# YIT Corporation's unaudited interim financial report for the three-month period ended March 31, 2017

Notice to Lemminkäinen Shareholders in the United States

The YIT shares to be issued in connection with the merger have not been registered under the U.S. Securities Act of 1933, as amended (the "Securities Act") and are being issued in reliance on the exemption from registration set forth in Rule 802 under the Securities Act.

YIT and Lemminkäinen are Finnish companies and the issuance of YIT shares will be subject to procedural and disclosure requirements in Finland that may be different from those of the United States. Any financial statements or other financial information included in this document may have been prepared in accordance with non-U.S. accounting standards that may not be comparable to the financial statements of U.S. companies or companies whose financial statements are prepared in accordance with generally accepted accounting principles in the United States.

It may be difficult for U.S. shareholders of Lemminkäinen to enforce their rights and any claims they may have arising under U.S. federal securities laws in connection with the merger, since YIT and Lemminkäinen are located in non-U.S. jurisdictions, and some or all of YIT's and Lemminkäinen's officers and directors may be residents of countries other than the United States. As a result, U.S. shareholders of Lemminkäinen may not be able to sue YIT or Lemminkäinen or their respective officers and directors in a court in Finland for violations of U.S. federal securities laws. Further, it may be difficult to compel YIT or Lemminkäinen to subject themselves to the jurisdiction or judgment of a U.S. court.

Lemminkäinen's shareholders should be aware that YIT may purchase Lemminkäinen's shares otherwise than under the merger, such as in open market or privately negotiated purchases, at any time during the pendency of the proposed merger.



# Interim Report January 1 – March 31, 2017: Result improved, strong cash flow

Unless otherwise noted, the figures in brackets refer to the corresponding period in the previous year and are of the same unit.

# **Segment reporting, POC**

Residential projects for consumers recognised as income in line with sales and construction<sup>1</sup>

# January–March

- Revenue increased by 32% to EUR 479.2 million (362.4).
- Adjusted operating profit amounted to EUR 16.7 million (12.1) and adjusted operating profit margin was 3.5% (3.3).
- In the review period, there were no adjustments.
- Order backlog remained stable at the level of the end of December and amounted to EUR 2,618.3 million (12/2016: 2,613.1).
- Operating cash flow after investments amounted to EUR 40.8 million (-25.1).

# **Group reporting, IFRS**

Residential projects for consumers recognised as income upon completion<sup>1</sup>

### January-March

- Revenue increased by 34% to EUR 452.2 million (337.6).
- Operating profit amounted to EUR 4.7 million (6.7) and operating profit margin was 1.0% (2.0).

# Guidance for 2017 unchanged (segment reporting, POC)

The Group revenue is estimated to grow by 0–10%.

The adjusted operating profit<sup>2</sup> is estimated to be in the range of EUR 90–105 million.

The adjusted operating profit does not include material reorganisation costs, impairment or other items impacting comparability.

<sup>1</sup>In segment reporting, the revenue and profit are recognised by multiplying the percentage of completion by the percentage of sale, i.e. according to the percentage of completion method, which does not fully comply with the Group's IFRS accounting principles. According to the Group's IFRS accounting principles, revenue from residential projects for consumers is recognised upon completion. Furthermore, in Group reporting, part of the interest expenses are capitalised according to the IAS 23 standard, which causes differences in operating profit and financial expenses between segment reporting and Group reporting.

<sup>2</sup> Due to the new guidelines from the European Securities and Market Authority concerning alternative performance measures, the performance measure "operating profit excluding non-recurring items" is replaced with "adjusted operating profit". The content of adjustments equals items previously disclosed as non-recurring items and consist of material reorganization costs and impairment, among others. Adjusted operating profit is disclosed to improve comparability between reporting periods.

As of the beginning of 2017, in order to clarify its financial figures terminology, YIT starts to use the terms Capital Employed and Return on Capital Employed (ROCE) for segment reporting instead of previously used Operative Invested Capital and Return on Operative Invested Capital (ROI). The formulas for these financial figures remain untouched.



# Kari Kauniskangas, President and CEO:

The result for January–March showed a substantial year-on-year improvement but was low, as expected. Revenue grew strongly and cash flow was solid. Order backlog stayed on a high level and the outlook is bright.

Development was particularly positive in the Housing Finland and CEE segment due to strong residential sales to consumers. During the quarter, we also concluded several investor sales transactions and plot sales that contributed to an improvement in our capital efficiency. The segment's revenue increased and profitability improved slightly. The segment's outlook is positive: we started many residential projects to consumers in both Finland and the CEE countries.

Residential sales in Russia were subdued due to consumers being cautious. The increase in real wages has been slow in spite of the stabilisation of the economic climate. Expecting interest rates to fall, consumers have postponed their investments and taking out new mortgages. As a result of low residential sales, revenue in rubles decreased by 11%. However, euro-denominated revenue increased year-on-year due to the appreciation of the ruble. Operating profit was negative due to the low volume but improved substantially year-on-year.

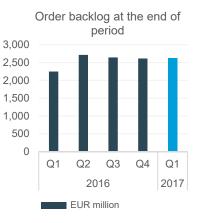
The Business Premises and Infrastructure segment's order backlog remains strong. Revenue increased particularly due to the Mall of Tripla project, but the segment's result was low due to the weakened margins in certain projects in the CEE countries as well as the seasonal variation in infrastructure projects. Large projects progressed according to plan. We completed the West Harbour terminal in Helsinki five weeks before the due date. The project is a good example of progress towards our goals of achieving a performance leap and an improved customer experience.

Cash flow for the quarter was positive and net debt decreased. We continued to improve our capital efficiency; for example, by selling plots of land to our partners. While the sales transactions did not have a significant effect on the profit for the quarter, they increased revenue and supported the favourable development of key financial figures and enabled for their part the implementation of the company's growth strategy.



# Segment reporting, POC







# Key figures

# Group reporting, IFRS

| EUR million                                | 1–3/17 | 1–3/16 | Change | 1–12/16 |
|--|--------|--------|--------|---------|
| Revenue                                    | 452.2  | 337.6  | 34%    | 1,678.3 |
| Operating profit                           | 4.7    | 6.7    | -29%   | 17.7    |
| Operating profit margin, %                 | 1.0%   | 2.0%   |        | 1.1%    |
| Profit before taxes                        | 4.5    | -1.2   |        | -2.5    |
| Profit for the review period <sup>1</sup>  | 3.4    | -0.9   |        | -7.1    |
| Earnings per share, EUR                    | 0.03   | -0.01  |        | -0.06   |
| Operating cash flow after investments      | 40.8   | -25.1  |        | -43.3   |
| Net interest-bearing debt at end of period | 551.1  | 554.5  | -1%    | 598.6   |
| Gearing ratio at end of period, %          | 103.6% | 108.6% |        | 112.3%  |
| Equity ratio at end of period, %           | 31.1%  | 31.5%  |        | 31.2%   |

# Segment reporting, POC

| EUR million                                | 1–3/17  | 1–3/16  | Change | 1–12/16 |
|--|---------|---------|--------|---------|
| Revenue                                    | 479.2   | 362.4   | 32%    | 1,783.6 |
| Housing Finland and CEE                    | 244.8   | 166.0   | 47%    | 727.9   |
| Housing Russia                             | 57.8    | 49.1    | 18%    | 267.9   |
| Business Premises and Infrastructure       | 178.7   | 149.4   | 20%    | 797.4   |
| Other items                                | -2.1    | -2.1    |        | -9.7    |
| Operating profit                           | 16.7    | 12.1    | 38%    | 52.9    |
| Operating profit margin, %                 | 3.5%    | 3.3%    |        | 3.0%    |
| Adjusted operating profit                  | 16.7    | 12.1    | 38%    | 79.9    |
| Housing Finland and CEE                    | 19.4    | 12.9    | 51%    | 59.9    |
| Housing Russia                             | -1.8    | -3.1    | 42%    | -2.3    |
| Business Premises and Infrastructure       | 4.7     | 6.0     | -22%   | 38.1    |
| Other items                                | -5.6    | -3.7    |        | -15.7   |
| Adjusted operating profit margin, %        | 3.5%    | 3.3%    |        | 4.5%    |
| Housing Finland and CEE                    | 7.9%    | 7.7%    |        | 8.2%    |
| Housing Russia                             | -3.1%   | -6.3%   |        | -0.9%   |
| Business Premises and Infrastructure       | 2.6%    | 4.0%    |        | 4.8%    |
| Adjustments                                |         |         |        | -27.0   |
| Profit before taxes                        | 12.6    | -0.8    |        | 13.8    |
| Profit for the review period <sup>1</sup>  | 8.9     | -0.6    |        | 7.4     |
| Earnings per share, EUR                    | 0.07    | -0.00   |        | 0.06    |
| Return on investment (last 12 months), %   | 5.2%    | 4.7%    |        | 4.7%    |
| Net interest-bearing debt at end of period | 409.6   | 481.3   | -15%   | 469.3   |
| Equity ratio at end of period, %           | 35.4%   | 34.1%   |        | 35.1%   |
| Order backlog at end of period             | 2,618.3 | 2,246.8 | 17%    | 2,613.1 |

<sup>1</sup> Attributable to equity holders of the parent company



# Accounting principles applied in the Interim Report

YIT reports on its operations in accordance with IFRS guidelines, where the company applies, for example, the IFRIC 15 guidelines. In group reporting, self-developed residential projects are recognised as income upon project handover. The timing of completion of self-developed projects thus affects the Group's revenue recognition, and therefore group figures may fluctuate greatly between different quarters. In addition, in group reporting part of the interest expenses are capitalised according to IAS 23 and reported as project costs above the operating profit when the project is completed. This causes differences in operating result and financial expenses between segment reporting and group reporting.

YIT Corporation's management follows the development of the company's business according to the percentage of completion based segment reporting (POC). Therefore, the company's performance is described in the explanatory statement of the Interim Report also according to segment reporting. The effects of the differences of the recognition principles are presented in detail in the tables to the Interim Report. The interim report does not include all of the notes or disclosure information as presented in the Financial Statements 2016. Therefore, the Interim Report should be read in conjunction with the Financial Statements 2016.

# Group financial development, group reporting (IFRS)

Residential projects for consumers recognised as income upon completion

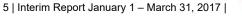
| IFRS, EUR million                         | 1–3/17  | 1–3/16  | Change | 1–12/16 |
|---|---------|---------|--------|---------|
| Revenue                                   | 452.2   | 337.6   | 34%    | 1,678.3 |
| Operating profit                          | 4.7     | 6.7     | -29%   | 17.7    |
| Operating profit margin, %                | 1.0%    | 2.0%    |        | 1.1%    |
| Adjusted operating profit                 | 4.7     | 6.7     | -29%   | 44.7    |
| Adjusted operating profit margin, %       | 1.0%    | 2.0%    |        | 2.7%    |
| Profit before taxes                       | 4.5     | -1.2    |        | -2.5    |
| Profit for the review period <sup>1</sup> | 3.4     | -0.9    |        | -7.1    |
| Earnings per share, EUR                   | 0.03    | -0.01   |        | -0.06   |
| Order backlog at end of period            | 3,088.9 | 2,575.2 | 20%    | 3,048.2 |
| Effective tax rate, %                     | 23.4%   | 18.4%   |        | -189.8% |

<sup>1</sup> Attributable to equity holders of the parent company

### January-March

The Group's revenue increased by 34% year-on-year. At comparable exchange rates, revenue increased by 30%. Revenue increased due to high number of residential project completions, among other things.

IFRS operating profit was EUR 4.7 million and the Group's operating profit margin was 1.0% (2.0%). Revenue decreased due to lower margin content of the completions, among other things.





# Acquisitions and capital expenditure

| IFRS, EUR million                               | 1–3/17 | 1–3/16 | Change | 1–12/16 |
|---|--------|--------|--------|---------|
| Gross capital expenditure on non-current assets | 17.3   | 2.9    | 490%   | 83.5    |
| % of revenue                                    | 3.8 %  | 0.9 %  |        | 5.0%    |
| Depreciation                                    | 3.5    | 3.2    | 10%    | 16.5    |

YIT did not make any business acquisitions in January–March. Gross capital expenditure on noncurrent assets amounted to EUR 17.3 million, or 3.8% of revenue.

Investments to construction equipment amounted to EUR 3.7 million (2.0) and investments to information

technology totaled EUR 0.8 million (0.8). Other investments including investments in shares amounted to EUR 12.8 million (0.2), and consisted mainly of investments in the joint ventures.

# Cash flow and invested capital

| IFRS, EUR million                        |         | 1–3/17  | 1–3/1  | 6 C     | hange   | 1–12/16 |
|--|---------|---------|--------|---------|---------|---------|
| Operating cash flow after investments    |         | 40.8    | -25    | .1      |         | -43.3   |
| Cash flow of plot investments            |         | -32.3   | -52    | .9      | -39%    | -104.7  |
| IFRS, EUR million                        | 3/17    | 3/16    | Change | 3/17    | 12/16   | Change  |
| Invested capital                         | 1,237.4 | 1,187.6 | 4%     | 1,237.4 | 1,263.4 | -2%     |
| Return on investment (last 12 months), % | 1.5%    | 4.9%    |        | 1.5%    | 1.6 %   |         |

Operating cash flow after investments was EUR 40.8 million (-25.1). The strong cash flow is explained by strong sales and capital efficiency measures such as the plot cooperation.

Cash flow of plot investments decreased by 39% to EUR -32.3 million (-52.9). The decrease is explained by

the investment to Pasila railway station made during the corresponding period of the previous year.

Invested capital decreased by 2% from the level of the end of the previous year, and return on investment was on an unsatisfactory level due to the modest operating profit.



# Capital structure and liquidity position

| IFRS, EUR million            | 3/17   | 3/16   | Change | 3/17   | 12/16  | Change |
|------------------------------|--------|--------|--------|--------|--------|--------|
| Net interest-bearing debt    | 551.1  | 554.5  | -1%    | 551.1  | 598.6  | -8%    |
| Cash and cash equivalents    | 77.7   | 122.4  | -36%   | 77.7   | 66.4   | 17%    |
| Interest-bearing receivables | 39.1   |        |        | 39.1   | 34.6   | 13%    |
| Interest-bearing debt        | 667.8  | 676.9  | -1%    | 667.8  | 699.5  | -5%    |
| Bonds                        | 149.6  | 252.2  | -41%   | 149.6  | 149.5  | 0%     |
| Commercial papers            | 39.9   | 10.0   | 299%   | 39.9   | 68.9   | -42%   |
| Construction-stage financing | 306.9  | 221.6  | 39%    | 306.9  | 309.6  | -1%    |
| Pension loans                | 79.9   | 100.9  | -21%   | 79.9   | 81.7   | -2%    |
| Bank loans                   | 91.5   | 92.2   | -1%    | 91.5   | 89.8   | 2%     |
| Average interest rate, %     | 3.64%  | 4.16%  |        | 3.64%  | 3.48%  |        |
| Revolving credit facilities  | 200.0  | 300.0  | -33%   | 200.0  | 200.0  |        |
| Overdraft facilities         | 75.5   | 64.5   | 17%    | 75.5   | 74.6   | 1%     |
| Equity ratio, %              | 31.1%  | 31.5%  |        | 31.1%  | 31.2%  |        |
| Gearing ratio, %             | 103.6% | 108.6% |        | 103.6% | 112.3% |        |

| IFRS, EUR million      | 1–3/17 | 1–3/16 | Change | 1–12/16 |
|------------------------|--------|--------|--------|---------|
| Net financial expenses | -0.3   | -7.8   | -97%   | -20.1   |

At the end of March, YIT's liquidity position was strong. Cash and cash equivalents amounted to EUR 77.7 million, in addition to which YIT had undrawn overdraft facilities amounting to EUR 75.5 million.

YIT's revolving credit facility, the bonds issued in 2015 and 2016 and a part of bank loans include a covenant requiring the Group's equity ratio based on the IFRS balance sheet to be higher than 25.0%. In addition, the revolving credit facility and some bank loans include a covenant requiring the Group's gearing ratio based on the IFRS balance sheet to be below 150.0%.

At the end of March, the equity ratio was 31.1% and the gearing ratio was 103.6%. The improvement of the gearing ratio compared to the year-end level resulted from the first quarter's positive cash flow.

As of from the beginning of 2017, YIT takes interestbearing receivables into account in net interest-bearing debt. Interest-bearing receivables are related to cooperation projects in line with YIT's strategy, with the most notable item being a EUR 33.5 million interestbearing receivable reported in the third quarter of 2016, associated with the construction of obligated parking spaces for the Tripla-project. The other interest-bearing receivables are loans granted to a joint venture. The company's view is that the new reporting method better reflects the amount of net liabilities. The changed reporting method for net debt does not affect the gearing ratio or the covenants of the company's loan agreements. Interest-bearing debt amounted to EUR 667.8 million at the end of March, and net interestbearing debt under the new reporting method was EUR 551.1 million. A total of EUR 105.7 million of long-term loans will mature during the remainder of 2017.

After the reporting period, YIT has withdrawn an EUR 30 million bilateral, three-year loan to refinance maturing debt. The measures to refinance the maturities towards the end of the year are underway and proceeding as planned.

Net financial expenses decreased year-on-year and amounted to EUR 0.3 million (7.8). Interest expenses at the amount of EUR 3.8 million (5.0) were capitalized in accordance with IAS 23. During the quarter, financial expenses were reduced due to gains on interest rate derivatives and the decreasing of the hedged ruble position.

The interests on participations in housing corporation loans are included in housing corporation charges and are thus booked in project expenses. In January–March, interests on the participations amounted to EUR 0.5 million (0.7).

At the end of March, EUR 28.8 million of the capital invested in Russia was debt investments (12/16: 26.2) and EUR 392.9 million was equity investments or similar permanent net investments (12/16: 362.8). In accordance with YIT's hedging policy, the debt investments to subsidiaries are hedged against exchange rate risk, while equity investments are not hedged due to their permanent nature.



# Group financial development, segment reporting (POC)

Residential projects for consumers recognised as income in line with sales and construction

# Revenue

| POC, EUR million                        | 1–3/17 | 1–3/16 | Change | Change <sup>1</sup> | 1–12/16 |
|---|--------|--------|--------|---------------------|---------|
| Revenue                                 | 479.2  | 362.4  | 32%    | 28%                 | 1,783.6 |
| Housing Finland and CEE                 | 244.8  | 166.0  | 47%    | 47%                 | 727.9   |
| Housing Russia                          | 57.8   | 49.1   | 18%    | -11%                | 267.9   |
| Business Premises<br>and Infrastructure | 178.7  | 149.4  | 20%    | 20%                 | 797.4   |
| Other items                             | -2.1   | -2.1   |        |                     | -9.7    |

<sup>1</sup>At comparable exchange rates

# January-March

The Group's revenue based on segment reporting increased by 32% year-on-year. At comparable exchange rates, revenue increased by 28%.

Revenue grew especially in the Housing Finland and CEE segment due to strong residential sales and plot sales. Revenue grew also in the Housing Russia segment due to strenghtening of the ruble. At comparable exchange rates, revenue decreased due to the low residential sales. In the Business Premises and Infrastructure segment, revenue grew especially due to the progress of the Tripla project.

The revenue was increased also by the plot sales to cooperation funds conducted in line with YIT's strategy. The plot sales did not have a significant impact on the profit but they improved capital efficiency and supported the development of the key financial figures.

| Revenue by geographical area, %, POC | 1–3/17 | 1–3/16 | 1–12/16 |
|--------------------------------------|--------|--------|---------|
| Finland                              | 77%    | 76%    | 74%     |
| Russia                               | 12%    | 14%    | 15%     |
| The CEE countries                    | 11%    | 10%    | 11%     |



# Result

| POC, EUR million                     | 1–3/17 | 1–3/16 | Change | 1–12/16 |
|--------------------------------------|--------|--------|--------|---------|
| Operating profit                     | 16.7   | 12.1   | 38%    | 52.9    |
| Operating profit margin, %           | 3.5%   | 3.3%   |        | 3.0%    |
| Adjustments                          |        |        |        | -27.0   |
| Adjusted operating profit            | 16.7   | 12.1   | 38%    | 79.9    |
| Housing Finland and CEE              | 19.4   | 12.9   | 51%    | 59.9    |
| Housing Russia                       | -1.8   | -3.1   | 42%    | -2.3    |
| Business Premises and Infrastructure | 4.7    | 6.0    | -22%   | 38.1    |
| Other items                          | -5.6   | -3.7   |        | -15.7   |
| Adjusted operating profit margin, %  | 3.5%   | 3.3%   |        | 4.5 %   |
| Housing Finland and CEE              | 7.9%   | 7.7%   |        | 8.2 %   |
| Housing Russia                       | -3.1%  | -6.3%  |        | -0.9 %  |
| Business Premises and Infrastructure | 2.6%   | 4.0%   |        | 4.8 %   |

# January-March

The Group's operating profit based on segment reporting increased by 38% to EUR 16.7 million and operating profit margin was 3.5% (3.3).

The Housing Finland and CEE segment's operating profit improved due to strong residential sales, especially consumer sales were good. The operating result of the Housing Russia segment was negative due to the low sales volume. The profitability of the Business Premises and Infrastructure segment remained low due to the weakened margins in certain projects in the CEE countries and the seasonal variation of infrastructure projects, among other things. Changes in foreign exchange rates had negative impact of EUR 0.1 million on operating profit.

The plot sales of the quarter did not have significant impact on the profit.

| POC, EUR million                          | 1–3/17 | 1–3/16 | Change | 1–12/16 |
|---|--------|--------|--------|---------|
| Profit before taxes                       | 12.6   | -0.8   |        | 13.8    |
| Profit for the review period <sup>1</sup> | 8.9    | -0.6   |        | 7.4     |
| Earnings per share, EUR                   | 0.07   | -0.00  |        | 0.06    |
| Effective tax rate, %                     | 29.3%  | 18.5%  |        | 46.3%   |

<sup>1</sup> Attributable to equity holders of the parent company



# **Order backlog**

| POC, EUR million                     | 3/17    | 3/16    | Change | 3/17    | 12/16   | Change |
|--------------------------------------|---------|---------|--------|---------|---------|--------|
| Order backlog                        | 2,618.3 | 2,246.8 | 17%    | 2,618.3 | 2,613.1 | 0%     |
| Housing Finland and CEE              | 842.8   | 857.2   | -2%    | 842.8   | 833.4   | 1%     |
| Housing Russia                       | 474.6   | 508.7   | -7%    | 474.6   | 463.4   | 2%     |
| Business Premises and Infrastructure | 1,300.9 | 880.9   | 48%    | 1,300.9 | 1,316.3 | -1%    |

The order backlog remained stable on the level of the end of previous year. At the end of March 61% of the order backlog had been sold (12/16: 60).

Changes in foreign exchange rates increased the order backlog by EUR 29.9 million from the end of December.

# **Invested capital**

| POC, EUR million                         | 3/17    | 3/16    | Change | 3/17    | 12/16   | Change |
|--|---------|---------|--------|---------|---------|--------|
| Invested capital                         | 1,142.7 | 1,140.6 | 0%     | 1,142.7 | 1,175.3 | -3%    |
| Return on investment (last 12 months), % | 5.2%    | 4.7%    |        | 5.2%    | 4.7%    |        |

Invested capital decreased by 3% from the end of December. Return on investment increased to 5.2% (4.7) as operating profit increased.

Capital efficiency is one of the most remarkable strategic targets in line with growth and profitability. In

the beginning of year, YIT improved its capital efficiency by the plot cooperation as well as new and existing partnership models.



# **Housing Finland and CEE**

### **Operating environment**

Consumer confidence picked up further in the beginning of 2017 in Finland which was also seen as good consumer demand. Demand focused especially on affordable apartments in growth centres. Also the demand for bigger apartments continued to improve.

Investors were more selective in their investments and the demand focused on the capital region.

In the CEE countries, consumer confidence was on a good level especially in the Czech Republic. Residential

demand was especially brisk in Slovakia and Czech Republic. Residential prices of new apartments increased slightly and the competitive situation in the CEE countries was reflected as cost pressure.

Mortgage interest rates were on a low level in all operating countries and the availability of financing was good. In Finland, new drawdowns of mortgages increased year-on-year.

| POC, EUR million                               | 1–3/17 | 1–3/16 | Change | 1–12/16 |
|--|--------|--------|--------|---------|
| Revenue  | 244.8  | 166.0  | 47%    | 727.9   |
| Operating profit                               | 19.4   | 12.9   | 51%    | 59.9    |
| Operating profit margin, %                     | 7.9%   | 7.7%   |        | 8.2%    |
| Adjusted operating profit                      | 19.4   | 12.9   | 51%    | 59.9    |
| Adjusted operating profit margin, %            | 7.9%   | 7.7%   |        | 8.2%    |
| Capital employed at end of period              | 397.3  | 442.0  | -10%   | 453.5   |
| Return on capital employed (last 12 months), % | 15.8%  | 10.8%  |        | 13.4%   |
| Order backlog at end of period                 | 842.8  | 857.2  | -2%    | 833.4   |

### January-March

The segment's revenue increased by 47% year-onyear due to good consumer sales. Also the plot sales strenghtened the revenue.

The segment's operating profit strenghtened by 51% year-on-year, and operating profit margin was 7.9% (7.7). The operating profit increased driven by good residential sales, however profitability improvement was limited by capital efficiency measures such as plot sales.

In January–March, the unit sales to consumers were on a strong level. The share of consumer sales in Finland was 62% (51). In the first quarter, YIT started apartment projects in Tampere in Ranta-Tampella and Kalevanrinne and in Helsinki in Lauttasaari and Viikki, where YIT launced a new optional purchase right model.

In March, YIT signed agreements of the construction of altogether 8 apartment projects to investors in Finland, more than half of which were strated during the review period. In addition, YIT sold 104 apartments to investors as bundle deals in Finland. Furthermore, the company sold plots with a value of approximately EUR 25 million.

In the CEE countries, unit sales increased by 77 % in January–March. YIT started two apartment projects in Tallinn, Estonia, among others. In Prague, Czech Republic, the company started the construction of an area project and acquired a plot for an apartment project.

In the end of 2016, YIT involved in establishing the YCE Housing I fund that supports the company's growth strategy in the CEE countries by investing in housing development in the area. In March, YIT sold a housing project in Bratislava, Slovakia to the fund. The value of the deal for YIT was approximately EUR 14 million and the project sold will comprise 106 apartments.



| Residential construction in Finland, units                         | 1–3/17    | 1–3/16    | Change | 1–12/16   |
|--|-----------|-----------|--------|-----------|
| Sold   | 826       | 612       | 35%    | 2,730     |
| of which initially started to consumers <sup>1</sup>               | 613       | 350       | 75%    | 1,838     |
| Start-ups  | 790       | 817       | -3%    | 2,877     |
| of which to consumers  | 577       | 555       | 4%     | 1,985     |
| Completed  | 751       | 540       | 39%    | 2,535     |
| of which to consumers  | 438       | 287       | 53%    | 1,087     |
| Under construction at end of period                                | 3,881     | 3,777     | 3%     | 3,842     |
| of which sold at end of period, %                                  | 69%       | 69%       |        | 69%       |
| For sale at end of period  | 1,370     | 1,467     | -7%    | 1,406     |
| of which completed   | 154       | 280       | -45%   | 201       |
| Plot reserve in the balance sheet at<br>end of period, EUR million | 152.2     | 133.5     | 14%    | 154.0     |
| Plot reserve at end of period <sup>2</sup> , floor sq. m.          | 1,880,625 | 1,582,440 | 19%    | 2,044,160 |
| Cost of completion at end of period,<br>EUR million                | 273       | 255       | 7%     | 264       |

<sup>1</sup> Includes apartments sold to residential funds: 1–3/17: 104 units; 1–3/16: 36 units; 1–12/16: 242 units.

<sup>2</sup> Includes pre-agreements and rental plots.

| Residential construction in the CEE countries, units               | 1–3/17  | 1–3/16  | Change | 1–12/16            |
|--|---------|---------|--------|--------------------|
| Sold   | 356     | 201     | 77%    | 1,197              |
| Start-ups  | 402     | 316     | 27%    | 1,300              |
| Completed  | 176     | 53      | 232%   | 703                |
| Under construction at end of period                                | 2,269   | 1,705   | 33%    | 2,043              |
| of which sold at end of period, %                                  | 54%     | 40%     |        | 53% <sup>1</sup>   |
| For sale at end of period  | 1,166   | 1,129   | 3%     | 1,121 <sup>1</sup> |
| of which completed   | 128     | 101     | 27%    | 151                |
| Plot reserve in the balance sheet at<br>end of period, EUR million | 135.0   | 113.3   | 19%    | 123.5              |
| Plot reserve at end of period,<br>floor sq. m.                     | 481,292 | 582,000 | -17%   | 485,000            |
| Cost of completion at end of period,<br>EUR million                | 129     | 79      | 63%    | 105                |

<sup>1</sup> The figures from the turn of the year revised.



# **Housing Russia**

# **Operating environment**

Russian consumers were cautious in their purchasing decisions in the first few months of the year in spite of the economy becoming more stable. Growth in real wages was slow. The appreciation of the ruble further increased consumer caution.

Residential demand was weak. The ending of the state's interest subsidy program for mortgages for new

apartments at the end of the year led to higher interest rates for mortgages as well as higher expectations of a decrease in interest rates. This was partly reflected in the residential demand. Residential prices remained stable on average. The mortgage interest rates for new apartments eventually fell back to the level of approximately 11% during the quarter.

| POC, EUR million                               | 1–3/17 | 1–3/16 | Change | 1–12/16 |
|--|--------|--------|--------|---------|
| Revenue  | 57.8   | 49.1   | 18%    | 267.9   |
| Operating profit                               | -1.8   | -3.1   | 42%    | -29.3   |
| Operating profit margin, %                     | -3.1 % | -6.3 % |        | -10.9 % |
| Adjusted operating profit                      | -1.8   | -3.1   | 42%    | -2.3    |
| Adjusted operating profit margin, %            | -3.1 % | -6.3 % |        | -0.9 %  |
| Capital employed at end of period              | 430.9  | 382.6  | 13%    | 405.1   |
| Return on capital employed (last 12 months), % | -6.9 % | -2.1 % |        | -7.6 %  |
| Order backlog at end of period                 | 474.6  | 508.7  | -7%    | 463.4   |

## January-March

The segment's revenue increased by 18% year-onyear. At comparable exchange rates, revenue decreased by 11%. The revenue decreased due to the low residential sales.

The operating result was EUR -1,8 million and the operating profit margin was -3.1% (-6.3). Strenghtening of the ruble had a negative impact of EUR 0.1 million on operating profit. The operating profit of the segment was weighed down by the lower apartment sales compared to the corresponding period of the previous year.

During the first quarter, YIT started projects in the Moscow area and Yekateringburg.

The share of residential deals financed with mortgages was 52% (54). At the end of March, YIT was responsible for the service and maintenance of over 26,000 apartments in Russia.

The company's target is to decrease the capital employed in Russia by RUB 6 billion by the end of 2018.



| Residential construction in Russia, units  | 1–3/17    | 1–3/16    | Change | 1–12/16   |
|--|-----------|-----------|--------|-----------|
| Sold   | 546       | 892       | -39%   | 3,523     |
| Start-ups  | 741       | 782       | -5%    | 2,782     |
| _Completed <sup>1</sup>  | 604       | 451       | 34%    | 4,278     |
| Under construction at end of period  | 6,763     | 8,446     | -20%   | 6,626     |
| of which sold at end of period, %  | 33%       | 43%       |        | 37%       |
| For sale at end of period  | 4,794     | 5,221     | -8%    | 4,591     |
| of which completed   | 278       | 449       | -38%   | 414       |
| Plot reserve in the balance sheet at end of period <sup>2</sup> , EUR million  | 260.5     | 193.7     | 35%    | 238.7     |
| Plot reserve at end of period <sup>2</sup> , floor sq. m.  | 2,144,000 | 2,160,000 | -1%    | 2,115,000 |
| Cost of completion at end of<br>period, EUR million<br>Completion of the residential projects requires commissioning | 195       | 217       | -10%   | 195       |

Completion of the residential projects requires commissioning by the authorities.<sup>2</sup> Figures include Gorelovo industrial park.

| Under construction at end of period, |       |       |        |       |       |        |
|--------------------------------------|-------|-------|--------|-------|-------|--------|
| units                                | 3/17  | 3/16  | Change | 3/17  | 12/16 | Change |
| St. Petersburg                       | 2,271 | 3,211 | -29%   | 2,271 | 2,271 | 0%     |
| Moscow                               | 2,556 | 2,349 | 9%     | 2,556 | 2,695 | -5%    |
| Russian regions                      | 1,936 | 2,886 | -33%   | 1,936 | 1,660 | 17%    |



# **Business Premises and Infrastructure**

### **Operating environment**

Investors' interest towards projects in prime locations was on a good level in the Finnish business premises market. The tender market was active especially in the capital region. In the Baltic countries and Slovakia, investor demand for business premises was good.

The Finnish infrastructure market remained stable during the review period.

| 178.7   |  |   |  |
|---------|--|---|--|
|         | 149.4                                  | 20%   | 797.4  |
| 4.7     | 6.0                                    | -22%  | 38.1   |
| 2.6%    | 4.0%                                   |   | 4.8%   |
| 4.7     | 6.0                                    | -22%  | 38.1   |
| 2.6%    | 4.0%                                   |   | 4.8%   |
| 182.5   | 194.7                                  | -6%   | 183.9  |
| 19.5 %  | 11.9 %                                 |   | 21.6 %   |
| 1,300.9 | 880.9                                  | 48%   | 1,316.3  |
|         | 2.6%<br>4.7<br>2.6%<br>182.5<br>19.5 % | 2.6%       4.0%         4.7       6.0         2.6%       4.0%         182.5       194.7         19.5%       11.9% | 2.6%       4.0%         4.7       6.0       -22%         2.6%       4.0% |

| Business premises, EUR million    | 3/17    | 3/16    | Change | 3/17    | 12/16                | Change |
|-----------------------------------|---------|---------|--------|---------|----------------------|--------|
| Plot reserve in the balance sheet | 96.8    | 79.2    | 22%    | 96.8    | 104.5                | -7%    |
| Plot reserve, floor sq. m.        | 645,572 | 979,432 | -34%   | 645,572 | 685,967 <sup>1</sup> | -6%    |
| Cost of completion                | 19      | 28      | -33%   | 19      | 25 <sup>1</sup>      | -25%   |

<sup>1</sup> The figures from the turn of the year revised.

### January-March

The segment's revenue increased by 20% year-onyear. Revenue increased in business premises construction and especially due to the progress of Mall of Tripla.

Operating profit decreased by 22% year-on-year to EUR 4.7 million, and operating profit margin was 2.6% (4.0). Operating profit decreased due to the weakened margins in certain projects in the CEE countries and the seasonal variation of infrastructure projects, among other things.

During the reporting period, YIT won new projects in Finland. In January, YIT signed an agreement to sell an office and logistics property located in Vantaa with the value of approximately EUR 35 million. In February, the company signed a contract with Posti to carry out a terminal project, the total value of the project for YIT is approximately EUR 29 million. The most remarkable of the projects won during the review period was an agreement signed in March with the City of Espoo on the school, high-school and day care lifecycle projects in co-operation with Caverion. YIT's share of the projects is approximately EUR 39 million. The project planning began immediately but they are not included in the order backlog of the first quarter.

The Tripla project progressed as planned and in the end of the review period, the occupancy rate of Mall of Tripla was approximately 45%. The occupancy rate of Mall of Tripla has been calculated based on binding lease agreements. Also the negotiations of the Tripla hotel project progressed well and after the review period, YIT signed a final agreement of the implementation of the hotel. The preliminary value of the agreement for YIT is approximately EUR 88 million.



# The largest ongoing self-developed business premises projects

|  | Value,  |                  |            |            |                               |              |
|--|---------|------------------|------------|------------|-------------------------------|--------------|
| Project,   | EUR     | Project          | Completion | Estimated  | Sold/                         | Leasable     |
| location   | million | type             | rate, %    | completion | for sale                      | area, sq. m. |
| Mall of Tripla,<br>Helsinki                            | ~600    | Retail           | 27%        | 2019       | YIT's<br>ownership<br>38.75 % | 85.000       |
| Kasarmikatu 21,<br>Helsinki                            | n/a     | Office           | 52%        | 12/17      | YIT's<br>ownership<br>40 %    | 16,000       |
| K3 Wihuri,<br>Vantaa                                   | n/a     | Logistics/Office | 12%        | 4/18       | Sold                          | 25,000       |
| K3 Posti<br>terminal, Vantaa                           | ~29     | Logistics        | 0%         | 6/18       | Sold                          | 26,000       |
| Extension of<br>Business Park<br>Rantatie,<br>Helsinki | ~25     | Office           | 66%        | 11/17      | Sold                          | 6.000        |

# The largest ongoing business premises and infrastructure contracts

| Project                         | Value, EUR million | Project type    | Completion rate, % | Estimated completion |
|---------------------------------|--------------------|-----------------|--------------------|----------------------|
| E18 Hamina-Vaalimaa<br>motorway | ~260               | Infra           | 73%                | 12/18                |
| Tampere light railway           | ~110               | Infra           | 2%                 | 12/21                |
| Myllypuro Campus,<br>Metropolia | ~70                | Public premises | 2%                 | 8/19                 |
| Helsinki Central<br>Library     | ~50                | Public premises | 15%                | 9/18                 |
| Naantali CHP power plant        | ~40                | Infra           | 93%                | 9/17                 |



# Personnel

| Personnel by business segment | 3/17  | 3/16  | Change | 3/17  | 12/16 | Change |
|-------------------------------|-------|-------|--------|-------|-------|--------|
| Housing Finland and CEE       | 1,733 | 1,745 | -1%    | 1,733 | 1,695 | 2%     |
| Housing Russia                | 1,460 | 1,519 | -4%    | 1,460 | 1,428 | 2%     |
| Business Premises and         |       |       |        |       |       |        |
| Infrastructure                | 1,980 | 1,821 | 9%     | 1,980 | 1,940 | 2%     |
| Group Services                | 234   | 191   | 23%    | 234   | 198   | 18%    |

| Personnel by geographical area | 3/17  | 3/16  | Change | 3/17  | 12/16 | Change |
|--------------------------------|-------|-------|--------|-------|-------|--------|
| Finland                        | 3,206 | 3,077 | 4%     | 3,206 | 3,120 | 3%     |
| Russia                         | 1,474 | 1,507 | -2%    | 1,474 | 1,418 | 4%     |
| The CEE countries              | 727   | 692   | 5%     | 727   | 723   | 1%     |
| Group, total                   | 5,407 | 5,276 | 2%     | 5,407 | 5,261 | 3%     |

In January–March, the Group employed 5,367 people on average (5,297). The year-on-year growth of the Group Services' personnel was affected by internal transfers and the recruitment of trainees, among other things. Personnel expenses totalled EUR 65.8 million (57.9). The cost effect of YIT's share-based incentive scheme was EUR 0.2 million (0.6).

The accident frequency (number of accidents per one million working hours) increased to the level of 12 (10).

# Strategic objectives

The YIT Board of Directors approved the company's renewed strategy for the three-year period 2017-2019 on September 26, 2016. The engine for growth and profitability is urban development involving partners.

Along with the renewed strategy, the company's Board of Directors confirmed also the financial targets and specified the cash flow target. Going forward, the cash flow target is operating cash flow after investments sufficient for paying dividends. Previously, the company has communicated that the target is to have sufficient operating cash flow after investment for paying dividends and reducing debt. However, the aim is not to The accident frequency is calculated with 12 month rolling average.

The Board of Directors of YIT Corporation decided on March 16, 2017, to launch a new share-based incentive scheme for key persons, comprising three earnings periods. Return on investment (ROI) is the key indicator in the scheme. Besides this, a target related to the Group's Net Promoter Score (NPS) has been set for 2017.

increase the net debt level. The surplus of cash flow will be used to accelerate the growth. At the same time, the improvement of the key figures is expected to be realised primarily through improvement of the company's profitability and operative result. Other longterm targets remain unchanged.

YIT's strategy and financial targets were described at YIT's Capital Markets Day of the previous year. The presentation materials and recordings from the Capital Markets Day are available at

www.yitgroup.com/investors.

| Long-term financial targets           | Target level                        |
|---------------------------------------|-------------------------------------|
| Revenue growth                        | 5–10% annually on average           |
| Return on investment                  | 15%                                 |
| Operating cash flow after investments | Sufficient for paying dividends     |
| Equity ratio                          | 40%                                 |
| Dividend payout                       | 40–60% of net profit for the period |

The target levels are based on segment reporting (POC).



# Resolutions passed at the Annual General Meeting

The Annual General Meeting of YIT Corporation was held on March 16, 2017. The Annual General Meeting adopted the 2016 financial statements and discharged the members of the Board of Directors and the President and CEO from liability. The Annual General Meeting decided on the dividend payout, the composition of the Board of Directors and their fees, the election of the auditor and its fees as well as authorising the Board of Directors to decide on the repurchase of company shares and share issues. The Annual General Meeting resolved to elect a Chairman, Vice Chairman and four ordinary members to the Board of Directors for a term ending at the close of the next Annual General Meeting following their election, namely: Matti Vuoria as Chairman, Juhani Pitkäkoski as Vice Chairman and Satu Huber, Erkki Järvinen, Inka Mero and Tiina Tuomela as members.

In the organizational meeting of the Board of Directors held on March 16, 2017, the Board elected the chairmen and the members of the Personnel Committee and the Audit Committee. YIT published stock exchange releases on the resolutions passed at the Annual General Meeting and the organisation of the Board of Directors on March 16, 2017. The stock exchange releases and a presentation of the members of the Board of Directors are available on YIT's website at <u>www.yitgroup.com/</u>.

# Shares and shareholders

The company has one series of shares. Each share carries one vote and confers an equal right to a dividend.

# Share capital and number of shares

YIT Corporation's share capital and the number of shares outstanding did not change during the review period. YIT Corporation's share capital was 149,216,748.22 euros in the beginning of 2017 (2016: 149,216,748.22) and the number of shares outstanding was 127,223,422 (2016: 127,223,422).

# Treasury shares and authorisations of the Board of Directors

The Annual General Meeting of YIT Corporation resolved on March 16, 2017, to authorise the Board of Directors to decide on the repurchase of company shares and share issues as proposed by the Board of Directors. The authorisation is valid until March 31, 2018. The share issue authorisation also includes an authorisation to decide on the transfer of treasury shares.

YIT Corporation held 1,646,767 treasury shares at the beginning of the year 2017. During the review period, no shares were returned to the company.

# **Trading on shares**

The opening price of YIT's share was EUR 7.60 on the first trading day of 2017. The closing price of the

share on the last trading day of the review period on March 31, 2017 was EUR 6.34. YIT's share price decreased by approximately 17% during the review period. The highest price of the share during the review period was EUR 8.09, the lowest EUR 6.26 and the average price was EUR 6.88. Share turnover on Nasdaq Helsinki in January-March was approximately 42.1 million (36.8). The value of the share turnover was approximately EUR 289.3 million (180.9), source: Nasdaq Helsinki.

During the review period, approximately 41.7 million (34.9) YIT Corporation shares changed hands in alternative market places, corresponding to approximately 50% (49) of the total share trade, source: Fidessa Fragmentation Index.

YIT Corporation's market capitalisation on the last trading day of the review period on March 31, 2017 was EUR 796.2 million (624.1). The market capitalisation has been calculated excluding the shares held by the company.

# Number of shareholders and flagging notifications

At the end of March, the number of registered shareholders was 42,206 (41,929) and a total of 22.8% of the shares were owned by nominee-registered and non-Finnish investors (25.1).

During the review period, YIT did not receive announcements under Chapter 9, Section 5 of the Securities Markets Act.



# Most significant short-term business risks

The general economic development, functioning of the financial markets and the political environment in YIT's operating countries have a significant impact on the company's business. Negative development in consumers' purchasing power, consumer or business confidence, the availability of financing for consumer or business, or interest rates would likely weaken the demand for YIT's products and services. A drop in residential prices or an increase in investors' yield requirements would pose a risk for the profitability of the company, should these factors materialise.

There is still significant uncertainty related to the economic development of Russia, although the situation seems to have stabilised. The volatility of the oil price and the ruble, geopolitical tensions and inflation may have an influence on the demand for apartments due to a weakening in purchasing power and consumer confidence. Declining purchasing power also impacts the development of residential prices. The mortgage subsidy program of the Russian state ended at the end of 2016, which may impact the housing demand.

In 2016, Finland accounted for 75% of the company's revenue, which highlights the significance of Finland's economic development for YIT's business. The slowing recovery of the Finnish economy and the indebtedness of the public sector may weaken consumers' purchasing power and general confidence, which would have a negative impact on the demand for apartments and business premises. A persistent increase of public sector debt could also make it more difficult to finance infrastructure investments. Investors have played a central role in YIT's Finnish business in recent years. An increase in price levels, rental accommodation and / or weakening in tenant demand on the business premises or residential market and better yield of alternative investments could lead to a significant decrease in investor demand.

Ensuring competitive products and services corresponding to customer demand is critical for YIT's business. Changes in customer preferences and in the offerings of competitors present risks related to the demand for the company's products and services. New competitors, business models and products on the housing market may present risks related to the demand for the company's products and services.

In Finland, the availability of the resources needed for growing the production volume might prevent increasing the production as planned. Competitors' need for resources also presents a risk of losing key personnel and expertise.

Most of the company's business is project business, meaning that successful project management plays an integral role in ensuring the company's profit. The most significant project management risks are related to factors such as pricing, planning, scheduling, procurement, cost management and, in the company's self-developed business, also the management of sales risk. YIT's major business premises and infrastructure projects in Finland, such as the Tripla project and the E18 Hamina-Vaalimaa motorway, make up a significant share of the company's expected revenue in coming years, meaning that successful project management in the projects is integral.

Changes in legislation and authorities' permit processes may slow down the progress of projects or prevent them from being realised. There are uncertainty factors related to authorities' actions, permit processes and their efficiency particularly in Russia and the CEE countries.

The improvement of the capital turnover will continue as a part of normal business. The company's target is to decrease the capital employed in Russia by RUB 6 billion by the end of 2018. Measures to release capital in a challenging market situation involve the risk of financial losses.

The most significant financial risks are the risks related to foreign exchange rate development and the availability of financing. The Group's most significant currency risk is related to ruble-denominated investments. Further information can be found in the Capital structure and liquidity position section. More information on financial risks and their management is provided in Note 28 to the financial statements.



# Events after the review period

In April, residential sales to consumers are estimated to be around 130 units in Finland (4/16: around 130),

# Outlook for 2017

# Guidance unchanged (segment reporting, POC)

The Group revenue is estimated to grow by 0–10%.

The adjusted operating profit is estimated to be in the range of EUR 90-105 million.

The adjusted operating profit does not include material reorganisation costs, impairment or other items impacting comparability.

In addition to the market outlook, the 2017 guidance is based on the following factors: at the end of March the company's order backlog was solid and 61% of it was sold. Projects already sold or signed pre-agreements are estimated to contribute nearly 60% of rest of 2017 revenue.

The increased share of consumer sales in Housing Finland and CEE is likely to have a moderate positive impact on the adjusted operating profit of the segment. The impacts of the shift to consumers will be visible in the result gradually.

In Housing Russia, the adjusted operating profit is estimated to be positive but to remain on a low level. Capital release actions in Russia are likely to have a negative impact on the profitability.

# **Market outlook**

### Finland

Consumer demand is estimated to remain on a good level and to continue to focus on affordable apartments in growth centres. The investor activity is estimated to decline slightly and even more focus will be paid on the location.

Residential price polarization is estimated to continue especially between growth centres and the rest of Finland. Access to mortgage financing is estimated to remain good. around 80 units in the CEE countries (4/16: around 80) and below 200 units in Russia (4/16: over 250).

The tenants' interest for business premises is estimated to pick up slightly in growth centres. The real estate investors' activity is expected to remain on a good level with focus on prime locations in the capital region especially. Business premises contracting is estimated to remain active. New infrastructure projects are estimated to revitalise the market.

The increased competition for skilled labour due to high construction activity is expected to continue. Construction costs are estimated to increase slightly. Construction volume growth is expected to slow down.

Bank regulation and increased capital requirements of financial institutions might have an impact on the construction and real estate development.

### Russia

The Russian economy is expected to remain stable on the current level. Stabilisation of the economy will have a moderate, positive impact on the residential market. The expectations regarding weakening of ruble and interest rate cuts are expected to have an impact on consumers' cautious behaviour.

Residential prices are expected to remain stable. Residential demand is expected to focus on affordable apartments also in Russia. Construction cost inflation is estimated to moderate.

### The CEE countries

Residential demand is expected to remain on a good level. Residential prices are estimated to remain stable or increase slightly. Good access to financing and low interest rates are estimated to support the residential demand. Construction costs are estimated to increase slightly.

Also business premises tender market is estimated to pick-up in most of the CEE countries.



# Interim report January 1–March 31, 2017: Tables

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# **1** ACCOUNTING PRINCIPLES OF THE INTERIM REPORT

YIT Corporation's Interim report for January 1 – March 31, 2017, has been drawn up in line with IAS 34: Interim Financial Reporting. The figures presented in the Interim report are unaudited. In the Interim report the figures are presented in million euros doing the rounding on each line, which may cause some rounding inaccuracies in column and total sums.

The Interim report have been prepared in accordance with the International Financial Reporting Standards (IFRS) and the same accounting principles and calculation techniques have been applies as in the Financial statements 2016.

### 1.1 Definition of segment reporting

In reporting to the management the revenue from own residential and commercial development projects is recognised by multiplying the degree of completion and the degree of sale, i.e. according to the percentage of completion method, which does not fully comply with Group's IFRS accounting principles. According to the Group's IFRS accounting principles revenue from own residential construction projects is recognised on completion and the commercial development projects the recognition practice will be evaluated on a case-by-case basis and in accordance with the terms and conditions of each contract. The share of income and expenses to be recognised is calculated by multiplying the percentage of completion by the percentage of sale multiplied by the occupancy rate. YIT usually sells own commercial development projects to investors either prior to construction or during an early phase. The impact of the difference in reporting principles is shown in the line IFRS adjustment. As a result of the accounting policy, Group figures can fluctuate greatly between quarters.

In addition, in group reporting the interest expenses are capitalized according to IAS 23 standard, which causes differences in operating profit and financial expenses between segment reporting and group reporting. The chief operating decision-maker is the YIT Group's Management Board, which reviews the Group's internal reporting in order to assess performance and allocate resources to the segments.

### Currency exchange rates used in the Financial Statement

|         |     | Av      | erage rates |         |         | End rates |         |
|---------|-----|---------|-------------|---------|---------|-----------|---------|
|         |     | 1–3/17  | 1–3/16      | 1-12/16 | 3/17    | 3/16      | 12/16   |
| 1 EUR = | CZK | 27.0210 | 27.0393     | 27.0342 | 27.0300 | 27.0510   | 27.0210 |
|         | PLN | 4.3212  | 4.3648      | 4.3635  | 4.2265  | 4.2576    | 4.4103  |
|         | RUB | 62.5321 | 82.3682     | 74.1466 | 60.3130 | 76.3051   | 64.3000 |



#### 1.2 Definitions of key financial figures

The key financial figures according to segment reporting (POC) and IFRS reporting have been calculated by using the same definitions unless otherwise noted.

| Return on investment<br>(ROI, %) =       | Group's profit before taxes + interest expenses + other financial expenses<br><u>+/- exchange rate differences x 100</u><br>Equity + interest bearing liabilities (average)   |
|--|---|
| Capital employed =                       | Tangible and intangible assets + goodwill + shares in associated companies and joint ventures + investments + inventories + trade receivables + other non-interest bearing operational receivables <sup>1</sup> - provisions - trade payables - advances received – other non-interest bearing liabilities <sup>1</sup> |
| Return on capital employed<br>ROCE (%) = | <u>Segment's operating profit</u><br>Capital employed (average)   |
| Equity ratio (%) =                       | <u>Equity x 100</u><br>Equity + liabilities - advances received   |
| Net interest-bearing debt =              | Interest-bearing liabilities - interest-bearing receivables - cash and cash equivalents   |
| Gearing ratio (%) =                      | <u>Net interest-bearing liabilities – cash and cash equivalents</u><br>Equity + non-controlling interest  |
| Gross capital expenditures =             | Investments in tangible and intangible assets, shares in subsidiaries, associated companies and joint ventures  |
| Earnings / share (EUR) =                 | <u>Net profit for the period (attributable to equity holders)</u><br>Average number of outstanding shares during the period   |
| Equity / share (EUR) =                   | <u>Equity</u><br>Number of outstanding shares at the end of the period  |
| Market capitalisation =                  | (Number of shares - treasury shares) x share price on the closing date by share series  |
| Average share price =                    | EUR value of shares traded during period<br>Number of shares traded during period   |
| Adjusted operating profit =              | Reported operating profit – restructuring costs – impairment of assets – other adjustments <sup>2</sup>   |

<sup>1</sup>Excluding items associated with taxes, distribution of profit and financial items <sup>2</sup>Adjustments have been reported as non-recurring items and the more detailed definition is described in the accounting principles for the Financial Statements for year 2016.



#### SUMMARY OF FINANCIAL STATEMENTS, IFRS 2

# 2.1 Consolidated income statement

| EUR million   | 1–3/17 | 1–3/16 | Change | 1–12/16  |
|---|--------|--------|--------|----------|
| Revenue   | 452.2  | 337.6  | 34%    | 1,678.3  |
| of which activities outside Finland   | 102.2  | 55.4   | 84%    | 445.0    |
| Other operating income and expenses   | -444.2 | -327.7 | 36%    | -1,643.5 |
| Share of results of associated companies and joint ventures                     | 0.2    | -0.0   |        | -0.6     |
| Depreciation  | -3.5   | -3.2   | 10%    | -16.5    |
| Operating profit  | 4.7    | 6.7    | -29%   | 17.7     |
| % of revenue  | 1.0%   | 2.0%   |        | 1.1%     |
| Financial income and expenses   | -0.3   | -7.8   | -97%   | -20.1    |
| Profit before taxes   | 4.5    | -1.2   |        | -2.5     |
| % of revenue  | 1.0%   | -0.3%  |        | -0.1%    |
| Income taxes  | -1.0   | 0.2    |        | -4.7     |
| Profit for the review period  | 3.4    | -1.0   |        | -7.1     |
| Equity holders of the parent<br>company   | 3.4    | -0.9   |        | -7.1     |
| Non-controlling interest  | 0.0    | -0.0   | -100%  |          |
| Earnings per share, attributable to the equity<br>holders of the parent company |        |        |        |          |
| Undiluted, EUR  | 0.03   | -0.01  |        | -0.06    |
| Diluted, EUR  | 0.03   | -0.01  |        | -0.06    |

#### 2.2 Statement of comprehensive income

| EUR million  | 1–3/17 | 1–3/16 | Change | 1–12/16 |
|--|--------|--------|--------|---------|
| Profit for the review period   | 3.4    | -1.0   |        | -7.1    |
| Items that may be reclassified subsequently to profit/loss:          |        |        |        |         |
| Cash flow hedges   | 0.1    | 0.1    | 10%    | 0.5     |
| -Deferred tax  | -0.0   | -0.0   | 13%    | -0.1    |
| Change in translation differences                                    | 29.4   | 15.7   | 87%    | 75.2    |
| Items that may be reclassified<br>subsequently to profit/loss, total | 29.5   | 15.8   | 87%    | 75.6    |
| Items that will not be reclassified to profit/loss                   |        |        |        |         |
| Change in fair value of defined benefit pension                      |        |        |        | -1.1    |
| - Deferred tax   |        |        |        | 0.2     |
| Items that will not be reclassified to profit/loss, total            |        |        |        | -0.9    |
| Other comprehensive income, total                                    | 29.5   | 15.8   | 87%    | 74.7    |
| Total comprehensive result   | 33.0   | 14.9   | 122%   | 67.6    |
| Attributable to equity holders of the parent company                 | 33.0   | 14.9   | 121%   | 67.6    |
| Attributable to non-controlling interest                             |        | -0.0   |        |         |



#### Consolidated statement of financial position 2.3

| EUR million                                       | 3/17    | 3/16    | Change      | 12/16   |
|---|---------|---------|-------------|---------|
| ASSETS  |         |         |             |         |
| Non-current assets                                |         |         |             |         |
| Property, plant and equipment                     | 55.0    | 47.3    | 16%         | 53.2    |
| Goodwill  | 8.1     | 10.9    | -25%        | 8.1     |
| Other intangible assets                           | 12.5    | 13.8    | -9%         | 11.9    |
| Shares in associated companies and joint ventures | 75.1    | 0.6     | Over 1,000% | 63.5    |
| Other investments                                 | 0.4     | 0.4     |             | 0.4     |
| Interest-bearing receivables <sup>1</sup>         | 39.1    |         |             | 34.6    |
| Other receivables                                 | 2.9     | 0.5     | 438%        | 3.2     |
| Deferred tax assets                               | 55.4    | 42.9    | 29%         | 54.2    |
| Current assets                                    |         |         |             |         |
| Inventories                                       | 1,793.2 | 1,583.5 | 13%         | 1,746.6 |
| Trade and other receivables                       | 215.6   | 213.3   | 1%          | 241.8   |
| Cash and cash equivalents                         | 77.7    | 122.4   | -36%        | 66.4    |
| Total assets                                      | 2,335.0 | 2,035.4 | 15%         | 2,284.0 |
| Share capital                                     | 149.2   | 149.2   |             | 149.2   |
| EQUITY AND LIABILITIES Equity                     |         |         |             |         |
| •   |         |         |             |         |
| Other equity                                      | 420.3   | 361.4   | 16%         | 414.6   |
| Non-controlling interest                          |         | 0.0     |             |         |
| Equity total                                      | 569.5   | 510.7   | 12%         | 563.9   |
| Non-current liabilities                           |         |         |             |         |
| Deferred tax liabilities                          | 15.8    | 15.8    |             | 17.6    |
| Pension liabilities                               | 2.1     | 0.9     | 124%        | 2.1     |
| Provisions  | 46.6    | 40.9    | 14%         | 44.8    |
| Borrowings  | 247.4   | 315.5   | -22%        | 249.1   |
| Other liabilities                                 | 73.9    | 11.7    | 531%        | 51.0    |
| Current liabilities                               |         |         |             |         |
| Advances received                                 | 488.9   | 412.1   | 19%         | 473.9   |
| Trade and other payables                          | 436.5   | 346.7   | 26%         | 399.6   |
| Provisions  | 33.9    | 19.8    | 71%         | 31.7    |
| Borrowings  | 420.5   | 361.4   | 16%         | 450.4   |
| Liabilities total                                 | 1,765.5 | 1,524.7 | 16%         | 1,720.1 |
|   |         |         |             |         |

<sup>1</sup> The statement of financial position as at 31 December 2016 includes a reclassification of EUR 1.0 million from Other receivables to Interest-bearing receivables to reflect the current business model with joint ventures.



#### 2.4 Consolidated cash flow statement

|  | -      |        |             |         |
|--|--------|--------|-------------|---------|
| EUR million  | 1–3/17 | 1–3/16 | Change      | 1–12/16 |
| Net profit for the period  | 3.4    | -1.0   |             | -7.1    |
| Reversal of accrual-based  |        |        |             |         |
| items  | 16.9   | 12.3   | 38%         | 69.8    |
| Change in trade and other  | 07.4   | 10.0   |             |         |
| receivables  | 27.1   | -16.3  |             | -76.3   |
| Change in inventories  | -10.5  | -20.3  | -49%        | -83.5   |
| Change in current liabilities  | 35.8   | 5.9    | 508%        | 181.9   |
| Change in working capital,   |        |        |             |         |
| total  | 52.4   | -30.8  |             | 22.0    |
| Cash flow of financial items   | -12.6  | -2.7   | 361%        | -39.5   |
| Taxes paid   | -2.6   | -1.5   | 76%         | -9.1    |
| Net cash generated from operating                                    |        |        |             |         |
| activities   | 57.6   | -23.7  |             | 35.9    |
| Acquisition of subsidiaries and associated                           |        |        |             |         |
| companies, net of cash   | -11.4  |        |             | -64,5   |
| Disposal of subsidiaries, associated<br>companies and joint ventures | -0.0   | 1.0    |             | 1.0     |
| Cash outflow from investing  | -0.0   | 1.0    |             | 1.0     |
| activities   | -6.0   | -3.0   | 101%        | -19.1   |
| Cash inflow from investing   | 0.0    | 0.0    |             |         |
| activities   | 0.6    | 0.6    | -5%         | 3.3     |
| Net cash used in investing activities                                | -16.8  | -1.3   | Over 1,000% | -79.2   |
| Operating cash flow after investments                                | 40.8   | -25.1  |             | -43.3   |
| Change in loan receivables   | 1.0    | -0.1   |             | -0.6    |
| Change in current liabilities  | -31.6  | -21.0  | 50%         | 91.3    |
| Proceeds from borrowings   |        | 50.0   |             | 50.0    |
| Repayments of borrowings   | -1.8   | -4.5   | -61%        | -131.4  |
| Payments of financial leasing  |        | 1.0    | 0170        | 10111   |
| debts  | -0.0   | -0.0   | 16%         | -0.0    |
| Dividends paid   |        |        |             | -27.6   |
| Net cash used in financing activities                                | -32.4  | 24.4   |             | -18.4   |
| Net change in cash and cash equivalents                              | 8.4    | -0.7   |             | -61.7   |
| Cash and cash equivalents  | 0.11   | 0.1    |             | •       |
| at the beginning of the period                                       | 66.4   | 122.2  |             | 122.2   |
| Change in the fair value of the cash                                 |        |        |             |         |
| equivalents  | 2.9    | 1.0    |             | 6.0     |
| Cash and cash equivalents  |        |        |             |         |
| at the end of the period   | 77.7   | 122.4  |             | 66.4    |



#### Consolidated statement of changes in equity 2.5

|  | Equity attributable to equity holders of the parent company |                  |                            |                       |                    |                      |       |                                 |                 |
|--|---|------------------|----------------------------|-----------------------|--------------------|----------------------|-------|---------------------------------|-----------------|
| EUR million                                | Share<br>capital  | Legal<br>reserve | Translation<br>differences | Fair value<br>reserve | Treasury<br>shares | Retained<br>earnings | Total | Non-<br>controlling<br>interest | Equity<br>total |
| Equity on January 1, 2016                  | 149.2   | 1.5              | -260.2                     | -0.7                  | -8.3               | 641.4                | 523.0 | 0.1                             | 523.1           |
| Comprehensive income                       |   |                  |                            |                       |                    |                      |       |                                 |                 |
| Profit for the period                      |   |                  |                            |                       |                    | -0.9                 | -0.9  | -0.0                            | -1.0            |
| Other comprehensive income:                |   |                  |                            |                       |                    |                      |       |                                 |                 |
| Cash flow hedges                           |   |                  |                            | 0.1                   |                    |                      | 0.1   |                                 | 0.1             |
| - Deferred tax                             |   |                  |                            | -0.0                  |                    |                      | -0.0  |                                 | -0.0            |
| Translation differences                    |   |                  | 15.7                       |                       |                    |                      | 15.7  |                                 | 15.7            |
| Comprehensive income, total                |   |                  | 15.7                       | 0.1                   |                    | -0.9                 | 14.9  | -0.0                            | 14.9            |
| Transactions with owners                   |   |                  |                            |                       |                    |                      |       |                                 |                 |
| Dividend distribution                      |   |                  |                            |                       |                    | -27.6                | -27.6 |                                 | -27.6           |
| Share-based incentive<br>schemes           |   |                  |                            |                       | -0.0               | 0.4                  | 0.4   |                                 | 0.4             |
| Transactions with owners, total            |   |                  |                            |                       | -0.0               | -27.2                | -27.2 |                                 | -27.2           |
| Equity on March 31, 2016                   | 149.2   | 1.5              | -244.5                     | -0.6                  | -8.3               | 613.3                | 510.7 | 0.0                             | 510.7           |
| Changes in equity<br>April 1 – December 31 |   |                  | 59.5                       | 0.3                   |                    | -6.6                 | 53.2  | -0.0                            | 53.2            |
| Equity on December 31, 2016                | 149.2   | 1.5              | -185.0                     | -0.3                  | -8.3               | 606.7                | 563.9 |                                 | 563.9           |

|   | Equity attributable to equity holders of the parent company |                  |                            |                       |                    |                      |                |                                 |                 |
|---|---|------------------|----------------------------|-----------------------|--------------------|----------------------|----------------|---------------------------------|-----------------|
| EUR million   | Share<br>capital  | Legal<br>reserve | Translation<br>differences | Fair value<br>reserve | Treasury<br>shares | Retained<br>earnings | Total          | Non-<br>controlling<br>interest | Equity<br>total |
| Equity on January 1, 2017                                   | 149.2   | 1.5              | -185.0                     | -0.3                  | -8.3               | 606.7                | 563.9          |                                 | 563.9           |
| Comprehensive income  |   |                  |                            |                       |                    |                      |                |                                 |                 |
| Profit for the period                                       |   |                  |                            |                       |                    | 3.4                  | 3.4            |                                 | 3.4             |
| Other comprehensive income:                                 |   |                  |                            |                       |                    |                      |                |                                 |                 |
| Cash flow hedges  |   |                  |                            | 0.1                   |                    |                      | 0.1            |                                 | 0.1             |
| - Deferred tax  |   |                  |                            | -0.0                  |                    |                      | -0.0           |                                 | -0.0            |
| Translation differences                                     |   |                  | 29.4                       |                       |                    |                      | 29.4           |                                 | 29.4            |
| Comprehensive income, total                                 |   |                  | 29.4                       | 0.1                   |                    | 3.4                  | 33.0           |                                 | 33.0            |
| Transactions with owners                                    |   |                  |                            |                       |                    |                      |                |                                 |                 |
| Dividend distribution                                       |   |                  |                            |                       |                    | -27.6                | -27.6          |                                 | -27.6           |
| Share-based incentive<br>schemes                            |   |                  |                            |                       |                    | 0.4                  | 0.4            |                                 | 0.4             |
| Transactions with owners, total<br>Equity on March 31, 2017 | 149.2   | 1.5              | -155.6                     | -0.2                  | -8.3               | -27.3<br>582.9       | -27.3<br>569.5 |                                 | -27.3<br>569.5  |



# 3 NOTES, IFRS

# 3.1 Group figures by quarter

|   | 1–3/17 | 10–12/16 | 7–9/16 | 4–6/16 | 1–3/16 | 10–12/15 | 7–9/15 | 4–6/15 |
|---|--------|----------|--------|--------|--------|----------|--------|--------|
| Revenue, EUR million  | 452.2  | 525.0    | 419.3  | 396.4  | 337.6  | 511.6    | 363.8  | 462.9  |
| Operating profit, EUR million   | 4.7    | 25.3     | -20.9  | 6.6    | 6.7    | 28.4     | 1.5    | 24.6   |
| % of revenue  | 1.0%   | 4.8%     | -5.0%  | 1.7%   | 2.0%   | 5.5%     | 0.4%   | 5.3%   |
| Financial income and expenses net, EUR million  | -0.3   | -3.6     | -3.9   | -4.9   | -7.8   | -7.0     | -6.6   | -2.1   |
| Profit before taxes, EUR million  | 4.5    | 21.8     | -24.8  | 1.8    | -1.2   | 21.4     | -5.1   | 22.5   |
| % of revenue  | 1.0%   | 4.1%     | -5.9%  | 0.4%   | -0.3%  | 4.2%     | -1.4%  | 4.9 %  |
| Profit for the review period,<br>attributable to equity holders of<br>the parent company, EUR million | 3.4    | 15.0     | -22.6  | 1.4    | -0.9   | 16.0     | -4.0   | 18.1   |
| Gross capital expenditures, EUR million   | 17.3   | 19.5     | 12.9   | 48.1   | 2.9    | 3.4      | 2.1    | 4.0    |
| % of revenue  | 3.8%   | 3.7%     | 3.1%   | 12.1%  | 0.9%   | 0.7%     | 0.6%   | 0.9%   |

|   | 3/17    | 12/16   | 9/16    | 6/16    | 3/16    | 12/15   | 9/15    | 6/15    |
|---|---------|---------|---------|---------|---------|---------|---------|---------|
| Return on investment, from the                  |         |         |         |         |         |         |         |         |
| last 12 months, %                               | 1.5%    | 1.6%    | 1.8%    | 3.6%    | 4.9%    | 6.4%    | 6.6%    | 8.1 %   |
| Equity ratio, %                                 | 31.1%   | 31.2%   | 30.1%   | 33.0%   | 31.5%   | 32.9%   | 33.1%   | 33.8 %  |
| Net interest-bearing debt, EUR                  |         |         |         |         |         |         |         |         |
| million   | 551.1   | 598.6   | 577.9   | 556.6   | 554.5   | 529.0   | 574.6   | 587.3   |
| Gearing ratio, %                                | 103.6%  | 112.3%  | 118.9%  | 104.8%  | 108.6%  | 101.1%  | 106.1%  | 98.7%   |
| Unrecognised order backlog at                   |         |         |         |         |         |         |         |         |
| the end of the period, EUR million              | 3,088.9 | 3,048.2 | 3,072.0 | 3,124.1 | 2,575.2 | 2,467.3 | 2,649.0 | 2,914.6 |
| <ul> <li>of which activities outside</li> </ul> |         |         |         |         |         |         |         |         |
| Finland, EUR million                            | 1,005.6 | 972.8   | 1,051.5 | 1,072.7 | 963.1   | 898.3   | 1,053.0 | 1,194.3 |
| Personnel at the end of the                     |         |         |         |         |         |         |         |         |
| _period   | 5,407   | 5,261   | 5,282   | 5,632   | 5,276   | 5,340   | 5,574   | 5,847   |
| Personnel, average from the                     |         |         |         |         |         |         |         |         |
| beginning of the year                           | 5,367   | 5,361   | 5,387   | 5,388   | 5,297   | 5,613   | 5,675   | 5,665   |
| Balance sheet total, EUR million                | 2,335.0 | 2,284.0 | 2,219.2 | 2,108.4 | 2,035.4 | 1,966.6 | 2,062.1 | 2,210.3 |

# 3.2 Share related figures by quarter

|   | •       |          |         |         |         |          |         |         |
|---|---------|----------|---------|---------|---------|----------|---------|---------|
|   | 1–3/17  | 10–12/16 | 7–9/16  | 4–6/16  | 1–3/16  | 10–12/15 | 7–9/15  | 4–6/15  |
| Earnings per share, undiluted, EUR                          | 0.03    | 0.12     | -0.18   | 0.01    | -0.01   | 0.13     | -0.03   | 0.14    |
| Earnings per share, diluted, EUR                            | 0.03    | 0.12     | -0.18   | 0.01    | -0.01   | 0.13     | -0.03   | 0.14    |
|   |         |          |         |         |         |          |         |         |
|   | 3/17    | 12/16    | 9/16    | 6/16    | 3/16    | 12/15    | 9/15    | 6/15    |
| Average share price during the<br>period <sup>1</sup> , EUR | 6.88    | 6.14     | 5.68    | 5.37    | 4.92    | 5.60     | 5.72    | 5.75    |
| Share price at the end of the period, EUR                   | 6.34    | 7.59     | 7.17    | 6.45    | 4.97    | 5.24     | 4.89    | 6.41    |
| Weighted average number of shares outstanding, undiluted,   |         |          |         |         |         |          |         |         |
| 1,000 pcs   | 125,577 | 125,577  | 125,577 | 125,577 | 125,578 | 125,582  | 125,582 | 125,583 |
| Weighted average number of shares outstanding, diluted,     | 107.066 | 107.000  | 107.000 | 107.066 | 107 267 | 106 770  | 106 770 | 106 774 |
| 1,000 pcs<br>Number of shares outstanding at                | 127,366 | 127,366  | 127,366 | 127,366 | 127,367 | 126,773  | 126,773 | 126,774 |
| the end of the period, 1,000 pcs                            | 125,577 | 125,577  | 125,577 | 125,577 | 125,577 | 125,579  | 125,581 | 125,582 |
| Market capitalisation at the end of the period, EUR million | 796.2   | 953.1    | 900.4   | 810.0   | 624.1   | 658.0    | 614.1   | 805.0   |
| Equity per share, EUR                                       | 4.54    | 4.49     | 4.09    | 4.23    | 4.07    | 4.16     | 4.31    | 4.73    |

<sup>1</sup>The calculation principle for average share price was changed from the beginning of 2016. The formula used is provided in the section 1.2 Definitions of key financial figures.



#### 3.3 Adjustments to operating profit

Due to the new guidelines from the European Securities and Market Authority concerning alternative performance measures, the performance measure "operating profit excluding non-recurring items" is replaced with "adjusted operating profit". The content of adjustments equals items previously disclosed as nonrecurring items and consist of material reorganization costs and impairment, among others. Adjusted operating profit is disclosed to improve comparability between reporting periods.

| EUR million                          | 1–3/17 | 1–3/16 | 1–12/16 |
|--------------------------------------|--------|--------|---------|
| Housing Finland and CEE              |        |        |         |
| Housing Russia                       |        |        | -27.0   |
| Business Premises and Infrastructure |        |        |         |
| Other items                          |        |        |         |
| Group total                          |        |        | -27.0   |

In 2016 the operating profit of Housing Russia included a cost of EUR 27.0 million, of which EUR 18.0 million were related to the impairment of land plots and EUR 9.0 million cost related to four plots located in Moscow region so that their value relates to the current dialog with the authorities. Also EUR 2.4 million was allocated to impairment of goodwill in Russia.

### **Reconciliation of adjustments**

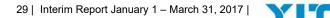
| EUR million                     | 1–3/17 | 1–3/16 | Change | 1–12/16 |
|---------------------------------|--------|--------|--------|---------|
| Operating profit, IFRS          | 4.7    | 6.7    | -29 %  | 17.7    |
| Restructuring                   |        |        |        |         |
| Impairment of land plots        |        |        |        | 18.0    |
| Other expenses                  |        |        |        | 6.6     |
| Impairment of goodwill          |        |        |        | 2.4     |
| Adjusted operating profit, IFRS | 4.7    | 6.7    | -29 %  | 44.7    |
| IFRS adjustments                | 12.0   | 5.4    |        | 35.2    |
| Adjusted operating profit, POC  | 16.7   | 12.1   | 38 %   | 79.9    |

#### 3.4 Property, plant and equipment

| EUR million                                   | 3/17 | 3/16 | Change | 12/16 |
|---|------|------|--------|-------|
| Carrying value at the beginning of the period | 53.2 | 47.3 | 12%    | 47.4  |
| Translation difference                        | 0.4  | 0.3  | 33%    | 1.1   |
| Increase                                      | 4.4  | 2.2  | 100%   | 13.9  |
| Decrease                                      | -0.7 | -0.2 | 181%   | -4.2  |
| Depreciation and value adjustments            | -2.7 | -2.3 | 18%    | -10.6 |
| Reclassifications                             | -0.2 | 0.0  |        | 5.6   |
| Carrying value at the end of the period       | 55.0 | 47.3 | 16%    | 53.2  |

#### 3.5 Inventories

| EUR million   | 3/17    | 3/16    | Change | 12/16   |
|---|---------|---------|--------|---------|
| Raw materials and consumables                         | 5.8     | 6.3     | -8%    | 6.3     |
| Work in progress                                      | 945.9   | 791.0   | 20%    | 899.9   |
| Land areas and plot owning companies                  | 644.5   | 519.7   | 24%    | 620.7   |
| Shares in completed housing and real estate companies | 157.9   | 198.3   | -20%   | 171.9   |
| Advance payments                                      | 37.6    | 67.4    | -44%   | 45.4    |
| Other inventories                                     | 1.6     | 0.7     | 111%   | 2.4     |
| Total inventories                                     | 1,793.2 | 1,583.5 | 13%    | 1,746.6 |





# 3.6 Financial risk management

The main financial risks include liquidity risk, credit risk and market risks, such as currency and interest rate risk, and their management is a part of the Group's treasury policy. The Board of Directors has approved the Corporate Treasury Policy. The Group Treasury is responsible for the practical implementation of the policy in association with the business units.

The Group's strategic financial targets guide the use and management of the Group's capital. Achieving the strategic targets is supported by maintaining an optimum Group capital structure. Capital structure is mainly influenced by controlling investments and the amount of working capital tied to business operations.

A more detailed account of financial risks has been published in the notes to the financial statements for the year 2016.

### 3.7 Borrowings and fair value

### Borrowings which have different fair value and carrying value

| EUR million                    | 3/17<br>Carrying value | 3/17<br>Fair value | 12/16<br>Carrying value | 12/16<br>Fair value |
|--------------------------------|------------------------|--------------------|-------------------------|---------------------|
| Non-current liabilities        |                        |                    |                         |                     |
| Bonds                          | 149.6                  | 154.9              | 149.5                   | 152.4               |
| Loans from credit institutions | 5.4                    | 4.7                | 5.4                     | 4.7                 |
| Pension loans                  | 58.9                   | 55.4               | 60.4                    | 56.4                |
| Non-current liabilities, total | 213.9                  | 215.0              | 215.6                   | 213.5               |

The fair values of bonds are based on the market price at the closing date. The fair values of other non-current loans are based on discounted cash flows. Discount rate is defined to be the rate YIT Group was to pay for equivalent external loans at the closing date. It consists of risk free market rate and company and maturity related risk premium 3.24-3.84% (3.07-4.24% on December 31, 2016) p.a.

### Fair value estimation

Group measures the fair value measurement hierarchy as follows:

Level 1: The fair values of financial instruments are based on quoted prices in active markets. A market can be considered active if quoted prices are regularly available and the prices represent the actual value of the instrument in liquid trading.

Level 2: Financial instruments are not traded in active and liquid markets. The value of a financial instrument can be determined based on market value and potentially partially derived value measurement. If, however, the factors affecting the fair value of the instrument are available and observable, the instrument belongs to level 2. Level 3: The valuation of a financial instrument is not based on observable market data, and other factors affecting the fair value of the instrument are not available and observable. The following table presents the Group's assets and liabilities that are measured at fair value and their levels. Following table presents the group's assets and liabilities that are measured at fair value and their levels.

| Assets, EUR million                        | 3/17<br>Level 1 | 3/17<br>Level 2 | 12/16<br>Level 1 | 12/16<br>Level 2 |
|--|-----------------|-----------------|------------------|------------------|
| Available-for-sale investments             | 0.1             | -               | 0.1              |                  |
| Derivatives (hedge accounting not applied) |                 | 2.0             |                  | 1.2              |
| Total assets                               | 0.1             | 2.0             | 0.1              | 1.2              |

| Liabilities, EUR million                   | 3/17<br>Level 1 | 3/17<br>Level 2 | 12/16<br>Level 1 | 12/16<br>Level 2 |
|--|-----------------|-----------------|------------------|------------------|
| Derivatives (hedge accounting not applied) |                 | 6.7             |                  | 10.6             |
| Derivatives (hedge accounting applied)     |                 | 0.3             |                  | 0.4              |
| Total liabilities                          |                 | 7.0             |                  | 11.0             |

There were neither transfers between level 1 and 2 nor assets categorised at level 3.



#### 3.8 Change in contingent liabilities and assets and commitments

| EUR million                                      | 3/17    | 3/16    | Change | 12/16   |
|--|---------|---------|--------|---------|
| Collateral given for own commitments             |         |         |        |         |
| Corporate mortgages                              |         |         |        |         |
|  |         |         |        |         |
| Guarantees on behalf of its associated companies | 5.0     | 5.0     |        | 5.0     |
|  |         |         |        |         |
| Other commitments                                |         |         |        |         |
| Repurchase and investment commitments            | 316.0   | 405.4   | -22%   | 342.6   |
| Operating leases                                 | 115.4   | 130.8   | -12%   | 118.3   |
| Rental guarantees for clients                    | 5.8     | 7.4     | -21%   | 3.9     |
|  |         |         |        |         |
| Liability under derivative contracts             |         |         |        |         |
| Value of underlying instruments                  |         |         |        |         |
| Interest rate derivatives                        | 335.0   | 340.0   | -1%    | 335.0   |
| Foreign exchange derivatives                     | 76.8    | 91.0    | -16%   | 52.1    |
| Fair value                                       |         |         |        |         |
| Interest rate derivatives                        | -5.6    | -9.2    | -39%   | -7.1    |
| Foreign exchange derivatives                     | 0.6     | -6.3    | -110%  | -2.7    |
|  |         |         |        |         |
| YIT Corporation's guarantees on                  |         | 4 050 0 |        |         |
| behalf of its subsidiaries                       | 1,464.5 | 1,053.0 | 39%    | 1,429.2 |

As a result of the partial demerger registered on June 30, 2013, YIT Corporation had secondary liability for guarantees transferred to Caverion Corporation, with a maximum total amount of on March 31, 2017 EUR 34.0 million (on March 31, 2016: EUR 42.7 million).

#### 3.9 Transactions with associated companies and joint ventures

| EUR million                 | 1–3/17 | 1–3/16 | Change | 1–12/16 |
|-----------------------------|--------|--------|--------|---------|
| Sales                       | 36.7   | 23.4   | 57 %   | 211.1   |
|                             |        |        |        |         |
| EUR million                 | 3/17   | 3/16   | Change | 12/16   |
| Trade and other receivables | 0.4    | 0.1    | 152 %  | 13.2    |



#### NOTES, SEGMENT REPORTING (POC) 4

# 4.1 Consolidated income statement, segment reporting

| EUR million   | 1–3/17 | 1–3/16 | Change | 1–12/16  |
|---|--------|--------|--------|----------|
| Revenue   | 479.2  | 362.4  | 32%    | 1,783.6  |
| of which activities outside Finland   | 111.7  | 85.4   | 31%    | 467.5    |
| Other operating income and expenses   | -459.2 | -347.1 | 32%    | -1,713.5 |
| Adjustments   |        |        |        | 24.6     |
| Share of results of associated companies and joint ventures                     | 0.2    | -0.0   |        | -0.6     |
| Adjusted EBITDA   | 20.2   | 15.3   | 32%    | 94.0     |
| Depreciation, amortisation and impairment                                       | -3.5   | -3.2   | 10%    | -16.5    |
| Adjustments   |        |        |        | 2.4      |
| Adjusted operating profit   | 16.7   | 12.1   | 38%    | 79.9     |
| % of revenue  | 3.5%   | 3.3%   |        | 4.5%     |
| Operating profit  | 16.7   | 12.1   | 38%    | 52.9     |
| Financial income and expenses   | -4.1   | -12.8  | -68%   | -39.1    |
| Profit before taxes   | 12.6   | -0.8   |        | 13.8     |
| % of revenue  | 2.6%   | -0.2%  |        | 0.8%     |
| Income taxes  | -3.7   | 0.1    |        | -6.4     |
| Profit for the review period  | 8.9    | -0.6   |        | 7.4      |
| Equity holders of the parent<br>company   | 8.9    | -0.6   |        | 7.4      |
| Non-controlling interest  | 0.0    | -0.0   | -100%  |          |
| Earnings per share, attributable to the equity<br>holders of the parent company |        |        |        |          |
| Undiluted, EUR  | 0.07   | -0.00  |        | 0.06     |
| Diluted, EUR  | 0.07   | -0.00  |        | 0.06     |



#### Consolidated balance sheet, segment reporting 4.2

| EUR million   | 3/17  | 3/16  | Change   | 12/16  |
|---|---|---|--|--|
| ASSETS  |   |   |  |  |
| Non-current assets  |   |   |  |  |
| Property, plant and equipment   | 55.0  | 47.3  | 16%  | 53.2   |
| Goodwill  | 8.1   | 10.9  | -25%   | 8.1  |
| Other intangible assets   | 12.5  | 13.8  | -9%  | 11.9   |
| Shares in associated companies  |   |   |  |  |
| and joint ventures  | 75.1  | 0.6   | Over 1,000 %   | 63.5   |
| Other investments   | 0.4   | 0.4   |  | 0.4  |
| Interest-bearing receivables  | 39.1  |   |  | 34.6   |
| Other receivables   | 2.9   | 0.5   | 438%   | 3.2  |
| Deferred tax assets   | 46.2  | 35.9  | 29%  | 45.1   |
| Current assets  |   |   |  |  |
| Inventories   | 1,383.8   | 1,287.2   | 7%   | 1,365.5  |
| Trade and other receivables   | 296.3   | 255.1   | 16%  | 320.0  |
| Cash and cash equivalents   | 77.7  | 122.4   | -36%   | 66.4   |
| Total assets  | 1,997.0   | 1,774.0   | 13%  | 1,971.9  |
|   | .,  | ,   |  |  |
| EQUITY AND LIABILITIES  | .,  | ·   |  |  |
| EQUITY AND LIABILITIES  | 149.2   | 149.2   |  | 149.2  |
| EQUITY AND LIABILITIES<br>Equity  |   |   | 21%  | 149.2<br>455.8   |
| EQUITY AND LIABILITIES<br>Equity<br>Share capital   | 149.2   | 149.2   | 21%  |  |
| EQUITY AND LIABILITIES<br>Equity<br>Share capital<br>Other equity   | 149.2   | 149.2<br>387.6  | 21%<br><b>15%</b>  |  |
| EQUITY AND LIABILITIES<br>Equity<br>Share capital<br>Other equity<br>Non-controlling interest   | 149.2<br>467.1<br>0.0   | 149.2<br>387.6<br>0.1   |  | 455.8  |
| EQUITY AND LIABILITIES<br>Equity<br>Share capital<br>Other equity<br>Non-controlling interest<br>Equity total   | 149.2<br>467.1<br>0.0   | 149.2<br>387.6<br>0.1   |  | 455.8  |
| EQUITY AND LIABILITIES<br>Equity<br>Share capital<br>Other equity<br>Non-controlling interest<br>Equity total<br>Non-current liabilities  | 149.2<br>467.1<br>0.0<br>616.4  | 149.2<br>387.6<br>0.1<br><b>536.9</b>   | 15%  | 455.8<br>605.0   |
| EQUITY AND LIABILITIES<br>Equity<br>Share capital<br>Other equity<br>Non-controlling interest<br>Equity total<br>Non-current liabilities<br>Deferred tax liabilities  | 149.2<br>467.1<br>0.0<br>616.4<br>16.1  | 149.2<br>387.6<br>0.1<br><b>536.9</b><br>14.5   | <b>15%</b><br>11%  | 455.8<br>605.0<br>15.7   |
| EQUITY AND LIABILITIES         Equity         Share capital         Other equity         Non-controlling interest         Equity total         Non-current liabilities         Deferred tax liabilities         Pension liabilities   | 149.2<br>467.1<br>0.0<br>616.4<br>16.1<br>2.1   | 149.2<br>387.6<br>0.1<br><b>536.9</b><br>14.5<br>0.9  | <b>15%</b><br>11%<br>124%  | 455.8<br>605.0<br>15.7<br>2.1  |
| EQUITY AND LIABILITIES<br>Equity<br>Share capital<br>Other equity<br>Non-controlling interest<br>Equity total<br>Non-current liabilities<br>Deferred tax liabilities<br>Pension liabilities<br>Provisions   | 149.2<br>467.1<br>0.0<br>616.4<br>16.1<br>2.1<br>46.6   | 149.2<br>387.6<br>0.1<br><b>536.9</b><br>14.5<br>0.9<br>39.8  | <b>15%</b><br>11%<br>124%<br>17%   | 455.8<br>605.0<br>15.7<br>2.1<br>44.8  |
| EQUITY AND LIABILITIES         Equity         Share capital         Other equity         Non-controlling interest         Equity total         Non-current liabilities         Deferred tax liabilities         Pension liabilities         Provisions         Borrowings   | 149.2<br>467.1<br>0.0<br>616.4<br>16.1<br>2.1<br>46.6<br>247.4                                  | 149.2<br>387.6<br>0.1<br><b>536.9</b><br>14.5<br>0.9<br>39.8<br>315.5                                   | 15%<br>11%<br>124%<br>17%<br>-22%  | 455.8<br>605.0<br>15.7<br>2.1<br>44.8<br>249.1                                   |
| EQUITY AND LIABILITIES         Equity         Share capital         Other equity         Non-controlling interest         Equity total         Non-current liabilities         Deferred tax liabilities         Pension liabilities         Provisions         Borrowings         Other liabilities   | 149.2<br>467.1<br>0.0<br>616.4<br>16.1<br>2.1<br>46.6<br>247.4                                  | 149.2<br>387.6<br>0.1<br><b>536.9</b><br>14.5<br>0.9<br>39.8<br>315.5                                   | 15%<br>11%<br>124%<br>17%<br>-22%  | 455.8<br>605.0<br>15.7<br>2.1<br>44.8<br>249.1                                   |
| EQUITY AND LIABILITIES         Equity         Share capital         Other equity         Non-controlling interest         Equity total         Non-current liabilities         Deferred tax liabilities         Pension liabilities         Provisions         Borrowings         Other liabilities         Advances received   | 149.2<br>467.1<br>0.0<br>616.4<br>16.1<br>2.1<br>46.6<br>247.4<br>58.0                          | 149.2<br>387.6<br>0.1<br><b>536.9</b><br>14.5<br>0.9<br>39.8<br>315.5<br>11.7                           | 15%<br>11%<br>124%<br>17%<br>-22%<br>395%  | 455.8<br>605.0<br>15.7<br>2.1<br>44.8<br>249.1<br>51.0                           |
| EQUITY AND LIABILITIES         Equity         Share capital         Other equity         Non-controlling interest         Equity total         Non-current liabilities         Deferred tax liabilities         Provisions         Borrowings         Other liabilities   | 149.2<br>467.1<br>0.0<br>616.4<br>16.1<br>2.1<br>46.6<br>247.4<br>58.0<br>258.0                 | 149.2<br>387.6<br>0.1<br><b>536.9</b><br>14.5<br>0.9<br>39.8<br>315.5<br>11.7<br>199.6                  | 15%<br>11%<br>124%<br>17%<br>-22%<br>395%<br>29%   | 455.8<br>605.0<br>15.7<br>2.1<br>44.8<br>249.1<br>51.0<br>249.4                  |
| EQUITY AND LIABILITIES         Equity         Share capital         Other equity         Non-controlling interest         Equity total         Non-current liabilities         Deferred tax liabilities         Pension liabilities         Provisions         Borrowings         Other liabilities         Advances received         Trade and other payables                    | 149.2<br>467.1<br>0.0<br>616.4<br>16.1<br>2.1<br>46.6<br>247.4<br>58.0<br>258.0<br>439.7        | 149.2<br>387.6<br>0.1<br><b>536.9</b><br>14.5<br>0.9<br>39.8<br>315.5<br>11.7<br>199.6<br>346.6         | 15%<br>11%<br>124%<br>17%<br>-22%<br>395%<br>29%<br>27%  | 455.8<br>605.0<br>15.7<br>2.1<br>44.8<br>249.1<br>51.0<br>249.4<br>402.1         |
| EQUITY AND LIABILITIES         Equity         Share capital         Other equity         Non-controlling interest         Equity total         Non-current liabilities         Deferred tax liabilities         Pension liabilities         Provisions         Borrowings         Other liabilities         Advances received         Trade and other payables         Provisions | 149.2<br>467.1<br>00<br>616.4<br>16.1<br>2.1<br>46.6<br>247.4<br>58.0<br>258.0<br>439.7<br>33.9 | 149.2<br>387.6<br>0.1<br><b>536.9</b><br>14.5<br>0.9<br>39.8<br>315.5<br>11.7<br>199.6<br>346.6<br>20.3 | 15%           11%           124%           17%           -22%           395%           29%           27%           67% | 455.8<br>605.0<br>15.7<br>2.1<br>44.8<br>249.1<br>51.0<br>249.4<br>402.1<br>31.6 |

#### Revenue by segments, segment reporting 4.3

| EUR million                          | 1–3/17 | 1–3/16 | Change | 1–12/16 |
|--------------------------------------|--------|--------|--------|---------|
| Housing Finland and CEE              | 244.8  | 166.0  | 47%    | 727.9   |
| Housing Russia                       | 57.8   | 49.1   | 18%    | 267.9   |
| Business Premises and Infrastructure | 178.7  | 149.4  | 20%    | 797.4   |
| Other items                          | -2.1   | -2.1   |        | -9.7    |
| Revenue total, POC                   | 479.2  | 362.4  | 32%    | 1,783.6 |
| IFRS adjustment                      | -26.9  | -24.8  |        | -105.3  |
| Revenue total, IFRS                  | 452.2  | 337.6  | 34%    | 1,678.3 |



# 4.4 Segment information reconciliation

# Reconciliation of profit for the review period

| EUR million                          | 1–3/17 | 1–3/16 | Change       | 1–12/16 |
|--------------------------------------|--------|--------|--------------|---------|
| Operating profit, POC                | 16.7   | 12.1   | 38%          | 52.9    |
| Unallocated items:                   |        |        |              |         |
| Financial income                     | 0.5    | 0.2    | 118%         | 1.7     |
| Foreign exchange differences, net    | 0.7    | -3.0   |              | -9.2    |
| Financial expenses                   | -5.2   | -10.0  | -48%         | -31.7   |
| Financial income and expenses, total | -4.1   | -12.8  | -68%         | -39.1   |
| Profit before taxes, POC             | 12.6   | -0.8   |              | 13.8    |
| Income taxes                         | -3.7   | 0.1    |              | -6.4    |
| Profit for the review period, POC    | 8.9    | -0.6   |              | 7.4     |
| Equity holders of the parent company | 8.9    | -0.6   |              | 7.4     |
| Non-controlling interest             |        | -0.0   | -100%        |         |
| IFRS adjustments:                    |        |        |              |         |
| Operating profit                     | -12.0  | -5.4   | 120%         | -35.2   |
| Financial income and expenses        | 3.8    | 5.0    | -24%         | 19.0    |
| Deferred taxes                       | 2.7    | 0.1    | Over 1,000 % | 1.7     |
| Profit for the review period, IFRS   | 3.4    | -1.0   |              | -7.1    |
| Equity holders of the parent company | 3.4    | -0.9   |              | -7.1    |
| Non-controlling interest             |        | -0.0   | -100%        |         |

# Reconciliation of earnings per share

| EUR  | 1–3/17 | 1–3/16 | Change | 1–12/16 |
|--|--------|--------|--------|---------|
| Earnings per share, attributable to the equity holders of the parent company |        |        |        |         |
| Undiluted, POC   | 0.07   | -0.00  |        | 0.06    |
| IFRS adjustment  | -0.04  | -0.00  |        | -0.12   |
| Undiluted, IFRS  | 0.03   | -0.01  |        | -0.06   |
|  |        |        |        |         |
| Diluted, POC   | 0.07   | -0.00  |        | 0.06    |
| IFRS adjustment  | -0.04  | -0.00  |        | -0.11   |
| Diluted, IFRS  | 0.03   | -0.01  |        | -0.06   |

# **Reconciliation of EBITDA**

| EUR million                                  | 1–3/17 | 1–3/16 | Change | 1–12/16 |
|--|--------|--------|--------|---------|
| Operating profit, IFRS                       | 4.7    | 6.7    | -29%   | 17.7    |
| IFRS adjustments                             | -12.0  | -5.4   | 120%   | -35.2   |
| Operating profit, POC                        | 16.7   | 12.1   | 38%    | 52.9    |
| Amortisations, Depreciations and Impairments | -3.5   | -3.2   | 10%    | -16.5   |
| EBITDA, POC                                  | 20.2   | 15.3   | 32%    | 69.4    |



# Reconciliation of capital employed

| EUR million                                       | 3/17    | 3/16    | Change      | 12/16   |
|---|---------|---------|-------------|---------|
| Housing Finland and CEE                           | 397.3   | 442.0   | -10%        | 453.5   |
| Housing Russia                                    | 430.9   | 382.6   | 13%         | 405.1   |
| Business Premises and Infrastructure              | 182.5   | 194.7   | -6%         | 183.9   |
| Other items                                       | 16.4    | 18.9    | -13%        | 14.3    |
| Capital employed allocated to segments total, POC | 1,027.2 | 1,038.2 | -1%         | 1,056.9 |
| Unallocated items:                                |         |         |             |         |
| Cash and cash equivalents                         | 77.7    | 122.4   | -36%        | 66.4    |
| Non-current receivables                           | 40.3    | 1.7     | Over 1,000% | 35.7    |
| Tax related receivables and liabilities           | 31.7    | 28.1    | 13%         | 31.5    |
| Periodisations of financial items                 | -6.6    | -22.2   | -70%        | -15.1   |
| Dividend liability                                | -27.6   | -27.6   |             | -0.0    |
| Invested capital, group total, POC                | 1,142.7 | 1,140.6 | 0%          | 1,175.3 |
| IFRS adjustments:                                 |         |         |             |         |
| Inventories                                       | 409.5   | 296.2   | 38%         | 381.1   |
| Other current receivables                         | -80.7   | -41.8   | 93%         | -78.1   |
| Deferred tax receivables and liabilities, net     | 9.6     | 5.7     | 68%         | 7.2     |
| Other current and non-current liabilities         | -243.7  | -213.2  | 14%         | -222.0  |
| Invested capital group total, IFRS                | 1,237.4 | 1,187.6 | 1%          | 1 263.4 |

# 4.5 Group figures by quarter, segment reporting

# **Revenue by segments**

| EUR million                             | 1–3/17 | 10–12/16 | 7–9/16 | 4–6/16 | 1–3/16 | 10–12/15 | 7–9/15 | 4–6/15 |
|---|--------|----------|--------|--------|--------|----------|--------|--------|
| Housing Finland and CEE                 | 244.8  | 210.0    | 167.0  | 184.8  | 166.0  | 220.8    | 165.8  | 207.6  |
| Housing Russia                          | 57.8   | 84.0     | 76.0   | 58.8   | 49.1   | 61.6     | 63.9   | 69.6   |
| Business Premises and<br>Infrastructure | 178.7  | 222.4    | 203.1  | 222.5  | 149.4  | 188.5    | 164.1  | 141.0  |
| Other items                             | -2.1   | -2.8     | -2.3   | -2.4   | -2.1   | -2.4     | -2.0   | -2.1   |
| Revenue total, POC                      | 479.2  | 513.7    | 443.8  | 463.7  | 362.4  | 468.5    | 391.7  | 416.1  |
| IFRS adjustment                         | -26.9  | 11.4     | -24.5  | -67.3  | -24.8  | 43.1     | -27.9  | 46.8   |
| Revenue total, IFRS                     | 452.2  | 525.0    | 419.3  | 396.4  | 337.6  | 511.6    | 363.8  | 462.9  |

# Adjusted Operating profit by segments

| EUR million                             | 1–3/17 | 10–12/16 | 7–9/16 | 4–6/16 | 1–3/16 | 10–12/15 | 7–9/15 | 4–6/15 |
|---|--------|----------|--------|--------|--------|----------|--------|--------|
| Housing Finland and CEE                 | 19.4   | 18.4     | 12.9   | 15.8   | 12.9   | 13.4     | 12.3   | 16.2   |
| Housing Russia                          | -1.8   | 2.8      | 0.7    | -2.7   | -3.1   | 0.7      | 1.7    | 2.3    |
| Business Premises and<br>Infrastructure | 4.7    | 11.2     | 8.2    | 12.7   | 6.0    | 7.5      | 8.3    | 3.7    |
| Other items                             | -5.6   | -3.7     | -2.7   | -5.6   | -3.7   | -5.0     | -2.0   | -3.6   |
| Adjusted operating profit total, POC    | 16.7   | 28.7     | 19.0   | 20.2   | 12.1   | 16.6     | 20.3   | 18.6   |
| IFRS adjustment                         | -12.0  | -3.3     | -12.9  | -13.5  | -5.4   | 11.7     | -8.5   | 6.1    |
| Adjusted operating profit total, IFRS   | 4.7    | 25.3     | 6.1    | 6.6    | 6.7    | 28.4     | 11.8   | 24.6   |
| Adjustments, total                      | _      |          | -27.0  |        |        |          | -10.4  |        |
| Operating profit total, IFRS            | 4.7    | 25.3     | -20.9  | 6.6    | 6.7    | 28.4     | 1.5    | 24.6   |



# Adjusted Operating profit margin by segments

| %                                       | 1–3/17 | 10–12/16 | 7–9/16 | 4–6/16 | 1–3/16 | 10–12/15 | 7–9/15 | 4–6/15 |
|---|--------|----------|--------|--------|--------|----------|--------|--------|
| Housing Finland and CEE                 | 7.9%   | 8.7%     | 7.7%   | 8.5%   | 7.7%   | 6.0%     | 7.4%   | 7.8%   |
| Housing Russia                          | -3.1%  | 3.3%     | 0.9%   | -4.6%  | -6.3%  | 1.2%     | 2.7%   | 3.2%   |
| Business Premises and<br>Infrastructure | 2.6%   | 5.0%     | 4.0%   | 5.7%   | 4.0%   | 4.0%     | 5.1%   | 2.6%   |
| Group total, POC                        | 3.5%   | 5.6%     | 4.3%   | 4.3%   | 3.3%   | 3.6%     | 5.2%   | 4.5%   |
| Group total, IFRS                       | 1.0%   | 4.8%     | 1.5%   | 1.7%   | 2.0%   | 5.5%     | 3.3%   | 5.3%   |

# Key figures, segment reporting

|   | 1–3/17 | 10–12/16 | 7–9/16 | 4–6/16 | 1–3/16 | 10–12/15 | 7–9/15 | 4–6/15 |
|---|--------|----------|--------|--------|--------|----------|--------|--------|
| Profit before taxes, EUR million                                | 12.6   | 21.3     | -17.0  | 10.2   | -0.8   | 6.1      | -0.7   | 11.2   |
| Profit for the review period, attributable to equity holders of |        |          |        |        |        |          |        |        |
| the parent company, EUR million                                 | 8.9    | 16.1     | -15.9  | 7.9    | -0.6   | 4.6      | -0.8   | 8.4    |
| Earnings per share, undiluted,                                  |        |          |        |        |        |          |        |        |
| EUR   | 0.07   | 0.13     | -0.13  | 0.06   | -0.00  | 0.04     | -0.01  | 0.07   |
| Earnings per share, diluted, EUR                                | 0.07   | 0.13     | -0.13  | 0.06   | -0.00  | 0.04     | -0.01  | 0.07   |

|                                  | 3/17    | 12/16   | 9/16    | 6/16    | 3/16    | 12/15   | 9/15    | 6/15    |
|----------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| Equity per share, EUR            | 4.91    | 4.82    | 4.42    | 4.50    | 4.27    | 4.37    | 4.60    | 5.05    |
| Invested capital, EUR million    | 1,142.7 | 1,175.3 | 1,130.7 | 1,102.9 | 1,140.6 | 1,131.5 | 1,195.6 | 1,308.0 |
| Return on invested capital, from |         |         |         |         |         |         |         |         |
| the last 12 months               | 5.2%    | 4.7%    | 3.6%    | 5.0%    | 4.7%    | 5.3%    | 5.1%    | 6.4%    |
| Equity ratio                     | 35.4%   | 35.1%   | 33.8%   | 36.4%   | 34.1%   | 35.5%   | 35.5%   | 36.0%   |
| Net interest-bearing debt, EUR   |         |         |         |         |         |         |         |         |
| million                          | 409.6   | 469.3   | 475.6   | 466.2   | 481.3   | 460.8   | 529.2   | 544.9   |
| Gearing                          | 72.8%   | 83.3%   | 91.8%   | 82.5%   | 89.6%   | 84.0%   | 91.5%   | 85.9%   |

# Order backlog by segments

| EUR million                             | 3/17    | 12/16   | 9/16    | 6/16    | 3/16    | 12/15   | 9/15    | 6/15    |
|---|---------|---------|---------|---------|---------|---------|---------|---------|
| Housing Finland and CEE                 | 842.8   | 833.4   | 880.2   | 865.7   | 857.2   | 802.7   | 823.0   | 834.7   |
| Housing Russia                          | 474.6   | 463.4   | 451.1   | 495.6   | 508.7   | 508.5   | 599.1   | 740.4   |
| Business Premises and<br>Infrastructure | 1,300.9 | 1,316.3 | 1,309.5 | 1,352.8 | 880.9   | 861.6   | 892.4   | 998.3   |
| Order backlog total, POC                | 2,618.3 | 2,613.1 | 2,640.7 | 2,714.1 | 2,246.8 | 2,172.9 | 2,314.6 | 2,573.5 |
| IFRS adjustment                         | 470.6   | 435.2   | 431.3   | 410.1   | 328.4   | 294.4   | 334.4   | 341.1   |
| Order backlog total, IFRS               | 3,088.9 | 3,048.2 | 3,072.0 | 3,124.1 | 2,575.2 | 2,467.3 | 2,649.0 | 2,914.6 |



# Together we can do it.

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