

# YIT acquires caverion



# Contents

- YIT in brief
- Caverion in brief
- Acquisition



# YIT in brief



# 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

# Wide portfolio of businesses

## Building and Industrial Services

- Service and maintenance of building systems and industrial processes
- Technical building systems installations
- Project deliveries to industry

Nordic countries,  
Central Europe,  
Baltic countries, Russia

Revenue: EUR 2,125 million  
EBIT: EUR 119 million  
Personnel: ~17,600



## Construction Services Finland

- Residential development
- Business premises
- Infrastructure

Finland

Revenue: EUR 1,030 million  
EBIT: EUR 82 million  
Personnel: ~2,900



## International Construction Services

- Residential development
- Business premises
- Building construction

Russia, Baltic countries,  
Czech Republic

Revenue: EUR 359 million  
EBIT: EUR -18 million  
Personnel: ~2,600



2009 figures (reported figures, POC)

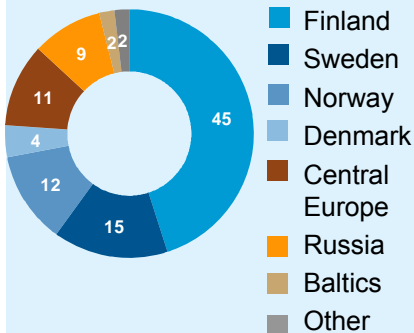
Together we can do it. **YIT**

# About 23,500 professionals in 14 countries

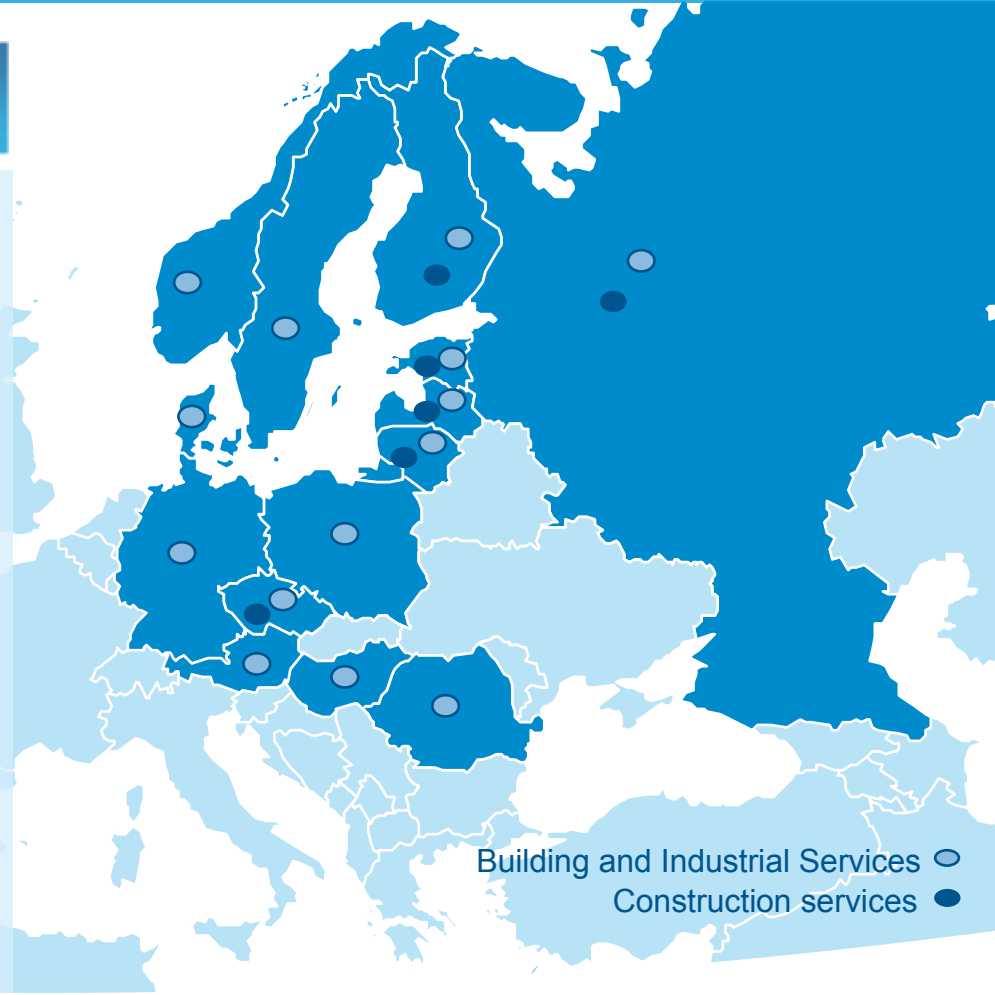
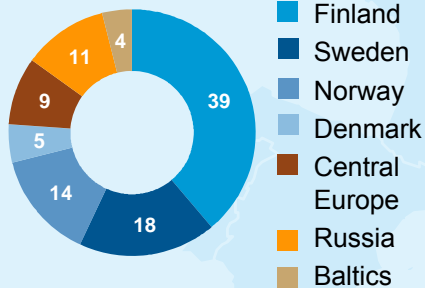
## Strong market position

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

Revenue by country (%)

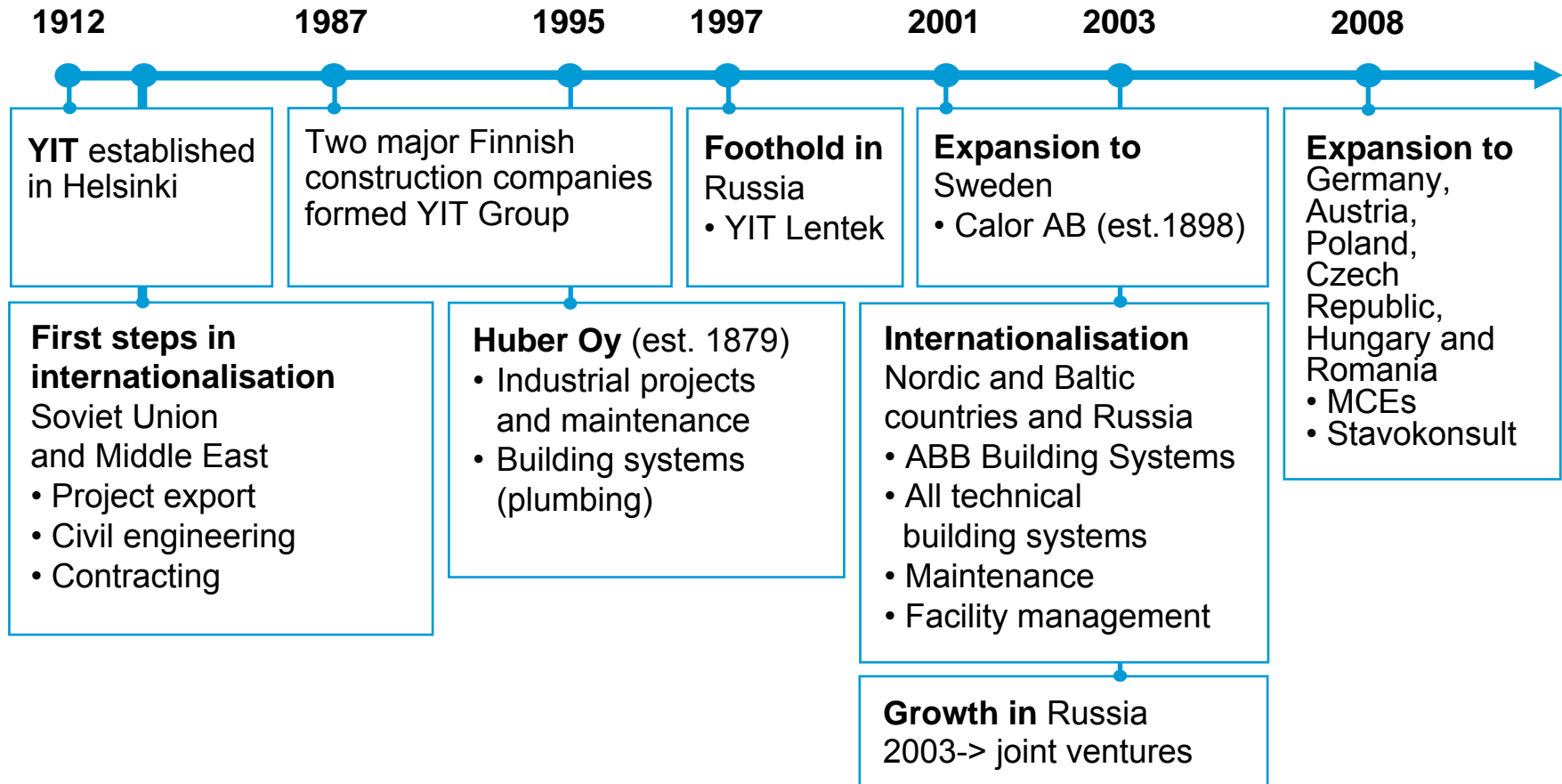


Personnel by country (%)





# Long history and strong future



# 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



# 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

Together we can do it.



# 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



# YIT Central Europe

## Revenue 2009 MEUR 375



Karl-Walter Schuster  
Country Group Manager

**Austria**

Manfred  
Simmet

**Germany**

Rolf-Jürgen  
Merz

**Poland**

Marek Durski

**Czech  
Republic**

Karl-Walter  
Schuster

**Hungary**

János  
Brigancz

**Romania**  
Ulrich Geier

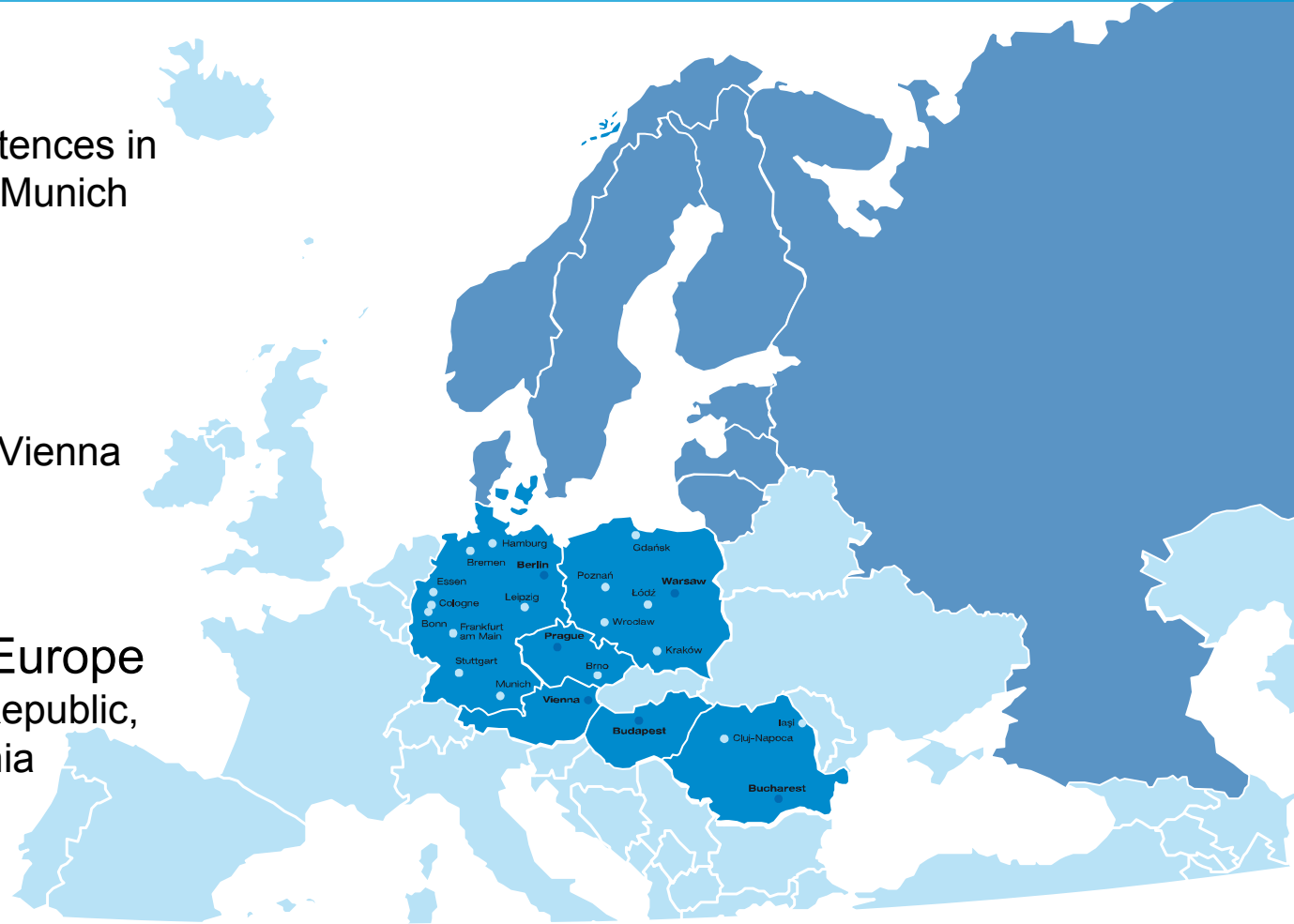
Together we can do it.



# 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





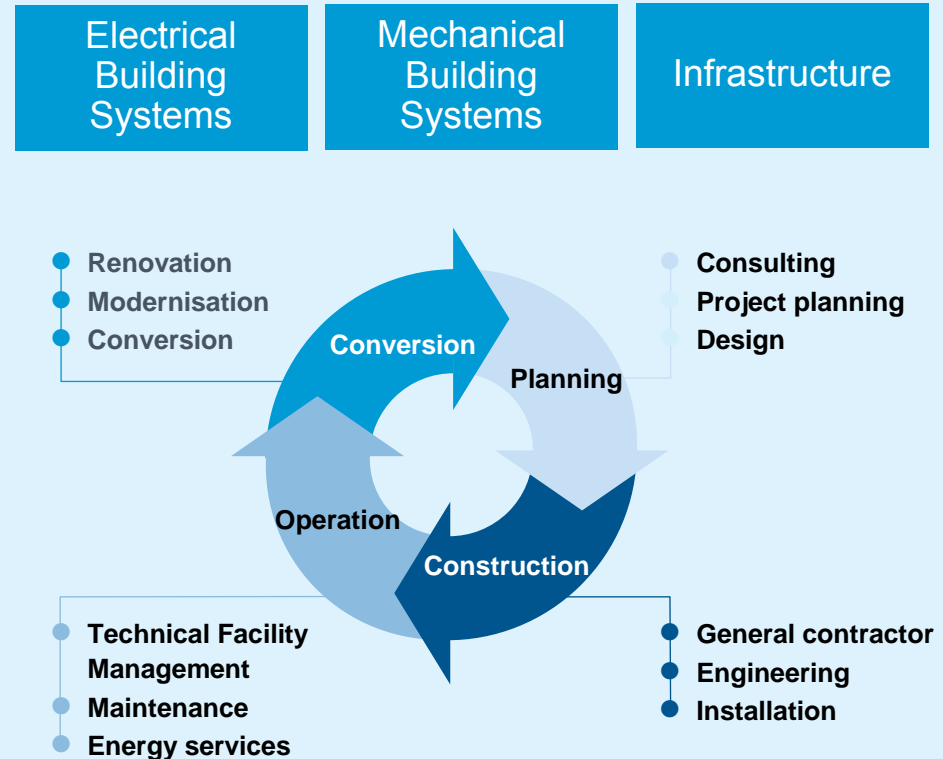
# Services and competences

## 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



# Strategy



# 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.**



# Strategic focus areas

## Building and Industrial Services

- Increasing market share in Nordic countries and Central Europe
- Increasing service and maintenance

Forerunner  
in energy-saving  
services

## Construction Services Finland

- Increasing own residential development projects
- Strengthening market position in infrastructure services and business premises

The best  
personnel

## International Construction Services

- Ready to grow and utilise market opportunities with new start-ups
- Improving profitability and capital efficiency

Strong  
service culture

Corner stones for business



# Foundation of our operations



# 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.

# 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





# This is how we operate

Our operations are socially,  
financially and environmentally sustainable.

Work safety is a matter of honor to us.

We follow international and national acts,  
regulations, laws and contracts.

We have one common YIT brand.





# Caverion in brief



# Caverion in brief

Revenue:  
EUR 441  
million

Personnel:  
~1,900



2009 figures

Together we can do it. **YIT**

# 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

# Multitude of business fields



Industrial plants

Innovation centres

Administrative buildings

Power plants

Exhibition centres

Automotive industry



Pharmaceutical sector

Medical sector

Electronics

Energy industry



Broad range of  
business fields



Biotechnology

Laboratories

Solar industry

Photovoltaics



Aerospace industry /  
Airports

Optical industry

Food, beverage  
and tobacco industry

Textile industry

IT facilities

Recreation facilities



Together we can do it.





# Acquisition



# 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
- 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



# After acquisition

## YIT Building and Industrial Services

### Market position

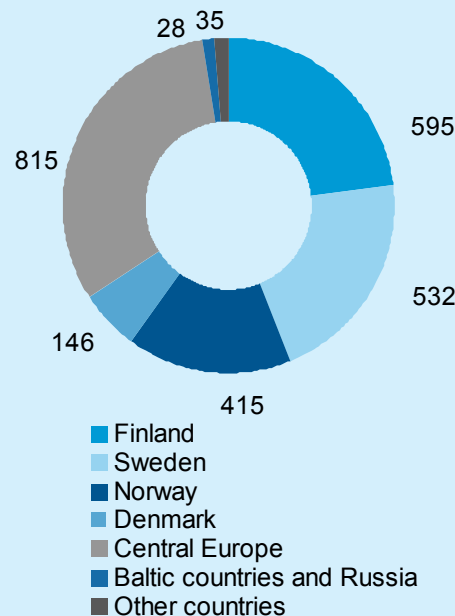
#### Building systems services

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

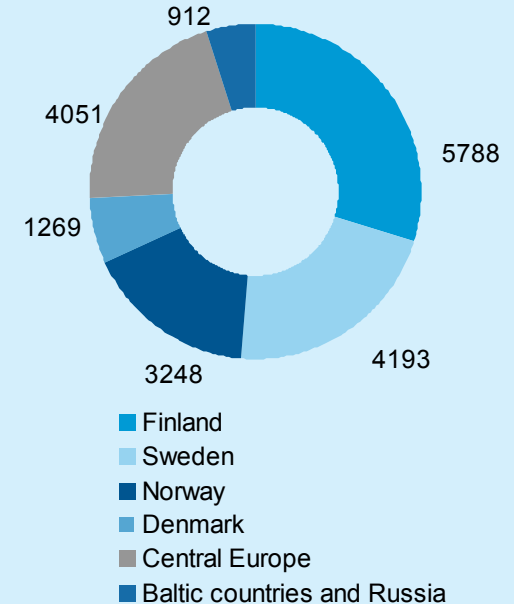
#### Industrial services

- 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



**Together we can do it.**