

HTJ grew both organically and through an acquisition

HTJ specialises in construction management, project management and supervision. The company operates throughout Finland and employs over 200 experts. HTJ's most significant projects are in the areas of building construction and infrastructure. In 2022, HTJ expanded its expertise in infrastructure and industrial construction by acquiring Infracap Oy. The company also strengthened its environmental services and energy services by establishing a separate business segment focusing on this area.

FAIR VALUE

MEUR 10.2

On 31 Dec. 2022

TARGET COMPANY SINCE

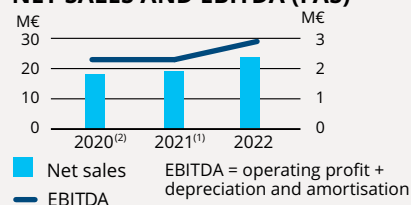
2021

HOLDING

91.7%

On 31 Dec. 2022

NET SALES AND EBITDA (FAS)



(1) Unaudited pro forma figures

(2) Figures of the acquired company
Rakennuttajatoimisto HTJ Oy

The operating environment in the construction industry during the year under review was characterised by uncertainty caused by the weakened economic outlook, rising construction costs and problems associated with the availability of materials. The uncertainty was reflected in HTJ's operations mainly in the form of certain project starts being postponed. The company's order book remained at a good level and its net sales grew by 22%. This included organic growth as well as growth supported by the Infracap acquisition. HTJ's EBITDA was EUR 2.9 million. Although EBITDA improved, profitability was somewhat adversely affected by the higher-than-usual level of sickness-related absences due to the continued COVID-19 pandemic. There were also non-recurring expenses associated with the integration of Infracap, which was acquired in May.

THE INFRACAP ACQUISITION INCREASES THE PREDICTABILITY OF HTJ'S BUSINESS

"The year 2022 was a period of growth for us. We received interesting new assignments, such as construction management and supervision tasks related to the renovation of the National Museum of Finland, and project management and supervision tasks on three life-cycle road infrastructure projects in southern Finland. The Infracap acquisition not only enabled us to take a leap in our growth, it also brought in new infrastructure and industrial construction expertise, both in terms of geographical coverage and range of services. The acquisition increased the role of the public sector in our customer base, which improves the predictability of our business and makes it less sensitive to economic



HTJ achieved excellent results in its customer satisfaction survey and personnel survey in 2022.

cycles. The Sievi Capital team played a significant role in the success of the acquisition,” says **Janne Ketola**, CEO of HTJ.

Establishing environmental and energy services as a separate business segment was another important development during the year.

“We want to increase awareness of environmentally responsible construction. We provide project-specific services to help customers manage and monitor their environmental targets, and we look for suitable operating models and solutions for sustainable construction management. The demand for these services will continue to grow.

EMPLOYEES ARE KEY TO HTJ'S GROWTH STRATEGY

HTJ will continue on the path of disciplined growth in 2023. The company will strengthen its expertise and service offering organically and potentially through acquisitions. In spite of the challenges in the operating environment, HTJ is confident that its strong expertise, expanded range of services and broad customer base will keep the company going.

“We want to grow while ensuring that our employees have a high level of well-being at work. We measure customer and employee satisfaction regularly, and have achieved positive results in both groups. According to employees, we provide good conditions for work. They particularly appreciate the trust shown in their expertise, and we have found that this, in turn, leads to a high level of customer satisfaction,” Ketola concludes.



Above: HTJ is a pioneer in using drones in project management.

Below: HTJ has served as a construction management consultant in the Pirkanmaa Hospital District's Tampere University Hospital modernisation programme since 2013.

