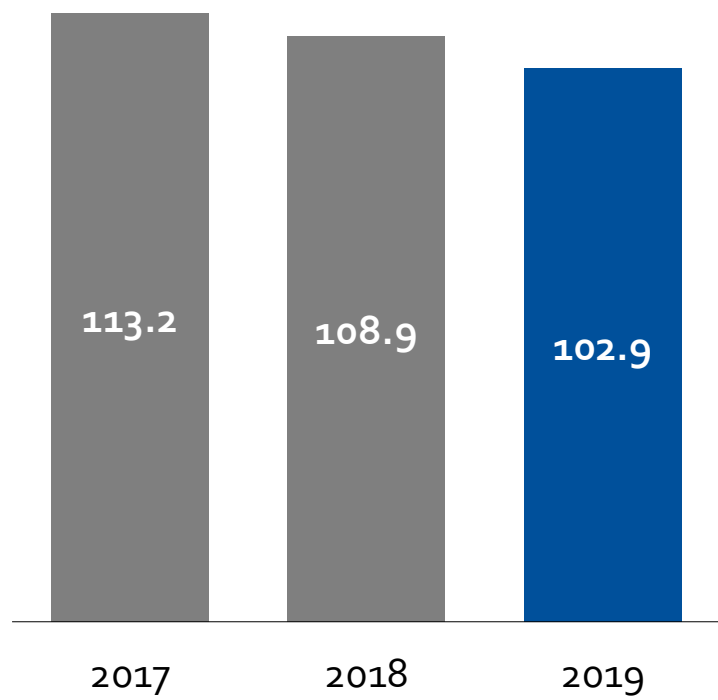


Adjusted operating profit

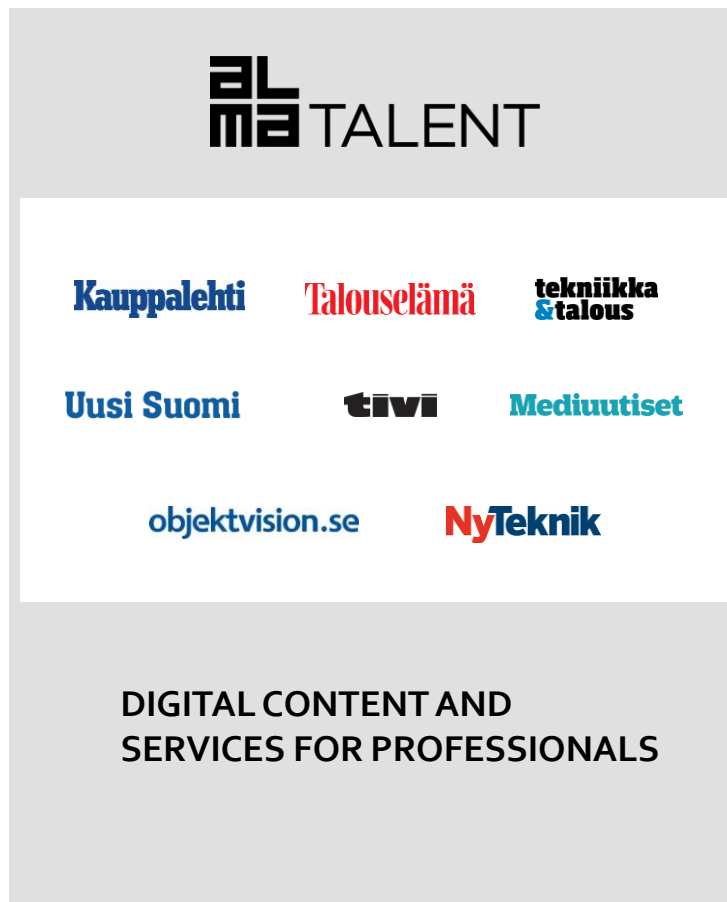


Alma Talent

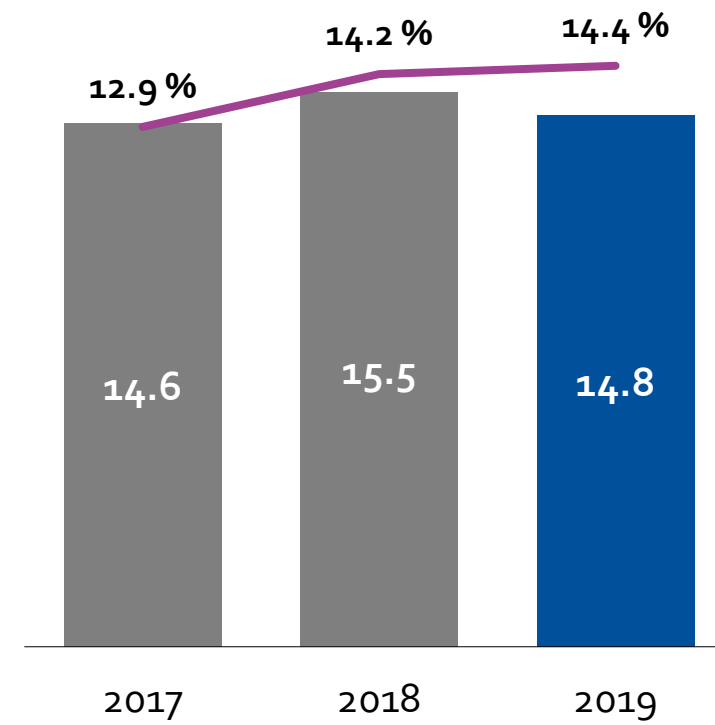
Revenue



MEUR



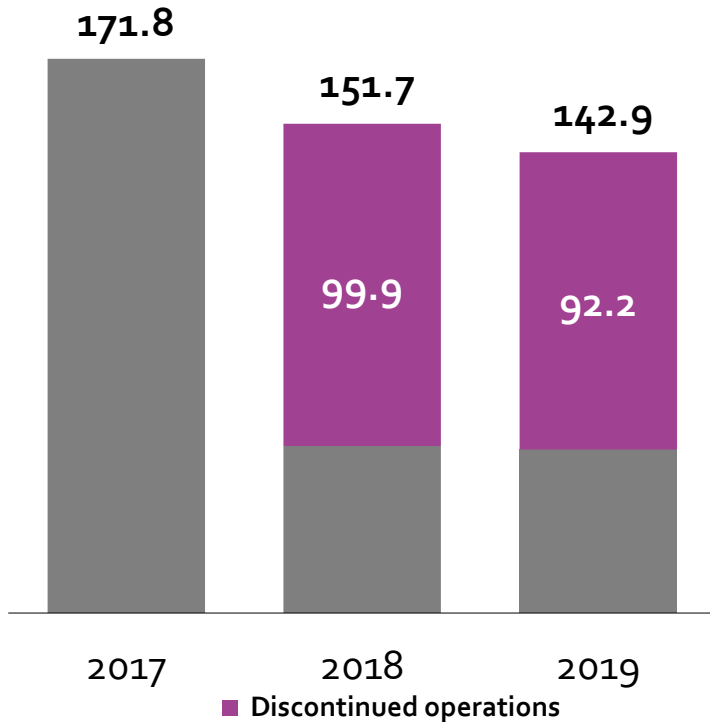
Adjusted operating profit



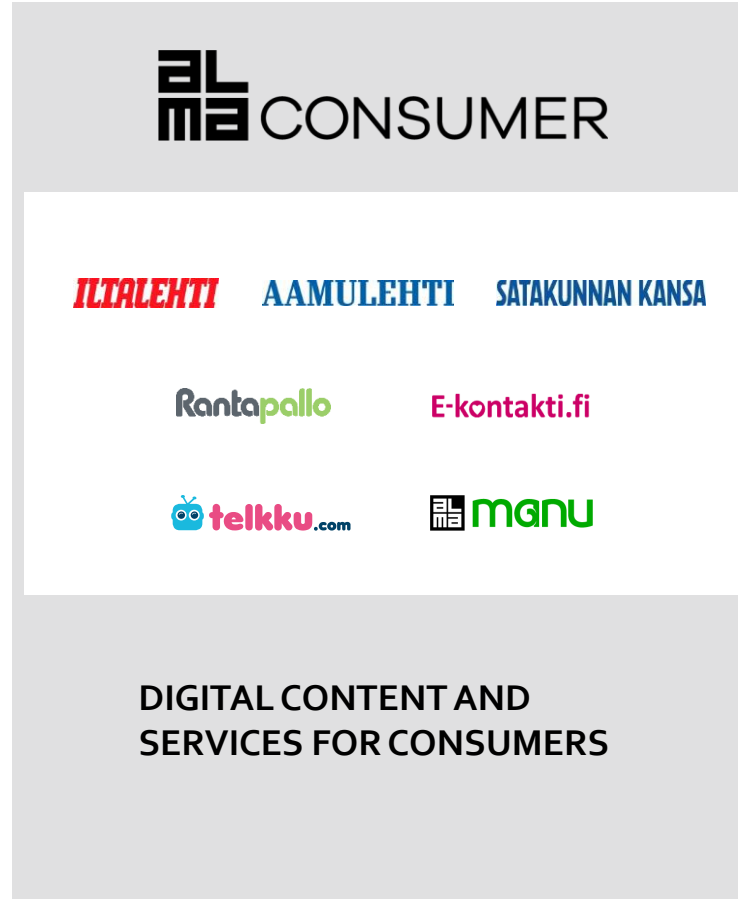
MEUR

Alma Consumer

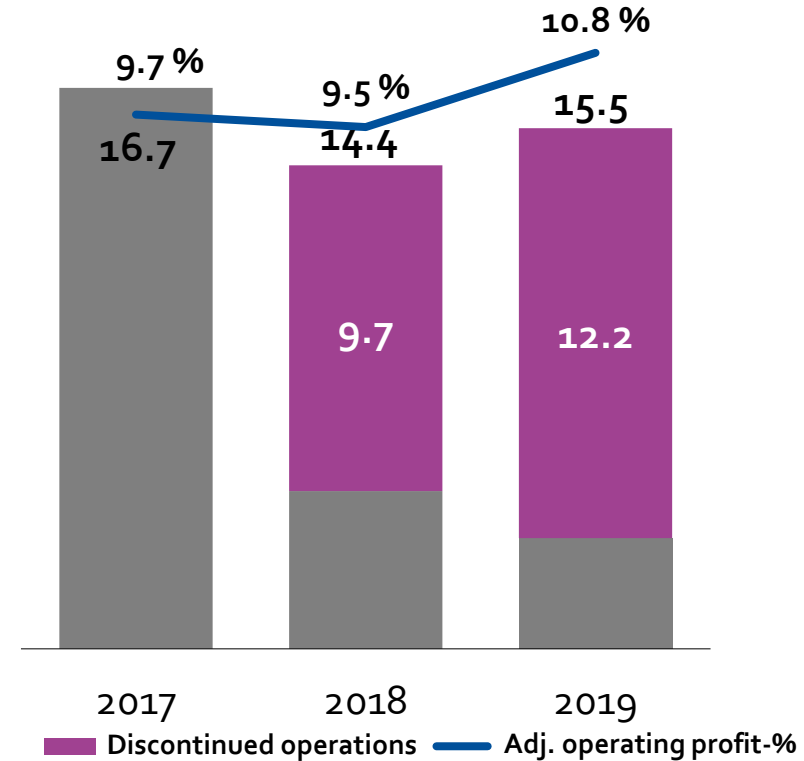
Revenue



MEUR



Adjusted operating profit



MEUR



Outlook For 2020

- The coronavirus epidemic and the related restrictive measures have resulted in a sudden change in Alma Media's operating environment, and uncertainty has increased to a significant degree.
- In the current exceptional circumstances, Alma Media considers visibility to be weak and the Group will not issue a guidance for 2020 at this stage.
- On 25 March, Alma Media withdrew the guidance previously given in February 2020.

A close-up photograph of a vibrant pink flower, possibly a chrysanthemum, set against a dark teal background. The flower is the central focus, with its many layers of petals clearly visible. Overlaid on the image is a complex digital network of thin, light blue lines connecting various points. Several of these points are marked with concentric white circles, resembling signal waves or nodes in a network. The overall aesthetic is futuristic and technological, suggesting a connection between nature and digital strategy.

STRATEGY

Building A Top-Tier European Digital Media And Service Company

2005-2010

Online becomes significant

Sale of MTV3
broadcasting

2010-2015

Growth and internationalisation of digital services

Acquisition of Central European digital recruitment marketplaces

2015-2020

Acceleration of growth utilising the possibilities of digital

Public bid of Talentum

2020-

New openings

Divestment of regional media business and printing operations

Sharpening strategic focus on digital

Growing marketplace business in Finland and internationally

Leveraging professional media and b2b-services

Developing national multi-channel consumer media and services

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