

HELSINKI REGION TRENDS

2014

Current review of development in the region 2014

REGIONAL ECONOMY

Consumer confidence in economic development strengthened

LABOUR MARKET

Unemployment rate continues to increase

POPULATION

Foreign net migration decreased slightly

HOUSING MARKET

Caution in intentions to buy homes

TRAFFIC AND ENVIRONMENT

The number of airline and ship passengers reached record heights

WELL-BEING

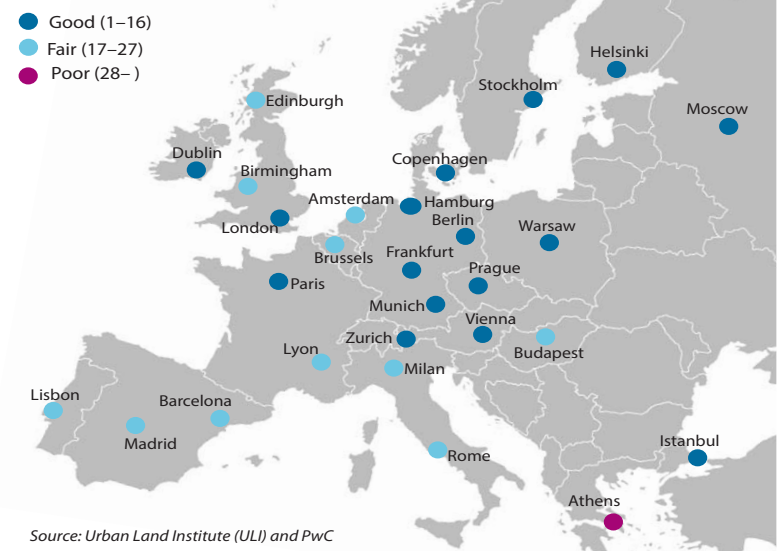
Number of new debt counselling clients increasing

ARTICLE

Christine Chang

Retaining international talents in Helsinki-Uusimaa Region

CITY INVESTMENT PROSPECTS 2014



Interest in Helsinki is increasing among European investors

Helsinki has improved its ranking on the list of European real estate investment locations from 19, achieved last year, to 15 this year. The report ranked 28 European cities. According to expert opinion, inward migration, the expansion of the Helsinki metropolitan area and the resulting need for construction are considered Helsinki's strengths. The office market has been quiet but stable, and according to respondents, investments are obstructed more by scarcity of good supply and availability of funding than by property prices.

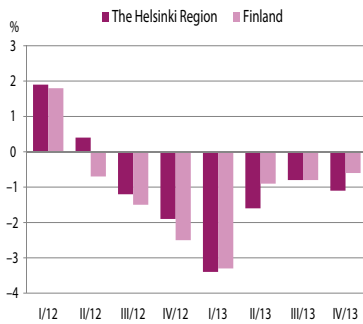
The most popular cities at the moment are Munich and Dublin. Munich tops the list, as it did last year, attracting investors with low unemployment, lack of high-quality office buildings, a bustling retail market and a strong, service-based economy. Dublin, placed second, is the highest climber from its previous position of 20 a year ago. Domestic and foreign investors are attracted by the good price level of the region as well as Ireland's developing economic outlook. Other top real estate investment locations include Hamburg, Berlin and London. Zurich was ranked sixth, followed by Istanbul, Copenhagen, Stockholm and Frankfurt.

This information is based on the report published by the Urban Land Institute (ULI) and PwC annually. The report reflects the views of over 500 internationally renowned real estate professionals.

More information and data: www.helsinkitrends.fi

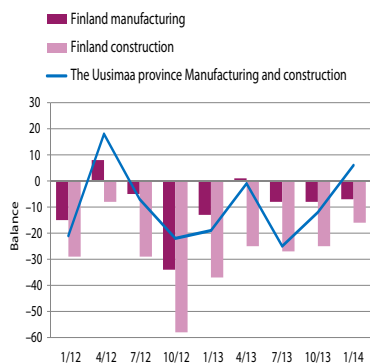
Indicator predicting total production

Change (%) since previous year



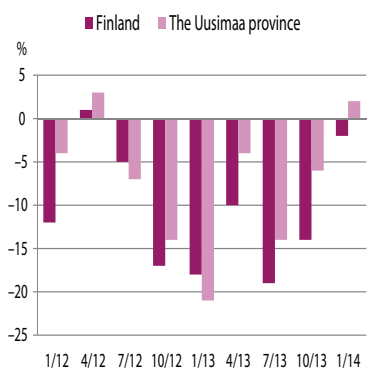
Source: Statistics Finland and Kaupunkitutkimus TA Oy

Business outlook of manufacturing and construction



Source: Confederation of Finnish Industries, EK, Business Tendency Survey

Business outlook of service sector



Source: Confederation of Finnish Industries, EK, Business Tendency Survey

REGIONAL ECONOMY

Production continued to decrease

The production of the Helsinki region decreased further during the latter half of last year compared to the previous year. According to the preliminary estimate, the decrease was approximately 1% during the last quarter of the year. The decrease in the full-year production was slightly over 1.5%, roughly the same as the rest of the country. There are major differences in the trend between different industries. The structural change in manufacturing continued to drive down the production, and the recession slowed down the development of trade, transportation and storage in particular. However, growth in construction, information and communication, accommodation and food service activities and household services compensated for the effects of the more weakly developing fields of industries.

Cautious growth expectations

According to the January Business Tendency Survey of the Confederation of Finnish Industries (EK), the outlook for Finnish companies was weak at the end of last year, but industrial production is expected to grow slightly, especially during the second quarter – cautious growth expectations were also seen in the service sectors. The expectations of consumers and companies in the EU Member States have continued to improve, although emerging countries are probably to become new concerns in the global economy. Moderate economic growth is expected to continue in the USA.

Manufacturing and construction

In the Uusimaa region, the industry and construction business outlook balance indicator was 6 in January, while in October it was -12. Business outlooks began to improve at the beginning of the year, even though the situation is still clearly below average.

In the entire country, manufacturing companies' business outlooks were still slightly negative in January. The business outlook balance indicator was -7 (-8 in October). The production volumes of manufacturing companies grew slightly in October–December, and mild production growth is expected to continue in January–March. At the end of last year the order book is described as clearly smaller than usual and the number of personnel remained almost unchanged.

In the entire country, the business outlook of construction companies is quite weak, and modest economic situation in construction is expected to continue in the next few months. The cycles are considered to have become gloomier towards the end of last year, and the current situation is thus estimated to be clearly below usual. The business outlook balance indicator was -16 in January (-25 in October).

Services

In the Uusimaa region, service companies' business outlooks rose to a very slightly positive figure, and the balance indicator was 2 in January (-6 in October). In the Uusimaa region,

service companies' business outlooks are slightly higher than the national average. Sales increased slightly at the end of last year, but remained unchanged from the previous year.

Over the entire country, service companies have a brighter business outlook than before, and the balance indicator was -2 in January (-14 in October). The economic development was quite weak towards the end of the year, as sales did not increase and the number of personnel decreased slightly. The current situation is generally described as more modest than usual.

Consumer confidence in economic development strengthened

A similarly strong confidence in the favourable development of the economy among consumers in the Helsinki metropolitan area was seen a year ago. In January, the consumer confidence indicator was 14.8 in the Helsinki metropolitan area and 9.9 for Finland. Brighter future outlooks began to emerge already in November.

The micro-indicator describes consumers' expectations of the development of their economic situation and saving opportunities. In the Helsinki metropolitan area it received a value of 30.3 in January. The level has been the same for a long time. The macro-indicator received a value of -0.8 in the Helsinki metropolitan area in January. It describes the expectations dealing with the development of the economy and unemployment levels in the whole country. The views had changed to considerably more positive than before. In particular, confidence in the economic situation of Finland returned in January after three years of gloomy outlooks.

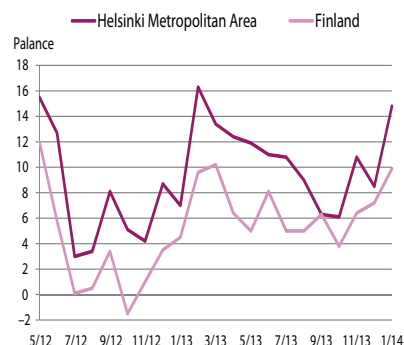
More building permits issued than before

During the fourth quarter of last year, building permits were issued for 572,700 square metres of floor area in the Helsinki region. This is two-thirds more than the previous year. The volume of floor area for which building permits were issued was lower than the previous year in Outer Helsinki Region, but in the Helsinki metropolitan area it more than doubled. In particular, Espoo granted more new building permits than other cities in the Helsinki metropolitan area.

The construction of 280,700 square metres was started up in the Helsinki region in October–December. This is approximately as much as the year before. In the Outer Helsinki Region, the floor area of start-ups was 65,900 square metres, or one quarter less than the previous year. In the Helsinki metropolitan area, on the other hand, the volume of start-ups increased by 18% in terms of floor area.

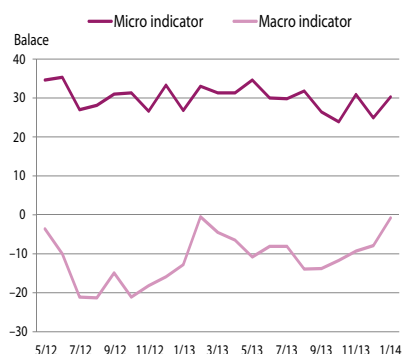
The amount of floor area completed was practically the same as the previous year in the Helsinki region, totalling 444,100 square metres. Of the total volume, the Outer Helsinki Region accounted for one-fourth. Of the cities in the Helsinki metropolitan area, the amount of floor area completed was one fifth less than the previous year in Helsinki. In Espoo, on the other hand, the volume increased by almost 70%. Vantaa saw a decrease of almost 4% compared to the previous year. In Helsinki, the completed floor area amounted to 137,300, in Espoo to 116,800 and in Vantaa to 72,800 square metres in October–December.

Consumer confidence indicator



Source: Statistics Finland, Consumer Survey

Consumer confidence indicator



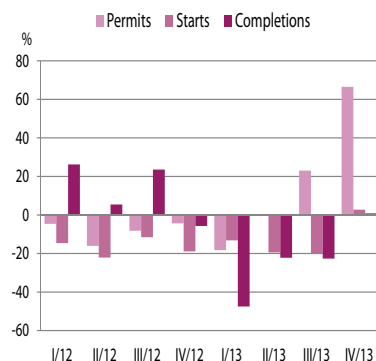
Micro indicator: Own economy and saving possibilities

Macro indicator: Finland's economy and development of unemployment

Source: Statistics Finland, Consumer Survey

Granted building permits, building starts and completions

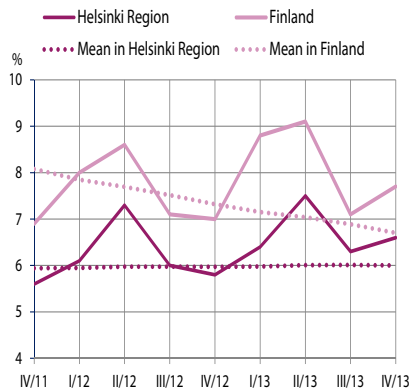
Change (%) since previous year



Source: Statistics Finland, Building and Dwelling Production Statistics

LABOUR MARKET

Unemployment rate in the Helsinki Region and in Finland Mean (IV/11–IV/13)



Source: Statistics Finland, Labour Force Survey

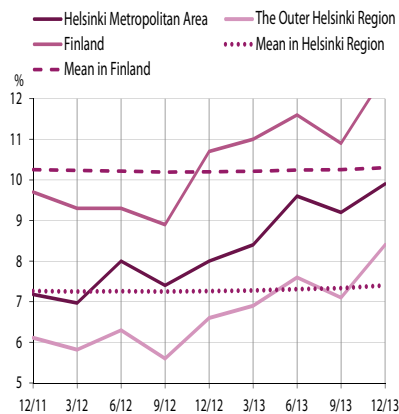
Unemployment rate continues to increase

The proportion of unemployed people among the entire workforce during the final quarter of last year in the Helsinki region was 6.6%, according to the information provided by Statistics Finland's Labour Force Survey. The increase compared to the same time last year, the rate increased by 0.8%. Nationally, the unemployment rate was 7.7%, which is 0.7 percentage points more than the previous year. The unemployment rates are slightly above the long-term average.

According to the consumer register of the Employment and the Economy Development Offices and Ministry of Employment and the Economy, the unemployment rate at the end of December was 9.5% in the Helsinki region and 12.6% in the whole country. The increase compared to the corresponding period of the previous year was 1.8 percentage points in the Helsinki region and 0.8 percentage points compared to the end of September. The year-on-year increase was 1.9 percentage points nationally and the increase from the end of September was 1.7 percentage points. The unemployment rate in the Helsinki region is one percentage point higher and nationally three percentage points higher than the long-term average.

At the end of December, the unemployment rate was 10.3% in Helsinki, 8.4% in Espoo and 10.5% in Vantaa. In the Outer Helsinki region, 8.4% of the entire workforce was unemployed according to the Ministry of Employment and the Economy data. The unemployment rate had increased by approximately 2 percentage points in all areas compared to the fourth quarter of the previous year.

Unemployment rate in the Helsinki Metropolitan Area, in the Outer Ring and in Finland Mean (12/11–12/13)



Source: Ministry of Employment and the Economy, The Employment service statistics

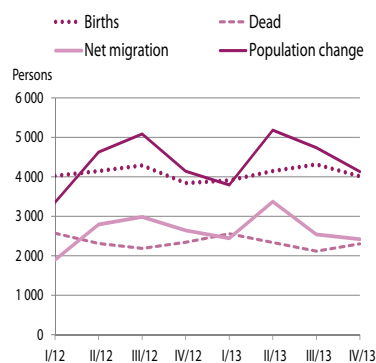
POPULATION

Net migration is slightly lower than before

The numbers of babies born and deaths in the Helsinki region have remained quite stable. There were 4,010 babies born and 2,300 deaths during October–December, which results in a natural population growth of 1,710 people. The natural population growth in the Outer Helsinki region was 380 people in the last quarter of the year 2013. For the entire country, the number of babies born was 1,150 higher than the number of deaths. During the fourth quarter of 2013, migration increased the population of the Helsinki region by 2,420 persons, of which the Outer Helsinki region account for 270 residents.

In October–December, the population of the Helsinki region increased by 4,310 residents according to preliminary information. Of that, the Outer Helsinki region accounted for 640 people. The population of the whole country grew by 4,920 during the same period. During last year as a whole, the population of the Helsinki region increased by 17,840 residents. The growth in the Outer Helsinki

Population change in the Helsinki Region



Source: Statistics Finland, Population Statistics

region was 2,770 and in the whole country 23,880 people.

Migration gain beginning to slow down

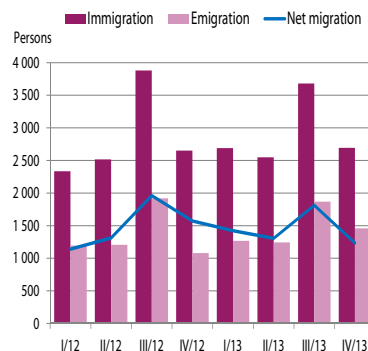
The migration gain of the Helsinki region is beginning to slow down after an upward trend that has continued for four years. On the other hand, the migration gain has remained quite stable in the Outer Helsinki region. In October–December, the migration gain of the Helsinki region was 2,420 people according to preliminary data from Statistics Finland. This is 220 people less than in the previous year. In Finland as a whole net immigration totalled 3,760 persons. This is 390 less than in the previous year. Also in the Helsinki metropolitan area, the migration gain was lower in October–December compared to a year earlier. The total number was 2,160 people.

Foreign net migration decreased slightly

According to preliminary information, 3,000 people immigrated to the Helsinki region from abroad and 1,580 emigrated from the region, which means that the region's migration gain from abroad was 1,420 inhabitants. Of the immigrants, 89% moved into the Helsinki metropolitan area and of them more one half to the capital. A total of 3,570 people immigrated to the whole country from abroad and 1,230 people emigrated, meaning that the total migration gain was 2,340 people. The Helsinki region's migration gain from abroad was 340 people lower than a year earlier in October–December. The number for the whole country was almost as high.

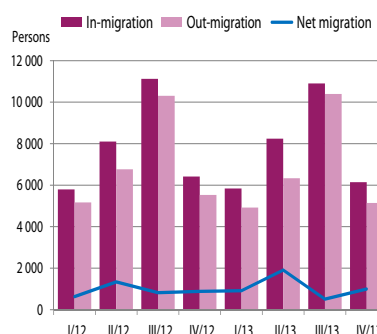
The migration gain from abroad began to rise strongly at the end of 2004, and the trend continued to be strong until late 2007. After that, a downward trend continued during 2010, after which the trend has been an upward one.

Net international migration in the Helsinki Region



Source: Statistics Finland, Population Statistics

Net migration between the Helsinki Region and the rest of Finland



Source: Statistics Finland, Population Statistics

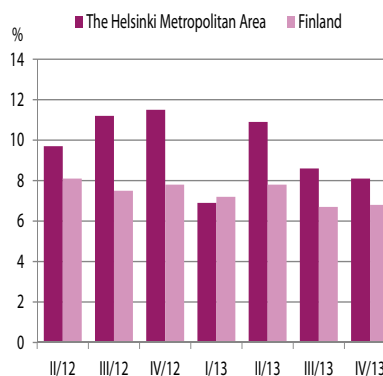
HOUSING MARKET

Caution in intentions to buy homes

In November, 8% of consumers in the Helsinki metropolitan area had intentions to purchase owner-occupied homes during the next 12 months. The national average was only somewhat smaller, 7%, but only 3% of the respondents of the consumer survey had certain intentions to buy. On the other hand, the share of consumers who were certain of buying a dwelling was lower in the Helsinki metropolitan area than the national average, about 2% of consumers. Therefore, the housing purchase intentions of consumers were slightly more cautious in the Helsinki metropolitan area than the rest of the country in November. The situation had changed in January this year, as five out of one hundred consumers in the Helsinki metropolitan area announced that they will certainly buy a home within a year. The share over the entire country was three out of a hundred.

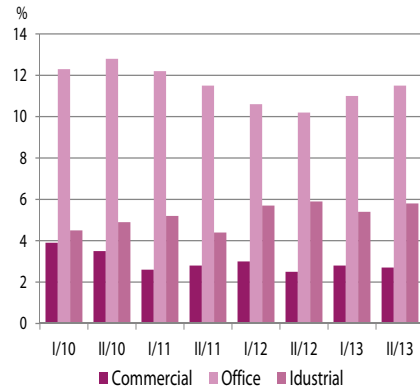
Consumers' intentions to buy own home

Change (%) since previous year



Source: Statistics Finland, Consumer Survey

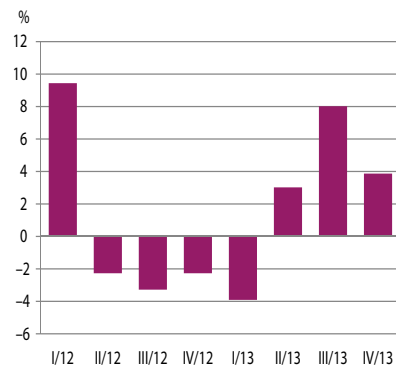
Vacancy rate in the Helsinki Metropolitan Area



Source: KTI Property Information Ltd

Number of airline passengers

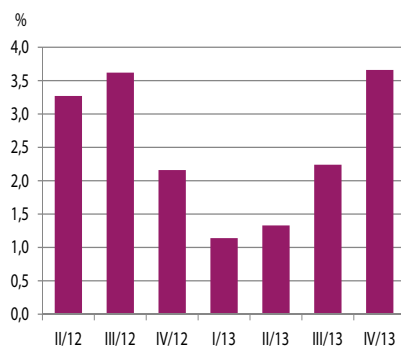
Change (%) since previous year



Source: Finavia

Number of ship passengers

Change (%) since previous year



Source: Port of Helsinki

Volume of vacant office space is rising

The volume of vacant office space in the Helsinki metropolitan area was almost a million square metres at the end of June, or slightly under 12% of all office space. In Espoo, the share was approximately 17% and in Vantaa slightly over 13%. In Helsinki, the situation is twofold, i.e. only some 4% of office space in the city centre was vacant, while the vacancy rate for the city as a whole was almost 10%, or 600,000 square metres. Even in the city centre, the floor area of vacant office space had increased by one quarter compared to the situation six months earlier (year-on-year).

The vacancy rates of commercial premises, on the other hand, are low. In the Helsinki metropolitan area as a whole, almost 3% of commercial premises were vacant. In the Helsinki city centre, the share was only 0.6% during the second quarter. In Helsinki as a whole, the share was a little over 2%. In Espoo, it was 1.5% and in Vantaa 4%. Vacant industrial and warehouse space amounted to 447,000 square metres in the Helsinki metropolitan area during the second quarter. This was almost 8% more than the situation six months before. In Helsinki, the vacancy rate of such space was slightly over 5%, in Espoo 6% and in Vantaa 6.5%.

TRAFFIC AND ENVIRONMENT

The number of airline and ship passengers reached record heights

The number of travellers at Helsinki-Vantaa airport has been increasing for two decades. The growth trend took a slump from the end of 2008 to the start of 2010, and also a slight dip during 2012. During the fourth quarter of last year, there were approximately 3.6 million air passengers, which was almost 4% more than a year earlier. Compared to the start of 1993, the number of passengers has more than doubled.

The number of passengers at the ports of Helsinki is higher than ever before. It began to grow strongly in early 2010. In October–December last year, the number of ship passengers was slightly over 2.5 million. This was almost 4% more than the previous year. Compared to the start of 1993, the number of ship passengers has almost doubled at the ports of Helsinki.

Air quality is much better than before

The air quality measured at Mannerheimintie Street was good for more than half of the time during October–December. It was considerably more than the corresponding period a year earlier. The air quality was satisfactory for 41% of the time. This was 10 percentage

points less than the previous year. The air quality was fair for 7.2% of the time, which is also less than a year earlier.

In Espoo, the air quality was good during 70% of the time and satisfactory for one quarter of the time. The share of good air quality was considerably better than the previous year, and the share of satisfactory quality was lower than during the fourth quarters of previous years. The air quality was fair for 4.3% of the time.

In Vantaa, the air quality was good for 60% of the time during October–December, which was a few percentage points more than during the corresponding periods in previous years. It was satisfactory for slightly over one-thirds of the total time, which is less than during the fourth quarters in previous years. The air quality was fair for 4.3% of the total time. This was more than a year earlier, but almost the same as in previous year.

WELL-BEING

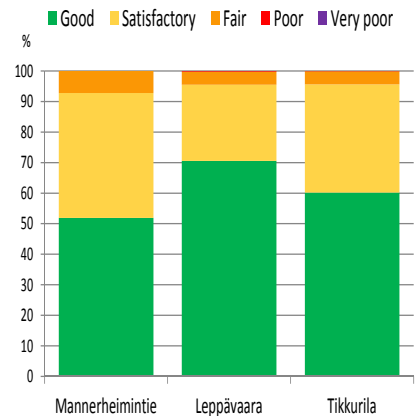
Number of social assistance recipients still growing strongly

In the metropolitan area, the number of recipients of social assistance increased by almost one tenth in October–December compared to the last quarter of the previous year. A total of 60,000 people received social assistance in the Helsinki metropolitan area. Of them, 38,100 lived in Helsinki, 11,500 in Vantaa and 9,400 in Espoo. In Vantaa already since the second quarter of last year the number of the recipients of these benefits has increased proportionally the most and the increase in October–December was 12% on the previous year. In Helsinki, the quarterly increase has been approximately 8%. The rate of change has fluctuated in Espoo, but the growth amounted to one-tenth during the fourth quarter of last year.

Number of new debt counselling clients increasing

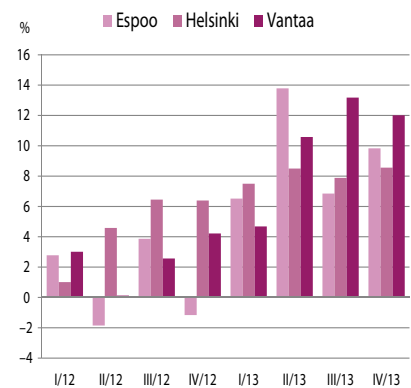
In the fourth quarter of 2013, the debt counselling in Helsinki received 368 new clients, when a year earlier the number of new clients was 163 lower. In Espoo, 274 new clients entered debt counselling, which is exactly the same number as in October–December 2012. In Vantaa, they numbered 158; this was 28 new clients more than a year earlier.

Air quality in the Helsinki Region IV/2013



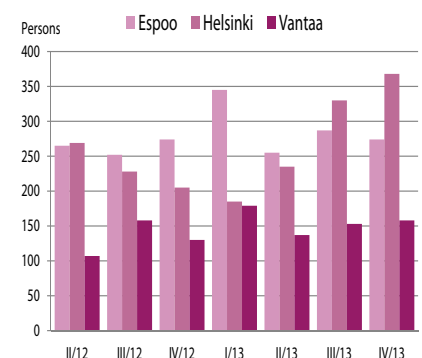
Source: HSY

Number of social assistance customers in the Metropolitan Area Change (%) since previous year



Source: Espoo, Helsinki and Vantaa

Number of debt counselling customers, persons



Source: Espoo, Helsinki and Vantaa

RETAINING INTERNATIONAL TALENTS IN HELSINKI-UUSIMAA REGION

“Immigration is Europe’s past, America’s present, but everyone’s future”. To date, immigration as the means of transport for skills, knowledge and resources is deemed an asset for regional development.

With the increasing mobility of global talents in the world and in addressing demographic changes and the internalisation of industry, labour migration has a key role to drive economic development in the long term for a flourishing and competitive future. The Helsinki-Uusimaa Region is Finland’s most international region which hosts half of the foreign born who live in Finland. Moreover, the number of international residents who live in Finland will grow to half a million by 2030 based on the projection made by the Finnish Ministry of Employment and the Economy.

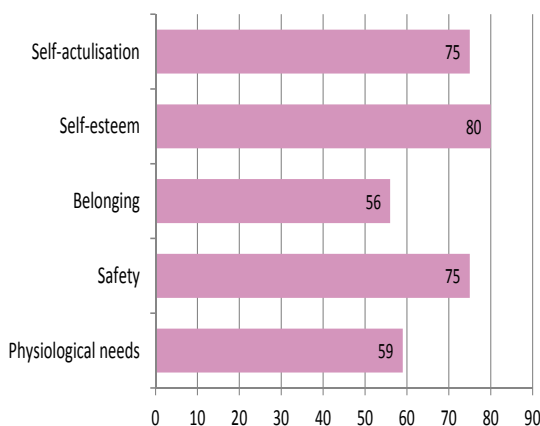
In order for the region to best benefit from the immigrants who come to Finland to work or study (hereafter refers as “internationals”), it has to offer an accessible and liveable environment to welcome and accommodate them. According to various studies and the Expat survey, internationals who settled in the Helsinki-Uusimaa Region mostly long for a better social connection with the society both personally and professionally. In react to that, Helsinki Region has to take a holistic approach and develop a talent retention strategy which combines strategies in cultivating the human capital in strengthening innovation and benefiting from the immigration.

Internationals call for better social integration

Successful and efficient measures to support the settlement of the newcomers will ensure the Helsinki-Uusimaa Region to benefit from its incoming internationals in the best way. While placing soft-landing services on the basis of their functions in the immigration ecosystem, the services offered in Helsinki Region consists of the public, non-profit and private services which are widely distributed at the different levels of Maslow’s hierarchy.

In general, the settling-in services, networks and advisory services in the region cover many of the needs of internationals but the internationals’ awareness of the existing services varies a lot. It is indicated that the region will need more targeted events and innovative tools to share information, and consequently, making social contacts and general settle-in services more accessible.

Diagram 1: Results from Expat perception survey in Helsinki–Uusimaa Region



However, while asking the internationals to evaluate the attractiveness and liveability of Helsinki-Uusimaa Region, the identified obstacle preventing them from settling in the region was, more often than not, social integration. Rating from scale one to a hundred, the general satisfaction of life in regarding the issue of belonging was rated with 56 which is the lowest score rated in all level of Maslow's hierarchy of needs (Diagram 1). A lack of local networks and social events, as well as a weak sense of belonging to the local community, hinders the integration of internationals.

Cultivating human capital of Helsinki- Uusimaa Region – next steps in demand

An inclusive society is a place where its citizens can be what they wish to be socially, politically, culturally and economically. In making Helsinki-Uusimaa Region an attractive region for its international residents, it relies on both the willingness of the local society to welcome new arrivals and the commitment of those arrivals to establish a life in the region. The overall observations from the survey suggest that residential expats require more support in building social capital than students or entrepreneurs do, especially a network for working professionals with children.

Empowering integration through social connection

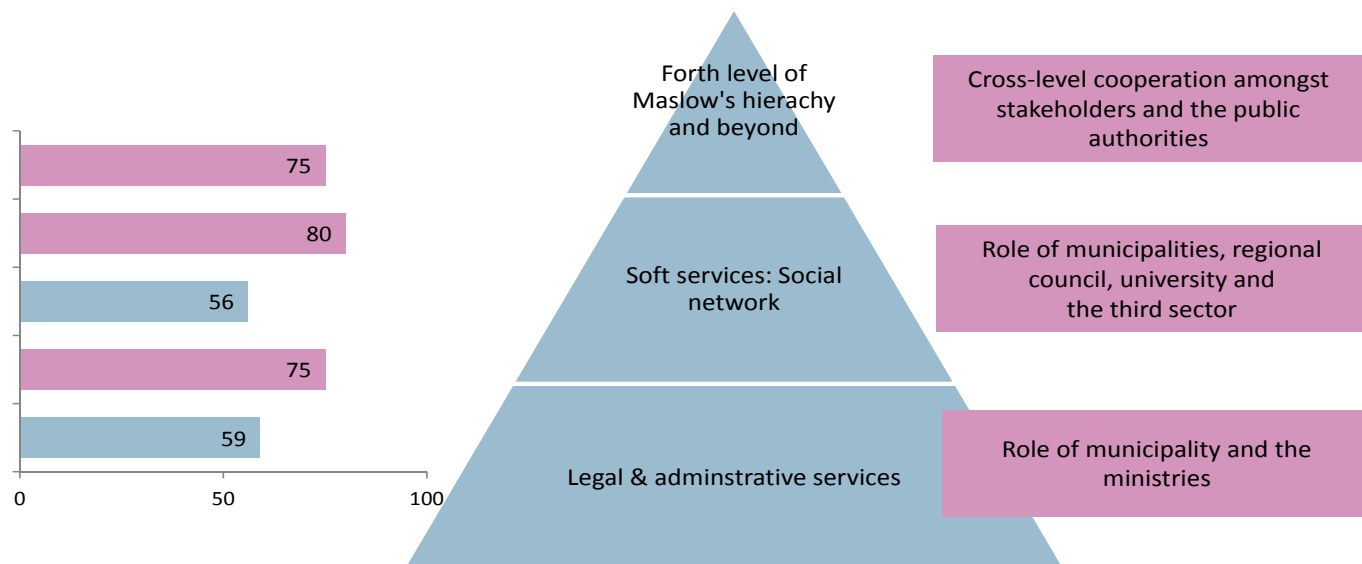
In the survey, respondents have graded their social connections to the community poorly, meaning they feel left out of the society. While reviewing the service matrix of the Helsinki-Uusimaa Region, it became apparent that the social needs sector also is an area in which the public is rarely involved. Most services and activities are initiated on a voluntary basis and, in addition, there are also social entrepreneurs who are eager to contribute to the public good. But, in most cases, life span of those activities was short and the scale marginal. To improve the situation, the region can better support networking organisations and the possibility to combine their activities with public services, as the Hague International Center has done, to create a meeting place for internationals and increase the interactions of internationals' with the locals through hobbies and sporting services.

Leveraging over glass ceiling: integration support in employment opportunity

The common challenges for working internationals are the possibilities to learn Finnish and a life-long learning in order to cope with the labour market demands. In addition, the lack of professional networks also seemed to hinder their career development. While in Finland, the Employment Office only provides integration plans and services to those who are unemployed. Therefore, integration support for working expats should be offered in an equal manner in order to create a life-long learning opportunity.

The rather poor labour market position might be due to either a lack of human and social capital or discrimination and it appears that both of these components play a role in Finland. On the one hand, despite educated immigrants bringing their professions with them, their experience was hardly recognised. It is necessary to develop a smooth employment bridging programme designed for expats and international students to help them land their first job in the Helsinki-Uusimaa Region and support employers so they can develop the capacity to employ and accommodate the internationals.

Diagram 2: Expat perception poll and service matrix of actors in Helsinki-Uusimaa Region



Championing success – positive expat image in making

Immigration is increasingly referred to as one of the solutions that will sustain and enhance the growth of global economy. In Finland, the topic itself remains controversial and negative in the public debate due to economic and political reasons. In order to remove the barriers, stereotypes and even discrimination from an international's daily life and working life, the cultivation of cultural intelligence should be on the agenda of governmental immigration programmes which receive funding support.

Conclusion

The aforementioned steps can serve as building blocks in retaining internationals in the region. Interestingly, the results of the perception poll pinpointed out that different immigrant groups (academia, students and working professionals) demand for a more tailored-made service as their needs in the integration process vary a lot. In addition, the service matrix in Helsinki Region (diagram 2) also concludes that the more the internationals who wish to achieve to a higher level of Maslow's hierarchy of needs, the greater efforts and services they demand from the host society.

In regard to the role of governmental bodies and other actors who devote their services to talent retention, the study also suggests the region should establish not only a labour migration policy and services in response to the mentioned issue but also an international liaison offer/ office who facilitates and streamlines their existing and future efforts in the field.

This article is based on the Expat-project (2012-2013): Innovative services for internationals - easier access to the Central Baltic Sea Region. It is co-financed by EU Central Baltic Interreg IV A Programme and led by Uusimaa Regional Council.

The Expat perception survey was conducted in autumn 2012. It received 771 responds from Finland, Estonia, Sweden and Latvia. 153 out of 771 responds were collected from Helsinki-Uusimaa Region of which 45 were academia, 24 students (including exchange and degree students) and 84 working professionals. The survey was not conducted in a scientific fashion, but the number of the answers constituted to a solid indication for policy analysis.

Useful sources:

Cultivating the human capital of the Central Baltic Sea Region – www.uudenmaanliitto.fi/files/13218/Expat_project_Policy_Recommendations_C70-2014.pdf

Inventory report of the Expat-project

www.expatsproject.info

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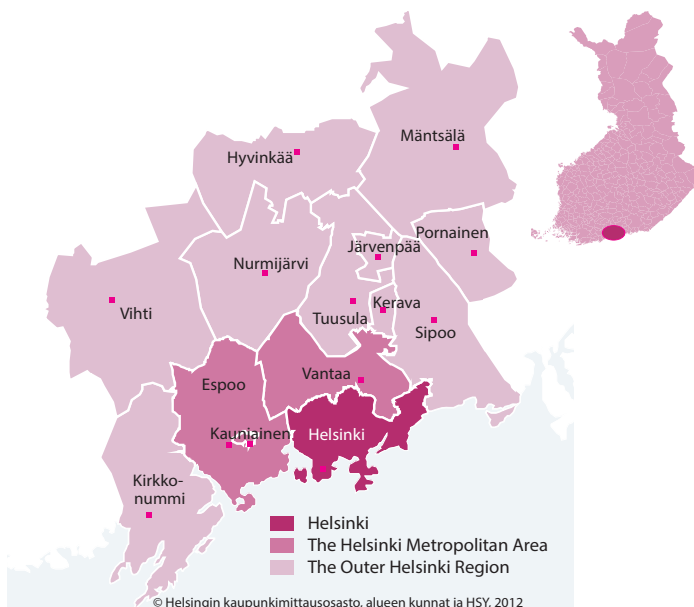
Regions

The **Helsinki Metropolitan Area** consists of Helsinki, Espoo, Kauniainen and Vantaa.

The **Outer Helsinki Region** consists of Hyvinkää, Järvenpää, Kerava, Kirkkonummi, Mäntsälä, Nurmijärvi, Pornainen, Sipoo, Tuusula and Vihti.

The **Helsinki Region** consists of the Helsinki Metropolitan Area and the outer ring.

Uusimaa consists of the Uusimaa Region and the Itä-Uusimaa Region.



Concepts

Balance: The balance figures are obtained by deducting the weighted proportion of negative answers from that of positive answers. The balance figures and the confidence indicator can range between -100 and 100. A positive balance figure denotes an optimistic and a negative balance figure a pessimistic view on the economy.

The consumer confidence indicator is the average of the balance figures for four questions concerning the next 12 months: own and Finland's economy, unemployment and households' saving possibilities.

The Labour force survey: The survey follows the recommendations of the International Labour Organisation and the practices required by the Statistical Office of the European Communities. A person is classified as unemployed if he or she is aged 15 or over, does not have a job, has actively sought employment in the past four weeks and would be available for work within two weeks.

The Labour exchange statistics: The statistics are based on legislation, administrative regulations and on

a job applicant register. It describes the situation on the last weekday of the month. The figures of the Labour Force Survey and the Labour Exchange statistics differ: the unemployment rates shown by the former are 2-3 percentage points lower.

Production: Describes the productive activity of companies and other organisations in the area.

1) Helsinki region: An anticipatory graph of the production in the Helsinki region, constructed based on the indicators by field of industry anticipating the development of production. The most recent information presented in the review is based on the preliminary estimates for the indicators. Source: Kaupunkitutkimus TA Oy.

2) Finland: The gross national product in the quarterly national accounts with fixed prices, by Statistics Finland. The most recent quarter is advance information on the total production published by Statistics Finland.

Key figures	Helsinki	Helsinki region	Year/Month
• total area km ²	719	5,518	2014/1
• land area km ²	216	3,841	2014/1
• population	612,664	1,402,394	2014/1
• population density (inh./km ² land area)	2,832	365	2014/1
• population projection 2050	750,388	1,832,701	2013
• finnish-speaking	498,351	1,169,525	2014/1
• swedish-speaking	35,844	81,537	2014/1
• others	78,469	151,332	2014/1
• population (attained tertiary education) %	38.6	36.9	2012/12
• employment rate, % (15-64 years old)	72.7	73.1	2013
• number of employees	318,651	710,636	2013
• unemployment rate, %	6.7	6.7	2013
• number of unemployed	22,877	51,081	2013/IV
• proportion of one-person households	48.8	41.9	2013/1
• proportion of dwellings in blocks of flats, %	85.8	67.2	2013

HELSINKI REGION TRENDS

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