OPERATING MODEL, SERVICE OFFERING AND ASSETS

Vantaa Airport Campus, Espoo University Campus and Helsinki Ruoholahti Campus
Technopolis’ business idea is to combine premises and services into a carefully thought-out offering that supports the growth and success of customers.

**TECHNOPOLIS SERVICE PORTFOLIO**

**SPACE**

“World-class flexibility bundled with great support services”

- Flexi Space
  - Office & Special Spaces
  - Conference & Meeting Space
  - Business Lounge

- Workplace Services
  - Workplace Design
  - Furniture & Move In Services
  - ICT Services
  - Facility Services & Cleaning
  - Reception Services
  - Restaurant & Catering

**BUSINESS**

“Help customers to focus on their core”

- Matchmaking Services
  - Customers & Partners
  - Financiers

- Funding & Innovation Services
  - Fundraising Services
  - Advisory Services
  - Innovation Services

- Competence Services
  - TalentMatch
  - Competence Development

**EMPLOYEES**

“Attracting and keeping talent”

- Wellbeing Services
  - Gym & Massage
  - Personal Trainers
  - Hair & Beauty Salons

- Healthcare Services
  - Occupational healthcare

- Other
  - Car wash
  - Take out food

**Net Sales 2011**

- Rental income
- Service income

**EUR million**

0 10 20 30 40 50 60 70 80 90
• Dedicated account managers and support team for every campus located on site
• Incentives aim to maximize occupancy, revenue/sqm and customer satisfaction
• Low volatility in occupancy over the cycle shows that the concept works
Helsinki metropolitan area

- Built 2003-2011 and total floor area 24,200 sqm
- Over 120 customers
- Floor area 65,000 sqm when all phases ready
- Only half an hour from the Helsinki city center and next to the airport
Helsinki metropolitan area

VANTAA
• Built in 1991 and 2002 and total floor area 46,800 smq
• Approximately 250 customers
• 15 minutes from Helsinki city center and next to Aalto University
• Could be expanded to 3rd phase, company owns a plot with 19,500 sqm building rights
Helsinki metropolitan area

ESPOO
• Built in 2008 and 2012.
• Total floor area 15,600 smq
• Visible location with sea view
• When completed, the area will host over 5,000 jobs
• 10 minutes from Helsinki city center and next to Aalto University
• Could be expanded to 3rd phase,
• Only a 5-minute drive / 2.5 km away from West Harbour (Länsisatama), where the major ferries depart for Tallinn
RUOHOLAHTI

**Helsinki metropolitan area**

**Traffic Connections**

- **TRAM NR 8** – To the city centre in 5 min, departures every 10 min
  - 4-5 min to the station

- **BUSES 20, 21V, 65A, 66A** – To the city centre in 15 min, departures every 5 min
  - Numerous buses to Espoo direction
  - 4-5 min to the station

- **METRO** – 3 min to the central railway station, departures every 5 min
  - 5-7 min to the station

**TECHNOPOLIS PLC**

**various locations**

- Varma HQ
- Sports Centre
- Power Plant
- Court House
- Deloitte House
- Shopping Centre
- Hotel Holiday Inn
- Kemira
- Ilmarinen
- SITRA
- Nokia Research Centre

**Lauttasaari**

**Keskusta**

**Lauttasaari**

**Talusgroup**

**Klasipuisto**
### Investment Property Portfolio

<table>
<thead>
<tr>
<th>Investment properties</th>
<th>Fair value, EUR million</th>
<th>Net Yield, %</th>
<th>Floor-m²</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Finland</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Oulu</td>
<td>224.9</td>
<td>8.5</td>
<td>192,900</td>
</tr>
<tr>
<td>HMA</td>
<td>206.9</td>
<td>7.0</td>
<td>86,600</td>
</tr>
<tr>
<td>Tampere</td>
<td>133.9</td>
<td>7.4</td>
<td>70,300</td>
</tr>
<tr>
<td>Kuopio</td>
<td>94.5</td>
<td>8.3</td>
<td>57,500</td>
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<tr>
<td>Jyväskylä</td>
<td>96.7</td>
<td>7.9</td>
<td>56,700</td>
</tr>
<tr>
<td>Lappeenranta</td>
<td>29.4</td>
<td>8.8</td>
<td>27,300</td>
</tr>
<tr>
<td><strong>Estonia (subsidiary by 51%)</strong></td>
<td><strong>Tallinn</strong></td>
<td><strong>64.5</strong></td>
<td><strong>79,200</strong></td>
</tr>
<tr>
<td><strong>Russia</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>St. Petersburg</td>
<td>51.8</td>
<td>10.4</td>
<td>24,100</td>
</tr>
<tr>
<td><strong>Completed investment properties total</strong></td>
<td><strong>902.6</strong></td>
<td><strong>8.0</strong></td>
<td><strong>594,600</strong></td>
</tr>
<tr>
<td><strong>Investment properties under construction, 5 properties</strong></td>
<td><strong>41.4</strong></td>
<td><strong>6.1-10.1</strong></td>
<td><strong>52,500</strong></td>
</tr>
<tr>
<td><strong>Completed and properties under construction</strong></td>
<td><strong>944.0</strong></td>
<td><strong>6.1-10.1</strong></td>
<td><strong>647,100</strong></td>
</tr>
</tbody>
</table>

* Valued at fair value and recognized on the basis of rate of completion on 30 June

Net yields are market rates based on the average of two third-party appraisals.
The 20 largest customers account less than 32% of the leased floor area
No single customer accounts for more than 3% of the Company’s space
The client portfolio includes ca. 1,400 customers from various different sectors
Leases and Occupancy

Lease Maturity

<table>
<thead>
<tr>
<th>Year</th>
<th>Months</th>
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<tbody>
<tr>
<td>2007</td>
<td>26</td>
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<tr>
<td>2008</td>
<td>24</td>
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<tr>
<td>2009</td>
<td>21</td>
</tr>
<tr>
<td>2010</td>
<td>23</td>
</tr>
<tr>
<td>2011</td>
<td>26</td>
</tr>
<tr>
<td>Q2/2012</td>
<td>27</td>
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</table>

Occupancy Rate

<table>
<thead>
<tr>
<th>Year</th>
<th>Occupancy Rate</th>
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</thead>
<tbody>
<tr>
<td>2007</td>
<td>96.8%</td>
</tr>
<tr>
<td>2008</td>
<td>96.5%</td>
</tr>
<tr>
<td>2009</td>
<td>94.4%</td>
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<tr>
<td>2010</td>
<td>94.4%</td>
</tr>
<tr>
<td>2011</td>
<td>95.1%</td>
</tr>
<tr>
<td>Q2/2012</td>
<td>94.1%</td>
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</table>