

Caverion

**YIT Corporation's extraordinary general meeting
Helsinki, 17 June, 2013**

Henrik Ehrnrooth
Chairman of the Board

Drivers for the Building Systems market



Importance of building technology increasing

- Share of technology of building cost increasing due to automation: increase from 45% in 1990 to 55% in 2010
- Building automation as the master key to the building economy
- New smart buildings with high efficiency targets
- Potential through increasing demand for outsourcings
- Increasing demand for proven track record, reliability and quality

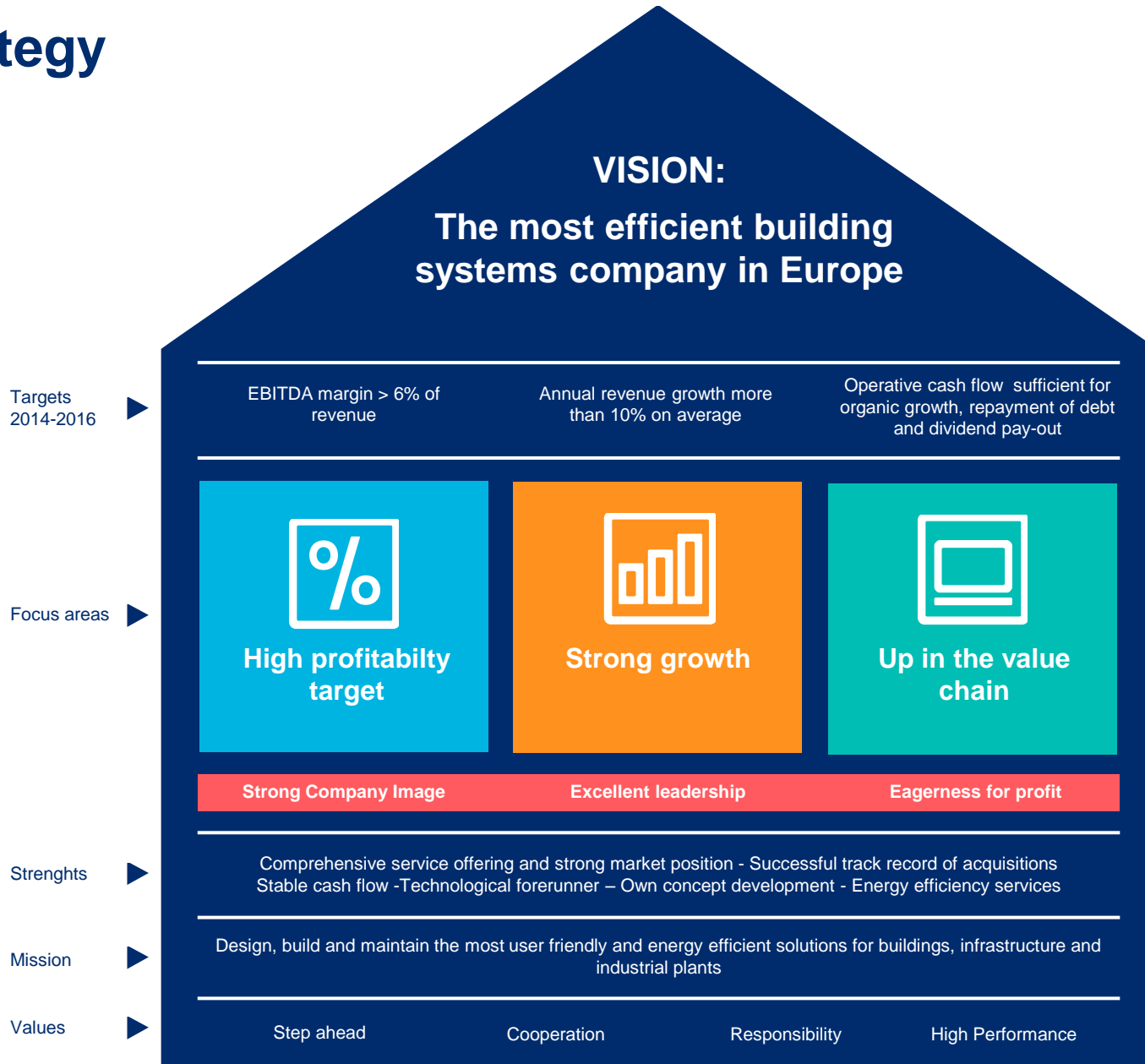
Large potential for energy and other cost savings for building owners

- Geothermal, solar and wind power is steadily growing, which requires new solutions
- Automation is the heart of energy saving technologies: The new technologies are integrated
- Tightening legislation and environmental certification of buildings increases value (e.g. LEED and BREEAM)
- Supply side energy management and 24/7 monitoring of energy cost

Market consolidation

- **Currently large, very fragmented market**
 - Economies of scale for large players
 - Demand for providers of building technologies





Own Concept Development



Service and maintenance

Caverion Command Center

- Country based Caverion Command Centers will support local organizations to increase customer value via control room facilities, building automation and energy efficiency solution

FM services

- Caverion's own technical FM service concept will take care of customers properties with guaranteed price level

ServiFlex

- Multi-discipline services



Project deliveries

Design & Build competence

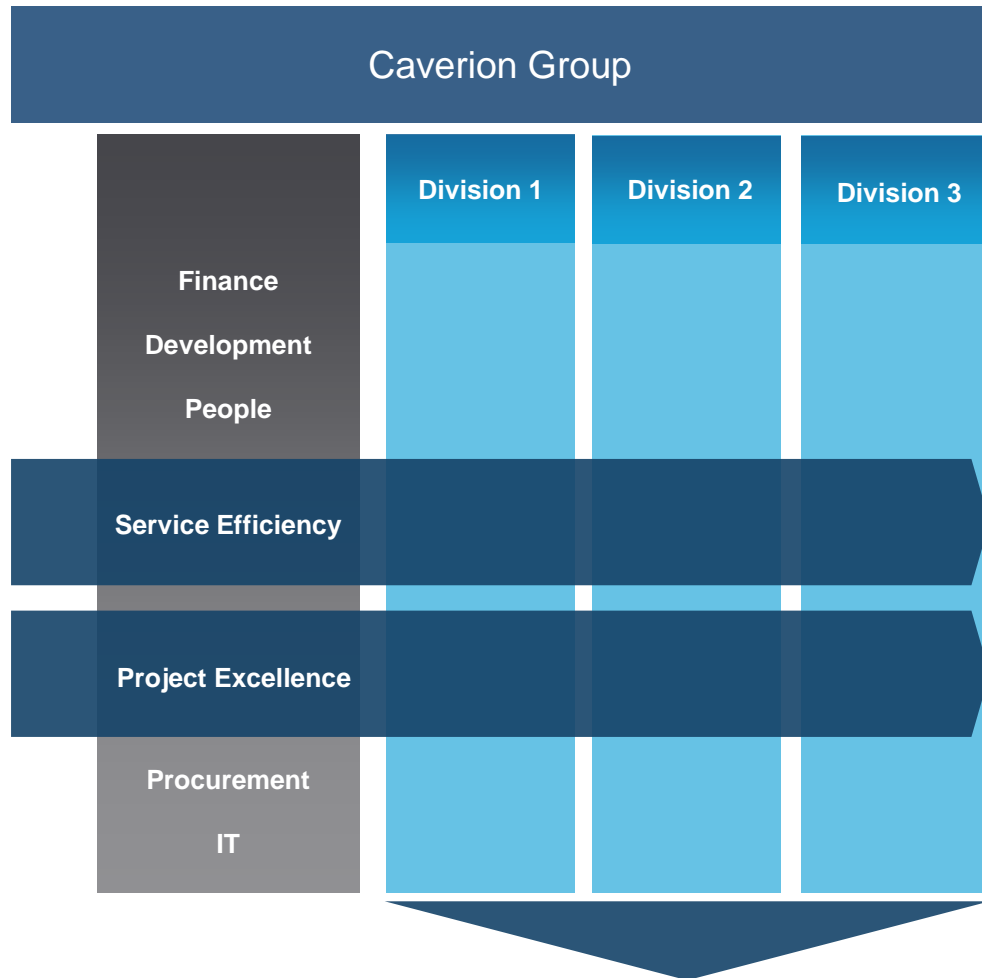
- Total technical systems projects with Design & Build and guaranteed maintenance cost

Arrowhead technological solutions

- Caverion's have own unique technological solutions



Lean value chain



Common Division metrics

Financial metrics

- Cash flow for service
- NOWC for service

Personnel metrics

Operative metrics for services

- Efficiency ratios: revenue, costs, profit per variable person
- Business mix: Share of fixed service agreements, fixed agreements value expansion rate
- Utility rate, invoicing rate

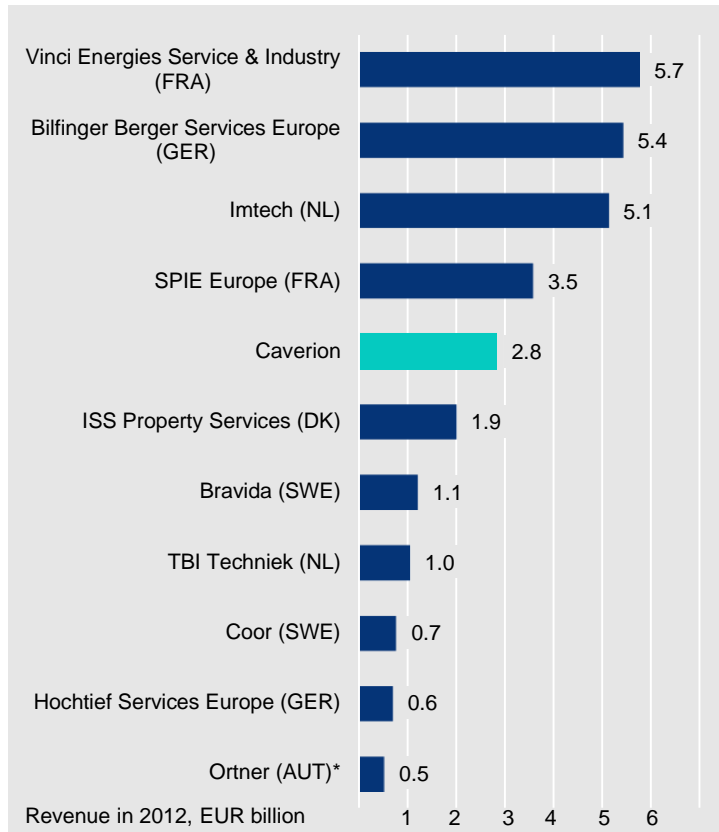
Operative metrics for projects

- Efficiency ratios: revenue, costs, profit per variable person
- Business mix: share of Design&Build projects
- Average margin slippage
- Utility rate, invoicing rate



Caverion is one of the leading service companies in building systems and industrial services in Europe

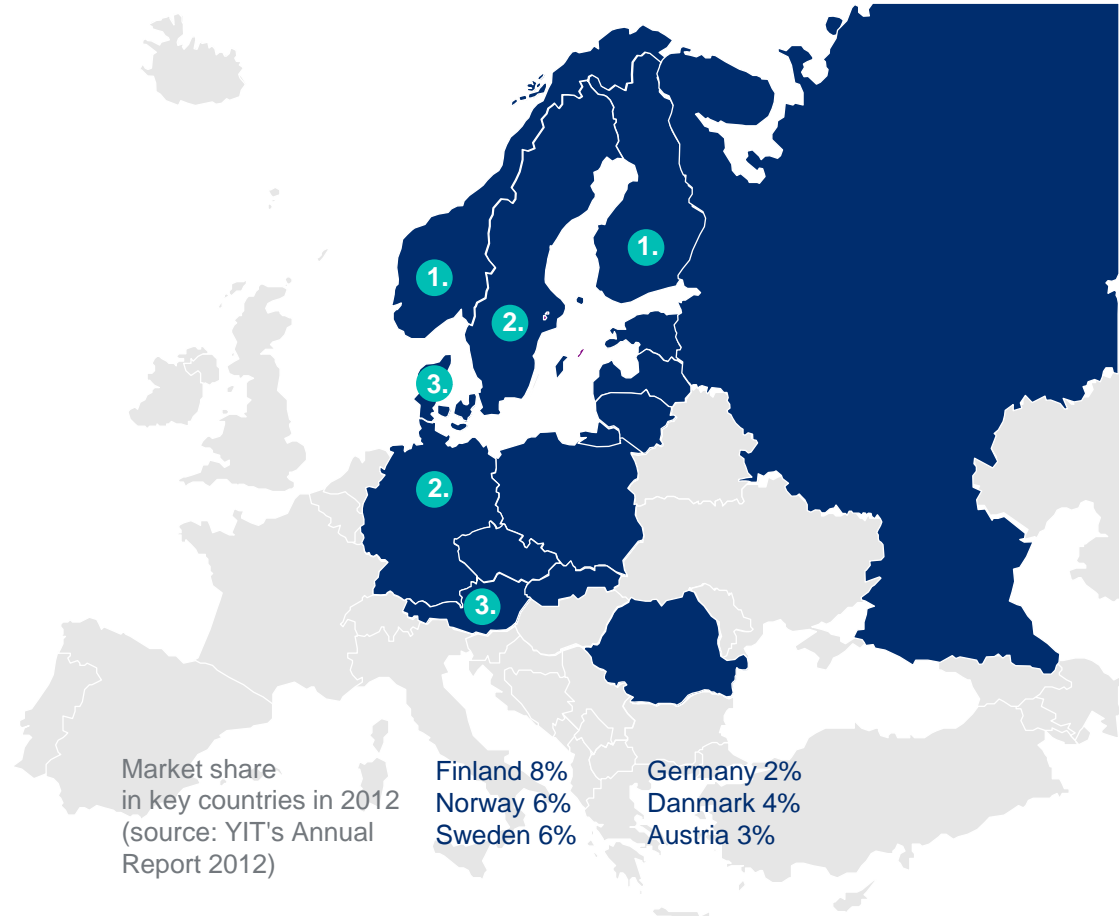
The main operators in the European building systems and industrial services' market



Source: Caverion's own estimate calculated based on the companies' published figures and Euroconstruct 12/2012.

Caverion's market positions in building systems

Total BS market size above EUR 70 billion in Europe (2012)



YIT has made an initial, non-binding offer to acquire HOCHTIEF Service Solutions



Main content of the offer

On the basis of YIT's initial offer, the seller has informed that YIT's proposal qualifies the start-up of due diligence process and SPA negotiations

- YIT is not expected to be the sole bidder qualified to the next phase in the potential acquisition.
- As the tendering process and the sales negotiations are about to be initiated, the terms and conditions of the possible acquisition, including the purchase price, remain yet to be agreed.
- YIT cannot at this stage estimate the possibility of the realization of the acquisition, the detailed timetable, its effects on the company's operations or the risks involved with the possible acquisition.

YIT expects to announce more information by the end of June

Information about HOCHTIEF Service Solutions

- HOCHTIEF Service Solutions is a German facility management and energy services business, which has operations in Germany, Bahrain, Denmark, Czech Republic, Greece, Hungary, Poland, Slovakia, Switzerland and United Kingdom.
- HOCHTIEF Service Solutions turnover was EUR 700 million and net profit EUR 16 million in 2012 and it employs approximately 5,700 people.





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