



Results for Q1/2015

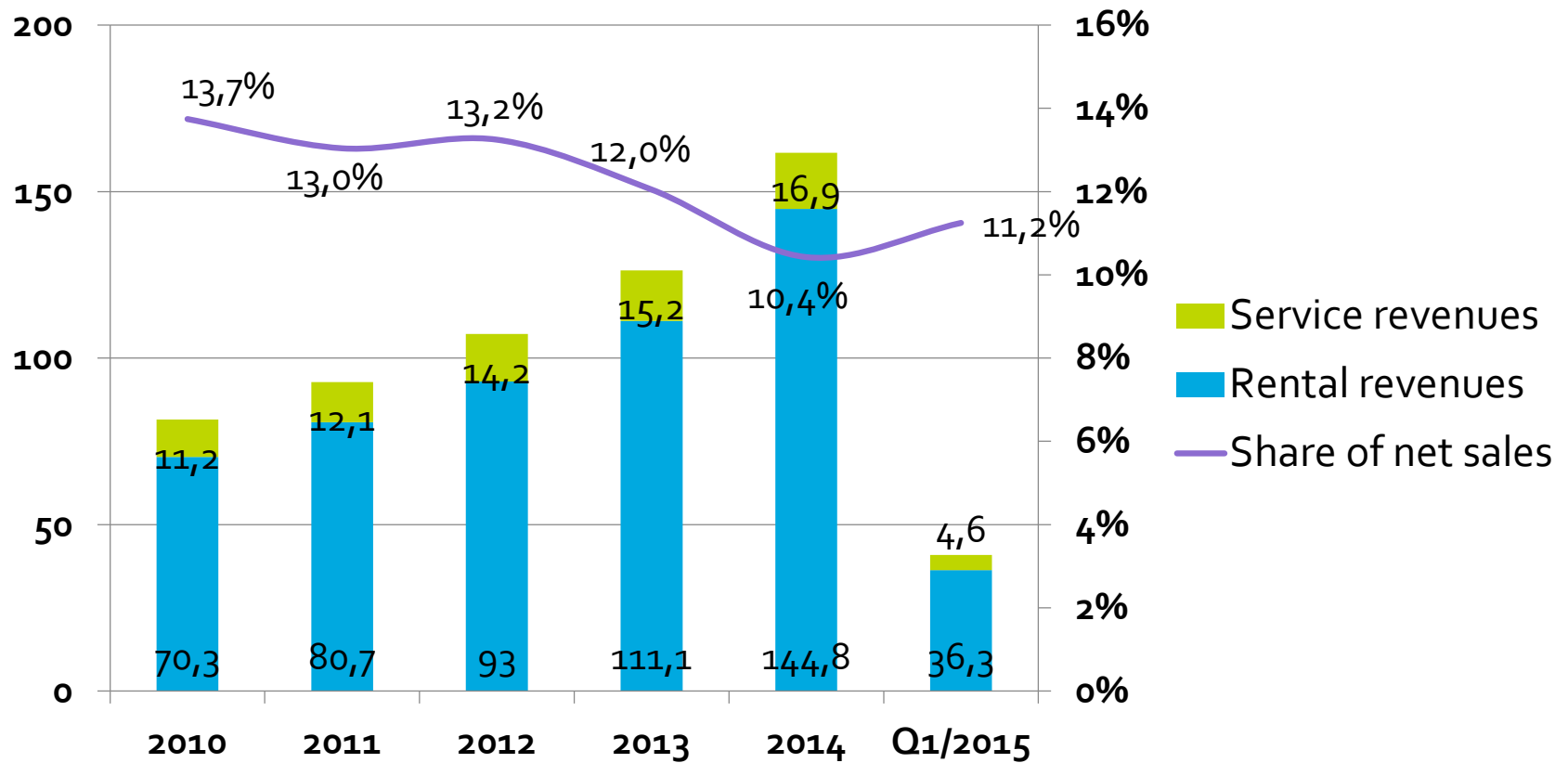
May 7, 2015

A Solid 1st Quarter

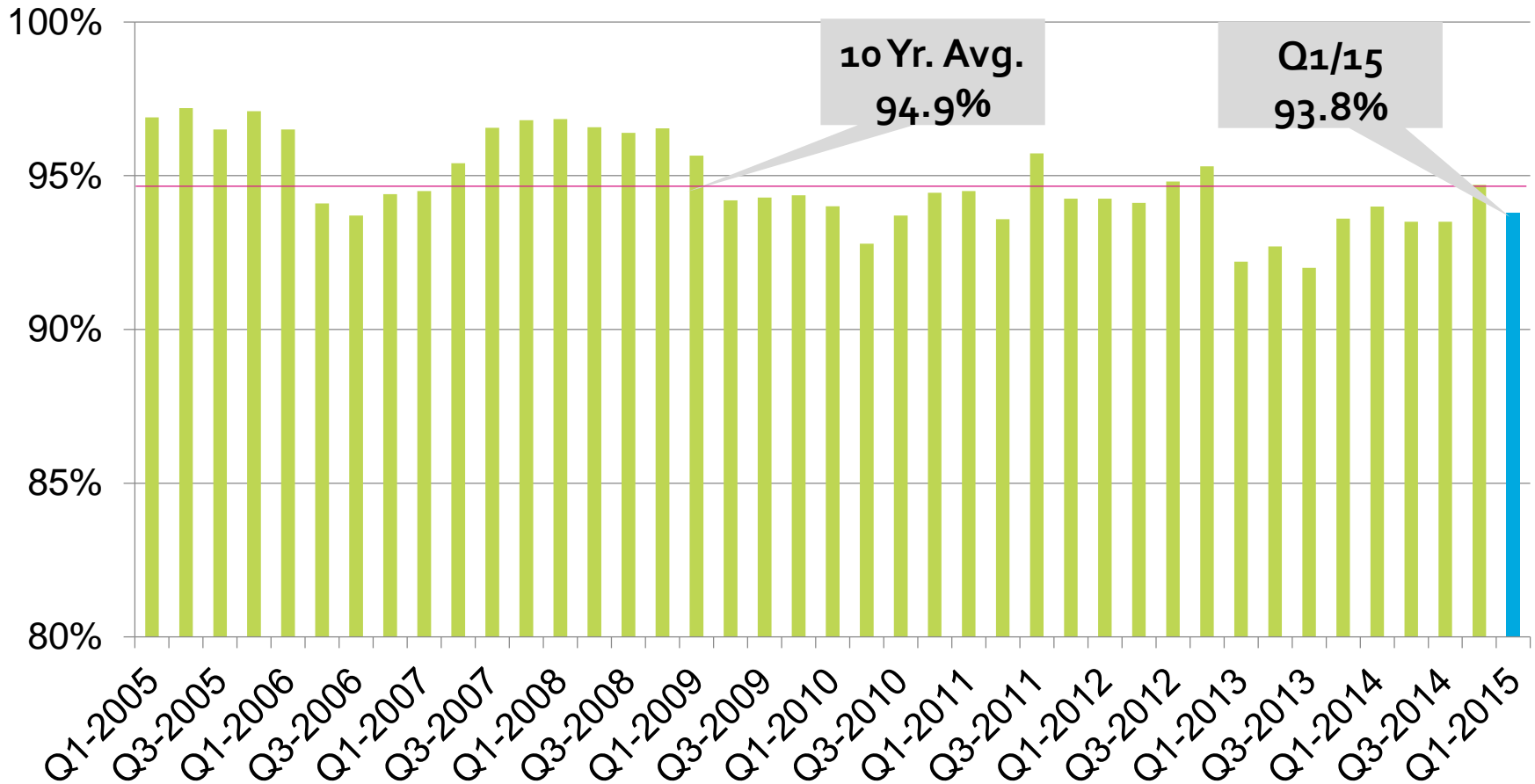
- > Net sales up 3.8% & EBITDA up 7.9%
- > EBITDA margin at 53.9 (51.9)%
- > EPRA Direct result stable at EUR 12.7 (12.8) million
- > Service revenues up 13.9%
- > Occupancy remained strong at 93.8 (94.0)%
- > Equity ratio at 37.7%, & LTV at 59.1%

Service Sales – On the Right Track

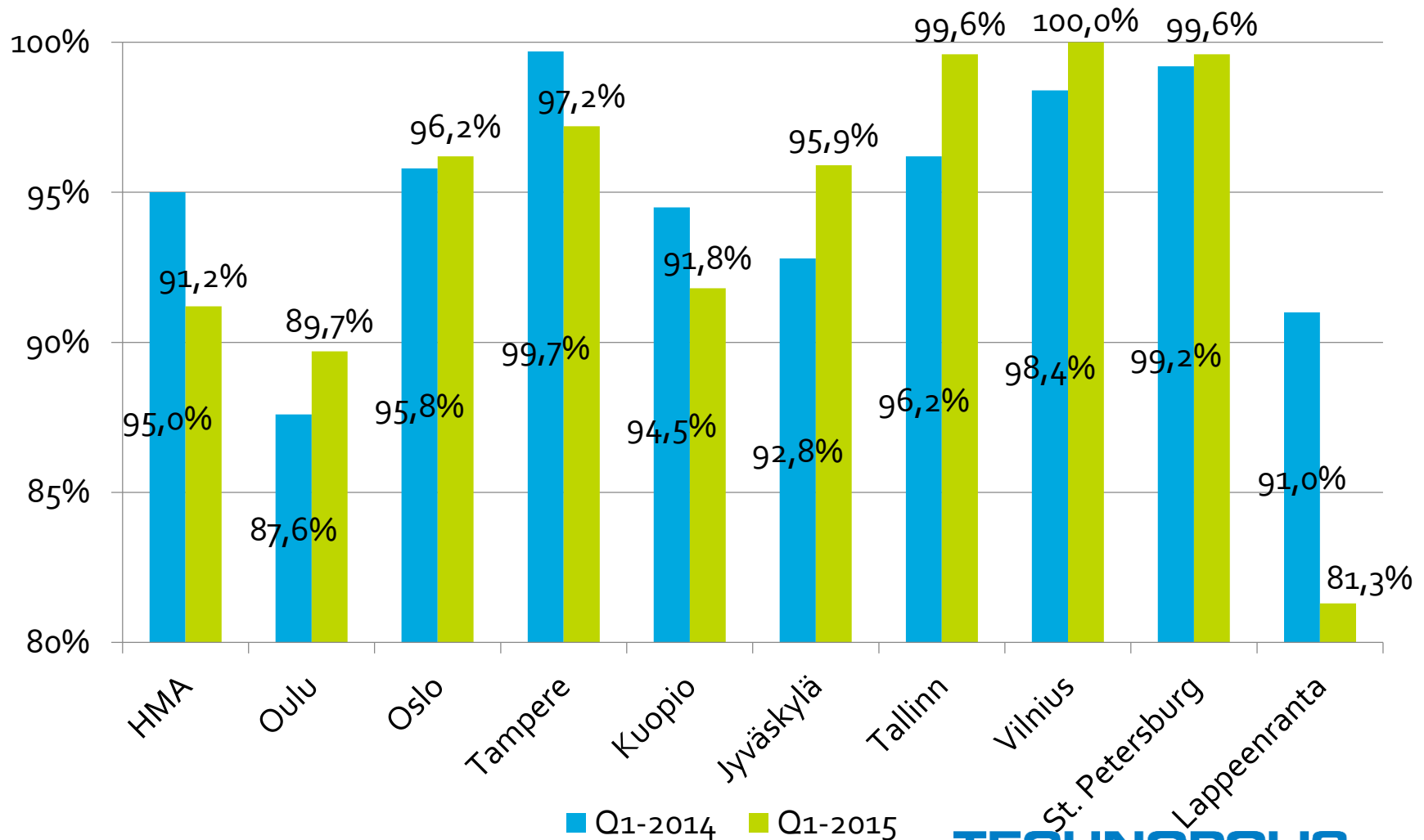
EUR MILLION



Group Financial Occupancy – Holding Up Well



Occupancy – Good Development in International



Investments – Pre-lets Increased

Area	Name	m ²	EUR million	Stabilized yield, %	Financial OCR/ Pre -OCR, %	Completion
Tallinn	Löötsa 8A	7,500	11.8	9.1	98.6	9/2014
St. Petersburg	Pulkovo 2	18,700	42.0	12.6	99.2	9/2014
Tallinn	Löötsa 5	9,200	17.0	8.8	48.5	10/2015
HMA	Vantaa G	5,300	18.3	8.0	72.9	9/2015
Tampere	Yliopist. 3&4	11,900	39.0	7.2	32.6	3/2016
Vilnius	Delta	21,600	35.4	9.8	48	12/2016

Note: As of May 6, 2015. Projects in **grey** are not completed i.e. financial occupancy is pre-let rate

- > Projects in progress total of EUR 109.7 million
- > Capital expenditure in the first quarter was EUR 8.6 million of which renovations and modernizations were EUR 0.8 million

Vilnius – Delta Project Reaching Scale



Technopolis Ozas Campus Buildings

4 **NEW DEVELOPMENT DELTA**
GLA: ~21.640 m²
Parking: 390 sp.

3 **GAMA.**
GLA: 10.570 m²
Parking: 362 sp.

2 **BETA.**
GLA: 22.370 m²
Parking: 679 sp.

1 **ALFA.**
GLA: 8.730 m²
Parking: 244 sp.

Neighbouring services

1 Siemens Arena

2 Vichy Aquapark

3 Ozas Shopping Centre

Delta in Brief



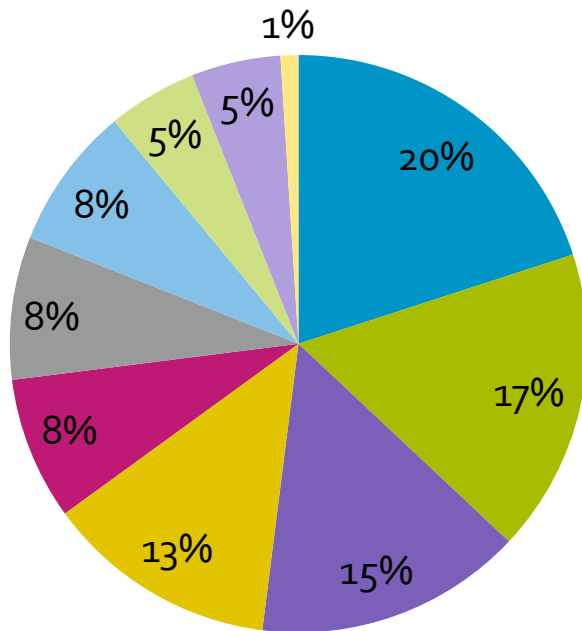
- Pre-let rate of 48% and the largest agreement covering 10 years
- Rentable space of 21,600 m² and parking for 390 cars
- Investment of EUR 35.4 million
- Initial yield 7.8% and stabilized 9.8% - market yield requirement at 7.9%
- Estimated end of construction 12/2016 and first rents in 01/2017

Financing – Hedging Up, Margins Down

	Q1/2015	2014	2013
Average interest rate, %	2.35	2.43	2.46
Capital weighted loan maturity, years	6.1	6.1	7.0
Interest bearing debt, EUR million	852,4	841.9	861.9
Fixed rate, %	61.1	60.0	49.7
Hedging ratio, %	58.5	57.4	46.5
Fixing period, years	2.7	2.7	2.2
Interest cover ratio, %	5.5	4.8	5.3
Loan to value, %	59.1	59.7	59.5
Maturing loans, next 12 mo. EUR million	166.9	182.2	145.6
Untapped credit lines, EUR million	135.3	156.5	87.5

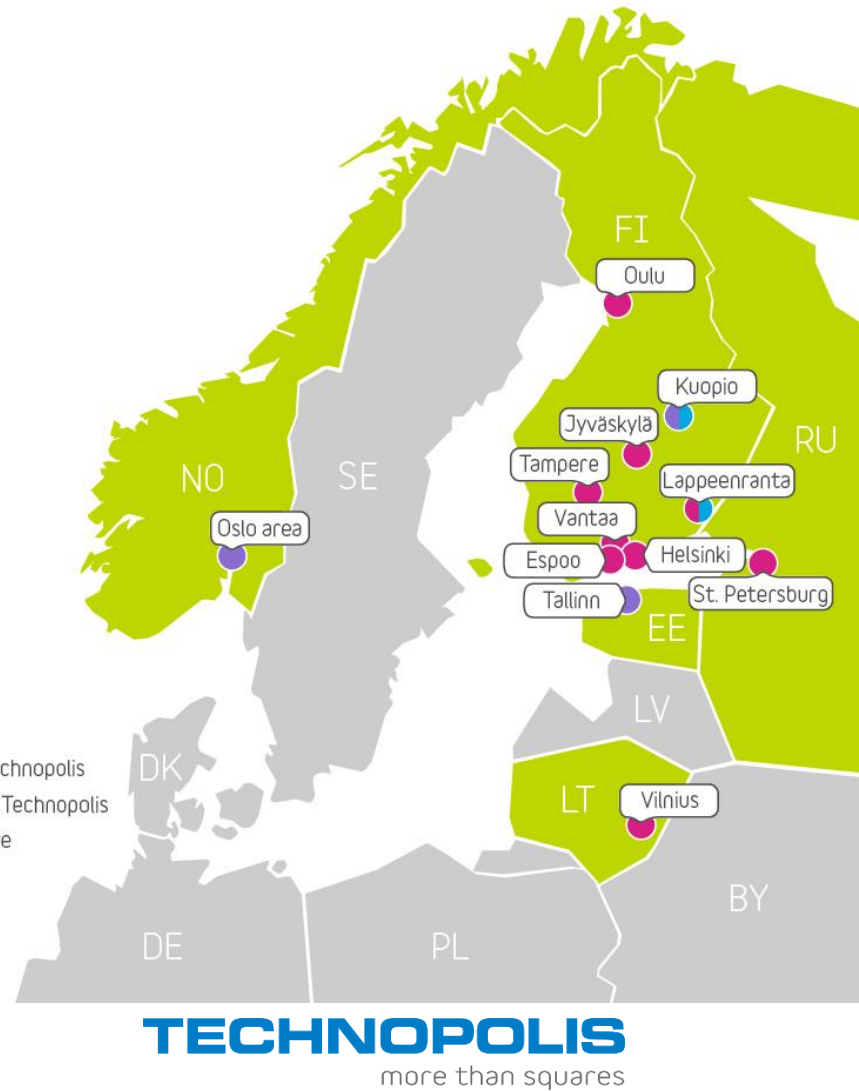
Expansion Strategy – Headed for Hansa

Fair Values



- HMA
- Oulu
- Oslo
- Tampere
- Kuopio
- Jyväskylä
- Tallinn
- Vilnius
- St. Petersburg
- Lappeenranta

% of fair values in March 31, 2015



Looking Ahead – Stable Outlook

- > **2015 growth guidance y/y:**
 - > **Net sales and EBITDA to be at the same level or slightly higher than in 2014**
 - > Guidance is subject to foreign exchange changes, acquisitions and divestitures



Appendices: Additional Data

Finland – Home Market

	Q1/2015	2014	2013
Rentable space, m ²	542,000	543,200	555,900
Rent, €/m ² /mo. avg.	17.08	16.79	16.21
Financial occupancy rate, %	92.2	93.7	92.9
Net rental income, EUR million	26.3	103.3	94.9
Net sales, EUR million	30.4	118.6	109.4
EBITDA, EUR million	15.4	62.6	56,1
Market yield requirement, %	7.9	7.9	7.9
Fair value of investment properties, EUR million	958.8	951.9	981.0

Baltic Rim – Growth Market

	Q1/2015	2014	2013
Rentable space, m ²	139,100	135,800	119,500
Rent, €/m ² /mo. avg.*)	14.26	14.00	15.04
Financial occupancy rate, %	99.7	98.4	99.1
Net rental income, EUR million	6.0	23.6	15.3
Net sales, EUR million	6.3	24.9	15.9
EBITDA, EUR million	4.2	13.4	7.6
Market yield requirement, %	8.9	8.7	9.0
Fair value of investment properties, EUR million	242.3	224.7	212.4

*) Decreased due to depreciated ruble – in local currencies rent level was up. Like-for-like rents in St. Petersburg 23.4% y/y

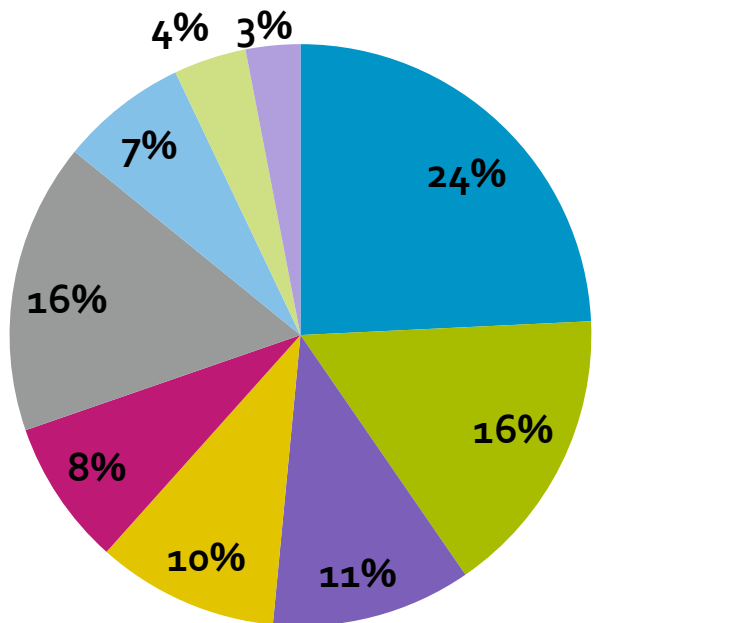
Scandinavia – Mature Market with Growth

	Q1/2015	2014	2013 *)
Rentable space, m ²	63,500	63,000	71,400
Rent, €/m ² /mo. avg.	22.61	22.03	21.16
Financial occupancy rate, %	96.2	95.6	89.5
Net rental income, EUR million	4.4	18.0	1.0
Net sales, EUR million	4.5	18.2	1.0
EBITDA, EUR million	2.6	12.0	0.6
Market yield requirement, %	6.3	6.4	6.5
Fair value of investment properties, EUR million	209.9	201.8	217.0

*) December 11-31, 2013

Customers – A Healthy Mix

Customer Segments



% of rentable space in Dec 31, 2014

Customer Highlights

- > Nordic Semiconductor to Peltola campus in Oulu
- > Tampere University of Applied Science took 3,200 from Mediapolis in Tampere
- > Playtech signed 3,000 m² deal in Tallinn
- > Western Union signed 10,000 m² deal in Vilnius
- > Gazprom took over 5,000 m² in St. Pete

Leases – Maturities Bring Flexibility

Lease stock, % of space Maturity in years	Q1/2015	2014	2013
<1	21	17	22
1-3	22	23	22
3-5	10	12	13
>5	22	22	26
Open-end leases	25	26	17
Av. Maturities in Mo	38	39	35
Lease stock, EUR million	452.2	455.9	470.5

20 largest customers leased approximately 29.7% of the company's rented space on March 31, 2015

EPRA and Real Estate – Steady Growth

EPRA-based and Real Estate Indicators	2010	2011	2012	2013	2014	Q1/2015
Direct result, EUR million	20.9	24.6	29.9	40.5	55.9	12.7
Increase, y/y	-3.3%	17.6%	17.2%	35.6	38.1	-0.6
EPS (from direct result, undiluted)	0.29	0.34	0.38	0.47	0.53	0.12
Net asset value/share, EUR	4.52	5.10	5.12	4.94	4.52	4.47
Financial occupancy rate, %	94.4	95.1	95.3	93.6	94.7	93.8
Net rental yield, %	7.7	7.8	7.8	7.6	7.5	7.8
Rentable area, m ²	527,800	576,900	644,300	746,800	742,000	744,600
Increase, y/y	16.4%	9.3%	11.7%	15.9%	-0.01%	-
Fair value of competed investment properties, EUR million	727.7	843.8	956.5	1,410.4	1,378.4	1,410.9
Fair value changes, EUR million	2.7	26.3	-5.7	-17.6	-40.5	-5.9

IFRS Figures – Valuation Effects

Summary of Income Statement, EUR million	2010	2011	2012	2013	2014	Q1/2015
Net sales	81.2	92.8	107.3	126.3	161.7	41.2
Other operating income	1.6	1.2	1.7	2.0	0.5	0.0
EBITDA	41.4	47.5	55.8	64.1	87.2	22.2
Operating profit	43.0	72.0	48.0	43.9	42.9	15.3
Profit before taxes	33.6	60.0	34.5	22.6	0.6	10.2
Net profit for the year attributable to parent company shareholders	23.3	46.7	25.8	28.8	-11.7	7.9
Summary of Balance Sheet, EUR million	2010	2011	2012	2013	2014	Q1/2015
Total assets	827.6	962.9	1,082.7	1,560.3	1,502.9	1,532.1
Cash and bank	4.5	12.5	15.7	54.1	28.3	29.3
Shareholders' equity	307.6	343.2	389.5	624.3	575.6	547.8
Interest-bearing liabilities	457.9	547.7	608.1	861.9	841.9	852.4
Key Indicators and Financial Ratios	2010	2011	2012	2013	2014	Q1/2015
EBITDA/net sales, %	51.0	51.2	51.9	50.8	53.9	53.9
Dividend/share, EUR	0.15	0.17	0.18	0.10	0.15	n/a
Share price, December 31	4.08	3.35	3.57	4.35	3.70	n/a
Return on equity (ROE), %	8.2	15.0	7.4	6.2	-0.5	n/a
Return on investment (ROI), %	6.2	9.0	5.5	3.6	3.3	n/a
Net debt/equity (gearing), %	147.4	156.0	152.1	129.4	141.4	143.4
Employees in Group companies, average	135	158	178	187	214	221

Changes in Fair Values – Slightly Negative

	Market Yield Related	Occupancy Assumption	Renovations	Projects in Progress	Total
Finland	-2.8	0.1	-7.0	-1.1	-10.8
Baltic Rim	-0.2	-	0.1	5.0	4.9
Scandinavia	2.3	2.2	-4.5	-	-
Total	-0.7	2.3	-11.4	3.9	-5.9

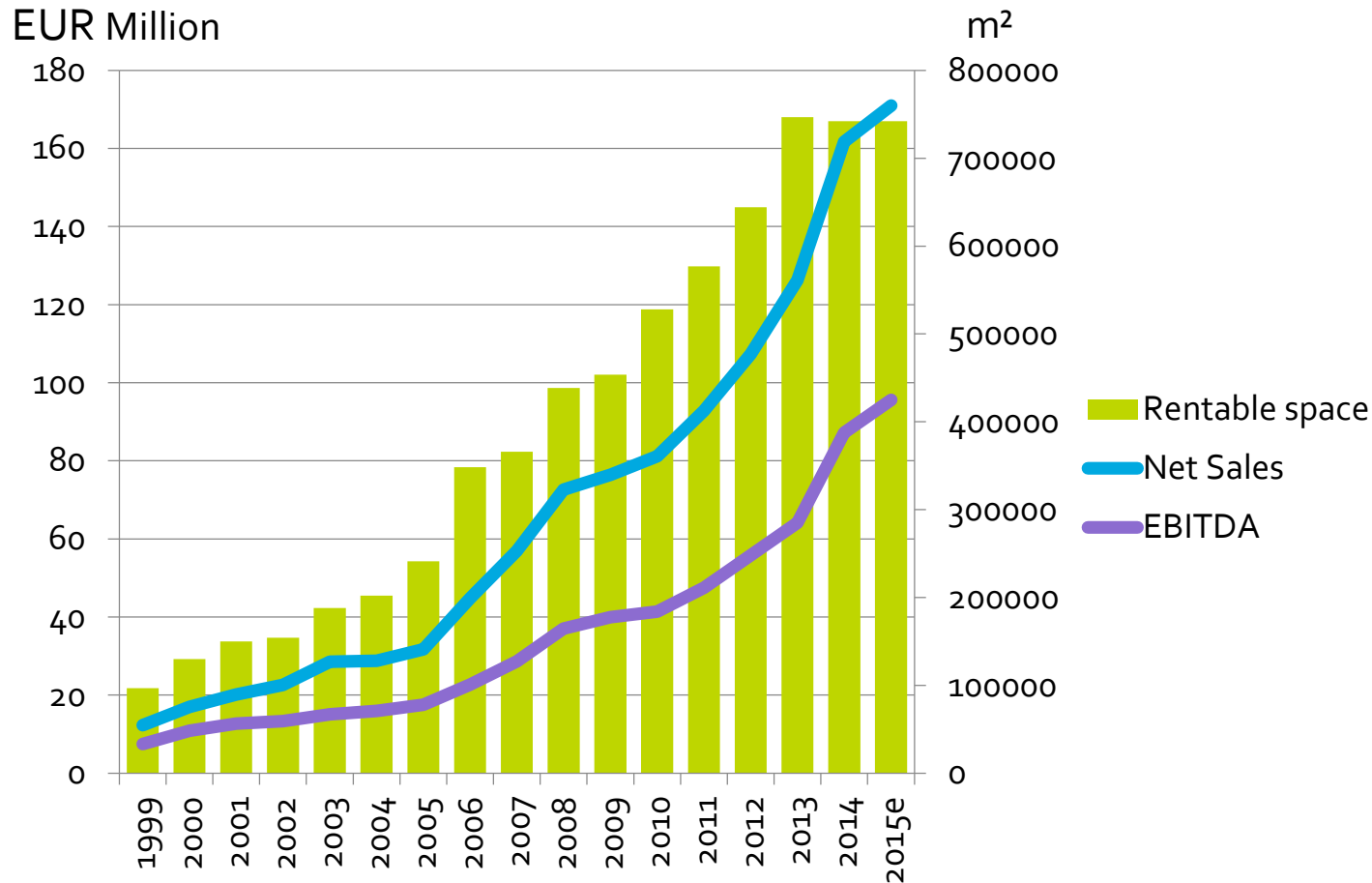
Changes in EUR million

- > In Q1/2015 fair values were negative of EUR 5.9 million
- > EUR -11.4 million from renovations:
 - > Quality space is a competitive advantage

Investment Criteria – Cash Flow Driven

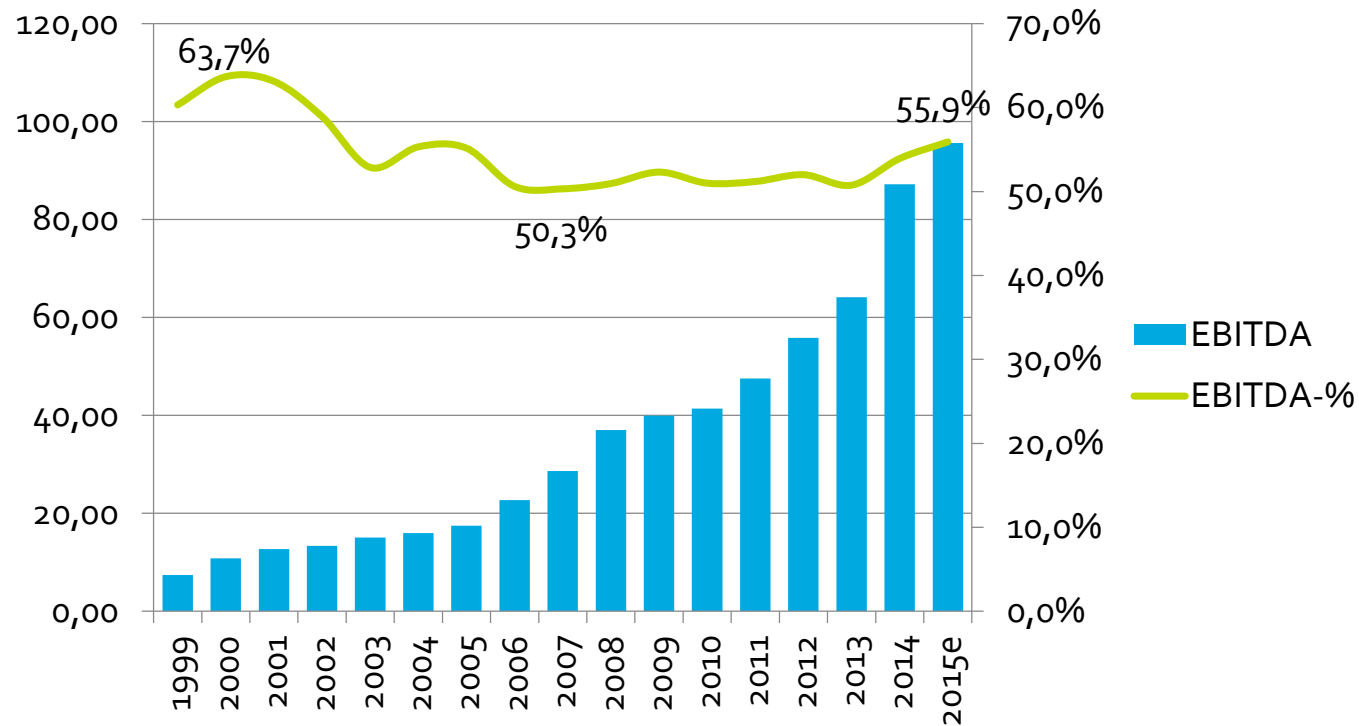
- > Good quality, flexible buildings in good shape
- > Excellent location with good transportation links
- > Critical mass, at least in the 50,000 m² range
- > Additional building rights to allow expansion
- > Good customer mix or the potential to create it
- > Generates good cash flow
- > Reasonable yield generating positive EPS impact

EBITDA, Net Sales & Rentable Space



Net Sales & EBITDA 2015 are analysts' consensus estimates
 Rentable space from year-end 2014 to 2015 is assumed to be fixed

EBITDA and EBITDA-%



- > EBITDA-% turned upward in 2014
- > Market expects trend to continue

Strategic Financial Targets 2015–2017

Company's goal is to grow in the Nordics and Baltic Rim and in service business

- Net sales and EBITDA growth 15% on average per annum
- EPRA-based annual ROCE *) of at least 6%
- Equity ratio at or above 35% over the cycle

*) Calculated by EPRA-based operating profit

Dividend policy: distribute on average one third of its EPRA-based direct result annually

Shareholders – Almost 35% Foreign

April 30, 2015	# of shares	% of shares
Varma Mutual Pension	25,448,192	23.9
Ilmarinen Mutual Pension	11,089,647	10.4
City of Oulu	3,511,211	3.3
OP-Pohjola Group	1,684,033	1.6
Jyrki Hallikainen/Kickoff Oy	1,233,236	1.2
Laakkonen Mikko	1,226,184	1.2
The Finnish Cultural Foundation	1,188,042	1.1
Odin Finland	1,119,944	1.1
Sijoitusrahasto Evli Suomi Pienyhtiöt	831,994	0.8
Jenny and Antti Wihuri Foundation	738,398	0.7
10 largest shareholders, total	48,070,881	45.1
Foreign shareholders, total	37,176,466	34.9
Others, total	21,264,285	20.0
Total amount of shares	106,511,632	100