

# Q1



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



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Staadioni  
residential area  
Tallinn, Estonia

# 1

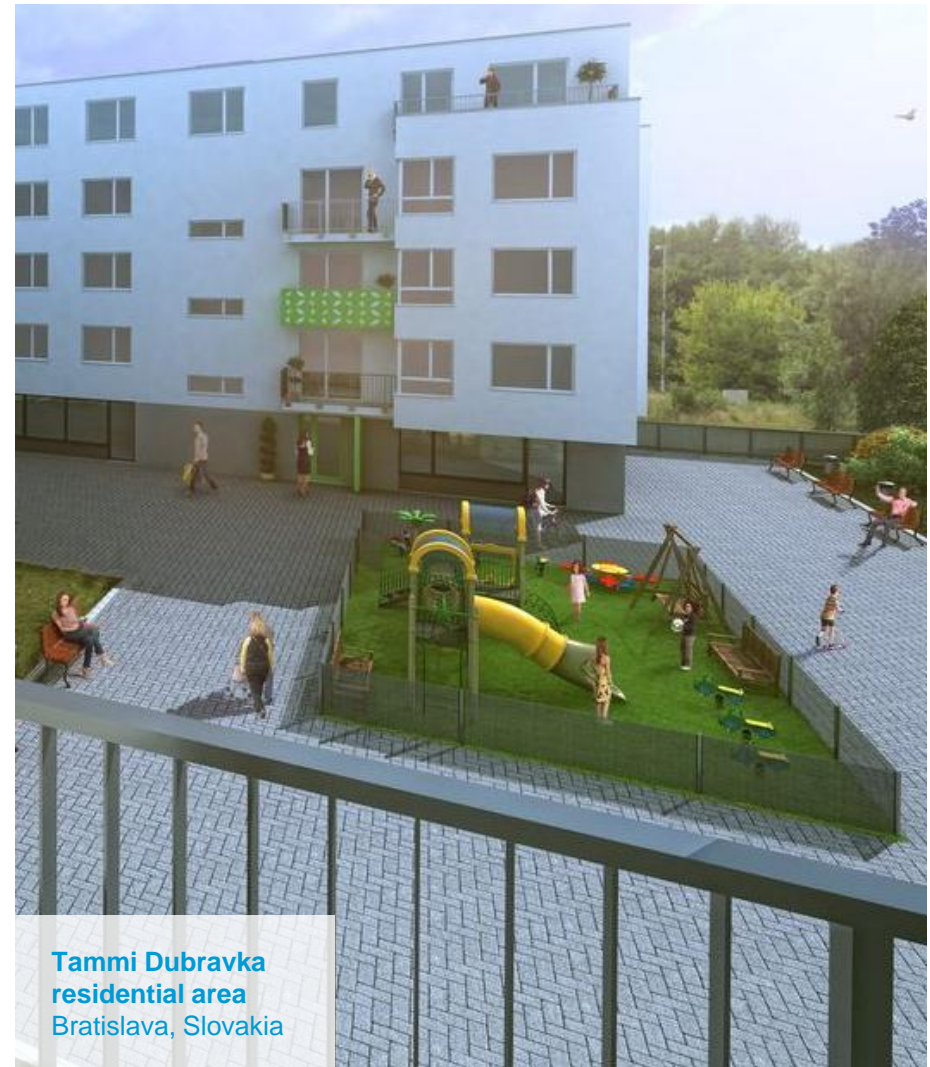
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Group  
development



# Q1 Highlights

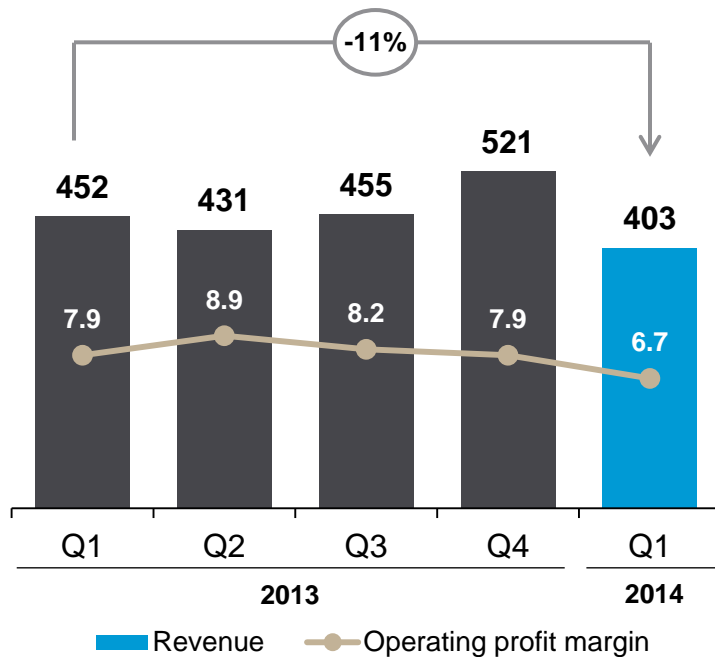
- Good result in Housing due to strong housing sales in Russia and the Baltic countries and Central Eastern Europe
- Start-ups on a neutral level
- Weak performance in Business Premises and Infrastructure -segment



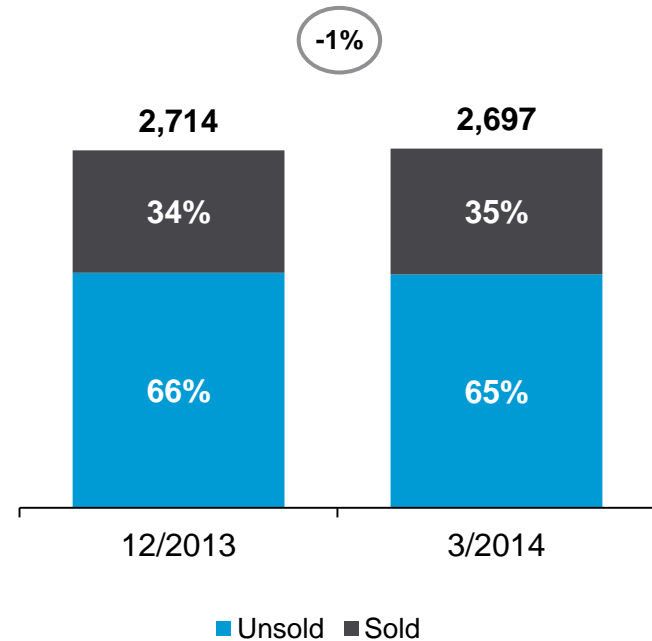
# Group revenue decreased, order backlog stable

- Revenue declined due to low volume in Business Premises and Infrastructure and weakening of the ruble
- Weak performance in Business Premises and Infrastructure burdened also profitability
- Comparison period was exceptionally strong in Finnish housing

Group revenue and profitability (EUR million, %)



Order backlog (EUR million)

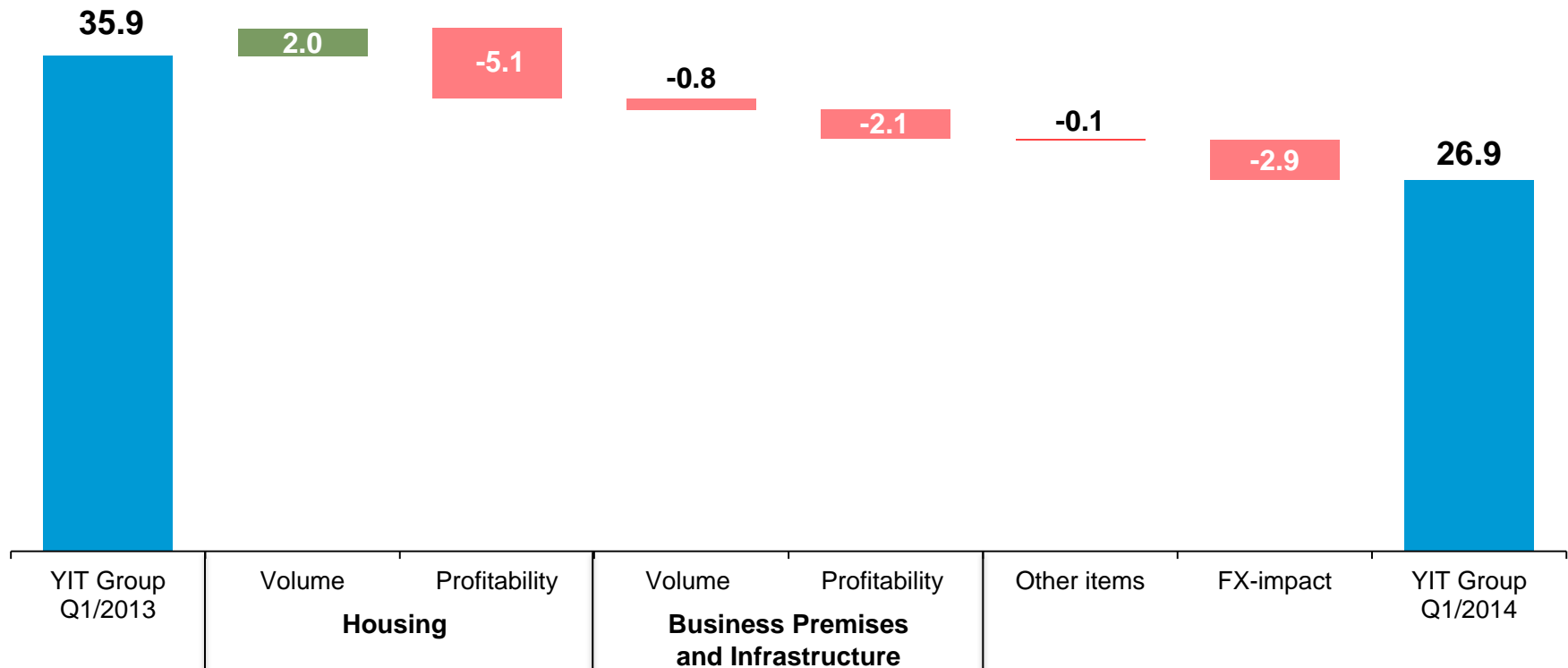


All figures according to segment reporting (POC)

# EBIT – bridge Q1/2013 – Q1/2014

- Volume grew especially in Russia and decreased in Finland
- FX-impact mainly from EUR/RUB depreciation of 20%

Change (EUR million), change Q1/2013 – Q1/2014: -25%



# 2

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## Housing

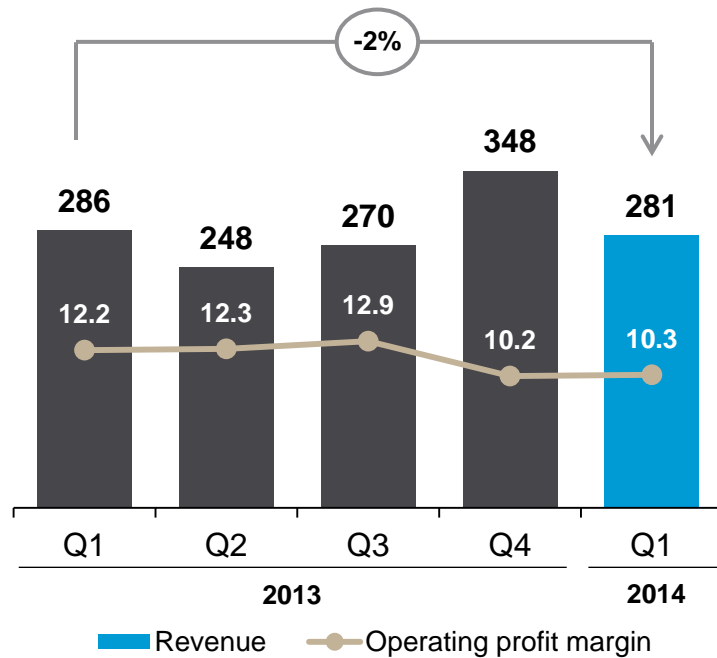


Tähystäjä  
Espoo, Finland

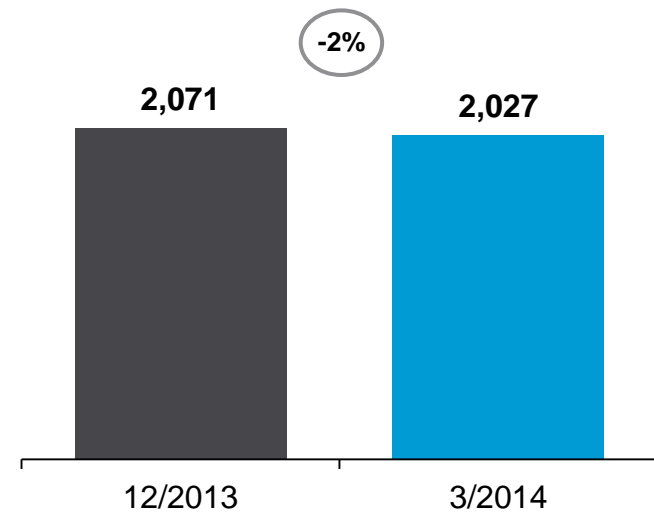
# Housing: Revenue and order backlog stable

- Revenue grew by 6% at comparable exchange rates
- Profitability decreased in both business areas

Revenue and profitability (EUR million, %)



Order backlog (EUR million)



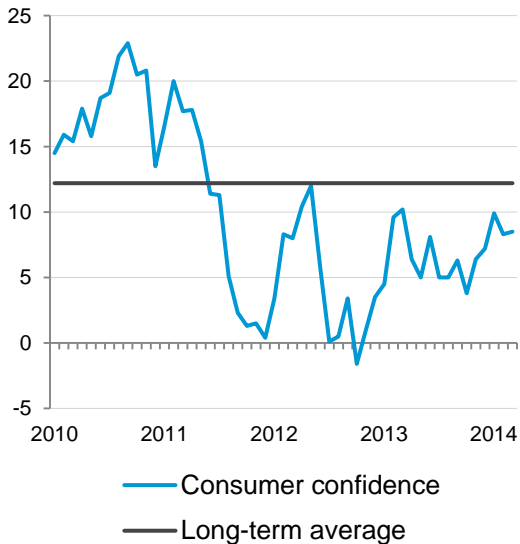
All figures according to segment reporting (POC)



# Housing: Operating environment in Q1/2014 in Finland

- Consumers continued to be cautious, but investors' activity stayed on a good level

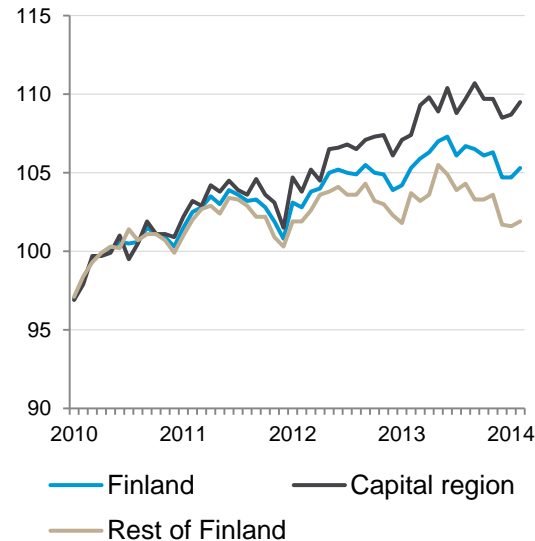
**Consumer confidence  
1/2010-3/2014**



Sources: Statistics Finland and Bank of Finland

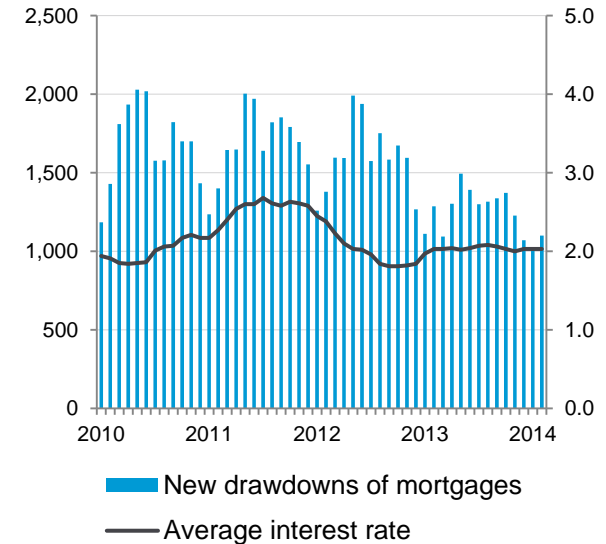
- Residential prices have remained relatively stable

**Prices of old apartments,  
Index (2010=100)**



- Interest rates of mortgages stayed on a low level and margins decreased slightly
- Consumers' access to financing has improved

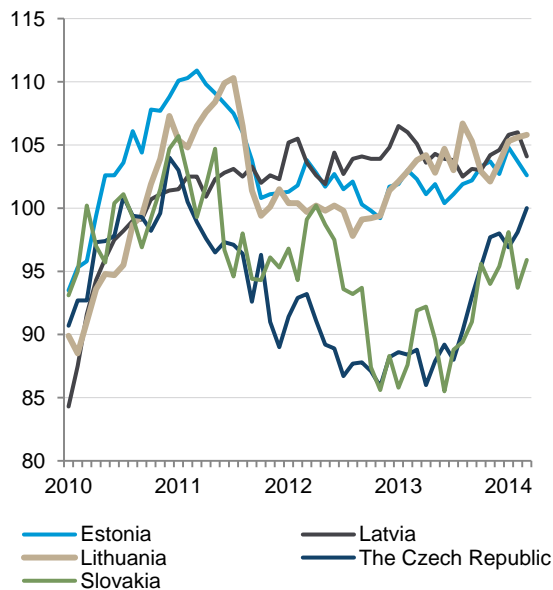
**New drawdowns of mortgages and  
average interest rate, (EUR million, %)**



# Housing: Operating environment in Q1/2014 in the Baltic countries and Central Eastern Europe (CEE)

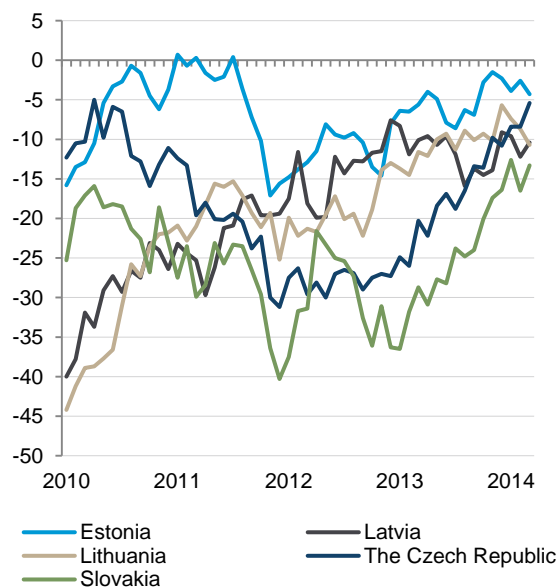
- Positive development in the macro economy has supported the residential market

**Economic sentiment**



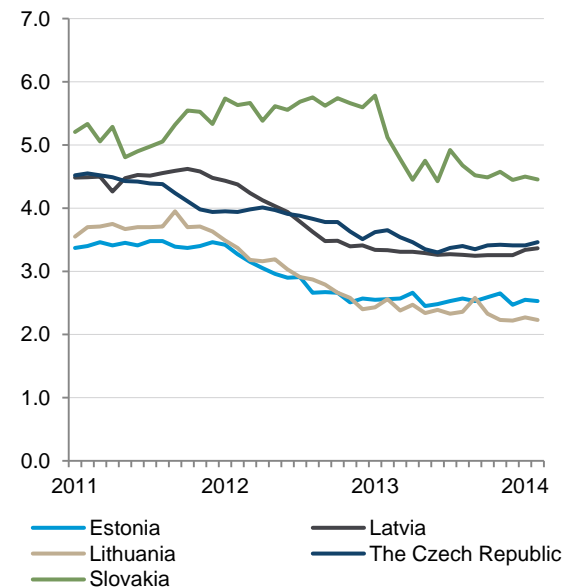
- Consumer confidence has strengthened and residential prices have increased slightly

**Consumer confidence**



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

**Average interest rate of mortgages (%)**

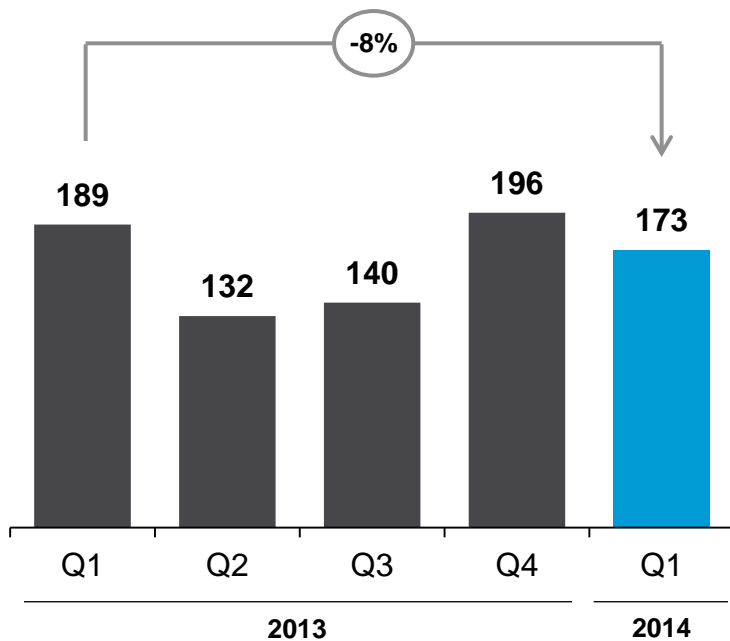


Sources: European Commission and National Central Banks

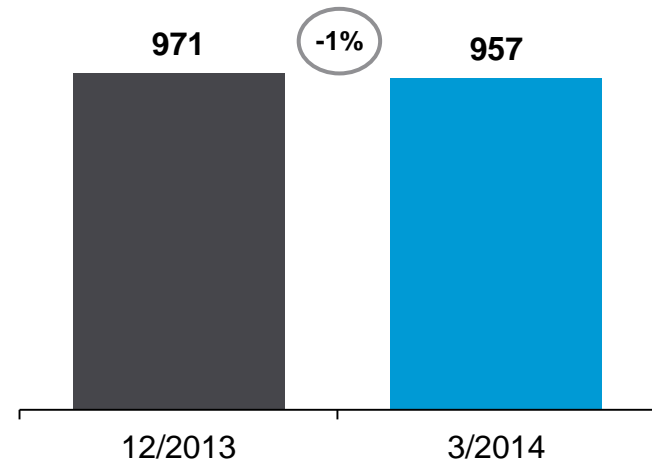
# Housing Finland, the Baltic countries and CEE: Revenue decreased

- Sales volumes grew strongly in the Baltic countries and CEE
- Comparison period exceptionally strong in Finland due to the change in transfer tax rate

Revenue (EUR million)



Order backlog (EUR million)

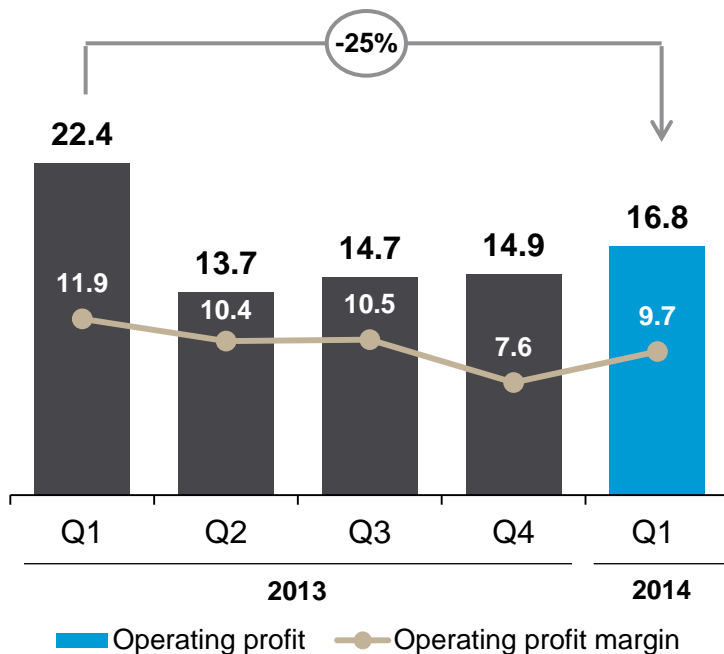


All figures according to segment reporting (POC)

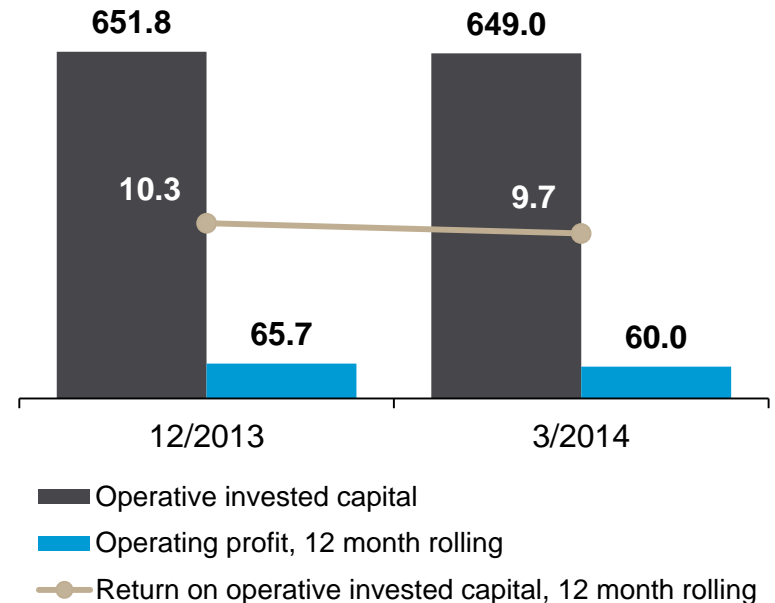
# Housing Finland, the Baltic countries and CEE: Positive trend continued in EBIT

- Change in sales mix impacted profitability
- Comparison period exceptionally strong due to high sales volumes in Finland
- ROI was burdened by operating profit in Finnish housing decreasing faster than invested capital

Operating profit and profitability (EUR million, %)

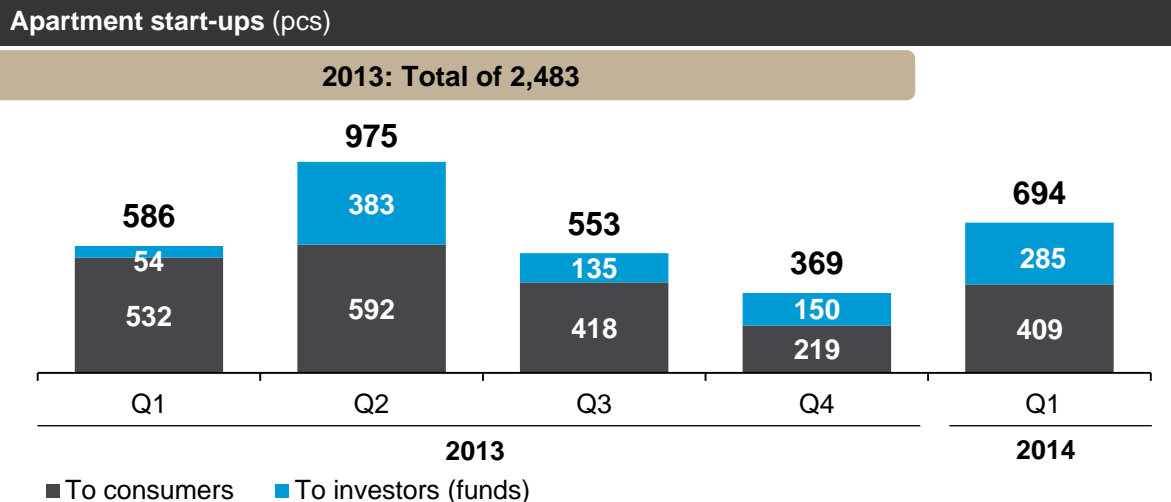
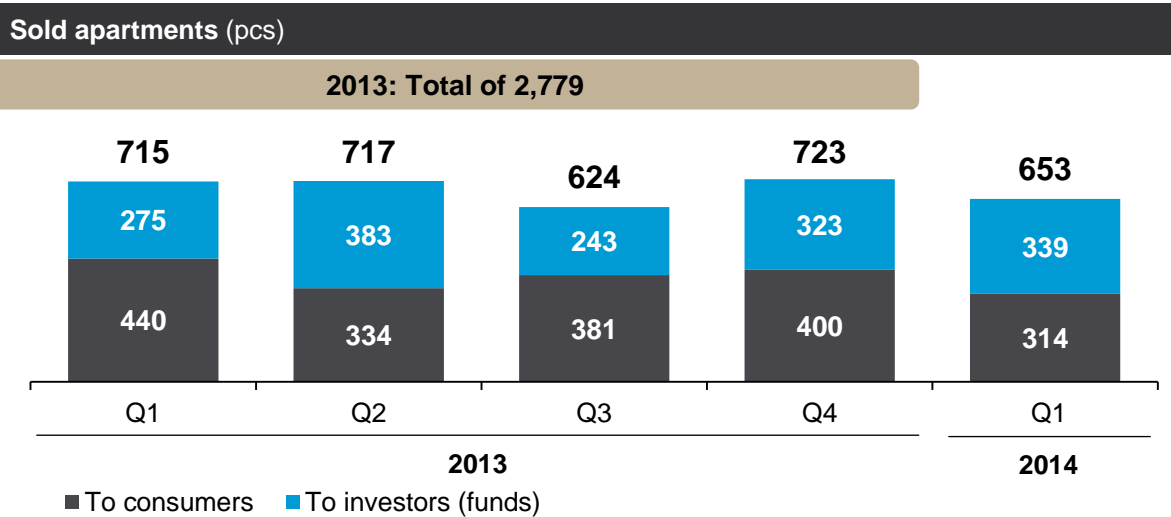


Return on operative invested capital (EUR million, %)



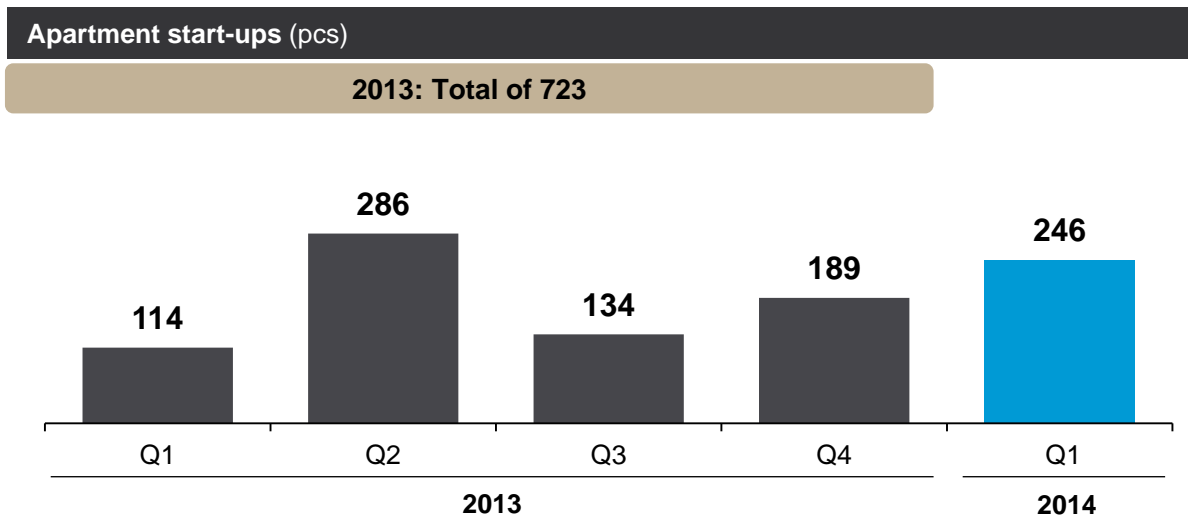
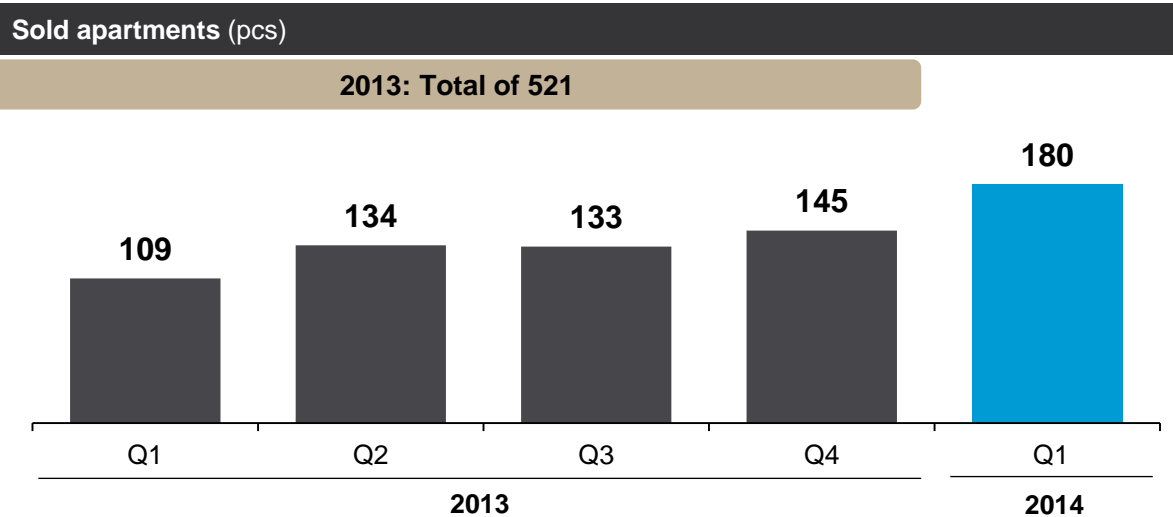
All figures according to segment reporting (POC)

# Housing: Sales volume satisfactory in Finland



- Good activity in investor sales
- Soft consumer demand
  - High monthly volatility
- Start-ups on a neutral level
  - Focus on small and reasonably priced apartments

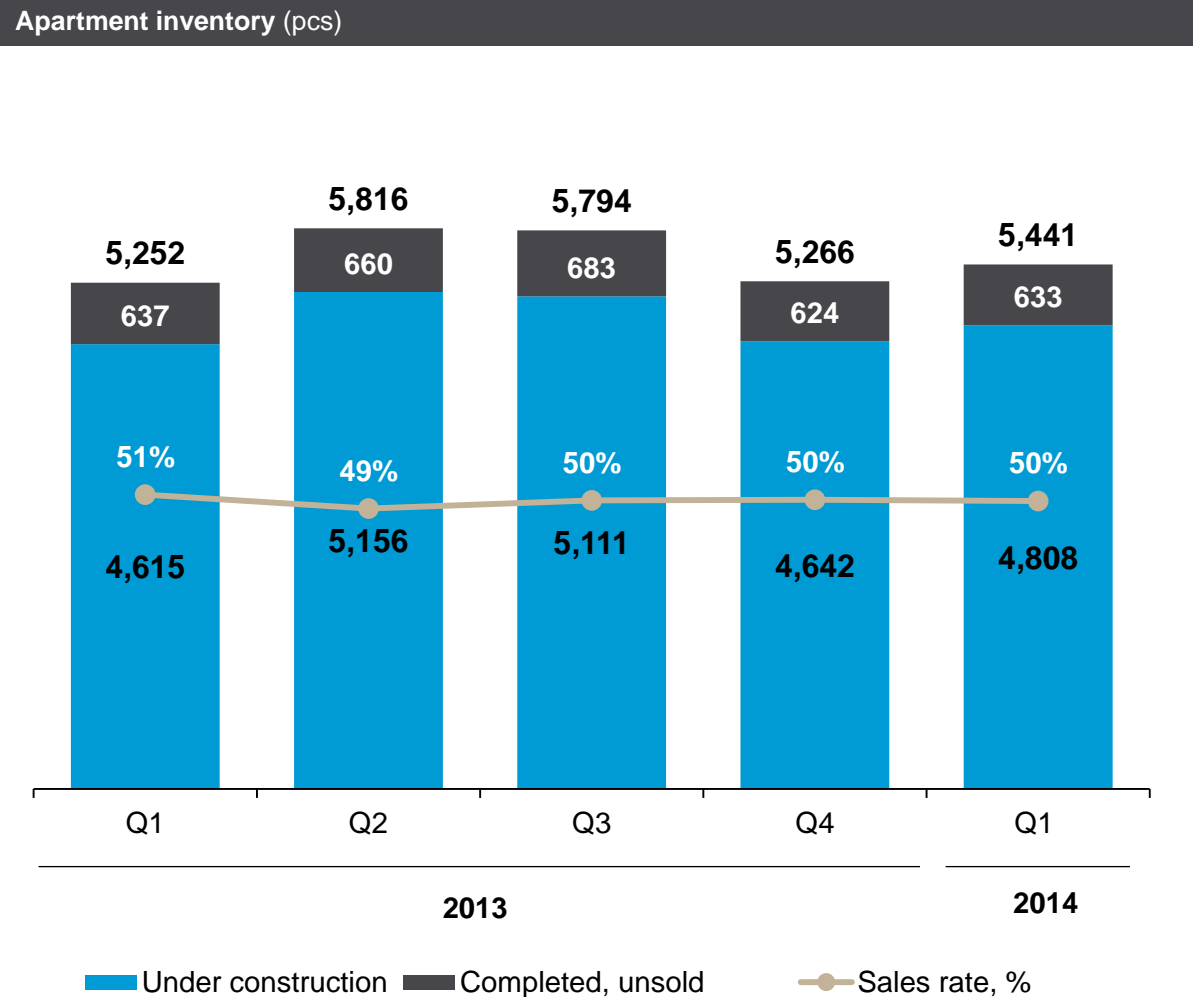
# Housing: Growing housing sales in the Baltic countries and CEE



- Housing sales grew strongly in Q1/2014
  - Highest quarterly volume after 2008
- Start-ups increased according to positive expectations on demand

# Housing Finland, the Baltic countries and CEE: Sales portfolio now better in line with current demand

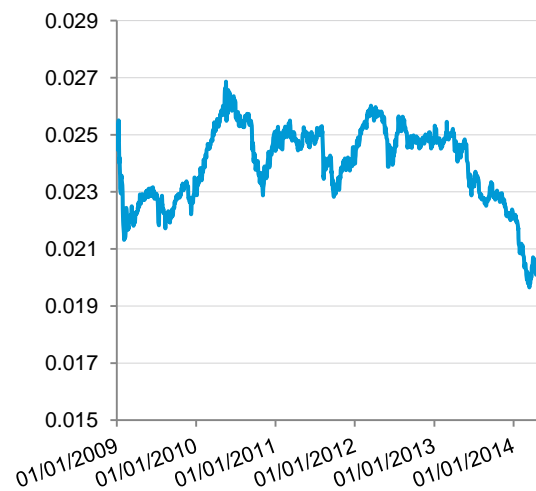
- The share of the Baltic countries and CEE of the sales portfolio increased to 33% (26% in 3/2013)
- Unsold completed apartments remained stable
- Share of sold apartments under construction has increased both in Finland and the Baltic countries and CEE



# Housing: Operating environment in Q1/2014 in Russia

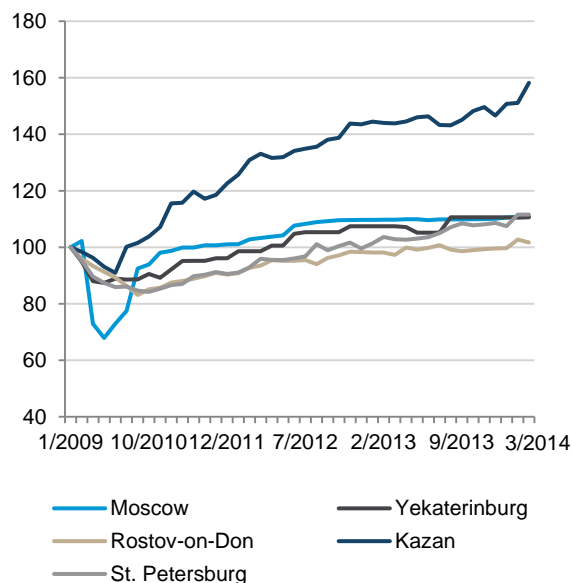
- Weakening of the ruble boosted housing sales

**RUB/EUR exchange rate**



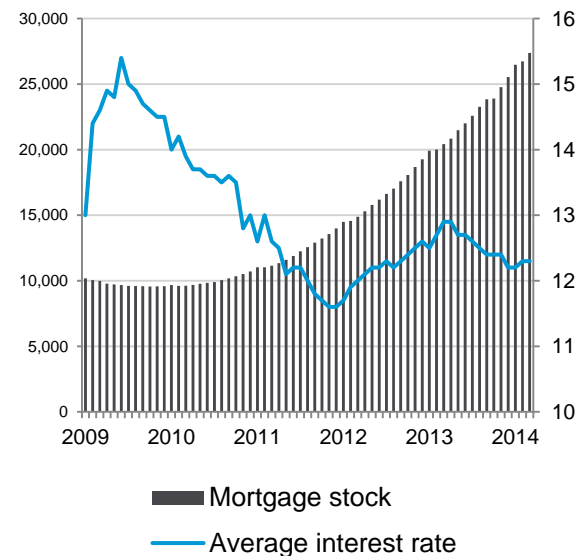
- Residential prices remained stable on average

**Prices of new apartments, Index (2009=100)**



- Mortgage interest rates have remained stable
- Consumers' access to financing has remained good

**Mortgage stock and average interest rate, (RUB billion, %)**



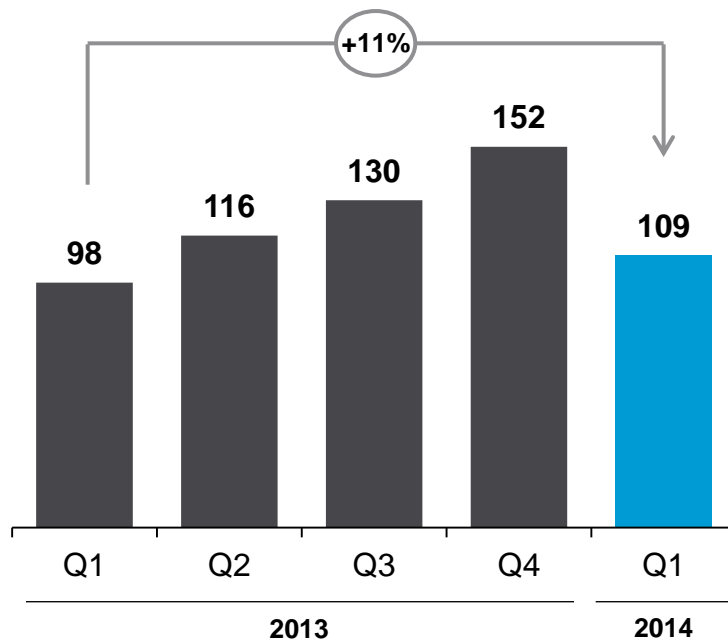
Sources: Reuters, YIT and Bank of Russia



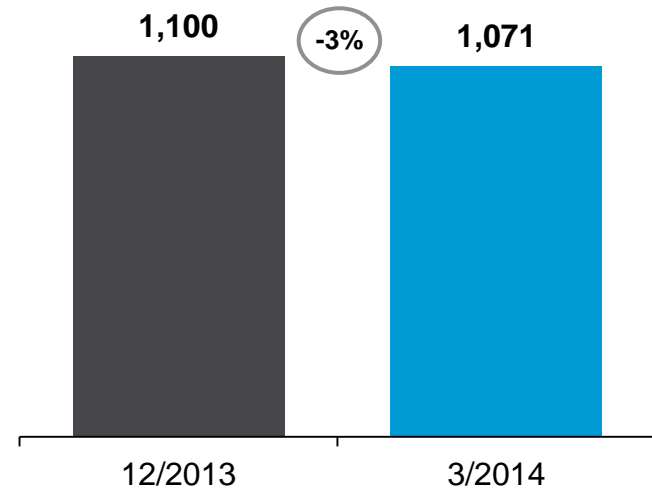
# Housing Russia: Revenue increased

- Strong growth in sales volume
- Increased share of sales in St. Petersburg with higher average prices
- Revenue grew by 33% y-o-y at comparable exchange rates

Revenue (EUR million)



Order backlog (EUR million)

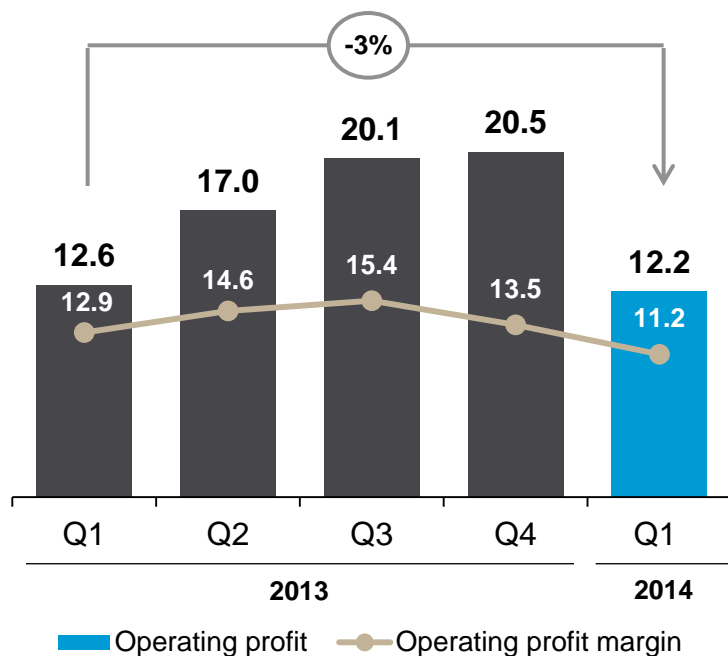


All figures according to segment reporting (POC)

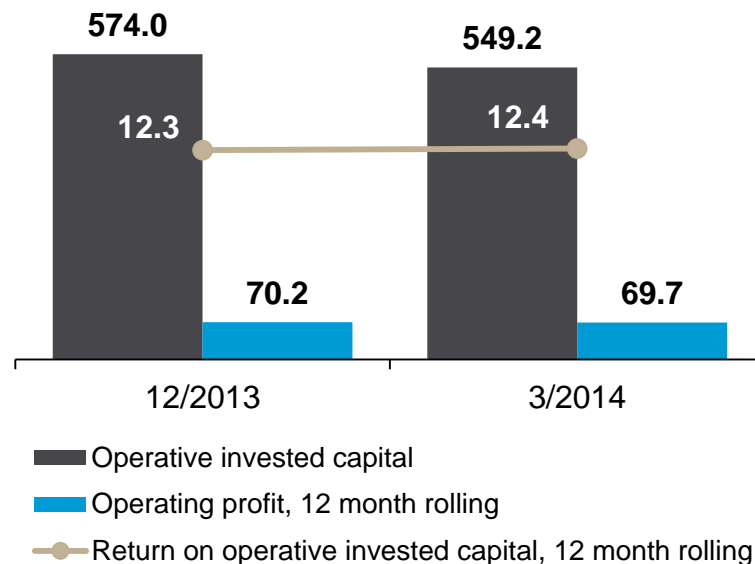
# Housing Russia: EBIT and ROI remained stable

- Profitability was impacted by modest price development and lower completion rate of sold apartments
- ROI remained stable

Operating profit and profitability (EUR million, %)



Return on operative invested capital (EUR million, %)

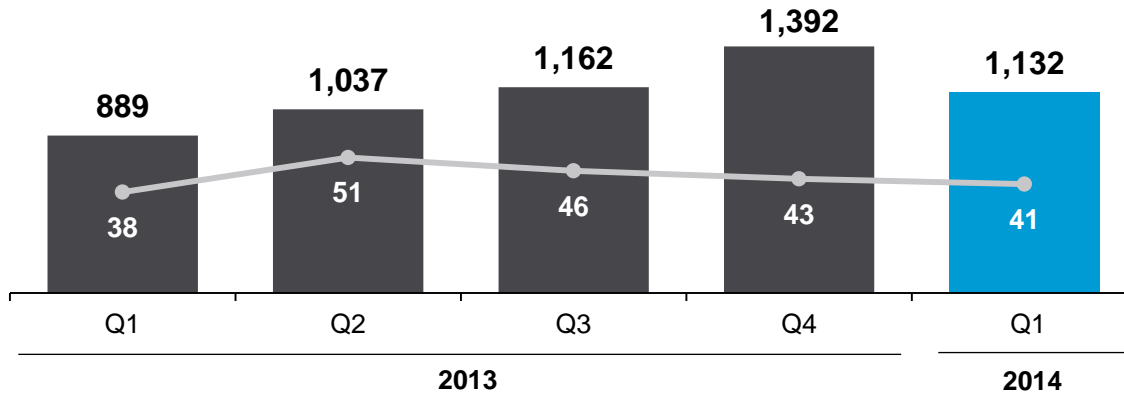


All figures according to segment reporting (POC)

# Housing Russia: Growing sales volume

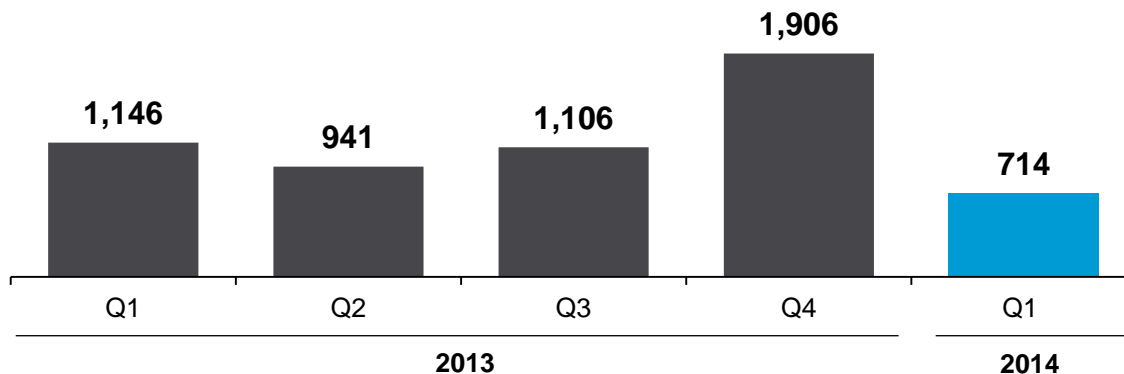
## Sold apartments (pcs) and share of sales financed with a mortgage (%)

2013: Total of 4,480 (44%)



## Apartment start-ups (pcs)

2013: Total of 5,099

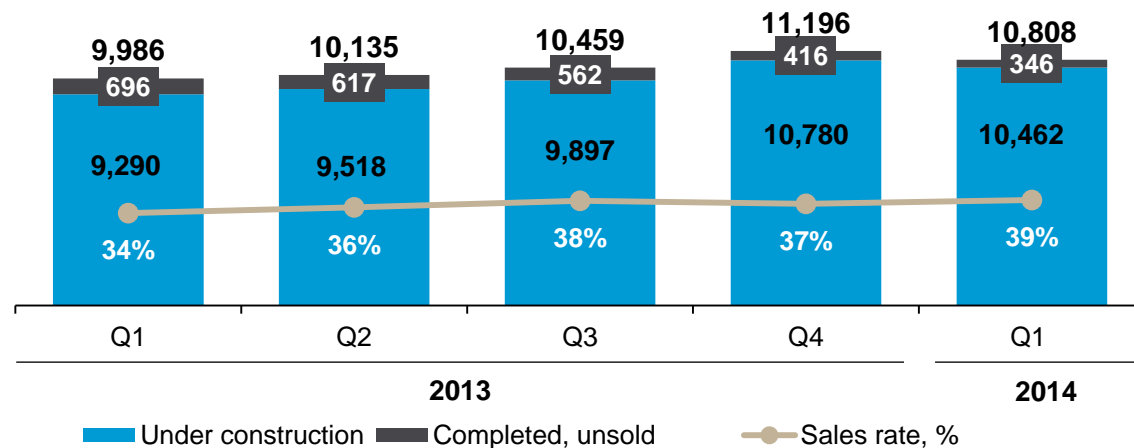


- For a Q1, very strong sales volume
- Sales have slowed down slightly in April
- Start-ups moderated due to the increased uncertainty
- Development of new projects continued normally in order to enable higher start-ups

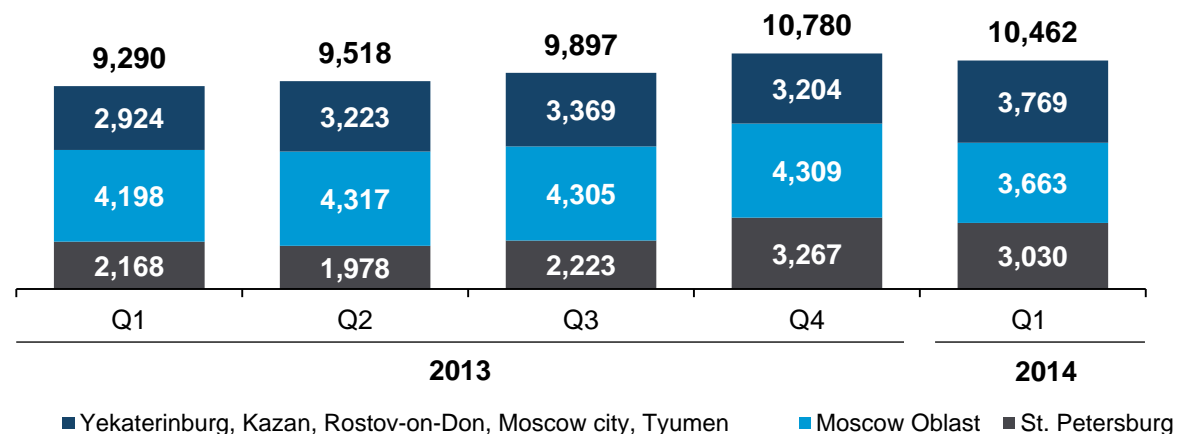
# Housing Russia: Solid sales portfolio

- Share of sold apartments under construction has increased
- Completed unsold apartments on a very low level
- Portfolio geographically better balanced

Apartment inventory (pcs)



Apartments under construction by city (pcs)



# 3

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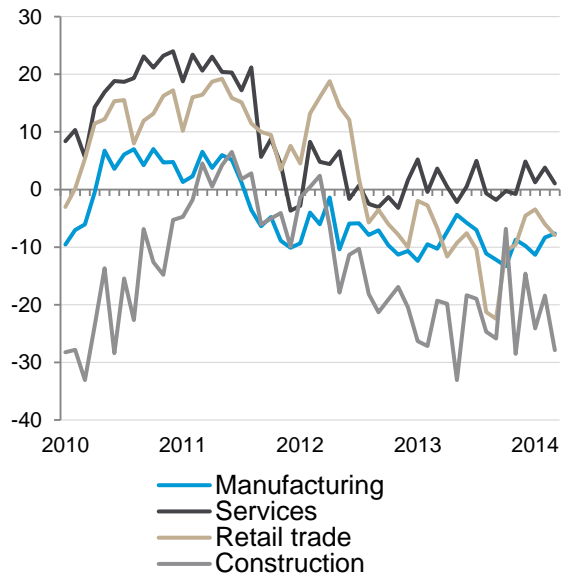
## Business Premises and Infrastructure



# Business Premises and Infrastructure: Operating environment in Q1/2014

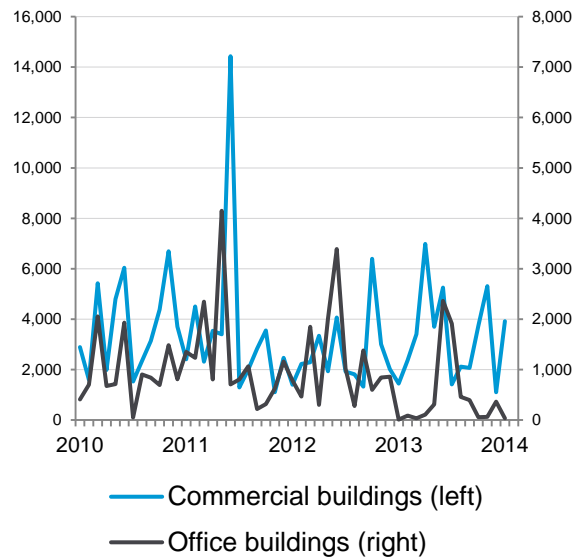
- Business premises market remained weak
- Tough competition for tender-based projects
- Infra market relatively stable

Confidence indicators in Finland



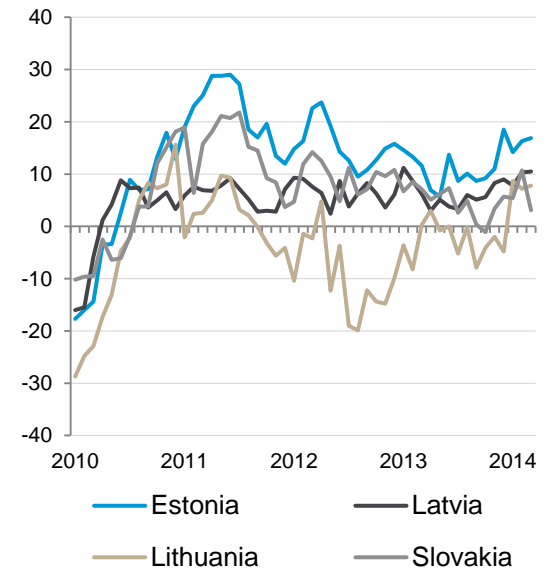
- End-users cautious in the business premises market
- Investor interest on a good level in prime locations

Granted building permits in Finland, thousand m<sup>3</sup>



- Positive macro-outlook supports the business premises market in the Baltic countries and Slovakia

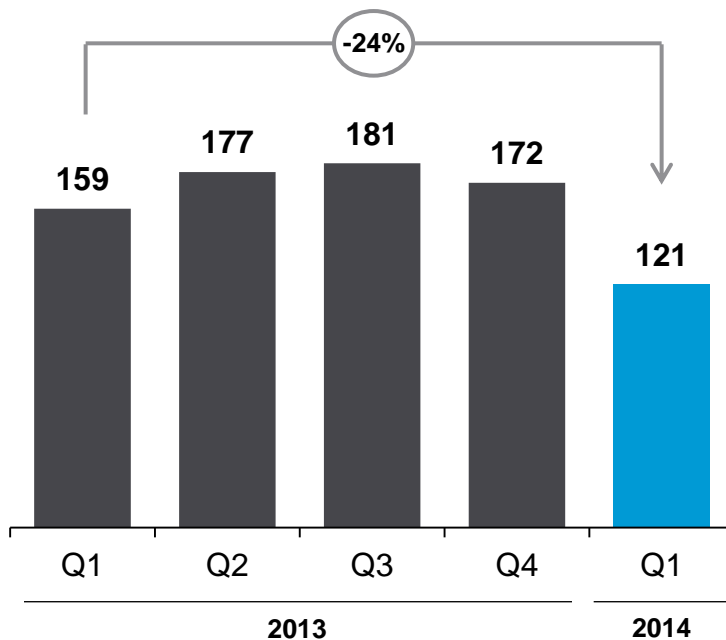
Retail trade confidence in the Baltic countries and Slovakia



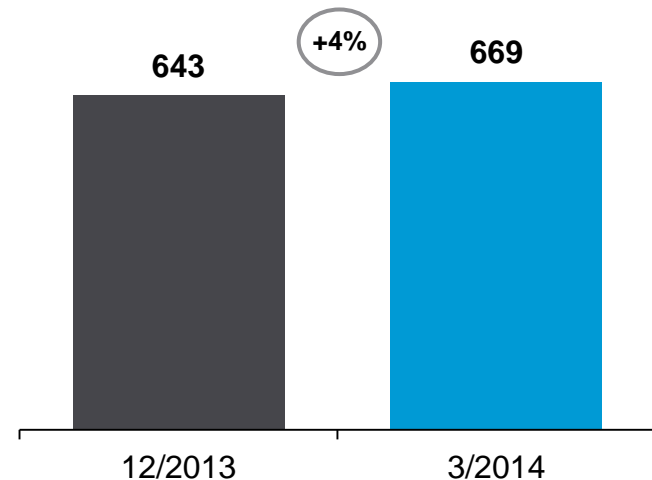
# Business Premises and Infrastructure: Decreased volume

- Low production volumes and leasing activity in business premises
- Low volume in infra services due to normal seasonality and timing of projects
- Order backlog increased in infra services

Revenue (EUR million)



Order backlog (EUR million)

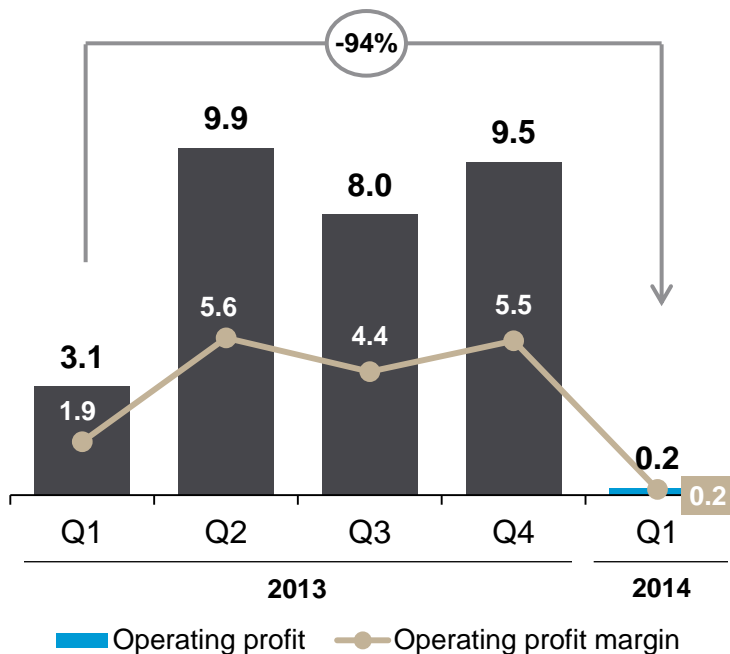


All figures according to segment reporting (POC)

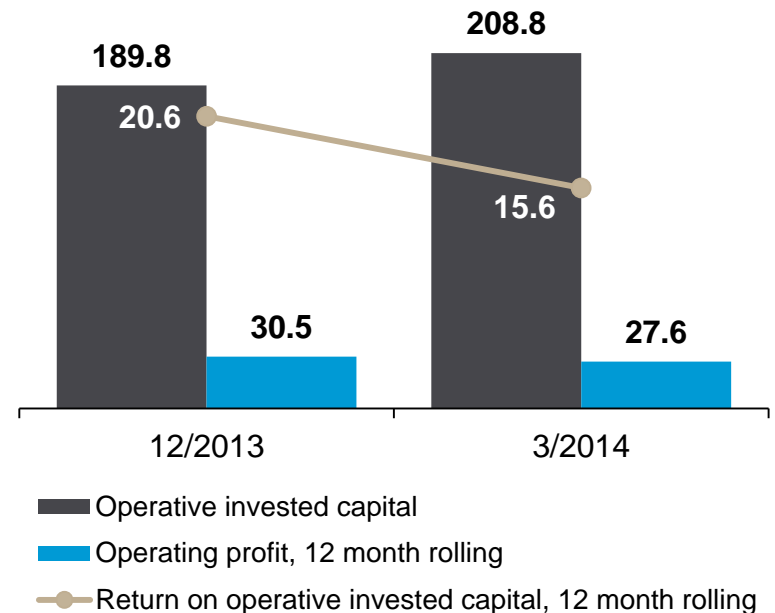
# Business Premises and Infrastructure: Weak profitability

- The segment's low volume had a negative impact on profitability
- No sales of major ongoing business premises projects impacted invested capital and operating profit negatively

Operating profit and profitability (EUR million, %)



Return on operative invested capital (EUR million, %)



All figures according to segment reporting (POC)



# Business Premises: Major hybrids proceeding well

- Sale of Bisnespaja Avia in April
- Existing buildings and the entire share capital of the Lauttasaari mall acquired
  - The new hybrid complex will consist of a shopping center and three blocks of flats
  - Promising demand from investors, anchor tenants already in place
  - Total value approx. EUR 80 million
- The Tripla-project proceeded as planned
  - The design and build agreement, a preliminary agreement on the real estate transaction and a turnkey contract on the public sections signed
- Projects in the Baltic countries and CEE are progressing well



# Infrastructure projects progressing well, new orders ensured

- The upgrade of Ring Road III in Helsinki capital region started
  - Upgrade of the existing road
  - Total project value of EUR 42 million
- Good progress in wind power projects
  - Self-developed projects proceeding as planned
  - Agreement for the construction of the foundations for 30 wind mills signed
- Seasonally lower activity in E18 projects
- Several smaller projects won



# 4

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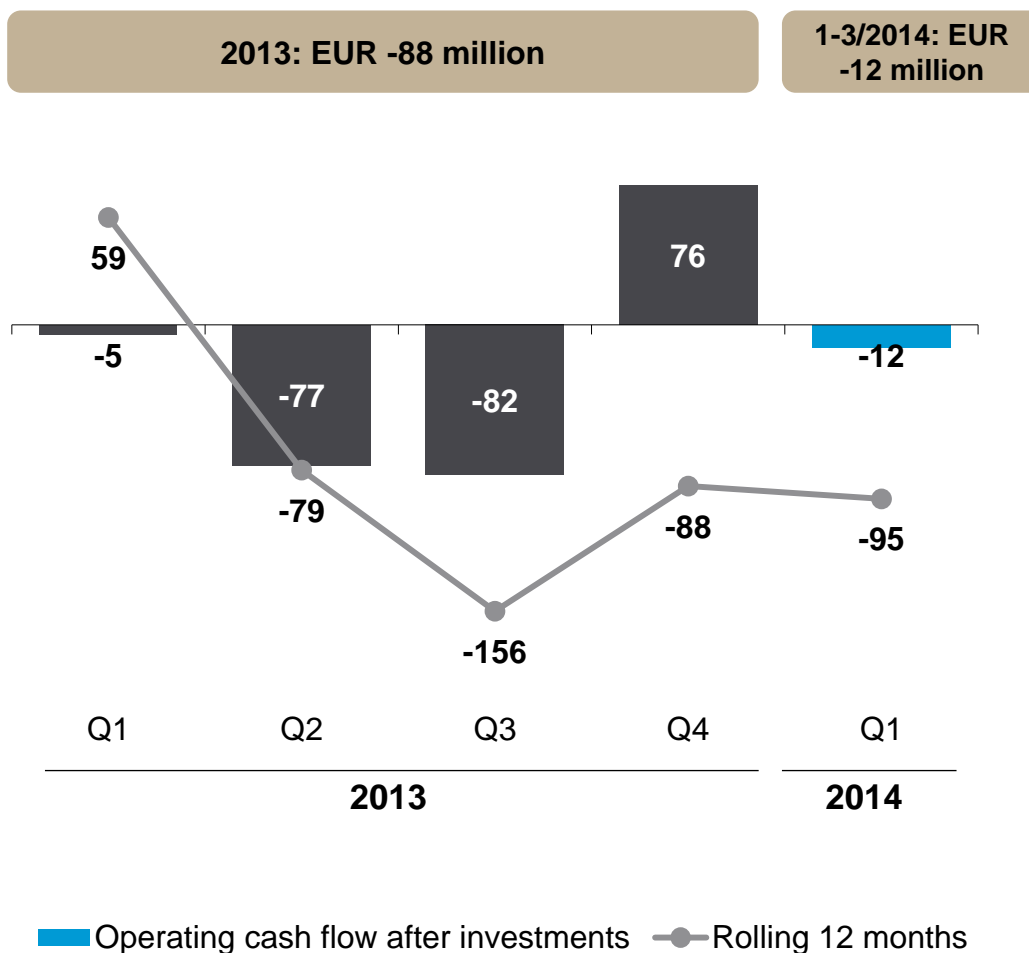
## Financial position and key ratios



**Pushkin**  
St. Petersburg, Russia

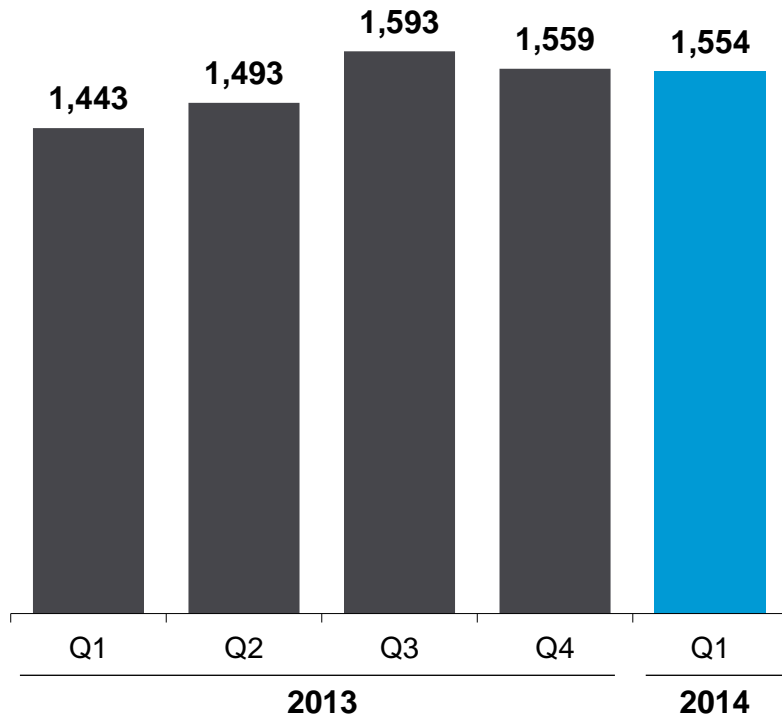
# Cash flow slightly negative

- Stronger cash flow than planned
- Dividend of EUR 43 million paid in March
- Cash flow of plot investments EUR 44 million in Q1/2014
- Modest results in capital release measures



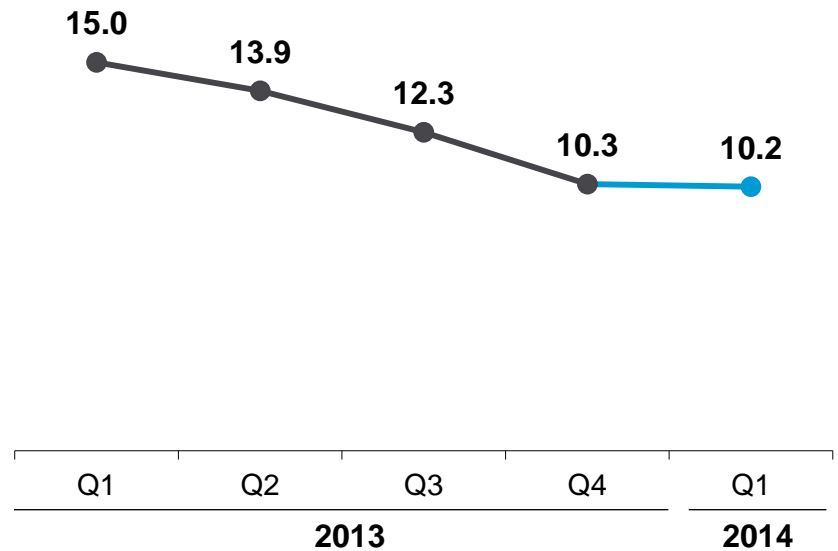
# Invested capital stable

Invested capital (EUR million)



Return on investment (%), rolling 12 months

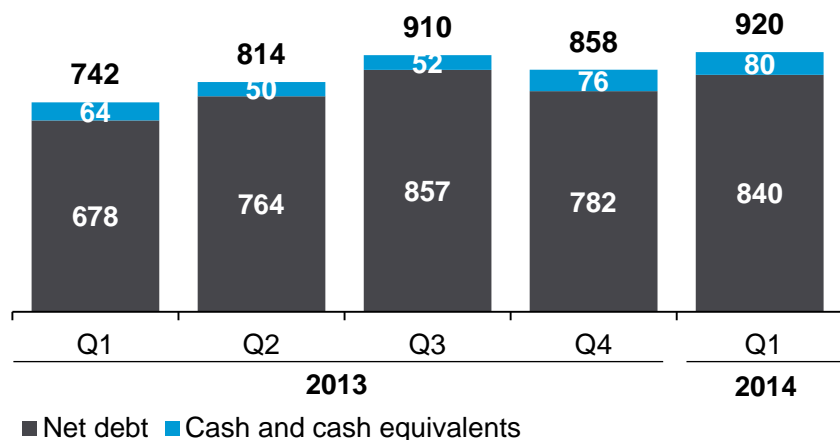
Strategic target: Return on investment 20%



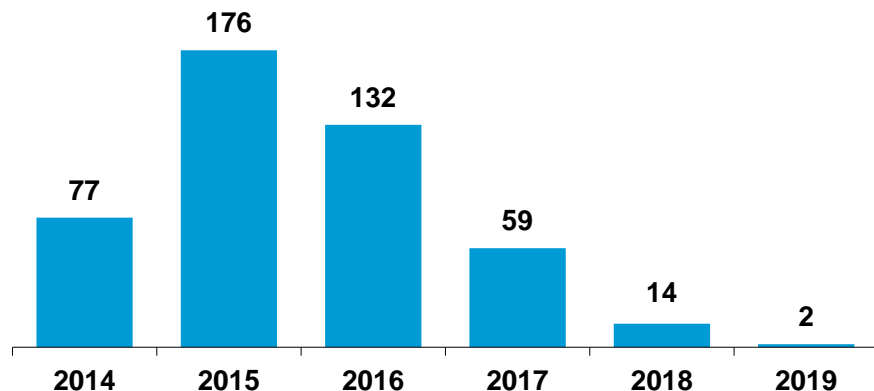
All figures according to segment reporting (POC)

# Net debt increased – Liquidity buffer strengthened

Interest-bearing debt (EUR million), IFRS



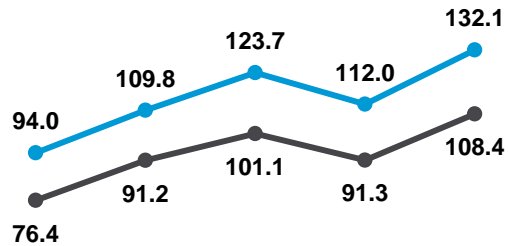
Maturity structure of long-term debt, 3/2014



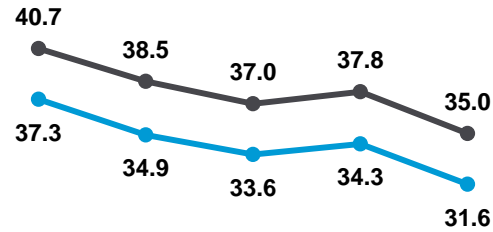
- Net debt increased due to negative cash flow
- Strong liquidity buffer
  - Undrawn committed credit facilities EUR 330 million
  - Account overdrafts EUR 65 million
  - New loan agreement signed in January with undrawn amount approx. EUR 30 million
- In January YIT drew a Russian ruble denominated long term loan amounting to RUB 1.6 billion

# Gearing and equity ratio on an unsatisfactory level

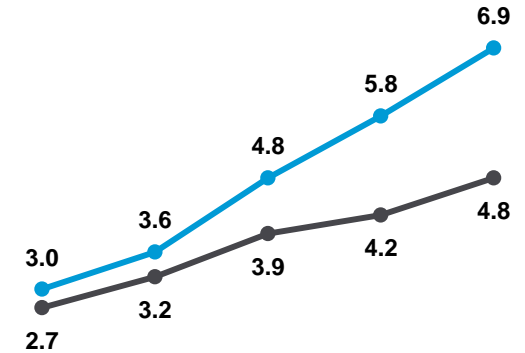
Gearing (%)



Equity ratio (%)



Net Debt/EBITDA (Multiple, x)

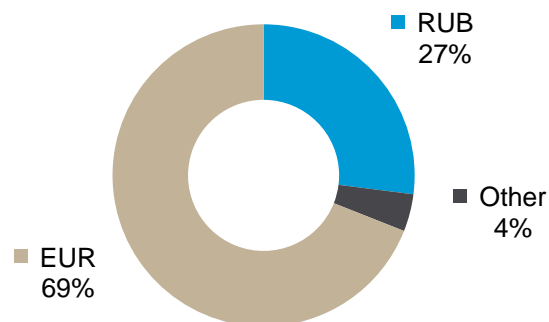


Note: Q1/2013 non-IFRS figures, published May 21, 2013.

Financial covenant tied to the Group's equity ratio (minimum level of 25.0%) according to Group reporting (IFRS) in bank loans and RCFs

# Weakening of the ruble impacted the Q1 figures

## Revenue split 2013



## Impact of changes in foreign exchange rates (EUR million)

	Q1/2014
Revenue, POC	-21.8*
EBIT, POC	-2.9*
Order backlog, POC	-81.6**
Equity, IFRS (translation difference)	-29.9**

\* Compared to the corresponding period in 2013

\*\* Compared to 12/2013

- The Russian ruble has weakened clearly
  - 8% compared to 2013 end
  - 20% compared to Q1/2013 average

## 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 121 million in 3/2014 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 394 million in 3/2014



# Modest progress in capital release

Target for capital release	Actions in Q1/2014	Cumulative progress
<p><b>Reducing the inventory of unsold completed apartments in Finland</b>  <b>&gt;EUR 50 million</b></p>	<ul style="list-style-type: none"> <li>• Active sales to investors covering a wide variety of apartments</li> </ul>	<ul style="list-style-type: none"> <li>• No positive net progress so far due to high completions, success in keeping invested capital on 2013-end level</li> </ul>
<p><b>Selling own-developed business premises projects (currently under construction)</b>  <b>EUR 80 million</b></p>	<ul style="list-style-type: none"> <li>• No sales of major ongoing business premises projects</li> <li>• Sale of Bisnespaja Avia in April</li> </ul>	<ul style="list-style-type: none"> <li>• Sales value of approx. EUR 30 million* (revenue recognized only partly)</li> </ul>
<p><b>Slow-moving assets</b>  <b>&gt;EUR 150 million</b></p>	<ul style="list-style-type: none"> <li>• Reding Tower II sold, value EUR 8 million</li> <li>• Modest progress in Russia</li> </ul>	<ul style="list-style-type: none"> <li>• EUR 16 million sold or agreed (revenue recognized only partly)</li> </ul>
<p><b>New off-balance sheet partnership models in plot acquisitions</b>  <b>&gt;EUR 100 million</b></p>	<ul style="list-style-type: none"> <li>• Continuous cooperation with existing partner</li> <li>• Discussions with other possible investors and partners initiated</li> <li>• Value of agreed partnerships EUR 1.9 million</li> </ul>	<ul style="list-style-type: none"> <li>• The value of plots financed by external partner EUR 9.7 million</li> </ul>

\*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

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## Outlook and guidance



**Smolny**  
St. Petersburg, Russia

# 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, April 2014) while the estimated long-term annual need is 24,000-29,000 units (VTT Technical Research Centre of Finland, January 2012)
- Housing prices expected to remain stable
- Macro uncertainties and below-average consumer confidence continue to impact the residential market
- Slight improvement in consumer's access to financing
- Interest rates are expected to remain low

## The Baltic countries, the Czech Republic and Slovakia

- Housing construction volumes increasing from low levels in the Baltic countries (VTT Technical Research Centre of Finland, December 2013)
- Housing start-ups expected to decrease slightly in the Czech Republic and Slovakia (Euroconstruct, November 2013)
- Housing prices expected to increase slightly

## Russia

- Housing construction is estimated to increase in 2014, but at a slower pace than in previous years (VTT Technical Research Centre of Finland, December 2013)
- YIT expects housing prices to be stable in 2014 and mortgage rates to stay on the level of 2013
- GDP growth estimates have been cut recently; ruble has weakened against the euro
- Prolongation and potential escalation of the Ukrainian crisis would probably have a negative effect on YIT's business operations

Housing starts\*



Housing prices



Interest rates



Consumer confidence



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

Housing construction volumes\*\*,  
The Baltic countries



Housing starts\*\*,  
the Czech Republic and Slovakia



Housing prices



\*\*Sources: Euroconstruct, November 2013 and VTT, December 2014

Housing construction volumes\*\*\*



Housing prices



Mortgage interest rates



Consumer confidence



\*\*\*Sources: Euroconstruct, November 2013

# Market outlook 2014, Business Premises and Infrastructure

## Business premises in Finland

- Business Premises market expected to remain weak as the market reacts to improvements in the economy with a lag
  - Forecasts vary: commercial construction is expected to increase by 18% and office construction to decrease by 9% (Euroconstruct, November 2013)
- Vacancy rate in the office sector is high, demand will focus on modern and energy-efficient premises

## Business premises in the Baltic countries and Slovakia

- New non-residential construction is expected to grow by 5% in the Baltic countries (VTT Technical Research Centre of Finland, December 2013)
- New non-residential construction is expected to decrease by 8% in Slovakia (Euroconstruct, November 2013)

## Infrastructure in Finland

- Infrastructure construction forecasted to decrease slightly (Euroconstruct, November 2013)
- Increased competition for smaller contracts

Market\*



Commercial construction\*



Office construction\*



Vacancy rate



\*Source: Euroconstruct, November 2013

New non-residential construction\*\*, the Baltic countries



New non-residential construction\*\*, Slovakia



\*\*Source: Euroconstruct, November 2013

Infrastructure construction\*\*\*



Competition



\*\*\*Source: Euroconstruct, November 2013

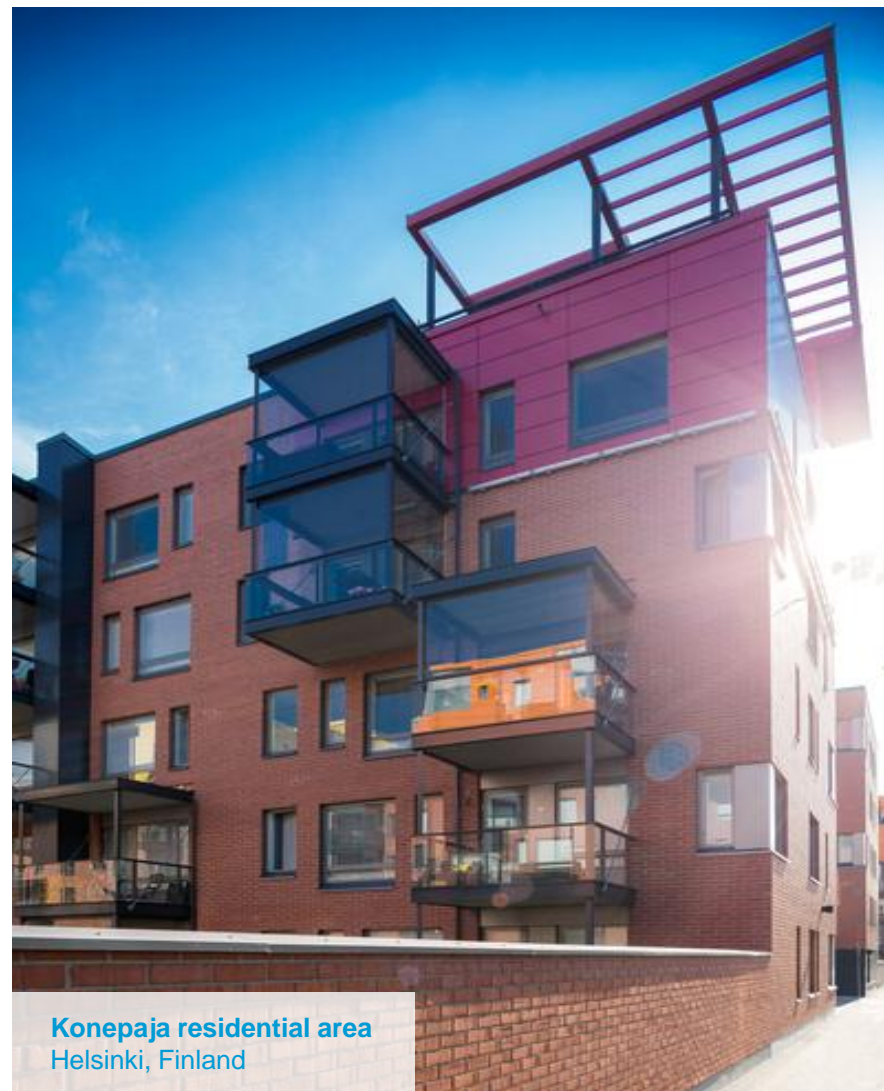
# Guidance for 2014 unchanged

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

**The operating profit margin** based on segment reporting is estimated to be **in the range of 7.5–8.5%** excluding non-recurring items.

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

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



Konepaja residential area  
Helsinki, Finland

## More information

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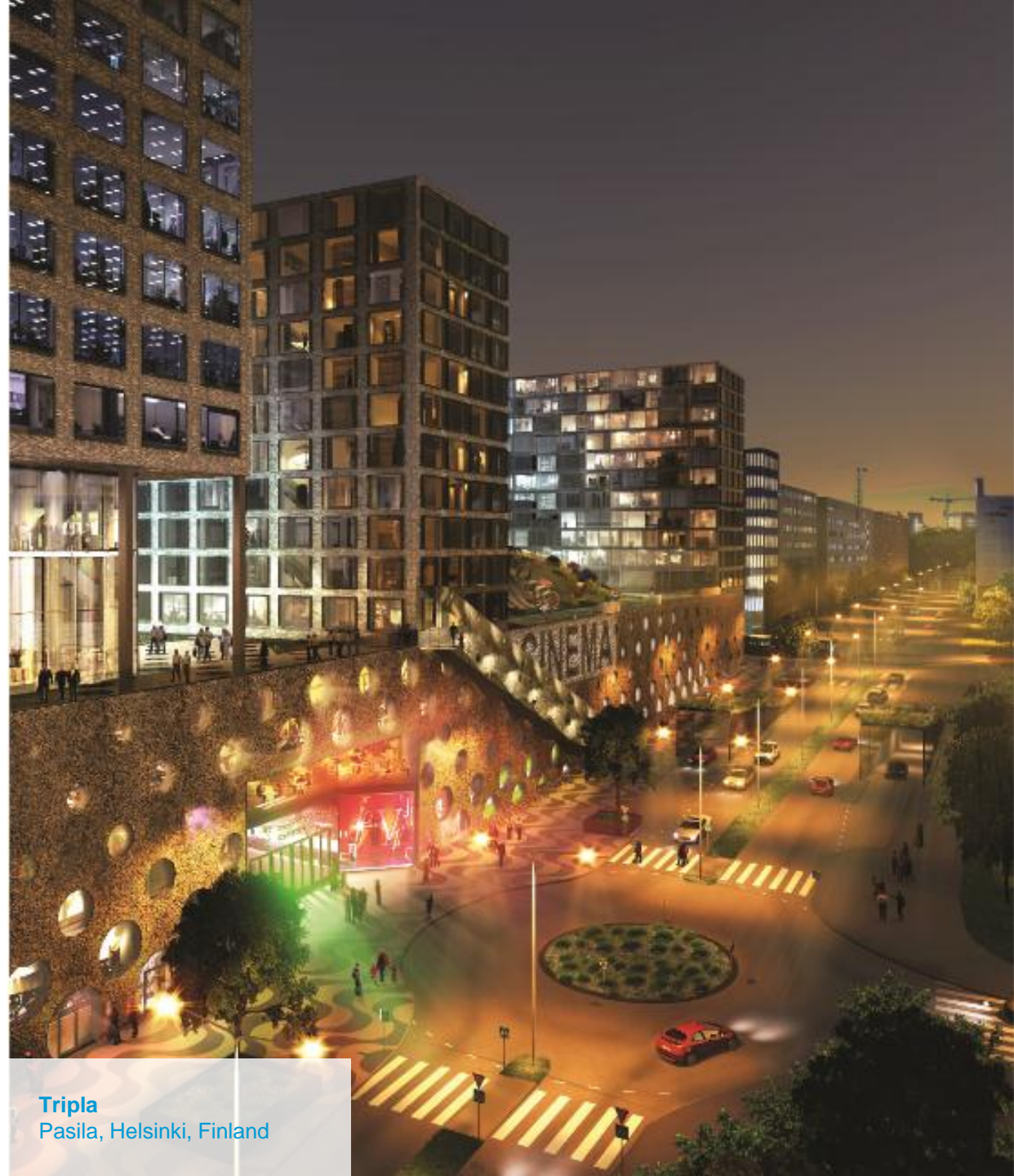
@YITInvestors



# 6

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## Appendices



**Tripla**  
Pasila, Helsinki, Finland

# Appendices

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







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Key figures  
and additional  
information  
about financial  
position

# Key figures

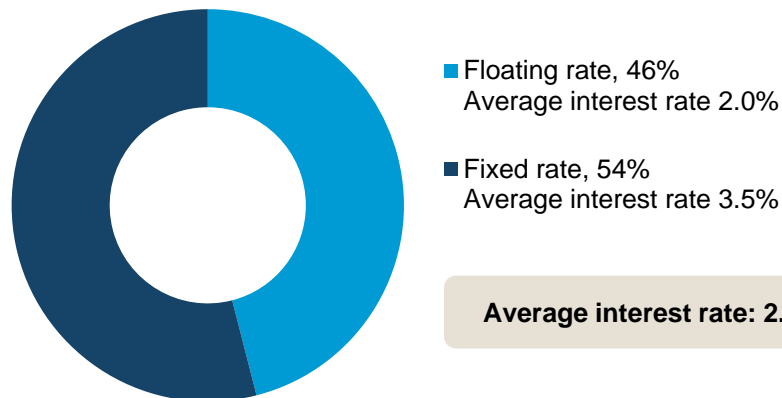
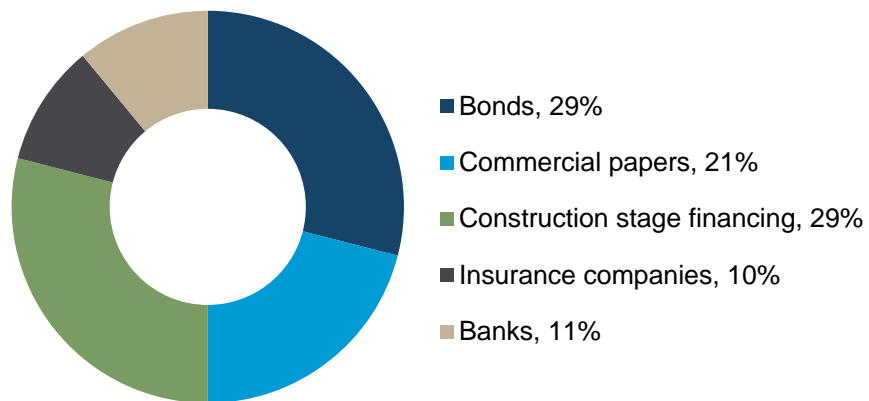
EUR million	1-3/2014	1-3/2013	Change	1-12/2013
Revenue	403.1	452.0	-11%	1,858.8
Operating profit	26.9	35.9	-25%	152.8
Operating profit margin	6.7%	7.9%		8.2%
Operating profit, excluding non-recurring items	26.9	35.9	-25%	154.0
Operating profit margin, excluding non-recurring items	6.7%	7.9%		8.3%
Order backlog	2,696.7	2,710.2	0%	2,713.7
Profit before taxes	18.2	30.6	-41%	122.8
Profit for the review period*	14.3	23.4	-39%	93.9
Earnings per share, EUR	0.11	0.19	-42%	0.75
Operating cash flow after investments	-12.3	-5.3		-87.9
Return on investment, last 12 months	10.2%	15.0%		10.3%
Equity ratio	35.0%	40.7%		37.8%
Personnel at the end of the period	6,076	6,689	-9%	6,172

\* Attributable to equity holders of the parent company

All figures according to segment reporting (POC)

# Balanced debt portfolio

## Debt portfolio 3/2014, EUR 920 million

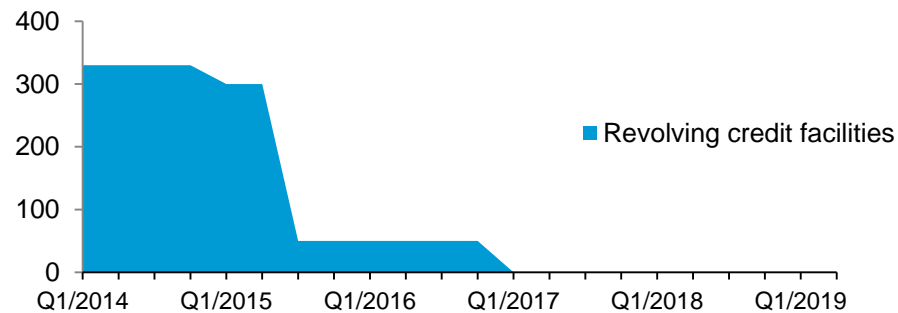
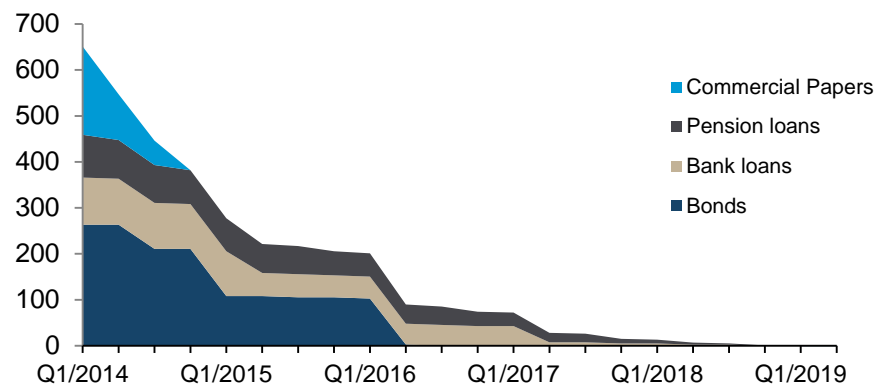


**Average interest rate: 2.8%**

## Maturity structure

### Maturing long term debt per year (EUR million), 3/2014

Year	2014	2015	2016	2017	2018	2019
Value (EUR million)	76.9	176.2	132	58.8	14.0	1.8



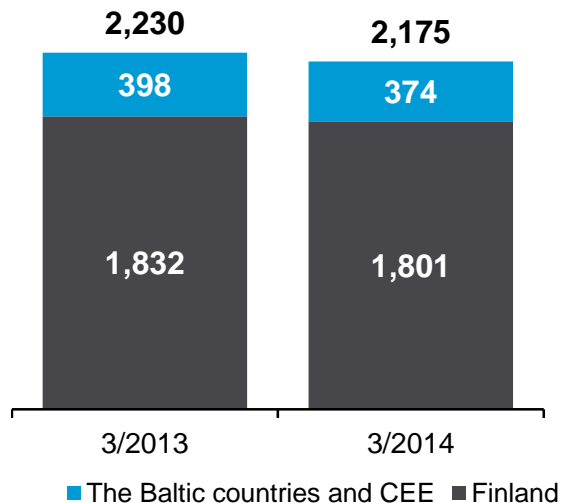
# Capital invested in plot reserves

## Housing Finland, the Baltic countries and CEE

3/2013: EUR 278 million  
Finland: 73.6%  
The Baltic countries and CEE: 26.4%

3/2014: EUR 276 million  
Finland: 72.6%  
The Baltic countries and CEE: 27.4%

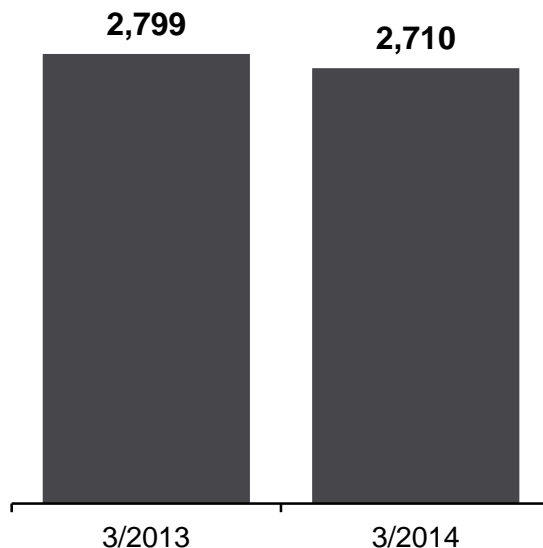
Building rights,  
thousand sq. m.



## Housing Russia\*

3/2013: EUR 314 million  
3/2014: EUR 285 million

Building rights,  
thousand sq. m.

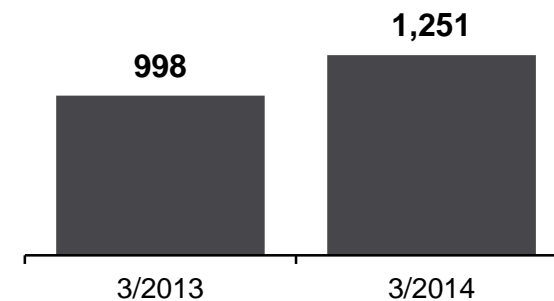


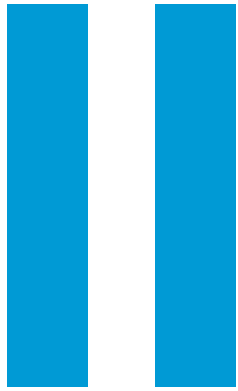
\*Includes Gorelovo industrial park

## Business Premises and Infrastructure

3/2013: EUR 98 million  
3/2014: EUR 88 million

Building rights,  
thousand sq. m.





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Ownership

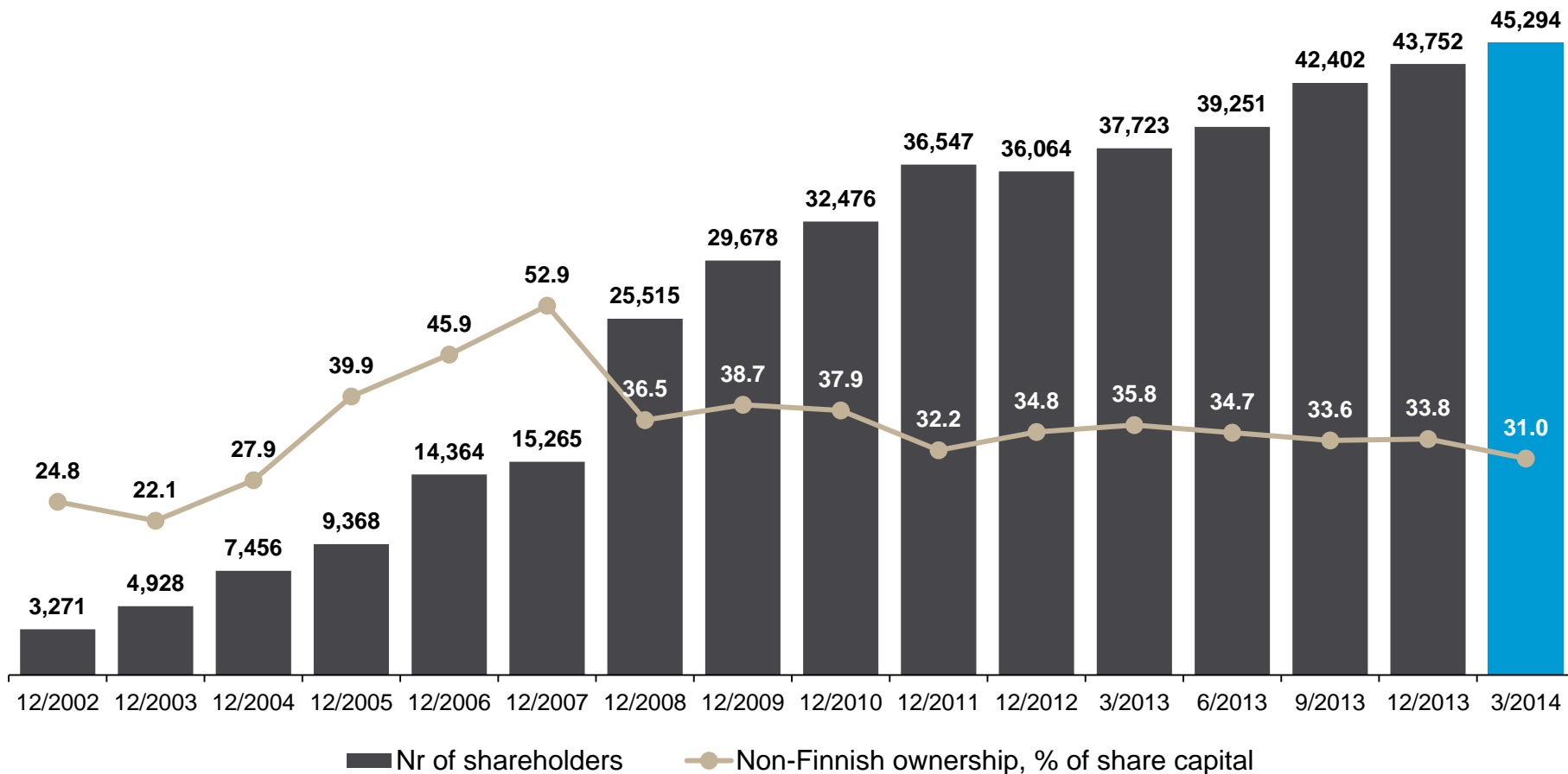
# YIT's major shareholders

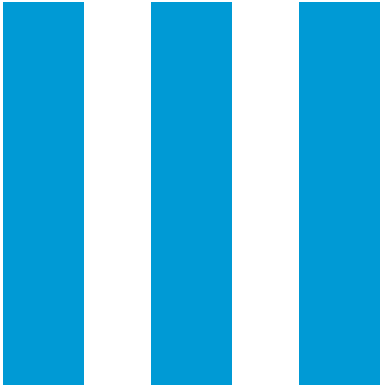
March 31, 2014

Shareholder	Shares	% of share capital
1. Structor S.A.	12,930,000	10.16
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. Nordea funds	1,965,066	1.54
7. Odin funds	1,772,600	1.39
8. Svenska Litteratursällskapet i Finland r.f.	1,680,400	1.32
9. YIT Corporation	1,635,494	1.29
10. The State Pension Fund	1,635,000	1.29
Ten largest total	41,831,983	32.88
Nominee registered shares	23,785,344	18.70
Other shareholders	61,606,095	48.42
Total	127,223,422	100.00

# More than 45,000 shareholders

Number of shareholders and share of non-Finnish ownership, March 31, 2014



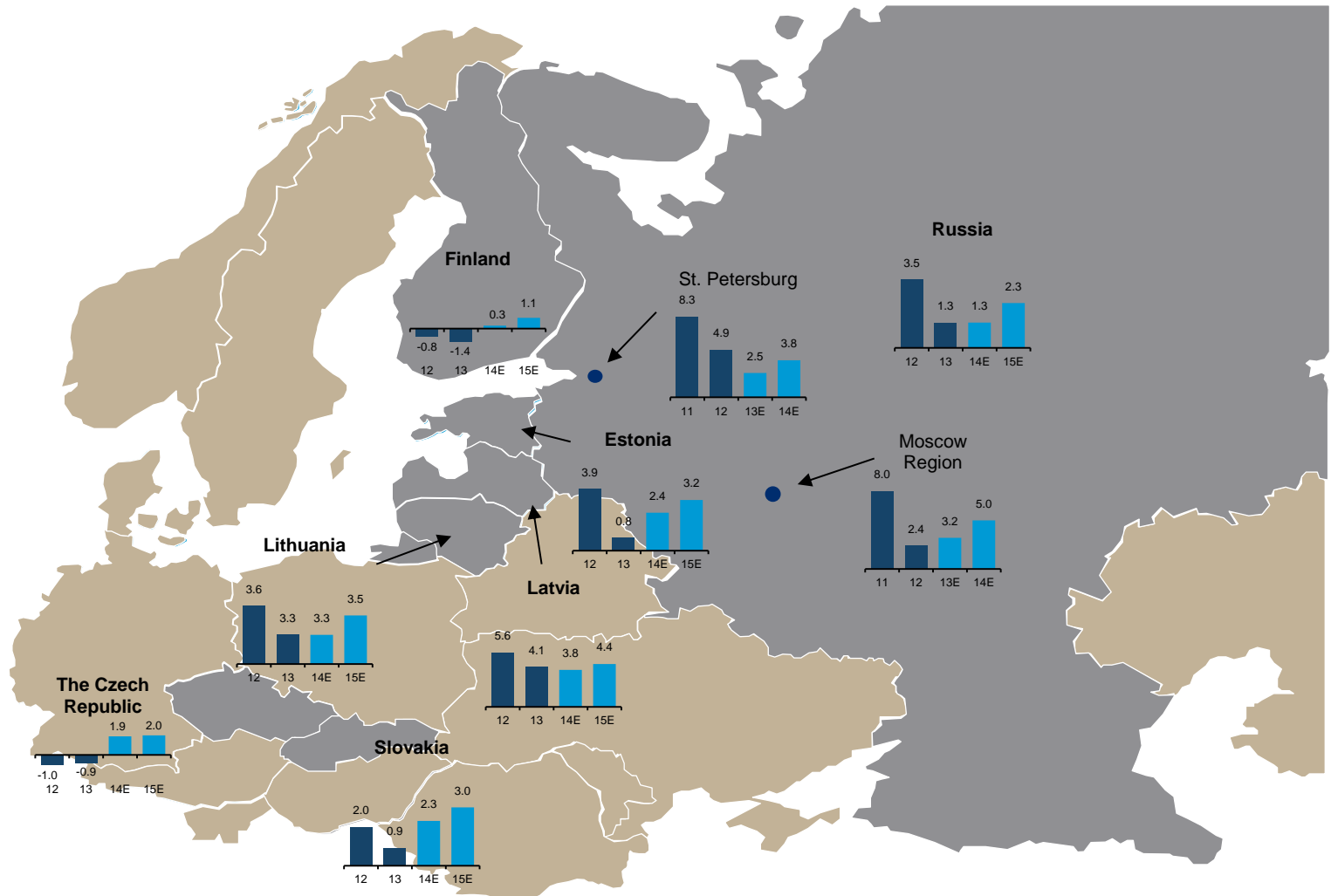


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General  
economic  
indicators



# Strongest growth expected in the Baltic countries

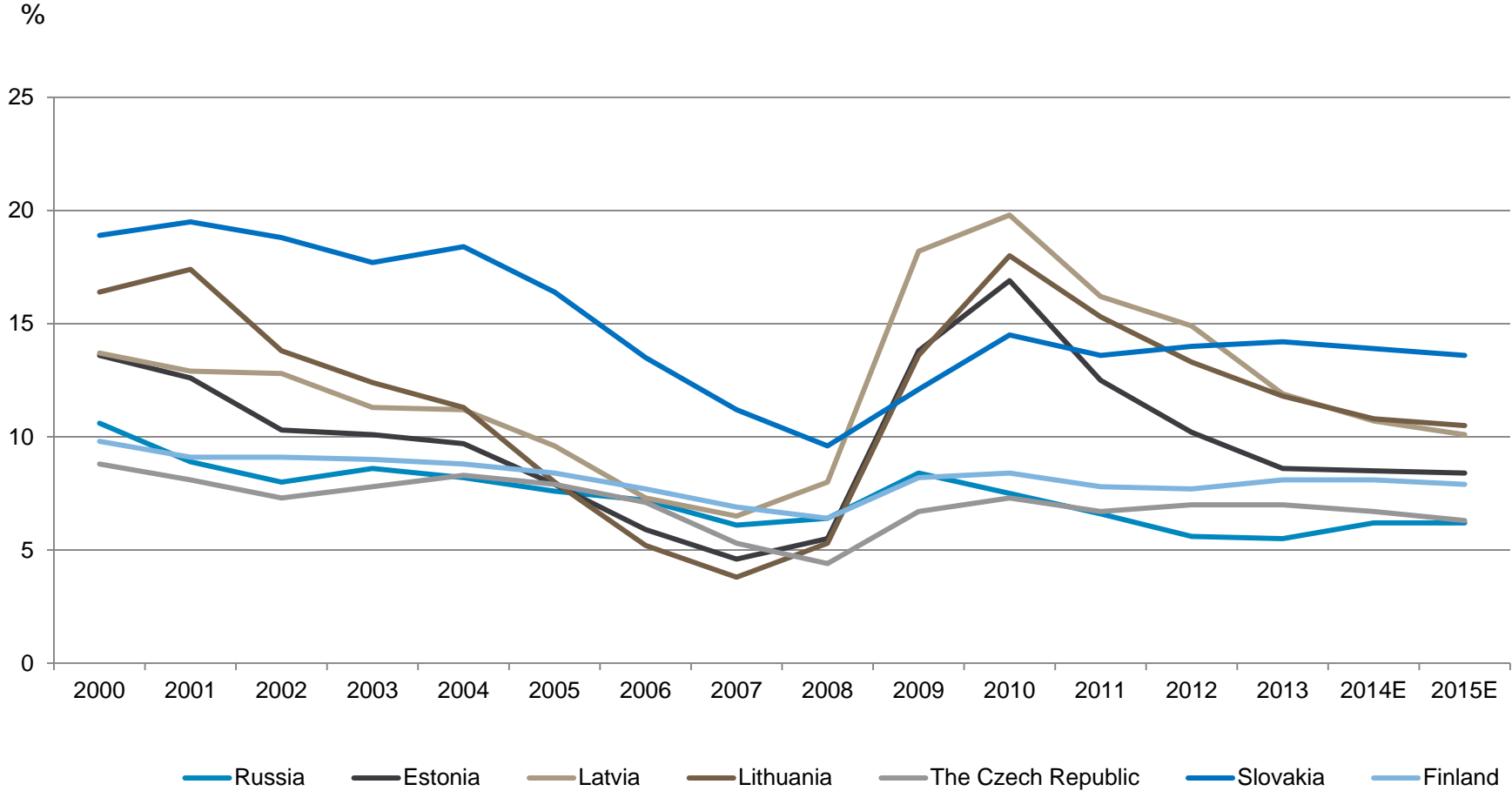


Sources: IMF, April 2014

Moscow Region and St. Petersburg: Federal State Statistics Service and VTT, December 2013

# Unemployment is expected to decrease slightly in Finland, the Baltic countries and Slovakia

Unemployment rate % in YIT's operating countries



Sources: 2000 – 2013 Eurostat, 2014E – 2015E IMF, April 2014



# IV

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## **Housing indicators**

Finland

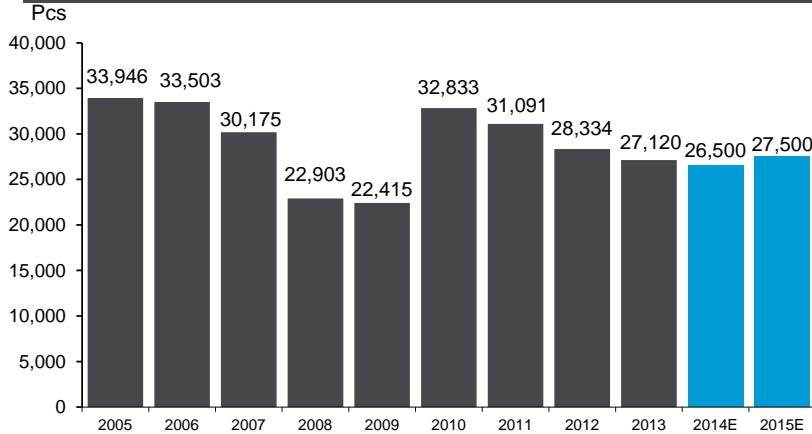
Russia

The Baltic  
countries

Central Eastern  
Europe

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

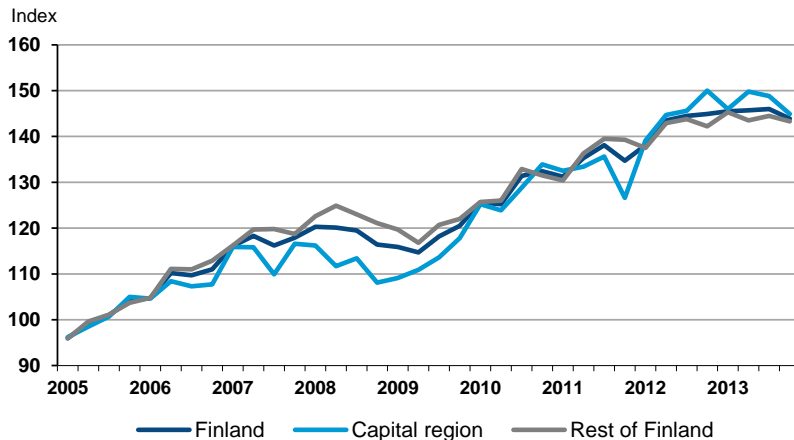
## Residential start-ups are estimated to decrease



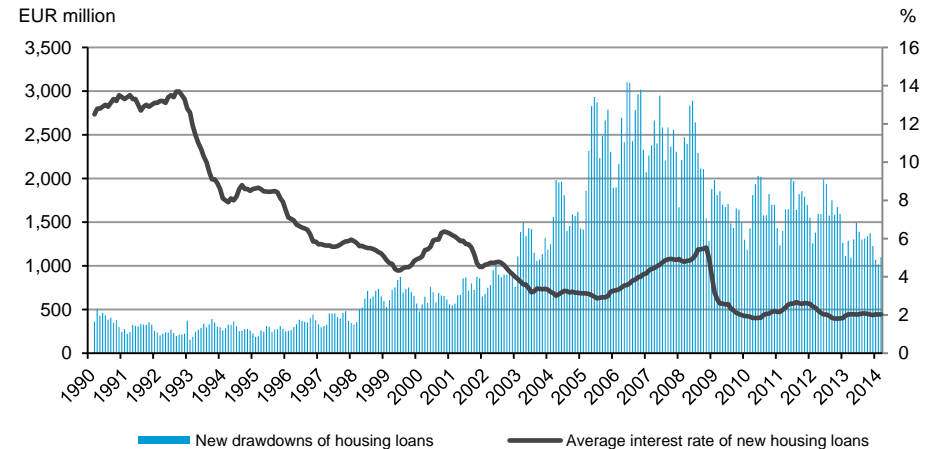
## Consumer confidence - Views on economic situation in one year



## Prices of new dwellings



## Interest rates expected to remain at a low level in 2014



Sources: Residential start-ups: 2005-2013 Statistics Finland, 2014E - 2015E RT Confederation of Finnish Construction Industries, April 2014, Consumer confidence: Statistics Finland March 27, 2014

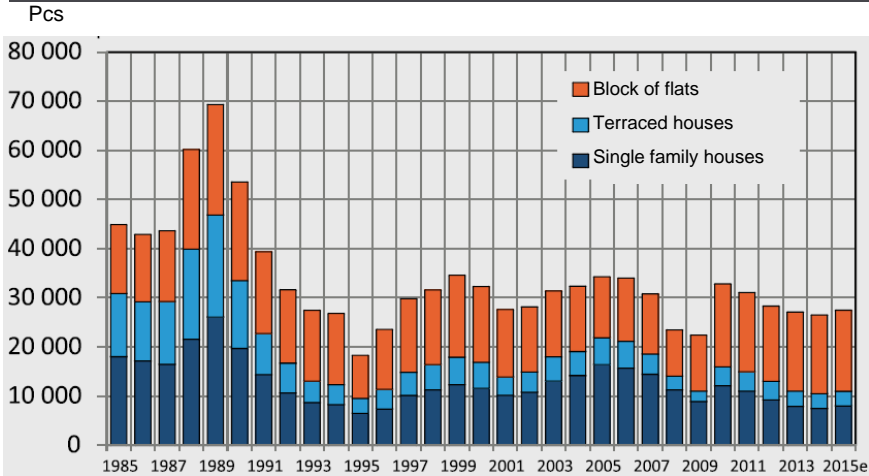
House prices: Statistics Finland January 28, 2014, Loans and Interest rates: Bank of Finland March 31, 2014

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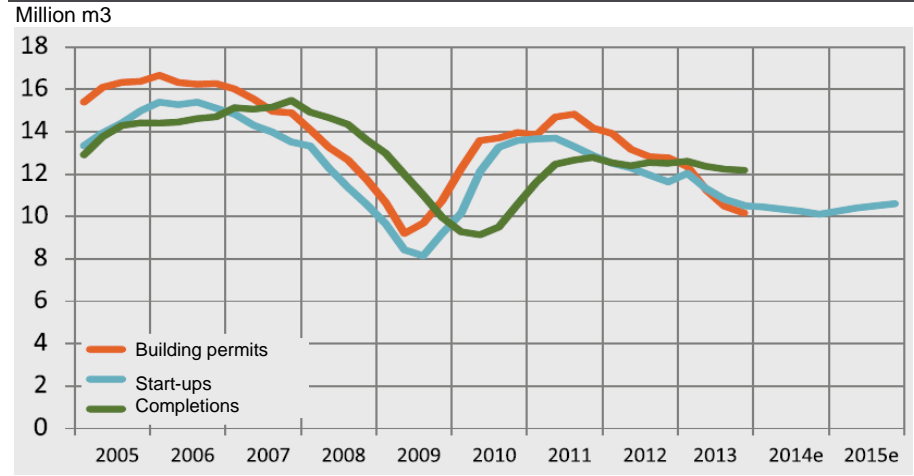


# Housing indicators have weakened slightly in Finland

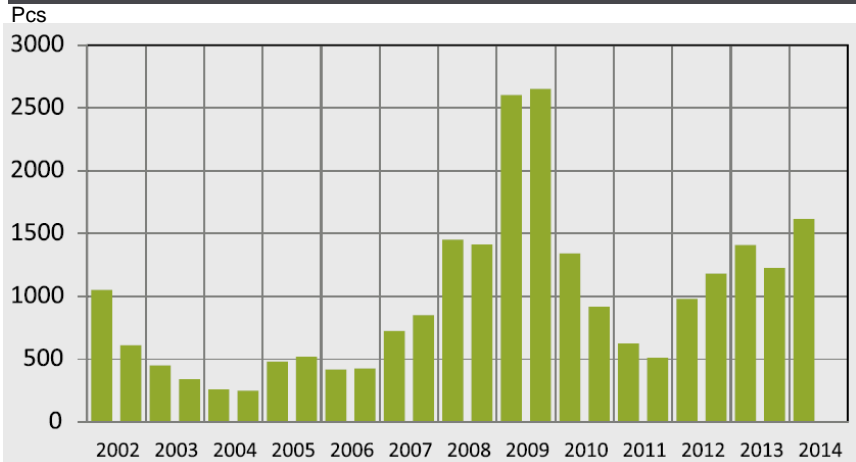
**Housing start-ups by building type**



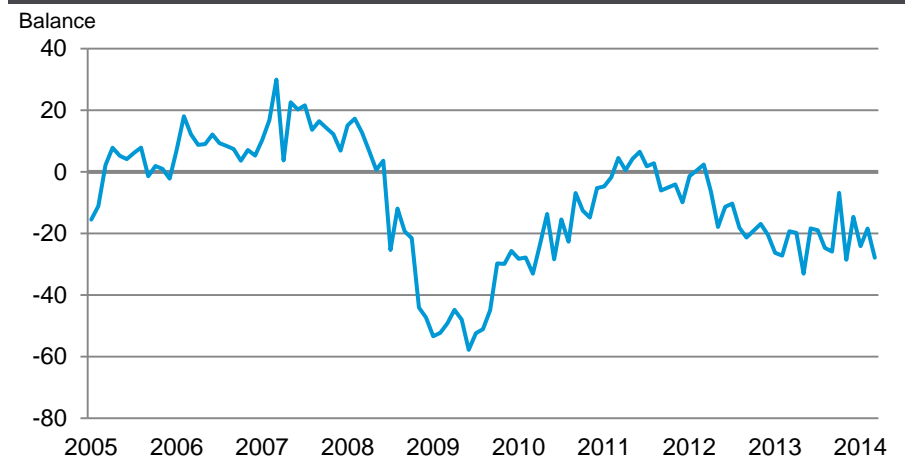
**Building permits, start-ups and completions**



**Unsold completed units (residential development projects)**



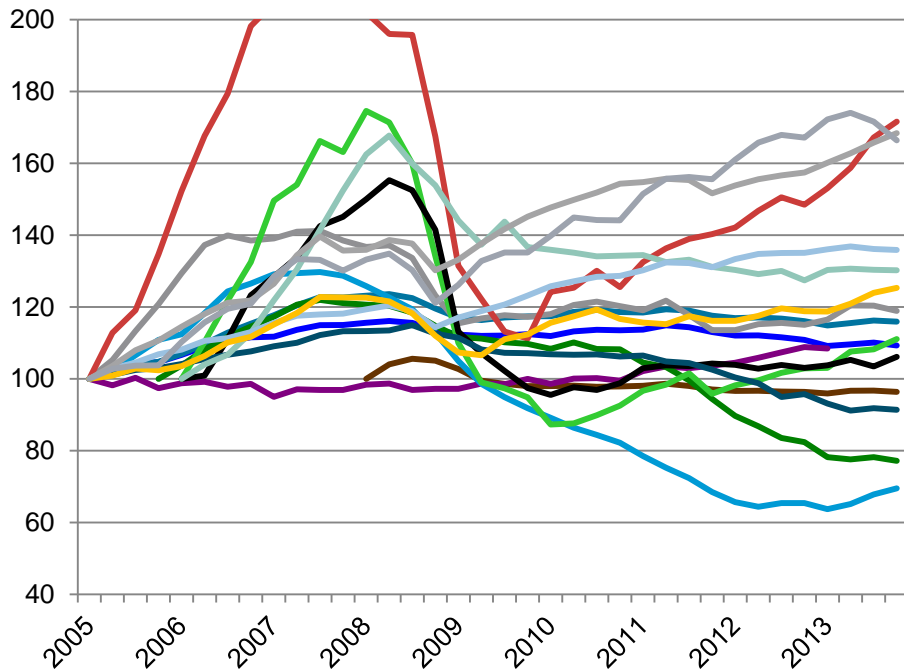
**Construction confidence**



Sources: Confederation of Finnish Construction Industries RT, April 2014, Construction confidence: Confederation of Finnish Industries, March 2014

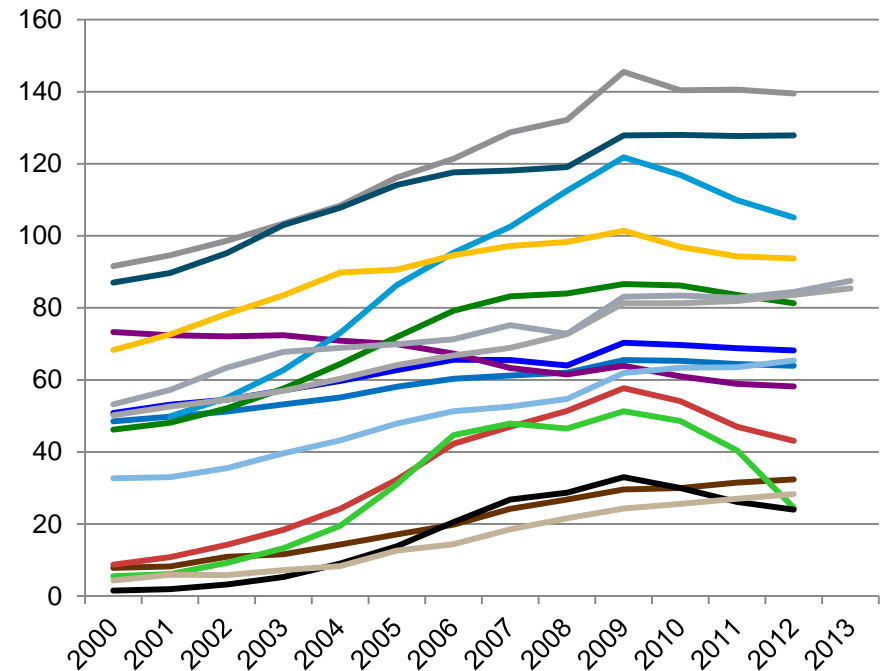
# Household debt relatively low in Finland

House price index in different countries



- European Union
- Denmark
- Ireland
- Lithuania
- Finland
- Norway
- Euro area
- Germany
- Spain
- Netherlands
- Sweden
- The Czech Republic
- Estonia
- Latvia
- Slovakia
- United Kingdom

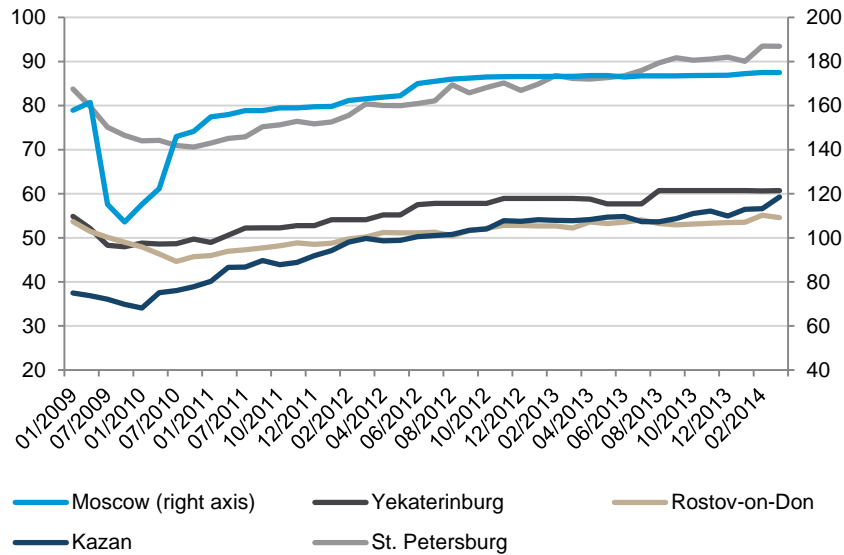
Households debt to GDP (%)



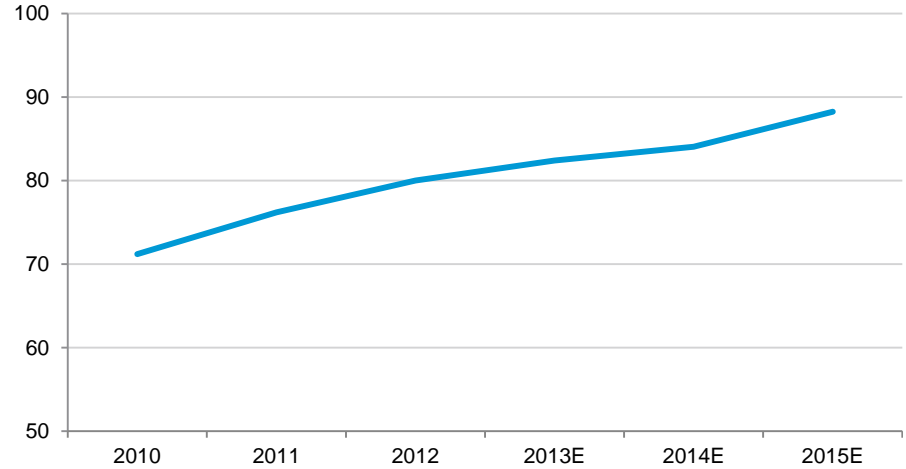
- European Union
- Denmark
- Ireland
- Lithuania
- Finland
- Norway
- Euro area
- Germany
- Spain
- Netherlands
- Sweden
- The Czech Republic
- Estonia
- Latvia
- Slovakia
- United Kingdom

# Russia – Housing indicators support demand

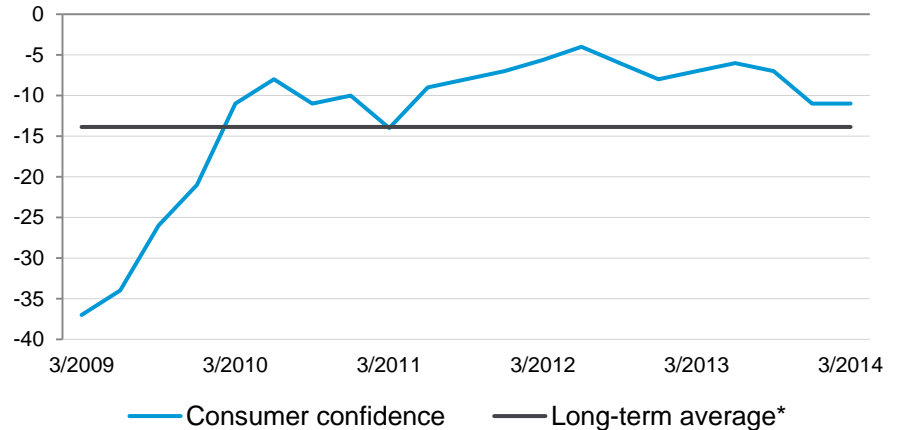
House prices in primary markets, thousand RUB (1/2009-3/2014)



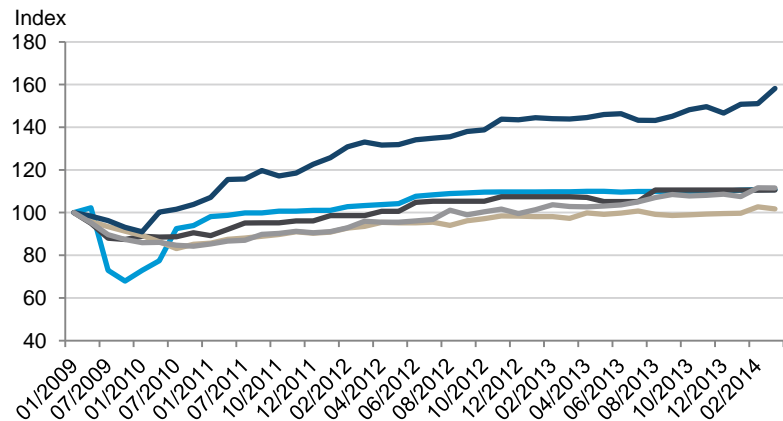
New residential construction, EUR billion



Consumer confidence



\*Average 12/1998-3/2014

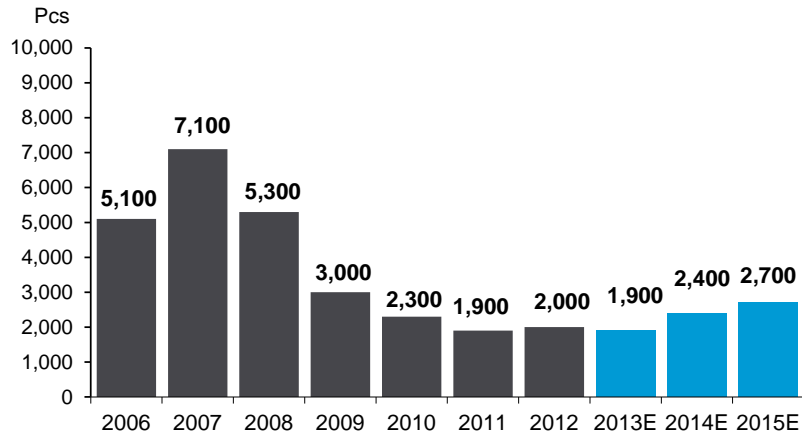


Sources: House prices: YIT, Residential construction volume: VTT Technical research center of Finland, December 2013, Consumer confidence: Reuters

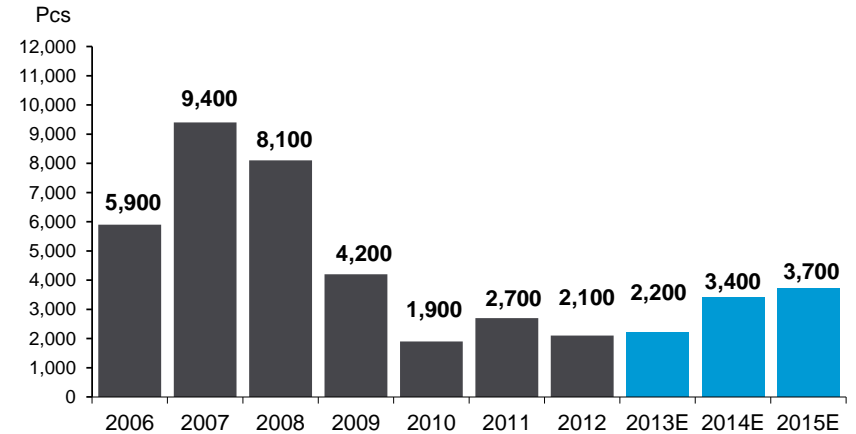


# The Baltic countries – Growth is expected in residential construction

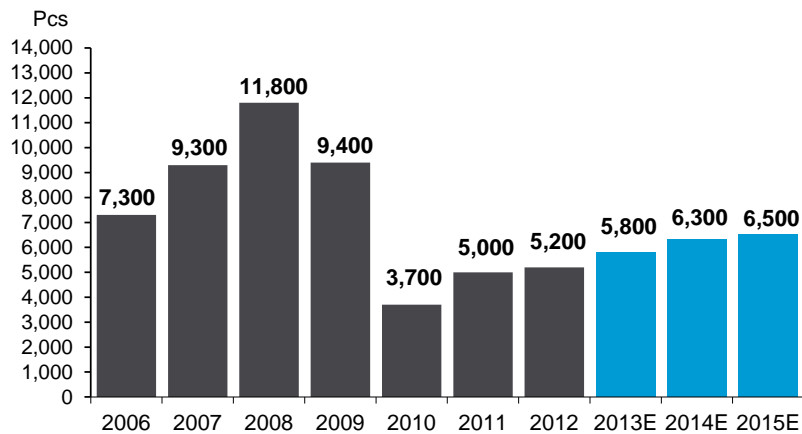
## Residential completions in Estonia



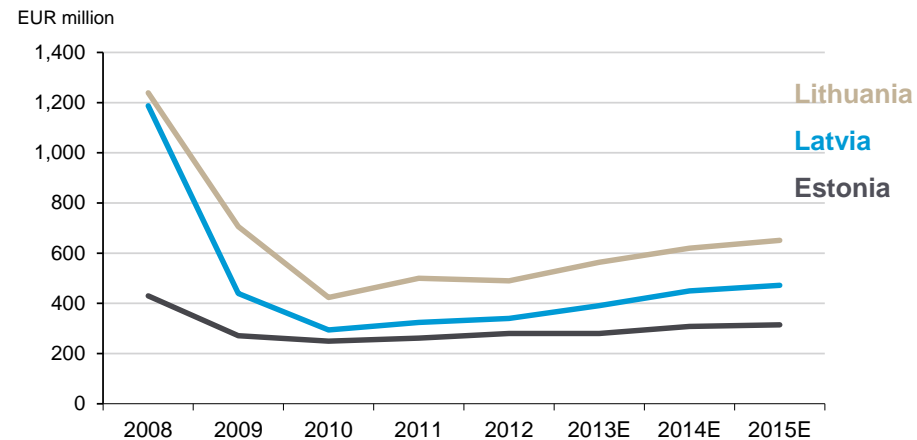
## Residential completions in Latvia



## Residential completions in Lithuania



## Residential construction in the Baltic countries

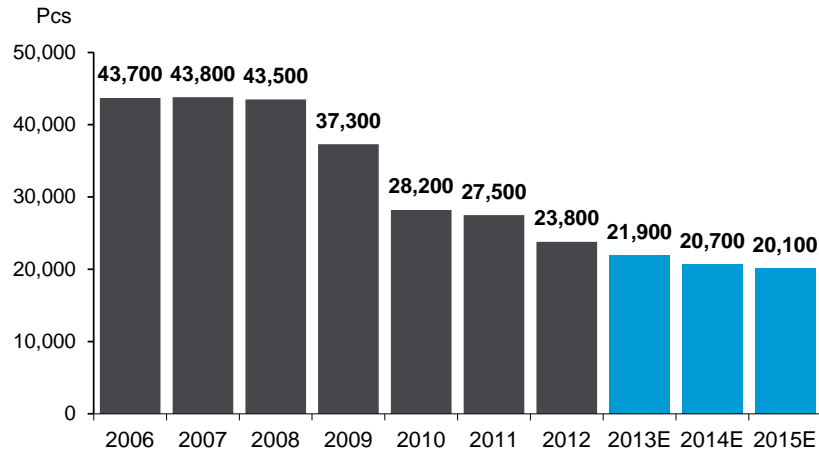


Source: VTT Technical Research Center of Finland, December 2013

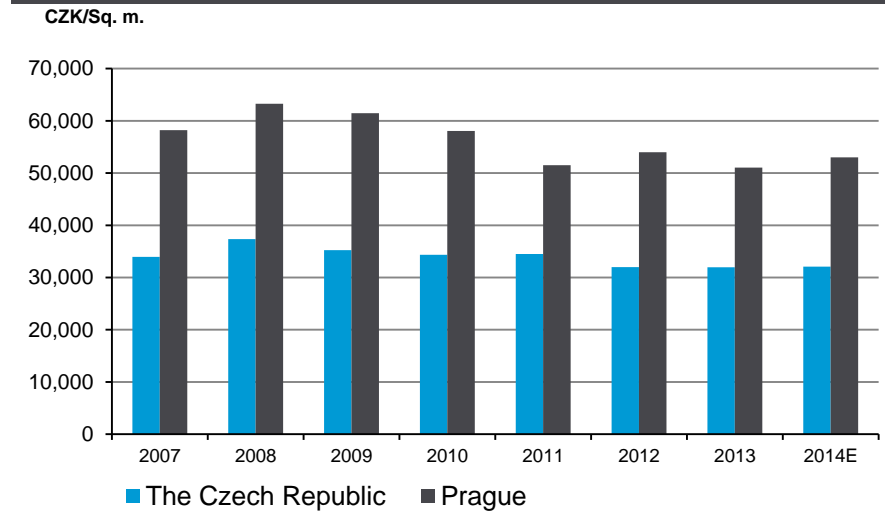


# The Czech Republic and Slovakia – Start-ups forecasted to remain relatively low

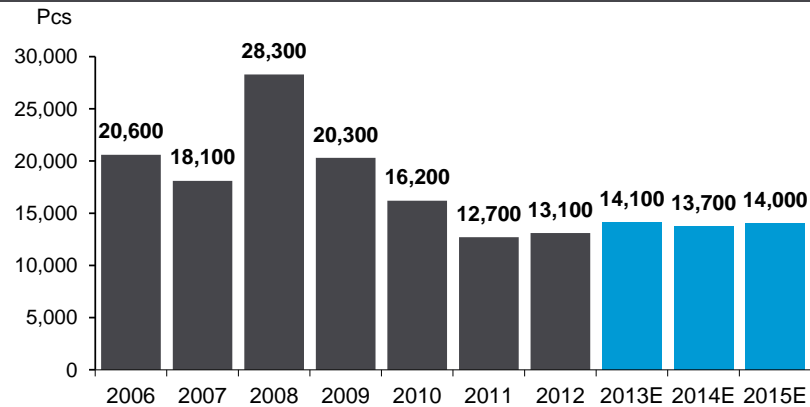
## Residential start-ups in the Czech Republic



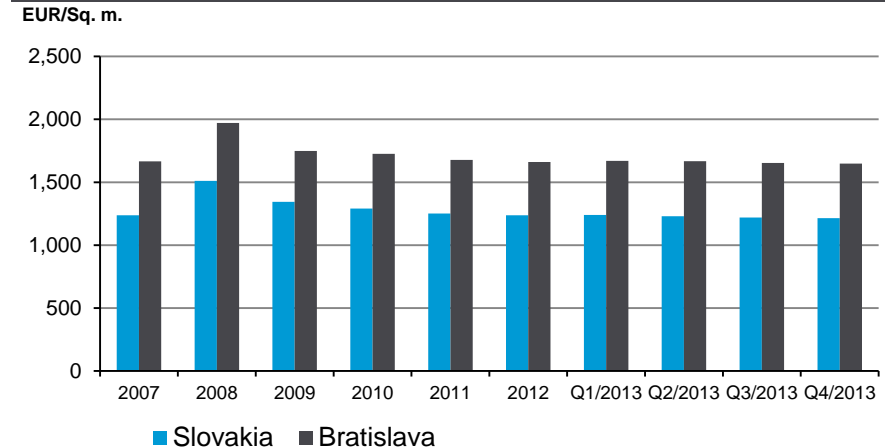
## Housing prices in the Czech Republic and Prague



## Residential start-ups in Slovakia



## Housing prices in Slovakia and Bratislava



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



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## **Business**

### **Premises**

Finland

The Baltic countries

Central Eastern

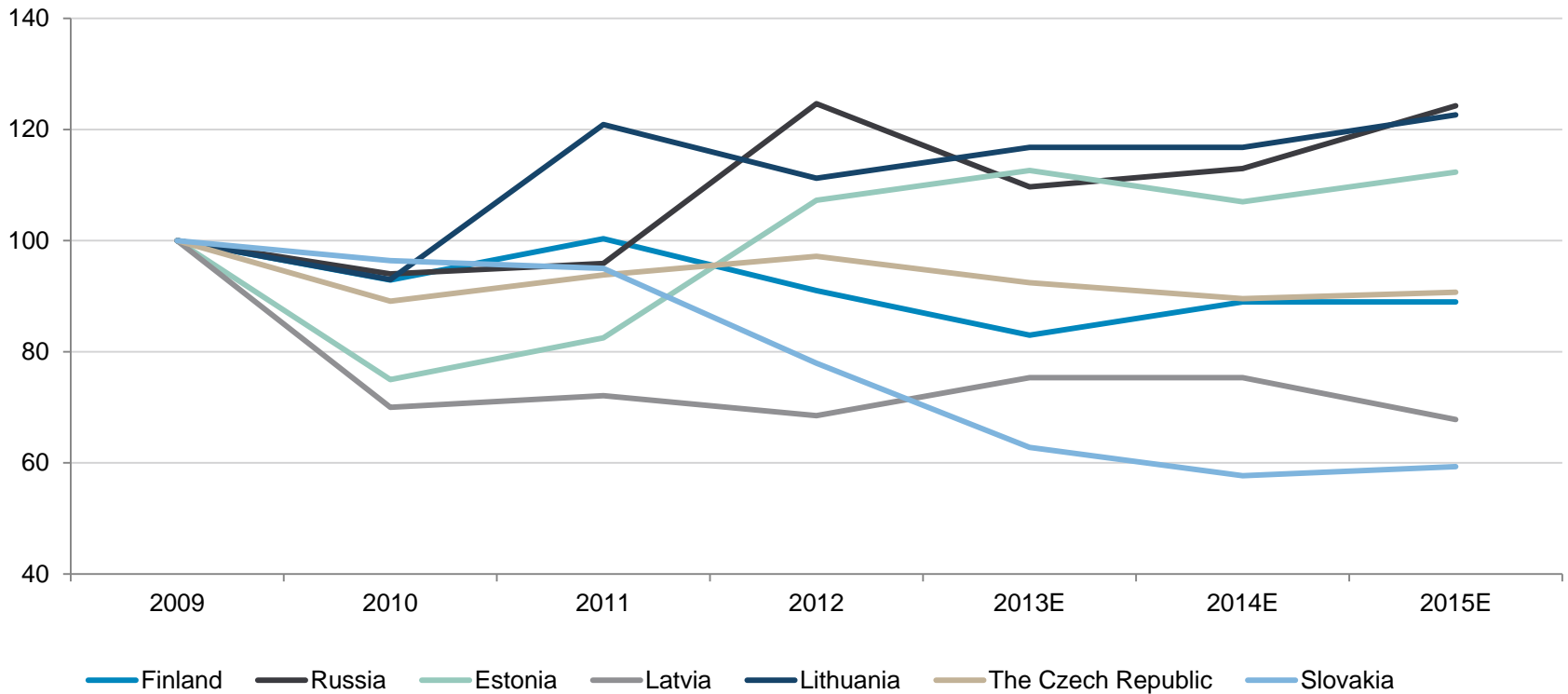
Europe

## **Infrastructure**

Finland

# New non-residential construction

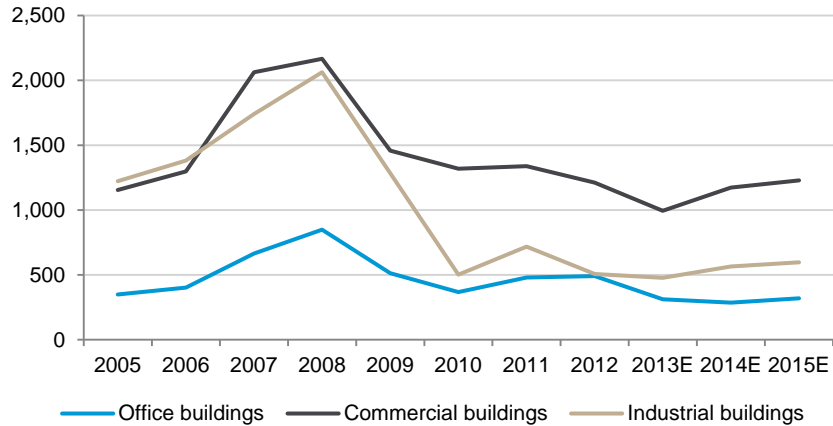
New non-residential construction volumes, index



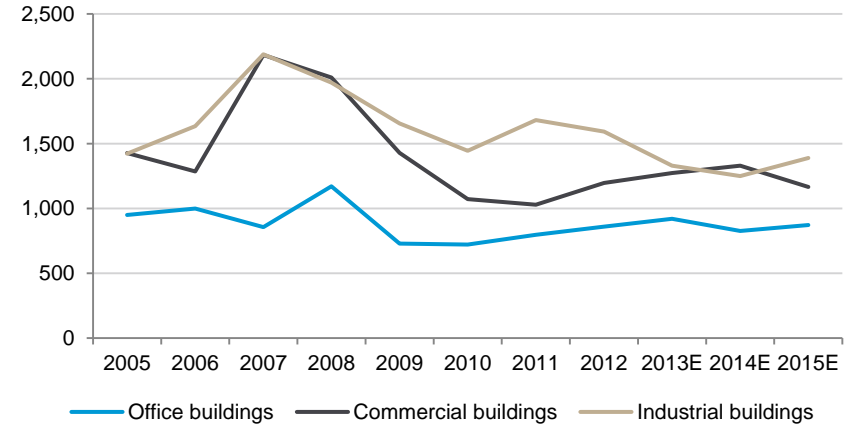
Sources: Finland, the Czech Republic and Slovakia, Euroconstruct November 2013  
Russia, Estonia, Latvia and Lithuania, VTT Technical Research Center of Finland, December 2013

# Non-residential construction forecasted to pick up slightly

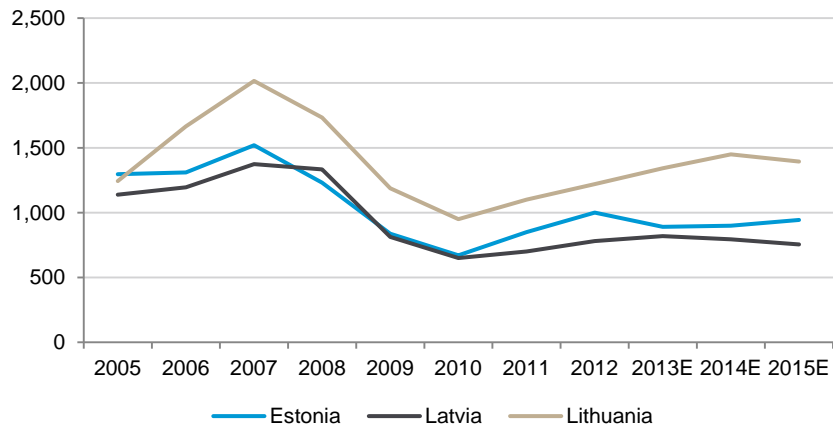
New non-residential construction in Finland, EUR million



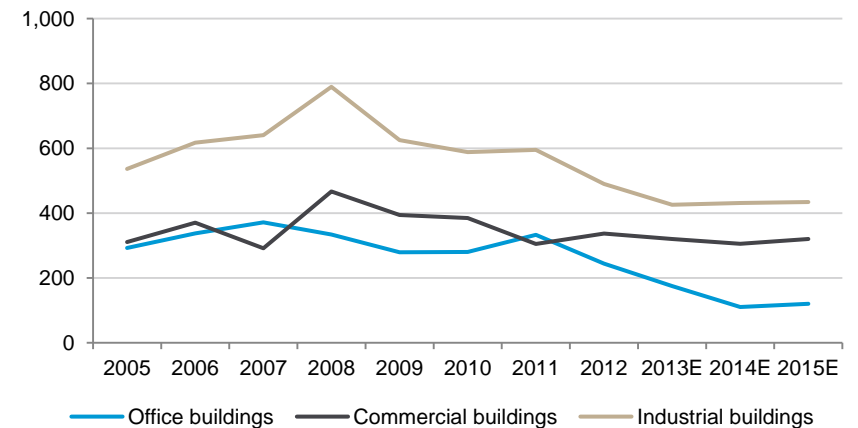
New non-residential construction in the Czech Republic, EUR million



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



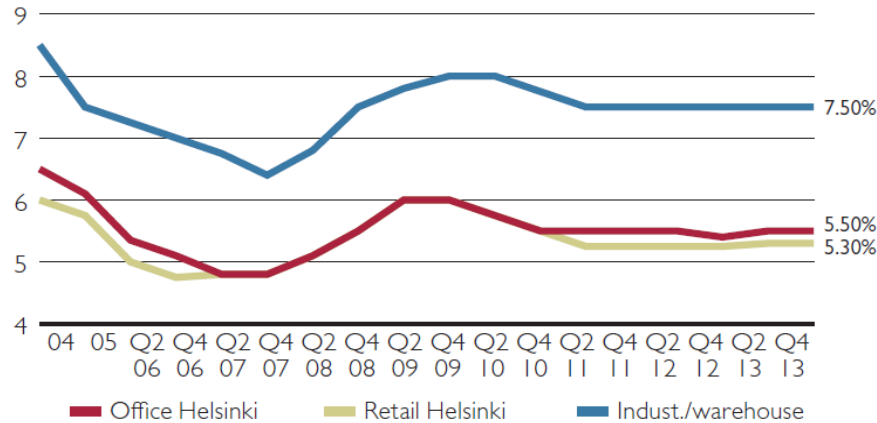
New non-residential construction in Slovakia, EUR million



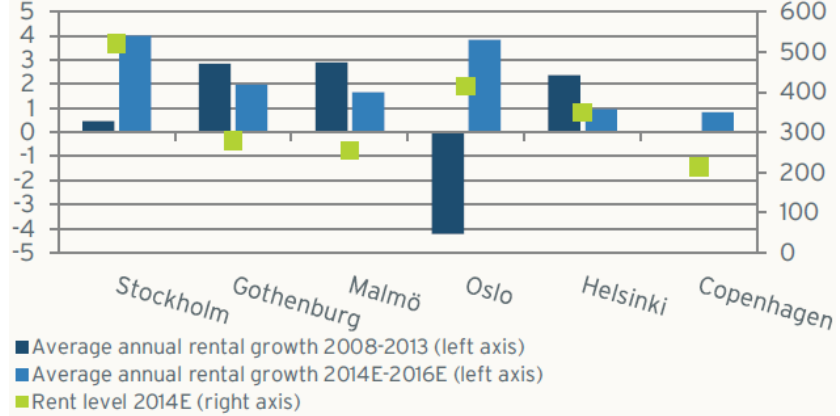
Source: VTT Technical Research Center of Finland, December 2013

# Finland – Yields have increased slightly

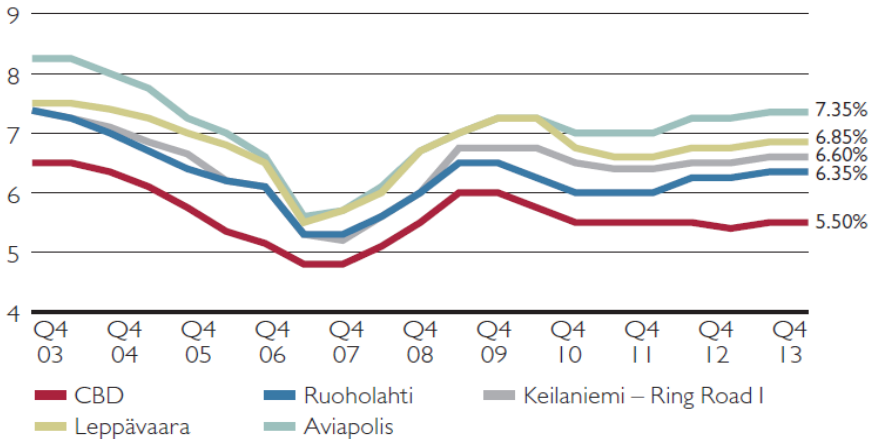
Prime yields in Helsinki Metropolitan Area, %



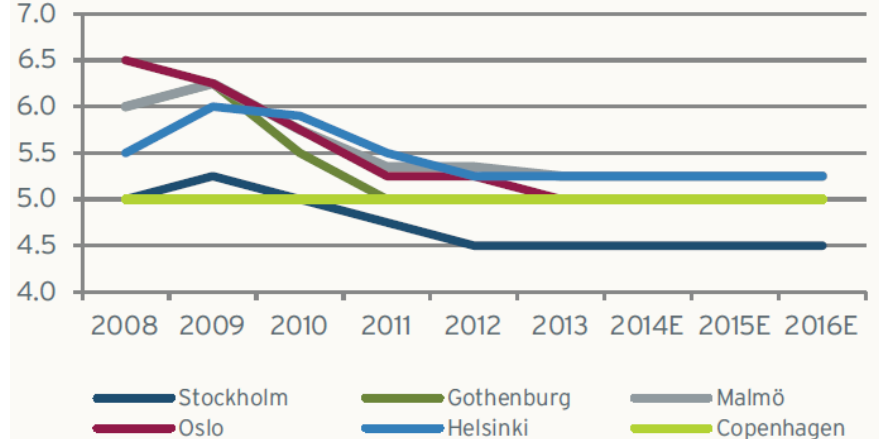
Prime office rents in the Nordic countries, % and EUR / sq. m. / year



Office yields in Helsinki Metropolitan Area, %



Prime office yields in the Nordic countries, %

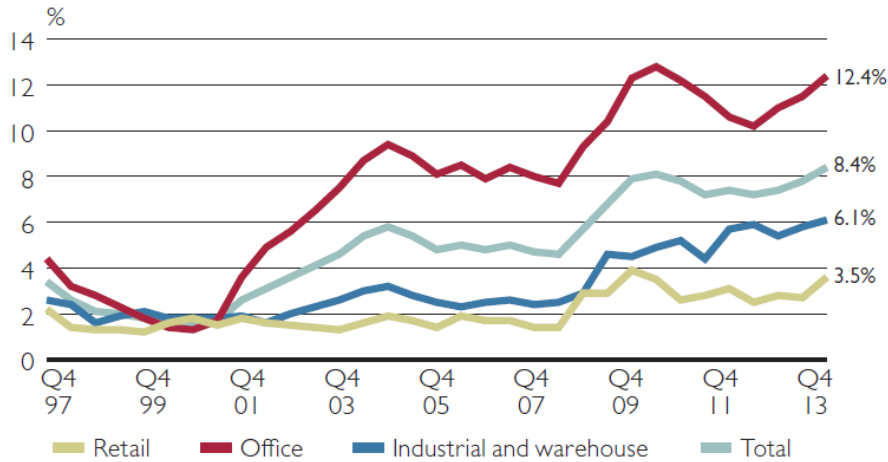


Sources: Catella Property Market Trends Finland, February 2014, Newsec Property Outlook, March 2014  
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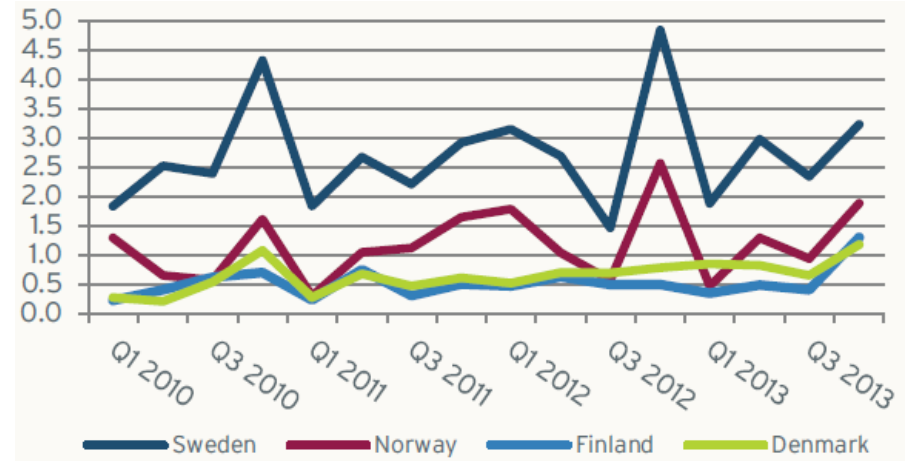


# Finland – Vacancy rates vary between sub-sectors in Helsinki

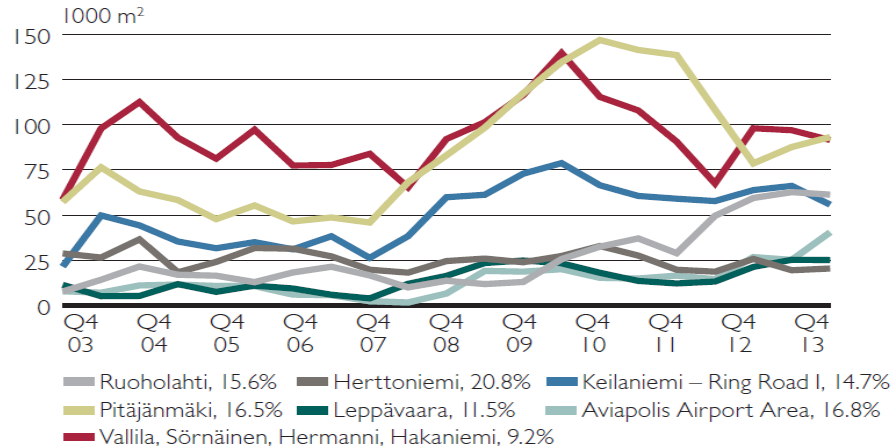
Vacancy rates in Helsinki Metropolitan Area



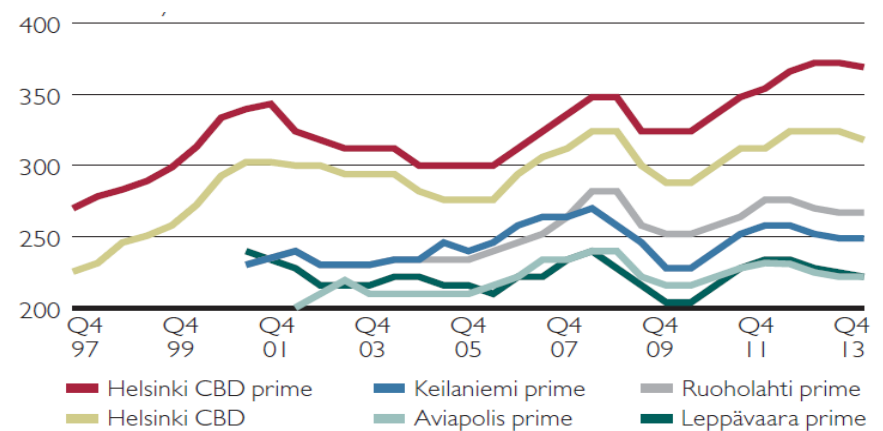
Transaction Volumes in the Nordic countries, EUR billion



Office vacancy in Helsinki Metropolitan Area

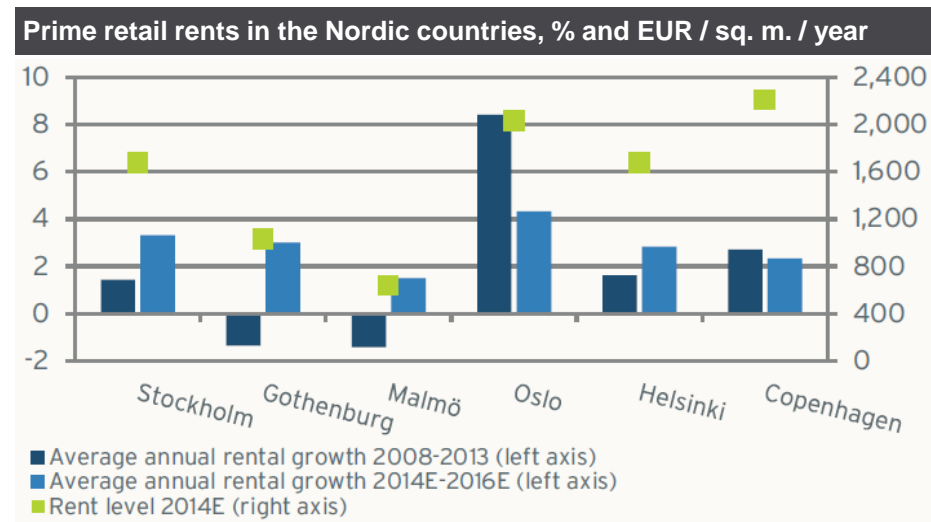
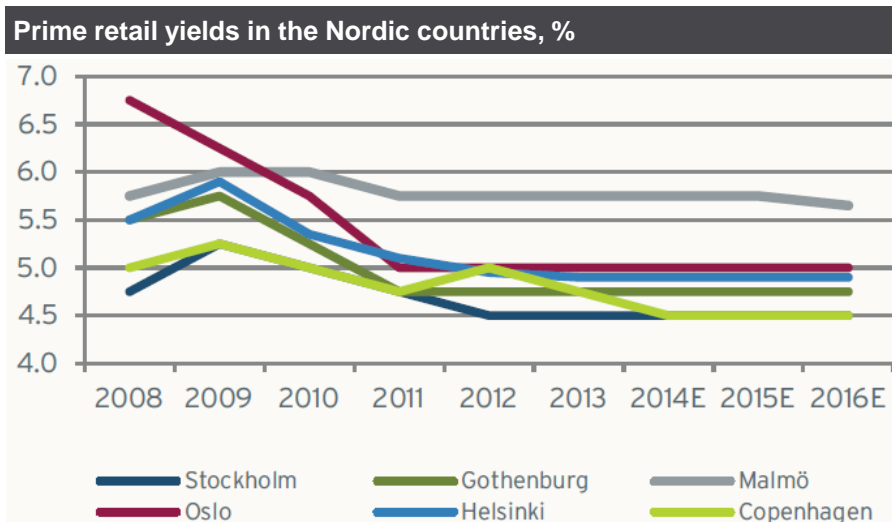
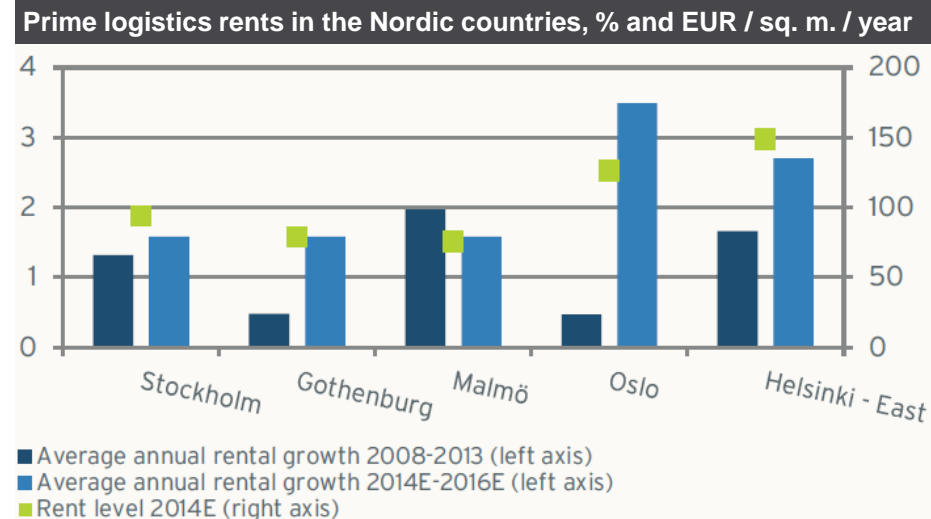
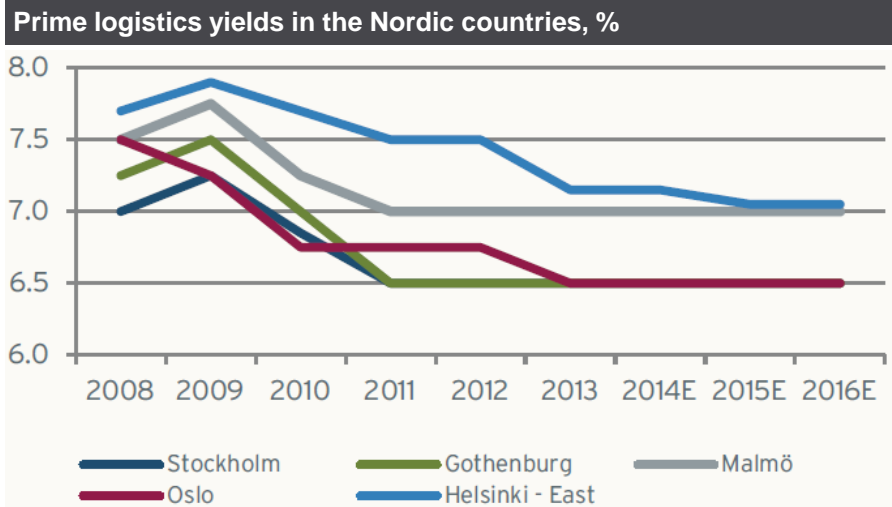


Rental levels of office space in Helsinki Metropolitan Area, EUR / sq. m. / year

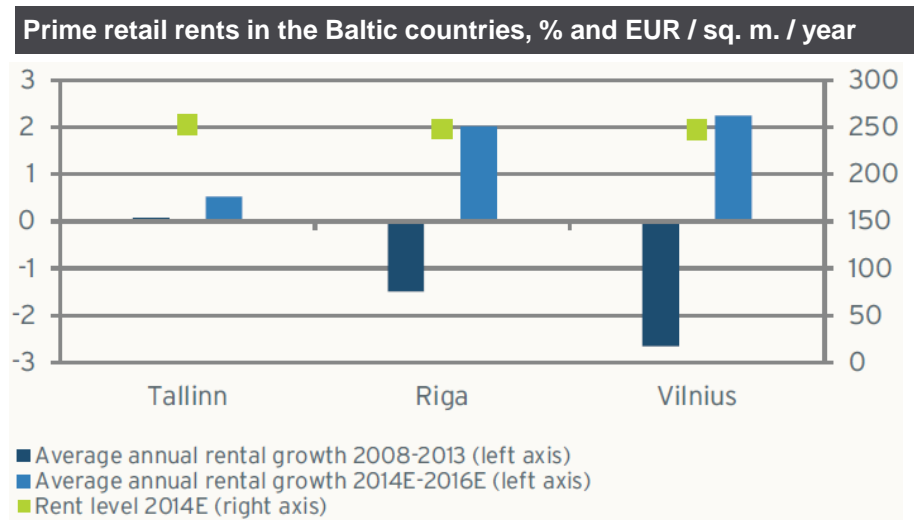
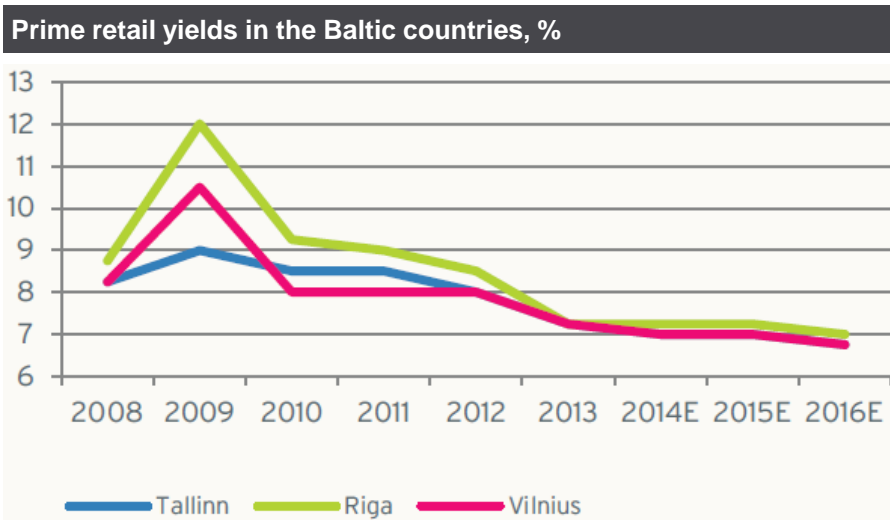
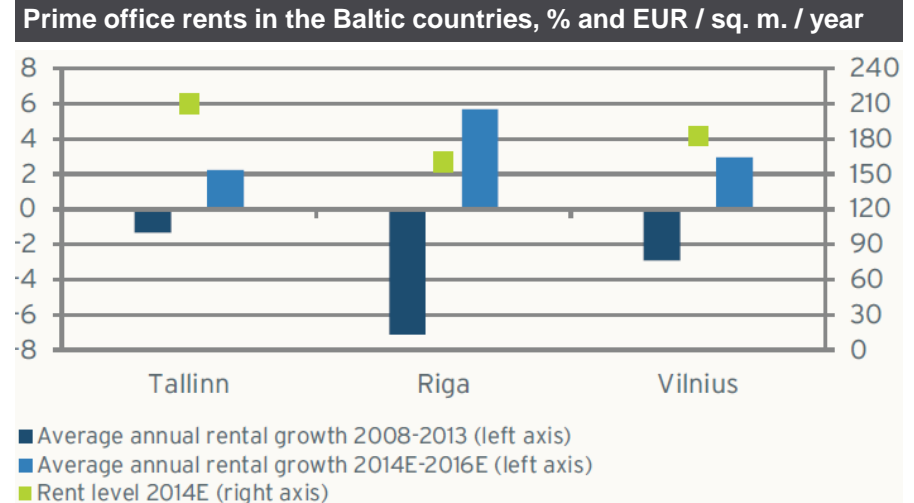
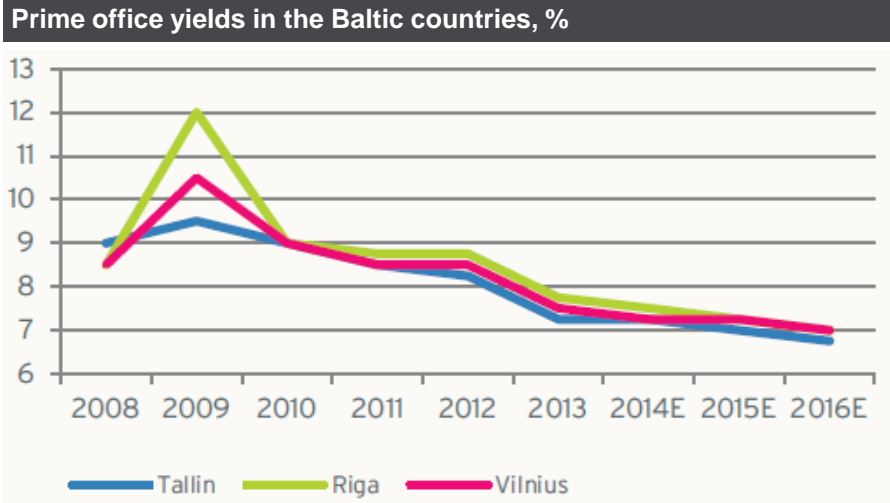


Sources: Catella Property Market Trends Finland, February 2014, Newsec Property Outlook, March 2014

# Finland – Logistics yields expected to decrease



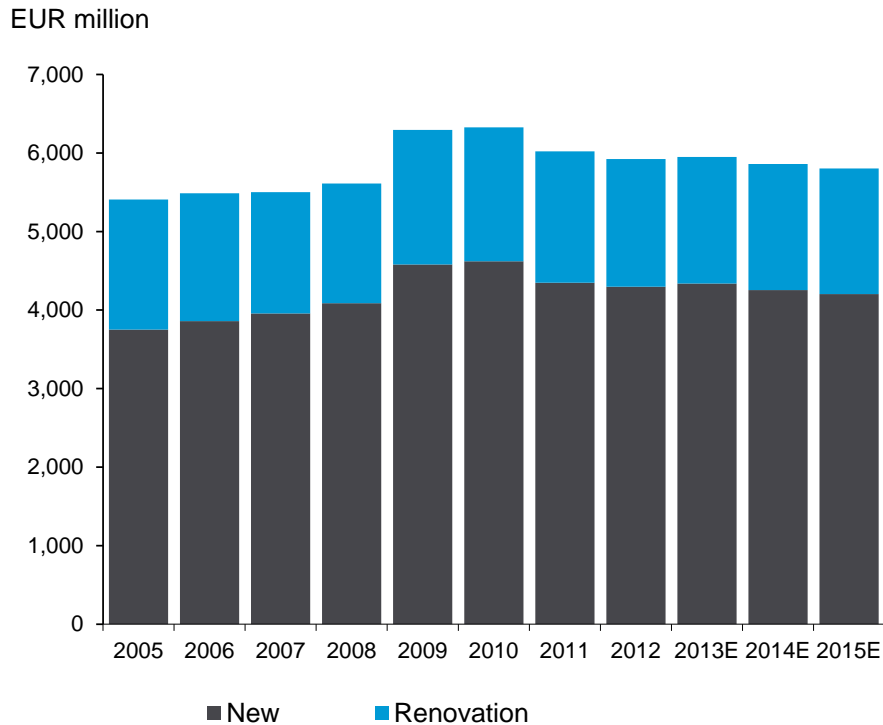
# The Baltic countries – Yields are expected to decrease



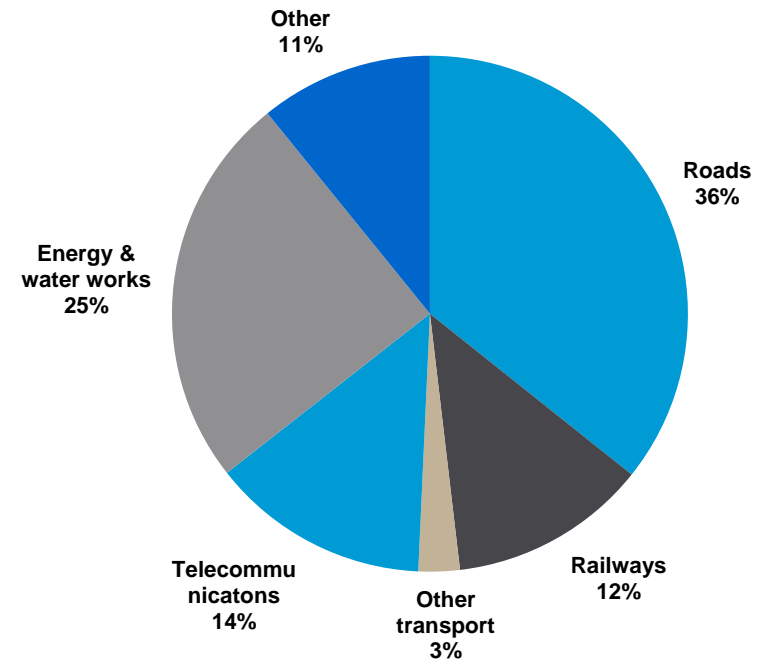


# Infrastructure construction – Market expected to decrease slightly in 2014

Infrastructure market in Finland



Infrastructure sectors in Finland (2013E)



Source: Euroconstruct, November 2013

# VI

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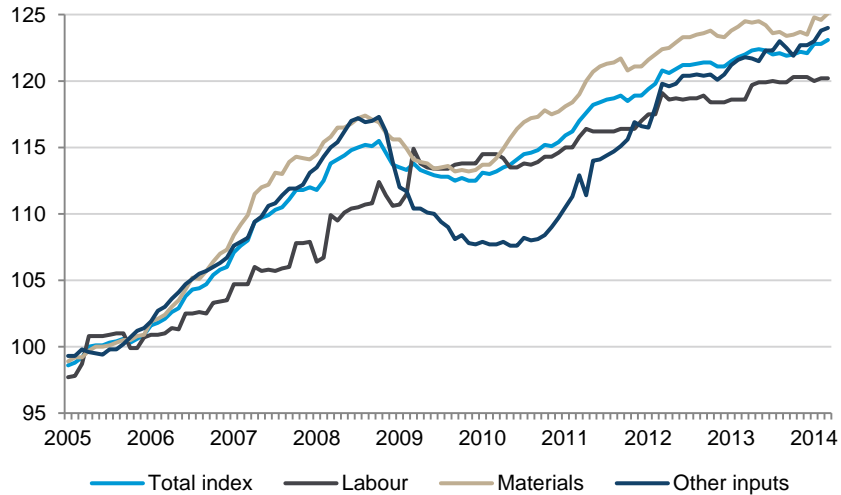
## **Construction costs**

Finland

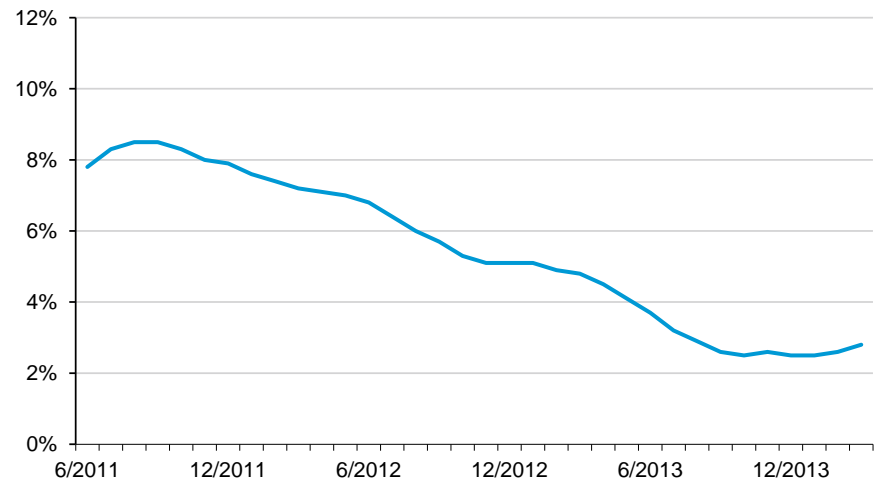
Russia

# Construction costs

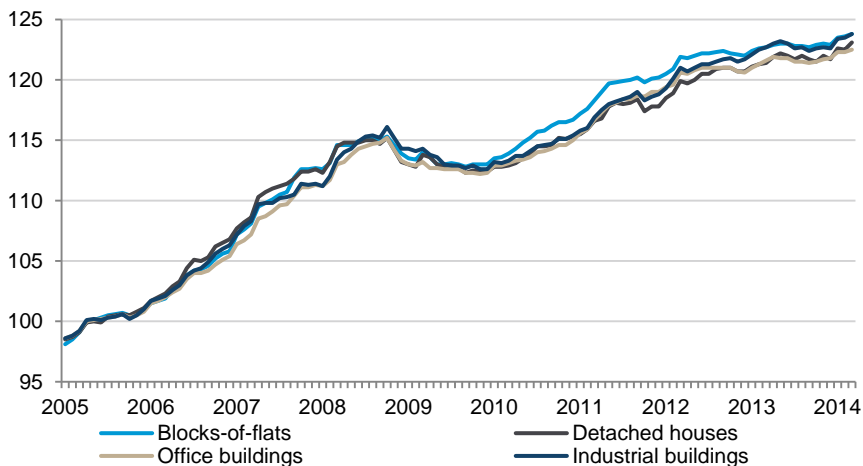
**Finland – Construction cost index (2005=100)**



**Russia – Inflation in building materials 6/2011-3/2014**



**Finland – Construction costs by building type, index (2005=100)**



**Russia – Construction output 1/2010-2/2014 (change y-o-y)**



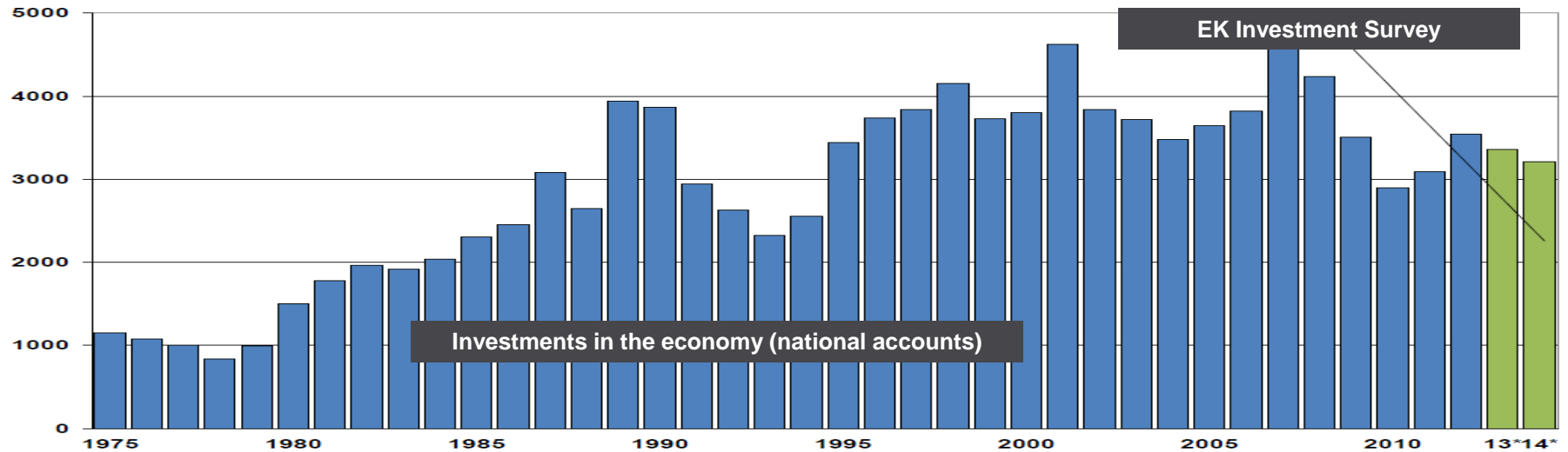
# VII

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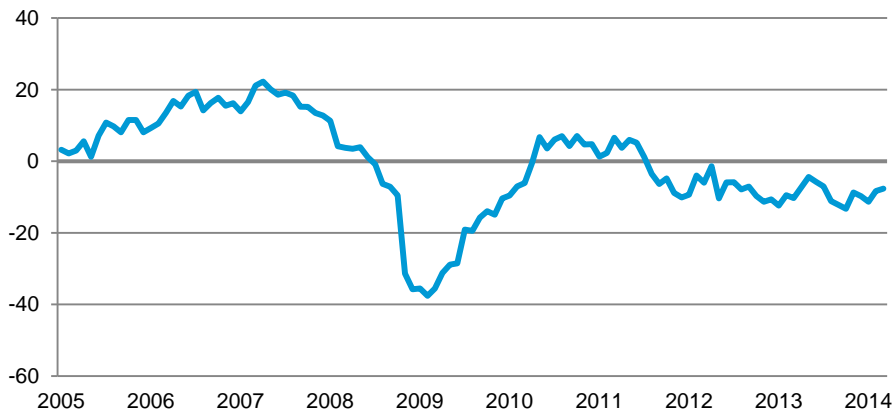
**Industrial  
indicators**  
Finland

# Industrial investments are estimated to decrease slightly in Finland

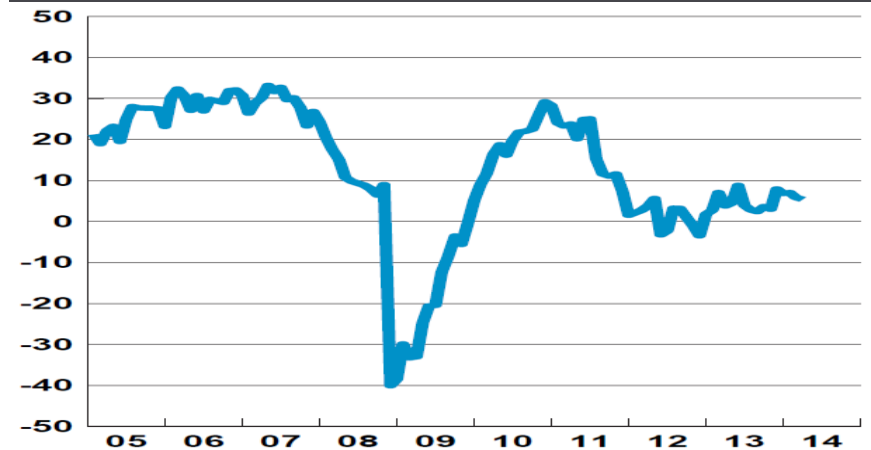
Manufacturing sectors' fixed investments in Finland



Industrial confidence



Industrial production expectations



Source: EK The Confederation of Finnish Industries February 2014 and March 2014  
YIT | 69 | Interim Report January – March 2014

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