



Production Placement in Leningrad Region

Industrial Park Greenstate

Real Estate Development, YIT Lentek



YIT in Brief

YIT is the leading European service company in its operating areas

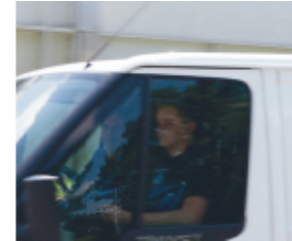


In Russia ICS*
Revenue 2012
MEUR 600
Operating profit
MEUR 74

450 offices in
Nordic countries,
Central Europe,
Baltic countries
and Russia



Revenue 2012
EUR 4.7 billion,
operating profit
MEUR 248.8



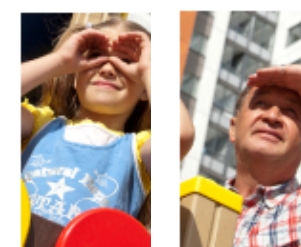
About 25,280
professionals



100 years
of experience



YIT shares are
quoted in
NASDAQ OMX
Helsinki



Selected References in Leningrad Region

YIT Industrial Construction Projects



Ford Motor Co, Vsevolozhsk
Reconstruction project 2004



Phillip Morris Izhora Tobacco
Factory Extension project 2003



Pestovo Novo / UPM
Kymmene
Wood processing plant
Construction 2003-2004



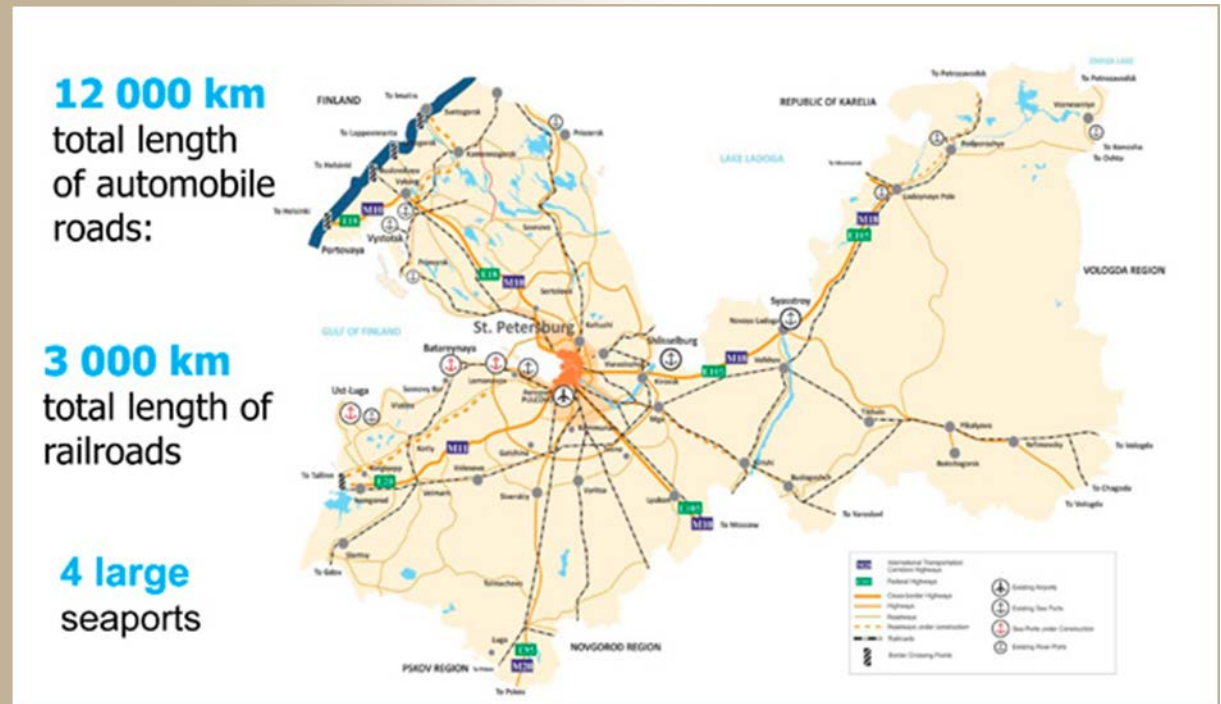
Kraft Foods Factory
Reconstruction project
2001-2002



Orion Plastic Pack Factory,
Construction Project
Sertolovo 2001-2002

Opportunities for industrial development in Leningrad Region

- Huge market
- Good logistics
- Tax concessions for manufacturing enterprises
- Availability of labor sources
- Government support



(the Law No 160 supports foreign investments in Russian Federation and guarantees the foreign investors their rights for property ownership in Russia)

Standard & Poor's rating agency recently adjusted credit rating of Leningrad Region at "BB+" with stable forecast.

Economy of Leningrad Region

Fitch Agency confirmed the credit rating of Leningrad Region at "BB+ " with positive report.

Agency's experts point at the wide diversification of economy in the region, based on processing industry and logistics.

Key ratio of well-being exceeds the average level in the country.

The regions openness to the Baltic Sea makes it strategically important for export

The regions economy is based on manufacturing, Its share in the structure of regions GRP makes 25%.

Leningrad Region has also highly developed agro-industrial complex. Its share in the total volume of agricultural production in North-West Federal sub-entity is 36%.

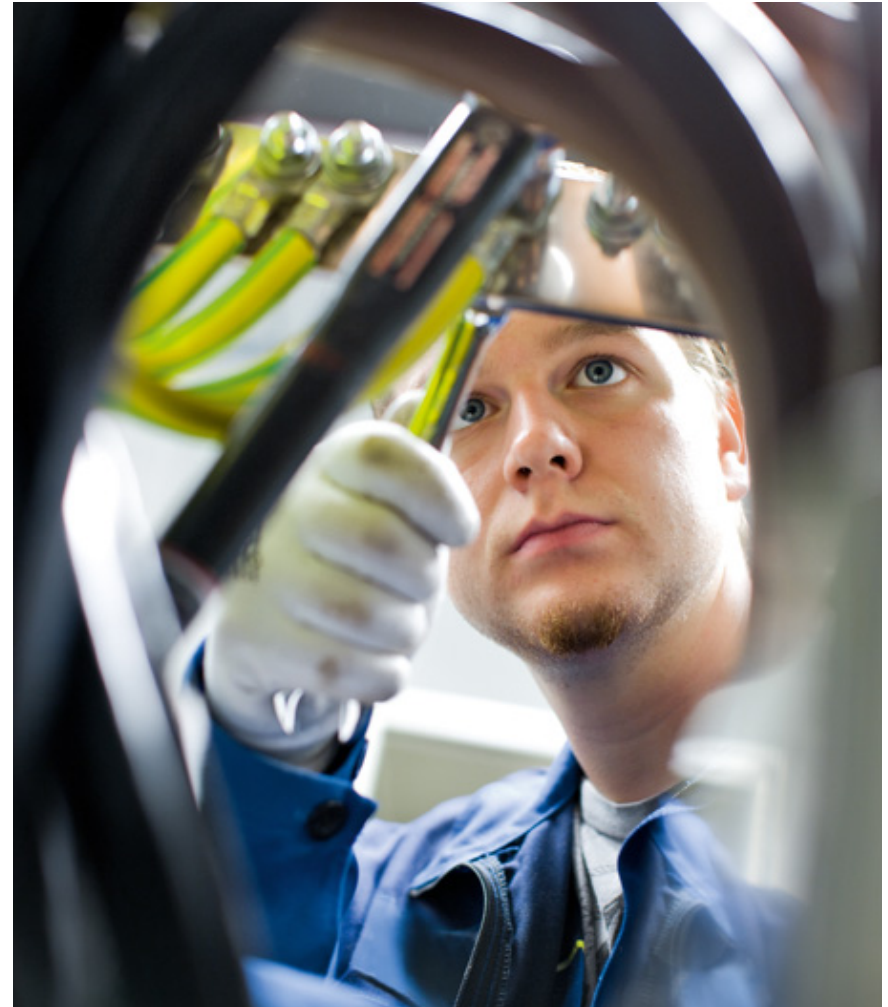
Key advantages of Labor Market

St. Petersburg and Leningrad Region present the best resource of highly skilled labor in engineering and production in Russia.

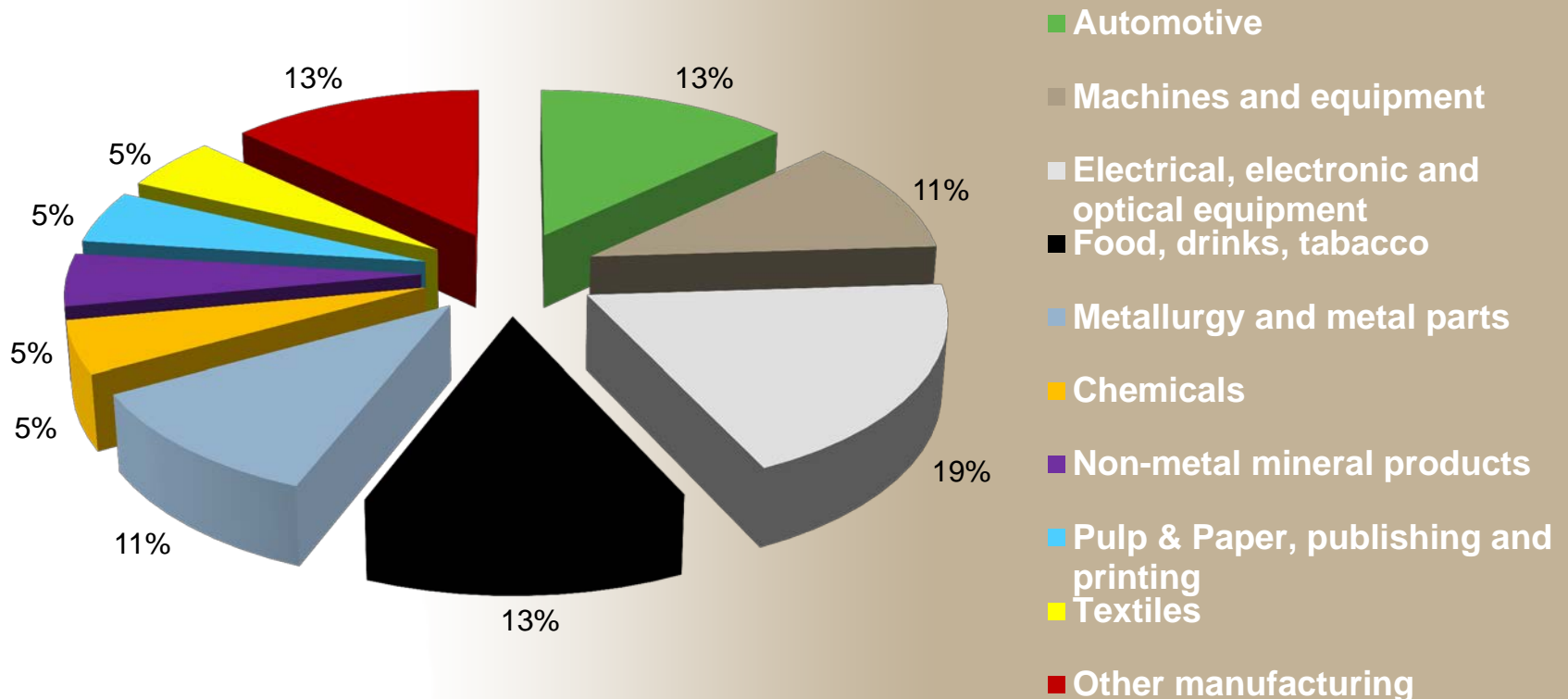
Great concentration of Technical and Engineering Universities and Colleges - largest educational center in Russia.

Main Educational programs in Engineering and Technical Sciences are provided in 16 Technical Universities and Higher Schools (plus 32 other Universities).

24500 newly graduated engineers annually.



Structure of Employment in Industrial Production in the Region



Tax Concessions in Leningrad Region

- **Property Tax:** **0%**
instead of 2%
- **Profit Tax:** **13,5%**
instead of 18%

10 mln. \$ - 16, 5 mln. \$ »»» 4 years
16,5 mln.\$ – 100 mln \$ »»» 5 years
over 100 mln. \$ »»» 6 years
over 100 mln. \$ for »»» **8 years**
automotive & machinery

General assumptions:

- Certain type of business activities
- Sales in specifies types of activities to be no less than 70% of company's total sales volume
- Benefits are provided after start of operations



Advantages of Industrial Park

From Idea to Realty

1. Industrial Park has an area with a clear site plan and complete engineering infrastructure for the location of the industrial enterprises on it.

2. Main advantages:

- Quick launch of production
- Stable operations in well organized industrial area (functioning logistics, Sanitary & Epidemiological Service, supervision bodies)
- Synergy with clients and suppliers

Advantages in Reality

Industrial Park Greenstate as one of the best examples of industrial land development:

- ✓ 112 ha of industrial land
- ✓ Engineering communications on the plot
- ✓ Connection permissions are allowed in 3 weeks
- ✓ Approved Master Plan for the whole area
- ✓ Management Company of YIT Lentek

Industrial Park Greenstate

АТРИА РОССИЯ
Когда еда - в радость.



VIKING
LIFE-SAVING EQUIPMENT



dermosil.ru

SIEMENS



Location of Greenstate



Accessibility:

Railway	0 km
City Ring Road	1 km
Tallinn motorway	1 km
Kiev motorway	9 km
Sea port of St. Pete	15 km
Airport Pulkovo	16 km
Moscow motorway	23 km
Cargo port Ustj-Luga	120 km

Engineering Infrastructure in the Industrial Park Greenstate

The engineering pipelines and utilities are laid up till the boundaries of land plots.

Engineering supply in the Industrial park Greenstate:

Electrical power – 26,6 MW

Heating – 30 MW

Water & sewage – 3000 m³/day

Telecommunication (optical fiber

Gas pipeline and gas control unit on the parks area

Fire distinguishing system and water reserve tank

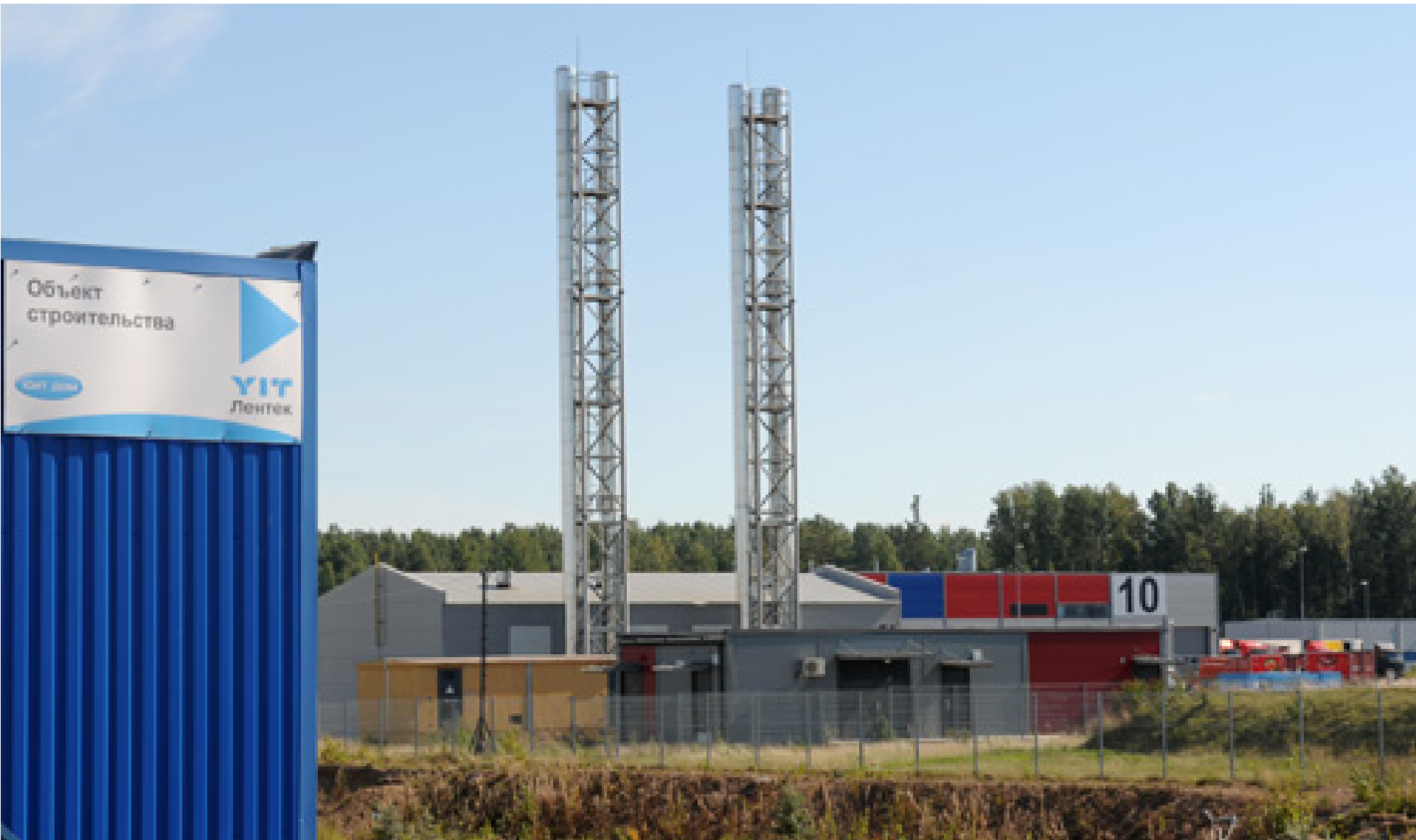
Own maintenance & management company.



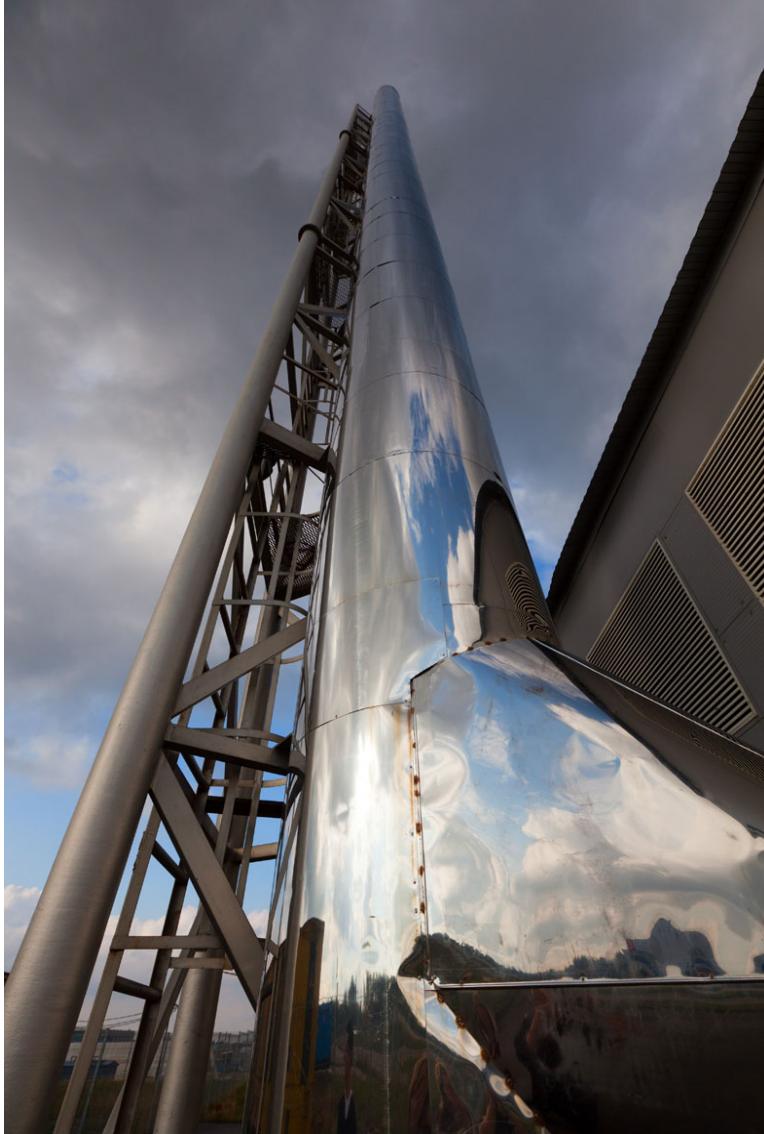
Industrial Park Greenstate



Industrial Park Greenstate



Industrial Park Greenstate



Industrial Park Greenstate



Built-to-Suite-to-Lease for Manufacturers



YIT is ready to implement a project of rental facilities for manufacturers on built-to-suite basis inside the industrial park Greenstate. The total square of rental premises is to be about 60 000 m² with progressive launching of rental facilities beginning with 20 000 m² building on the 1st stage.

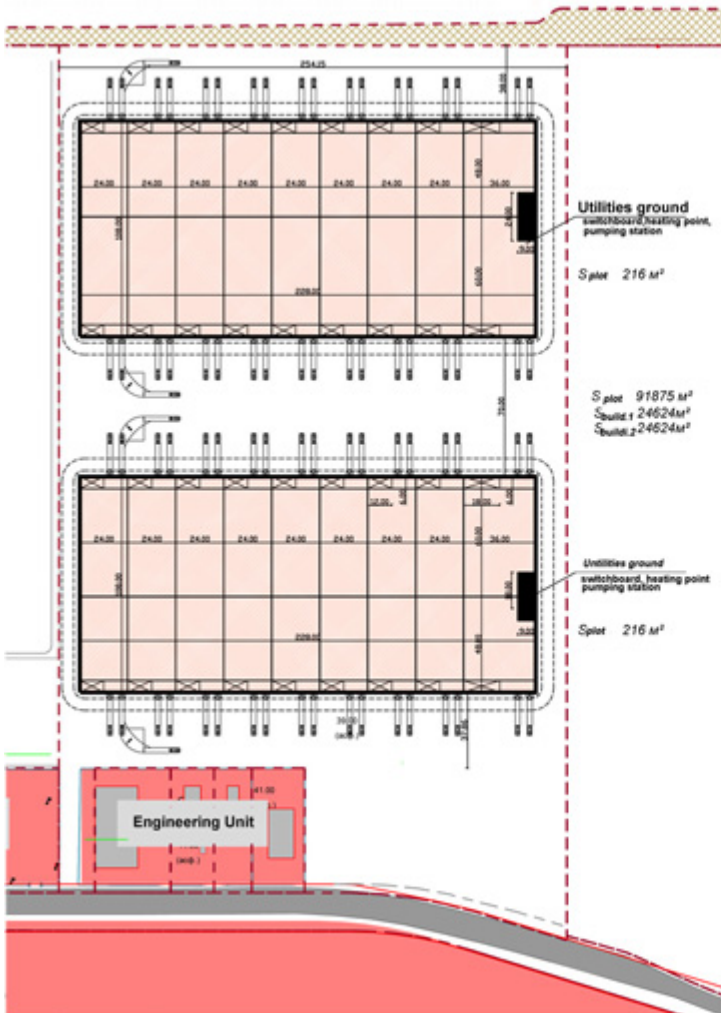
The rental facilities will be suitable for manufacturing and logistic enterprises including offices as well (5% of total area).

The construction period is 18 to 22 months depending on the specific technical features of the design project

The tenant is supposed to sign a long term rental agreement for at least 10 years.

Tenants may also take advantage of the leasing option in case they plan to own the production facilities in future

Rental Premises



Section of building's unit



UNIT of the building



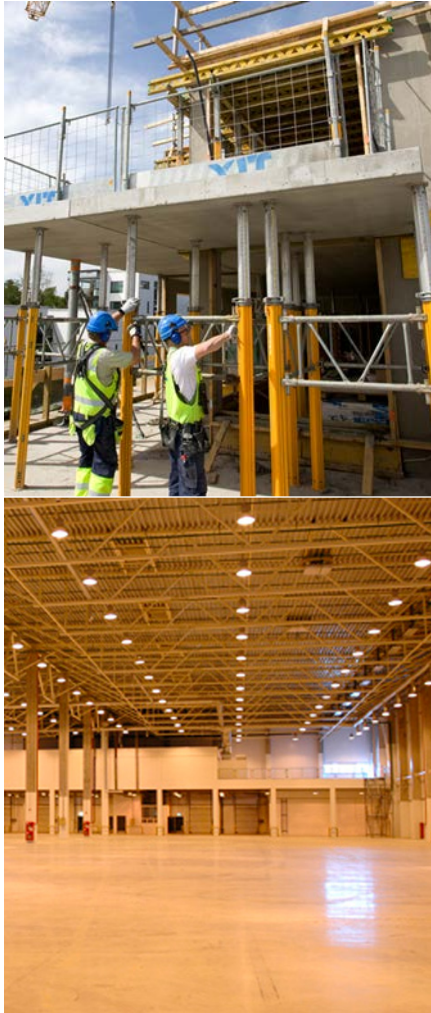
$S_{unit} 1296 \text{ M}^2$
 $S_{office} 72 \text{ M}^2$
 $S_{technical\ rooms} 144 \text{ M}^2$

The whole building is divided into several units sized from 1100 m² to 10 000 m² with separate production hall, storing space and offices.

The height for the floor to the beam crane is up to 8 m. Loading capacity of the production floors is 7t/m². Column grid is 12 x 24 m.

The surrounding territory will have a wide maneuver zone and round passing for trucks up till 20 tons.

Built-to-Suite-to-Lease



A project of built-to-suite rental facilities will be implemented in 5 stages:

1. The customer supplies YIT with project initial data for further assessment by YIT engineering staff. YIT prepares the proposal for the project.
2. After the project lay-out is agreed by both parties next starts the project cost calculation which includes project design and construction, costs of the land plot with the utilities and connections. The rental rate comes as a result of those calculations. Depending on the specific demands of the Customer's project the rental rate may vary from 8,5 € till 12,5€/ m²
3. The rate of rent to be agreed with the potential tenant. Once the rental rate is agreed, the tenant is offered the preliminary rental contract (contains project initial data, rental rate, location, time of project completion/ commissioning).
4. Construction and commissioning of the project.
5. Signing of Rent (or Leasing) Contract.

Projects Completed by YIT



Logistic Center Gorigo / Evli Properties



Meat Processing Plant ATRIA under the trade mark "Pit-Product"



The Maintenance Center for "Viking Life-Saving Equipment"



The company for Packing and Storage of cosmetics Goods "Dermosil"

Logistic Center Gorigo



Logistic Center Gorigo



Pit Product

Meat Processing Plant



Viking Life saving equipment



Viking LSE and Ponsse



Dermosil.ru

Packaging and Storing



Dermosil

Office premises





**Together
we can
do it.**

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