

First quarter 2010 result



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Presentation contents

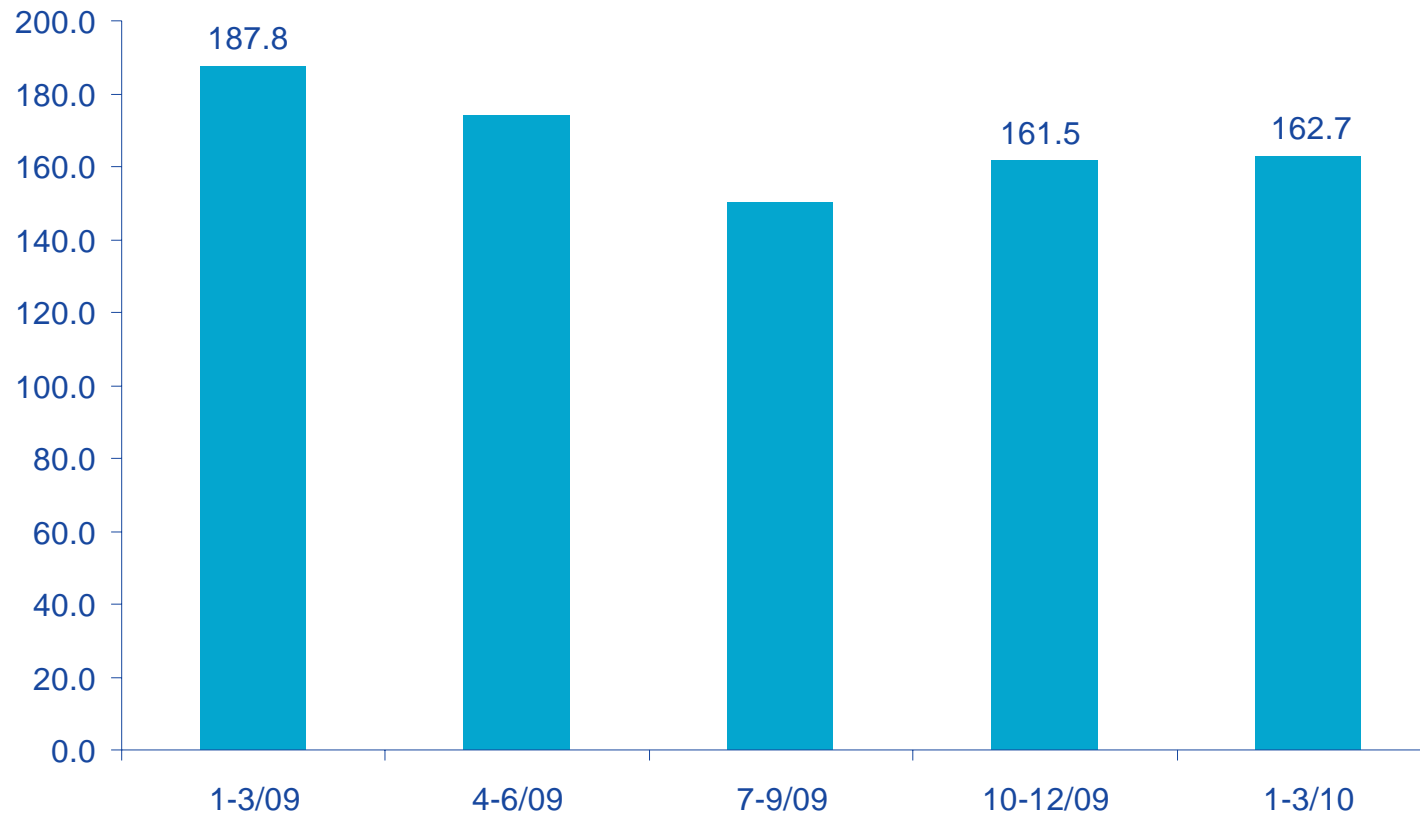
- Overview of the first quarter of 2010
- Outlook for 2010
- Review by Business Group
- Group's financial position

Overview of the first quarter of 2010

- Clients' investment activity recovering
- Order stock increased 44 MEUR from end 2009 (9.1 %)
- Profitability unsatisfactory – adjustment measures continue
- Outlook for 2010 more cautious than in early 2010

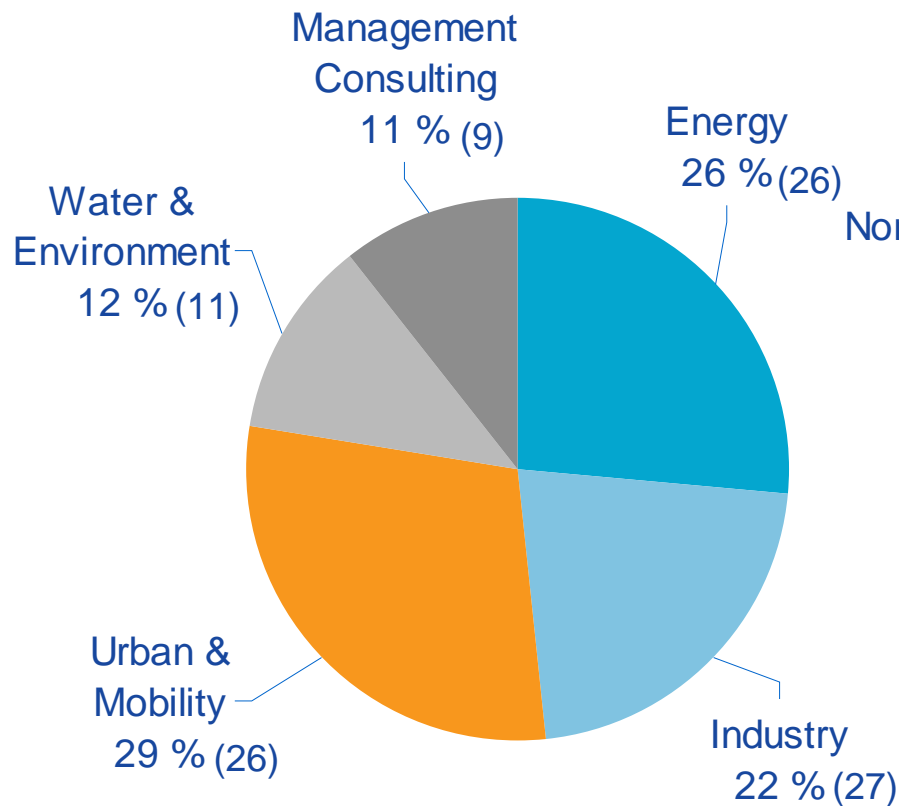
Group's net sales by quarter

MEUR

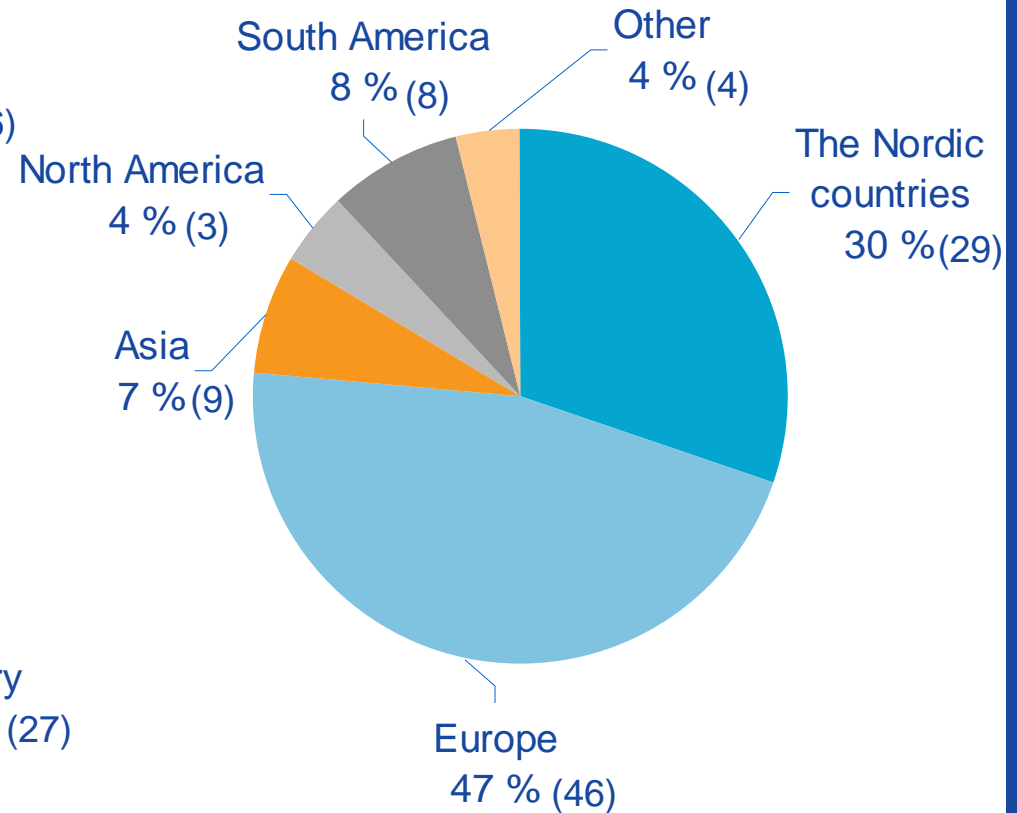


Group's net sales by business group and by region Q110 (Q109)

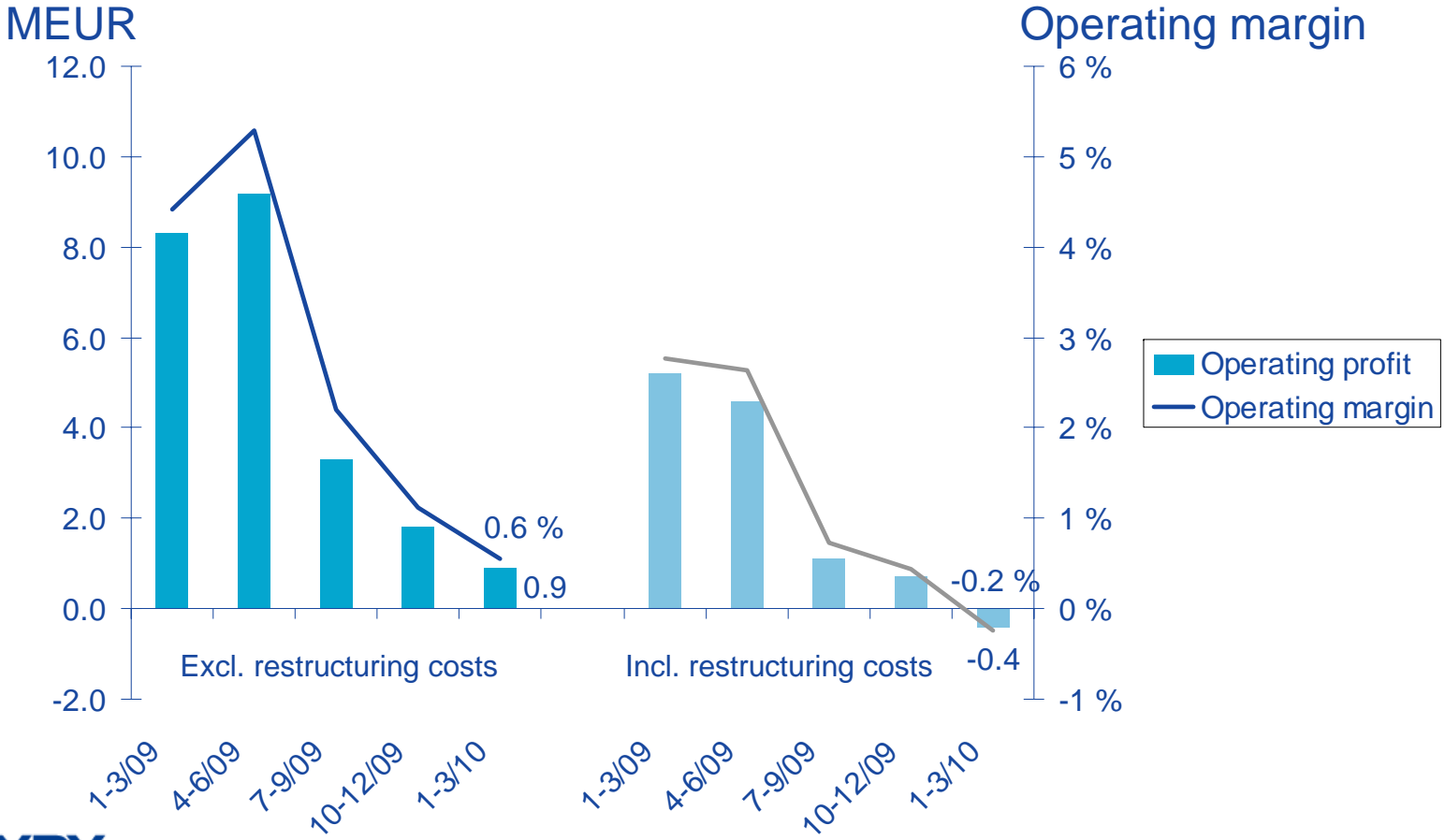
Net sales by business group



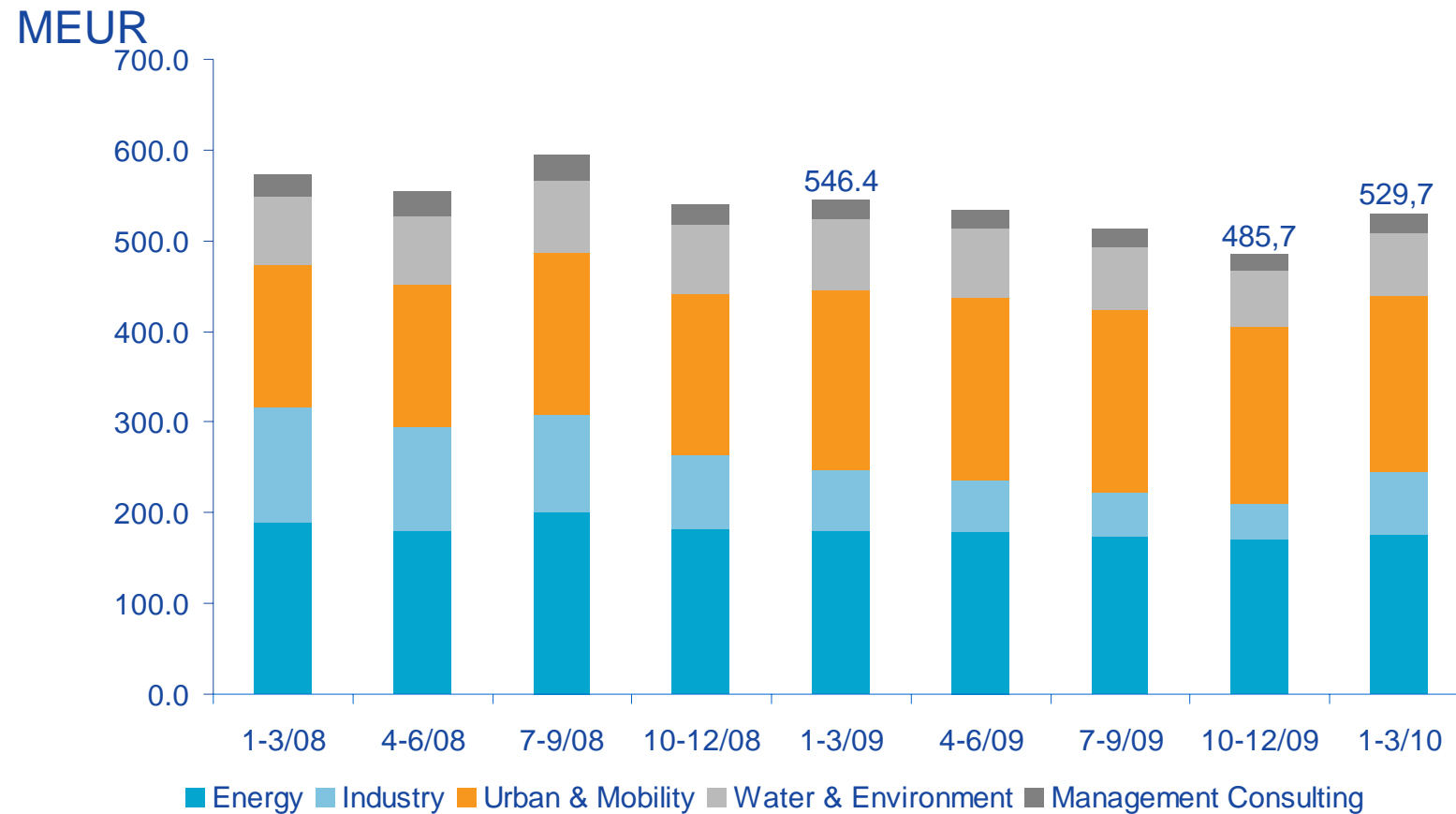
Net sales by region



Group's operating profit and margin by quarter



Group's order stock by business group



Outlook for 2010

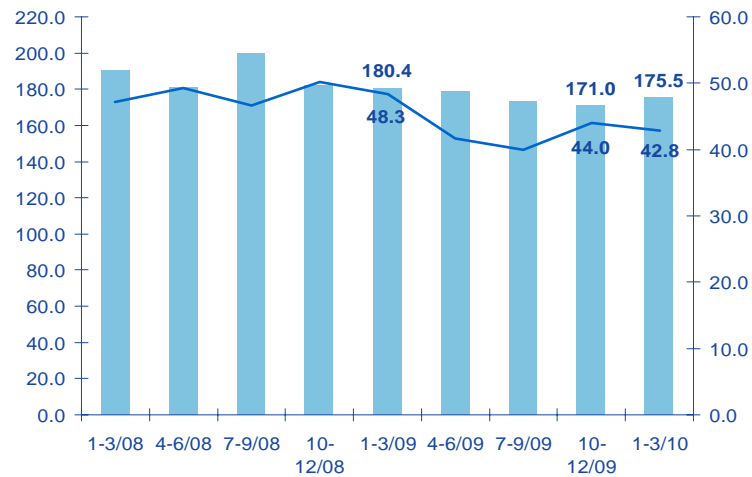
- The positive development in order intake is expected to continue and Group's order stock to grow further.
- It takes a certain time to convert orders into sales, and therefore, Group sales for the full year 2010 to is expected to remain stable or grow from 2009.
- The Group's operating profit is expected to remain stable compared with 2009 after inclusion of incremental business development expenses necessary to accelerate growth in line with the Vision.
- The impact of increasing customer activity on Pöyry's sales and activity levels will only become visible towards the end of the year.

Review by Business Group

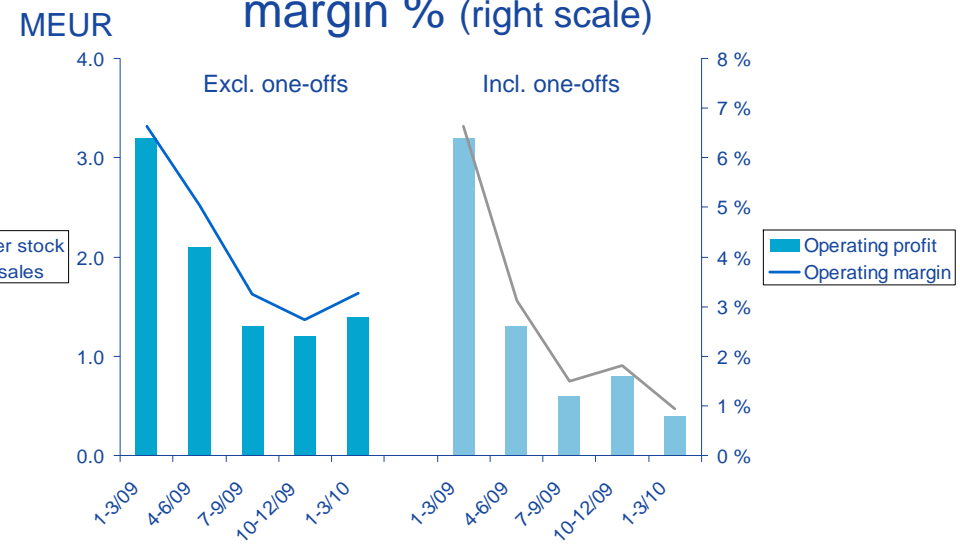
- Energy's situation basically unchanged – profitability unsatisfactory
- Order intake recovered markedly in Industry – impacts profitability with a delay
- Urban & Mobility continues stable – growth efforts in new market areas
- Order intake in Water & Environment was supported by projects in emerging markets that were funded by international institutions – investment activity low in Finland and Germany
- In Management Consulting new assignments especially from bio-energy and performance improvement related projects

Energy

Order stock (left scale) and net sales (right scales), MEUR



Operating profit, MEUR (left scale) and margin % (right scale)

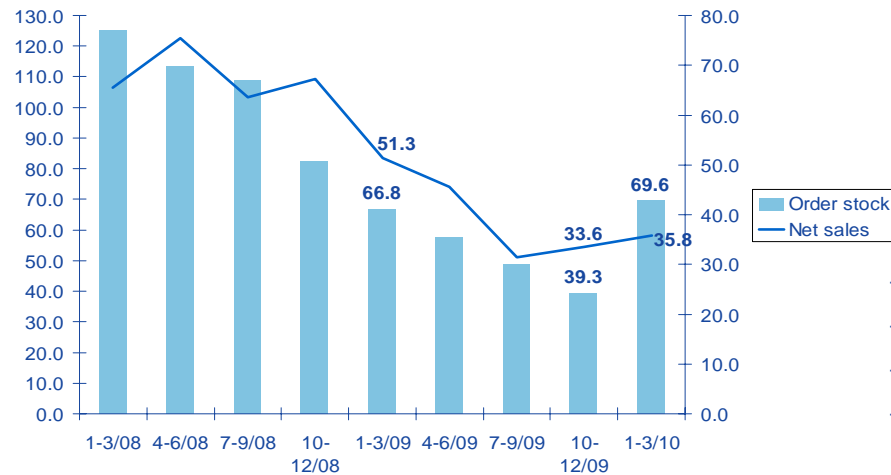


- + Hydro power and nuclear
- + Transport and distribution
- Power & fuels and renewable energy
- Q109 sales includes final execution phases of large projects

- Q1 restructuring costs 1.0 MEUR
- Operating margin before one-time items 3.4 % (6.6 %)
- Profitability was burdened by low activity

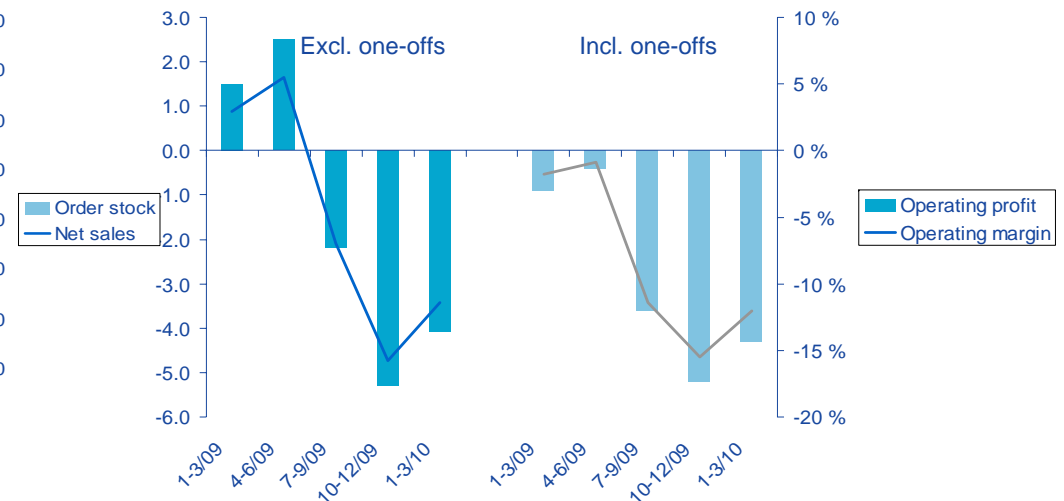
Industry

Order stock (left scale) and net sales (right scales), MEUR



- + Order stock increased 77.1 % from end 2009
- + Clients' activity picking up
- Q110 lacks larger projects, also maintenance and modernisation investment on a low level
- Q109 sales includes final execution phases of large projects

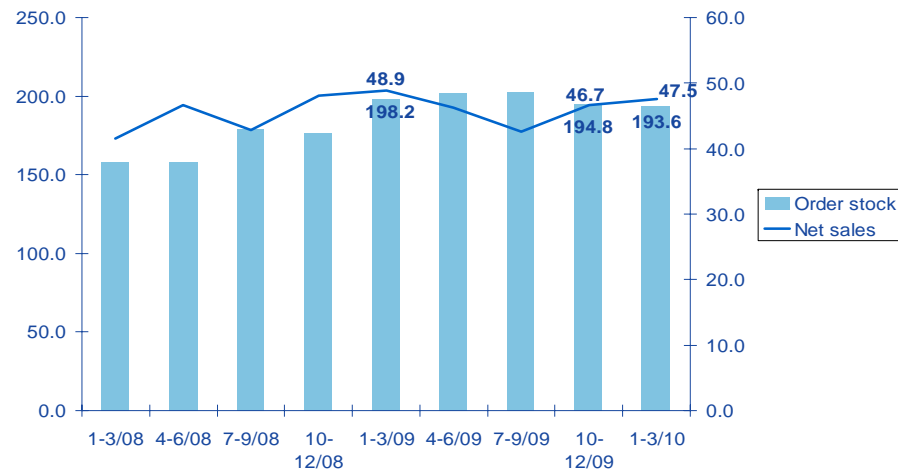
Operating profit, MEUR (left scale) and margin % (right scale)



- Q1 restructuring costs 0.2 MEUR
- Operating margin before one-time items -11.5 % (2.9 %)
- Profitability was burdened by low activity
- Q109 operating profit includes final execution phases of large EPCM projects

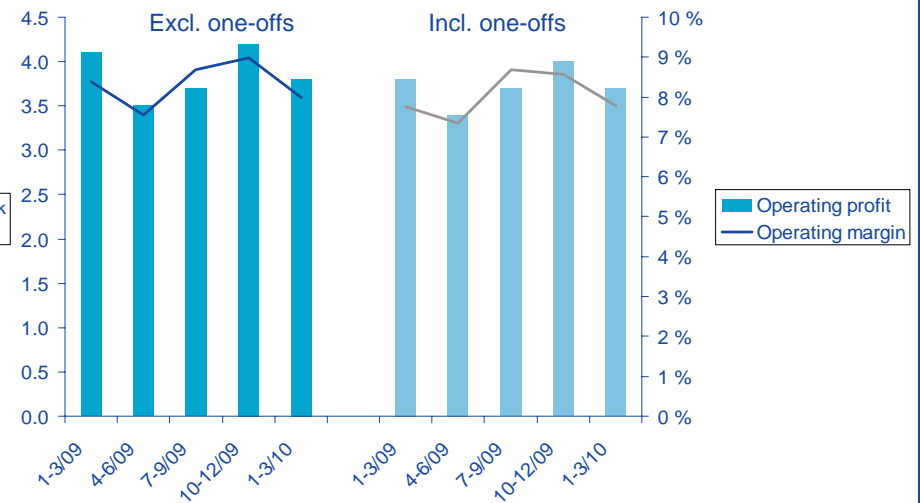
Urban & Mobility

Order stock (left scale) and net sales (right scales), MEUR



- Order stock stable
- No major differences in order intake between regions
- Sales remained stable

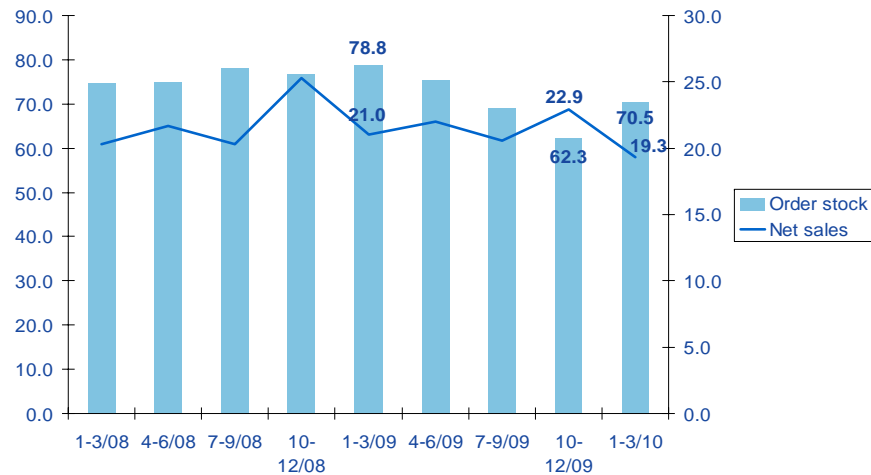
Operating profit, MEUR (left scale) and margin % (right scale)



- Operating margin before one-time items 7.6 % (8.4 % before and 7.8 % after one-time items)
- Growth efforts in new market areas like China, India and Latin America impacted profitability

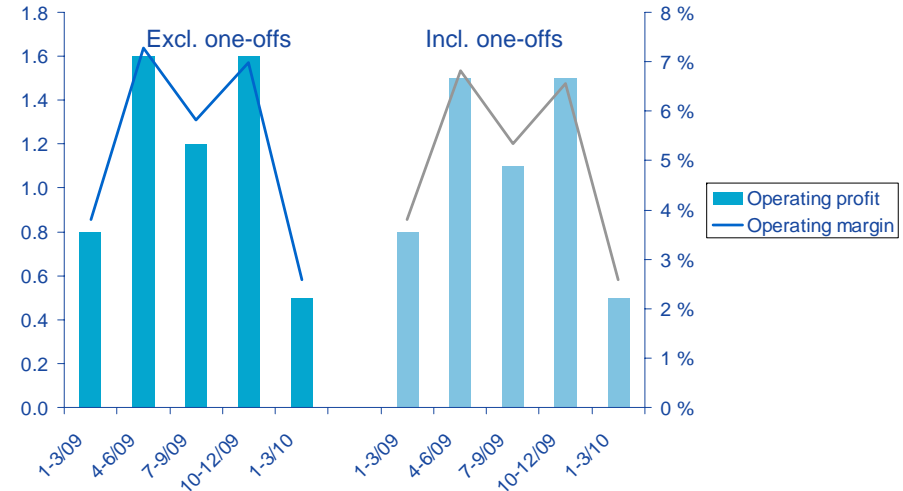
Water & Environment

Order stock (left scale) and net sales (right scales), MEUR



- + Order stock decreased 10.5 % from the year before but increased 13.2 % from end 2009
- + New orders from emerging markets
- Sales decreased due to low activity and investment levels especially in Finland and Germany

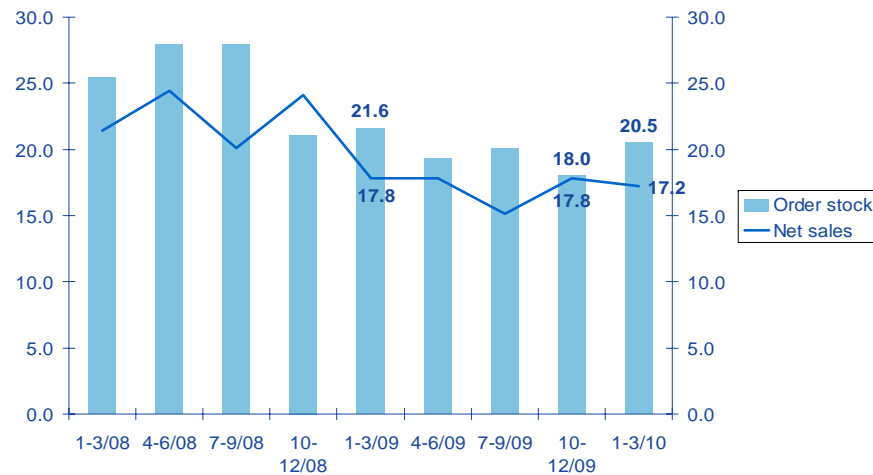
Operating profit, MEUR (left scale) and margin % (right scale)



- Operating margin before one-time items 2.6 % (3.8 %)
- Notable seasonal fluctuations in profitability
- Q110 profitability was burdened by low activity in major markets i.e. Finland and Germany

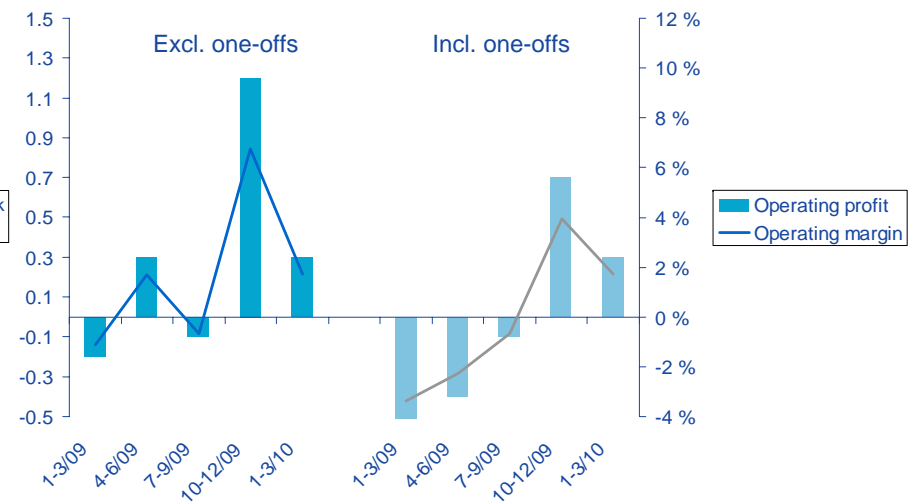
Management Consulting

Order stock (left scale) and net sales (right scales), MEUR



- + Order stock decreased 5.1 % from the year before but increased 13.9 % from end 2009
- + Strengthening demand for bio-energy and performance improvement related services
- Sales remained stable

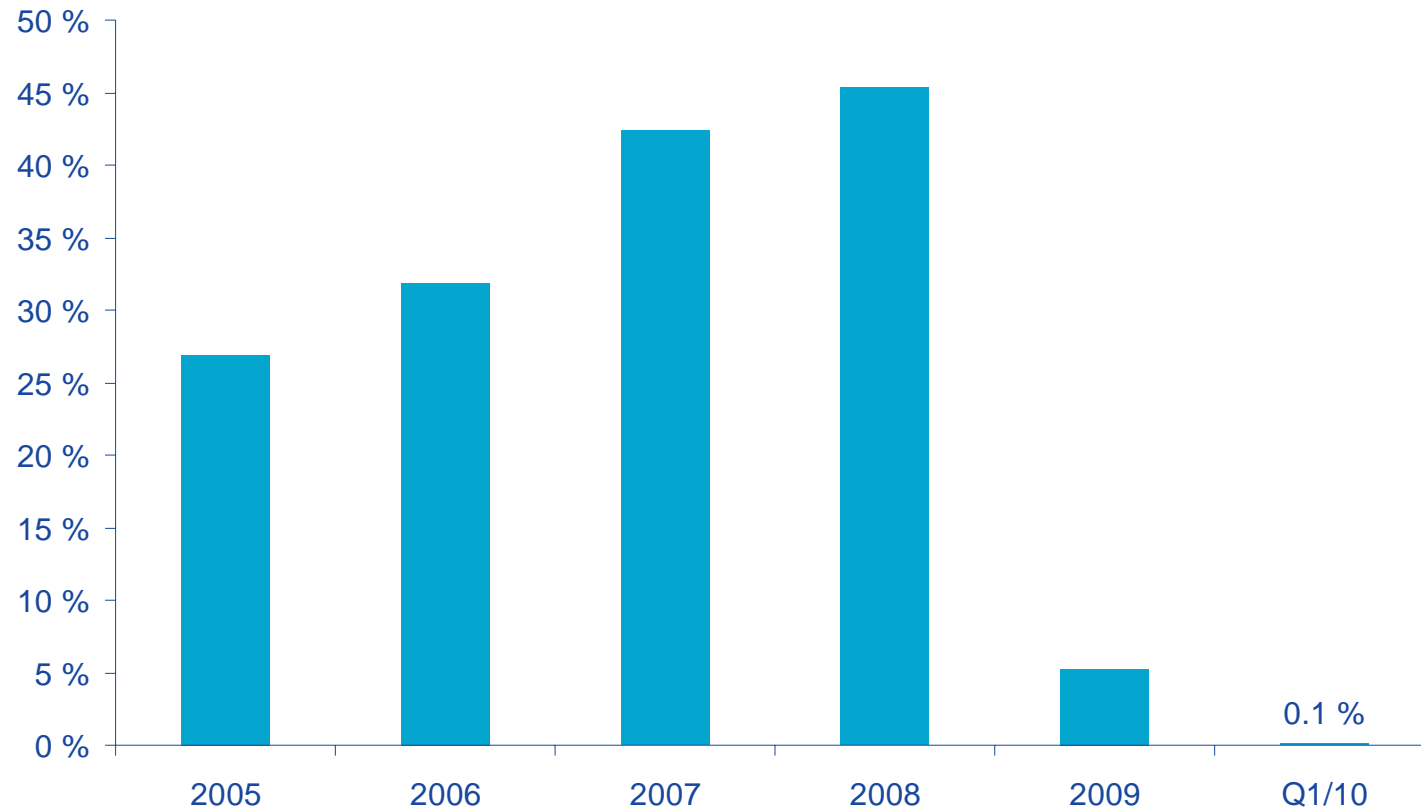
Operating profit, MEUR (left scale) and margin % (right scale)



- Operating margin before one-time items 1.7 % (-1.1 % before and -3.4 % after one-time items)
- Operating profit decreased clearly from Q409 comparison figure includes final execution phases of large projects

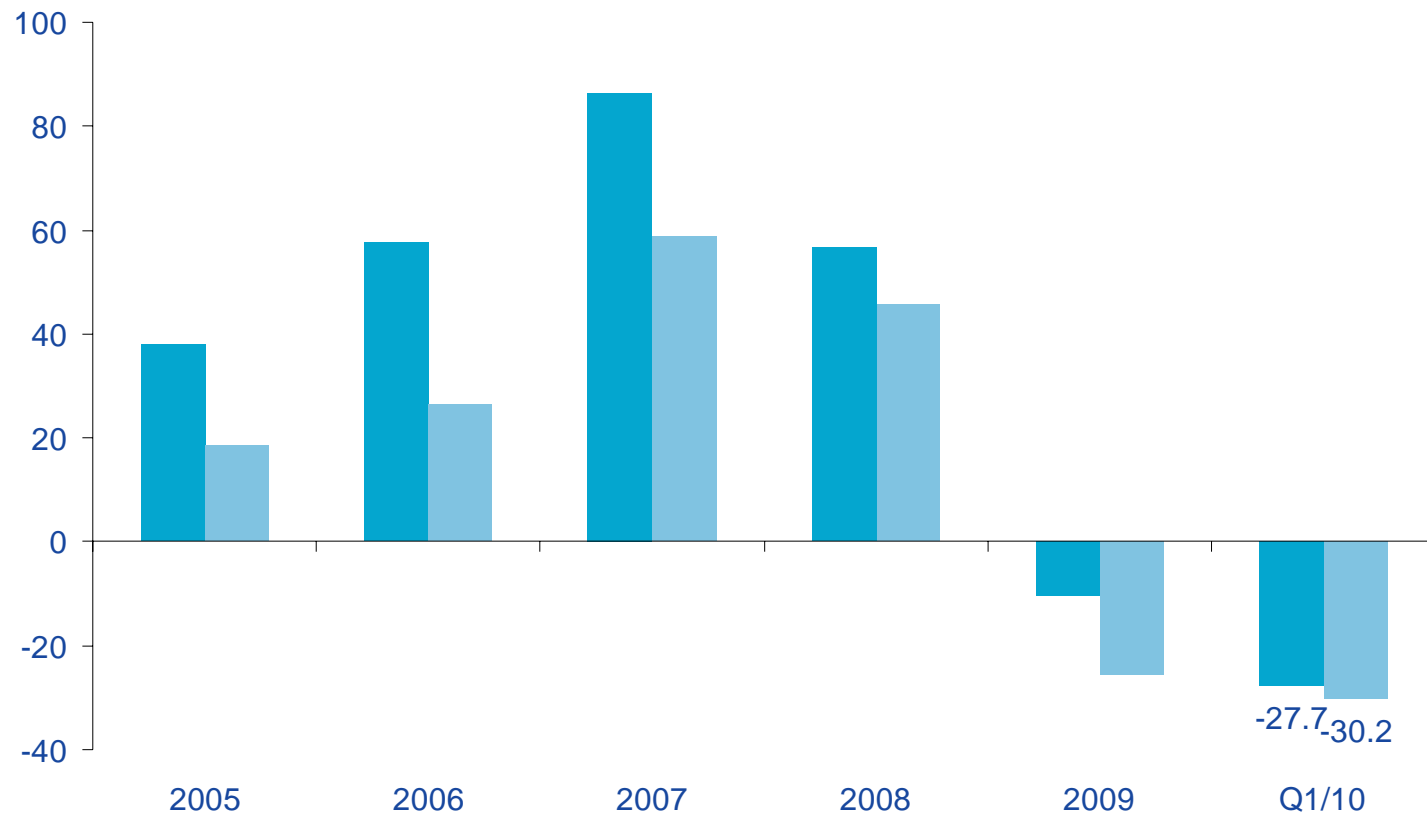
Group's financial position

Return on investment

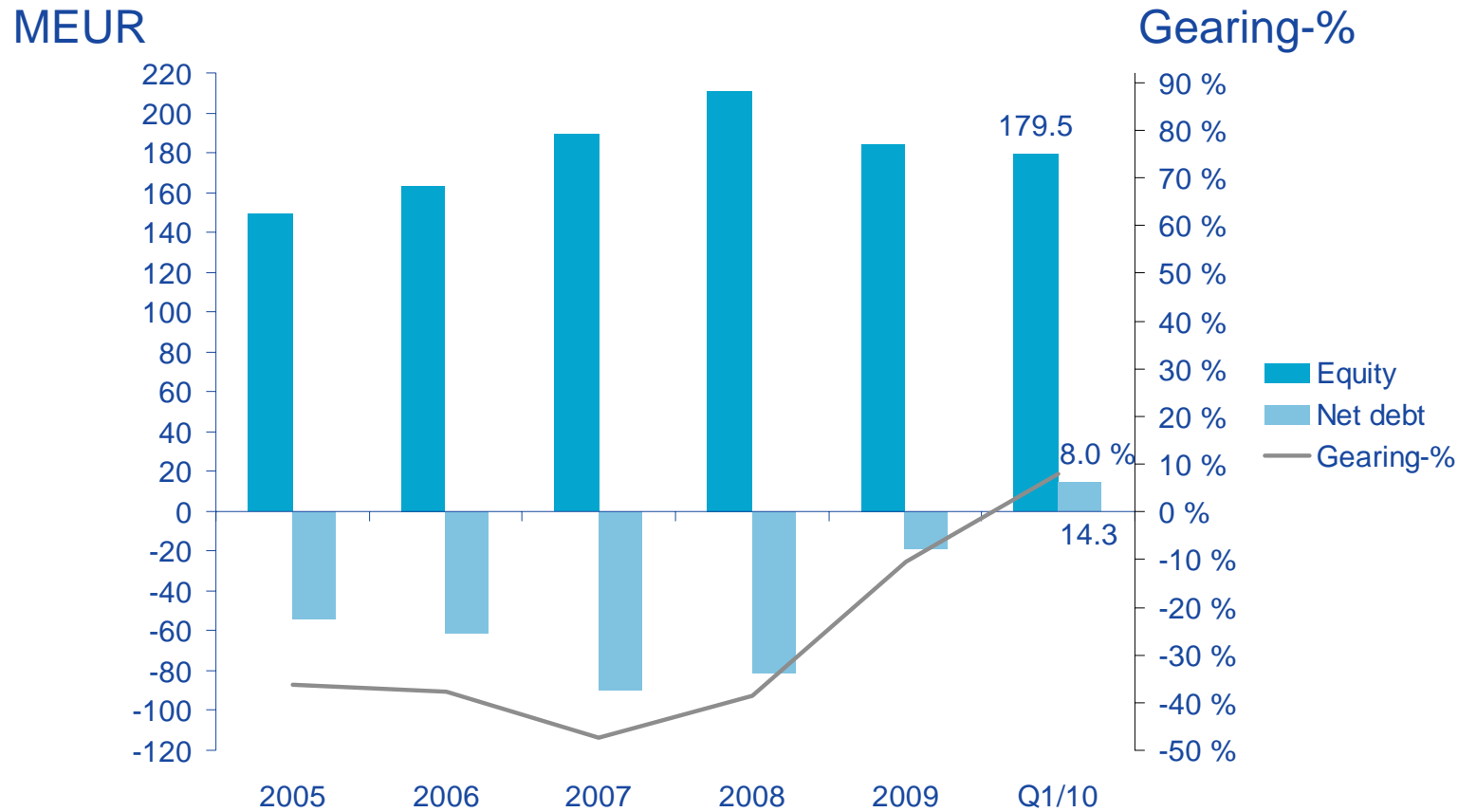


Cash flow

MEUR



Net debt, equity & gearing





PÖYRY

Thank you.