

## MANAGING DIRECTOR'S REVIEW

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HTJ HAS PUSHED FORWARD STRONGLY AND GROWN ALSO DURING RECESSION!

In spite of the difficult financial situation in real estate and construction business we have been able to maintain our profitable growth. The number of our advisers exceeded 30 during year 2009, in June 2010 our staff was 40 and in the end of the year we estimate our staff to be nearly 50. We have strengthened our resources in project management, site supervision and HVAC-technologies both in our Vantaa and Häme-Pirkanmaa offices. Our addition in development resources will further enable us to widen and develop our chances to strengthen our technical and quality procedures.

The strong and sudden changes of conjunctures are typical in construction industry. The reaction to and the consideration of and on the other hand the exploitation of this feature is a skill. It requires special experience from the project management. For us the management of a construction project and the flexible adaption of various methods in the turmoil of the conjunctures are familiar actions, from which our clients can benefit.

During recent times the contracts awarded to us show the confidence of our clients. Our financial situation is sound, which is why Dun & Bradstreet/Soliditet Finland has awarded us the highest credit rating AAA i.e. a certificate of a well managed company. This means that we are a trustworthy and safe partner.

Both housing industry and infra-sector have new challenges in front of them, such as energy efficiency and environmental solutions.

These are new requirements for the quality and financial management of the project. To cope with these challenges, a specialist like us is required. With our advisors the set targets can be reached also in demanding circumstances. Our goal is that the projects managed by us will be designed in accordance with sustainability so that all economical, technical and environmental aspects are considered. We will ensure that in design and in implementation realistic and innovative solutions are utilized. We will evaluate the alternatives and we will identify cost efficient and trustworthy solutions. Our goal is to produce measurable results, which have an effect on energy efficiency, building economy and quality of work place environment.

HTJ's versatile, high quality, specialised and economical services are at your disposal!

Martti Reijonen  
Managing Director