



**TECHNOPOLIS PLC**  
Annual General Meeting  
March 30, 2011

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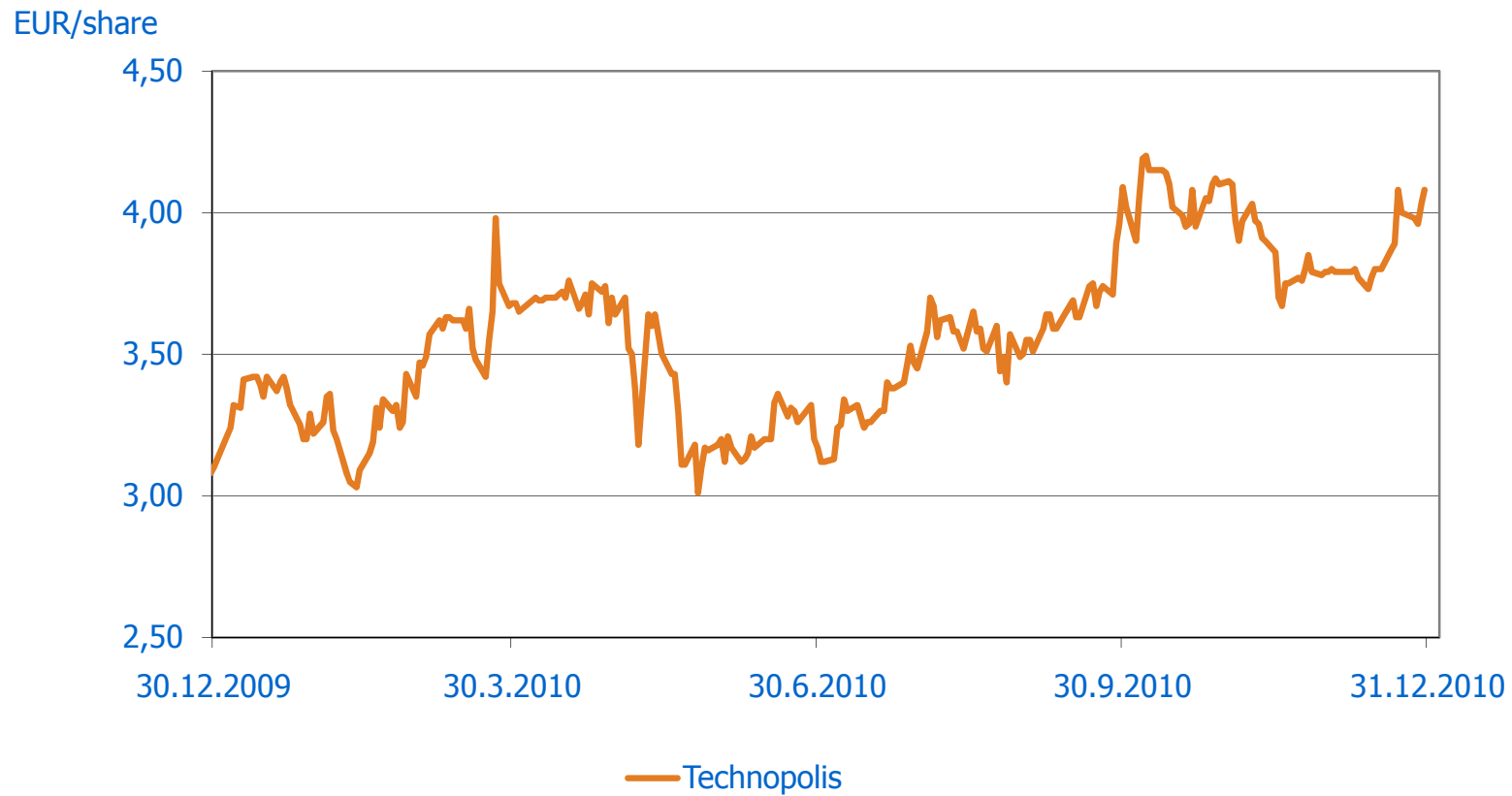
# 6. Review by the Chairman of the Board

# The Board of Directors

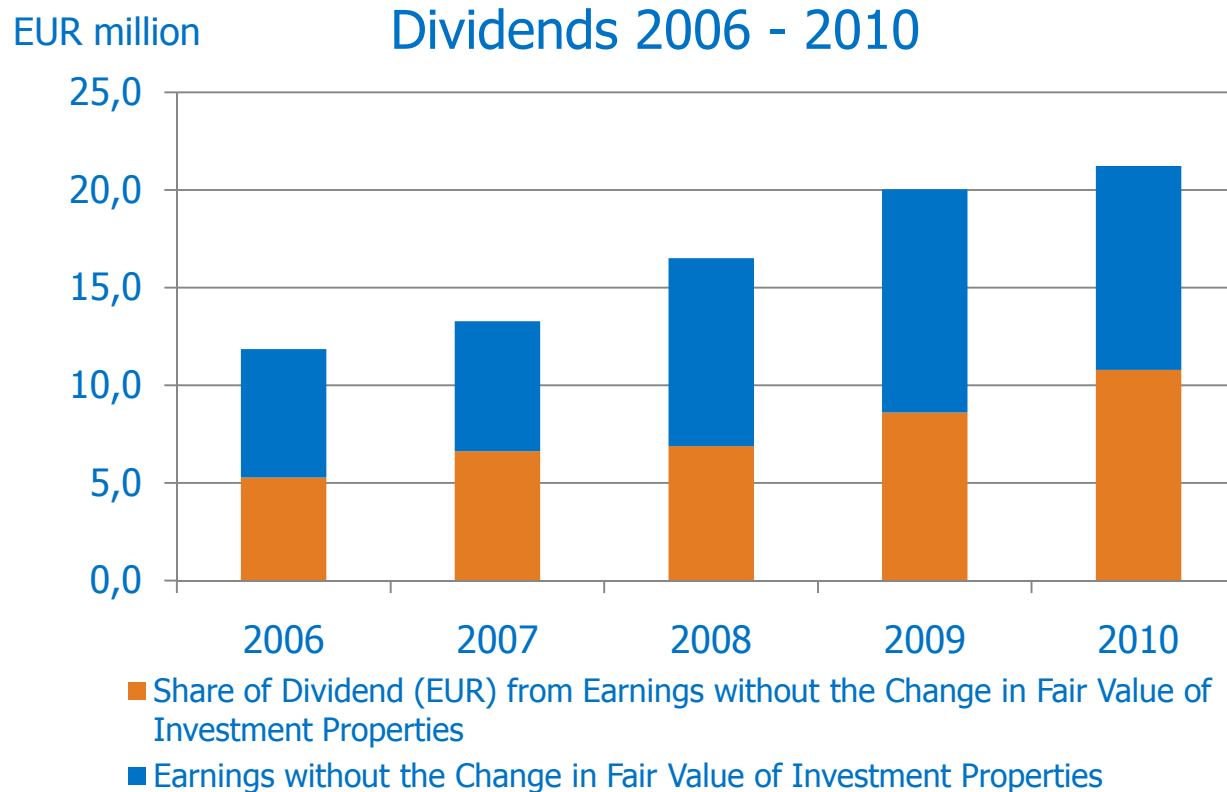
## March 2010 - March 2011

- Pertti Huuskonen, Chairman of the Board
  - Matti Pennanen, Vice Chairman
  - Teija Andersen, member
  - Pekka Korhonen, member
  - Timo Ritakallio, member
  - Erkki Veikkolainen, member
- 
- The Board met 13 times
  - The average attendance rate was 93,6 %
  - The Audit Committee met 5 times
  - The Nomination and Remuneration Committee met 4 times
- 
- The annual self assessment was done at turn of the year
  - Share incentive plan for key personnel

# Technopolis Share Price in 2010



# Dividend Policy



- The Dividend Policy of Technopolis is to distribute 40-50 per cent of its net profit (excluding changes to the fair value) as dividends to the company's shareholders, taking into account the company's capital requirements and other factors

# Experiences in New Markets

- Technopolis Ülemiste acquisition in 2010
- Many investment opportunities abandoned, because of poor earnings potential
- We now have a sound understanding of international investment opportunities and growth methods
- The Technopolis concept is unique and in demand
- Mergers and acquisitions require patience, good timing and strong business instincts
- A well defined integration process for M&A is essential
- We have an excellent foundation for profitable and strong international growth

# Strategic Financial Targets to 2015

- Growth 10 % on average per annum
- International sales 25 % of revenues by 2015
- Operating centers in 2-3 new European countries
- EBITDA over 50 % of net sales per year
- Long-term minimum equity ratio target 35 %
- Dividend payout 40-50 % of net profit (excluding valuation changes)

## 7. Presentation of the Annual Accounts, the Report of the Board of Directors and the Auditor's Report for the Year 2010

- The CEO's Review, Keith Silverang
- Presentation of the Auditor's Report

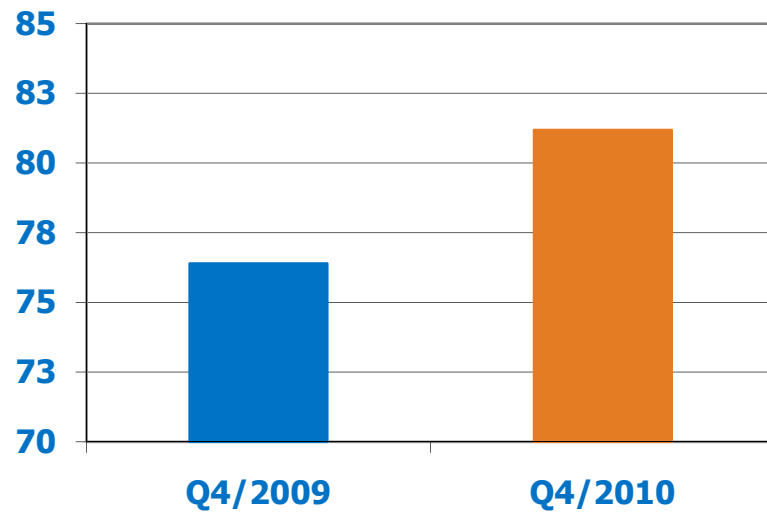


# CEO's Review

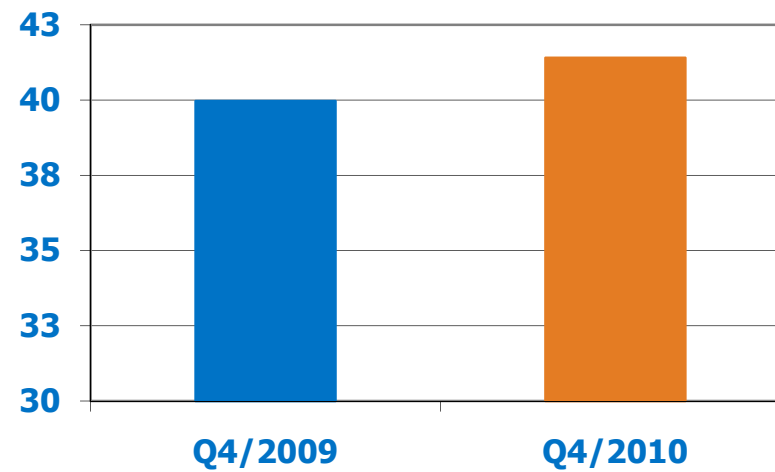
All information from Q4/2010, unless otherwise indicated.

# CEO's Review 2010

Net Sales, EUR million



EBITDA, EUR million



All information from Q4/2010, unless otherwise indicated.

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# Highlights 2010

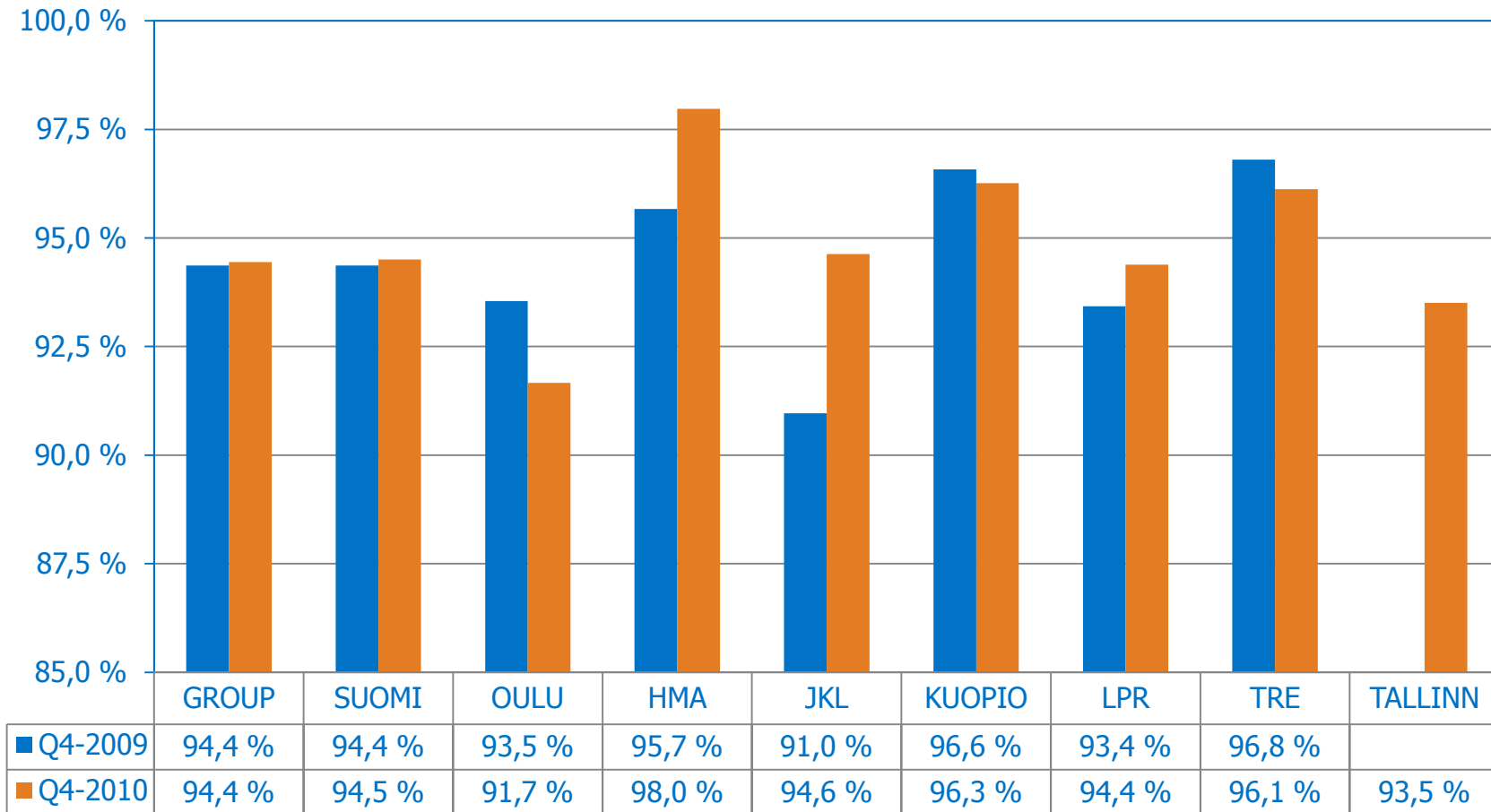
- Operational environment in Finland improved significantly in H2/2010
- In H2/2010 occupancy improved +1.6 percentage units to a good level of 94.4 %
- Net sales and EBITDA satisfactory and on target
- Domestic growth under construction in HMA, Kuopio and Tampere totaling over 30 350 m<sup>2</sup>
- Technopolis Ülemiste acquisition closed on October 2010
- Russian market recovering, Pulkovo pre-let rate at 65 % and we aim to fill it in 2011
- We're forecasting 9 - 11 % growth in both sales and earnings in 2011

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# Key Figures Q4/2010

- Net sales EUR 81.2 million (EUR 76.4 million in Q4/2009), growth 6.3 %
- EBITDA EUR 41.4 million (EUR 40.0 million), growth 3.6 %
- Operating profit rose to EUR 43.0 million (EUR 2.3 million), growth 185,8%
- Financial occupancy rate was 94.4 % (94.4 %)
- Equity ratio was 37.4 % (37.3 %)
- Earnings per share (diluted) were EUR 0.38 (EUR -0.13)

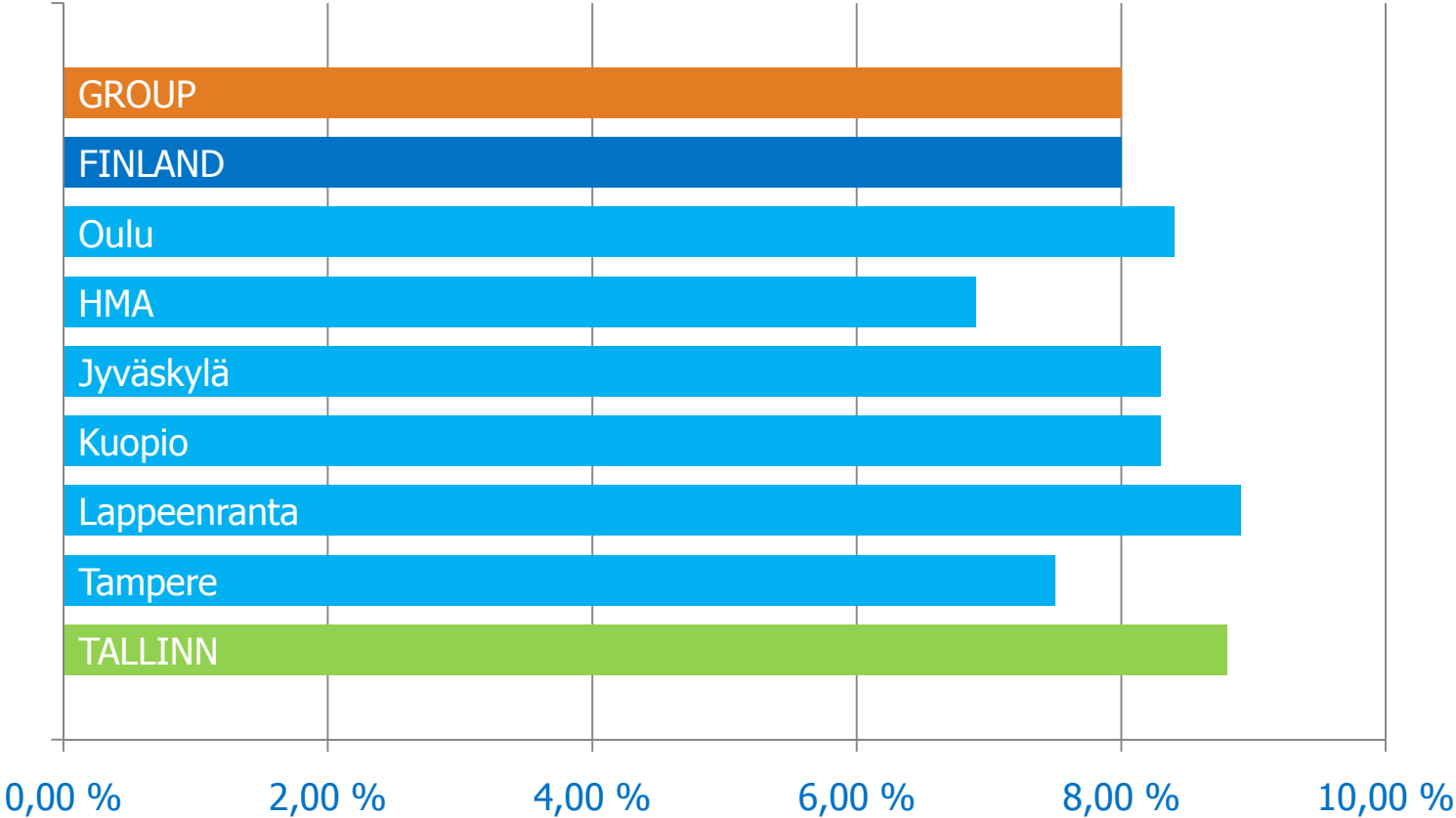
# Financial Occupancy Rate



HMA = Helsinki Metropolitan Area

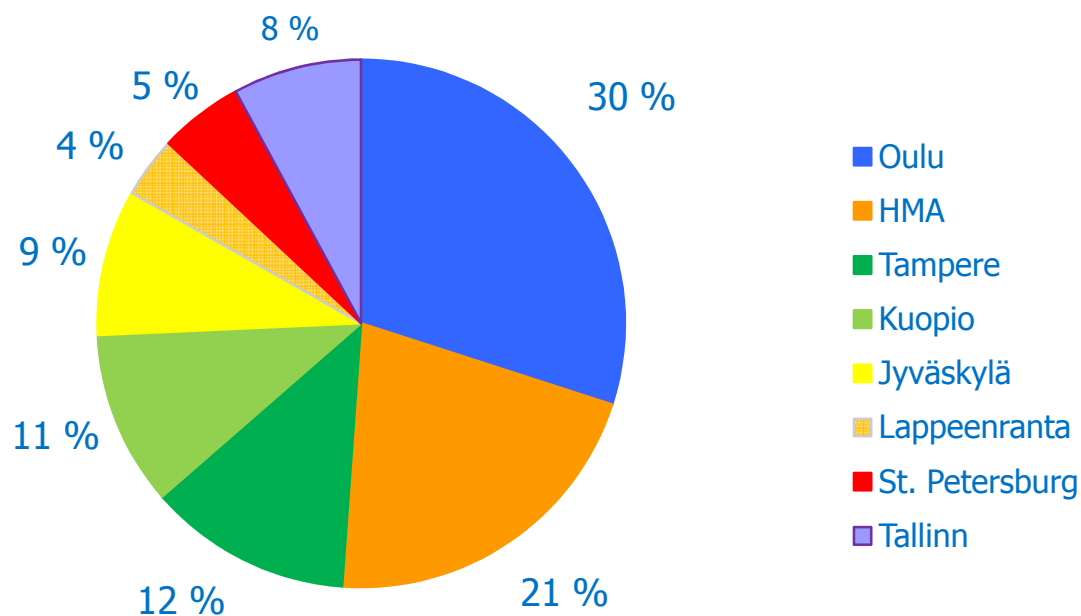
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# Net Yields, %



HMA = Helsinki Metropolitan Area

# Technopolis Sites by Region

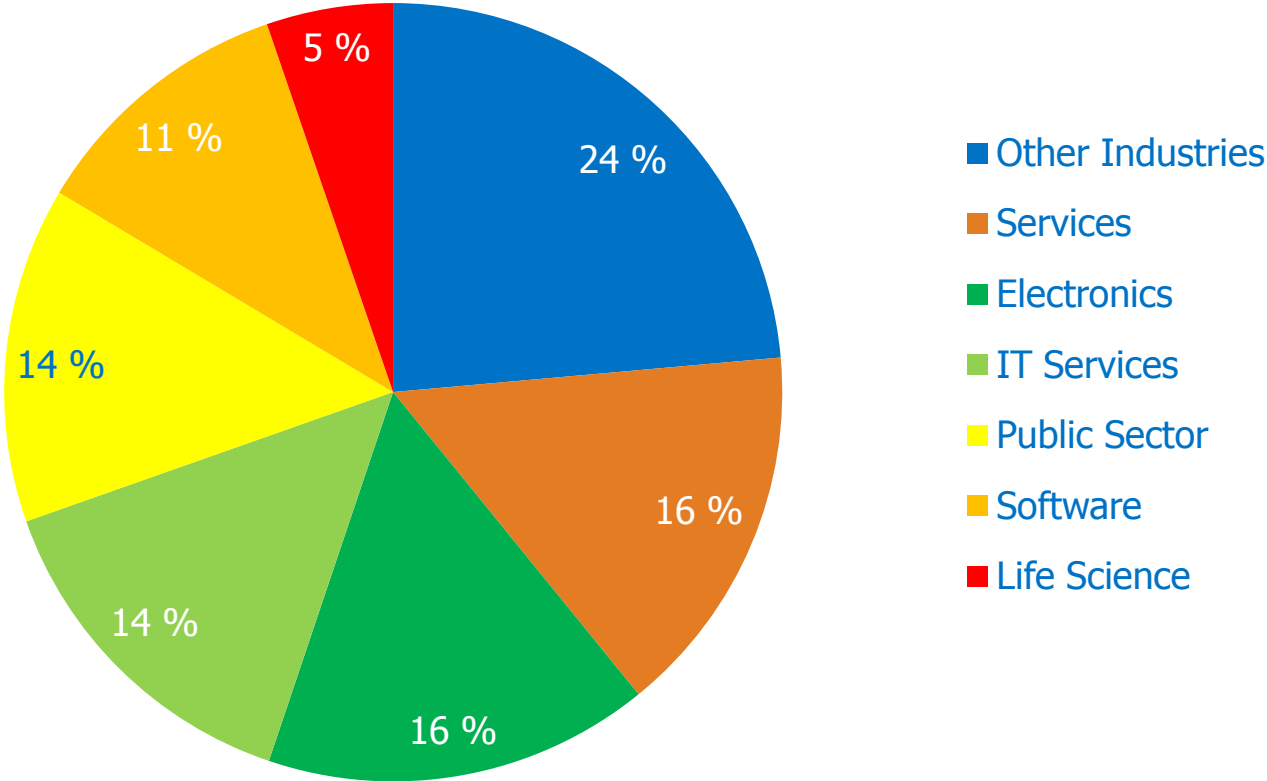


- Fair market value of investment properties\* and properties under construction 31.12.2010 EUR 788 million
- Net market yield of investment properties 31.12.2010 7,99% (8,07%)
- Fair market value change impact on operating profit: EUR 2,7 million (EUR -37,1 million)

\* includes fair value of shares and investments in associates

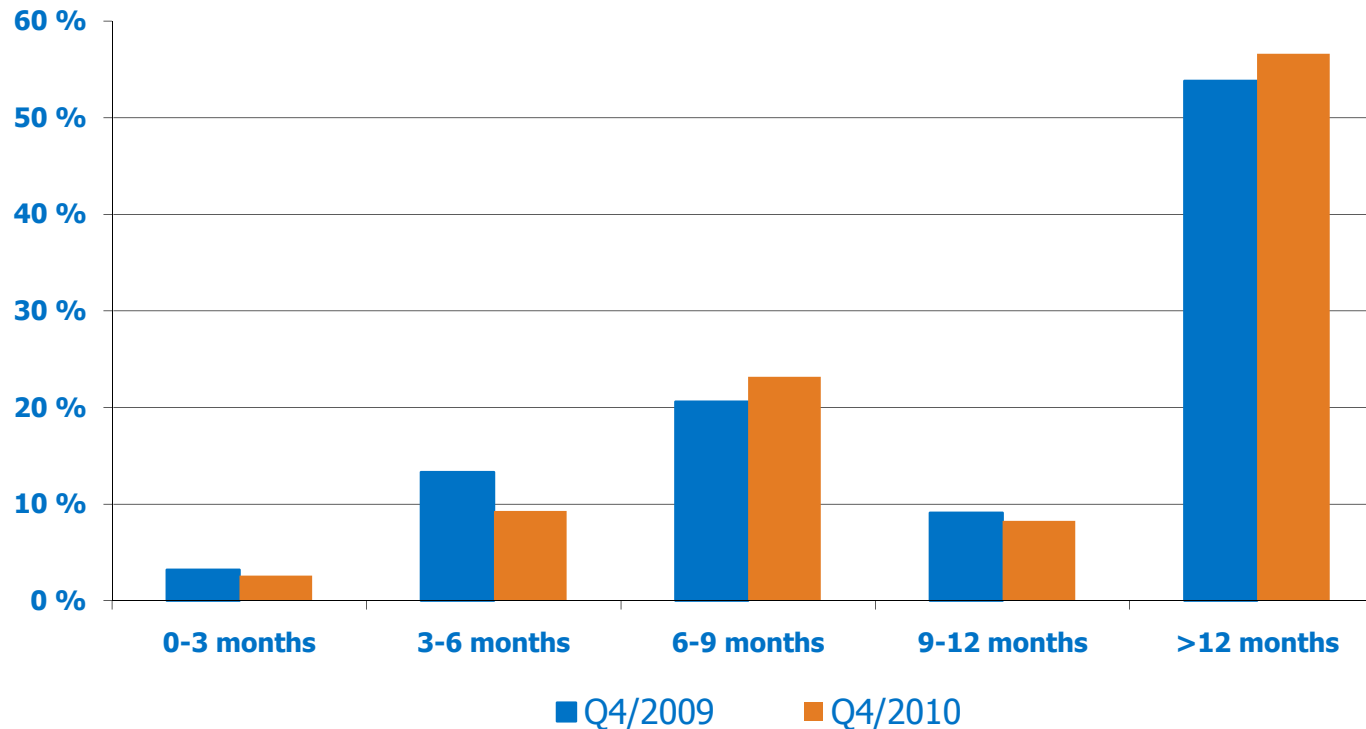
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# Customer Breakdown





# Lease Portfolio Structure



At the end of the period under review, the open-ended leases that could be terminated and renegotiated during the following 12 months covered a total of 43,3 % (46,1 % Q4/2009) of the entire property portfolio.

As of the end of the period the average lease period was 23 (21) months

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# Largest Customers

Customer	Customer
Aalto University	Logica Suomi Ltd
ARK Therapeutics Ltd	Microlink Eesti Ltd
Aspocomp Oulu Ltd	NetHawk Ltd
Digia Plc	Nokia Plc
Fazer Amica Ltd	PKC Group
Honeywell Ltd	Pöyry Group
Itä-Suomi University	Sasken Finland Ltd
Jyväskylä University	TeliaSonera Finland Plc
Kemira Plc	Tieto Corporation
Kesko Plc	VTT Technical Research Center of Finland

- As of 31.12.2010 the 20 largest customers were renting 34 % of the company's space.
- No single company generates more than 6,0 % of the company's revenue.

# Investoinnit ja kehityshankkeet 2010

Completed	Status	Area	Completed	m <sup>2</sup>	EUR million	
Technopolis Ülemiste	Acquisition	Tallinn	10/2010	70 000	10,04	Transaction price
Yliopistonrinne 1	Completed	Tampere	4/2010	12 000	32,3	
Viestikatu 2A	Completed	Kuopio	10/2010	5 850	8,9	
<b>Total</b>				<b>87 850</b>	<b>51,2</b>	

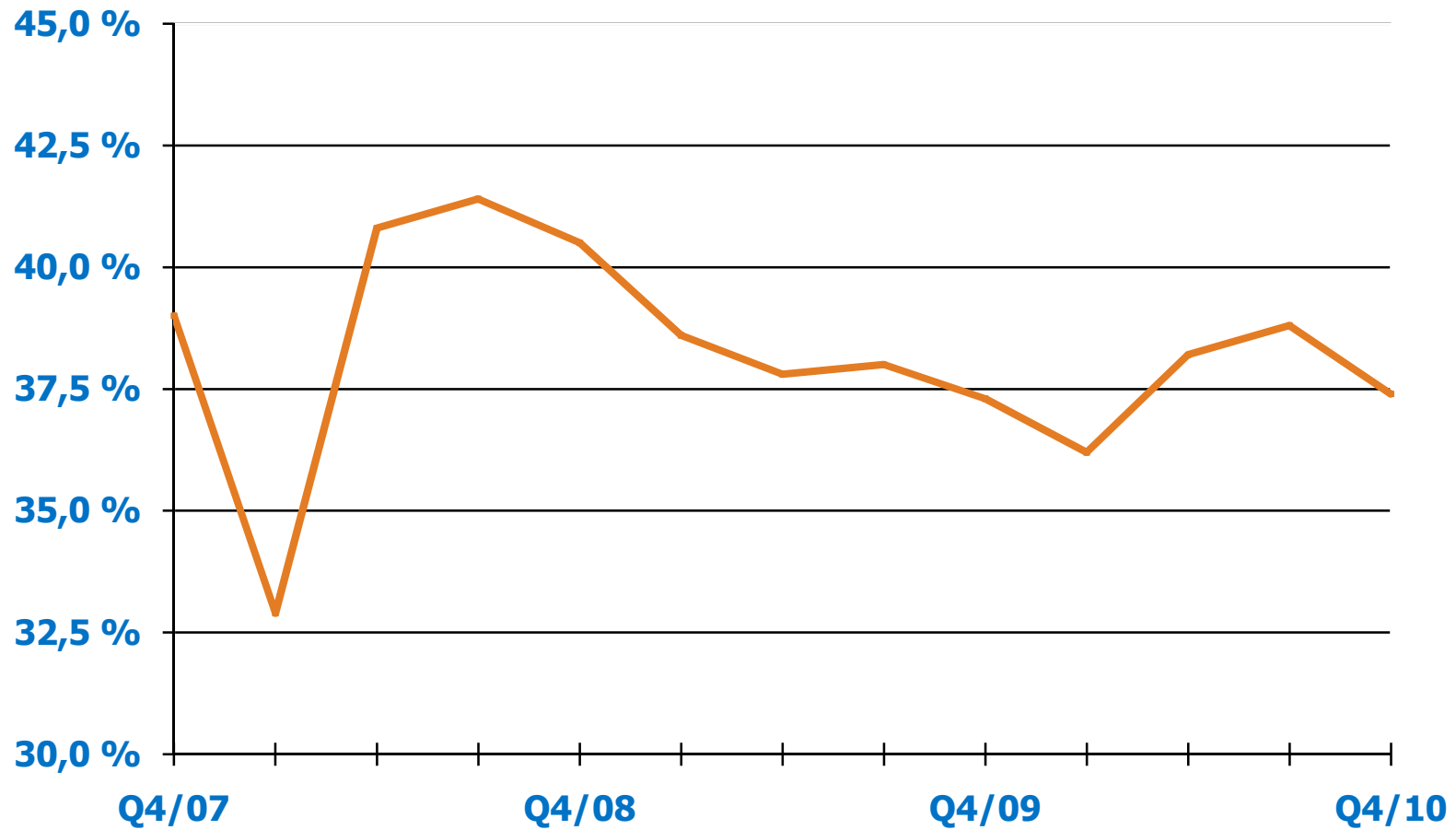
Under Construction	Status	Area	Due for Completion	m <sup>2</sup>	EUR million	Occupancy 12/31/2010
Pulkovo 1	Commissioned	St. Petersburg	Q2/2010	24 100	52,3	65 %*
Finn-Medi Campus	Under construction	Tampere	11/2011	12 900	29,6	91 %
Ruoholahti 2	Under construction	Helsinki	5/2012	9 900	27,7	14 %
Hermia 15B	Under construction	Tampere	1/2012	4 850	10,8	54 %
Helsinki-Vantaa 5B	Under construction	Vantaa	5/2011	2 700	6,0	75 %
<b>Total</b>				<b>54 450</b>	<b>126,4</b>	

Launched after 2010	Status	Area	Estimated Completion	m <sup>2</sup>	EUR million	Occupancy 12/31/2010
Innova 2	Under construction	Jyväskylä	2/2012	9 200	19,8	30 %
Yliopistonrinne 2	Preparation	Tampere	9/2012	7 900	22,5	25 %
Viestikatu 2B	Preparation	Kuopio		3 600		
Technopolis Ülemiste 1	Preparation	Tallinna		7 500		
Pulkovo 2	Preparation	Pietari		22 400		
<b>Total</b>				<b>50 600</b>	<b>42,3</b>	

\* Pre-let rate  
m<sup>2</sup> is the floor area

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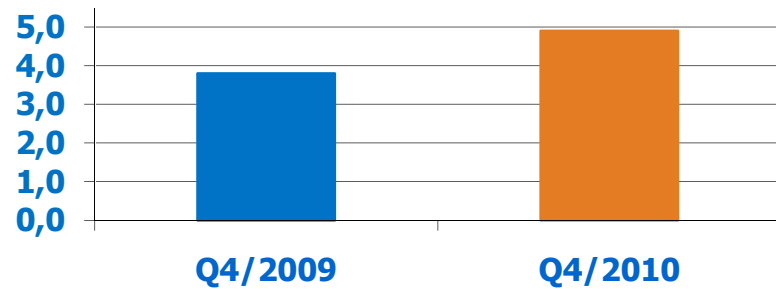
# Equity Ratio



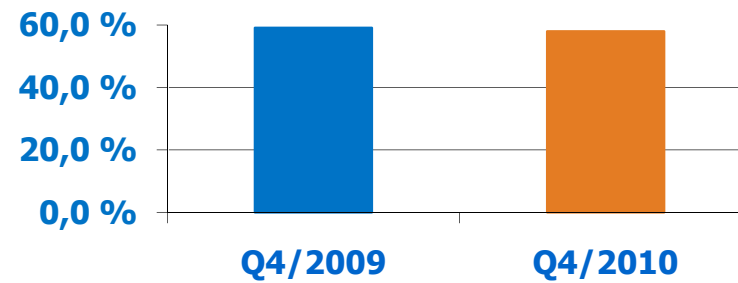
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# Interest Coverage Ratio and Loan to Value

Interest Coverage Ratio



Loan to Value



# 2011 Outlook

- Economy and markets recovering
- +9 - 11 % guidance for both 2011 net sales and EBITDA
- Filling Technopolis Pulkovo, safeguarding Oulu operations & consolidating Technopolis Ülemiste are critical success factors

# Technopolis Investment Criteria

- Excellent locations in growth hubs
- Good quality, flexible standing assets generating positive cash flow
- Critical mass, at least in the 40,000-50.000 sqm range
- Additional building rights to allow further development
- Well balanced knowledge-intensive client mix
- Corporate and/or public sector and/or academic anchors
- Experienced, skilled and well connected local teams
- Positive EPS impact

# Thanks!

Keith Silverang, CEO  
+358 40 566 7785  
[keith.silverang@technopolis.fi](mailto:keith.silverang@technopolis.fi)

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