

## Operating environment

#### Markets in Finland

- Construction is expected to contract by about 2% in 2010, but then return to growth already in 2011
- The number of building starts is expected to be 7% up on 2009
- Housing sales picked up markedly compared to the previous year and privately financed housing production in particular is expected to rise significantly this year
- Renovation construction is expected to grow by about 2%
- The volume of infrastructure construction is expected to decrease by 2% in 2010, but the decline is expected to end in 2011 thanks to new transport infrastructure projects
- Demand for maintenance and servicing of technical building systems is expected to rise

#### Markets outside Finland

- In the other Nordic countries, government stimulus measures have kept the infra construction market at a good level
- In the Baltic states the construction markets will continue to be challenging
- In Russia, housing sales continued to brisker than in the previous year;
  the economy is forecast to grow at a rate of 6% in 2010



# Key points in January-March 2010

- Significantly fewer own housing developments than in the comparison period were completed and, because of the change in income recognition principle, recognised as income
- Housing sales continued to be brisk in both Finland and Russia
- Exceptionally severe winter conditions prevented paving operations in Norway, Denmark and Lithuania
- Competition in technical building services tightened and the price level of materials continued to rise
- The exceptionally long and snowy winter delayed starts on roofing and waterproofing contracts
- Demand for pre-cast concrete staircase and façade elements picked up
- Order books developed well and the whole Group's order book was up on the comparison period
- Lemminkäinen completed a directed share issue to institutional investors and minority interests, which raised a total of EUR 39.5 million



# Key figures

| EUR million   | 1-3/2010 | 1-3/2009 | Change, %  | 1-12/2009 |
|---|----------|----------|------------|-----------|
| Net sales   | 284.4    | 343.5    | -17        | 1,965.5   |
| Operating profit                                    | -28.5    | -6.9     | (over 100) | 23.2      |
| Operating margin, %                                 | -10.0    | -2.0     | -          | 1.2       |
| Net financing expenses                              | 5.5      | 9.8      | -44        | 33.4      |
| Profit before taxes                                 | -33.9    | -16.7    | (over 100) | -10.2     |
| Earnings per share, EUR                             | -1.52    | -0.81    | -88        | -1.54     |
| Gross investments                                   | 7.5      | 10.3     | -27        | 41.5      |
| Cash flow from operating activities                 | -49.9    | -85.4    | 42         | 64.2      |
| Interest-bearing net debt (at end of review period) | 349.0    | 450.6    | -23        | 324.7     |

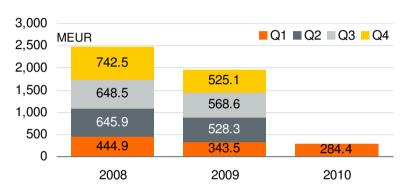


# Consolidated net sales and operating profit

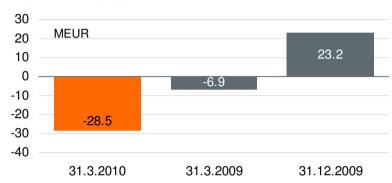
prepared in accordance with the new organisation

## Lemminkäinen

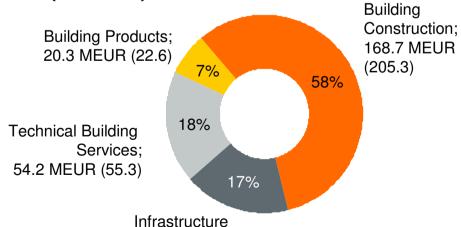
#### **Net sales**



#### **Operating profit**



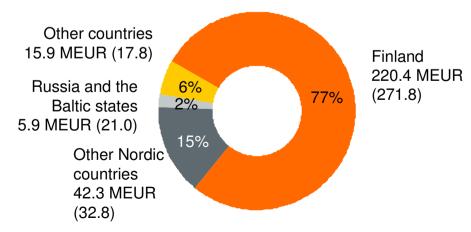
## Net sales by business sector 1-3/2010 (1-3/2009)



Construction:

51.3 MEUR (68.0)

# Net sales by region 1-3/2010 (1-3/2009)

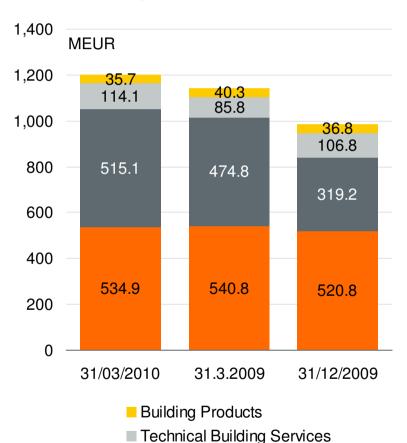


From 1 January 2010 Lemminkäinen observes the interpretation IFRIC 15 - Agreements for the Construction of Real Estate in its reporting. The comparative figures for 2009 have also been calculated in accordance with the interpretation. Forssan Betoni Oy, which formerly belonged to Lemminkäinen's Infrastructure Construction business sector, was transferred on 1 January 2010 to the Building Products business sector. The sector-specific comparative figures for 2009 have also been

## Order book

## Lemminkäinen

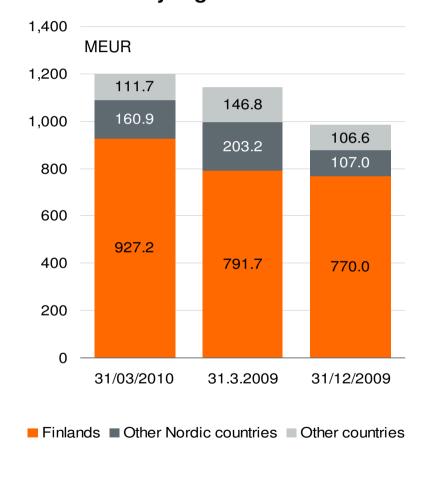
### Order book by business sector



■ Infrastructure Construction

■ Building Construction

### Order book by region



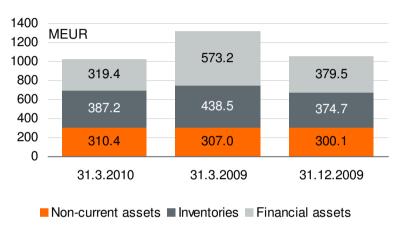
From 1 January 2010 Lemminkäinen observes the interpretation IFRIC 15 - Agreements for the Construction of Real Estate in its reporting. The comparative figures for 2009 have also been calculated in accordance with the interpretation.

Forssan Betoni Oy, which formerly belonged to Lemminkäinen's Infrastructure Construction business sector, was transferred on 1 January 2010 to the Building Products business sector. The sector-specific comparative figures for 2009 have also been prepared in accordance with the new organisation

## Balance sheet

## Lemminkäinen

### **Assets**



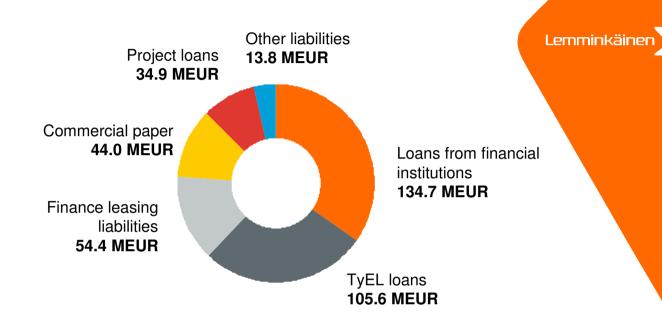
### Shareholders' equity and liabilities



| Balance sheet ratios and indicators | 31.3.2010 | 31.3.2009 | 31.12.2009 |
|-------------------------------------|-----------|-----------|------------|
| Balance sheet total, EUR million    | 1,017.0   | 1,318.8   | 1,054.4    |
| Return on investment, %             | -3.1      | 0.4       | 5.4        |
| Return on equity, %                 | -8.8      | -4.1      | -7.5       |
| Equity ratio, %                     | 33.7      | 25.5      | 31.0       |
| Net working capital, EUR million    | 363.7     | 472.8     | 343.2      |

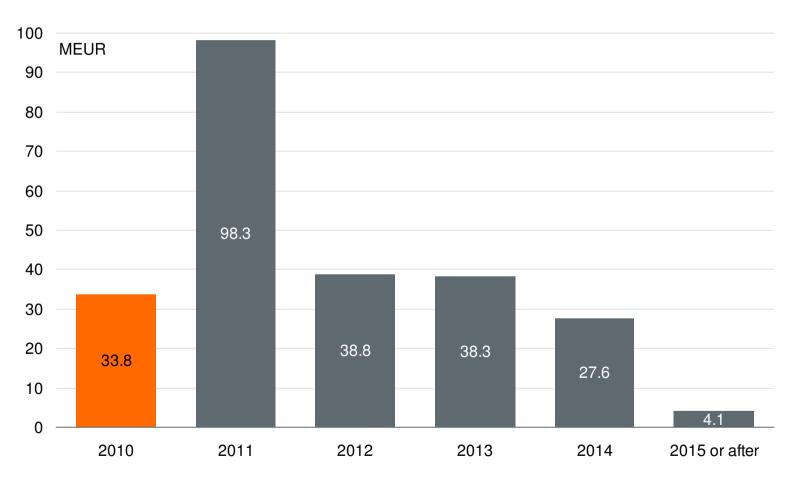
## Debt structure

Breakdown of interestbearing debt (EUR 387.3 million) at 31.3.2010:



| Financial indicators (EUR million) | 31.3.2010 | 31.3.2009 | 31.12.2009 |
|------------------------------------|-----------|-----------|------------|
| Interest-bearing debt, of which    | 387.3     | 605.1     | 399.1      |
| - short-term debt                  | 206.4     | 486.7     | 108.4      |
| - long-term debt                   | 180.9     | 118.4     | 290.7      |
| Cash funds                         | 38.3      | 154.5     | 74.4       |
| Net financing expenses             | 5.5       | 9.8       | 33.4       |
| Gearing, %                         | 114.4     | 147.1     | 110.2      |

# Schedule of long-term loan maturities



The chart also includes annual amortisation of long-term loans

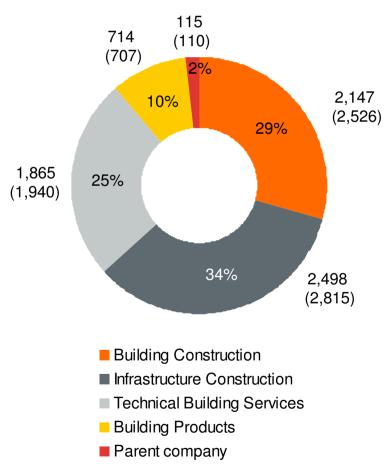


## Personnel

# During the review period 1-3/2010 (1-3/2009):

- Average number of employees was 7,339 (8,098)
- Percentage of employees working abroad was 29% (31)
- The number of employees was adjusted during 2009 to meet the market situation

# Personnel by business sector 1-3/2010 (1-3/2009)



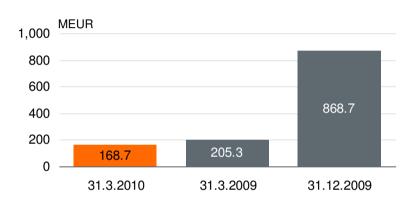


# **Building Construction**

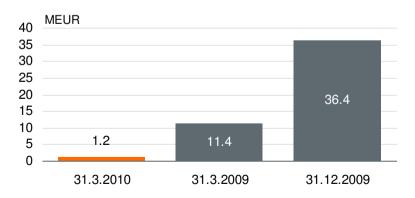
## Key points in January-March 2010 (comparative period 1-3/2009):

- Net sales EUR 168.7 million (205.3);
  operating profit EUR 1.2 million (11,4)
- Order book at end of review period was EUR 534.9 million (540.8)
- Adoption of the IFRIC 15 interpretation changed the income recognition principle for own production
- Significantly fewer own housing developments than in the previous year were completed and recognised as income due to the slowdown in housing production in 2009
- The renovation construction market remained stable
- Housing sales in Russia continued to be brisker than in the previous year
- After the review period Lemminkäinen acquired a building plot in St. Petersburg for the construction of 540 housing units

#### **Net sales**



#### **Operating profit**



From 1 January 2010 Lemminkäinen observes the interpretation IFRIC 15 - Agreements for the Construction of Real Estate in its reporting. The comparative figures for 2009 have also been calculated in accordance with the interpretation.



# Lemminkäinen's own housing production

| FINLAND                             | 1-3/2010 | 1-3/2009 | 1-12/2009 |
|-------------------------------------|----------|----------|-----------|
| Housing starts                      | 145      | 0        | 351       |
| Housing units sold                  | 169      | 123      | 771       |
| Completed units                     | 54       | 230      | 533       |
| Under construction at end of period | 496      | 357      | 405       |
| of which unsold                     | 205      | 193      | 193       |
| Unsold completed units              | 227      | 560      | 263       |
| RUSSIA / SWEDEN                     | 1-3/2010 | 1-3/2009 | 1-12/2009 |
| Housing starts                      | 0 / 0    | 0 / 0    | 0 /0      |
| Housing units sold                  | 54 / 0   | 22 / 2   | 133 / 27  |
| Completed units                     | 0 / 0    | 0 / 12   | 104 / 80  |
| Under construction at end of period | 498 / 0  | 313 / 68 | 479 / 0   |
| of which unsold                     | 339 / 0  | 230 / 34 | 367 / 0   |
| Unsold completed units              | 5/11     | 0/2      | 22 / 11   |

- A total of 135 contracted housing starts were made during the review period
- After the review period Lemminkäinen acquired a building plot in St. Petersburg for the construction of 540 housing units

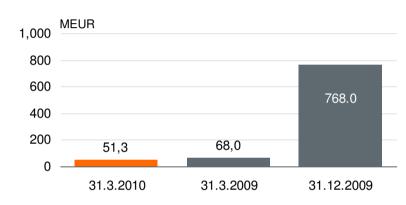


## Infrastructure Construction

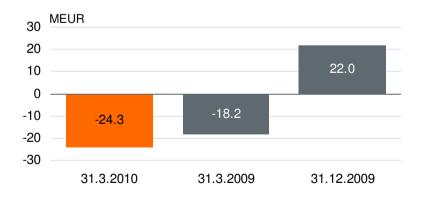
## Key points in January-March 2010 (comparative period 1-3/2009):

- Net sales EUR 51.3 million (68.0); operating profit EUR -24.3 million (-18,2)
- Order book developed well and the end of the review period was EUR 515.1 million (474.8)
- Exceptionally severe winter conditions prevented paving operations in Norway, Denmark and Lithuania
- Work situation in rock engineering improved
- In the Baltic states infrastructure construction showed slight signs of recovery
- After the review period Lemminkäinen made two acquisitions in Norway

#### **Net sales**



#### **Operating profit**



Forssan Betoni Oy, which formerly belonged to Lemminkäinen's Infrastructure Construction business sector, was transferred on 1 January 2010 to the Building Products business sector. The sector-specific comparative figures for 2009 have also been prepared in accordance with the new organisation

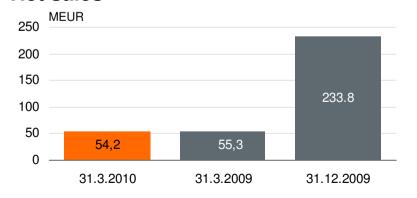


# Technical Building Services

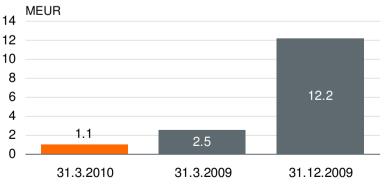
### Key points January-March 2010 (comparative period 1-3/2009):

- Net sales were EUR 54.2 million (55.3); operating profit EUR 1.1 million (2.5)
- Order book was up by a third on the comparative period and at the end of the review period was EUR 114.1 million (85.8)
- Emphasis shifted to renovation construction and servicing and maintenance work
- Competition tightened and material prices rose
- Demand for industrial services minimal
- After the review period the offering of pipe renovation was broadened by a pipe coating method that avoids the demolition of existing structures

#### **Net sales**



### Operating profit





# **Building Products**

## Lemminkäinen

### Key points January-March 2010 (comparative period 1-3/2009):

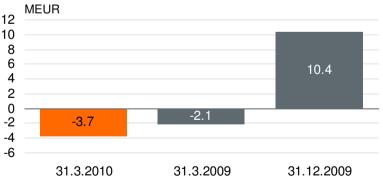
- Net sales EUR 20.3 million (22.6); operating profit EUR -3.7 million (-2.1)
- Order book at the end of the review period was EUR 35.7 million (40.3)
- The exceptionally snowy winter coupled with fiercer competition and higher raw material prices weakened profitability
- Demand for pre-cast concrete staircase and façade elements picked up with the recovery of housing construction

## 

31.3.2009

31.3.2010





Forssan Betoni Oy, which formerly belonged to Lemminkäinen's Infrastructure Construction business sector, was transferred on 1 January 2010 to the Building Products business sector. The sector-specific comparative figures for 2009 have also been prepared in accordance with the new organisation

31.12.2009

# Strategy implementation

## Stronger financial position

• In the review period Lemminkäinen completed a directed share issue, which provided more room to manoeuvre strategic projects

## Business development

- The Asfalt Remix and Risa Rock acquisitions strengthen Lemminkäinen's position on the Nordic infrastructure market
- Building plot acquisition in St. Petersburg offers opportunity to build 540 housing units on Vasil Island
- Expertise in technical building service and renovation construction strengthened by a new water pipe coating technology

## One Lemminkäinen

 The aim of one united Lemminkäinen to be realised this year by merging over 20 companies and implementing the service centre model for the support functions



## Outlook for 2010

Lemminkäinen estimates that net sales and the result before taxes for the 2010 accounting period will be at the 2009 level, the infringement fine imposed by the SAC being excluded from the 2009 comparative figures

- The number of new building starts will rise, but the total volume of construction is expected to fall
- Housing production will rise with the pick-up in housing sales
- Demand for renovation construction is expected to increase; demand for technical building services will continue to be stable
- In Russia the volume of construction will grow with the housing market recovery
- Major transport infrastructure project launched in 2009 and the recovery of building construction will provide work for infrastructure builders
- Cuts in government funding for basic highway maintenance and the constrained finances of the municipalities represent uncertainty factors for the infrastructure market
- In the other Nordic countries additional investments in infrastructure construction will continue; in the Baltic states the situation will continue to be challenging
- Demand for building products will rise with the pick-up in residential construction



# Shareholders

| Lemminkäinen | 7 |
|--------------|---|
|              |   |

| Name of shareholder                              | Shares<br>31.3.2010 | % of total stocks<br>31.3.2010 | Shares<br>31.12.2009 | % of total stocks<br>31.12.2009 |
|--|---------------------|--------------------------------|----------------------|---------------------------------|
| Estate of Erkki Pentti                           | 3,673,956           | 18.70                          | 3,673,956            | 21.58                           |
| Pentti, Olavi                                    | 3,673,953           | 18.70                          | 3,673,953            | 21.58                           |
| Estate of Heikki Pentti                          | 1,906,976           | 9.71                           | 1,906,976            | 11.20                           |
| Varma Mutual Pension Insurance<br>Company        | 823,727             | 4.19                           | 508,000              | 2.98                            |
| Pentti, Kristian                                 | 635,660             | 3.24                           | 635,660              | 3.73                            |
| Pentti-Kortman, Eva Katarina                     | 635,660             | 3.24                           | 635,660              | 3.73                            |
| Pentti-von, Walzel Anna Eva Kristina             | 635,660             | 3.24                           | 635,660              | 3.73                            |
| Ilmarinen Mutual Pension Insurance<br>Company    | 520,000             | 2.65                           | 120,000              | 0.71                            |
| Maa- ja Vesitekniikan Tuki Ry                    | 250,000             | 1.27                           | 200,000              | 1.18                            |
| Eläke-Fennia Mutual Pension<br>Insurance Company | 220,000             | 1.12                           | 0                    | 0.00                            |
| Etera Mutual Pension Insurance<br>Company        | 214,600             | 1.09                           | 164,600              | 0.97                            |
| Etola, Erkki Olavi                               | 209,032             | 1.06                           | 0                    | 0.00                            |
| Odin Finland                                     | 203,841             | 1.04                           | 205,141              | 1.21                            |
| Mutual Fund Evli Select                          | 200,000             | 1.02                           | 0                    | 0.00                            |
| Swedbank   | 170,000             | 0.87                           | 170,000              | 1.00                            |
| Nominee registered                               | 1,490,296           | 7.59                           | 1,639,314            | 9.63                            |
| Other shareholders, total                        | 4,181,403           | 21.29                          | 2,852,330            | 16.76                           |
| Total  | 19,644,764          | 100.00                         | 17,021,250           | 100.00                          |



