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All 2018 figures are pro forma, please see slide 29 for additional information. Figures in brackets refer to comparison period unless otherwise stated.

KONEPAJA AREA DEVELOPMENT PROJECT
HELSINKI, FINLAND

1

YIT in a nutshell

YIT in brief

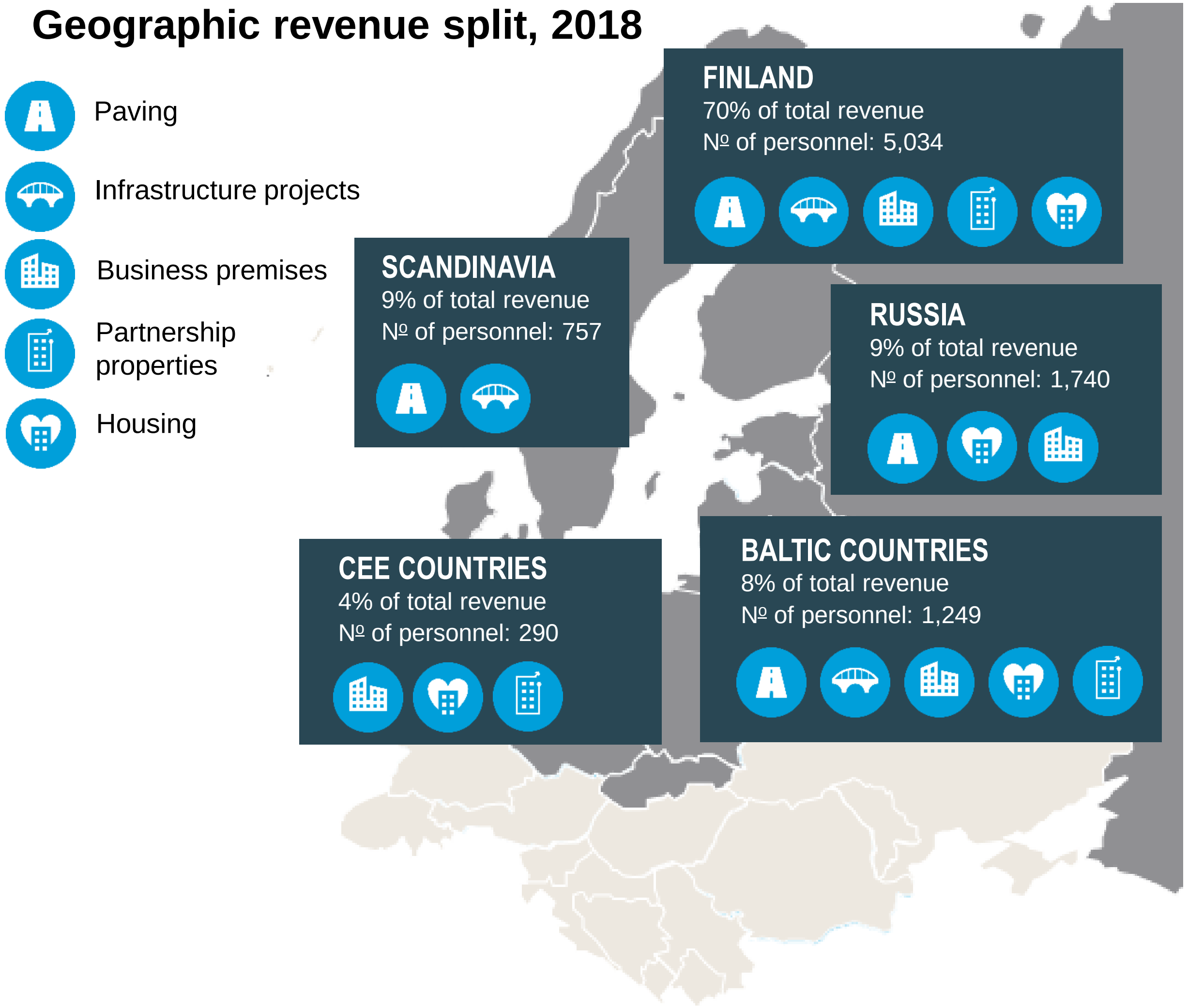
February 1, 2018
YIT and Lemminkäinen merged

10,000
employees

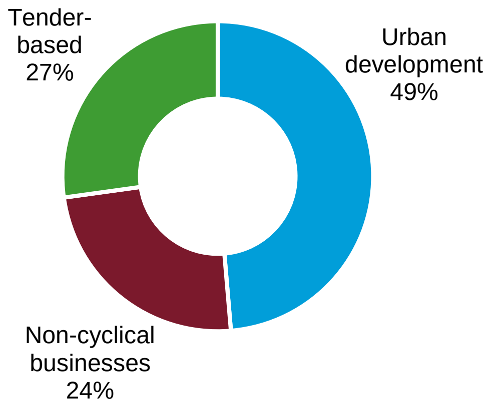
3.8 billion
EUR, pro forma revenue for 2018

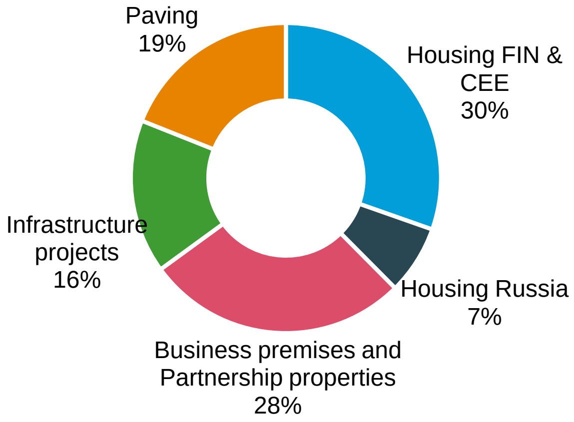
11
operating countries

Geographic revenue split, 2018



ILLUSTRATIVE REVENUE PER BUSINESS AND SEGMENT IN 2018*, %





* Illustrative estimates do not take into account for example Group figures so the illustrative information should not be viewed as pro forma information.

We offer the whole package

HOUSING FINLAND AND CEE

Revenue: 1.2 bn€
Adjusted operating profit: 103 M€

Development and construction of apartments and entire living areas, living services, for consumers and investors

Mainly self-developed but also contracting

HOUSING RUSSIA

Revenue: 300 M€
Adjusted operating profit: -33 M€

Development and construction of apartments and entire living areas, living services, for consumers and investors

Mainly self-developed but also contracting

BUSINESS PREMISES

Revenue: 1 bn€
Adjusted operating profit: 68 M€

Tailored office, retail, logistics, production, health and care premises, renovation services

Self-developed and contracting

INFRA-STRUCTURE PROJECTS

Revenue: 600 M€
Adjusted operating profit: -8 M€

Transportation infrastructure, industrial construction, water supply and power plants, excavation and reinforcement works

Contracting

PAVING

Revenue: 700 M€
Adjusted operating profit: 3 M€

Paving, production of mineral aggregates, stabilisation, crushing, water-proofing, road maintenance

Contracting

PARTNERSHIP PROPERTIES

Equity investments/ commitments: 164 M€
Adjusted operating profit: 27 M€

Financing and partial ownership of projects together with partners

Ownership of project in:

Business premises, Housing Finland and CEE, Infrastructure projects

Revenue, adjusted operating profit are pro forma figures for 2018.
Equity investments and investment commitments are actual figures as at December 31, 2018.

Reasons to invest - Good outlook for 2019

1 **Strong order backlog ~EUR 4.6 billion**

- Diverse portfolio of businesses, over 60% of pro forma revenue in 2018 from non-housing segments

2 **Potential for result improvement**

- Synergy impact expected to be 45-50M€ by the end of 2020
- Three underperforming segments in 2018 – actions taken starting to show improvement
- Recognition of the remaining 38.75% of Mall Of Tripla's revenue and EBIT (total value 600M€) as well as fair valuation, rental income and potential capital gains

3 **Wide plot portfolio (4 million sqm) and large project pipeline (EUR 4 billion)**

4 **Strong market position in all main markets**

YIT

2

YIT's strategy 2019–2021

YIT Strategy 2019–2021 – Performance through cycles

Profitable and financially stable YIT

STRATEGIC PRIORITIES

URBAN DEVELOPMENT

Focus in self-developed, longer value chain and negotiation based projects

NON-CYCLICAL BUSINESSES

Annual EBIT EUR >100 million from non-cyclical businesses from 2019 on

CORNERSTONES OF SUCCESS

TOP PERFORMANCE

- Synergies EUR 40–50 million
- Focus on productivity improvement

CAPITAL EFFICIENCY

- Leaner operating model in Russia
- Annual free cashflow EUR +150 million

SUCCESS WITH CUSTOMERS AND PARTNERS

- Improving customer experience and NPS
- Deeper partnerships, higher value, more speed

HAPPY PEOPLE

- Common culture, open and involving way to lead
- Most preferred employer in the field

YIT Strategy 2019–2021 – Performance through cycles

Profitable and financially stable YIT

STRATEGIC PRIORITIES

URBAN DEVELOPMENT 2018

Revenue EUR 1,855 million
Adjusted EBIT EUR 146 million

NON-CYCLICAL BUSINESSES 2018

Revenue EUR 921 million
Adjusted EBIT EUR 35 million

TENDER-BASED CONTRACTING 2018

Revenue EUR 1,037 million
Adjusted EBIT EUR -21 million

CORNERSTONES OF SUCCESS

TOP PERFORMANCE

EUR 19 million of realised synergies during 2018

CAPITAL EFFICIENCY

Capital employed EUR 319 million in Russia on 12/2018 (397)

SUCCESS WITH CUSTOMERS AND PARTNERS

52% Net Promoter Score in 2018

HAPPY PEOPLE

Exit rate (own request) 3.8% in 2018

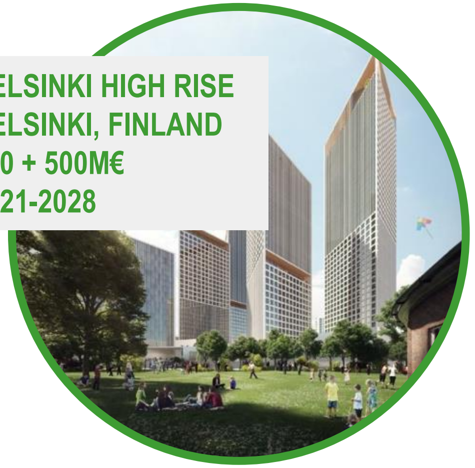
Examples of urban development projects

ONGOING PROJECTS

TRIPLA
HELSINKI, FINLAND
1.4BN€
2014-2020

KEILANIEMENRANTA
ESPOO, FINLAND
800M€
2018-2023

FUTURE PROJECTS



HELSINKI HIGH RISE
HELSINKI, FINLAND
500 + 500M€
2021-2028

CAMPUS MARIA
HELSINKI, FINLAND
300M€
2021-2024

JOKERI LIGHT RAIL
HELSINKI, FINLAND
300M€
2019-2022

PLANNED PROJECTS

GARDEN HELSINKI
HELSINKI, FINLAND

JOKERIKORTTELI
HELSINKI, FINLAND

ISTROPOLIS AREA
DEVELOPMENT
BRATISLAVA,
SLOVAKIA

Strategic financial targets 2019–2021

Financial target	Long-term target level
ROCE-%	>12%
Gearing	30–50%
Dividend per share	Growing annually

3

Group development in Q1/2019

Q1 in brief

Paving's and Housing Russia's result improvements

+19.6

EUR million combined adjusted operating profit improvement

Synergies realised faster than estimated

25

EUR million realised cumulative synergies by the end of Q1/2019

Good cash flow considering seasonality

-3

EUR million operating cash flow after investments (-153)

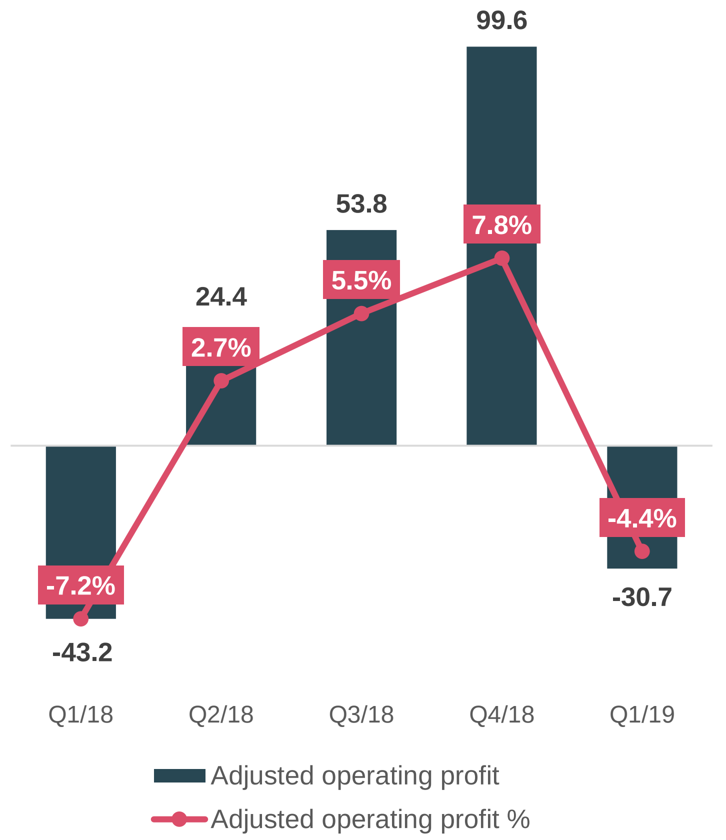
Strong order backlog

4,556

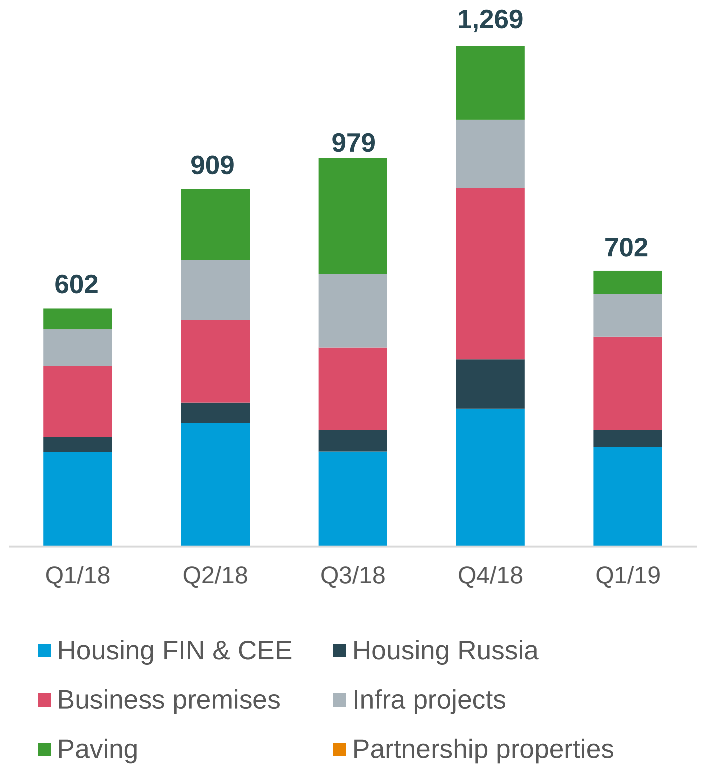
EUR million order backlog on 31 March (31 Dec 18: 4,434)

Positive development in key figures

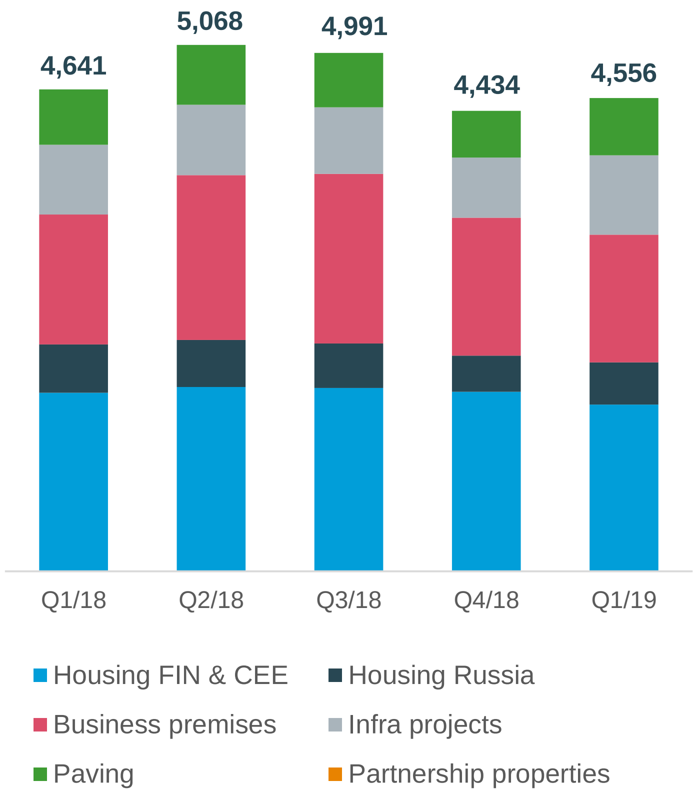
ADJUSTED OPERATING PROFIT, EUR million, %



REVENUE PER SEGMENT, EUR million

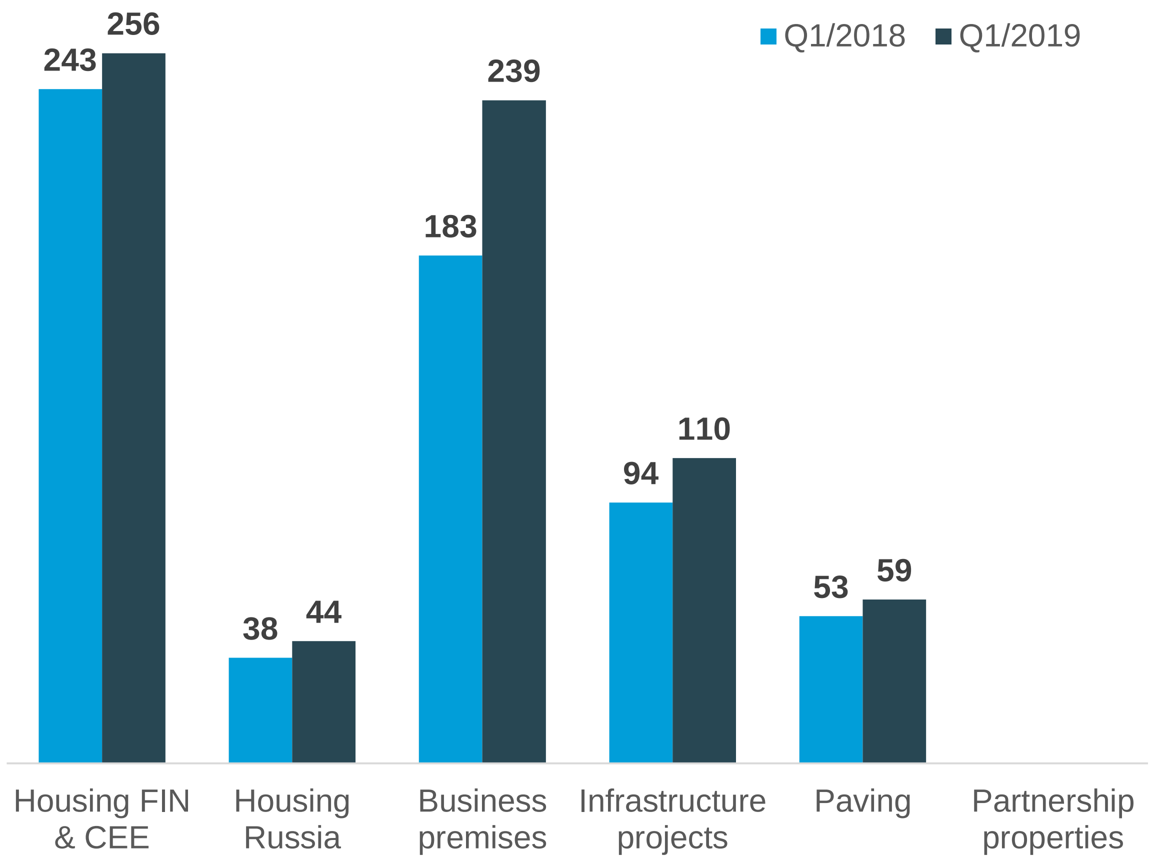


ORDER BACKLOG PER SEGMENT, EUR million

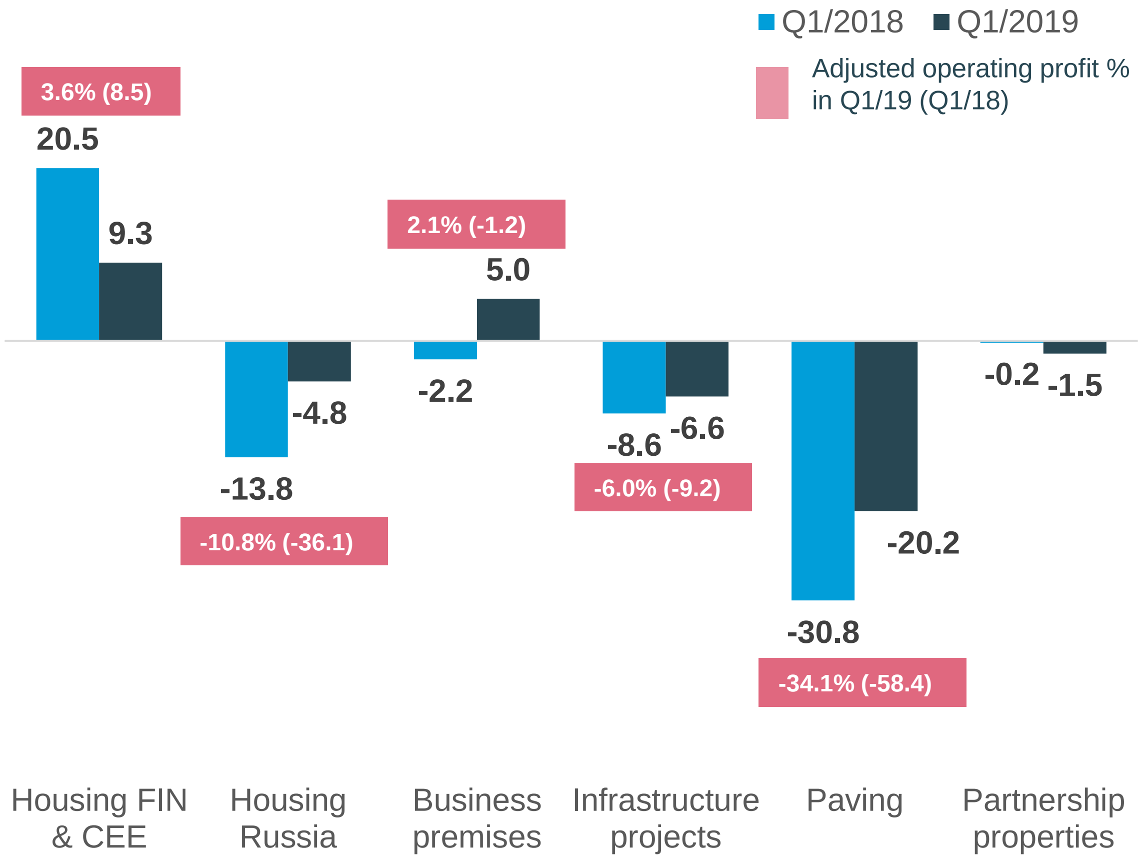


Performance by segment in Q1

REVENUE PER SEGMENT, EUR million

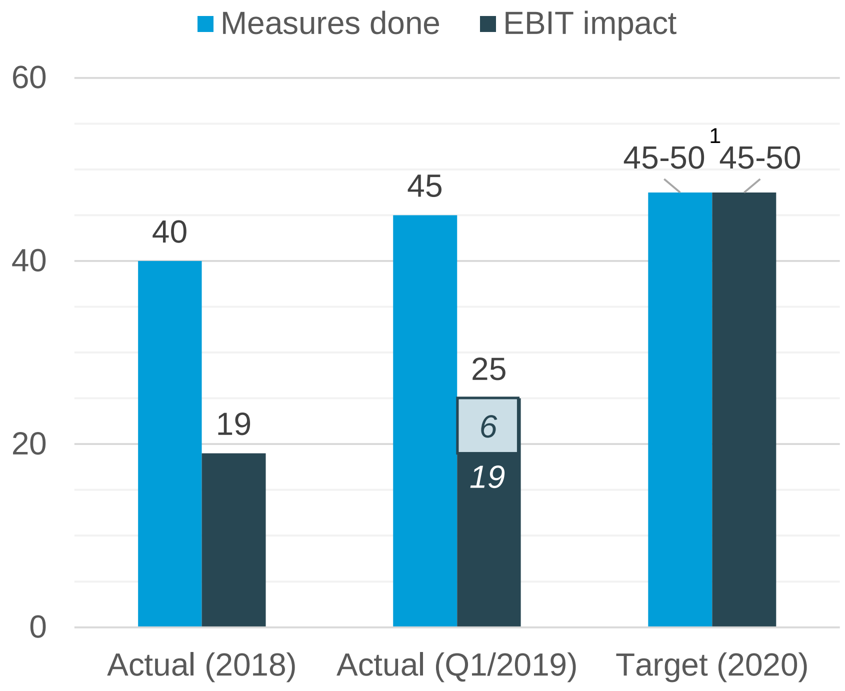


ADJUSTED OPERATING PROFIT PER SEGMENT, EUR million, %

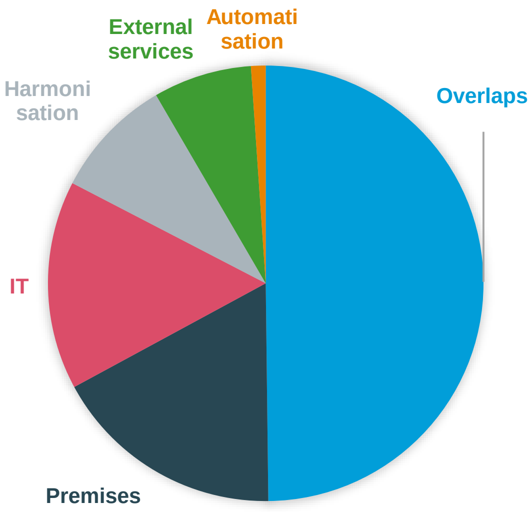


Synergies and integration costs

CUMULATIVE SYNERGIES

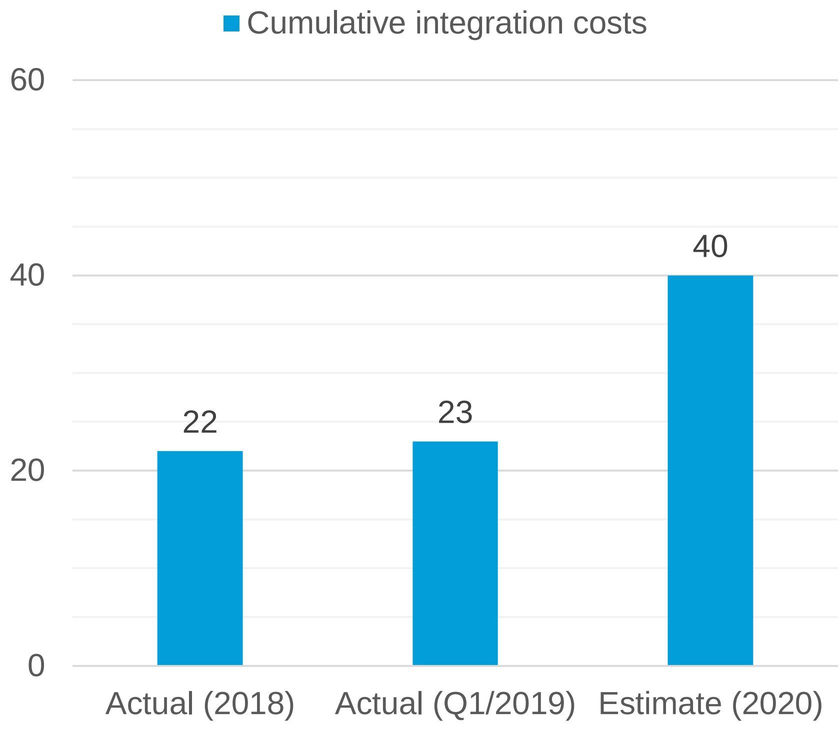


MAIN SOURCES OF SYNERGIES



Additional synergy benefits expected from refinancing

INTEGRATION COSTS [2]



[1] According to the original target, full EBIT improvement potential per annum by the end of 2020, original target was set in June 2017. The target was raised in connection with Interim Report January–March 2018.

[2] Integration costs for 2017, EUR 4 million included in the cumulative figure

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Financial position and key ratios

Impact of the IFRS 16 adoption in 2019 for YIT

ESTIMATED ANNUAL IMPACT ON INCOME STATEMENT

	IFRS 16 impact
Revenue	No material impact
EBITDA	**+45 M€**
Operating profit	**+10 M€**
Profit before tax	**-7 M€**
Profit for the period	**-6 M€**
EPS	**EUR -0.03**

The figures above describe the estimated annual impact and are based on current estimates that are subject to possible changes.

IMPACT ON BALANCE SHEET ON 1 JAN 2019

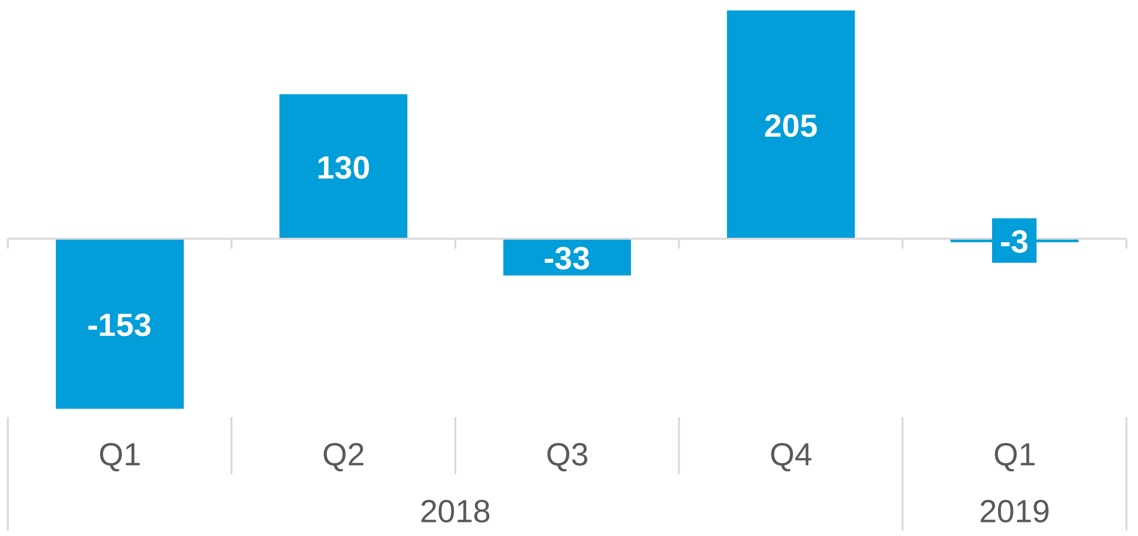
	IFRS 16 impact
Assets	**+306 M€**
Property plant and equipment	**-19 M€**
Leased property, plant and equipment	**+138 M€**
Leased inventories	**+187 M€**
Liabilities	**+306 M€**
Borrowings, non-current	**-10 M€**
Lease liabilities, non-current	**+245 M€**
Borrowings, current	**-8 M€**
Lease liabilities, current	**+73 M€**
Advances received	**+14 M€**
Provisions	**-8 M€**

The figures above describe the impact to the opening balance sheet on 1 Jan 2019.

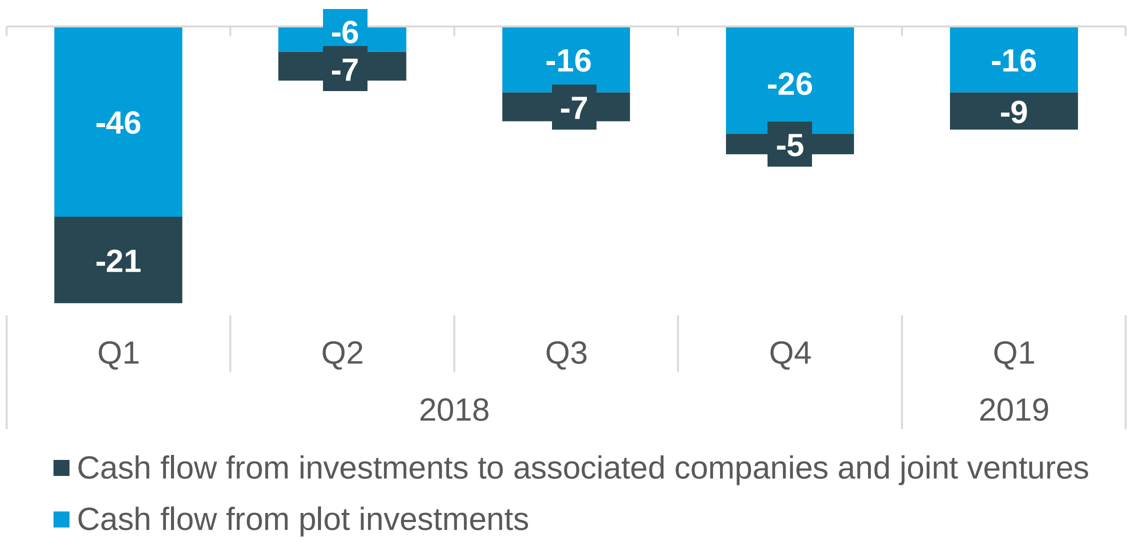
Good operating cash flow considering seasonality

- Operating cash flow in Q1 after investments was EUR -3 million (-153) supported by Housing Finland and CEE

OPERATING CASH FLOW AFTER INVESTMENTS, EUR million



CASH FLOW OF PLOT INVESTMENTS AND INVESTMENTS TO ASSOCIATED COMPANIES AND JOINT VENTURES, EUR million

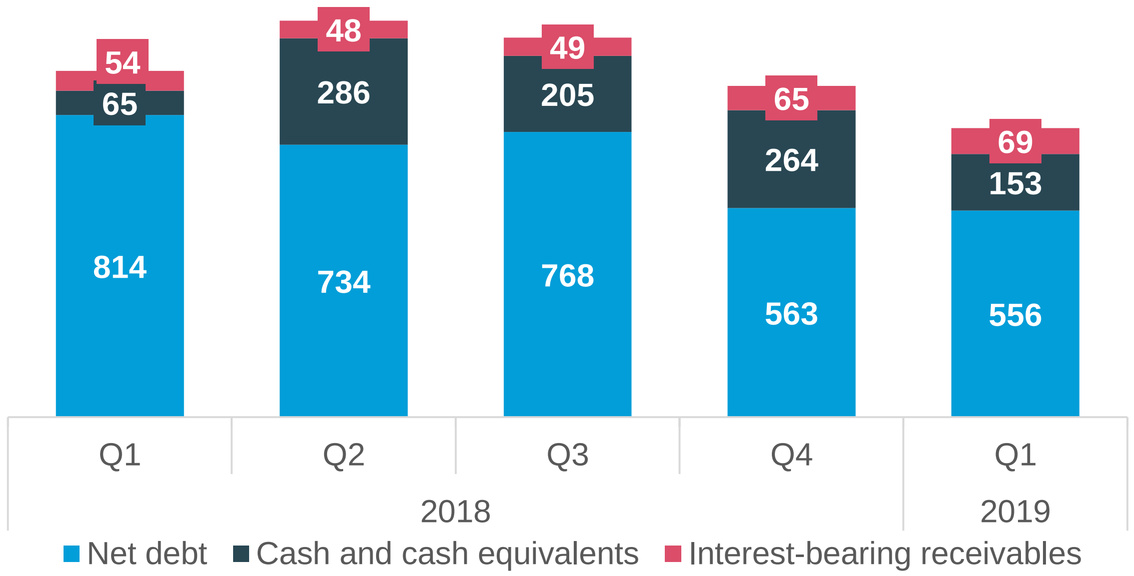


Figures are actual reported figures.

Adjusted net debt stable compared to 12/2018

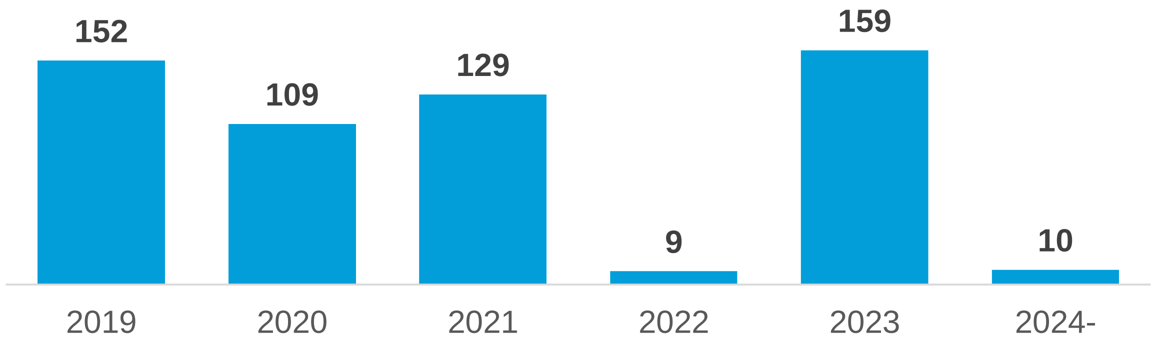
- In order to improve comparability between quarters, the company has excluded the IFRS 16 impact from the graphs below
- Adjusted net debt amounted to EUR 556 million

ADJUSTED NET INTEREST-BEARING DEBT[1], EUR million



[1] Excluding IFRS 16 lease liabilities, 312.7 EUR million. Finance lease liabilities are included in lease liabilities as of 1.1.2019.

MATURITY STRUCTURE, NOMINAL AMOUNTS[1], EUR million



[1] Excluding housing corporation loans, EUR 210.5 million (these loans will be transferred to the buyers of the apartments when the units are handed over), and IFRS 16 lease liabilities, 312.7 EUR million.

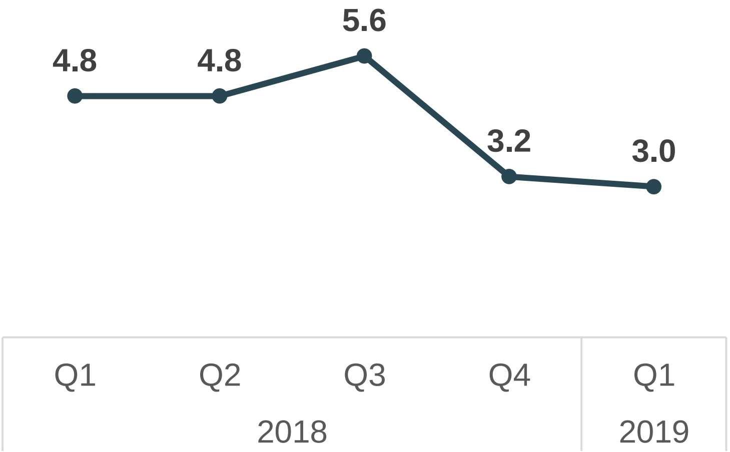
Adjusted financial key ratios

- In order to improve comparability between quarters, the company has excluded the IFRS 16 impact from the graphs below.
- The adoption of the IFRS standard 16 will not have an impact on the company’s gearing target of 30-50% by the end of the strategy period.

ADJUSTED GEARING[1], %

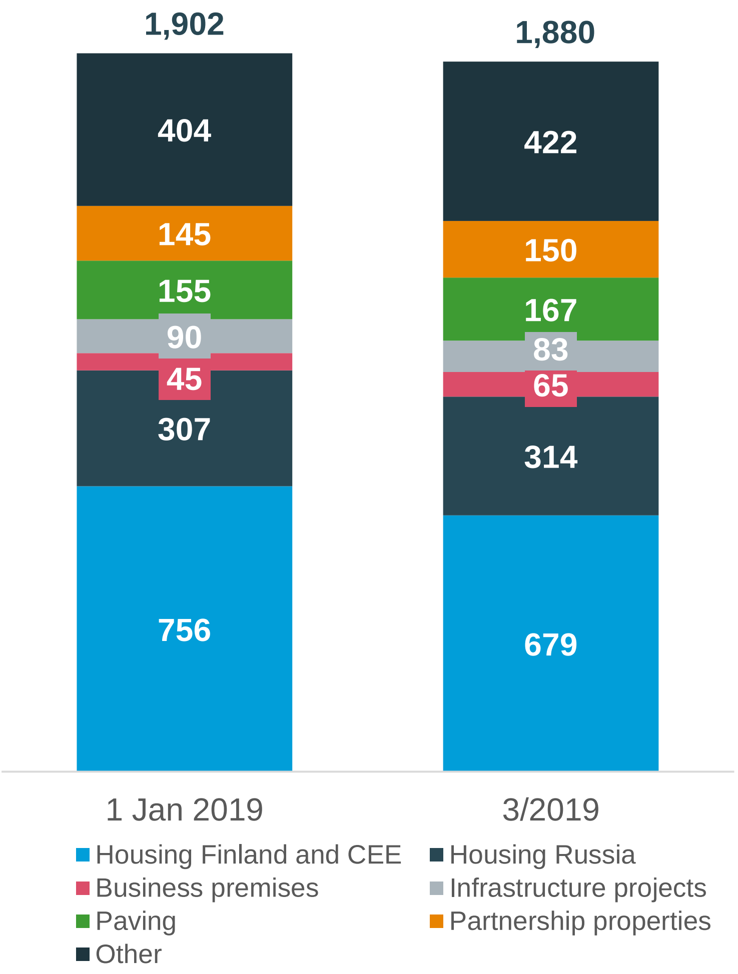
ADJUSTED EQUITY RATIO[1], %

ADJUSTED NET DEBT[1] / ADJUSTED PRO FORMA EBITDA (multiple, x)



[1] Excluding IFRS 16 impact in 2019 figures. 2018 figures are reported figures.

Capital employed by segment



The impact of the IFRS 16 standard implementation on capital employed on 1 Jan 2019

Capital employed, M€	Housing FIN & CEE	Housing Russia	Business presmises	Infra projects	Paving	Partnership properties	Other and eliminat-ions	Group, IFRS
31/12/2018	584.9	294.3	38.2	83.0	123.7	145.0	332.1	1,601.2
IFRS 16 impact of adoption	170.8	13.0	6.4	7.2	31.7	0.0	71.5	300.6
1/1/2019	755.7	307.3	44.6	90.2	155.4	145.0	403.6	1,901.8

5

Outlook and guidance

Market outlook for the next 12 months

	Housing Finland and CEE	Housing Russia	Business premises	Infrastructure projects	Paving	Partnership properties
Finland	🔴		🟡	🔴	🟡 → 🔴	🟡
Russia		🟡			🟡	
The CEE countries						
The Baltic countries	🟡		🟡	🟡	🟡	🟡
The Czech Republic, Slovakia, Poland	🟡		🟡			🟡
Scandinavia						
Sweden				🟢	🟢	
Norway				🟢	🟢	
Denmark					🟡	

🔴 Weakened outlook compared to the past 12 months' development

🟡 Unchanged outlook compared to the past 12 months' development

🟢 Improved outlook compared to the past 12 months' development

Guidance for 2019

The Group revenue 2019 is estimated to be in the range of +5% – -5% compared to revenue 2018 (pro forma 2018: EUR 3,759.3 million).

In 2019, the adjusted operating profit[1] is estimated to be EUR 170–230 million (pro forma 2018: EUR 134.5 million).

GUIDANCE RATIONALE

- The guidance for 2019 is based, among others, on the completion of Mall of Tripla in the last quarter, the estimated timing of completion of the residential projects under construction and the company's solid order backlog. At the end of March, 73% of the order backlog was sold.
- Significant fluctuation is expected between the quarters due to normal seasonal variation, sales of business premises projects and the timing of completions of residential projects as well as Mall of Tripla. As in 2018, the last quarter of the year is expected to be clearly the strongest.
- The company estimates that the adjusted operating profit for the second quarter of 2019 will improve slightly from the comparison period (pro forma).

[1] The adjusted operating profit reflects the result of ordinary course of business and does not include material reorganisation costs, impairment charges or other items affecting comparability. Adjusted operating profit is disclosed to improve comparability between reporting periods. Adjusting items are defined more precisely in bulletin's the tables section.

Q&A

Additional information

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