

NORDECON

Investor presentation

Nordecon International overview

Unified Nordecon

Former name

New name

Estonia:

AS Eesti Ehitus



Nordecon International AS

AS Linnaehitus



Nordecon Ehitus AS

AS Aspi



Nordecon Infra AS

Latvia:

SIA Abagars



Nordecon Infra SIA

Lithuania:

UAB Eurocon LT



Nordecon Statyba UAB

Ukraine:

LLC Eurocon Ukraine



LLC Eurocon Ukraine

Nordecon International in brief

Leading general construction contractor and construction project management company in Estonia. Nordecon International is represented in all major industry segments with approximately 20% of revenue coming from other Baltic and Ukrainian markets.

Over 1 100 employees, of which E&T personnel approximately 500

Starting from 18 May 2006 listed in the NASDAQ OMX Tallinn Stock Exchange

MISSION

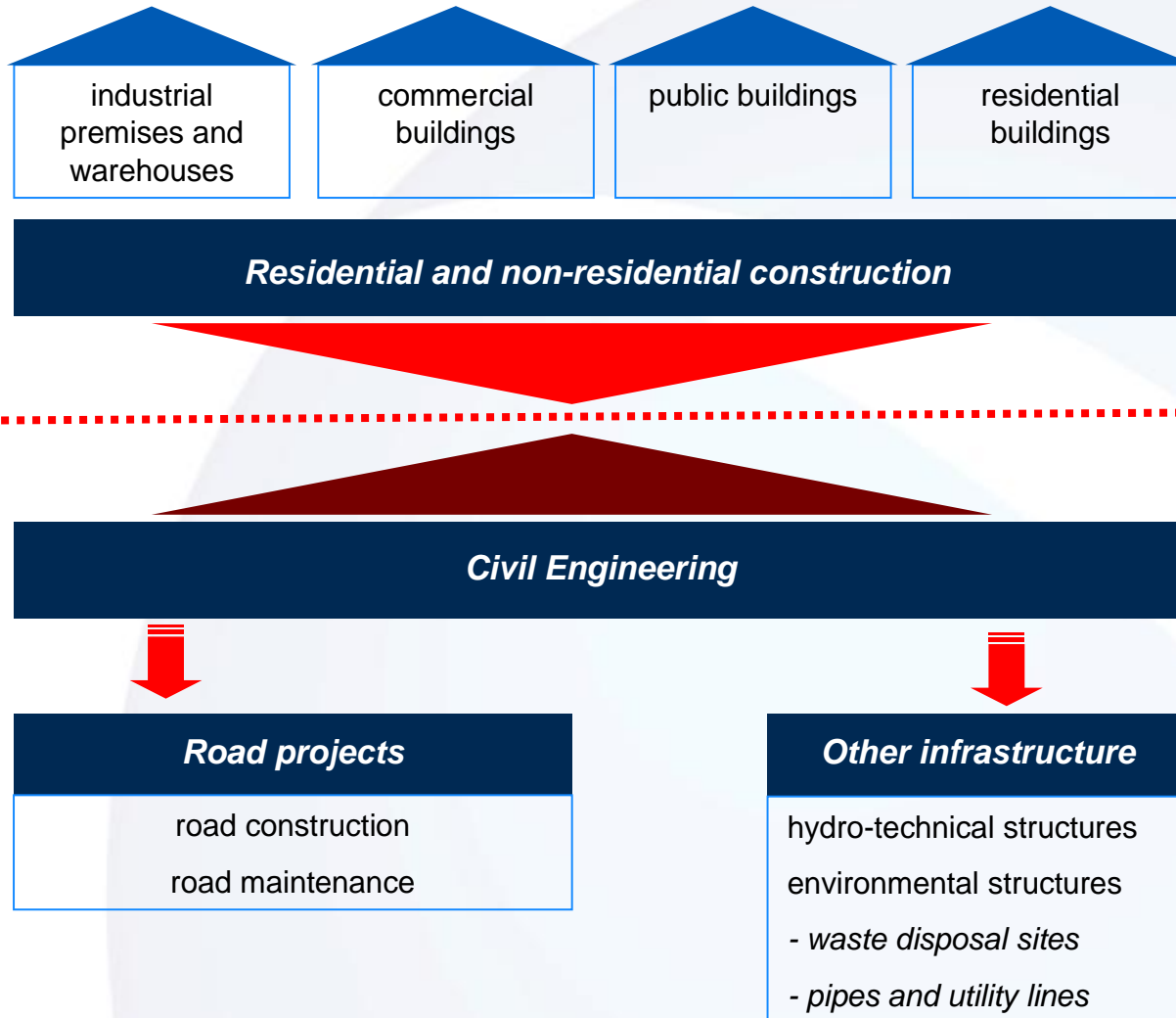
Our mission is to offer our customers complete premier value adding construction and engineering solutions.

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

VISION

Our goal is to become the fastest growing construction group on the Nordic and Baltic stock exchanges by 2013 in terms of revenue growth.

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

**Road
construction and
maintenance**

**Environmental
construction**

**Other
infrastructure**

**Industrial, civil
and commercial**

**Real estate
development**

Nordecon International Strategy

Group's strategy in 2009-2010

- Reinforce its positions in the home market
- Redesign corporate structure, division of operations and activities
- Acquire new companies and developing existing companies in Latvia, Lithuania and Ukraine
- Identifying and taking advantage of additional synergies in enhancing the efficiency of the subsidiaries' sales, performance and purchasing operations
- Centralize group-wide support services to improve their efficiency
- Prepare for growth in foreign markets during 2011-2013
- Develop a uniform organisational culture and identity

Group's strategy results by 2013

- Market leader in Estonia in both buildings construction and engineering
- Earn 50 per cent of the revenue for 2013 in foreign markets
- Separate buildings construction and engineering subsidiaries in both Latvia and Lithuania
- Penetrate the Ukrainian engineering market, if possible
- Ready to penetrate the Belarusian construction market, if supported by reasonable arguments

Construction group with fastest growing revenue listed on Baltic and Nordic stock exchanges by 2013

In 2013 half of revenue from foreign markets

- To operate in Latvia and Lithuania on both construction and civil engineering markets via separate subsidiaries
- In Ukraine to expand into civil engineering market
- If possible, to enter Belorussia's construction market
- Half of revenue from foreign markets

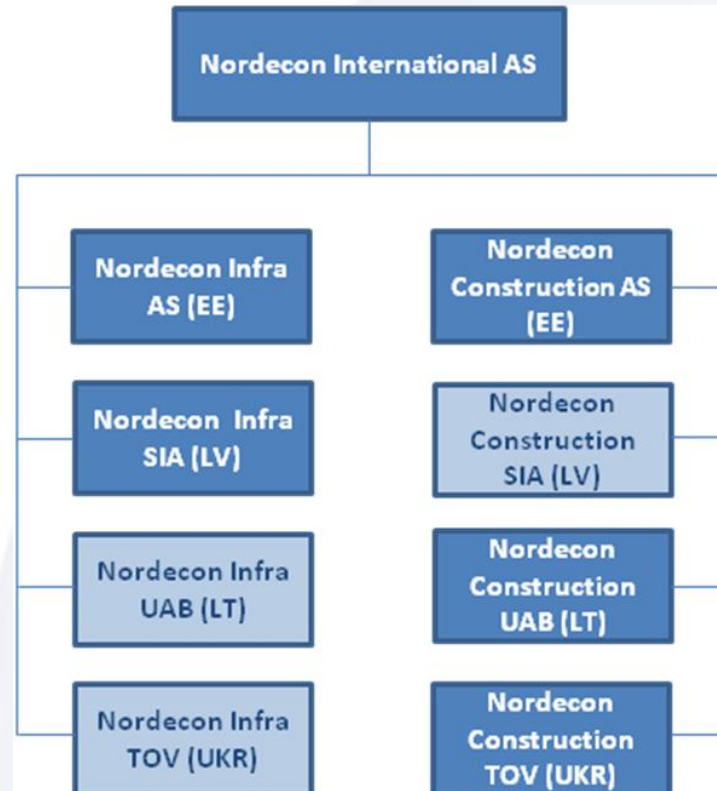


Nordecon International 2013

Changes ensure cost-effectiveness of the Group

- Nordecon International gradually becomes the holding corporation
- Nordecon International manages expansion and development on selected markets
 - centralization of support services
 - centralizing competences of management and business activities on appropriate organizational levels
- Nordecon International participates as a construction company in major international procurements, concentrating the competences of subsidiaries to enhance competitiveness

Group's structure by 2013



Light colours indicate subgroups which currently do not yet exist but reflect the Group's opportunities for future growth

Streamlining group structure in 2009

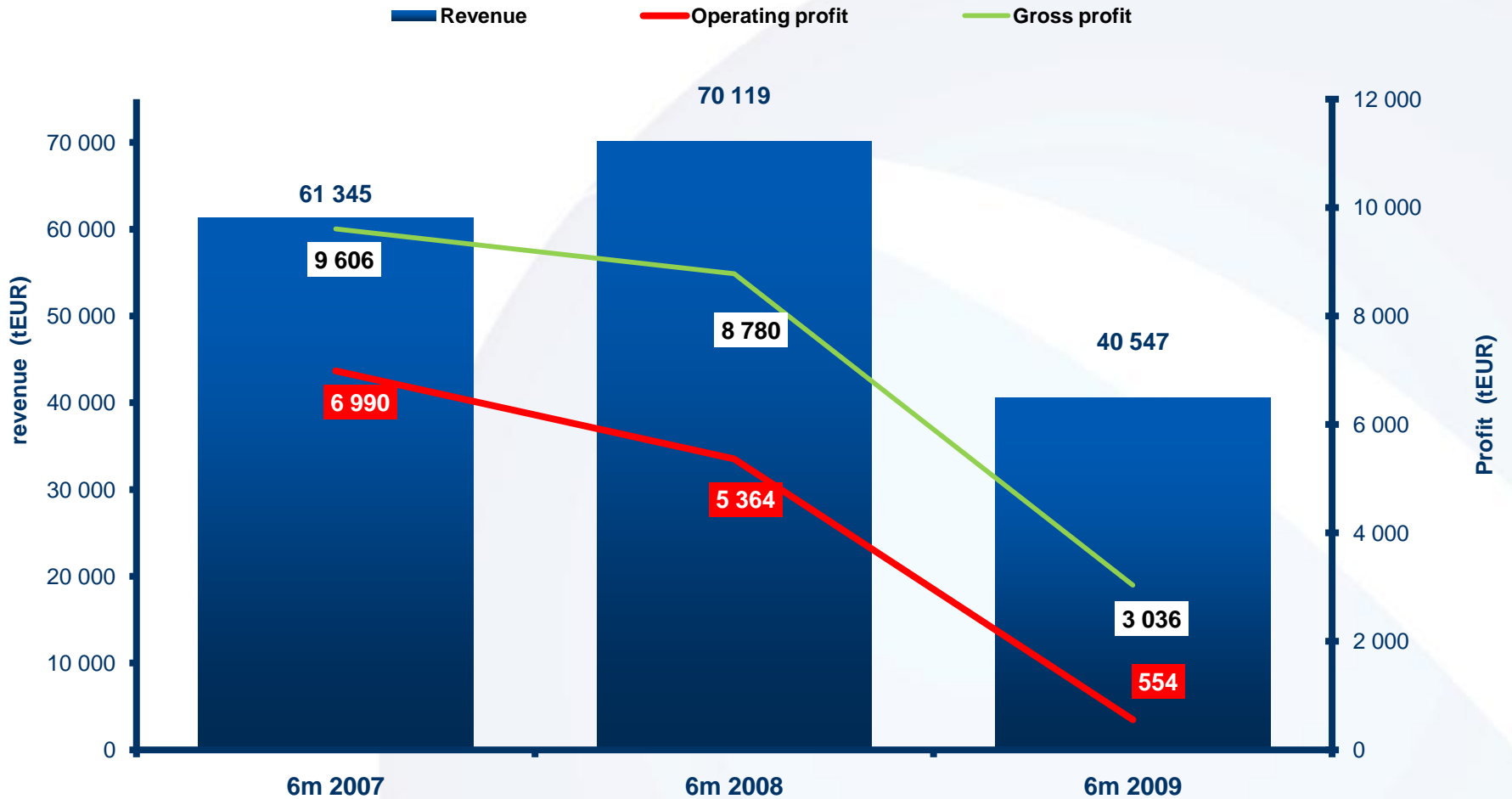
Former structures related to AS Eesti Ehitus' main activity will be divided into two within the year:

- pan-Estonian civil engineering company AS Nordecon Infra
- pan-Estonian construction company AS Nordecon Ehitus

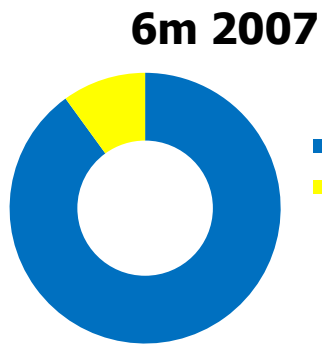
Nordecon International Financial Information

6m 2009

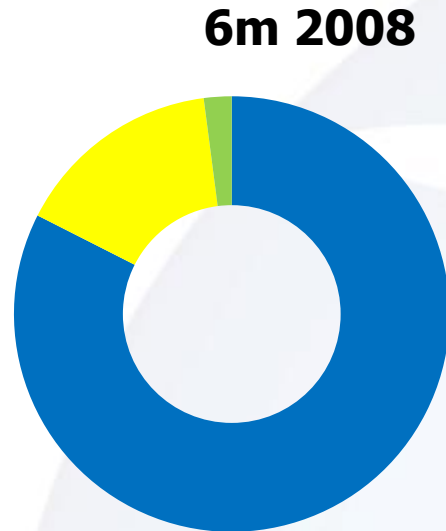
Revenue and Profit



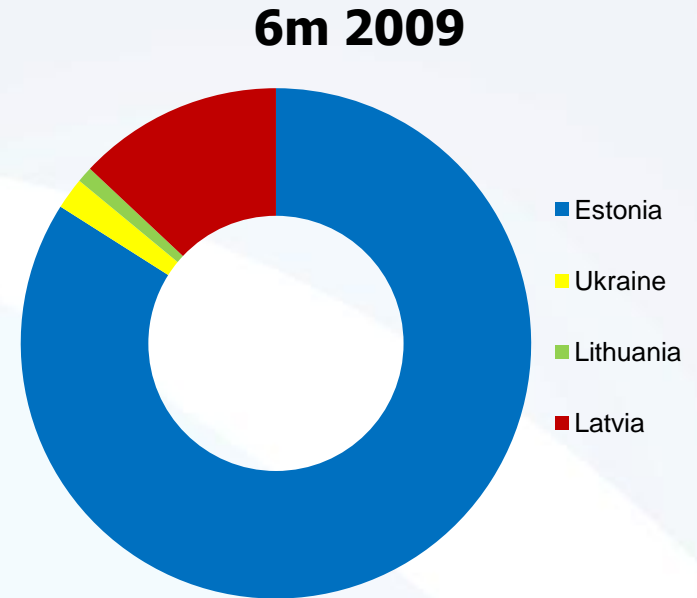
Revenue by Geographic Regions



■ Estonia
■ Ukraine



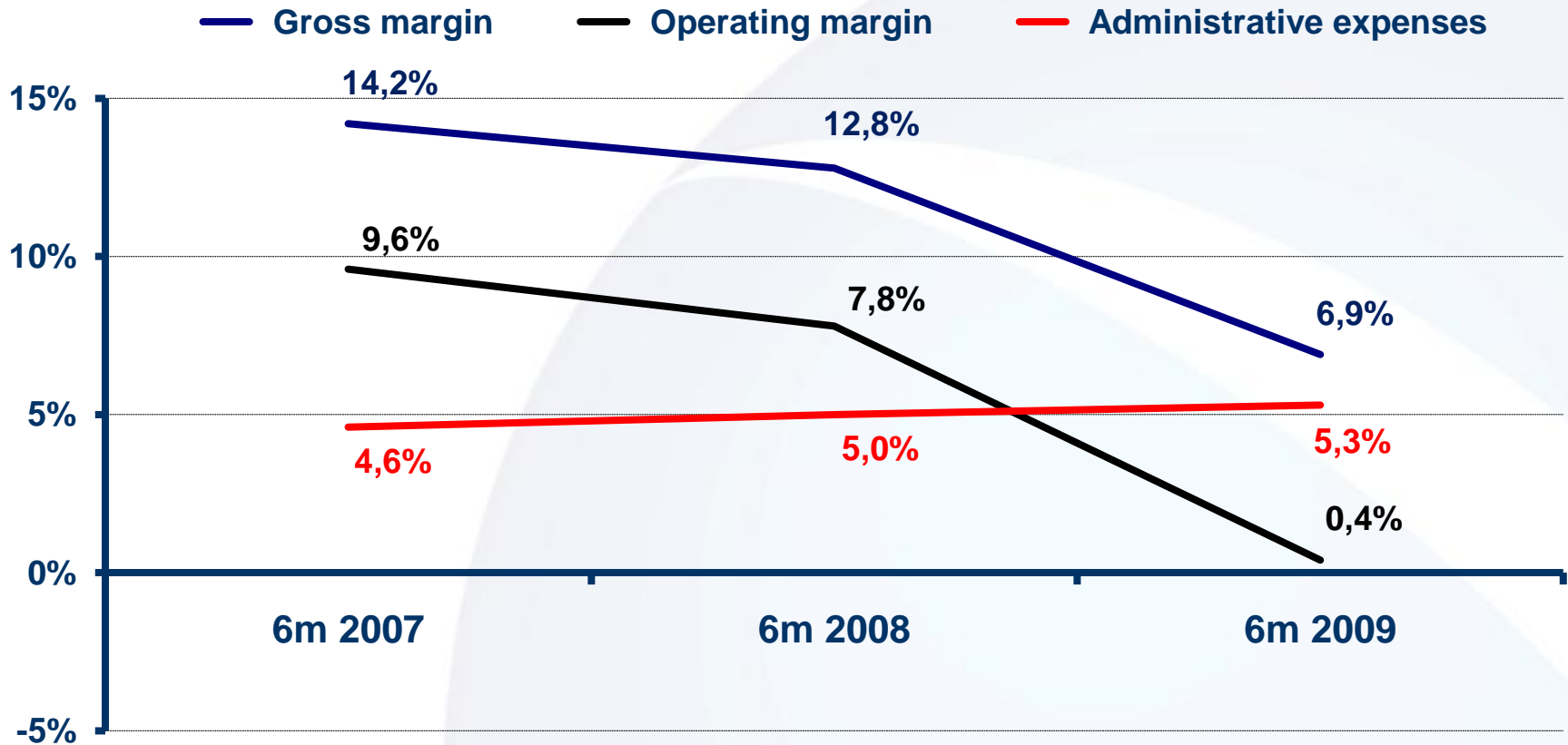
■ Estonia
■ Ukraine
■ Lithuania



■ Estonia
■ Ukraine
■ Lithuania
■ Latvia

| | 6m 2007 | 6m 2008 | 6m 2009 |
|-----------|----------------|----------------|----------------|
| Estonia | 90% | 80% | 84% |
| Ukraine | 10% | 15% | 2% |
| Latvia | 0% | 3% | 13% |
| Lithuania | 0% | 2% | 1% |

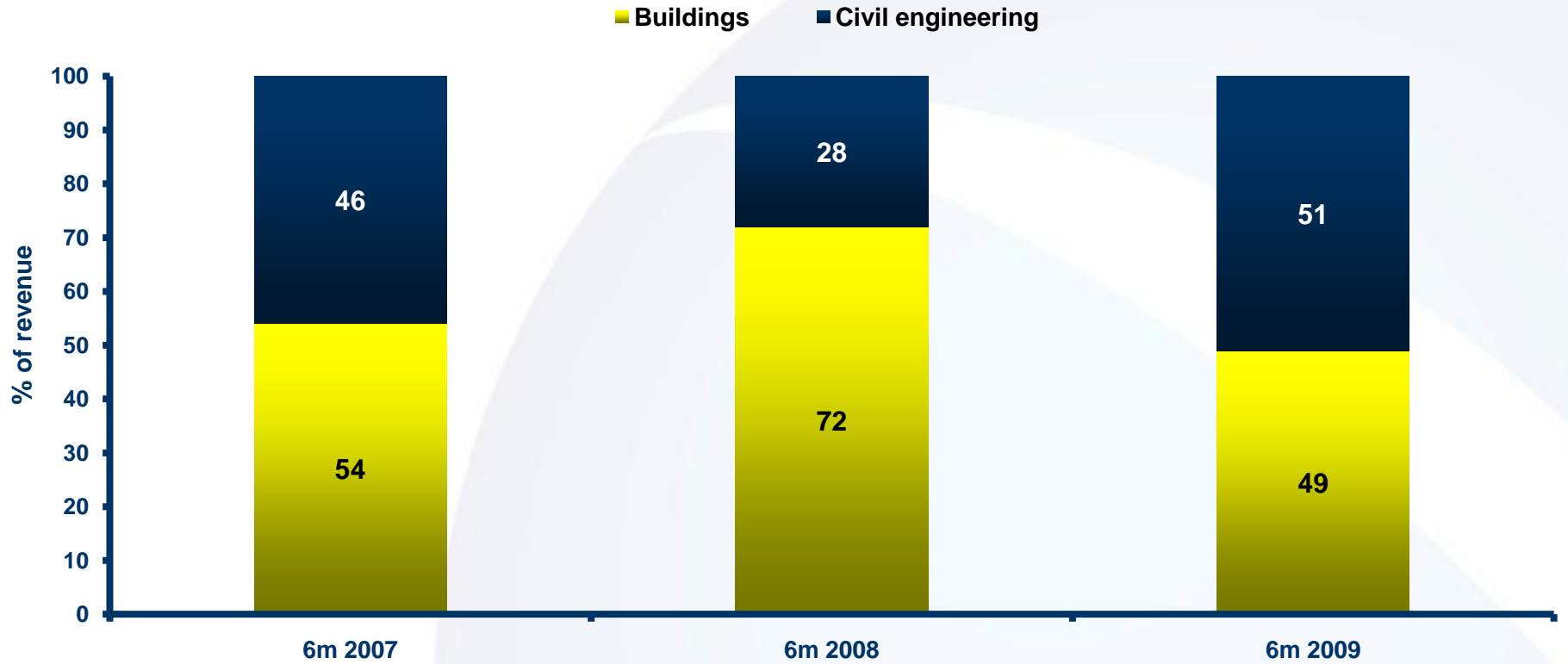
Key Margins



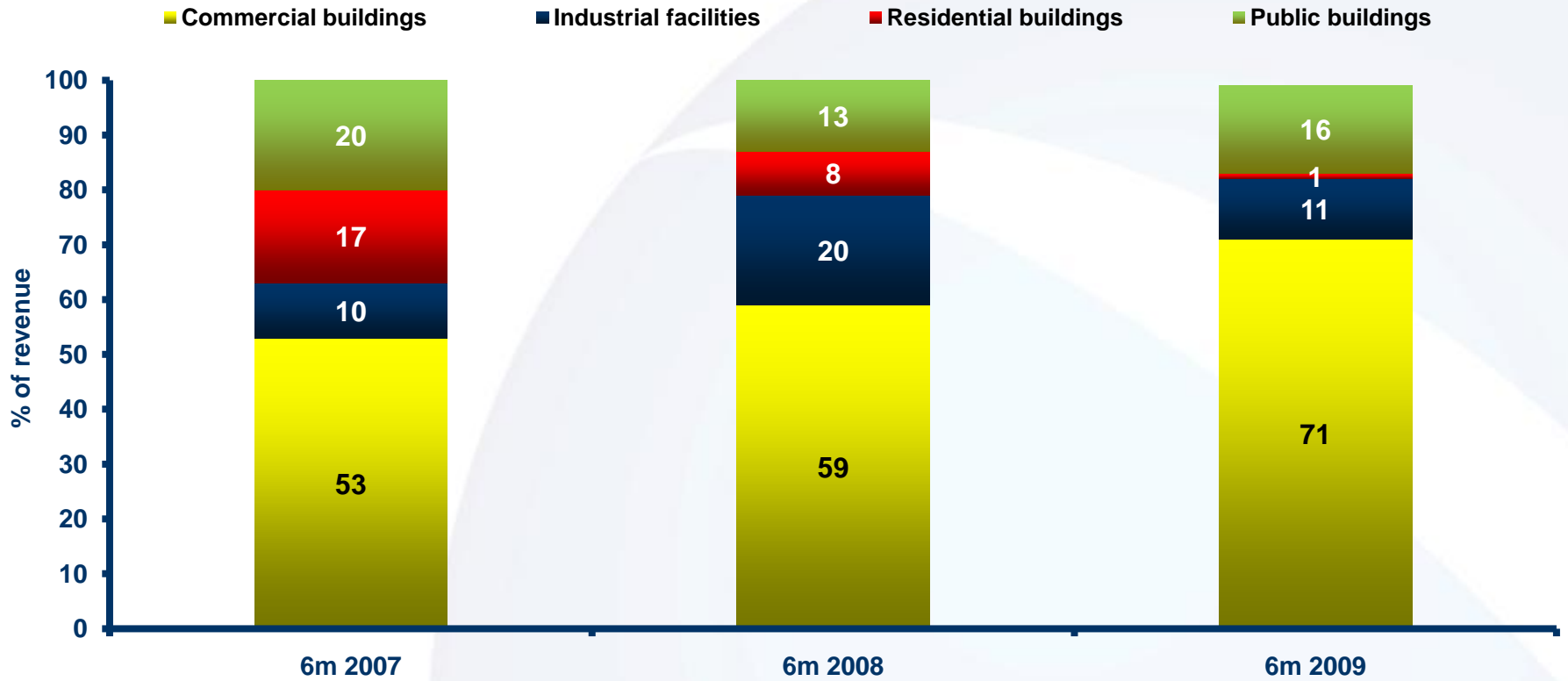
Order Book



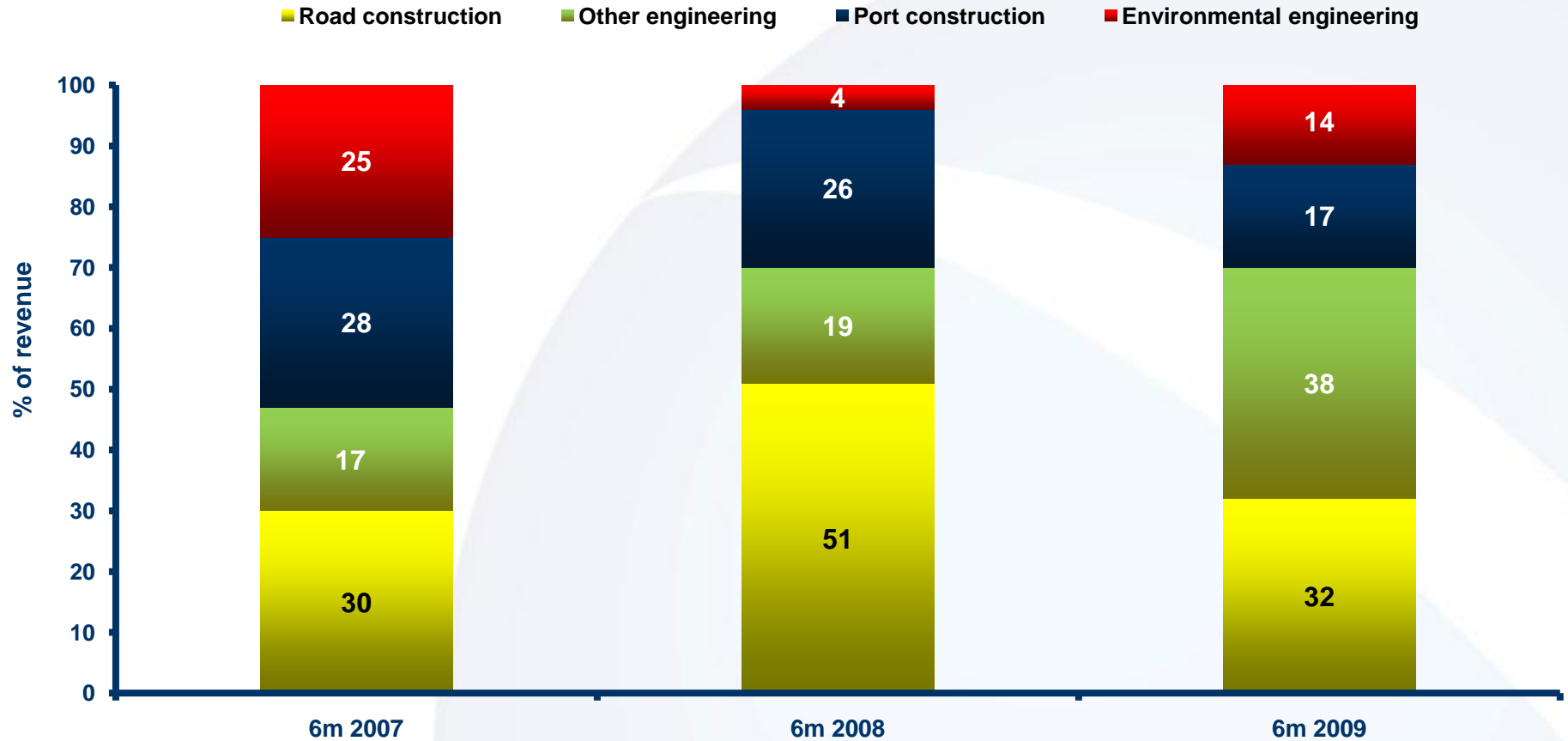
Revenue Distribution by Segments



Revenue Distribution in Buildings Segment



Revenue Distribution in Infrastructure Segment

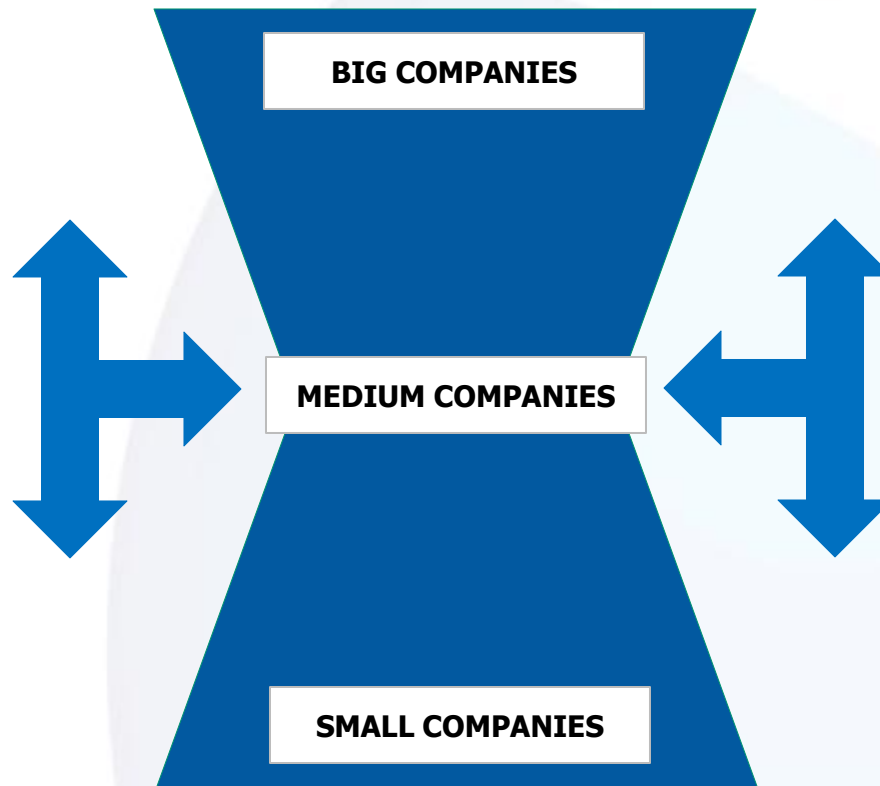


Nordecon International Market Outlook 2009-2010

Market Outlook 2009-2010

Expected pattern of market consolidation:

- Big companies will get bigger
- Pressure on medium sized companies to change/consolidate (move up or down, liquidated)
- Small companies will specialize and fight for survival



Market Outlook 2009-2010

Expected changes:

- total demand in construction market declines. Additional infrastructure projects not able to sustain market volumes. In Estonia market volumes to drop 50 per cent compared to boom times
- fierce competition in segments where demand is remaining
- hard times for developers with finished or unfinished projects and open financial position

Situation in foreign markets

- Latvia's infrastructure market looks promising despite problems in government and economic situation
- Lithuanian market is hard to penetrate at the moment with a start-up company
- Ukrainian real estate development market standing still. Construction market has tenders, but difficult financing conditions