



Letter, Direct Marketing and Publication Services – Contract Prices

January 1, 2019

CONTENTS

Domestic Letter Services

Item Pricing.....	4
Payment and Mailing Methods that Affect the Price	4
Dimensions.....	4
Additional Services.....	4
Posti Economy Letter	5
Posti Economy Standard Letter Pro	5
Posti Priority Letter	5
Posti Priority Standard Letter.....	5
Posti Pre-Paid Envelope	5

International Letter Items

Item Pricing.....	8
Payment and Mailing Methods that Affect the Price	8
Tariff Zones	8
Dimensions.....	9
Additional Services.....	9
Posti Priority and Posti Economy Letter International.....	9

Publication Services

Item Pricing.....	11
Mailing Methods that Affect the Price.....	11
Dimensions.....	12
Additional Services	12
Nationwide Publication Delivery.....	13
Posti Publication, Nationwide Prices.....	13

Direct Marketing

Item Pricing.....	18
Mailing Methods that Affect the Price.....	18
Dimensions.....	18
Additional Services	18
Posti Customer Direct, Manually Sortable	19

Mail Receiving Services

Additional Services.....	20
Other Charges	20
Posti P.O. Box.....	20

Reply Mails

Reply Mail Services	22
Dimensions.....	22
Establishment Fee	22
Usage Fee.....	22

Other Services and Rates

Information Service	23
Pricing Service	23

SENDING VALUABLE ITEMS IN FINLAND

Item Pricing and Payment Methods	6
Dimensions.....	6
Additional Services	6
Posti Express Letter	7
Posti Registered Letter.....	7
Posti Letter with Advice of Delivery.....	7
Posti Insured Item	7
Pre-Paid Express Mail Envelope	7

Posti Pre-Paid Envelope International	9
Posti Pre-Paid Exprès Envelope	9

SENDING VALUABLE ITEMS INTERNATIONALLY

Item Pricing and Payment Methods	10
Dimensions.....	10
Posti Registered Letter International.....	10
Posti Letter with Advice of Delivery International....	10

Posti Magazine Pro, Nationwide Prices.....	14
Posti Newspaper, Nationwide Prices	15
Local Publication Delivery	16
Posti Daytime Publication Delivery.....	16
Posti Long-distance Publication Delivery.....	17
Bundled Items in Basic Delivery	17

Posti Customer Direct, Machine Sortable.....	19
Posti Home Direct, Unaddressed Delivery.....	19
Create and Send Printed Messages through Posti Contact	19

Posti Corporate Address.....	20
Posti Corporate Postal Code.....	21

Posti Economy Reply.....	22
Economy Reply, Coupon	22
Posti Insured Reply Mail.....	22
Posti Reply Mail International	22

Letter, Direct Marketing and Publication Services – Contract Prices January 1, 2019

These Contract Prices of Posti Ltd (hereinafter Posti) are valid from January 1, 2019, and replace the Contract Prices of June 6, 2018.

Value added tax

The tariffs and rates are quoted excluding VAT, unless otherwise stated. VAT valid at the time will be added to prices during invoicing.

No VAT is added to the tariffs and rates applying to mail addressed to the Åland Islands, special areas outside the European Union's excise and VAT zone and non-EU member states.

General basis for discounts

The prices and pricing principles of the services are defined service-specifically later in this Price List or in service-specific price lists. Discounts are calculated from the list prices valid at any given time and are determined on a service-specific basis.

The primary principle for discounts in domestic addressed letter and marketing items is the annual volume. The discount requires a separate agreement, mailing plan and advance information on mailing.

The annual volume discount for letters requires a specific minimum volume of annual items in accordance with the agreement or its price appendix. A written agreement will be made in advance at the beginning of the agreement period on the planned mailing items and their estimated annual volume.

In Publication Services, the primary principles for discounts are the number of publication times per annum (Posti Magazine Pro, Posti Newspaper, Posti Daytime Publication Delivery and Posti Long-distance Publication Delivery services) and the local reach of the publication (the Posti Daytime Publication Delivery service). The principles for discounts on Publication Services, are presented on page 11. Qualifying for the discount requires a separate agreement, placing an advance annual order, updating advance order information, and a mailing plan in the electronic service channel offered by Posti.

Discounts are determined service-specifically and the details of the basis for discounts may vary depending on the service. The basis for discounts is specified in more detail in the price lists of various services, customers' agreements, or the price appendices of such agreements. The actualization of the bases for discounts is monitored by Posti. If they differ from what has been agreed upon, Posti has the right to cancel any discount given / revise the discount level according to the actual level.

Further Information

Further information can be found at www.posti.fi.

Item Pricing

Pricing is based on the quantity and weight of items. The price also depends on the additional services used and the items' batch sizes. When the number of Posti Economy Standard Letters exceeds a million per year, please contact Posti's customer service.

Items that do not meet the specifications for Standard Letters will be handled and invoiced as Posti Economy or Posti Priority Letters.

Payment and Mailing Methods that Affect the Price

The selection of a payment and mailing method for letter items depends on the number of items or the need for using items.

Payment and mailing method	The number of items per day	Other factors affecting the choice
Invoicing on the basis of the mailing list	More than 100 items or large one-off batches	Product-specific mailing indication on the item.
Pre-Paid Envelope	More than 5 items or a varying number of items	Pre-order envelopes. Also convenient if your company operates in multiple locations around Finland.
Pricing Service	More than 20 items	You would like to delegate pricing to Posti.
Franking machine	More than 7 items	You would like to take care of pricing yourself.
A service account in Network's service channel	Rather a small number of items	An easy way to send electronic letters and e-invoices.
Creating and sending messages in the Kontakti web service	For individual or repeated small mailing batches	A quick, easy way to send cards, letters and advertisements.

Dimensions

Standard Letters (C5)

- minimum size E6 (110mm x 156mm)
- maximum size C5 (162mm x 229mm)
- maximum weight 50g
- thickness 0,2-5mm

Economy and Priority Letter

- minimum size 90mm x 140mm x 0.2mm
- maximum size 250mm x 353mm x 30mm
- maximum weight 2,000g

Additional Services

	Posti Economy Letter	Posti Priority Letter	Posti Economy Standard Letter Pro
COD	x	x	
Additional Handling			x

COD

1144

- **EUR 5.50/item**

As a financing service, COD is exempt from VAT.

The COD charge will not be refunded if the item remains uncollected.

The maximum COD amount is EUR 2,000.

Cash on Delivery can be ordered from the Posti SmartShip ordering channel.

Additional Handling

19235

- **EUR 0.04/item**

The pricing of Posti Economy Standard Letter Pro is affected by the correctness of the recipient's address information.

If recipient information is not provided to the Sorting Service according to Posti's instructions, Additional Handling (subject to a charge) will be added automatically to Posti Economy Standard Letter Pro items.

Posti Economy Letter

12909

Economy is usually delivered to the recipient within four weekdays of the mailing date.

Mailing size	EUR/item	EUR/kg
1 –	0.7077	4.8748
600 –	0.6773	4.6477
10,000 –	0.6444	4.6436
30,000 –	0.6347	4.6287

Posti Economy Standard Letter Pro

19190

Choose the Posti Economy Standard Letter Pro if your letter item is suitable for Posti's mechanical handling and meets the specifications defined for the service.

The shipping of an Economy Standard Letter Pro mailing batch must be done through the Posti Sorting Service and the 2D code from the Sorting Service must be printed on the letters. More information: posti.fi/sortingservice

Item pricing is based on the regional price defined by the recipient's postal code. More detailed information is available from Posti Corporate Customer Service.

	Area A	Area B	Area C
EUR/item	0,3795	0,3975	0,7530

Posti Priority Letter

12907

Priority is usually delivered within two weekdays of the mailing date.

Mailing size	EUR/item	EUR/kg
1 –	1.0604	9.4240
600 –	1.0331	9.0948
10,000 –	1.0257	8.9970
30,000 –	1.0093	8.9377

Posti Priority Standard Letter

12908

Choose the domestic Standard Letter if your letter item is suitable for Posti's mechanical handling and meets the specifications defined for a Standard Letter.

Mailing size	EUR/item
1 –	1.2216
600 –	1.0733

Posti Pre-Paid Envelope

Make your mailing routines easier by using a Pre-Paid Envelope. The Envelope is immediately ready to use as the sender's contact details and payment indications have been printed on it.

The total price of the Pre-Paid Envelope is determined according to the postage fee and the envelope material and printing costs.

- the maximum weight of C/E4 envelopes is 500g and the maximum thickness 30mm (minimum order quantity 100 pcs)
- the maximum weight of C/E5 envelopes is 250g and the maximum thickness 30mm (minimum order quantity 100 pcs)

Postage for domestic deliveries	Economy Letter EUR/item	Priority Letter EUR/item
Envelope size C/E5	0.93	1.52
Envelope size C/E4	1.74	3.06

The above table shows the prices of the most commonly used pre paid envelopes, which are printed using two colors at the most and comprise 1,000 envelopes per batch. See more easy to use pre-paid envelope options at www.posti.fi/pre-paid-envelope.

SENDING VALUABLE ITEMS IN FINLAND

When you are sending valuable content in a letter, you can ensure the best protection or the gentlest handling by using services for valuable items.

When you are mailing items that you wish to track on an item-specific basis, use a Posti Express Letter, a Posti Register Letter, a Posti Letter with Advice of Delivery or a Posti Insured Item, depending on your needs. Print the address card from the Posti SmartShip ordering channel, and the item is immediately trackable by the sender and the recipient. The notice of arrival is sent as an SMS or to Posti's mobile application or e-mail address if the recipient's mobile phone number and e-mail address are connected with the item.

Posti Registered Letters, Posti Letters with Advice of Delivery and Posti Insured Items are only handed over to an identified recipient against a signature.

Item Pricing and Payment Methods

Pricing is based on the weight of the items and, for a Posti Insured Item, on the value of the item. The total price also depends on the additional services used.

Posti Registered Letters, Posti Letters with Advice of Delivery and Posti Insured Items can be ordered using the Posti SmartShip ordering channel.

The following payment methods can be used for the Posti Express Letter:

- Posti SmartShip ordering channel in the Posti Service Portal
- invoicing on the basis of the mailing list (Port Payé)
- franking machine.

Dimensions

Posti Express Letter, Posti Registered Letter and Posti Letter with Advice of Delivery

- minimum size 90mm x 140mm
- maximum size 250mm x 353mm x 30mm
- maximum weight 2,000g

Posti Insured Item

- minimum size 90mm x 140mm
- maximum size 1,000mm x 600mm x 600mm
- maximum weight 2,000g

Additional Services

Additional services and their combinations	Express Letter	Registered Letter	Letter with Advice of Delivery	Insured Item
Saturday Delivery	x			
COD				x
Handing over to the Addressee in Person		x	x	x
Pickup reminder		x	x	x

Saturday Delivery

6845, 17451

- **EUR 10.00/item**

COD

1144

- **EUR 5.50/item**

As a financing service, COD is exempt from VAT.

The COD charge will not be refunded if the item remains uncollected.

The maximum COD amount is EUR 2,000.

Cash on Delivery can be ordered from the Posti SmartShip ordering channel.

SENDING VALUABLE ITEMS IN FINLAND

Handing over to the Addressee in Person

10415

- **EUR 1.10/item**

Electronic notice of arrival

12831

- Pickup reminder by mail **EUR 2.00 /item**

Notices of arrival as an SMS or e-mail message or to Posti's mobile application are free of charge.

Posti Express Letter

19227, 19228

Use the Posti Express Letter when the delivery is rushed.

Max. weight g	EUR/item
250	4.90
2,000	8.50

Posti Registered Letter

16534

Use a Posti Registered Letter when you need a proof of mailing the item.

Max. weight g	EUR/item
250	5.49
2,000	8.90

Posti Letter with Advice of Delivery

16535

Use a Posti Letter with Advice of Delivery when the recipient's signature is necessary.

Max. weight g	EUR/item
250	9.80
2,000	11.90

Posti Insured Item

16536, 16537

Use a Posti Insured Item when you need claims protection and special secure handling of fragile items.

Max. weight g	Insured value max EUR 5,000 EUR/item	Insured value EUR 5,001 – 15,000 EUR/item
250	10.90	15.90
2,000	17.90	26.90

Pre-Paid Express Mail Envelope

4628, 4654

The Pre-Paid Express Mail Envelope is a cardboard envelope intended for mailing urgent messages. Just add the recipient's and the sender's details, attach the Express label and take the item to a Posti outlet.

For express mail envelope prices, please see the price list for cash services at posti.fi/prices or the order form at posti.fi/materiaalitilaus.

INTERNATIONAL LETTER ITEMS

Item Pricing

Pricing is based on the quantity and weight of items. The price also depends on the tariff zone and the additional services used.

Payment and Mailing Methods that Affect the Price

The selection of a payment and mailing method for letter items depends on the number of items or the need for using items.

Payment and mailing method	The number of items per day	Other factors affecting the choice
Invoicing on the basis of the mailing list	More than 100 items or large one-off batches	Product-specific mailing indication on the item.
Pre-Paid Envelope	More than 5 items or a varying number of items	Pre-order envelopes. Also convenient if your company operates in multiple locations around Finland.
Pricing Service	More than 20 items	You would like to delegate pricing to Posti.
Franking machine	More than 7 items	You would like to take care of pricing yourself.

Tariff Zones

EUROPE:

– EU Countries (zone EU = All EU countries)

Austria	France	Italy	Portugal (incl. the Azores and Madeira)
Belgium	Germany	Latvia	Romania
Bulgaria	Great Britain and Northern Ireland (incl. the Isle of Man)	Lithuania	Slovakia
Croatia	Greece	Luxembourg	Slovenia
Cyprus	Hungary	Malta	Spain
Czech Republic	Ireland	Monaco	Sweden
Denmark		Netherlands	
Estonia		Poland	

– Special Regions Outside the EU's VAT and Excise Tax Zone

- Agion Oros [Mount Athos] (Greece)
- Büsingen area (Germany)
- Campione d'Italia, the national water area of Lago di Lugano (Lugano Lake) and the waterfront between Ponte Tresa and Porto Ceresio, the Livigno Valley (Italy)
- Ceuta and Melilla (Spain)
- French overseas departments Guadeloupe, Martinique, French Guyana and Réunion
- Helgoland Island (Germany)
- Province of Åland (Finland) [domestic tariffs and rates]
- The Canary Islands (Spain)
- The Channel Islands [Jersey, Guernsey, Alderney and Sark] (UK)

– Tariff Zone Europe also Includes (zone EU2 = All non-EU European countries)

Albania	Greenland	Moldova	San Marino
Andorra	Iceland	Montenegro	Serbia
Belarus	Kosovo	Norway	Switzerland
Bosnia and Herzegovina	Liechtenstein	Russia	Turkey
Faeroe Islands	Macedonia	Saint-Pierre and Miquelon (France)	Ukraine
Gibraltar	Mayotte (France)		Vatican

OTHER COUNTRIES (zone MUU = All other countries)

All countries not stated above belong to the Tariff Zone, Other Countries.

Dimensions

Priority and Economy Letter International

- minimum size 90mm x 140mm x 0.2mm
- maximum size 250mm x 353mm x 30mm
- maximum weight 2,000g

Additional Services

Posti Priority Letter	
Exprès	x

Exprès

7400

- to all countries **EUR 9.13/item**

You can also order an Exprès Letter from the Posti SmartShip ordering channel.

Posti Priority and Posti Economy Letter International 1659,1656

When you want your message to be noticed. You can choose between two speeds: Economy and Priority.

	Europe		Other countries	
	Priority EUR	Economy EUR	Priority EUR	Economy EUR
Item	1.25	0.88	1.33	0.89
Kg	17.39	12.25	33.25	15.86

Posti Pre-Paid Envelope International

Make your mailing routines easier by using a Pre-Paid Envelope International. The Envelope is immediately ready to use as the sender's contact details and payment indications have been printed on it.

The total price of the Pre-Paid Envelope is determined according to the postage fee and the envelope material and printing costs.

- The maximum weight of C/E4 envelopes is 500g and the maximum thickness 30mm (minimum order quantity 100 pcs)
- The maximum weight of C/E5 envelopes is 100g and the maximum thickness 30mm (minimum order quantity 100 pcs)

Postage to all countries	Priority Letter, EUR/item
Envelope size C/E5	1.85
Envelope size C/E4	4.97

The above table shows the prices of the most commonly used pre paid envelopes, which are printed using two colors at the most and comprise 1,000 envelopes per batch. See more easy to use pre-paid envelope options at www.posti.fi/pre-paid-envelope.

Posti Pre-Paid Exprès Envelope

4627, 4655

The Pre-Paid Express Mail Envelope is a cardboard envelope intended for mailing urgent messages. Just add the recipient's and the sender's details, attach the Exprès label and take the item to a Posti outlet.

For express mail envelope prices, please see the price list for cash services at posti.fi/prices or the order form at posti.fi/materiaalitilaus.

SENDING VALUABLE ITEMS INTERNATIONALLY

When you are mailing important or valuable items abroad, use a Posti Register Letter or a Posti Letter with Advice of Delivery, depending on your needs.

From Posti's website you can see to which countries valuable items can be sent.

www.posti.fi

Item Pricing and Payment Methods

Pricing is based on the weight and tariff zone of an individual item.

You can use the following payment methods with valuable items:

- Posti SmartShip ordering channel (Registered Letter, Letter with Advice of Delivery)

Dimensions

Registered Letter International and Letter with Advice of Delivery International

- minimum size 90mm x 140mm
- maximum size 250mm x 353mm x 30mm
- maximum weight 2,000g

Posti Registered Letter International

17434

Use a Posti Registered Letter International when you need a proof of mailing the item.

Max. weight g	Europe EUR/item	Other countries EUR/item
100	10.27	15.49
250	10.92	16.24
500	14.18	21.12
2,000	27.49	41.22

Posti Letter with Advice of Delivery International

19249

Use a Posti Letter with Advice of Delivery International when the recipient's signature is necessary.

Max. weight g	Europe EUR/item	Other countries EUR/item
100	15.74	23.58
250	18.73	30.57
2,000	36.40	54.63

The price model for the services will, as a rule, be priced according to weight threshold and batch size category. The price of the publication will remain fixed in spite of small fluctuations in unit weight inside the weight class. The total price also depends on the additional services used.

Item Pricing

The pricing of Posti Publication items is based on

- Item weight
- Manageability of the mailing.

The pricing of Posti Magazine Pro and Posti Newspaper items as well as Posti Daytime Publication Delivery and Posti Long-distance Publication Delivery items is based on

- Service level
- Mailing size
- Item weight
- Manageability of the mailing
- Publishing times. If a publication is published 1–3 times per year or at least seven times per year, please contact our Customer Service or leave a contact request online at posti.fi/business/forms/contactform-publications.html.
- In the Posti Daytime Publication Delivery service, the local reach of the publication is also taken into account as a basis of pricing.

If the publication's number of publishing times in pre-ordered services or any local coverage rate in the Daytime Publication Delivery service differs from the information specified as the basis of pricing, Posti shall have the right to charge the difference between the stated and actual publication frequency or coverage rate.

A batch size may include, based on the service, Magazine Pro or Newspaper items that are of the same issue of a publication, have the same invoicing address and are delivered during the same invoicing period.

For the Daytime Publication Delivery or Long-distance Publication Delivery, the batch sizes are combined when the above-mentioned precondition is fulfilled.

Mailing Methods that Affect the Price

Unbundled publication batches of at least 1,000 items require using the Publication's Additional Handling service.

From March 1, 2019, a publication that uses the Magazine Pro service and is sorted manually requires the Manual sorting Magazine supplementary service.

The use of Posti Magazine Pro, Posti Newspaper, Posti Daytime Publication Delivery, and Posti Long-distance Publication Delivery services requires submitting an advance order and a mailing plan via the online service channel provided by Posti at least eight weeks before mailing. (www.posti.fi/online-services)

The customer or a mailer company authorized by the customer may change the advance information related to the posting of a publication using a Posti Magazine Pro, Posti Newspaper, Posti Daytime Publication Delivery and Posti Long-distance Publication Delivery service during the last days, even the last 24 hours, before the posting day they have communicated before.

The changes to the posting place become subject to a charge four weeks before the posting day communicated before.

The changes to the posting or delivery day or to the delivery speed become subject to a charge one week before the posting day communicated before.

The minimum service level in the Posti Daytime Publication Delivery service will be direct postal code bundle. For publications in an openable bundle/bundles addressed to an area, an Additional Handling, bundles to be opened fee will be charged.

When agreeing posting times later than the regular times for the Daytime Publication Delivery, a service fee for Late posting time for a mailing batch is charged.

The above basic times are available through Posti's online service channel.

Items are dropped off sorted and unitized via Posti's online service channel and in accordance with the Guides for Batch-Sorted Postal Items (addressing, bundling, and loading into transport units). Address marking instructions are also found in the Guide for Machine-Sortable Items. (www.posti.fi)

Dimensions

Dimensions of Posti Newspaper, Posti Publication, Posti Daytime Publication Delivery, and Posti Long-distance Publication Delivery items

- minimum size 90mm x 140mm
- maximum size 320mm x 470mm x 30mm
- when folded, it must fit through a letter box/mail slot 30mm x 250mm
- maximum weight 1,000g

Dimensions of Posti Magazine Pro items

- minimum size 90mm x 140mm
- maximum size 250mm x 310mm x 30mm
- maximum weight 1,000g

From March 1, 2019, check the dimensions for machine-sortable Magazine Pro deliveries from the instructions for Machine-sortable Items.

Bundle delivery dimensions

- maximum size 320mm x 470mm
- the bundle's height may not exceed the length of its shortest side
- maximum weight 10kg
- minimum thickness for 1007 Bundle services is 20mm

Additional Services

Additional services and their combinations	Posti Publication	Posti Long-distance Publication Delivery	Posti Magazine Pro	Posti Newspaper	Posti Publication Daily Delivery
17014 Publication's Additional Handling	x	x	x	x	x
5706 and 5707 Changes to the posting or delivery day or to the delivery speed		x	x	x	x
5708 and 5709 Changes in office of posting		x	x	x	
17491 Additional Handling, bundles to be opened					x
17490 Late posting time for a mailing batch					x
19258 Manual sorting Magazine (from March 1, 2019)			x		

Publication's Additional Handling 17014

- EUR 0.098 /item

Changes to the posting or delivery day or to the delivery speed at the latest 24 hours before 5706

- EUR 0.041/item

Changes to the posting or delivery day or to the delivery speed by 12 noon at the latest 5707

- EUR 0.056/item

Changes in office of posting 24 hrs before delivery at 5708

- EUR 0.041/item

Changes in office of posting by noon **5709**

- EUR 0.056 /item

Additional Handling, bundles to be opened **17491**

- EUR 0.1225/publication copy in an openable bundle

Late posting time for a mailing batch **17490**

- EUR 16.28/h/ mailing batch and drop-off point

Manual sorting Magazine *(from March 1, 2019)* **19258**

- EUR 0.03/item

Nationwide Publication Delivery

Your item is transported from one point to another in Finland. You can select from several weekdays.

Posti Publication service is suitable for publications published less frequently. The service is easy to use as you do not need to provide advance information about the mailing. The Posti Magazine Pro and Posti Newspaper services are suitable especially for magazines and newspapers that are published regularly. Publication deliveries are ordered in advance and costs are saved.

The Posti Newspaper service is suitable especially for tabloid and broadsheet formats. The Posti Magazine service is for the magazine format. See service-specific dimensions.

Posti Publication, Nationwide Prices **12840**

Max. unit weight g	EUR
75	0.9108
100	0.9560
125	1.0311
150	1.0928
175	1.2019
200	1.3221
225	1.3783
250	1.5161
300	1.6678
350	1.8347
500	2.1099
750	2.9536
1,000	4.1347

Posti Magazine Pro, Nationwide Prices

19241

Max. unit weight g	Mailing size at last, items																			
	1	1,000	5,000	10,000	15,000	25,000	38,000	50,000	63,000	75,000	88,000	100,000	113,000	125,000	138,000	150,000	163,000	175,000	188,000	200,000
75	0.9385	0.6953	0.5151	0.4275	0.3850	0.3801	0.3754	0.3705	0.3657	0.3612	0.3567	0.3524	0.3480	0.3463	0.3444	0.3427	0.3410	0.3393	0.3375	0.3342
100	0.9577	0.7095	0.5257	0.4363	0.3928	0.3880	0.3830	0.3782	0.3734	0.3687	0.3640	0.3594	0.3549	0.3531	0.3514	0.3497	0.3480	0.3463	0.3444	0.3410
125	1.0223	0.7573	0.5611	0.4658	0.4192	0.4140	0.4088	0.4037	0.3985	0.3936	0.3886	0.3837	0.3789	0.3769	0.3750	0.3732	0.3712	0.3695	0.3676	0.3637
150	1.0909	0.8082	0.5989	0.4971	0.4474	0.4417	0.4362	0.4306	0.4252	0.4199	0.4147	0.4094	0.4043	0.4022	0.4001	0.3983	0.3962	0.3942	0.3922	0.3885
175	1.1643	0.8625	0.6390	0.5304	0.4774	0.4715	0.4656	0.4597	0.4539	0.4482	0.4425	0.4370	0.4314	0.4293	0.4272	0.4251	0.4228	0.4207	0.4186	0.4145
200	1.2425	0.9204	0.6818	0.5661	0.5094	0.5031	0.4968	0.4905	0.4843	0.4782	0.4723	0.4664	0.4605	0.4582	0.4558	0.4536	0.4513	0.4490	0.4468	0.4424
225	1.2915	0.9567	0.7087	0.5883	0.5294	0.5230	0.5164	0.5099	0.5033	0.4971	0.4907	0.4846	0.4786	0.4762	0.4738	0.4714	0.4691	0.4666	0.4642	0.4596
250	1.3626	1.0095	0.7476	0.6205	0.5586	0.5517	0.5447	0.5378	0.5310	0.5243	0.5178	0.5113	0.5050	0.5024	0.4998	0.4973	0.4949	0.4923	0.4898	0.4850
300	1.4374	1.0648	0.7888	0.6548	0.5893	0.5819	0.5746	0.5674	0.5602	0.5532	0.5462	0.5394	0.5325	0.5299	0.5273	0.5246	0.5219	0.5193	0.5168	0.5116
350	1.6170	1.1978	0.8874	0.7365	0.6629	0.6547	0.6464	0.6383	0.6301	0.6224	0.6146	0.6068	0.5990	0.5961	0.5932	0.5901	0.5871	0.5842	0.5813	0.5756
500	1.9001	1.4076	1.0426	0.8654	0.7788	0.7691	0.7595	0.7499	0.7404	0.7313	0.7221	0.7130	0.7039	0.7005	0.6970	0.6934	0.6900	0.6864	0.6830	0.6763
750	2.4699	1.8296	1.3554	1.1249	1.0125	0.9998	0.9872	0.9748	0.9625	0.9505	0.9384	0.9268	0.9150	0.9105	0.9059	0.9013	0.8968	0.8923	0.8878	0.8790
1,000	3.2108	2.3784	1.7620	1.4624	1.3162	1.2997	1.2832	1.2672	1.2511	1.2355	1.2199	1.2048	1.1896	1.1836	1.1774	1.1716	1.1658	1.1600	1.1541	1.1425

Please leave a contact request online at posti.fi/business/forms/contactform-publications.html in case the publication's batch size is at least 225,000 items.

When a publication is published 1-3 times per year, a publication time additional percentage is added to the price. Check the prices using the price calculator on the Posti.fi website.

Posti Newspaper, Nationwide Prices

12899

Max. unit weight g	Mailing size at last, items																			
	1	1,000	5,000	10,000	15,000	25,000	38,000	50,000	63,000	75,000	88,000	100,000	113,000	125,000	138,000	150,000	163,000	175,000	188,000	200,000
75	0.9695	0.7182	0.5320	0.4416	0.3975	0.3925	0.3876	0.3827	0.3778	0.3731	0.3685	0.3639	0.3593	0.3575	0.3557	0.3539	0.3521	0.3503	0.3486	0.3452
100	0.9892	0.7329	0.5430	0.4507	0.4057	0.4006	0.3956	0.3906	0.3856	0.3808	0.3759	0.3712	0.3665	0.3647	0.3628	0.3611	0.3593	0.3575	0.3557	0.3521
125	1.0610	0.7860	0.5824	0.4834	0.4350	0.4296	0.4242	0.4189	0.4136	0.4084	0.4032	0.3982	0.3932	0.3911	0.3892	0.3872	0.3853	0.3834	0.3815	0.3775
150	1.1379	0.8430	0.6246	0.5183	0.4665	0.4607	0.4548	0.4491	0.4434	0.4379	0.4324	0.4271	0.4217	0.4194	0.4173	0.4153	0.4133	0.4112	0.4091	0.4050
175	1.2204	0.9040	0.6697	0.5560	0.5003	0.4941	0.4879	0.4818	0.4757	0.4697	0.4638	0.4579	0.4522	0.4500	0.4477	0.4454	0.4431	0.4410	0.4387	0.4344
200	1.3088	0.9696	0.7182	0.5961	0.5366	0.5298	0.5231	0.5166	0.5101	0.5037	0.4974	0.4912	0.4850	0.4825	0.4801	0.4776	0.4753	0.4730	0.4706	0.4659
225	1.3809	1.0229	0.7577	0.6290	0.5660	0.5590	0.5520	0.5451	0.5382	0.5314	0.5246	0.5181	0.5116	0.5090	0.5065	0.5040	0.5015	0.4988	0.4963	0.4914
250	1.4569	1.0793	0.7993	0.6635	0.5972	0.5898	0.5824	0.5749	0.5676	0.5605	0.5535	0.5466	0.5399	0.5370	0.5342	0.5317	0.5290	0.5263	0.5236	0.5184
300	1.5369	1.1384	0.8433	0.7001	0.6300	0.6221	0.6144	0.6066	0.5989	0.5914	0.5840	0.5766	0.5693	0.5666	0.5637	0.5608	0.5580	0.5552	0.5525	0.5470
350	1.7290	1.2807	0.9487	0.7874	0.7088	0.6999	0.6911	0.6824	0.6736	0.6654	0.6571	0.6487	0.6405	0.6373	0.6342	0.6309	0.6277	0.6246	0.6215	0.6153
500	2.0315	1.5049	1.1147	0.9252	0.8326	0.8222	0.8120	0.8018	0.7916	0.7818	0.7720	0.7622	0.7526	0.7489	0.7451	0.7414	0.7377	0.7339	0.7302	0.7230
750	2.6408	1.9562	1.4491	1.2027	1.0826	1.0690	1.0554	1.0422	1.0290	1.0162	1.0034	0.9908	0.9783	0.9734	0.9685	0.9636	0.9588	0.9540	0.9491	0.9397
1,000	3.4329	2.5429	1.8838	1.5635	1.4072	1.3896	1.3720	1.3548	1.3376	1.3210	1.3042	1.2880	1.2718	1.2653	1.2589	1.2527	1.2465	1.2402	1.2339	1.2214

Please leave a contact request online at posti.fi/business/forms/contactform-publications.html in case the publication's batch size is at least 300,000 items.

When a publication is published 1–3 times per year, a publication time additional percentage is added to the price. Check the prices using the price calculator on the Posti.fi website.

Local Publication Delivery

Local Publication Delivery allows the quick delivery of your publication to your subscribers locally. The services are intended for regular publications published at least 24 times annually.

In the Local Publication Delivery, the Publication's issue-specific batch size consists of the publication copies in Daytime Delivery and Long-Distance Delivery.

The Publication Long-Distance Delivery can only be ordered for Publication Daytime Delivery.

The Posti Daytime Publication Delivery Service delivers publications to subscribers primarily during the date of publication.

In the Posti Long-distance Publication Delivery service, publications are delivered to subscribers outside of the core publication zone primarily on the second weekday by the latest on the third weekday following their posting. If the delivery date is a Tuesday, the delivery is moved to the following weekday. Delivery speed and delivery day will be agreed according to the effects of posting time and place in the mailing plan.

Posti Daytime Publication Delivery

12841

Max. unit weight g	Mailing size at last, items												
	1	1,000	1,500	2,000	2,500	3,000	3,500	4,000	5,000	6,000	7,000	8,000	9,000
50	0.5590	0.4612	0.4451	0.4331	0.4212	0.4097	0.3984	0.3856	0.3730	0.3609	0.3493	0.3379	0.3270
60	0.5786	0.4775	0.4607	0.4483	0.4360	0.4240	0.4124	0.3992	0.3862	0.3736	0.3616	0.3498	0.3386
70	0.5990	0.4943	0.4771	0.4640	0.4513	0.4388	0.4269	0.4132	0.3998	0.3868	0.3743	0.3623	0.3503
80	0.6200	0.5116	0.4938	0.4803	0.4672	0.4543	0.4419	0.4276	0.4137	0.4003	0.3874	0.3751	0.3628
95	0.6509	0.5372	0.5186	0.5044	0.4906	0.4771	0.4640	0.4491	0.4346	0.4205	0.4069	0.3938	0.3809
110	0.6835	0.5642	0.5446	0.5297	0.5151	0.5009	0.4872	0.4716	0.4563	0.4416	0.4272	0.4135	0.4000
130	0.7178	0.5925	0.5719	0.5561	0.5410	0.5260	0.5118	0.4952	0.4792	0.4637	0.4487	0.4343	0.4200
150	0.7538	0.6223	0.6005	0.5838	0.5680	0.5523	0.5373	0.5200	0.5032	0.4869	0.4712	0.4561	0.4410
175	0.7915	0.6535	0.6306	0.6132	0.5964	0.5799	0.5643	0.5460	0.5283	0.5113	0.4948	0.4790	0.4633
200	0.8707	0.7188	0.6936	0.6746	0.6561	0.6379	0.6208	0.6008	0.5812	0.5626	0.5444	0.5268	0.5096
250	0.9579	0.7907	0.7632	0.7421	0.7218	0.7018	0.6829	0.6608	0.6394	0.6188	0.5989	0.5795	0.5605
300	1.0537	0.8698	0.8393	0.8162	0.7938	0.7720	0.7512	0.7270	0.7034	0.6807	0.6587	0.6376	0.6166
350	1.1591	0.9567	0.9234	0.8979	0.8734	0.8492	0.8264	0.7997	0.7738	0.7487	0.7245	0.7014	0.6783
400	1.2753	1.0526	1.0157	0.9877	0.9608	0.9341	0.9092	0.8796	0.8512	0.8237	0.7971	0.7715	0.7463
450	1.4028	1.1577	1.1172	1.0865	1.0570	1.0276	1.0002	0.9676	0.9364	0.9060	0.8769	0.8487	0.8209
500	1.5291	1.2619	1.2178	1.1843	1.1522	1.1201	1.0903	1.0547	1.0207	0.9876	0.9559	0.9251	0.8948
600	1.6668	1.3755	1.3275	1.2909	1.2559	1.2210	1.1885	1.1497	1.1126	1.0765	1.0420	1.0084	0.9754
1,000	1.8169	1.4993	1.4470	1.4071	1.3690	1.3309	1.2955	1.2532	1.2128	1.1734	1.1358	1.0992	1.0632

Posti Long-distance Publication Delivery

12838

Max. unit weight g	Mailing size at last, items											
	1	1,000	5,000	10,000	15,000	25,000	50,000	75,000	100,000	125,000	150,000	175,000
50	0.8191	0.5591	0.4377	0.4289	0.4205	0.4121	0.4040	0.3958	0.3881	0.3803	0.3727	0.3653
60	0.8477	0.5788	0.4530	0.4441	0.4352	0.4267	0.4181	0.4098	0.4018	0.3936	0.3859	0.3782
70	0.8773	0.5990	0.4689	0.4596	0.4504	0.4417	0.4329	0.4242	0.4160	0.4074	0.3995	0.3915
80	0.9082	0.6200	0.4854	0.4758	0.4664	0.4572	0.4480	0.4391	0.4306	0.4217	0.4135	0.4053
95	0.9536	0.6510	0.5097	0.4995	0.4897	0.4802	0.4704	0.4611	0.4521	0.4428	0.4341	0.4256
110	1.0015	0.6836	0.5352	0.5246	0.5142	0.5041	0.4941	0.4843	0.4748	0.4651	0.4560	0.4470
130	1.0515	0.7178	0.5620	0.5509	0.5399	0.5295	0.5188	0.5085	0.4987	0.4883	0.4788	0.4694
150	1.1041	0.7538	0.5903	0.5785	0.5669	0.5559	0.5447	0.5341	0.5236	0.5128	0.5028	0.4928
175	1.1594	0.7915	0.6198	0.6075	0.5954	0.5838	0.5721	0.5608	0.5498	0.5386	0.5280	0.5175
200	1.2754	0.8706	0.6817	0.6683	0.6549	0.6423	0.6292	0.6170	0.6048	0.5925	0.5810	0.5693
250	1.4028	0.9577	0.7500	0.7351	0.7206	0.7065	0.6922	0.6786	0.6653	0.6518	0.6389	0.6263
300	1.5433	1.0536	0.8250	0.8088	0.7926	0.7772	0.7615	0.7466	0.7319	0.7169	0.7029	0.6889
350	1.6977	1.1590	0.9076	0.8898	0.8719	0.8549	0.8376	0.8214	0.8051	0.7887	0.7732	0.7578
400	1.8674	1.2748	0.9985	0.9788	0.9591	0.9405	0.9214	0.9035	0.8857	0.8676	0.8507	0.8337
450	2.0541	1.4024	1.0984	1.0767	1.0551	1.0345	1.0136	0.9939	0.9743	0.9545	0.9357	0.9170
500	2.2595	1.5426	1.2082	1.1844	1.1606	1.1380	1.1150	1.0933	1.0717	1.0500	1.0293	1.0087
600	2.4855	1.6969	1.3291	1.3028	1.2767	1.2517	1.2265	1.2026	1.1789	1.1549	1.1322	1.1096
1,000	2.7340	1.8666	1.4620	1.4331	1.4043	1.3769	1.3491	1.3229	1.2968	1.2704	1.2454	1.2205

Bundled Items in Basic Delivery

Bundle Delivery is a convenient way to send several printed products to one recipient in one delivery.

Posti Bundle, nationwide prices

1007

- EUR 4.24/item and EUR 0.565/kg

Daytime delivery bundle

17504

- EUR 5.81/item and EUR 0.81/kg

Posti Customer Direct is addressed delivery service for companies and organizations that wish to target direct and customer relationship marketing or communications to selected recipient groups in Finland.

Item Pricing

The pricing of Posti Customer Direct is based on the item weight, quantity and batch size.

The mailing batch reported on a mailing list. Additional Handling (subject to a charge) will be added to Posti Customer Direct items when the item's dimensions or shape differs from the product features defined for the specific product or if it cannot be prepared according to Posti's instructions.

Mailing Methods that Affect the Price

When you inform Posti of a batch seven weeks before the mailing date, you can get a 2% Advance order discount. The advance order is placed by filling in the mailing list (mailing location and date, number, item weight). The number information in the advance order can be changed by +-10% and item weight by +-30%. If the information changes more or if the mailing location or date changes, the advance order discount will no longer be available.

You get a 5% discount for using the Sorting Service. It is automatically applied to mailing batches that have been processed by the Sorting Service and that have the printed 2D code or 4-state code produced by the Sorting Service. The quantity may be modified by a maximum of +-10% and unite weight by +-30%, otherwise the discount is not valid.

Dimensions

Customer Direct, manually sortable

- minimum size 90mm x 140mm x 0.2mm
- maximum size 250mm x 353mm x 20mm (30mm*)
- maximum weight 2,000g

*) By separate agreement, the thickness can be 30mm. The Additional Handling service subject to a charge will be added to items exceeding the maximum thickness (20mm).

Customer Direct, machine sortable

- minimum size 105mm x 148mm x 0.2mm, closed shipment**
- maximum size 250mm x 328mm x 10mm, closed shipment**
- item weight 5–350g

***) More detailed size and weight limitations can be found in the manual for machine-sortable items.

Additional Services

Additional Handling

17018

- **EUR 0.098/item**

Pricing is also affected by the preparation level of the items. If the preparations requirements are not met, Additional Handling (available as an additional service) will be added to the item. Additional Handling subject to a charge is added to Posti Customer Direct items when the dimensions or form of the item differ from the product features determined for the product or if the item has not been preprocessed according to Posti's instructions (Guides for Batch-Sorted and Machine-Sortable Items).

Fixed day delivery

19226

- **EUR 0.10/item**

It is possible to buy due date delivery for the machine-sortable Customer Direct service.

- The delivery speed for items is 02
- The mailing batches must be shipped using the Sorting Service
- The 2D code or 4-state code produced by the Sorting Service as well as the payment indication for due date delivery must be printed on the items
- A ZIP code specific advance information of the items through the Sorting Service at least one week before delivery

Information Service

1206, 1207, 1208, 2033

You can add the Information Service to Posti Customer Direct. In this way, you receive notifications of changes of address and you can keep your customer register up to date. For more information, see Information Service on page 23.

- If the recipient cannot be found (the address is outdated or incorrect and Information Service is not in use), undeliverable Posti Customer Direct items will be disposed of in the delivery office.

Posti Customer Direct, Manually Sortable

19225

Posti Customer Direct is a cost-effective way to deliver addressed marketing messages. With it, you can reach your existing and potential customers and ensure your message is noticed.

Posti Customer Direct items are to be dropped off at a sorting center or terminal on weekdays (Mon–Fri) by 5 p.m. Posti can also pick up the items (pickup service subject to a charge). Items must not be dropped off in a mailbox.

The pricing is based on the item weight (weight category), quantity and batch size.

Maximum unit weight g	Mailing size, items	
	1–	5,000–
50	0.6203	0.4342
100	0.8528	0.5970
200	1.2649	0.8854
350	1.7772	1.2440
600	2.4550	1.7185
1,000	4.1223	2.8856
2,000	6.5315	4.5721

Posti Customer Direct, Machine Sortable

19224

The pricing is based on the item weight (weight category), quantity and batch size.

Maximum unit weight g	Mailing size, items			
	1–	5,000–	35,000–	100,000–
20	0.4533	0.3400	0.3060	0.2633
50	0.5052	0.3789	0.3221	0.2899
100	0.6388	0.4791	0.4072	0.3461
200	0.9475	0.7106	0.6040	0.5134
350	1.2113	0.9085	0.7722	0.6564

Posti Home Direct, Unaddressed Delivery

With the unaddressed Posti Home Direct delivery, you can reach both households and companies. Your message will be delivered with the day mail and it is guaranteed to be noticed – more than two million mailboxes already within your reach!

Delivery prices can be found in PTP or in the Contact web service posti.fi/kontakti.

Create and Send Printed Messages through Posti Contact

In the Contact web service (www.posti.fi/kontakti), you can send printed messages to the recipients quickly and easily. There can be one or more recipients. You can use the service with Posti transaction codes.

The use of the tool is free of charge and you only pay for placed orders. You can find more options for mailing letters and postcards, and their prices, in Kontakti.

	Card A6 EUR/item	Card A6 4p. envelope EUR/item	Card A5 EUR/item	Card A5 4p. envelope EUR/item	Letter A4, C5 envelope EUR/item
Priority	1.70	2.23	2.08	2.55	2.25
Economy	1.25	1.80	1.70	1.90	1.80
Customer Direct	0.83	1.38	1.23	1.58	1.33

MAIL RECEIVING SERVICES

Select the most suitable way to receive your company's mail.

Additional Services

Additional services	P.O. Box	Corporate address	Corporate Postal Code
Agreed Further Mailing		x	x
Additional Handling			x

Agreed Further Mailing

12416

Volume / day	EUR/month
Compilation envelope*	120.00
1 box**	200.00
2 boxes	250.00
3 boxes	300.00
4 boxes	350.00
5 boxes	400.00
More than 5 boxes, rolltainer	450.00

*) The compilation envelope holds approximately 20 items.

**) The blue transportation box holds approximately items of 250 C5 envelopes or approximately 100 C4 envelopes.

Other Charges

			EUR
10353	Modification charge	one-off charge	55.00
12890	Mail Receiving Services, other work	hourly charge	40.00

Posti P.O. Box

By using a P.O. Box, you can collect your mail according to your own schedule and get it even faster than through daytime delivery.

			EUR
1504	P.O. Box, establishment charge	one-off charge	185.00
1503	Rent	annual charge	198.00
12410	P.O. Box, additional key	one-off charge	55.00
12248	P.O. Box, additional iLog key	one-off charge	33.00

Posti Corporate Address

A Corporate Address is a good option when you need a P.O. Box address and delivery for receiving daily mail.

			EUR
12409	Corporate Address, establishment charge	one-off charge	185.00
12331	Corporate Address, usage fee	monthly charge	13.65
12416	Agreed Further Mailing	monthly charge, since	120.00

Posti Corporate Postal Code

A Corporate Postal Code provides your company with a unique and permanent mail address. It strengthens the brand and creates a positive corporate image.

Establishment charge

1166

An establishment charge of **EUR 5,500.00** is payable for setting up Corporate Postal Code.

With additional sorting			EUR
10883	Corporate Postal Code, usage fee	monthly charge	111.00
12413	Items per month	5,000	EUR/month
		10,000	EUR/month
		20,000	EUR/month
		30,000	EUR/month
		40,000	EUR/month
		50,000	EUR/month
		60,000	EUR/month
		70,000	EUR/month
12414	Sorting directions	EUR/month/PO Box	27.00

Without Additional Sorting			EUR
12888	Corporate Postal Code, usage fee	monthly charge	
	Items per month	5,000	243.00
		10,000	304.00
		20,000	437.00
		30,000	498.00
		40,000	583.00
		50,000	676.00
		60,000	815.00
		70,000	971.00
		80,000	1,090.00
		90,000	1,231.00
		100,000	1,359.00
10884	Modification charge	one-off charge	55.00
12416	Agreed Further Mailing	monthly charge, since See page 20	120.00

Reply Mail Services

The Reply Mail Item is a pre-paid item with which your customer can reply to letters or otherwise contact your company.

Dimensions

- minimum size 90mm x 140mm
- maximum size 250mm x 353mm x 30mm
- maximum weight

Nordic countries and certain other European countries*	2,000g
certain European countries*	1,000g
other countries	50g

Establishment Fee

18173

Establishment charge for a new reply mail item ID and info code **EUR 16.00 /item**

Usage Fee

17006

Monthly charge **EUR 12.40/reply mail item ID**

Posti Economy Reply

17005

EUR/item	EUR/kg
0.78	6.91

Economy Reply, Coupon

17004

EUR/item
1.10

Additional Services

Additional Services	EUR/item
1121 Info Code Sorting	0.13
4033 Combination Envelope	0.13

Posti Insured Reply Mail

15249

Insured value max. EUR 5,000	EUR/item
250g	13.50
2,000g	22.00

Posti Reply Mail International

1651

The service operates throughout the world. It is an easy way to collect replies and feedback. The Posti Reply International increases the amount of feedback as it is free of charge for the sender.

EUR/item	EUR/kg	EUR min.
1.11	14.96	1.25

Additional services

Additional services	EUR/item
1121 Info Code Sorting	0.13

OTHER SERVICES AND RATES

Information Service

1206, 1207, 1208, 2033

The Information Service ensures that your item reaches the recipient even if the recipient's address has changed. You also receive an electronic report about undeliverable items and changes of address. Use the Information Service for addressed letters, direct marketing, and publication delivery services. Pricing is based on the number of corrected addresses or undeliverable items. The service is free if the address information is correct. The service can only be used in shipments delivered by Posti.

The pricing of the service level 0 (zero) is based on the number of returned, undeliverable items. The price of the Information Service includes the saving of identifying information from the bar code. Posti will charge a separate fee for manual saving.

We can guarantee the service quality only if a functioning bar code is used in the Information Service markings.

- service level 0 (null) **EUR 1.15/item**
- change of address **EUR 1.10/item**
- manual entry of identification data **EUR 0.30/item**
- change of address, if the delivery type is a paper letter **EUR 1.50/item**

Pricing Service

In Pricing Service, letters will, against a payment, be priced on behalf of the customer. The items will be priced on the weekday following the mailing. A separate agreement will be signed concerning the service.

Prices can be found in a separate price list.

Other Services and Rates

Prices can be found in a separate price list.

www.posti.fi