



**Lassila & Tikanoja plc**  
**10 February 2010**  
**Jari Sarjo, President and CEO**

## Highlights of Q409

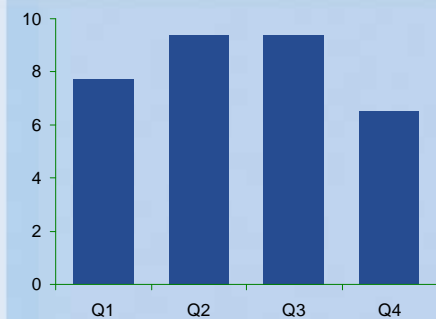
- Net sales EUR 148.0m (EUR 153.1m) -3.3% (yoy)
- Operating profit EUR 8.5m (EUR 4.9m); operating profit excluding non-recurring and imputed items EUR 8.7m (EUR 8.6m)
  - Net sales decreased due to shrinking waste and secondary raw material volumes.
  - Profitability remained at the previous year's level thanks to effective efficiency boosting measures.

## Highlights of Q409

### Environmental Services; operating profit EUR 6.5m (EUR 6.0m)

- Net sales decreased mainly due to shrinking volumes of construction waste and other recyclable waste streams.
- Profitability improved as a result of recovering price level and demand for secondary raw materials.
- Demand for biofuels reached the previous year's level thanks to cold weather in December.
  - wholesale price of electricity and operating rates in the forest industry still remained at a low level
- Profitability of operations outside Finland improved despite difficult market conditions.

Operating profit excl.  
non-recurring and  
imputed items 2009

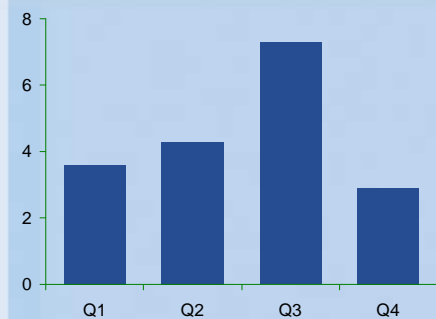


## Highlights of Q409

### Property and Office Support Services; operating profit EUR 2.8m (EUR -1.9m)

- Slight decrease in net sales of domestic operations. Both business lines succeeded in renewing service contracts.
- Profitability was boosted by production efficiency enhancement measures.
- Net sales from international operations declined mainly due to weakening of SEK and RUB. Profitability abroad improved but the result remained slightly negative.

Operating profit excl.  
non-recurring and  
imputed items 2009

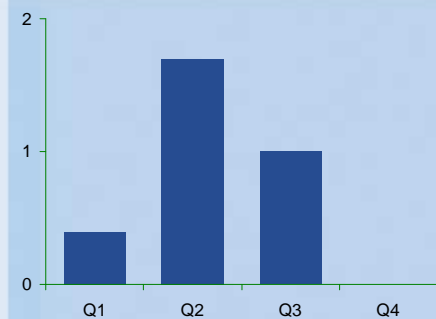


## Highlights of Q409

### Industrial Services; operating profit EUR 0m (EUR 1.5m)

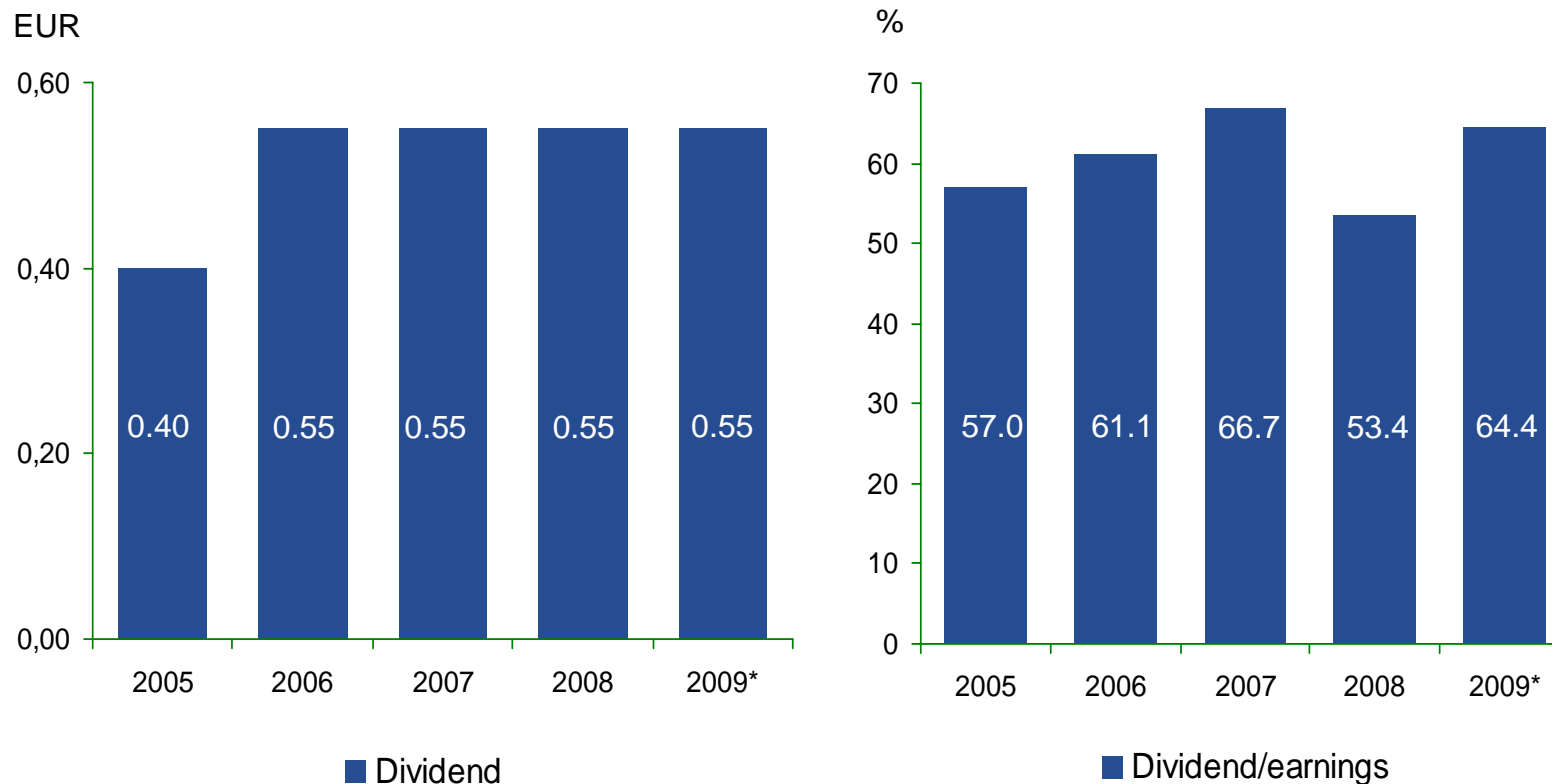
- Net sales decreased as a result of lower operating rates of industry and shrinking hazardous waste volumes.
- Performance of hazardous waste management and industrial solutions improved thanks to material efficiency solutions and higher recovery rates.
- L&T Recoil's re-refinery reached a production stage. However, the production had not yet stabilised by the end of the year.
- Delays in production burdened the performance of the division remarkably.

Operating profit excl.  
non-recurring and  
imputed items 2009



## Dividend proposal: EUR 0.55 per share

The amount of dividend is tied to the results for the financial year. Profits not considered necessary for ensuring the healthy development of the company are distributed to shareholders. \*Proposal by the Board of Directors



## Financial summary

	Q409	Q408	Change %	2009	2008	Change %
Net sales, EUR million	148.0	153.1	-3.3	582.3	606.0	-3.9
Operating profit excluding non-recurring and imputed items, EUR million	8.7	8.6	1.2	51.3	45.0	14.0
Operating profit, EUR million	8.5	4.9	74.2	50.3	55.5	-9.4
Operating margin, %	5.7	3.2		8.6	9.2	
Profit before taxes, EUR million	7.4	3.5		45.0	50.7	-11.2
Earnings per share, EUR	0.14	0.04		0.85	1.03	-17.5
Dividend per share, EUR				0.55*	0.55	
EVA, EUR million	-0.1	-3.3	97.0	16.5	25.0	-34.0

\* Proposal by the Board of Directors

## Net sales by division

EUR million	2009	2008	Change %
Environmental Services	279.8	300.1	-6.8
Property and Office Support Services	243.1	243.2	
Industrial Services	67.4	69.0	-2.4
Interdivision net sales	-8.0	-6.3	
<b>L&amp;T total</b>	<b>582.3</b>	<b>606.0</b>	<b>-3.9</b>

As of 1 January 2009, damage repair services was transferred from Industrial Services into Property and Office Support Services. Comparative figures have been restated accordingly.



## Operating profit by division

EUR million	2009	2008	Change %
Environmental Services	31.7	32.3	-1.9
Property and Office Support Services	17.7	5.9	199.4
Industrial Services	3.4	5.2	-35.3
Group administration and other	-2.5	12.1	
<b>Total operating profit</b>	<b>50.3</b>	<b>55.5</b>	<b>-9.4</b>
<b>Operating margin, %</b>	<b>8.6</b>	<b>9.2</b>	

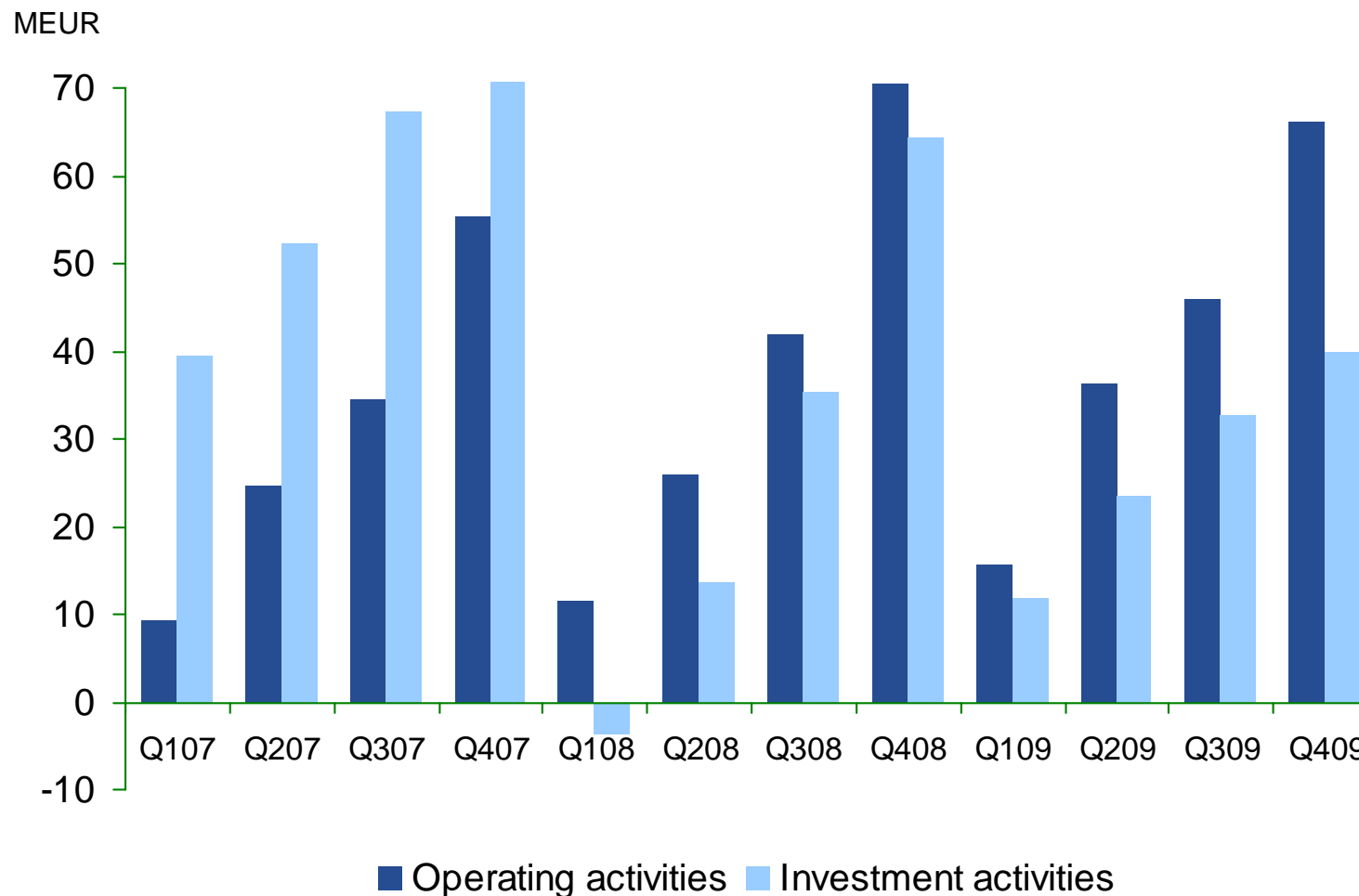
## Key figures

	Q409	Q408	2009	2008
Earnings per share, EUR	0.14	0.04	0.85	1.03
EVA, EUR million	-0.1	-3.3	16.5	25.0
Capital expenditure, EUR million	10.8	32.0	44.9	84.2
Depreciation, amortisation and impairment, EUR million	10.4	12.9	40.3	41.0
Return on equity, % (ROE)			15.7	19.6
Return on invested capital, % (ROI)			14.5	17.1
Equity ratio, %			44.1	43.2
Gearing, %			53.5	58.8
Total number of full-time and part-time employees at end of period			8,743	9,490

## Operating margin (%) by division Quarterly figures

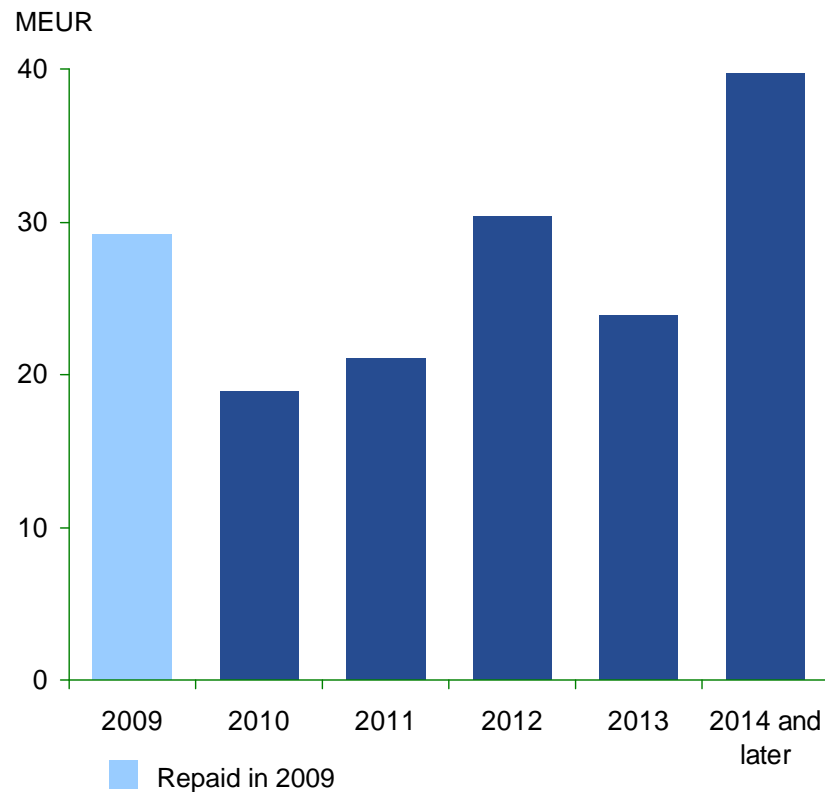
	Q1-Q4 09	Q409	Q309	Q209	Q109	Q1-Q4 08	Q408	Q308	Q208	Q108	Q1-Q4 07
<b>Environmental Services</b>	11.3	9.1	14.5	12.6	9.4	10.7	8.0	13.2	10.6	11.2	12.5
<b>Property and Office Support Services</b>	7.3	4.5	12.0	7.2	5.5	2.4	-3.1	8.4	1.9	2.7	5.5
<b>Industrial Services</b>	5.0	0.1	7.7	9.9	1.9	7.6	8.5	18.1	6.3	-6.5	7.5
<b>L&amp;T total</b>	8.6	5.7	12.0	10.1	6.8	9.2	3.2	11.6	6.6	15.5	8.8

## Operating cash flow, cumulative

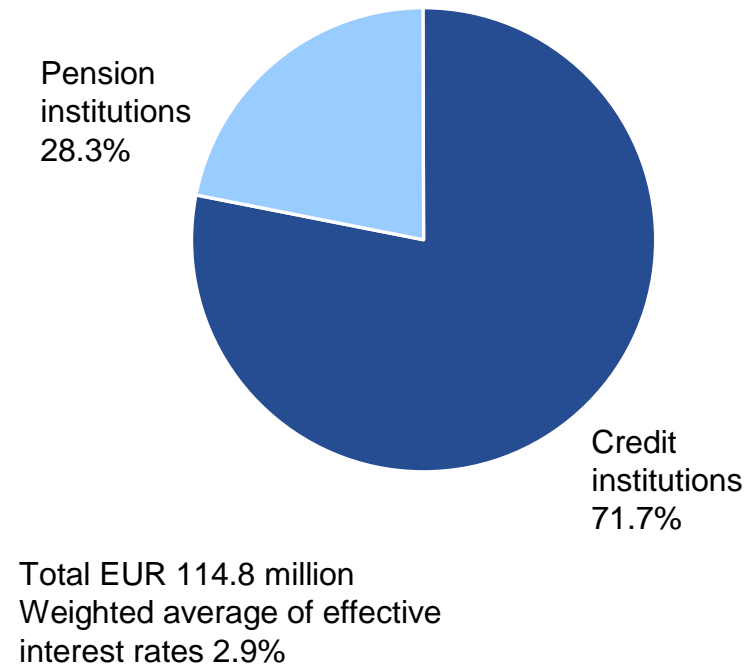


## Long-term loans

### Maturity structure of long-term loans 31 December 2009

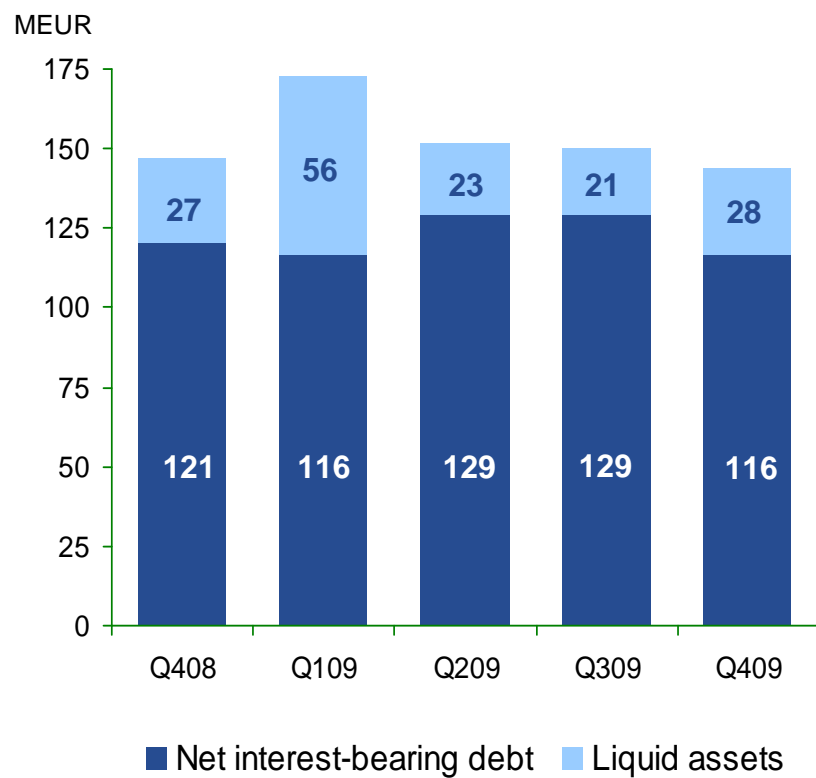


### Long-term loan portfolio 31 December 2009

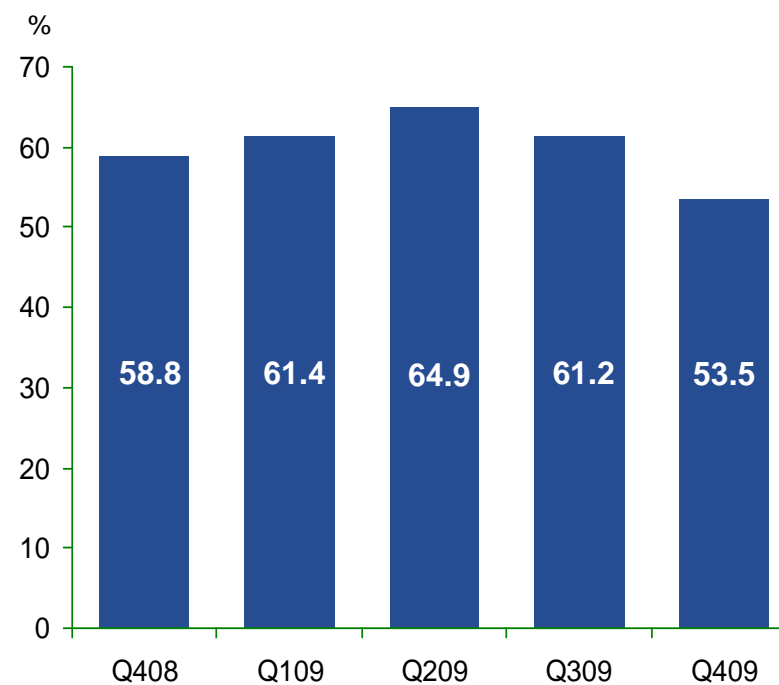


## Financial position

### Interest-bearing debt



### Gearing ratio



## Prospects for the year 2010

In the Environmental Services division, waste material transport and recycling volumes are expected to remain unchanged. The demand and market prices of secondary raw materials are expected to recover slowly. The current operating rates in the industry will result in low hazardous waste volumes and demand for maintenance services. Production at L&T Recoil's re-refinery continues to be unstable. Its operating rate will have a major impact on the division's profitability.

The market for Property and Office Support Services is expected to remain unchanged or weaken. Customers must follow tight cost control, which is assumed to increase competitive bidding and reduce orders for additional services.

The demand for L&T Biowatti's wood-based fuels is expected to remain moderate due to low operating rates in the industry and the low wholesale price of electricity. Furthermore, the low price of emission rights will undermine the competitiveness of wood-based fuels.

Net sales and operating profit excluding non-recurring items in 2010 are expected to remain at the 2009 level.

This estimate was included in the Financial statement 2009 released on 10 February 2010.