# 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 servicespecific 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 $90 \mathrm{~mm} \times 140 \mathrm{~mm} \times 0.2 \mathrm{~mm}$
Maximum size $250 \mathrm{~mm} \times 353 \mathrm{~mm} \times 30 \mathrm{~mm}$
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 <br> Price / item | Economy Letter <br> 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 ( $110 \mathrm{~mm} \times 156 \mathrm{~mm}$ )
Maximum size C5 ( $162 \mathrm{~mm} \times 229 \mathrm{~mm}$ )
Maximum weight 50g
Thickness $0.2-5 \mathrm{~mm}$
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 tandard 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 $\mathbf{0 . 5 8 6 5}$ |
| Area B | EUR $\mathbf{0 . 6 5 0 9}$ |
| Area C | EUR $\mathbf{1 . 3 7 4 9}$ |

## Sending Valuable Items in Finland


#### Abstract

When you are sending valuable content in a letter, you can ensure the best protection and itemspecific 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 $90 \mathrm{~mm} \times 140 \mathrm{~mm}$
Maximum size $250 \mathrm{~mm} \times 353 \mathrm{~mm} \times 30 \mathrm{~mm}$
Maximum weight 2,000 g

## Dimensions of Insured Item

Minimum size $90 \mathrm{~mm} \times 140 \mathrm{~mm}$
Maximum size $1,000 \mathrm{~mm} \times 600 \mathrm{~mm} \times 600 \mathrm{~mm}$
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 |
| $2,000 \mathrm{~g}$ | EUR $\mathbf{1 6 . 1 7}$ |

## 16534 Posti Registered Letter

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

| Maximum weight | Price / item |
| :--- | :--- |
| 250 g | EUR $\mathbf{8 . 8 2}$ |
| $2,000 \mathrm{~g}$ | EUR $\mathbf{1 4 . 3 0}$ |

## 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 |
| :--- | :--- |
| 250 g | EUR 13.11 |
| $2,000 \mathrm{~g}$ | EUR $\mathbf{1 5 . 9 2}$ |

## 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 | EUR $\mathbf{1 8 . 8 5} /$ item | EUR $\mathbf{2 7 . 1 4}$ / item |
| $2,000 \mathrm{~g}$ | EUR $\mathbf{3 0 . 6 8}$ / 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 <br> and Madeira) | Romania | Slovakia |
| Slovenia | Spain | Sweden |  |

## 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 <br> (incl. the Isle of Man) | Greenland | Iceland |
| Kosovo | Liechtenstein | Macedonia |
| Mayotte (France) | Moldova | Montenegro |
| Norway | Serbia | Saint-Pierre and Miquelon (France) |
| San Marino | Turkey | Switzerland |
| The Channel Islands [Jersey, <br> Guernsey, Alderney and Sark] (UK) |  |  |
| 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 $90 \mathrm{~mm} \times 140 \mathrm{~mm} \times 0.2 \mathrm{~mm}$
Maximum size $250 \mathrm{~mm} \times 353 \mathrm{~mm} \times 30 \mathrm{~mm}$
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.

|  | Europe |  | Other countries |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Price | Priority | Economy | Priority | Economy |
| Price $/$ item | EUR 2.15 | EUR 1.76 | EUR 2.30 | EUR 1.77 |
| Price $/ \mathrm{kg}$ | EUR 30.07 | EUR $\mathbf{2 4 . 4 1}$ | 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 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 to all countries

| Envelope size | Priority Letter |
| :--- | :--- |
| C/E5 | EUR 3.19 / item |
| C/E4 | EUR 8.46 / 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 $+\mathrm{kg})$ 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 $90 \mathrm{~mm} \times 140 \mathrm{~mm}$
Maximum size $250 \mathrm{~mm} \times 353 \mathrm{~mm} \times 30 \mathrm{~mm}$
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 | EUR $\mathbf{1 6 . 8 8}$ / item | EUR $\mathbf{2 5 . 4 7}$ / item |
| 250 g | EUR $\mathbf{1 7 . 9 5}$ / item | EUR $\mathbf{2 6 . 7 0}$ / item |
| 500 g | EUR $\mathbf{2 3 . 3 1}$ / item | EUR 34.74 / item |
| $2,000 \mathrm{~g}$ | EUR $\mathbf{4 5 . 1 9}$ / item | EUR $\mathbf{6 7 . 7 7}$ / 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 | EUR $\mathbf{2 2 . 9 5}$ / item | EUR 34.36 / item |
| 250 g | EUR $\mathbf{2 7 . 3 0}$ / item | EUR 44.55 / item |
| $2,000 \mathrm{~g}$ | EUR 53.02 / item | EUR 79.58 / item |

## 1659 + 17967 Posti Exprès Letter International

| Price | Europe | Other countries |
| :--- | :--- | :--- |
| Item | EUR $\mathbf{2 . 1 5} /$ item | EUR $\mathbf{2 . 3 0} /$ item |
| Kg | EUR $\mathbf{3 0 . 0 7} / \mathrm{kg}$ | EUR 57.46 / kg |
| + Exprès additional fee | EUR $\mathbf{1 4 . 5 8}$ / 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 MachineSortable 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 MachineSortable Items.

## Dimensions

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

Minimum size $90 \mathrm{~mm} \times 140 \mathrm{~mm}$
Maximum size $320 \mathrm{~mm} \times 470 \mathrm{~mm} \times 30 \mathrm{~mm}$ when folded, it must fit through a letter box/mail slot $250 \mathrm{~mm} \times 353 \mathrm{~mm} \times 30 \mathrm{~mm}$ Maximum weight 1,000 g

## Dimensions of Magazine Pro items

Minimum size $148 \mathrm{~mm} \times 210 \mathrm{~mm} \times 0.4 \mathrm{~mm}$
Minimum weight 30 g
Maximum size $250 \mathrm{~mm} \times 310 \mathrm{~mm} \times 10 \mathrm{~mm}$
Maximum weight 350 g

## Additional Services

| Additional services combinations | and their | Posti Publication | Magazine Pro | Economy Publication | Publication <br> Daily Delivery | Longdistance 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 <br> storage service fee | yes | yes | yes | yes | yes |
| 17014 | Publication's <br> Additional Handling | yes | yes | yes | yes | yes |
| 17490 | Late posting time for a mailing batch |  |  |  | yes |  |
| 17491 | Additional Handling, bundles to be opened |  |  |  | yes |  |
| 19258 | Manual sorting |  | yes | yes |  |  |
| 19531 | Addressed <br> 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

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EUR 0.0875 / item
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## 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 $\mathbf{1 . 5 2 2 0}$ |
| 150 g | EUR $\mathbf{1 . 7 2 0 0}$ |
| 200 g | EUR 1.9813 |
| 250 g | EUR $\mathbf{2 . 2 3 8 7}$ |
| 300 g | EUR 2.5229 |
| 350 g | EUR 2.8863 |
| 500 g | EUR 3.4152 |
| 750 g | EUR $\mathbf{4 . 5 0 8 0}$ |
| $1,000 \mathrm{~g}$ | EUR 6.3115 |

## 19241 Posti Magazine Pro, Nationwide Prices

|  | 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



[^0]
## 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, <br> no. of items | Price / item |
| :--- | :--- |
| $1-99,999$ items | EUR $\mathbf{0 . 5 9 4 1}$ |
| $100,000-199,999$ items | EUR $\mathbf{0 . 5 7 4 5}$ |
| $200,000-299,999$ items | EUR $\mathbf{0 . 5 5 5 4}$ |
| $300,000-499,999$ items | EUR $\mathbf{0 . 5 3 7 1}$ |
| $500,000-999,999$ items | EUR $\mathbf{0 . 5 1 9 4}$ |
| $1,000,000-1499,999$ items | EUR $\mathbf{0 . 5 0 2 2}$ |
| $1,500,000-1,999,999$ items | EUR $\mathbf{0 . 4 8 5 7}$ |
| $2,000,000-2,499,999$ items | EUR $\mathbf{0 . 4 5 9 0}$ |
| over 2,500,000 items | EUR $\mathbf{0 . 4 3 2 0}$ |

## 12838 Posti Long-distance Publication Delivery

| Annual volume, <br> no. of items | Price / item |
| :--- | :--- |
| $\mathbf{1 - 9 , 9 9 9}$ items | EUR $\mathbf{0 . 9 7}$ |
| $10,000-24,999$ items | EUR $\mathbf{0 . 8 9}$ |
| over $\mathbf{2 5 , 0 0 0}$ items | EUR $\mathbf{0 . 8 0}$ |

## 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 MachineSortable Items and the mailing instructions of Customer Direct).

## Dimensions

## Dimensions of Customer Direct, manually sortable

Minimum size $90 \mathrm{~mm} \times 140 \mathrm{~mm} \times 0.2 \mathrm{~mm}$
Maximum size $250 \mathrm{~mm} \times 353 \mathrm{~mm} \times 30 \mathrm{~mm}$
Maximum weight 2,000 g

## Dimensions of Customer Direct, machine sortable

Minimum size $105 \mathrm{~mm} \times 148 \mathrm{~mm} \times 0.2 \mathrm{~mm}$, small enclosed item* Maximum size $165 \mathrm{~mm} \times 240 \mathrm{~mm} \times 5 \mathrm{~mm}$, 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 MachineSortable 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 unit weight | Mailing size, items |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 unit weight | Mailing size, items |  |  | 70,000-99,999 | > 100,000 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1-4,999 | 5,000-34,999 | 35,000-69,999 |  |  |
| 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 |
| 1000 g | EUR 6.602 | EUR 4.739 | EUR 4.694 | EUR 4.604 | EUR 4.558 |
| 2000 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. <br> envelope | Card A5 | Card A5 4 p. <br> envelope | Letter A4, <br> 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

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

## 12416 Agreed Further Mailing

| Volume / day | Price / month |
| :--- | :--- |
| Compilation envelope* | EUR $\mathbf{1 7 9 . 0 0}$ |
| 1 box** | EUR $\mathbf{2 9 7 . 0 0}$ |
| 2 boxes | EUR $\mathbf{3 7 2 . 0 0}$ |
| 3 boxes | EUR 446.00 |
| 4 boxes | EUR 520.00 |
| 5 boxes | EUR 594.00 |

More than 5 boxes, rolltainer EUR 669.00
*) 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

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

## 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.

| Product number | Service | Payment method | Price |
| :--- | :--- | :--- | :--- |
| 1504 | P.O. Box, establishment <br> 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, <br> establishment charge | One-off charge | EUR 271.00 |
| 12331 | Corporate Address, <br> 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. | 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 1076.00 |
| Items / month | 50,001-60,000 items | Price / month | EUR 1297.00 |
| Items / month | 60,001-70,000 items | Price / month | EUR 1545.00 |
| Items / month | 70,001-80,000 items | Price / month | EUR 1734.00 |
| Items / month | 80,001-90,000 items | Price / month | EUR 1959.00 |
| Items / month | 90,001-100,000 items | Price / month | EUR 2162.00 |
| 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 $90 \mathrm{~mm} \times 140 \mathrm{~mm}$
Maximum size $250 \mathrm{~mm} \times 353 \mathrm{~mm} \times 30 \mathrm{~mm}$
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 |

*) 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 |
| :--- | :--- | :--- |
| $\mathbf{1 2 0 7}$ | Change of address | EUR $\mathbf{1 . 8 4}$ / item |
| 1208 | Manual entry of identification data | EUR $\mathbf{0 . 5 2}$ / item |
| $\mathbf{1 6 6 7 0}$ | Processing fee, using a terminated id | EUR $\mathbf{1 . 1 3}$ / item |
| $\mathbf{1 7 0 1 9}$ | Change of address, if the delivery type is a paper letter | EUR $\mathbf{2 . 5 2}$ / item |
| 20803 | Usage fee | EUR $\mathbf{1 6 . 6 2 / \text { month }}$ |

## 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

| $1-249 \mathrm{~kg}$ | EUR $\mathbf{3 8 . 6 1}$ |
| :--- | :--- |
| $250-1,499 \mathrm{~kg}$ | EUR $\mathbf{8 6 . 5 5}$ |
| $1,500-3,499 \mathrm{~kg}$ | EUR $\mathbf{1 2 2 . 4 9}$ |
| $3,500-4,999 \mathrm{~kg}$ | EUR $\mathbf{1 7 8 . 4 8}$ |
| $5,000-29,999 \mathrm{~kg}$ | EUR $\mathbf{3 9 9 . 4 5}$ |

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.


[^0]:    22
    Publication Services

