

# Q3

## Interim report 1-9/2021

Markku Moilanen – President and CEO

Ilkka Salonen – CFO

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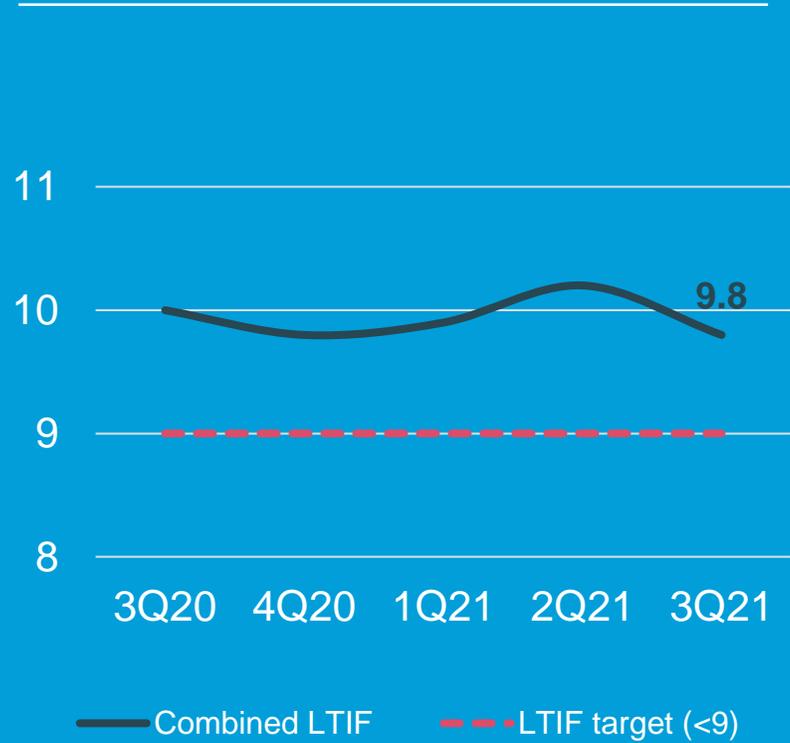
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# Our focus has been on preventive safety actions



## COMBINED LOST TIME INJURY FREQUENCY



Vigorous health and safety measures during COVID-19 pandemic



Management walks and safety observations progressing

## Q3: Good profitability progress continued

Group adjusted  
operating profit

**€18**

million (16)

Solid results in  
housing segments reflecting  
improved margins,  
favourable sales mix and  
better efficiency

Business premises  
positive,  
performance improving

Infra remains positive  
despite margin reductions in  
certain old projects

# Measures to improve performance progressed at a fast pace

1

Project management

2

Operating model

3

New strategy

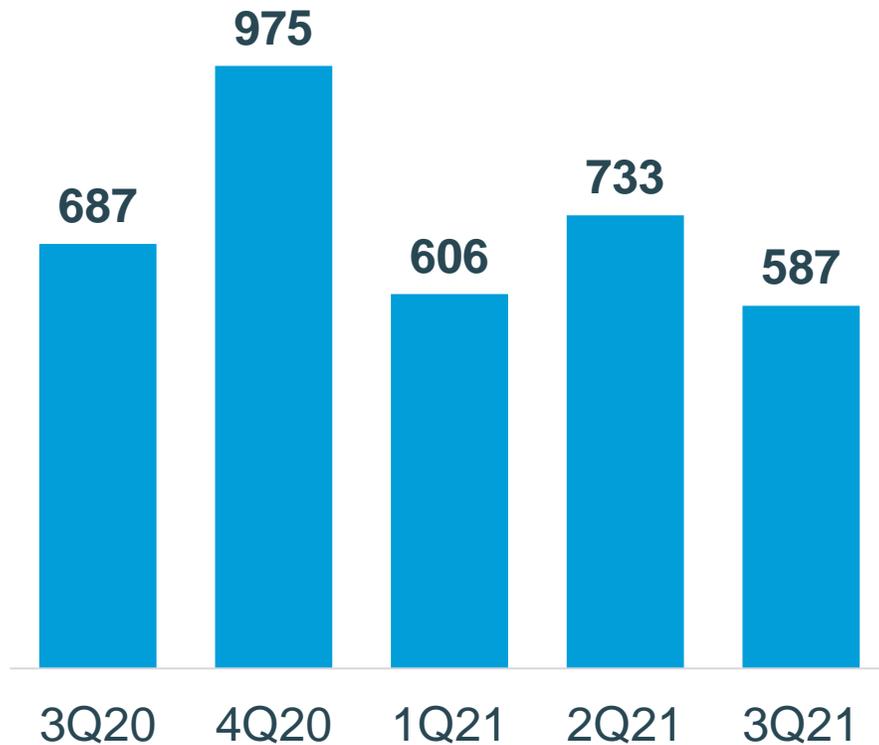
# Q3 results

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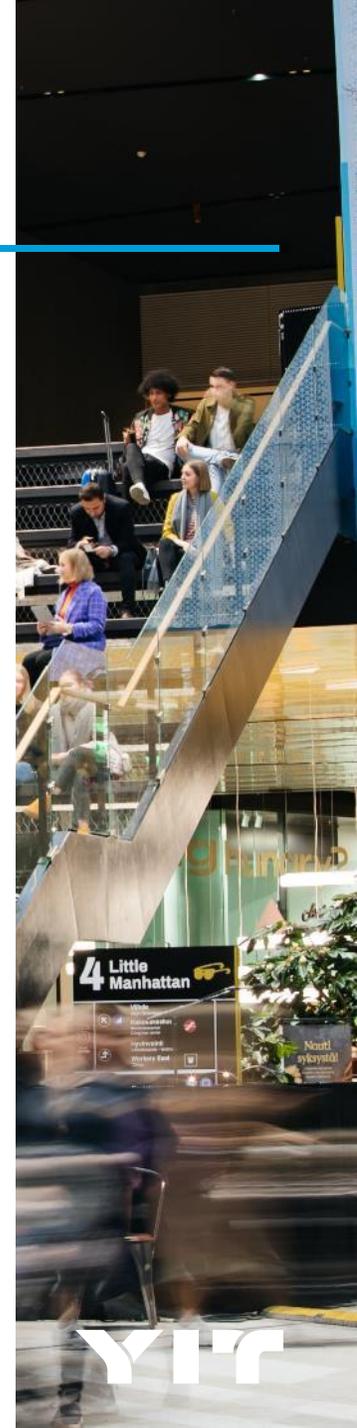
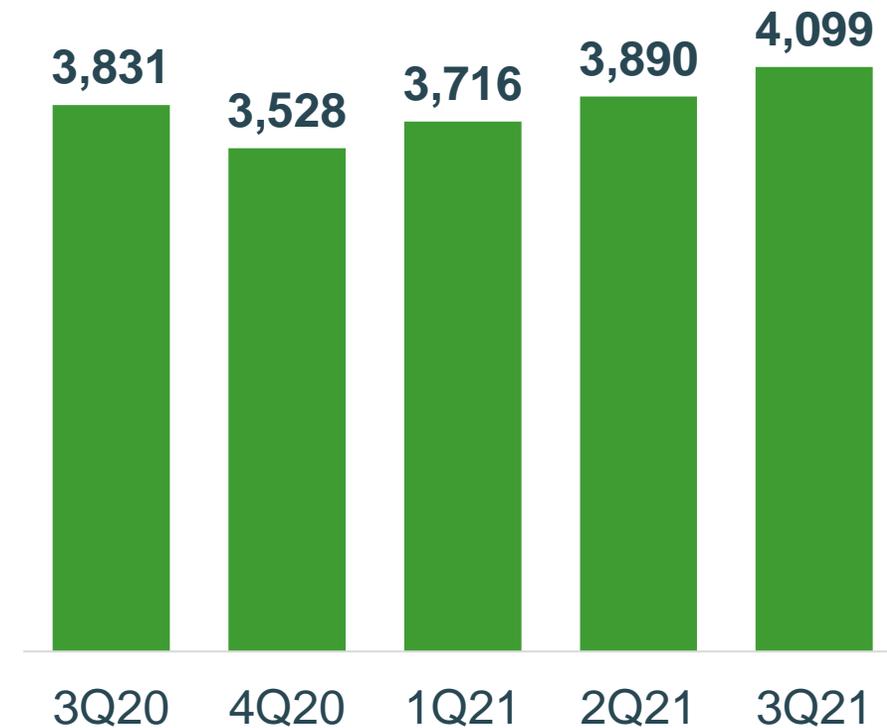


# Order book strengthened

REVENUE, € million

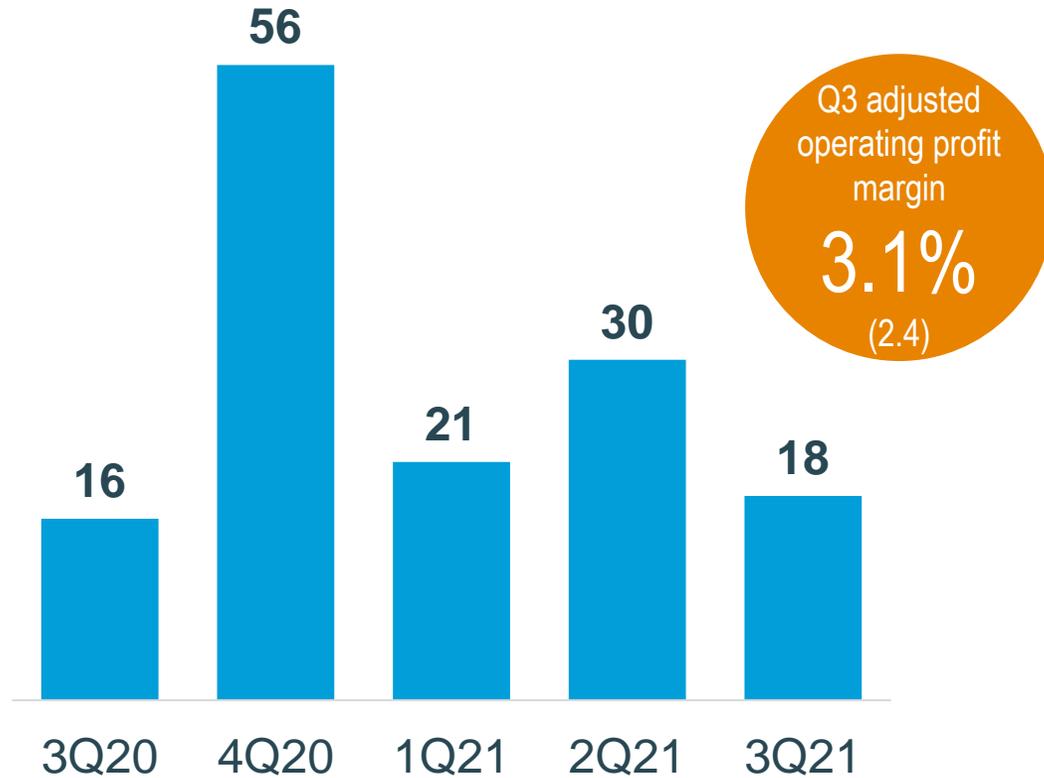


ORDER BOOK, € million

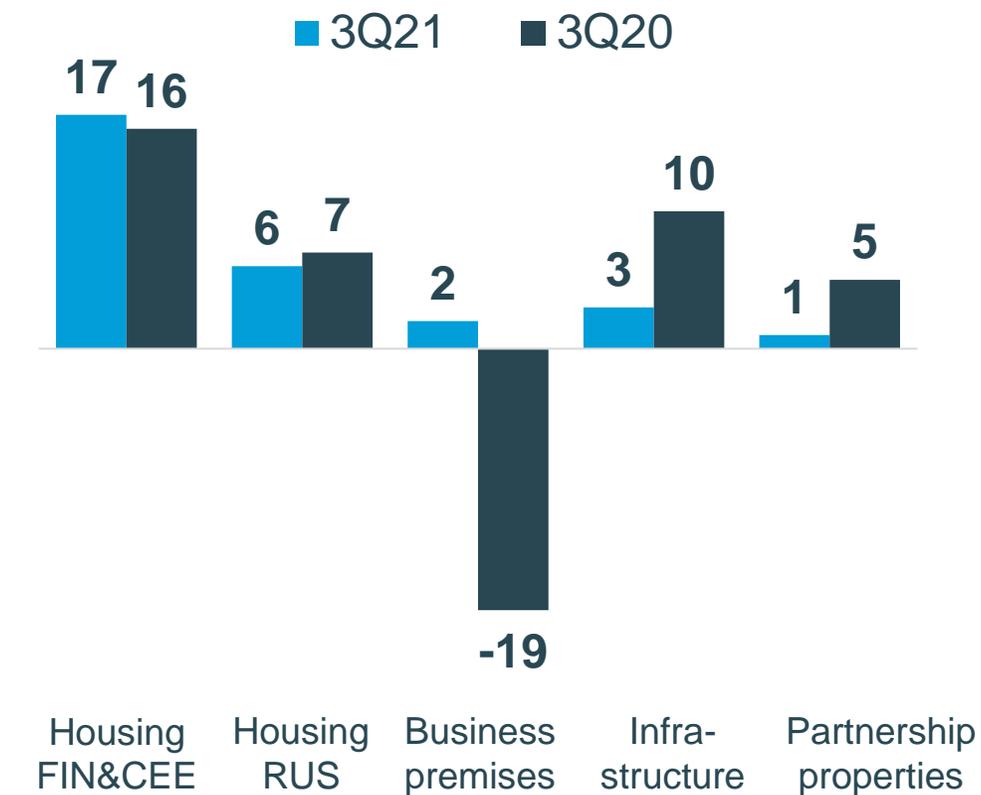


# Profitability improved, all segments positive

ADJUSTED OPERATING PROFIT, € million



ADJUSTED OPERATING PROFIT PER SEGMENT, € million



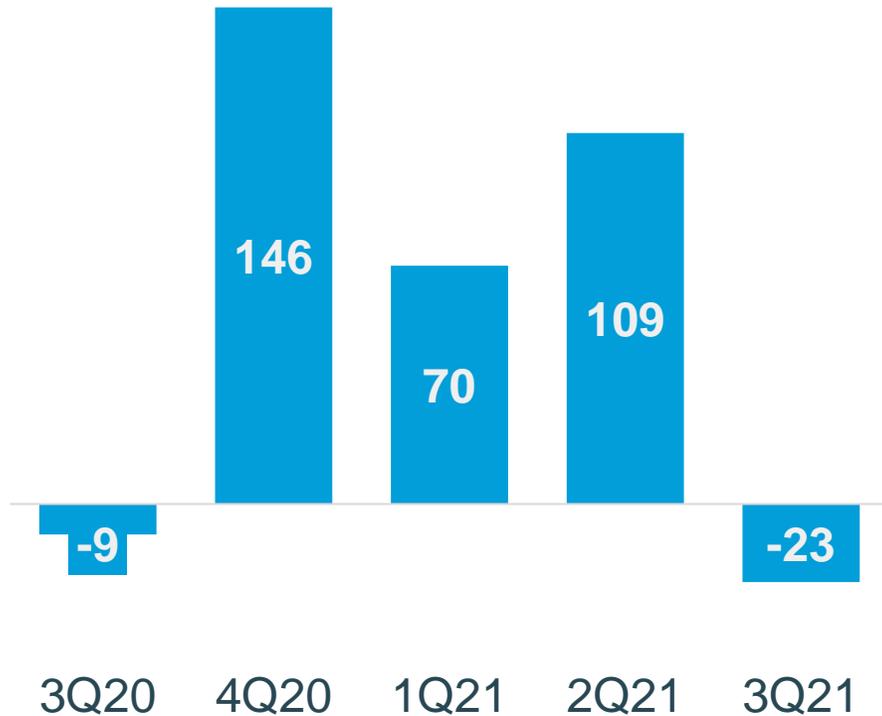
# Business premises continued to stabilise – solid results in housing segments

## DEVELOPMENT OF ADJUSTED OPERATING PROFIT, € million

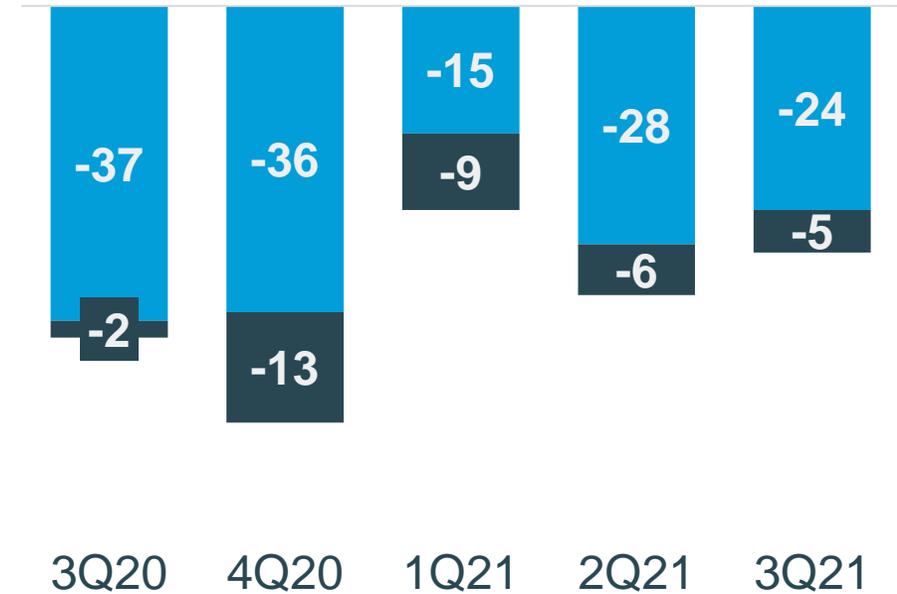


# Cash flow of investments at a normal level

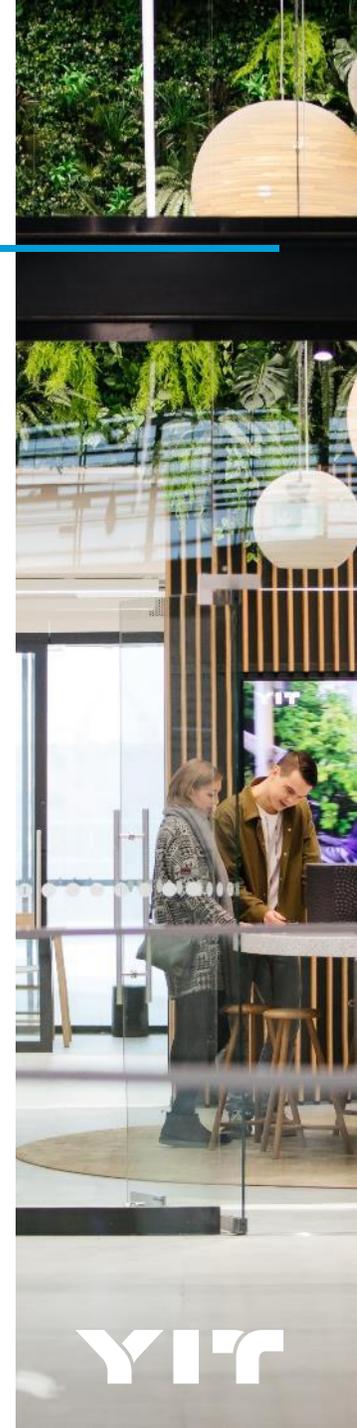
OPERATING CASH FLOW AFTER INVESTMENTS, € million



CASH FLOW OF INVESTMENTS, € million

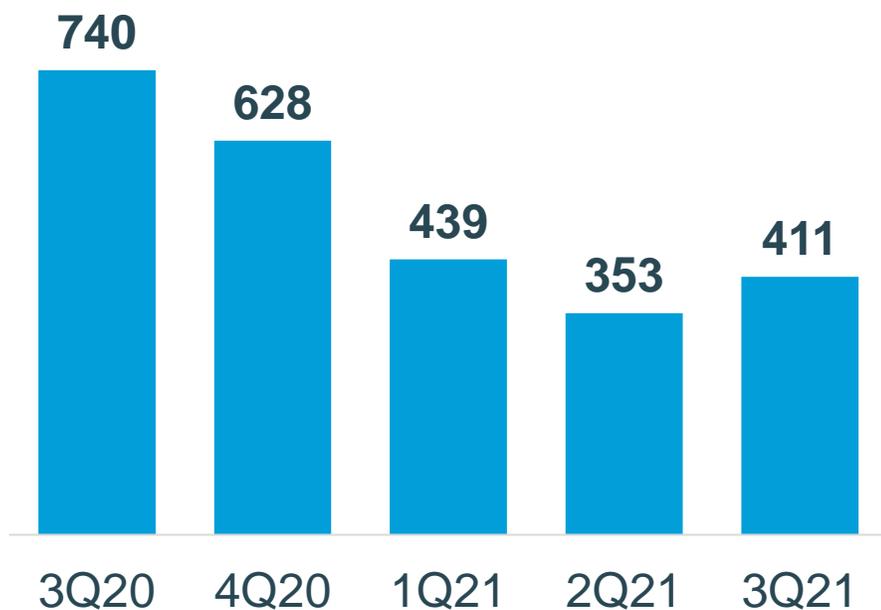


■ Associated companies and joint ventures  
■ Plot investments

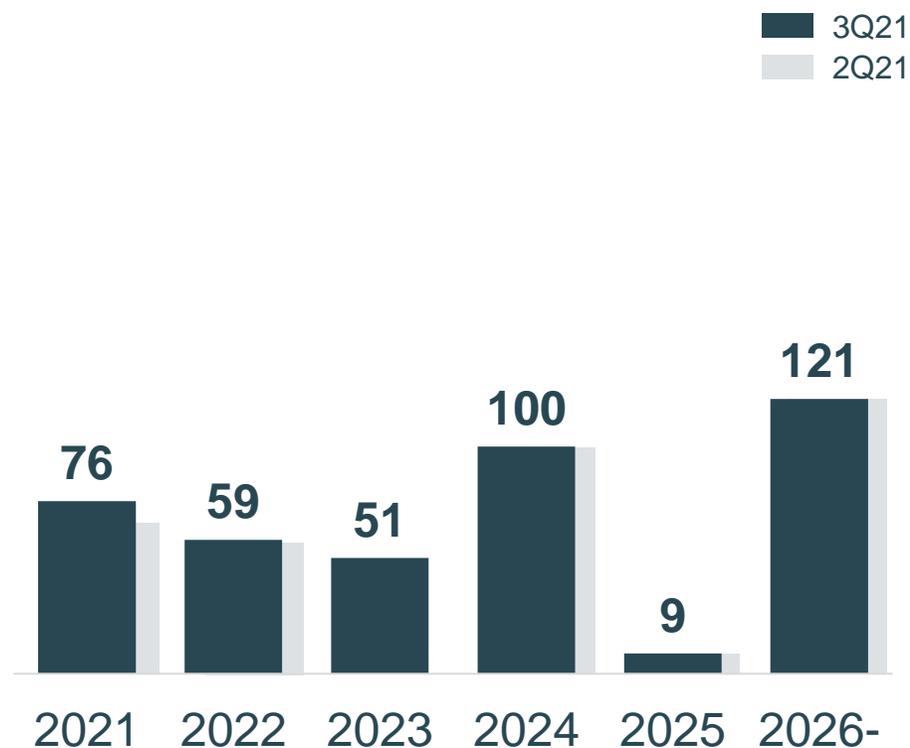


# Net interest-bearing debt remains low

**NET INTEREST-BEARING DEBT,  
€ million**



**MATURITY STRUCTURE OF INTEREST-BEARING DEBT<sup>1</sup>, € million**



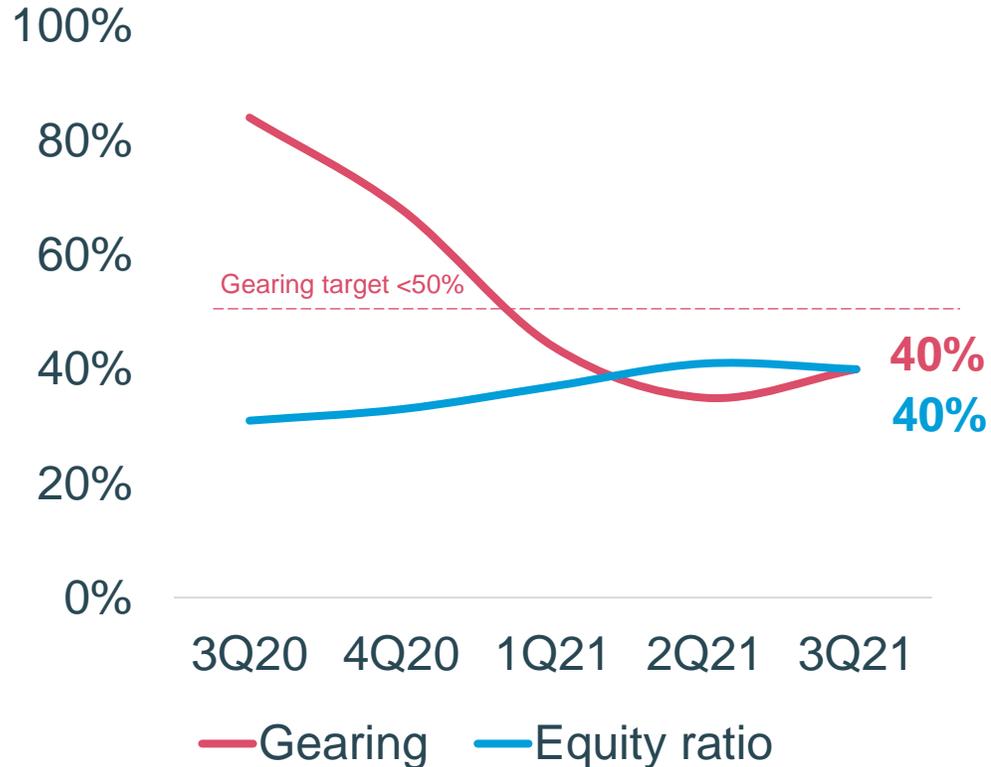
<sup>1</sup> Excluding housing company loans related to unsold apartments, €109 million and lease liabilities, €234 million.

The hybrid bond, €100 million, is recorded as part of equity and therefore excluded from this paragraph.

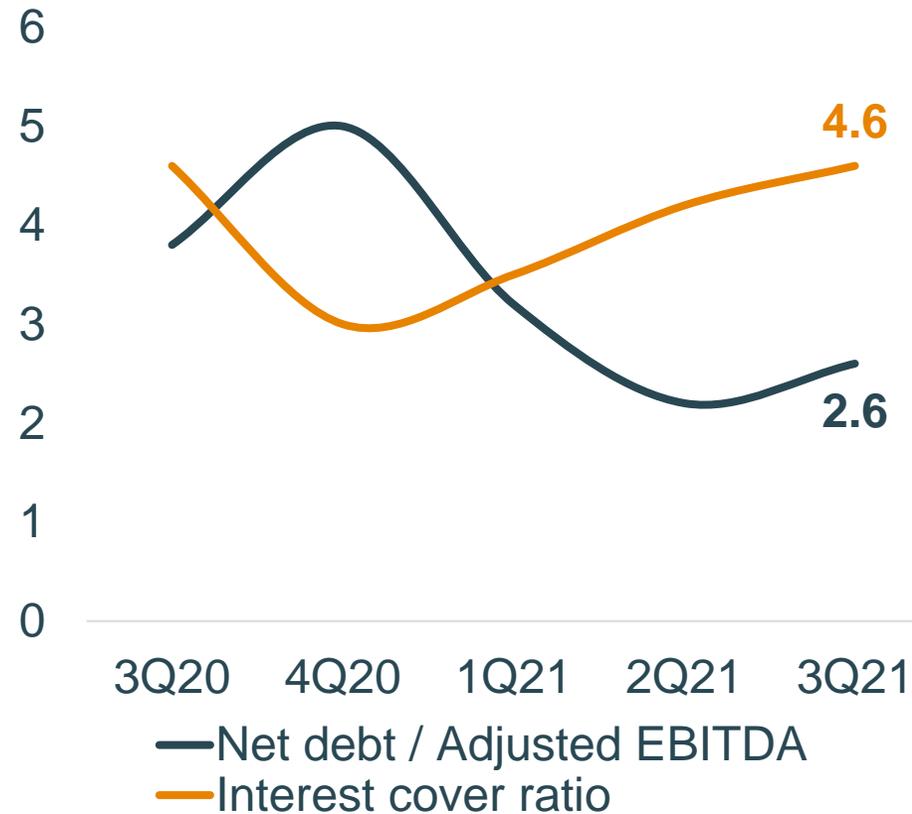


# Gearing remains below strategic target level of <50%

## EQUITY RATIO AND GEARING RATIO, %



## NET DEBT / ADJUSTED EBITDA RATIO AND INTEREST COVER RATIO



# Outlook



# Q4 market outlook stable

|                            | Housing market | Real estate market | Infrastructure market |
|----------------------------|----------------|--------------------|-----------------------|
| Finland                    |                |                    |                       |
| Russia                     |                |                    |                       |
| Baltic countries           |                |                    |                       |
| Central European countries |                |                    |                       |
| Sweden                     |                |                    |                       |

## Q3/2021 market environment\*

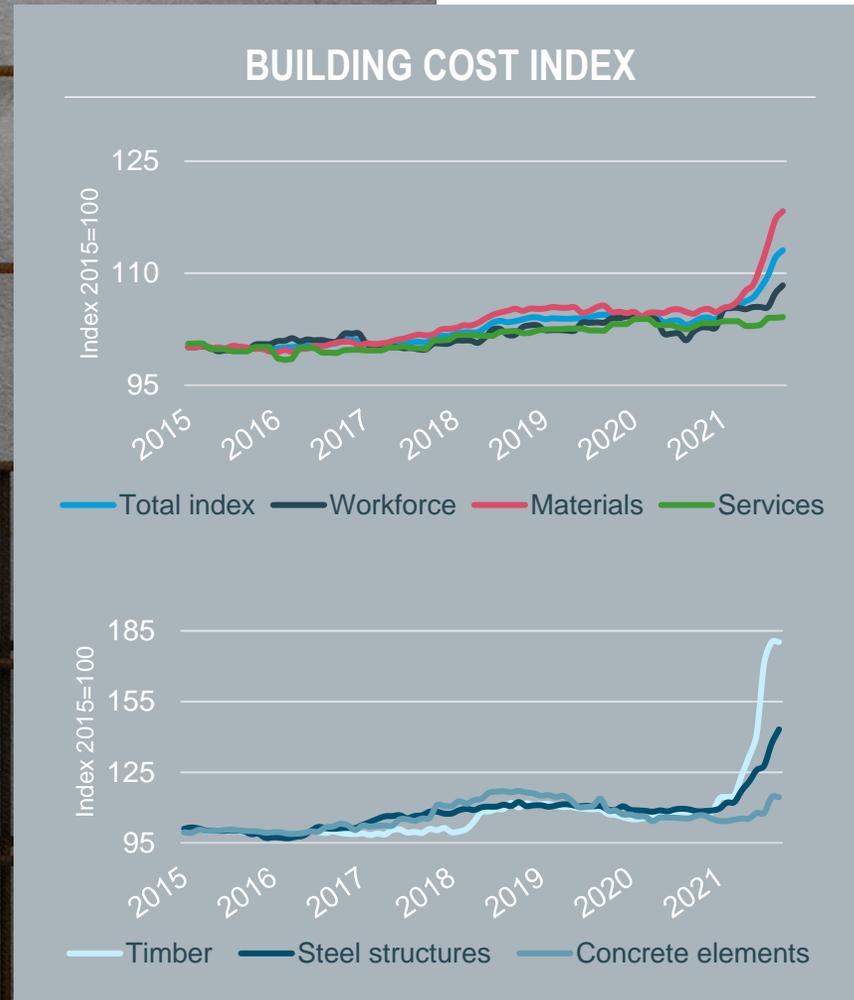
Good
 Normal
 Weak

## Q4/2021 market outlook\*

Improving
 Stable
 Weakening



# Material cost inflation to have only minor impact on 2021



Source: Statistics Finland

## MITIGATION ACTIONS AT YIT



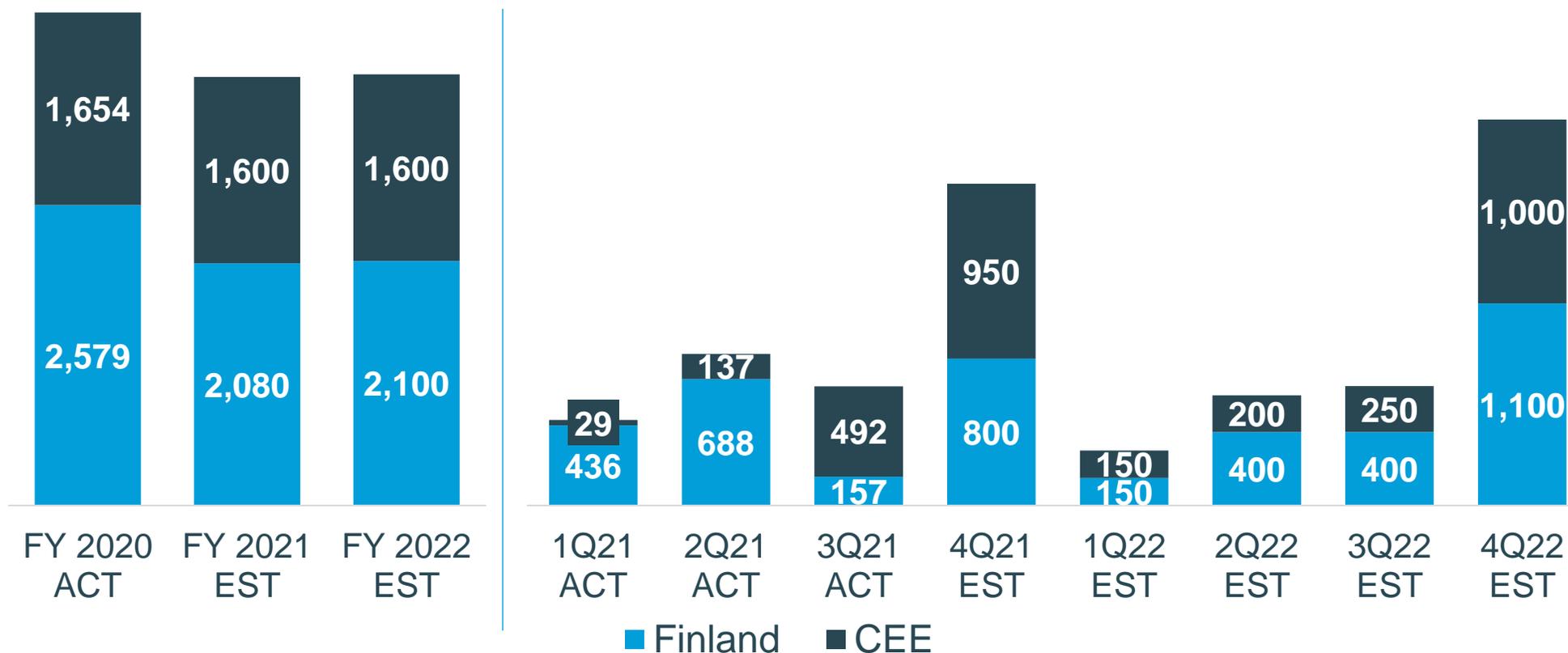
Procurement practices



Pricing and contractual practices

# Number of completions expected to peak in Q4

## ESTIMATED COMPLETIONS OF CONSUMER APARTMENT PROJECTS UNDER CONSTRUCTION, units



In addition, revenue from apartments under construction recognised over time (POC):

- 2,073 units for investors
- 4,126 units in Russia

# Guidance for 2021

Group adjusted operating profit  
to be  
**higher**  
**than in 2020**  
(€85 million)

## Housing FIN&CEE

- Q4 completions at a high level

## Housing Russia

- Solid underlying performance to continue

## Business premises

- Performance continues to stabilise

## Infrastructure

- Impacted by certain low-performing projects

## Partnership properties

- Portfolio development to continue

# Management agenda for H2

1

Continue actions to stabilise performance, implement new operating model

2

Finalise new strategy

3

Take proactive actions in health and safety, develop sustainability roadmap



# Capital Markets Day



23 November



Webcast at  
1 p.m. – 4 p.m.

# Additional information

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## YIT'S FINANCIAL REPORTING AND AGM IN 2022

|  |                           |
|--|---------------------------|
| Full-Year result 2021<br>Financial Statements 2021 | 4 February<br>week 8/2022 |
| Annual General Meeting                             | 17 March                  |
| Interim report Q1/2022                             | 29 April                  |
| Half-year report 2022                              | 28 July                   |
| Interim report Q3/2022                             | 27 October                |

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# Appendices

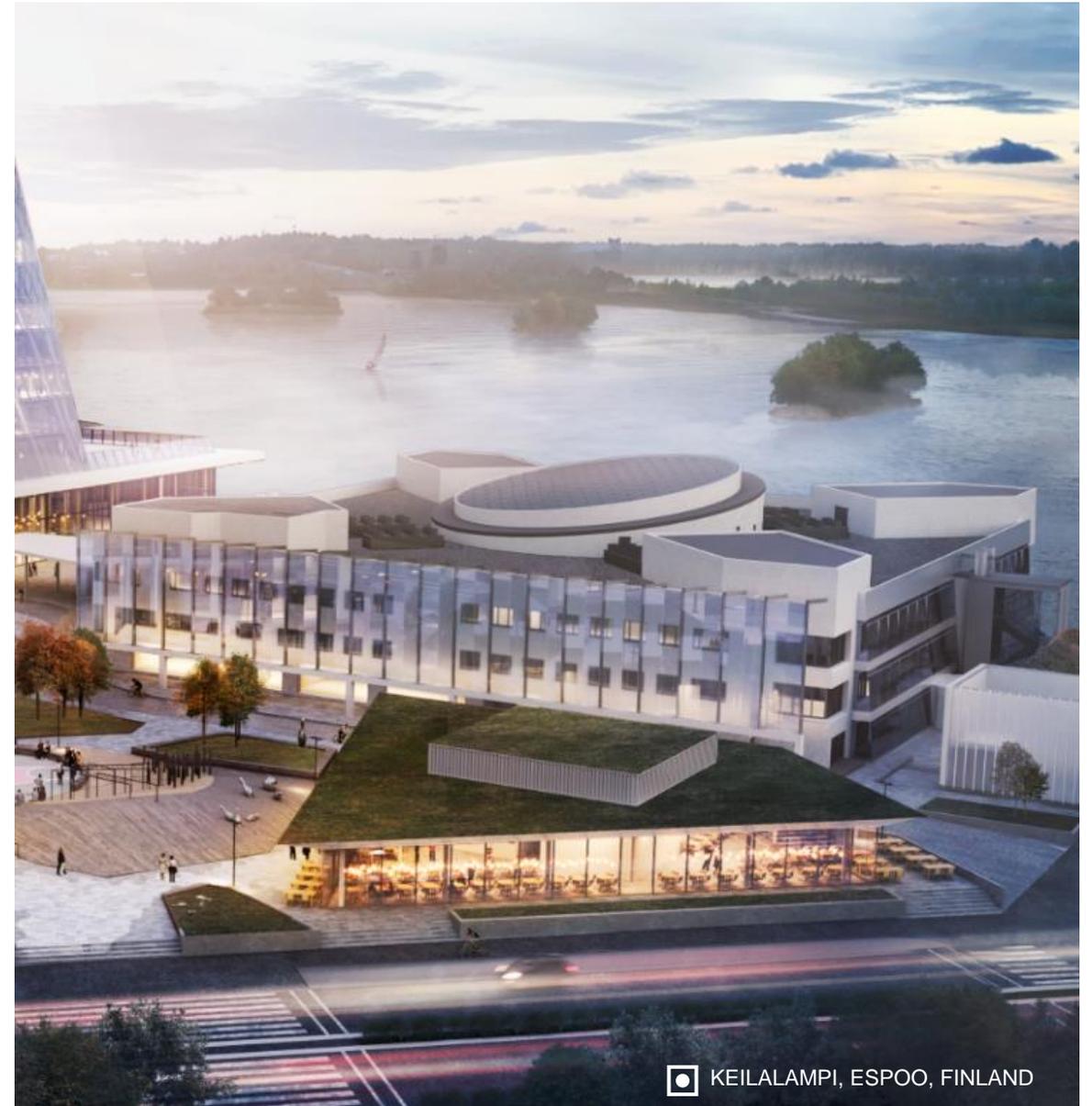
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# Appendices

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- I. Key figures
- II. Housing sales and start-ups
- III. Housing completion estimates
- IV. Share ownership
- V. Debt structure
- VI. Investment portfolio



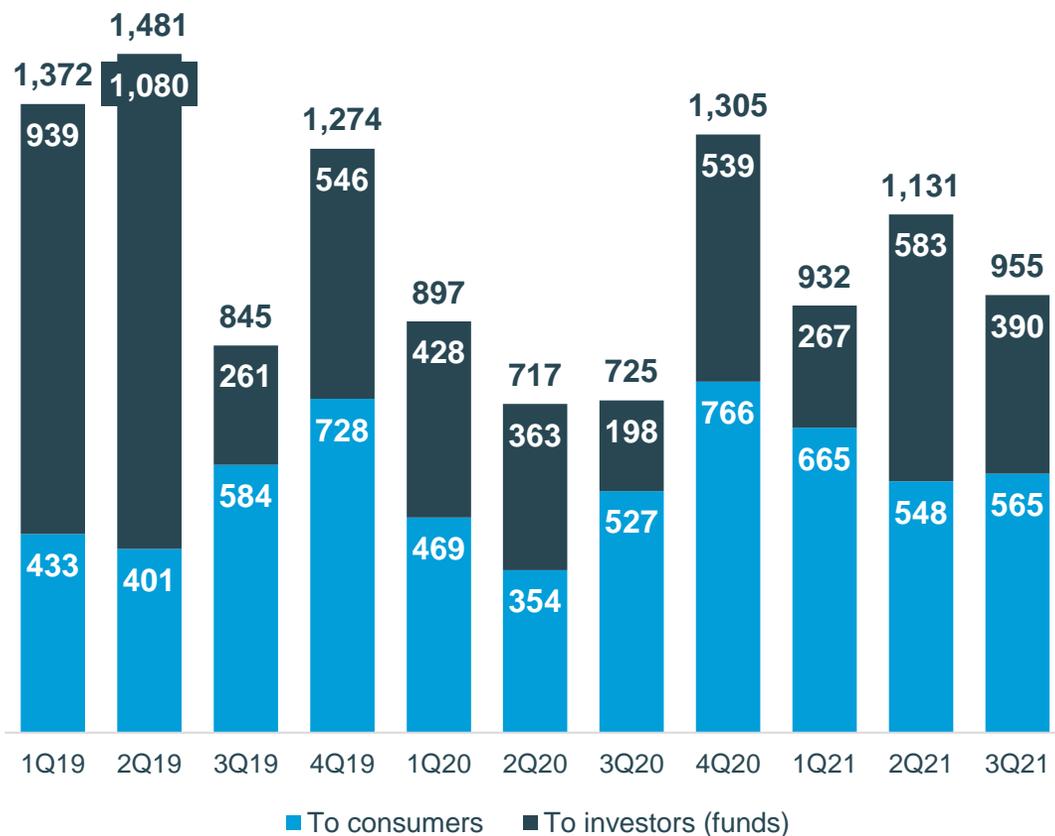
KEILALAMPI, ESPOO, FINLAND

# I. Key figures

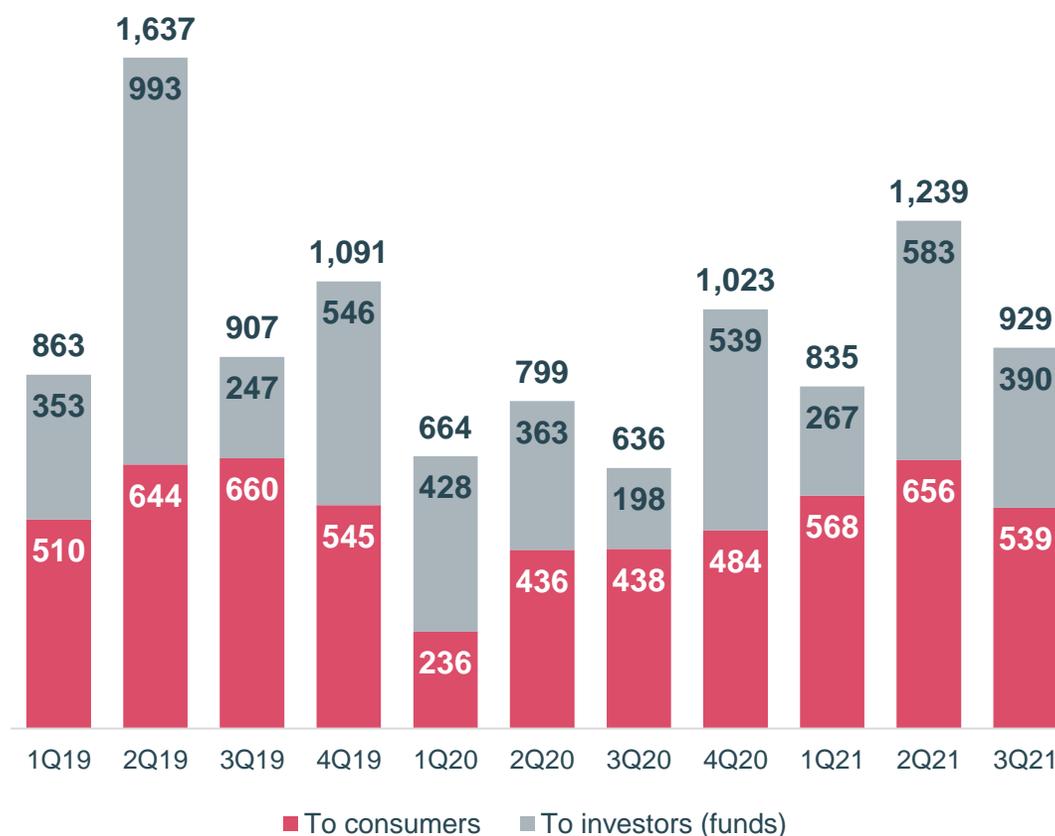
| € million   | 7-9/21 | 7-9/20 | 1-9/21 | 1-9/20 | 1-12/20 |
|---|--------|--------|--------|--------|---------|
| Revenue   | 587    | 687    | 1,927  | 2,094  | 3,069   |
| Operating profit  | 6      | -16    | 46     | -20    | 35      |
| Operating profit margin, %                                    | 1.0    | -2.4   | 2.4    | -0.9   | 1.1     |
| Adjusted operating profit                                     | 18     | 16     | 69     | 29     | 85      |
| Adjusted operating profit margin, %                           | 3.1    | 2.4    | 3.6    | 1.4    | 2.8     |
| Result before taxes   | -1     | -27    | 22     | -52    | -6      |
| Result for the period, continuing operations                  | -3     | -26    | 12     | -44    | -8      |
| Result for the period, including discontinued operations      | -3     | -26    | 12     | -12    | 27      |
| Earnings per share, EUR                                       | -0.02  | -0.12  | 0.04   | -0.06  | 0.13    |
| Operating cash flow after investments                         | -23    | -9     | 155    | 190    | 336     |
| Net interest-bearing debt                                     | 411    | 740    | 411    | 740    | 628     |
| Gearing ratio, %  | 40     | 84     | 40     | 84     | 68      |
| Equity ratio, %   | 40     | 31     | 40     | 31     | 33      |
| Return on capital employed, % (ROCE, rolling 12 months)       | 8.4    | 8.9    | 8.4    | 8.9    | 5.2     |
| Order book  | 4,099  | 3,831  | 4,099  | 3,831  | 3,528   |
| Combined lost time injury frequency (LTIF, rolling 12 months) | 9.8    | 10.0   | 9.8    | 10.0   | 9.8     |
| Customer satisfaction rate (NPS)                              | 51     | 52     | 51     | 52     | 51      |

## II. Housing Finland Sales and start-ups 2019-2021

### SOLD APARTMENTS, units



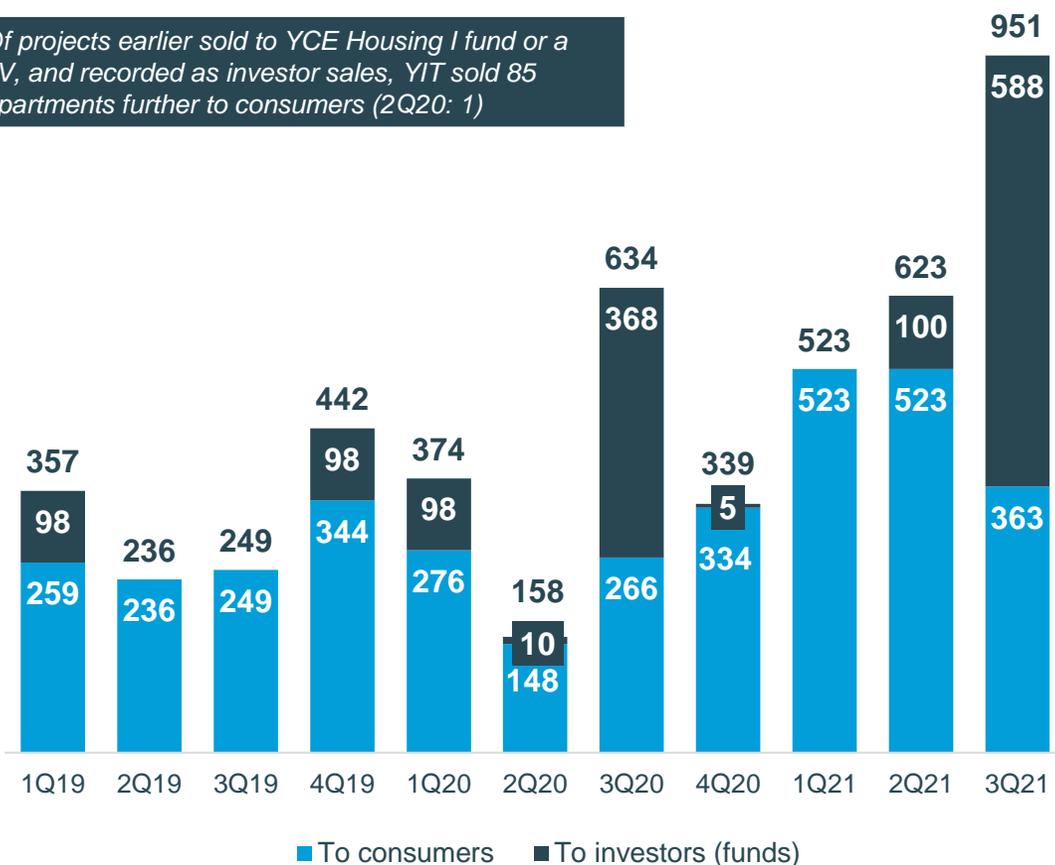
### APARTMENT START-UPS, units



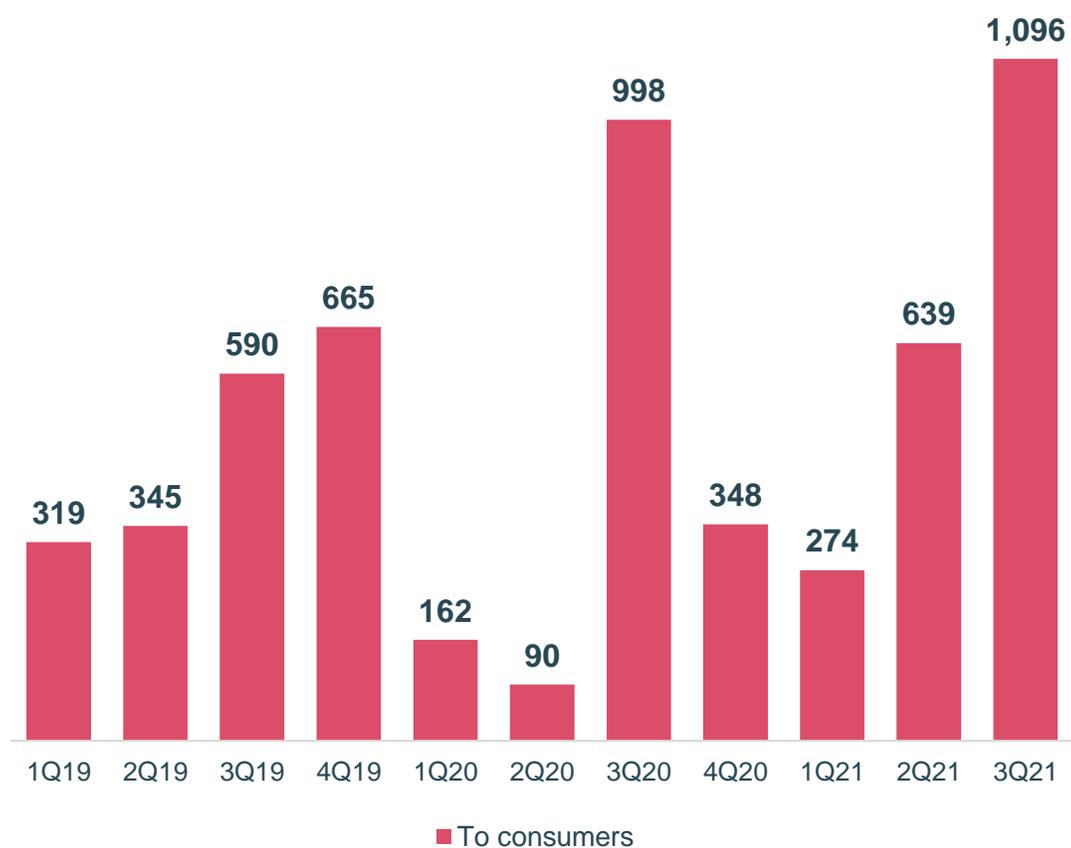
## II. Housing CEE Sales and start-ups 2019-2021

### SOLD APARTMENTS, units

Of projects earlier sold to YCE Housing I fund or a JV, and recorded as investor sales, YIT sold 85 apartments further to consumers (2Q20: 1)



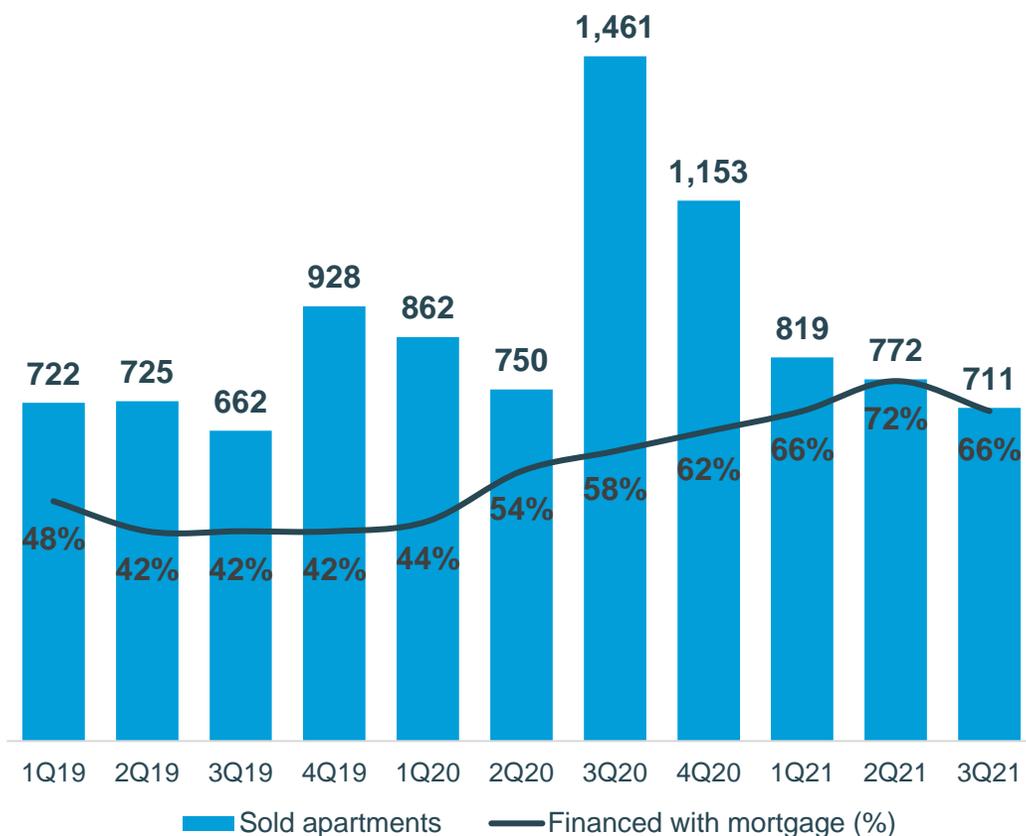
### APARTMENT START-UPS, units



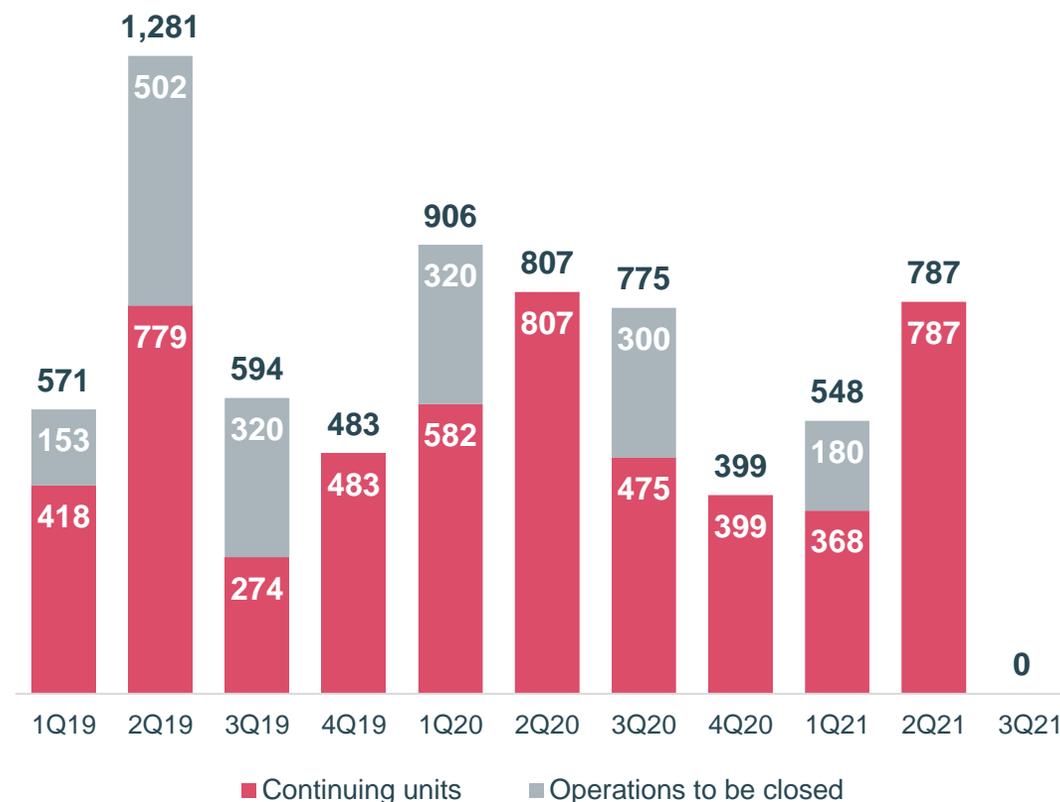
## II. Housing Russia

# II. Sales and start-ups 2019-2021

### SOLD APARTMENTS, units



### APARTMENT START-UPS, units

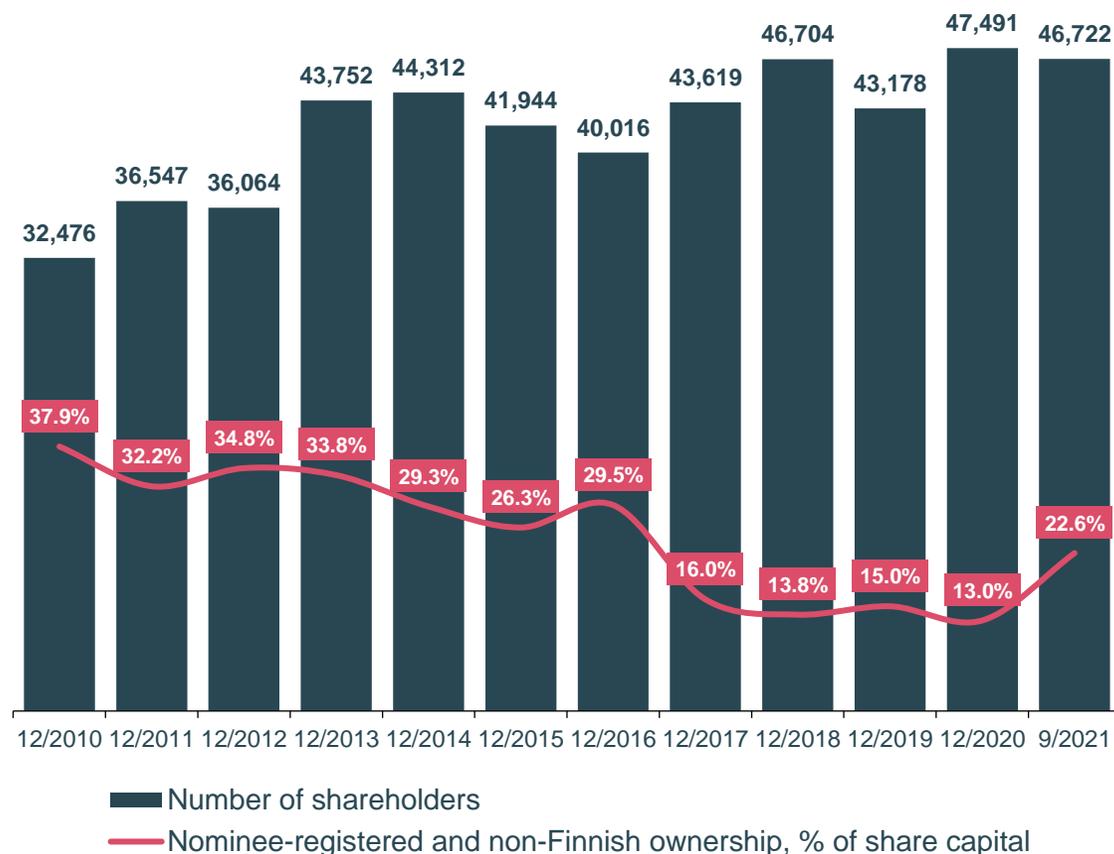


# IV. Share ownership\*, 30 September 2021

## MAJOR SHAREHOLDERS

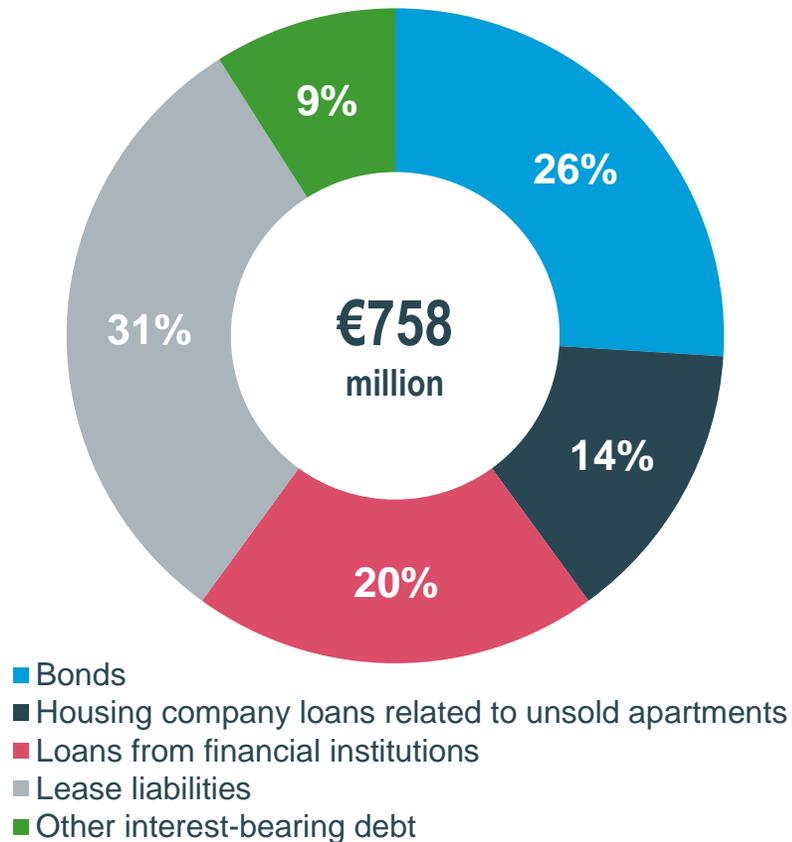
| SHAREHOLDERS                                  | SHARES             | % OF SHARE CAPITAL |
|---|--------------------|--------------------|
| 1. Tercero Invest AB                          | 25,100,000         | 11.89              |
| 2. Varma Mutual Pension Insurance Company     | 15,945,975         | 7.55               |
| 3. PNT Group Oy                               | 15,296,799         | 7.25               |
| 4. Conficap Oy                                | 8,886,302          | 4.21               |
| 5. Pentti Heikki Oskari Estate                | 8,146,215          | 3.86               |
| 6. Ilmarinen Mutual Pension Insurance Company | 5,470,000          | 2.59               |
| 7. Forstén Noora Eva Johanna                  | 5,115,529          | 2.42               |
| 8. Elo Mutual Pension Insurance Company       | 4,034,577          | 1.91               |
| 9. Herlin Antti                               | 3,445,180          | 1.63               |
| 10. Pentti Lauri Olli Samuel                  | 3,398,845          | 1.61               |
| Ten largest total                             | 94,839,422         | 44.93              |
| Nominee registered shares                     | 21,894,376         | 10.37              |
| Other shareholders                            | 94,366,055         | 44.70              |
| <b>Total</b>                                  | <b>211,099,853</b> | <b>100.00</b>      |

## NUMBER OF SHAREHOLDERS AND SHARE OF NOMINEE-REGISTERED AND NON-FINNISH OWNERSHIP

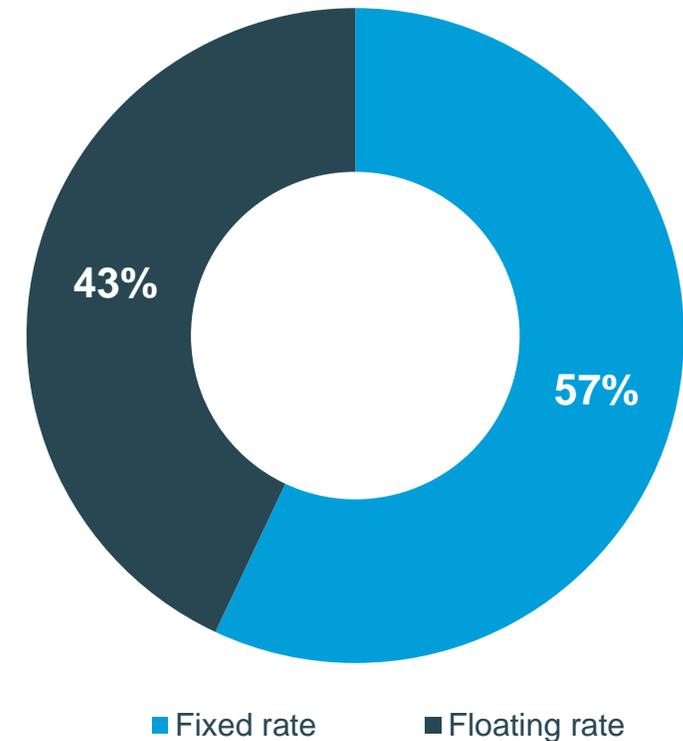


# V. Debt structure, 30 September 2021

## DISTRIBUTION OF INTEREST-BEARING DEBT



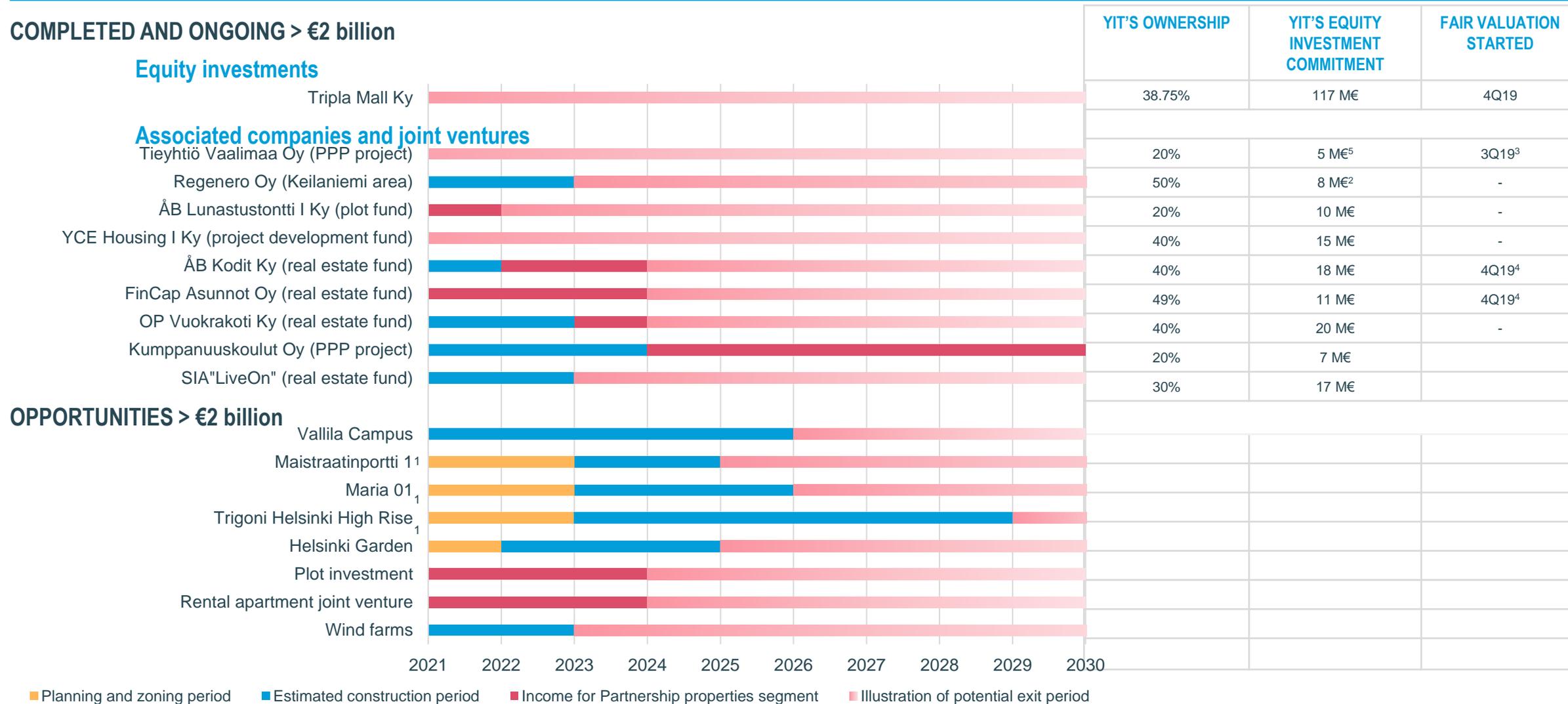
## INTEREST RATE DISTRIBUTION OF INTEREST-BEARING DEBT<sup>1</sup>



<sup>1</sup>Including interest-bearing debt and interest rate derivatives, but excluding lease liabilities, €234 million

# VI. Partnership properties

## Investment portfolio and estimated timelines



**Together  
we can  
do it.**