

Interim Report January – June, 2014 Kari Kauniskangas, President and CEO



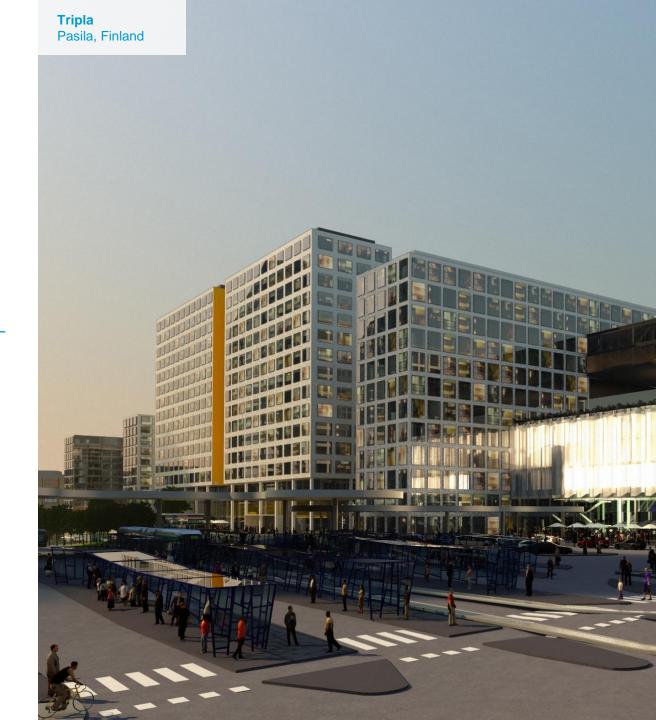
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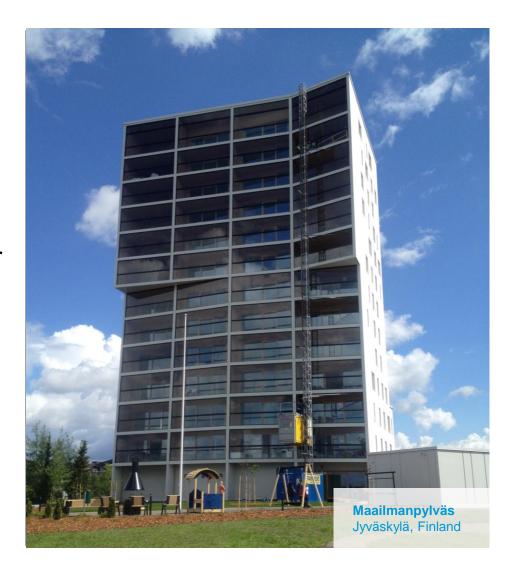


# Group development



# Highlights in Q2/2014

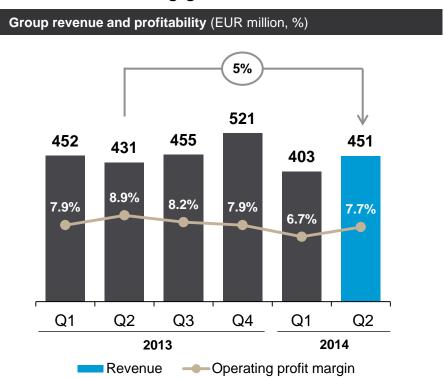
- Fairly good results despite continued challenging market situation in Finland and capital release actions
- Strong efforts to release capital continued, results expected later in 2014
- Guidance specified

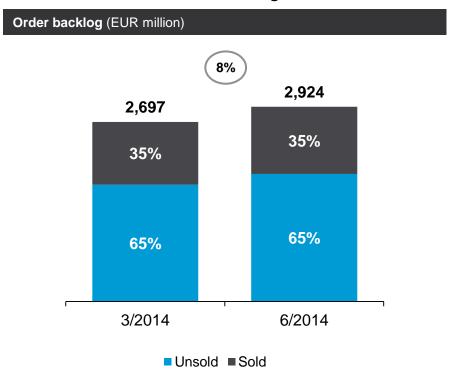




#### Revenue and order backlog grew in Q2/2014

- Revenue growth supported by increased sales in the Baltic countries and Central Eastern Europe (CEE), higher completion rate of sold apartments and the approx. EUR 25 million plot sales to the Hypo Group
- EBIT decreased by 9% y-o-y
- Order backlog grew in Business Premises and Infrastructure and Housing Russia



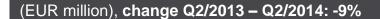


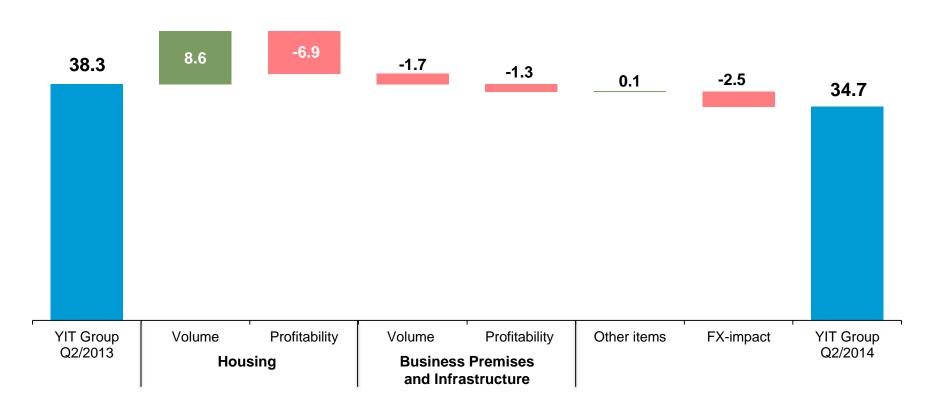
All figures according to segment reporting (POC)



#### EBIT – bridge Q2/2013 – Q2/2014

- Revenue growth boosted EBIT in Housing
- Profitability was negatively impacted by capital release and the change in geographical mix in Housing as well as lower volume in Business Premises and Infrastructure





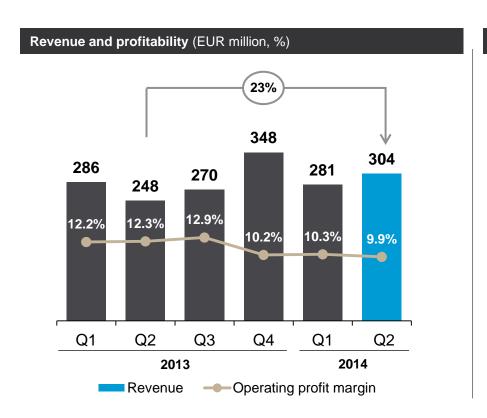


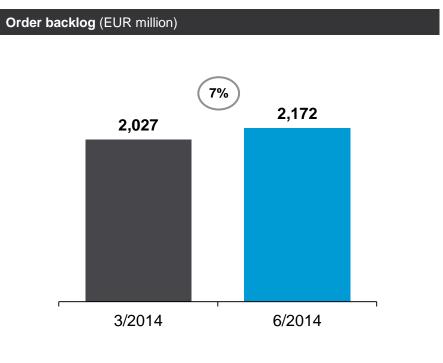
# Housing



## Housing: Revenue increased clearly

- Revenue grew by 30% y-o-y at comparable exchange rates, growth in all geographical regions
- Profitability was impacted by capital release and the change in geographical mix



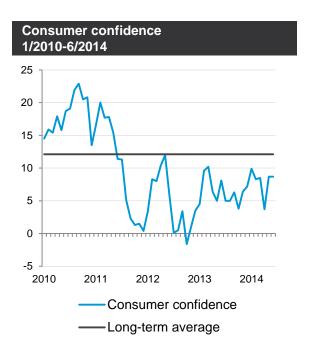


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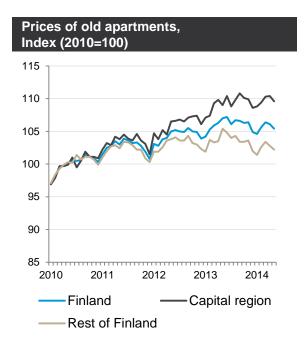


## Housing: Operating environment in Finland in Q2/2014

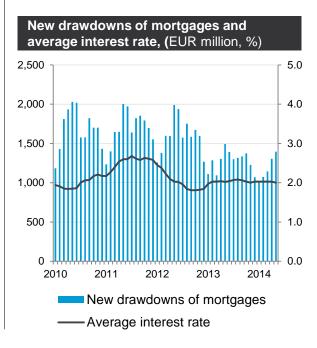
 Consumers continued to be cautious, but investors remained active



- Polarisation of residential prices between the capital region and other parts of Finland continued
- Good demand for small, affordable apartments



- Mortgage interest rates stayed on a low level and margins continued to decrease slightly
- The volume of new housing loans started to recover



Sources: Statistics Finland and Bank of Finland

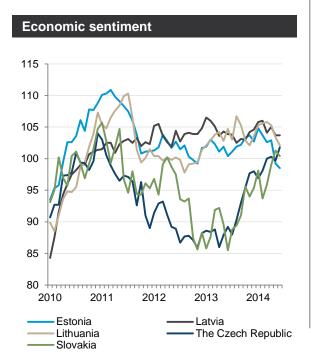


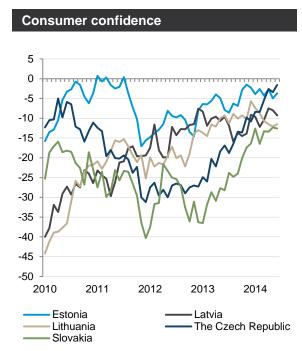
# Housing: Operating environment in the Baltic countries and Central Eastern Europe (CEE) in Q2/2014

- Positive development in the macro economy has supported the residential market
- Ukrainian crisis impacted economic sentiment in the Baltic countries

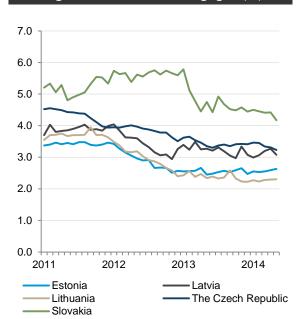
Consumer confidence has strengthened and residential prices have increased slightly

- Interest rates of mortgages have remained on a low level
- Consumers' access to financing has remained good







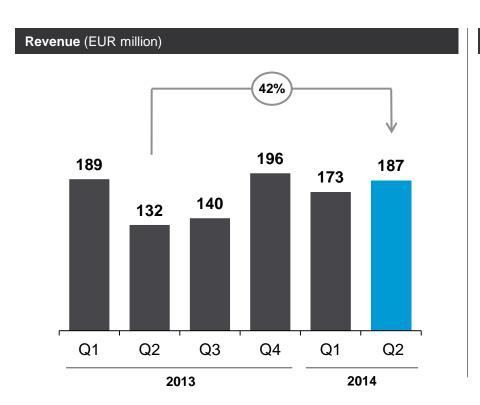


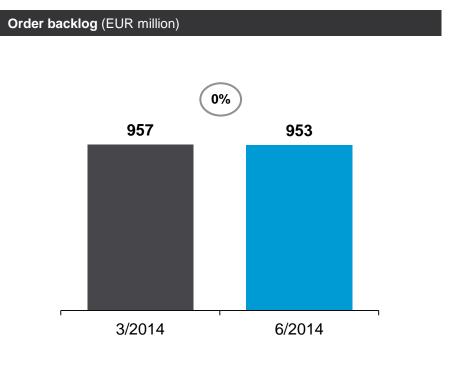
Sources: European Commission and National Central Banks



# Housing Finland, the Baltic countries and CEE: Revenue increased clearly

- Higher completion rate of sold apartments and the approx. EUR 25 million plot sales boosted revenue in Finland
- Good progress continued in the Baltic countries and CEE



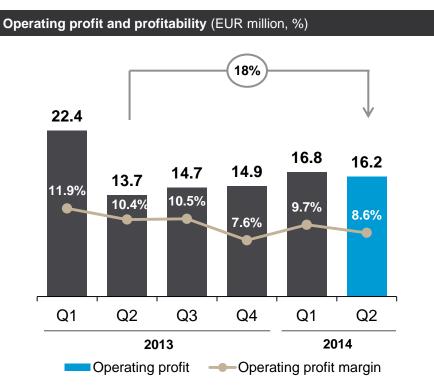


All figures according to segment reporting (POC)

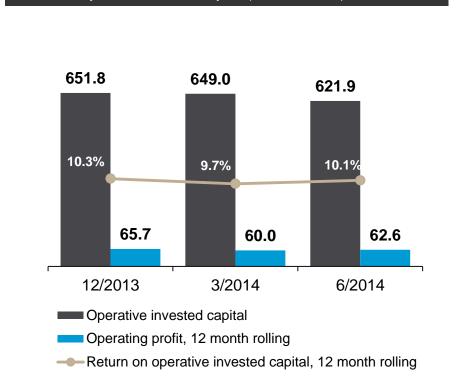


# Housing Finland, the Baltic countries and CEE: Operating profit boosted by strong revenue

- Profitability was negatively impacted by the bundle deals with investors and the plot sales to the Hypo Group, which did not have an earnings effect
- Profitability continued to improve in the Baltic countries and CEE
- Operative invested capital decreased slightly



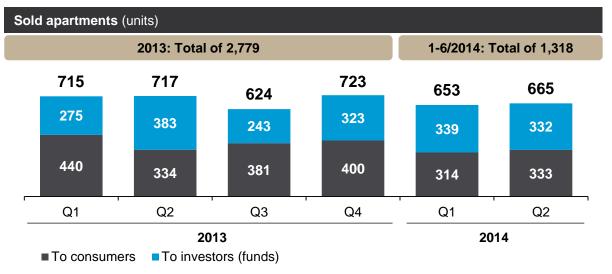
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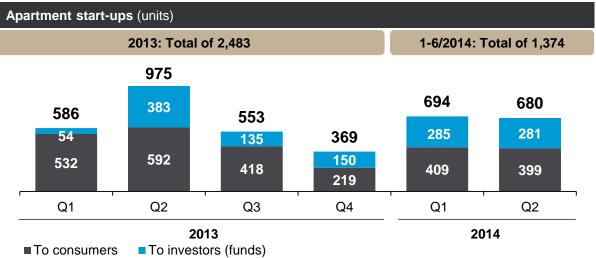


Return on operative invested capital (EUR million, %)



## Housing: Sales volume satisfactory in Finland

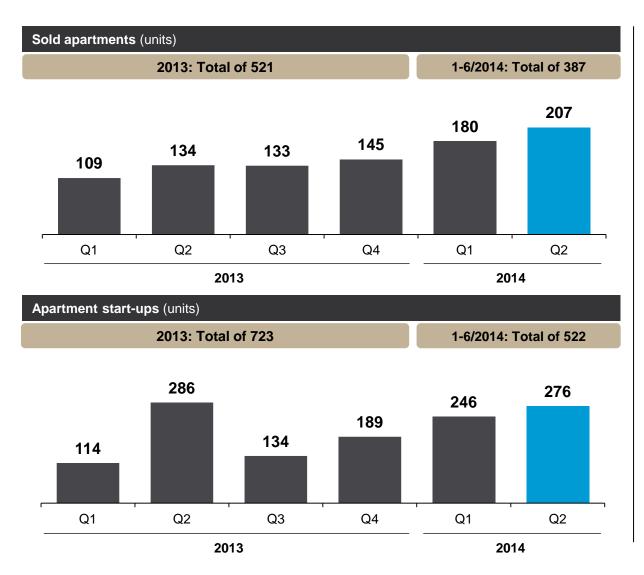




- Good activity in investor sales
- Soft consumer demand
  - Some improvement towards the end of the quarter
- In July, sales have been at previous year's level
- Focus on smaller and more affordable apartments in start-ups



# Housing: Sales continued to grow in the Baltic countries and CEE

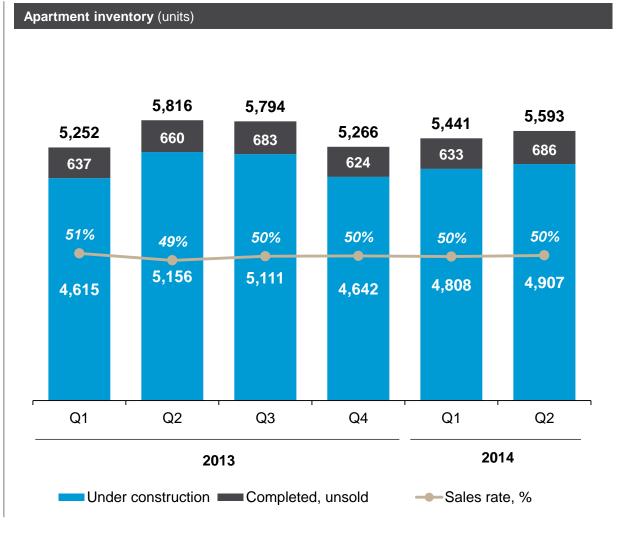


- Strong growth in housing sales continued in Q2/2014
- In July, sales have grown from previous year's level
- Start-ups increased according to positive expectations on demand
- YIT Reding was selected as the construction company and real estate developer of the year in Slovakia



# Housing Finland, the Baltic countries and CEE: More small and affordable apartments in the sales portfolio

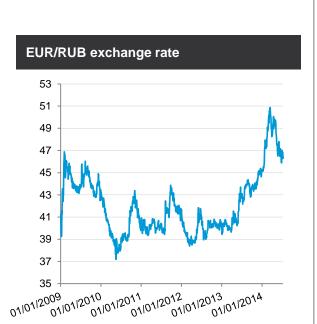
- The share of the Baltic countries and CEE of the sales portfolio increased to 35% (27% in 6/2013)
- The sales rate of apartments under construction has increased both in Finland and the Baltic countries and CEE



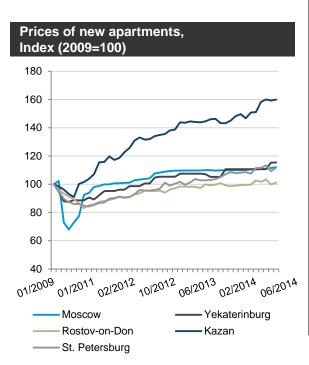


## Housing: Operating environment in Russia in Q2/2014

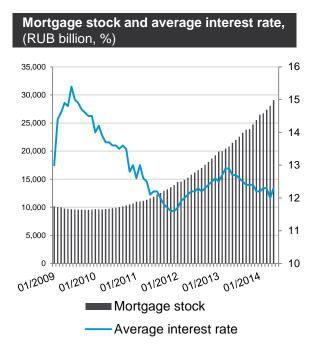
- The ruble strengthened
- Housing demand decreased from the high level in Q1/2014



Residential prices remained stable on average



- Mortgage interest rates have remained stable, but expected to increase
- The role of mortgages has continued to increase

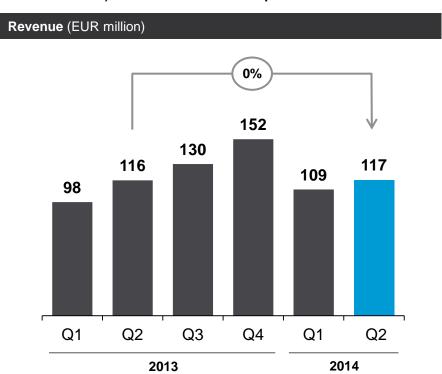


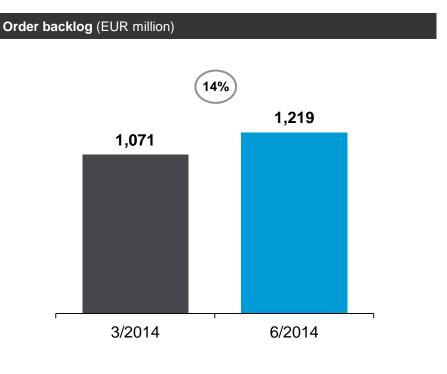
Sources: Reuters, YIT and Bank of Russia



# Housing Russia: Revenue grew by 16% y-o-y at comparable exchange rates

- Sales volume normalized after the acceleration in Q1/2014
- Sales volume increased slightly y-o-y
- The order backlog grew from 3/2014 due to the strengthening of the ruble (EUR 60 million) and new start-ups



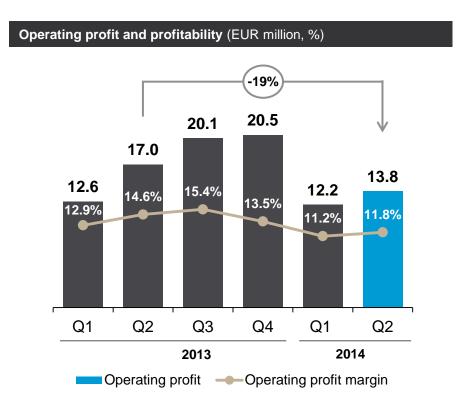


All figures according to segment reporting (POC)



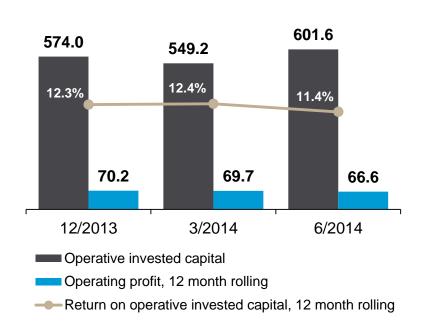
## Housing Russia: Operating profit decreased

- Operating profit decreased y-o-y, but improved from Q1/2014
- Profitability was negatively impacted by higher share of lower-margin projects compared to Q2/2013
- Operative invested capital increased due to infra investments in area development projects and the strengthening of the ruble



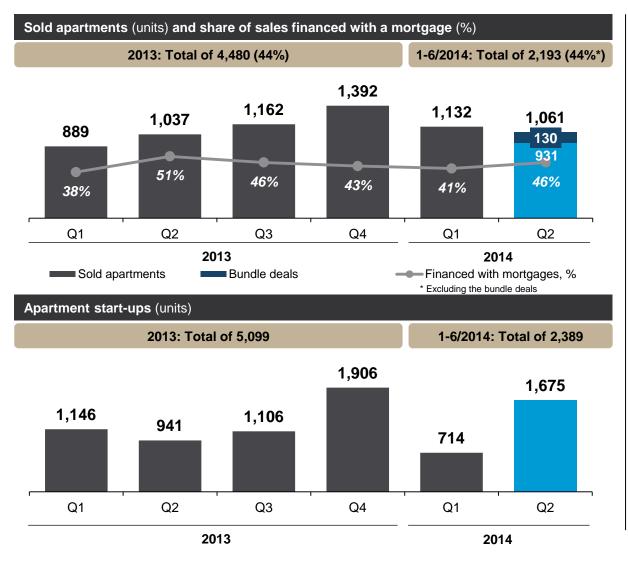
All figures according to segment reporting (POC)

#### Return on operative invested capital (EUR million, %)





#### Housing Russia: H1/2014 start-ups in line with sales

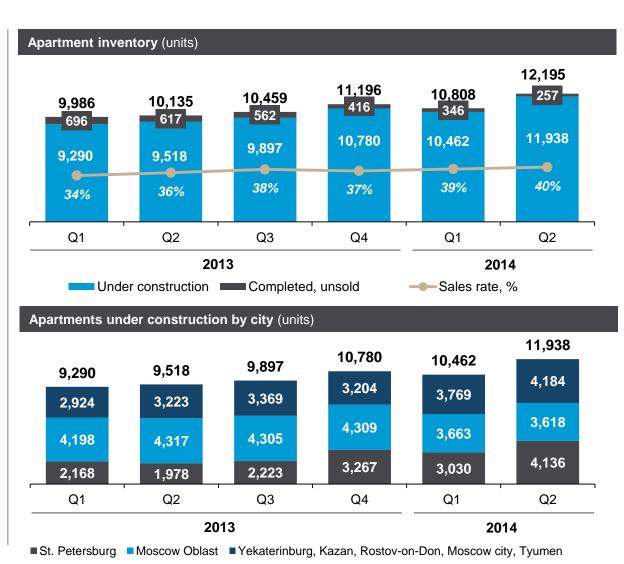


- Sales have decreased after the strong Q1/2014
- Two bundle deals totalling 130 apartments with Norilsk Nickel
- Share of cash buyers decreased from Q1/2014
- In July, sales have slowed down from previous year's level



## Housing Russia: Solid sales portfolio

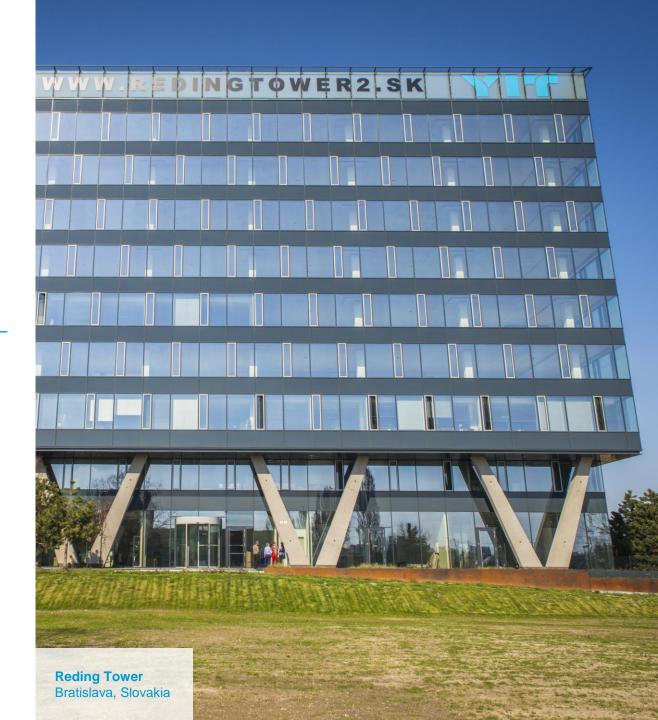
- Sales rate of apartments under construction continued to increase
- Completions on a very low level (199 units), expected to increase clearly towards the end of the year
- Completed unsold apartments on an exceptionally low level
- Portfolio geographically well balanced





# 3

Business
Premises
and
Infrastructure

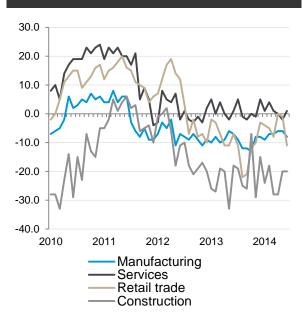


# **Business Premises and Infrastructure:** Operating environment in Q2/2014

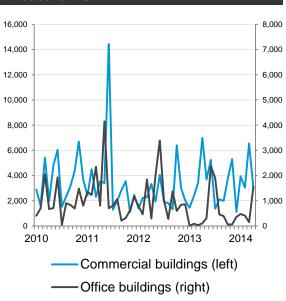
- Business premises market remained weak
- Infra market relatively stable, a pick-up in the M&A activity
- End-users cautious in the business premises market
- Investor interest on a good level in prime locations, but weak elsewhere

Positive macro outlook continues to support the business premises market in the Baltic countries and Slovakia

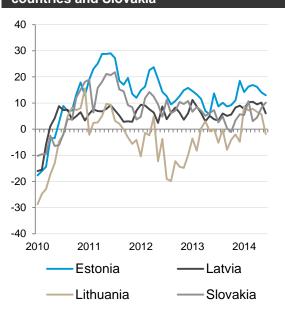
#### Confidence indicators in Finland



#### Granted building permits in Finland, thousand m3



#### Retail trade confidence in the Baltic countries and Slovakia

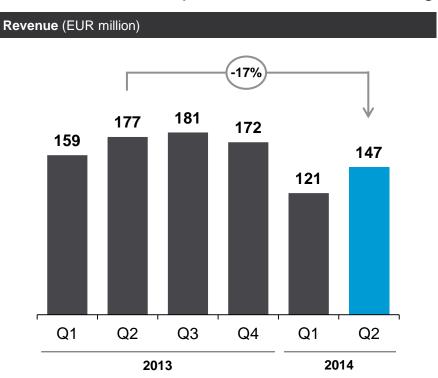


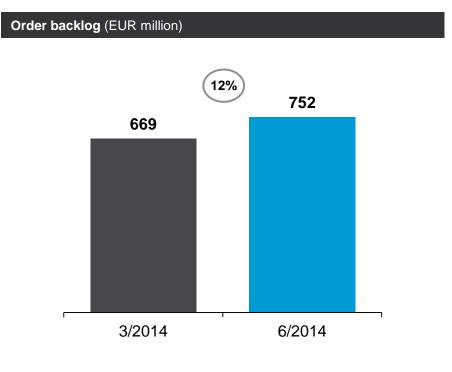
Sources: EK Confederation of Finnish Industries, Statistics Finland and European Commission



# **Business Premises and Infrastructure:** Volume still on a low level, order backlog increased

- Revenue negatively impacted by low volume in business premises in the Helsinki region
- Revenue increased from the low Q1/2014 level in infra services as construction continued after the winter break for example in E18 projects
- Positive development in the order backlog in several business units



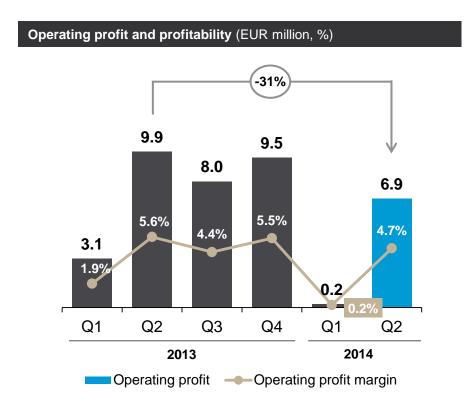


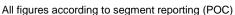
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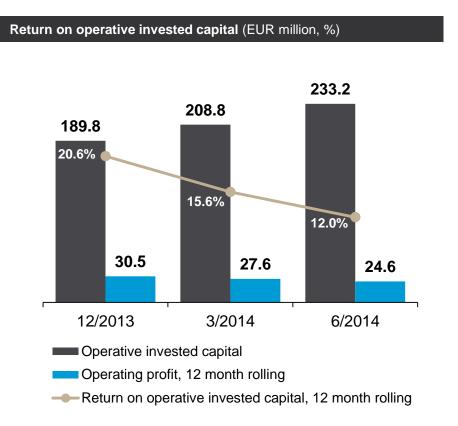


# Business Premises and Infrastructure: Profitability recovered from Q1/2014

- The segment's low volume had a negative impact on profitability
- Operative invested capital increased due to progress in production of ongoing business premises projects









## Business Premises: Focus on sales of ongoing projects

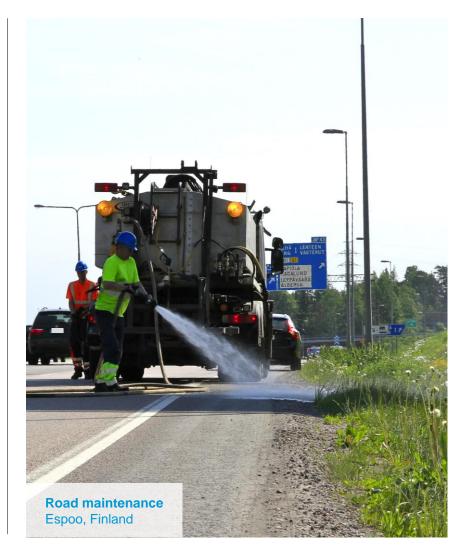
- Strong efforts in the sales of self-developed projects, more results expected in autumn
  - Sale of Bisnespaja Avia in April
  - Negotiations of other major business premises projects proceeded, but terms and conditions tough
- Construction of BW Tower, in connection with the new Lahti bus and freight terminal, was started
- The Tripla-project proceeded as planned
  - Zoning has progressed ahead of schedule
- Projects in the Baltic countries and CEE are progressing well
  - The Prisma retail store was opened in Vilnius, Lithuania
  - Success in contracting new deals signed
  - Good progress in leasing of Grand office, Vilnius, sales expected in autumn





## Infrastructure projects progressing well, new orders ensured

- Service contracts for road maintenance won in Espoo, Salo, Kuhmo and Mikkeli. Total value of the contracts is approx. EUR 68 million
- Alliance agreement to build a bus and freight terminal in Lahti signed, total value for YIT is approx. EUR 15 million
- Works continued in E18 projects after winter break



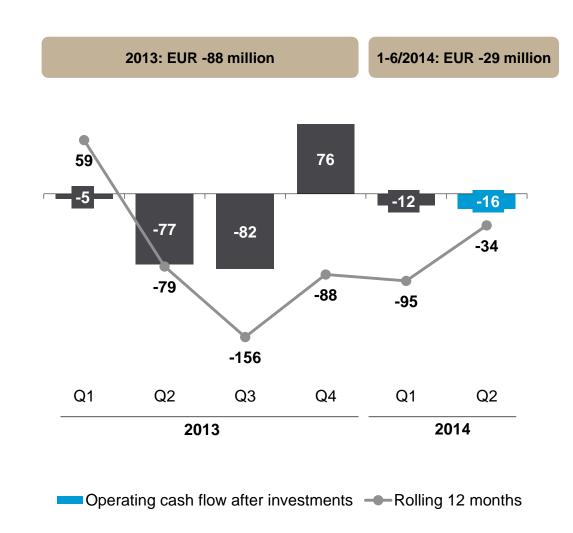


Financial position and key ratios



#### Cash flow after investments and dividends targeted to be positive in 2014

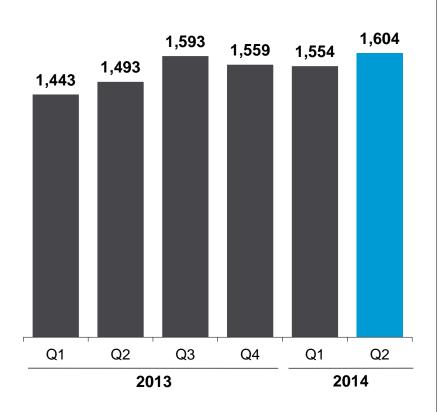
- Cash flow still negative in Q2
- Cash flow of plot investments EUR 32.4 million in Q2 (Q2/2013: EUR 51.4 million)
  - Mostly previous commitments
- Cash flow of financial items EUR 13.6 million in Q2
- Dividend of EUR 47.7 million paid in H1





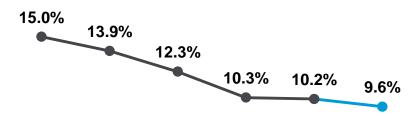
## Invested capital increased slightly from the end of March due to the strengthening of the ruble

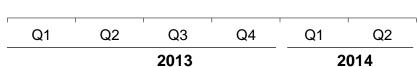
Invested capital (EUR million)



Return on investment (%), rolling 12 months

Strategic target: Return on investment 20%

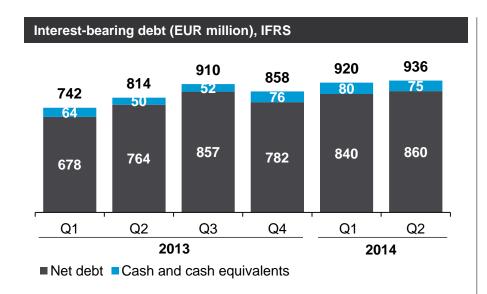


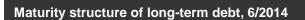


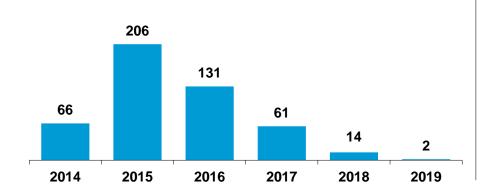
All figures according to segment reporting (POC)



#### Net debt increased slightly



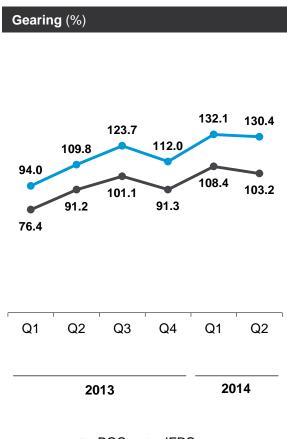


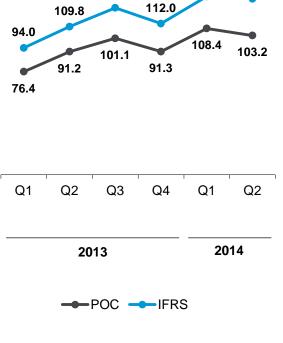


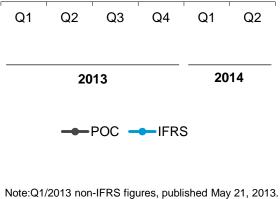
- Net debt (IFRS) increased slightly due to growth in capital tied into production
- Strong liquidity buffer as back-up for operational activities
  - Undrawn committed credit facilities EUR 330 million
  - Overdraft facilities EUR 65 million

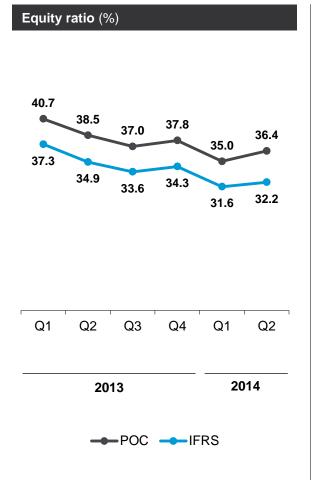


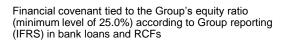
## Net debt/EBITDA (IFRS) rose due to very low residential completions in Russia

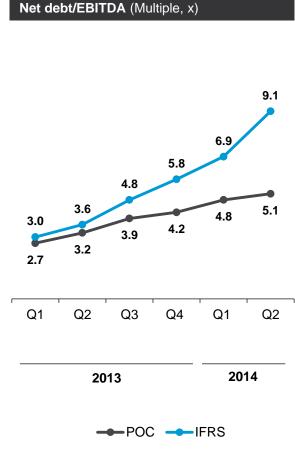








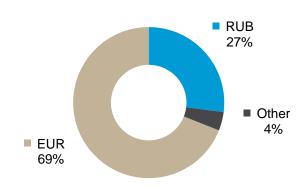






#### Weakening of the ruble weighed on the Q2/2014 results

#### Revenue split 2013



Impact of changes in foreign exchange rates (EUR million)			
	Q1/2014	Q2/2014	
Revenue, POC	-21.8*	-19.2*	
EBIT, POC	-2.9*	-2.5*	
Order backlog, POC	-81.6**	60.0**	
Equity, IFRS (translation difference)	-29.9**	20.8**	

<sup>\*</sup> Compared to the corresponding period in 2013

The Russian ruble was 18% weaker compared to the comparison period in H1/2014

#### **Principles of managing currency risks**

- Sales and costs typically in same currency, all foreign currency items hedged → no transaction impact
- Currency positions affecting the income statement are hedged
  - Loans to subsidiaries in local currency (excluding equity-like investments in Russia), EUR 151.3 million in 6/2014 to Russian subsidiaries
- Equity and equity-like investments in Russia not hedged
  - Considered to be of permanent nature
  - FX changes recognized as translation difference in equity
  - Total exposure: EUR 400.4 million in 6/2014



<sup>\*\*</sup> Compared to the end of previous quarter

#### Modest progress in capital release

- More results expected in H2/2014
- The Ukrainian crisis has increased cautiousness of Western players in Russia which has slowed down the sales of slow-moving assets

Target for capital release	Actions in Q2/2014	Cumulative progress since 9/2013
Reducing the inventory of unsold completed apartments in Finland >EUR 50 million	Active sales to investors covering a wide variety of apartments	No net progress in reducing the number of apartments so far due to high completions
Selling own-developed business premises projects (currently under construction) EUR 80 million	Sale of Bisnespaja Avia	Sales value of approx. EUR 40 million* (not fully visible in revenue and cash flow yet)
Slow-moving assets >EUR 150 million	Several smaller deals in Russia, the Baltic countries and CEE	EUR 24 million sold or agreed (not fully visible in revenue and cash flow yet)
New off-balance sheet partnership models in plot acquisitions >EUR 100 million	<ul> <li>Sale of plots to two residential property funds administered by the Hypo Group worth approx. EUR 25 million</li> <li>Further approx. EUR 25 million deal agreed to be executed in autumn 2014</li> </ul>	The value of plots financed by external partner EUR 34 million

<sup>\*</sup>In addition approx. EUR 30 million worth Phase 2 of office properties of Tikkurila Commercial Centre Dixi sold to Etera Mutual Pension Insurance Company



# 5

# Outlook and guidance



## Market outlook 2014, Housing

#### **Finland**

- Housing start-ups expected to decrease. Forecasted start-ups 26,500 units in Finland in 2014 (RT Confederation of Finnish Construction Industries, June 2014) while the estimated long-term annual need is 24,000-29,000 units (VTT Technical Research Centre of Finland, January 2012)
- YIT expects housing prices to remain stable on average, polarization continues
- Macro uncertainties and below-average consumer confidence continue to impact the residential market
- Mortgage interest rates are expected to remain low

#### The Baltic countries, the Czech Republic and Slovakia

- Housing construction volumes expected to increase in the Baltic countries (Forecon, June 2014)
- Housing start-ups expected to decrease slightly in the Czech Republic and increase slightly in Slovakia (Euroconstruct, June 2014)
- YIT expects housing prices to increase slightly

#### Russia

- Housing construction is estimated stay on a par with the previous year (Forecon, June 2014)
- YIT expects housing prices to be stable and mortgage rates to increase in H2/2014
- Weakened macro outlook might impact the residential market
- Prolongation and escalation of the Ukrainian crisis would probably have a negative effect on YIT's business operations

Housing starts\*



Housing prices



Mortgage interest rates



Consumer confidence



\*Source: RT Confederation of Finnish Construction Industries, June 2014

Housing construction volumes The Baltic countries



Housing starts\*\*,



The Czech Republic and Slovakia



Housing prices



\*\*Sources: Forecon and Euroconstruct, June 2014

Housing construction volumes\*



Housing prices



Mortgage interest rates



Consumer confidence



\*\*\*Source: Forecon, June 2014



#### Market outlook 2014, Business Premises and Infrastructure

#### **Business premises in Finland**

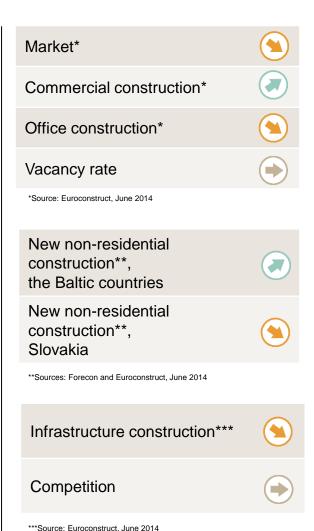
- Demand for business premises expected to remain weak as the market reacts to improvements in the economy with a lag
  - Commercial construction is expected to increase by 17% and office construction to decrease by 13% (Euroconstruct, June 2014)
- Demand for good projects in prime locations expected to be good

#### Business premises in the Baltic countries and Slovakia

- New non-residential construction is expected to grow by 9% in the Baltic countries (Forecon, June 2014)
- New non-residential construction is expected to decrease by 8% in Slovakia (Euroconstruct, June 2014)

#### Infrastructure in Finland

- Infrastructure construction forecasted to decrease slightly (Euroconstruct, June 2014)
- Competition for smaller contracts expected to remain tough
- The government expected to initiate further investment into the rail network in the capital region (west metro extension)







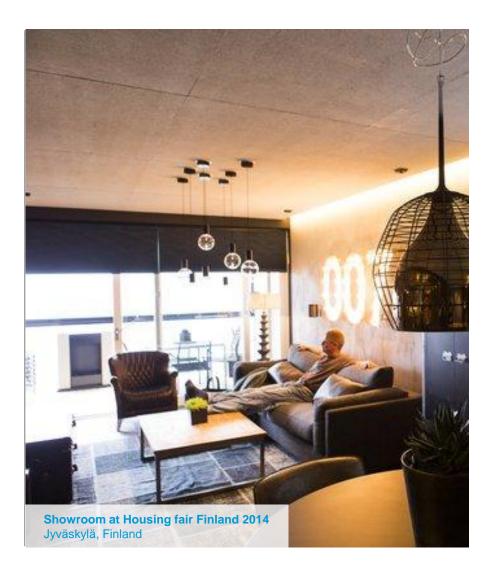
# Guidance for 2014 specified

The Group revenue based on segment reporting is estimated to grow by **0–5%** (previously 0–10%) at comparable exchange rates.

The operating profit margin based on segment reporting is estimated to be in the range of 7.5-8.0% (previously 7.5-8.5%) excluding nonrecurring items.

Continuing uncertainty over the general macroeconomic development impacts YIT's business operations and customers.

Prolongation and escalation of the Ukrainian crisis would probably have a negative effect on YIT's business operations.





### More information

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## YIT's Capital Markets Day

September 25, 2014 in Helsinki





# 6

# **Appendices**

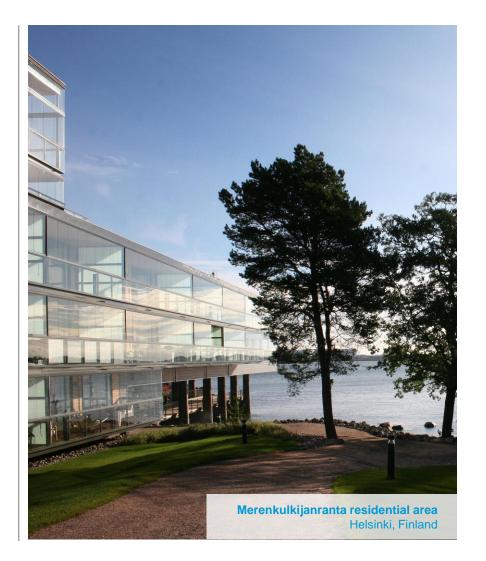


# **Appendices**

- I. Key figures and additional information about financial position
- II. Ownership
- III. General economic indicators
- IV. Housing indicators: Finland, the Baltic countries and Central Eastern Europe, Russia
- V. Business premises indicators: Finland, the Baltic countries and Slovakia

Infrastructure construction: Finland

VI. Industrial indicators: Finland





Key figures and additional information about financial position

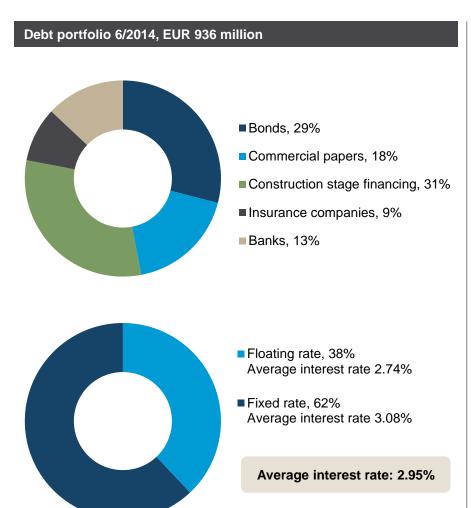
# Key figures

EUR million	4-6/2014	4-6/2013	Change	1-6/2014	1-6/2013	Change
Revenue	451.4	430.9	5%	854.5	882.9	-3%
Operating profit	34.7	38.3	-9%	61.5	74.2	-17%
Operating profit margin	7.7%	8.9%		7.2%	8.4%	
Operating profit, excluding non-recurring items	34.7	38.3	-9%	61.5	74.2	-17%
Operating profit margin, excluding non-recurring items	7.7%	8.9%		7.2%	8.4%	
Order backlog	2,923.9	2,810.8	4%	2,923.9	2,810.8	4%
Profit before taxes	25.7	29.8	-14%	43.9	60.4	-27%
Profit for the review period*	20.0	23.0	-13%	34.2	46.4	-26%
Earnings per share, EUR	0.16	0.18	-11%	0.27	0.37	-27%
Operating cash flow after investments	-16.4	-76.9		-28.7	-82.2	
Return on investment, last 12 months	9.6%	13.9%		9.6%	13.9%	
Equity ratio	36.4%	38.5%		36.4%	38.5%	
Personnel at the end of the period	6,358	6,904	-8%	6,358	6,904	-8%

<sup>\*</sup> Attributable to equity holders of the parent company

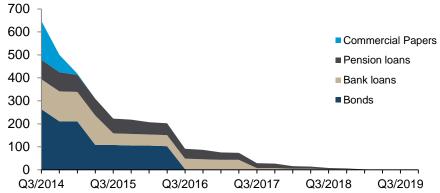


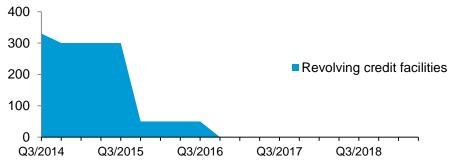
# Balanced debt portfolio



#### **Maturity structure**

Maturity profile (excluding construction stage financing) (EUR million), 6/2014							
2014	2015	2016	2017	2018	2019		
228.6	211.4	131.4	60.5	14.0	1.8		







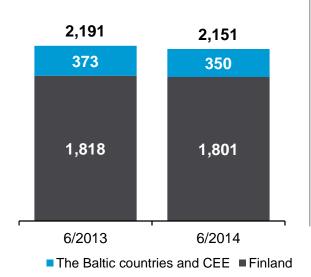
# Capital invested in plot reserves

#### Housing Finland, the Baltic countries and CEE

6/2013: EUR 267.5 million Finland: 73.9% The Baltic countries 6/2014: EUR 249.9 million Finland: 70.1% The Baltic countries and CEE: 29.9%

Building rights, thousand sq. m.

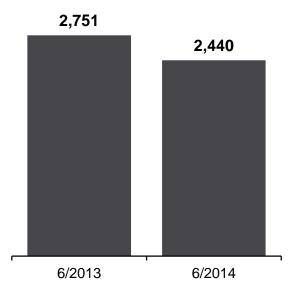
and CEE: 26.1%



#### Housing Russia\*

6/2013: 6/2014: EUR 297.1 million EUR 286.1 million

Building rights, thousand sq. m.

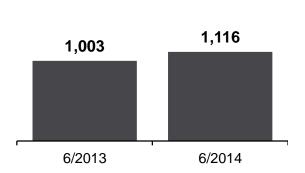


\*Includes Gorelovo industrial park

#### **Business Premises and Infrastructure**

6/2013: 6/2014: EUR 95.5 million EUR 88.2 million

Building rights, thousand sq. m.







Ownership

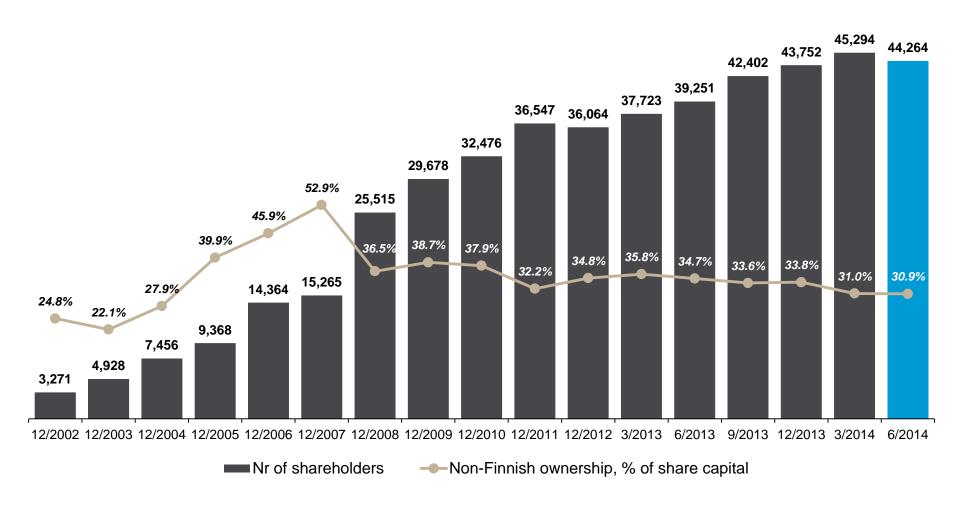
# YIT's major shareholders

June 30, 2014		
Shareholder	Shares	% of share capital
1. Structor S.A.	12,750,000	10.02
2. Varma Mutual Pension Insurance Company	8,432,100	6.63
3. Herlin Antti	4,274,180	3.36
4. Mandatum Life Insurance Company Limited	4,171,675	3.28
5. Elo Mutual Pension Insurance Company	3,335,468	2.62
6. OP funds	2,546,361	2.00
7. Nordea funds	1,888,028	1.48
8. Svenska Litteratursällskapet i Finland r.f.	1,680,400	1.32
9. YIT Corporation	1,637,346	1.29
10. The State Pension Fund	1,635,000	1.29
Ten largest total	42,350,558	33.29
Nominee registered shares	25,113,332	19.74
Other shareholders	59,759,532	46.97
Total	127,223,422	100.00

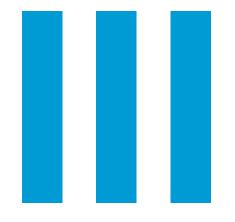


# More than 44,000 shareholders

Number of shareholders and share of non-Finnish ownership, June 30, 2014

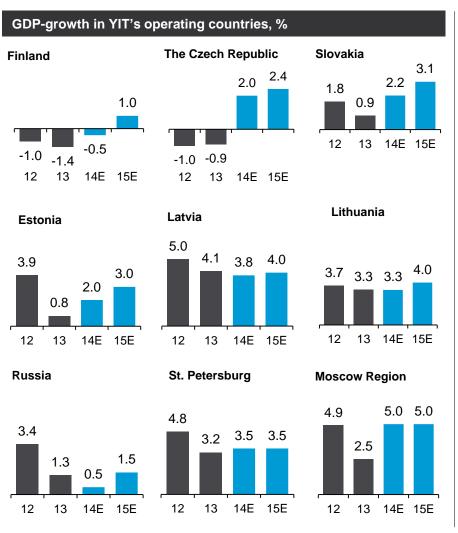


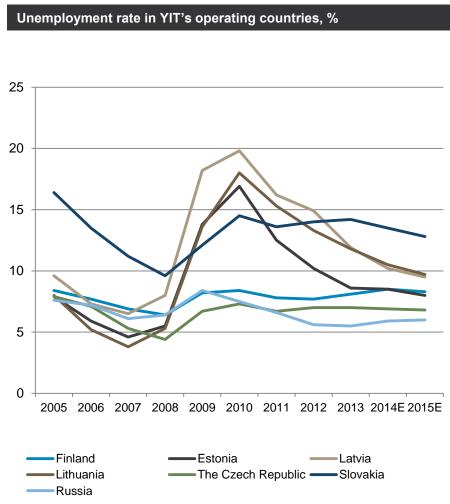




General economic indicators

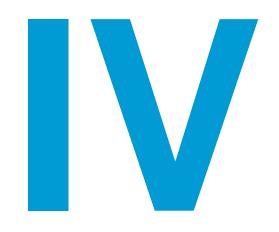
## Strongest growth expected in the Baltic countries





Sources: GDP-growth: World Bank, June 2014, Finland: Nordea, June 2014, St. Petersburg and Moscow Region: Forecon, June 2014, Unemployment: Euroconstruct and Forecon, June 2014

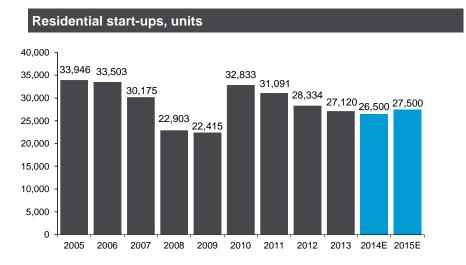


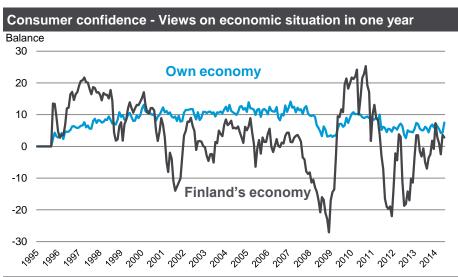


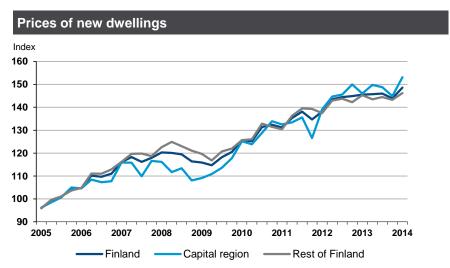
## **Housing indicators**

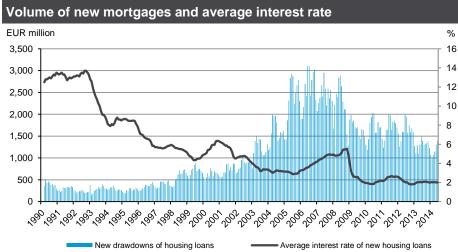
Finland
The Baltic countries
Central Eastern Europe (CEE)
Russia

# Finland – Housing start-ups expected to decrease in 2014





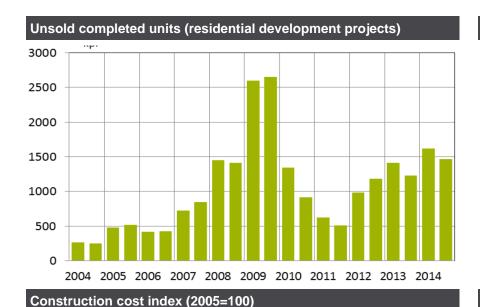




Sources: Residential start-ups: 2005-2013 Statistics Finland, 2014E - 2015E RT Confederation of Finnish Construction Industries, June 2014, Consumer confidence: Statistics Finland June 27, 2014 House prices: Statistics Finland April 28, 2014, Loans and Interest rates: Bank of Finland June 30, 2014



# Housing indicators have weakened slightly in Finland



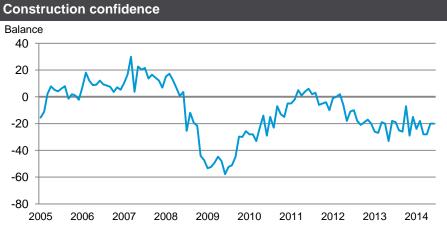
#### Building permits, start-ups and completions, million m3 **Building permits** Start-ups Completions

#### 

-Labour

- Materials

Other inputs

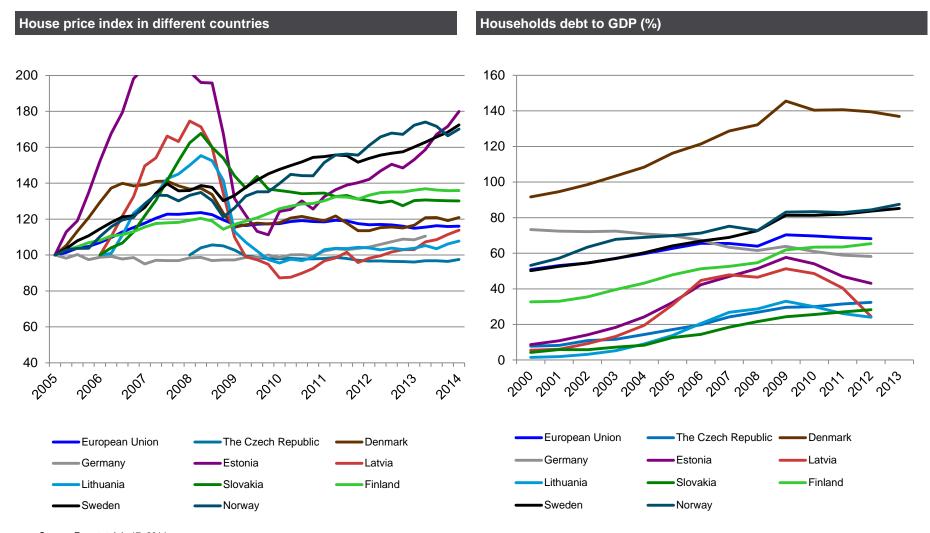


Sources: Confederation of Finnish Construction Industries RT, June 2014, Construction confidence: Confederation of Finnish Industries EK, June 2014, Construction cost index: Statistics Finland July 15, 2014

2012 2013

2014e 2015e

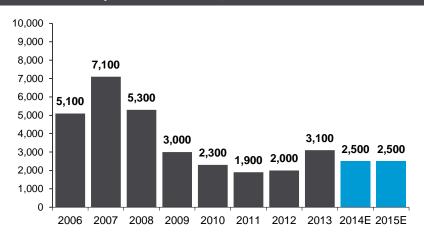
# Household debt relatively low in Finland



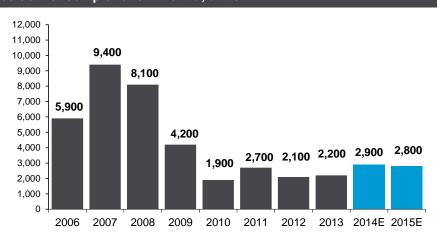


# The Baltic countries – Growth is expected in residential construction

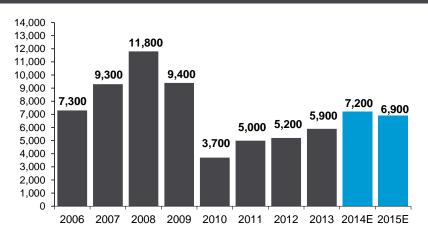
#### Residential completions in Estonia, units



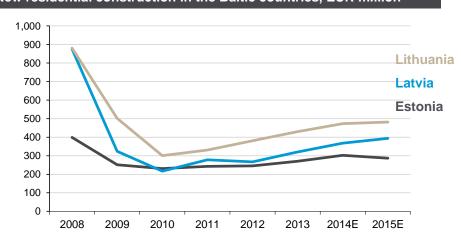
#### Residential completions in Latvia, units



#### Residential completions in Lithuania, units



#### New residential construction in the Baltic countries, EUR million

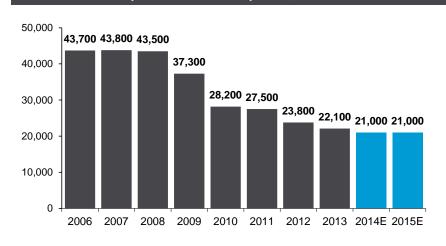




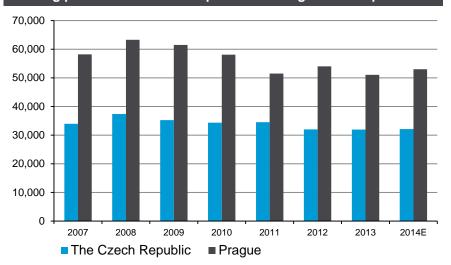


# The Czech Republic and Slovakia – Start-ups forecasted to remain relatively low

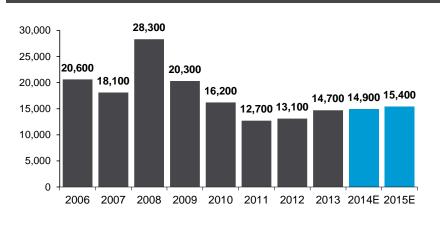
#### Residential start-ups in the Czech Republic, units



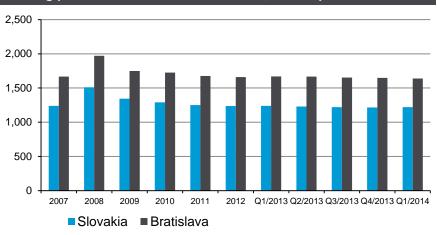
#### Housing prices in the Czech Republic and Prague CZK/ sq. m.



#### Residential start-ups in Slovakia, units



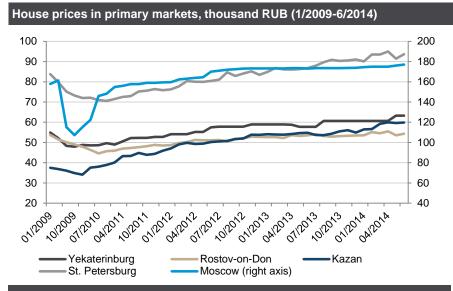
#### Housing prices in Slovakia and Bratislava, EUR/ sq. m.

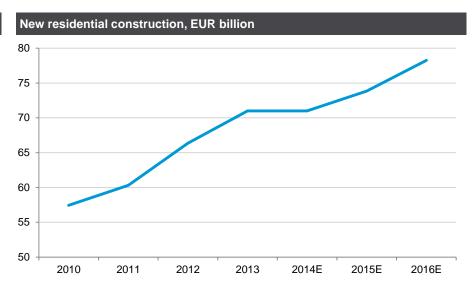


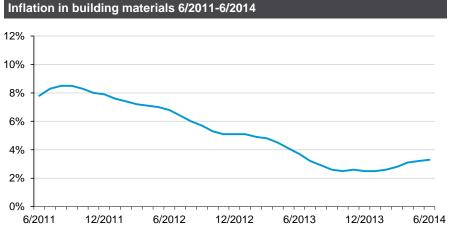
Sources: Residential start-ups: Euroconstruct June 2014, Other data: The Czech Republic: JLL 2013, Slovakia: National Bank of Slovakia, June 2014

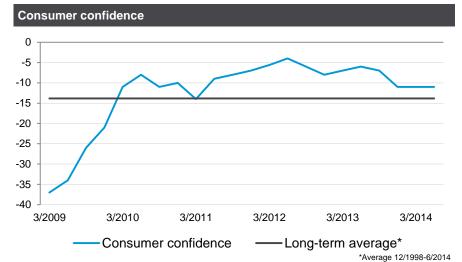


# Russia – Housing indicators support demand









Sources: House prices: YIT, New residential construction volume: Forecon, June 2014, Inflation in building materials: PMR Construction review, Consumer confidence: Reuters YIT | 56 | Interim Report January – June 2014





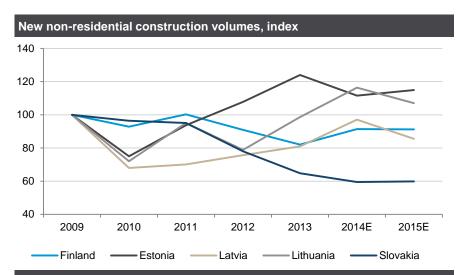
# **Business Premises**

Finland
The Baltic countries
Slovakia

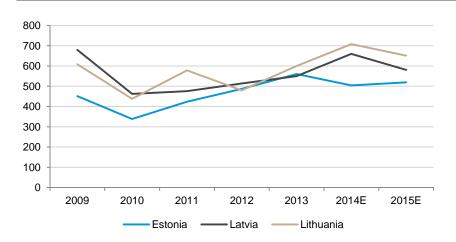
## Infrastructure

**Finland** 

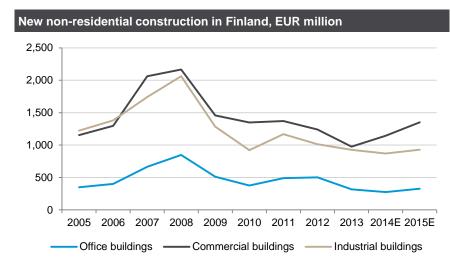
# Non-residential construction forecasted to pick up slightly



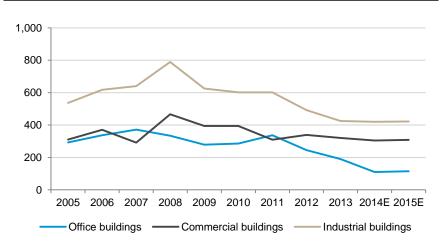
#### New non-residential construction in The Baltic countries, EUR million



Sources: Euroconstruct and Forecon, June 2014

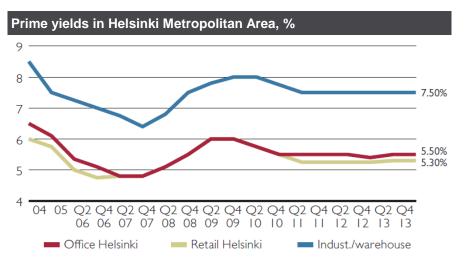


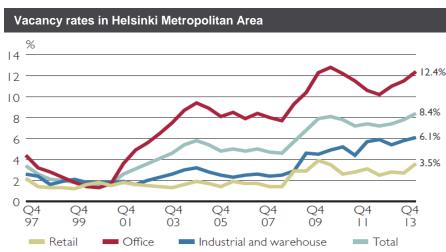
#### New non-residential construction in Slovakia, EUR million

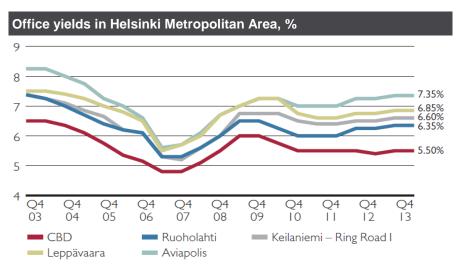


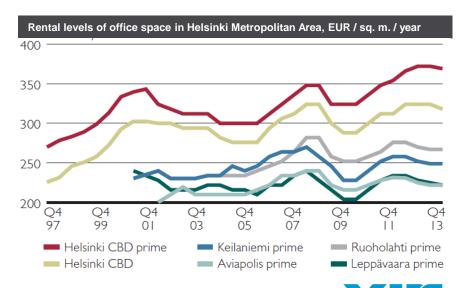


# Finland – Yields have increased slightly



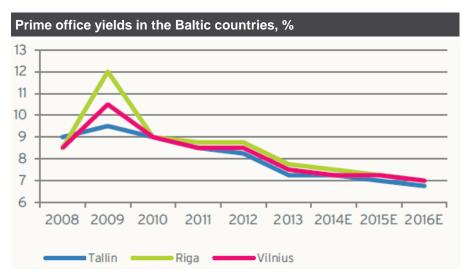


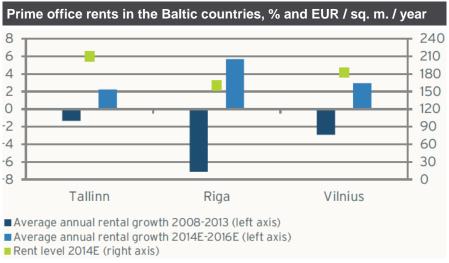


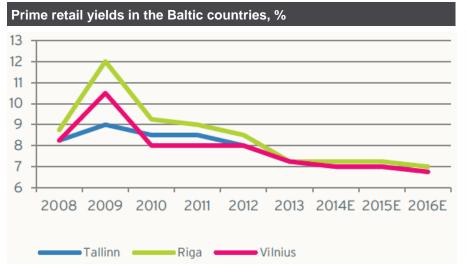


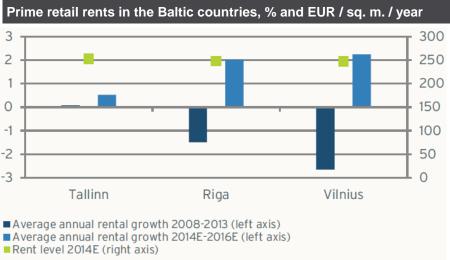
Sources: Catella Property Market Trends Finland, February 2014, Newsec Property Outlook, March 2014 YIT | 59 | Interim Report January – June 2014

# The Baltic countries – Yields are expected to decrease







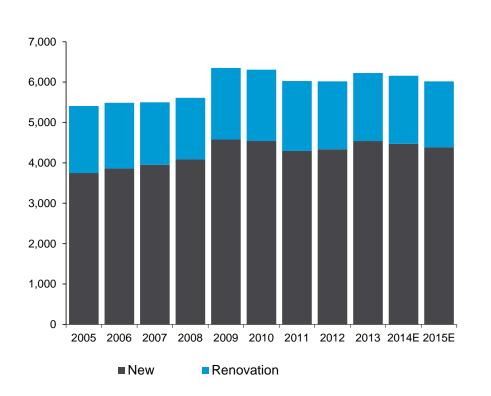


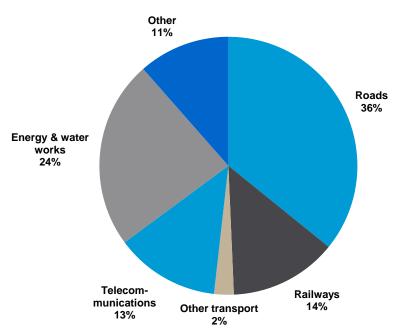


# Infrastructure construction – Market expected to decrease slightly in 2014

#### Infrastructure market in Finland, EUR million

#### Infrastructure sectors in Finland (2013)





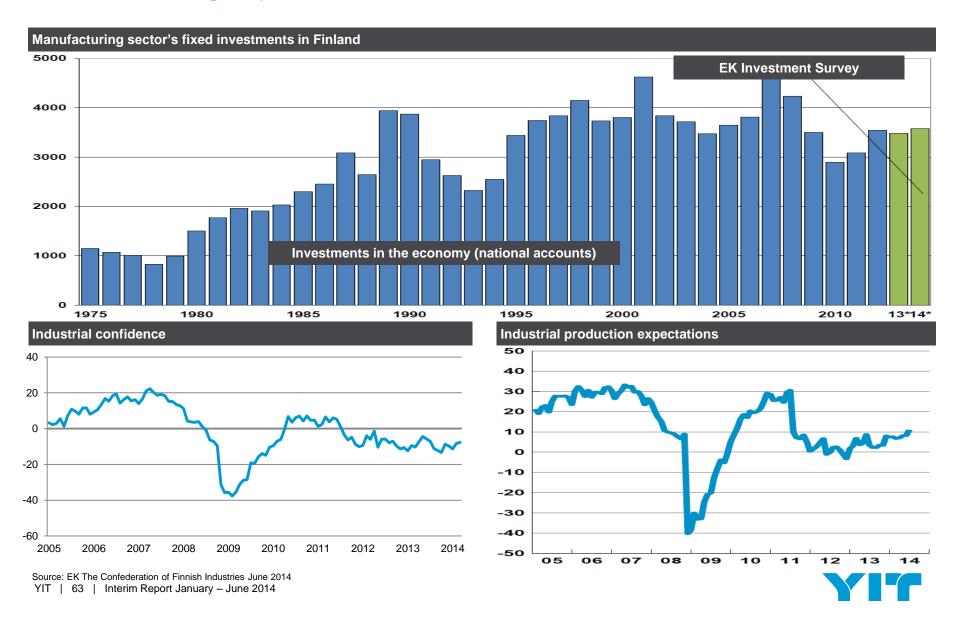
Source: Euroconstruct, June 2014





# Industrial indicators Finland

# Industrial investments are estimated to increase slightly in Finland



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