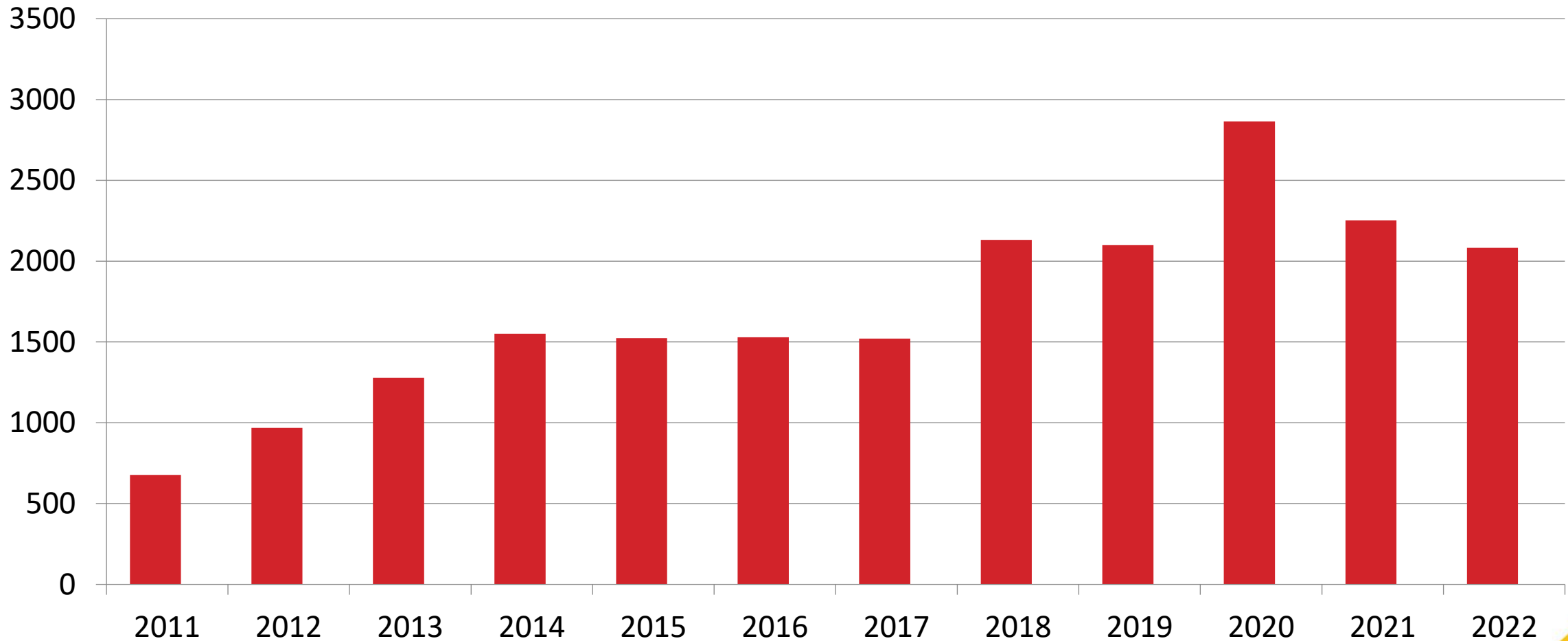


BUSINESS DEVELOPMENT STATISTICS 2022

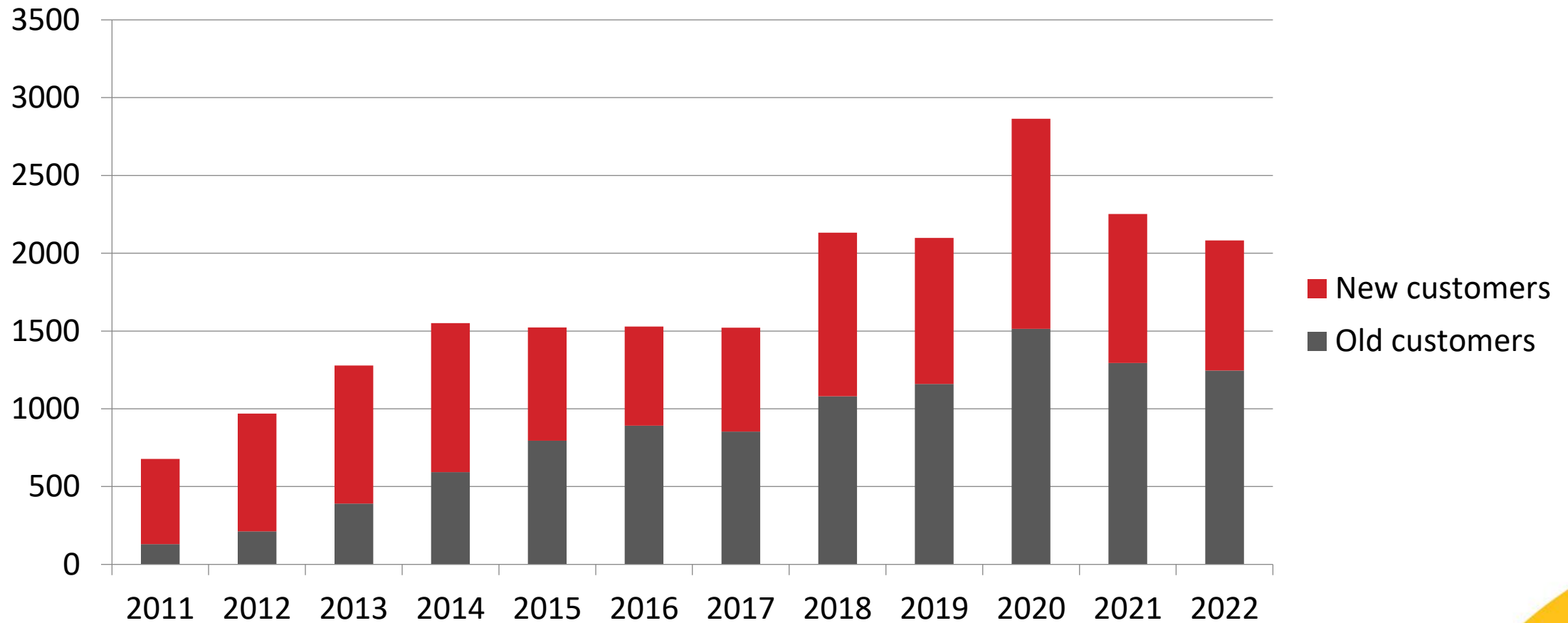
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All customers 2011 – 2022



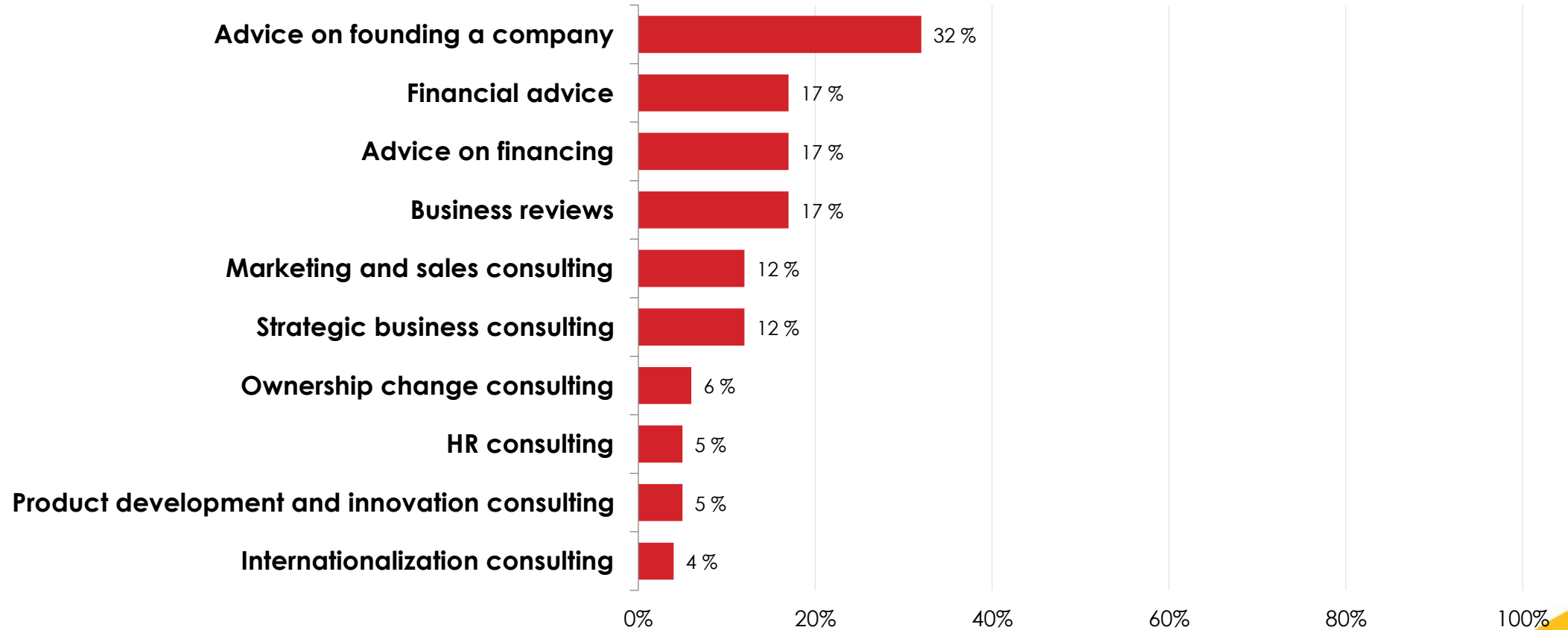
New and old customers 2011-2022



Customers by locality, 2022 (2021)

| Municipality | All customers, 2022 | All customers, 2021 |
|--------------|---------------------|---------------------|
| Järvenpää | 426 | 452 |
| Karkkila | 77 | 91 |
| Kerava | 346 | 336 |
| Nurmijärvi | 387 | 411 |
| Pornainen | 66 | 62 |
| Sipoo | 222 | 247 |
| Tuusula | 367 | 438 |
| Other | 191 | 215 |
| In total | 2082 | 2252 |

Breakdown of services TOP 10, 2022



Results of consulting activities 2022

| Consulting activity | 2022 |
|----------------------------|------|
| Business reviews | 1766 |
| Business / project plans | 376 |
| Surveys or reports | 2256 |
| Marketing plans | 98 |
| Product development plans | 36 |
| Internationalization plans | 10 |
| Human resources plans | 27 |
| Training plans | 4 |
| Ownership change plans | 46 |

Results of consulting activities 2022

| Consulting activity | 2022 |
|-------------------------------|-------------|
| StarttiPlus development plans | 43 |
| Participants at events | 1094 |
| Financial calculations/plans | 383 |
| Financing applications | 220 |
| Financing applications, € | 5.434.793 € |
| Investment plans | 17 |
| Investment plans, € | 7.724.000 € |
| Redirected to the network | 504 |
| Redirected from the network | 151 |

Thank You!

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