



Investor presentation

9m 2012

Nordecon overview

Nordecon in brief

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

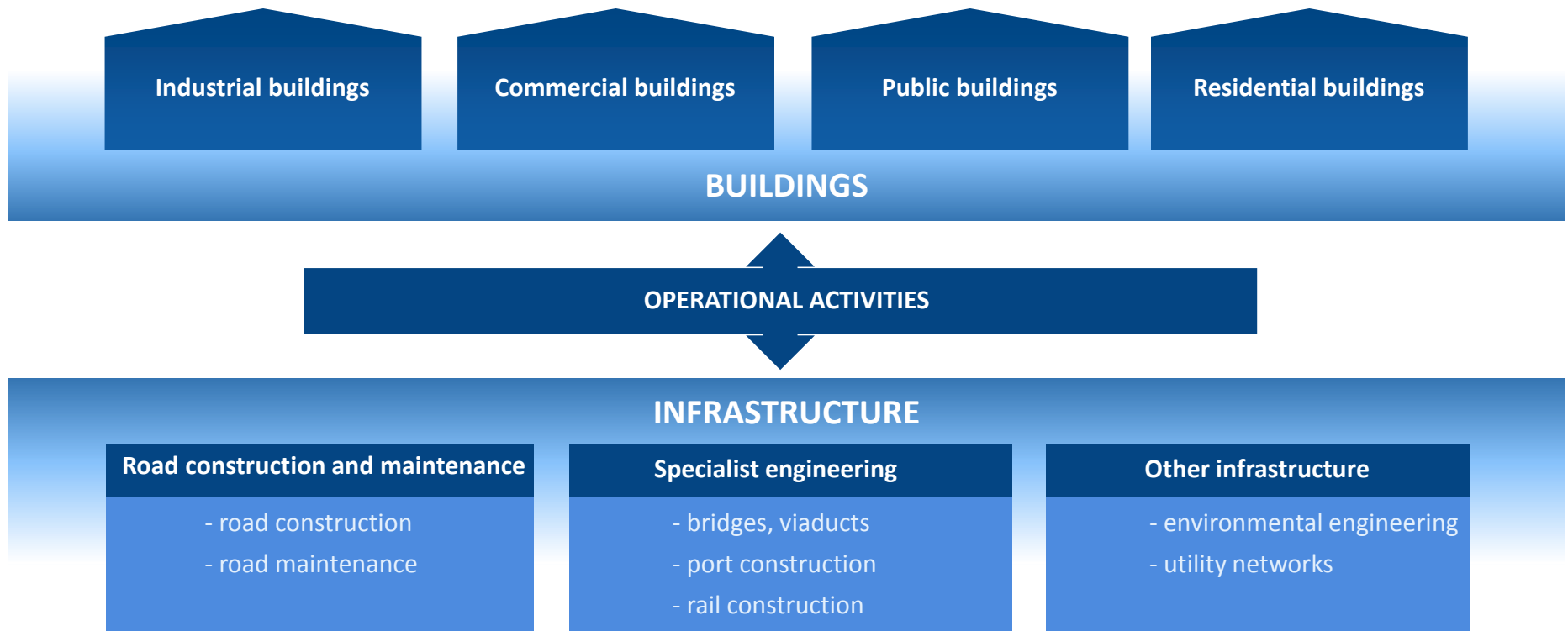
MISSION: Our mission is to offer our customers complete premier value adding construction and engineering solutions

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 (incl.)

- 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 with shareholders oriented towards long-term profitable growth
- A flexible, horizontally integrated business model across the Group
- Experienced management
- Professional and loyal employees
- Relative conservatism in risk-taking
- Selected support services centralised group wide (e.g. IT, legal) to streamline costs
- Revenue base aimed at dividing activities between buildings and infrastructure segments equally to minimise volume risk
- Group covers all main sub-segments in the construction markets

Core Competencies

Road construction and
maintenance

Environmental
construction

Other infrastructure

Industrial, civil and
commercial buildings

Real estate
development

Nordecon financial information and key facts

9m 2012

Period in brief

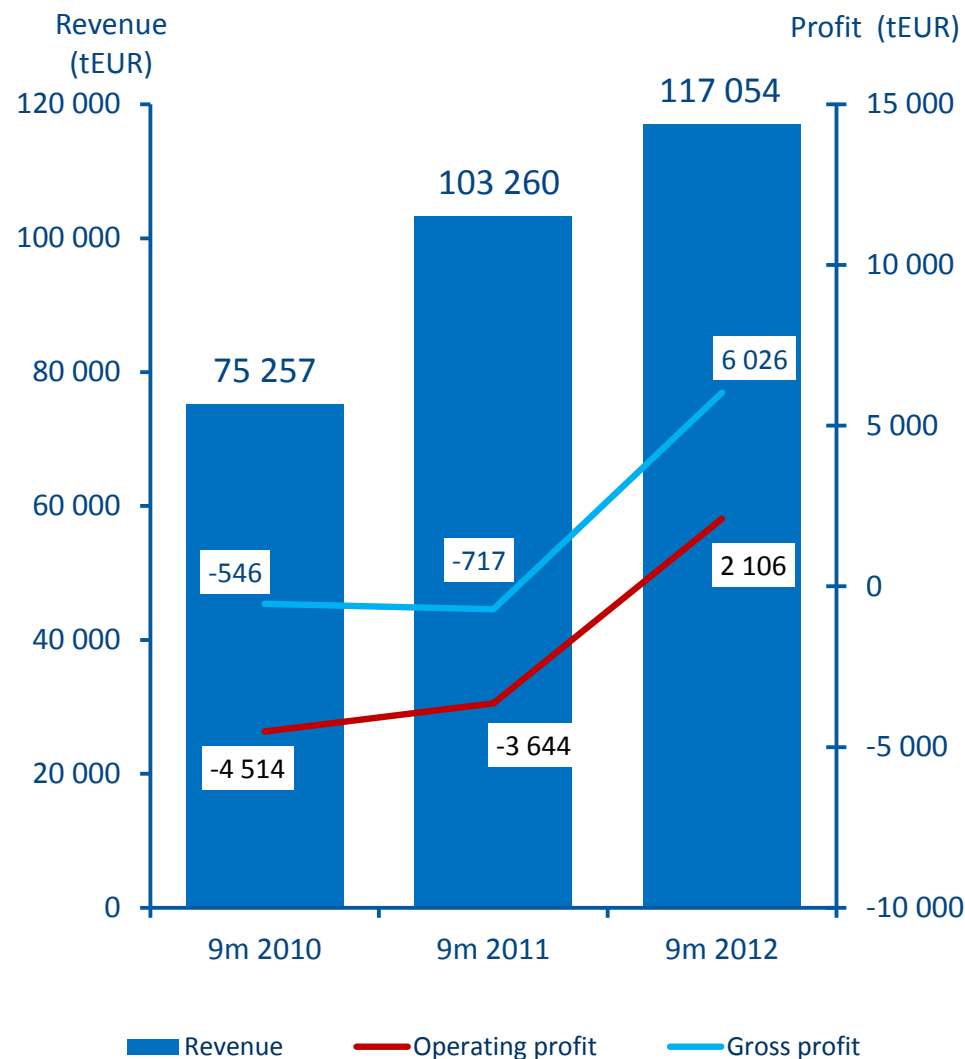
- Sales exceeded 9m 2011 comparative figure by 13%
- Strong Q3 results in 3.8 mEUR gross profit compared to 2011 profit of 0.7 mEUR
- Slow improvement in gross margin to continue in 2012
- Administrative expenses remain under control and below 3.5% of sales
- The impact of strong order book growth in 2011 and beginning of 2012 starting to wind down as major contracts are performed.
- Strong outside pressure on liquidity created by gap between the timing of receipts from (public sector) clients and payments to subcontractors

Key figures / ratios

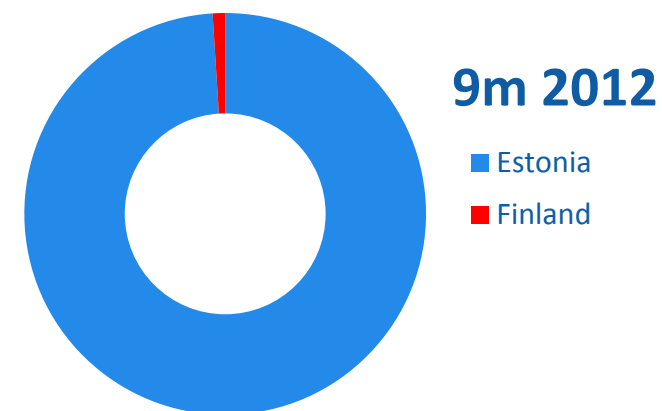
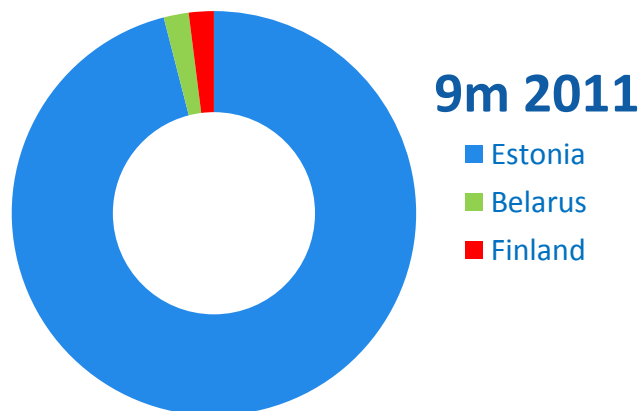
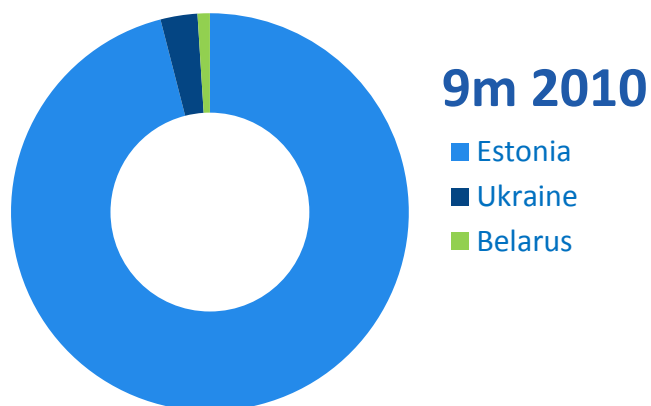
Figure / Ratio	9m 2012	9m 2011
Revenue (tEUR)	117,054	103,260
Revenue growth/decrease, %	13,4%	37,2%
Net profit/loss (tEUR)	1,988	-4,039
Gross margin, %	5.1%	-0.7%
EBITDA margin, %	3.2%	-1.8%
Net margin, %	1.7%	-3.9%
Earnings per share (EUR)	0.05	-0.14
Equity ratio, %	25.7%	27.6%
Administrative expenses to revenue (12 months rolling)	3.3%	3.8%

Revenue and profit

- Bottom of construction market in 2010
- Growth driven by improved competition situation in some segments and mainly by public sector investments
- 2012 share of revenue attributed to private clients rising compared to share in 2011
- Order book to continue supporting growth in 2012
- Improved gross profit in 2012 is a result of restructuring measures taken in 2011. Group 2011 gross profit includes one-off losses from projects.
- Main focus remaining on restoring profitability



Revenue by geographic regions



	9m 2010	9m 2011	9m 2012
Estonia	96%	96%	99%
Ukraine	3%	0%	0%
Belarus	1%	2%	0%
Finland	0%	2%	1%

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

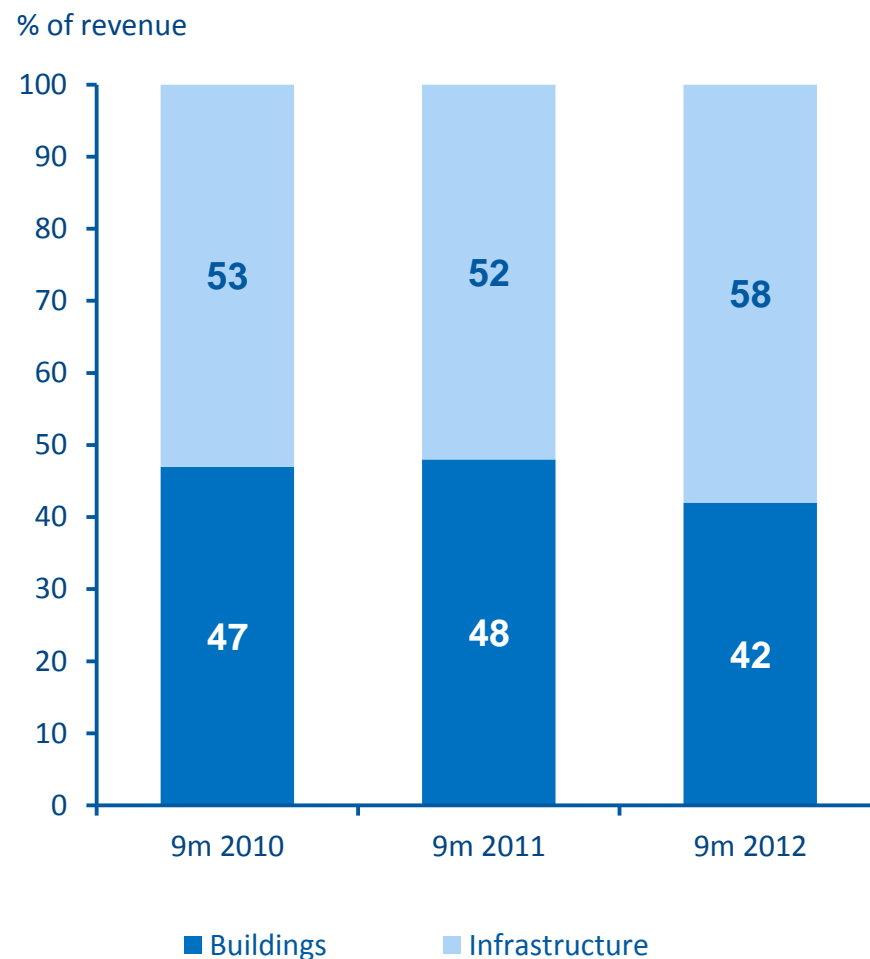
Order book

- Order book reflects current market situation, i.e. vast majority related with infrastructure projects (9m 2012: 70%)
- Order book has decreased due to gradual performance of major contracts secured in 2011 and beginning of 2012. Addition of large contracts is irregular
- Order book levels returning to more market appropriate levels with some sub-segments in portfolio showing growth



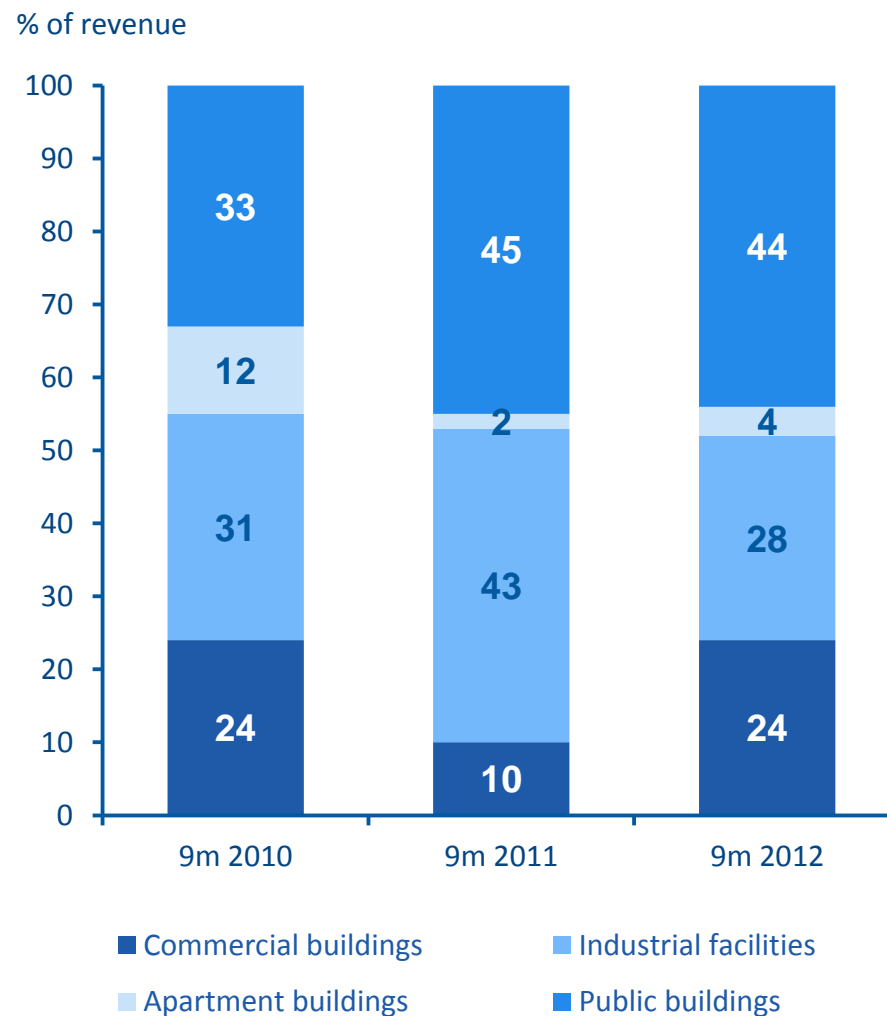
Revenue distribution by segments

- Buildings segment projects realise faster than civil engineering , i.e. stabilises the segments' revenue in relation to order book that consists mostly of infrastructure projects
- Infrastructure share expected to rise slightly during remaining 2012



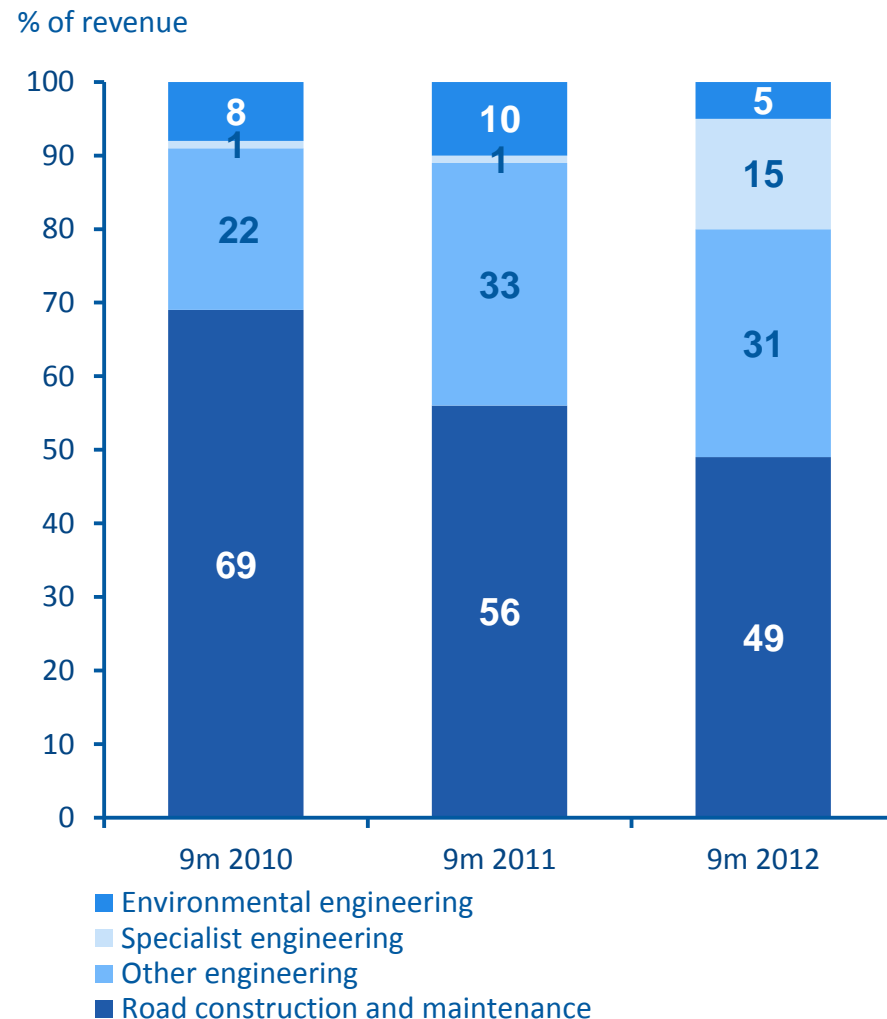
Revenue distribution – buildings

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

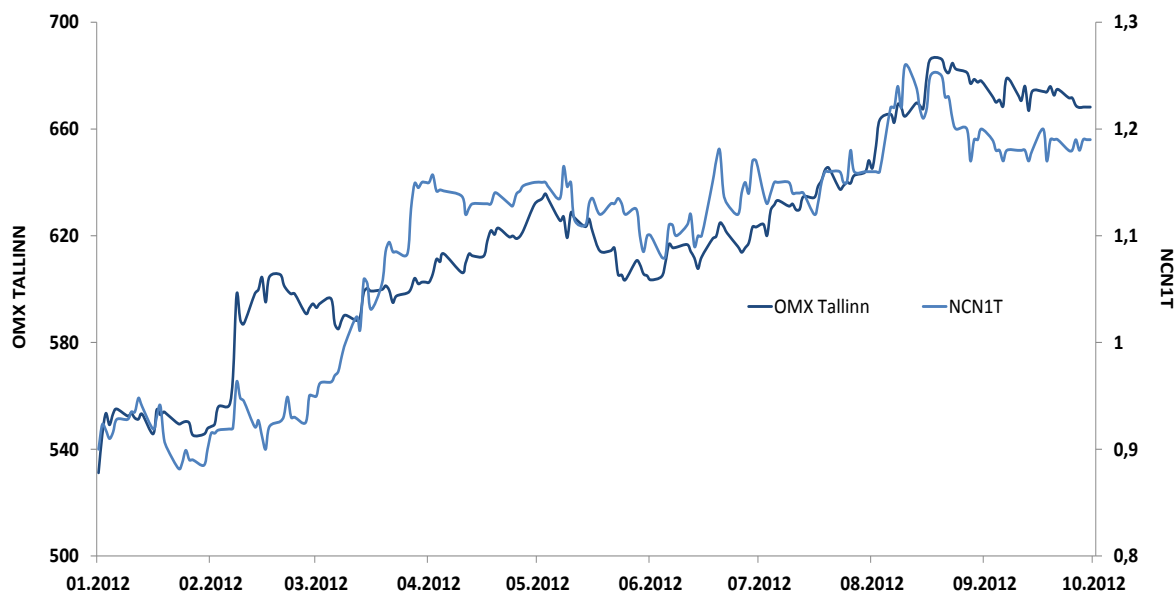


Revenue distribution – infrastructure

- Road construction and maintenance segment strong historically. Share decrease due to increases in other sub-segments. In gross values slight increase of revenue over 2010-2012
- Large share of EU supported utility network (other engineering) and environmental construction
- Specialist engineering (port construction) share influenced solely by port of Sillamäe contract



Share and shareholders information



Index/share	1.01.2012	30.09.2012	+/-%
OMX Tallinn index	531.17	668.21	+25.80
NCN1T	0.90 EUR	1.19 EUR	+32.22

Largest shareholders of Nordecon AS at 30 September 2012

Shareholder	Number of shares	Ownership interest (%)
AS Nordic Contractors	16,507,464	53.67
ING Luxembourg S.A.	2,007,949	6.53
Skandinaviska Enskilda Banken Sweden clients	1,803,628	5.86
Lüksusjaht AS	1,250,935	4.07
SEB Pank AS clients	618,762	2.01
State Street Bank and Trust Omnibus Account A Fund	597,464	1.94
Ain Tromp	578,960	1.88
ASM Investments OÜ	519,600	1.69
SEB Elu- ja pensionikindlustus AS	262,700	0.85
Skandinaviska Enskilda Banken Finland clients	257,410	0.84

Shareholder structure of Nordecon AS by ownership interest at 30 September 2012

	Number of shareholders	Ownership interest (%)
Shareholders with interest exceeding 5%	3	66.06
Shareholders with interest between 1% and 5%	5	11.59
Shareholders with interest below 1%	1,985	22.34
Total	1,993	100.00

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