

# NORDECON

Investor presentation

# **Nordecon overview**

## **KEY FACTS**

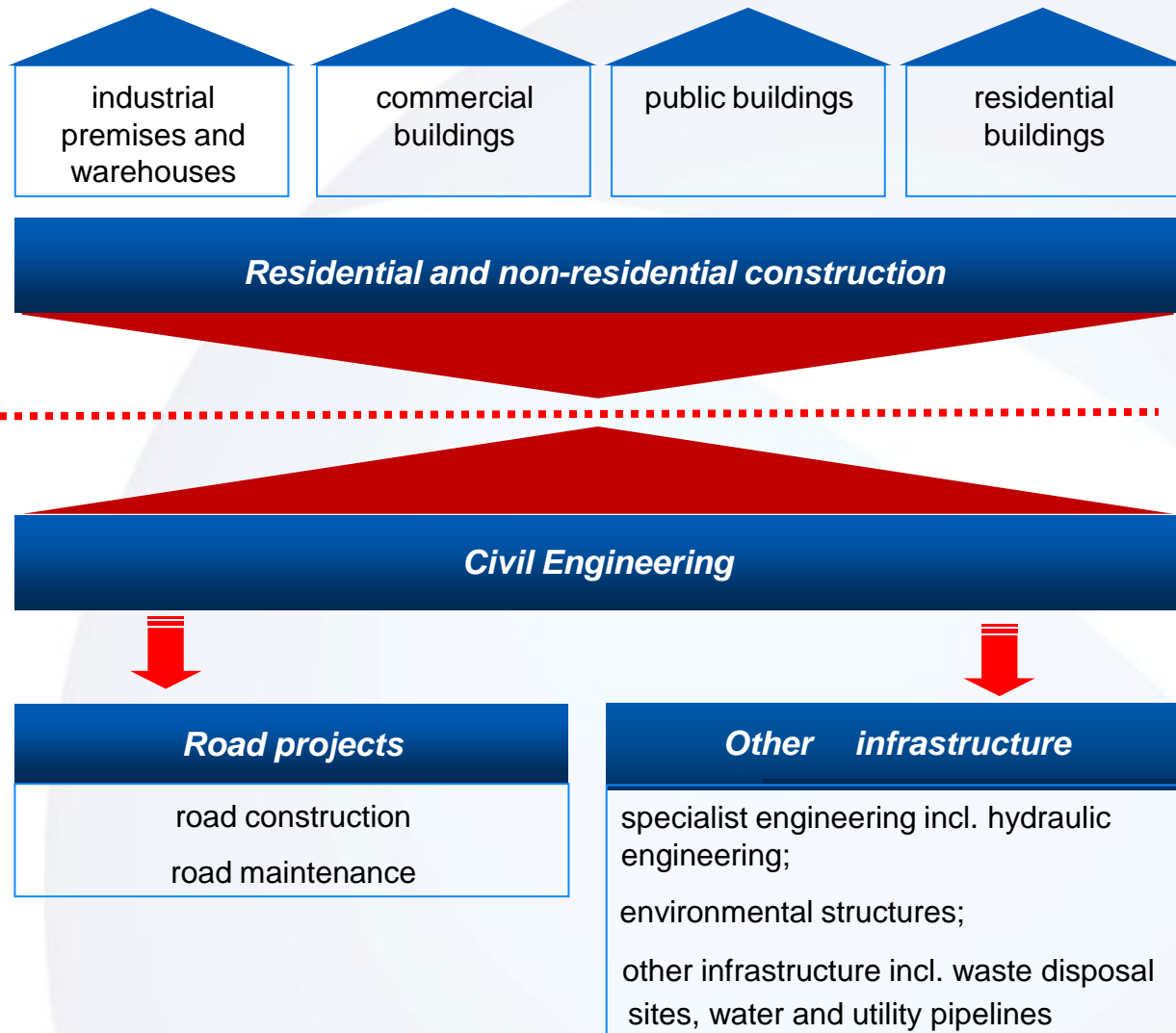
- Nordecon is a group of construction companies whose core business is construction project management and general contracting in the buildings and infrastructures segment.
- Geographically the Group operates currently in Estonia, Ukraine and Finland. The parent of the Group is Nordecon AS, a company registered and located in Tallinn, Estonia. In addition to the parent company, there are more than 15 subsidiaries in the Group.
- Currently Nordecon 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.**

## 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**

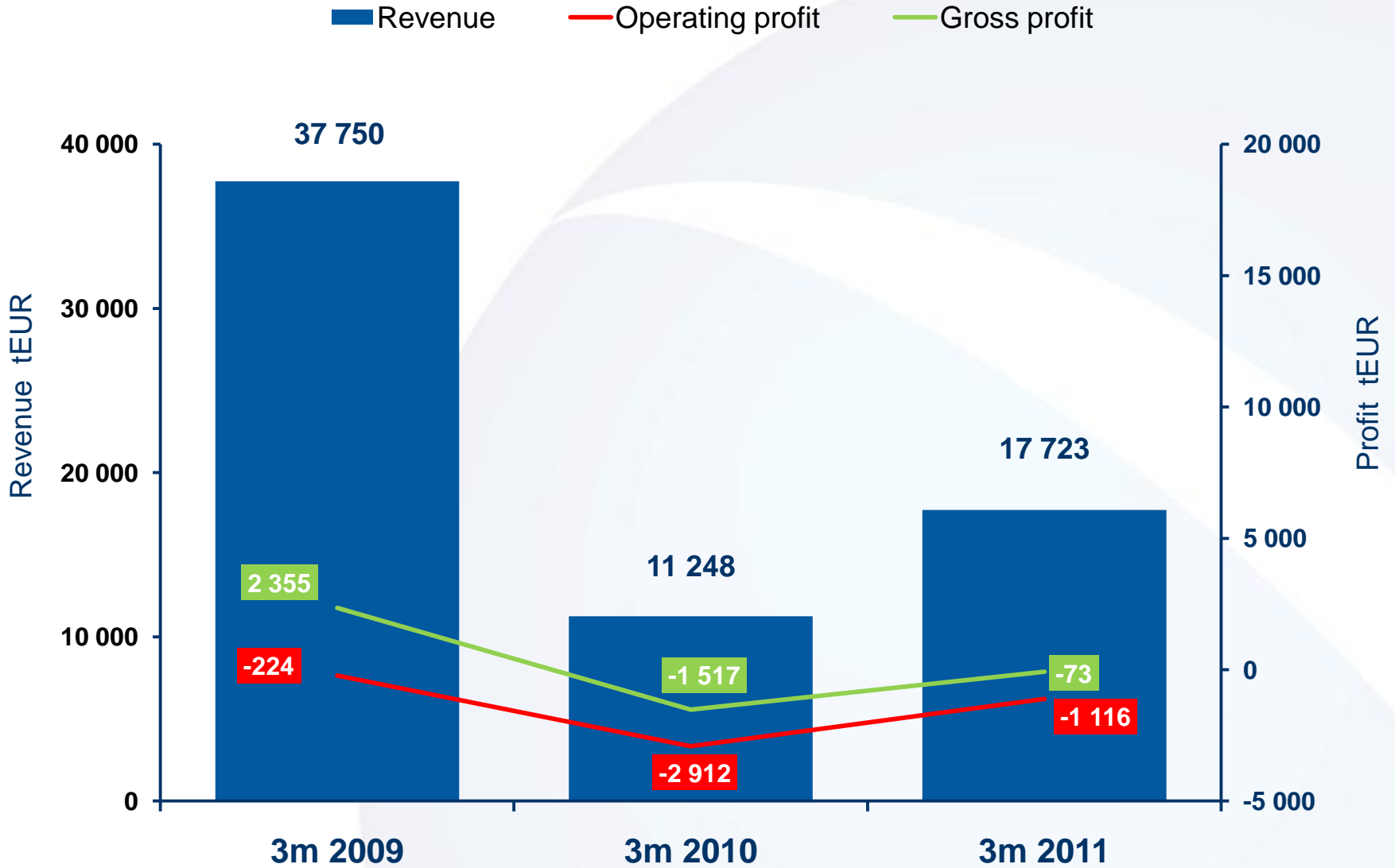
**Real estate  
development**

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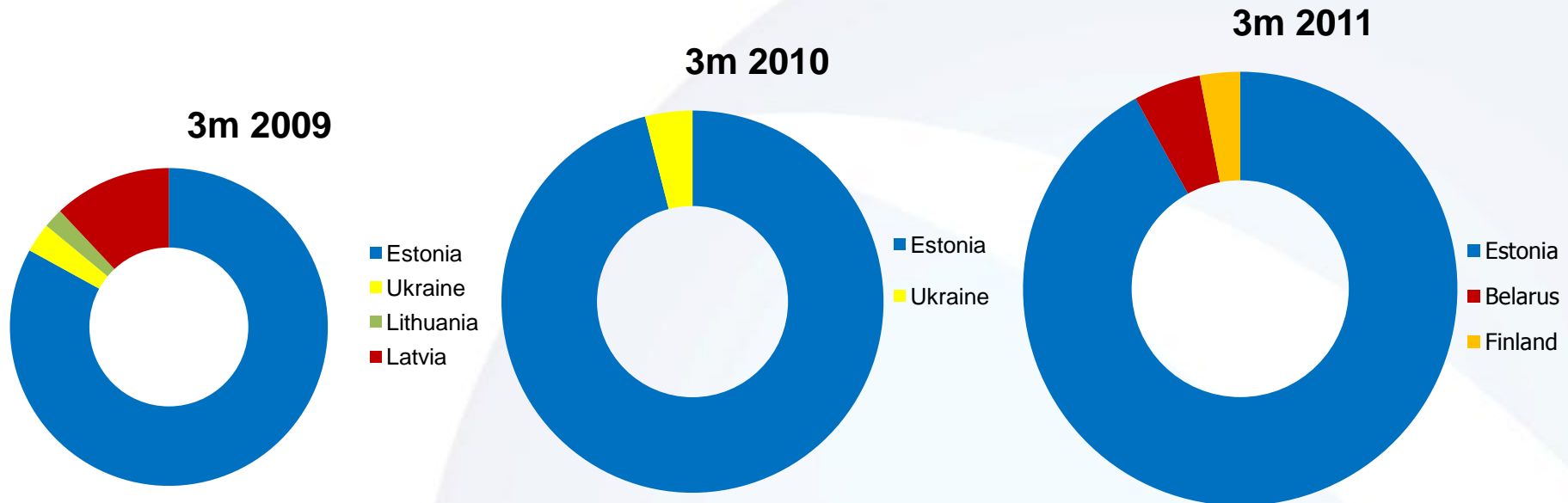
# **Nordecon Financial Information**

## **3m 2011**

## Revenue and Profit



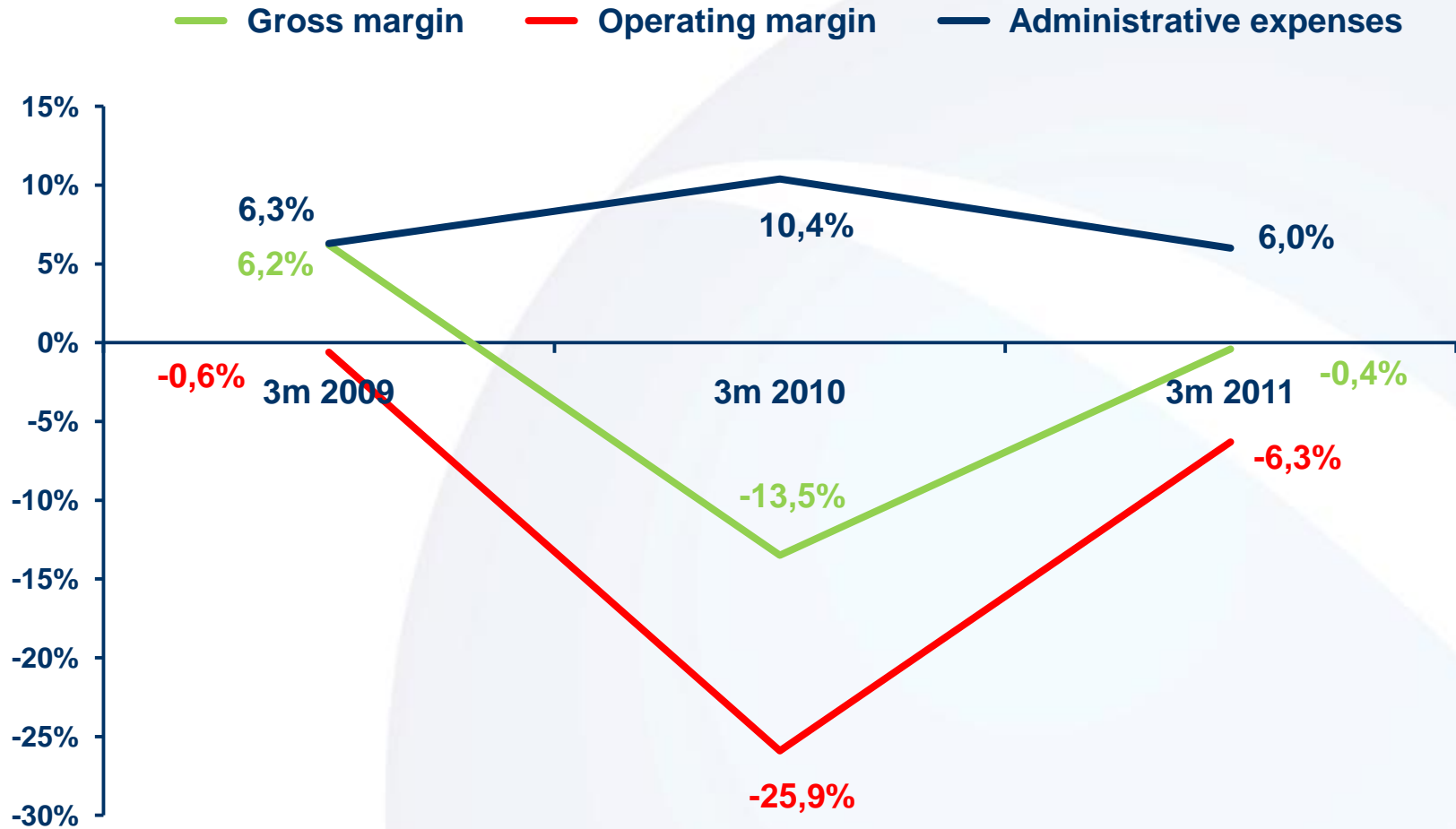
## Revenue by Geographic Regions



	3m 2009	3m 2010	3m 2011
Estonia	83%	96%	92%
Ukraine	3%	4%	0%
Latvia	12%	0%	0%
Lithuania	2%	0%	0%
Belarus	0%	0%	5%
Finland	0%	0%	3%

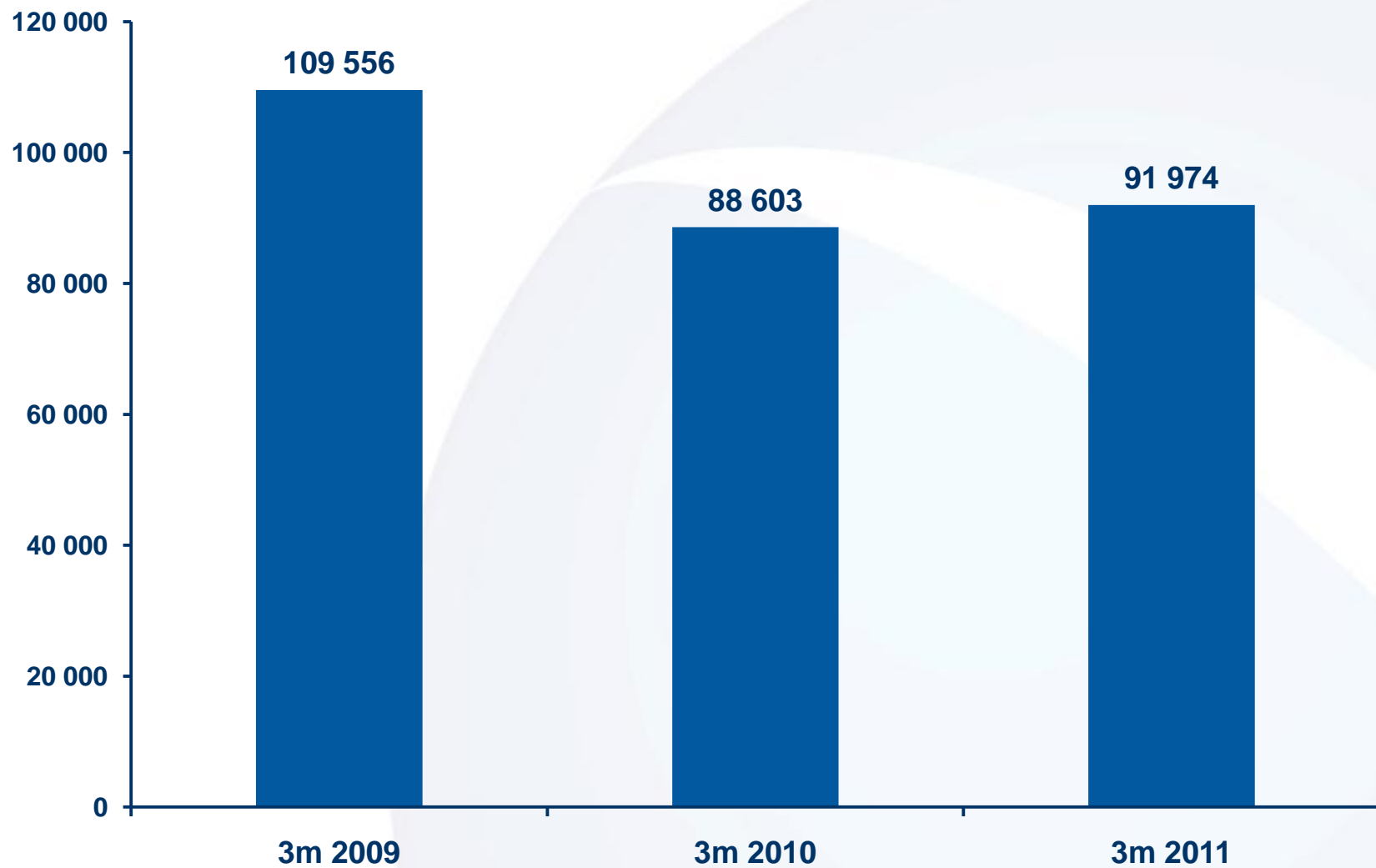


## Key Margins



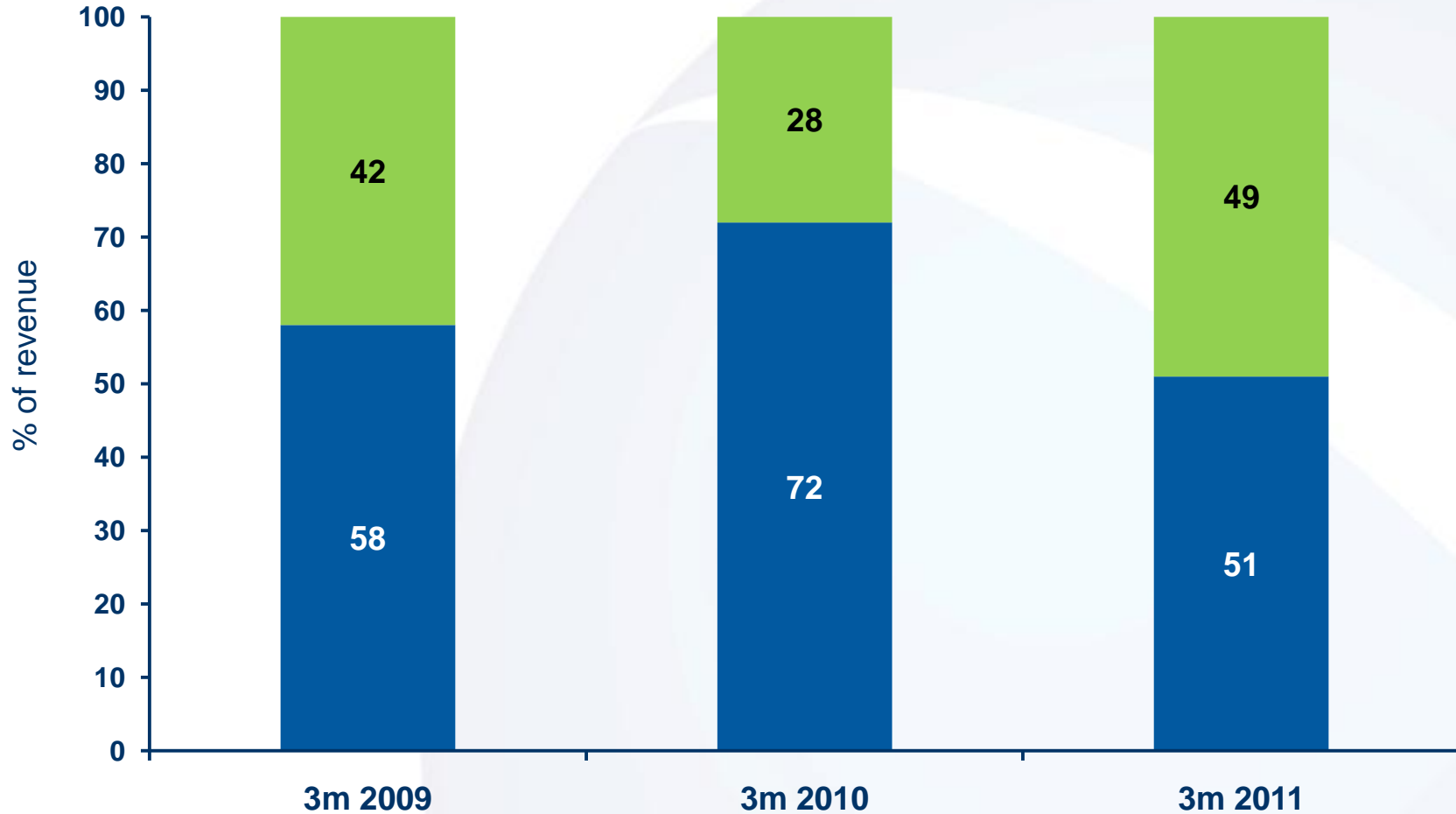
## Order Book

Order Book tEUR

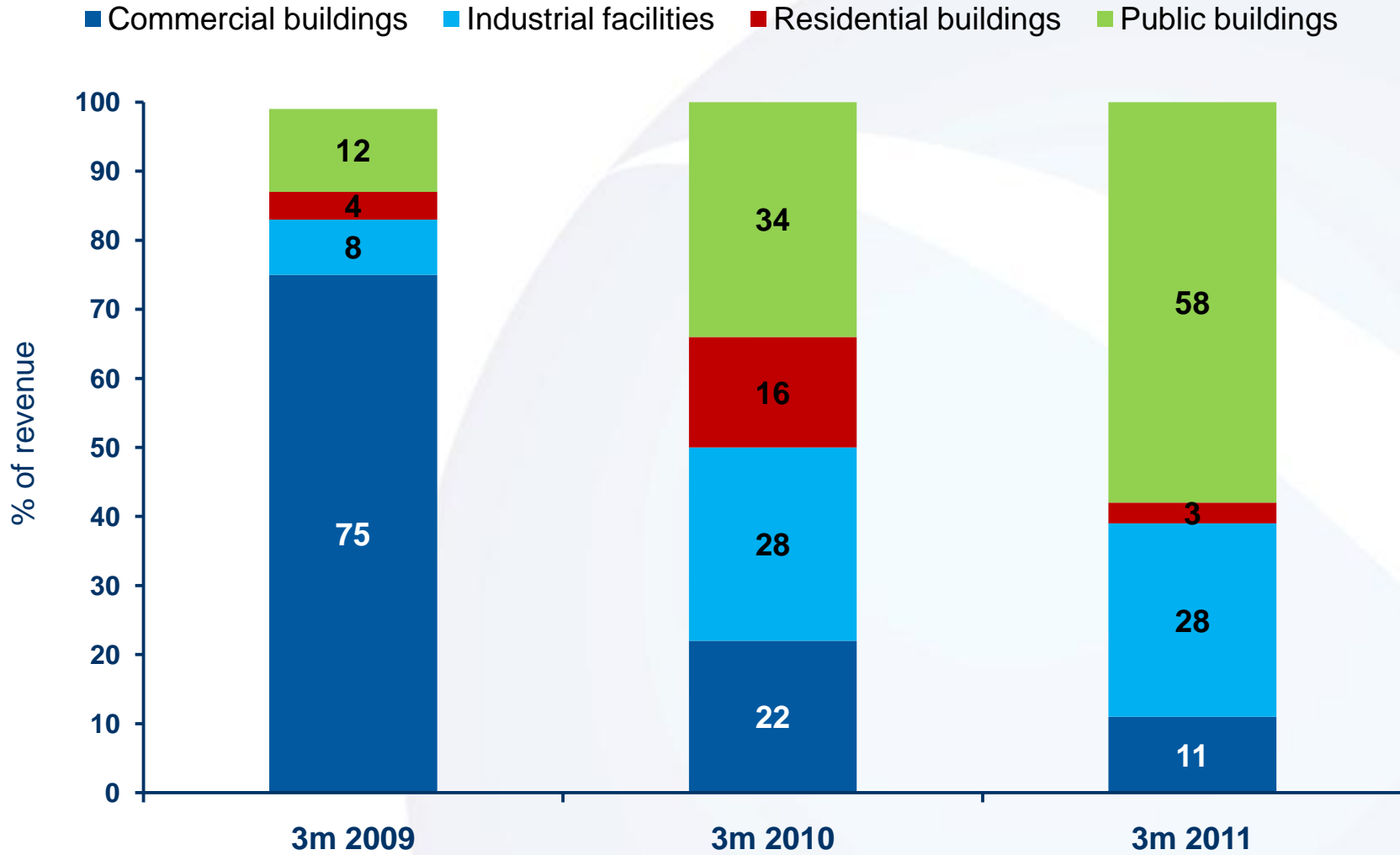


## Revenue Distribution by Segments

■ Buildings ■ Civil engineering



## Revenue Distribution in Buildings Segment



## Revenue Distribution in Infrastructure Segment

■ Road construction 
 ■ Other engineering 
 ■ Specialist engineering 
 ■ Environmental engineering

