



Drama Queen
Jyväskylä, Finland

YIT – Well-managed, profitable growth from emerging markets
with Western Corporate Governance
Roadshow London, September 8, 2014

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Stadioni
residential area
Tallinn, Estonia

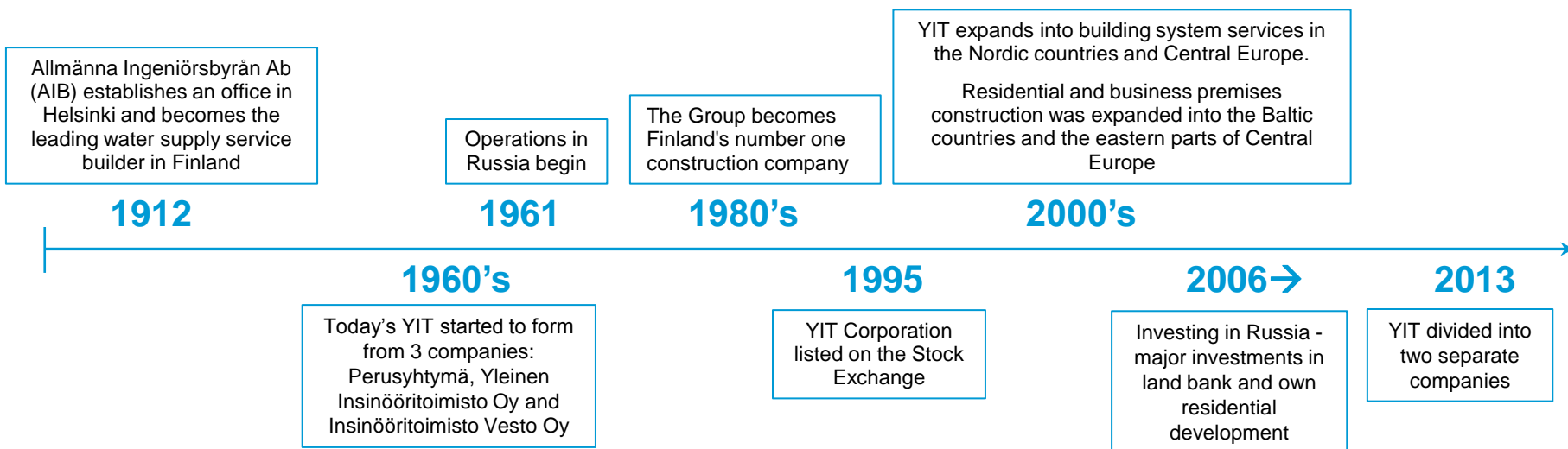
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Demerger
and new YIT



Right time to move to the next development phase

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



The demerger

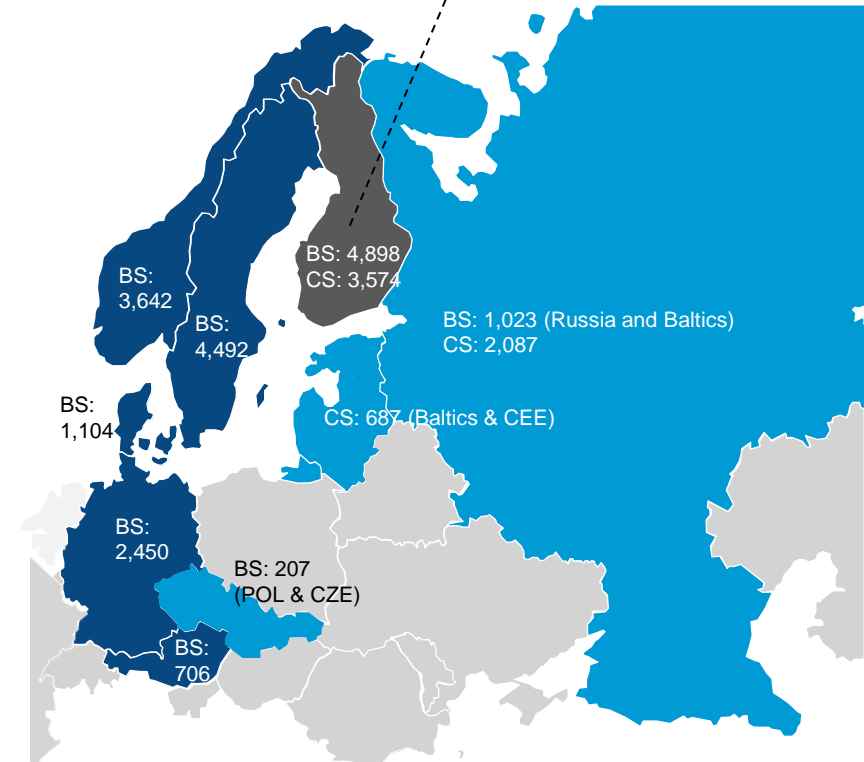
- Building Services demerged into Caverion on June 30, 2013. YIT continues to provide Construction Services
 - Initiative from the Board of Directors – supported by main owners
- Both companies large enough to grow independently

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 Services 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 Services
 - Successful business model development in Construction Services

- Building Services sales exceeding EUR 50 million
 - Construction Services sales exceeding EUR 50 million*
- Figure shows # of employees by country / region**

Finland is the only country with both Building Services and Construction Services sales exceeding EUR 50 million



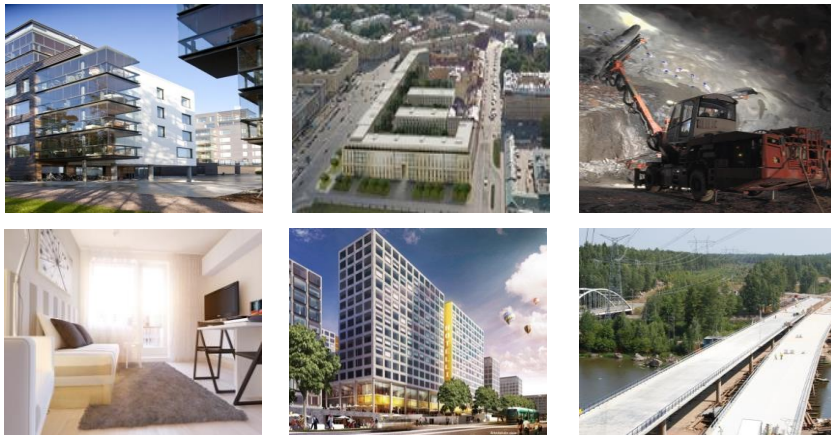
Note: Segment level figures (POC) in the annual report 2012

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

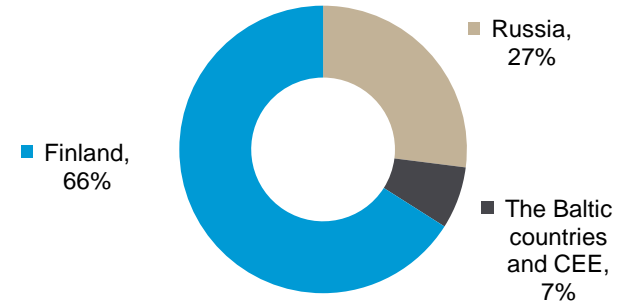
***) Number of employees on Dec 31, 2012; In addition 396 employees in YIT Corp. and other Group Service functions and 17 BS employees in Asia

YIT Group in brief

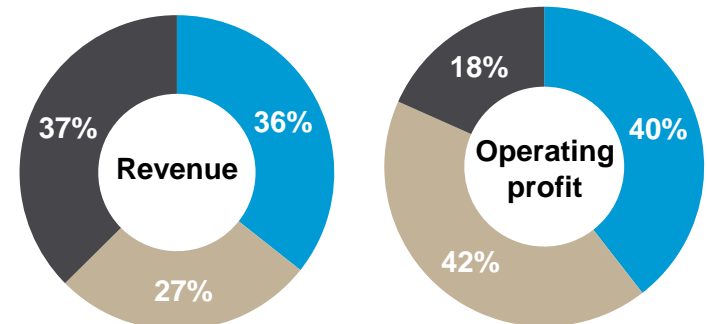
- Residential development, business premises and infrastructure
 - Focus on own-developed projects
- Operations in 7 countries
- Revenue EUR 1.9 billion in 2013
- Operating profit EUR 153 million in 2013
- More than 6,000 employees
- Share quoted on NASDAQ OMX Helsinki (Large cap, Industrials)
- Over 44,000 shareholders at the end of August 2014



Revenue by geographical area 2013



Revenue and operating profit by business area 2013

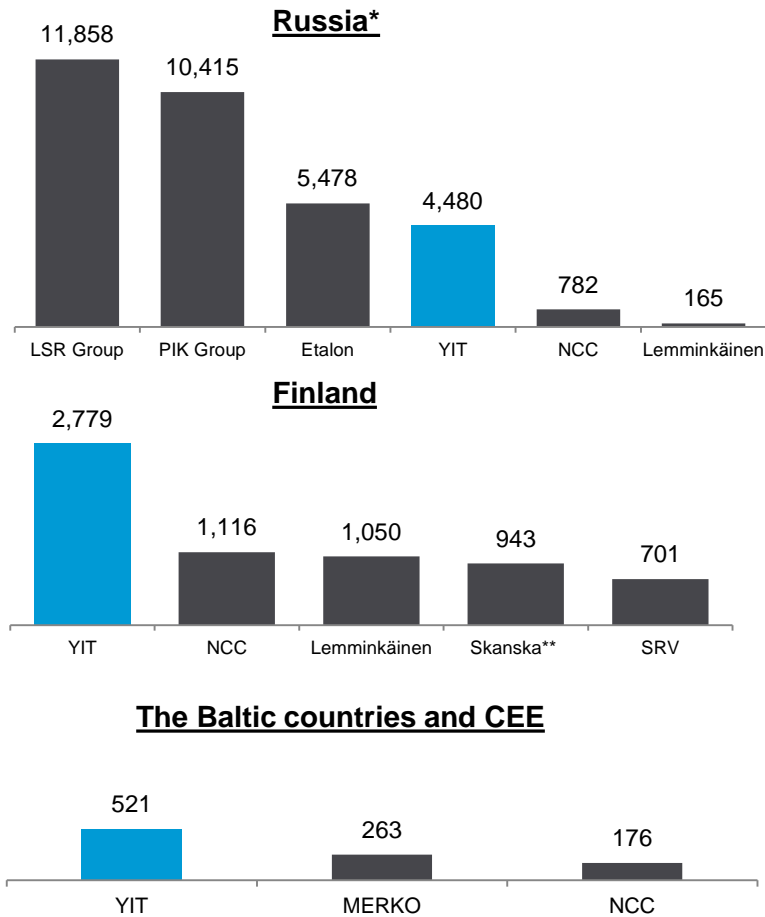


- Housing Finland, the Baltic countries and CEE
- Housing Russia
- Business Premises and Infrastructure

Strong market position in all markets in Housing

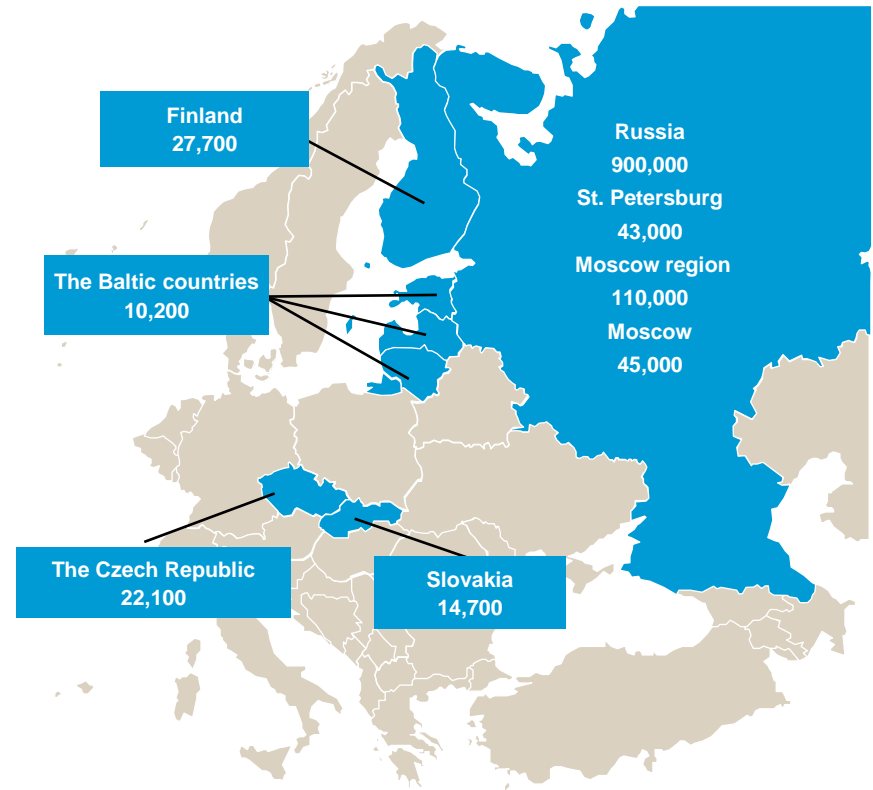
Market leader in Finland, largest foreign residential developer in Russia

Construction companies on YIT's markets
Number of apartments sold in 2013



* Companies listed outside Russia, ** Own development

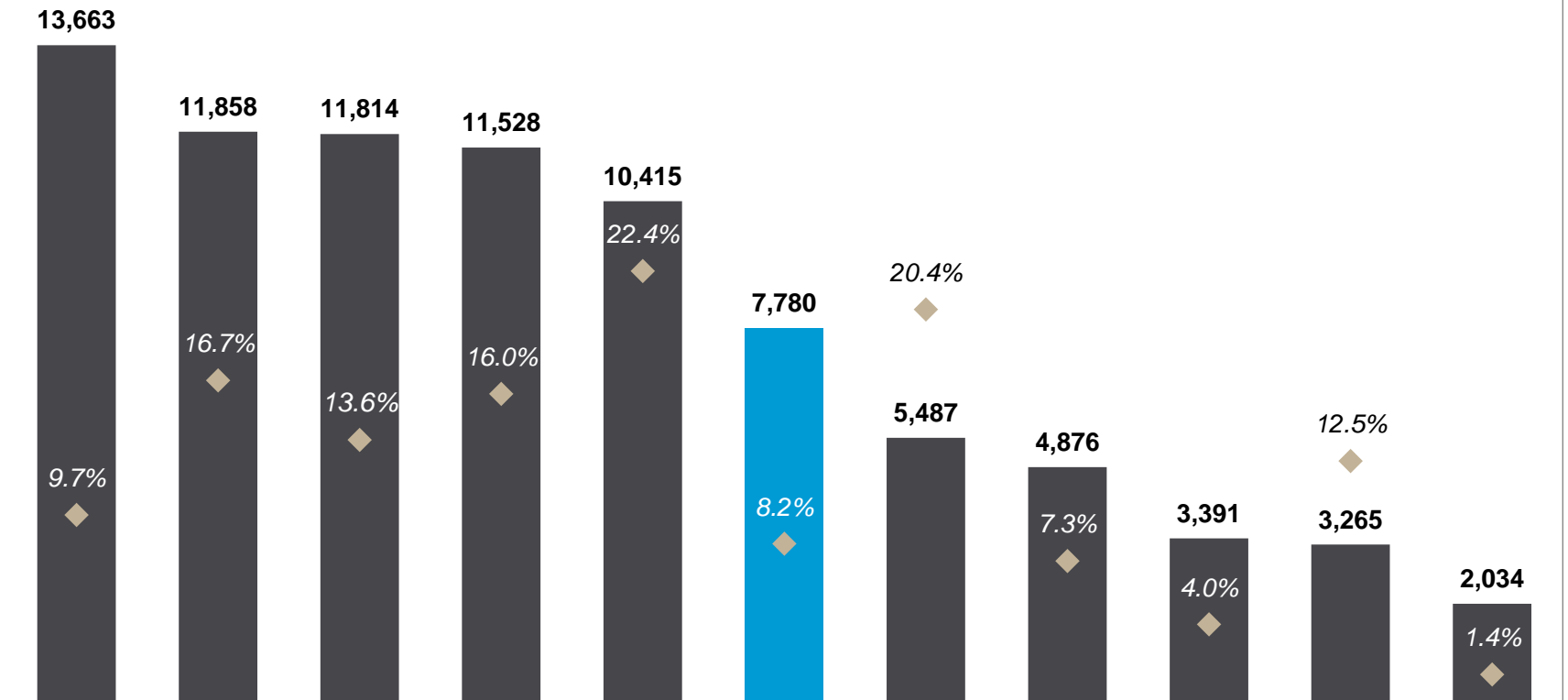
YIT's markets and market sizes 2013
Number of apartments***



*** Source: Euroconstruct (start-ups) and Forecon (completions), June 2014

YIT a significant player on European level in housing

■ Housing sales (pcs) in 2013 ◆ EBIT % in 2013



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:
112,800



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.

SVP, M&A 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

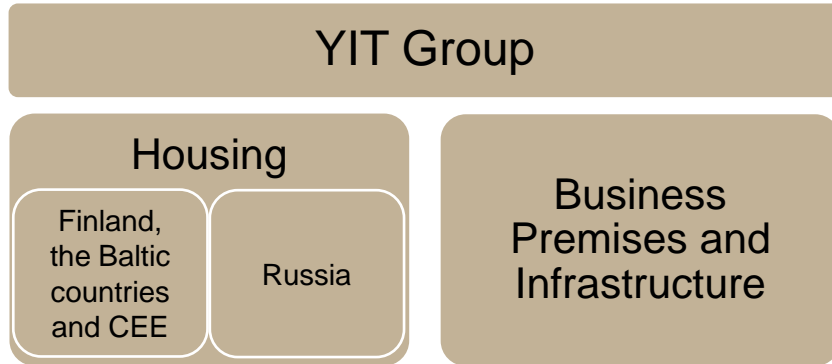
Independent of
owners: YES

Share ownership:
250

Ownership on August 31, 2014 including the holdings of the persons themselves, their close associates and their controlled corporations.

Group structure and composition of the Group Management Board

Group structure as of January 1, 2014



- The change of the segment structure aims at facilitating the effective implementation of the company's strategy as well as an increasingly customer-focused operating model

Group Management Board



Kari Kauniskangas
President and CEO,
Head of Housing
(share ownership: 10,624)



Tero Kiviniemi, EVP,
Head of Business
Premises and
Infrastructure
(share ownership: 10,692)



Teemu Helppolainen
Head of business
area Housing Russia
(share ownership: 4,800)



Timo Lehtinen
CFO
(share ownership: 8,550)



Juhani Nummi
Business
Development
(share ownership: 2,499)



Pii Raulo
HR
(share ownership: 5,240)

The extended management board includes also the heads of Business Divisions:

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

Ownership on August 31, 2014

2

Strategy and business model



Smolny
St. Petersburg, Russia

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 self-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
- Ability to react quickly 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

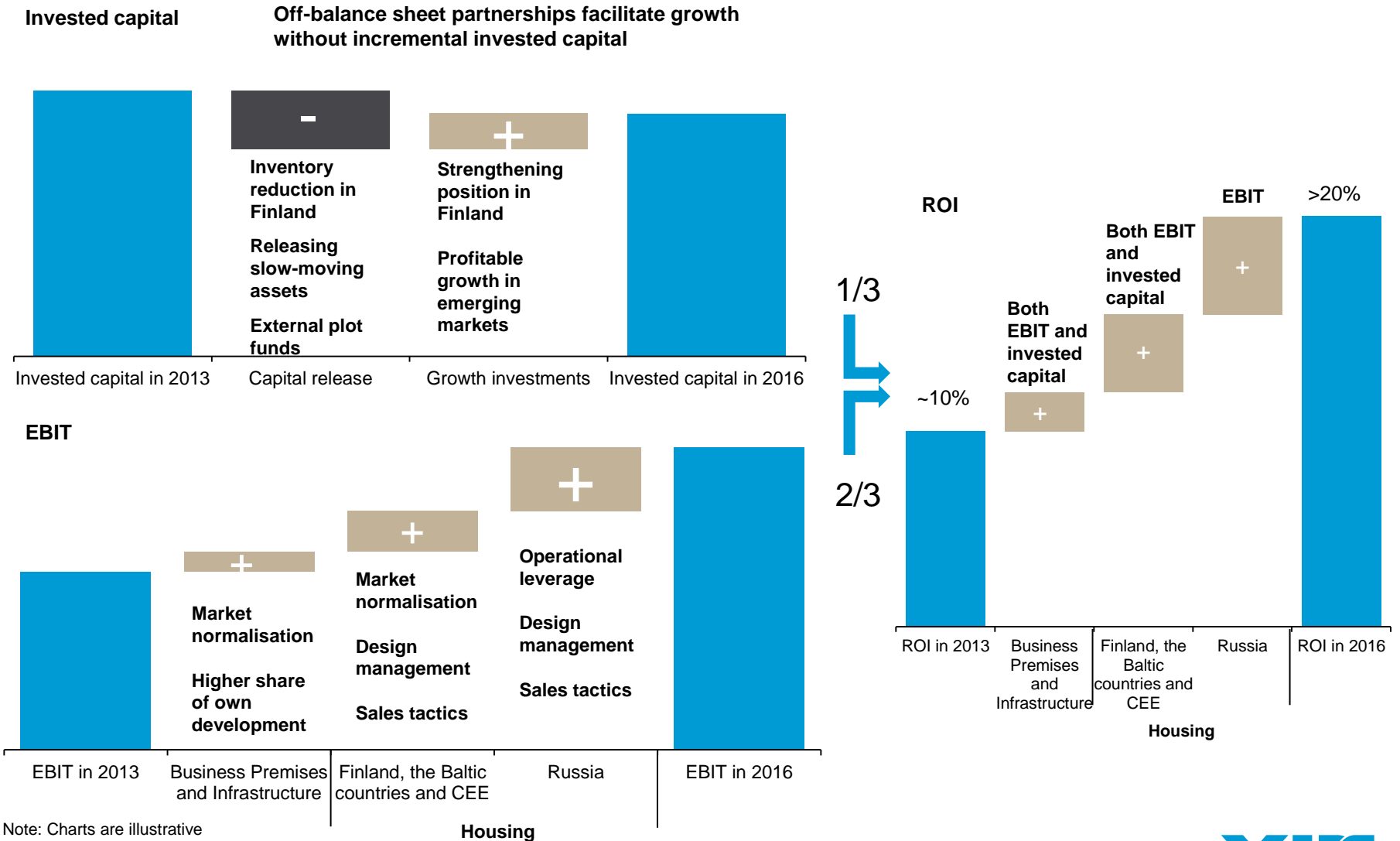
Financial targets for 2014 – 2016

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 market situation, with focus on:
 - Profitability
 - Improving cash flow and ROI
 - Increasing capital efficiency
- YIT revised its growth target in January
 - New target: Revenue growth of 5 - 10% annually on average
 - Old target: Revenue growth of more than 10% annually on average
- Other financial targets were kept unchanged

Roadmap to ROI > 20%

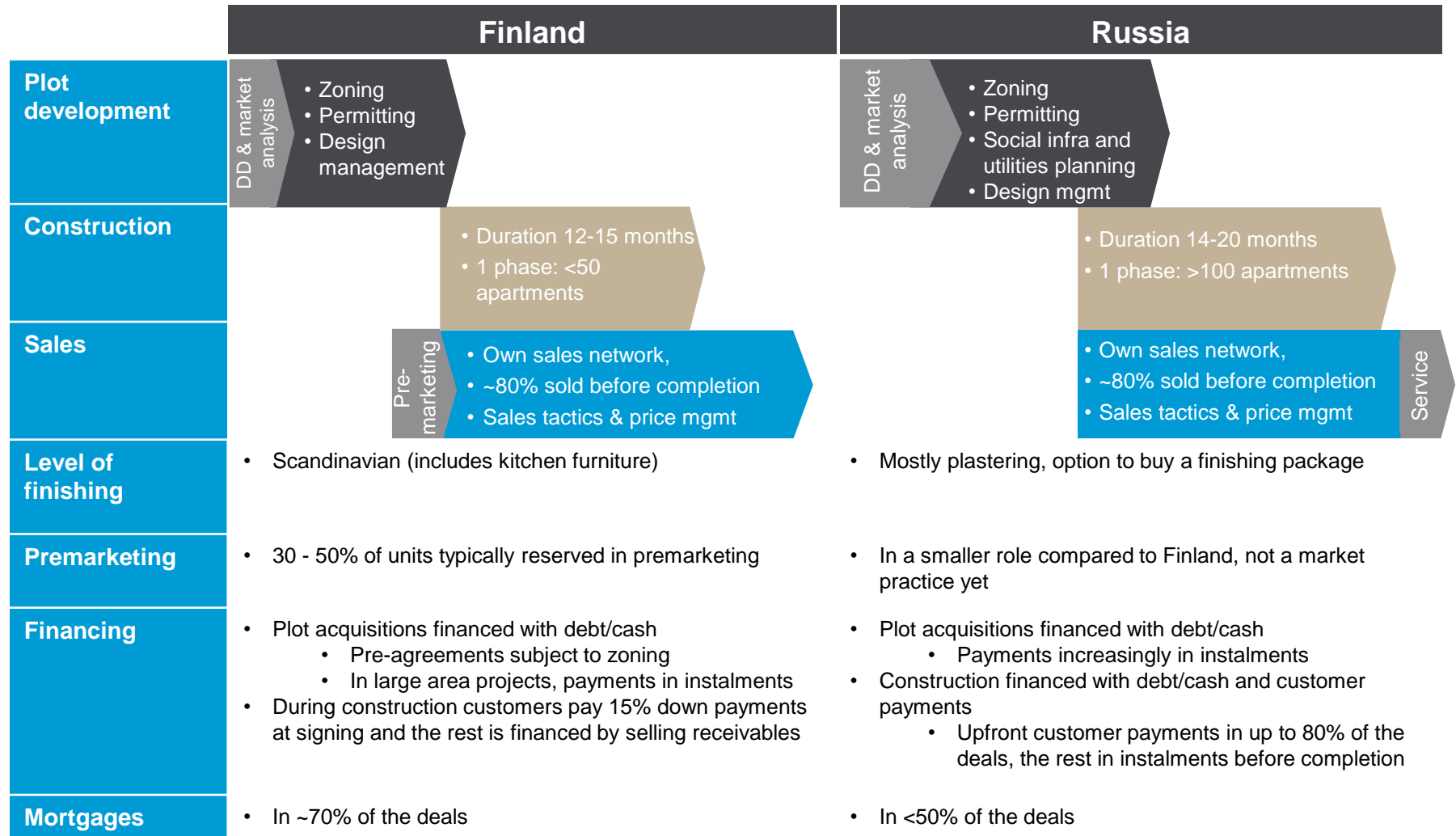


Note: Charts are illustrative

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



Business model – Self-developed housing



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 typically secured before starting construction and investor in an early phase of the project
 - 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
 - Cash flow positive

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

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Key financials

Tripla
Helsinki, Finland



Key figures

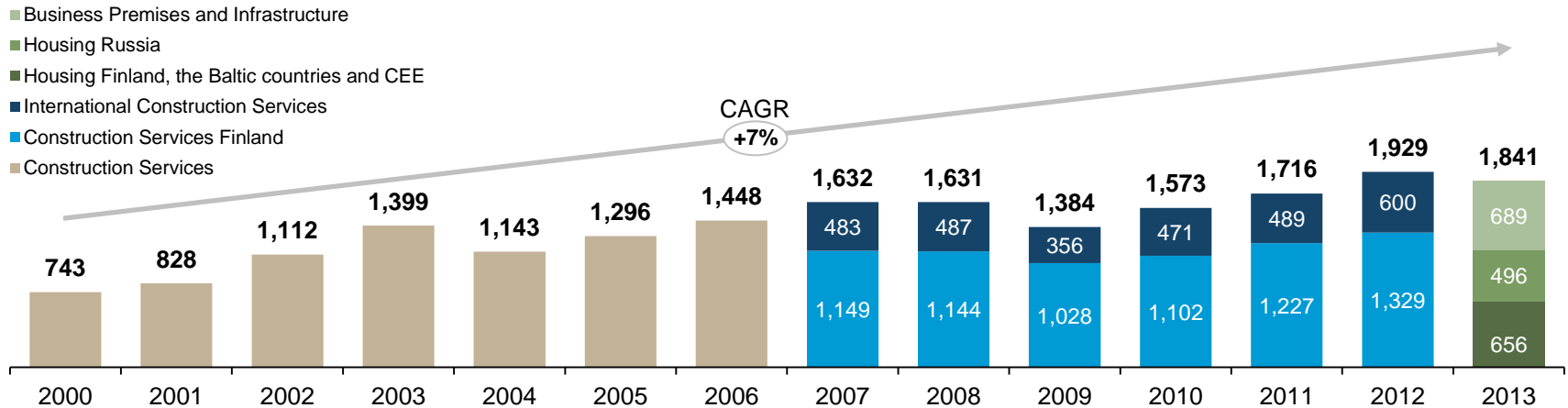
EUR million	4-6/2014	4-6/2013	Change	1-6/2014	1-6/2013	Change
Revenue	451.4	430.9	5%	854.5	882.9	-3%
Operating profit	34.7	38.3	-9%	61.5	74.2	-17%
Operating profit margin	7.7%	8.9%		7.2%	8.4%	
Operating profit, excluding non-recurring items	34.7	38.3	-9%	61.5	74.2	-17%
Operating profit margin, excluding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

* Attributable to equity holders of the parent company

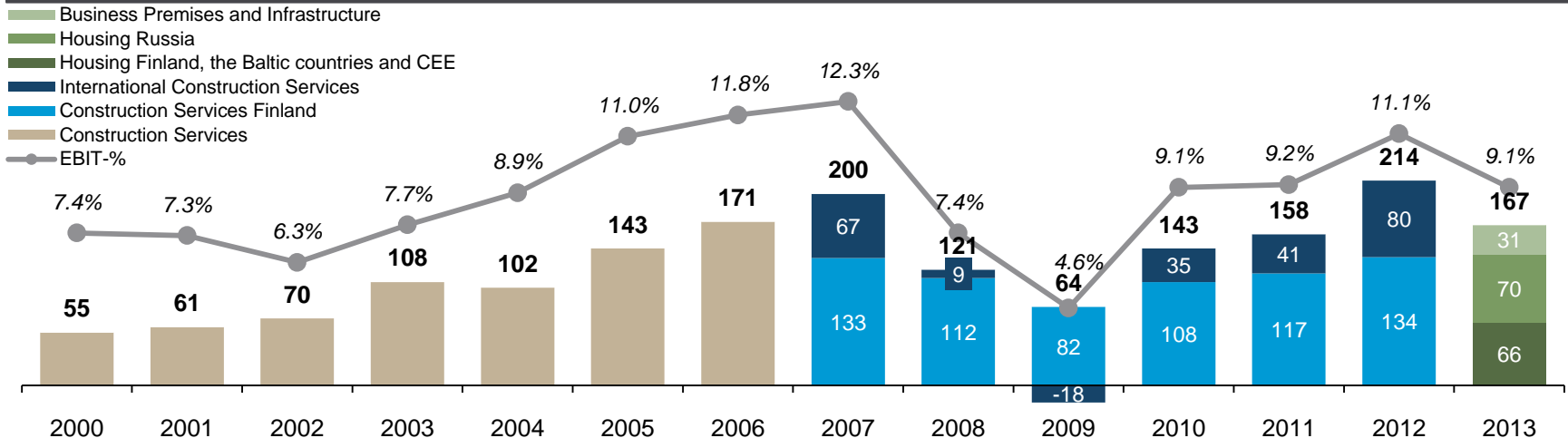
All figures according to segment reporting (POC)

Revenue growth and healthy profitability through economic cycles

Revenue development (EUR million) by business segment



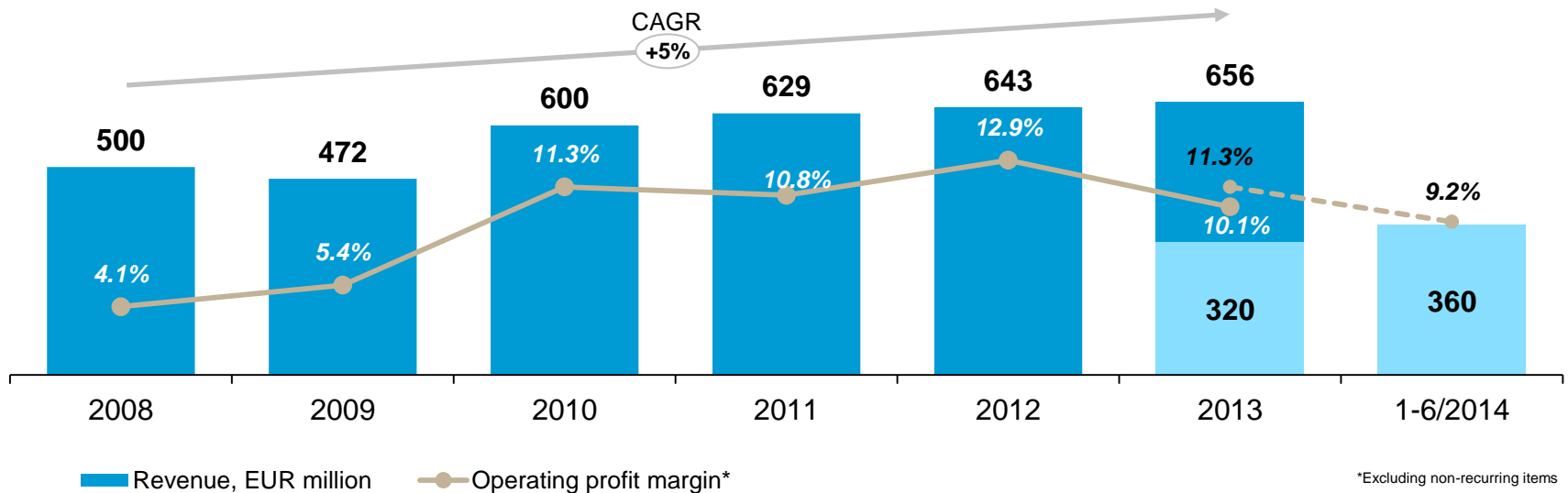
Operating profit (EBIT) development (EUR million) by business segment, excluding group costs



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.

Housing Finland, the Baltic countries and CEE

2008	2009	2010	2011	2012	2013	1-6/2014
<ul style="list-style-type: none"> • Weakening residential market • Prices declined in the Baltic countries (H2) • Profitability hit particularly in the Baltic countries 	<ul style="list-style-type: none"> • Focus on investor deals in Finland • Low business volumes in the Baltic countries • Fixed cost cuts 	<ul style="list-style-type: none"> • Focus turned to direct consumer sales in Finland • Low volumes in the Baltic countries and CEE, although the bottom has been passed 	<ul style="list-style-type: none"> • Focus on direct consumer sales in Finland • Volumes increased in the Baltic countries and CEE, but still diluted profitability 	<ul style="list-style-type: none"> • Favourable residential sales continued in Finland • Low volume still in the Baltic countries and CEE 	<ul style="list-style-type: none"> • Soft consumer demand in the residential market in Finland • Investor sales compensated for consumer sales • Gradual growth in the Baltic countries 	<ul style="list-style-type: none"> • Good development in the Baltic countries and CEE • Capital release efforts impacted profitability
EBIT*: EUR 20.0 million	EBIT*: EUR 26.0 million	EBIT*: EUR 68.0 million	EBIT*: EUR 68.0 million	EBIT*: EUR 83.0 million	EBIT*: EUR 66.2 million	EBIT*: EUR 32.9 million



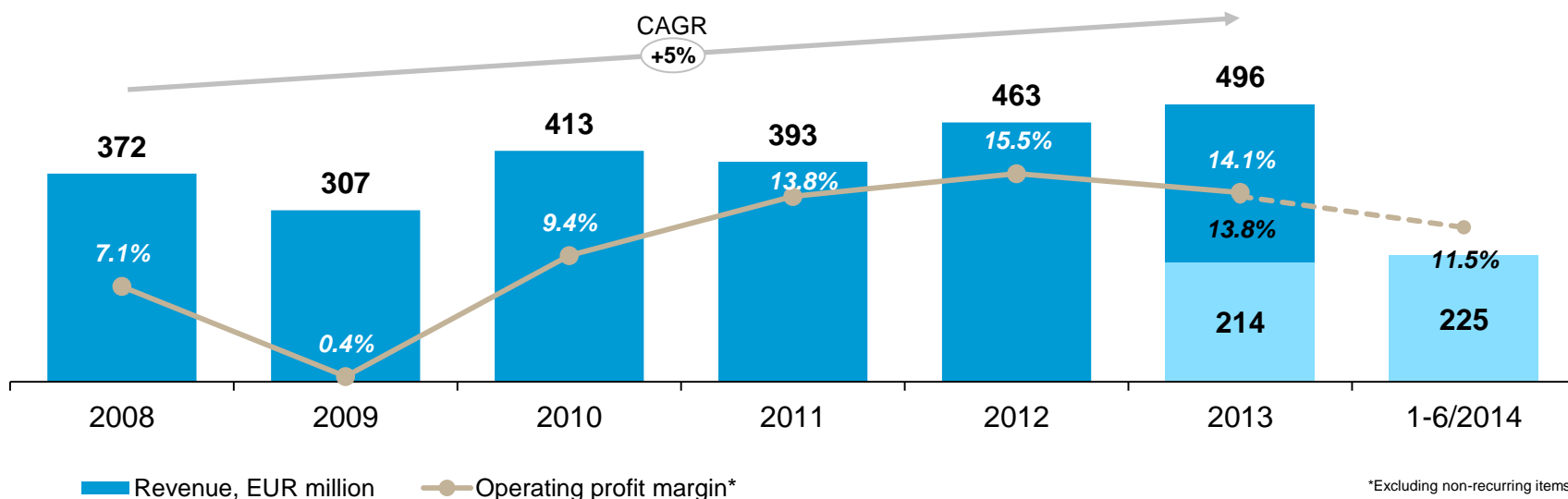
*Excluding non-recurring items

Note: The historical figures for 2008-2012 are calculated for illustrative purposes and are not completely comparable with YIT's segment structure. The main difference is in the division of fixed costs, which in the historical figures are weighted according to revenue and in the official figures are more accurately allocated according to each segment's estimated true share of the fixed costs.



Housing Russia

2008	2009	2010	2011	2012	2013	1-6/2014
<ul style="list-style-type: none"> • Prices declined, especially in H2 • Profitability hit as volumes declined 	<ul style="list-style-type: none"> • Housing prices stabilising in H2 • Fixed cost cuts 	<ul style="list-style-type: none"> • Slight increases in residential prices 	<ul style="list-style-type: none"> • Prices increased (regional differences) 	<ul style="list-style-type: none"> • Prices increasing and good residential sales • Margins improving 	<ul style="list-style-type: none"> • Stable residential prices • Sales volume continued to develop positively 	<ul style="list-style-type: none"> • At comparable exchange rates, revenue grew 24% • Profitability impacted by modest price development and higher share of lower-margin projects
EBIT*: EUR 26.0 million	EBIT*: EUR 1.0 million	EBIT*: EUR 41.0 million	EBIT*: EUR 54.0 million	EBIT*: EUR 72.0 million	EBIT*: EUR 70.2 million	EBIT*: EUR 25.9 million

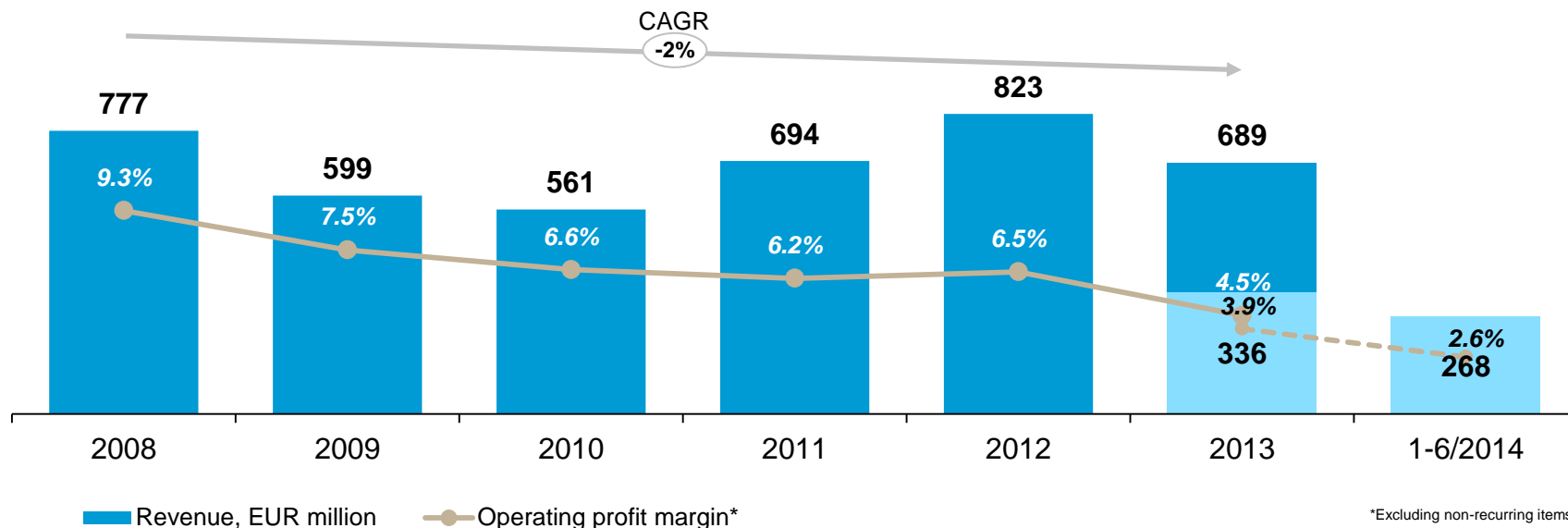


*Excluding non-recurring items

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Business Premises and Infrastructure

2008	2009	2010	2011	2012	2013	1-6/2014
<ul style="list-style-type: none"> • Good development in Business Premises due to "old" order backlog • Good development in Infrastructure 	<ul style="list-style-type: none"> • Weakening business premises market • Good performance in Infrastructure • Fixed cost cuts 	<ul style="list-style-type: none"> • Signs of improvement in the business premises market • Stable development in Infrastructure 	<ul style="list-style-type: none"> • Infrastructure weak in H1, improvement in H2 • Result improved in Business Premises 	<ul style="list-style-type: none"> • Stable development in Business Premises • Infrastructure road projects proceeded as planned 	<ul style="list-style-type: none"> • Weak business premises market • Good performance in Infrastructure 	<ul style="list-style-type: none"> • Weak business premises market • Several new contracts won in Infrastructure • Profitability was weakened by low volume
EBIT*: EUR 72.0 million	EBIT*: EUR 45.0 million	EBIT*: EUR 37.0 million	EBIT*: EUR 43.0 million	EBIT*: EUR 53.0 million	EBIT*: EUR 31.0 million	EBIT*: EUR 7.1 million

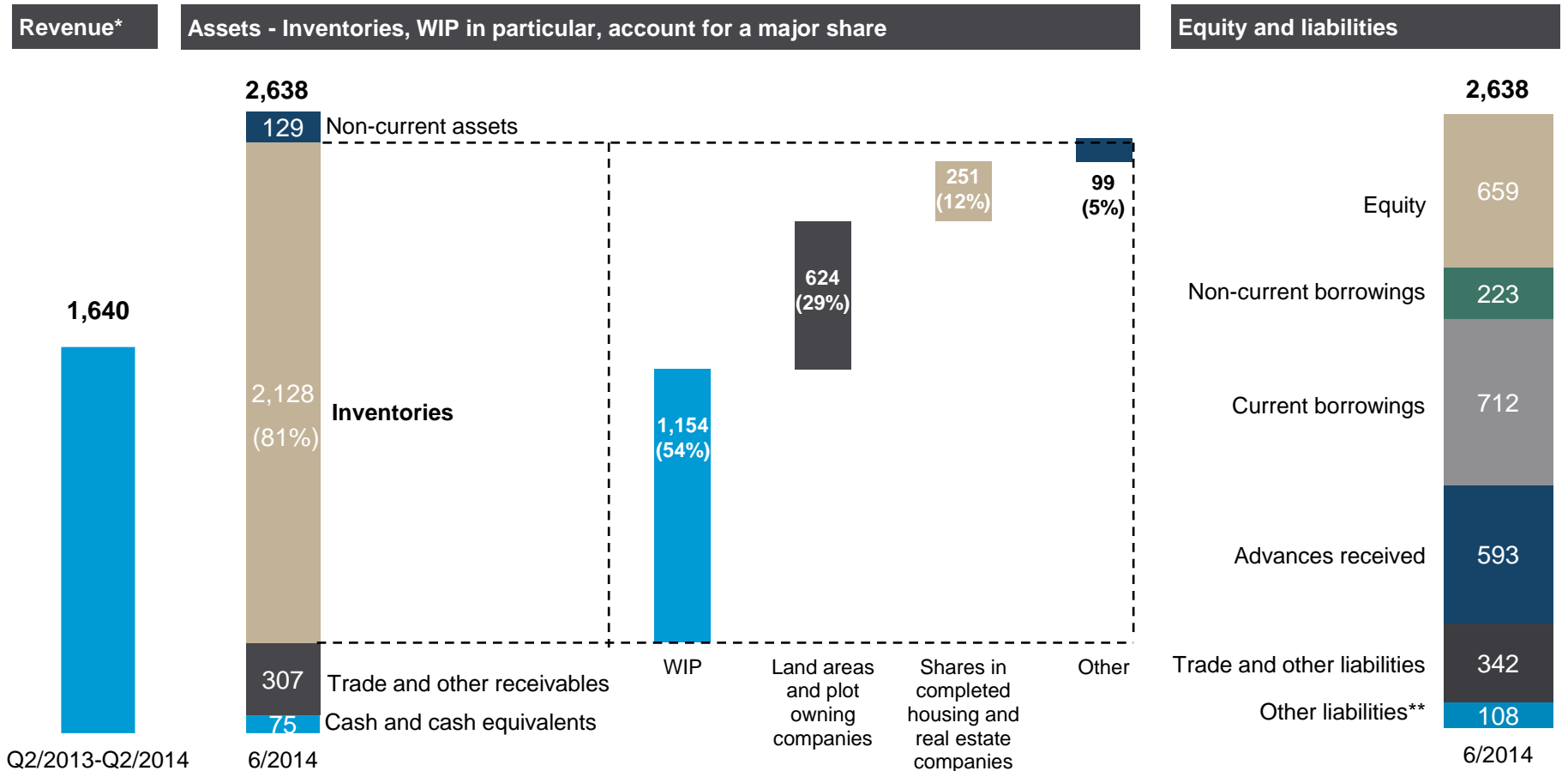


*Excluding non-recurring items

Note: The historical figures for 2008-2012 are calculated for illustrative purposes and are not completely comparable with YIT's segment structure. The main difference is in the division of fixed costs, which in the historical figures are weighted according to revenue and in the official figures are more accurately allocated according to each segment's estimated true share of the fixed costs.

Consolidated balance sheet

as of June 30, 2014 (EUR million)



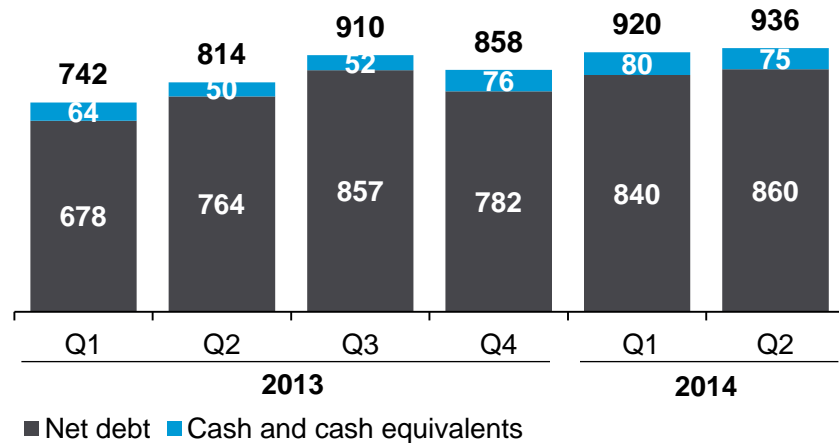
Note: All figures according to Group reporting (IFRS)

*) Last 12 months

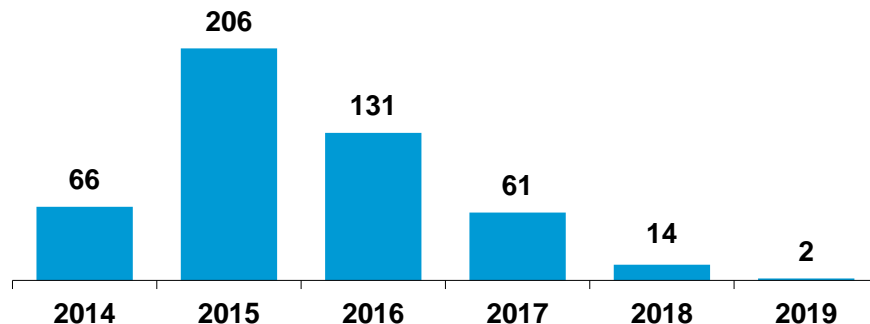
**) Includes deferred tax liabilities, pension obligations, provisions and other liabilities

Net debt has increased due to growth in capital tied into production

Interest-bearing debt (EUR million), IFRS



Maturity structure of long-term debt (EUR million), 6/2014



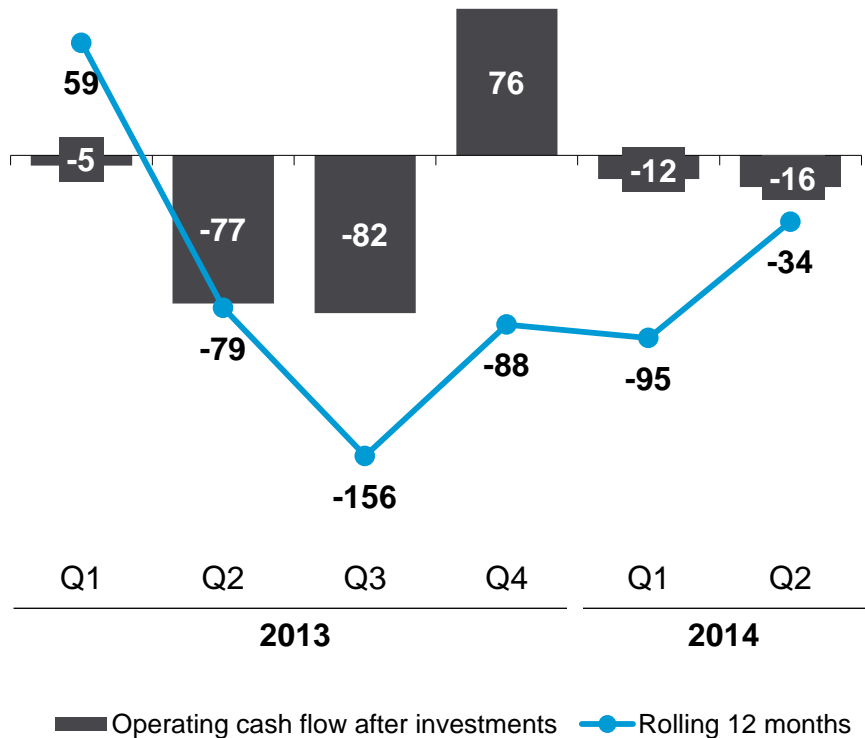
- Strong liquidity buffer as back-up for operational activities
 - Undrawn committed credit facilities EUR 330 million
 - Overdraft facilities EUR 65 million
- EUR 66 million of long-term debt maturing in 2014
 - EUR 80 million refinancing concluded in August 2014

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

Cash flow, EUR million

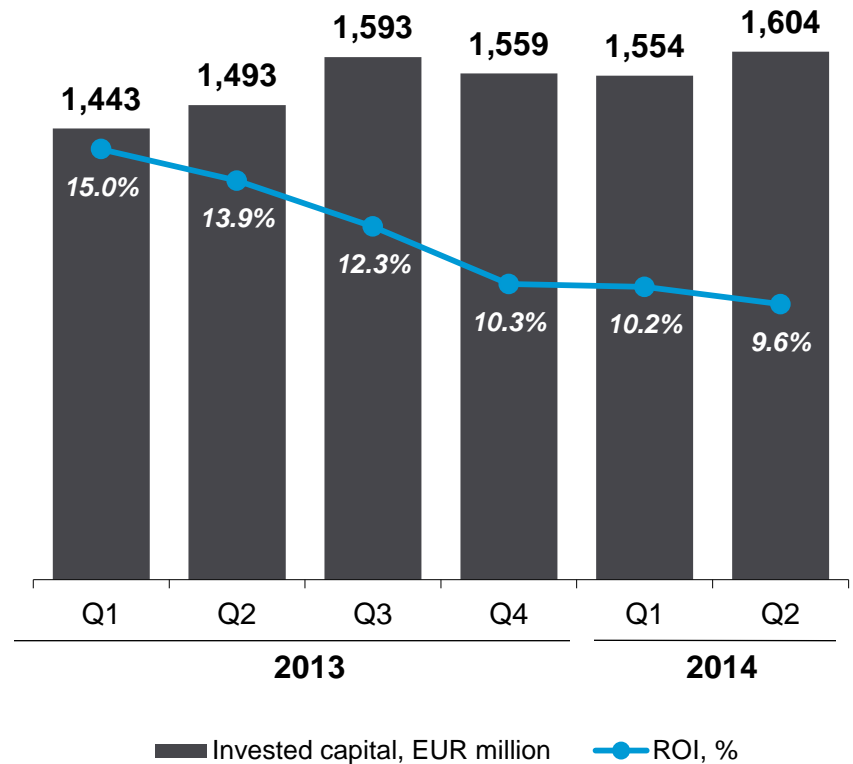
2013: EUR -88 million

1-6/2014: EUR -29 million



Invested capital and ROI

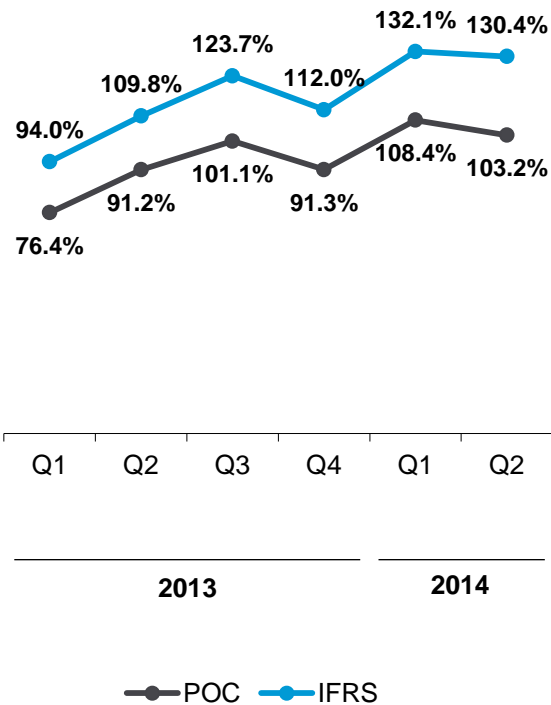
Strategic target: Return on investment 20%



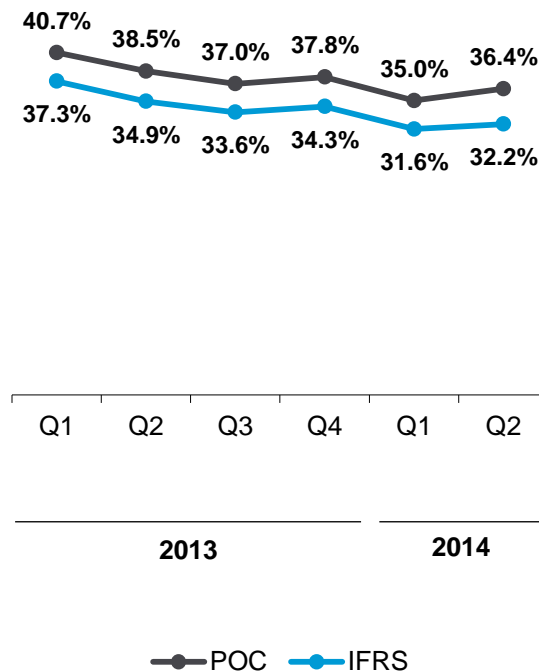
According to segment reporting (POC)

Net debt/EBITDA (IFRS) rose due to very low residential completions in Russia in Q2/2014

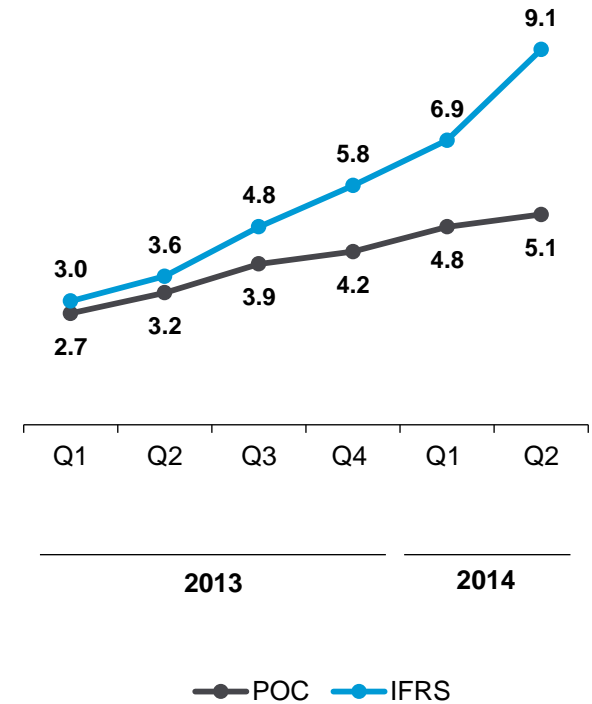
Gearing (%)



Equity ratio (%)



Net debt/EBITDA (Multiple, x)



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

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

Modest progress in capital release

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

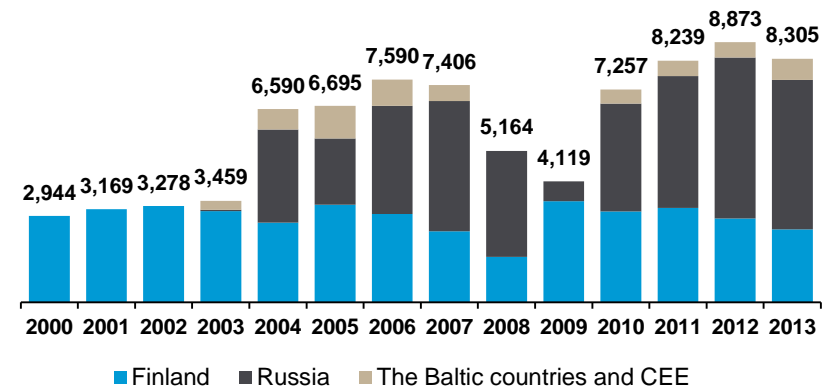
Target for capital release	Actions in Q2/2014	Cumulative progress since 9/2013
Reducing the inventory of unsold completed apartments in Finland >EUR 50 million	<ul style="list-style-type: none"> • Active sales to investors covering a wide variety of apartments 	<ul style="list-style-type: none"> • No net progress in reducing the number of apartments so far due to high completions
Selling own-developed business premises projects (currently under construction) EUR 80 million	<ul style="list-style-type: none"> • Sale of Bisnespaja Avia 	<ul style="list-style-type: none"> • Sales value of approx. EUR 40 million* (not fully visible in revenue and cash flow yet)
Slow-moving assets >EUR 150 million	<ul style="list-style-type: none"> • Several smaller deals in Russia, the Baltic countries and CEE 	<ul style="list-style-type: none"> • EUR 24 million sold or agreed (not fully visible in revenue and cash flow yet)
New off-balance sheet partnership models in plot acquisitions >EUR 100 million	<ul style="list-style-type: none"> • Sale of plots to two residential property funds administered by the Hypo Group worth approx. EUR 25 million • Further approx. EUR 25 million deal agreed to be executed in autumn 2014 	<ul style="list-style-type: none"> • The value of plots financed by external partner EUR 34 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

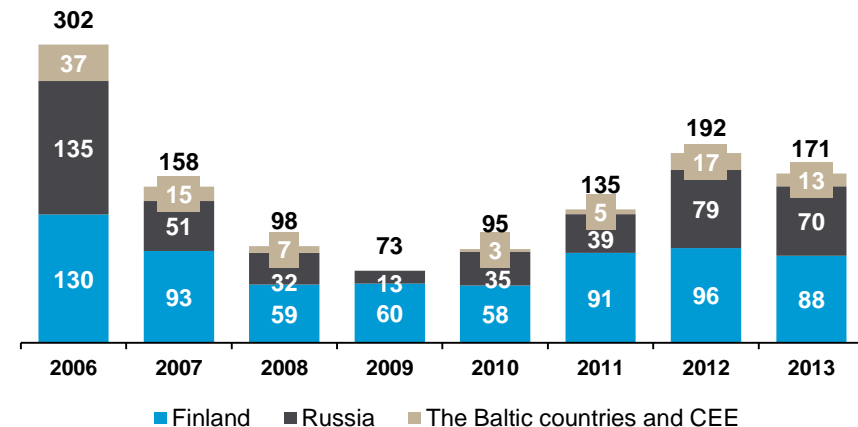
Financial flexibility is good

- Good ability to manage cash flow
 - Start-ups adjusted according to demand
 - Opportunity to adjust plot investments; existing plot reserve provides a good base for growth and profitability for the coming years
- Flexibility in production costs
 - Both own personnel and subcontractors at construction sites
 - Use of rental equipment to manage the volatility in production volumes
 - Temporary layoffs possible in Finland
- Focus on payment terms in plot acquisitions
 - In Russia, payment schedule for plots tied increasingly to permitting process and start-ups
 - In Finland, a common practice to have preagreements that are subject to zoning

Housing start-ups 2000-2013 (pcs)



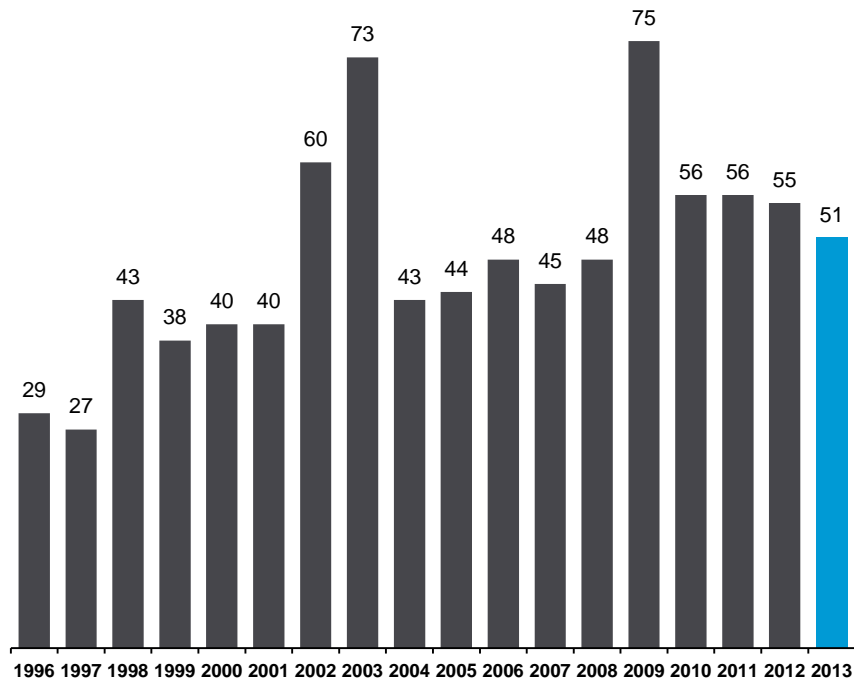
Cash flow of plot investments 2006-2013 (EUR million)



A solid dividend payout

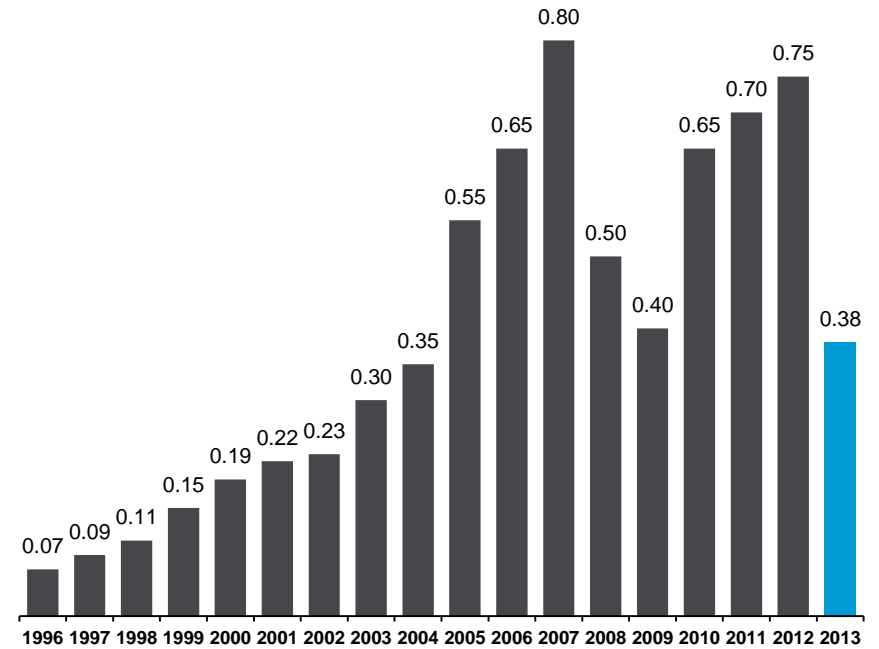
Payout ratio (%)

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**

4

Housing



Uus Kalamaja area
Tallinn, Estonia

Housing

Market leader in residential development

Business areas

- **Finland, the Baltic countries and CEE**
 - Eg. Blocks of flats, terraced houses, leisure homes
 - Focus on self-developed projects, selectively contracting
- **Russia**
 - Eg. Blocks of flats, terraced houses
 - Only self-developed projects

Competitive edges

- Over 100 years' experience in Finland and over 50 years' experience in Russia
- Strong, reliable brand and solid market position
 - Largest housing constructor in Finland
 - Largest foreign developer in Russia
- 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 hybrids



Housing in figures (2013)

Revenue	EUR 1,152 million
Operating profit*	EUR 136 million
ROI	11.2 %
Plot reserves	EUR 588 million
Employees	~3,800
Residential start-ups	8,305
Apartments under construction (12/2013)	15,404

*Excluding non-recurring items

Key market drivers



Finland

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

The Baltic Countries and CEE

- 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

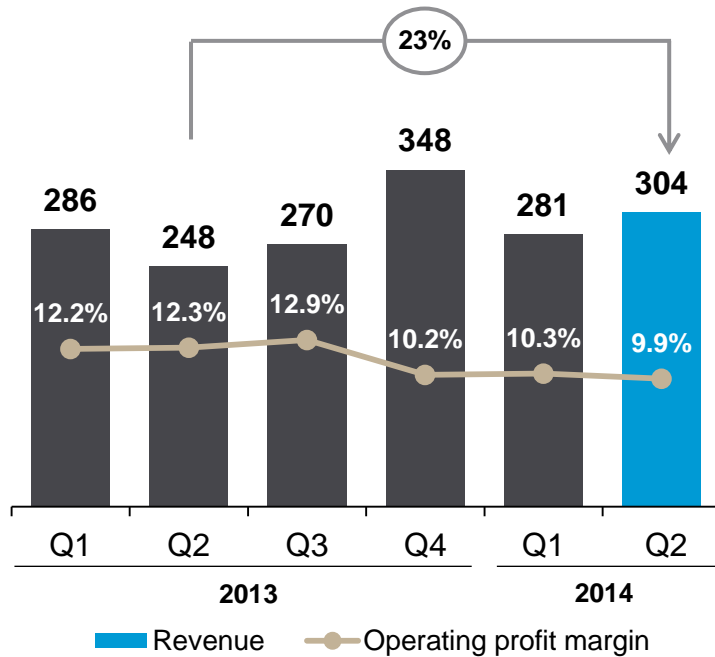
Russia

- 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

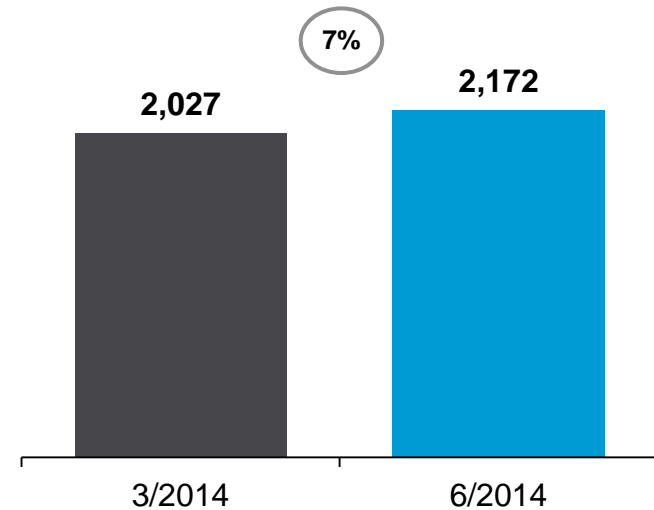
Housing: Revenue increased clearly

- Revenue grew by 30% y-o-y at comparable exchange rates in Q2/2014 and 17% y-o-y in H1/2014, growth in all geographical regions
- Profitability in Q2/2014 was impacted by capital release and the change in geographical mix

Revenue and profitability (EUR million, %)



Order backlog (EUR million)

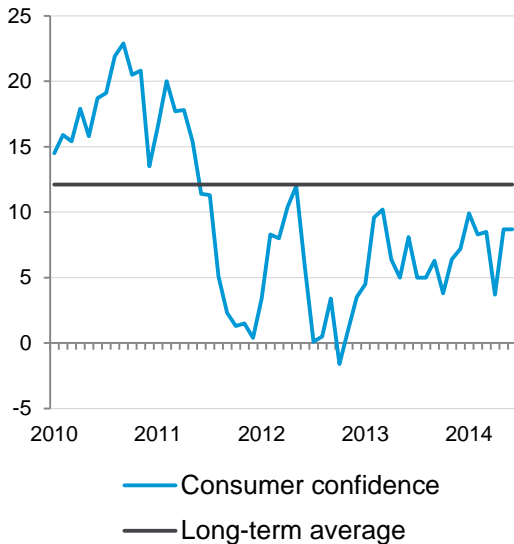


All figures according to segment reporting (POC)

Housing: Operating environment in Finland in Q2/2014

- Consumers continued to be cautious, but investors remained active

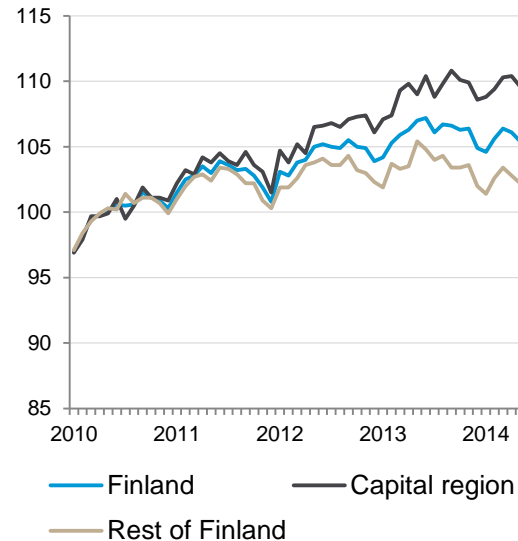
Consumer confidence
1/2010-6/2014



Sources: Statistics Finland and Bank of Finland

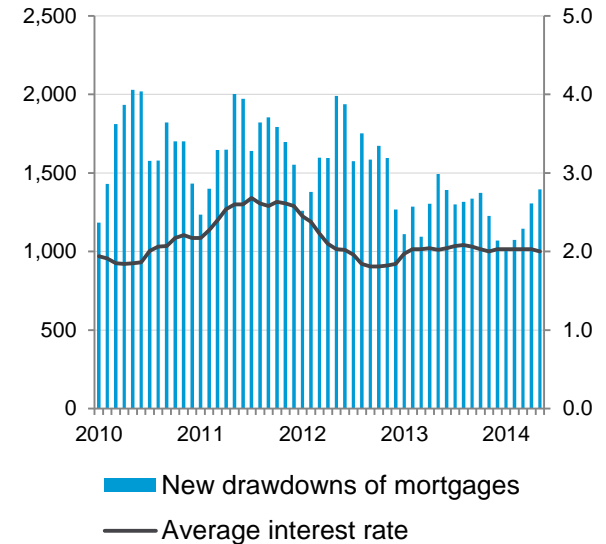
- Polarisation of residential prices between the capital region and other parts of Finland continued
- Good demand for small, affordable apartments

Prices of old apartments, Index (2010=100)



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

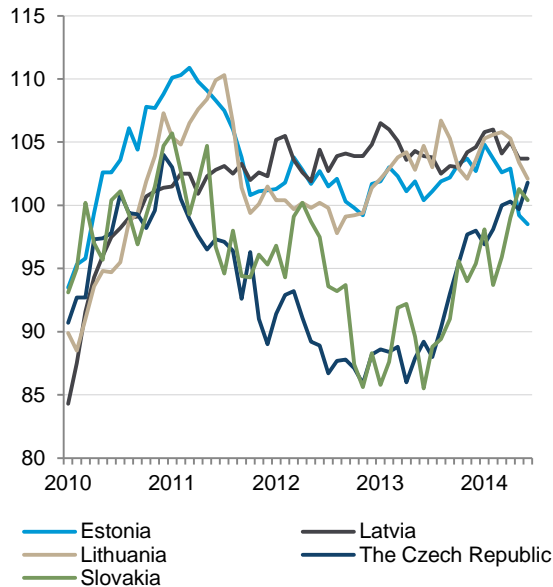
New drawdowns of mortgages and average interest rate, (EUR million, %)



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

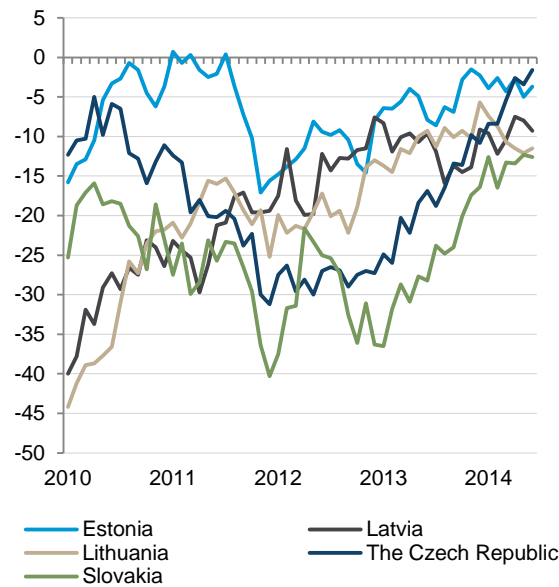
- Positive development in the macro economy has supported the residential market
- Ukrainian crisis impacted economic sentiment in the Baltic countries

Economic sentiment



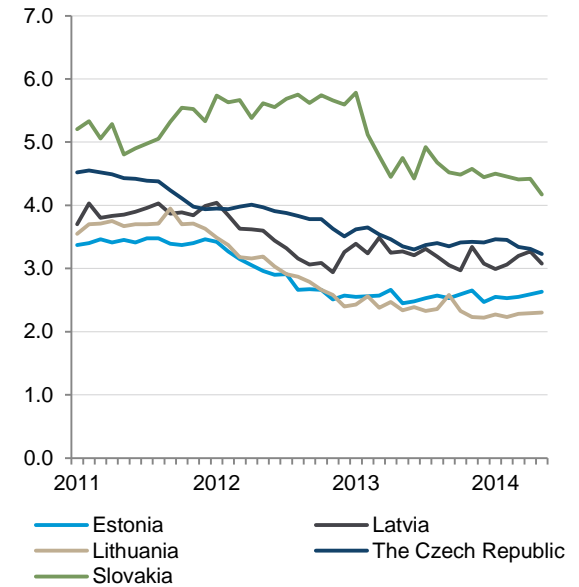
- Consumer confidence has strengthened and residential prices have increased slightly

Consumer confidence



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

Average interest rate of mortgages (%)

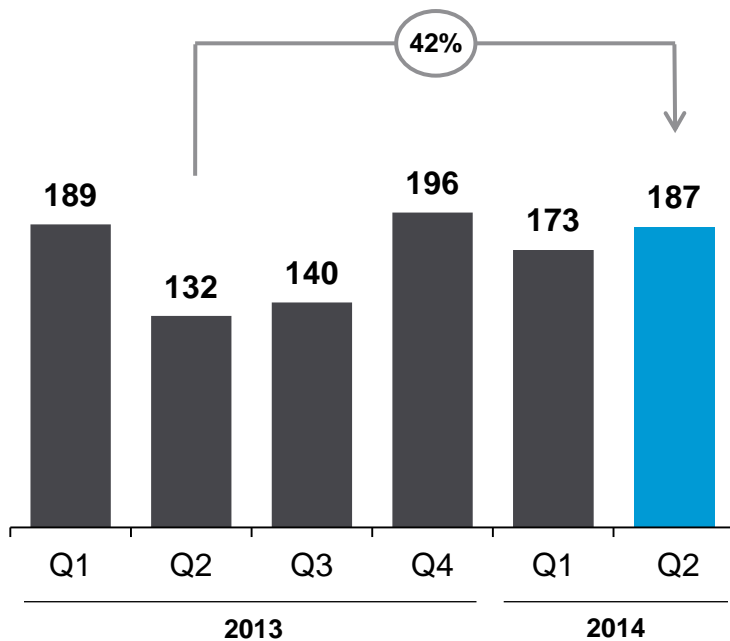


Sources: European Commission and National Central Banks

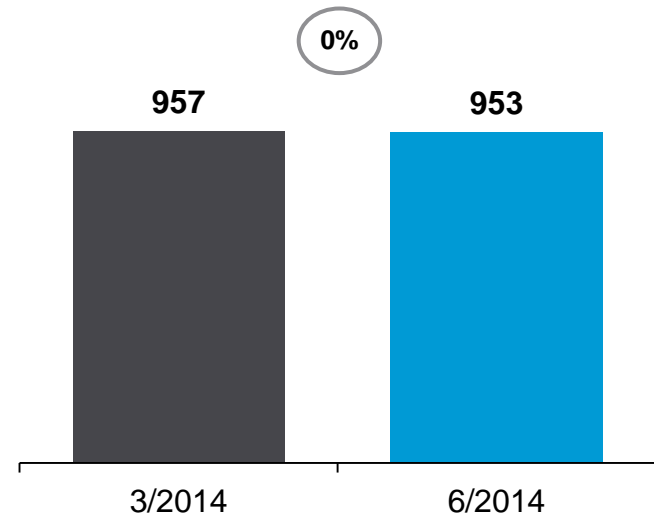
Housing Finland, the Baltic countries and CEE: Revenue increased clearly

- Higher completion rate of sold apartments and the approx. EUR 25 million plot sales boosted revenue in Finland in Q2/2014
- Good progress continued in the Baltic countries and CEE

Revenue (EUR million)



Order backlog (EUR million)

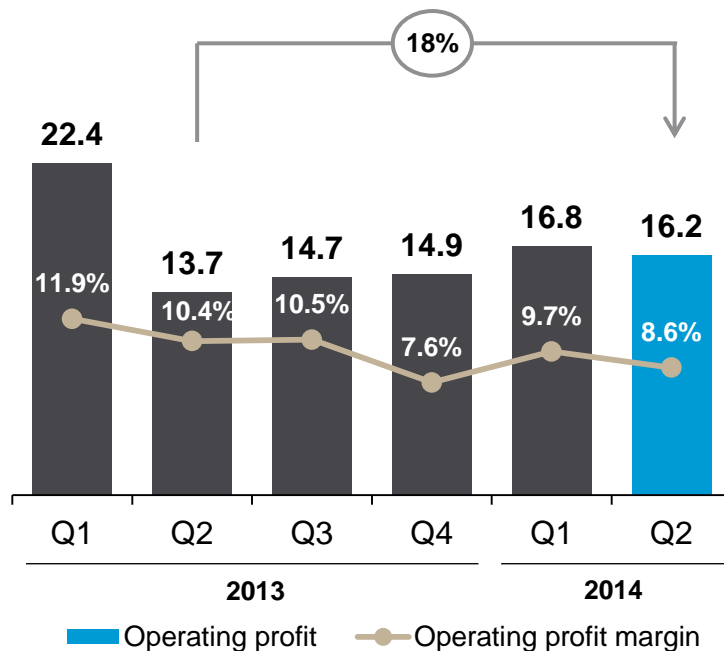


All figures according to segment reporting (POC)

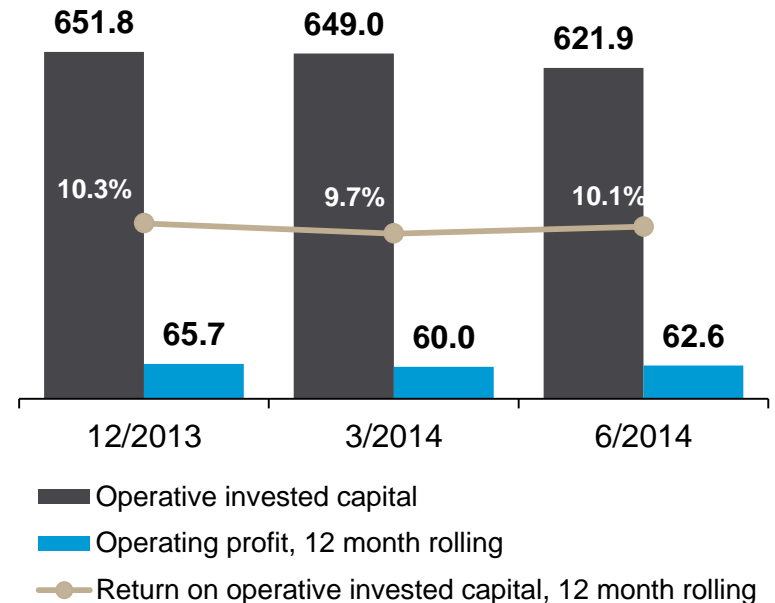
Housing Finland, the Baltic countries and CEE: Operating profit boosted by strong revenue

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

Operating profit and profitability (EUR million, %)

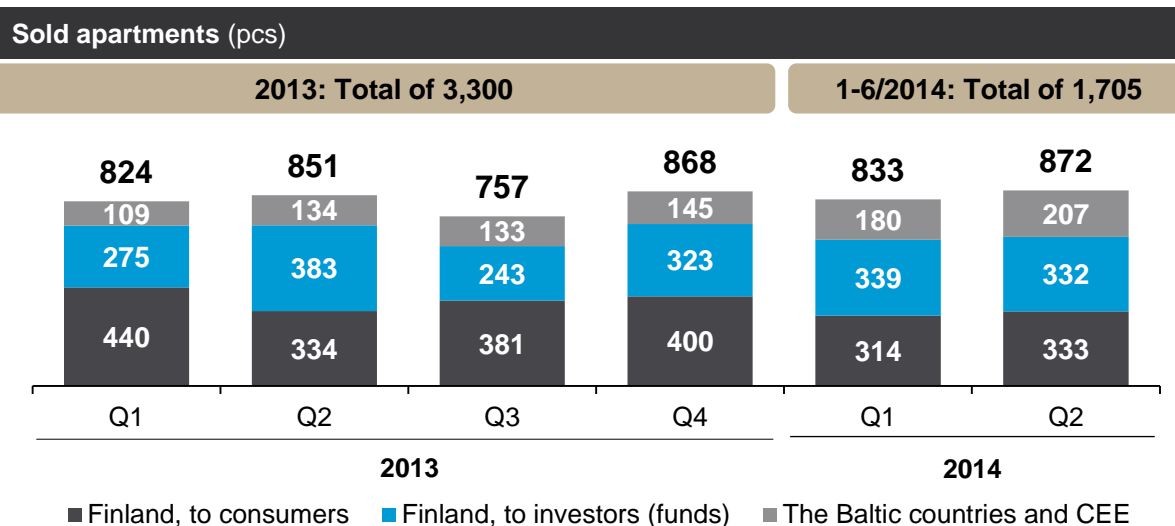


Return on operative invested capital (EUR million, %)



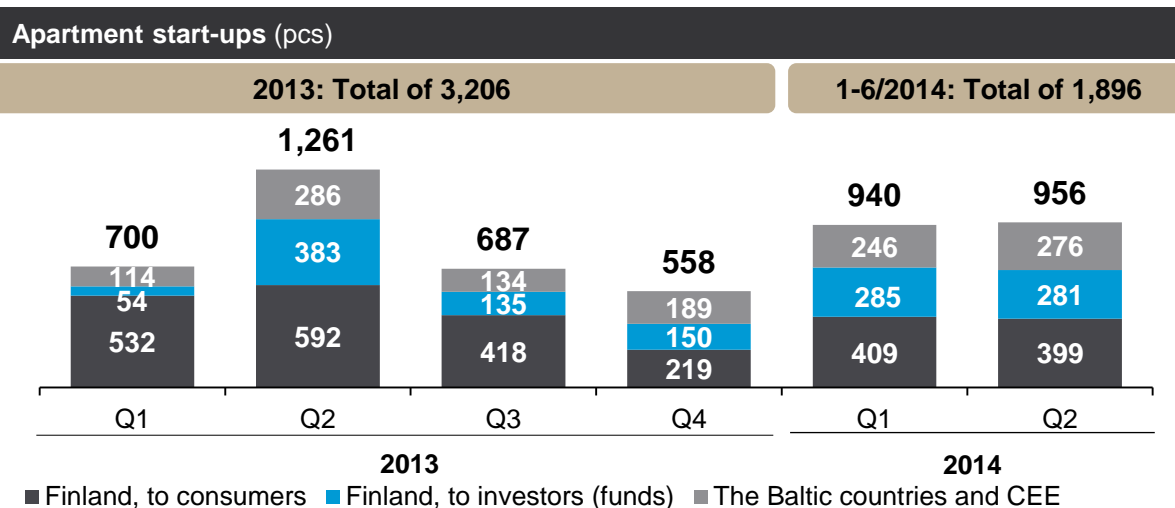
All figures according to segment reporting (POC)

Housing: Sales volume satisfactory in Finland, growing housing sales in the Baltic countries and CEE



Finland

- Activity in investor sales has complemented lower consumer sales
- Consumer demand has been soft in recent quarters
 - High monthly volatility
 - Some improvement seen at the end of Q2/2014
- Start-ups are on a neutral level
 - Focus on small and reasonably priced apartments



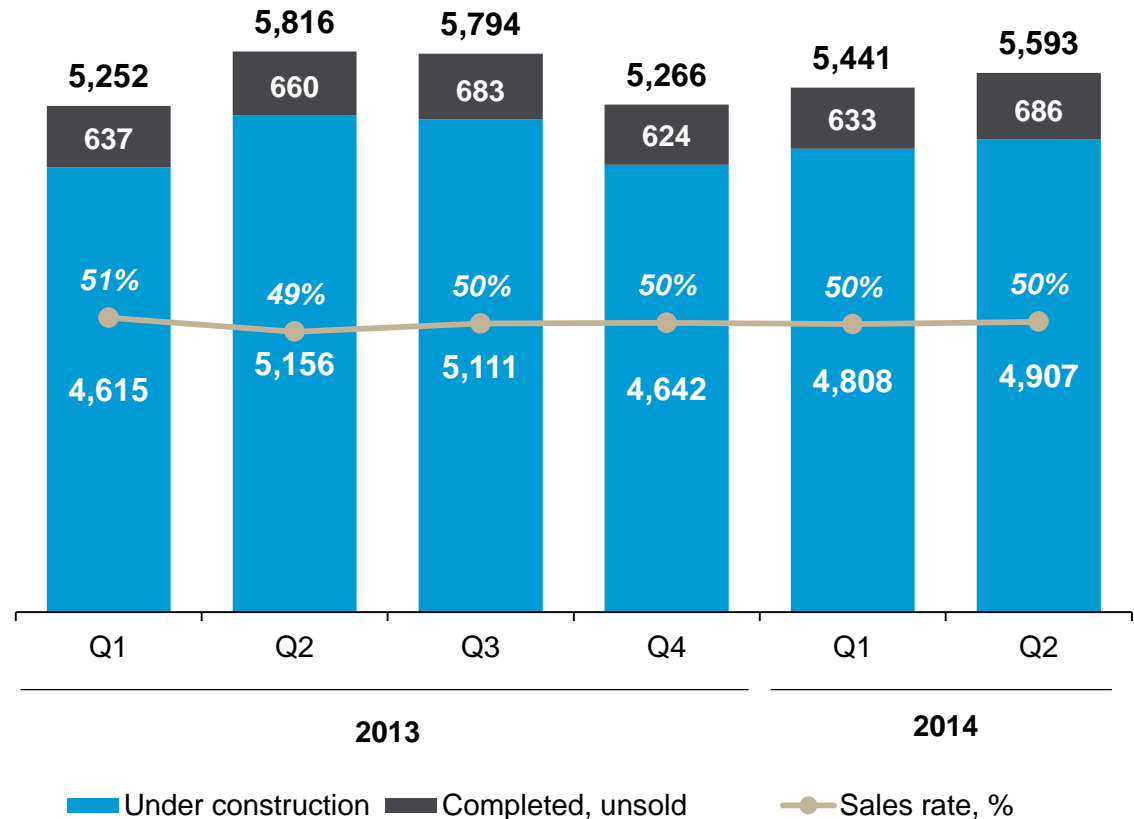
The Baltic countries and CEE

- Housing sales grew strongly in H1/2014
- Start-ups have been increased according to positive expectations on demand

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

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

Apartment inventory (units)



Housing: Operating environment in Russia in Q2/2014

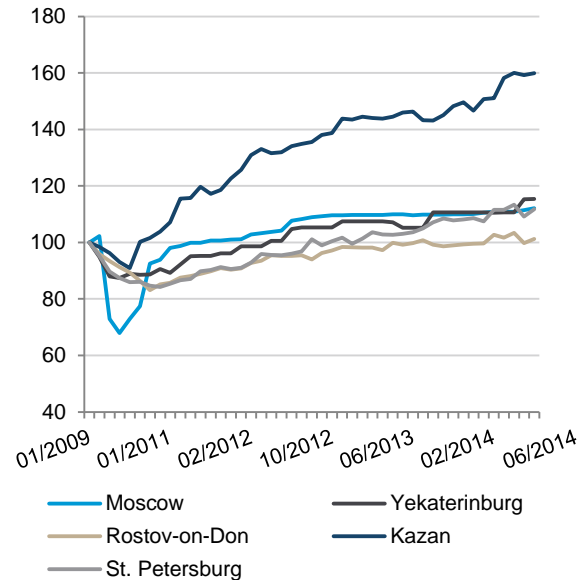
- The ruble strengthened
- Housing demand decreased from the high level in Q1/2014

EUR/RUB exchange rate



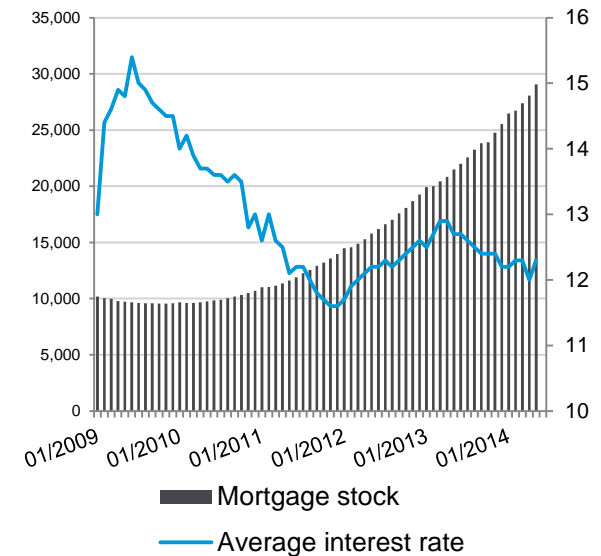
- Residential prices remained stable on average

Prices of new apartments, Index (2009=100)



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

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

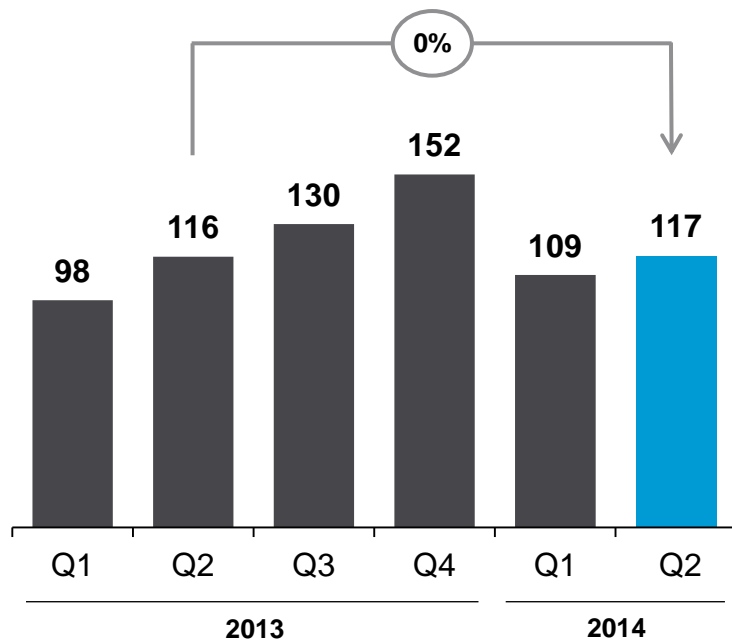


Sources: Reuters, YIT and Bank of Russia

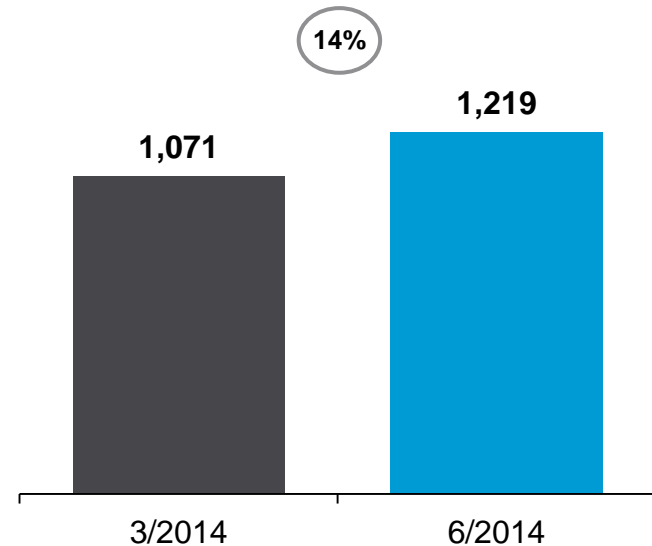
Housing Russia: Revenue grew by 16% y-o-y at comparable exchange rates in Q2/2014

- Strong growth in sales volume in Q1/2014, normalization in Q2/2014
- Revenue grew 24% y-o-y at comparable exchange rates in H1/2014
- The order backlog grew from 3/2014 due to the strengthening of the ruble (EUR 60 million) and new start-ups

Revenue (EUR million)



Order backlog (EUR million)

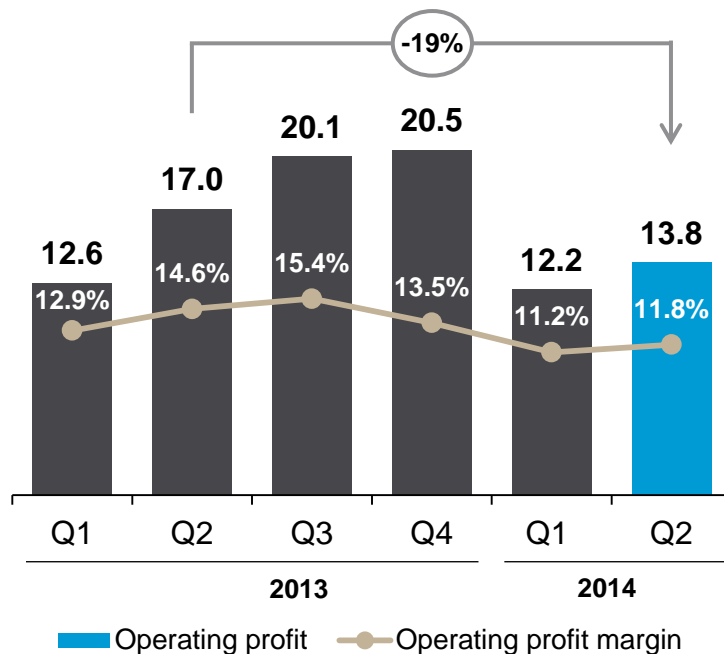


All figures according to segment reporting (POC)

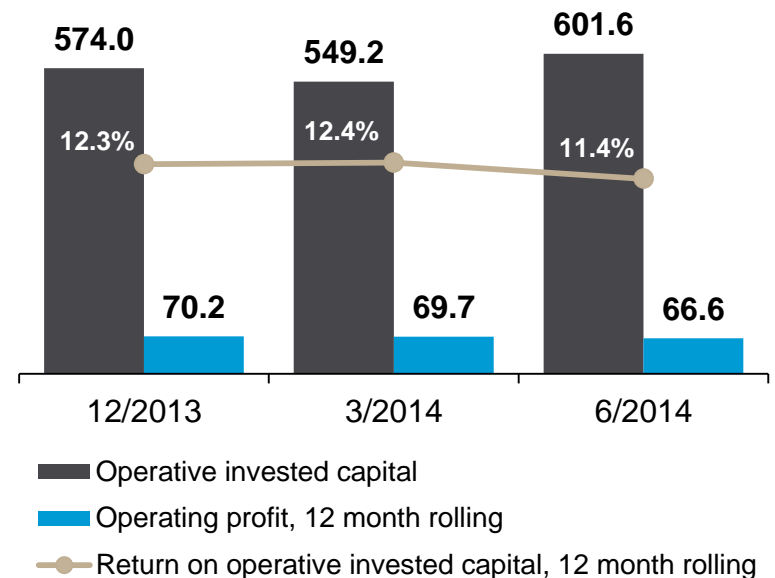
Housing Russia: Operating profit decreased

- Profitability was impacted by modest price development and lower completion rate of sold apartments in Q1/2014
- Profitability was negatively impacted by higher share of lower-margin projects compared to Q2/2013
- Operative invested capital increased due to infra investments in area development projects and the strengthening of the ruble

Operating profit and profitability (EUR million, %)



Return on operative invested capital (EUR million, %)



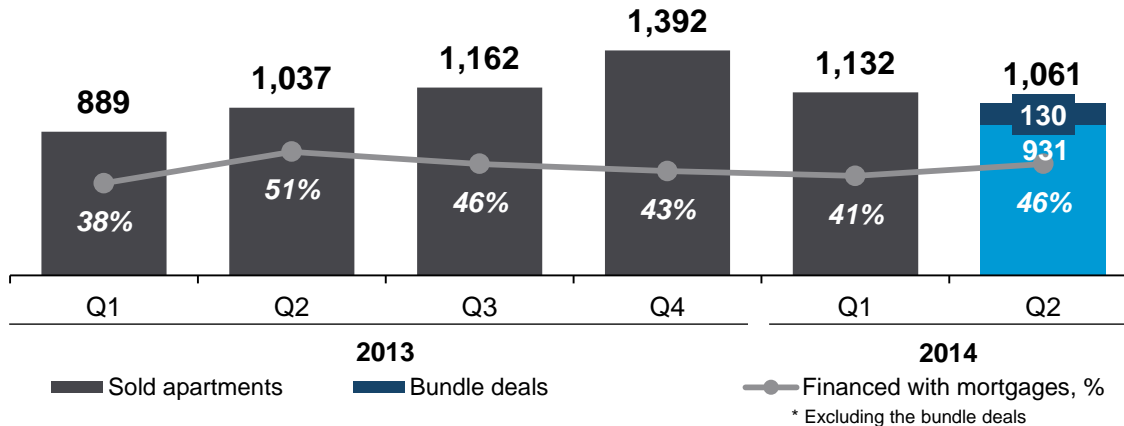
All figures according to segment reporting (POC)

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

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

2013: Total of 4,480 (44%)

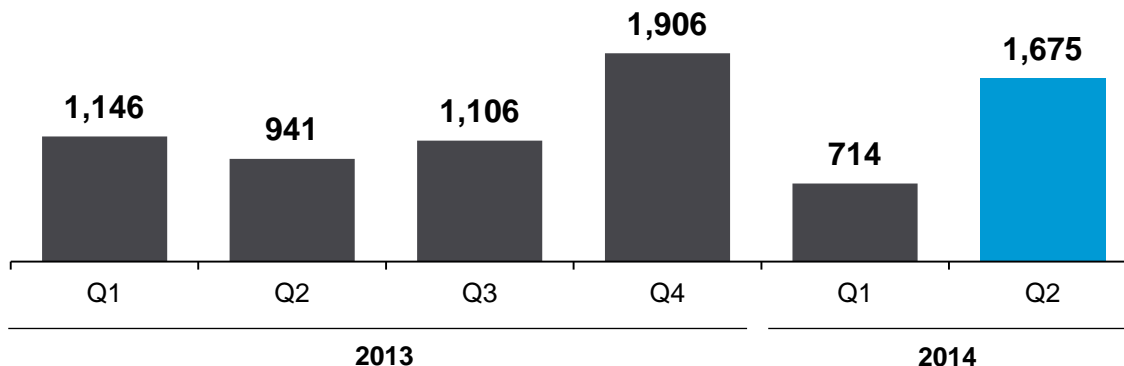
1-6/2014: Total of 2,193 (44%*)



Apartment start-ups (units)

2013: Total of 5,099

1-6/2014: Total of 2,389

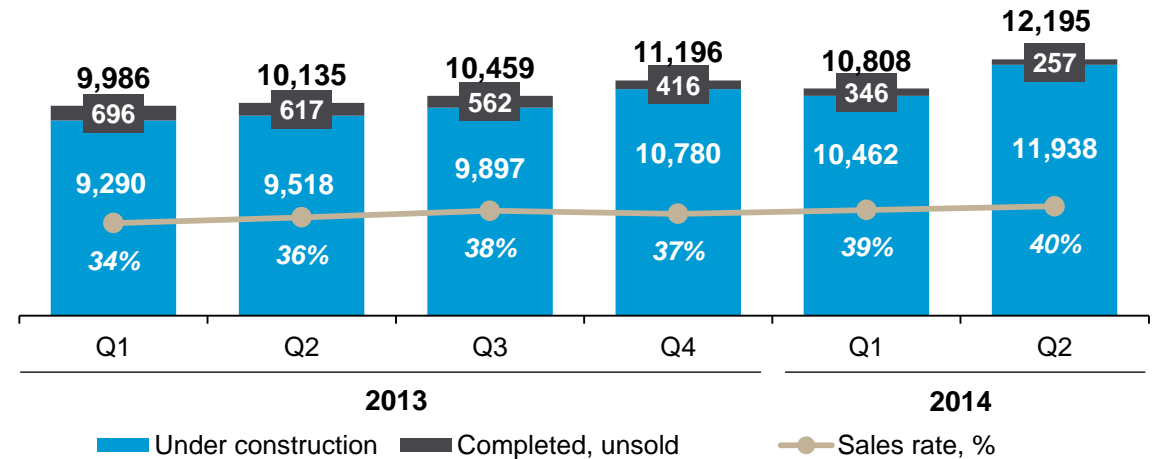


- Strong sales in Q1/2014, decrease in Q2/2014
- Two bundle deals totalling 130 apartments with Norilsk Nickel in Q2/2014
- Share of cash buyers decreased from Q1/2014
- In July, sales have slowed down from previous year's level
- Start-ups moderated in Q1/2014

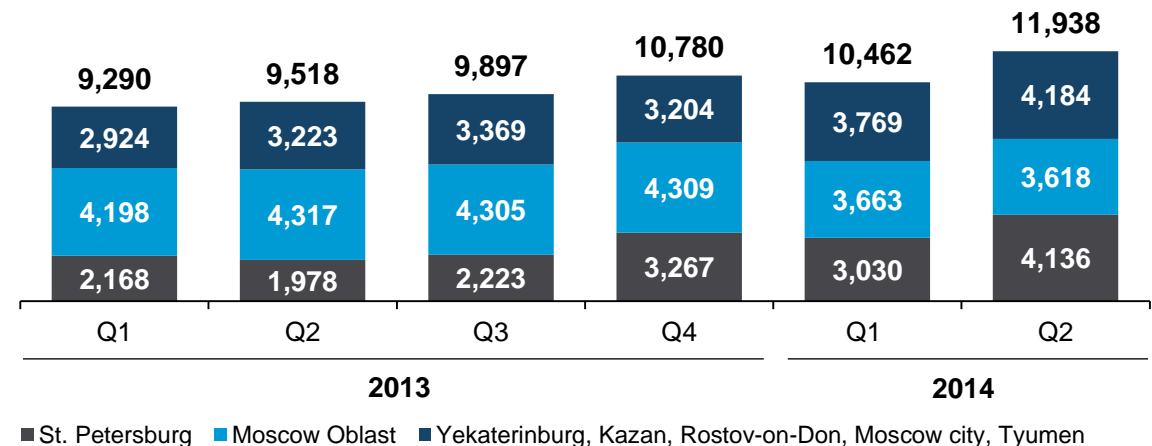
Housing Russia: Solid sales portfolio

- Sales rate of apartments under construction continued to increase
- Completions in Q2/2014 on a very low level (199 units), expected to increase clearly towards the end of the year
- Completed unsold apartments on an exceptionally low level
- Portfolio geographically well balanced

Apartment inventory (units)



Apartments under construction by city (units)



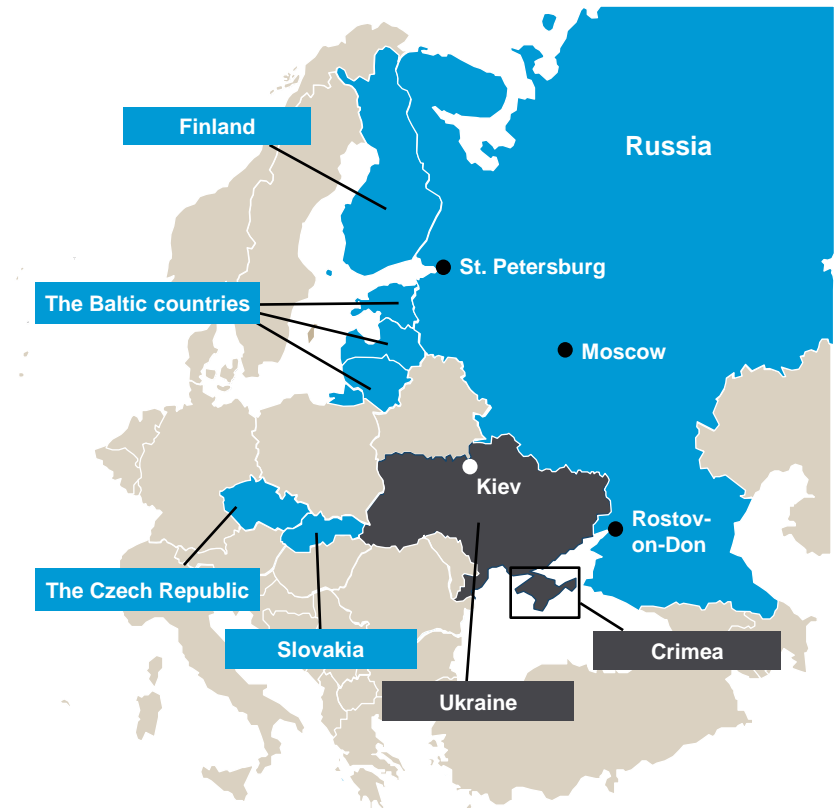
Impacts of the Ukrainian crisis for YIT

Effects of the crisis on Russia

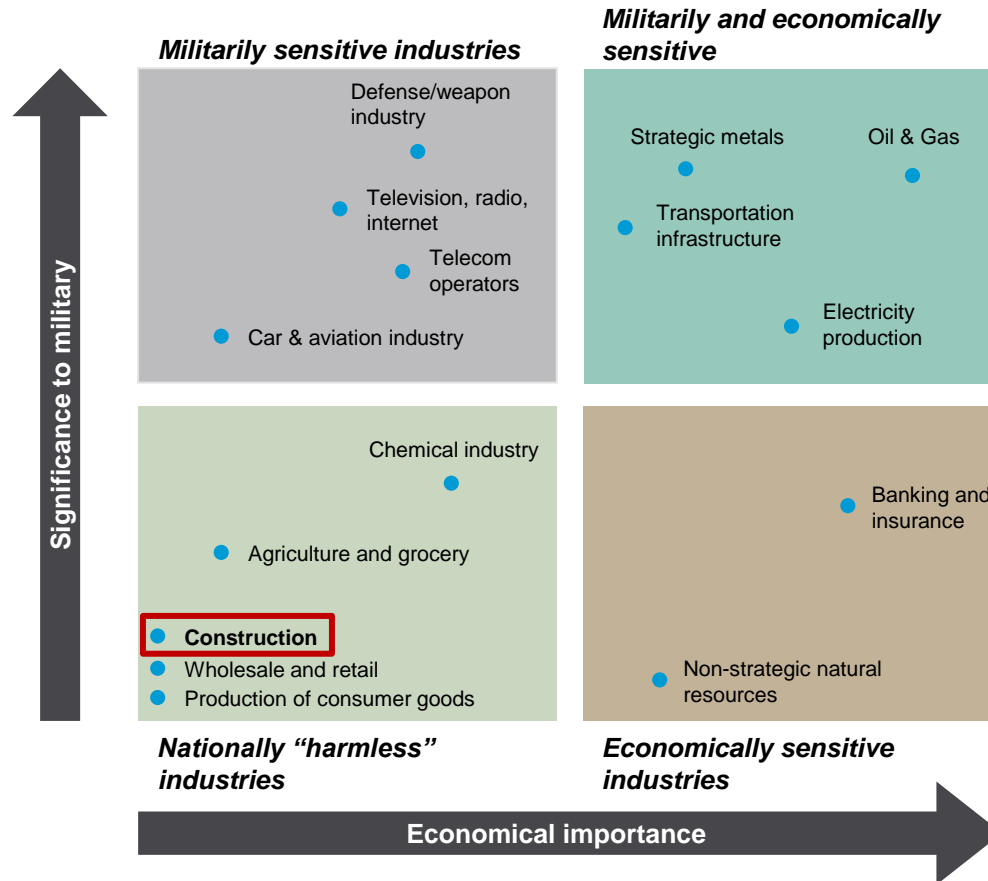
- Increased uncertainty
- The ruble exchange rate (RUB:EUR) has weakened clearly
- The Central Bank of Russia has increased its benchmark interest rate
- Growth forecasts have been cut
- Risk of further sanctions
- Customers' access to financing has remained good
- Mortgage interest rates have remained stable

Immediate effects on YIT

- The weakening 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
- Weakening of the ruble supported residential sales in March, sales have slowed down from previous year's level in July
- Impacts of further sanctions are unpredictable
- Prolongation and escalation of the Ukrainian crisis would probably have a negative effect on YIT's business operations

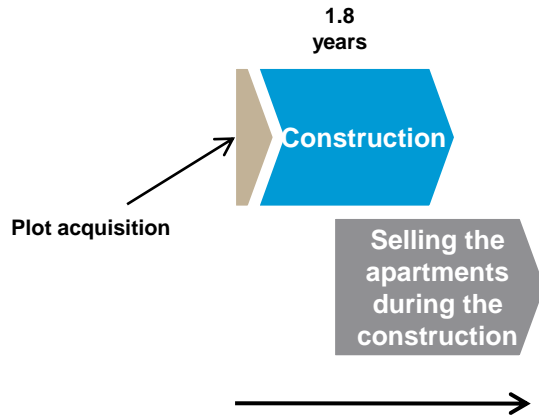


Construction business is not a politically sensitive sector in Russia



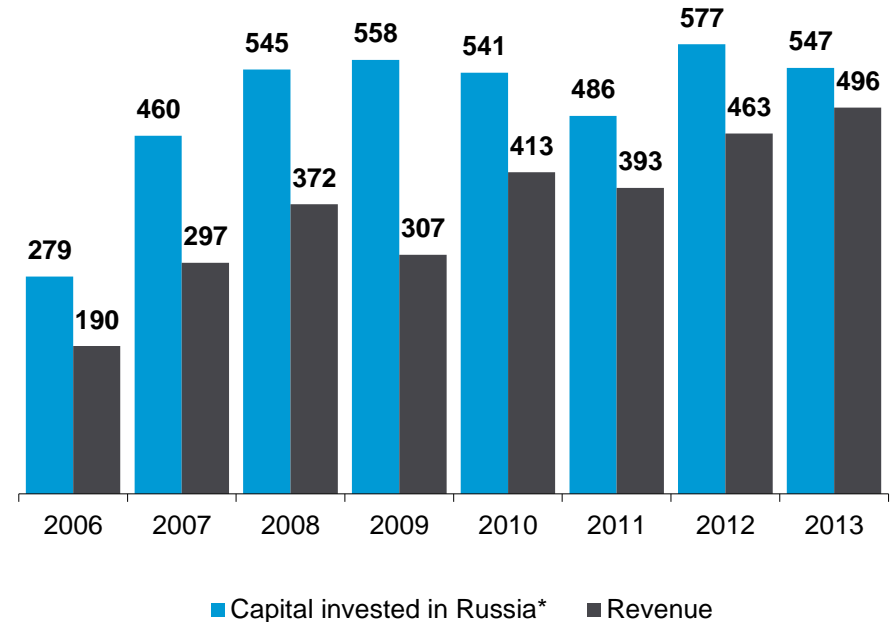
YIT's cash flow profile has clearly improved in Russia after the financial crisis

Cash conversion cycle



- Before 2008, plot acquisitions were typically made several years prior the initiation of construction
 - The apartments were sold closer to completion or after the completion
 - Total cash conversion cycle more than 5 years
- Today, YIT aims to pay for the plots when starting construction
 - Furthermore, today the average completion rate of the apartments sold is approx. 60%
 - Total cash conversion cycle less than 3 years

Capital invested and Housing Russia revenue, EUR million



*At the end of the period

Invested capital: 2006–2008: according to POC, 2009–2013: according to IFRIC 15 2006-2011: including building systems business, which was transferred to a new established company named Caverion Corporation 6/2013

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 fulfil YIT's commercial requirements

5

Business Premises and Infrastructure



Commercial centre Dixi
Vantaa, Finland

Business Premises and Infrastructure

Business areas

- Business Premises: Offices, shopping centres, public premises, renovation of existing premises
- Infrastructure: Roads and bridges, rock construction, water works, road maintenance

Competitive edges

- Superior project management skills in complex projects
- Innovative concept driven business model
- Skilled personnel and special equipment
- Capability and knowledge for different kinds of projects ranging from small special works to large scale public-private-partnerships and hybrids
- Increasing focus in own development – wind parks, parking facilities etc.



Segment in figures (2013)

Revenue	EUR 689 million
Operating profit*	EUR 31 million
ROI	20.6%
Plot reserves	EUR 94 million
Employees	~2,000

*Excluding non-recurring items

Business Premises and Infrastructure: Key market drivers



Business Premises

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

Infrastructure

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

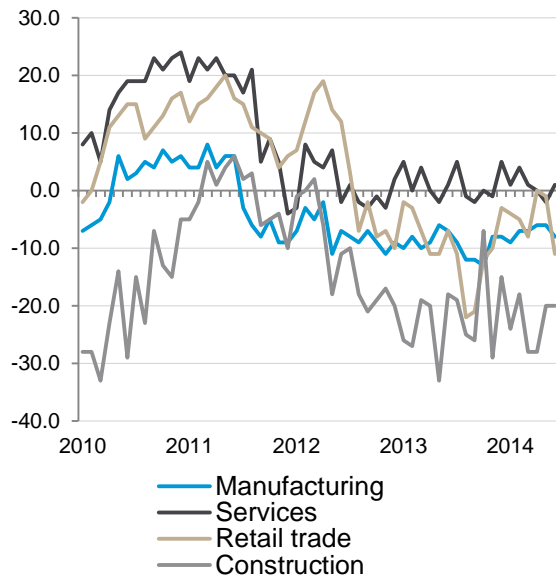
Business Premises and Infrastructure: Operating environment in Q2/2014

- Business premises market remained weak
- Infra market relatively stable, a pick-up in the M&A activity

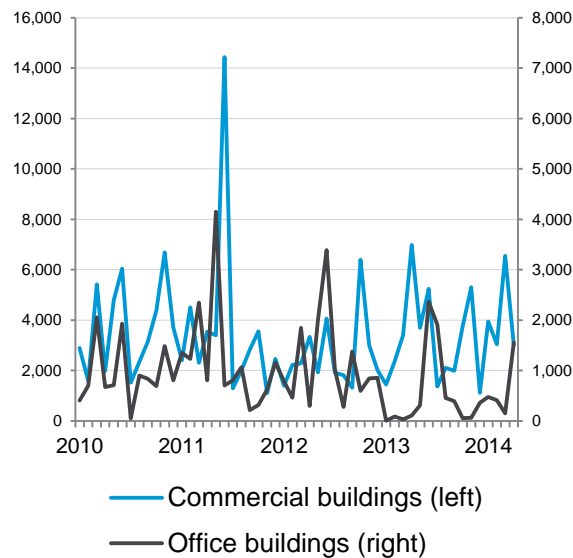
- End-users cautious in the business premises market
- Investor interest on a good level in prime locations, but weak elsewhere

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

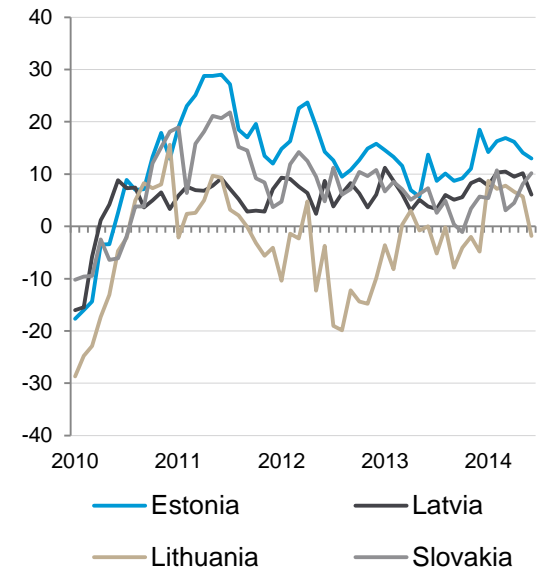
Confidence indicators in Finland



Granted building permits in Finland, thousand m3



Retail trade confidence in the Baltic countries and Slovakia

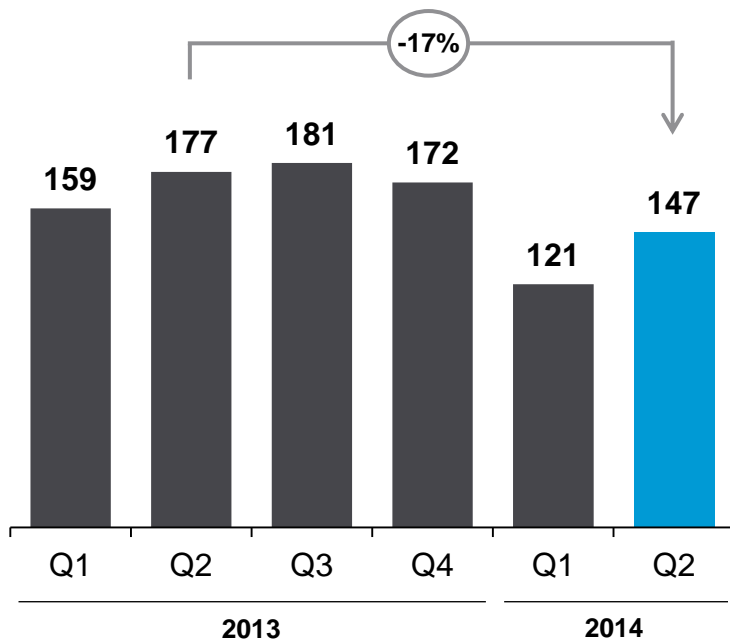


Sources: EK Confederation of Finnish Industries, Statistics Finland and European Commission

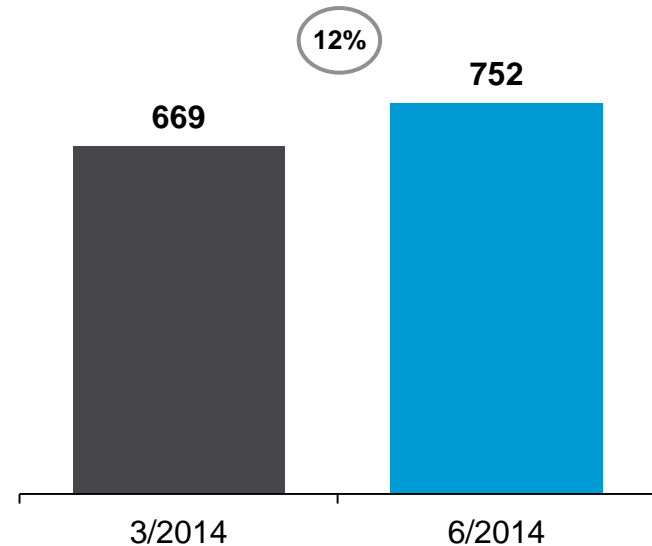
Business Premises and Infrastructure: Volume on a low level, order backlog increased in Q2/2014

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

Revenue (EUR million)



Order backlog (EUR million)

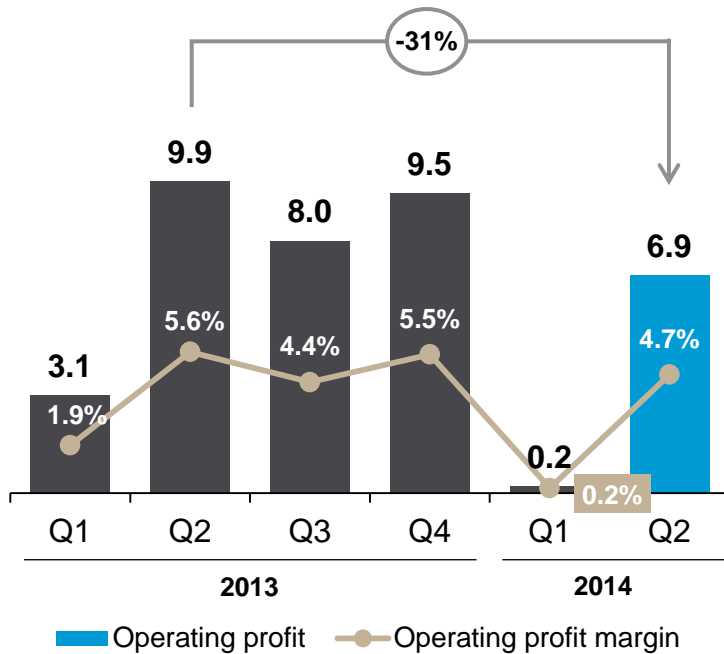


All figures according to segment reporting (POC)

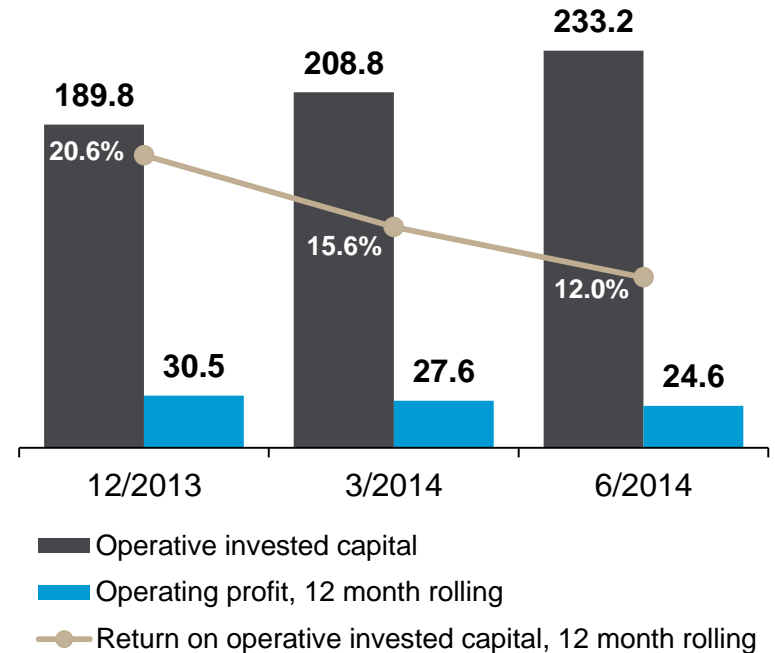
Business Premises and Infrastructure: Profitability recovered from Q1/2014

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

Operating profit and profitability (EUR million, %)



Return on operative invested capital (EUR million, %)



All figures according to segment reporting (POC)

Business Premises: Focus on sales of ongoing projects

- Strong efforts in the sales of self-developed projects, more results expected in autumn
 - Sale of Bisnespaja Avia in April
- Hybrid projects proceeded as planned
- Projects in the Baltic countries and CEE are progressing well

The largest ongoing self-developed business premises projects						
Project, location	Value, EUR million	Project type	Completion rate	Estimated completion	Sold/unsold	Leasable area sq. m.
Dixi, Tikkurila railway station, Vantaa	~20	Office	85%	12/14	Sold	6,000
Dixi, Tikkurila railway station, Vantaa	-	Retail	85%	12/14	Unsold	5,200
Lauttasaari shopping centre, Helsinki	-	Retail	0%	2/17	Unsold	5,700
BW Tower, Lahti	-	Office	3%	11/15	Unsold	7,500



Infrastructure:

Projects progressing well, new orders ensured

- The upgrade of Ring Road III in Helsinki capital region started in Q1/2014, total value of EUR 42 million
- Good progress in wind power projects
- Several service contracts for road maintenance won, total value approx. EUR 68 million
- Alliance agreement to build a bus and freight terminal in Lahti signed, total value for YIT is approx. EUR 15 million
- Works continued in E18 projects after winter break

The largest ongoing business premises and infrastructure contracts

Project	Value, EUR million	Project type	Completion rate	Estimated completion
E18 Pulteri	~190	Infra	92%	1/15
E18, Hamina bypass	~60	Infra	85%	12/14
Ring Railway, Aviapolis	~40	Infra	98%	7/14
Ring Road III junction	~40	Infra	19%	12/16
Ring Railway, Ruskeasanta	~30	Infra	98%	7/14



E18
Ahvenkoski, Finland

6

Looking ahead
and conclusions



Pushkin
St. Petersburg, Russia

Key priorities in 2014

1 Customer focus

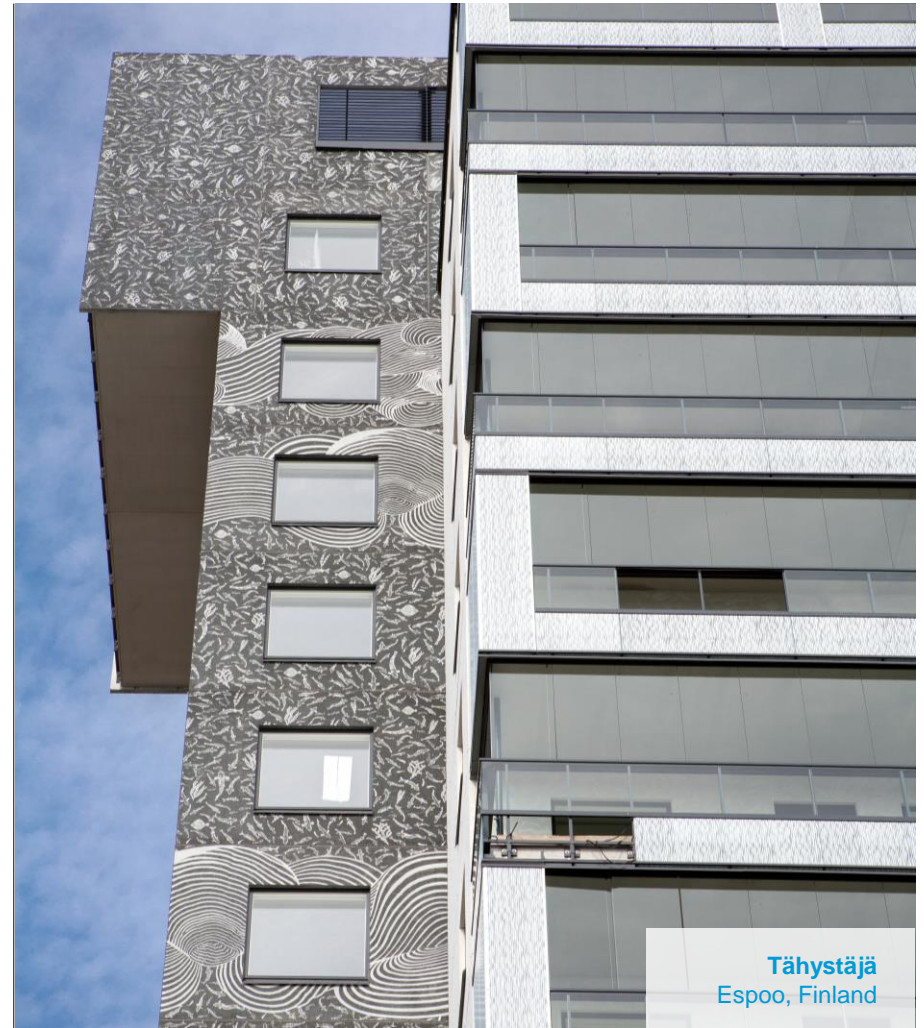
- Faultless handover
- Improving the customer experience
- Online services
- Concept development

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



Market outlook 2014, Housing

Finland

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

The Baltic countries, the Czech Republic and Slovakia

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

Russia

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

Housing starts*



Housing prices



Mortgage interest rates



Consumer confidence



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

Housing construction volumes**,
The Baltic countries



Housing starts**,
The Czech Republic and Slovakia



Housing prices



**Sources: Forecon and Euroconstruct, June 2014

Housing construction volumes***



Housing prices



Mortgage interest rates



Consumer confidence



***Source: Forecon, June 2014

Market outlook 2014, Business Premises and Infrastructure

Business premises in Finland

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

Business premises in the Baltic countries and Slovakia

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

Infrastructure in Finland

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

Market*



Commercial construction*



Office construction*



Vacancy rate



*Source: Euroconstruct, June 2014

New non-residential construction**, the Baltic countries



New non-residential construction**, Slovakia



**Sources: Forecon and Euroconstruct, June 2014

Infrastructure construction***



Competition



***Source: Euroconstruct, June 2014

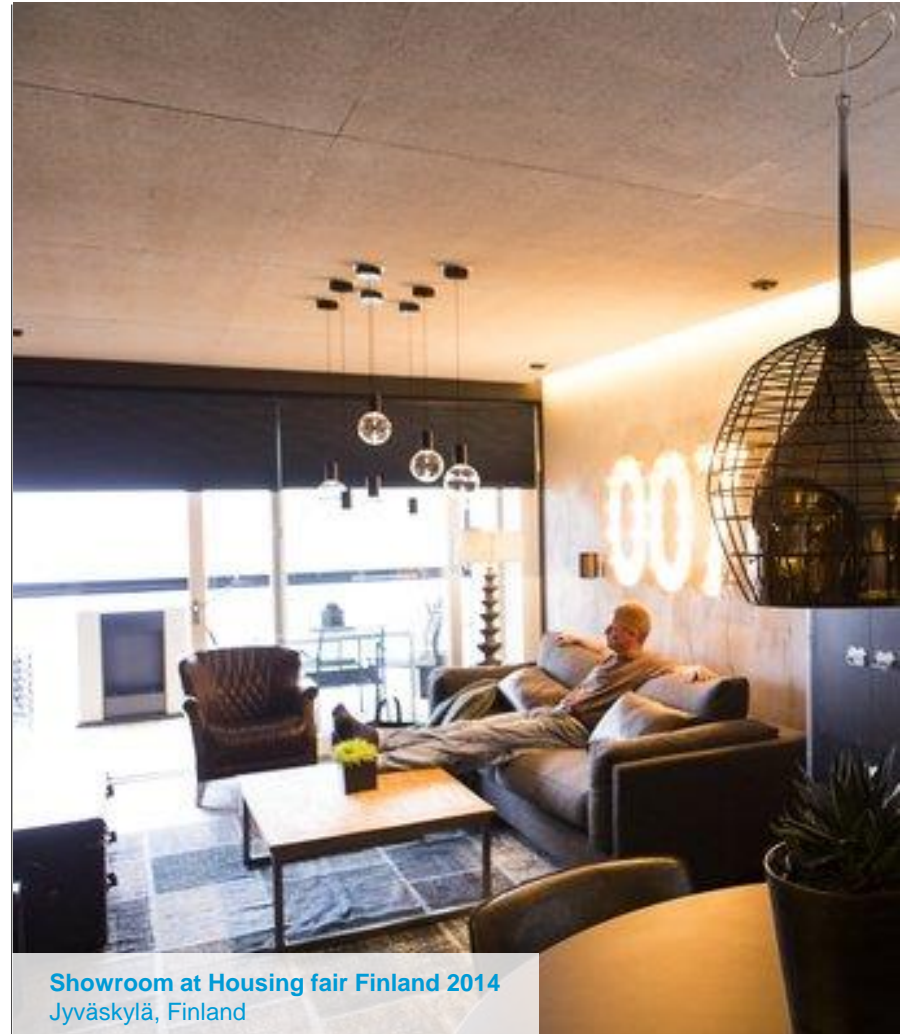
Guidance for 2014 specified

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

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

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

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



Showroom at Housing fair Finland 2014
Jyväskylä, Finland

Key investment propositions

– Unique growth opportunities, superior profitability

Strengths

Strong market knowledge, over 50 years' experience in Russia and over 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

Focused and well-managed growth

Russia:

- 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:

- Low living space and quality of existing buildings, fastest economic growth in Europe

Finland:

- 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

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

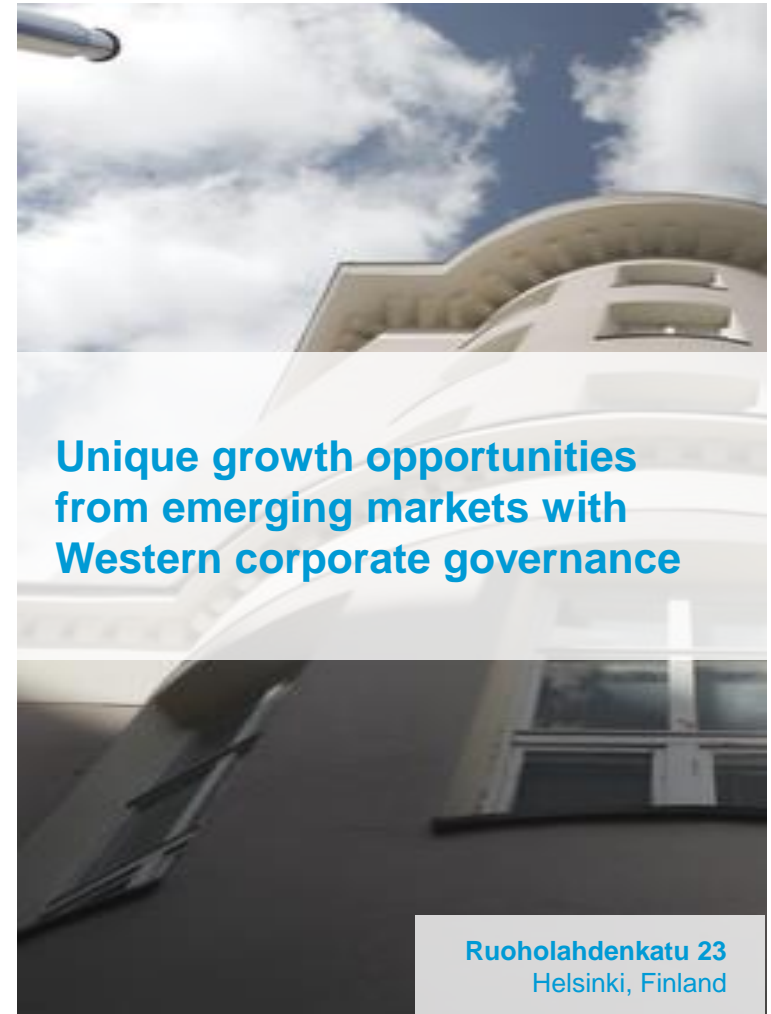
Growth from self-developed projects, especially residential development and emerging markets

Solid track record in profitability through economic cycles. Room for further improvement

Strong market position as well as long experience from Finland and Russia thanks to excellent risk management and execution

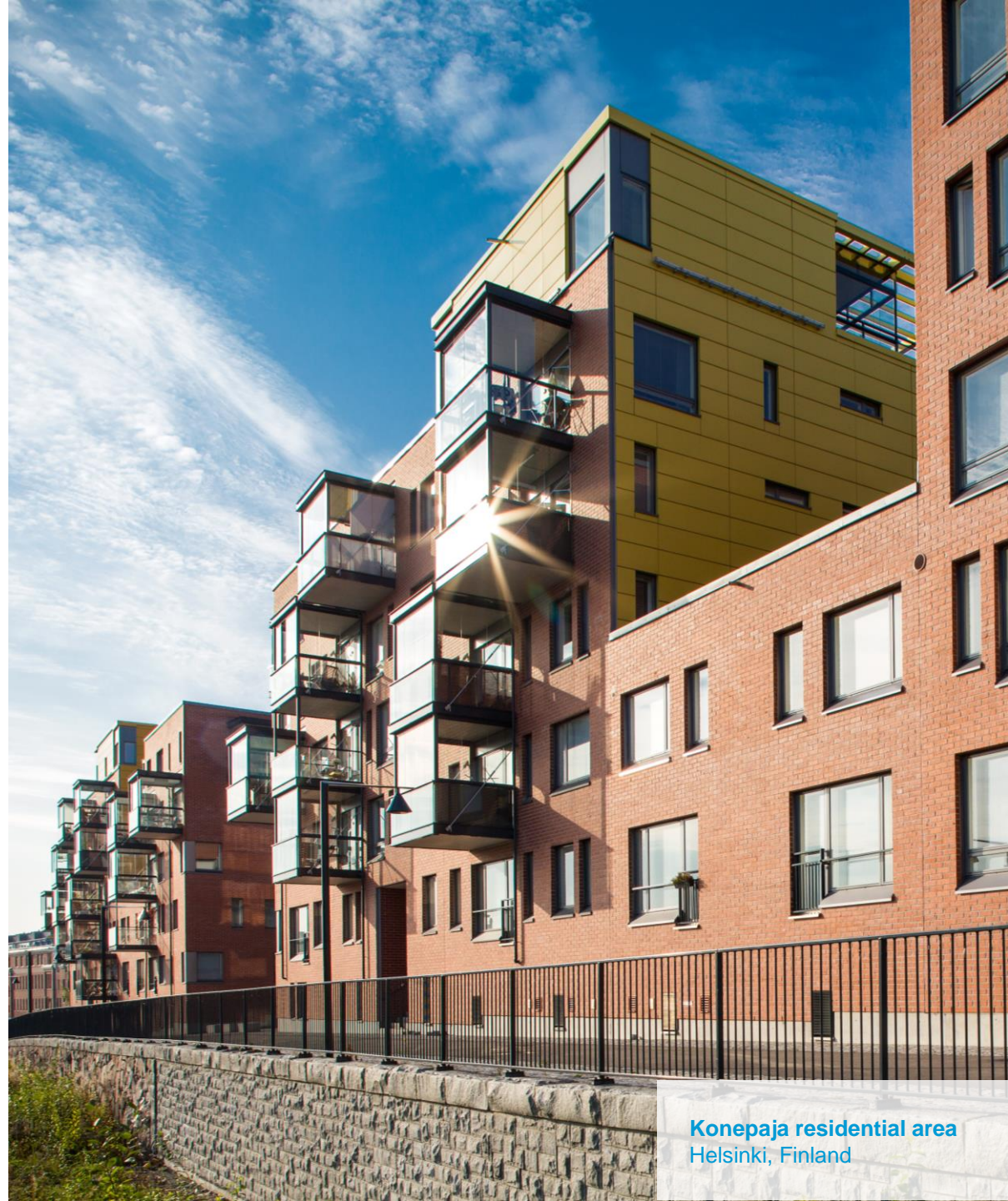
Current focus on cash flow and capital efficiency

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



7

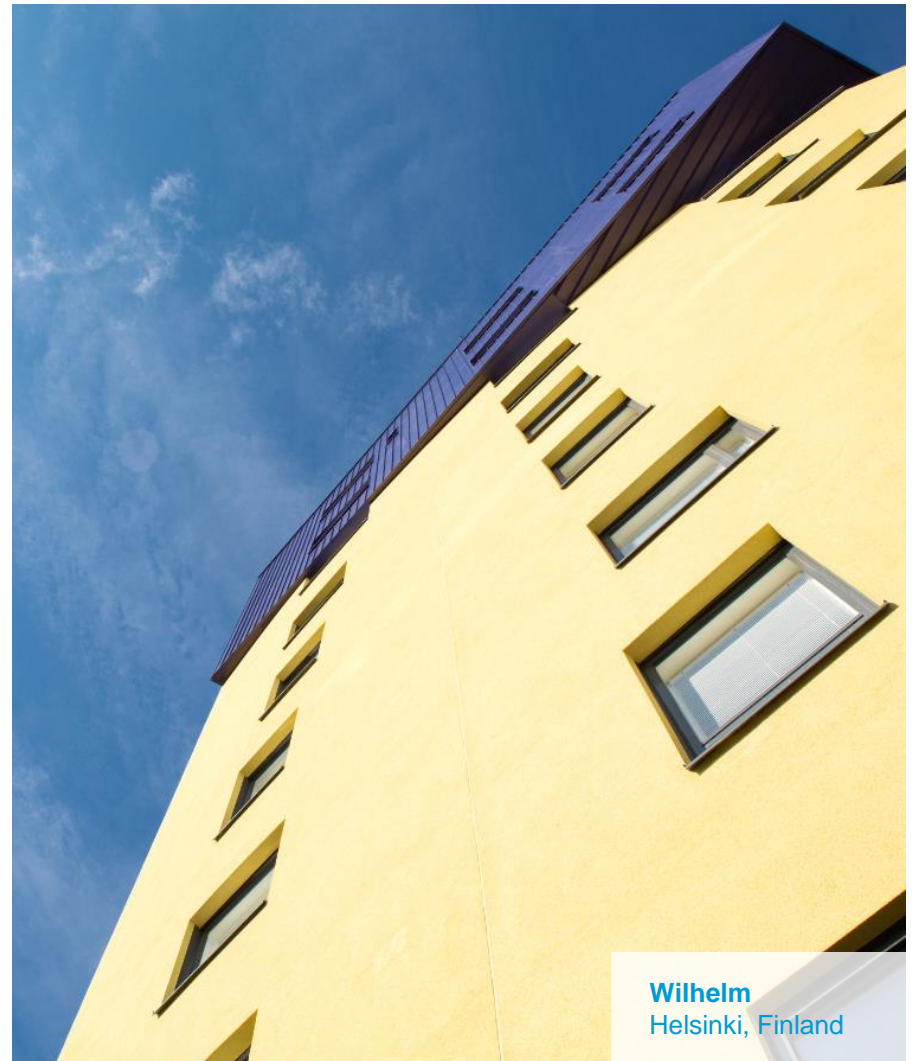
Appendices



Konepaja residential area
Helsinki, Finland

Appendices

- I. Additional financial information
- II. General economic indicators
- III. Housing indicators
- IV. Business premises and infrastructure construction indicators
- V. Ownership

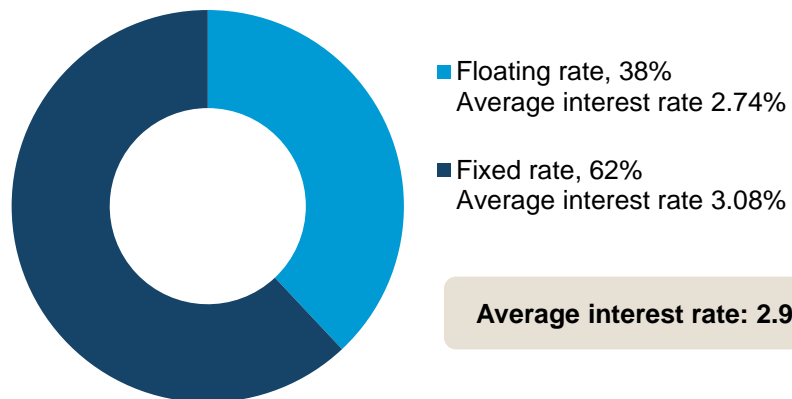
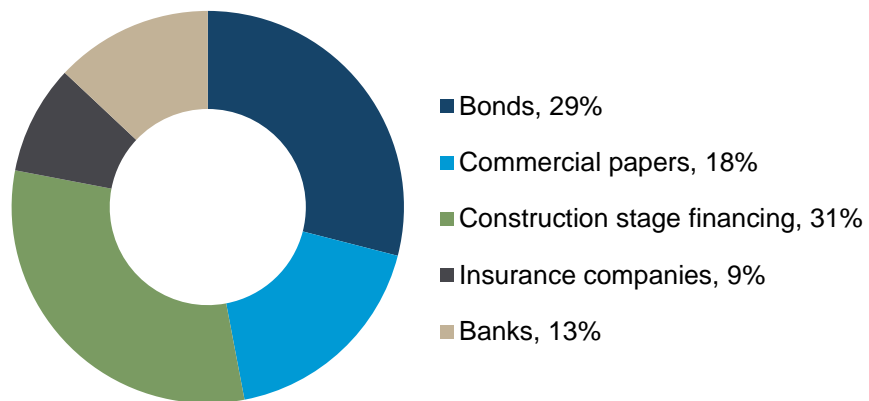




Additional
Financial
information

Balanced debt portfolio

Debt portfolio 6/2014, EUR 936 million

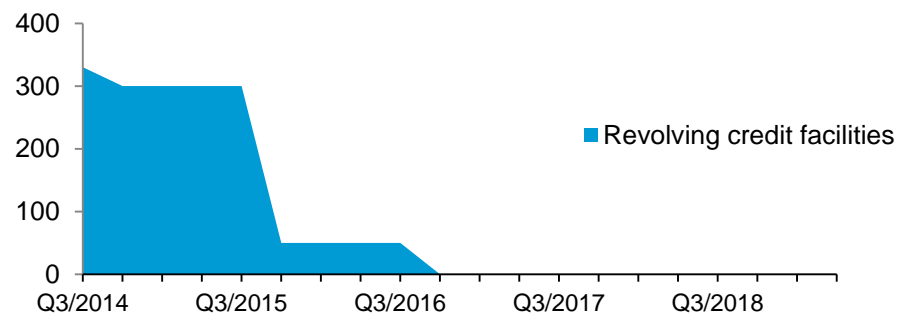
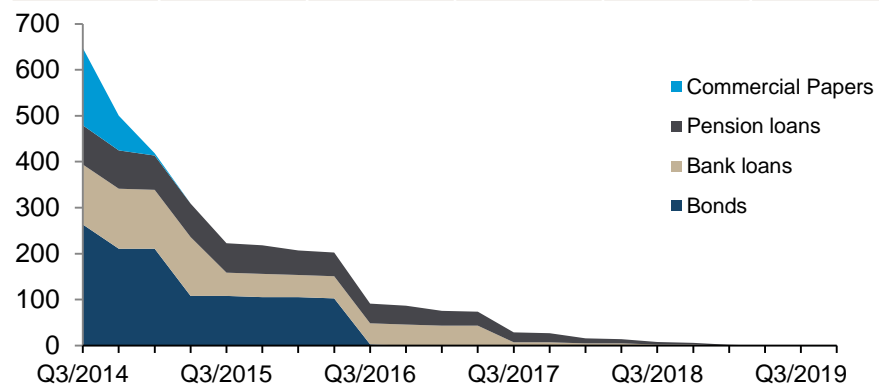


Average interest rate: 2.95%

Maturity structure

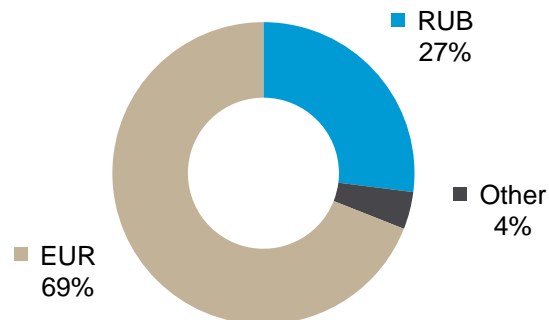
Maturity profile (excluding construction stage financing) (EUR million), 6/2014

Year	2014	2015	2016	2017	2018	2019
Value (EUR million)	65.6	211.4	131.4	60.5	14.0	1.8



Weakening of the ruble weighed on the Q2/2014 results

Revenue split 2013



Impact of changes in foreign exchange rates (EUR million)

	Q1/2014	Q2/2014
Revenue, POC	-21.8*	-19.2*
EBIT, POC	-2.9*	-2.5*
Order backlog, POC	-81.6**	60.0**
Equity, IFRS (translation difference)	-29.9**	20.8**

* Compared to the corresponding period in 2013

** Compared to the end of previous quarter

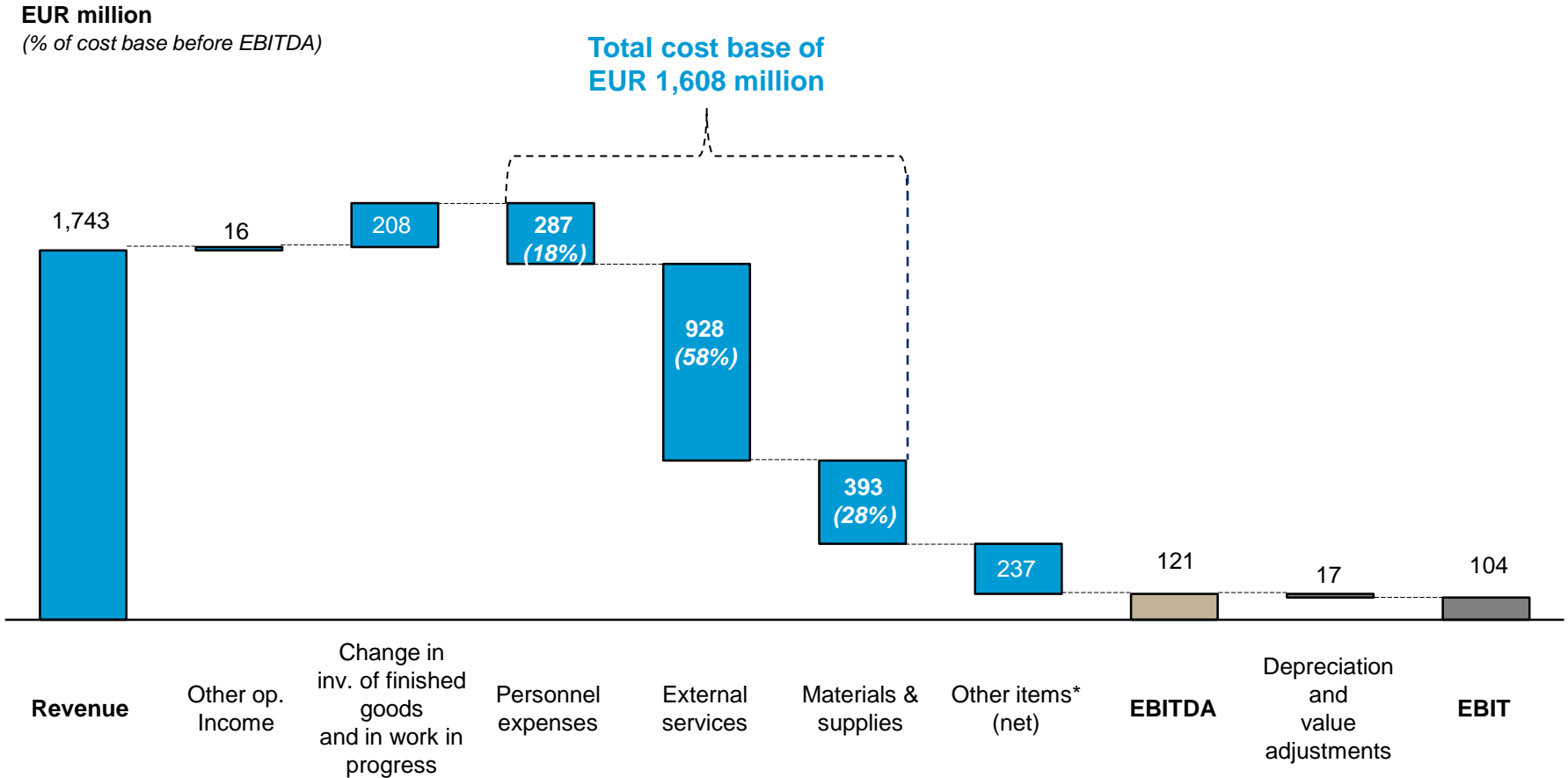
- The Russian ruble was 18% weaker compared to the comparison period in H1/2014

Principles of managing currency risks

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

YIT's cost base in 2013

External services account for a major share of YIT's costs



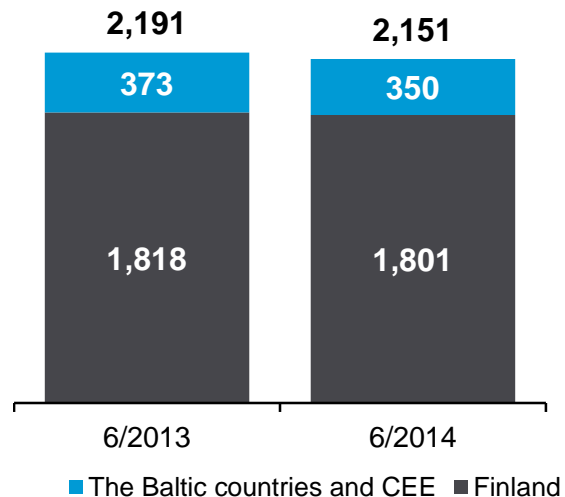
*) Includes: Other operating expenses, share of results in associated companies and production for own use
NOTE: Figures based on Group reporting (IFRS)

Capital invested in plot reserves

Housing Finland, the Baltic countries and CEE

6/2013:	6/2014:
Finland:	Finland:
EUR 197.7 million	EUR 175.2 million
The Baltic countries and CEE:	The Baltic countries and CEE:
EUR 69.8 million	EUR 74.8 million

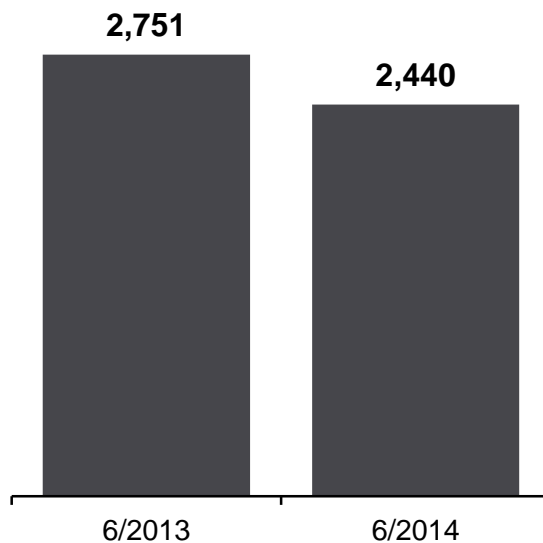
Building rights,
thousand sq. m.



Housing Russia*

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

Building rights,
thousand sq. m.

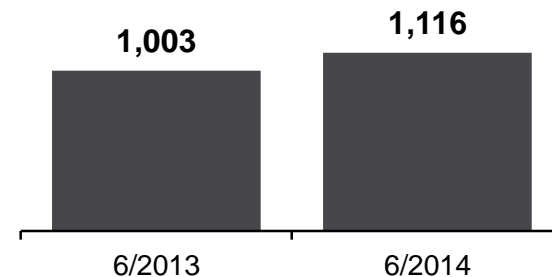


*Includes Gorelovo industrial park

Business Premises and Infrastructure

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

Building rights,
thousand sq. m.



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

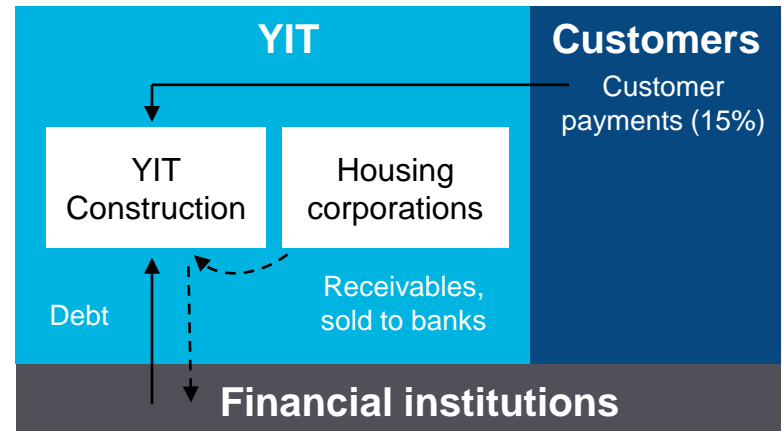
Limited refinancing risk:

- 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

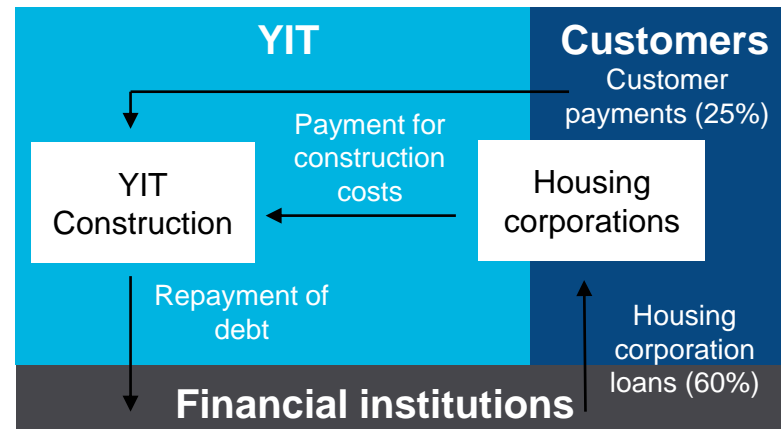
→ Refinancing of the sold receivables

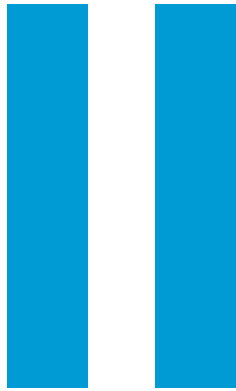
- After completion the unsold apartments are in YIT's balance sheet as shares in housing corporations. Their share in the housing corporation loans is included in current borrowings as the loans are linked to current assets.

During construction:



Upon completion:

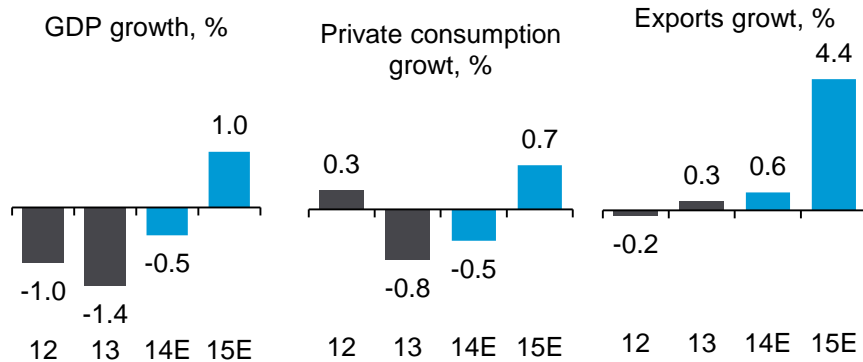




General
economic
indicators

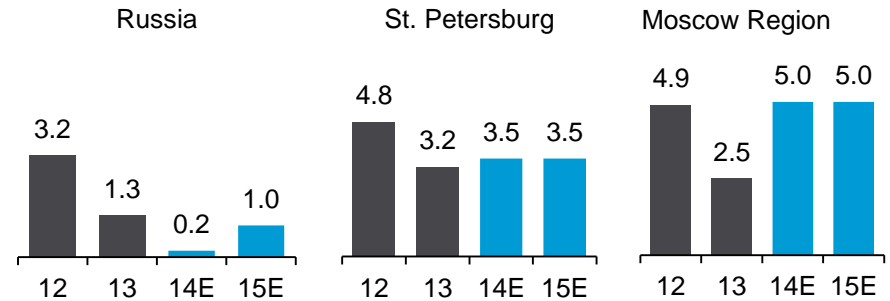
Macro outlook: Finland and Russia

Finland



- Lay-offs continue
- Government austerity
- Weakening purchasing power
- Good access to financing
 - Low interest rates
 - Some increase in drawdowns of new mortgages

Russia, GDP growth, %

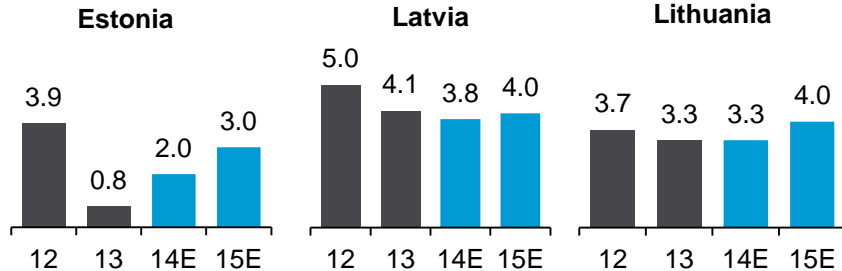


- Ukrainian crisis creates uncertainty
- Weakening ruble
- High inflation
- Good access to financing
 - Some upwards pressure on mortgage interest rates
- Regional differences

Sources: Finland: Nordea, June 2014, Russia: World Bank, June 2014, St. Petersburg and Moscow Region: Forecon, June 2014

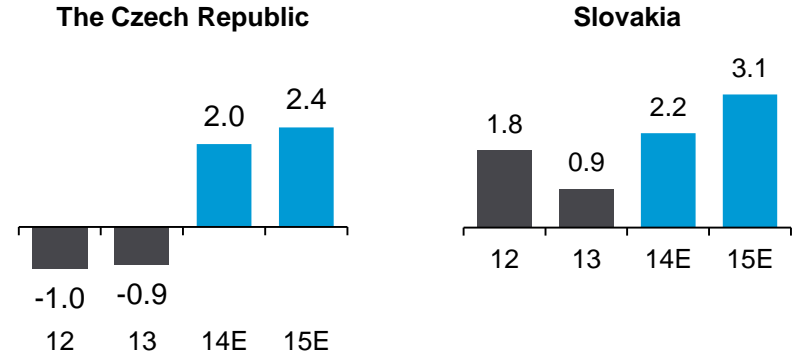
Macro outlook: The Baltic countries and CEE

The Baltic countries, GDP growth, %



- Estonia
 - Economy weakening slightly as it is dependent on Finland
- Latvia
 - Strong growth expected in coming years
- Lithuania
 - Strong growth expected in coming years

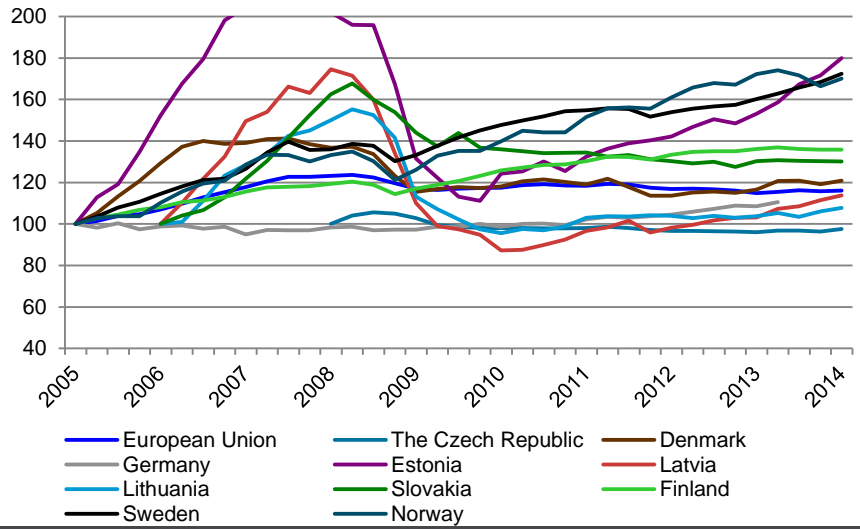
Central Eastern Europe, GDP growth, %



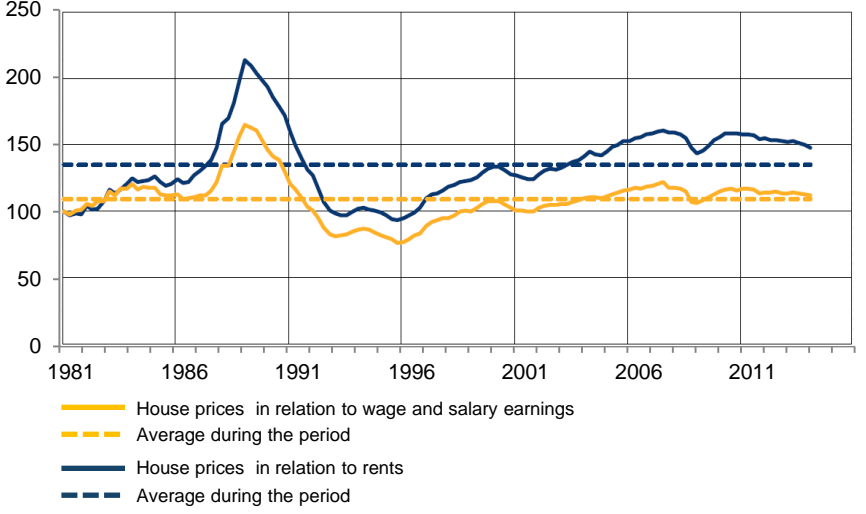
- The Czech Republic
 - Country has risen out of recession
 - New government in place
- Slovakia
 - Strong growth expected in coming years

Market fundamentals support demand in YIT's operating countries

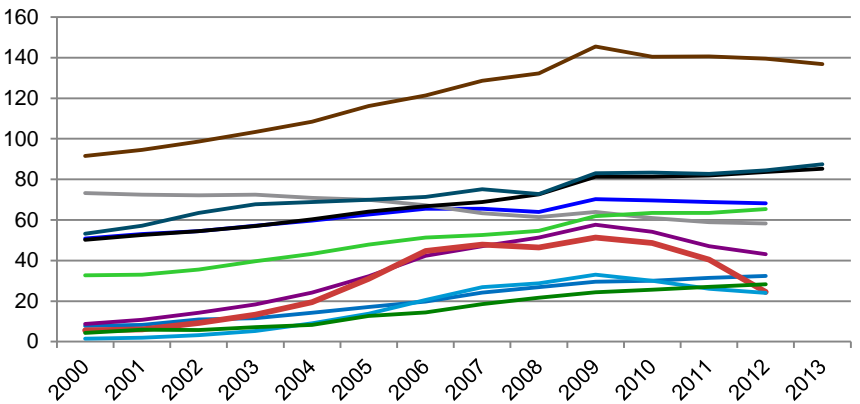
House price index in different countries



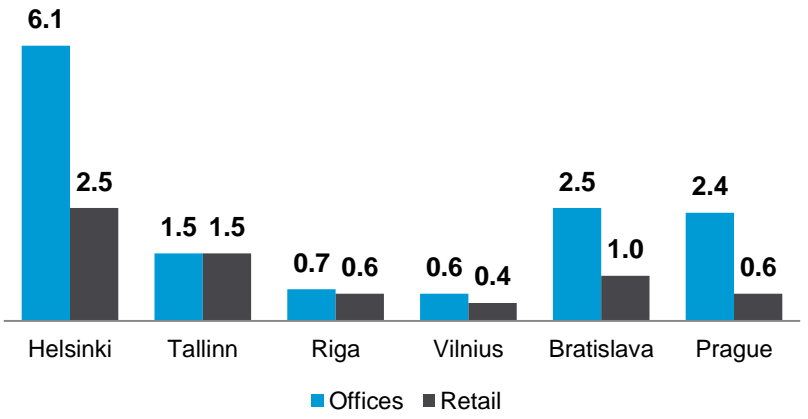
House prices in relation to income and rents in Finland, index (100=1981)



Households debt to GDP (%)

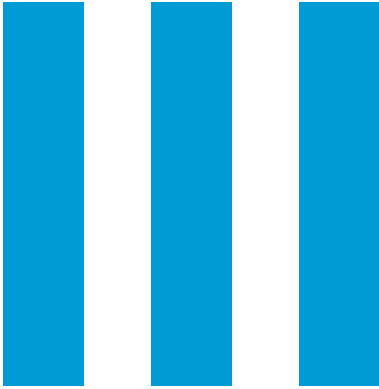


Business premises stock per capita in the capital cities, million sq. m.



Source: Eurostat, Bank of Finland, Newsec, Colliers, Jones Lang LaSalle, CBRE
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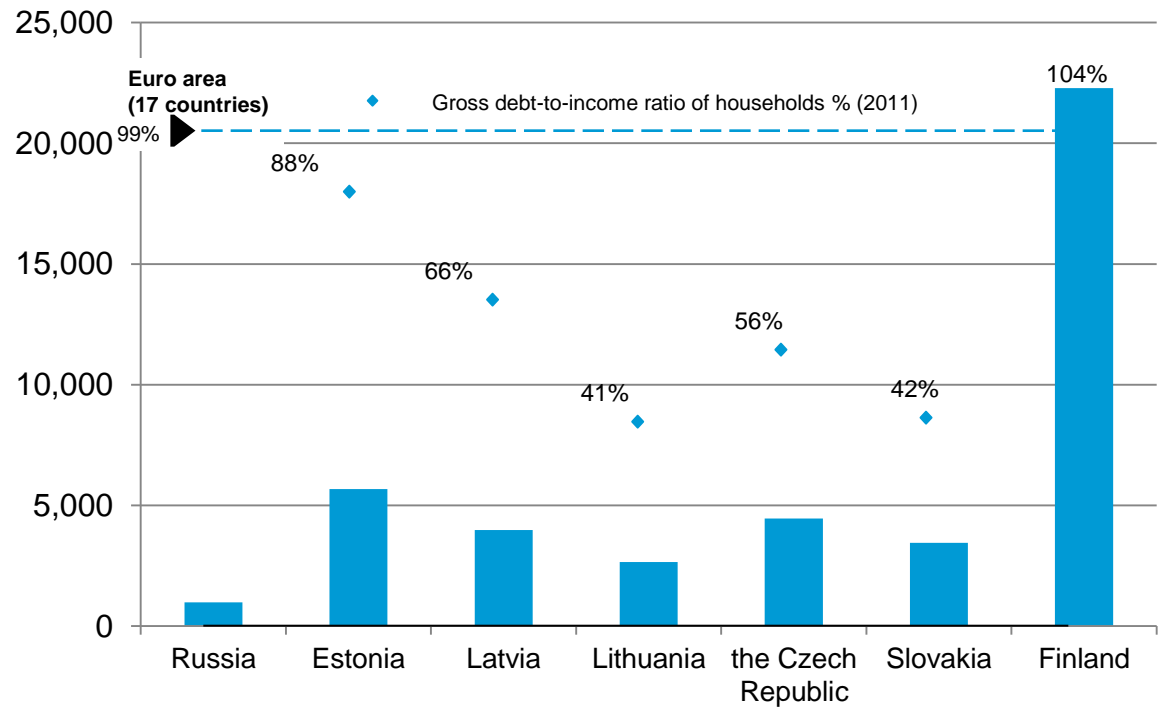


Housing indicators

Household indebtedness



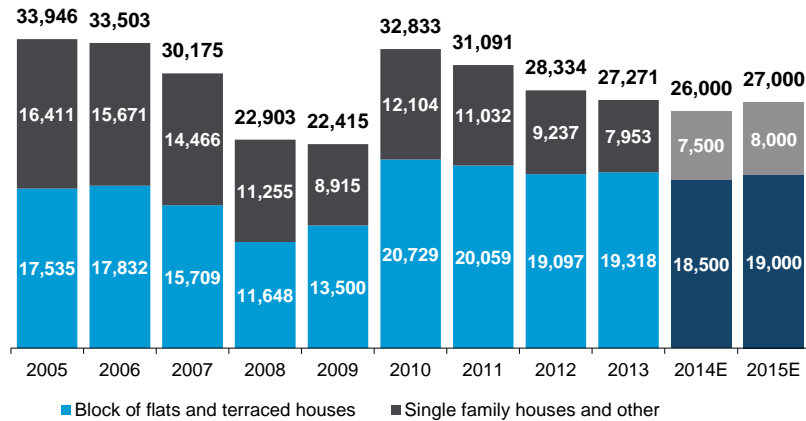
Household debt per capita in 2011, EUR



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

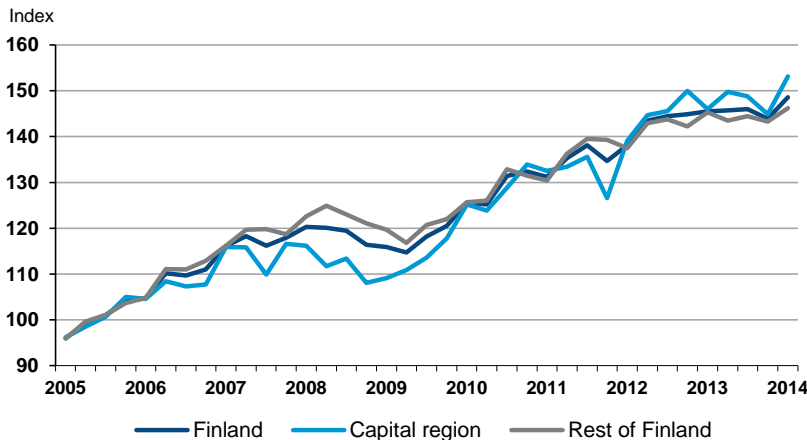
Residential start-ups, units



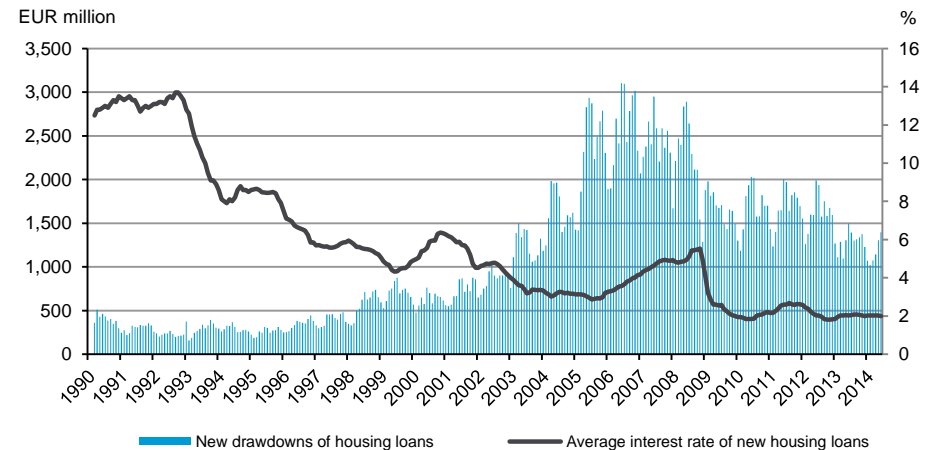
Consumer confidence - Views on economic situation in one year



Prices of new dwellings



Volume of new mortgages and average interest rate

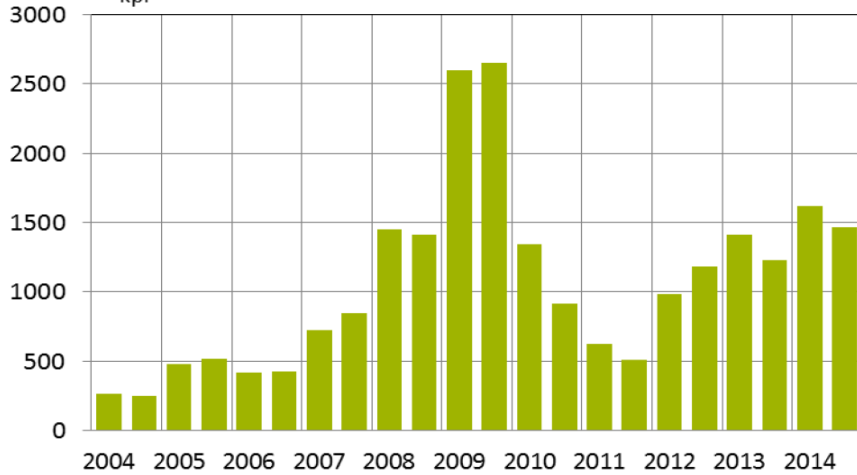


Sources: Residential start-ups: 2005-2013 Statistics Finland, 2014E - 2015E RT Confederation of Finnish Construction Industries, August 2014, Consumer confidence: Statistics Finland June 27, 2014
 House prices: Statistics Finland April 28, 2014, Loans and Interest rates: Bank of Finland June 30, 2014
 YIT | 81 | Investor presentation, September 2014

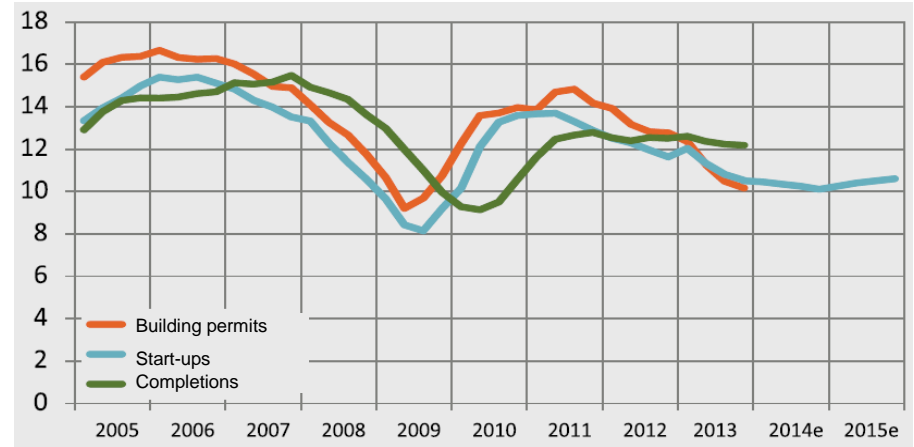


Housing indicators have weakened slightly in Finland

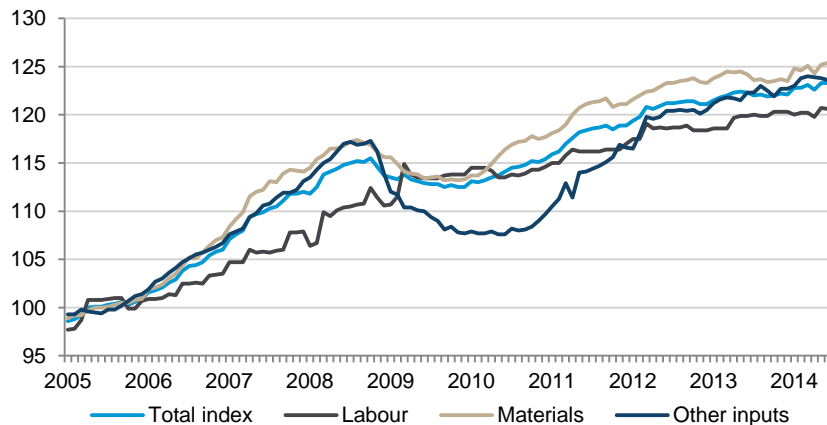
Unsold completed units (residential development projects)



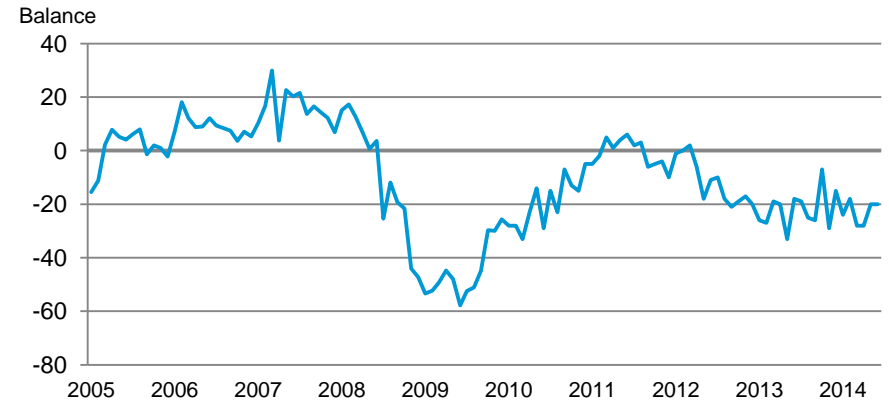
Building permits, start-ups and completions, million m3



Construction cost index (2005=100)



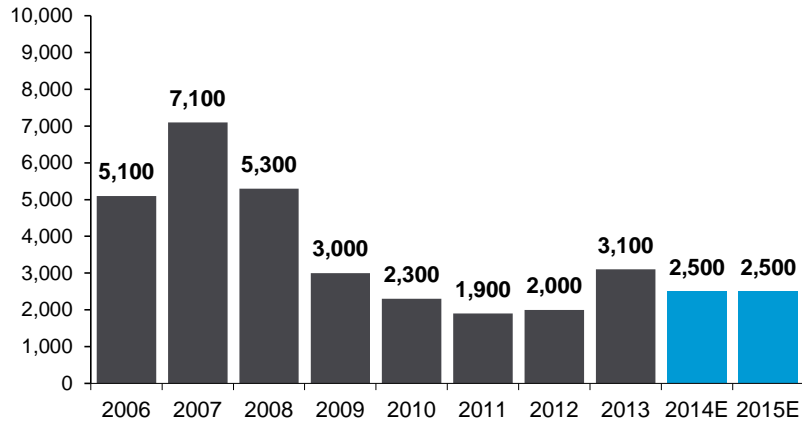
Construction confidence



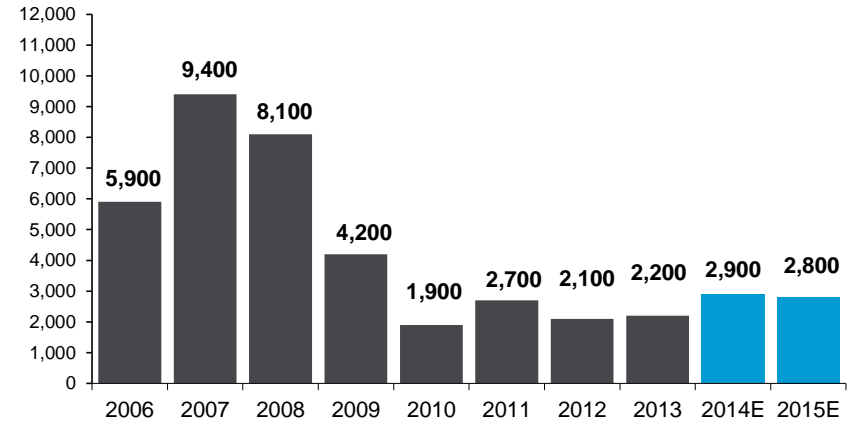
Sources: Confederation of Finnish Construction Industries RT, June 2014, Construction confidence: Confederation of Finnish Industries EK, June 2014, Construction cost index: Statistics Finland July 15, 2014

The Baltic countries – Growth is expected in residential construction

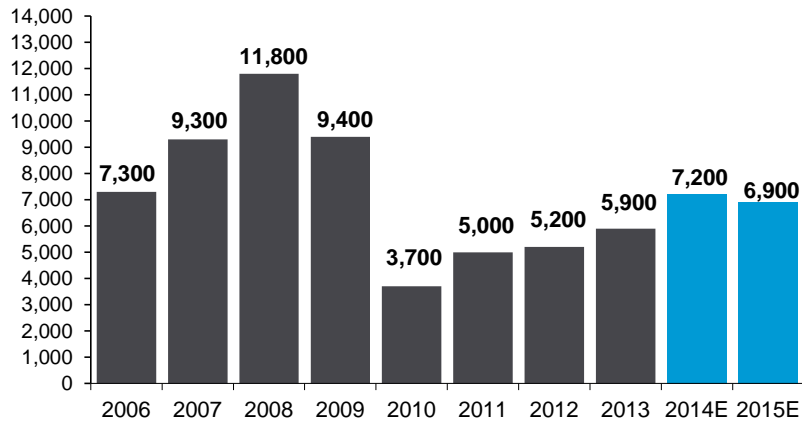
Residential completions in Estonia, units



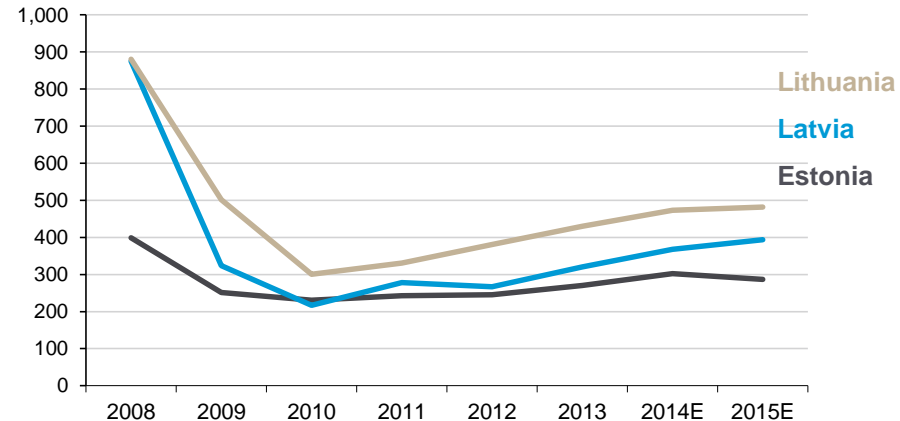
Residential completions in Latvia, units



Residential completions in Lithuania, units



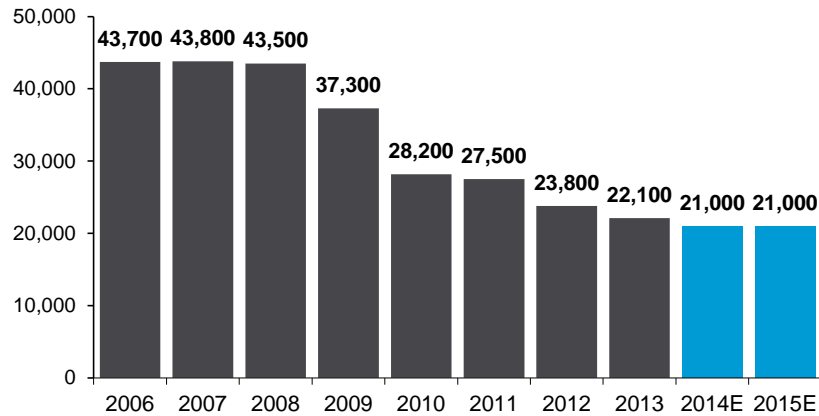
New residential construction in the Baltic countries, EUR million



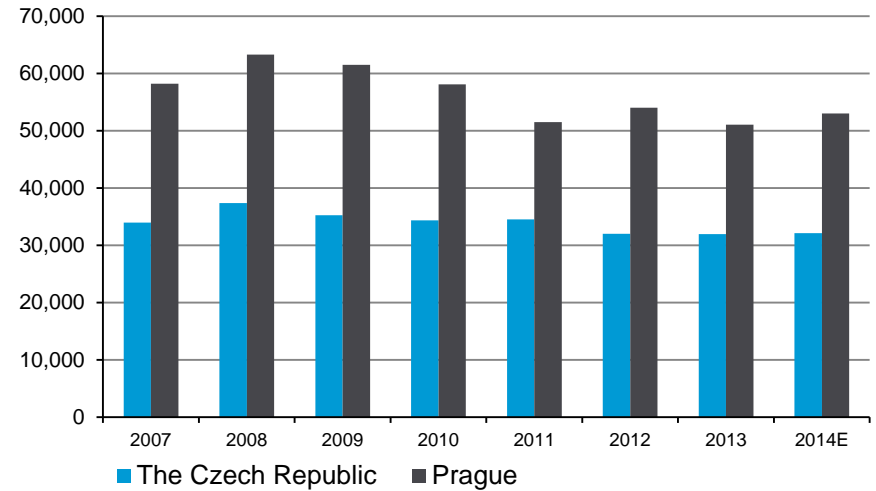
Source: Forecon, June 2014

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

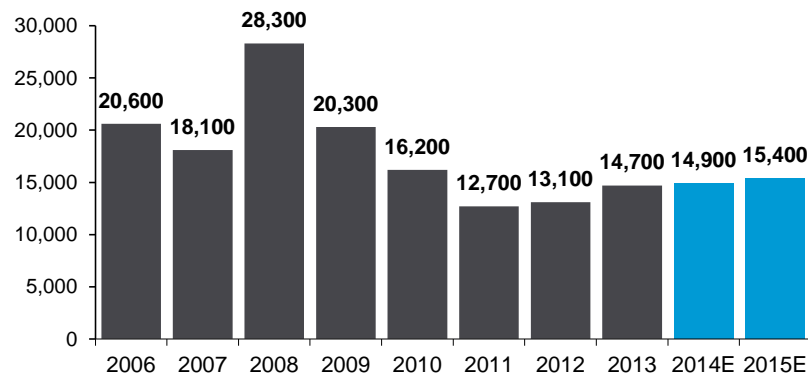
Residential start-ups in the Czech Republic , units



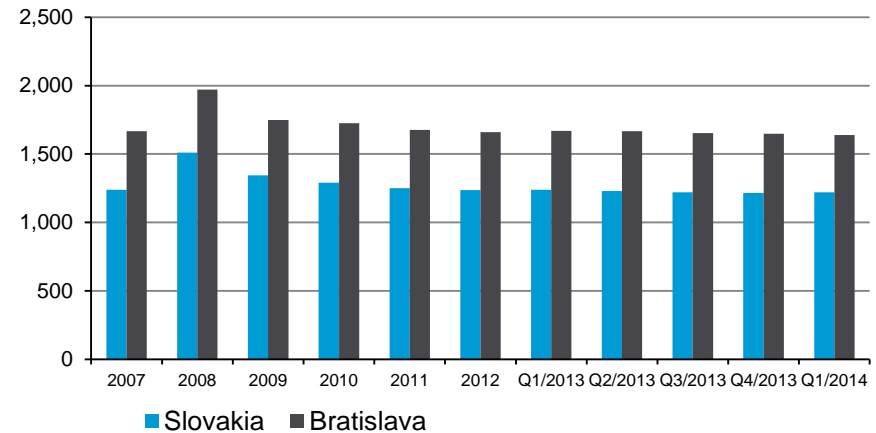
Housing prices in the Czech Republic and Prague CZK/ sq. m.



Residential start-ups in Slovakia, units



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

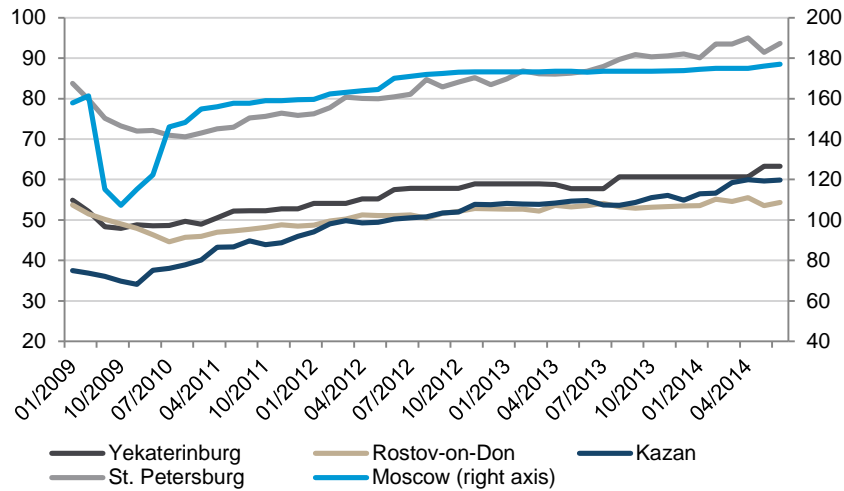


Sources: Residential start-ups: Euroconstruct June 2014, Other data: The Czech Republic: JLL 2013, Slovakia: National Bank of Slovakia, June 2014

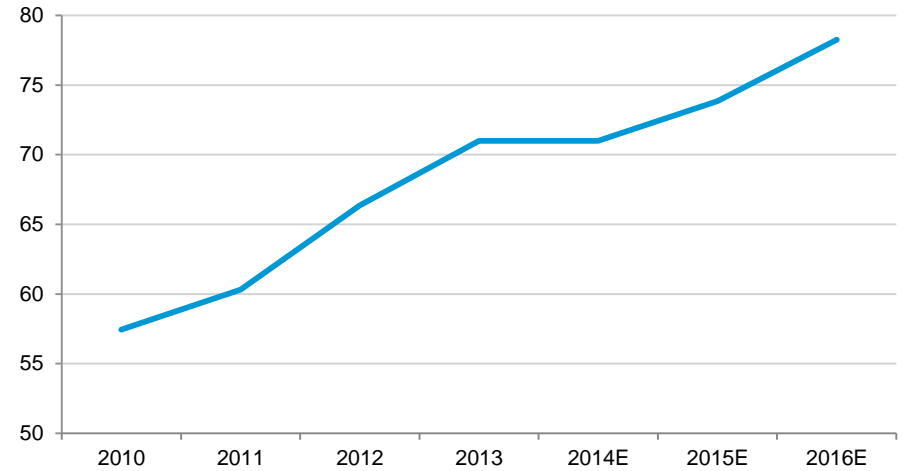


Russia – Housing indicators support demand

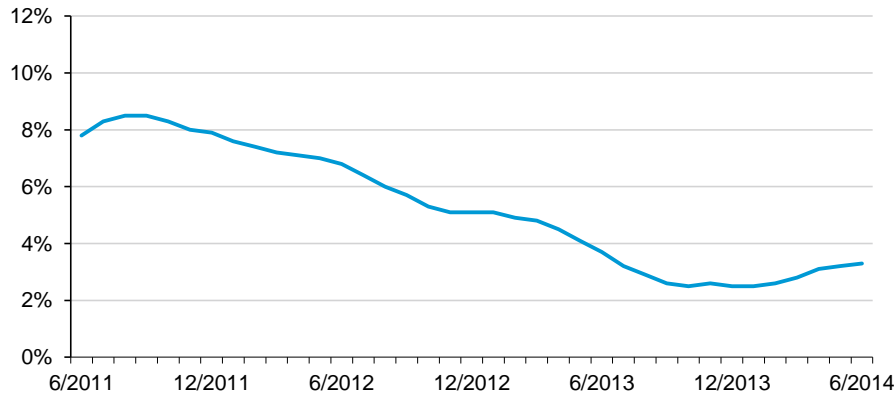
House prices in primary markets, thousand RUB (1/2009-6/2014)



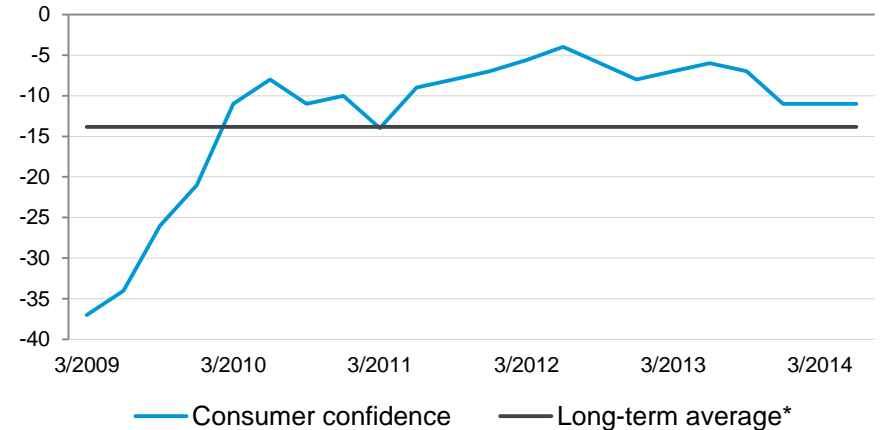
New residential construction, EUR billion



Inflation in building materials 6/2011-6/2014



Consumer confidence



*Average 12/1998-6/2014

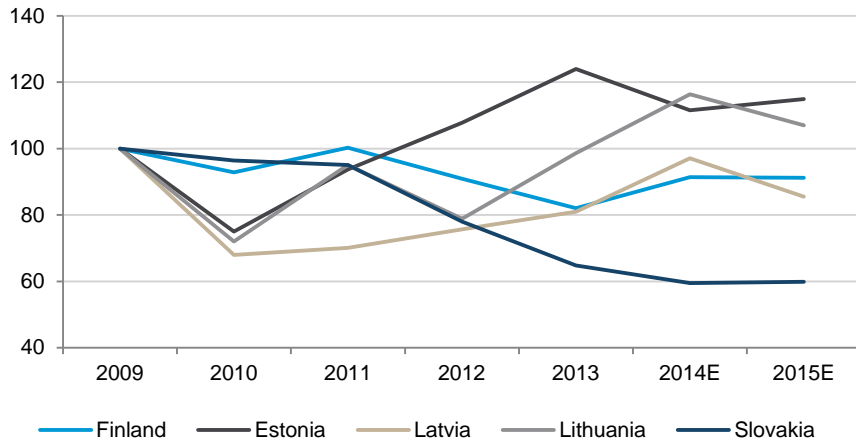
Sources: House prices: YIT, New residential construction volume: Forecon, June 2014, Inflation in building materials: PMR Construction review, Consumer confidence: Reuters

IV

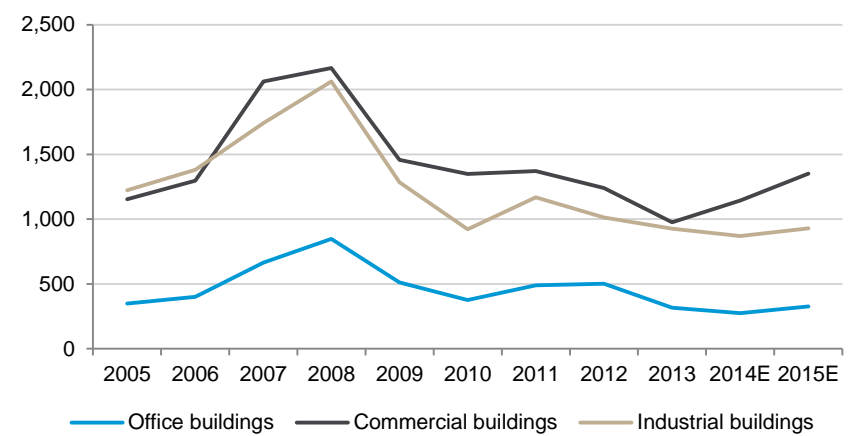
**Business
premises and
infrastructure
construction
indicators**

Non-residential construction forecasted to pick up slightly

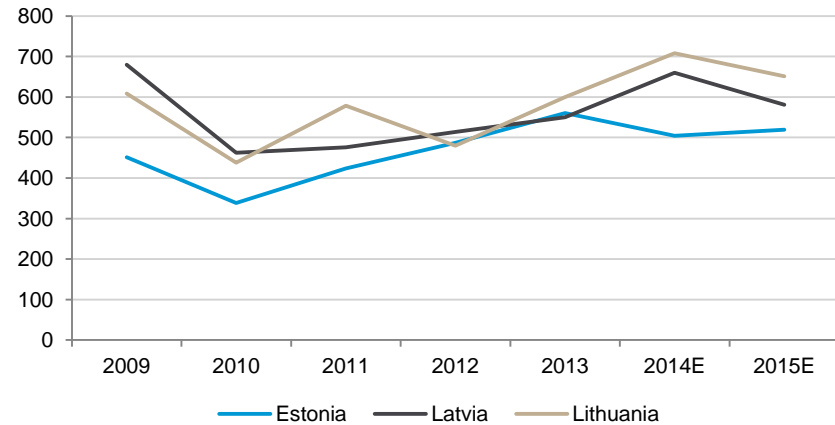
New non-residential construction volumes, index



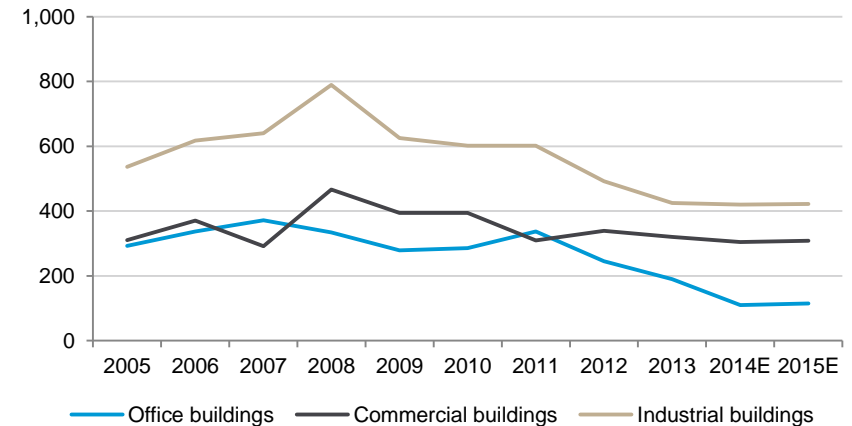
New non-residential construction in Finland, EUR million



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



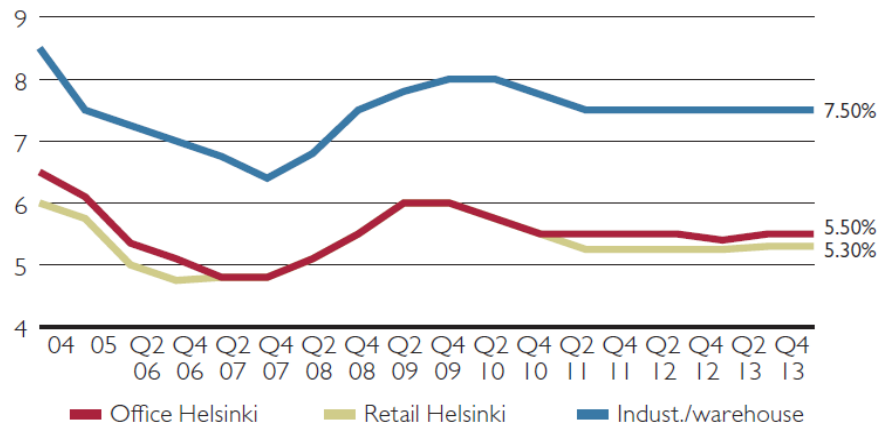
New non-residential construction in Slovakia, EUR million



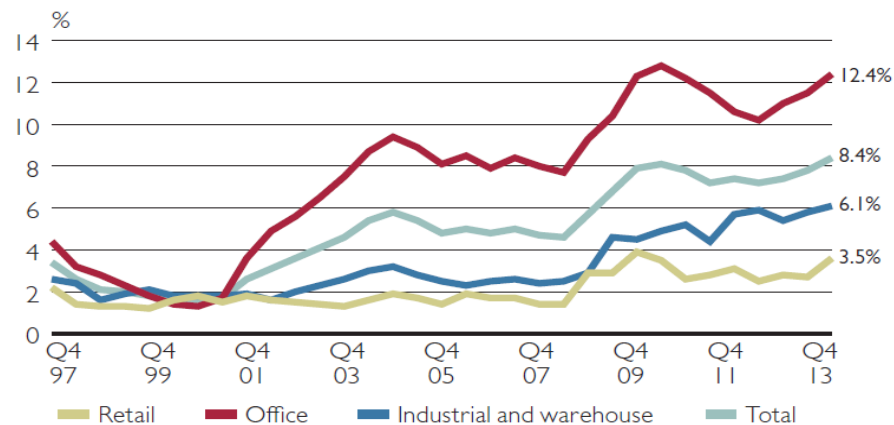
Sources: Euroconstruct and Forecon, June 2014

Finland – Yields have increased slightly

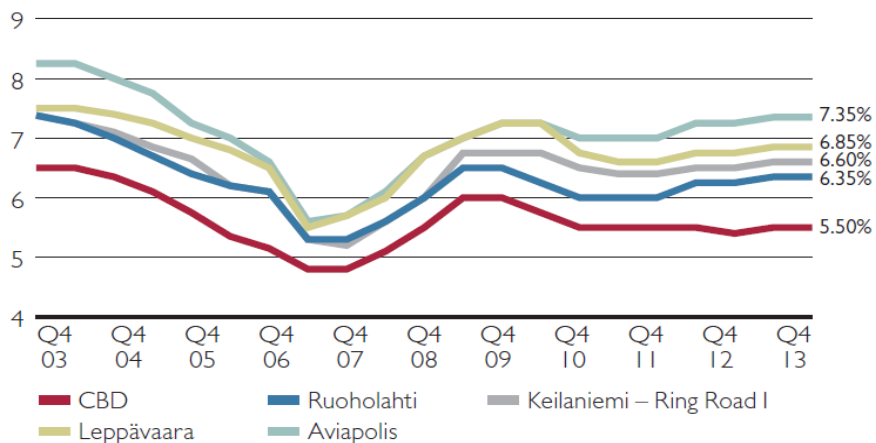
Prime yields in Helsinki Metropolitan Area, %



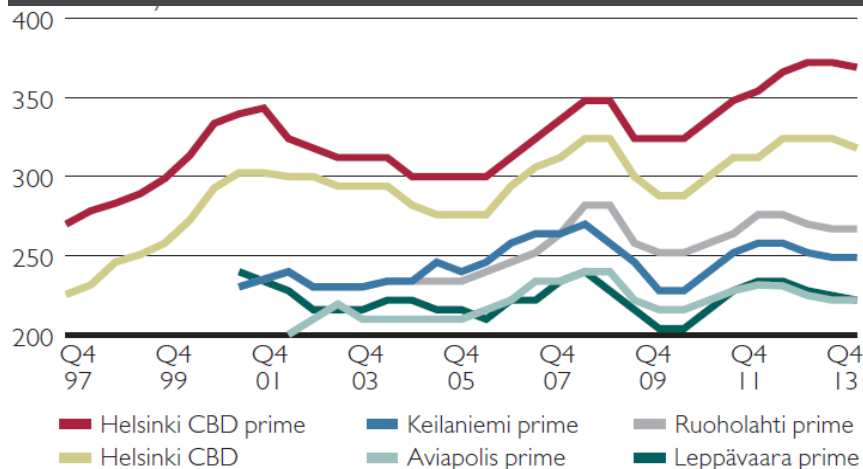
Vacancy rates in Helsinki Metropolitan Area



Office yields in Helsinki Metropolitan Area, %



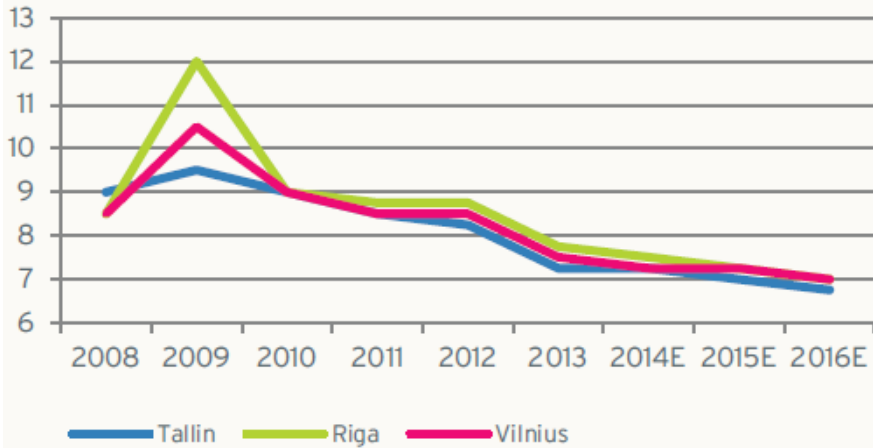
Rental levels of office space in Helsinki Metropolitan Area, EUR / sq. m. / year



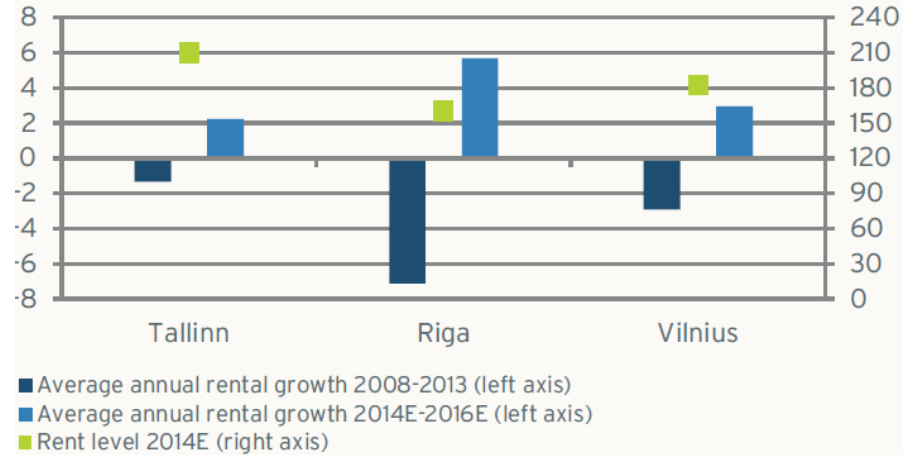
Sources: Catella Property Market Trends Finland, February 2014, Newsec Property Outlook, March 2014

The Baltic countries – Yields are expected to decrease

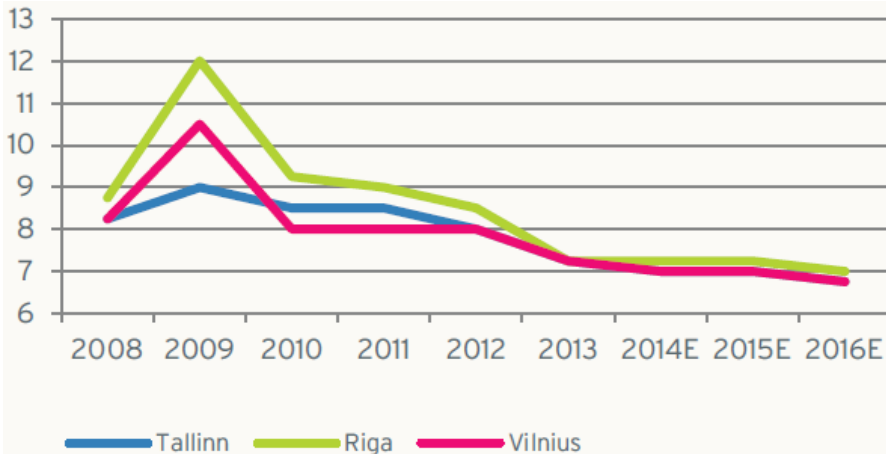
Prime office yields in the Baltic countries, %



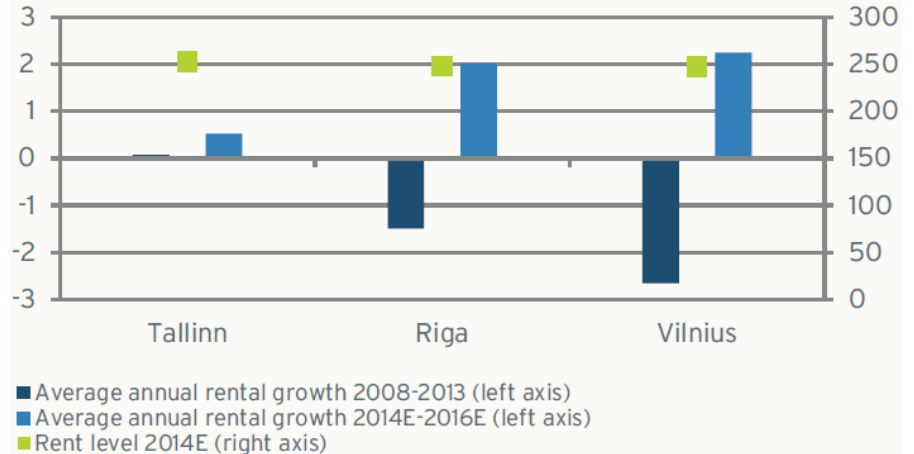
Prime office rents in the Baltic countries, % and EUR / sq. m. / year



Prime retail yields in the Baltic countries, %

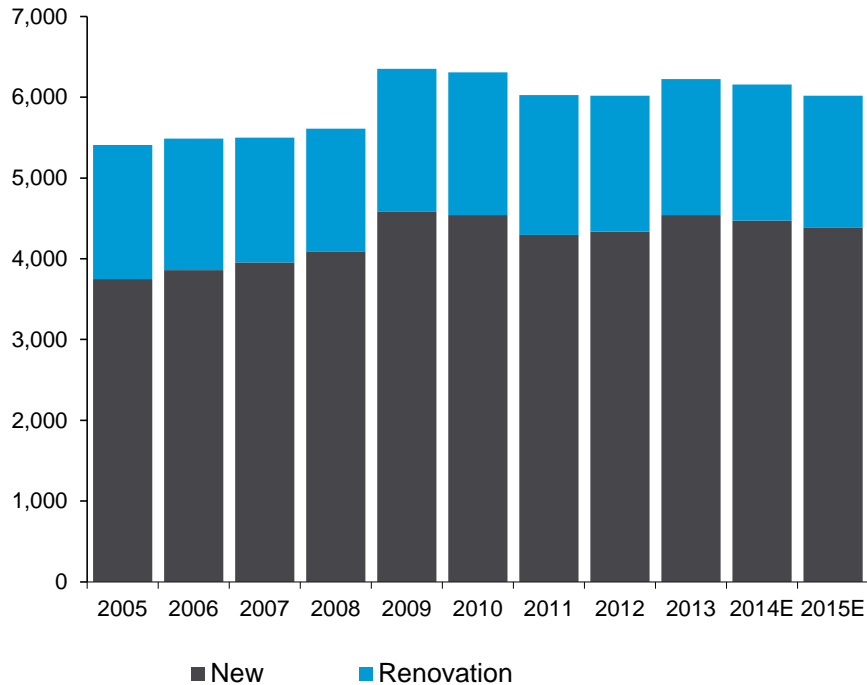


Prime retail rents in the Baltic countries, % and EUR / sq. m. / year

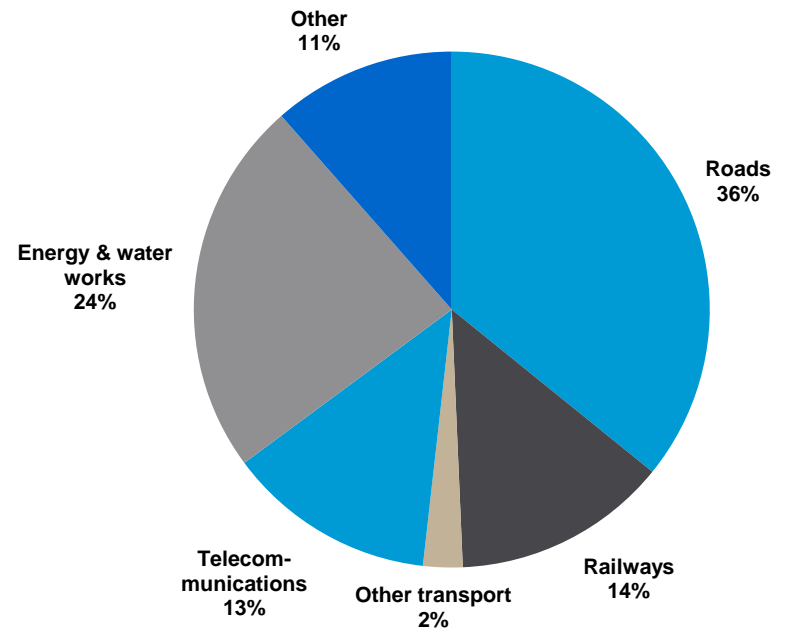


Infrastructure construction – Market expected to decrease slightly in 2014

Infrastructure market in Finland, EUR million



Infrastructure sectors in Finland (2013)



Source: Euroconstruct, June 2014

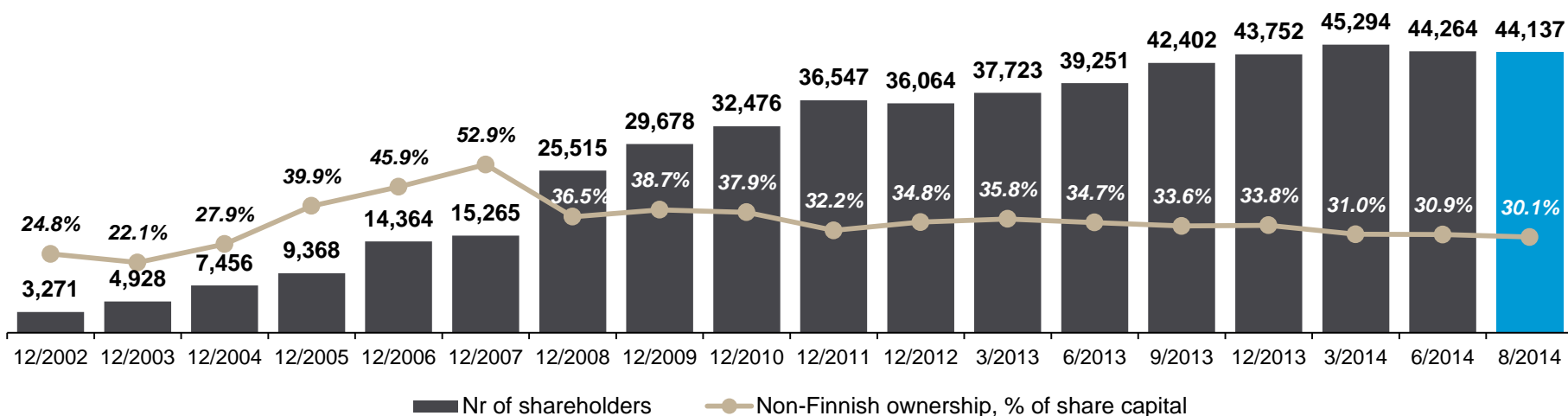
VI

Ownership

YIT's major shareholders

August 31, 2014

Shareholder	Shares	% of share capital
1. Structor S.A.	12,750,000	10.02
2. Varma Mutual Pension Insurance Company	9,832,100	7.73
3. Herlin Antti	4,274,180	3.36
4. Mandatum Life Insurance Company Limited	4,171,675	3.28
5. Elo Pension Company	3,335,468	2.62
6. OP funds	2,640,628	2.08
7. Svenska Litteratursällskapet i Finland r.f.	1,680,400	1.32
8. YIT Corporation	1,637,346	1.29
9. The State Pension Fund	1,635,000	1.29
10. Brotherus Ilkka	1,304,740	1.03
Ten largest total	43,261,537	34.00
Nominee registered shares	23,906,059	18.79
Other shareholders	60,055,826	47.21
Total	127,223,422	100.00



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we can
do it.**