

Pöyry PLC

Annual General Meeting 11 March 2010

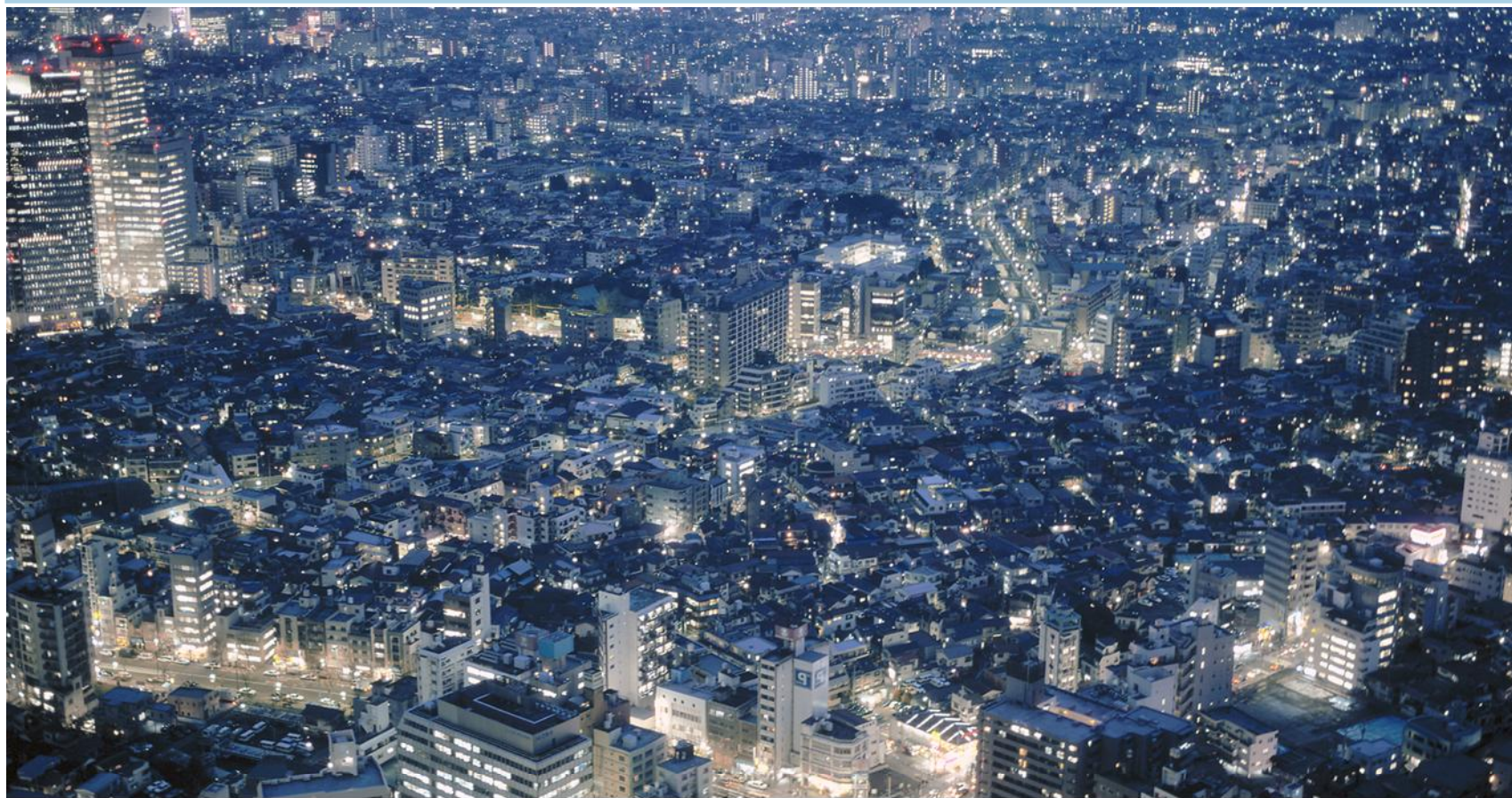


CEO's review
Heikki Malinen
President and CEO

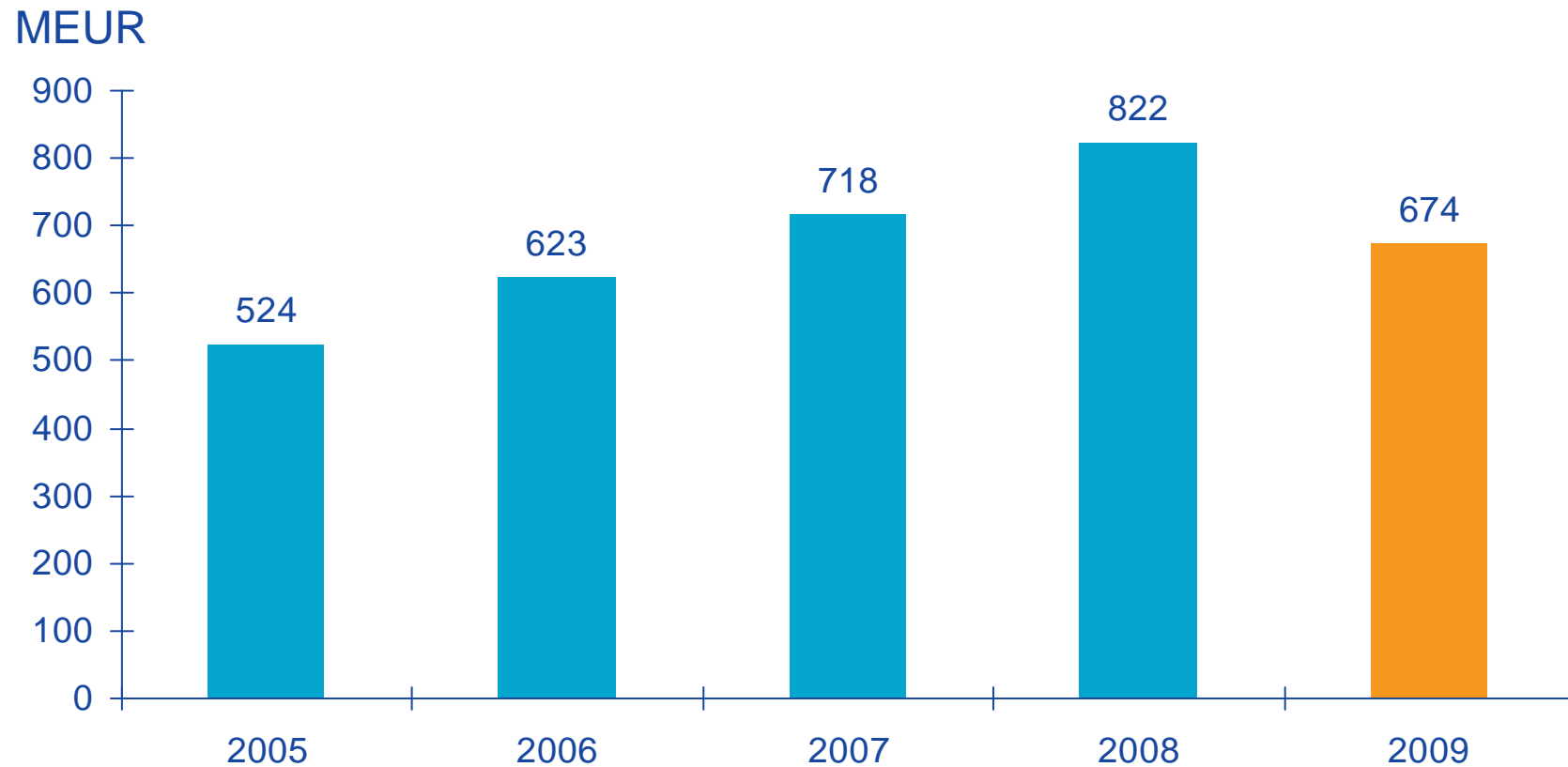
Presentation contents

- **Review of 2009**
- **Future prospects for 2010**
- **Vision 2020**

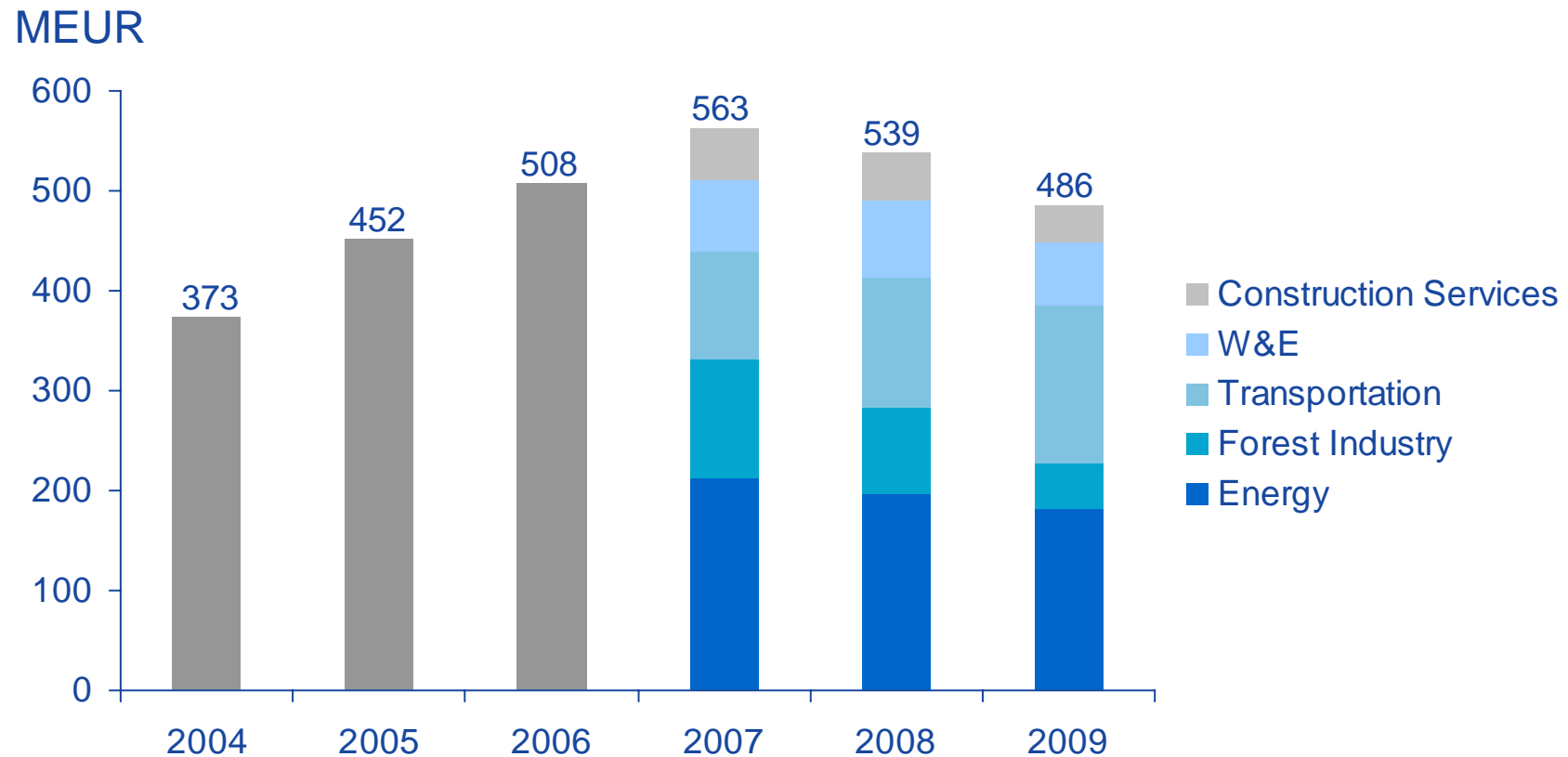
Review of 2009



Low customer activity reflected in sales

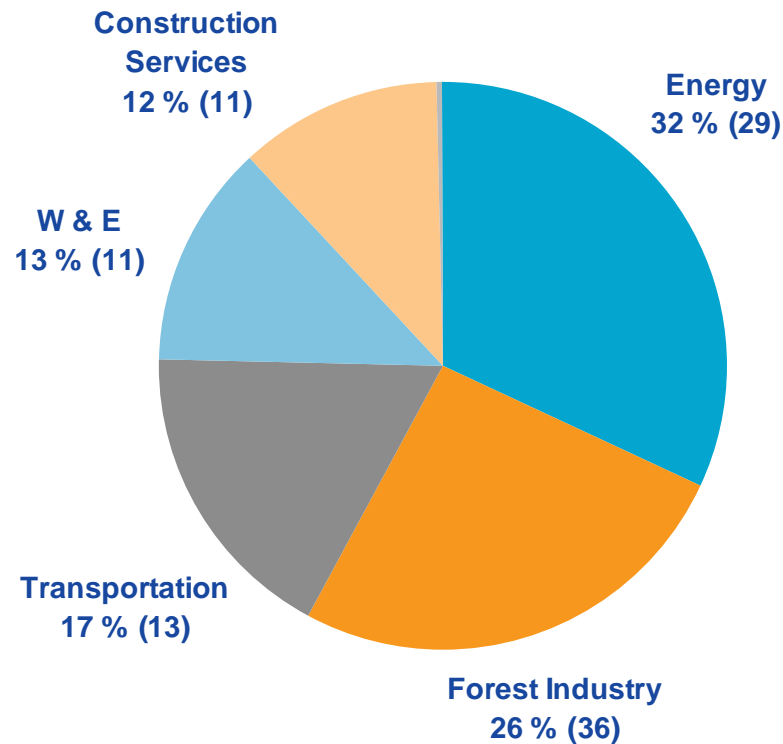


The Group order stock continued to fall

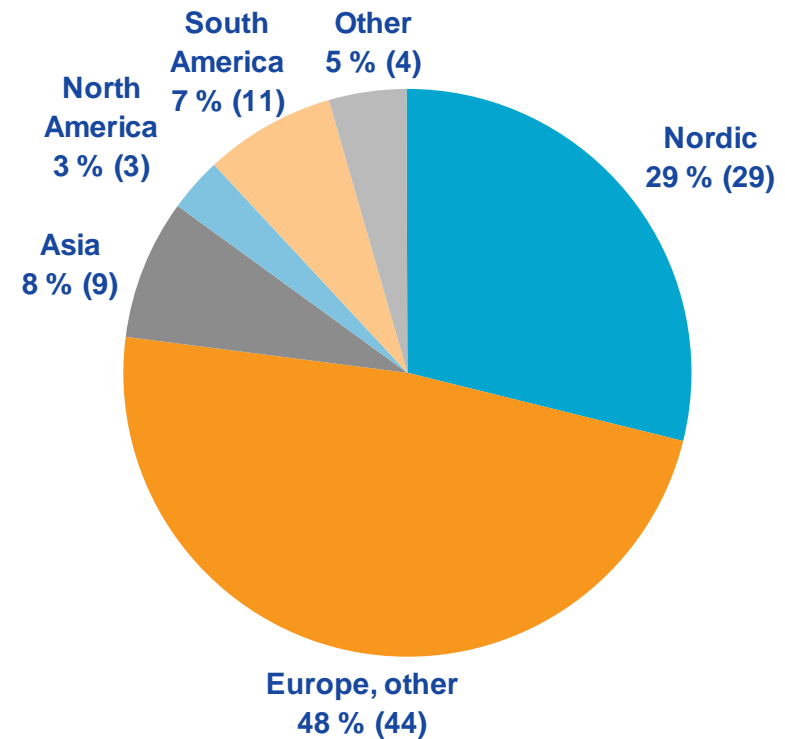


Forest industry suffered most which impacted especially S-Am

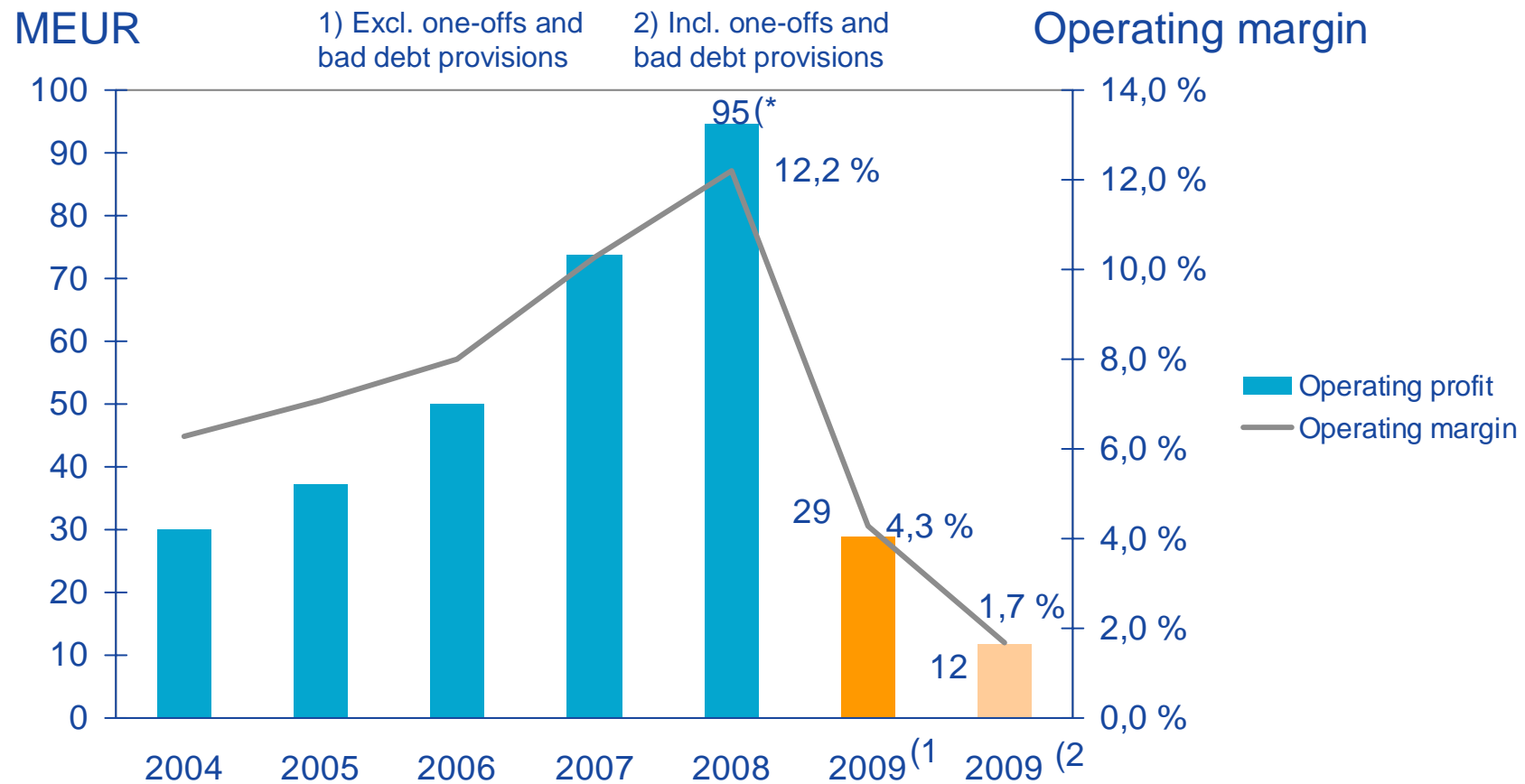
Net sales by
business group



Net sales by
region

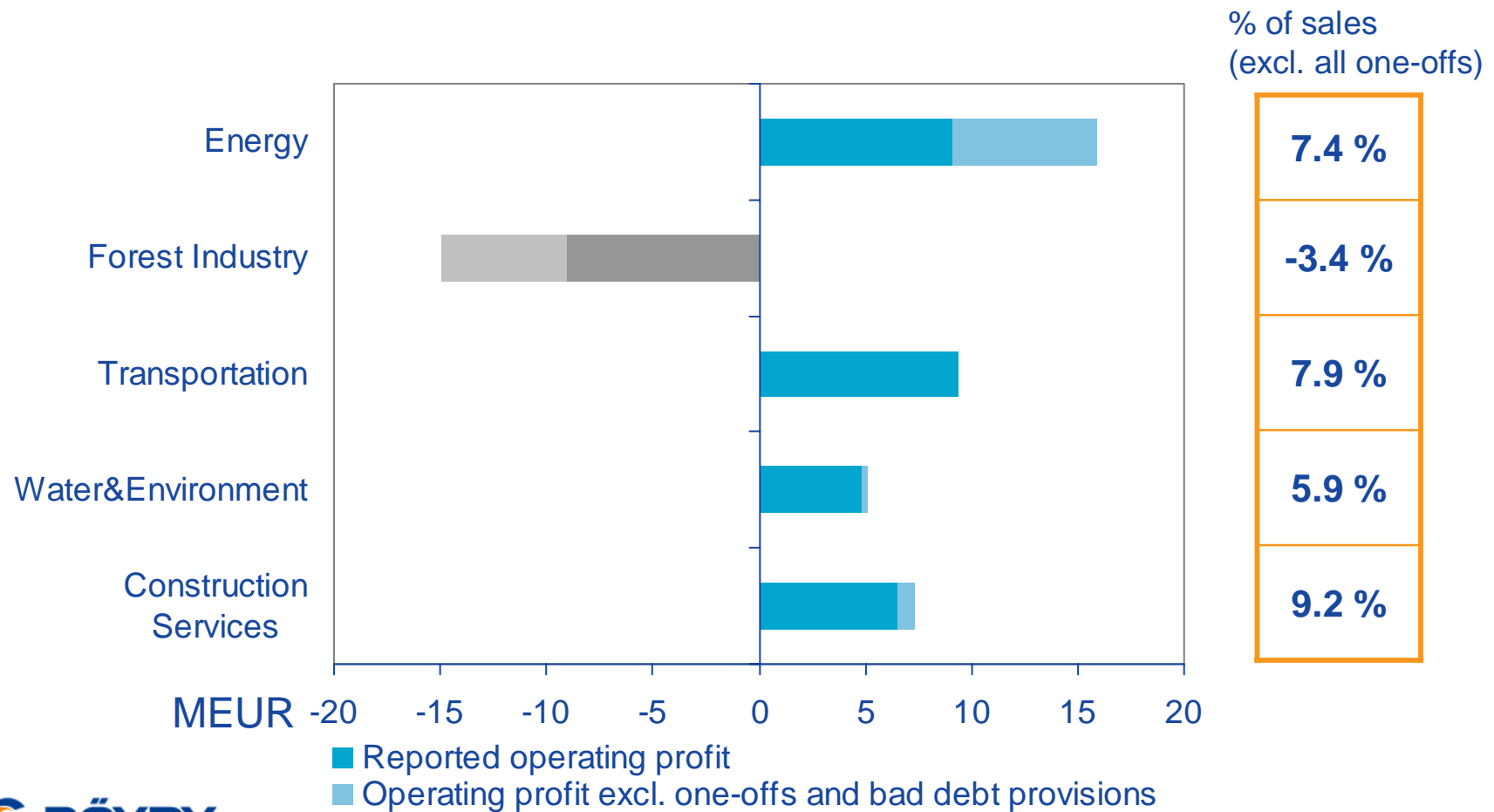


Significant drop in profitability after the record year 2008

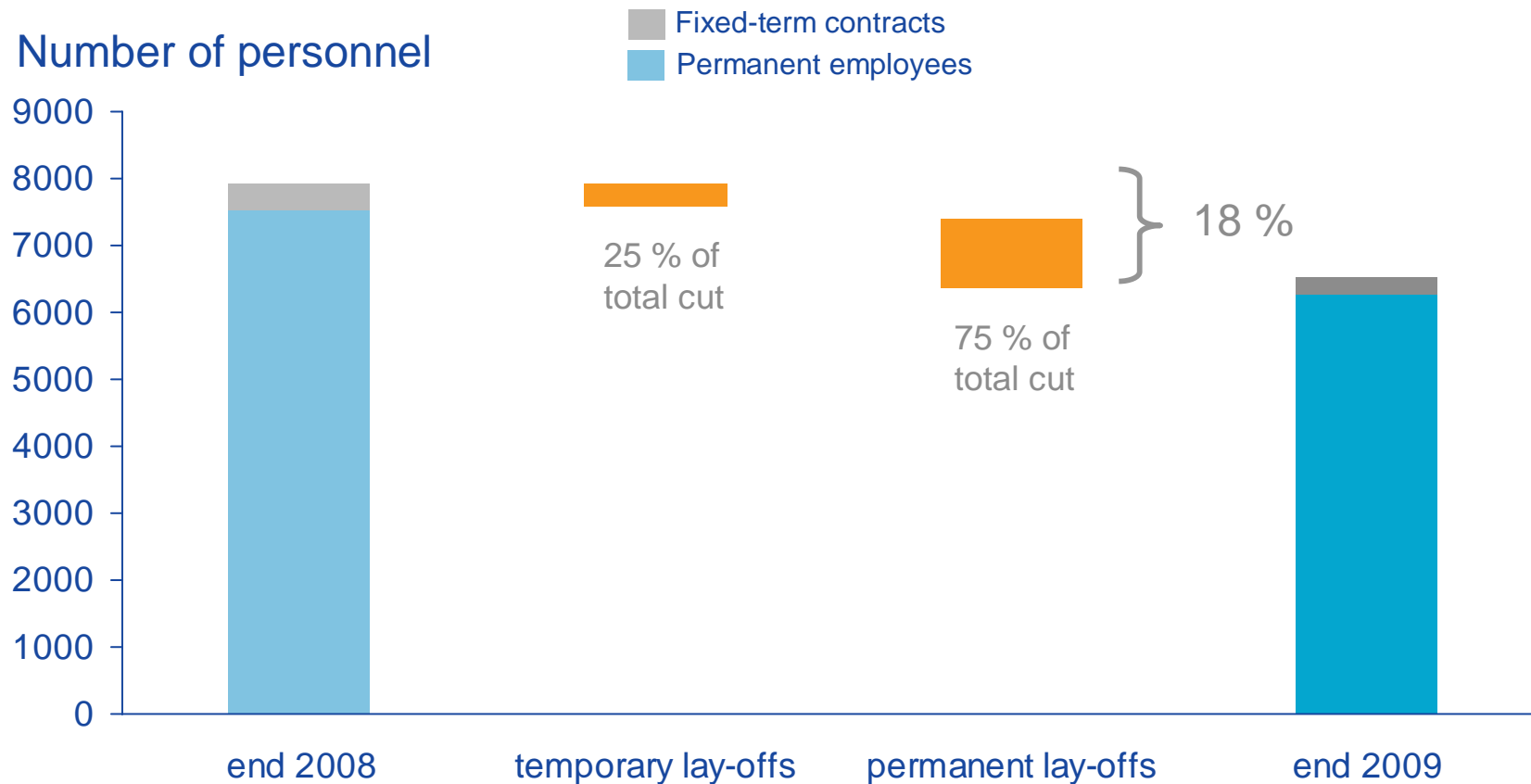


Engineering balanced sustainability™ * Excl. 6 MEUR capital gain

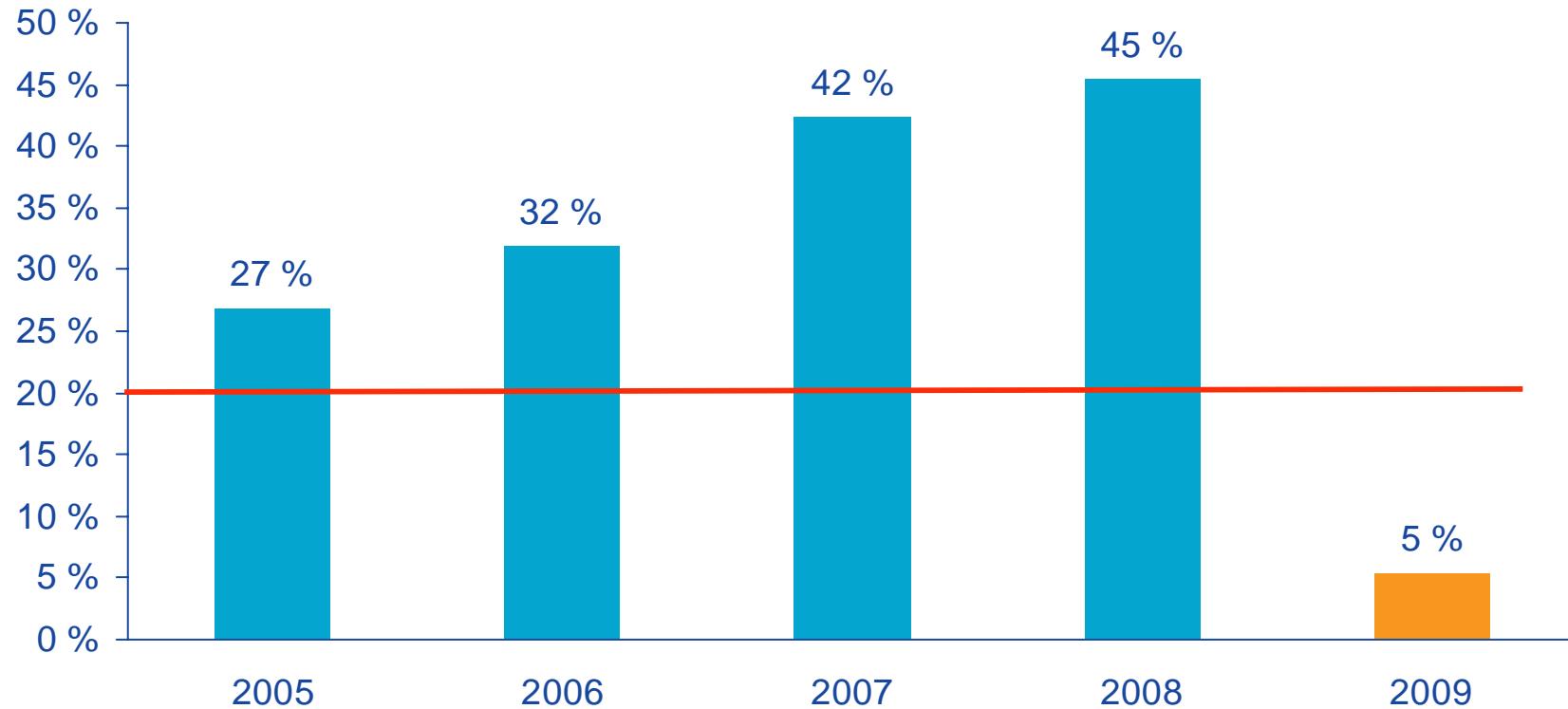
Difficult markets impacted especially Forest Industry



Personnel* was cut by 18 percent

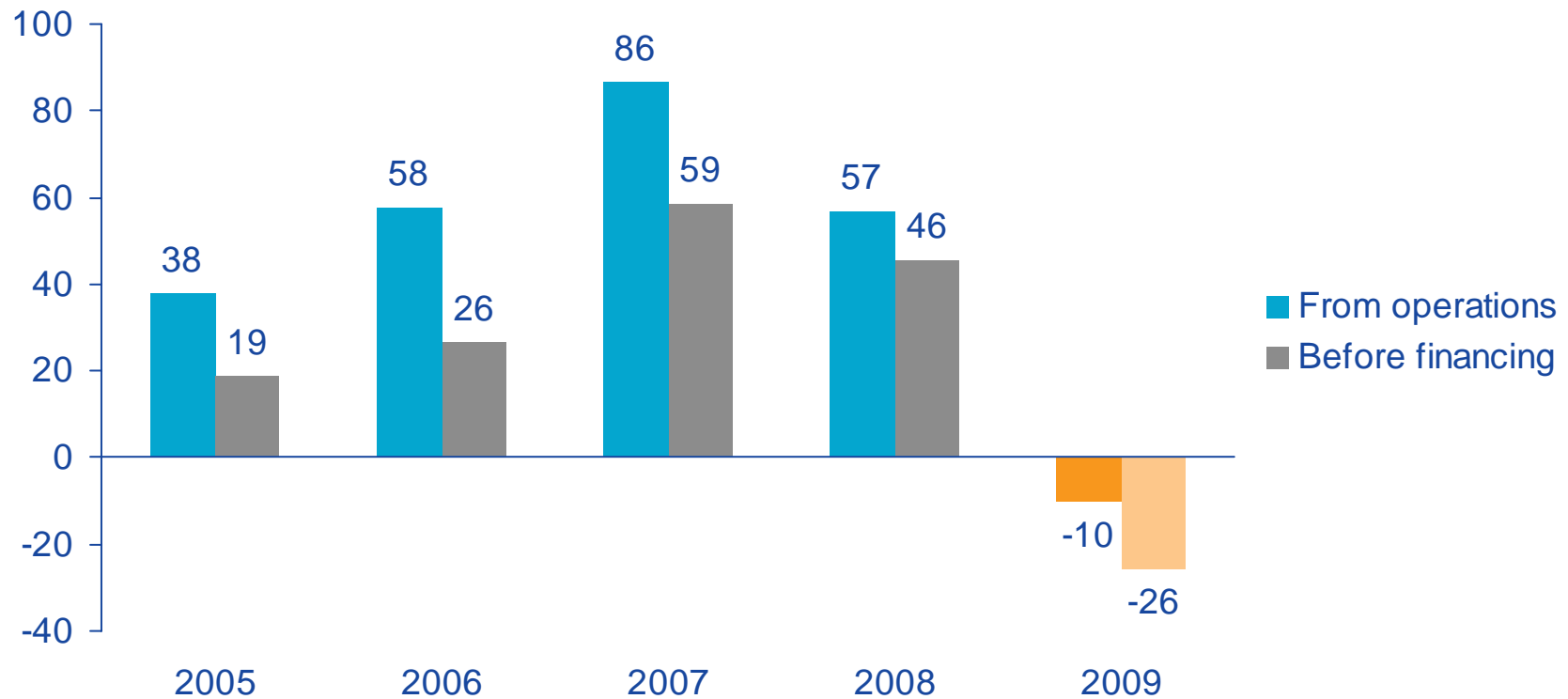


Return on investment*

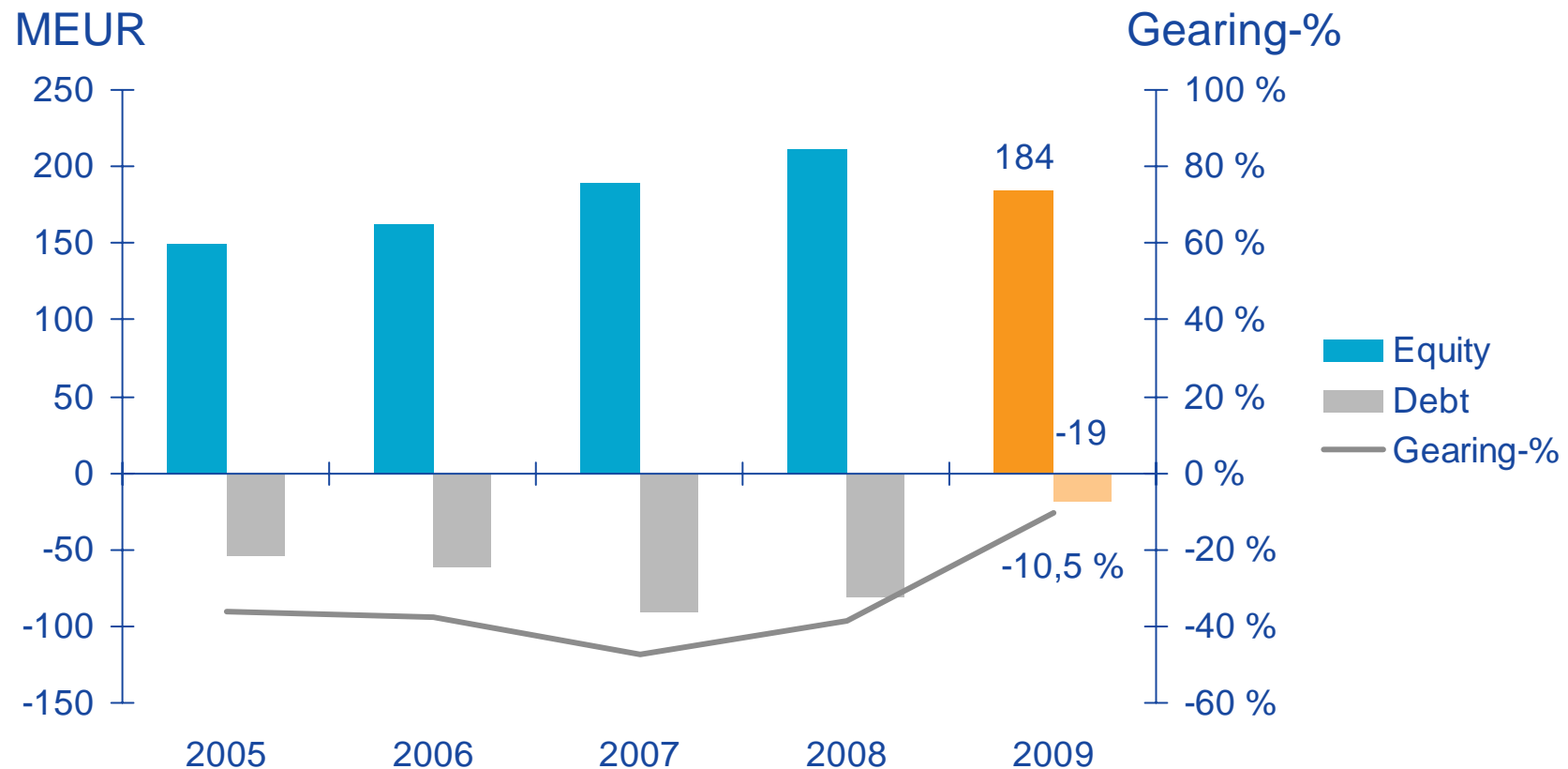


Cash flow

MEUR



Pöyry's balance sheet continues to be strong



Dividend policy and Board of Directors' dividend proposal

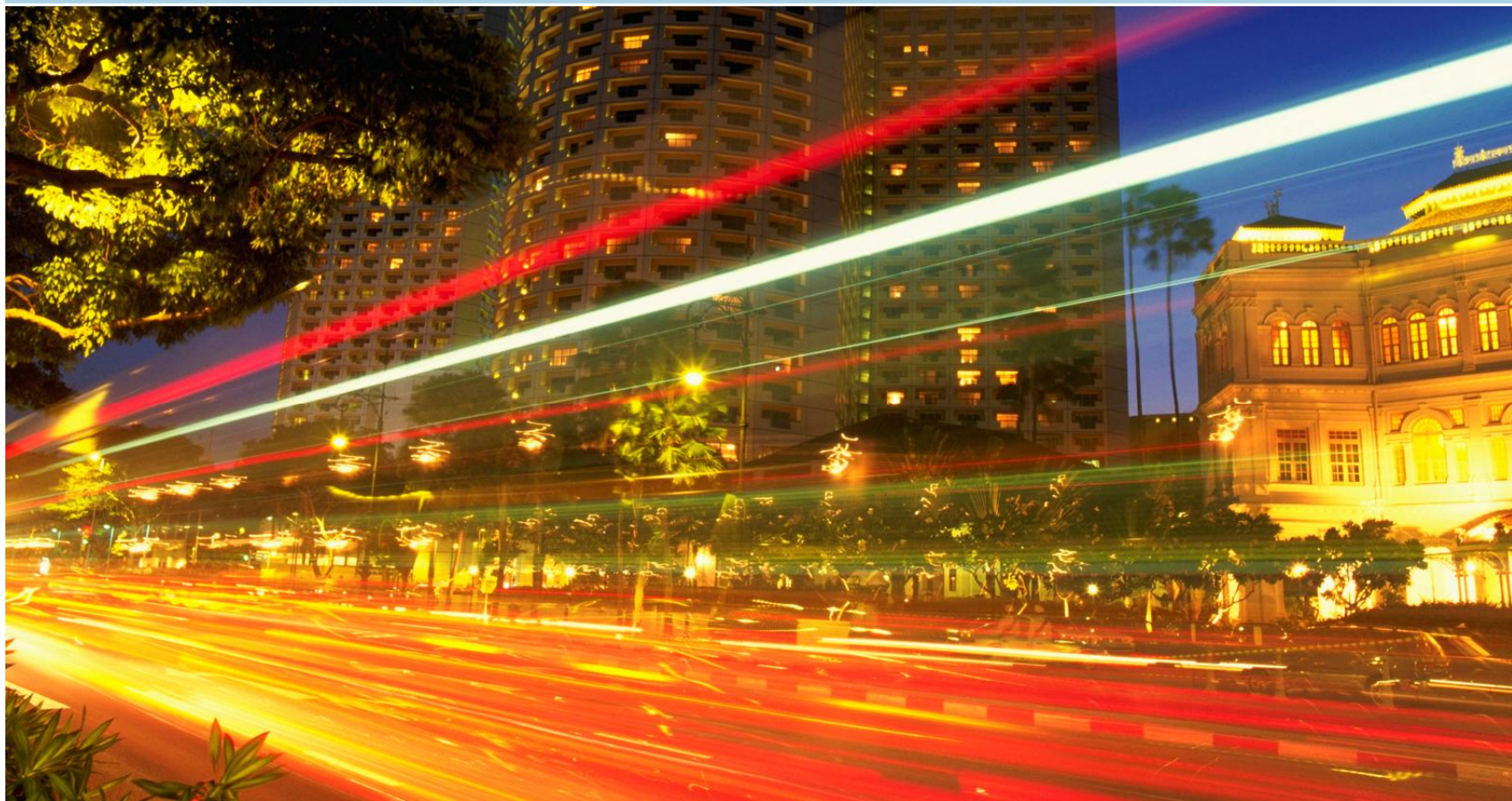
- **Dividend policy:**

- Target is that the dividend/earnings ratio is at least 50 per cent
- Should the Group's net debt/equity ratio exceed 30 per cent, the dividend/earnings ratio may be adjusted.

- **Dividend proposal: EUR 0.10 per share (0.65)**

- Dividend ratio 91 per cent
- Total dividend: EUR 5.9 million
- Ex-dividend date: 12 March 2010
- Record date: 16 March 2010
- Dividend payment: 23 March 2010

Future prospects for 2010



Future prospects for 2010

- The Group's net sales for the full year 2010 are expected to grow.
- The Group's operating profit is expected to improve from 2009 even after inclusion of incremental business development expenses necessary to accelerate growth in line with the Vision.
 - The Energy business group's operating profit is estimated to improve.
 - The Industry business group's operating profit is estimated to be stable excluding one-time costs.
 - The Urban & Mobility business group's operating profit is expected to remain stable.
 - The Water & Environment business group's operating profit is expected to remain stable.
 - The Management Consulting business group's operating profit is expected to improve.

EPCM pulp mill project implementation in Brazil

By 2020 Pöyry is:

The global thought leader in
engineering balanced sustainability
for a complex world.

Mega trends shaping the world



Energy



Market growth potential

- Demand for energy grows 40 % globally by 2025
- Climate change concerns and legislative push (like EU 2020) redirect a growing part of the investments towards production of cleaner energy
- Investment will continue also in conventional power production, nuclear and transmission and distribution (EUR 60 bn p.a. in Europe)
- New technologies (solar, intelligent grids, carbon capture and storage)



Pöyry's focus areas

- Understanding possibilities of new technologies and consulting services for clients
- Designing, supervising and implementing large energy projects
- Increasing energy efficiency
- More total solutions for production of cleaner energy
- Utilising synergies in expertise within Pöyry's different sectors (incl. water)

Industry



Market growth potential

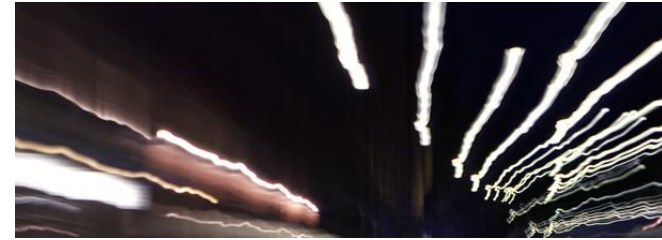
- Investments in pulp and paper industry very low in North America and EU
- Pulp production growing by 1 million tonnes p.a. in Latin America
- Paper production increasing mainly in China and India
- Increased use of biomass for new purposes (energy, fuel and chemicals)
- Industrial processes are developed to be more environmentally friendly (water, energy, logistics)



Pöyry's focus areas

- Maintaining the leading position within the forest industry sector
- Expanding design and implementation services to new industry sectors such as chemical process and mining & minerals industries
- Understanding possibilities of new technologies and consulting services for clients
- Implementing sustainable solutions

Urban and mobility



Market growth potential

- Increase in infrastructure investments double the size of the growth in energy
- Transportation investments grow 10 % p.a.
- Investment focus in emerging markets (Latin America, Eastern Europe, Asia)
- High demand for fast rails and ecological urban design



Pöyry's focus areas

- Larger, comprehensive projects (independently or as part of a consortium)
- Large rail projects (e.g. metro)
- High-speed rail expertise
- Low-carbon building (e.g. the Primula project in Järvenpää, Finland)
- Utilising the synergies between transportation and construction services

Water and environment



Market growth potential

- Population growth and urbanisation require substantial investments in water production, distribution and cleaning
- Obsolete water infrastructure in the industrialised countries needs to be modernised
- Climate change impact on water circulation require improving risk management (e.g. flood protection)
- Tightening environmental legislation to drive monitoring, assessment and design services



Pöyry's focus areas

- Capturing growth in investments in urban water supply and sewerage
- Solutions for desalination, cleantech waste water, waste treatment
- Environmental services and consulting, risk auditing
- Synergies between industrial and energy sectors
- Larger projects scope

Three strategic service areas

Consulting

Substantial potential for profitable growth based on techno-economic expertise

+++

Design

Cost-competitiveness, networking, selective subcontracting, large volumes

+

Large projects

Expertise and resources in supervision, bidding, risk management

++

Group Executive Committee in place to implement the vision

Heikki Malinen, President and CEO

ENERGY

Ari Asikainen

INDUSTRY

Martin Kuzaj

URBAN &
MOBILITY

Andy Goodwin

WATER &
ENVIRONMENT

Martin Bachmann

MANAGEMENT
CONSULTING

Norbert Gorny

GROUP FUNCTIONS

Richard Pinnock
Strategic growth

Esa Ikäheimonen
CFO

Anne Viitala
Legal &
Commercial

Camilla Grönholm
HR

Focus on profitable growth

Net sales growth

- 15 % p.a.

Operating margin per business group

- minimum 8 %, medium term
- minimum 10 %, long term

Earnings per share, growth

- 15 % or higher

Return on investment

- 20 % or higher

Gearing-%

- 30 % or lower

Dividend ratio

- 50 % or higher



PÖYRY

Engineering balanced sustainability™