

Combining expertise and efficiency in Buildings

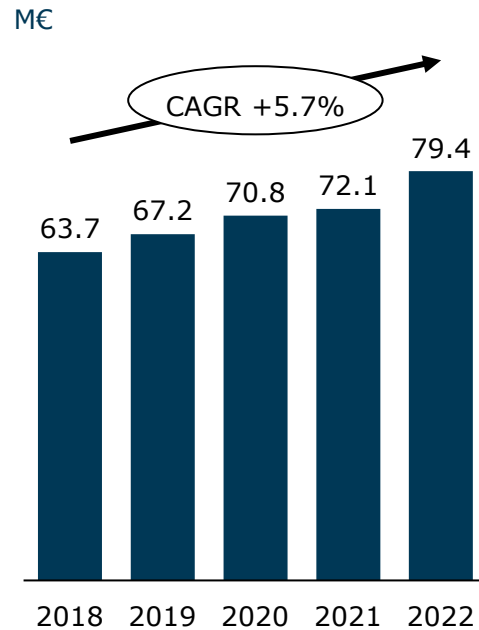
HEIKKI HAASMAA

CEO



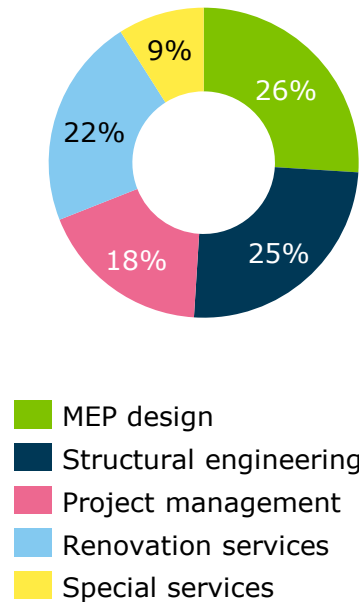
Extensive design and technical consulting for the entire lifecycle

Strong organic and M&A based growth



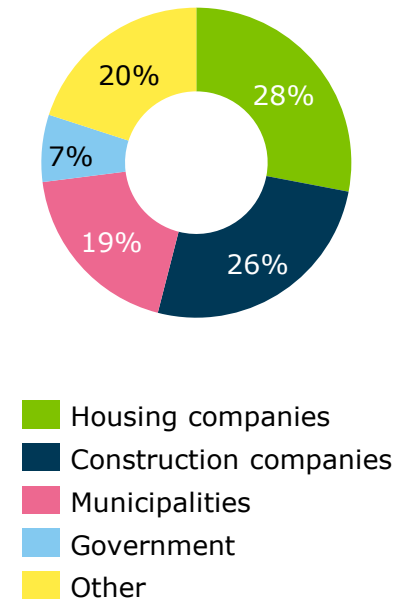
Net sales evenly split between new builds and renovations

Net sales split (2022 PF)



Diverse clientele – we serve all but private individuals

Net sales split (2022 PF)



Key success factors

- Multidisciplinary expertise with ~900 employees
- Sustainability and efficiency at the core of the operations
- Advanced digital abilities
- Comprehensive service portfolio
- Strong special services

Value creation is based on optimising the entire life cycle of buildings

AVIABULEVARDI

Place | Vantaa, Finland
Business Area | Buildings

Multidisciplinary expertise that gives us a profound understanding of the built environment

We help to optimise and enhance real estate value chain with smarter and more sustainable buildings

M&As expanding our geographical growth and service portfolio

We will focus on improving our competitiveness and profitability

WHY WE WILL BE SUCCESSFUL IN FUTURE?

Short-term growth challenged, long-term outlook good

- **Construction market downturn** – Recovery estimated earliest in 2024
- **Megatrends are key growth drivers** - Complexity of projects is increasing, and we have the expertise for this

Reducing our business cyclicality

- **Service offering based on market needs** - Selectivity, continued focus on pricing
- **Shifting the focus of client base** - Further focus on private sector

Leveraging existing expertise and introducing Smart Buildings Solutions

- **We help our client to manage their asset or portfolio better** - Our innovations help our clients to thrive. Sustainability is covered in every project

We will drive value with high demand services and Smart Buildings initiatives



The most innovative

- **Proprietary tools to improve efficiency of design processes**
 - Keeping the people innovating and improving the whole real estate base
 - Utilizing data for even better efficiency
 - Systems for mutual benefit with our clients



The most sustainable

- **Help building owners to lengthen the life of their properties in energy efficient design**
 - Energy optimisation
 - Security



The most efficient

- **Enabling our clients to manage their real estate in the most efficient way**
- **Improving internal efficiency**
 - Use of state of the art tools in designing project
 - Actions to improve profitability

Case on renovation construction

HELSINKI CATHEDRAL

Client | Helsinki Cathedral Parish
Place | Helsinki, Finland
Gross area | 4,855 m²

3 TERVEYTTÄ JA HYVINVOINTIA



11 KESTÄVÄT KAUPUNGIT JA YHTEISÖT



13 ILMASTOTEKOJA



Multiple smaller projects related to the renovation of the cathedral, incl. surveys, inspections, renovation design

High profile and very challenging structurally. Cathedral originally designed by Carl Ludwig Engel and built in 1820-1850.