<table>
<thead>
<tr>
<th>Day 1, Vilnius</th>
<th>Day 2, Tallinn</th>
<th>Day 3, St. Petersburg</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asset tour</td>
<td>International Operations / Lithuania and Vilnius Office Market</td>
<td>Russia and St. Petersburg office market</td>
</tr>
<tr>
<td>Technopolis Investment Story</td>
<td>Sami Juutinen, Director, International Operations</td>
<td>Finland and Finnish Office Market</td>
</tr>
<tr>
<td></td>
<td>The Technopolis Concept</td>
<td>Peter Coachman, Director, St. Petersburg Business Unit</td>
</tr>
<tr>
<td></td>
<td>Financing and Risk Management</td>
<td>Juha Juntunen, Director, Finnish Operations</td>
</tr>
<tr>
<td></td>
<td>Estonia and Tallinn Office Market</td>
<td>Asset tour</td>
</tr>
<tr>
<td></td>
<td>Asset tour</td>
<td>Case: Savonia</td>
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<td></td>
<td></td>
<td>Cases: Tohloppi and Finnmedi</td>
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<tr>
<td></td>
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<td>The Future of the TP Service Concept</td>
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<tr>
<td></td>
<td></td>
<td>Closing Words</td>
</tr>
<tr>
<td></td>
<td>Keith Silverang, CEO</td>
<td>Hannu Eronen, Director, Kuopio Business Unit</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Satu Eskelinen, Director, Tampere Business Unit</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Olli Rasia, Director, Services</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Keith Silverang, CEO</td>
</tr>
</tbody>
</table>
The Technopolis Story

Keith Silverang
CEO
A Nordic Baltic Approach
The Technopolis Concept

- We develop, own & operate dynamic, smart campuses
- Multi-user facilities, shared, bundled services
- Hands-on sales & account management
- We’re a real estate company with service DNA

**SPACE**

Benefit from flexible space services

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

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

**BUSINESS**

Boost your business

- Matchmaking Services
  - Customers
  - Partners
  - Financiers
  - Talent

- Visibility services

- Funding Services

**EMPLOYEES**

Engage your talent

- Health and Wellbeing Services
  - Gym and massage
  - Hair and Beauty
  - Occupational health and wellbeing

- Restaurant and Cafe Services
  - Restaurants and cafes
  - Take-out food
  - Catering

- Travel and Leisure Services
  - Accommodation and transportation
  - Ticket service

- Household Services
  - Car wash
  - Personal finance
  - Groceries
What’s a Smart Campus?

It’s a Hot Spot

Growing Anchors, Start-Ups & SMEs

It Grows and Grows

Academic & R&D Players

Flexible Space
• Shared Infra & Services
• Matchmaking & Community

Public Sector Entities

It’s a Community

Service Companies

Coordinated Interactions
A Sales Driven Approach

- Hands-on, proactive customer & occupancy management
- Centrally managed business concept & development
- Locally managed customers, stakeholders & assets
- Dedicated account managers for every campus
- Incentives aim to maximize occupancy, revenue/m² and customer satisfaction
- Stable, high occupancy over the cycle shows that the concept works
Increasing Geographic Diversification

**Situation:** March 31, 2013
An Increasingly Broad Customer Base

Customer Segments
- Information and Communications: 24%
- Services: 14%
- Manufacturing: 13%
- Education: 10%
- Public Sector: 8%
- Healthcare: 7%
- Wholesale and Retail: 3%
- Food Services: 3%
- Other: 2%

Top 20 Customers

The 20 largest customers were renting ca. 33% of the company’s space

Situation: March 31, 2013
A More Stable Lease Portfolio

Long-term leases with public sector contributed to the average lease length and lease stock

- At the end of the period the average lease period was 35 (26) months
- Lease stock was EUR 311.1 (215.6) million

Situation: March 31, 2013
# Investment Pipeline

<table>
<thead>
<tr>
<th>Area</th>
<th>Name</th>
<th>Occupancy rate, %</th>
<th>sqm</th>
<th>EUR million</th>
<th>a) Yield, %</th>
<th>Completion</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Acquired</strong></td>
<td><strong>Tohloppi</strong></td>
<td>100.0</td>
<td>32,000</td>
<td>23.3</td>
<td>11.9</td>
<td>10/2012</td>
</tr>
<tr>
<td><strong>Peltola</strong></td>
<td></td>
<td>63.3</td>
<td>37,600</td>
<td>31.7</td>
<td>11.6</td>
<td>02/2013</td>
</tr>
<tr>
<td><strong>Completed</strong></td>
<td><strong>Viestikatu 2B</strong></td>
<td>91.5</td>
<td>3,100</td>
<td>5.0</td>
<td>8.7</td>
<td>01/2012</td>
</tr>
<tr>
<td><strong>Hermia 15B</strong></td>
<td></td>
<td>100.0</td>
<td>4,500</td>
<td>10.9</td>
<td>7.4</td>
<td>01/2012</td>
</tr>
<tr>
<td><strong>Innova 2</strong></td>
<td></td>
<td>100.0</td>
<td>8,000</td>
<td>20.5</td>
<td>8.2</td>
<td>03/2012</td>
</tr>
<tr>
<td><strong>Ruoholahti 2</strong></td>
<td></td>
<td>89.2</td>
<td>8,600</td>
<td>26.8</td>
<td>7.0</td>
<td>06/2012</td>
</tr>
<tr>
<td><strong>Yliopistonrinne 2</strong></td>
<td></td>
<td>93.6</td>
<td>7,500</td>
<td>22.5</td>
<td>7.1</td>
<td>10/2012</td>
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<tr>
<td><strong>Viestikatu 7B&amp;C</strong></td>
<td></td>
<td>82.8</td>
<td>9,300</td>
<td>17.4</td>
<td>9.1</td>
<td>02/2013</td>
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<tr>
<td><strong>Löötsa 8C</strong></td>
<td></td>
<td>100.0</td>
<td>6,200</td>
<td>8.4</td>
<td>9.2</td>
<td>03/2013</td>
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<tr>
<td><strong>Under construction b)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td><strong>Löötsa 8B</strong></td>
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<td>100.0</td>
<td>8,600</td>
<td>12.1</td>
<td>9.2</td>
<td>10/2013</td>
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<tr>
<td><strong>Pulkovo 2</strong></td>
<td></td>
<td>8.8</td>
<td>18,700</td>
<td>42.0</td>
<td>12.6</td>
<td>10/2013</td>
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<tr>
<td><strong>Innova 4</strong></td>
<td></td>
<td>45.3</td>
<td>8,900</td>
<td>23.7</td>
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<tr>
<td><strong>Löötsa 8A</strong></td>
<td></td>
<td>5.0</td>
<td>7,800</td>
<td>12.2</td>
<td>9.2</td>
<td>02/2014</td>
</tr>
</tbody>
</table>

- **a)** stabilized yield = estimated net rental revenue / fair value at the end of the period
- **b)** pre-let rate 7 May 2013
## Key Figures

<table>
<thead>
<tr>
<th></th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Result (EPRA), MEUR</td>
<td>15.1</td>
<td>21.7</td>
<td>20.9</td>
<td>24.6</td>
<td>29.9</td>
</tr>
<tr>
<td>Growth, year on year</td>
<td></td>
<td></td>
<td>43.2%</td>
<td>-3.3%</td>
<td>17.6%</td>
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<tr>
<td>Dividend/share, EUR (adjusted)</td>
<td>0.11</td>
<td>0.14</td>
<td>0.16</td>
<td>0.19</td>
<td>0.20e</td>
</tr>
<tr>
<td>ROE</td>
<td>6.6%</td>
<td>-2.8%</td>
<td>8.2%</td>
<td>15.0%</td>
<td>7.4%</td>
</tr>
<tr>
<td>Financial Occupancy</td>
<td>96.5%</td>
<td>94.4%</td>
<td>94.4%</td>
<td>95.1%</td>
<td>95.3%</td>
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<tr>
<td>Net Rental Yield</td>
<td>7.6%</td>
<td>7.6%</td>
<td>7.7%</td>
<td>7.8%</td>
<td>7.8%</td>
</tr>
<tr>
<td>Gross area, 1,000 m²</td>
<td>438.3</td>
<td>453.6</td>
<td>527.8</td>
<td>576.9</td>
<td>644.3</td>
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</table>
## Execution of Strategy

<table>
<thead>
<tr>
<th></th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>y/y</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net sales, MEUR</strong></td>
<td>72.6</td>
<td>76.4</td>
<td>81.2</td>
<td>92.8</td>
<td>107.3</td>
<td>15.6%</td>
</tr>
<tr>
<td><strong>EBITDA, MEUR</strong></td>
<td>37.0</td>
<td>40.0</td>
<td>41.4</td>
<td>47.5</td>
<td>55.8</td>
<td>17.6%</td>
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<tr>
<td><strong>Net Sales, International</strong></td>
<td>0.3</td>
<td>0.3</td>
<td>1.3</td>
<td>7.6</td>
<td>9.8</td>
<td></td>
</tr>
<tr>
<td><strong>ROCE)¹</strong></td>
<td>5.6%</td>
<td>6.0%</td>
<td>5.3%</td>
<td>5.3%</td>
<td>5.7%</td>
<td></td>
</tr>
<tr>
<td><strong>Equity ratio</strong></td>
<td>40.5%</td>
<td>37.3%</td>
<td>37.4%</td>
<td>35.8%</td>
<td>36.2%</td>
<td></td>
</tr>
<tr>
<td><strong>Dividend/net profit)²</strong></td>
<td>41.7%</td>
<td>42.9%</td>
<td>50.8%</td>
<td>48.9%</td>
<td>50.6%</td>
<td></td>
</tr>
</tbody>
</table>

1) Excludes changes in fair value of investment properties
2) Excludes changes in fair value of investment properties & related tax effects
Technopolis as an Investment

- Proven business concept with competitive advantage
- Specialized but diversified geographically
- Solid cash flow generating business, high occupancy
- Attractive risk adjusted returns, ongoing profitable growth
- Highest market cap ever and rising
- Attractive share price relative to NAV
- Balanced customers and geographic mix
Profitable Growth Opportunities Abound

<table>
<thead>
<tr>
<th>Markets</th>
<th>Customers</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Buy market share</td>
<td>• Public sector</td>
</tr>
<tr>
<td>• New cities and countries</td>
<td>• Growth SME’s</td>
</tr>
<tr>
<td>• Expand existing campuses</td>
<td>• Health care sector</td>
</tr>
<tr>
<td>• Exploit economic crisis</td>
<td>• Educational sector</td>
</tr>
</tbody>
</table>

[Image of people networking]
International Operations / Lithuanian Office Market

Sami Juutinen
Director
Strategic Targets 2012–2016

- Net sales and EBITDA growth 15% on average per annum
- **Net sales outside Finland over EUR 50 million by 2016**
- At least 6% return on capital employed per annum
- Equity ratio over 35% over the cycle
- Dividend payout 40–50% of net profit
International Growth

Target to attain EUR 50 million net sales by 2016

- Focused investment criteria
- Process for each target >6 months
- Opportunities in Baltic Rim and Scandinavia

What does EUR 50 million mean?

- Net sales growth ca. 50% p.a.
- EBITDA should grow 55% p.a.
- Assuming international operations exceeding EBITDA-% of 52%

NOTE: This is for illustrative purposes only – not guidance!
Focused Growth Effort

• Concentration on St. Petersburg, Baltics and Scandinavia

• Aim to expand briskly and balance Technopolis portfolio geographically

• We look for quality, scale and sustainable growth

• Growth targets are ambitious but clearly defined investment criteria will be upheld
Markets Are Holding Up and Growing

Source: Bloomberg, Etta, Eurostat, Nordea Research, Standard & Poors
Investment Criteria

**Property**
- Excellent locations in local growth hubs
- Additional building rights to allow customer expansion
- Quality, flexible assets
- 40,000 sqm at minimum

**Customers**
- Corporate, public sector or academic anchor
- Balanced customer mix

**Management and Financials**
- Experienced, skilled and connected local teams
- Positive cash flow and EPS impact
Office Market Maturity in Baltic Rim

Office Stock per Capita, sqm

Stockholm 8.1
HMA 8.0
Copenhagen 3.0
Warsaw 2.0
Tallinn 1.2
Vilnius 0.6
Riga 0.5
St. Petersburg 0.1

Source: Newsec, LaSalle and Catella situation December 31, 2012
European Office Property Clock, Q1/2013

- Rental Growth Slowing
- Rents Falling
- Rental Growth Accelerating
- Rents Bottoming Out

- Athens, Lisbon
- Rome
- Barcelona, Budapest, Madrid
- Bucharest, Brussels, Edinburgh, Kiev, Prague
- Istanbul, Luxembourg
- St. Petersburg
- Hamburg, Moscow, Munich
- Frankfurt
- London West End, London City
- Berlin, Copenhagen
- Helsinki
- Oslo, Stockholm
- Stuttgart, Cologne, Düsseldorf
- Amsterdam, Lyon
- Geneva
- Paris CBD
- Zürich
- Milan, Warsaw
- Dublin, Manchester
- Helsinki
- London City
- Frankfurt
- London West End
- Istanbul, Luxembourg
- St. Petersburg
# Lithuanian Economics

## Key Indicators

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013e</th>
<th>2014e</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>GDP, y/y</strong></td>
<td>1.5</td>
<td>5.9</td>
<td>3.6</td>
<td>3.0</td>
<td>3.3</td>
</tr>
<tr>
<td><strong>Inflation, y/y</strong></td>
<td>1.2</td>
<td>4.1</td>
<td>3.2</td>
<td>2.1</td>
<td>2.5</td>
</tr>
<tr>
<td><strong>Unemployment, %</strong></td>
<td>17.8</td>
<td>15.2</td>
<td>13.2</td>
<td>12.0</td>
<td>11.0</td>
</tr>
</tbody>
</table>

Source: IMF, April 2013

**Vilnius, Lithuania**

- Space 42,300 sqm:
- Purchase price, MEUR: 61.0
- Market yield 8.1%
- Occupancy: 100%
### Q4/2012 Vilnius Office Market Snapshot

<table>
<thead>
<tr>
<th></th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Modern office stock</td>
<td>474,300</td>
</tr>
<tr>
<td>Yield, prime CBD</td>
<td>8.5%</td>
</tr>
<tr>
<td>Vacancy rate</td>
<td>10.4%</td>
</tr>
<tr>
<td>Prime rents (EUR/sqm/month)</td>
<td>8–14</td>
</tr>
</tbody>
</table>

Source: Newsec
Acquisition in Vilnius

- Technopolis’ entry in to Lithuania
- 42,300 sqm of new quality offices
- Signed mid-March, 2013
- Closing by end of May 2013
- Attractive location, good fit with Technopolis concept
- 30,000 sqm expansion potential for the future growth
- 100% occupancy in two of the buildings
- Third building under construction with 46% pre-let rate
- Advanced negotiations to attain 90% occupancy at construction completion in November 2013
## Acquisition Process

<table>
<thead>
<tr>
<th>Acquisition process phase</th>
<th>Preparation</th>
<th>Transaction</th>
<th>Integration</th>
</tr>
</thead>
<tbody>
<tr>
<td>Time Schedule</td>
<td>0-2 months</td>
<td>2-4 months</td>
<td>4-6 months</td>
</tr>
<tr>
<td>Analyze the demand based on strategy and market conditions</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Analyse the supply based on the demand</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Select a short-list of suitable targets</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Establish contact with the target (Management, Board, Main owners)</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Negotiate conditional term-sheet</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Carry out a thorough due diligence of the selected target</td>
<td></td>
<td></td>
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<tr>
<td>Arrange the require financing</td>
<td></td>
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<tr>
<td>Integration and operation plan</td>
<td></td>
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<tr>
<td>Signing subject to CPs</td>
<td></td>
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<tr>
<td>Closing after CPs have been met</td>
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<tr>
<td>Integration</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Normalized operation</td>
<td></td>
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</tr>
</tbody>
</table>

Analyze the demand based on strategy and market conditions

Analyse the supply based on the demand

Select a short-list of suitable targets

Establish contact with the target (Management, Board, Main owners)

Negotiate conditional term-sheet

Carry out a thorough due diligence of the selected target

Arrange the require financing

Integration and operation plan

Signing subject to CPs

Closing after CPs have been met

Integration

Normalized operation
# Integration Process Description

## Acquisition process phase

<table>
<thead>
<tr>
<th>Time Schedule</th>
<th>Preparation</th>
<th>Transaction</th>
<th>Integration</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sales and marketing</strong></td>
<td>0-2 months</td>
<td>2-4 months</td>
<td>4-6 months</td>
</tr>
<tr>
<td><strong>Legal actions</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Business premises</strong></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td><strong>Business services</strong></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td><strong>Facility management</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Facility development and construction</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Finance (loan, equity, collaterals)</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Accounting</strong></td>
<td></td>
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<tr>
<td><strong>ICT</strong></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td><strong>Personnel (commitment and recruitment)</strong></td>
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<td></td>
</tr>
<tr>
<td><strong>Business development services</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Areal and national development services</strong></td>
<td></td>
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</tr>
</tbody>
</table>
Summary and Q&A

• 50% net sales growth p.a. needed to fulfill 2016 target
• Both growth and stable markets in the Baltic Rim
• Lithuania is a new country for Technopolis
• Vilnius campus has good customer base and growth prospects
• Thought-out investment and integration plan for acquisitions

• Growth pace in international operations is gaining momentum
The Technopolis Concept - Innovative Working Environments

Kari Kokkonen
Director, Real Estate Operations
Corner Stones in Premises Development

Quality & Added Value

Flexibility

Maximized Net Rentable Area

Cost Efficiency
Campuses – Technopolis Smart Parks

18 campuses in 10 cities

- Near universities and technology hubs
- Close to airports
- In City centers

Target for campus size min. 30–40 000 sqm for cost effective operations, services and networking

Good development and growth potential on all sites

Local facility and maintenance management
Space Concept Components

Flexible office ➔ Business Lounge ➔ Public Space

Level of commitment
Flexible Office Floor

- Optimal floor area  800–1,000 sqm
- Divisibility for 4–6 users per floor
- Flexibility through standardized room grid
- System partitions
Public Ground Floor

- Main entrance
- Lobby
- Restaurant
- Maintenance area
- Post lockers
- Coat racks
Business Lounge

- Located near main lobby and services
- For 8–12 working stations
- Free wireless connection
- Hourly rates
Public Space and Service Zone

Restaurants and Cafes

- Campus living room
- Wireless connection
- Services after working hours

Conferencing

- Fully equipped and catering services
- 4–200 persons
- From video conferences to fairs
Environmental Goals 2011–2015

- Climate change, CO2 reduction
- Energy saving
- Water saving
- Waste reduction
- Leed certification
- GRI Reporting
Summary and Q&A

- Flexibility is the cornerstone of Technopolis concept
- Space is divided into private, semi-public and public
- Spaces differ in fee structures and usage profile
- Size is needed for efficient services, sales and real estate management

- **Flexible space and services makes us Technopolis**
Kim Höijer, Deputy CFO

Financing and Risk Management
Equity Issues* from IPO to Date

*) Excludes minor compensation share issues and option subscriptions

**) Hybrid bond issue
Breakdown of Debts

Q1/09 | Q3/09 | Q1/10 | Q3/10 | Q1/11 | Q3/11 | Q1/12 | Q3/12 | Q1/13
--- | --- | --- | --- | --- | --- | --- | --- | ---
Floating-rate loans (0-12 months) | Fixed-rate loans (> 12 months) | Hedge ratio

Technopolis
Key Eurozone Interest Rate vs. Technopolis Average

Averages (1/2006 – 4/2013)

- ECB 2.0596%
- Euribor 3mt 2.4880%
- 5v swap 3.2569%
- 10v swap 3.4418%
- Technopolis 3.2354%

ECB-main refinancing rate
3-month euribor
5-year SWAP
10-year SWAP
TP average rate
• LTV down thanks to positive change in fair value
• Equity ratio was boosted by EUR 75 million hybrid bond
• Average interest rate stayed under 2%
• Rising fair value and strong operational performance boosted ICR
Breakdown of Debts

- Total IBD €618.9m at Q1/2013
- Banks are main IBD funding source, but the loan portfolio is well-diversified
- The capital weighted loan maturity is 8.5 years
- Annual amortization are well-diversified easing the refinancing

*) Funding includes bank guarantees
Breakdown of Debts

- ~90% of IBD funding is based on bank loans and the rest are covered by CP’s and financial leases
- Share of collateralized funding is significant (~84% or €521,3m of total funding in Q1/2013)
Financials in Brief

- Long track record of profitable growth
- Increasing profits with stable dividend payout ratio

Average capex for 2007-2012 has been ~€116m
- Solid balance sheet structure with healthy equity ratio

Graphs showing:
- Net Sales (m€) and EBITDA (m€) trends
- Direct result (m€) and Dividends (m€) with Dividends / Direct result-%
- Gross Capex (m€) and Linear (Gross Capex (m€))
- Equity Ratio-% (left scale) and ROI-% (right scale) with Linear (Equity Ratio-% (left scale))
## Strategy and Financials

### Key Indicators

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Turnover Growth, %</td>
<td>15.6%</td>
<td>15.5%</td>
<td>15.0%</td>
<td>15.0%</td>
<td>15.1%</td>
</tr>
<tr>
<td>EBITDA Growth</td>
<td>17.3%</td>
<td>15.1%</td>
<td>15.3%</td>
<td>15.2%</td>
<td>15.4%</td>
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<tr>
<td>EBITDA-%</td>
<td>51.9%</td>
<td>51.8%</td>
<td>51.9%</td>
<td>52.0%</td>
<td>52.2%</td>
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<tr>
<td>Equity Ratio-%</td>
<td>36%</td>
<td>39%</td>
<td>37%</td>
<td>39%</td>
<td>39%</td>
</tr>
<tr>
<td>Gearing, %</td>
<td>156%</td>
<td>146%</td>
<td>156%</td>
<td>143%</td>
<td>144%</td>
</tr>
<tr>
<td>Loan to Value, %</td>
<td>60%</td>
<td>60%</td>
<td>62%</td>
<td>60%</td>
<td>60%</td>
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<tr>
<td>Avg. Int. rate for debts</td>
<td>1.8%</td>
<td>2.4%</td>
<td>2.5%</td>
<td>2.7%</td>
<td>2.8%</td>
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<tr>
<td>ROE-%</td>
<td>7.4%</td>
<td>7.4%</td>
<td>7.9%</td>
<td>7.6%</td>
<td>7.7%</td>
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</tbody>
</table>

### Income statement (m€)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Turnover</td>
<td>107.3</td>
<td>123.9</td>
<td>142.5</td>
<td>163.9</td>
<td>188.6</td>
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<tr>
<td>EBITDA</td>
<td>55.8</td>
<td>64.2</td>
<td>74.0</td>
<td>85.2</td>
<td>98.4</td>
</tr>
<tr>
<td>FV Gains/Losses (Inv. Prop.)</td>
<td>-5.7</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Depreciations</td>
<td>2.0</td>
<td>2.7</td>
<td>3.2</td>
<td>3.6</td>
<td>4.1</td>
</tr>
<tr>
<td>EBIT</td>
<td>48.0</td>
<td>61.5</td>
<td>70.8</td>
<td>81.6</td>
<td>94.3</td>
</tr>
<tr>
<td>Net Financial Expenses</td>
<td>13.6</td>
<td>16.5</td>
<td>20.0</td>
<td>23.2</td>
<td>27.3</td>
</tr>
<tr>
<td>Profit (loss) before taxes</td>
<td>34.4</td>
<td>44.9</td>
<td>50.8</td>
<td>58.4</td>
<td>67.0</td>
</tr>
<tr>
<td>Taxes</td>
<td>7.5</td>
<td>9.0</td>
<td>10.2</td>
<td>11.7</td>
<td>13.4</td>
</tr>
<tr>
<td>Net loss/profit</td>
<td>26.9</td>
<td>36.0</td>
<td>40.7</td>
<td>46.7</td>
<td>53.6</td>
</tr>
</tbody>
</table>

### Cash Flow (m€)

<table>
<thead>
<tr>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA</td>
<td>55.8</td>
<td>64.2</td>
<td>74.0</td>
<td>85.2</td>
<td>98.4</td>
</tr>
<tr>
<td>Net Financial Expenses</td>
<td>13.6</td>
<td>16.5</td>
<td>20.0</td>
<td>23.2</td>
<td>27.3</td>
</tr>
<tr>
<td>Taxes</td>
<td>7.5</td>
<td>9.0</td>
<td>10.2</td>
<td>11.7</td>
<td>13.4</td>
</tr>
<tr>
<td>Other adjustments</td>
<td>4.5</td>
<td>-2.0</td>
<td>-1.9</td>
<td>-2.2</td>
<td>-2.6</td>
</tr>
<tr>
<td>Operating CF</td>
<td>39.2</td>
<td>36.6</td>
<td>41.9</td>
<td>48.1</td>
<td>55.1</td>
</tr>
<tr>
<td>Net Investments</td>
<td>116.6</td>
<td>184.5</td>
<td>114.0</td>
<td>183.4</td>
<td>212.7</td>
</tr>
<tr>
<td>CF After Investments</td>
<td>-77.4</td>
<td>-147.9</td>
<td>-72.1</td>
<td>-135.3</td>
<td>-157.6</td>
</tr>
<tr>
<td>Chage in IB Liabilities</td>
<td>59.0</td>
<td>80.0</td>
<td>89.5</td>
<td>77.4</td>
<td>123.5</td>
</tr>
<tr>
<td>&quot;Capital injection&quot;</td>
<td>34.5</td>
<td>75.0</td>
<td>0</td>
<td>70.0</td>
<td>50.0</td>
</tr>
<tr>
<td>Dividends</td>
<td>-12.7</td>
<td>-15.1</td>
<td>-14.4</td>
<td>-16.3</td>
<td>-18.7</td>
</tr>
<tr>
<td>Change in cash</td>
<td>3.3</td>
<td>-8.0</td>
<td>3.0</td>
<td>-4.2</td>
<td>-2.8</td>
</tr>
</tbody>
</table>

### Balance Sheet (m€)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Investment properties</td>
<td>1014.1</td>
<td>1194.1</td>
<td>1303.1</td>
<td>1481.0</td>
<td>1687.7</td>
</tr>
<tr>
<td>Other Non-Current Assets</td>
<td>34.5</td>
<td>36.4</td>
<td>38.2</td>
<td>40.1</td>
<td>42.0</td>
</tr>
<tr>
<td>Current Assets</td>
<td>18.4</td>
<td>21.3</td>
<td>24.2</td>
<td>27.4</td>
<td>31.3</td>
</tr>
<tr>
<td>Cash</td>
<td>15.7</td>
<td>7.7</td>
<td>10.7</td>
<td>6.5</td>
<td>3.8</td>
</tr>
<tr>
<td>Total assets</td>
<td>1082.7</td>
<td>1259.4</td>
<td>1376.1</td>
<td>1555.0</td>
<td>1764.7</td>
</tr>
<tr>
<td>Equity</td>
<td>389.5</td>
<td>485.4</td>
<td>511.7</td>
<td>612.1</td>
<td>697.0</td>
</tr>
<tr>
<td>IB Liabilities</td>
<td>637.5</td>
<td>717.5</td>
<td>807.0</td>
<td>884.4</td>
<td>1007.9</td>
</tr>
<tr>
<td>Non IB Liabilities</td>
<td>55.7</td>
<td>56.6</td>
<td>57.5</td>
<td>58.5</td>
<td>59.8</td>
</tr>
<tr>
<td>Total Equity and Liabilities</td>
<td>1082.7</td>
<td>1259.4</td>
<td>1376.1</td>
<td>1555.0</td>
<td>1764.7</td>
</tr>
</tbody>
</table>

---

*Net Sales and EBITDA growth rates according to strategy plan. Equity ratio assumption >35%*

*Interest rates are assumed to increase moderately*

*No FV-changes in investment properties are assumed for the forecast period*

*Net CAPEX €150m/y in average. Dividend pay-out 50% => 40%*

*Solid financial outstanding requires capital injection*

*FV changes of investment properties may cause significant fluctuations to ROE-%*
Risk Management Process

1. Risk identification
   • threats
   • uncertainties
   • opportunities

2. Risk assessment
   • impact
   • probability
   • prioritization

3. Risk treatment
   • risk treatment actions
   • contingency actions
   • persons/bodies responsible and deadlines

4. Risk reporting and follow-up of treatment actions

- Risks are identified against objectives from the annual planning processes
- Risk identification and assessment workshops done annually, facilitated by risk manager
- Continuous follow-up of risks and risk treatment done by line managers (or controllers), supported by risk manager
- Risk report update to board and management quarterly in connection with normal business reporting
- Risk management cycle to be synchronized with the Technopolis annual planning cycle
Key Financial Risks

• **Capital adequacy risk**
  – Annual IBD amortizations are in average approximately 90 m€ until 2016
  – Successful implementation of growth strategy relies heavily on adequacy of external funding
  =⇒ Technopolis business model is dependent on adequate external financing

• **Interest rate risk**
  – Some 67% of the total IBD of €619m is based on floating interest rates
  – €2.8m effect on interest expenses from an increase of 100bps change in short term interest rates
  =⇒ Historical low market interest rates may rise in future, which may increase financing costs

• **Operational risk**
  – Net rental yield has remained 7-8% level in the past years due to stable high occupancy rate
  – +/- 1% change in net rental yield results approximately +€10m/-€10m increase/decrease in net rents
  =⇒ High and stable occupancy rates are crucial in controlling operational risk, which has direct implications in cash flow and fair values of properties

• **Property fair values**
  – Value of completed investment properties €883m with a weighted yield requirement of 8,0% at Q4/2012.
  – +/- 1% change in yield requirement results to -€95m/+123m€ decrease/increase in fair value.
  =⇒ The balance sheet leverage ratios are sensitive to the applied yield requirement

• **Exchange rate risk**
  – Expansion to outside the euro-zone has made the Group more exposed to FX rate risks.
  – The true risk at the moment lies in RUB due to growing exposure and possible increase in volatility
  =⇒ The increase of foreign operations will increase the significance of exchange rate risks in future
Summary

• The Group’s long term strategic target is a strong growth in business implemented by organic investment and acquisitions.

• The future growth prospects looks attractive at the moment:
  - Adequately interesting acquisition and organic investment targets available.
  - Rare negative real interest rate environment.

• However, many challenges arise when planning financing for investments:
  - Currently, the financing is strongly based on bank lending and bank guarantees with mortgages.
  - Financing policy implementation does not reflect the business strategy time span.

• In the future the Group:
  - Utilises widely all available funding sources to ensure availability of funding and adequate liquidity reserves.
  - Maintains current efficient capital structure to keep WACC at a competitive level.

• Targeting to a cost effective and well balanced financing structure that enables shareholder value adding growth.
Estonia and Tallinn Office Market

Erkki Malm
Key Account Manager, Tallinn
Overview on Estonia

**Tallinn**
- Space 1,000 sqm: 80.2
- Fair value, MEUR: 65.6
- Market yield: 8.4%
- Occupancy: 96.1%
- Market share: 14%

### Economic Indicators

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013e</th>
<th>2014e</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>GDP, y/y</strong></td>
<td>3.3</td>
<td>8.3</td>
<td>3.2</td>
<td>3.0</td>
<td>3.2</td>
</tr>
<tr>
<td><strong>Inflation, y/y</strong></td>
<td>2.9</td>
<td>5.1</td>
<td>4.2</td>
<td>3.2</td>
<td>2.8</td>
</tr>
<tr>
<td><strong>Unemployment, %</strong></td>
<td>17.3</td>
<td>11.7</td>
<td>9.8</td>
<td>7.8</td>
<td>6.2</td>
</tr>
</tbody>
</table>

Source: IMF, April 2013
Q4/2012 Tallinn Office Market Snapshot

<table>
<thead>
<tr>
<th></th>
<th>Class A</th>
<th>Class B</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Modern office stock</td>
<td>52,650</td>
<td>435,500</td>
<td>488,150</td>
</tr>
<tr>
<td>Completions (speculative), 2013</td>
<td>8,230</td>
<td>13,300</td>
<td>21,530</td>
</tr>
<tr>
<td>Availability</td>
<td>2,843</td>
<td>44,421</td>
<td>47,264</td>
</tr>
<tr>
<td>Vacancy rate</td>
<td>5.4%</td>
<td>10.2%*</td>
<td></td>
</tr>
<tr>
<td>Prime rents (EUR/sqm/month)</td>
<td>13-15</td>
<td>8-12</td>
<td></td>
</tr>
</tbody>
</table>

Source: Colliers
*B1 class
Tallinn Office Map

Technopolis Ülemiste
Tenants: >150
3.5 km from CBD
100 m from railway station and airport
Occupancy Rates

Source: Colliers International
Note: Market vacancy rates are B class offices

- Technopolis Ülemiste has been continuously above the market
- Excellent sales team and campus location and quality have been the drivers
Market Tenant Structure

Share of Tenants

- Information and Communications: 32%
- Professional Scientific and Technical: 17%
- Financial: 15%
- Wholesale and Retail: 7%
- Public Sector: 5%
- Transportation and Storage: 5%
- Administration and Support Functions: 5%
- Other: 7%

Tenant Take-up

- Information and Communications: 17%
- Professional Scientific and Technical: 15%
- Financial: 10%
- Wholesale and Retail: 8%
- Public Sector: 12%
- Transportation and Storage: 5%
- Administration and Support Functions: 5%
- Other: 7%

Source: Colliers International
Customers of Technopolis Ülemiste

Key customers:

- Integrated IT services provider, affiliate of TeliaSonera, the major European telecom company
- Estonia’s largest software developer and consultant, major supplier for Swedish TELE2
- Leading Baltic software developer, with offices and development centres in Baltics, Nordics and CEE
- GlaxoSmithKline Estonian office, part of the world’s leading pharmaceutical company
- Estonian Ministry of Education and Science, part of the Government of Estonia
Summary and Q&A

• Unemployment rate in Estonia has been decreasing steadily
• Majority of the office stock is lower B class and there is a good demand for higher B and A class
• Technopolis Ülemiste is located next to the railway station and airport
• Technopolis occupancy rates have been above the market

• Possibilities in Finnish companies establishing subsidiary to Estonia and among public sector
Russia and St. Petersburg Office Market

Peter Coachman
Business Unit Director
St. Petersburg
## Overview on Russia

### St. Petersburg
- Space 1,000 sqm: 24.1
- Fair value, MEUR: 56.6
- Market yield: 10.4%
- Occupancy: 100%
- Market share: 1%

### Economic Indicators

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013e</th>
<th>2014e</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>GDP, y/y</strong></td>
<td>4.5</td>
<td>4.3</td>
<td>3.4</td>
<td>3.4</td>
<td>3.8</td>
</tr>
<tr>
<td><strong>Inflation, y/y</strong></td>
<td>6.9</td>
<td>8.4</td>
<td>5.1</td>
<td>6.9</td>
<td>6.2</td>
</tr>
<tr>
<td><strong>Unemployment, %</strong></td>
<td>7.5</td>
<td>6.6</td>
<td>6.0</td>
<td>5.5</td>
<td>5.5</td>
</tr>
</tbody>
</table>

Source: IMF, April 2013
Q1/2013 St. Petersburg Office Market Snapshot

<table>
<thead>
<tr>
<th></th>
<th>Class A</th>
<th>Class B</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Modern office stock</td>
<td>593,860</td>
<td>1,604,390</td>
<td>2,198,250</td>
</tr>
<tr>
<td>Completions</td>
<td>14,440</td>
<td>14,540</td>
<td>28,980</td>
</tr>
<tr>
<td>Availability</td>
<td>69,350</td>
<td>104,110</td>
<td>173,460</td>
</tr>
<tr>
<td>Vacancy rate</td>
<td>11.7%</td>
<td>6.5%</td>
<td>7.9%</td>
</tr>
<tr>
<td>Prime rents* (USD/sqm/year)</td>
<td>450–550</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Base rents* (USD/sqm/year)</td>
<td>350–430</td>
<td>270–350</td>
<td></td>
</tr>
<tr>
<td>Operating expenses</td>
<td>70–120</td>
<td>60–100</td>
<td></td>
</tr>
</tbody>
</table>

Source: Jones Lang LaSalle
* Excluding VAT and operating expenses
Main trends on office market, Q1 2013

<table>
<thead>
<tr>
<th>Category</th>
<th>Quantity</th>
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<tbody>
<tr>
<td>Completions</td>
<td>28,980 sqm</td>
</tr>
<tr>
<td>Vacancy rate</td>
<td>7.9%</td>
</tr>
<tr>
<td>Net absorption</td>
<td>26,310 sqm</td>
</tr>
<tr>
<td>Prime base rent</td>
<td>USD450–550 sqm/year</td>
</tr>
</tbody>
</table>

* Class A offices over 10,000 sqm and smaller Class A offices in the Central District
Vacancies by District

- The overall vacancy rate in St. Petersburg in Q1 2013 was 7.9%
- Vacancy rates have increased in the locations of new completions

### Vacancy Rate: Distribution by District

<table>
<thead>
<tr>
<th>District</th>
<th>&lt;10%</th>
<th>10-15%</th>
<th>&gt;15%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frunzenskiy</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Vyborgskiy</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Krasnogvardeiskiy</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Moskovskiy</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Admiralteyskiy</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Nevskiy</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Central</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Petrogradskiy</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Vasileostrovskiy</td>
<td></td>
<td></td>
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<tr>
<td>Primorskiy</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Kalininskiy</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kirovskiy</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Available space ('000 sq m): <10 10-15 15-20 >20
Occupancy Rates

Source: Jones Lang LaSalle Q1/2013 and Technopolis

- Technopolis Pulkovo airport campus was commissioned in June, 2011
- Despite the low prelet rate it was fully let by the year-end
# Leasing Practice

<table>
<thead>
<tr>
<th>Lease term</th>
<th>11 months–3 years; 5 years agreements become more widely-used</th>
</tr>
</thead>
<tbody>
<tr>
<td>Payment conditions</td>
<td>Rental rates are denominated in RUB. Only a few landlords offer rents denominated in USD or EUR</td>
</tr>
<tr>
<td>Deposit</td>
<td>Deposit is 1 month. An additional advance payment for the 1st month is required by the landlord after signing leasing agreement</td>
</tr>
<tr>
<td>Rent indexation</td>
<td>Annual indexation rates vary depending on the payment currency (10% for rents denominated in RUB, 3–6% for EUR or USD rents)</td>
</tr>
<tr>
<td>Fit-out</td>
<td>Landlords offer fitted-out delivery or fixed compensation for fit-out</td>
</tr>
</tbody>
</table>
Market Tenant Structure

Share of Tenants
- Information and Communications: 24%
- Construction: 13%
- Mining/Exploration: 8%
- Business Services: 6%
- Manufacturing: 6%
- Wholesale & Retail: 7%
- Transport/Storage: 2%
- Finance: 10%
- Other: 2%

Tenant Take-up
- Finance: 18%
- Wholesale & Retail: 57%
- Transport/Storage: 2%
- Information and Communications: 10%
- Construction: 9%
- Mining/Exploration: 6%
- Business Services: 6%
- Other: 2%

Source: Jones Lang LaSalle
Customers of Technopolis
Summary and Q&A

- Construction pipeline will influence market vacancies
- Vacancy rate in Class A segment has increased
- Prime rents remain stable
- Completions level in 2013 is expected to be high

- Excellent growth prospects
Finland and Finnish Office Market

Juha Juntunen
Director, Finland
## Finnish Economics

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013e</th>
<th>2014e</th>
</tr>
</thead>
<tbody>
<tr>
<td>GDP, y/y</td>
<td>3.3</td>
<td>2.8</td>
<td>-0.2</td>
<td>0.3</td>
<td>1.8</td>
</tr>
<tr>
<td>Inflation, y/y</td>
<td>1.7</td>
<td>3.3</td>
<td>3.2</td>
<td>2.9</td>
<td>2.5</td>
</tr>
<tr>
<td>Unemployment, %</td>
<td>8.4</td>
<td>7.8</td>
<td>7.7</td>
<td>8.1</td>
<td>8.1</td>
</tr>
</tbody>
</table>

Source: Etla, March 20 and IMF, April 2013
Transactions in Finland

Swedish investors are most active foreign investors
Ca. 75% of transactions are done by Finnish investors

Source: Catella, Finnish Real Estate Market, Spring 2013
Technopolis in Finland

**Oulu**
Space 1,000 sqm: 229.8
Fair value, MEUR: 259.5
Yield 8.5%
Occupancy 85.9%

**Jyväskylä**
Space 1,000 sqm: 60.4
Fair value, MEUR: 98.4
Yield 7.9%
Occupancy 98.9%

**Tampere**
Space 1,000 sqm: 112.1
Fair value, MEUR: 186.4
Yield 7.3%
Occupancy 97.1%

**Kuopio**
Space 1,000 sqm: 69.8
Fair value, MEUR: 110.5
Yield 8.3%
Occupancy 87.6%

**Lappeenranta**
Space 1,000 sqm: 27.3
Fair value, MEUR: 29.3
Yield 8.9%
Occupancy 93.6%

**Helsinki Area (HMA)**
Space 1,000 sqm: 86.6
Fair value, MEUR: 203.9
Yield 7.0%
Occupancy 94.1%

Situation In March 31, 2013
Market Share

Source: Catella Spring 2013, situation December 31, 2012
Lappeenranta figure is based on company estimate
Note: Acquisition and completions in Q1/2013 not included
Technopolis occupancy rates have held up
In almost all markets above market rates in Q4/12
Three business environments in the heart of capital of business

- **Technopolis Innopoli**, an innovative business environment in the core of the largest technology community in Finland: Otaniemi, Espoo
- **Technopolis Helsinki-Vantaa**, location next to the international airport offers easy connections abroad
- **Technopolis Ruoholahti**, a new and stylish business environment next to good traffic connections

Metro area population ca. 1,4 million
Main business center of Finland
Oulu

Oulu is the largest Technopolis business unit with 229 800 m², and its five unique business environments

- **Technopolis Linnanmaa**, one of the most significant development centers of technology in Finland
- **Technopolis Lentokentäntie**, a dynamic technology center in the immediate vicinity of the airport
- **Technopolis Ydinkeskusta**, a modern operating environment in the heart of the city
- **Technopolis Kontinkangas**, a unique medicine and software development growth center
- **Technopolis Laanila**, a growing water and environment sector competence center
Jyväskylä

Versatile portfolio of premium premises and services in eight locations close to the city center

- **Technopolis Innova**, in the immediate vicinity of the travel center and the city center
- **Technopolis Ohjelmakaari** and **Ylistönmäentie** locations feature good and quiet premises for start-ups and mature companies
- **Technopolis Agora**, a research center for humane information technology and meeting place for companies and the university
- **Technopolis Survontie**, office space with a magnificent lakeside view in close connection with the University of Jyväskylä
- **Technopolis Viveca**, center for wellbeing and sports research companies

Ca. 133,000 inhabitants and growing

Brisk business and university city with physics, sports and health sciences focus
Lappeenranta

Two business environments in the most central locations in the city

- **Technopolis Skinnarila** Next to the Lappeenranta University of Technology and the Saimaa University of Applied Sciences. More than 8,000 students in total, and extensive resources in R&D and recruiting experts

- **Technopolis Vapaudenaukio**, the best location for companies in the city center
Summary and Q&A

- Technopolis has strong presence in major Finnish cities with a good growth possibilities
- Concept works and occupancies are in or above market levels
- Diversified customer base with strong foothold in public sector
- Operations in excellent shape giving good position for future success
Case Savonia

Hannu Eronen
Director, Kuopio
Technopolis Kuopio in Brief

- **Technopolis Microkatu**
  - 150 companies
  - Over 4,700 employees

- **Technopolis Viestikatu**
  - 45 companies
  - Over 1,200 employees
  - Estimated 1,000 more employees in year 2014

Kuopio University Hospital, Geological Survey of Finland (GTK) and National Institute for Health and Welfare (THL) increases habitation in Kuopio in the future.
Over 20,000 students and employees
Microkatu Today and Going Forward

- Savonia premises
- University of Eastern Finland
- Company premises
- Shared space
Open Innovation Space - OIS
Multipurpose Creates Freedom

Well-being

Environmental technique

Open Innovation Space (OISSY)

Wellbeing
Summary and Q&A

- One of a kind – first academic campus in Nordics to be fully integrated into business campus
- Long-term customer, academic anchor
- Located in university and hospital district
- Decision to move in has been postponed until second half of 2013

- Long-term customer and growth prospects in healthcare
Cases: Mediapolis and Finnmedi

Satu Eskelinen
Director, Tampere
Hermia
Space 32,000 sqm
Built 1988–2012
> 100 companies and > 1,000 employees

Mediapolis
Space 32,000 sqm
Built 1972–2003
Yle & TAMK

Finnmedi
Space 14,000 sqm
Built 2012
Eye hospital, Patient Hotel, Companies

Yliopistonrinne
Space 17,400 sqm
Built: 2010–2012
> 50 companies and KIBS

> 100 companies and > 1,000 employees
Finnmedi: Combines functions of a hospital, university and health care companies
Case Finnmedi Summary

- Expanding the Technopolis portfolio into new customer segments
- Apply office environment know-how to hospitals
  - Flexibility
  - Multi-user environment
- First hospital managed by Technopolis
- First full service patient hotel in Finland

- Opens new growth pathways for Technopolis
Mediapolis: Industrial Center of Storytelling
Mediapolis Background

- Technopolis acquired Finnish Broadcasting Company’s (Yle) Toholoppi campus on October 17, 2012
- 32,000 sqm + new building permits 15,000 sqm
- Yle and Tampere University of Applied Sciences, Art and Media as anchors with 20 years lease agreements
- Strong commitment from the anchors and City of Tampere
Building Blocks

• Replicate the success of Technopolis ecosystems in media sector
• Technopolis is the ecosystem engine
Goals and Vision for Growth

Years 1–2 (2013–2014)
- Anchor companies 90% occupancy
  - Yle, TAMK, restaurant
  - Innovation center for start-ups

Years 3–6 (2015–2018)
- Ecosystem grows and goes international
  - TV, movies & video, animation, music production.
  - ICT: Software & games
  - TV technology (hardware)
  - Service providers (legal, marketing, financial, translation etc.)
- >50% of space occupied by new tenants
  - Need for new space (15,000 sqm building rights)

Years 7 → (2019 →)
- 400 Yle employees
- 50 TAMK employees and 400 students
- 300–400 new employees and 100 - 300 new students
- 700–900 new employees
- Total 1,900–2,400 employees
We WIN

Mediapolis – Where Storytellers Meet Technologists

FOR WHOM
A/V sectors
Game Industry
Machine Industry
User Interfaces
Online Stores
E-learning
E-learning
Medicine
Architecture
Advertising
Meteorology
Services for the elderly
Service Design
You name it, visual information technology is needed everywhere!!

R&D, Education
A/V and media
Creative businesses
ICT

We WIN
Case Mediapolis - Summary

- Another “first” for Technopolis – we’re building the best MediACLuster in Finland
- Structural change ongoing in Tampere region
  - Mediapolis is the growth enabler for Technopolis & Tampere
- The best possible partners (Yle + TAMK)
- Huge initial demand

- **Execution is the key - now it’s time to ROCK!**
Why Services?

Flexible Premises + World-class Services = Successful Working Environment

+ own premises
+ own sales and customer management organization

→ UNIQUE CONCEPT
Strategic Perspective

- Solution selling
- Longer agreements
- Exit barrier
- Customer loyalty
- Customer value-add
- Service sales

Support core

Core leasing business

Differentiate

Profit / sqm
Service Portfolio

Benefit from flexible Space Services
- Flexi Space
  - Office & Special Spaces
  - Conference & Meeting Space
  - Business Lounge

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

Boost your Business
- Matchmaking Services
  - Customers
  - Partners
  - Financiers
  - Talent
- Visibility Services
- Growth & Productivity Services

Engage your Talent
- Health and Well-being Services
  - Gym and Massage
  - Hair and Beauty
  - Occupational Health and Well-being
- Restaurant and Café Services
  - Restaurants & Cafés
  - Take-out food
  - Catering
- Travel and Leisure Services
  - Accommodation and Transportation
  - Ticket Service
- Household Services
  - Car Wash
  - Personal Finance
  - Groceries
Key Figures

- Group allocations and reorganization of services effected on EBITDA-%
- Services grow with a lag to sqm
2008–2011 the net sales declined due to reorganization of the portfolio

Profitability has held up
Technopolis Services in the Future

Ready for Business

Technopolis
ICT READY OFFICE

mytechnopolis
Example: Versatile ICT Service Offering

Technopolis
ICT READY OFFICE

MyOffice
- TP Connect
- TP Print
- TP Call Care

MyTools
- Computers
- Mobile Devices
- Tablets
- Helpdesk & On-site support

MySolutions
- Teamwork
- Business Applications
- Capacity
- IT Management
mytechnopolis Self-Service Channel

Information sharing channel

Services for Employees

Business Directory

TP service ordering & management

TP Partner Services, ordering & management
Summary and Q&A

- Services help our customers to focus on their core
- Positive impact on Technopolis net sales and EBITDA
- Acts also as an exit barrier and differentiator
- Space growth will contribute to service growth with a lag

- The ultimate goal is more & more service revenue/m2