

# Annual accounts for 2006

---

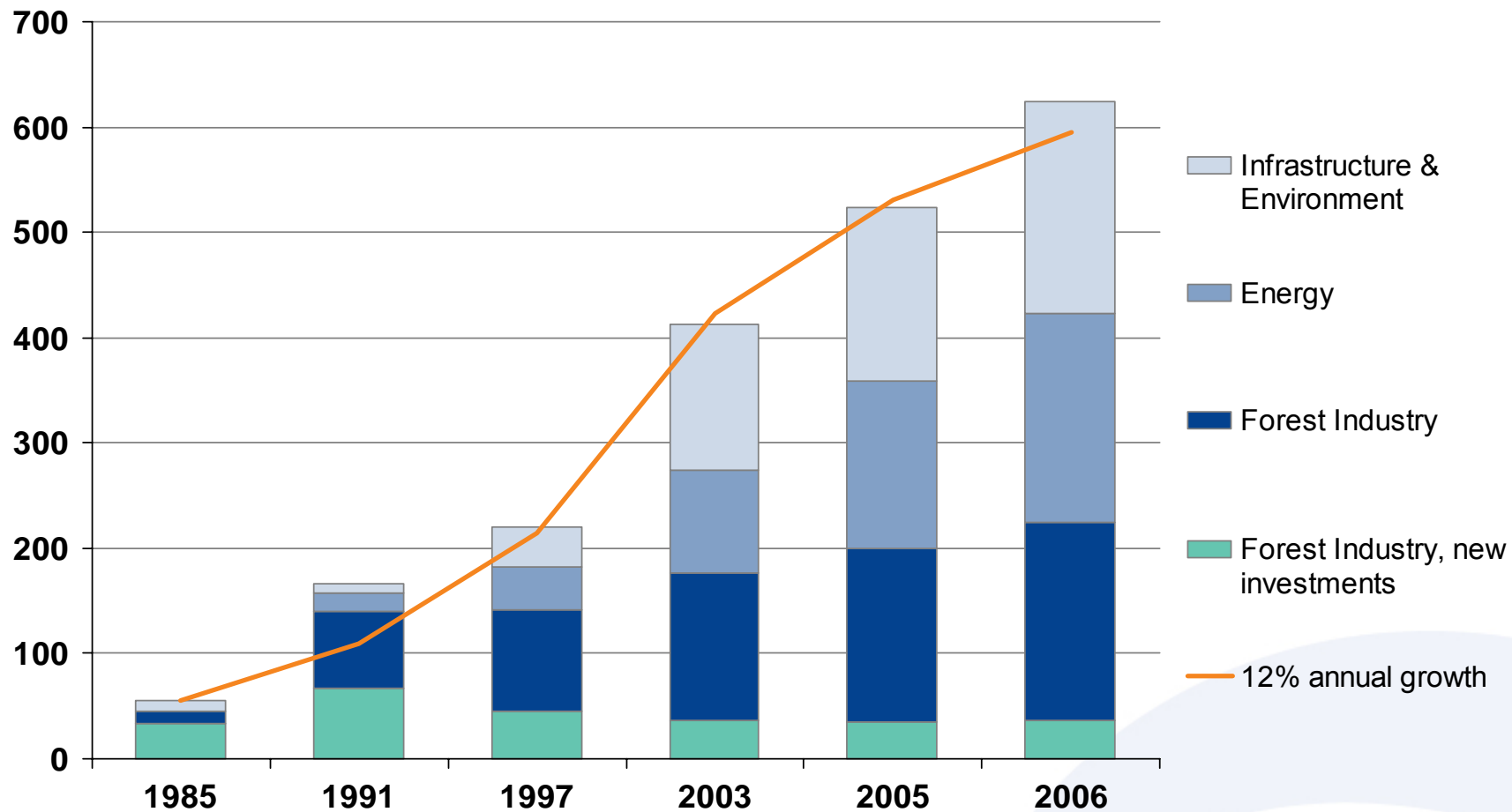
# Financial targets and performance

	2002 FAS	2003 FAS	2004	2005	2006	Target on average
<b>Profitability</b>						
PBT, EUR million	18.1	35.8	30.9	38.6	50.2	
ROI, %	14.5	27.7	21.4	25.8	31.1	≥ 20.0
<b>Earnings</b>						
EPS, EUR *)	0.23	0.45	0.36	0.45	0.58	
EPS, annual growth, %	-30.8	100.0	-25.5	26.8	29.9	≥ 15.0
<b>Balance sheet</b>						
Gearing, %	-5.6	-40.7	-37.4	-36.1	-37.6	< 30.0
<b>Dividend Policy</b>						
Dividend, EUR	0.15	0.375	0.30	0.325	0.50 1)	
Pay-out ratio, %	66.7	83.3	84.5	72.2	86.2	≥ 50.0

1) Board of Directors' proposal

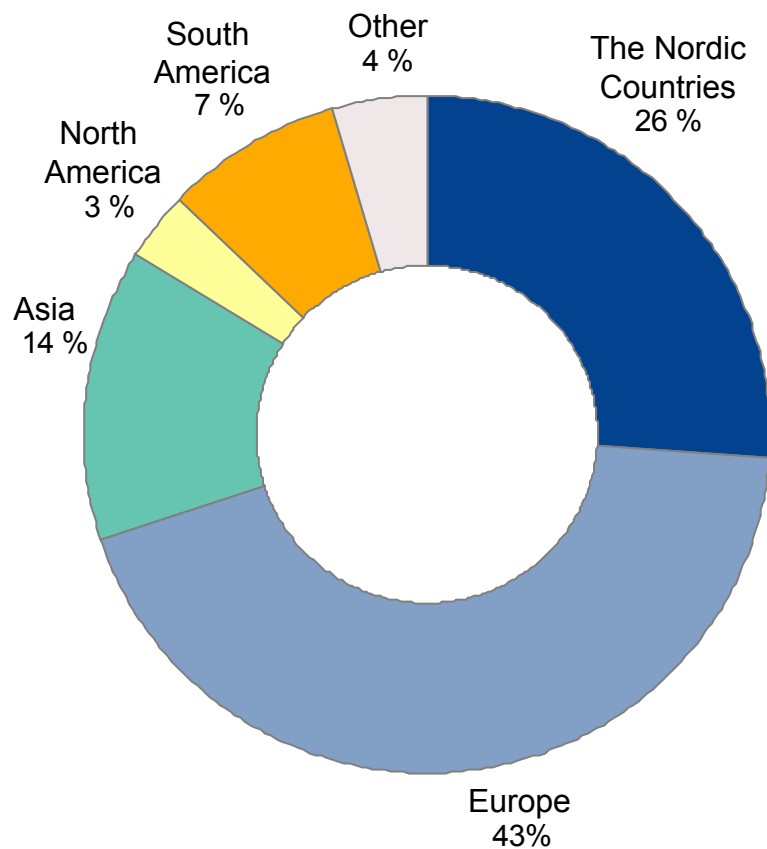
# Net sales 1985-2006

EUR million

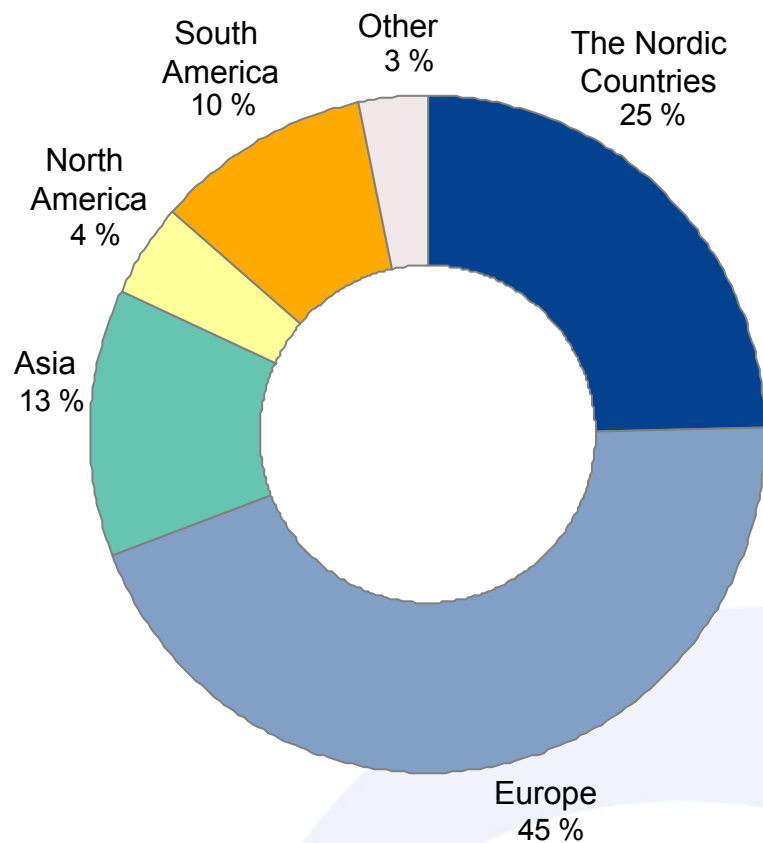


# Net sales by market area

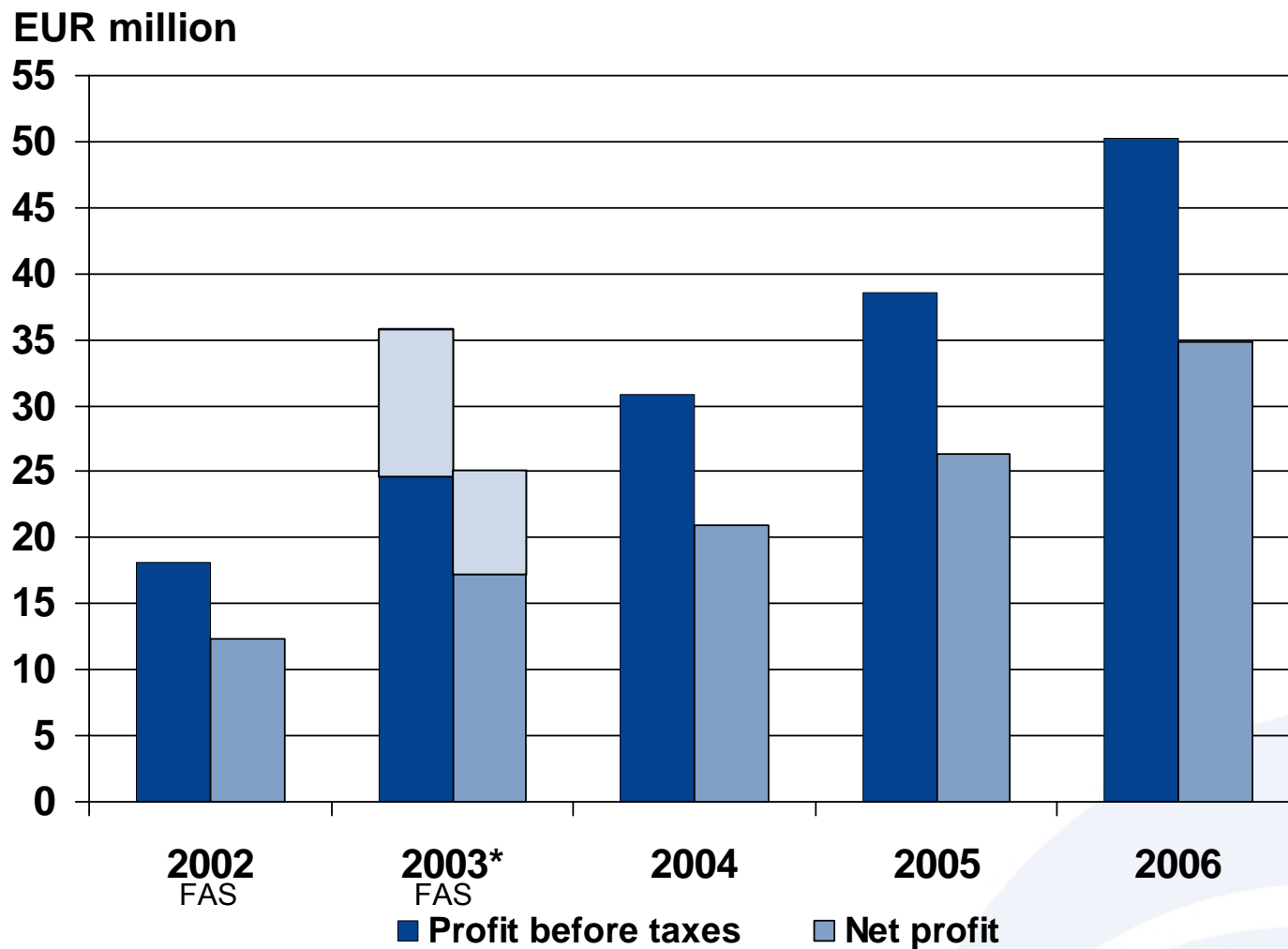
2005  
EUR 523.6 million



2006  
EUR 623.3 million



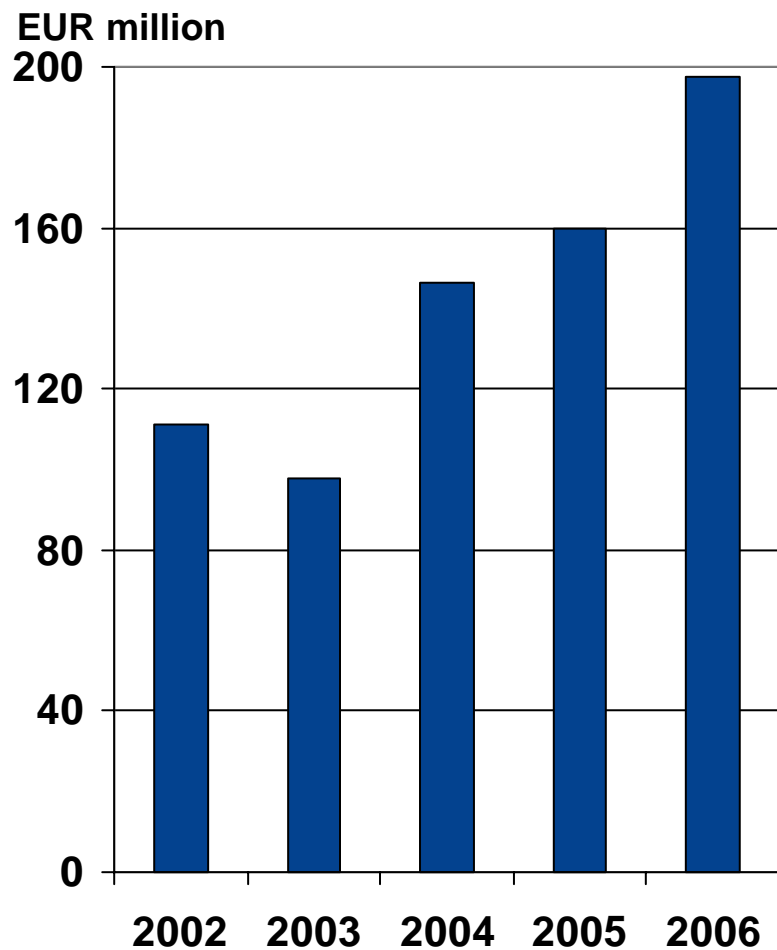
# Profit before taxes and net profit



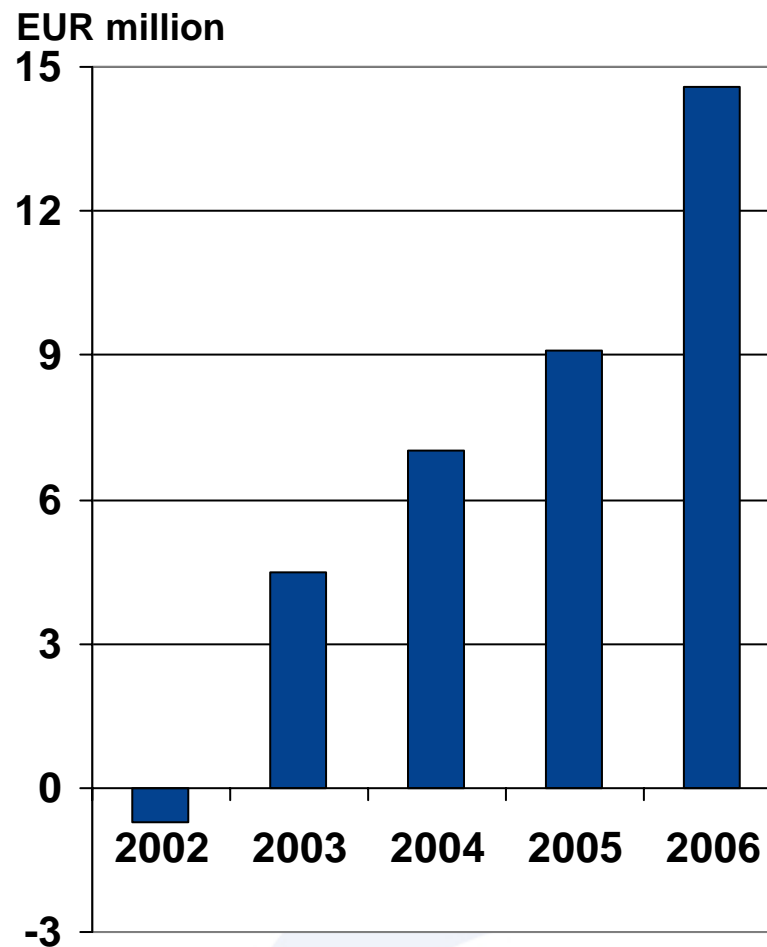
\* Sale of headquarter office building

# Energy – net sales and operating profit

## Net sales



## Operating profit



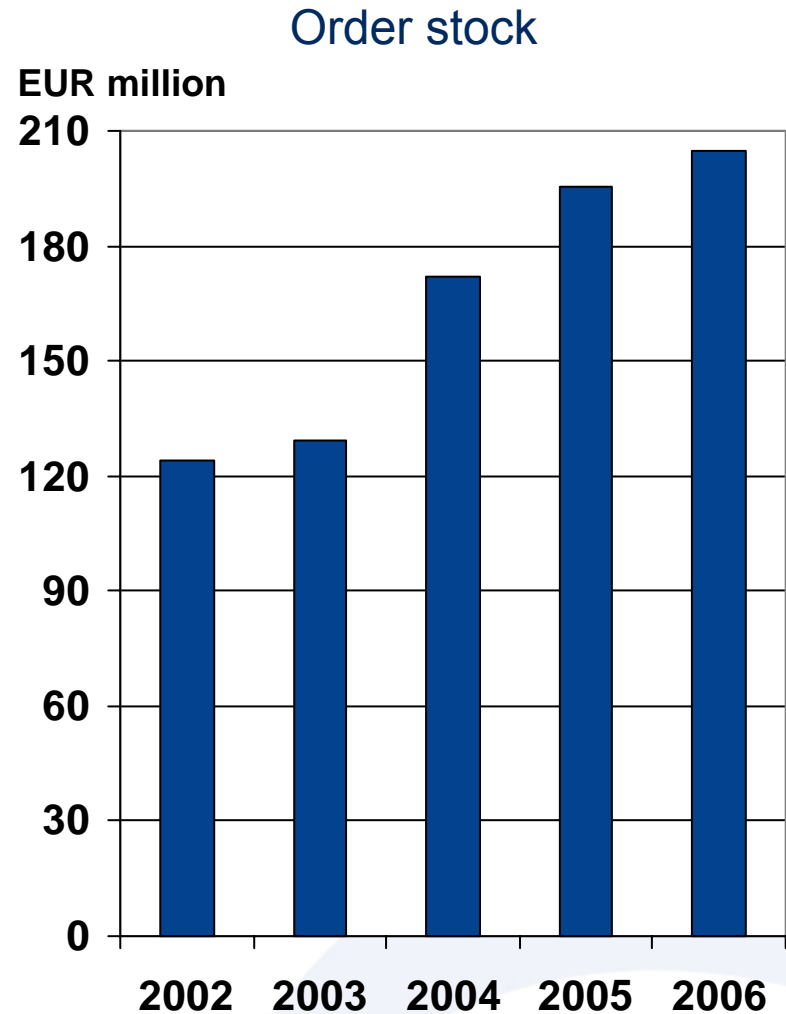
# Energy – 2006 highlights and 2007 outlook

## 2006 highlights

- Profitability +60% and improved market share
- Pöyry became clearly biggest energy management consultant in Europe with 200 people
- Strengthened position in Oil & Gas

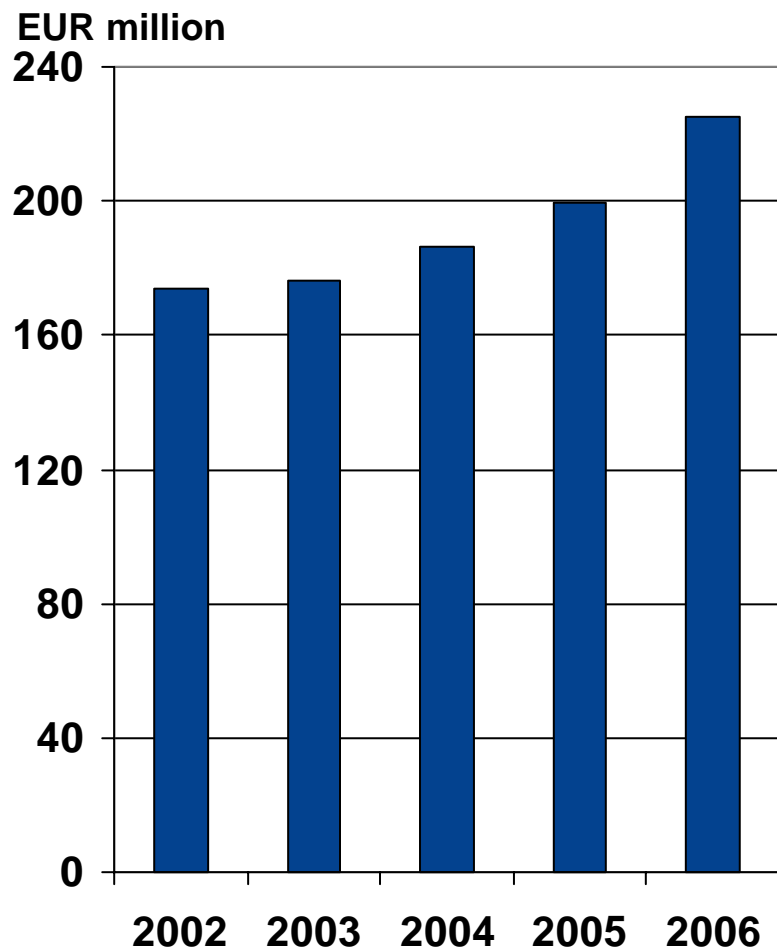
## 2007 outlook

- Order stock on a good level
- Market very active in all business areas
- Consolidation will continue
- Emerging markets in focus

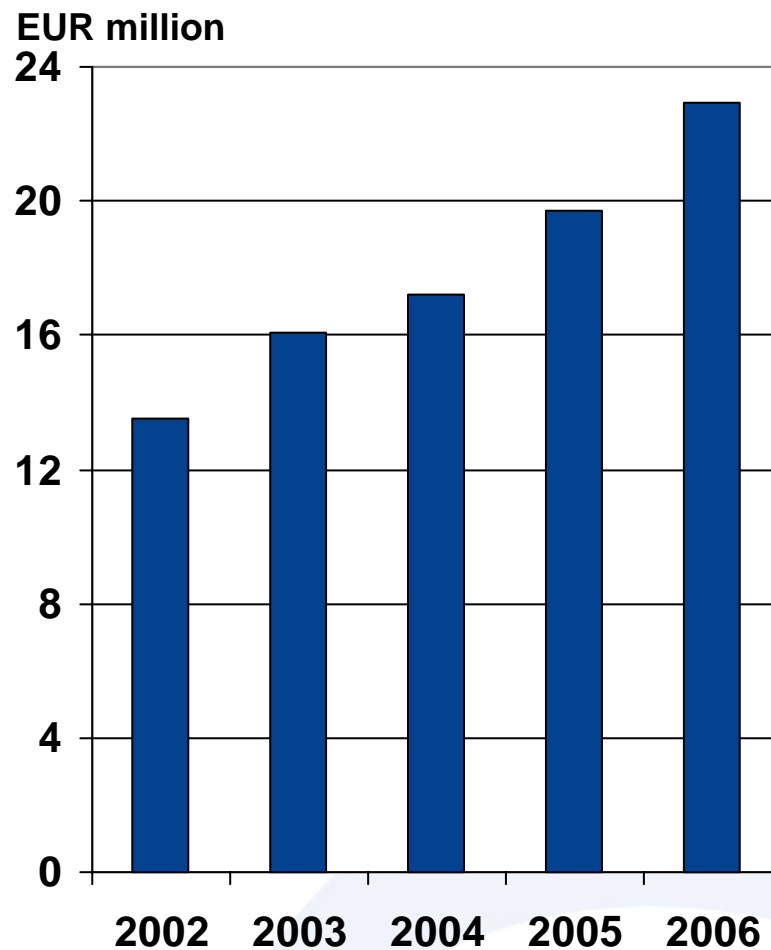


# Forest Industry – net sales and operating profit

## Net sales



## Operating profit





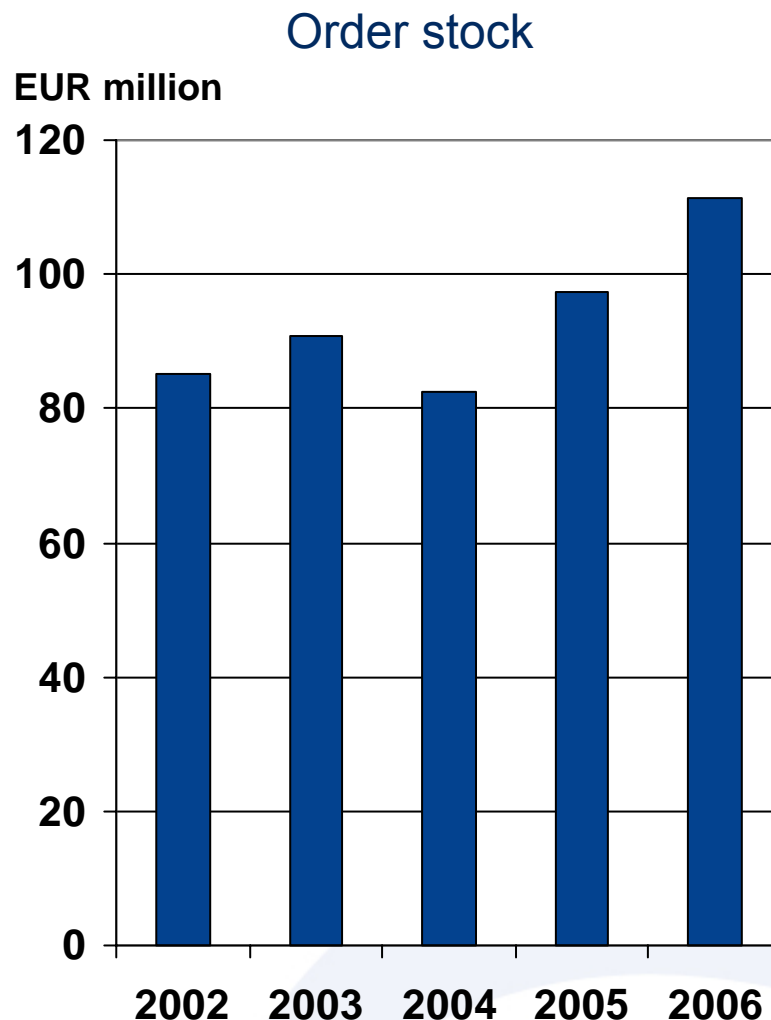
# Forest Industry – 2006 highlights and 2007 outlook

## 2006 highlights

- Profitability +16% and improved market share
- Improved position in Brazil, China and Russia
- New openings in chemical industry, wood-based biofuels and in North American client base

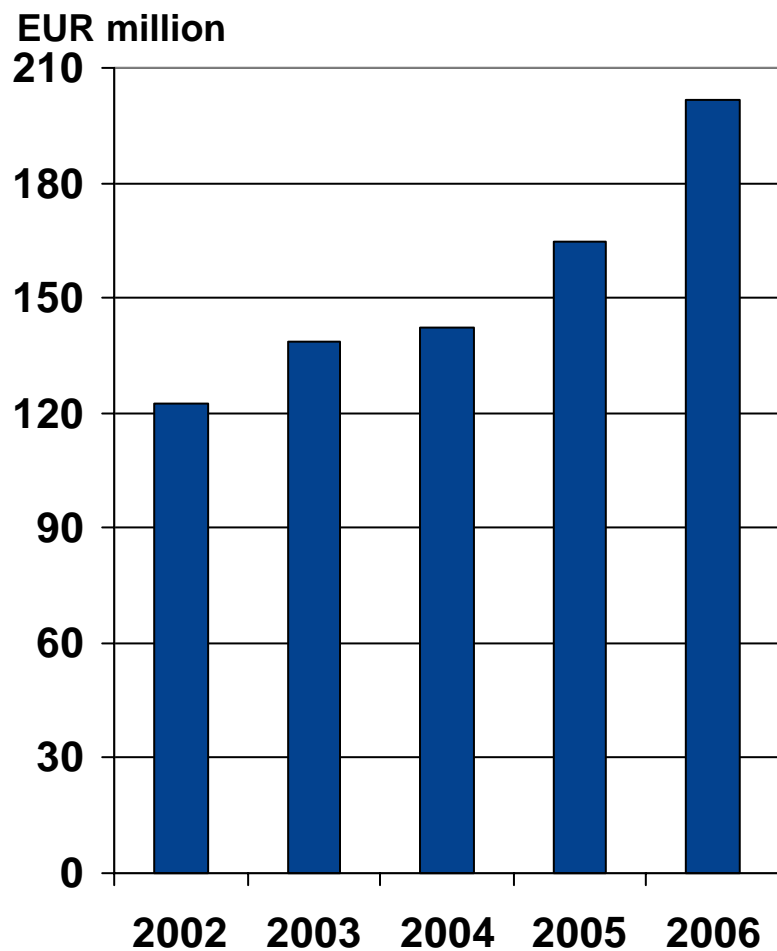
## 2007 outlook

- Order stock grew by 14%
- Market activity improved
- Emerging markets in focus
- Opportunities in new businesses

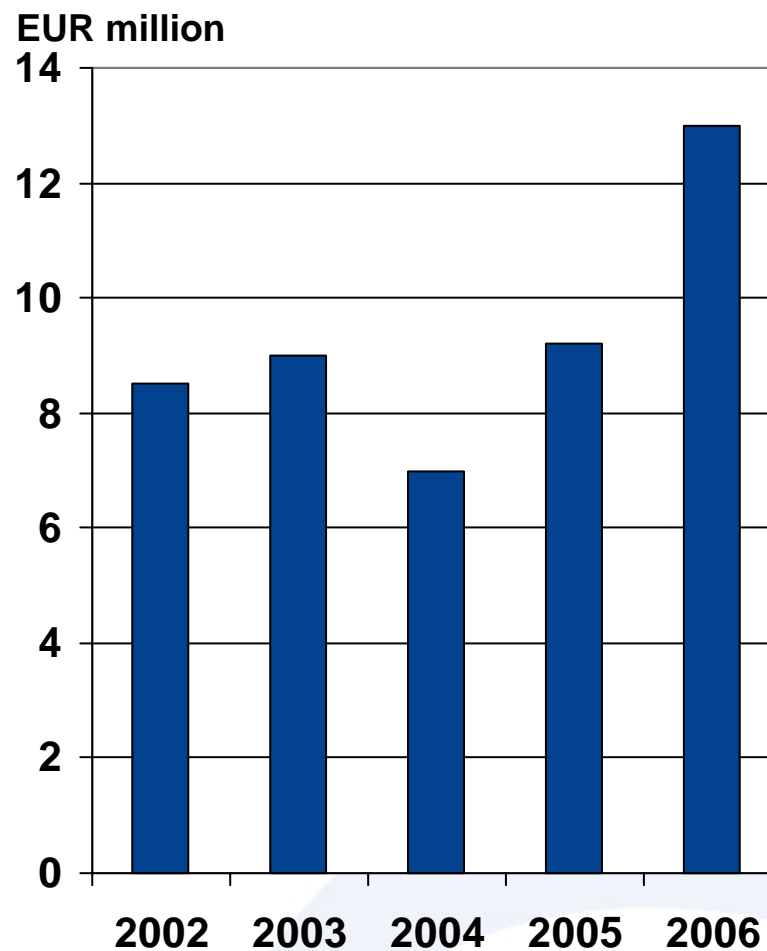


# Infrastructure & Environment – net sales and operating profit

## Net sales



## Operating profit



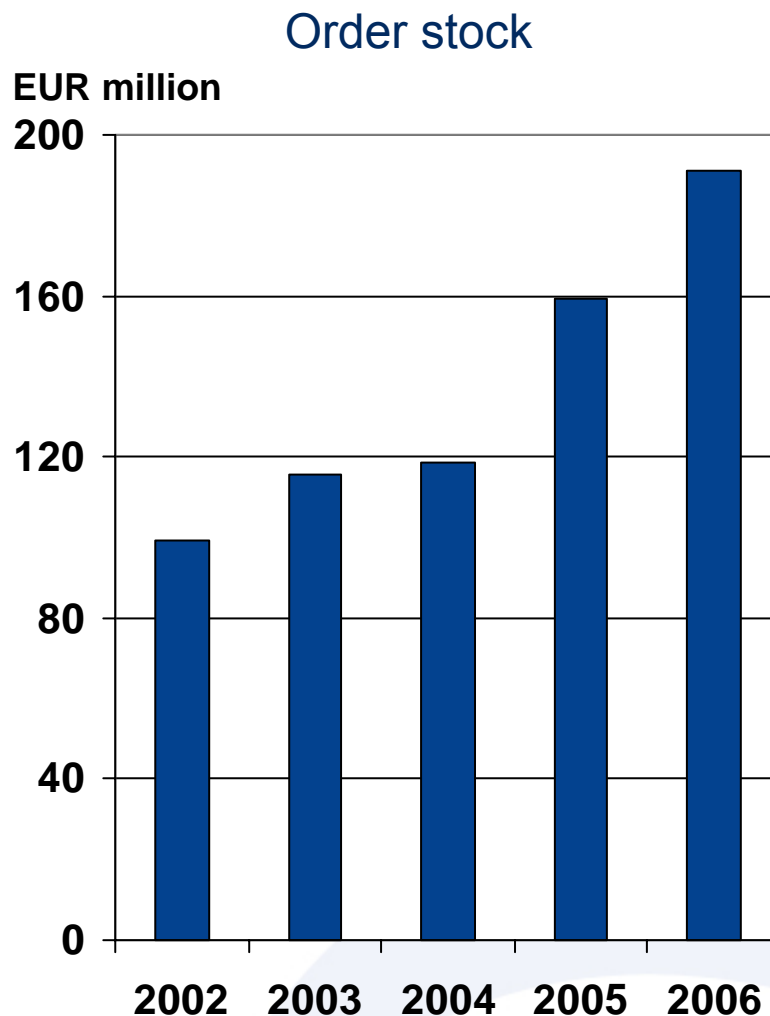
# Infrastructure & Environment – 2006 highlights and 2007 outlook

## 2006 highlights

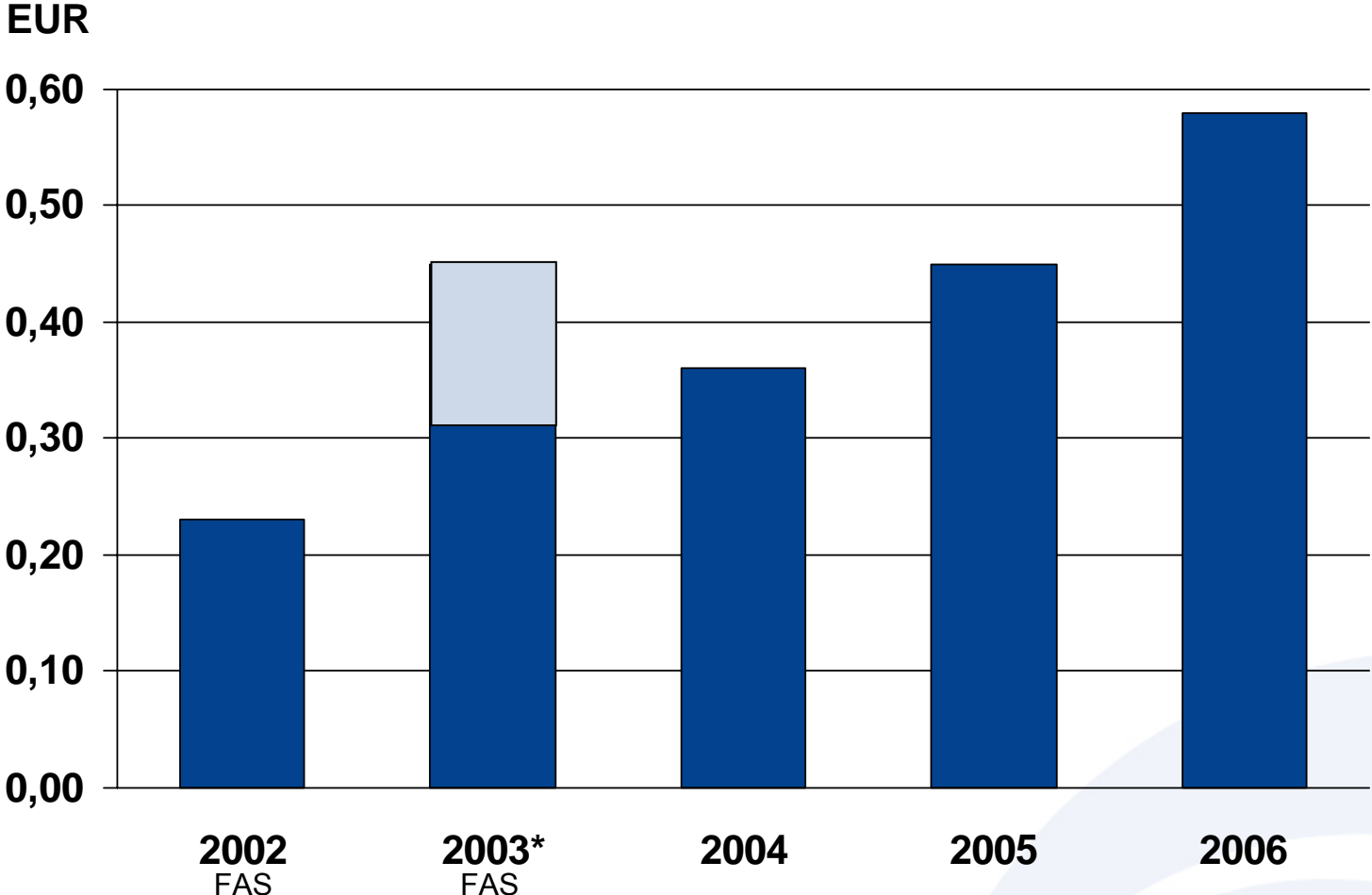
- Profitability +41% and improved market position
- Good organic growth pace
- New openings in emerging markets: Latin America, Africa, China, Russia

## 2007 outlook

- Order stock grew by 20%
- Market improved in Western Europe
- Consolidation will continue
- Emerging markets in focus

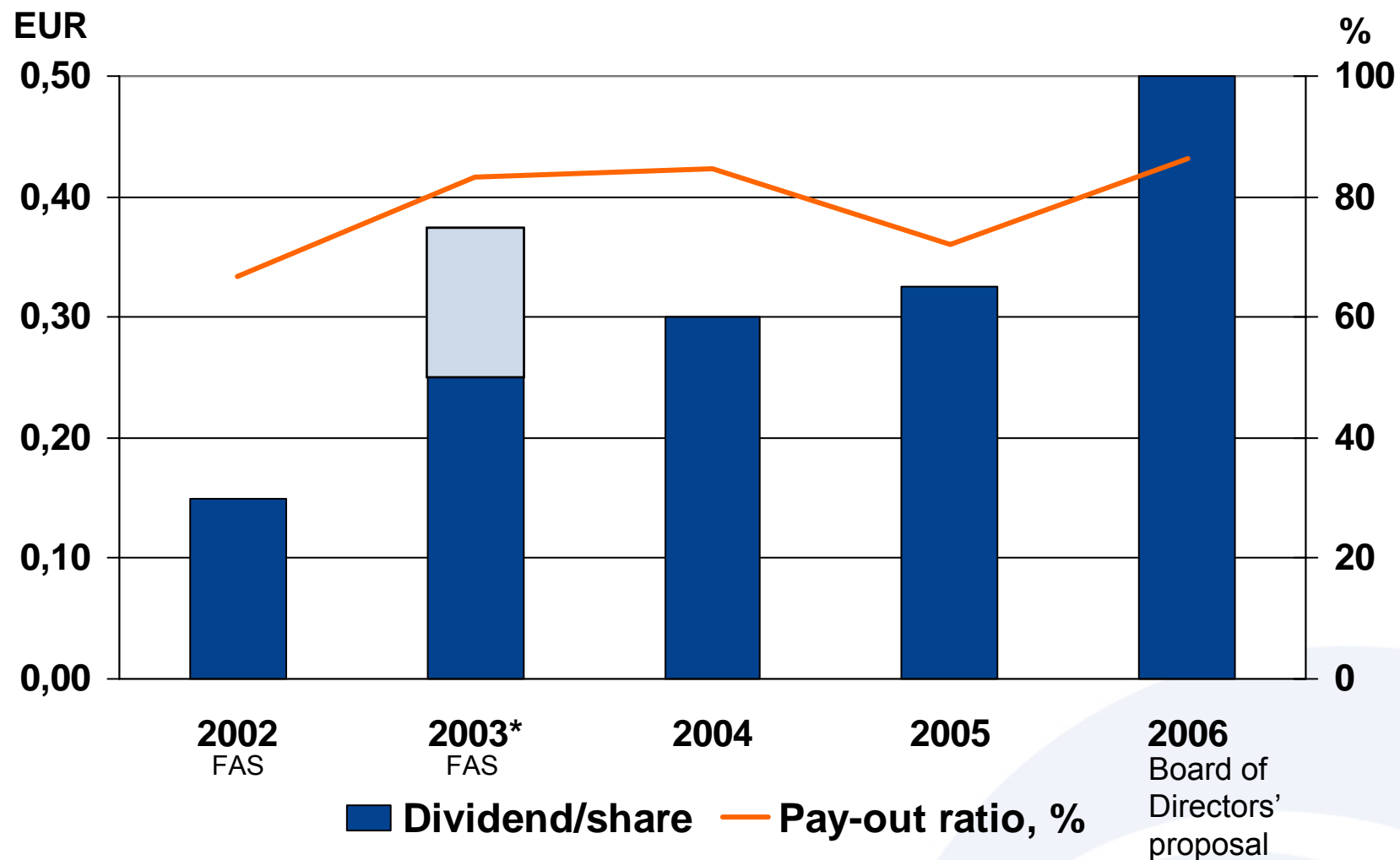


# Earnings per share



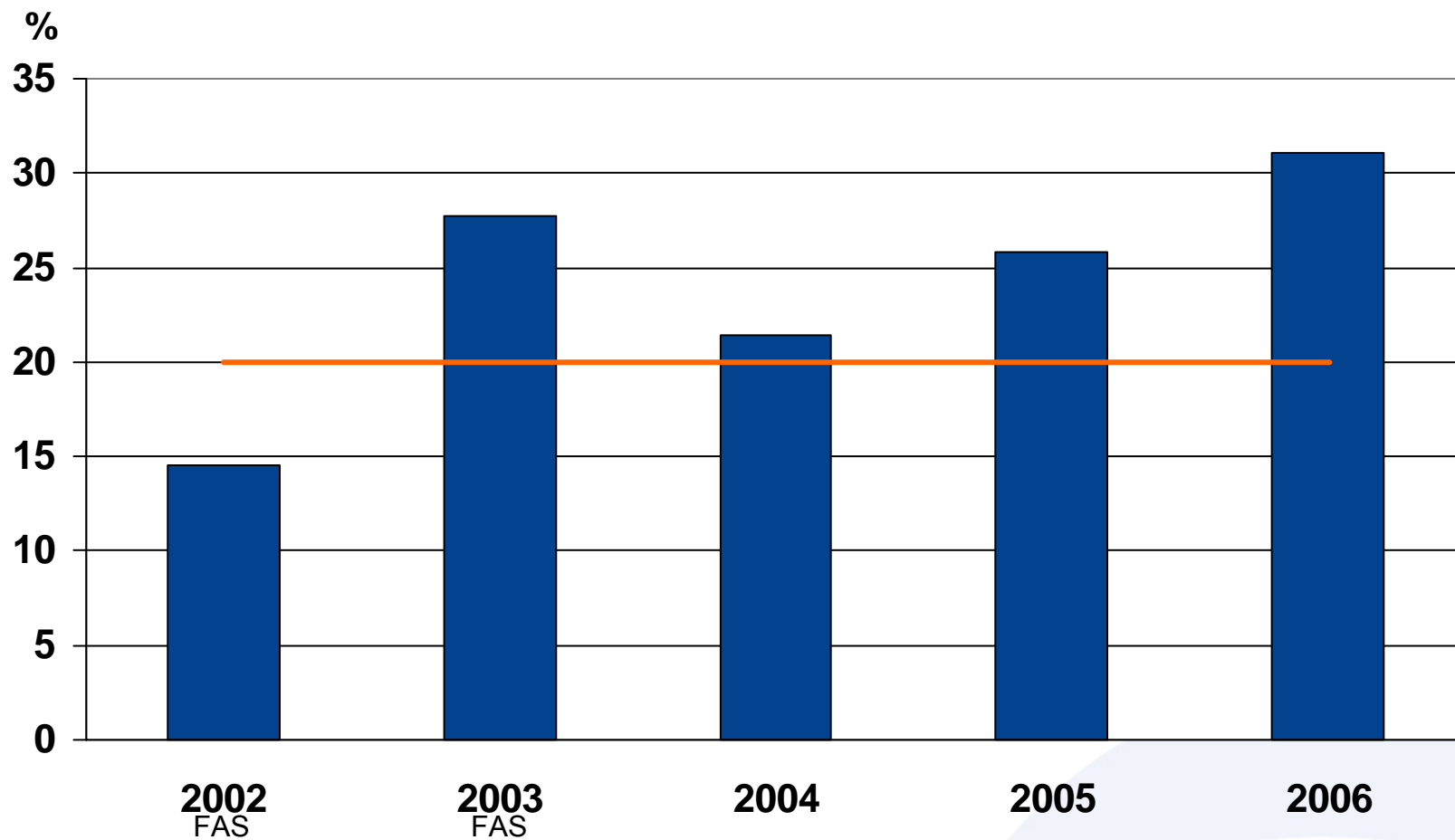
\* Sale of headquarter office building

## Dividend/share and pay-out ratio

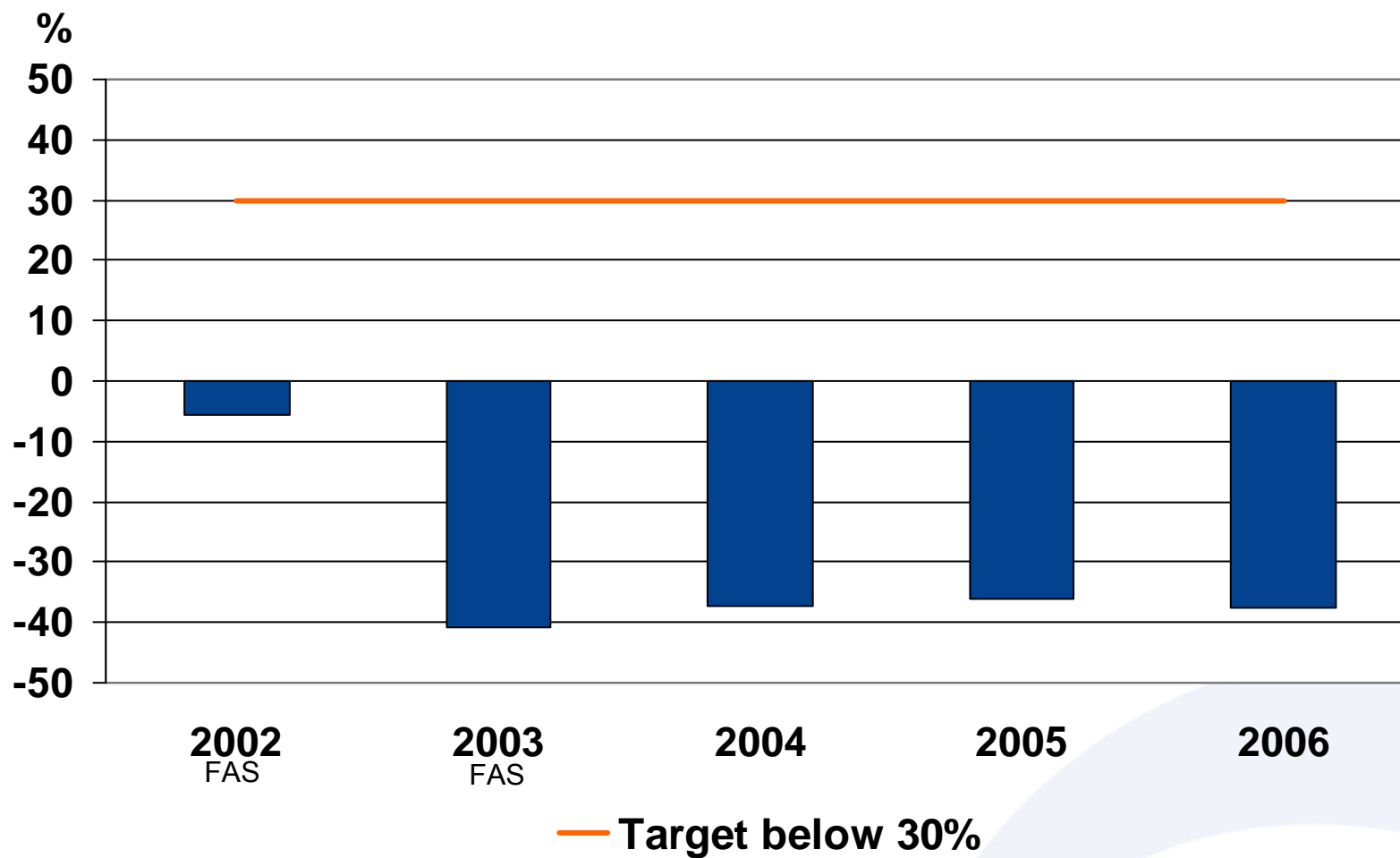


# Return on investment

---

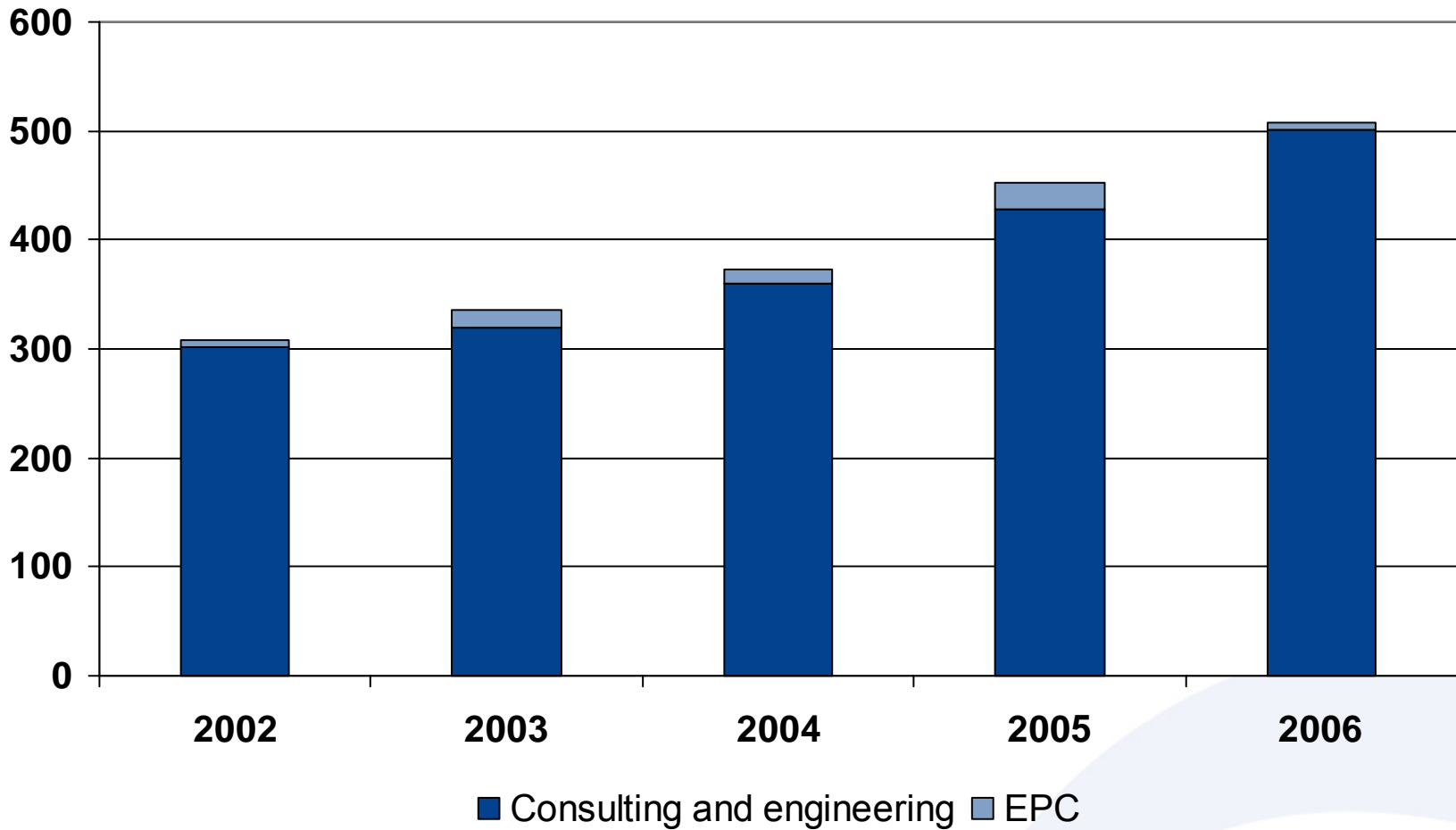


## Net debt/equity ratio (gearing)



# Order stock

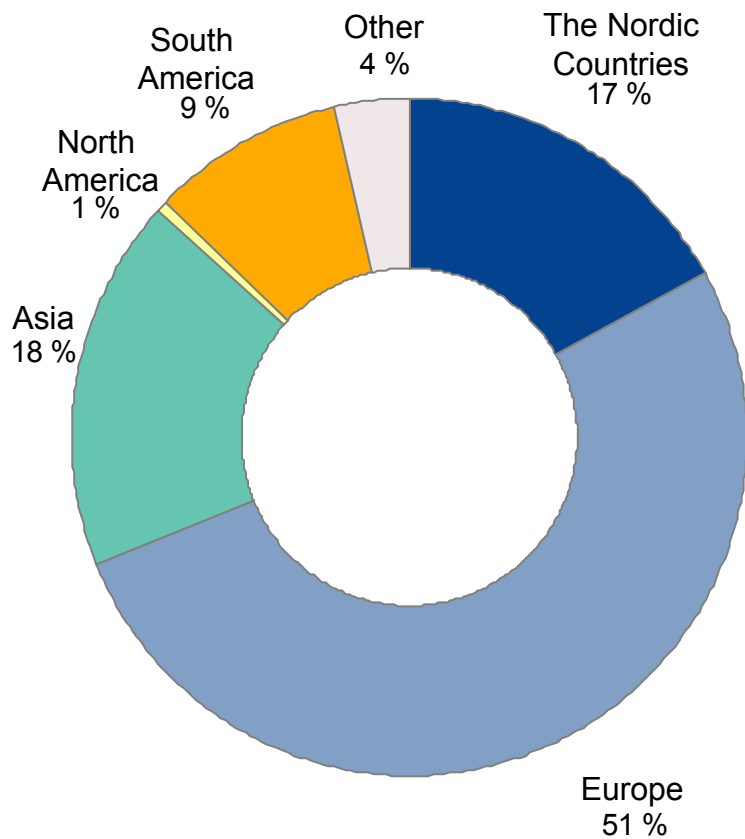
EUR million



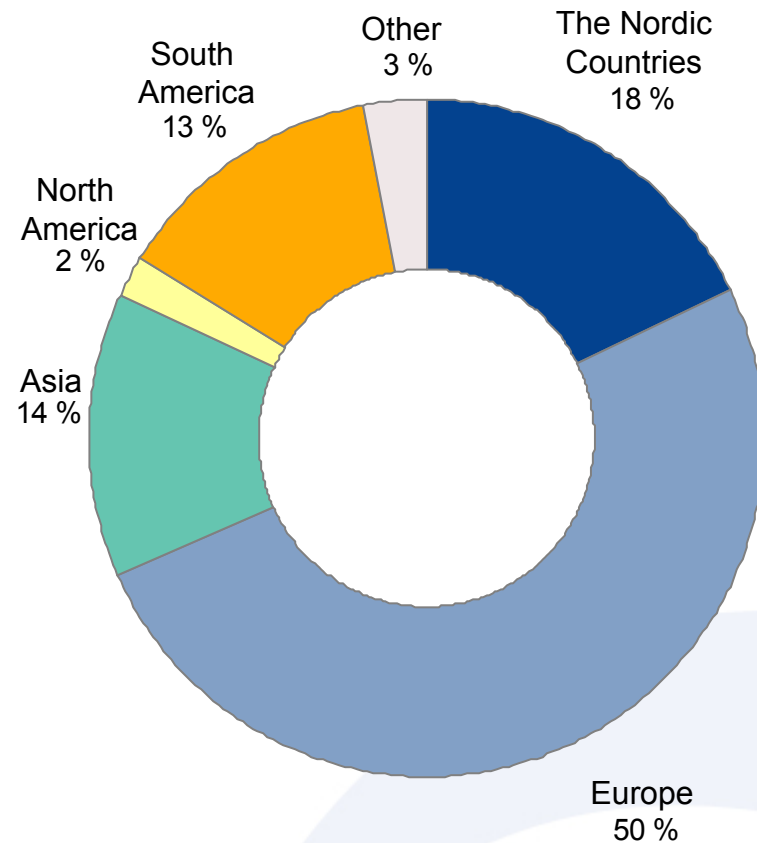


# Order stock by market area

2005  
EUR 452.1 million



2006  
EUR 507.6 million



## Business focus 2007

---

- Acquisitions: markets, technology and know-how
- Growth in emerging markets
- Global Network Company enhancement and brand recognition
- Continued profitability improvement

# Prospects

---

- **Energy:** Operating profit will improve in 2007.
- **Forest Industry:** Operating profit in 2007 will be on previous year's level.
- **Infrastructure & Environment:** Operating profit will improve in 2007.
- **Pöyry group:** Net sales will increase in 2007. Profit before taxes is estimated to improve in 2007.