

# NORDECON

## **Investor presentation**

# **Nordecon International overview**

## **Nordecon International in brief**

### **KEY FACTS**

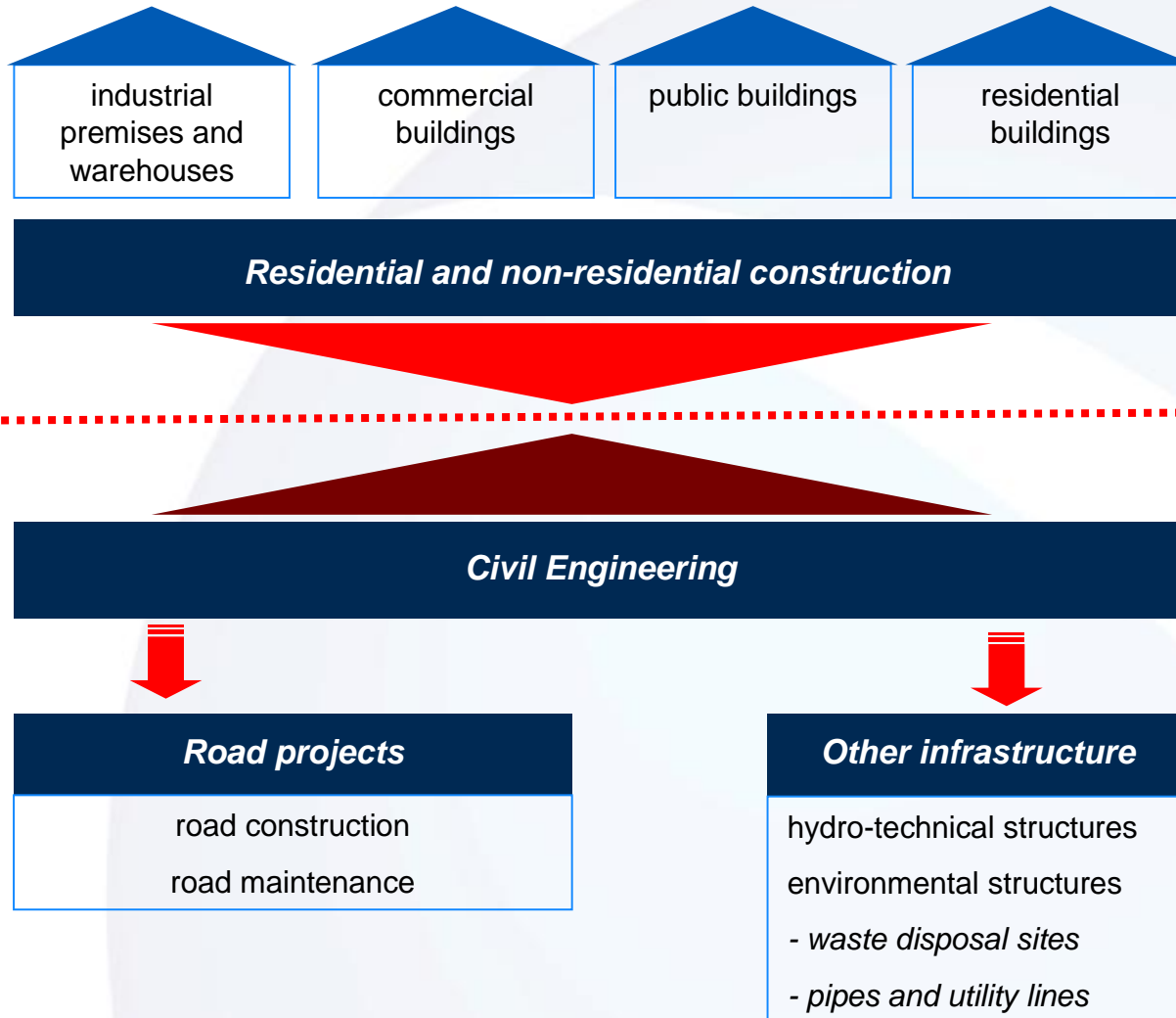
- Nordecon International is a group of construction companies whose core business is construction project management and general contracting in the buildings and infrastructures segment.
- Geographically the Group operates currently in Estonia, Ukraine and Finland. The parent of the Group is Nordecon International AS, a company registered and located in Tallinn, Estonia. In addition to the parent company, there are more than 15 subsidiaries in the Group.
- Currently Nordecon International Group employs nearly 750 people.
- Since 18 May 2006, the company's shares have been quoted in the main list of the NASDAQ OMX Tallinn Stock Exchange.

### **MISSION**

**Our mission is to offer our customers complete premier value adding construction and engineering solutions.**

**We add value to the company by motivating our employees and providing them with clear development opportunities and a contemporary work environment.**

## Nordecon International Business Model



## Group's strengths

- An organisation / shareholders oriented towards long-term profitable growth
- Organisationally separate engineering and construction businesses
- A flexible, horizontally integrated business model across the Group
- Experienced management
- Professional and loyal employees
- Relative conservatism in risk-taking
- Centralised support services in combination with strong business organisations
- A balanced revenue base that is equally divided between buildings construction and engineering

## Core Competencies

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**Road  
construction and  
maintenance**

**Environmental  
construction**

**Other  
infrastructure**

**Industrial, civil  
and commercial**

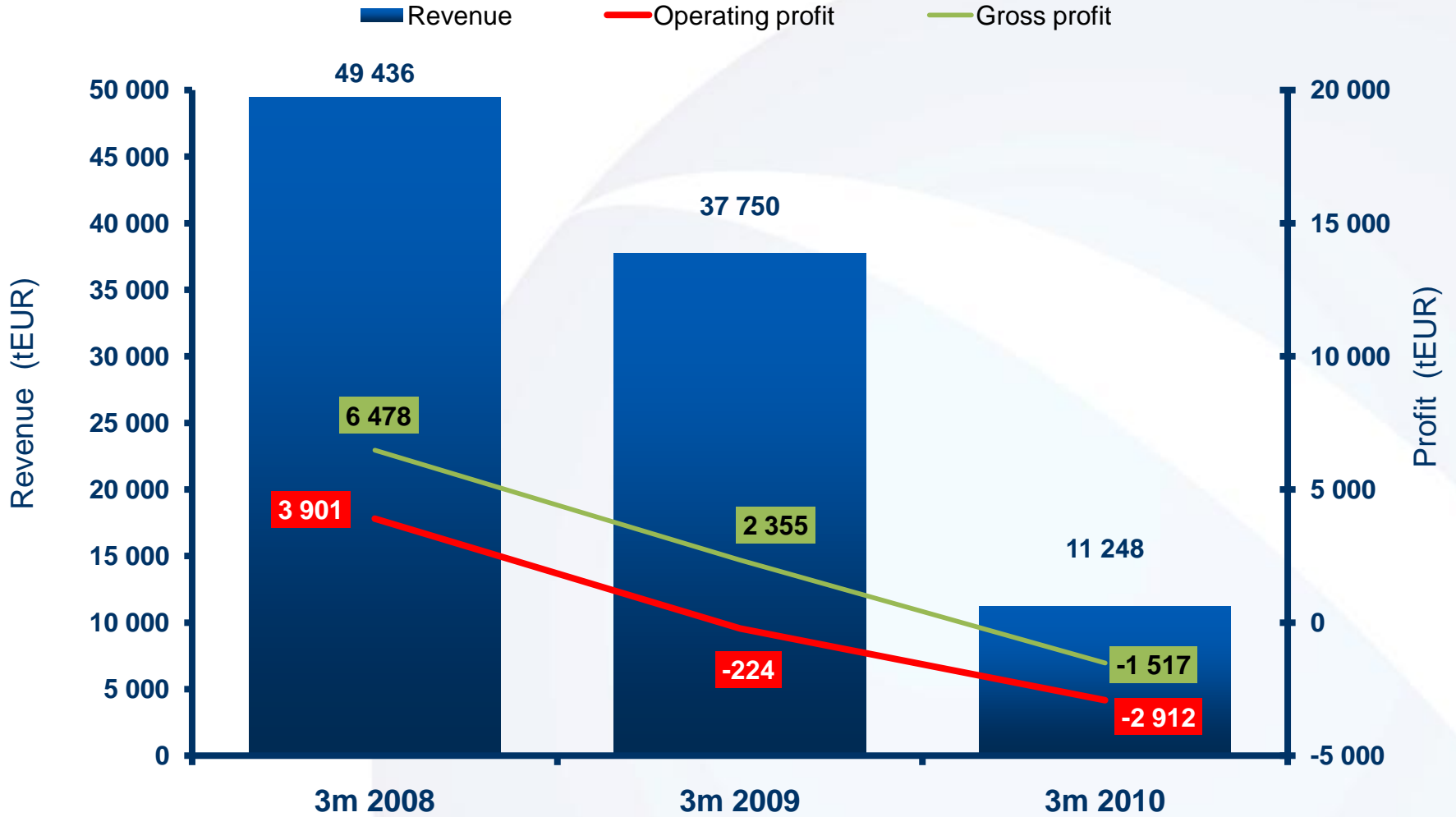
**Real estate  
development**

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# **Nordecon International Financial Information**

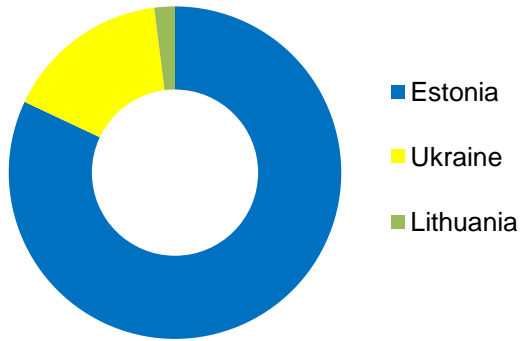
## **1Q 2010**

## Revenue and Profit

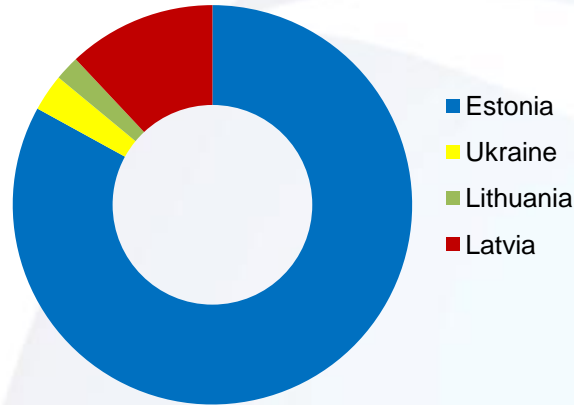


## Revenue by Geographic Regions

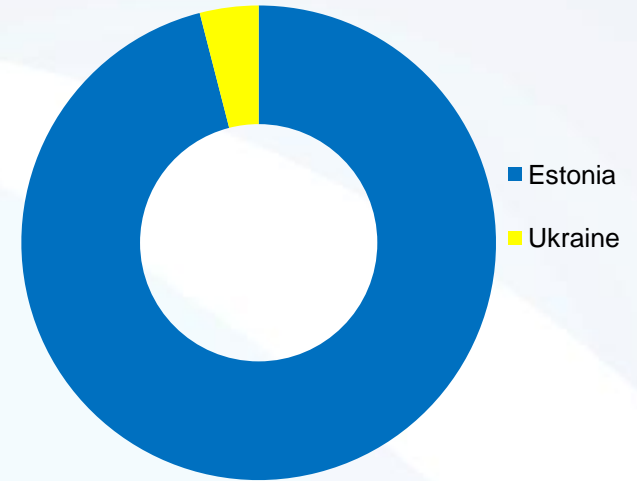
**3m 2008**



**3m 2009**



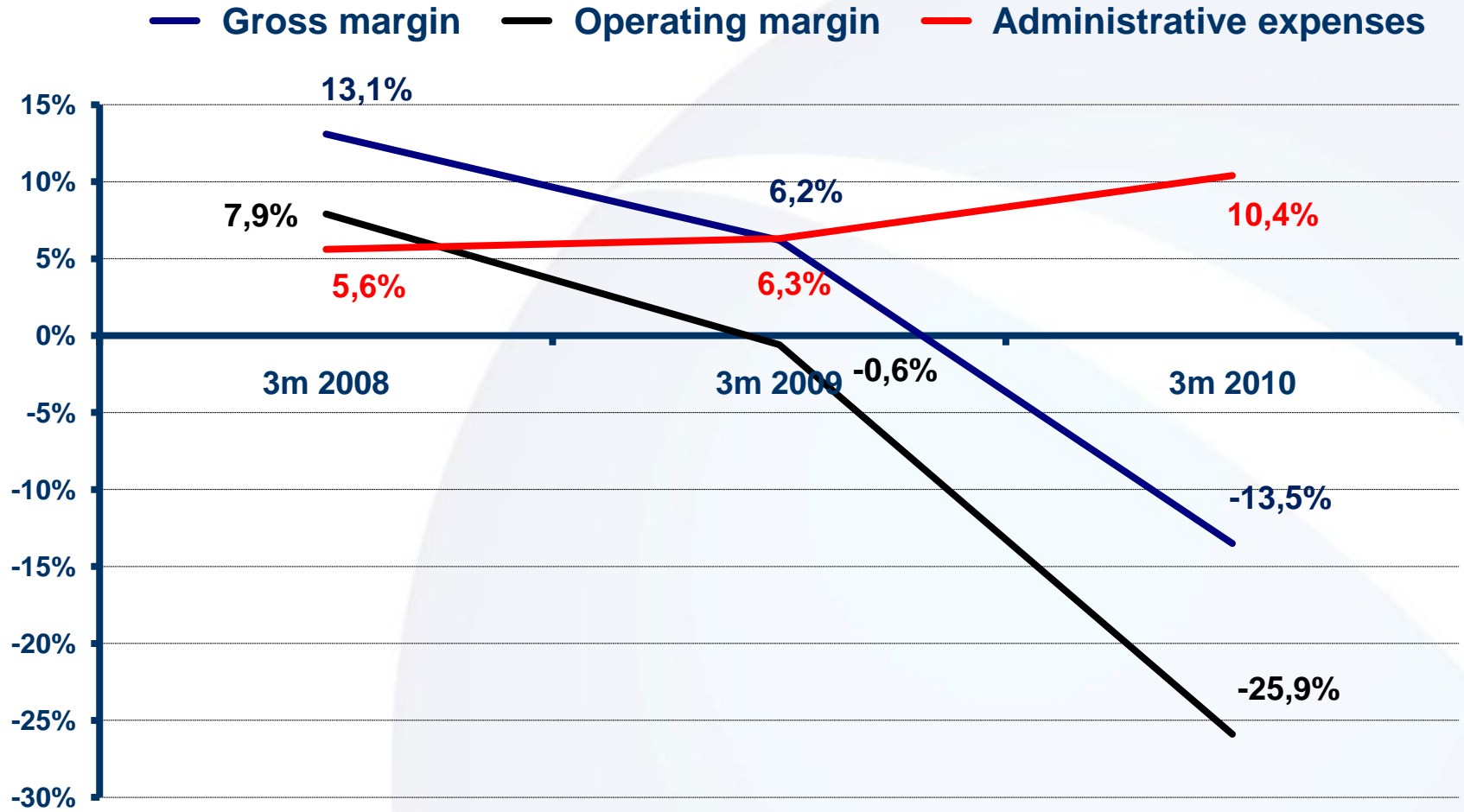
**3m 2010**



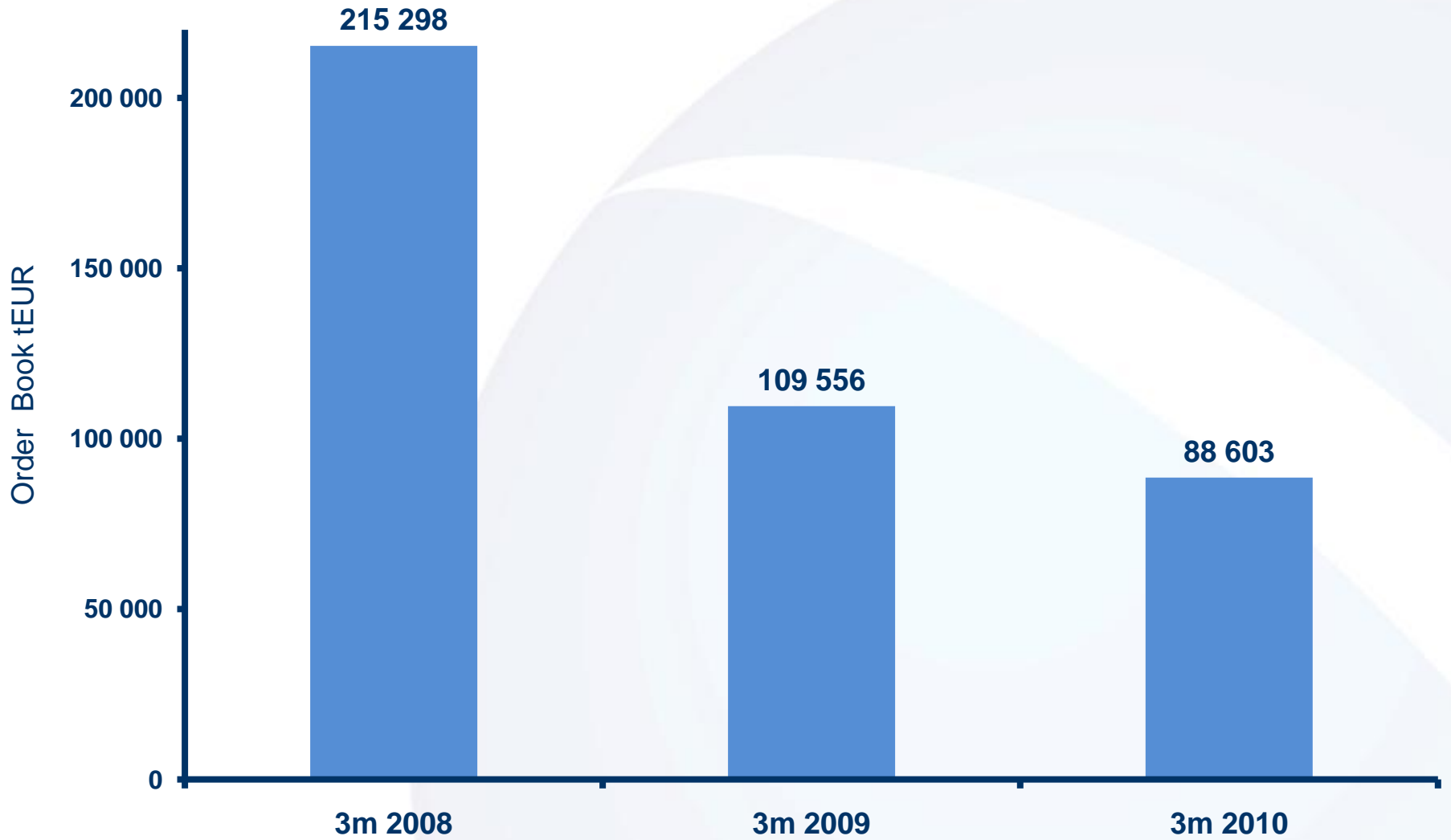
	<b>3m 2008</b>	<b>3m 2009</b>	<b>3m 2010</b>
Estonia	82%	83%	96%
Ukraine	16%	3%	4%
Latvia	0%	12%	0%
Lithuania	2%	2%	0%



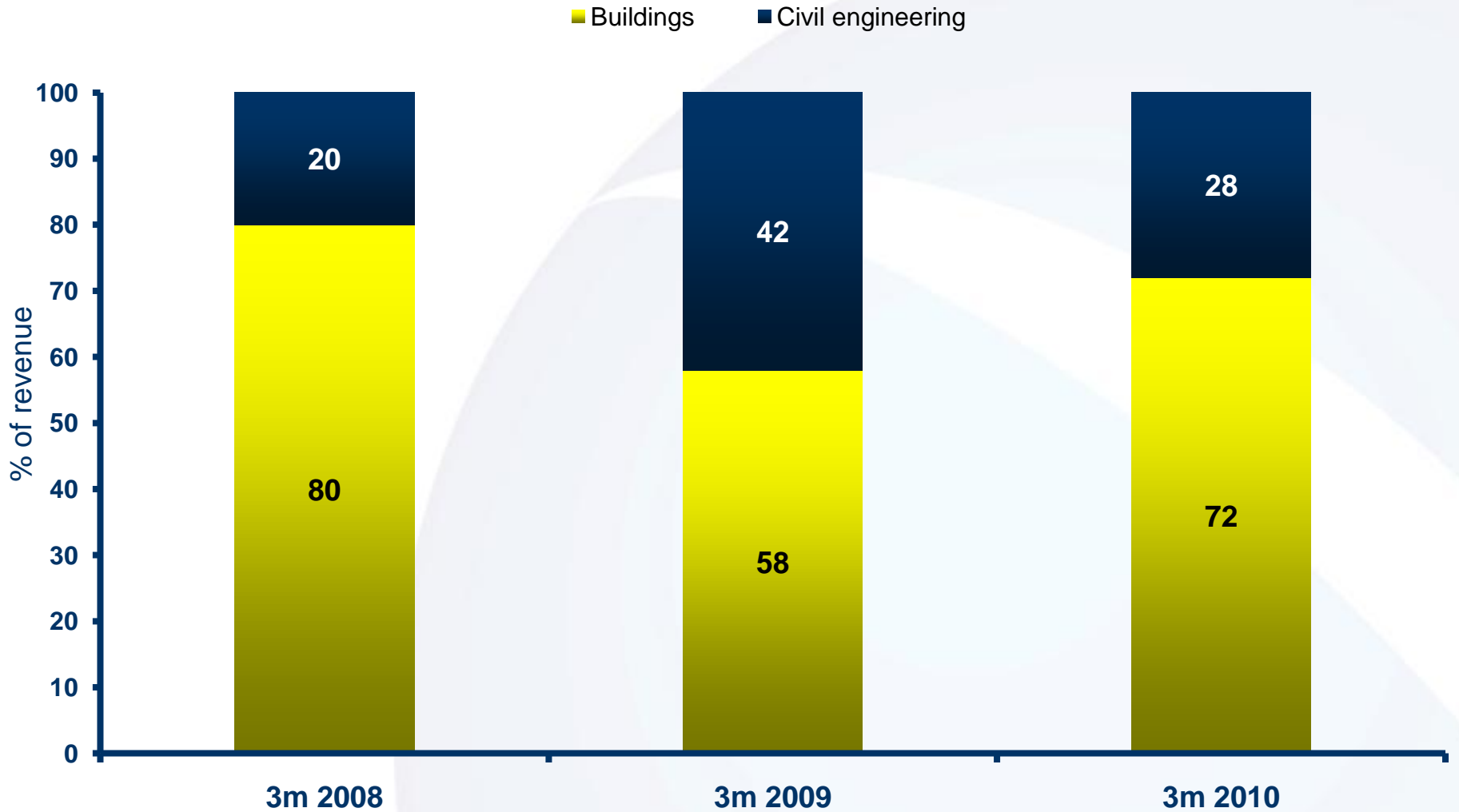
## Key Margins



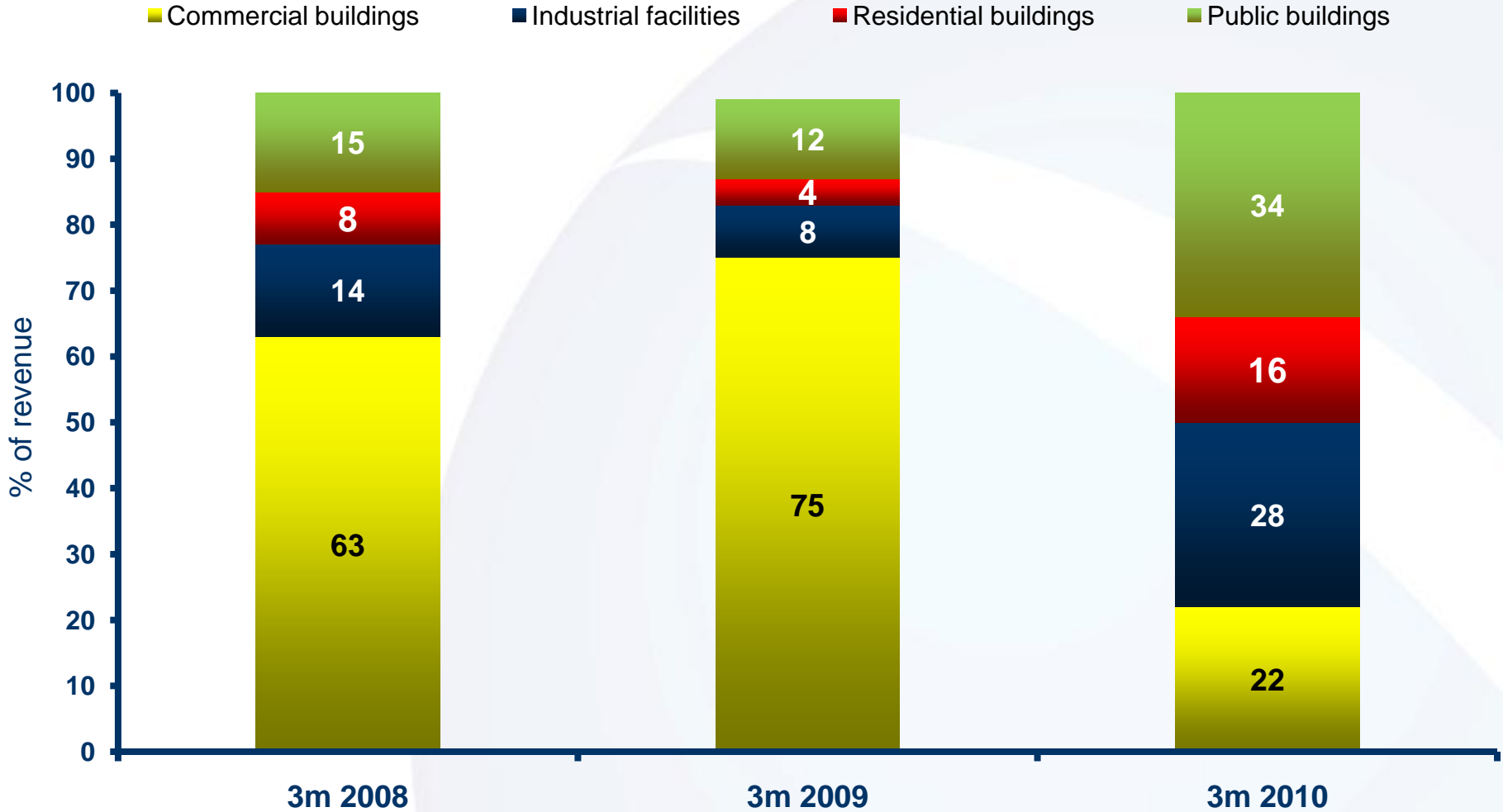
## Order Backlog



## Revenue Distribution by Segments



## Revenue Distribution in Buildings Segment



## Revenue Distribution in Infrastructure Segment

