

# Contract Prices for Letter, Direct Marketing and Publication Services as of January 1, 2024

These Contract Prices of Posti Distribution Ltd (hereinafter Posti) are valid from January 1, 2024, and replace the Contract Prices of June 1, 2023.

### 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 specified for each service later in this Price List or in service-specific price lists, customers' agreements or the price appendices of such agreements. Discounts are calculated from the list prices valid at any given time and are determined on a service-specific basis. The realization of the bases for discounts is monitored by Posti. If the bases 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.

The main basis for discounts on domestic addressed marketing items, Customer Direct, is the annual volume. The annual volume discount requires a specific minimum annual volume of items, a separate agreement, an annual mailing plan and that the mailing plan is kept up to date. The mailing plan is submitted and updated through Posti's online service channel.

The main basis for discounts on Publication Services is the annual number of issues. This excludes the Publication service, which does not offer the discount in question. You can find out more about the bases for discounts on Publication Services on page 16.

### **Further Information**

www.posti.fi.

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# **Domestic Letter Services**

### **Item Pricing**

Depending on the service, the pricing of letters is based on the quantity, weight, size, recipient delivery area and processability of items as well as on the preparatory work done by the sender. The price also depends on the additional services used, the batch sizes and the mailing and payment methods used.

The selection of a payment and mailing method for letter items depends on the number of items or the need for using items. For large daily mailing batches or large non-recurring batches, we recommend invoicing through the mailing list. Find the delivery options and prices for items in Finland in the Priority and Economy letters and Standard Letters sections of the price list. For instructions on the delivery markings placed on the items and other mailing guidelines, please visit **Posti.fi**.

For smaller daily mailing batches, we recommend Posti Pre-Paid Envelope. Pre-order envelopes in the Pre-Paid Envelope Shop. Posti Pre-Paid Envelope is also convenient if your company operates in multiple locations around Finland.

# **Priority and Economy Letters**

### **Dimensions of Priority and Economy Letter**

Minimum size 90 mm x 140 mm x 0.2 mm Maximum size 250 mm x 353 mm x 30 mm Maximum weight 2,000 g

### **Additional Services**

Additional services and their combinations	Posti Priority Letter	Posti Economy Letter
COD	yes	yes
Information Service, see page 32	yes	yes

#### 1144 COD

**EUR 7.50** / 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.



# 12907 Posti Priority Letter

Priority is usually delivered within two or three weekdays of the mailing date. If a Priority Letter contains goods, for example, or is unsuitable for machine sorting, the item will be directed to be sorted manually, and the delivery speed will be one day slower.

Mailing size	Price / item	Price / kg
1 – 599 items	EUR 1.9391	EUR 17.2341
600 – 9,999 items	EUR 1.8892	EUR 16.6322
10,000 – 29,999 items	EUR 1.8757	EUR 16.4533
> 30,000 items	EUR 1.8458	EUR 16.3449

# 12909 Posti Economy Letter

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

Mailing size	Price / item	Price / kg
1 – 599 items	EUR 1.2939	EUR 8.9149
600 – 9,999 items	EUR 1.2387	EUR 8.4995
10,000 – 29,999 items	EUR 1.1786	EUR 8.4919
> 30,000 items	EUR 1.1606	EUR 8.4648

### 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 300 g and the maximum thickness 30 mm (minimum order quantity 100 pcs).

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

### Postage for domestic deliveries

Envelope size	Priority Letter Price / item	Economy Letter Price / item
C/E5	EUR 2.62	EUR 1.61
C/E4	EUR 5.27	EUR 3.00

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 **posti.fi/pre-paid-envelope** 



### **Standard Letters**

Standard Letter is the cheapest way to send standard-sized letters that are suitable for machine sorting. All Standard Letter services require the use of Sorting Service and a Posti 2D code on the item. See more detailed information in the Guide to Machine-Sortable Items and in mailing instructions.

### **Dimensions of Standard Letters (C5)**

Minimum size E6 (110mm x 156mm) Maximum size C5 (162mm x 229mm) Maximum weight 50g Thickness 0.2–5mm

Items that do not meet the specifications for machine-sortable items and product terms of the selected Standard Letter service, will be handled and invoiced as Priority or Economy Letters.

### **Additional Services**

Additional services and their combinations	Posti Priority Standard Letter Pro	Posti Economy Standard Letter Pro
Additional Handling	yes	yes
Information Service, see page 32	yes	yes

### 19235, 19750 Additional Handling

**EUR 0.14** / item

The pricing of Priority Standard Letter Pro and 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 Standard Letter Pro items.

# 19427 Posti Priority Standard Letter Pro

Priority Standard Letter Pro items are normally delivered within two or three weekdays of the mailing date.

The shipping of an 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

**EUR 1.81** / item



# 19190 Posti Economy Standard Letter Pro

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

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. If a customer uses an invalid postal code, the item addressed to that postal code will be invoiced according to area C. More detailed information is available from Posti Corporate Customer Service.

Area	Price / item
Area A	EUR 0.5865
Area B	EUR 0.6509
Area C	EUR 1.3749



# Sending Valuable Items in Finland

When you are sending valuable content in a letter, you can ensure the best protection and item-specific tracking by using services for valuable items. Depending on your needs, you can choose an Express Letter, a Registered Letter, a Letter with Advice of Delivery or a Posti Insured item. Print the address label either from the Posti SmartShip or OmaPosti Pro ordering channel, and the item will immediately be trackable by both the sender and the recipient. A notice of arrival is sent to the recipient as an SMS or to the recipient's OmaPosti application or email address if the recipient's mobile phone number and email address have been recorded on the item.

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

# **Item Pricing, Payment Methods and Dimensions**

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.

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

Registered Letters and Express Letters can be ordered also by using the OmaPosti Pro ordering channel.

# Dimensions of Express Letter, Registered Letter and Letter with Advice of Delivery

Minimum size 90 mm x 140 mm Maximum size 250 mm x 353 mm x 30 mm Maximum weight 2,000 g

#### **Dimensions of Insured Item**

Minimum size 90 mm x 140 mm Maximum size 1,000 mm x 600 mm x 600 mm Maximum weight 2,000 g



### **Additional Services**

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

### 17451 Saturday Delivery

**EUR 12.50** / item

### 1144 COD

**EUR 7.50** / 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.

### 17452 Handing over to the Addressee in Person

**EUR 1.45** / item

### 12831 Electronic notice of arrival

Pickup reminder by mail EUR 2.50 / item

Notices of arrival as an SMS or e-mail message or to OmaPosti application are free of charge.

# 19228 Posti Express Letter

Use the Express Letter when the delivery is rushed.

Maximum weight	Price / item
250 g	EUR 9.91
2,000 g	EUR 16.17



# 16534 Posti Registered Letter

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

Maximum weight	Price / item
250 g	EUR 8.82
2,000 g	EUR 14.30

# 16535, 19792 Posti Letter with Advice of Delivery

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

Maximum weight	Price / item
250g	EUR 13.11
2,000g	EUR 15.92

# **16536, 16537** Posti Insured Item

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

Maximum weight	Insured value max EUR 5.000	Insured value max EUR 5.001 – 15.000				
250 g	<b>EUR 18.85</b> / item	<b>EUR 27.14</b> / item				
2,000 g	<b>EUR 30.68</b> / item	EUR 45.88 / item				



# **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, as well as the payment method used.

The selection of a payment and mailing method for letter items depends on the number of items or the need for using items. For large daily mailing batches or large non-recurring batches, we recommend invoicing through the mailing list. For the product-specific mailing indications and instructions on the delivery markings placed on the items and other mailing guidelines, please visit Posti.fi.

For smaller daily mailing batches, we recommend Posti Pre-Paid Envelope. Pre-order envelopes in the Pre-Paid Envelope Shop. Posti Pre-Paid Envelope is also convenient if your company operates in multiple locations around Finland.

### **Tariff Zones**

### **Europe**

#### EU Countries (zone EU = All EU countries)

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



#### 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)

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

Albania	Andorra	Belarus
Bosnia and Herzegovina	Faeroe Islands	Gibraltar
Great Britain and Northern Ireland (incl. the Isle of Man)	Greenland	Iceland
Kosovo	Liechtenstein	Macedonia
Mayotte (France)	Moldova	Montenegro
Norway	Russia	Saint-Pierre and Miquelon (France)
San Marino	Serbia	Switzerland
The Channel Islands [Jersey, Guernsey, Alderney and Sark] (UK)	Turkey	Ukraine
Vatican		

#### Other countries (zone MUU = All other countries)

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

### **Dimensions**

### **Dimensions of Priority and Economy Letter International**

Minimum size 90 mm x 140 mm x 0.2 mm Maximum size 250 mm x 353 mm x 30 mm Maximum weight 2,000 g



# 1659, 1656 Posti Priority and Posti Economy Letter International

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

	Eur	ope	Other countries				
Price	Priority Economy		Priority	Economy			
Price / item	EUR 2.15	EUR 1.76	EUR 2.30	EUR 1.77			
Price / kg	EUR 30.07	EUR 24.41	EUR 57.46	EUR 31.60			

# 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 300 g and the maximum thickness 30mm (minimum order quantity 100 pcs).

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

### Postage to all countries

Envelope size	Priority Letter			
C/E5	<b>EUR 3.19</b> / item			
C/E4	<b>EUR 8.46</b> / item			

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 **posti.fi/pre-paid-envelope** 



# Sending Valuable Items Internationally

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

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

posti.fi/countryinformation

# **Item Pricing, Payment Methods and Dimensions**

#### **Pricing is based:**

Registered Letter and Letter with Advice of Delivery: on the weight and tariff zone of an individual item

Exprès Letter: on the combination of the item's tariff zone's rate for Priority Letter International (item + kg) and the Exprès additional fee.

Registered Letters, Letters with Advice of Delivery and Exprès Letters can be ordered by using the Posti Smartship ordering channel. Registered Letters can be ordered also by using the OmaPosti Pro ordering channel.

# Dimensions of Registered Letter International, Letter with Advice of Delivery International and Exprès Letter International

Minimum size 90 mm x 140 mm Maximum size 250 mm x 353 mm x 30 mm Maximum weight 2,000 g

# 17434 Posti Registered Letter International

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

Maximum weight	Europe	Other countries
100 g	<b>EUR 16.88</b> / item	EUR 25.47 / item
250 g	<b>EUR 17.95</b> / item	<b>EUR 26.70</b> / item
500 g	<b>EUR 23.31</b> / item	<b>EUR 34.74</b> / item
2,000 g	EUR 45.19 / item	<b>EUR 67.77</b> / item



# 16539, 19794 Posti Letter with Advice of Delivery International

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

Maximum weight	Europe	Other countries
100 g	<b>EUR 22.95</b> / item	EUR 34.36 / item
250 g	<b>EUR 27.30</b> / item	EUR 44.55 / item
2,000 g	<b>EUR 53.02</b> / item	<b>EUR 79.58</b> / item

# 1659 + 17967 Posti Exprès Letter International

Price	Europe	Other countries
Item	<b>EUR 2.15</b> / item	<b>EUR 2.30</b> / item
Kg	<b>EUR 30.07</b> / kg	<b>EUR 57.46</b> / kg
+ Exprès additional fee	<b>EUR 14.58</b> / item	EUR 14.58 / item



# **Publication Services**

Factors that affect the price are listed below by Publication Service. The total price also depends on the additional services used.

# **Item Pricing**

### The pricing of Publication items is based on

Item weight.

Manageability of the mailing.

### The pricing of Magazine Pro and Economy Publication items is based on

Mailing size.

Item weight.

Manageability of the mailing.

Publishing times.

### The pricing of Daytime Publication Delivery items is based on

Annual volume.

Publishing times.

Manageability of the mailing.

### The pricing of Long-distance Publication Delivery items is based on

Annual volume.

Publishing times.

Manageability of the mailing.

### Number of Issues of a Publication

The number of issues is determined on the basis of the number of issues of the same printed publication in a calendar year stated in an advance order. For the same publication, the issues delivered using the Magazine Pro and Economy Publication services are added up. The issues delivered over a calendar year using the Daytime Publication Delivery service will also be taken into account for the Long-Distance Publication Delivery service.

If the publication's number of publishing times in pre-ordered services 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.

A batch size includes items that are of the same issue of a publication, have the same invoicing address, are delivered during the same invoicing period and are recorded for the same mailing batch.



# **Mailing Methods that Affect the Price**

### Magazine Pro, Economy Publication and Publication

The use of the Magazine Pro and Economy Publication services requires using the Posti Sorting Service as well as submitting an advance order and a mailing plan via the online service channel provided by Posti at least four weeks before mailing.

Unbundled publication batches of at least 1,000 items require the use of the Publication's Additional Handling service. The fee for the Publication's Additional Handling additional service will also be charged if the customer does not follow Posti's current service-specific mailing instructions when delivering the batches to Posti.

The Magazine Pro service can only be used for machine-sortable items. Posti has the right to change the service to Economy Publication for items that require manual sorting.

A publication that uses the Economy Publication service and needs to be sorted manually requires the Manual Sorting additional service. Items need to be sorted manually for reasons such as the following: the item's dimensions or weight are above or below the limits set for machine sorting or the item does not have a 4-state code or a 2D bar code. The supplements, plastic wrapping, quality of the cover paper, etc., may also prevent machine sorting. For more detailed information, please see the Guide to Machine-Sortable Items.

The Code Error additional service will also be required for publications that are delivered using the Economy Publication service but that do not have a 4-state code or a 2D bar code or if they have an erroneous code.

Publications that require folding to fit through a mail slot due to their dimensions and that are delivered using the Economy Publication service will also require the Addressed Publication Folding additional service.

A publication that uses the Magazine Pro and Economy Publication services and whose batch size differs by -20% or more from the provided advance information will require the Inaccurate Advance Information additional service. An additional fee is charged for each mailing batch on the basis of the inaccuracy, i.e. in accordance with the number of items exceeding the allowed difference.

Changes to the posting place and time can be made until the day before the previously stated posting day. Changes to the posting place become subject to a charge four weeks before the previously stated posting day. Changes to the posting or delivery day become subject to a charge one week before the previously stated posting day.

Items should be dropped off sorted and unitized in accordance with the instructions available in Posti's online service channel and the Guide to Batch-Sorted Postal Items (addressing, bundling and loading into transport units). Address marking instructions can also be found in the Guide to Machine-Sortable Items.



### **Daytime Publication Delivery and Long-distance Publication Delivery**

The use of the service requires submitting an advance order and a mailing plan via the online service channel provided by Posti at least four weeks before mailing. Posti's Sorting Service must be used for mailing, and the generated 4-state code or 2D bar code must be printed on the publication.

For the Daytime Publication Delivery service, the minimum batch size for a publication is 150 pcs and the minimum service level will be direct transport direction bundle.

If the batches for Daytime Publication Delivery and Long-Distance Publication Delivery are delivered to Posti unbundled or they have not been bundled according to Posti's instructions, the batches will require the Publication's Additional Handling additional service.

The Code Error additional service will also be required for publications that are delivered using the Daytime Publication Delivery service and Long-distance Publication Delivery service, but that do not have a 4-state code or a 2D bar code or if they have an erroneous code.

Changes to the posting place and time can be made until the day before the previously stated posting day. Changes to the posting place become subject to a charge four weeks before the previously stated posting day. Changes to the posting or delivery day become subject to a charge one week before the previously stated posting day. When agreeing on the basic letter posting times for the Daytime Publication Delivery service, a service fee for a late posting time for a mailing batch is charged.

In Daytime Publication Delivery, a Publication's Additional Handling fee for bundles to be opened will be charged for publications in a bundle/bundles to be opened that are addressed to an area.

Items are dropped off as sorted and unitized according to the batch-specific instructions provided by Posti's Sorting Service. Address marking instructions can be found in the Guide for Batch-Sorted Postal Items (addressing, bundling and loading into transport units) and also in the Guide to Machine-Sortable Items.

### **Dimensions**

# Dimensions of Economy Publication, Publication, Daytime Publication Delivery and Long-distance Publication Delivery items

Minimum size 90 mm x 140 mm Maximum size 320 mm x 470 mm x 30 mm when folded, it must fit through a letter box/mail slot 250 mm x 353 mm x 30 mm Maximum weight 1,000 g

### **Dimensions of Magazine Pro items**

Minimum size 148 mm x 210 mm x 0.4 mm Minimum weight 30 g Maximum size 250 mm x 310 mm x 10 mm Maximum weight 350 g



# **Additional Services**

Additional services combinations	and their	Posti Publication	Magazine Pro	Economy Publication	Publication Daily Delivery	Long- distance Publication Delivery
5706 and 5707	Changes to the posting or delivery day or to the delivery speed		yes	yes	yes	yes
5708 and 5709	Changes in office of posting		yes	yes		yes
12895	Information storage service fee	yes	yes	yes	yes	yes
17014 Publication's Additional Handling		yes	yes	yes	yes	yes
17490	17490 Late posting time for a mailing batch				yes	
17491	Additional Handling, bundles to be opened				yes	
19258	Manual sorting		yes	yes		
19531	Addressed Publication Folding			yes		
19532	Code Error		yes	yes	yes	yes
19533 Invalid advance information			yes	yes		
Information Service Information Service, see page 32		yes	yes	yes		
19747	Terminal shuttle, see page 32	yes	yes	yes		

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

**EUR 0.0635** / item

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



### 5708 Changes in office of posting 24 hrs before delivery at

EUR 0.0635 / item

### 5709 Changes in office of posting by noon

EUR 0.0875 / item

### 12895 Information storage service fee

Posti is entitled to charge a fee for the saving of information carried out via the Posti ordering channels on behalf of the customer.

**EUR 74.57** / hour

### 17014 Publication's Additional Handling

EUR 0.1555 / item

### 17490 Late posting time for a mailing batch

EUR 25.12 / hour / mailing batch and drop-off point

### 17491 Additional Handling, bundles to be opened

EUR 0.1891 / publication copy in an openable bundle

### 19258 Manual sorting

**EUR 0.0770** / item

### 19531 Addressed Publication Folding

EUR 0.0195 / item

#### 19532 Code Error

**EUR 0.0770** / item

### 19533 Invalid advance information

**EUR 0.0770** / item



# **Nationwide Publication Delivery**

Your item is delivered from one point to anywhere in Finland flexibly by the third of fourth weekday of posting.

The Publication service is particularly well suited for small batches and occasional sending. Use of the service does not require placing an advance order.

The Magazine Pro and Economy Publication services are particularly well suited for publications that are published regularly. The services are ordered in advance. The Magazine Pro service is meant for machine-sortable publications that are published in large batches. The Economy Publication service is suitable for batches of all sizes as well as manually sortable publications.

# 12840 Posti Publication, Nationwide Prices

Maximum unit weight	Price
100 g	EUR 1.5220
150 g	EUR 1.7200
200 g	EUR 1.9813
250 g	EUR 2.2387
300 g	EUR 2.5229
350 g	EUR 2.8863
500 g	EUR 3.4152
750 g	EUR 4.5080
1,000 g	EUR 6.3115





# 19241 Posti Magazine Pro, Nationwide Prices

Maximum	Mailing size at least, items											
unit weight	15,000	25,000	35,000	50,000	65,000	80,000	95,000	110,000	125,000	150,000	175,000	200,000
100 g	EUR 0.6231	EUR 0.6152	EUR 0.6075	EUR 0.5996	EUR 0.5918	EUR 0.5844	EUR 0.5772	EUR 0.5630	EUR 0.5600	EUR 0.5544	EUR 0.5486	EUR 0.5402
150 g	EUR 0.6914	EUR 0.6829	EUR 0.6744	EUR 0.6654	EUR 0.6570	EUR 0.6488	EUR 0.6407	EUR 0.6251	EUR 0.6218	EUR 0.6152	EUR 0.6089	EUR 0.5997
200 g	EUR 0.7866	EUR 0.7767	EUR 0.7671	EUR 0.7570	EUR 0.7473	EUR 0.7381	EUR 0.7286	EUR 0.7110	EUR 0.7074	EUR 0.6998	EUR 0.6927	EUR 0.6821
250 g	EUR 0.8731	EUR 0.8623	EUR 0.8516	EUR 0.8401	EUR 0.8295	EUR 0.8190	EUR 0.8088	EUR 0.7890	EUR 0.7849	EUR 0.7767	EUR 0.7689	EUR 0.7574
300 g	EUR 0.9714	EUR 0.9593	EUR 0.9471	EUR 0.9347	EUR 0.9228	EUR 0.9113	EUR 0.8999	EUR 0.8777	EUR 0.8734	EUR 0.8643	EUR 0.8554	EUR 0.8425
350 g	EUR 1.0917	EUR 1.0782	EUR 1.0648	EUR 1.0508	EUR 1.0372	EUR 1.0242	EUR 1.0113	EUR 0.9867	EUR 0.9817	EUR 0.9715	EUR 0.9615	EUR 0.9469

# 19193 Posti Economy Publication, Nationwide Prices

Max.	x. Mailing size at least, items															
unit																
weight	1	1,000	5,000	10,000	15,000	25,000	35,000	50,000	65,000	80,000	95,000	110,000	125,000	150,000	175,000	200,000
100 g	EUR 1.4474	EUR 1.0722	EUR 0.7940	EUR 0.6589	EUR 0.5934	EUR 0.5860	EUR 0.5786	EUR 0.5711	EUR 0.5638	EUR 0.5565	EUR 0.5496	EUR 0.5362	EUR 0.5336	EUR 0.5279	EUR 0.5226	EUR 0.5146
150 g	EUR 1.6065	EUR 1.1901	EUR 0.8814	EUR 0.7315	EUR 0.6586	EUR 0.6505	EUR 0.6424	EUR 0.6339	EUR 0.6259	EUR 0.6180	EUR 0.6102	EUR 0.5954	EUR 0.5923	EUR 0.5860	EUR 0.5801	EUR 0.5713
200 g	EUR 1.8275	EUR 1.3537	EUR 1.0026	EUR 0.8321	EUR 0.7494	EUR 0.7398	EUR 0.7307	EUR 0.7211	EUR 0.7116	EUR 0.7029	EUR 0.6941	EUR 0.6772	EUR 0.6737	EUR 0.6666	EUR 0.6598	EUR 0.6499
250 g	EUR 2.0283	EUR 1.5025	EUR 1.1129	EUR 0.9236	EUR 0.8316	EUR 0.8213	EUR 0.8111	EUR 0.8004	EUR 0.7901	EUR 0.7802	EUR 0.7705	EUR 0.7516	EUR 0.7479	EUR 0.7398	EUR 0.7322	EUR 0.7213
300 g	EUR 2.2567	EUR 1.6715	EUR 1.2382	EUR 1.0275	EUR 0.9251	EUR 0.9137	EUR 0.9022	EUR 0.8904	EUR 0.8790	EUR 0.8680	EUR 0.8571	EUR 0.8360	EUR 0.8320	EUR 0.8232	EUR 0.8149	EUR 0.8025
350 g	EUR 2.5365	EUR 1.8790	EUR 1.3917	EUR 1.1551	EUR 1.0399	EUR 1.0270	EUR 1.0143	EUR 1.0009	EUR 0.9880	EUR 0.9757	EUR 0.9635	EUR 0.9398	EUR 0.9350	EUR 0.9252	EUR 0.9159	EUR 0.9020
500 g	EUR 2.9804	EUR 2.2076	EUR 1.6352	EUR 1.3571	EUR 1.2220	EUR 1.2067	EUR 1.1918	EUR 1.1760	EUR 1.1608	EUR 1.1462	EUR 1.1319	EUR 1.1043	EUR 1.0987	EUR 1.0872	EUR 1.0760	EUR 1.0601
750 g	EUR 3.8746	EUR 2.8700	EUR 2.1260	EUR 1.7643	EUR 1.5886	EUR 1.5687	EUR 1.5490	EUR 1.5290	EUR 1.5091	EUR 1.4904	EUR 1.4717	EUR 1.4356	EUR 1.4285	EUR 1.4135	EUR 1.3991	EUR 1.3780
1,000 g	EUR 5.0368	EUR 3.7311	EUR 2.7638	EUR 2.2936	EUR 2.0652	EUR 2.0395	EUR 2.0140	EUR 1.9877	EUR 1.9620	EUR 1.9373	EUR 1.9132	EUR 1.8663	EUR 1.8570	EUR 1.8374	EUR 1.8186	EUR 1.7914

# **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 40 times annually.

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

The Daytime Publication Delivery service delivers publications to subscribers primarily during the date of publication and the following weekday.

In the Long-distance Publication Delivery service, publications are delivered primarily on the second weekday or on the third weekday following their posting.

# 12841 Posti Daytime Publication Delivery

Annual volume, no. of items	Price / item
1 – 99,999 items	EUR 0.5941
100,000 – 199,999 items	EUR 0.5745
200,000 – 299,999 items	EUR 0.5554
300,000 – 499,999 items	EUR 0.5371
500,000 – 999,999 items	EUR 0.5194
1,000,000 – 1 499,999 items	EUR 0.5022
1,500,000 – 1,999,999 items	EUR 0.4857
2,000,000 – 2,499,999 items	EUR 0.4590
over 2,500,000 items	EUR 0.4320

# 12838 Posti Long-distance Publication Delivery

Annual volume, no. of items	Price / item
1 – 9,999 items	EUR 0.97
10,000 – 24,999 items	EUR 0.89
over 25,000 items	EUR 0.80



# **Direct Marketing**

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.

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.

# **Item Pricing**

The pricing of Customer Direct is based on batch size as well as the weight and processability of the item.

The Additional Handling service, which is subject to a charge, will be added for Customer Direct items if they have not been prepared according to Posti's instructions. If the Customer Direct item's dimensions or shape do not comply with the service characteristics specified for the service in question, Posti will be entitled to process and invoice them as a service the characteristics of which correspond to those of the customer's item.

# **Mailing Methods that Affect the Price**

If you place the order at least four (4) weeks before the mailing day through the electronic Posti Pro service channel, you will be able to take advantage of the 2% advance order discount. The number of items in the advance order can be changed by +25% -10% and item weight by +-30%. If the information changes more or if the mailing location or date changes, or service title 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 errorless 2D code or 4-state code produced by the Sorting Service. The quantity may be modified by a maximum of +25% -10% and unite weight by +-30%, otherwise the discount is not valid.

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. The Additional Handling service, which is subject to a charge, will be added for Customer Direct items if they have not been handled according to Posti's instructions (Guide to Batch-Sorted Items, Guide to Machine-Sortable Items and the mailing instructions of Customer Direct).



### **Dimensions**

### **Dimensions of Customer Direct, manually sortable**

Minimum size 90 mm x 140 mm x 0.2 mm Maximum size 250 mm x 353 mm x 30 mm Maximum weight 2,000 g

### **Dimensions of Customer Direct, machine sortable**

Minimum size 105 mm x 148 mm x 0.2 mm, small enclosed item\* Maximum size 165 mm x 240 mm x 5 mm, small enclosed item\* Kappalepaino kappalepaino 5–75 g, small enclosed item\*

\*) More detailed format-specific size and weight limitations can be found in the Guide to Machine-Sortable Items.

### **Additional Services**

### 17018 Additional Handling

EUR 0.1555 / item

#### **Information Service**

You can add the Information Service to 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 32.

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

### 19224 Posti Customer Direct, Machine Sortable

Maximum	Mailing size, items				
unit weight	1 – 4,999	5,000 – 34,999	35,000 – 69,999	70,000 – 99,999	> 100,000
20 g	EUR 0.690	EUR 0.517	EUR 0.464	EUR 0.439	EUR 0.402
50 g	EUR 0.769	EUR 0.578	EUR 0.491	EUR 0.469	EUR 0.442
75 g	EUR 0.916	EUR 0.688	EUR 0,583	EUR 0.558	EUR 0.501
100 g	EUR 1.000	EUR 0.752	EUR 0.638	EUR 0.596	EUR 0.543
200 g	EUR 1.483	EUR 1.111	EUR 0.945	EUR 0.886	EUR 0.804
350 g	EUR 1.897	EUR 1.421	EUR 1.210	EUR 1.130	EUR 1.030

Please leave a contact request online at **posti.fi/direct-marketing** in case the publication's batch size is at least 200,000 items.



# 19225 Posti Customer Direct, Manually Sortable

Maximum	Mailing size, items				
unit weight	1 – 4,999	5,000 – 34,999	35,000 – 69,999	70,000 – 99,999	> 100,000
20 g	EUR 0.989	EUR 0.742	EUR 0.665	EUR 0.626	EUR 0.575
50 g	EUR 1.052	EUR 0.787	EUR 0.670	EUR 0.639	EUR 0.603
75 g	EUR 1.381	EUR 1.036	EUR 0.881	EUR 0.844	EUR 0.754
100 g	EUR 1.422	EUR 1.069	EUR 0.908	EUR 0.849	EUR 0.773
200 g	EUR 2.034	EUR 1.526	EUR 1.296	EUR 1.211	EUR 1.101
350 g	EUR 2.798	EUR 2.100	EUR 1.786	EUR 1.668	EUR 1.519
600 g	EUR 4.031	EUR 2.820	EUR 2.794	EUR 2.740	EUR 2.712
1 000 g	EUR 6.602	EUR 4.739	EUR 4.694	EUR 4.604	EUR 4.558
2 000 g	EUR 10.726	EUR 7.507	EUR 7.436	EUR 7.291	EUR 7.220

# **Posti Home Direct, Unaddressed Delivery**

With Home Direct's unaddressed services, you can get your message to households and businesses. Your message can reach more than two million mailboxes weekly inside Postinen or as a separate delivery on days that can be booked in the ordering channel.

The ordering channels are PTP and Posti Kontakti: posti.fi/servicechannels

You can also see the price of your batch in the ordering channel. If needed, you can also get the price information from our customer service or sales team.

### **Posti Create and Send**

In the Posti Contact web service (**kontakti.posti.fi**), 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.

Price / item	Card A6	Card A6 4 p. envelope	Card A5	Card A5 4 p. envelope	Letter A4, C5 envelope
Priority	EUR 2.88	EUR 3.69	EUR 3.47	EUR 4.19	EUR 3.75
Economy	EUR 2.10	EUR 2.96	EUR 2.78	EUR 3.12	EUR 2.96
Customer Direct	EUR 1.29	EUR 2.15	EUR 1.91	EUR 2.47	EUR 2.07



# **Mail Receiving Services**

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

### **Additional Services**

Additional Services	P.O. Box	Posti Corporate address	Posti Corporate Postal Code
Agreed Further Mailing		yes	yes
Additional Handling			yes

### 12416 Agreed Further Mailing

Volume / day	Price / month
Compilation envelope*	EUR 179.00
1 box**	EUR 297.00
2 boxes	EUR 372.00
3 boxes	EUR 446.00
4 boxes	EUR 520.00
5 boxes	EUR 594.00
More than 5 boxes, rolltair	ner <b>EUR 669.00</b>

<sup>\*)</sup> The compilation envelope holds approximately 20 items.

# **Other Charges**

Product number	Service	Payment method	Price
10353	Modification charge	One-off charge	EUR 68.00



<sup>\*\*)</sup> The blue transportation box holds approximately items of 250 C5 envelopes or approximately 100 C4 envelopes.

### 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.

Product number	Service	Payment method	Price
1504	P.O. Box, establishment charge	One-off charge	EUR 271.00
1503	Rent	Annual charge	EUR 360.00
12410	P.O. Box, additional key	One-off charge	EUR 70.90

# **Posti Corporate Address**

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

Product number	Service	Payment method	Price
12409	Corporate Address, establishment charge	One-off charge	EUR 271.00
12331	Corporate Address, usage fee	Monthly charge	EUR 23.60
12416	Agreed Further Mailing	Monthly charge, since	EUR 179.00

# **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.

### 1166 Establishment charge

An establishment charge of **EUR 970.00** is payable for setting up Corporate Postal Code.



# With additional sorting

Product number	Service	Payment method	Price
10883	Corporate Postal Code, usage fee	Monthly charge	EUR 170.00
12413	Items per month 1 – 5,000 items	Price / month	EUR 512.00
Items / month	5,001 – 10,000 items	Price / month	EUR 1,027.00
Items / month	10,001 – 20,000 items	Price / month	EUR 1,889.00
Items / month	20,001 – 30,000 items	Price / month	EUR 2,682.00
Items / month	30,001 – 40,000 items	Price / month	EUR 3,520.00
Items / month	40,001 – 50,000 items	Price / month	EUR 4,434.00
Items / month	50,001 – 60,000 items	Price / month	EUR 5,429.00
Items / month	60,001 – 70,000 items	Price / month	EUR 6,575.00
12414	Sorting directions	Price / month / P.O. Box	EUR 37.80

# Without Additional Sorting

Product number	Service	Payment method	Price
12888	Corporate Adress, usage fee	Monthly charge	Monthly charge
Items / month	1 – 5,000 items	Price / month	EUR 387.00
Items / month	5,001 – 10,000 items	Price / month	EUR 483.00
Items / month	10,001 – 20,000 items	Price / month	EUR 694.00
Items / month	20,001 – 30,000 items	Price / month	EUR 791.00
Items / month	30,001 – 40,000 items	Price / month	EUR 928.00
Items / month	40,001 – 50,000 items	Price / month	EUR 1 076.00
Items / month	50,001 – 60,000 items	Price / month	EUR 1 297.00
Items / month	60,001 – 70,000 items	Price / month	EUR 1 545.00
Items / month	70,001 – 80,000 items	Price / month	EUR 1 734.00
Items / month	80,001 – 90,000 items	Price / month	EUR 1 959.00
Items / month	90,001 – 100,000 items	Price / month	EUR 2 162.00
10884	Modification charge	One-off charge	EUR 68.00
12416	Agreed Further Mailing	Monthly charge, starting at, see page 27	EUR 179.00



# **Reply Mails**

# **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 90 mm x 140 mm

Maximum size 250 mm x 353 mm x 30 mm

Maximum weight domestic, to Nordic countries and certain other European countries 2,000 g

Maximum weight to certain European countries 1,000 g

Maximum weight to other countries 50 g

# **Establishment and Usage Fees**

#### 18173 Establishment Fee

Establishment charge for a new reply mail item ID and info code EUR 26.60 / item

### 17006 Monthly fee for the reply mail item ID

EUR 22.70 / reply mail item ID

### 19748 Monthly fee for the reply mail item information service

EUR 8.65 / reply mail item information service

# 17005 Posti Economy Reply

EUR 1.36 / item and EUR 11.36 / kg

# 17004 Posti Economy Reply, Coupon

**EUR 2.01** / item



### **Additional Services**

Product number	Additional Service	Price / item
1121	Info Code Sorting	EUR 0.25
4033	Combination Envelope	EUR 0.25
19749	Reply Mail, Additional Handling*	EUR 0.15

<sup>\*)</sup> An additional handling fee will be added if the item contains handwritten address information or if the payment indication does not comply with Posti's instructions.

# 1651 Posti Reply Mail International

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

Price / item	Price / kg	Price / minimum
EUR 1.40	EUR 18.88	EUR 1.58

### **Additional Service**

Product number	Additional Service	Price / item
1121	Info Code Sorting	EUR 0.25



# **Other Services and Rates**

### **Information Service**

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 monthly usage fee with the number of corrected addresses or undeliverable items. The service can only be used in shipments delivered by Posti.

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.

Product number	Service	Price
1207	Change of address	<b>EUR 1.84</b> / item
1208	Manual entry of identification data	<b>EUR 0.52</b> / item
16670	Processing fee, using a terminated id	<b>EUR 1.13</b> / item
17019	Change of address, if the delivery type is a paper letter	<b>EUR 2.52</b> / item
20803	Usage fee	EUR 16.62 / month

# 19747 Terminal Shuttle

The posting of Magazine Pro, Economy Publication, Publication and Customer Direct mailing batches will be centralized in the postal centers of Helsinki and Kuopio.

Mailing batches can still be posted at the Tampere and Oulu postal centers as well as designated terminals with the Terminal Shuttle additional fee. To reach the service level, these items must be posted one weekday in advance.

Weight of the mailing batch	Price / mailing batch	
1 – 249kg	EUR 38.61	
250 - 1,499kg	EUR 86.55	
1,500 – 3,499kg	EUR 122.49	
3,500 – 4,999kg	EUR 178.48	
5,000 - 29,999kg	EUR 399.45	

If the mailing batch requires more than 14 pallets, please place a separate transportation order at **posti.fi/pickup-order** 

# **Other Services and Rates**

Prices can be found in a separate price list.

