

YIT

- working for good living environment



Together we can do it. **YIT**

YIT in brief



Together we can do it. **YIT**

Good living environment for people

YIT is the leading European service company in its operating areas



About 23,500 professionals



Established in Finland in 1912



Revenue 2009 EUR 3.5 billion, operating profit MEUR 165.5



We build, develop and maintain a good living environment for people.

450 offices in Nordic countries, Central Europe, Baltic countries and Russia.



YIT's share is quoted in NASDAQ OMX Helsinki



More than 29,600 shareholders at the end of 2009

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Wide portfolio of businesses

Building and Industrial Services <ul style="list-style-type: none"> •Service and maintenance of building systems and industrial processes •Technical building systems installations •Project deliveries to industry 	Construction Services Finland <ul style="list-style-type: none"> •Residential development •Business premises •Infrastructure 	International Construction Services <ul style="list-style-type: none"> •Residential development •Business premises •Building construction
Nordic countries, Central Europe, Baltic countries, Russia	Finland	Russia, Baltic countries, Czech Republic
Revenue: EUR 2,125 million EBIT: EUR 119 million Personnel: ~17,600	Revenue: EUR 1,030 million EBIT: EUR 82 million Personnel: ~2,900	Revenue: EUR 359 million EBIT: EUR -18 million Personnel: ~2,600
		

2009 figures (reported figures, POC)

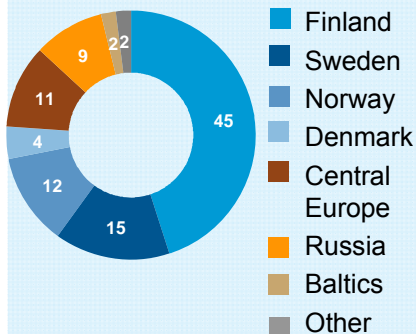
Together we can do it. **YIT**

About 23,500 professionals in 14 countries

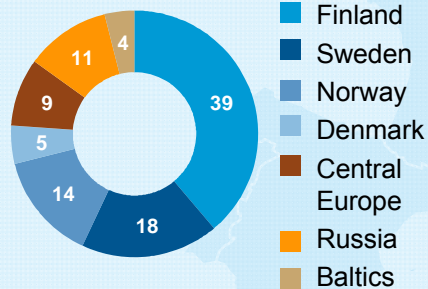
Strong market position

- Leader in building systems services in Nordic countries
- Largest construction company in Finland
- Significant foreign housing developer in Russia

Revenue by country (%)



Personnel by country (%)



Building and Industrial Services ○
Construction services ●

Together we can do it.



Organization

YIT Corporation



President and CEO Juhani Pitkääkoski
Deputy Kari Kauniskangas



**Building and Industrial
Services**

Arne Malonæs



**Costruction Services
Finland**

Tero Kiviniemi



**International
Construction Services**

Kari Kauniskangas

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YIT Building and Industrial Services



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The leading technical service company

- YIT is the Nordic market leader in Building and Industrial services
- We are a key player also in upgrading the energy and material consumption of properties and industrial processes
- YIT is the No:1 supplier of high pressure piping systems in Northern Europe
- YIT has a very strong foothold in Central-Europe
- We implement industrial projects all around Europe



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YIT Building and Industrial Services



- Design, installation and maintenance for heating, plumbing, ventilation, electrical and cooling systems, data networks and automation solutions
- Remote operating and 24/7 services
- Facility management
- Energy efficiency solutions for properties and industrial processes
- Industrial maintenance
- Services for industrial projects: piping systems, tanks, boilers, electricity and automation
- Prefabrication at engineering workshops

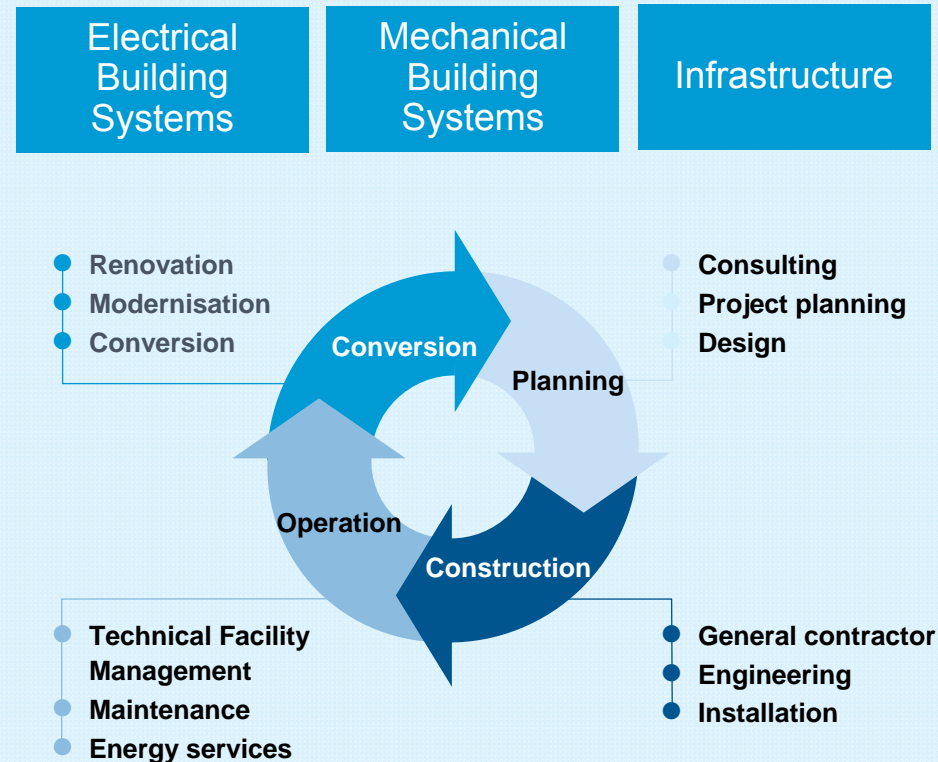
Services and competences

Services

- Projects, maintenance and technical facilities management
- Buildings and infrastructure
- 24/7 duty
- Remote operating

Competences

- Electricity, piping and ventilation
- Building automation
- Fire alarm and security
- Energy
- Telecommunication



YIT Building and Industrial Services



Arne Malonæs
President



Sweden
Fredrik Sederholm



Norway
Trygve B.
Thøgersen



**Finland, Russia &
Baltics**
Matti Malmberg



Central Europe
Karl-Walter
Schuster



Denmark
Leo G. Sørensen



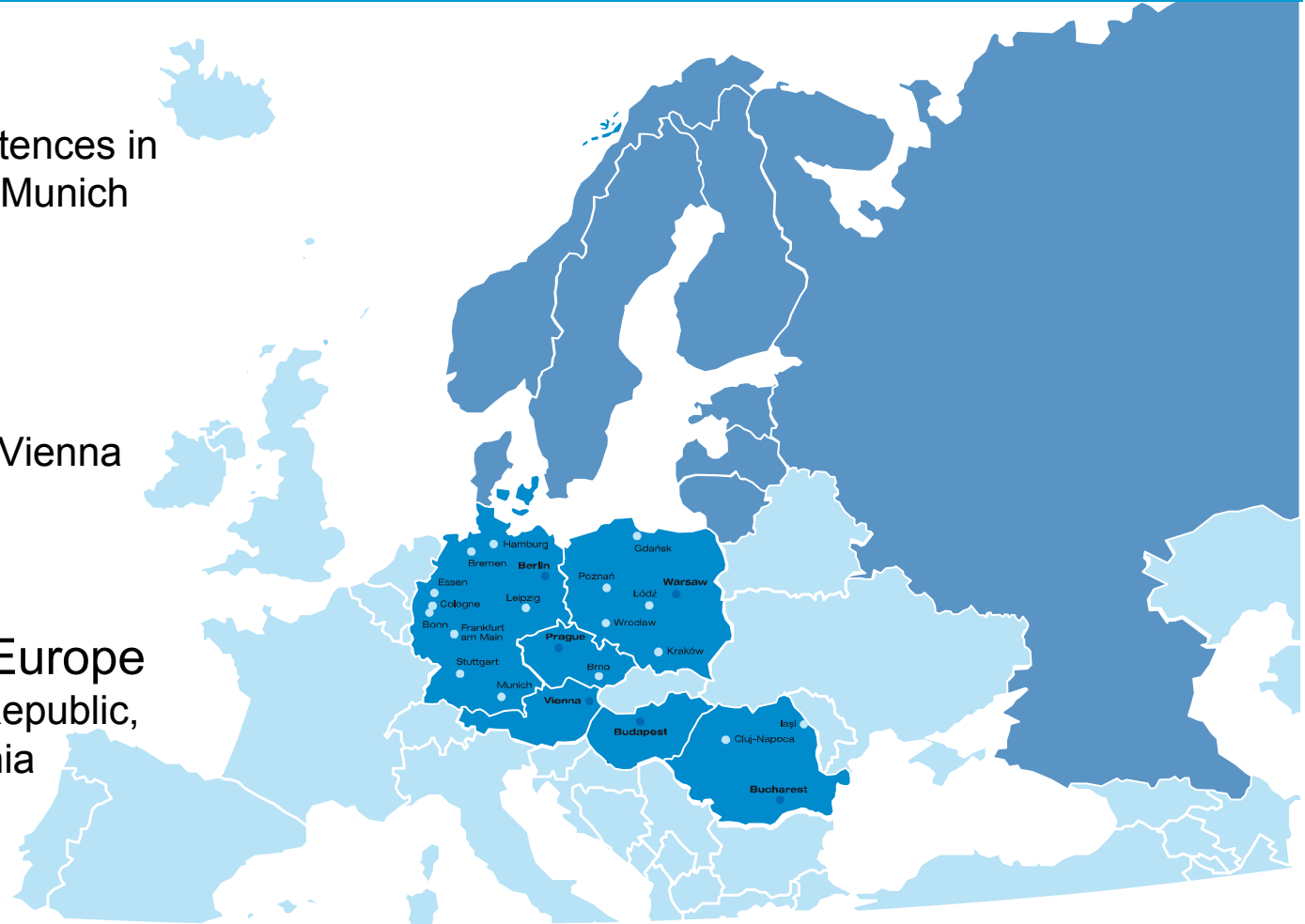
Industry
Erkki Huusko

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YIT Central Europe

2,150 Building Systems professionals

- Germany
 - Center of competences in Deggendorf and Munich
 - Personnel 1,058
 - Branch offices 8
- Austria
 - Headquarters in Vienna
 - Personnel 638
 - Branch offices 7
- Central Eastern Europe
 - Poland, Czech Republic, Hungary, Romania
 - Personnel 451
 - Branch offices 9



Figures 12/2009

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Corporate strategy



Together we can do it. **YIT**

We aim for strong position

Building and Industrial Services

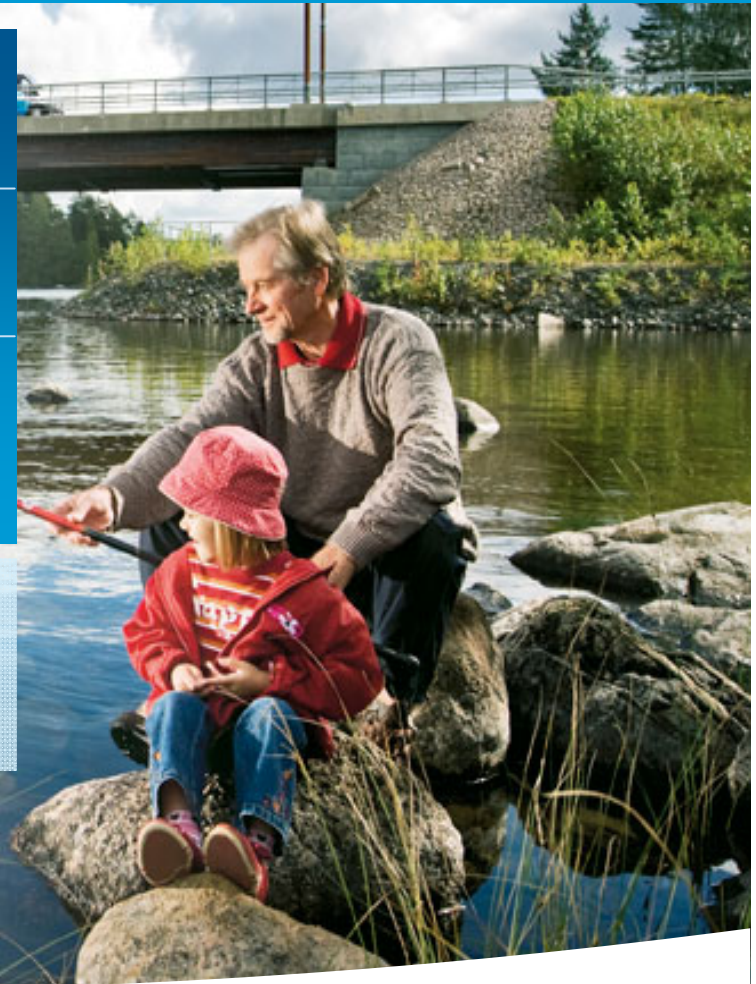
Leader in technical maintenance in Nordic countries and Central Europe

Construction Services

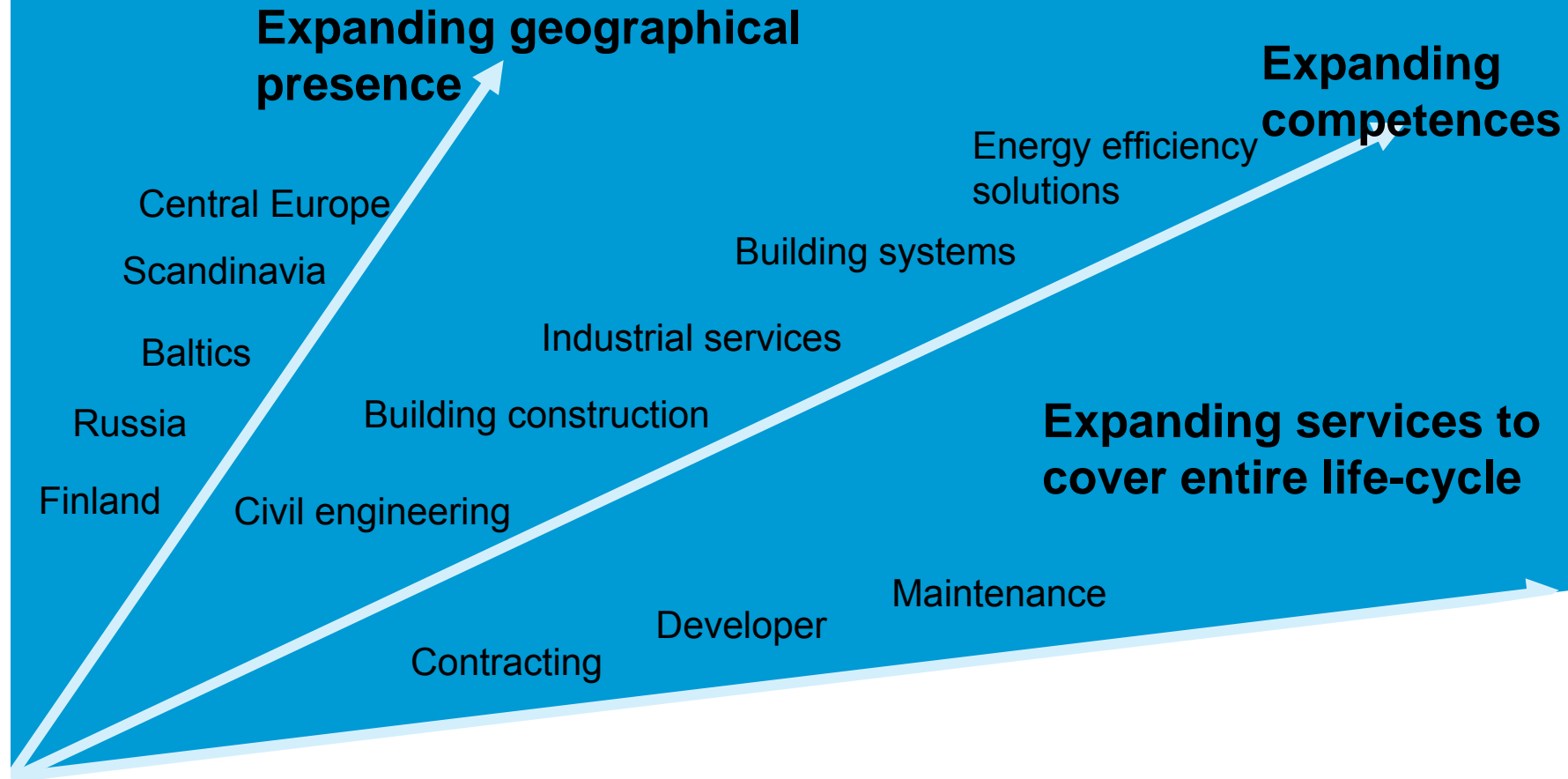
Strong position in Finland

Good profitability in Russia and Baltics

We build, develop and maintain good living environment for people.



Corner stones of profitable growth



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YIT's new strategic target levels

- **Average annual growth in revenue > 10%**
- **Return on investment 20%**
- **Cash flow from operating activities after investments sufficient for dividend payout and debt reduction**
- **Equity ratio 35%**
- **Dividend payout 40–60% of net profit for the period**

Foundation of our operations



Services for customers and living environment

Mission

We build, develop and maintain good living environment for people.

Operating concept

We help our customers to use the technical living environment, invest productively and maintain the value of their investments



Values guide our operations

Excellence in service

You can rely on our quality

We find the right solutions for our customers

We seek to forge durable customer relationships

Continuous learning

Top-notch professional skills and project management

Competitiveness over borders

We build a good living environment

Well-run cooperation

Working as a team, respecting our partners

Trust is built on openness and honesty

At YIT, every person is important

High performance

Entrepreneurship is our strength

Healthy profitability generates dividends

We shoulder our social responsibilities

Mission: We build, develop and maintain a good living environment for people.

Operational concept: We help our customers to use the technical living environment, invest productively and maintain the value of their investments.

Slogan: Together we can do it.

Together we can do it. **YIT**

Professionals and know-how

About
23,500
professionals
in 14 countries

Easy-going
working
culture

We invest in
young
professionals

Skilled and motivated personnel are
the key to our success

- Tailor-made development programs for our people
- Vocational education and training
- Professional skills development
- Management and leadership development
- Performance management (MBR)
- We encourage job rotation and career development
- Knowledge from school, skills from work



Work safety

A safe workplace
is our privilege
and obligation

Our aim is to
prevent
workplace
accidents

Safety as
a whole

Our goal is to be an accident-free
workplace

- We invest in safety training and make safety plans on the basis of risk evaluations
- We develop work safety together with our customers
- There are weekly on-site safety level measurements to observe, e.g., working methods and falling protection
- Employees receive on-the-job orientation on safety aspects and risks at all sites



Corporate responsibility

Our operations are socially, financially and environmentally sustainable. Good results through fair play.

We offer services that improve our customers' energy efficiency and we minimize the environmental impacts of our own operations

By operating responsibly, we generate benefits and well-being.

We are also responsible for our products and services towards our customers.



Social Responsibility and Ethics

Social Responsibility

- Responsibility is part and parcel of our day-to-day business operations.
- Health and safety are core issues of our operations
- We improve occupational safety
- Good job satisfaction
- We offer development possibilities



Ethics

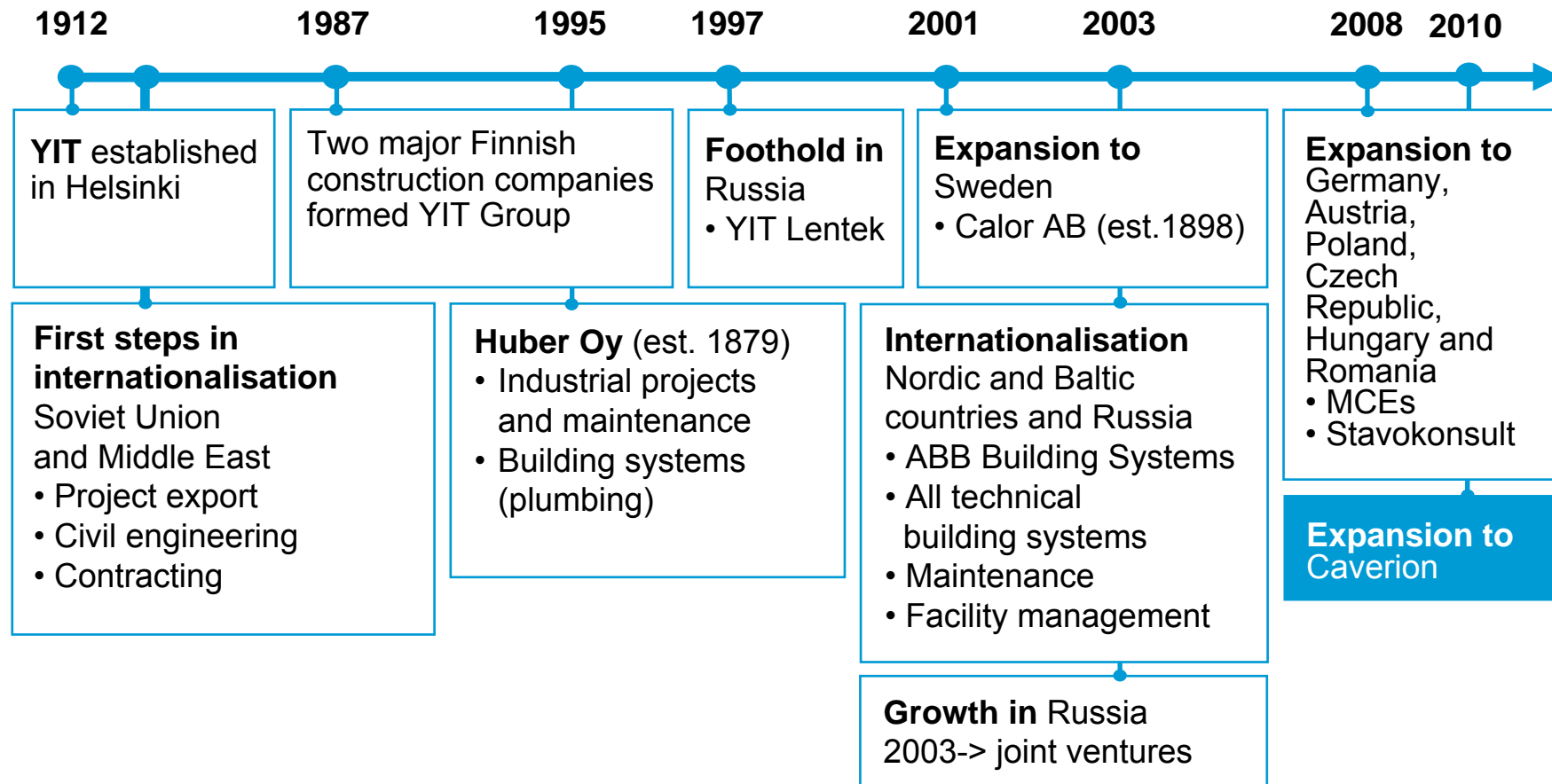
- All YIT employees are familiar with our business ethics guidelines
- Every YIT employee must report of ethics violations
- Ethics is a personal responsibility

Together we can do it. **YIT**

Acquisition



Long history and strong future

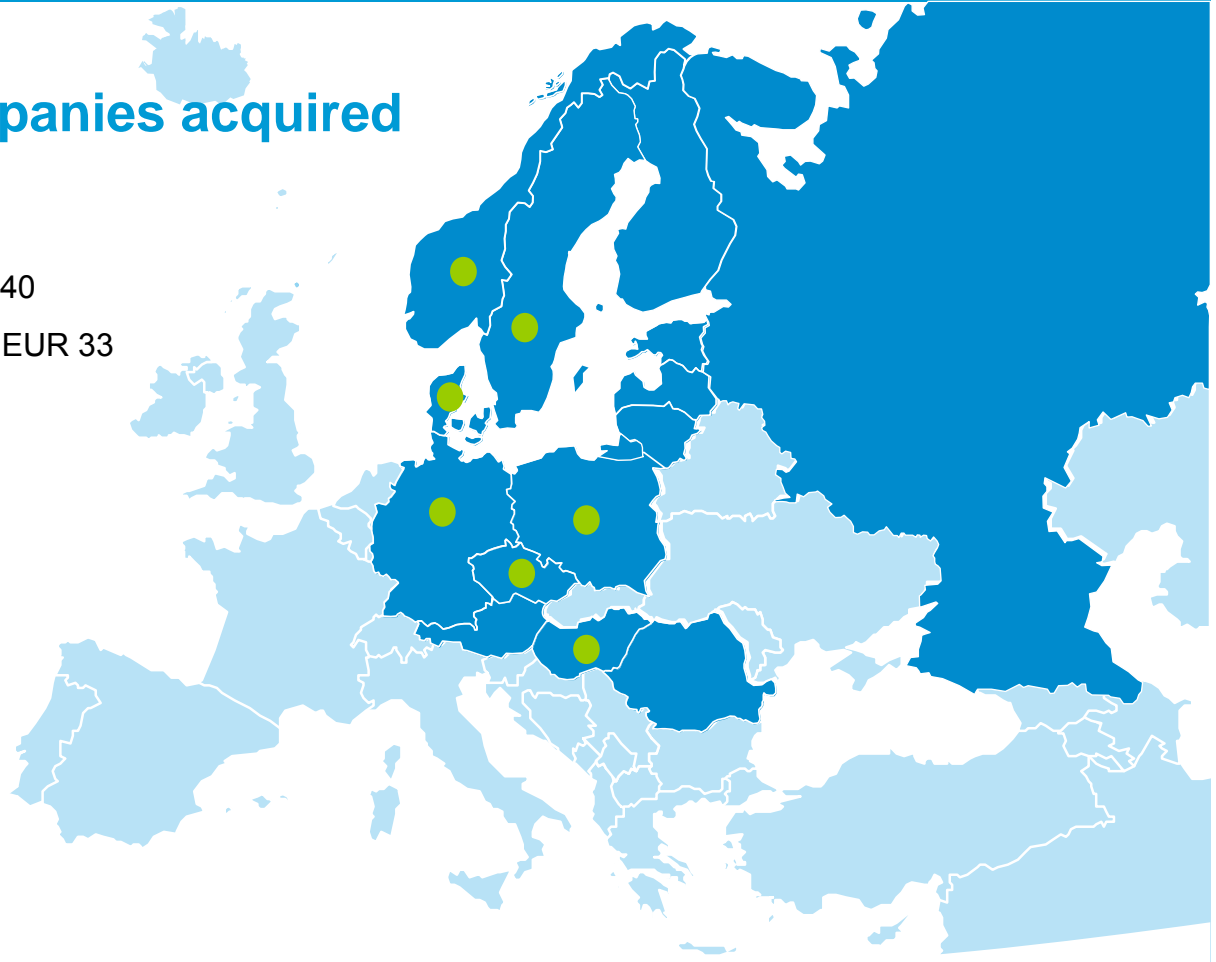


Building and Industrial Services

Several acquisitions in 2010

The total revenue of companies acquired close to EUR 500 million

- Caverion GmbH (GER); revenue ~MEUR 440
- Carl Christensen & Co (DEN); revenue ~MEUR 33
- Brdr. Petersens Eff. A/S (DEN)
- Eltjänst Br Björk Installation AB (SWE)
- Fristads Rör-El AB (SWE)
- G:sson Teleteknik AB (SWE)
- Ferm VVS (SWE)
- Ugelvik Nasset (NOR)
- Haug og Ruud AS (NOR)
- Energiprosjekt (NOR)



Calculated with 2009 revenues

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YIT acquired caverion

- YIT Corporation and the owners of Caverion GmbH agreed on June 23, 2010 that YIT will acquire the entire business operations of Caverion GmbH
- The competition authorities approved the transaction on August 31, 2010.
- The price of Caverion's shares totals EUR 73 million.
- The company's revenue in 2009 was EUR 440 million and its operating profit amounted to EUR 10.9 million.
- About 2,000 employees are transferred to YIT's employment.

Acquisition rationale

- YIT is executing its strategy to increase market share in Central Europe
 - YIT's personnel almost doubles in Central Europe
 - Major step towards market leader position in Central Europe
- Wider portfolio of project, maintenance and technical facilities management services
- Services to industrial customers and expertise in air conditioning technology will be improved.
- Increased number of competent personnel
 - Additional R & D resources
- Special products and own solutions extend YIT's service offering towards industrial customers
- Common understanding about strategy and business



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Strong market position

Building and Industrial Services

- With Caverion YIT will become one of the leading actors in Central Europe - revenue and personnel will double
- YIT will be the second largest service provider in Germany
- Leader in building systems services in Nordic countries
- Nordic leader in its product areas in industrial services

Construction Services

- Largest construction company in Finland
- Significant foreign housing developer in Russia



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Caverion in brief



Caverion in brief

Revenue:
EUR 441
million

Personnel:
~1,900



2009 figures

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Technical facility management

Customer service



- Maintenance
- Inspection
- Repair
- Equipment engineering

Energy contracting



- Comprehensive solutions for energy supply
- Energy generation and distribution systems

Renovation



- Thorough facility diagnosis
- Cost-effective renovation plan
- Cost-benefit analysis

Technical service



- 24-hour emergency service

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Multitude of business fields



Industrial plants

Innovation centres

Administrative buildings

Power plants

Exhibition centres

Automotive industry



Pharmaceutical sector

Medical sector

Broad range of
business fields

Electronics

Energy industry



Biotechnology

Laboratories

Solar industry

Photovoltaics



Aerospace industry /
Airports

Optical industry

Food, beverage
and tobacco industry

Textile industry

IT facilities

Recreation facilities



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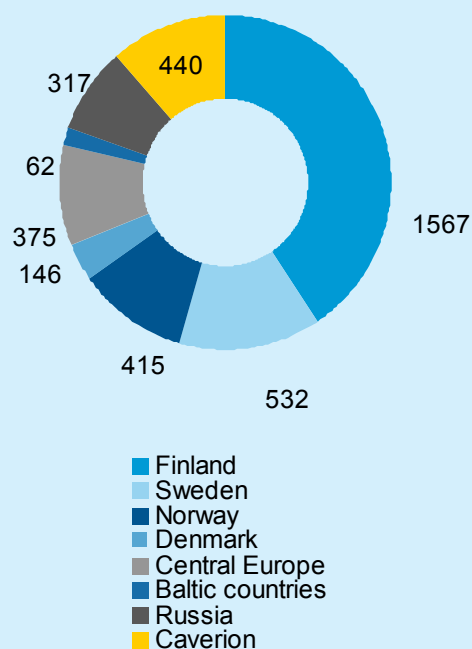
YIT after acquisition



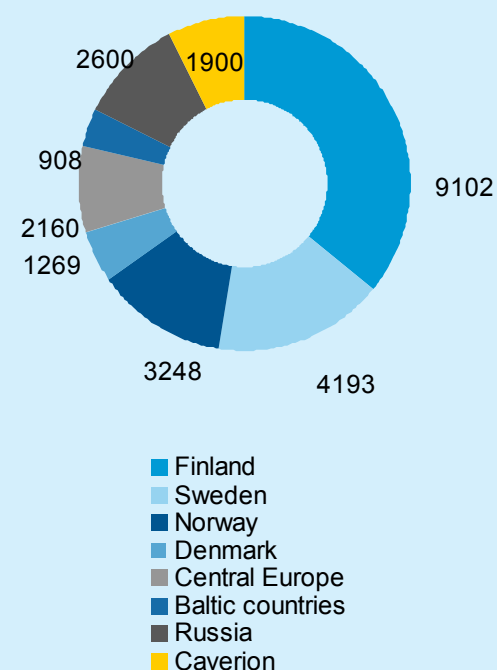
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YIT after acquisition

Revenue by country 2009
(EUR million)



Personnel by country 2009
12/2009



The financial figures 2009 of YIT and the operations purchased in summer 2010 have been combined in an attempt to present a picture of the new entity.

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YIT customers



Building
managers



Construction
and service
companies



Developers



Households



Industry



Public
institutions



Property
investors
and owners

Competitive advantages in know how and services



Full scope of services

- All building systems services
- All construction field
- Extend service offering to industrial customers



Close to customer

- Nationally local presence
- Own residential sales and services for business premises tenants



Own solutions

- Design Management
- R&D resources
- Special products and own concepts
- Energy efficiency



Brand

- YIT and YIT Home
- Reliability and understanding our customer

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After acquisition

YIT Building and Industrial Services

Market position

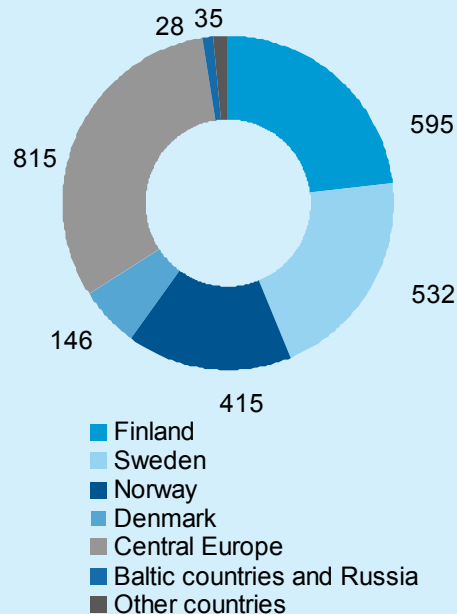
Building systems services

- Largest in the Nordic countries
- Largest in Lithuania
- One of the leading companies in Central Europe

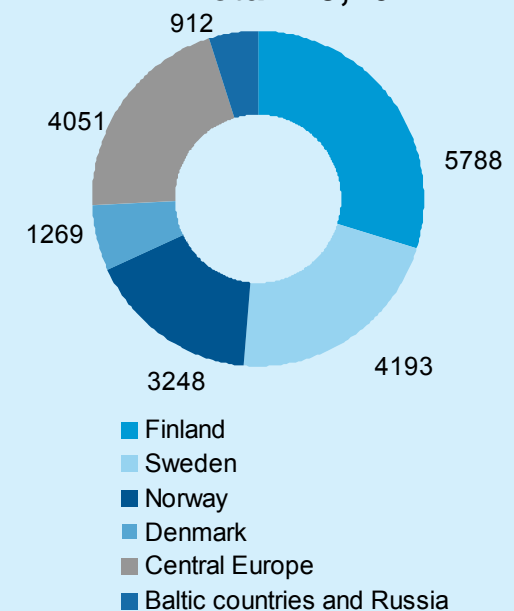
Industrial services

- Leading Nordic provider in its product areas

Revenue by geography
2009 pro forma
Total: EUR 2,565 million



Number of employees by
geography 2009
pro forma
Total: 19,461



Pro forma = calculated by adding YIT figures and Caverion figures in Central Europe

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