



YIT – Well-managed, profitable growth from emerging markets with Western Corporate Governance

Roadshow, March 26, 2014
Helsinki
Kari Kauniskangas, CEO



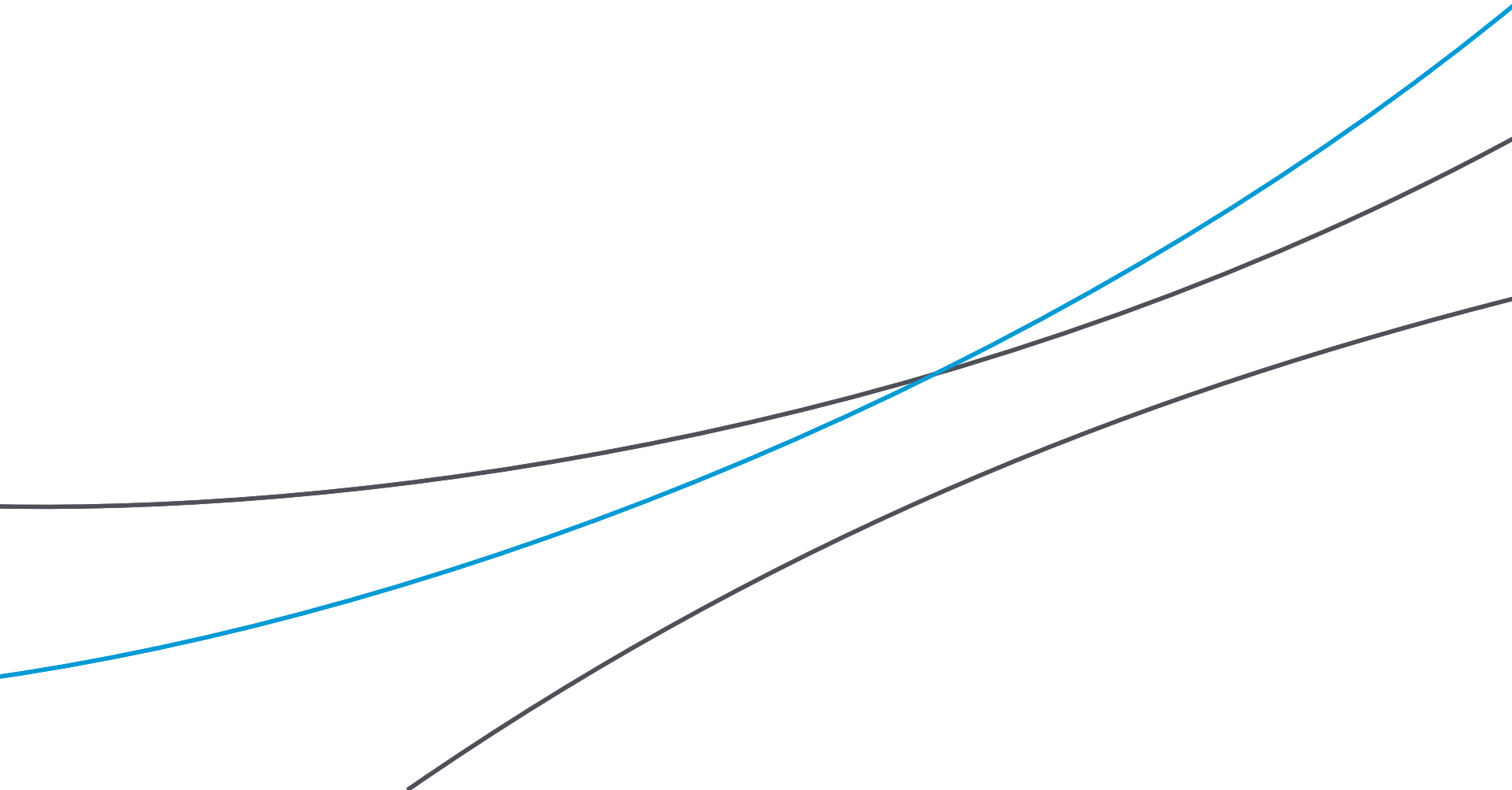
Novo Orlovsky
St. Petersburg, Russia

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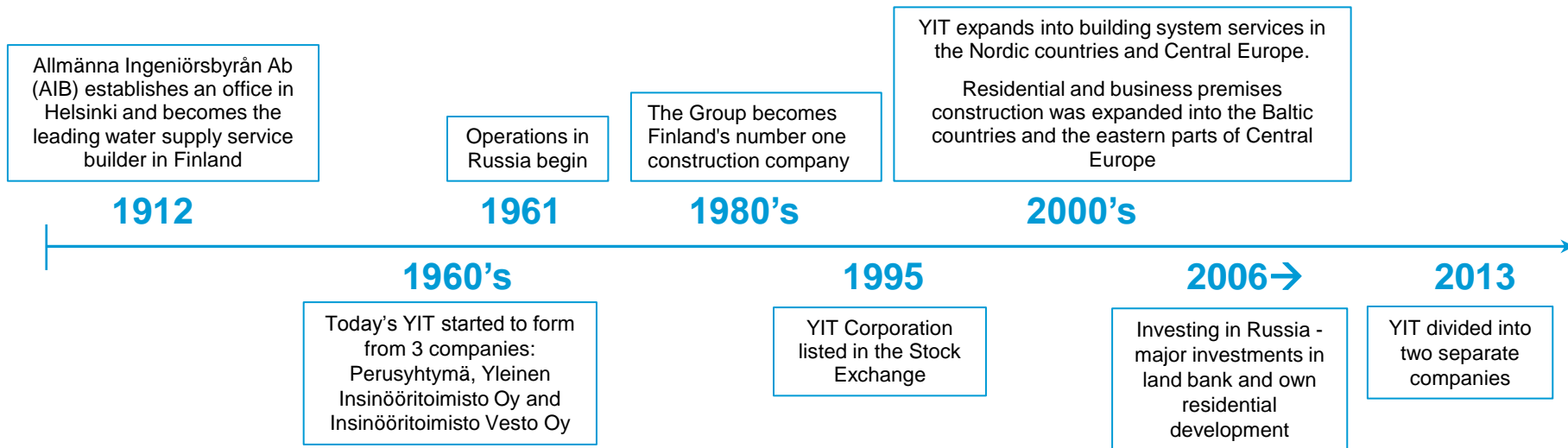
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Demerger and new YIT



Right time to move to the next development phase

Over 100 years of experience in Finland, over 50 in Russia

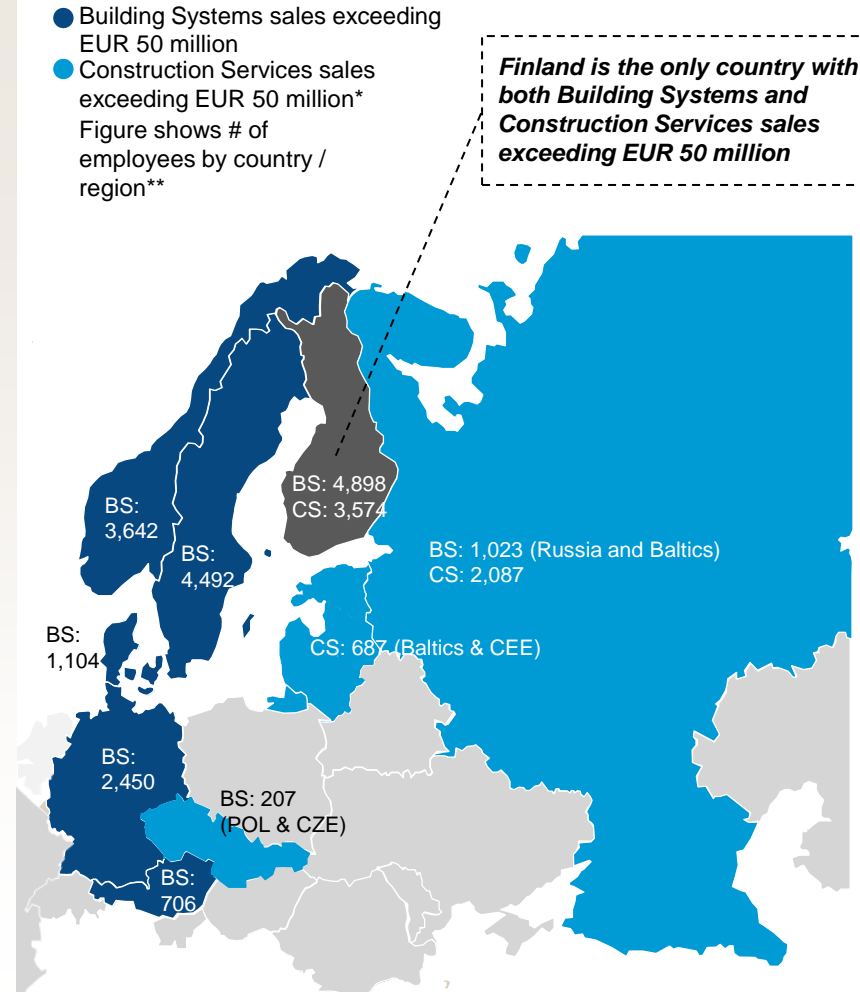


The demerger

- Building Systems demerged into Caverion on June 30, 2013. YIT continues to provide Construction Services
 - Initiative from the Board of Directors – supported by main owners
- Both companies large enough to grow independently

Rationale for the partial demerger

- Independent strategies and different business models
 - Capital intensive Construction Services seeking growth from Russia, the Baltic countries and Central Eastern Europe and from Finland
 - Stable Building Systems growing in developed Northern and Central Europe
- Meaningful geographical overlap only in Finland
- Better management focus in separate companies
- Good financing opportunities for both companies, large enough to grow independently
 - Stable cash generation in Building Systems
 - Successful business model development in Construction Services



Note: Segment level figures (POC) in the annual report 2012

*) The Baltic countries, the Czech Republic and Slovakia together have CS sales exceeding EUR 50 million

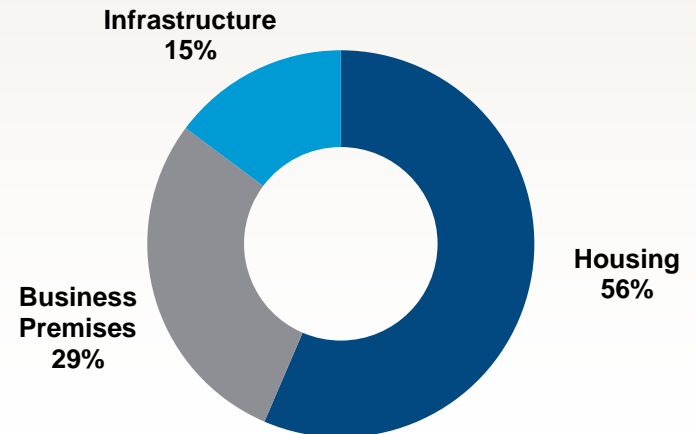
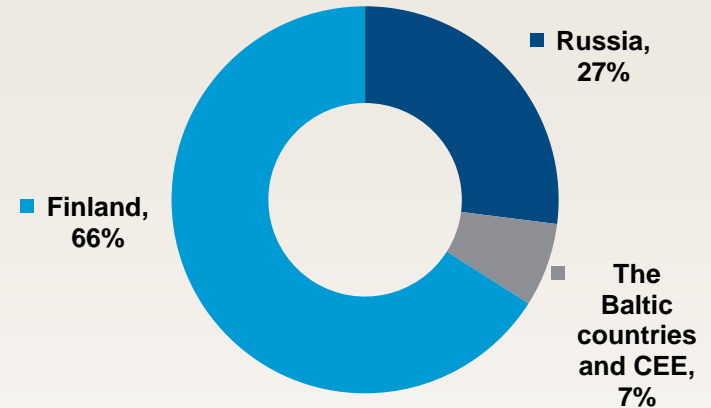
***) Number of employees on Dec 31, 2012; In addition 396 employees in YIT Corp. and other Group Service functions and 17 BS employees in Asia

YIT Group in brief

- Residential development, business premises and infrastructure
 - Focus on own-developed projects
- Operations in 7 countries
- Revenue EUR 1.9 billion in 2013
- Operating profit EUR 153 million in 2013
- More than 6,000 employees
- Share quoted on NASDAQ OMX Helsinki (Large cap, Industrials)
- Almost 45,000 shareholders at the end of February 2014



Revenue split 2013* (EUR 1.9 billion)



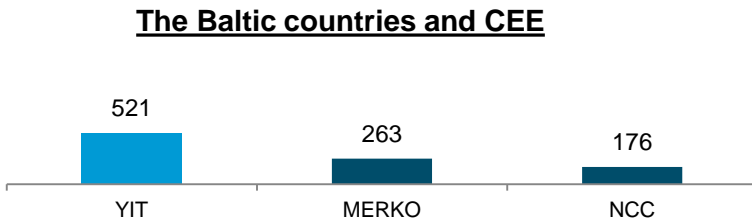
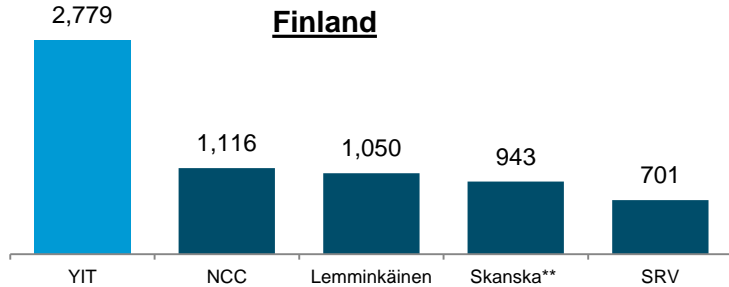
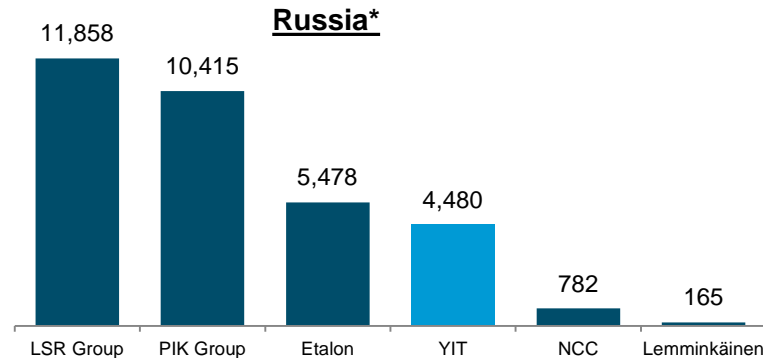
Figures based on segment reporting (POC)
*Business area split according to 2012 figures

Strong market position in all markets

Market leader in Finland, biggest foreign residential developer in Russia

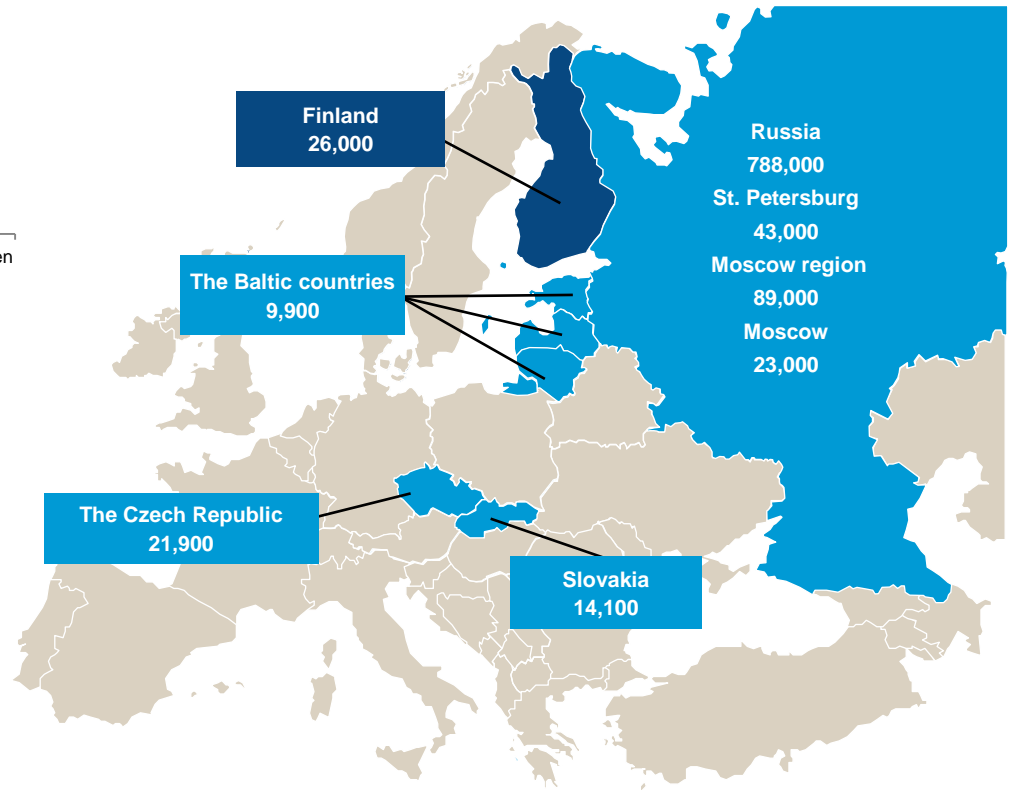
Construction companies on YIT's markets

Number of apartments sold in 2013

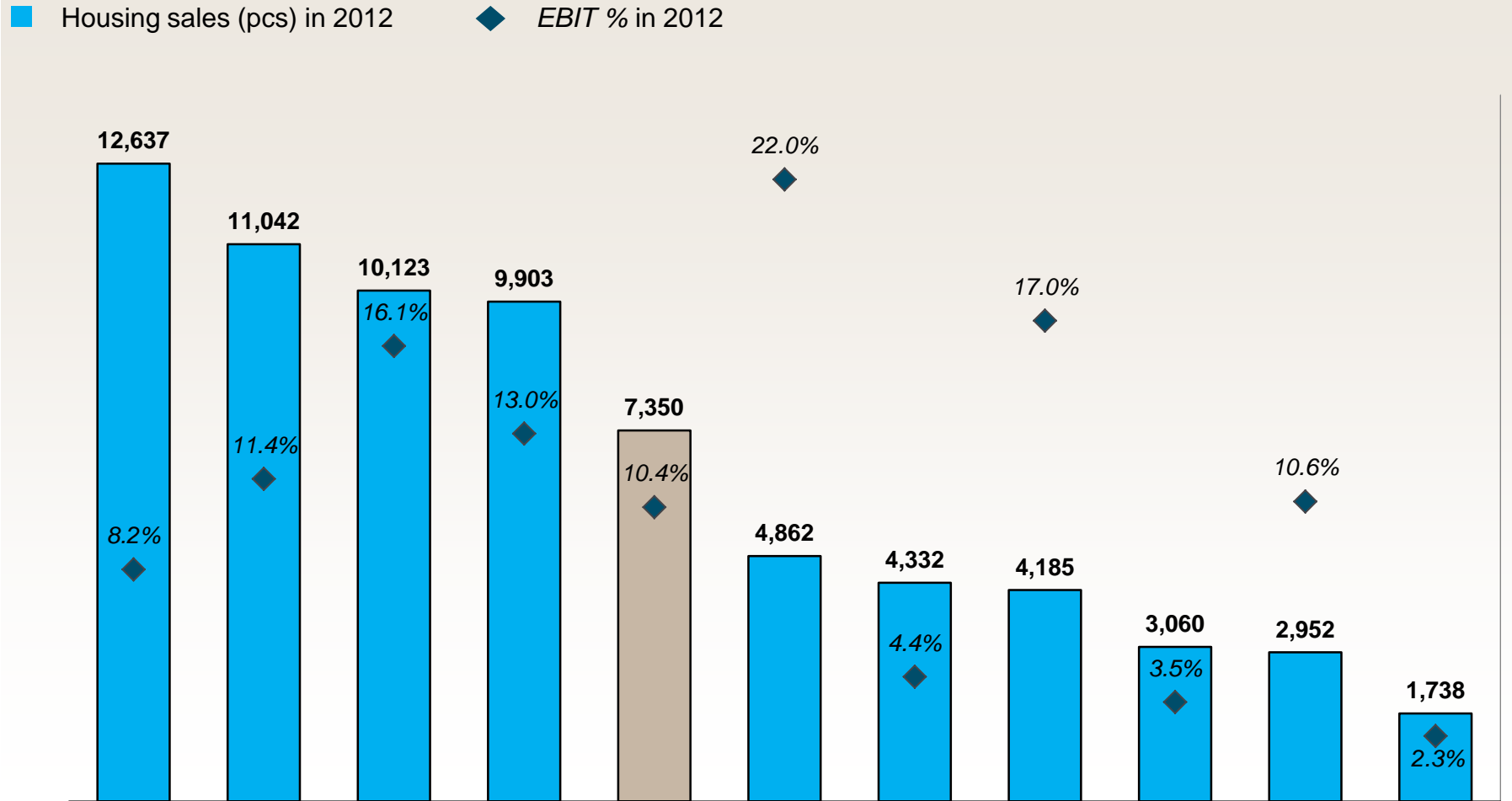


YIT's markets and market sizes 2013

Number of apartments



YIT a significant player on European level in housing



Board of Directors

Versatile expertise on board work, finance, construction industry and Russia



Reino Hanhinen
Chairman

Born 1943
M.Sc. (Eng.), D.Sc.
(Tech.) h.c.

Former CEO of YIT

Independent of
company: YES

Independent of
owners: YES

Share ownership:
130,800



Kim Gran
Vice Chairman

Born 1954
B.Sc. (Econ.)

President and CEO
of Nokian Tyres Plc.

Independent of
company: YES

Independent of
owners: YES

Share ownership:
7,700



Satu Huber
Board Member

Born 1958
M.Sc. (Econ.)

Deputy CEO of Elo
Mutual Pension
Insurance Company

Independent of
company: YES

Independent of
owners: YES

Share ownership:
3,600



Erkki Järvinen
Board Member

Born 1960
M.Sc. (Econ.)

President and CEO
of Tikkurila Group

Independent of
company: YES

Independent of
owners: YES

Share ownership:
0



Juhani Pitkäkoski
Board Member

Born 1958
LL.M.

President and CEO of
Caverion Corporation

Independent of
company: NO

Independent of
owners: YES

Share ownership:
48,100



Teuvo Salminen
Board Member

Born 1954
M.Sc. (Econ.)

Board professional

Independent of
company: YES

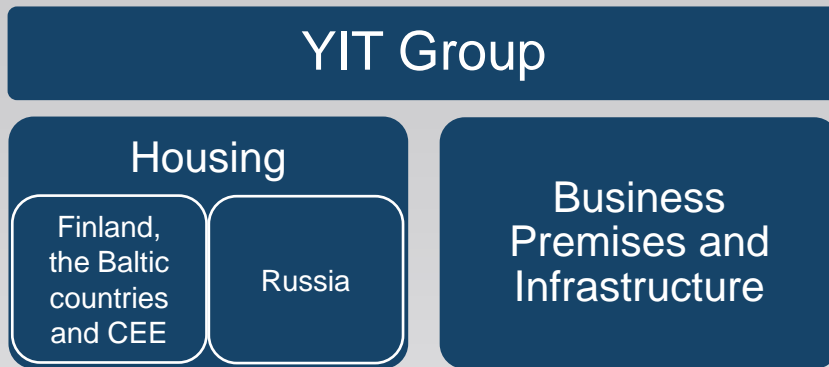
Independent of
owners: YES

Share ownership:
0

Ownership on February 28, 2014 including the holdings of the persons themselves, their close associates and their controlled corporations.

New segment structure and composition of the Group Management Board

- Group structure as of January 1, 2014



- The changes are aimed at facilitating the effective implementation of the company's strategy as well as an increasingly customer-focused operating model
- The 2013 comparison figures for the new segment structure will be published in March 2014



Kari Kauniskangas
President and CEO
Head of Housing



Tero Kiviniemi, EVP
Head of Business
Premises and
Infrastructure



Teemu Helppolainen
Head of business
area Russia



Timo Lehtinen
CFO



Juhani Nummi
Business
Development

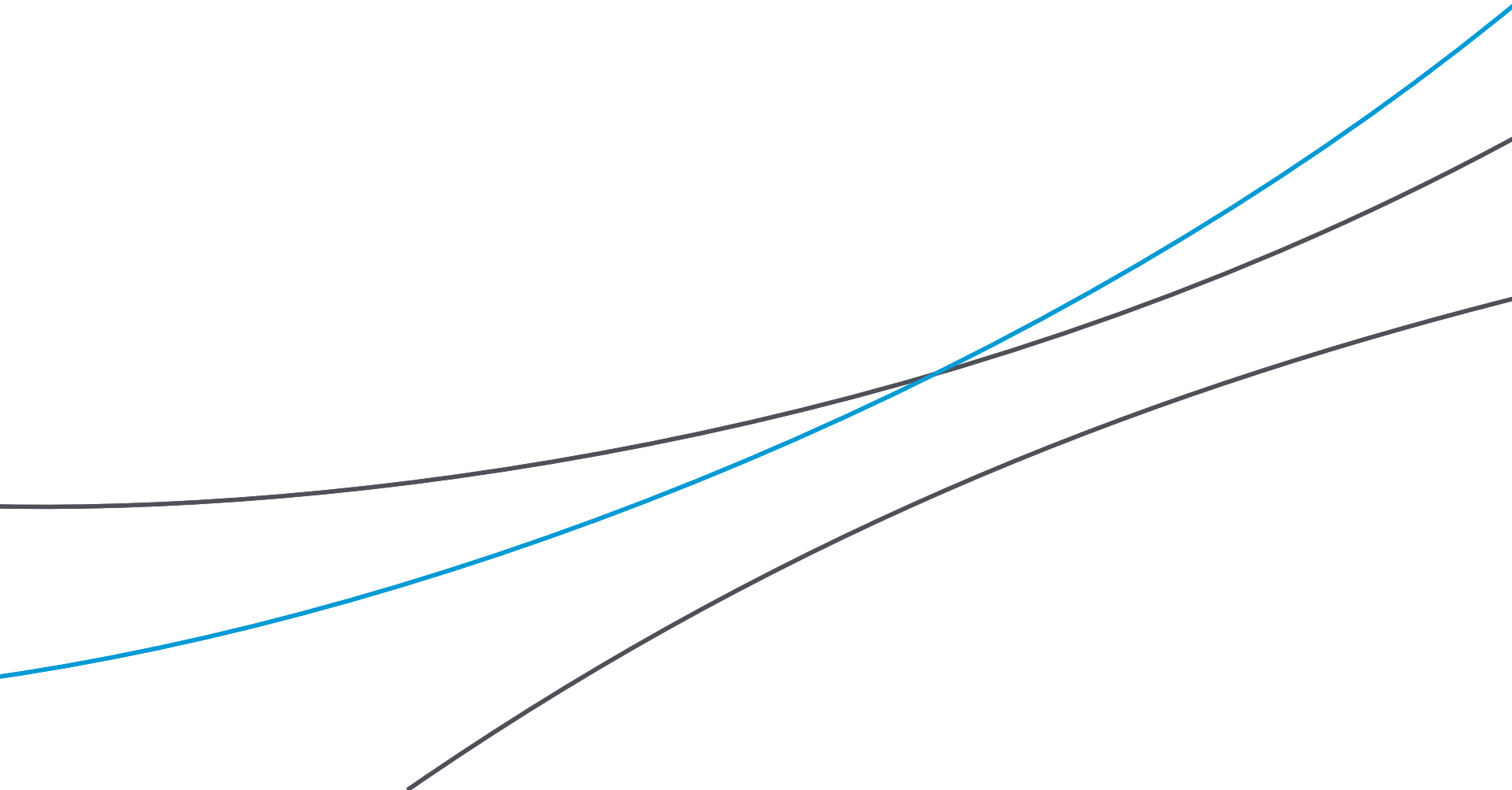


Pii Raulo
HR

The extended management board additionally includes heads of Business Divisions:

- Jouni Forsman
- Harri Isoviita
- Pavel Kocherezhkin
- Matti Koskela
- Timo Lehmus
- Tom Sandvik
- Mikhail Voziyanov

Strategy and business model



YIT's Strategy 2014-2016

Well managed and profitable growth



Growth in own development

5-10% growth per year

- Strong growth in residential development and construction in emerging markets (Russia, the Baltic countries and CEE)
- Further strengthening the position in the Finnish residential market – new concepts and best customer experience with high quality brand
- Increasing the share of own-developed projects in Business Premises and Infrastructure

Wider financial operating space

Capital for reuse >EUR 250 m

- Releasing capital from slow-moving assets
- New funding sources and increasing utilization of partnerships in large area development
- Diverse financial instruments supporting business and customers

Solid set up for market cycles

Cash flow annually > EUR 0

- Strengthening sales risk -free and long-term cash flow business
- Agility to quickly react to changes in the market environment
 - Housing production and sales inventory management
 - Flexibility of cost base

Focused development to improve profitability and strengthen the forerunner position



Group-wide development programs

Centralized coordination, decentralized development

"Best living experience"

Housing development

- New housing concepts: mini-apartments, reasonably priced living
- Area development – "creating better living environments"
- Best customer experience through long-term customership
- Cost-efficiency and design management
- New online services

"Deeper pocket"

Wider financial operating space

- Capital efficiency: Opportunities to grow without increasing the debt
- Financial instruments support affordability and sales of apartments as well as other properties

"Inspiring YIT"

Excellent leadership and balanced values

- Strong corporate culture through balanced values; Care, A step ahead, Cooperation, Performance
- Common management and leadership principles
 - Active communication
 - Clear promotion and recruiting criteria
 - Training programs
 - Rewarding

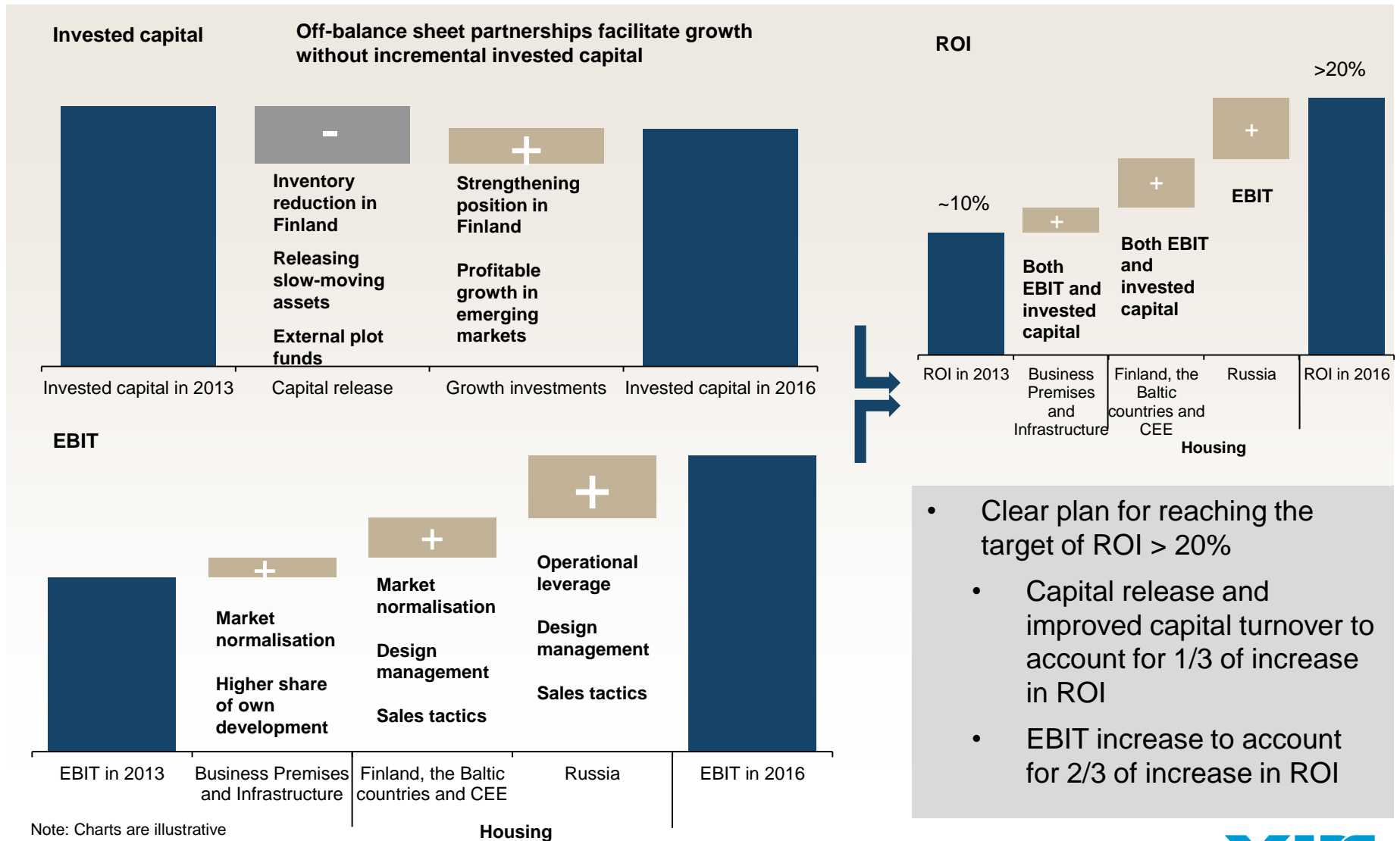
Financial targets for 2014 – 2016 – Growth target revised

Strategic target	Target level	Status in 2013
Revenue growth	5 - 10% annually on average (Previously: More than 10% annually on average)	-5.1%
Return on investment (rolling 12 months)	20%	10.3%
Cash flow	Operating cash flow after investments sufficient for dividend payout and reduction of debt	EUR -87.9 million
Equity ratio	40%	37.8%
Dividend	Dividend payout 40 to 60% of net profit for the period	50.7%

Segment figures (POC)

- The business is managed according to the current market situation, with focus on:
 - Profitability
 - Improving cash flow and ROI
 - Increasing capital efficiency
- YIT revises its growth target
 - New target: Revenue growth of 5 - 10% annually on average
 - Old target: Revenue growth of more than 10% annually on average
- YIT's other financial targets were kept unchanged

Roadmap to ROI > 20%



- Clear plan for reaching the target of ROI > 20%
- Capital release and improved capital turnover to account for 1/3 of increase in ROI
- EBIT increase to account for 2/3 of increase in ROI

Note: Charts are illustrative

Value creation: Long value chain with key competences in-house



Business model

– Own-developed housing

	Finland	Russia
Plot development	DD & market analysis <ul style="list-style-type: none"> • Zoning • Permitting • Design management 	DD & market analysis <ul style="list-style-type: none"> • Zoning • Permitting • Social infra and utilities planning • Design mgmt
Construction	<ul style="list-style-type: none"> • Duration 12-15 months • 1 phase: <50 apartments 	<ul style="list-style-type: none"> • Duration 14-20 months • 1 phase: >100 apartments
Sales	Pre-marketing <ul style="list-style-type: none"> • Own sales network, • ~80% sold before completion • Sales tactics & price mgmt 	<ul style="list-style-type: none"> • Own sales network, • ~80% sold before completion • Sales tactics & price mgmt Service
Level of finishing	<ul style="list-style-type: none"> • Scandinavian (includes kitchen furniture) 	<ul style="list-style-type: none"> • Mostly plastering, option to buy a finishing package
Premarketing	<ul style="list-style-type: none"> • 30 - 50% of units typically reserved in premarketing 	<ul style="list-style-type: none"> • In a smaller role compared to Finland, not a market practice yet
Financing	<ul style="list-style-type: none"> • Plot acquisitions financed with debt/cash <ul style="list-style-type: none"> • Pre-agreements subject to zoning • In large area projects, payments in instalments • During construction customers pay 15% down payments at signing and the rest is financed by selling receivables 	<ul style="list-style-type: none"> • Plot acquisitions financed with debt/cash <ul style="list-style-type: none"> • Payments increasingly in instalments • Construction financed with debt/cash and customer payments <ul style="list-style-type: none"> • Upfront customer payments in up to 80% of the deals, the rest in instalments before completion
Mortgages	<ul style="list-style-type: none"> • In ~70% of the deals 	<ul style="list-style-type: none"> • In <50% of the deals

Business model – Business Premises and Infrastructure



Business Premises

- Contracting
 - Schools, hospitals, offices etc.
 - Very low capital employed
 - Cash flow positive, advance payments
- Own development
 - Own concepts
 - E.g. commercial centres, office buildings, logistics hubs, assisted living facilities
 - Anchor tenants and/or investor typically secured before starting construction
 - Financing by selling receivables after the investor is secured, off-balance sheet

Infrastructure

Different types of projects:

- PPP
 - E.g. major route projects
 - Life-cycle model
 - Low capital employed
 - Financing arranged on a project company level, off-balance sheet
- Contracting
 - E.g. route projects, rail and metro
 - Low capital employed
 - Cash flow positive, advance payments
- Own-development,
 - E.g. wind farms, parking
 - Investor before start-up
 - Project financing
- Road maintenance
 - Long-term contracts

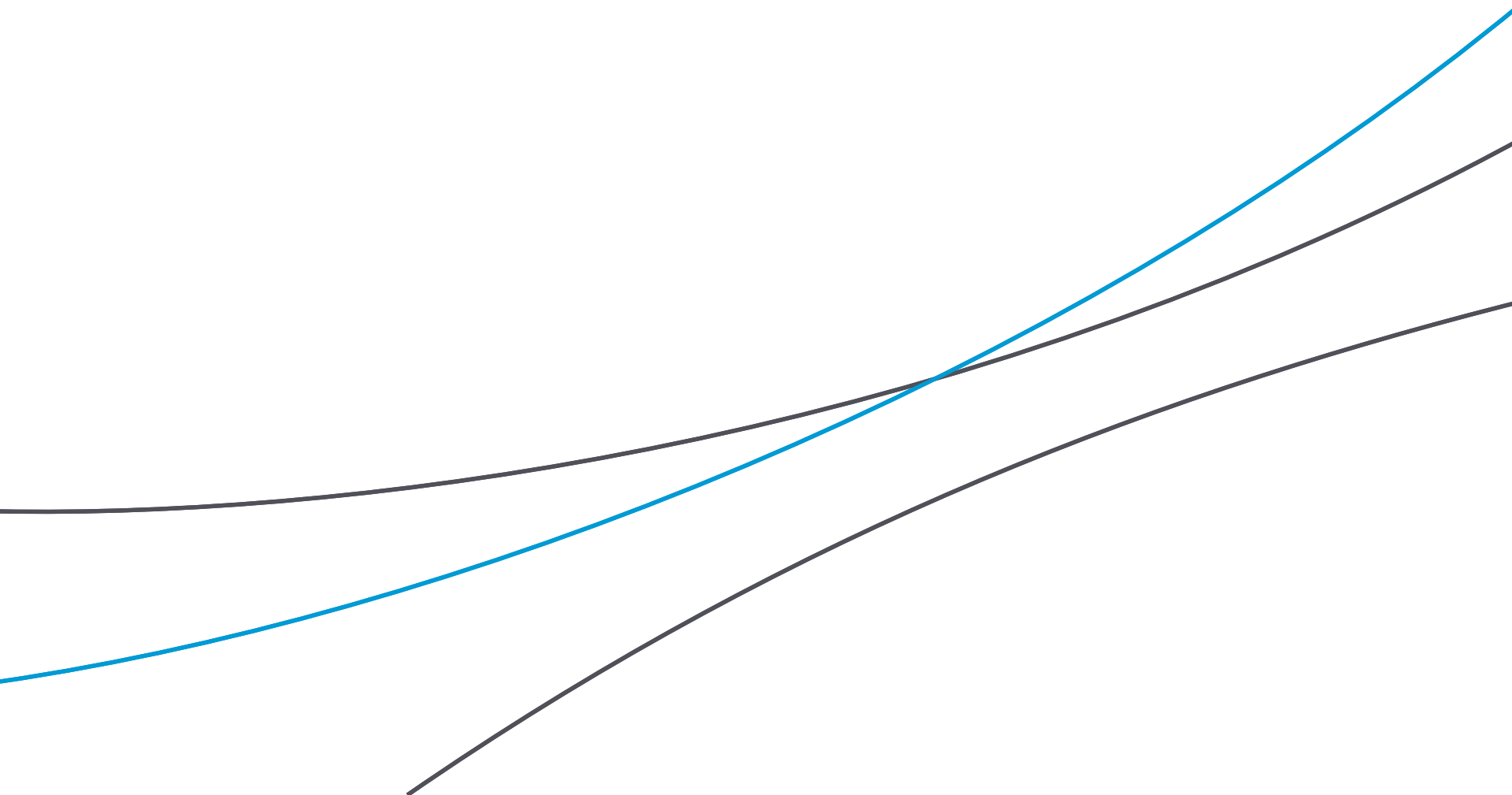
Internal co-operation in large projects

Market trends and opportunities

The pace of change is accelerating and the complexity increasing

Trends	Implications for YIT
Diverging generations	<ul style="list-style-type: none">• Wealthier middle class desires high quality housing• Smaller average size of households → more smaller and effective flats needed• Lack of workforce and competition for young talents → employer brand important
Urbanization	<ul style="list-style-type: none">• Major potential in urban growth centres• Infrastructure demand in city centers rises, more and more complex solutions in use
Consumerism and lifestyles	<ul style="list-style-type: none">• From apartment sales to living business, long-term customership and life cycle services, online 24/7
Globalization and new financing models	<ul style="list-style-type: none">• New financial instruments for supporting enabling customer' access to financing• International sourcing• Public Private Partnership -projects
Technological development	<ul style="list-style-type: none">• Online customer relations and improved understanding of customers and their needs• Innovations enabled by new technology, integrated systems, smart traffic solutions
Climate change	<ul style="list-style-type: none">• Energy efficient buildings, green image, sustainable solutions• Opportunities for YIT in new energy solutions industry (wind power etc.)
The increasing scarcity of valuable minerals	<ul style="list-style-type: none">• Increased demand for construction works in mining industry

Key financials



Highlights in Q4/13

Profitability, sales and order backlog

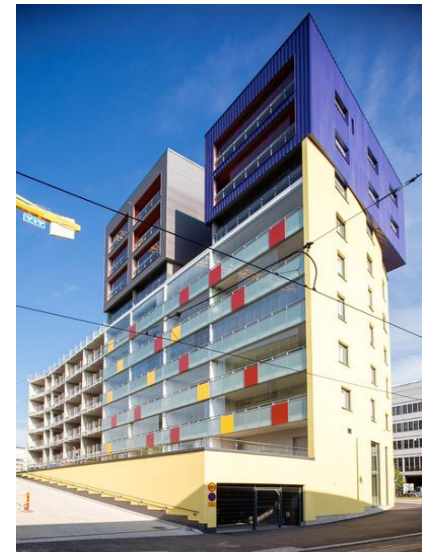
Sales volume in Russia on a good level, Finnish market still demanding

- Sales volume in Russian Housing on a good level, price level remained stable
 - Specification and re-allocation of area costs in projects in Moscow Oblast impacted profitability
 - Excellent development in other regions in Russia
- High activity in investor deals in Finnish Housing
 - Apartment sales to consumers improved towards the end of the year
- Profitability remained on a good level in Infra Services, and the E18 project was selected as “construction site of the year” in Finland
- Weak performance in Business Premises
- Cash flow clearly positive

Strategy implementation

Good progress in large-scale projects and capital release

- Two large area development projects started in St. Petersburg
- Final decisions by Helsinki City Council, Parliament of Finland and Senate Properties concerning the Tripla project, contract signed in January 2014
- Actions to improve sales, cash flow as well as capital and cost efficiency starting to bear fruit
- Group segment structure renewed according to the Group’s new management structure and business areas as of 2014



Key figures

EUR million	10–12/13	10–12/12	Change	1–12/13	1–12/12	Change
Revenue	521	555	-6%	1,859	1,959	-5%
Operating profit	41.2	68.0	-39%	152.8	201.1	-24%
% of revenue	7.9	12.2	-	8.2	10.3	-
Operating profit, excluding non-recurring items*	42.4	68.0	-38%	154.0	194.1	-21%
% of revenue, excluding non-recurring items*	8.1	12.2	-	8.3	9.9	-
Order backlog	2,714	2,765	-2%	2,714	2,765	-2%
Profit before taxes	32.5	59.1	-45%	122.8	169.6	-28%
Profit for the review period ¹⁾	24.3	43.8	-45%	93.9	130.7	-28%
Earnings per share, EUR	0.19	0.35	-46%	0.75	1.04	-28%
Operating cash flow after investments	76.3	8.0	-	-87.9	49.9	-
Equity ratio	37.8	43.1	-	37.8	43.1	-
Personnel at the end of the period	6,172	6,691	-8%	6,172	6,691	-8%
Dividend, EUR				0.38	n/a	

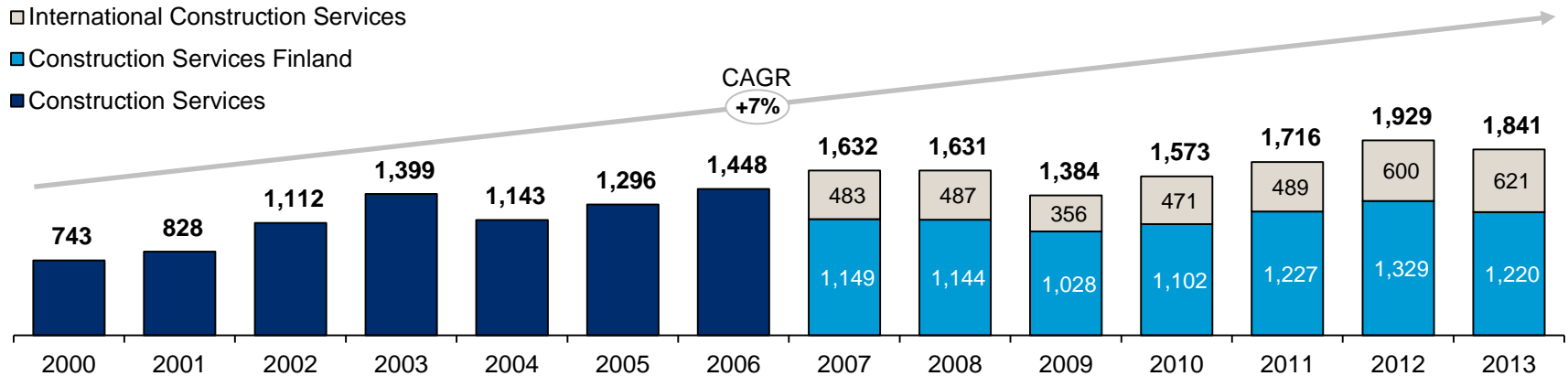
1) Attributable to equity holders of the parent company

Note: A EUR 10.0 million cost provision covering costs related to the ammonia case in St. Petersburg was made in Q3/11. EUR 7.0 million of the provision was released in Q3/12. EUR 1.2 million non-recurring restructuring costs in Q4/13, of which EUR 1.0 million allocated to Construction Services Finland.

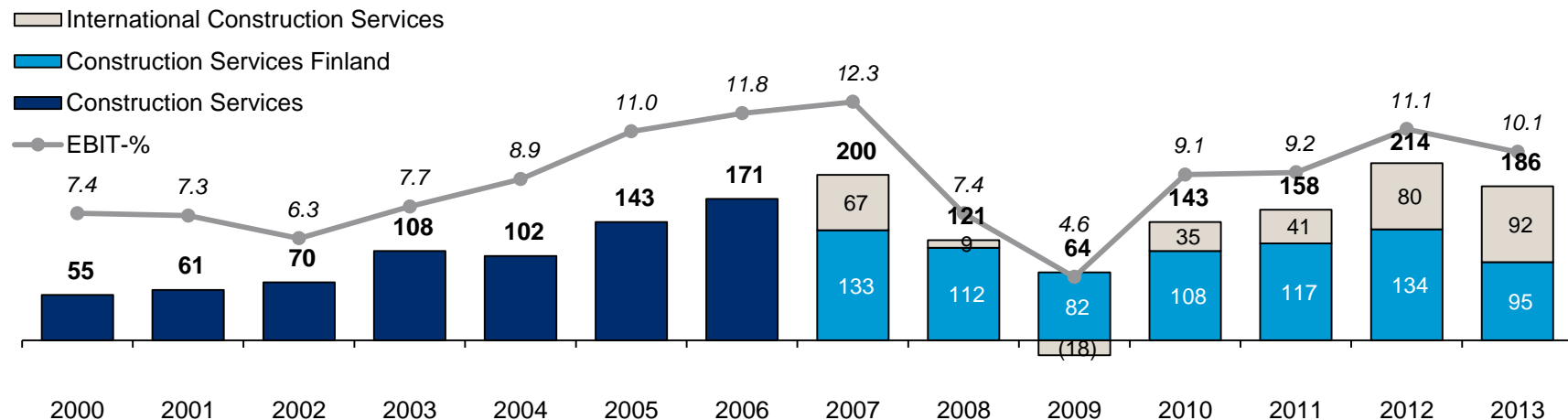
Note: As of January 1, 2013, borrowing costs are included in segments financing costs according to IAS 23. 2012 figures in 2013 reporting and this presentation have been adjusted accordingly. All figures based on segment reporting (POC= Percentage of completion)

Revenue growth and healthy profitability through economic cycles

Revenue development (EUR million) by business segment



Operating profit (EBIT) development (EUR million) by business segment



Note: Segment level figures (POC), i.e. sum of Construction Services related segment figures in YIT financial reporting and thus excluding effect of Other Items; International Construction Services part of Construction Services from 2000 to 2006; 2011 and 2012 figures excluding IAS 23 adjustment, i.e. in line with reporting standards adopted starting from January 1, 2013

Construction Services Finland: Stable profitability through economic cycles

2007

- Good residential market
- Good non-residential market, yields at low level

2008

- Weakening residential market
- Good development in non-residential due to "old" order backlog

2009

- Focus on investor deals in the residential market
- Weakening non-residential market
- Good performance in infra
- Fixed cost cuts

2010

- In residential, focus turned to direct consumer sales
- Signs of improvement in non-residential market

2011

- Focus on direct consumer sales
- Improvement in non-residential market
- Infra weak in H1, improvement in H2

2012

- Favourable residential sales continued
- Stable development in the business and office premises market
- Infrastructure road projects proceeded as planned

2013

- Weak non-residential market
- Soft consumer demand in the residential market
- Investor sales compensated for consumer sales
- Good performance in Infra Services

EBIT: EUR 133.4 million (11.6%)

EBIT: EUR 111.7 million (9.8%)

EBIT: EUR 81.9 million (8.0%)

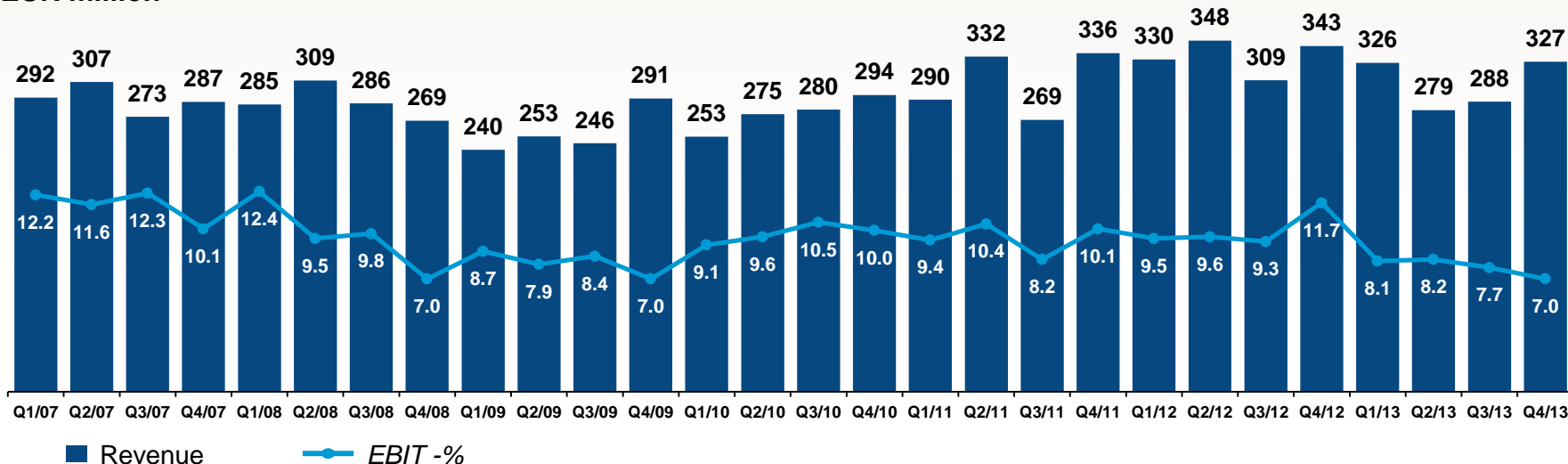
EBIT: EUR 108.1 million (9.8%)

EBIT: EUR 117.3 million (9.6%)

EBIT: EUR 134.1 million (10.1%)

EBIT: EUR 94.5 million (7.7%)

EUR million



International Construction Services

Improving profitability

2007

- Good market conditions in Russia and the Baltic countries
- Increasing residential prices especially in Russia

EBIT: EUR 67.2 million (13.9%)

2008

- Prices declining in the Baltic countries and Russia (H2)
- Profitability hit particularly in the Baltic countries

EBIT: EUR 9.0 million (1.8%)

2009

- Housing prices stabilising in Russia (H2)
- Low business volumes in the Baltic countries
- Fixed cost cuts

EBIT: EUR -17.8 million (-5.0%)

2010

- Slight increases in residential prices in Russia
- Low volumes in the Baltic countries and CEE, although the bottom has been passed

EBIT: EUR 34.7 million (7.5%)

2011

- Prices increasing in Russia (regional differences)
- Volumes increasing in the Baltic countries and CEE, but still diluting the segment's profitability

EBIT: EUR 40.9 million (8.4%)

2012

- Prices increasing and good residential sales in Russia
- Margins improving
- Low volume still in the Baltic countries and CEE

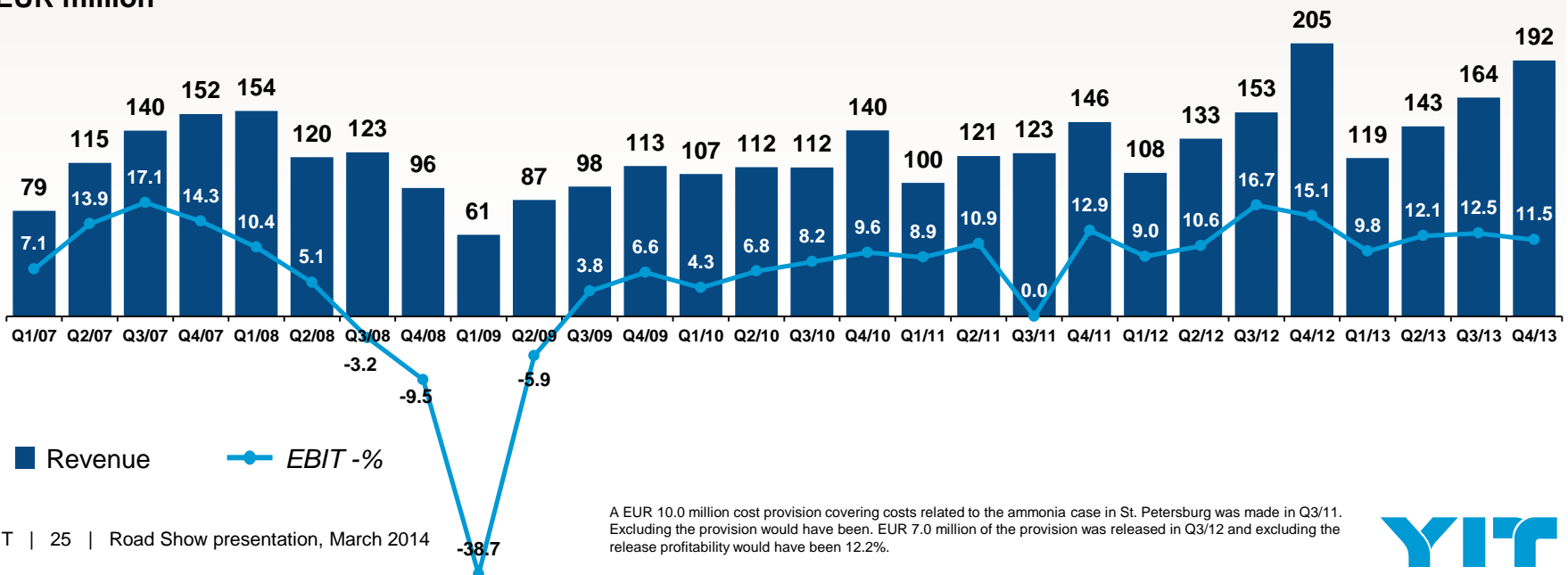
EBIT: EUR 80.4 million (12.3%)

2013

- Stable residential prices in Russia
- Sales volume continued to develop positively in Russia
- Focus shifted to own-development in the Baltic countries and CEE

EBIT: EUR 71.9 million (11.6%)

EUR million



A EUR 10.0 million cost provision covering costs related to the ammonia case in St. Petersburg was made in Q3/11. Excluding the provision would have been EUR 7.0 million of the provision was released in Q3/12 and excluding the release profitability would have been 12.2%.

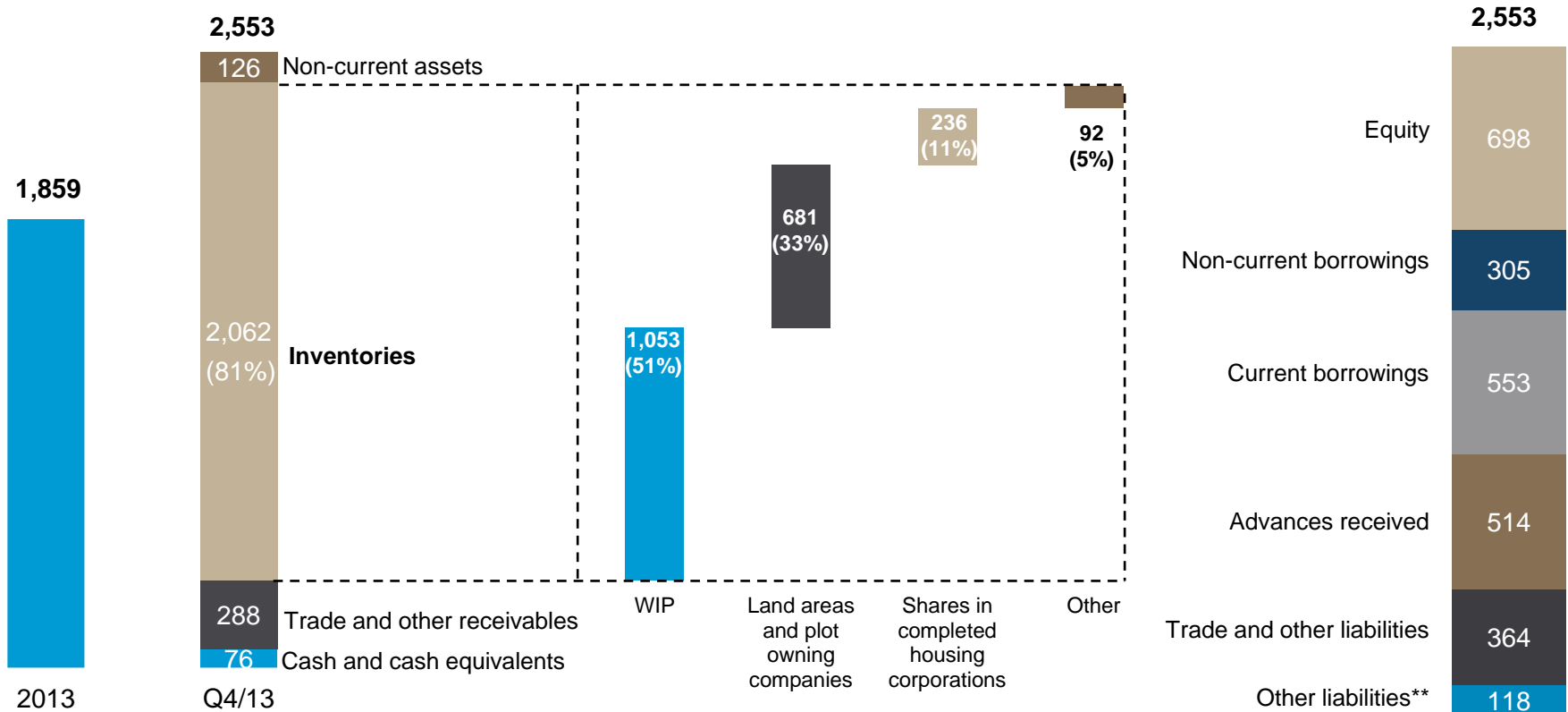
Consolidated balance sheet

as of December, 2013 (EUR million)

Revenue*

Assets - Inventories, WIP in particular, account major share

Equity and liabilities

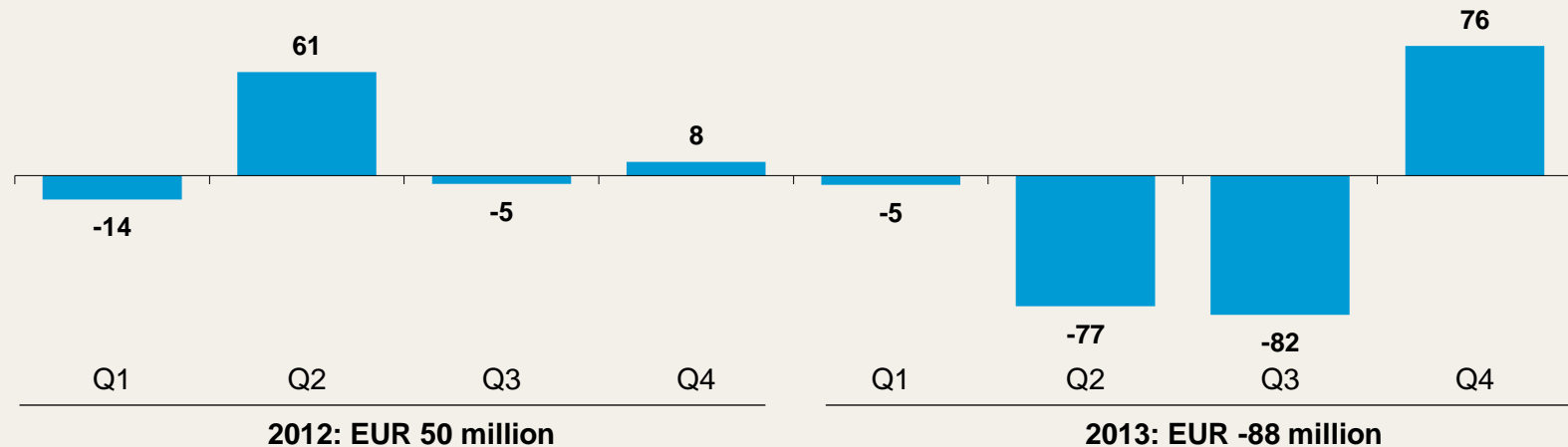


*) Last 12 months

**) Includes deferred tax liabilities, pension obligations, provisions and other liabilities

Cash flow burdened by progress in production

Operating cash flow after investments (EUR million)



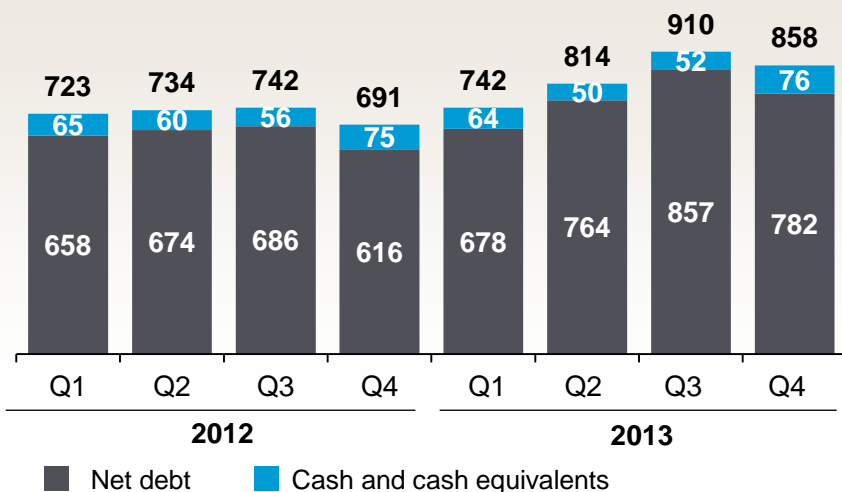
Cash flow bridge 1-12/2013 (EUR million)



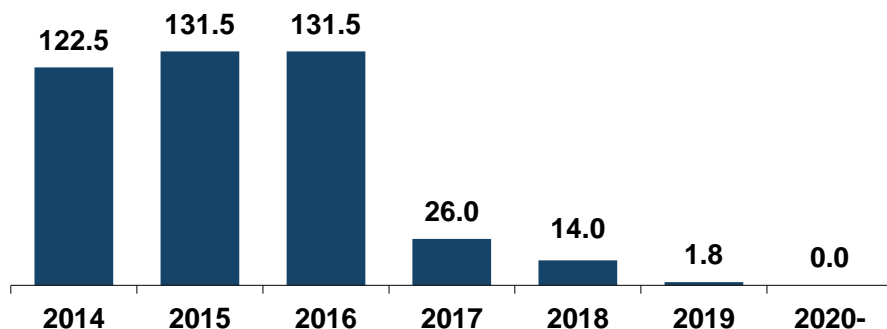
Net debt increased

– Liquidity buffer strengthened

Interest-bearing debt (EUR million)



Maturity structure for long-term debt 12/13 (EUR million)

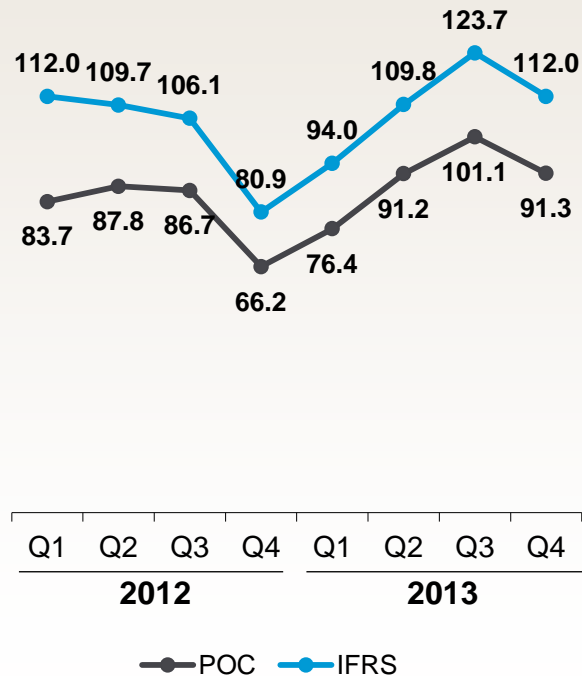


- Large share of the recent increase in debt comes from excess capital tied to
 - Ongoing Business Premises projects
 - Completed unsold apartments
- Debt reduced in Q4/13, mainly due to active investor sales in Finnish Housing and selling of Business Premises projects
- Liquidity buffer increased to EUR 365.3 million (12/13):
 - Undrawn committed credit facilities EUR 330 million
 - RUB 1.6 billion (EUR 35.3 million) undrawn bank loan
- Additional new loan agreement was signed in January to secure 2014 refinancing, undrawn amount approx. EUR 62 million

Weak cash flow impacting financial position

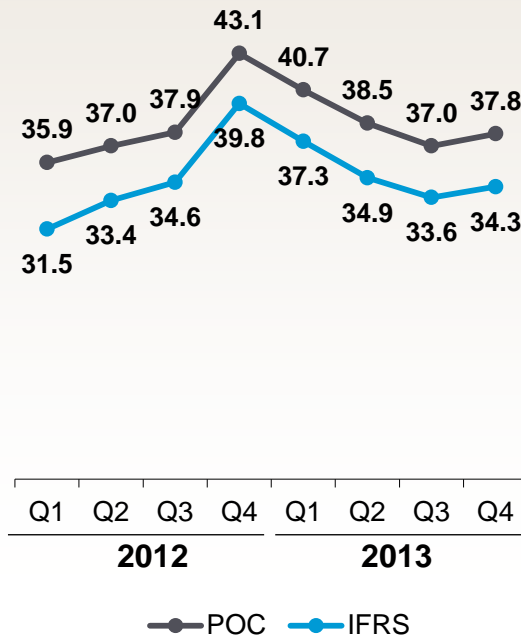
– Trend turned at the end of the year

Gearing
Percent

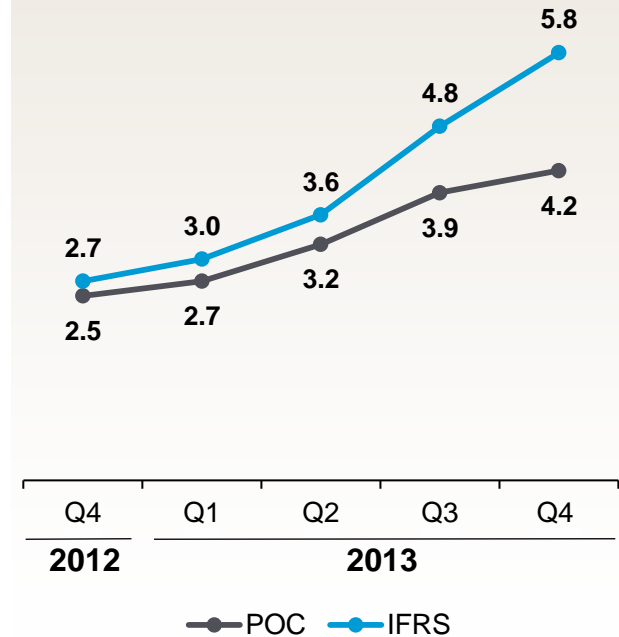


Equity ratio
Percent

Strategic target: Equity ratio 40%



Net Debt/EBITDA
Multiple (x)

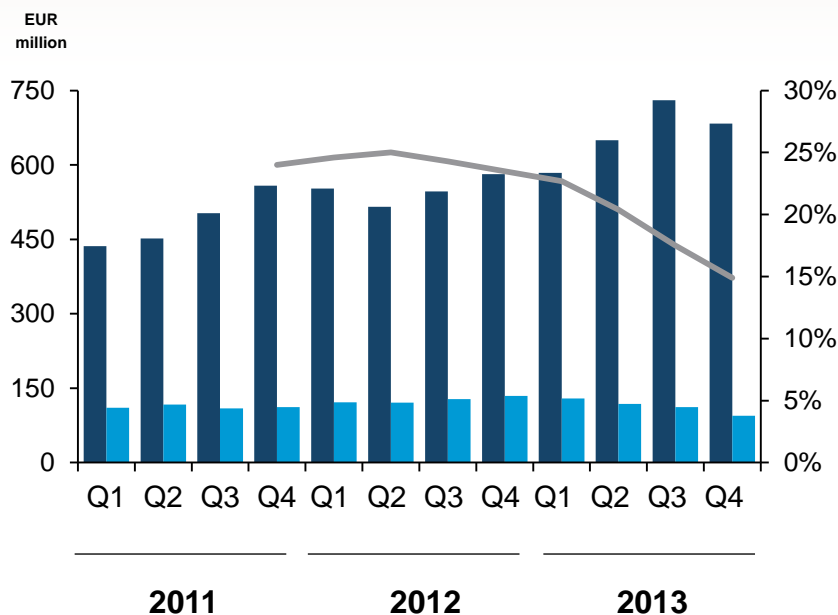


Note: 2012 and Q1/2013 non-IFRS figures published May 21, 2013.

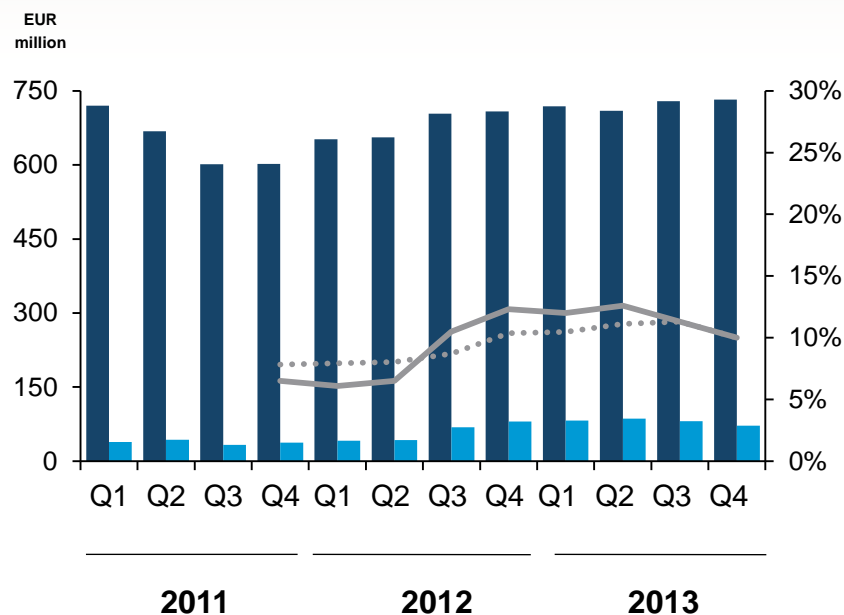
Financial covenant tied to the Group's equity ratio (minimum level of 25.0%) according to Group reporting (IFRS) in bank loans and RCFs

ROI affected by the increase in invested capital

Construction Services Finland



International Construction Services



■ Operative invested capital, EUR million

■ Operating profit, 12 month rolling, EUR million

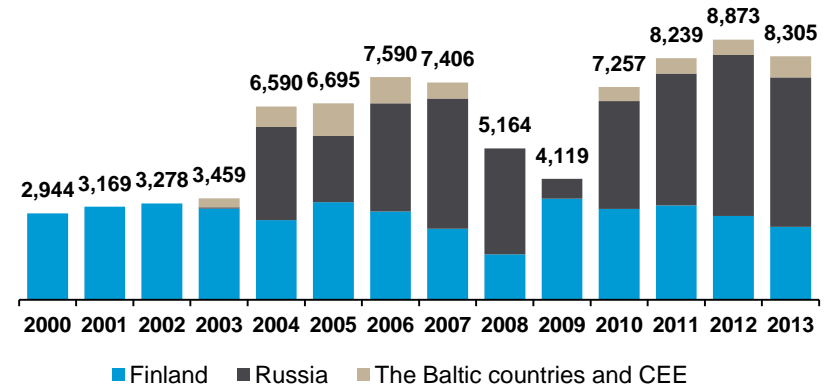
— Return on operative invested capital, 12 month rolling, percent

..... Excluding non-recurring items

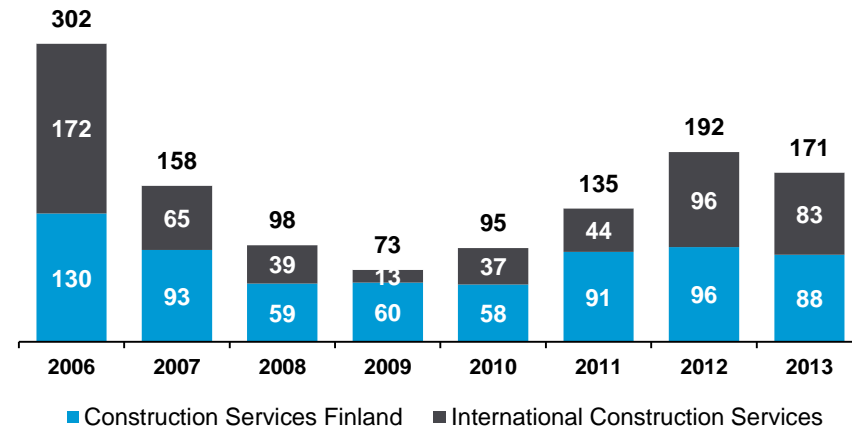
YIT's ability to manage cash flow is good

- Good ability to manage cash flow
 - Start-ups adjusted according to demand
 - Opportunity to adjust plot investments; current plot reserve provides a good base for growth and profitability for the coming years
- Balanced business portfolio in Finland
 - Investor deals in residential business complement consumer sales
 - Business Premises and Infrastructure counter cyclical by nature
- Improved situation in Russia
 - Project profitability on a good level
 - Flexibility in production costs:
 - Opportunity for salary cuts
 - Possibility to re-negotiate purchasing agreements
 - Relatively high share of outsourcing
 - More stable base load for each unit
 - Payment schedule for plots tied increasingly to permitting process and start-ups

Housing start-ups 2000-2013
Pcs



Cash flow of plot investments 2006-2013
EUR million

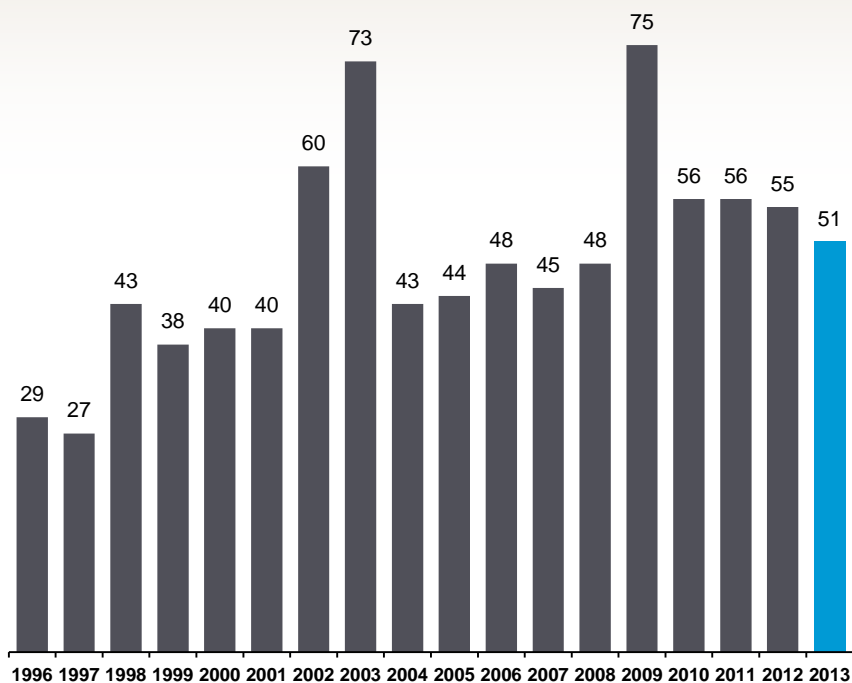


Dividend according to strategic target

Payout ratio

Percent

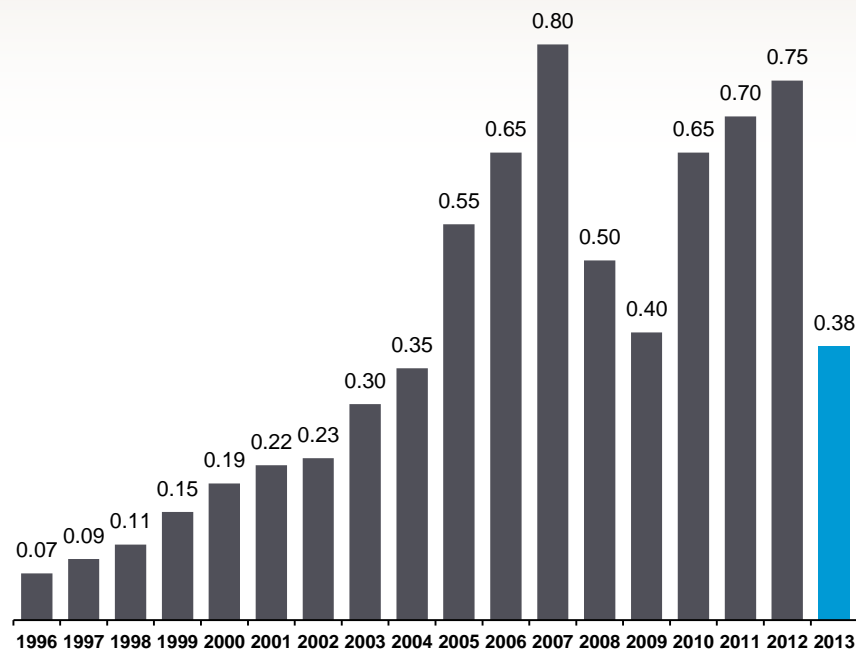
Note: Historical figures are YIT Group pre demerger



Dividend / share

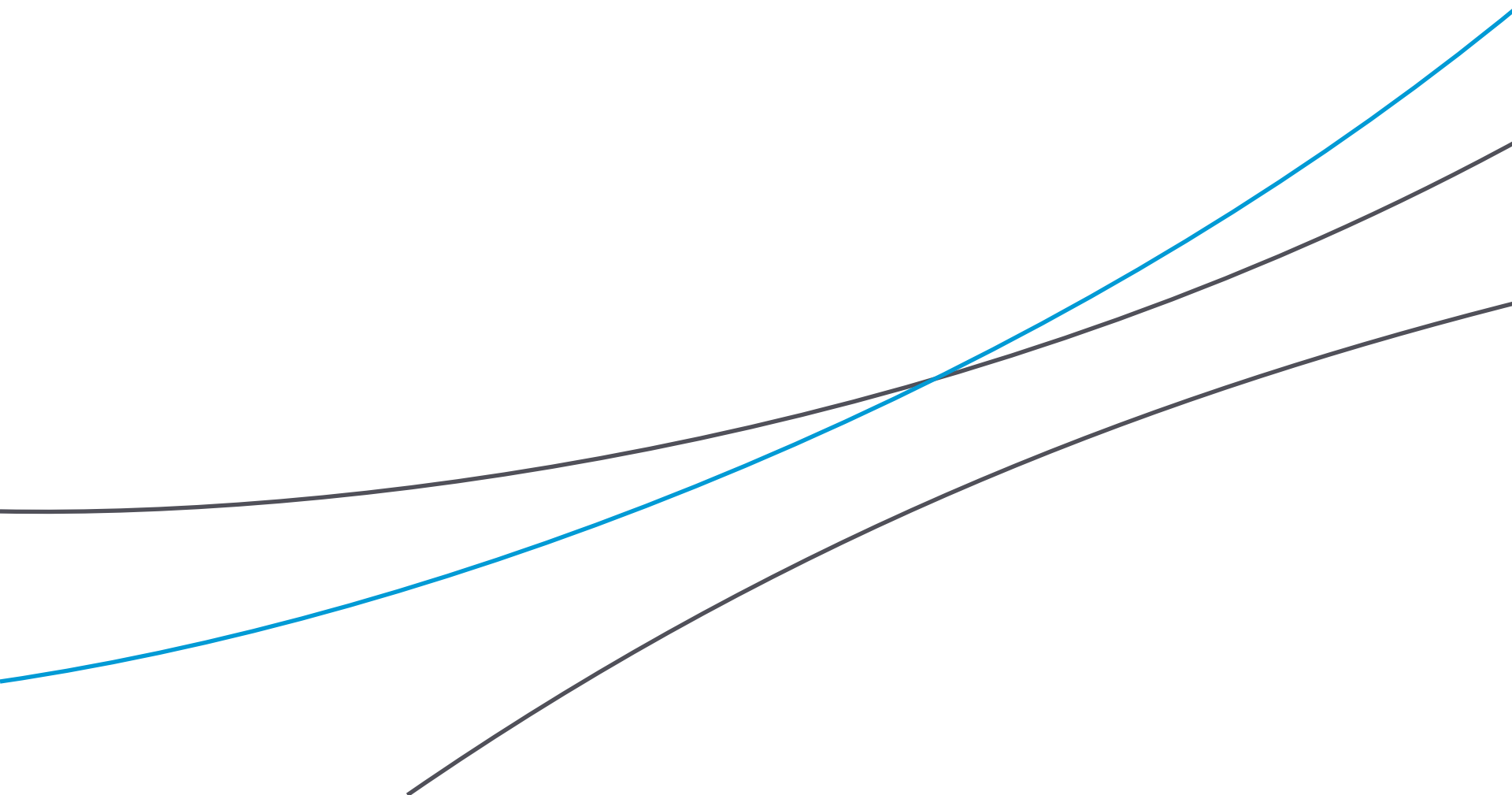
EUR

Note: Historical figures are YIT Group pre demerger



**Strategic target: Dividend payout
40-60% of net result**

Construction Services Finland



Key market drivers in Finland



Housing

- Internal migration to growth centres
- Decreasing family-sizes
- Ageing population
- Energy efficiency
- Consumerism and lifestyles

Business Premises

- Concentration to growth centres
- City centre development, area development
- Demand for modern and energy efficient premises
- Modernisation needs, change of purpose

Infra-structure

- Urbanisation increases need for more complex infrastructure in city centres
- Need to improve the road network
- Sustainable power generation investments

YIT in Finland

Market leader in residential development

Business areas

- **Housing**
 - Eg. Blocks of flats, terraced houses, leisure homes
- **Business Premises**
 - Eg. offices, shopping centres, public premises
- **Infrastructure**
 - Eg. roads and bridges, rock construction, water works, road maintenance

Competitive edges

- Over 100 years' experience in Finland
- Strong, reliable brand and solid market position
- Superior project management skills in complex projects
- Strong plot portfolio and own sales network
- Design management
- Capability and knowledge for different kinds of projects ranging from small special works to large scale public-private-partnerships and hybrids



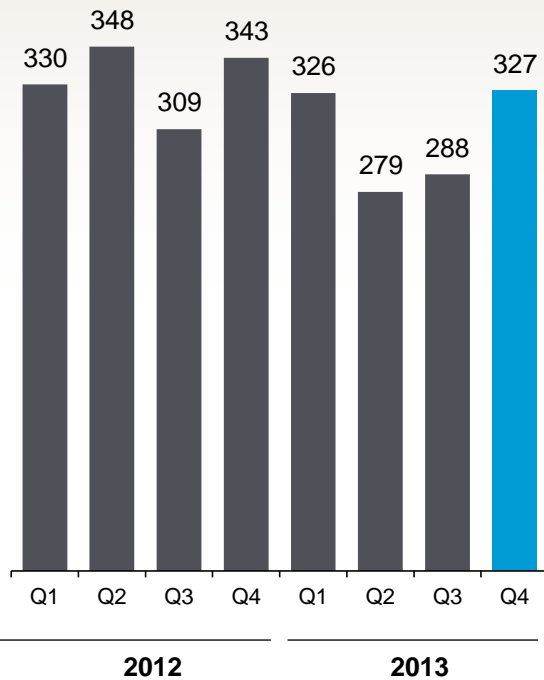
YIT FINLAND IN FIGURES (2013)

Revenue	EUR 1,219.8 million
Plot reserves	EUR 282 million
Employees	~3,500
Residential start-ups	2,483
Apartments under construction (year-end figure)	3,562

Investor sales in Housing and weakness in Business Premises impacted results

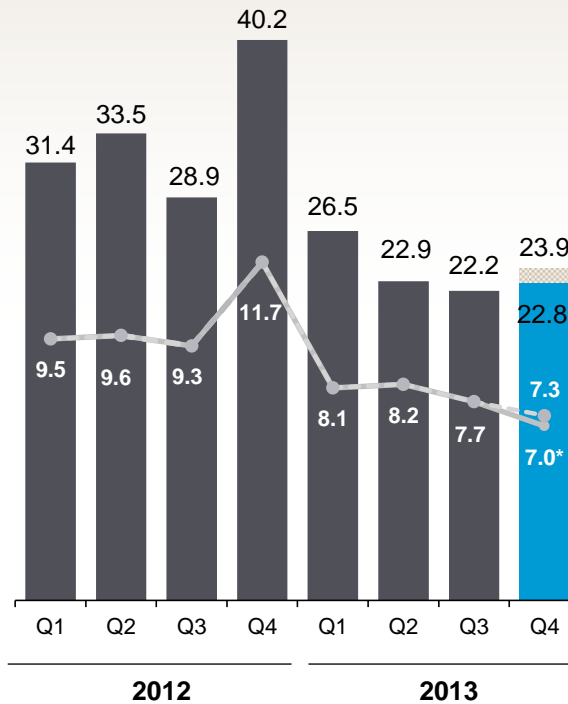
Revenue (EUR million)

Change 2012 – 2013: -8%



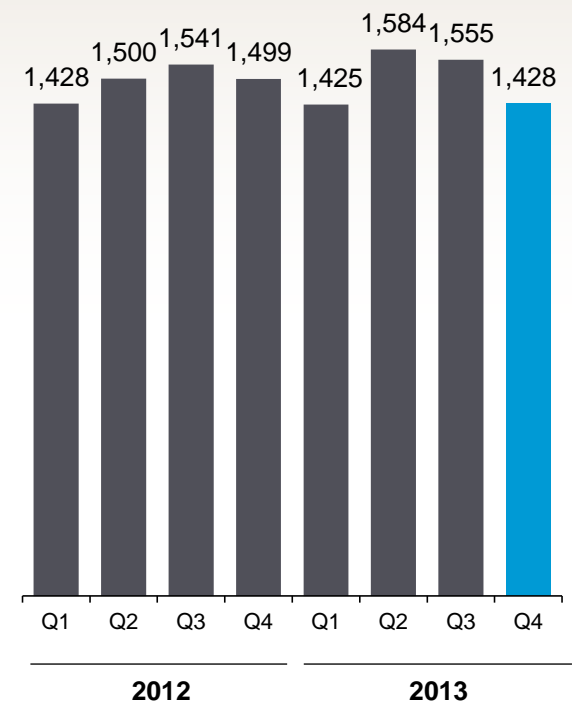
Operating profit (EUR million)

Change 2012 – 2013: -30%,
-29% excluding non-recurring items



Order backlog (EUR million)

Change 2012 – 2013: -5%



All figures according to segment reporting (POC) ■ Operating profit —●— % of revenue

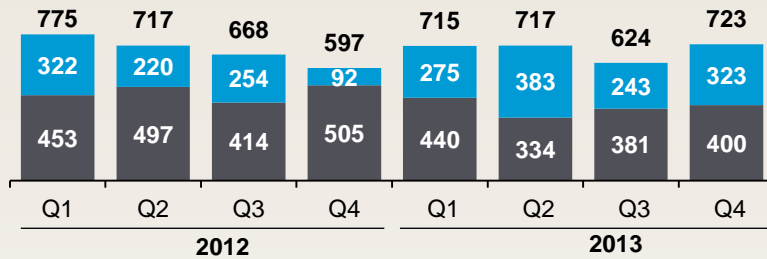
*EUR 1.2 million non-recurring restructuring costs in Q4/13, of which EUR 1.0 million allocated to Construction Services Finland

Sales volume for consumers low, good activity in investor deals

Sold apartments (pcs)

2012: Total of 2,757

2013: Total of 2,779



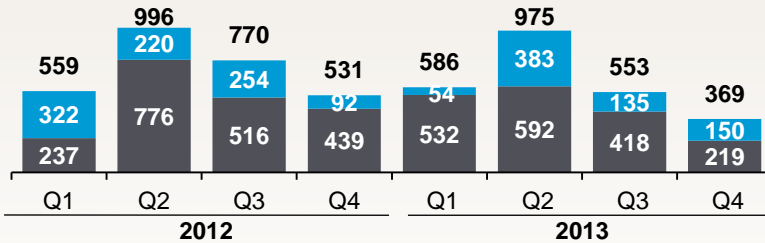
- To investors (funds)
- To consumers

2013: 56% directly to consumers (68% in 2012)

Apartment start-ups in Finland (pcs)

2012: Total of 2,856

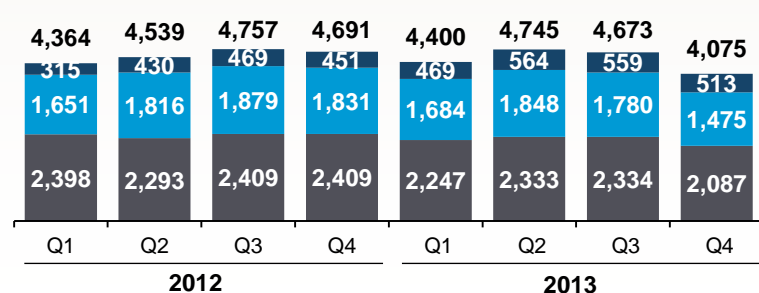
2013: Total of 2,483



- For investors
- For consumers

2013: 71% directly to consumers (69% in 2012)

Apartment inventory (pcs)



- Completed, for sale
- Under construction, for sale
- Under construction, sold

12/13: 59% of apartments under construction sold (12/12: 57%)

- High activity in investor sales
 - Role of housing funds increased
- Consumer prices stable in 2013
- Some improvement in customers' access to financing towards the end of the year
- Consumer sales improved towards the end of the year
- Full year start-ups for consumers reduced by approx. 11% (y-o-y) to adjust volume to demand
 - Focus of new start-ups in blocks of flats, reasonably priced apartments and projects in central locations with high demand
 - Sales portfolio better in line with demand
- Plot acquisitions and development of new projects continued in order to enable flexibility for higher start-ups

At the end of the period

Highlights in Business Premises and Infrastructure



Road maintenance
Tervakoski, Finland

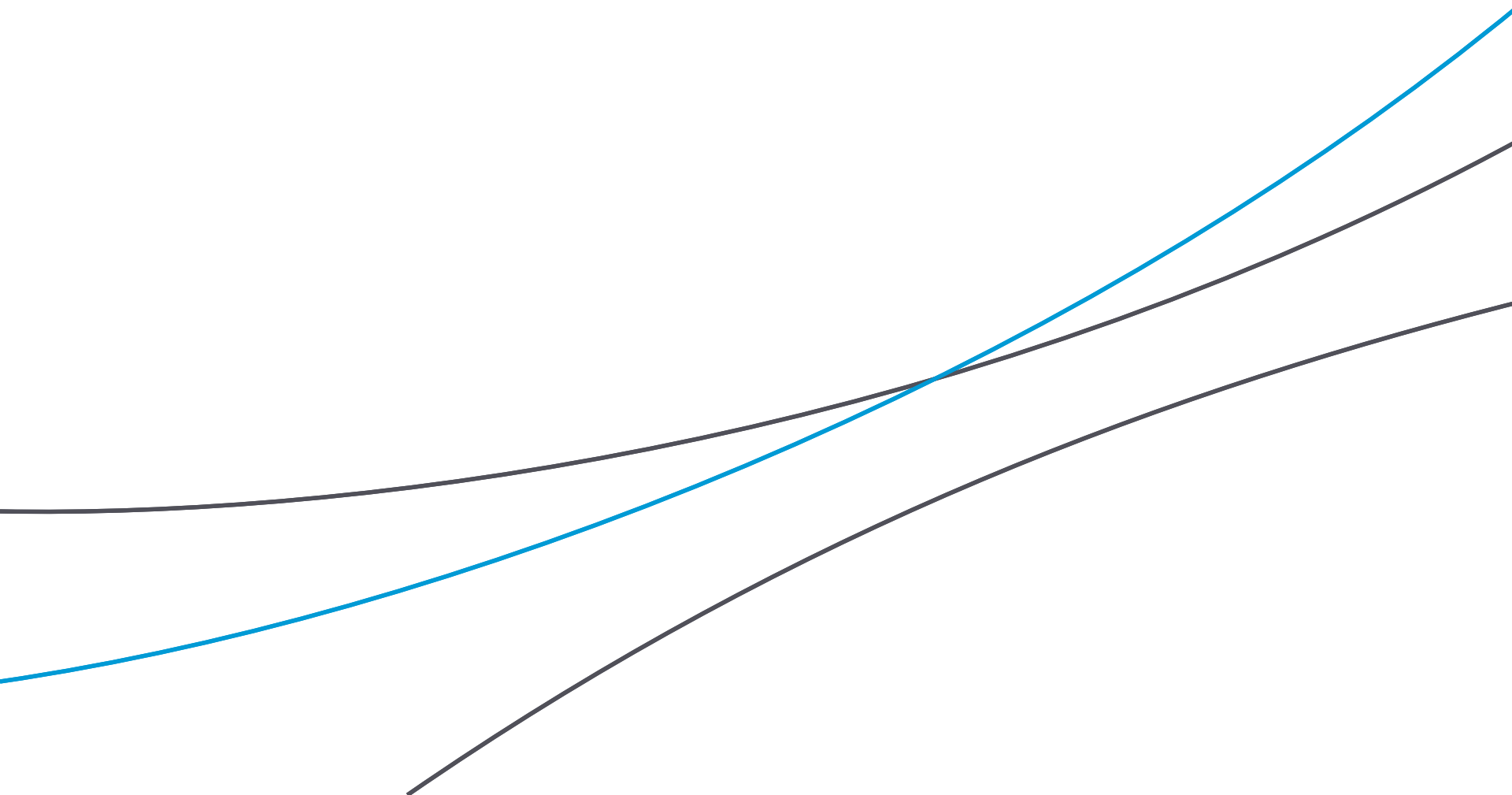
Low volume and rising investor yields impacted profitability in Business Premises

- Office properties of the commercial centre Dixi and MotorCenter Espoonlahti sold to Etera Mutual Pension Insurance Company (EUR 60 million)
- Sales of other own-developed business premises projects currently under construction continue in 2014
- Final decisions concerning the Tripla project made by Helsinki City Council, Parliament of Finland and Senate Properties, according to schedule
 - The design and build agreement, the preliminary agreement on the real estate transaction and the turnkey contract signed in January 2014

Good results in Infrastructure

- E18 Koskenkylä – Kotka PPP -project selected as "construction site of the year" in Finland
 - First phase of the project opened for traffic ahead of schedule
- Several road maintenance contracts signed (EUR 70 million)
- Planning of three new own-developed wind parks started in 2013

International Construction Services



Key market drivers

Strong growth in International Construction Services



Opportunities in Russia

- Internal migration to growth centres
- Increase in number of households due to decreasing family-sizes
- Low living space and poor quality of existing buildings
- Increasing share of middle class with improving purchasing power
- Political support for housing development
- Developing mortgage market

Opportunities in the Baltic countries, the Czech Republic and Slovakia

- Low living space and poor quality, demand for modern apartments
- Housing markets very fragmented in Central Eastern Europe - only a few bigger players in residential construction
- Improving macro outlook

YIT in Russia

The largest foreign residential developer

Business areas

- Residential development
- Aftersales services to YIT's residential customers, just under 16,000 customers
- Geographical diversification through 7 locations

Competitive edges

- Over 50 years' experience
- Strong brand (reliable, Western quality)
- Local management
- Plot acquisition skills
- Efficient design management
- Mortgage cooperation with several banks



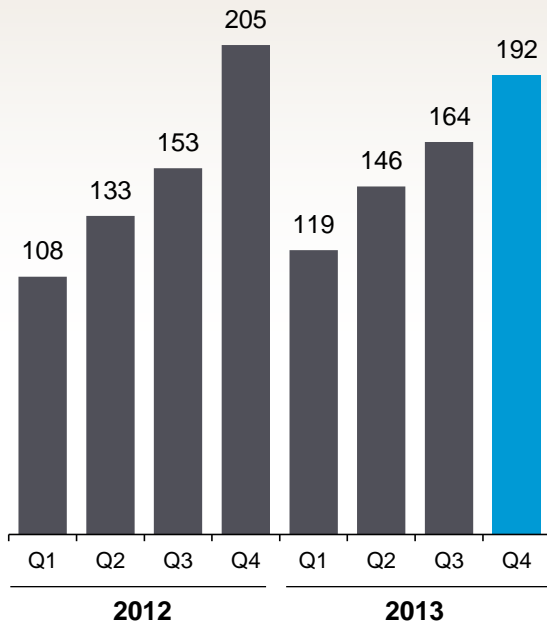
YIT RUSSIA IN FIGURES (2013)

Revenue	EUR 496 million
Plot reserves	EUR 320 million
Employees	~1,970
Residential start-ups	5,099 apartments
Under construction (year-end figure)	10,780 apartments

Weaker ruble and stable prices impacted results

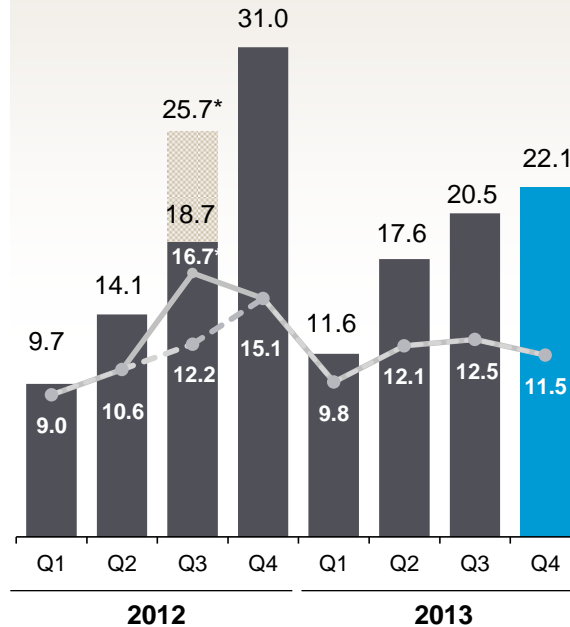
Revenue (EUR million)

Change 2012 – 2013: 4%



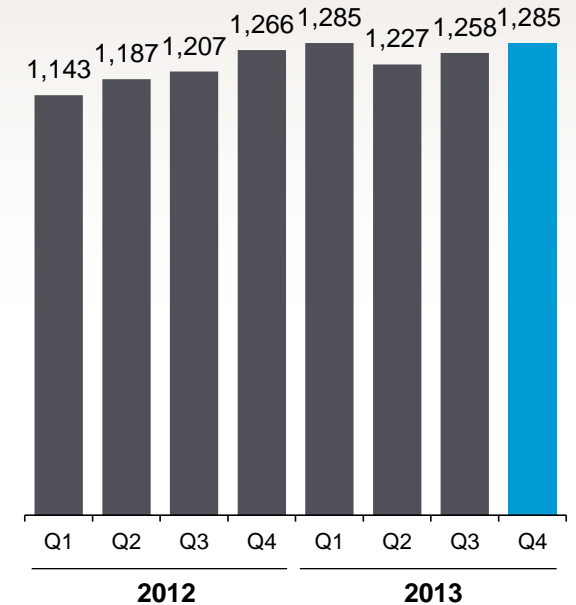
Operating profit (EUR million)

Change 2012 – 2013: -11%,
-2% excluding non-recurring items



Order backlog (EUR million)

Change 2012 – 2013: 2%



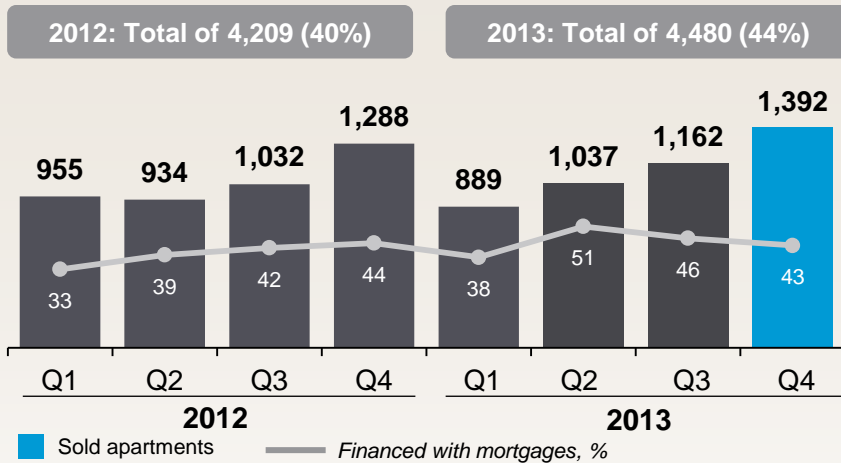
All figures according to segment reporting (POC)

■ Operating profit —●— % of revenue

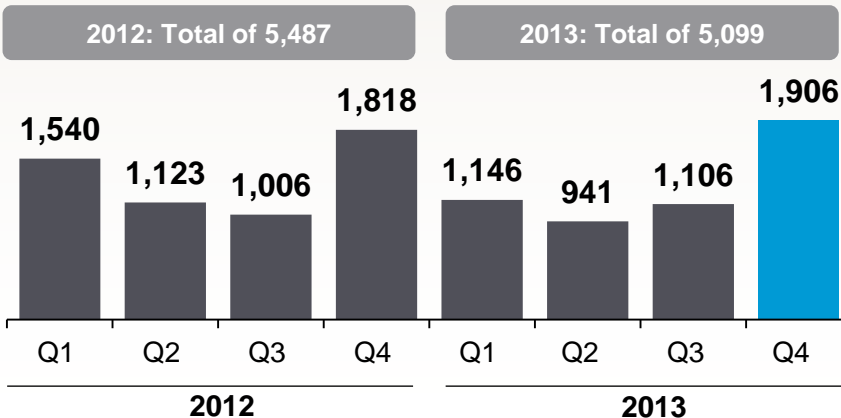
*A EUR 10.0 million cost provision covering costs related to the ammonia case in St. Petersburg was made in Q3/11. EUR 7.0 million of the provision was released in Q3/12.

Growing sales volume in Russia

Sold apartments in Russia (pcs, %)



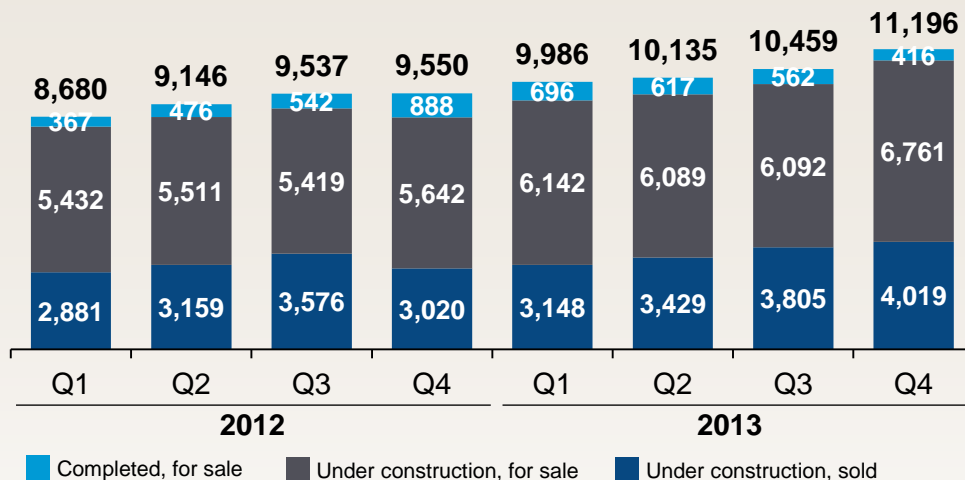
Start-ups in Russia (pcs)



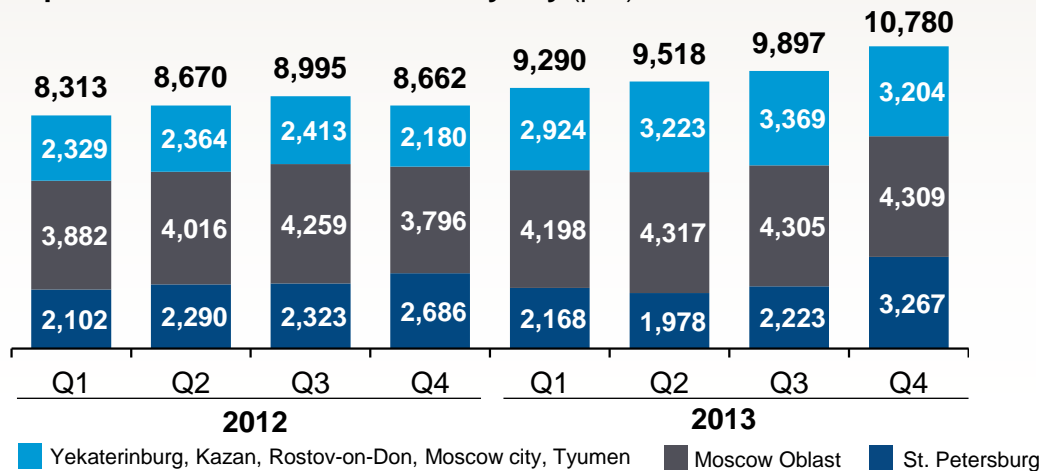
- Prices stable in 2013
- Share of deals financed with mortgages remained on a high level thanks to mortgage cooperation with partner banks
- Several large area development projects started in St. Petersburg
- Promising demand for recently started projects in St. Petersburg
- New plots acquired in several cities

Balanced portfolio in Russia

Apartments in Russia (pcs)

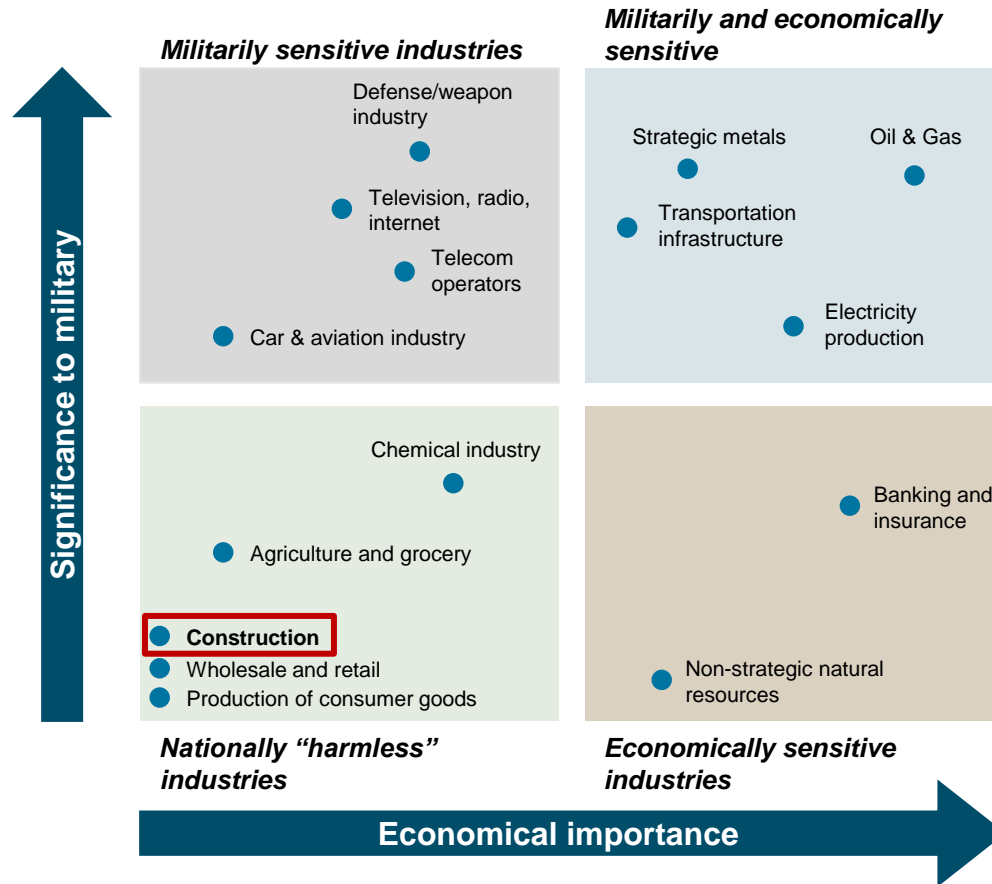


Apartments under construction by city (pcs)



- Strongest y-o-y growth in the regional cities
- 37% of apartments under construction were sold (12/12: 35%)
- Good development in St. Petersburg
 - Portfolio geographically better balanced

Construction business not politically sensitive sector in Russia



YIT targets the middle class in Russia

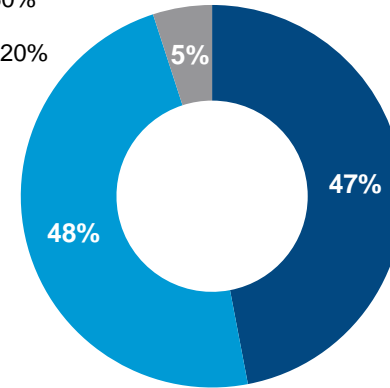
YIT' focus on Economy segment

Housing segments in Russia



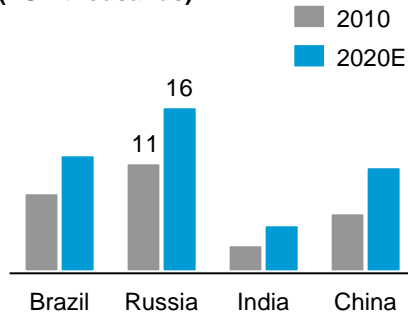
Equal share of money at top and middle class in Russia

- TOP 20%
- MIDDLE 60%
- BOTTOM 20%

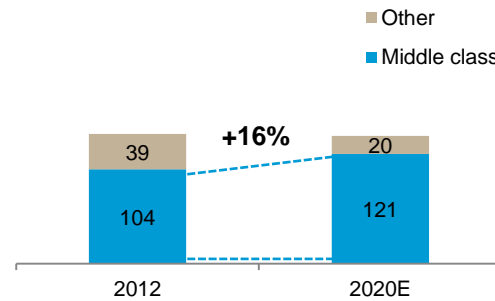


Russia's middle class is growing rapidly

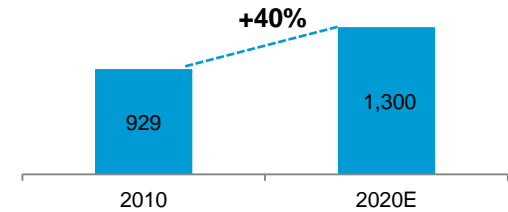
GDP per capita (EUR thousands)



Middle class development in Russia (Population in millions)



Middle class spending in Russia (USD billion)



YIT's cash flow profile has clearly improved in Russia after the financial crisis

Before

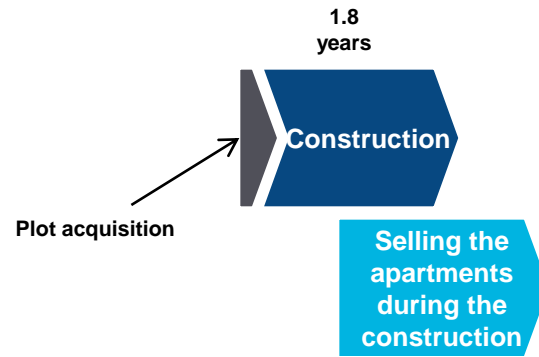


Total: Cash conversion cycle more than 5 years

Before the financial crisis, plot acquisitions were typically made several years prior the initiation of construction process

Furthermore the apartments were sold closer to completion or after the completion

Today



Total: Cash conversion cycle less than 3 years

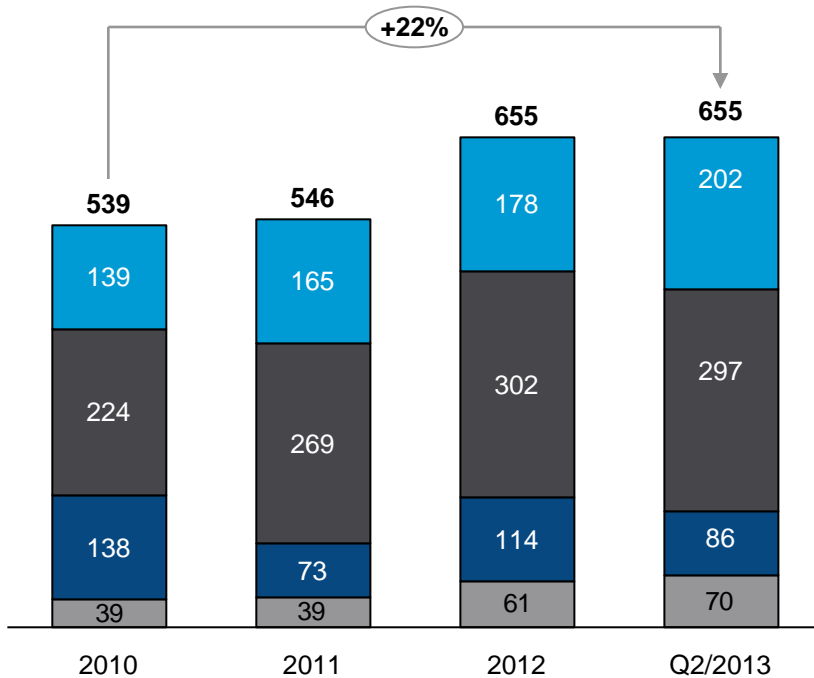
Today, YIT aims to pay for the acquired plots closer to starting construction

Furthermore, today the average completion rate of the apartments sold is approximately 60% - clear impact on cash flow profile

Inventory development vs. construction volumes in Russia

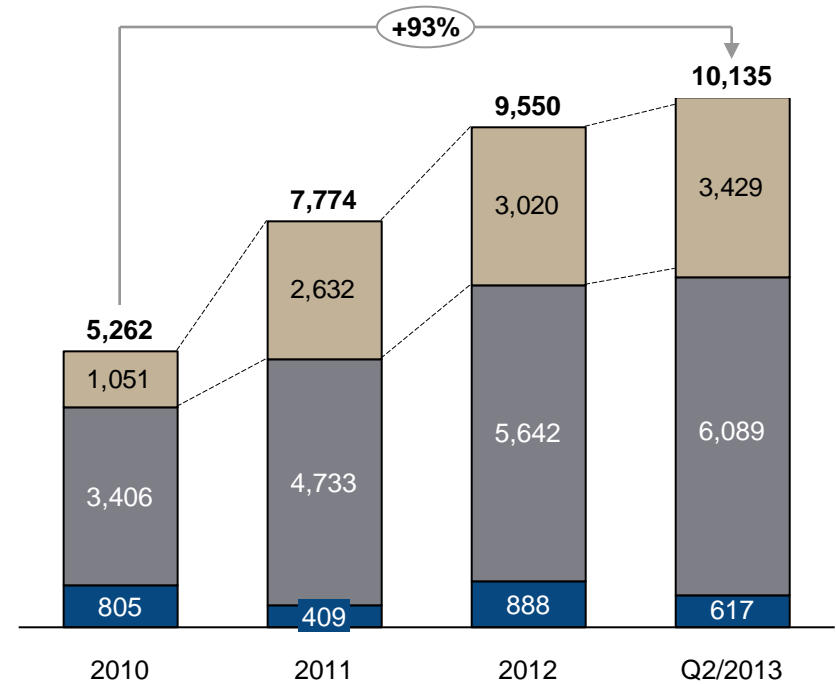
Inventory development (EUR million* at the end of the period)

- WIP
- Land + development costs
- Ready apartments
- Other inventory



Construction volumes (PCS)

- Under construction, sold
- Under construction, unsold
- Finished, unsold



*) EUR/RUB of 40.8200, 41.7650, 40.3295 and 39.7617 applied for 2010, 2011, 2012 and Q1/2013 respectively

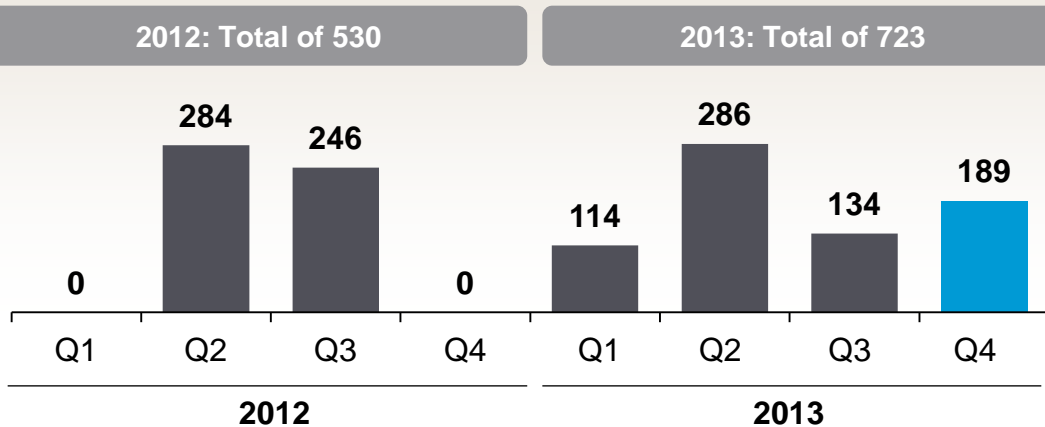
Framework for YIT's regional expansion strategy



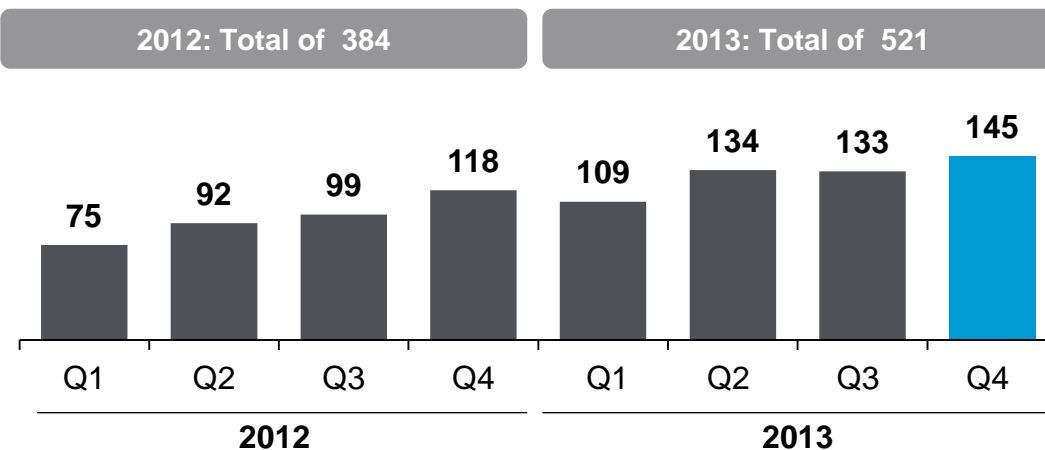
- Target market share in operating cities up to 10%
 - Bigger market share would increase competitive/political risks with major players and uncontrolled volume drop risk
- Expansion strategy based on "triangles"
 - One main city and satellite cities 100-350 km from local head office, population in satellite cities from 0.5 to 1.0 million inhabitants, and in every "triangle" min. 4 million
 - Operational leverage
- Entering new cities: green field through plot acquisitions with thorough legal due diligence
 - Plot acquisition strategy: one bigger plot (7-15 ha) and one small plot (1-3 ha) in production simultaneously
- Entering a market by acquiring companies as an option
 - Faster sales development, but higher risk of potential losses and plots/projects that do not fulfill YIT's commercial requirements

Growing housing sales in the Baltic countries, the Czech Republic and Slovakia

Apartment start-ups in the Baltic countries, the Czech Republic and Slovakia (pcs)

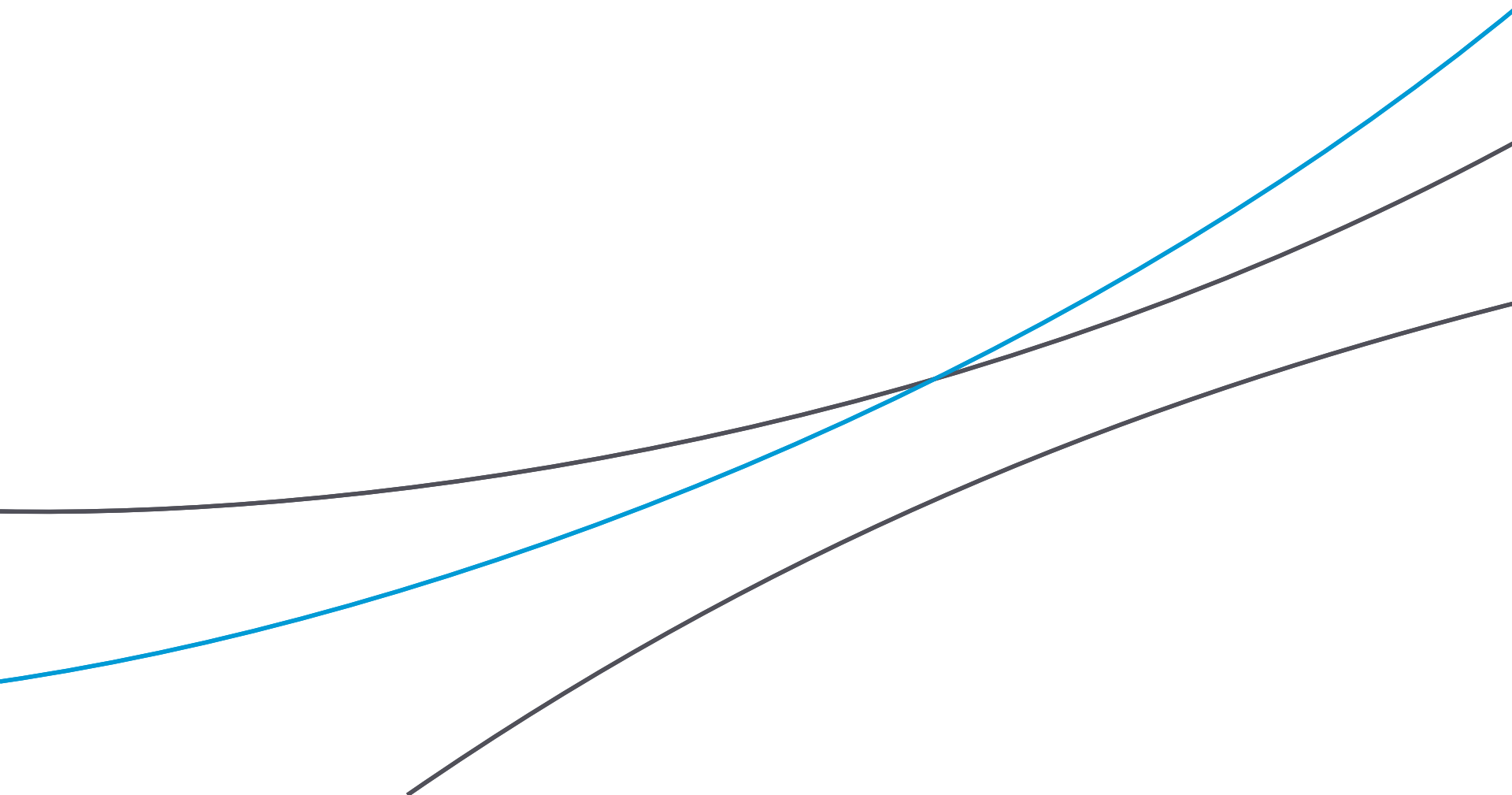


Apartment sales in the Baltic countries, the Czech Republic and Slovakia (pcs)



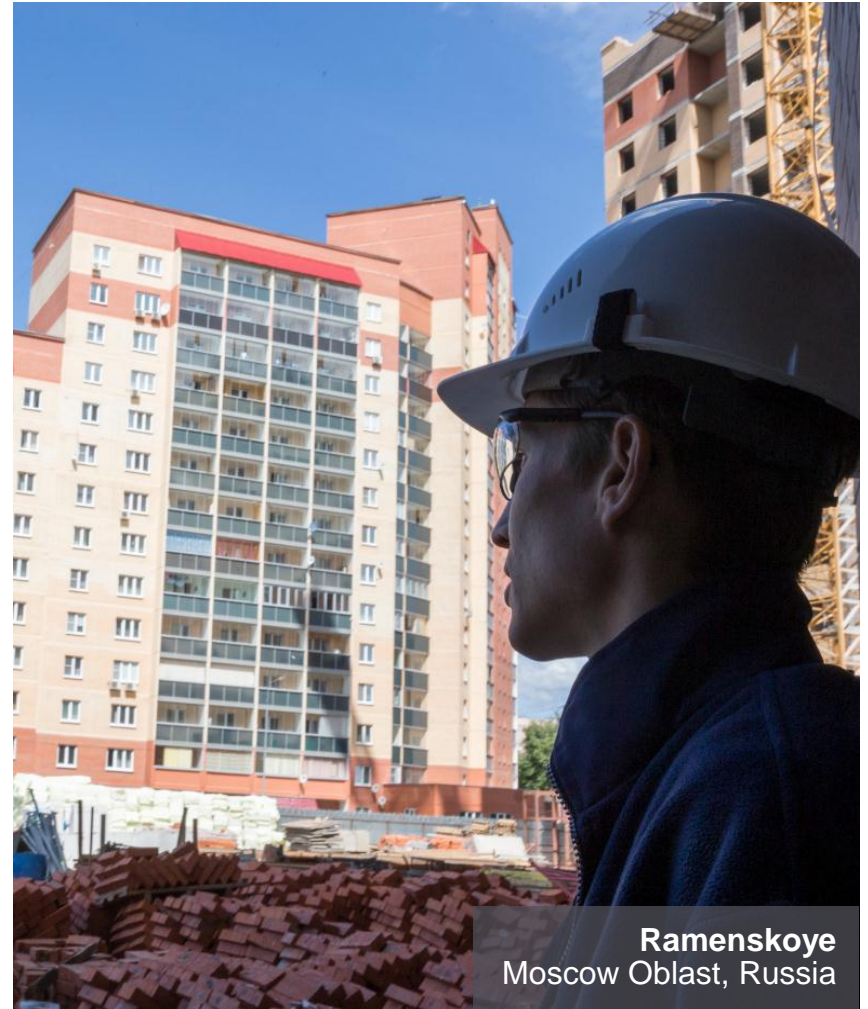
- Housing sales have grown steadily
 - Regional differences in demand
- Housing prices have increased slightly
- Clearly more start ups in 2013 compared to 2012
- Total residential units under construction 12/13: 1,062 (12/12: 715)
- Focus shifted from tender based projects to own development
- Construction of a shopping centre for SOK started in Vilnius

Outlook and actions going forward



Key achievements post demerger

- Progress in strategic projects
 - The Tripla project in Pasila, Helsinki
 - Own-developed wind power projects in Finland
 - City plan for several large area development projects in Russian Housing
 - Several key plot acquisitions of new area projects in Finland, Russia and Slovakia
- Organizing the operations and adjusting the cost structure according to the new management structure and current market environment in Finland
- Further development of the land bank
- Specific actions to improve capital efficiency starting to gradually bear fruit
- Foundation for new YIT laid
 - Values and leadership principles as well as vision and mission defined and implementation is ongoing



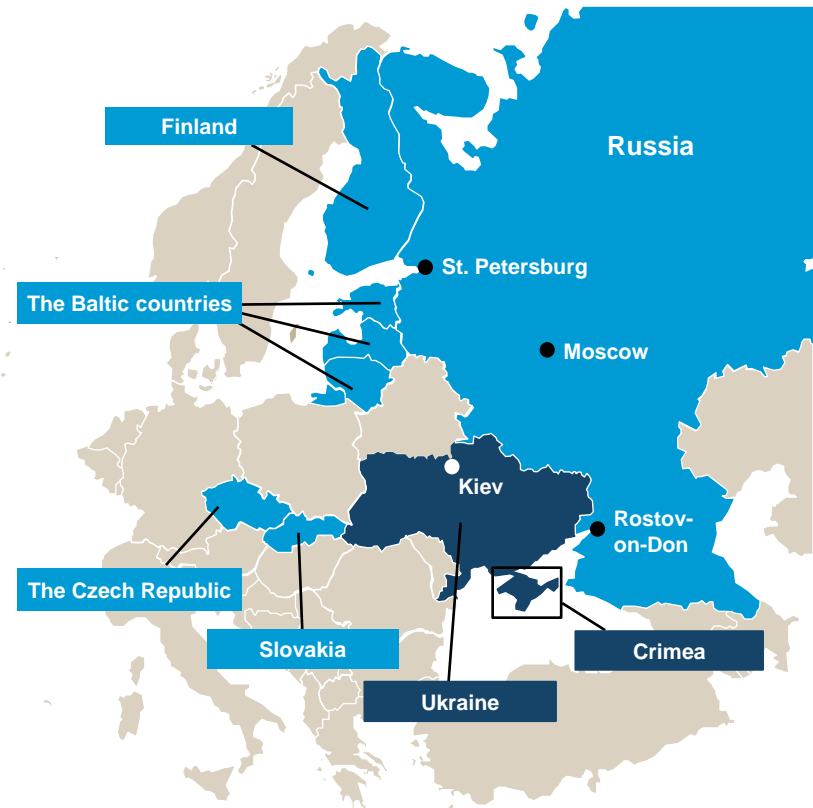
Measures for capital release accelerated in Q4/13

Target for capital release	Action in Q4/13	Progress
Reducing the inventory of unsold completed apartments in Finland >EUR 50 million	<ul style="list-style-type: none"> Active sales to investors covering a wide variety of apartments 	<ul style="list-style-type: none"> Decrease in inventory of EUR 3.5 million
Selling own-developed business premises projects (currently under construction) EUR 80 million	<ul style="list-style-type: none"> Phase 1 of the office properties of Tikkurila Commercial Centre Dixi and Motorcenter Espoonlahti sold to Etera Mutual Pension Insurance Company 	<ul style="list-style-type: none"> Sales value of approx. EUR 30 million* (revenue recognized only partly)
Slow-moving assets >EUR 150 million	<ul style="list-style-type: none"> Slow-moving assets sold in the Moscow Oblast and St. Petersburg 	<ul style="list-style-type: none"> EUR 18 million sold or agreed (revenue recognized only partly)
New off-balance sheet partnership models in plot acquisitions >EUR 100 million	<ul style="list-style-type: none"> Continuous cooperation with existing partner Discussions with other possible investors and partners initiated 	<ul style="list-style-type: none"> The value of plots financed by external partners EUR 7.8 million

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

Impacts of the Ukrainian crisis for YIT

- Effects of the crisis
 - Increased uncertainty
 - The ruble exchange rate (RUB:EUR) has weakened clearly
 - The Central Bank of Russia has increased its benchmark interest rate
 - It is apparent that sanctions, incl. economic sanctions, will be set
- Immediate effects on YIT
 - The devaluation of the ruble decreases YIT's euro-denominated revenue, profit, balance sheet and equity (no impact on profitability)
 - Hedging costs for Russian investments have risen as the interest rate difference has increased
 - Mortgage interest rates for our customers in Russia have so far remained unchanged (ca 11.5–12.0%)
 - So far, the crisis has not had a negative effect on YIT's residential sales in Russia
 - Impacts of the potential sanctions are unpredictable
 - It is apparent that if the crisis continues it will affect YIT's business operations



Key priorities in 2014

1 Customer focus

- Faultless handover
- Improving the customer experience
- Online services
- Concept development

2 Cost efficiency

- Development of reasonably priced products
- Improving internal processes
- Continuous education of design management in all operating countries
- Tighter cross-border cooperation in sourcing

3 Cash flow and capital efficiency

- Reducing the number of completed unsold apartments
- Executing sales of Business Premises projects
- Utilizing off-balance sheet partnerships in plot acquisitions
- Releasing capital from slow-moving assets



Konepaja residential area
Helsinki, Finland

Market outlook 2014

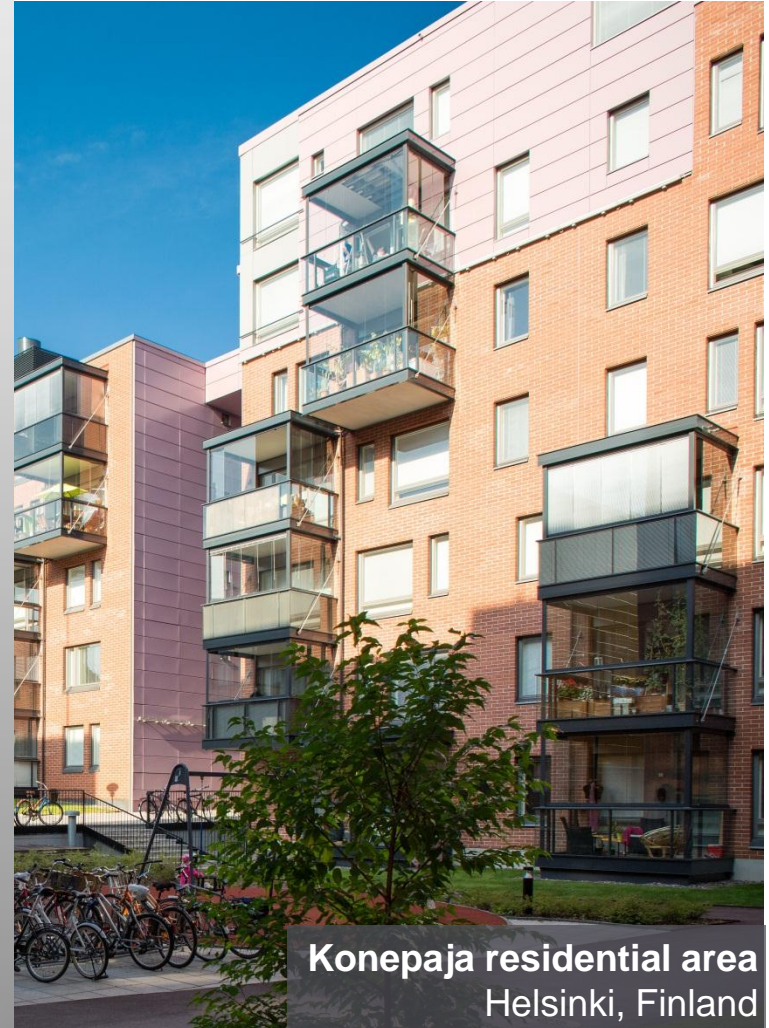
Housing (1/2)

Finland

- Housing start-ups expected to decrease. Forecasted start-ups 25,000 units in Finland in 2014 (Euroconstruct, November 2013) while the estimated long-term annual need is 24,000-29,000 units (VTT Technical Research Centre of Finland, January 2012)
- Housing prices expected to remain stable
- Moderate increase in construction costs mainly due to changes in energy norms
- Macro uncertainties and below-average consumer confidence continue to impact the residential market
- Slight improvement in consumer's access to financing
- Plans for legislation on debt ceiling proceeding. Planned limits largely in line with current market practise
- Interest rates are expected to remain low

The Baltic countries, the Czech Republic and Slovakia

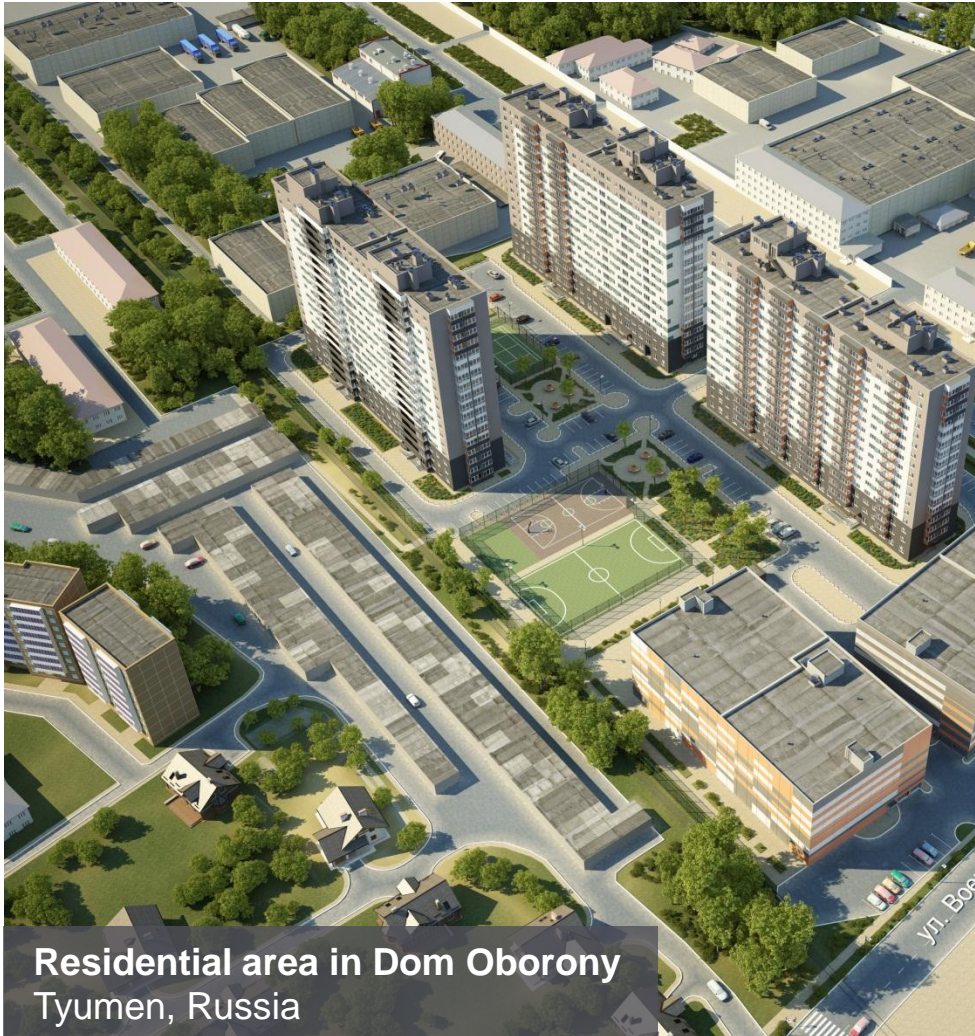
- Housing construction volumes increasing from low levels in the Baltic countries (VTT Technical Research Centre of Finland, December 2013)
- Housing start-ups expected to decrease slightly in the Czech Republic and Slovakia (Euroconstruct, November 2013)
- Housing prices expected to increase slightly



Konepaja residential area
Helsinki, Finland

Market outlook 2014

Housing (2/2)



Residential area in Dom Oborony
Tyumen, Russia

Russia

- Housing construction is estimated to increase in 2014, but at a slower pace than in previous years (VTT Technical Research Centre of Finland, December 2013)
- YIT expects housing prices to be stable in 2014 and mortgage rates to stay on the level of 2013
- The Ukrainian crisis has for the time being not affected housing demand
- Macroeconomic weakness might impact the residential market
- GDP growth estimates have been cut recently; ruble has weakened against the euro

Market outlook 2014

Business Premises and Infrastructure

Business Premises in Finland

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

Business Premises in the Baltic countries and Slovakia

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

Infrastructure in Finland

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



Tikkurila Commercial Centre Dixi
Vantaa, Finland

Guidance for 2014

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

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

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



Kirovogradskaya street
Moscow, Russia

Key investment propositions

– Unique growth opportunities, superior profitability

Strengths	<ul style="list-style-type: none">• Strong market knowledge, more than 50 years' experience in Russia and more than 100 years' in Finland• Plot acquisitions – local know how• Superior sales process – design management, own sales, end user orientation• Strong market position: The largest foreign residential developer in Russia, market leader in Finland• Solid track record: One of the most profitable construction companies in Europe throughout the business cycle, clearly the most profitable in Finland
Unique opportunities for growth	<ul style="list-style-type: none">• Focused and well-managed growth• Russia:<ul style="list-style-type: none">• Migration, urbanization, increasing share of middle class with improving purchasing power, low living space and poor quality of existing buildings• Political support for housing and mortgage market development• The Baltics countries and CEE:<ul style="list-style-type: none">• Low living space and quality of existing buildings, fastest economic growth in Europe• Finland:<ul style="list-style-type: none">• Migration, decreasing family sizes and changing living needs, smaller and more efficient flats demanded• Modern and efficient business premises needed in growth centres, emphasis on location and tenant quality• Urbanization requires specialized knowledge in demanding infrastructure construction, new major route projects executed as public-private-partnerships
Risk management	<ul style="list-style-type: none">• Good corporate governance and high ethical standards• Balanced business portfolio allows opportunities in all market situations• Ability and good track record to adjust start-ups• Geographical diversification - local management know how• Sufficient plot reserve leaves room for cash flow management• Flexibility in production costs especially in Russia

Concluding remarks

Growth from own-developed projects in all business areas, especially residential development and emerging markets

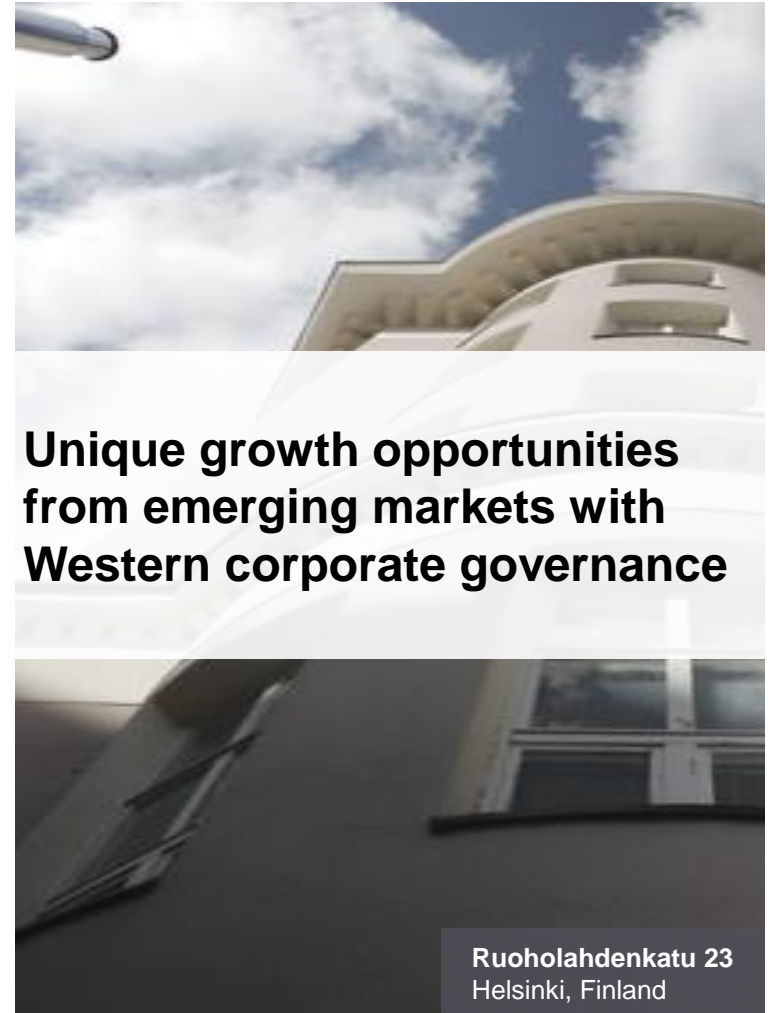
Ability to manage cash flow is good. Focus on improving capital efficiency

Solid track record in profitability through economic cycles due to excellence in risk management and execution. Room for further improvement

Strong market position: largest foreign residential developer in Russia, market leader in Finland

Solid dividend payer (payout target: 40-60%)

2013: strategy execution proceeded well in a demanding market environment



Appendices



Appendix I

Additional financial information

Appendix II

General economic indicators

Appendix III

Housing indicators

Appendix IV

Business premises

Appendix V

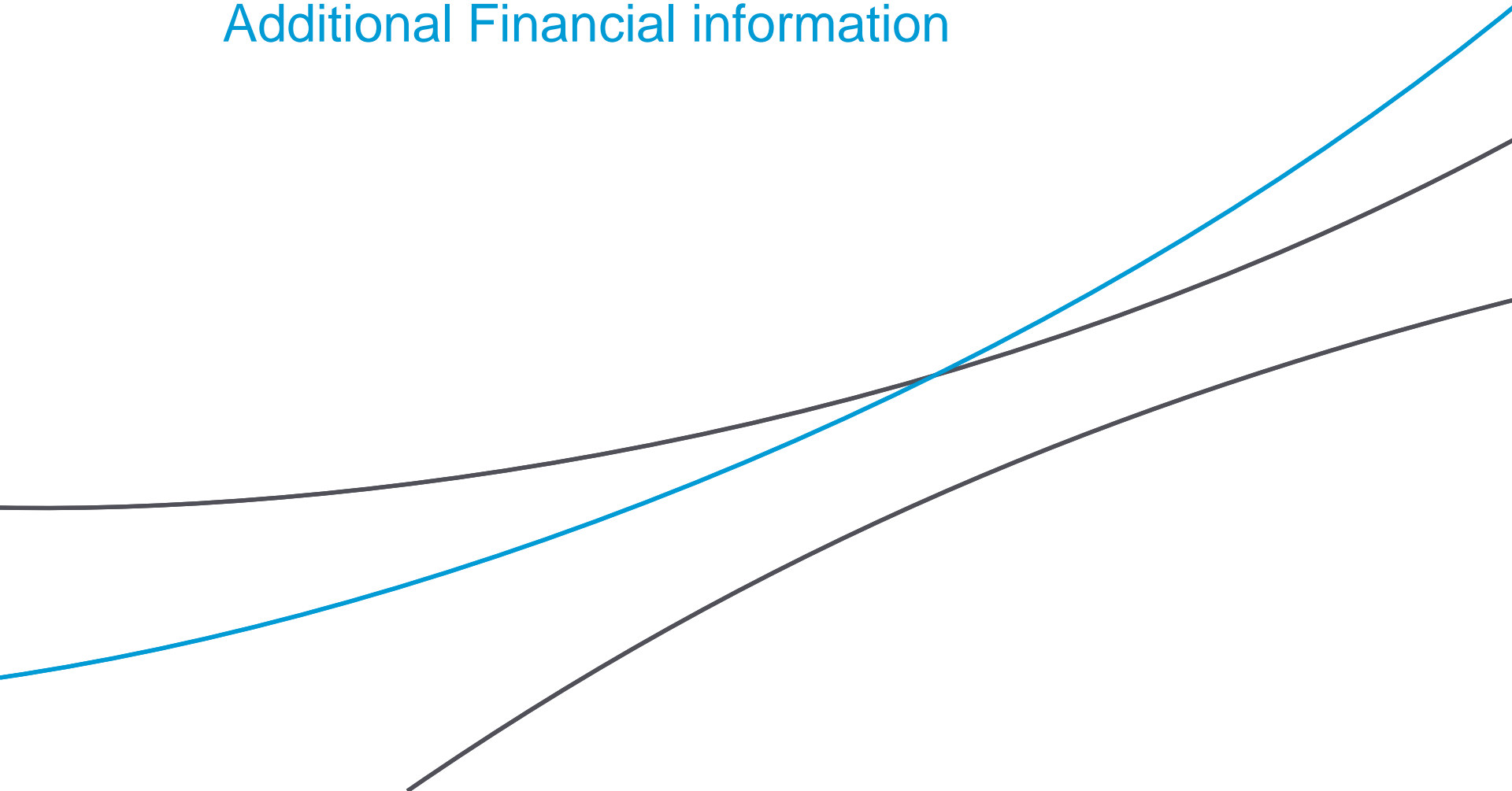
Infrastructure construction and construction costs

Appendix VI

Ownership

Appendix I

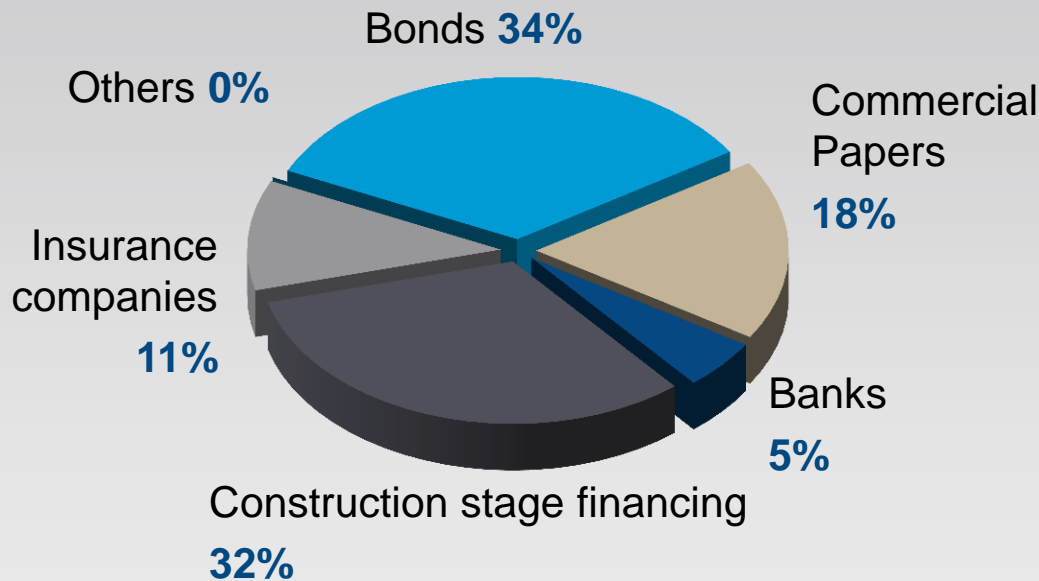
Additional Financial information



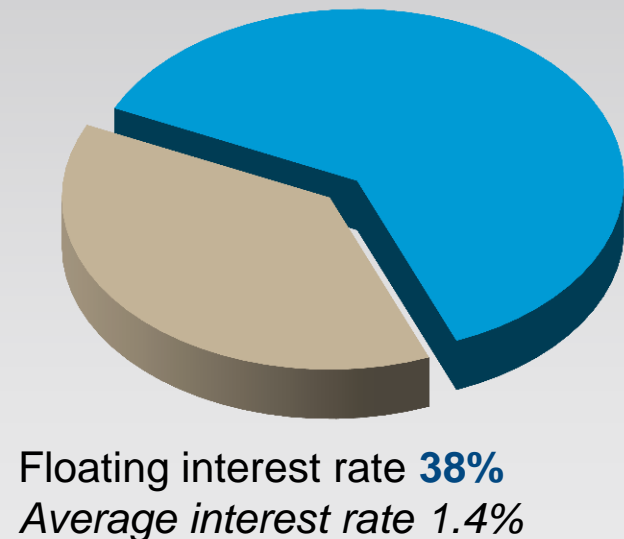
Versatile financing sources with high hedging ratio

Debt portfolio 12/13, total EUR 858.0 million (9/13: EUR 909.7 million)

Average interest rate 2.7% (9/13: 2.7%)



Fixed interest rate **62%**
Average interest rate 3.5%



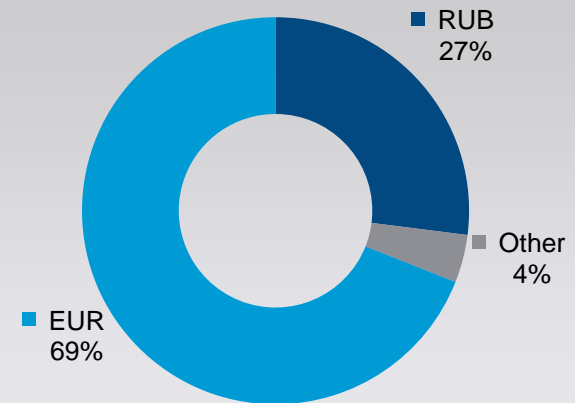
Weakening of the ruble impacted the 2013 numbers

- The Russian ruble weakened 11% against the euro during 2013
 - The average rate for 2013 (EUR/RUB: 42.34) was 6% weaker than the 2012 average level
 - EUR/RUB 31.1.2014: 47.75

Principles of managing currency risks

- Main currency risk relates to the Russian ruble
- Sales and costs typically in same currency locally, and all foreign currency items hedged
→ no transaction impact for the subsidiaries
- Currency positions which affect the income statement are hedged
 - Loans made available to subsidiaries in local currency (excluding equity-like investments in Russia)
 - External loans in foreign currency
 - All purchases in foreign currency
- Equity and equity-like investments in Russia are considered as long term investment of permanent nature and not hedged. FX changes recognized as translation difference in equity
 - Total exposure: EUR 407.7 million in 12/13

Revenue split 2013



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

	Q4/2013	2013
Revenue, POC	-14.1	-30.6
EBIT, POC	-2.1	-4.7
Order backlog, POC	-140.1	-140.1
Equity, IFRS (translation difference)	-13.6	-50.3

* Compared to the corresponding period in 2012

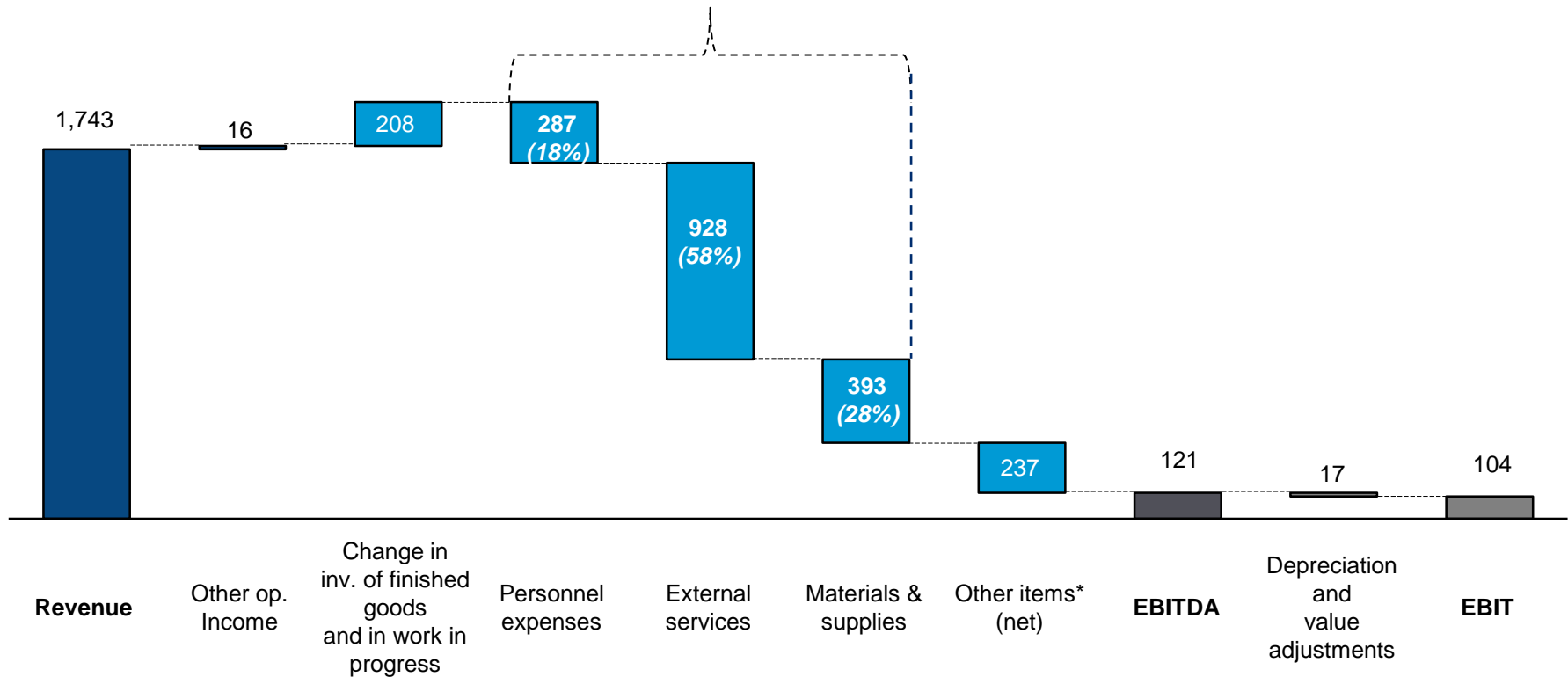
YIT's cost base in 2013

External services account major share of YIT's costs

EUR million

(% of cost base before EBITDA)

Total cost base of
EUR 1,608 million

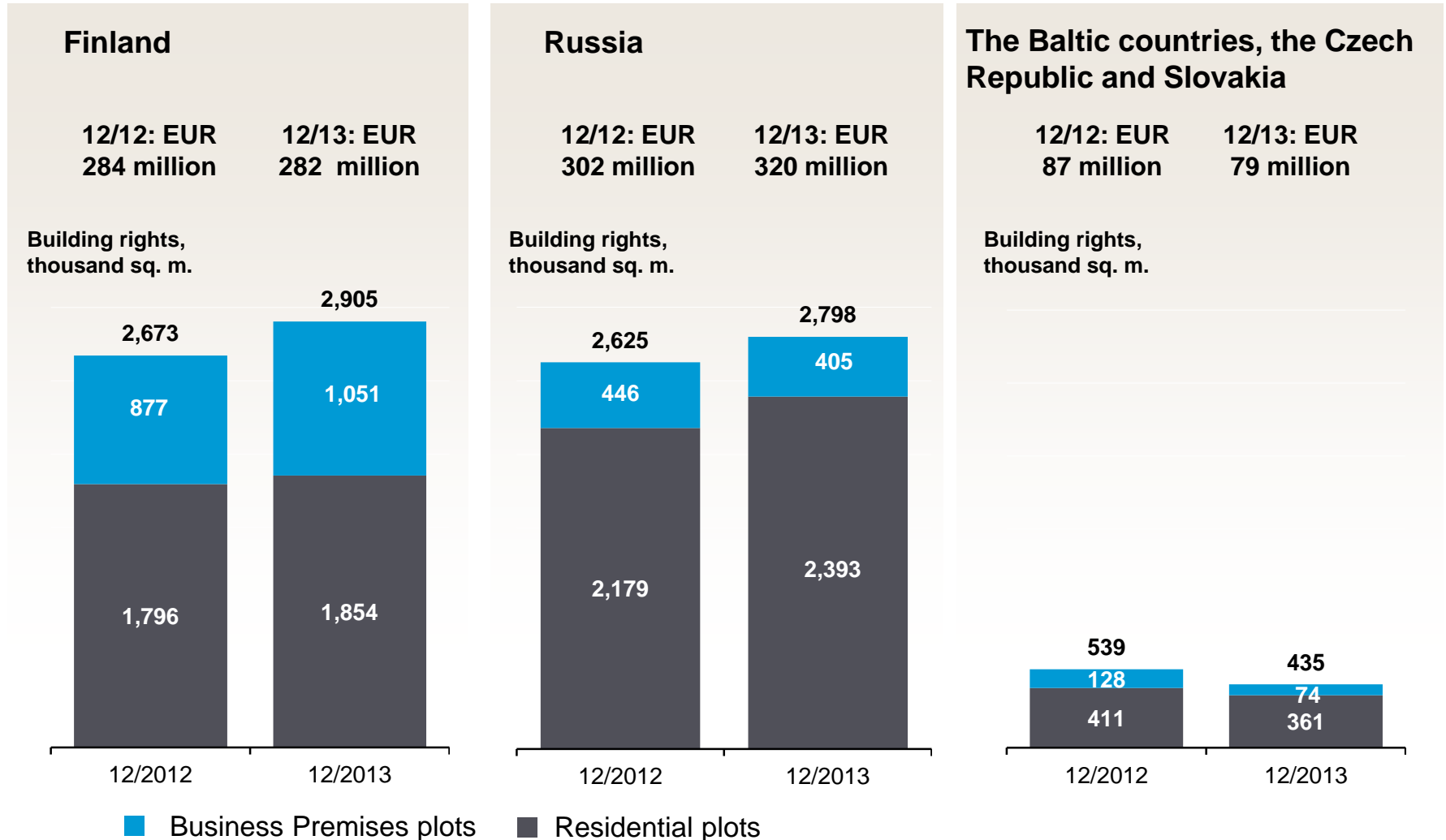


*) Includes: Other operating expenses, share of results in associated companies and production for own use

NOTE: Figures based on Group reporting (IFRS)

Capital invested in plot reserves

at the end of December, 2013



Construction stage financing

Financing of construction in a typical residential development project in Finland:

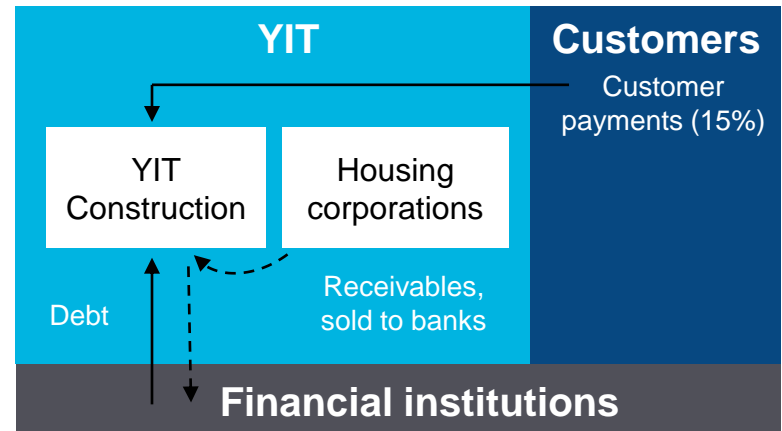
- YIT's subsidiary YIT Construction sells the contract receivables from Housing corporations (also owned by YIT) to financial institutions
 - The receivables are due upon completion
 - Sold in line with the progress of the project
- Customers' down payments 15% of value

→ Financing for construction

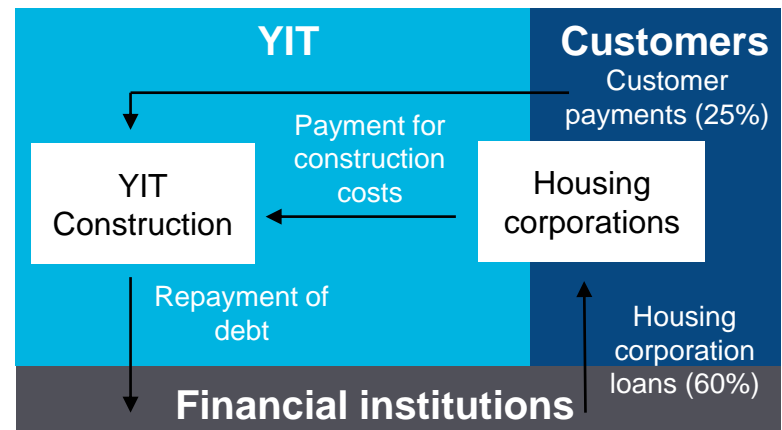
Limited refinancing risk:

- Sold receivables are included in current borrowings as they are linked to current assets. However, there is limited refinancing risk:
 - Upon completion, Housing corporations pay for the construction by drawing housing corporation loans
 - 50-70% loan-to-value
 - +20 year maturities
 - The terms and conditions are agreed upon already when starting construction
 - Customers pay the rest of the sales price
- **Refinancing of the sold receivables**
- After completion the unsold apartments are in YIT's balance sheet as shares in housing corporations. Their share in the housing corporation loans is included in current borrowings as the loans are linked to current assets.

During construction:

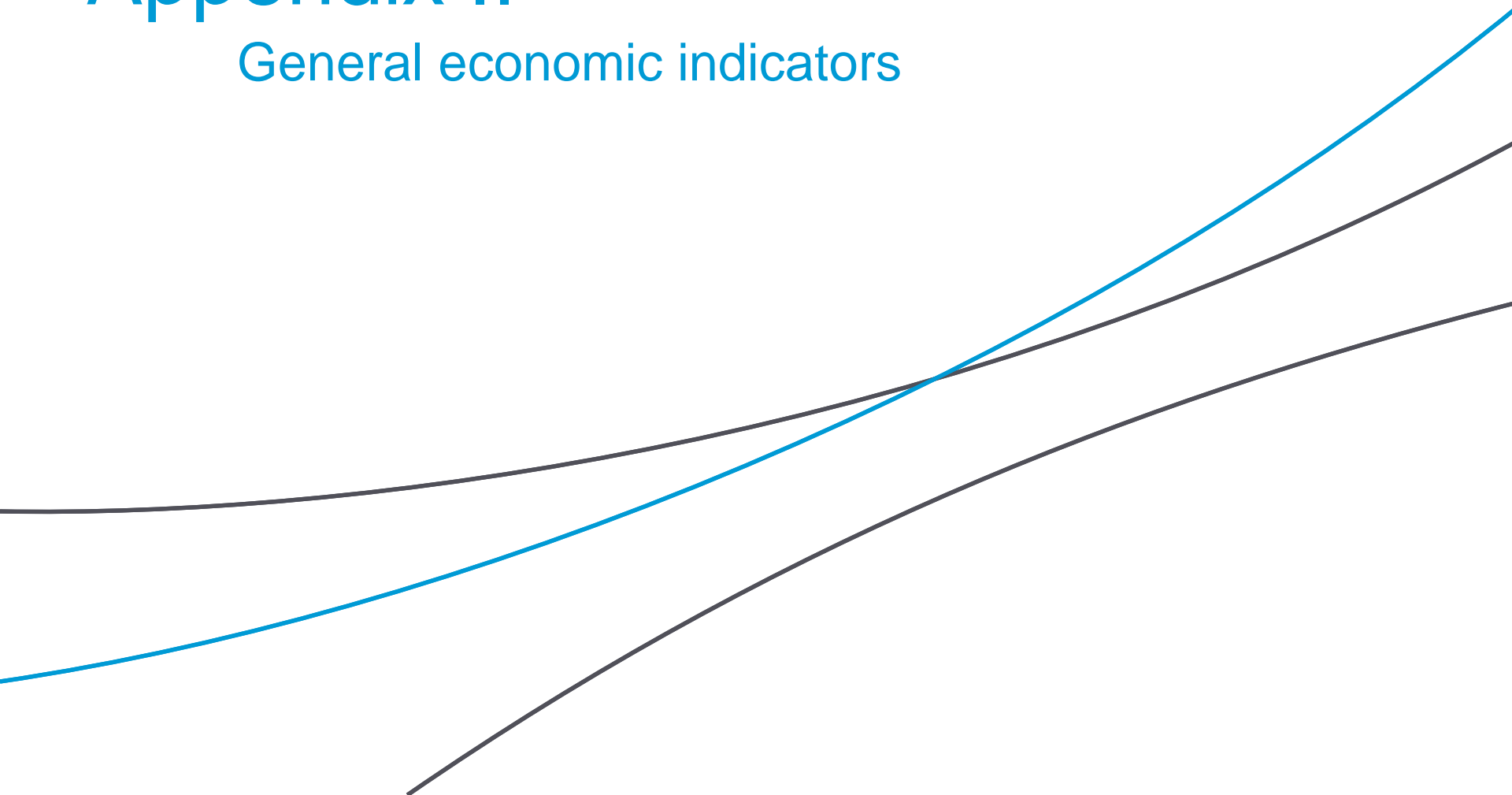


Upon completion:



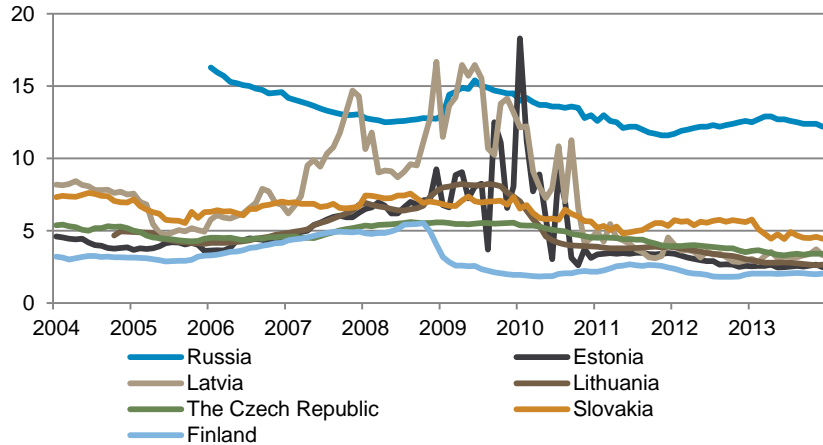
Appendix II

General economic indicators

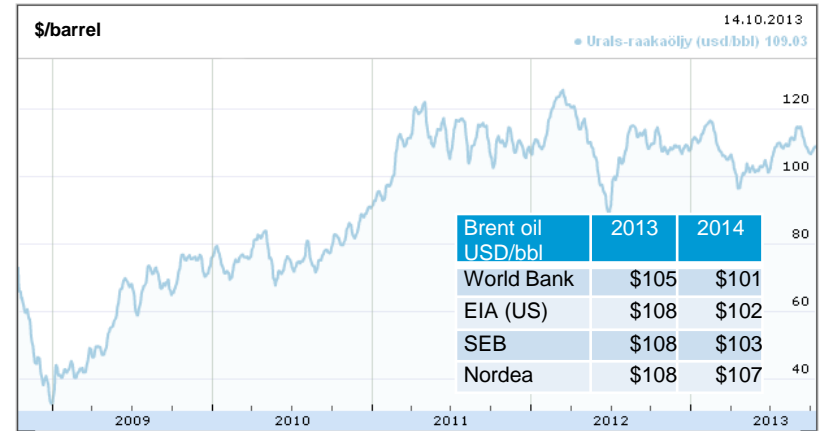


Economic outlook

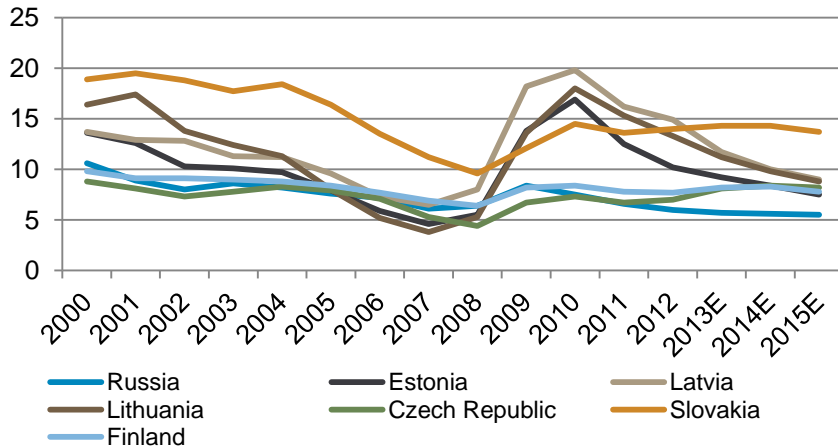
Average interest rates of mortgages (local curr., %)



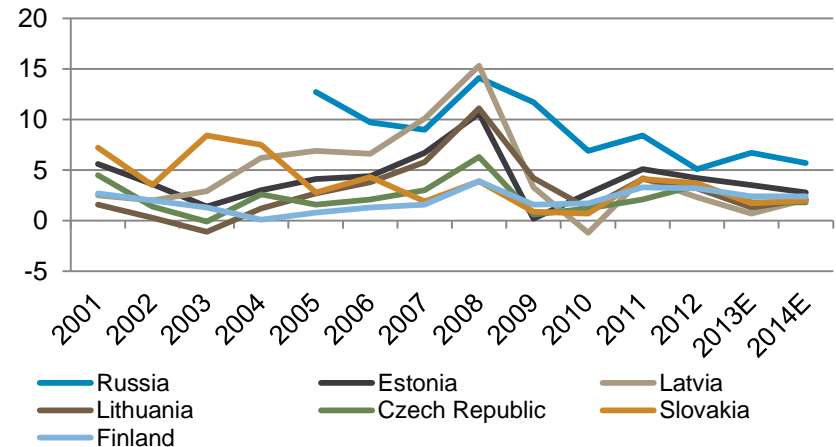
Price of Urals oil in Russia



Unemployment (%)



Inflation (consumer prices, %)



Macro Economics - Market outlook

Finland		H1 2013	2013	2014
	Consumption	→	↘	→
	Investment	↘	↘	→
	Industry	→	↘	→
	Exports	→	↘	↗
	Imports	→	↘	↗
Growth rate	GDP (% p.a.)		-0.7-0.5	1.0-2.0

Forecast for 2015 slight growth (1.5-2.0%)

Russia		H1 2013	2013	2014
	Consumption	→	↗	→
	Investment	→	↘	↗
	Industry	→	→	↗
	Exports	→	↘	→
	Imports	→	↘	↗
Growth rate	GDP (% p.a.)		1.5-2.2	2.5-3.5

Forecast for 2015 moderate growth (2.7-3.5%)

CEE		H1 2013	2013	2014
	Consumption	→	→	↗
	Investment	↘	↘	→
	Industry	↘	↘	→
	Exports	↘	↗	↗
	Imports	↘	↗	↗
Growth rate	GDP (% p.a.)		0.0-1.7	1.7-2.5

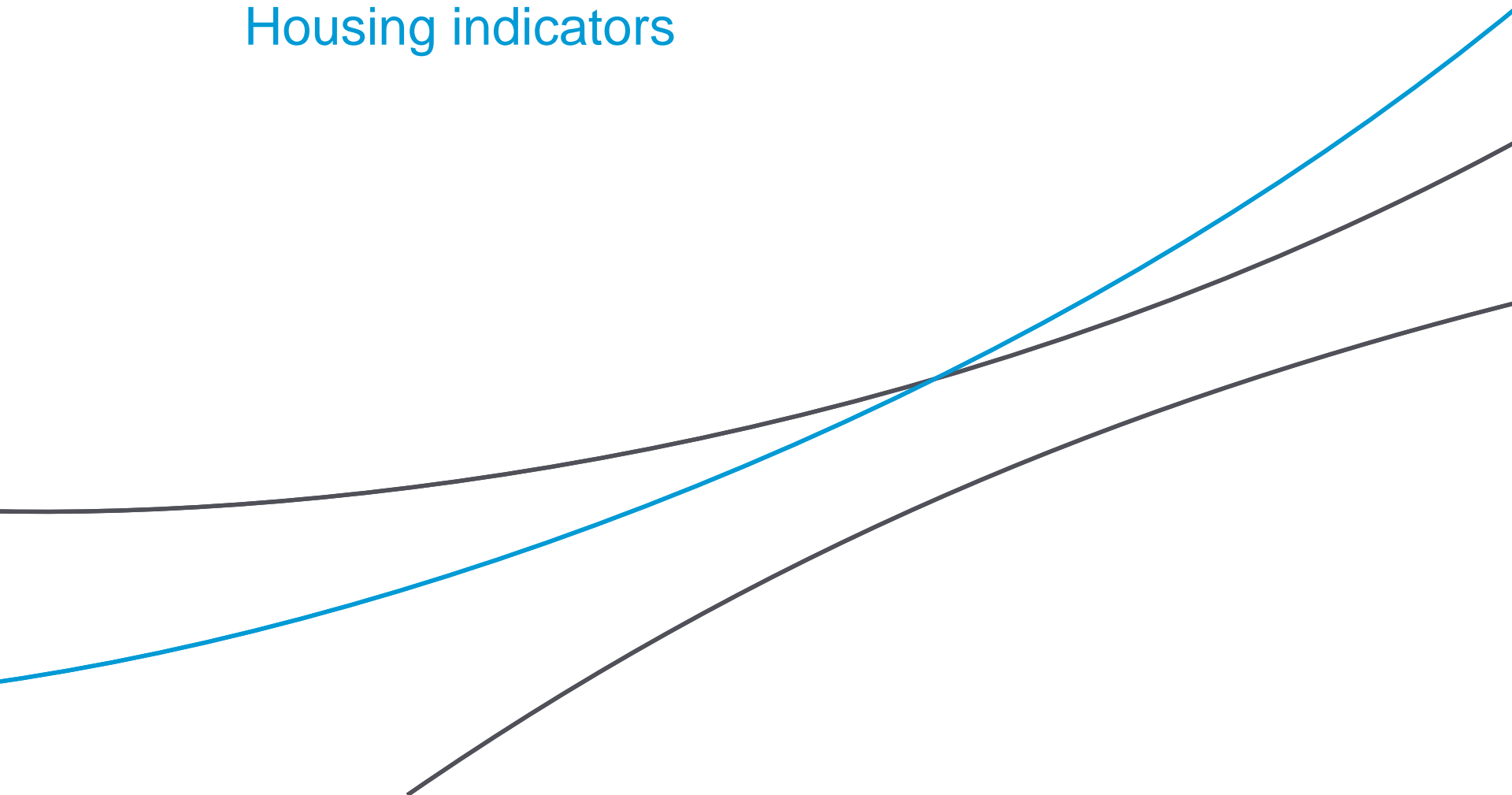
Forecast for 2015 moderate growth (2.3-2.8%)

Baltic Countries		H1 2013	2013	2014
	Consumption	→	↗	↗
	Investment	↘	→	↗
	Industry	→	↗	→
	Exports	→	→	↗
	Imports	→	↗	↗
Growth rate	GDP (% p.a.)		2.0-4.0	3.5-4.5

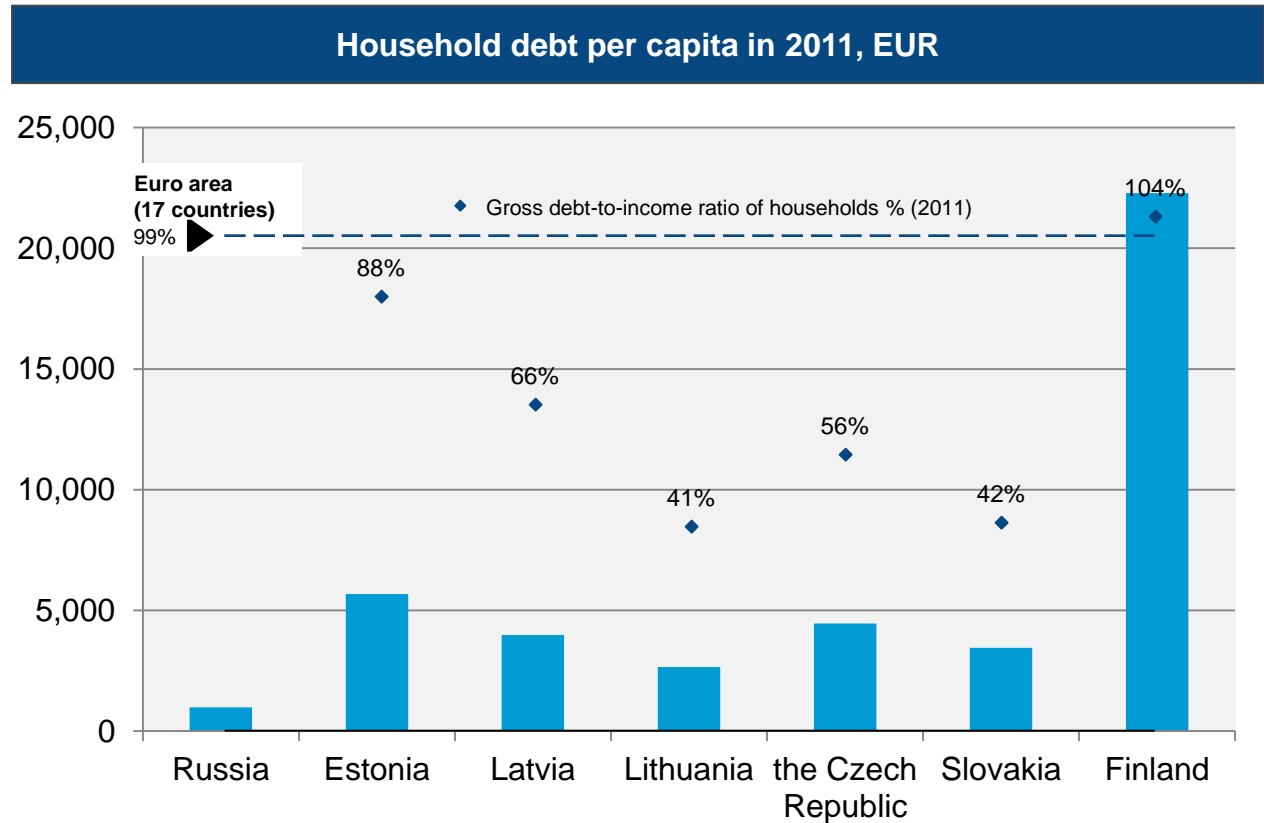
Forecast for 2015 moderate growth (3.0-4.0%)

Appendix III

Housing indicators



Household indebtedness

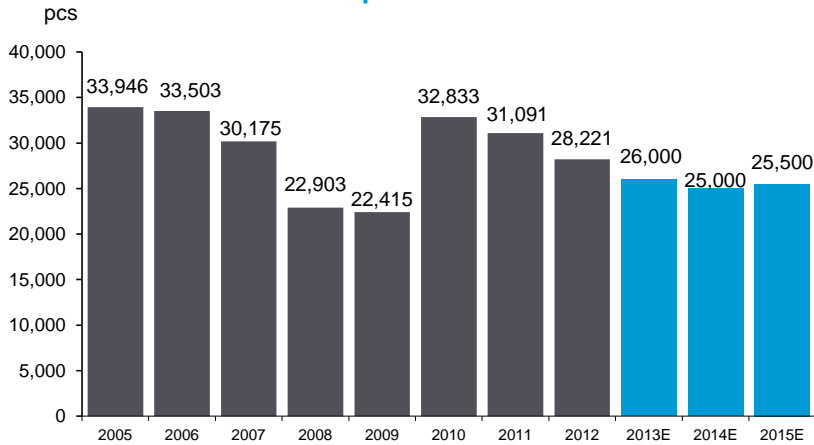


Sources: Eurostat and East Capital; No comparable data for Gross debt-to-income ratio of households % for Russia available

Finland

Housing start-ups expected to decrease in 2014

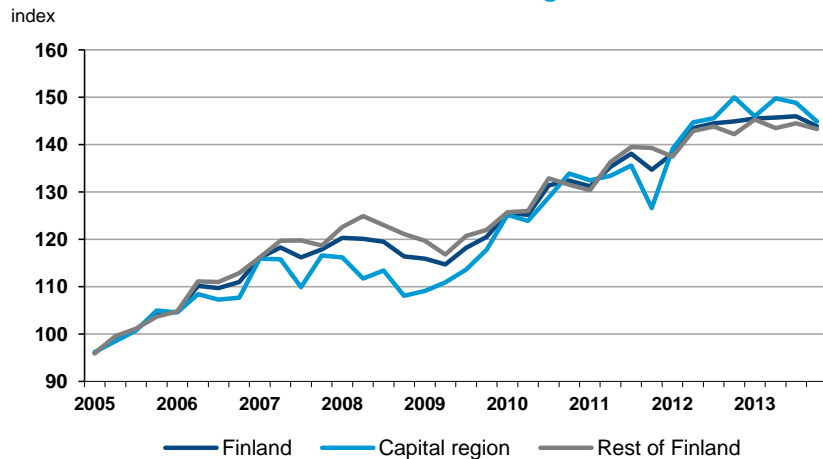
Residential start-ups are estimated to decrease



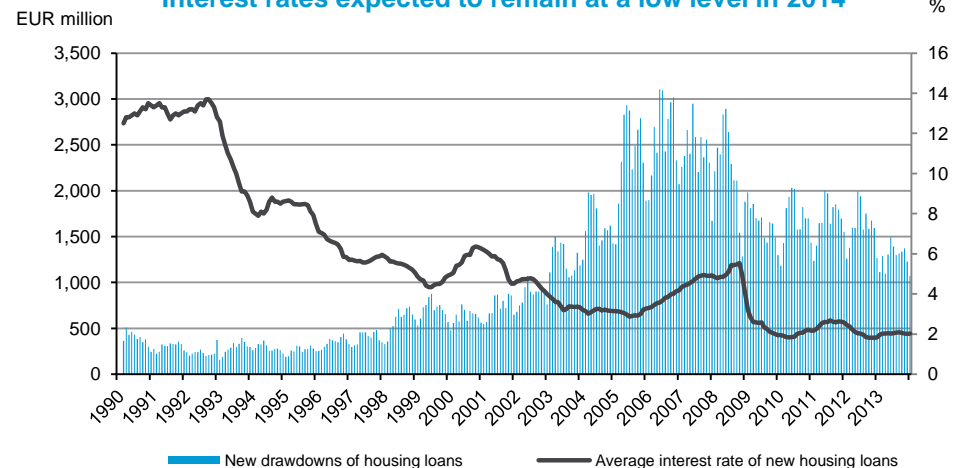
Consumer confidence - Views on economic situation in one year



Prices of new dwellings



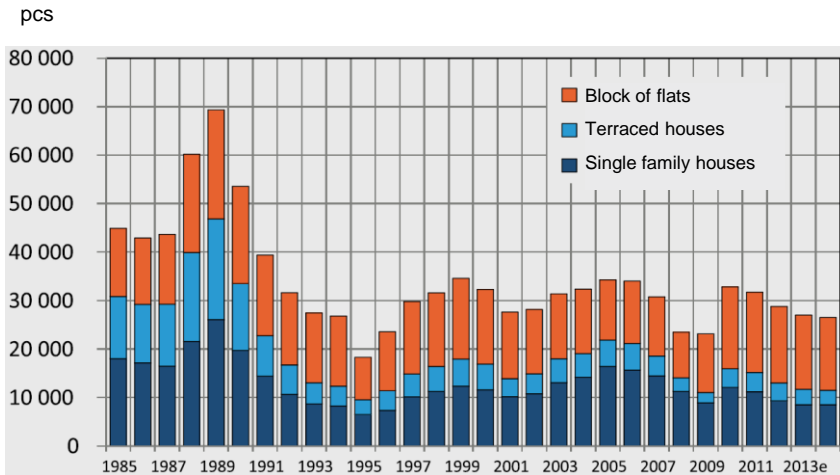
Interest rates expected to remain at a low level in 2014



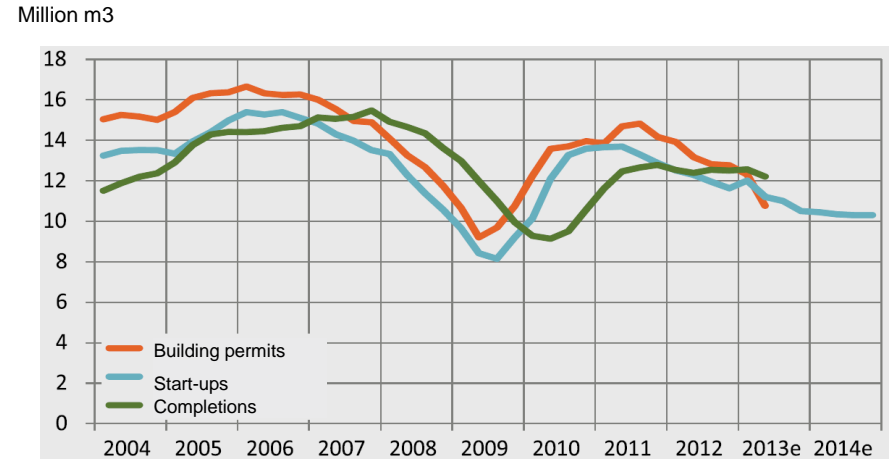
Finland

Housing indicators have weakened slightly

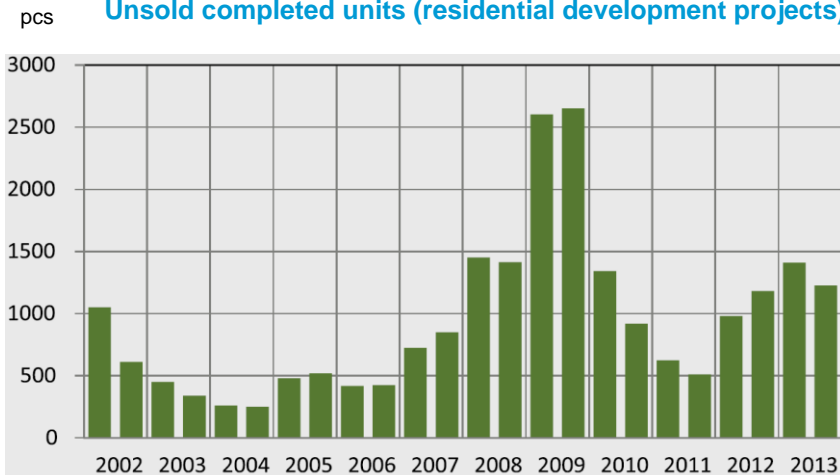
Housing start-ups by building type



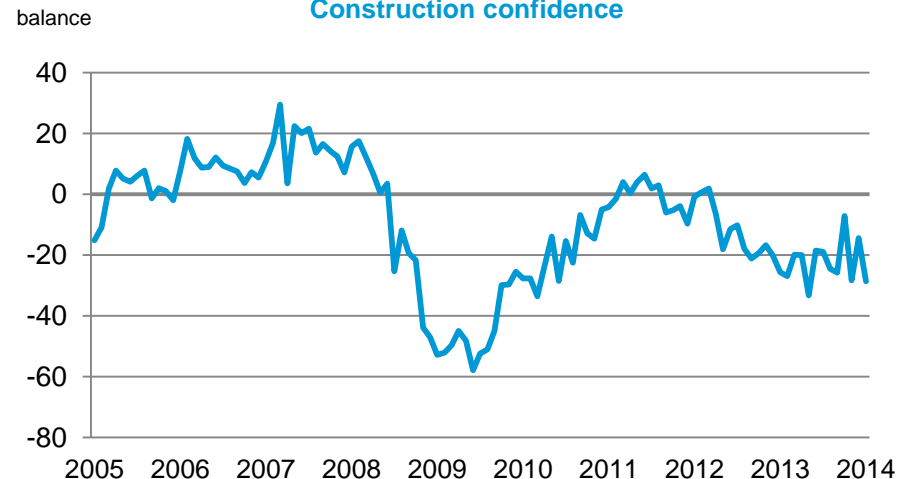
Housing: building permits, start-ups and completions



Unsold completed units (residential development projects)



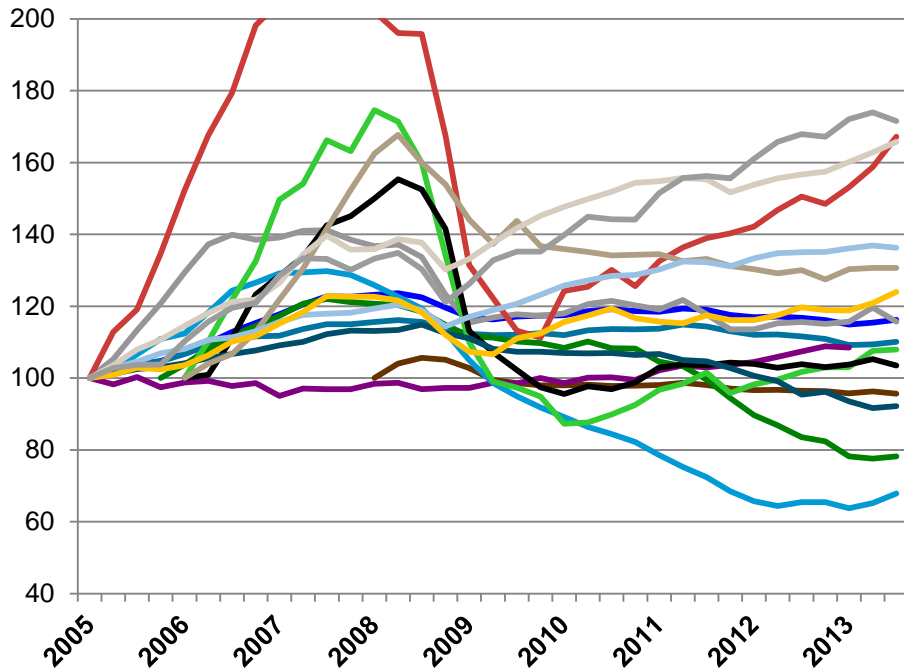
Construction confidence



Finland

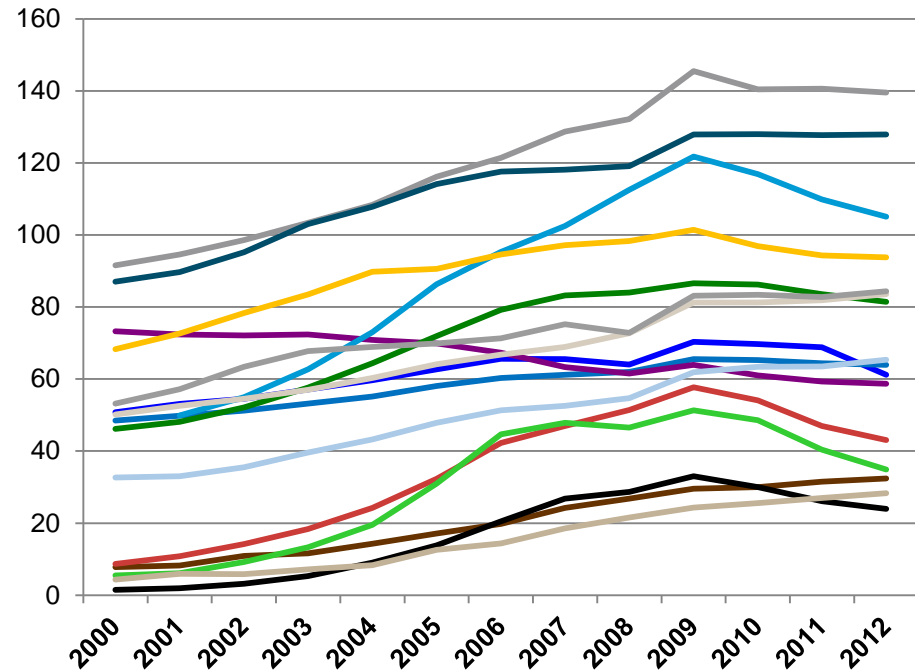
Household debt relatively low in Finland

House price index in different countries



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

Households debt to GDP (%)

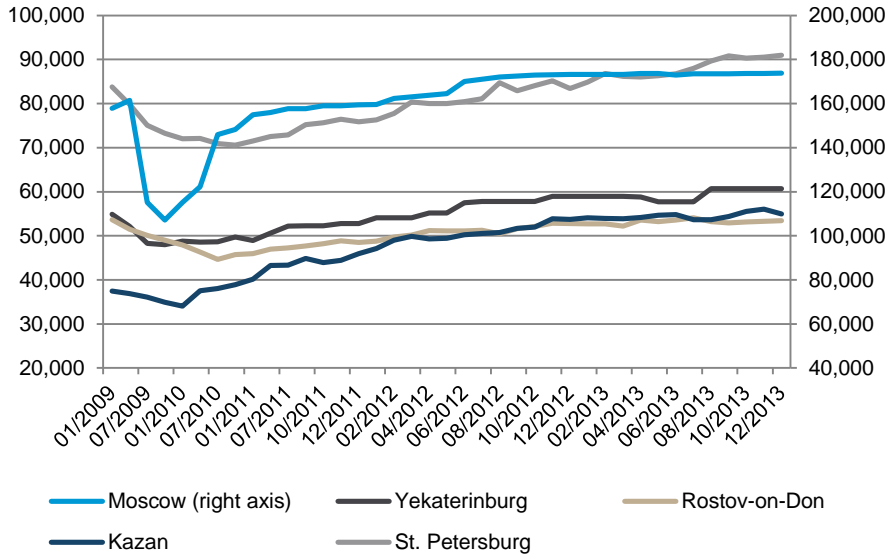


- European Union
- Denmark
- Ireland
- Lithuania
- Finland
- Norway
- Euro area
- Germany
- Netherlands
- Sweden
- The Czech Republic
- Estonia
- Latvia
- Slovakia
- United Kingdom

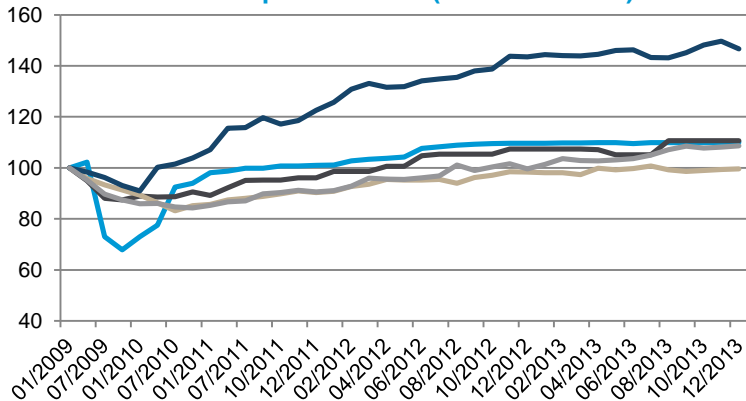
Russia

Housing indicators support demand

House prices in primary markets, RUB (1/2009-12/2013)



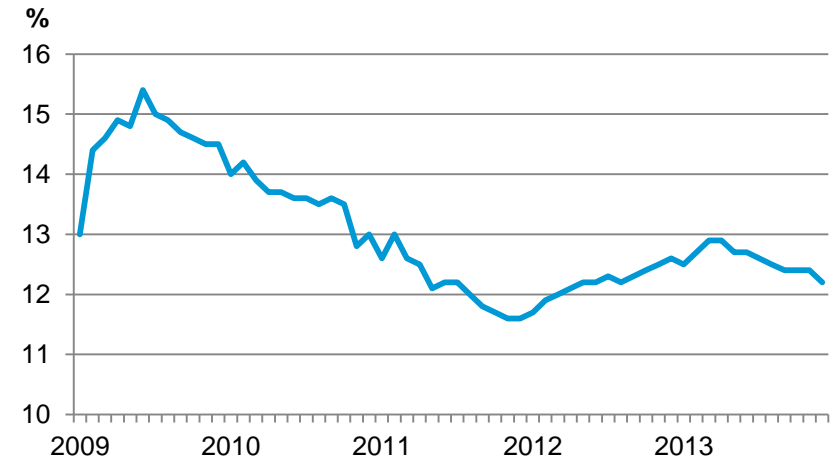
House price indices (1/2009-12/2013)



Price of Urals oil in Russia (1/2009-1/2014)



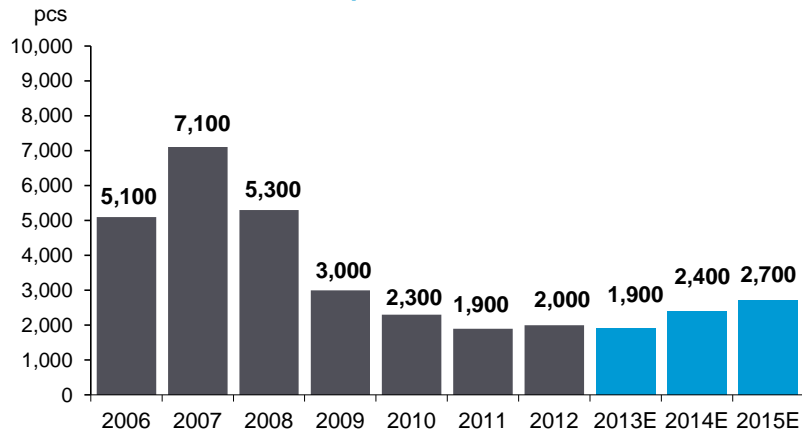
Weighted average interest rate on mortgage loans, RUB (1/2009-12/2013)



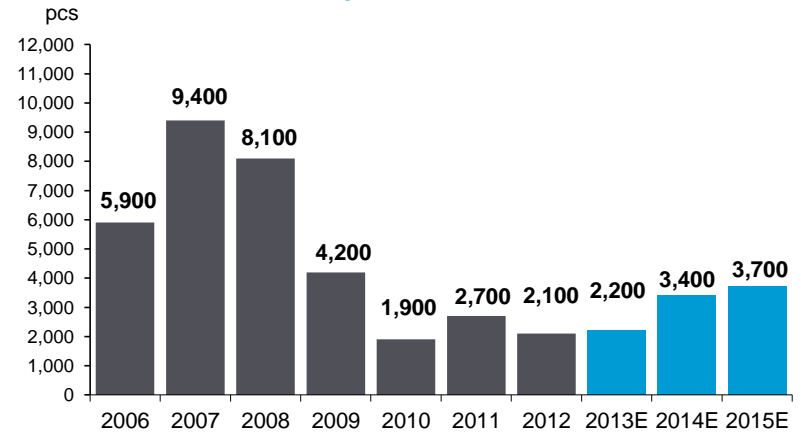
The Baltic countries

Growth is expected in residential construction

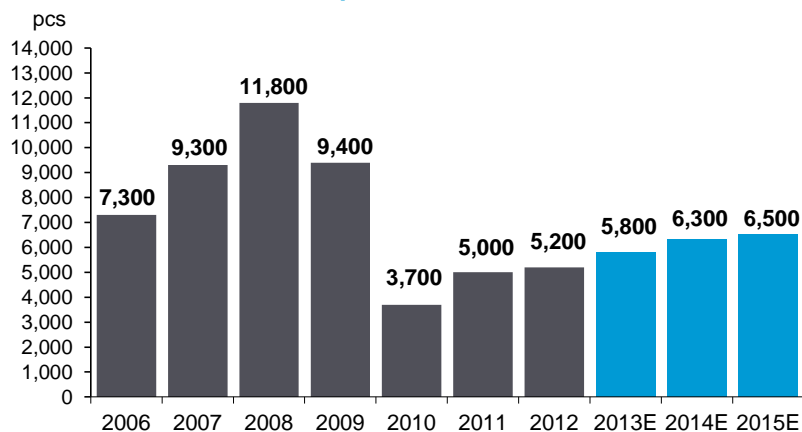
Residential completions in Estonia



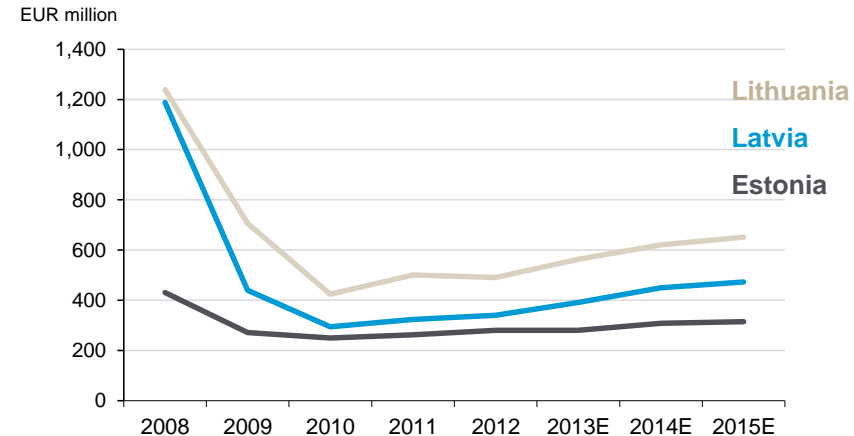
Residential completions in Latvia



Residential completions in Lithuania



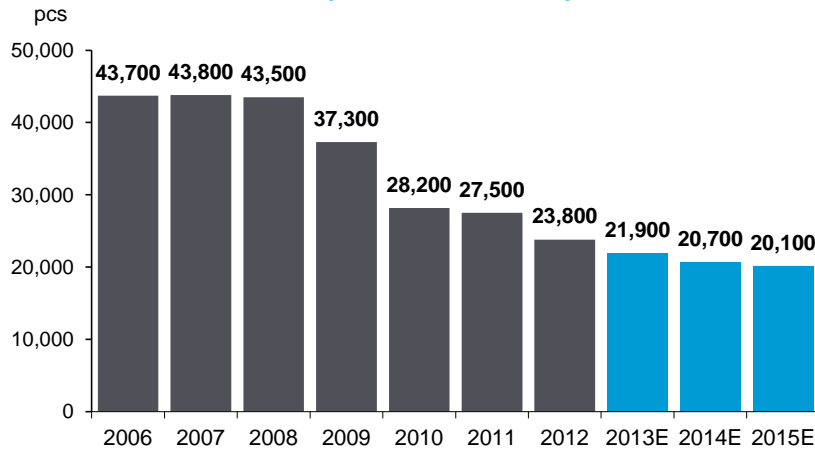
Residential construction in the Baltic countries



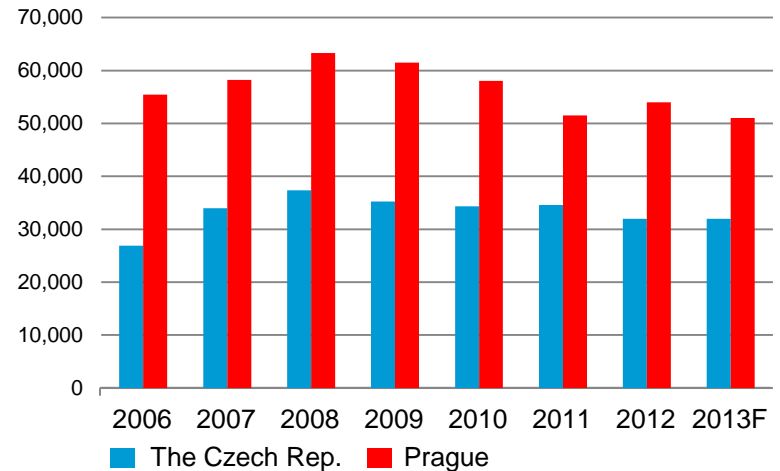
The Czech Republic and Slovakia

Start-ups forecasted to remain relatively low

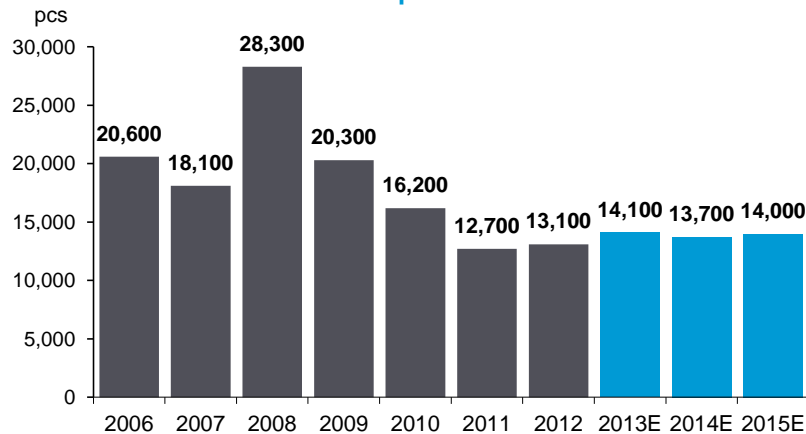
Residential start-ups in the Czech Republic



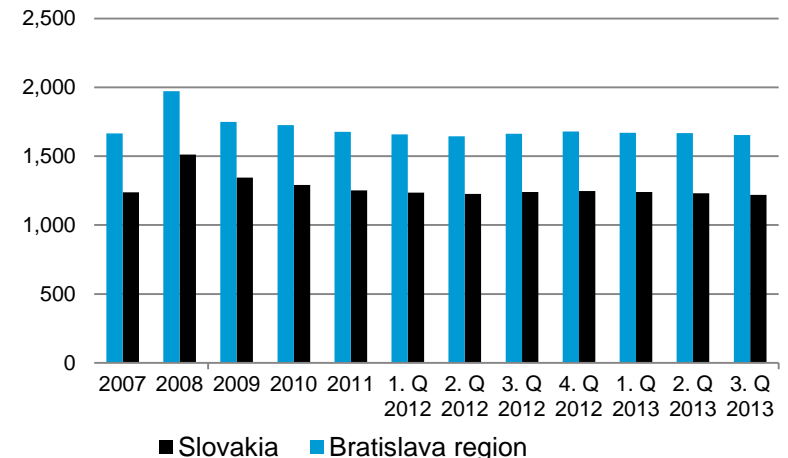
CZK/Sq. m. Housing prices in the Czech Republic and Prague



Residential start-ups in Slovakia

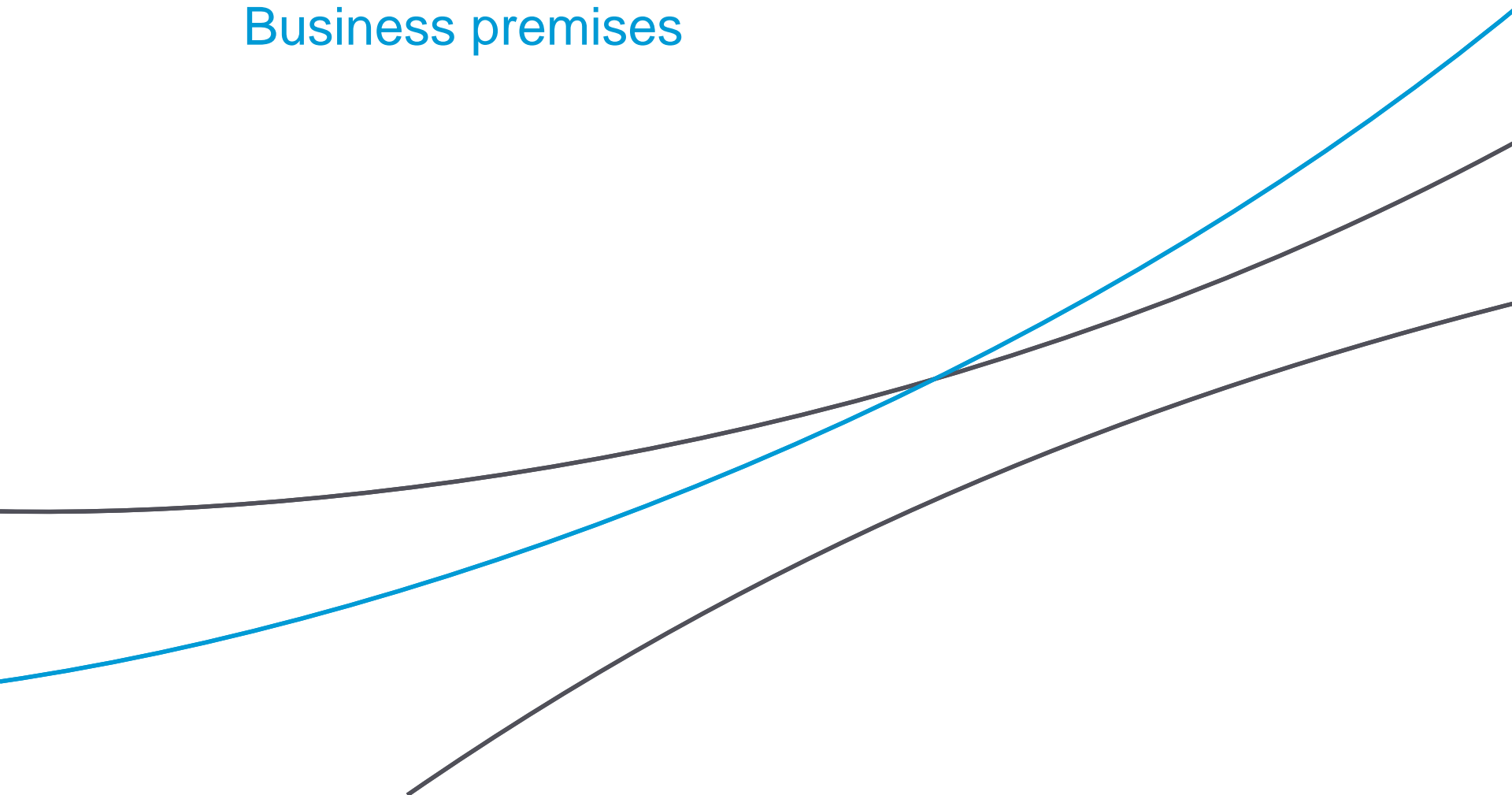


EUR/Sq. m. Housing prices in Slovakia and Bratislava



Appendix IV

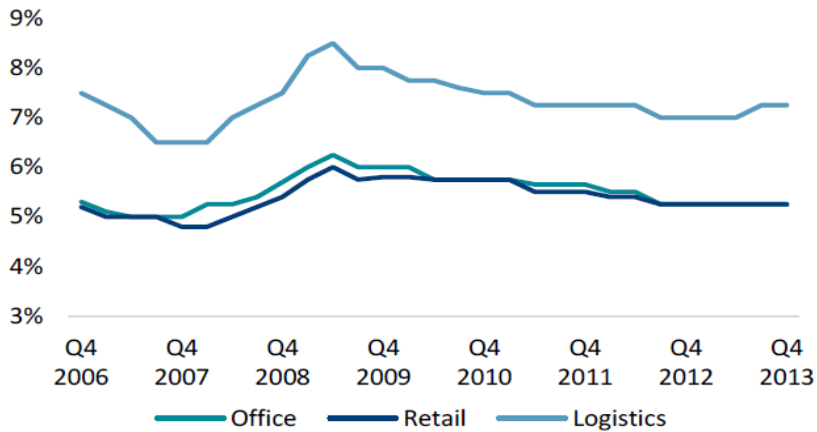
Business premises



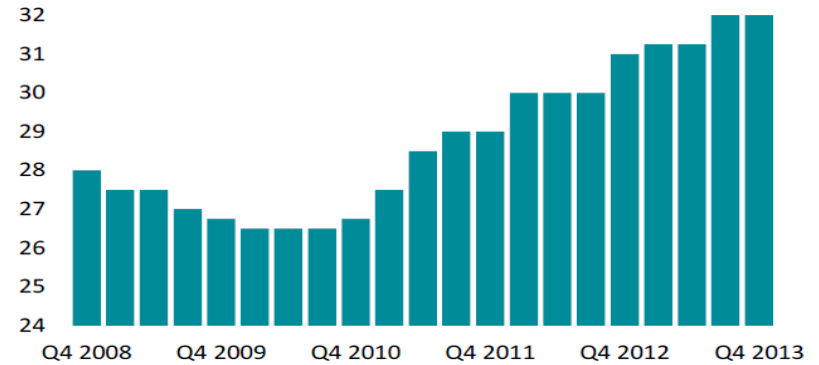
Finland

Yields have increased slightly

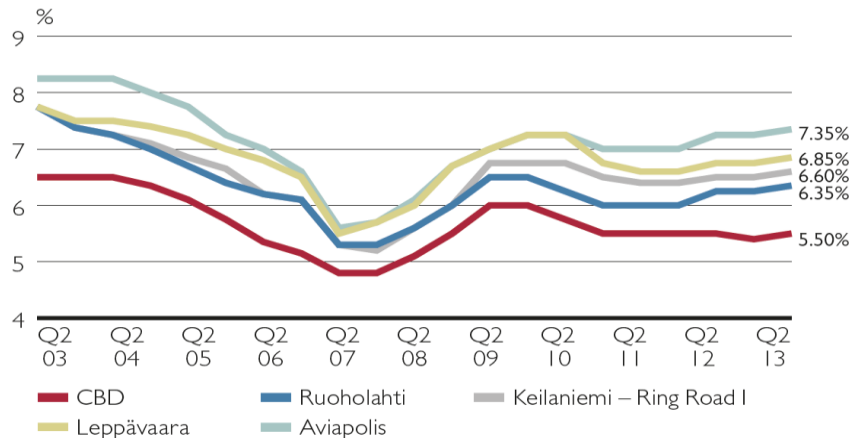
Prime yields in Helsinki Metropolitan Area



Prime office rents in Helsinki Metropolitan Area, EUR/sq. m./month



Office yields in Helsinki Metropolitan Area



Prime office rents in Helsinki Metropolitan Area in Q4/13, EUR/sq. m./month

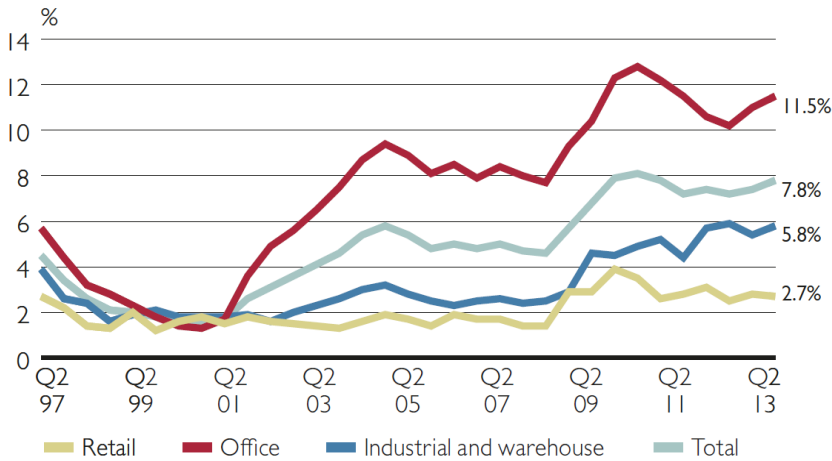


Particularly long lease agreements decrease yields by 0.1–0.3% points.

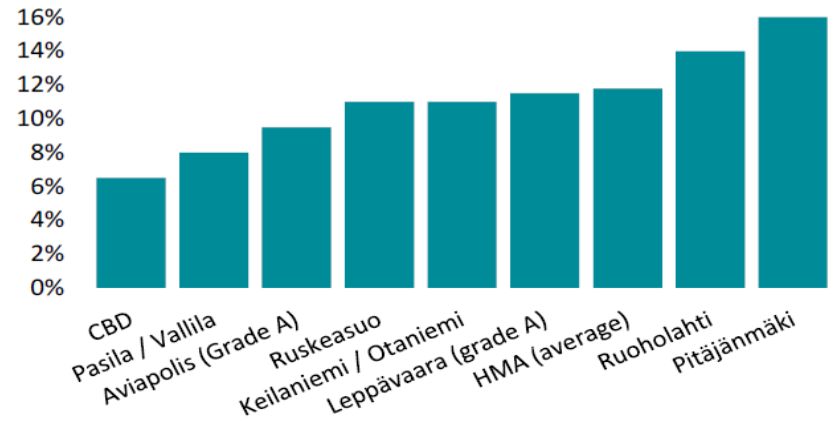
Finland

Vacancy rates vary between sub-sectors in Helsinki

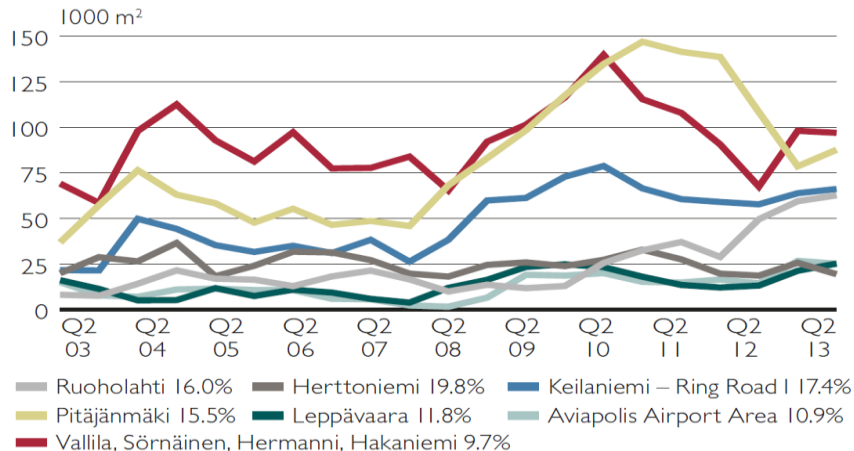
Vacancy rates in Helsinki Metropolitan Area



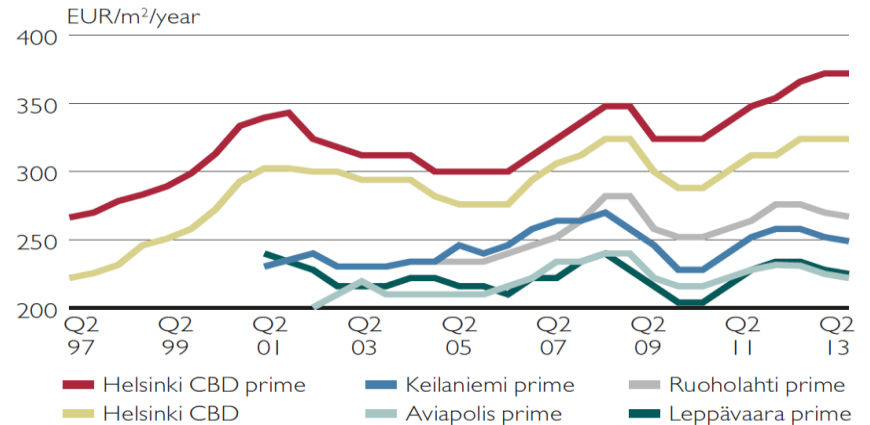
Office vacancy in Helsinki Metropolitan Area in Q4/13



Office vacancy in Helsinki Metropolitan Area

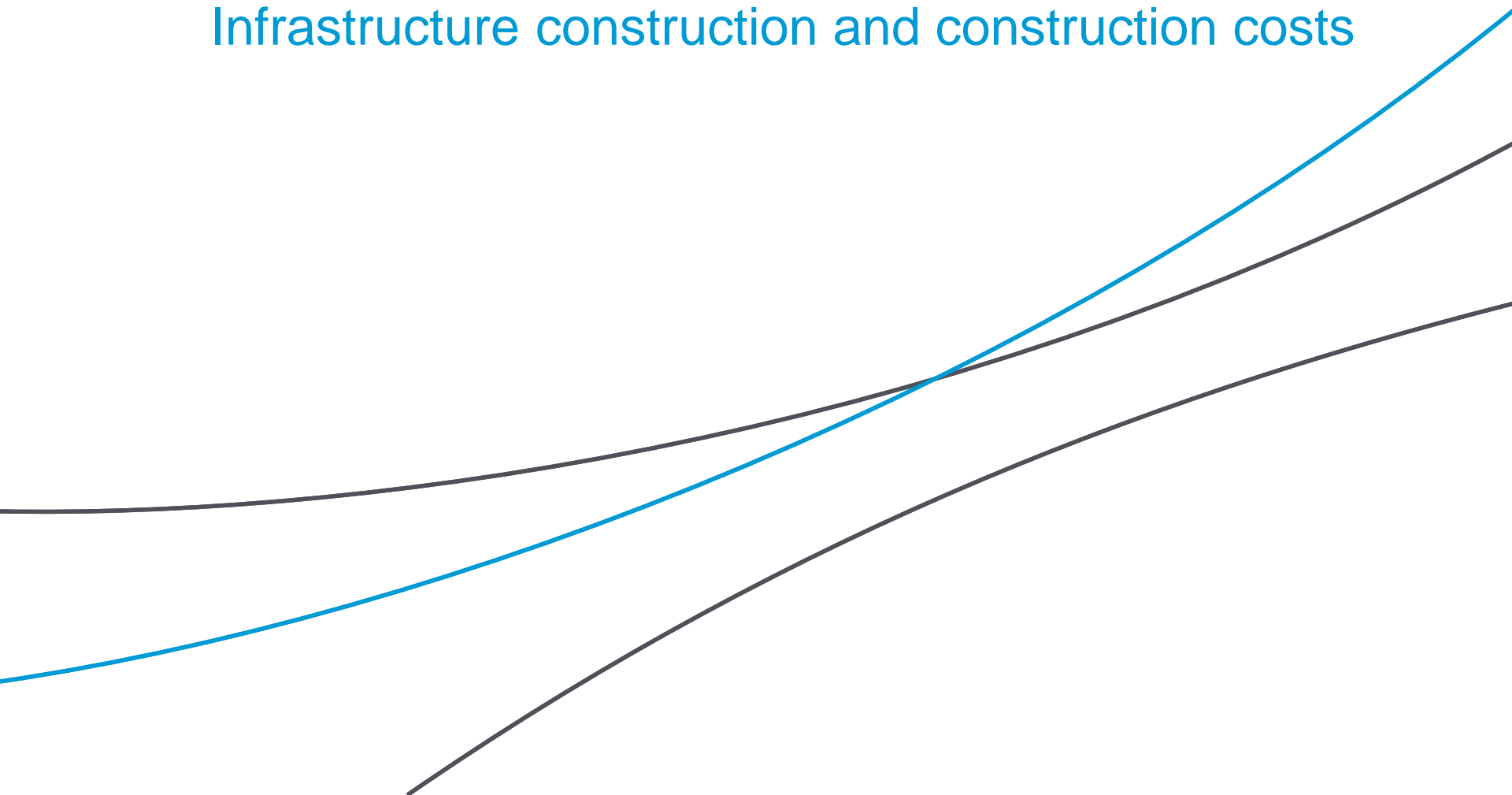


Rental levels of office space in Helsinki Metropolitan Area



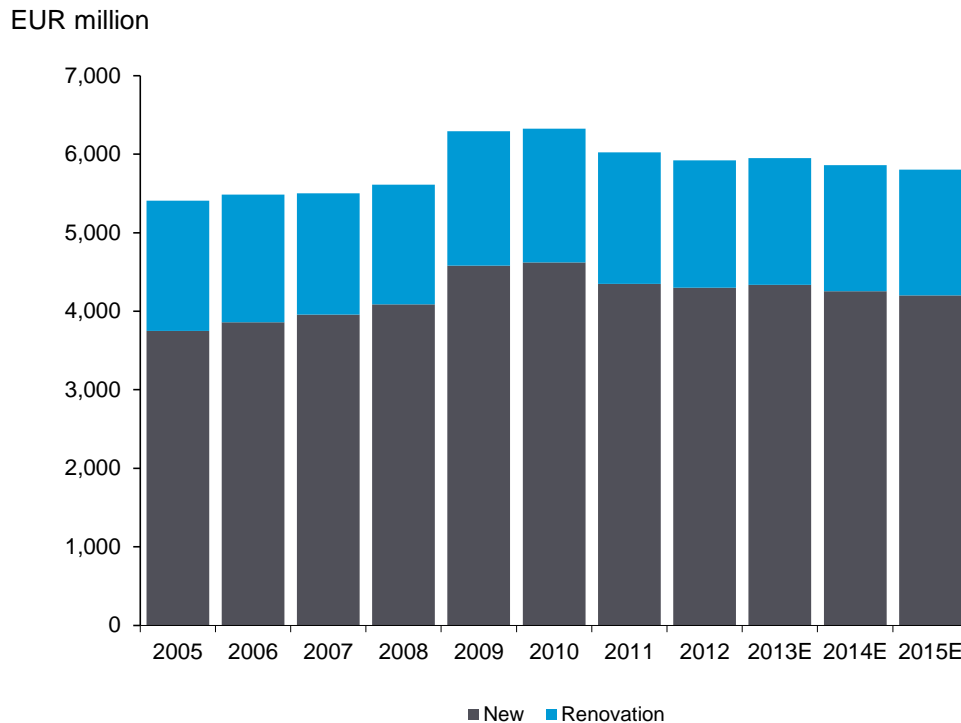
Appendix V

Infrastructure construction and construction costs

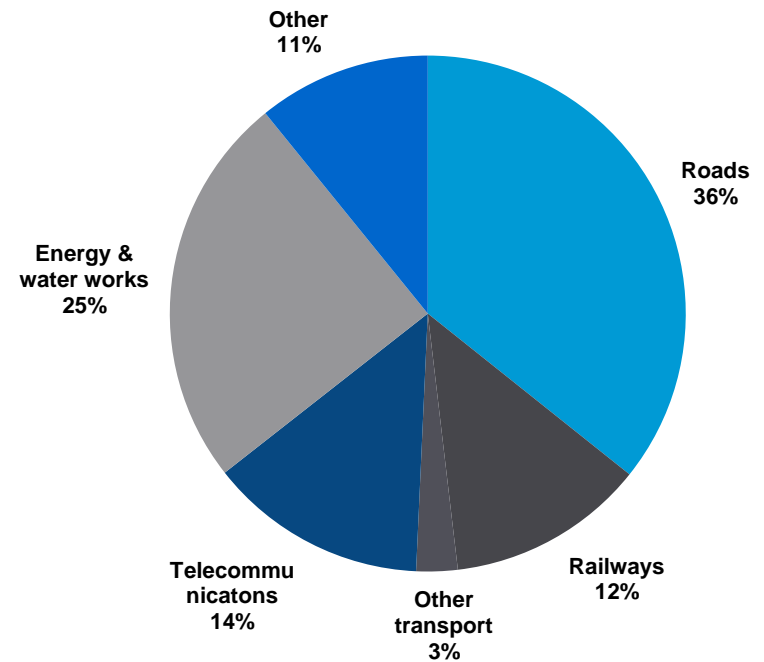


Infrastructure construction Market expected to decrease slightly in 2014

Infrastructure market in Finland



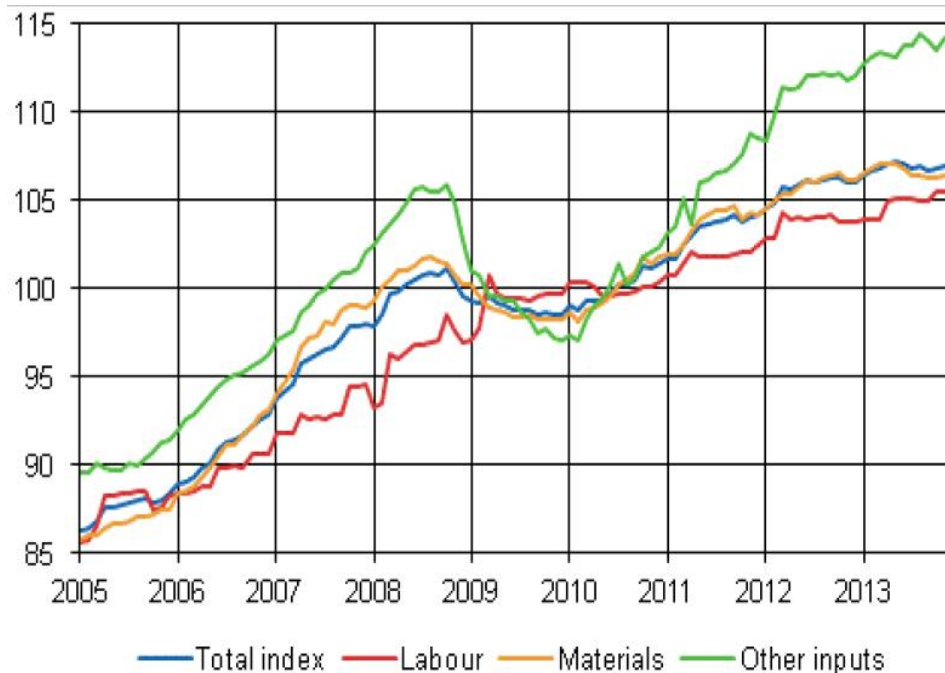
Infrastructure sectors in Finland (2013E)



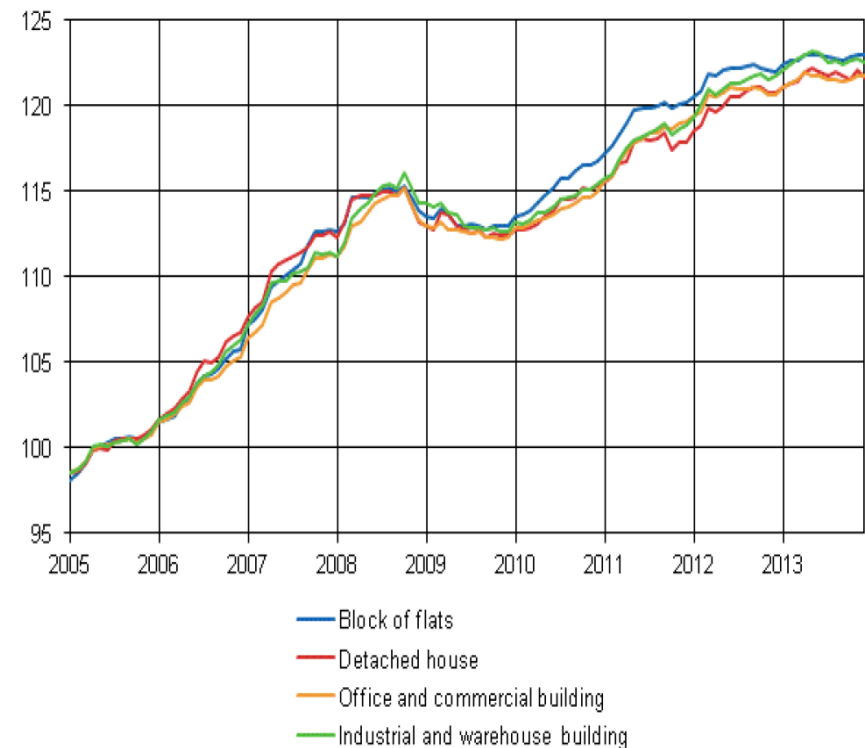
Finland

Construction costs have increased

Construction cost index



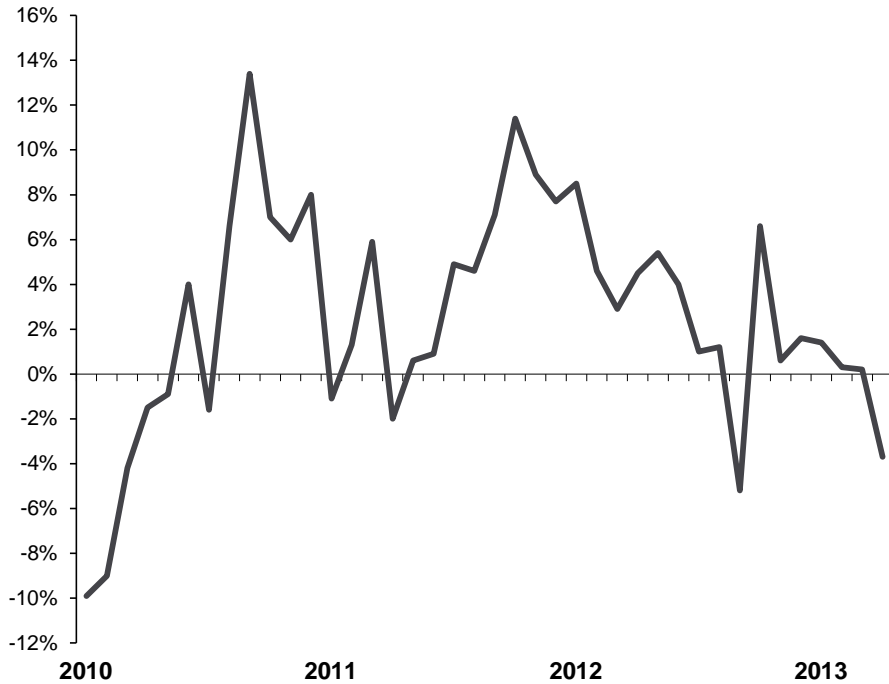
Construction costs by building type index



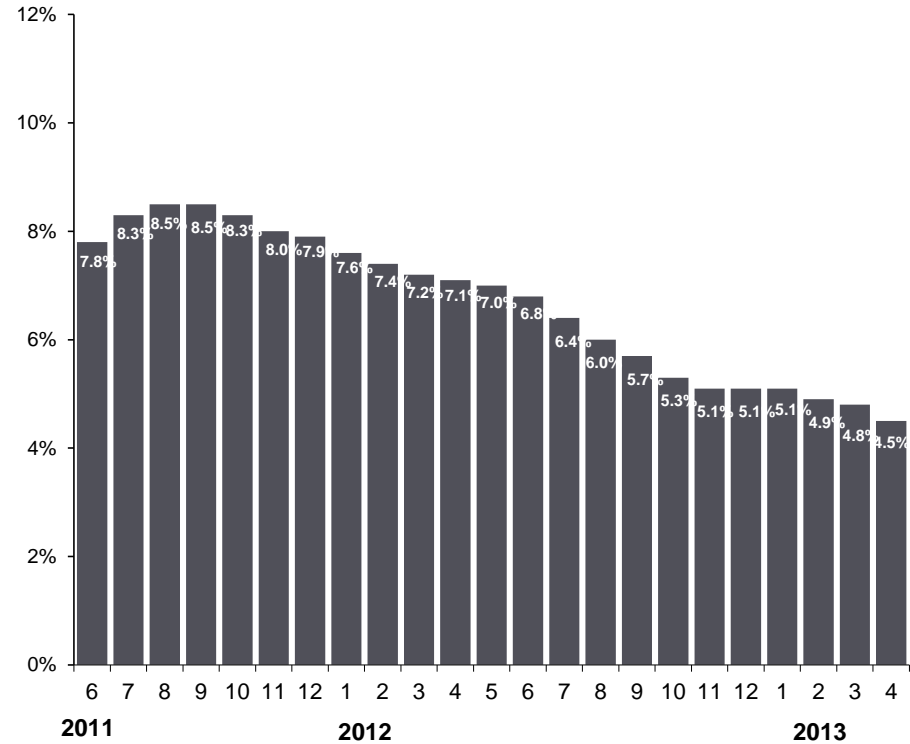
- Building costs increased by 0.8% y-o-y
- Labour costs increased by 1.6%, prices of materials by 0.1% and other costs by 1.9% y-o-y

Russia Construction output and construction costs

**Construction output 1/2010-4/2013
(change compared to previous year)**

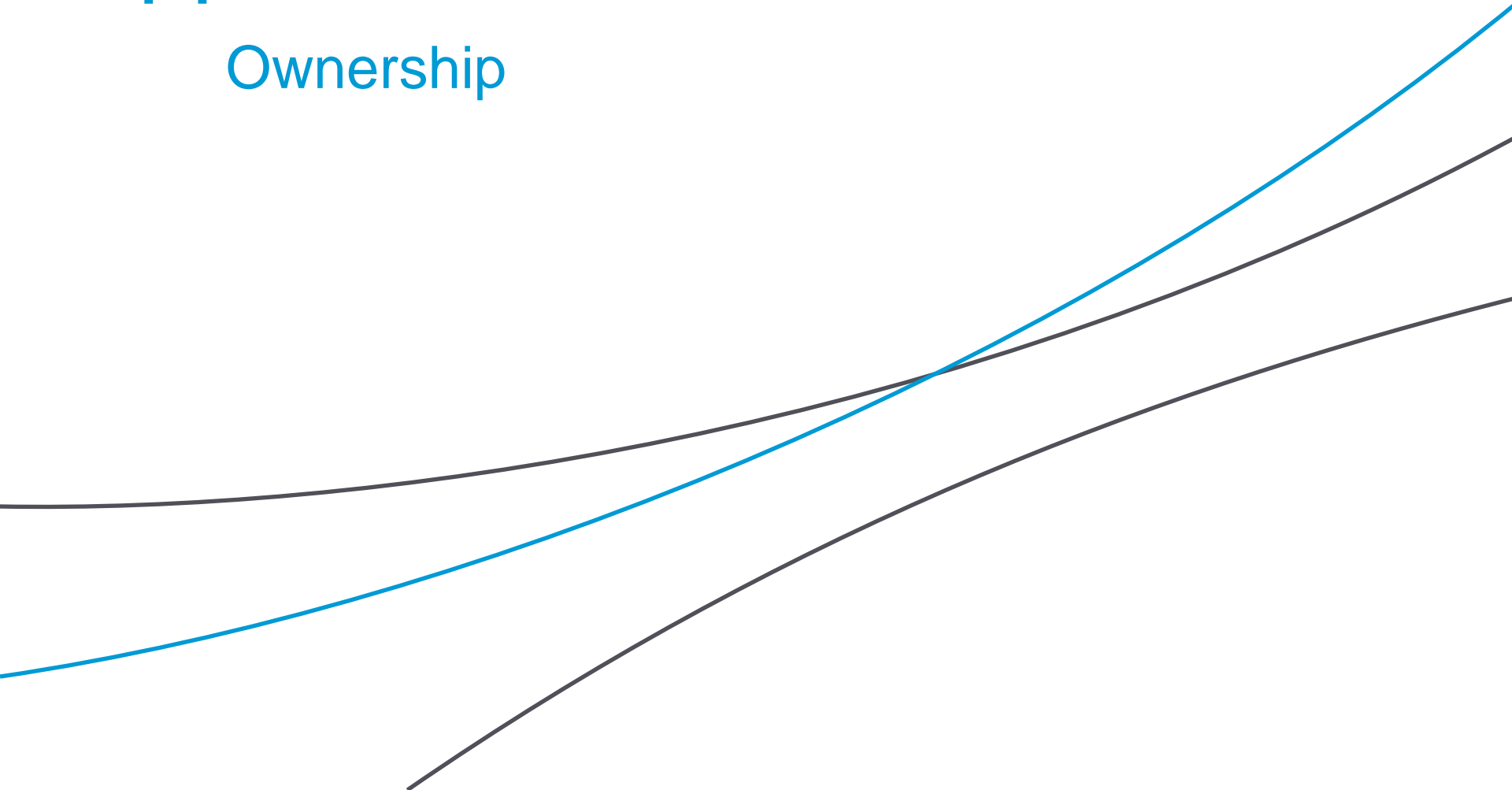


**Construction costs:
Inflation in building materials 6/2011-4/2013**



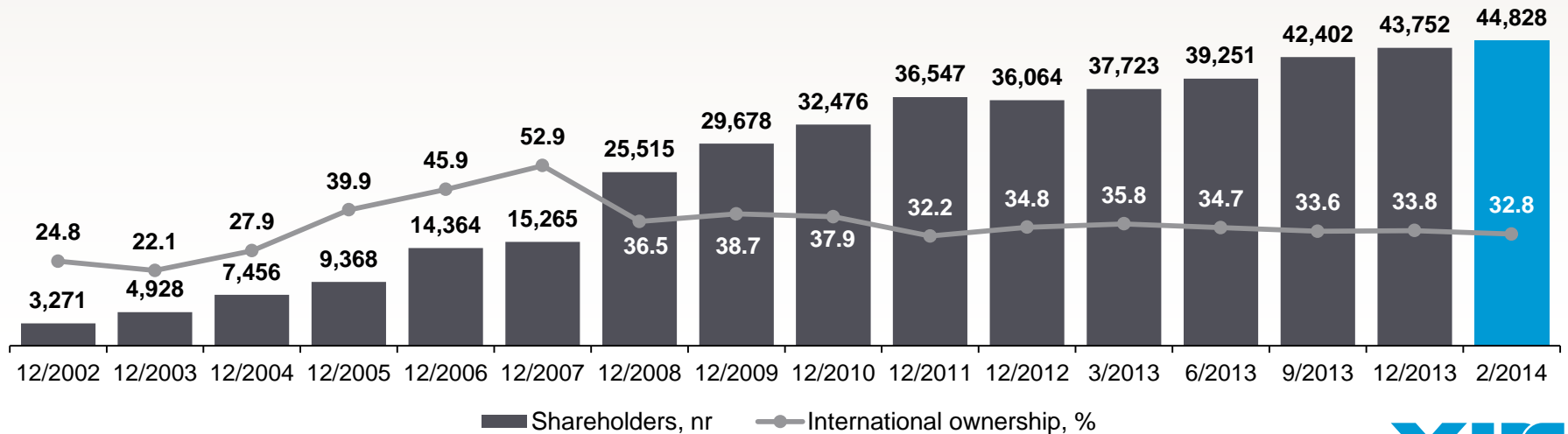
Appendix VI

Ownership



Ownership on February 28, 2014

Shareholder	Shares	% of share capital
1. Structor S.A.	12,930,000	10.16
2. Varma Mutual Pension Insurance Company	8,432,100	6.63
3. Herlin Antti	4,274,180	3.36
4. Mandatum Life Insurance Company Limited	4,171,675	3.28
5. Elo Mutual Pension Insurance Company	3,335,468	2.62
6. Odin funds	1,772,095	1.39
7. Svenska Litteratursällskapet i Finland r.f.	1,680,400	1.32
8. YIT Corporation	1,633,286	1.28
9. Nordea funds	1,589,561	1.25
10. The State Pension Fund	1,570,000	1.23
Ten largest total	41,388,765	32.52
Nominee registered shares	26,012,699	20.45
Other shareholders	59,821,958	47.03
Total	127,223,422	100.00



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we can
do it.**