



*We are co-operating to
decrease the load on the environment*

** HANSEL WISHES TO BE A FORERUNNER IN ENVIRONMENTAL ISSUES

C Hansel Ltd is the central procurement unit of the Finnish Government, which carries out competitive bidding and maintains framework arrangements concerning services and products for the Government's procurement units. "The company has paid special attention to the assessment of environmental impacts during the past few years," says **Janne Liljavuori**, consultant in competitive bidding.

J.L: Hansel wishes to be a forerunner in taking into account and developing the environmental aspects in public procurement. Hansel's main environmental impacts stem from our primary mission: the products and services we put out to tender to clients. Our objective is to enable the procurement of as environmentally friendly products and services as possible for our clients, who naturally have the final decision.

N.N: Hansel operates in the Helsinki main post office building owned by Ilmarinen in the centre of Helsinki, where an extensive renovation project was completed in 2009 in the premises occupied by the company. Our tenant wished to enhance the overall look, cooling and lighting of its

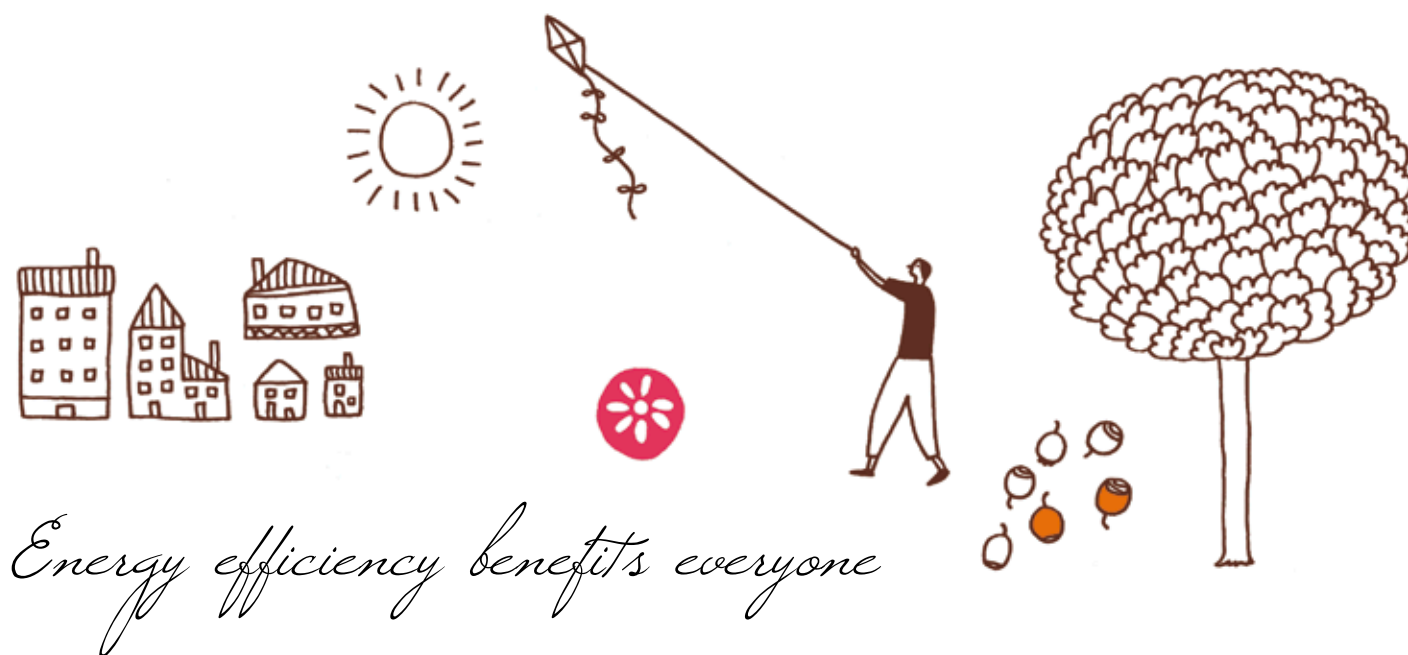
premises, among other things. In connection with the renovation, the cooling system of the premises was modernised and its energy efficiency increased. In addition, the lighting control system was upgraded to allow for energy-efficient control according to use.

Ilmarinen wants to impact the management of the energy and environmental issues related to its real estate. Hansel has cooperated intensively with Ilmarinen but it has also done a lot on its own to reduce environmental load and energy consumption.

J.L: We have adopted WWF's Green Office environmental management system to influence the environmental impacts from our own premises. Hansel was granted the right to use the Green Office label in May 2009. We require, for example, that all of our pieces of office equipment meet the set energy efficiency requirements and we monitor electricity consumption on a permanent basis. Hansel has also switched to the use of 100 per cent renewable electricity. Personnel are encouraged to save energy through an environmental programme.



Interviewees: **JANNE LILJAVUORI** / Hansel Ltd
NIINA NURMINEN / Ilmarinen



Energy efficiency benefits everyone

REAL ESTATE OWNERSHIP HIGHLIGHTS ENVIRONMENTAL RESPONSIBILITY

Ilmarinen's environmental responsibility comes to the forefront when assessing the environmental impact of real estate and other investment objects owned by the company. As a major real estate investor, Ilmarinen wishes to influence the management of its real estate's environmental and energy issues and to be a forerunner in energy management.

Ilmarinen is also an active player in promoting life-cycle solutions for construction in the real estate sector. The operating procedures required by Ilmarinen are included in maintenance and construction contracts. These procedures include basic principles for technical solutions, material selection, monitoring of energy and water consumption, development of operations, etc.

Ilmarinen is involved in the Carbon Disclosure Project (CDP), an organisation

of global investors which examines the effects of climate change from an investor's viewpoint. The organisation currently represents 475 institutional investors, with a combined USD 55,000 billion under management.

The global reports published annually by the CDP disclose how large companies are prepared for the challenges and opportunities created by climate change. The reports consist of information compiled from a survey sent to the world's largest companies.

Environmental responsibility is one of the aspects taken into account by Ilmarinen when making real estate investment decisions and maintaining its real estate. Ilmarinen requires that its investment objects comply with environmental legisla-

tion and international norms. The UN's Global Compact and OECD's guidelines for multinational companies, among others, adopt a position concerning companies' environment-burdening factors.

Ilmarinen's own direct environmental impacts are mainly related to its own premises and real estate base. Ilmarinen has a clear vision concerning the management of energy issues. Energy efficient operations combat the rise of energy costs and mitigate climate change by reducing energy consumption. Ilmarinen co-operates with tenant clients and service providers to control energy consumption.

In 2008, Ilmarinen joined the energy efficiency agreement of the Confederation of Finnish Industries EK, which requires that energy consumption be cut by 9 per cent from the 2005 level by the end

of 2015. In 2010, Ilmarinen will establish a longer-term savings programme together with Ovenia Oy, the company managing Ilmarinen's real estate. To this end, the real estate's energy savings potential was inventoried during 2009 and energy surveys and certificates were finalised so as to cover the real estate base in its entirety.

The energy savings measures implemented in Ilmarinen's real estate produced savings of 2.7 per cent by the end of 2009, and 1.5 per cent savings are targeted in the action plan for 2010. Through these measures, a total of 4.2 per cent of the 9 per cent target has been materialised.

The conversion to district cooling aims at energy efficiency and environmental soundness. Ilmarinen is one of Helsinki's most significant users of district cooling for its real estate. In district cooling, the cooling energy is produced centrally similarly to district heating and distributed to buildings through the district cooling network. The energy efficiency of district cooling is five times that of a building-specific cooling system; and the carbon dioxide emissions

are only a fraction of those of alternative cooling solutions.

The cooling needs for Ilmarinen's own premises have been cut by around 30 per cent from their level in 2006. Savings have been achieved through various measures, such as changes in the cooling operating times and adjustments to the system. Ilmarinen purchases the electricity used by its real estate. Approximately 17 per cent of the electricity purchased by Ilmarinen comes from renewable energy sources, about 81 per cent of which is carbon dioxide free.

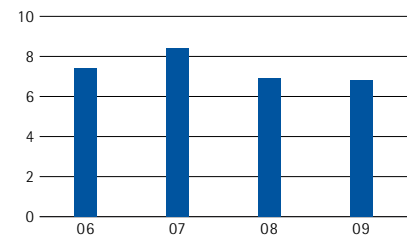
Ilmarinen has a waste sorting system in place which maximises the amount of waste recovered. Paper waste from high security shredding is used for energy production, and waste sorting into different fractions has been broadened together with the service provider as the handling of the fractions has been enabled. Ilmarinen launched in 2009 WWF's Green Office project to further enhance the company's environmentally friendly operating procedures, for which Green Office certification will be applied for in 2010.

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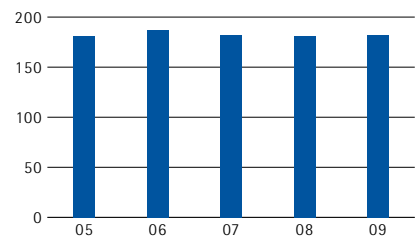


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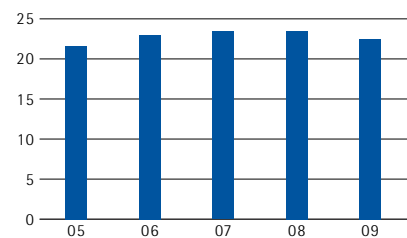
DISTRICT COOLING CONSUMPTION
KWh/m³/year



WATER CONSUMPTION
L/m³/year



ELECTRICITY CONSUMPTION
KWh/m³/year



HEAT CONSUMPTION
KWh/m³/year

