

AS Eesti Ehitus'
new name and business strategy for
2009-2013

Extraordinary General Meeting of Shareholders
March 26th 2009
Reval Hotel Olümpia

Topics

- **Why the name change?**
Toomas Luman,
Chairman of the Council, AS Nordecon International
- **AS Nordecon International group's goals for 2009-2013**
Jaano Vink,
Chairman of the Board, AS Nordecon International

Why Eesti Ehitus became Nordecon International?

Toomas Luman
AS Nordecon International
Chairman of the Council

Why we changed the name?

- When entering stock exchange, we promised to work in countries on Baltic Sea-Black Sea axis, whither we have indeed gradually entered or are in the process of entering
- In 2006 we notified investors that as long as our main emphasis is on Estonian market, there's no need to change the strong brand of Eesti Ehitus
- By today, the proportion of foreign markets has increased. For successful development, a brand easy to remember by foreign clients/partners is needed
- Harmonized brand and identity is easier to manage

The coming of Nordecon

- The 'testing' of the name Nordecon helped to get a working experience of the trademark
- It is easier for clients, partners and employees to get used to the change

A large version of the NORDECON logo, featuring the blue sphere icon and the word "NORDECON" in a bold, blue, sans-serif font.

Unified Nordecon

Former name

New name

Estonia:

AS Eesti Ehitus

AS Linnaehitus

AS Aspi



AS Nordecon International

AS Nordecon Ehitus

AS Nordecon Infra

Latvia:

SIA Abagars



SIA Nordecon Infra

Lithuania:

UAB Eurocon LT



UAB Nordecon Statyba

Ukraine:

LLC Eurocon Ukraine



LLC Eurocon Ukraine

A more international Nordecon

- Changing Estonia-centered business name to one with international sound
- Renewal and harmonization of organizational culture and identity



Picture: Beer factory in Lviv, Ukraine, built by Eurocon Ukraine LLC

Changes ensure cost-effectiveness of the group

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



*Picture: road construction,
AS Aspi*

Structure of group March 26th 2009

 **NORDECON**

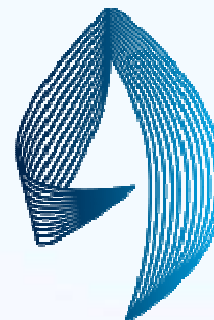
 **EESTI EHITUS**

 **EUROX**

Structure of group April 1st 2009



 **NORDECON**



AREALIS

Nordecon International group's goals

Jaano Vink

AS Nordecon International
Chairman of the Board

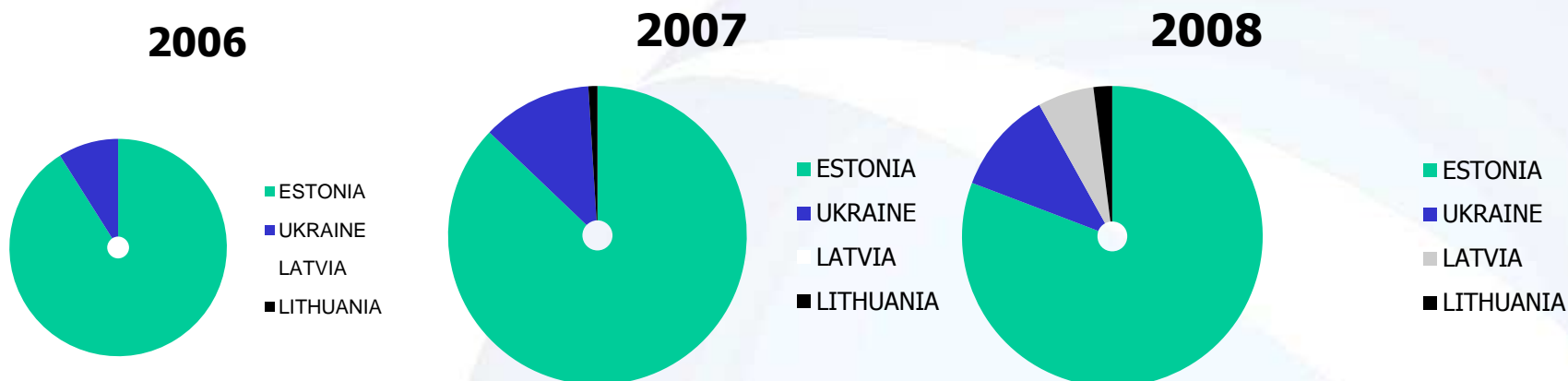
Streamlining group structure in 2009

- 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 (former sub-group Aspi)
 - pan-Estonian construction company AS Nordecon Ehitus (former Linnaehitus)



Picture: Kesklinna School in Tartu, built by AS Linnaehitus

Geographical differentiation of revenue



	2006	2007	2008
ESTONIA	91%	88%	80%
UKRAINE	9%	12%	11%
LATVIA	0%	0%	6%
LITHUANIA	0%	1%	2%

Nordecon International's goals for 2009-2013

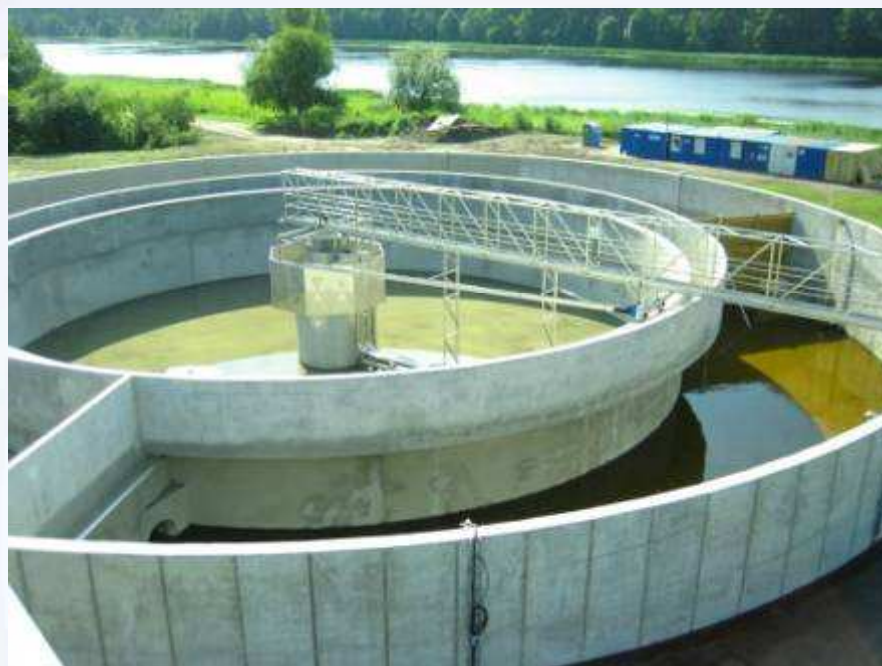
- Strengthening its position on domestic market and creating prerequisites for forceful growth on selected foreign markets in 2011-2013
- Estonia's market leader by revenue both in civil engineering and construction by 2013
- Construction group with fastest growing revenue listed on Baltic and Nordic stock exchanges by 2013



Picture: main building of Estonian Railways, main contractor AS Eesti Ehitus, concrete works OÜ Mapri Projekt

Broader grasp on foreign markets

- Expanding activities in foreign markets – Latvia, Lithuania, Ukraine; if reasonable entering Belorussian market
- Diversifying branches of activity, e.g. in Latvia increasing volumes in environmental construction, in Ukraine with civil engineering



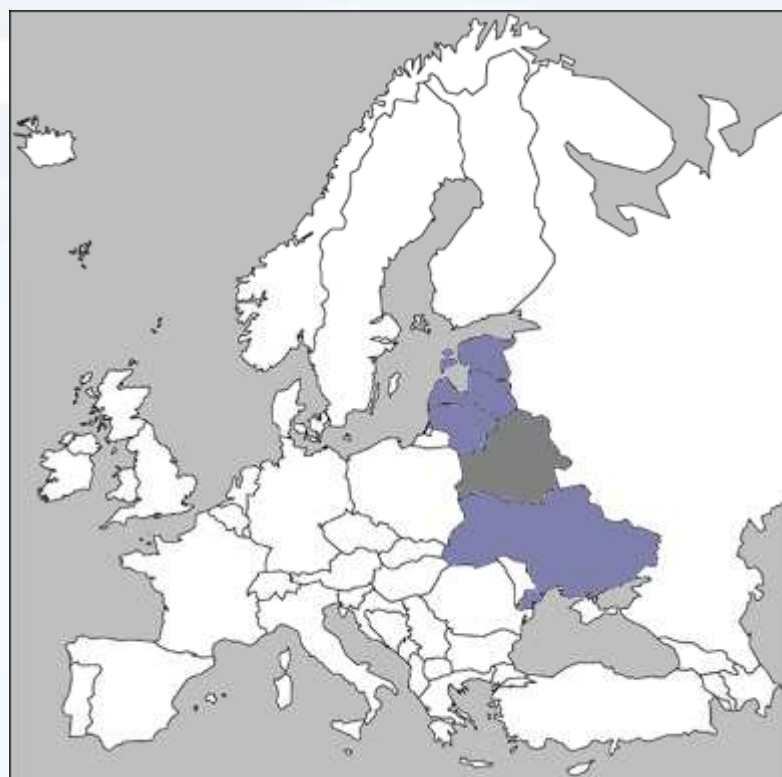
Picture: construction of water treatment plants in Jurmala, Latvia; builder - Abagars SIA

Nordecon International by 2013

AS Nordecon International	
AS Nordecon Infra	AS Nordecon Ehitus
SIA Nordecon Infra	SIA Nordecon Celtnieciba
UAB Nordecon Infra	UAB Nordecon Statyba
LLC Eurocon Infra	LLC Eurocon Ukraine

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