

NORDECON

Investor presentation
Q1 2012

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 10 subsidiaries in the Group.
- Currently Nordecon employs more than 700 people.
- Since 18 May 2006, the company's shares have been quoted in the main list of the NASDAQ OMX Tallinn Stock Exchange.

MISSION

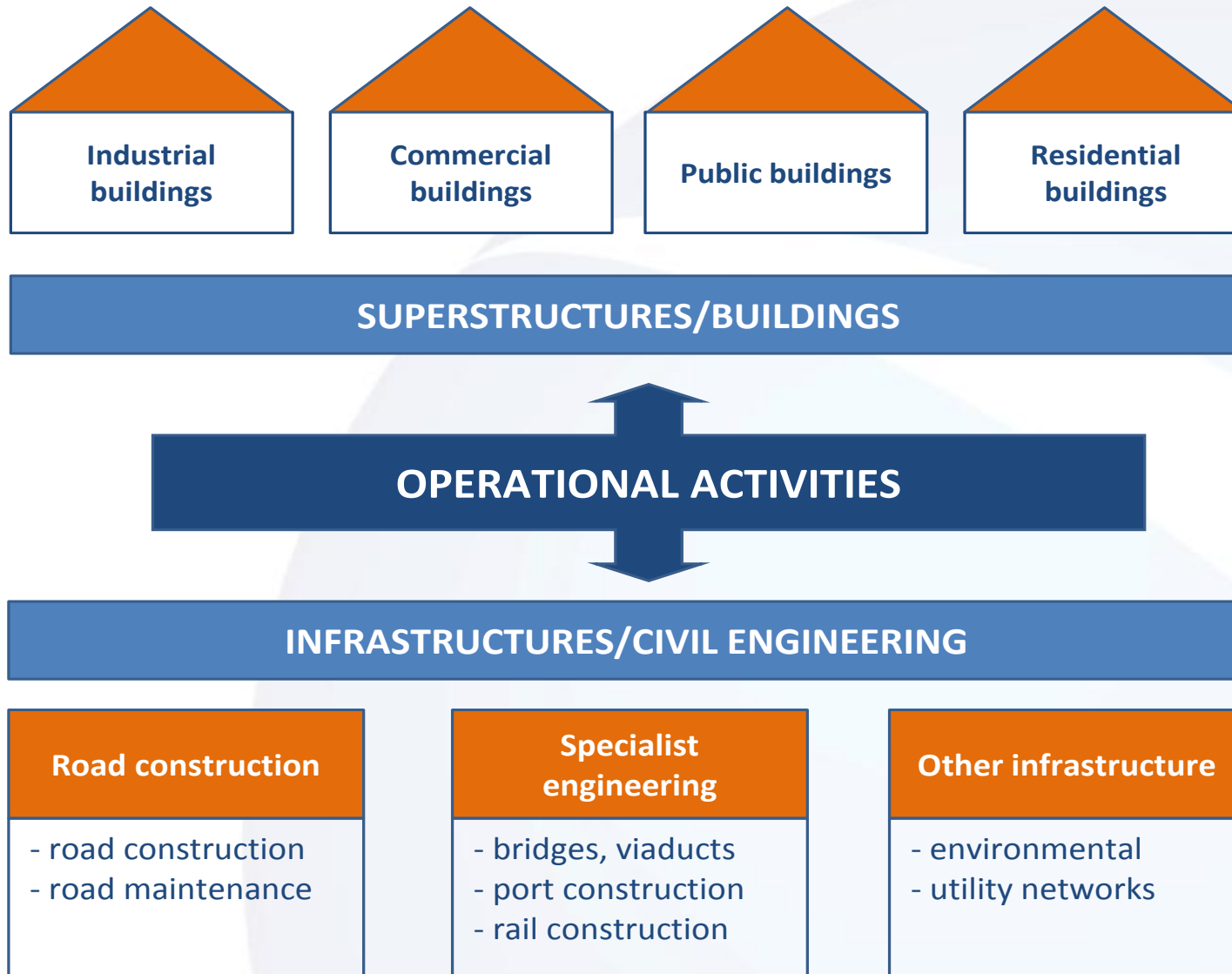
Our mission is to offer our customers complete premier value adding construction and engineering solutions.

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

Nordecon Group's main strategic objectives until 2013

- To complete the significant adjustments to the Group's structure and governance that were launched in 2009 in order to secure profitable and rapid growth in the rise phase of the market.
- To operate in Latvia, Lithuania and Belarus on a project basis, assuming that this is profitable.
- To continue buildings construction operations in Ukraine in line with the current strategy.
- To maintain preparedness for re-launching more active operations in foreign markets (as a general contractor) as soon as the situation in the construction market has become sufficiently supportive.
- To operate in the Finnish concrete works market (as a contractor) through a subsidiary in order to support development of the business line.
- To become the leading construction group in Estonia that earns half of its revenue from infrastructure and the other half from buildings construction by the end of 2013.

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

**Road
construction and
maintenance**

**Environmental
construction**

**Other
infrastructure**

**Industrial, civil
and commercial**

**Real estate
development**

Nordecon financial information and key facts 3m 2012

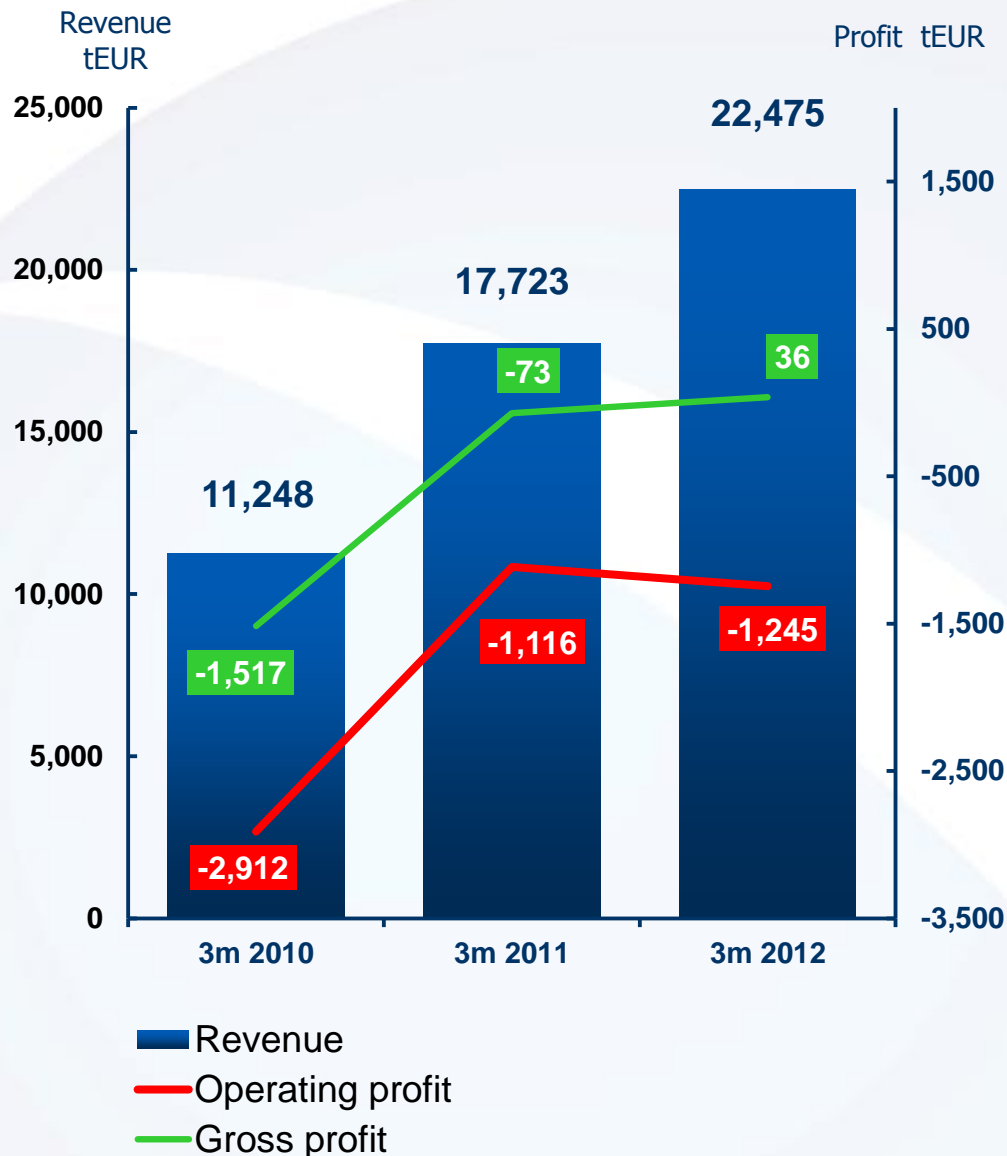
- Sales exceeded 2011 Q1 figure by 27%
- Gross profit affected by seasonality in Q1, but expectedly returned to positive compared to Q1 2011
- Slow improvement in gross profit to continue in 2012
- Strong order book growth in 2011 and Q1 2012 provides good basis for increasing sales in 2012
- Strong outside pressure on liquidity

Key Figures/Ratios

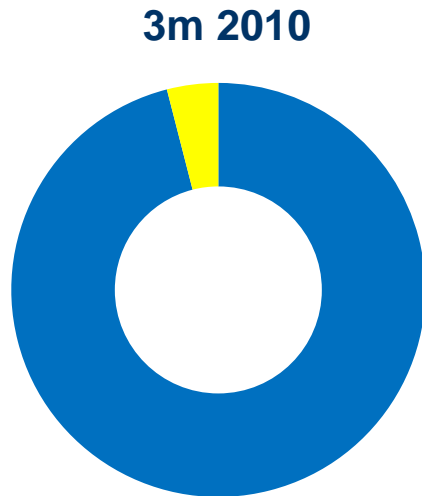
Figure / Ratio	3m 2012	3m 2011
Revenue (tEUR)	22,475	17,723
Revenue growth/decrease, %	27%	58%
Net profit/loss (tEUR)	-1,408	-1,234
Administrative expenses to revenue, %	5.5%	6.0%
EBITDA margin, %	-2.9%	-2.7%
Gross margin, %	0.2%	-0.4%
Net margin, %	-6.3%	-7.0%
Equity ratio, %	29.9%	35.5%
Earnings per share (EUR)	-0.04	-0.04

Revenue and Profit

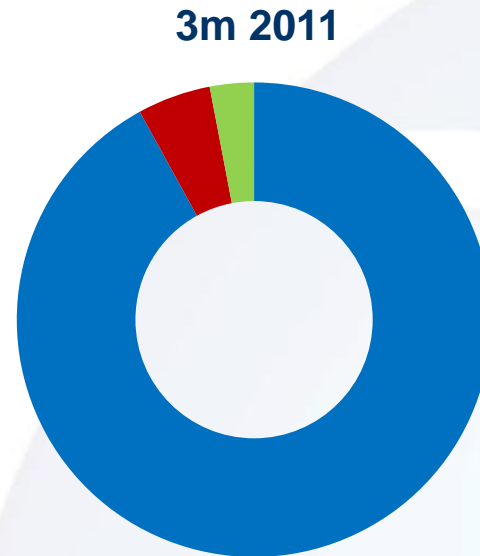
- Bottom of construction market in 2010
- Growth driven by improved competition situation in some segments and by public sector investments
- Main focus is on restoring profitability



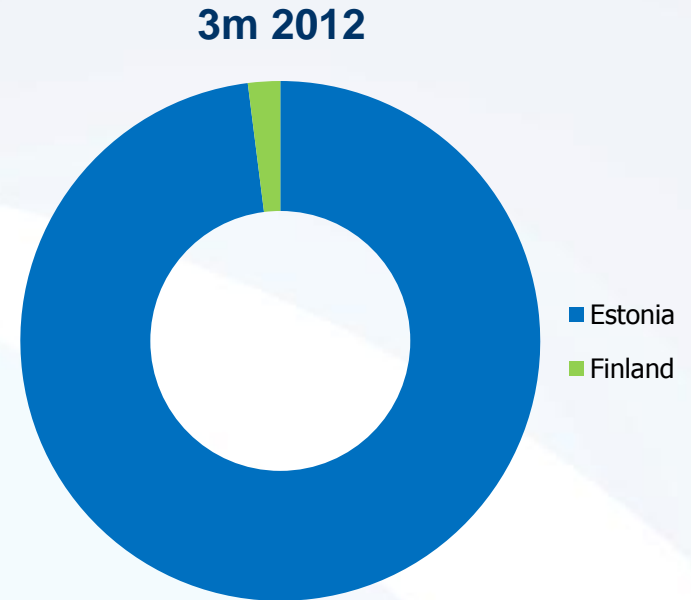
Revenue by Geographic Regions



■ Estonia
■ Ukraine



■ Estonia
■ Belarus
■ Finland



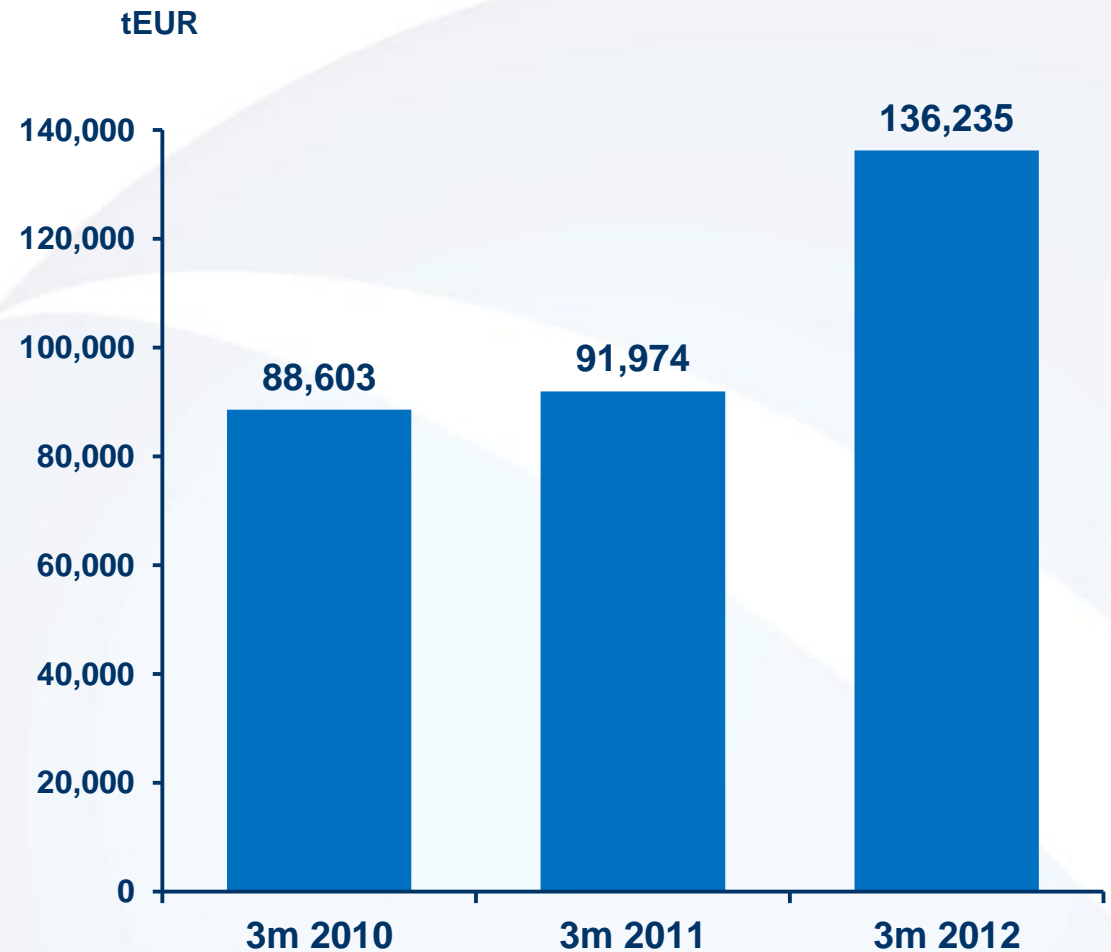
■ Estonia
■ Finland

	3m 2010	3m 2011	3m 2012
Estonia	96%	92%	98%
Ukraine	4%	0%	0%
Belarus	0%	5%	0%
Finland	0%	3%	2%

- Main focus to remain in Estonia until 2013
- Works in Belarus ended in 2011 and will not continue in 2012
- In Ukraine ability to start again maintained

Order Book

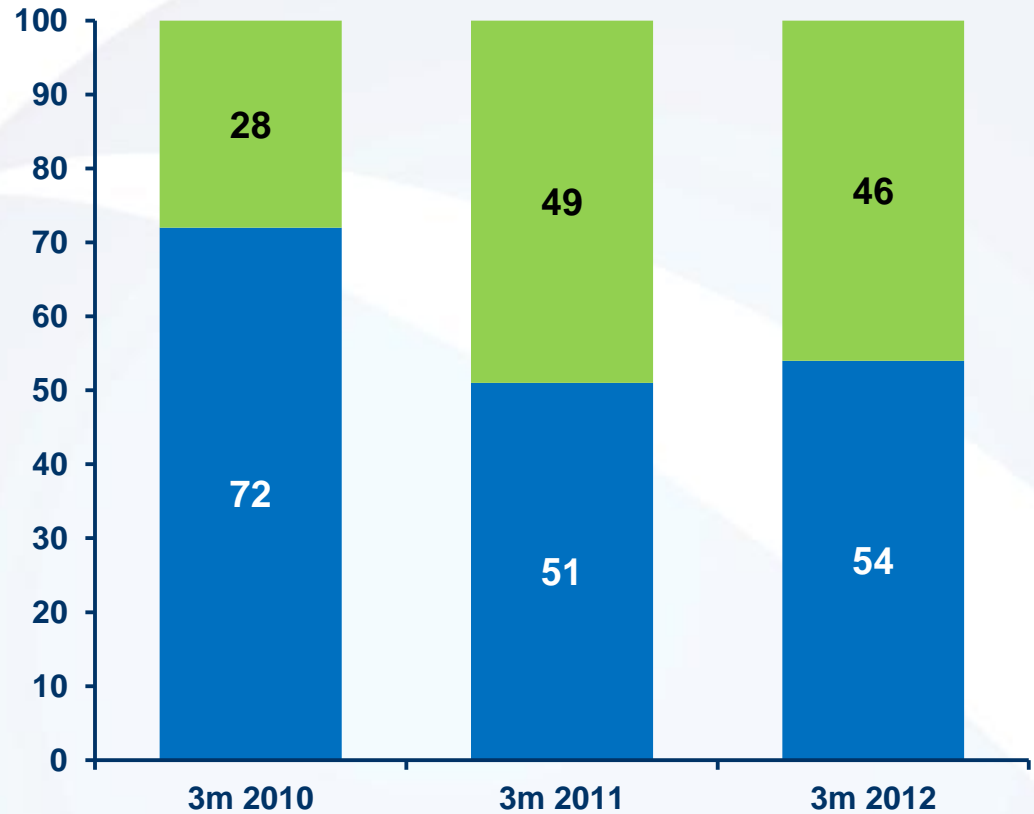
- Order book reflects current market situation, i.e. vast majority related with infrastructure projects
- Increase contributed by large road construction projects and rising average contract values



Revenue Distribution by Segments

- Buildings segment projects realize faster than civil engineering , i.e. stabilize the order book that consists mostly of infrastructure projects
- Infrastructure share expected to rise during remaining 2012

% of revenue

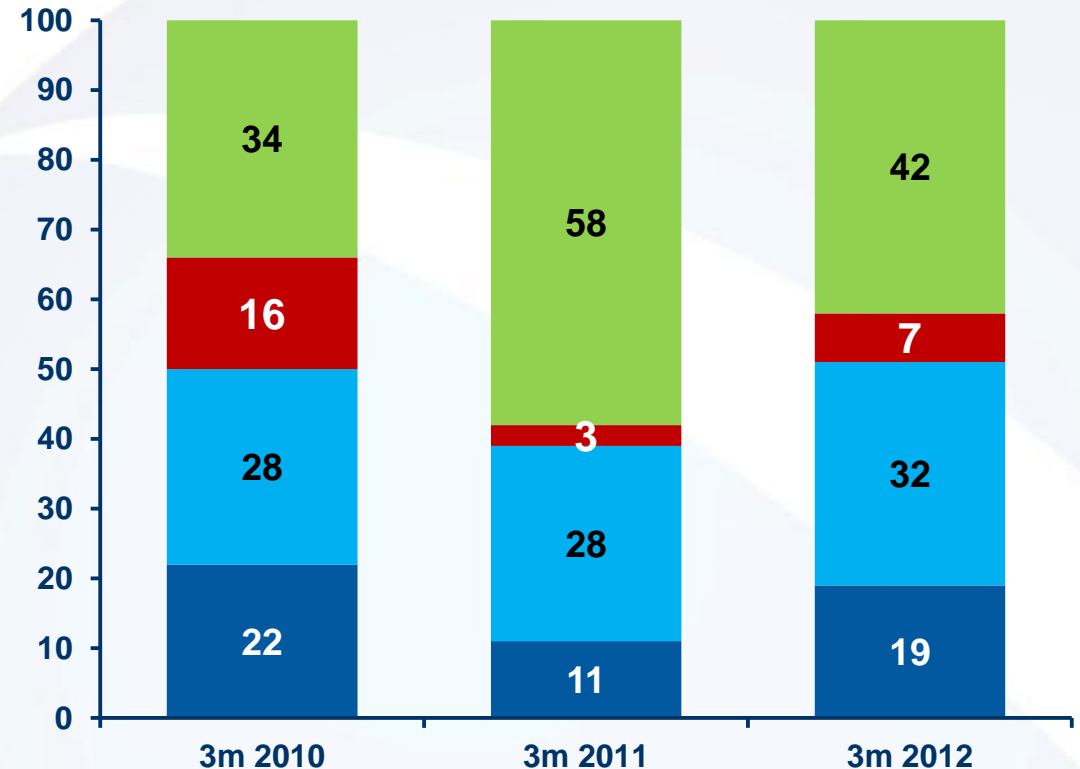


- Buildings
- Civil engineering

Revenue Distribution – Buildings

- Public sector investments dominates market
- Industrial facilities (e.g. agriculture investments) also financed by public sector
- Private investments in commercial property slowly increasing
- Residential buildings revenue form constructing, not developing real estate

% of revenue

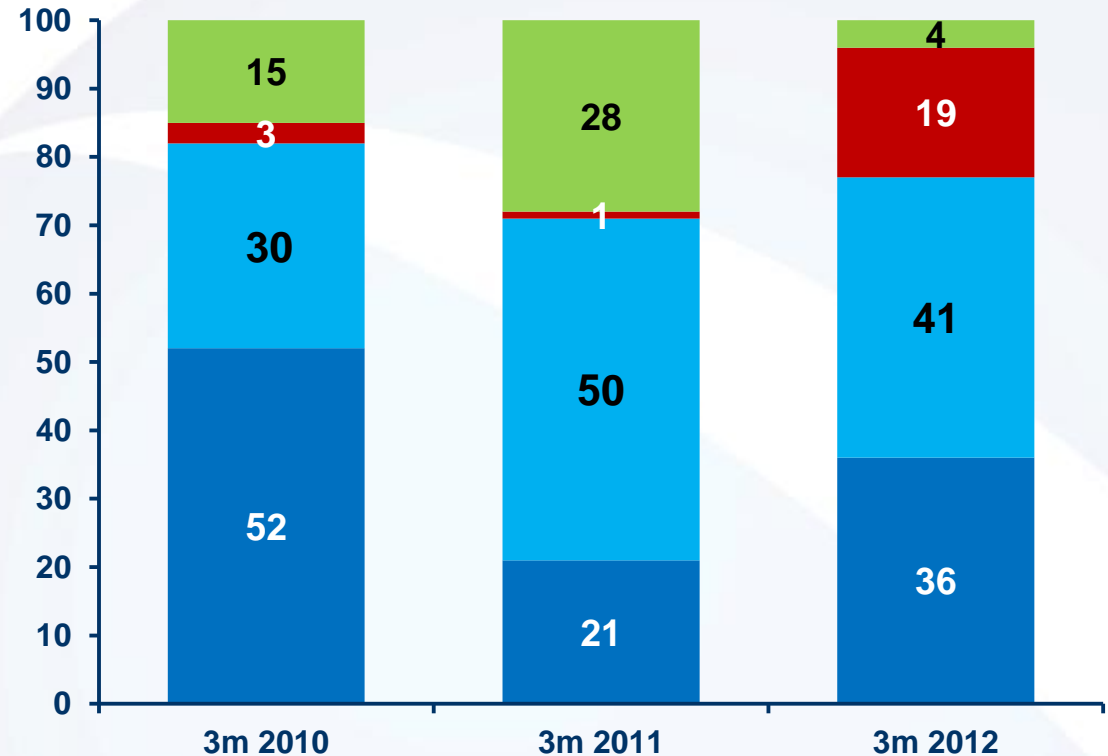


- Commercial buildings
- Industrial facilities
- Residential buildings
- Public buildings

Revenue Distribution – Civil Engineering

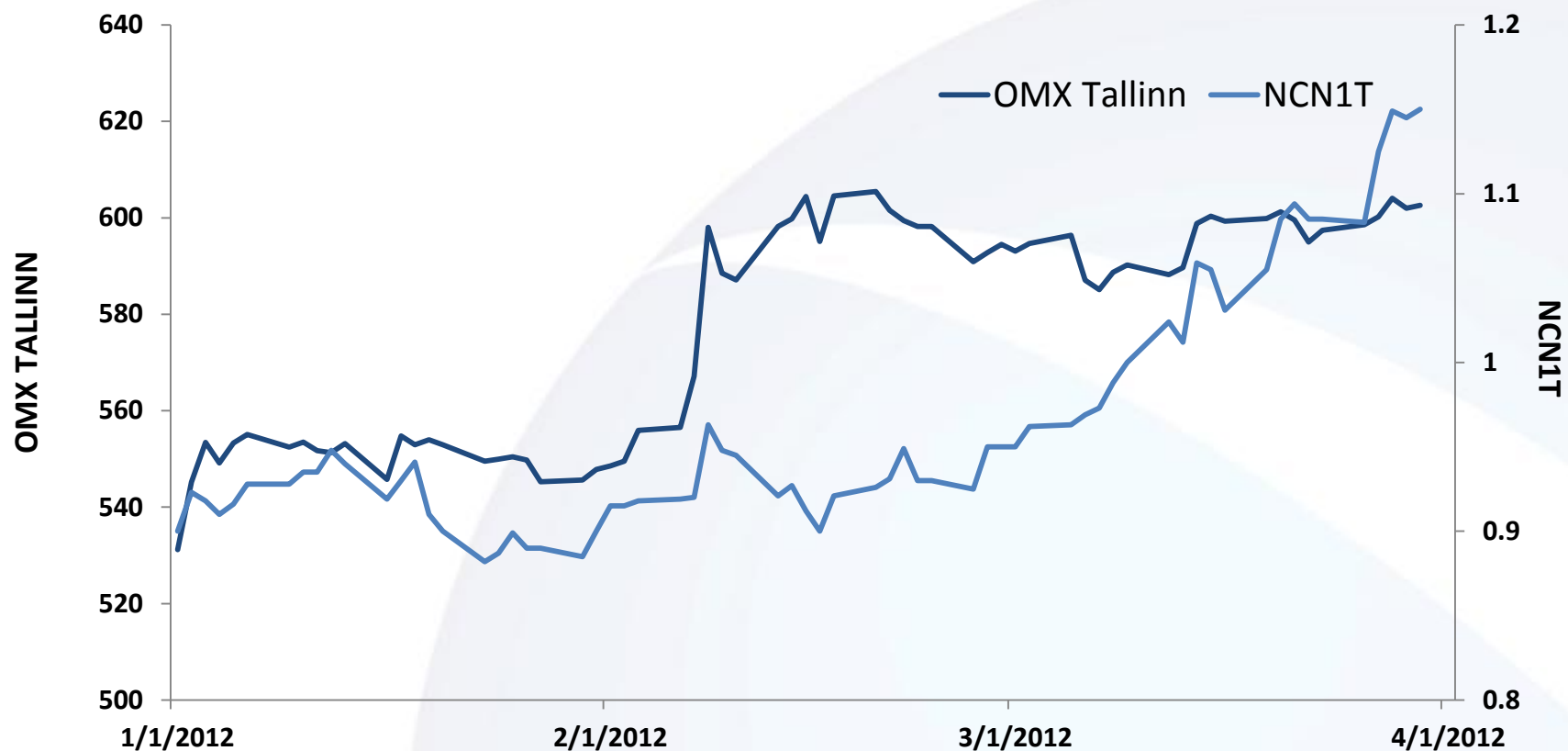
- Road construction and maintenance segment strong historically
- Large share of EU supported utility network and environmental construction (other engineering)
- Specialist engineering (port construction) share influenced solely by port of Sillamäe contract

% of revenue



- Road construction
- Other engineering
- Specialist engineering
- Environmental engineering

Share Information



Index/share
OMX Tallinn index
NCN1T

1.01.2012
 531.17
 0.90 EUR

31.03.2012
 602.62
 1.15 EUR

+/--%
 13.45
 27.78

CONTACT INFORMATION

Nordecon AS

Tel: +372 615 4400

www.nordecon.com

Pärnu mnt 158/1

Tallinn 11317

Estonia

Head of Finance and Investor Relations

Raimo Talviste

Tel: +372 615 4445

raimo.talviste@nordecon.com