

YIT Geographical Expansion

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Event for analysts,
investors and media
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- YIT strategic path
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- Building Systems after acquisition

Geographical expansion in-line with strategy

- Acquisition of MCE's building system service operations in
 - Germany
 - Austria
 - Poland
 - Czech Republic
 - Hungary
 - Romania
- Foothold for residential construction in Czech Republic
- The acquisitions do not affect YIT Group's outlook for 2008

YIT strategic path



Together we can do it. **YIT**

The target is to Continue profitable growth



Expanding
geographical presence

Profitable growth in
existing markets and
services

Improving business mix
and developing new
services

Together we can do it.



Geographical expansion in focus

Building Systems

2001 Calor
Sweden

2003 ABB
Sweden
Norway
Finland
Denmark
Russia
Baltics

2008 MCE
Germany
Austria
Poland
Czech Republic
Hungary
Romania

Construction Services

1995 Latvia

1997 St. Petersburg, RU

1999 Lithuania

2001 Estonia

2003 Moscow Oblast, RU

2005 Moscow City, RU

2006 Kazan, Yaroslavl and
Yekaterinburg, RU

2007 Rostov-on-Don, RU

2008 Czech Republic

Together we can do it.



Foothold for residential construction in Czech Republic

- YIT bought 85% of Euro Stavokonsult s.r.o. - local management owns 15%
- Acquisition will combine the local contact network, expertise and market know-how of Euro Stavokonsult with YIT's housing concept
- Target to start up residential construction during spring 2009
- Company will concentrate on operations in Prague and its surroundings



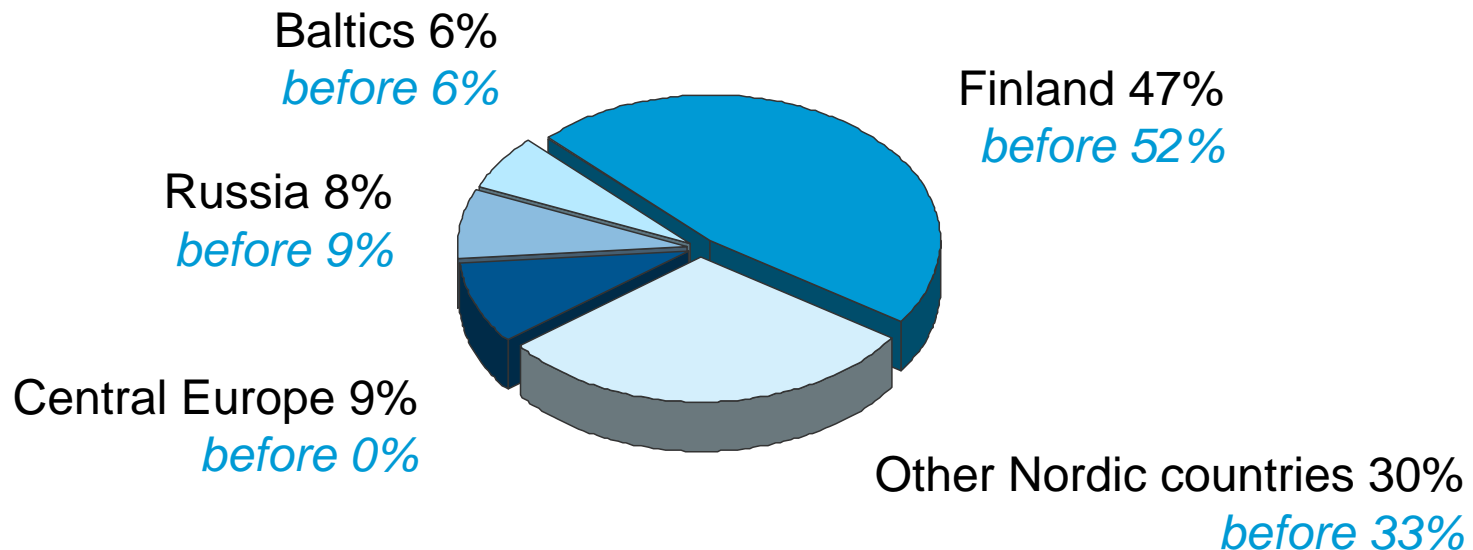
Building system services expanded into Central Europe

- Acquisition of MCE's building system service operations in Germany, Austria, Poland, Czech Republic, Hungary and Romania
- Enterprise value EUR 55 million
- Revenue EUR 355 million in 2007
- Personnel 1,900
- Estimated completion date July 31, 2008



Wider geographical coverage

YIT Group revenue 2007 pro forma



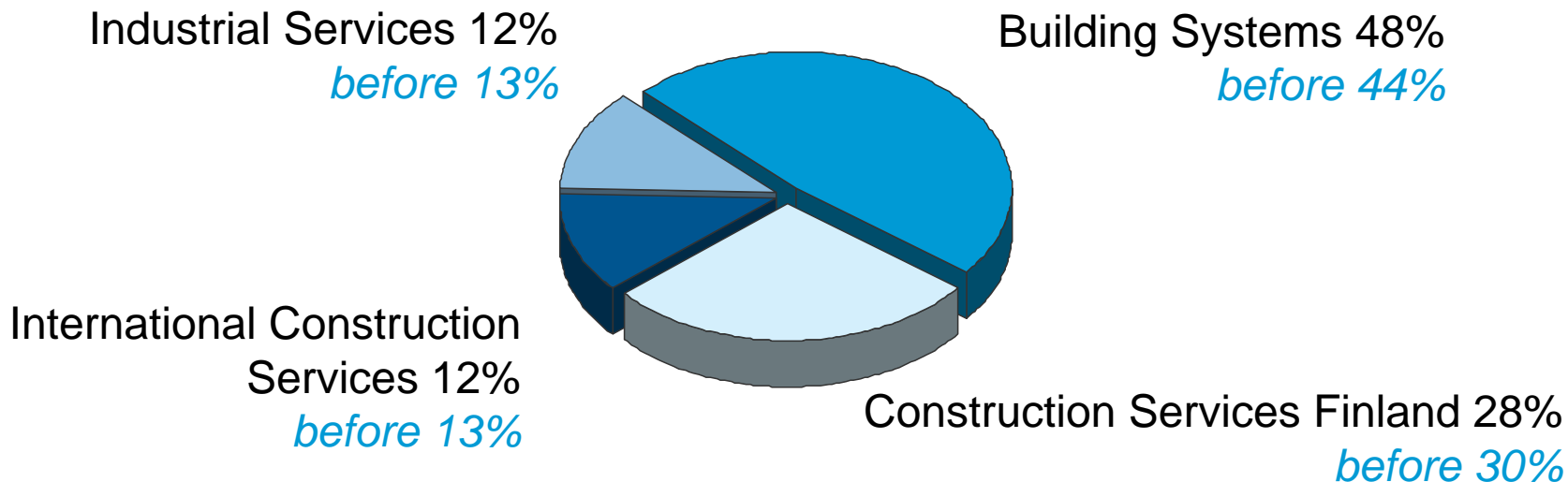
Total revenue: EUR 4,062 million
Before: EUR 3,707 million

The figures of YIT and the purchased operations have been combined in an attempt to present a financial picture of the new entity after the acquisition. The drafted figures are based on figures available to YIT.

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Revenue exceeds 4 billion

YIT Group revenue 2007 pro forma



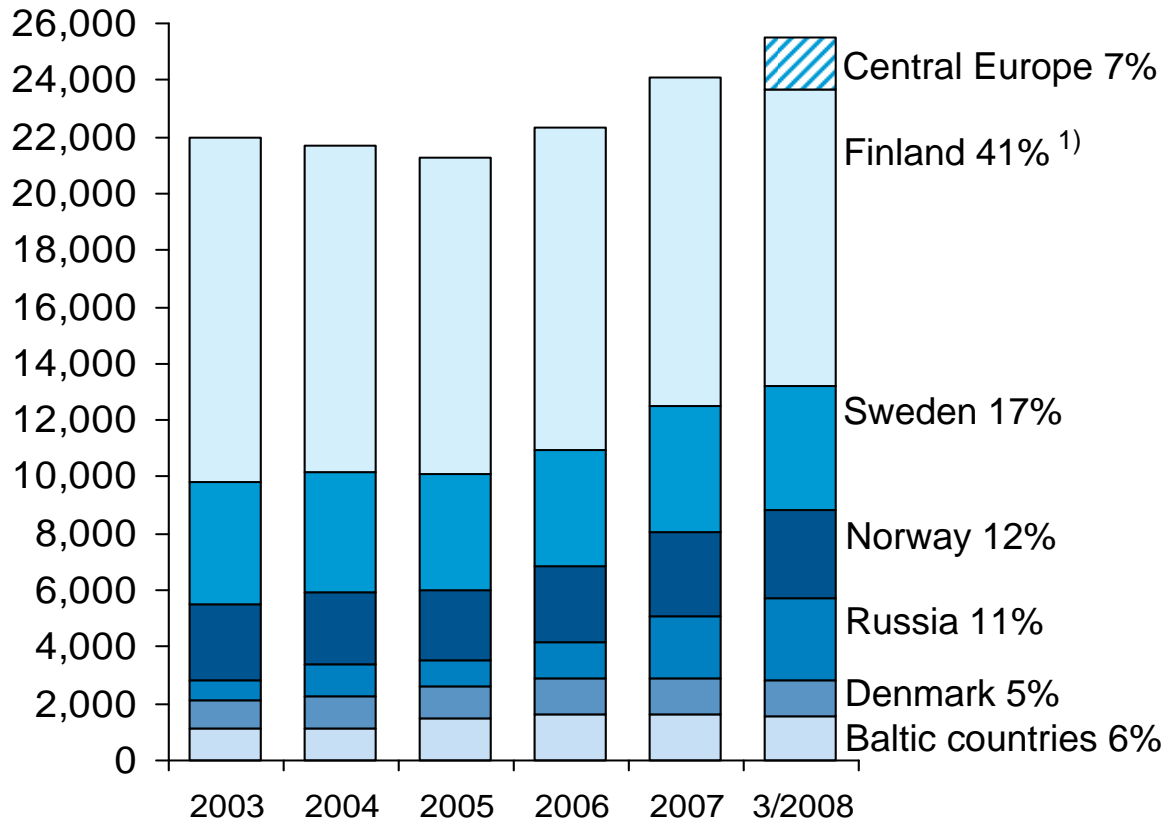
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1,900 new professionals

YIT Group number of employees pro forma



- Nearly 15,000 people work in Building Systems representing 58% of Group personnel

- Number of employees grows as the share of service and maintenance operations increases

1) About 1,000 employees left YIT in Finland at the end of 2007 due to divestment of Network Services division.

Building Systems acquisition rationale



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Acquisition rationale

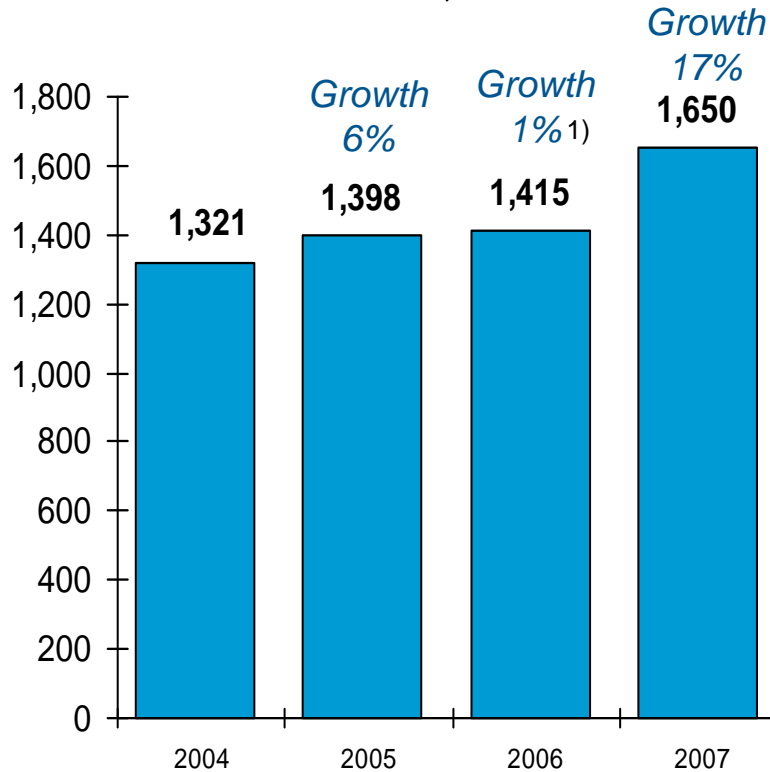
- Best match in size, geography and service portfolio - platform for growth, wide coverage, no overlaps
- Competent personnel with a wide range of expertise
- Economies of scale
 - transferring technology know-how e.g. energy-saving solutions
 - prefabrication
 - support systems
 - procurement
- Change ongoing to improve profitability by increasing long-term service agreements and maintenance services
- Maintaining a balanced business structure by increasing low capital intensive services



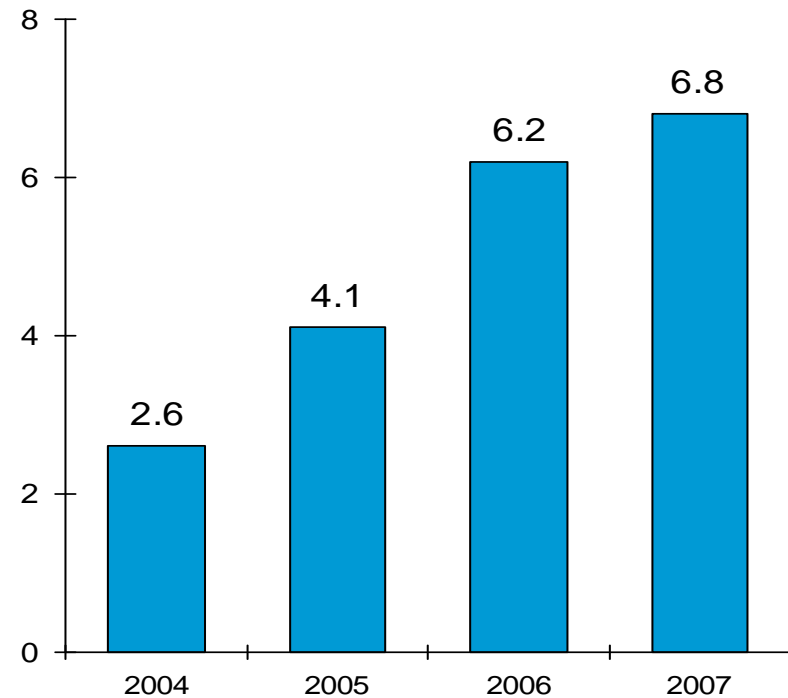
Building Systems

Track record of profitable growth

Revenue, MEUR



Operating profit margin, %

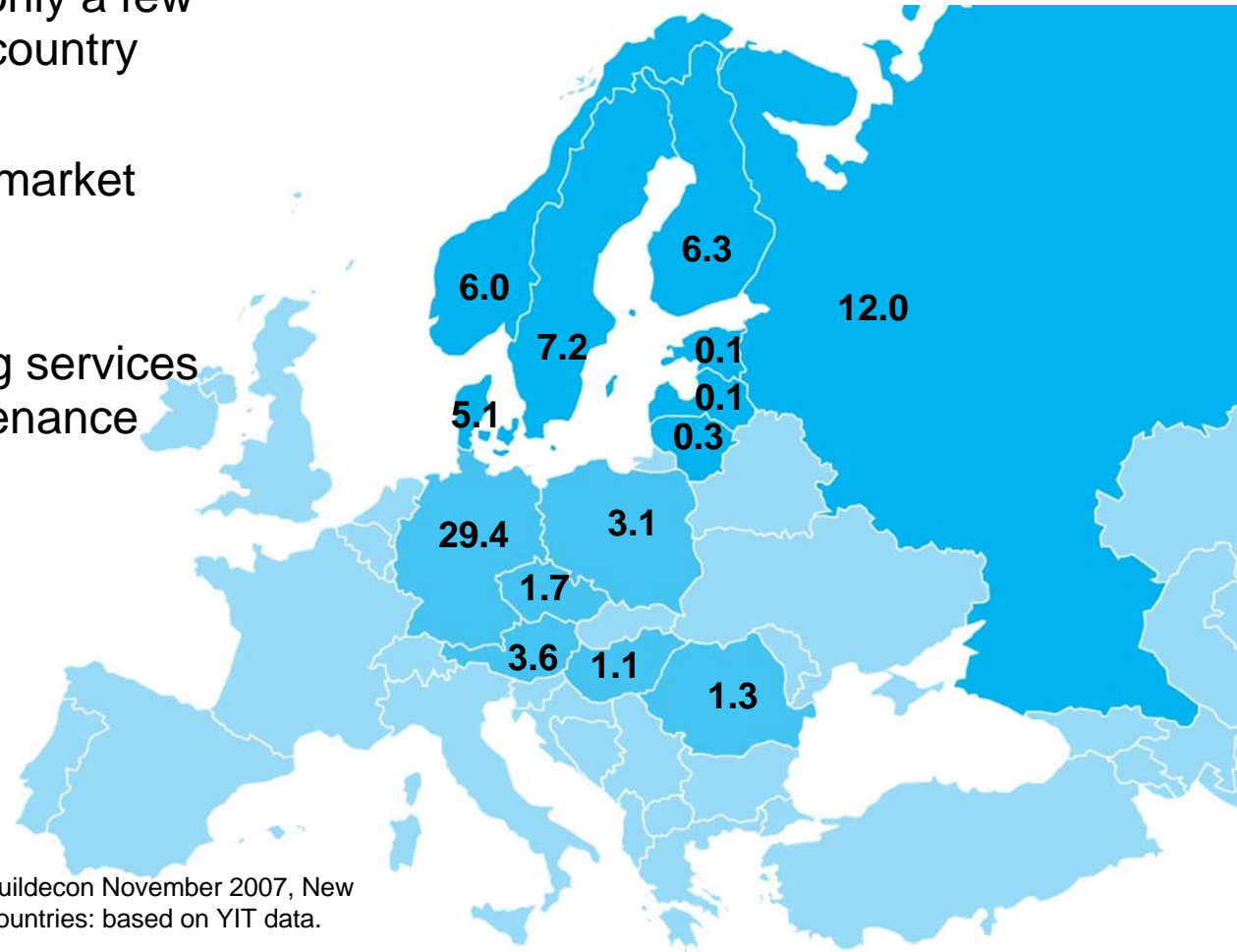


1) At the beginning of 2006, industrial operations were transferred to Industrial Services. Comparable growth in revenue in 2006 was 6 per cent in Building Systems.

Market situation

- Fragmented market with only a few large companies in each country
- Average yearly growth in market 2-3% until 2010
- Share of technical building services in construction and maintenance costs grows

Value of building systems market, EUR billion ¹⁾



1) Own estimate based on: Euroconstruct and Buildecon November 2007, New construction, repair and maintenance. Old YIT countries: based on YIT data.

Building Systems after acquisition



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Acquired business

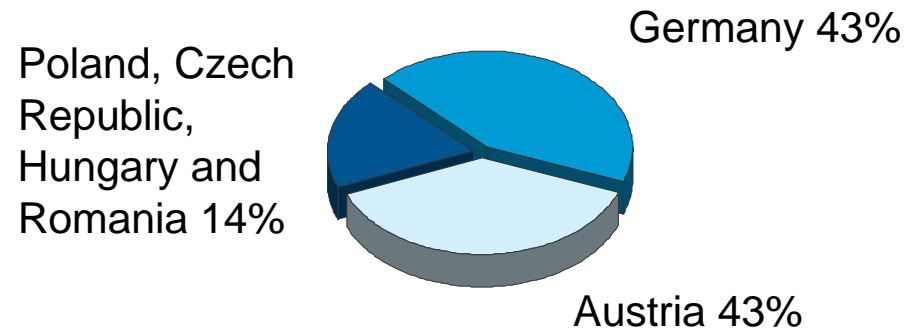
Services

- Projects, service and technical facilities management
- Buildings and infrastructure
- 24/7 duty
- Remote operating

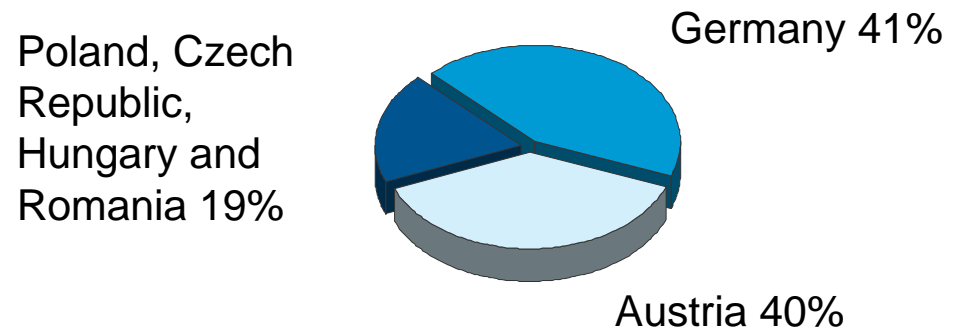
Competences

- Electricity, piping and ventilation
- Building automation
- Fire alarm and security
- Energy competence
- Telecommunication

Revenue 2007: EUR 355 million



Personnel 3/2008: 1,870



The presented figures are based on figures available to YIT.

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Building Systems after acquisition

Revenue 2007 pro forma

YIT Building Systems

Juhani Pitkääkoski

2 005 M€

Sweden

Leif Gustafsson

606 M€

Norway

Arne Malonæs

440 M€

Finland

Matti Malmberg

385 M€

Central Europe

Karl-Walter Schuster

355 M€

Denmark

Leo Sørensen

166 M€

Russia&Baltic

Pekka Hämäläinen

53 M€

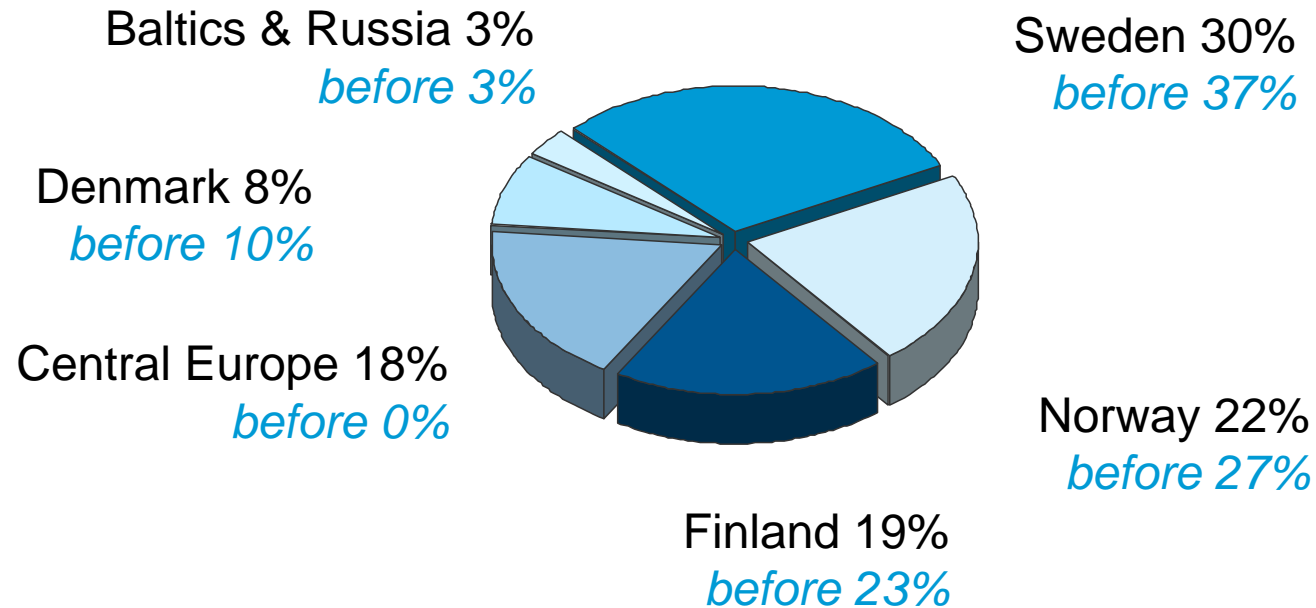


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Building Systems after acquisition

Revenue 2007 pro forma



Total revenue: EUR 2,005 million
Before: EUR 1,650 million

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YIT's concept for development of Central Europe division

Growth and expansion

Profitability and increase
in service agreements

Fast and effective
integration

More information

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