



# NCC Construction Sweden

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Head of NCC Construction Sweden



# Business areas



# Business areas

NCC  
CONSTRUCTION

NCC ROADS

NCC HOUSING

NCC PROPERTY  
DEVELOPMENT

NCC Construction  
Sweden

NCC Construction  
Denmark

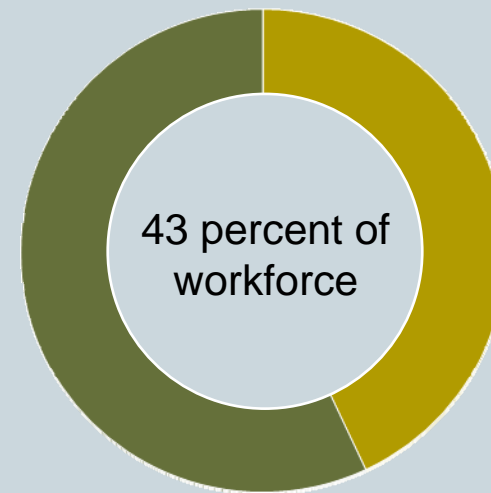
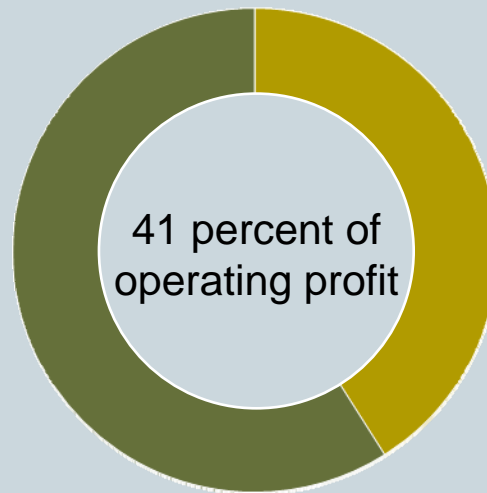
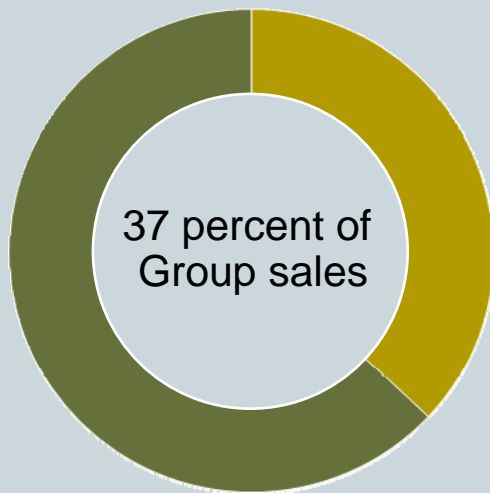
NCC Construction  
Finland

NCC Construction  
Norway



# Total share of NCC

## NCC Construction Sweden

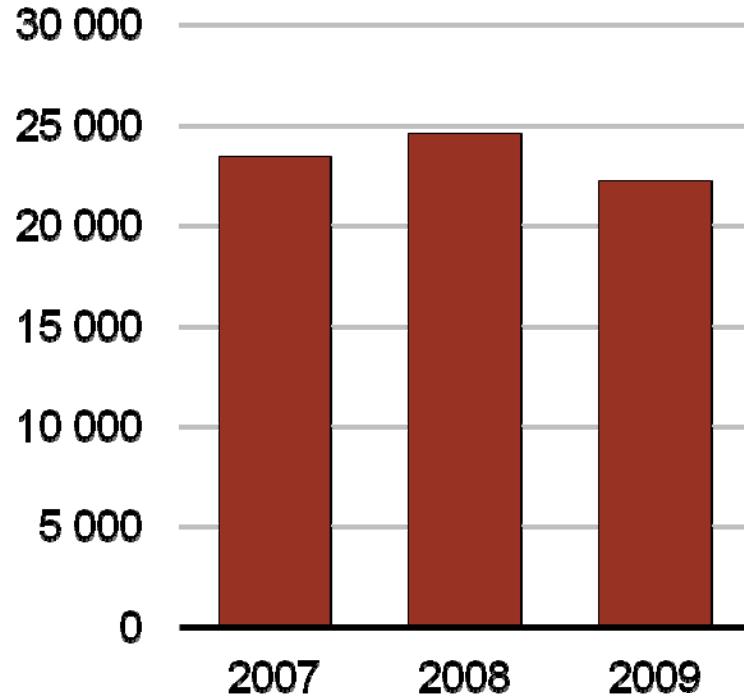


Share of net sales in 2009, in compliance with IFRIC 15

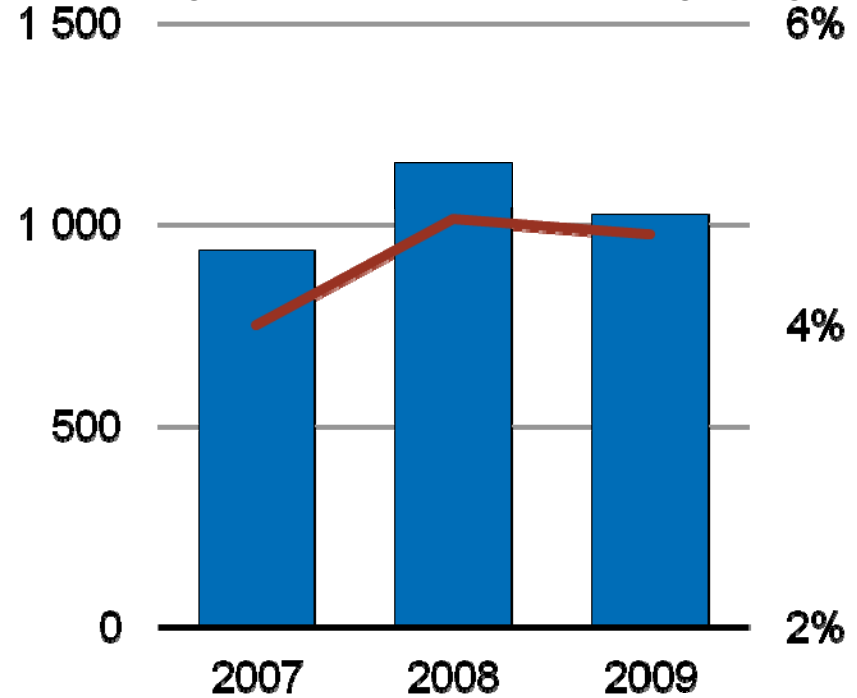
# NCC Construction Sweden

## Sales and profit

Net sales, SEK M



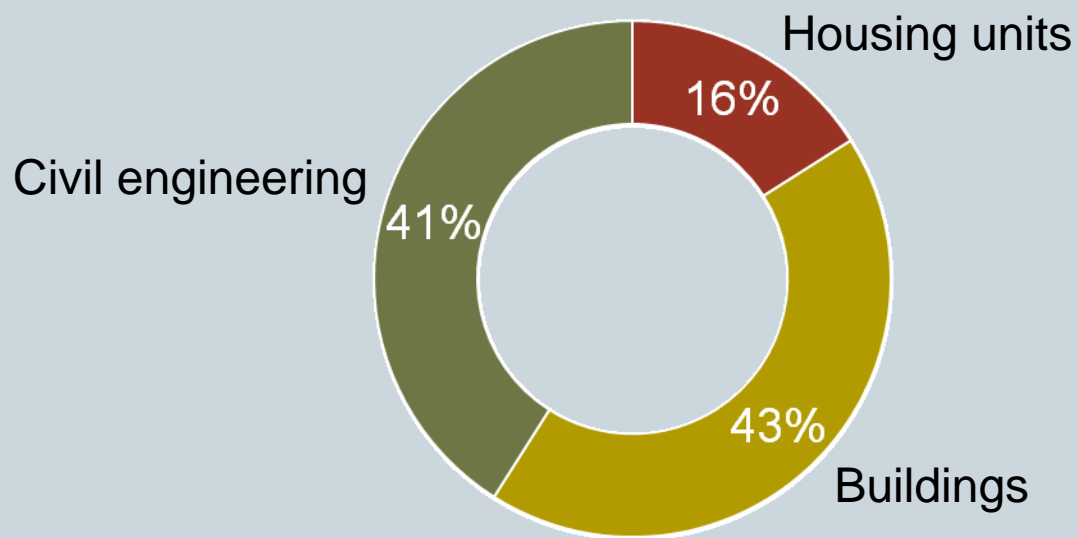
Operating profit, SEK M    Operating margin



2007,2008 excl. housing, 2009, in compliance with IFRIC 15

# Product mix

## Share of net sales 2009

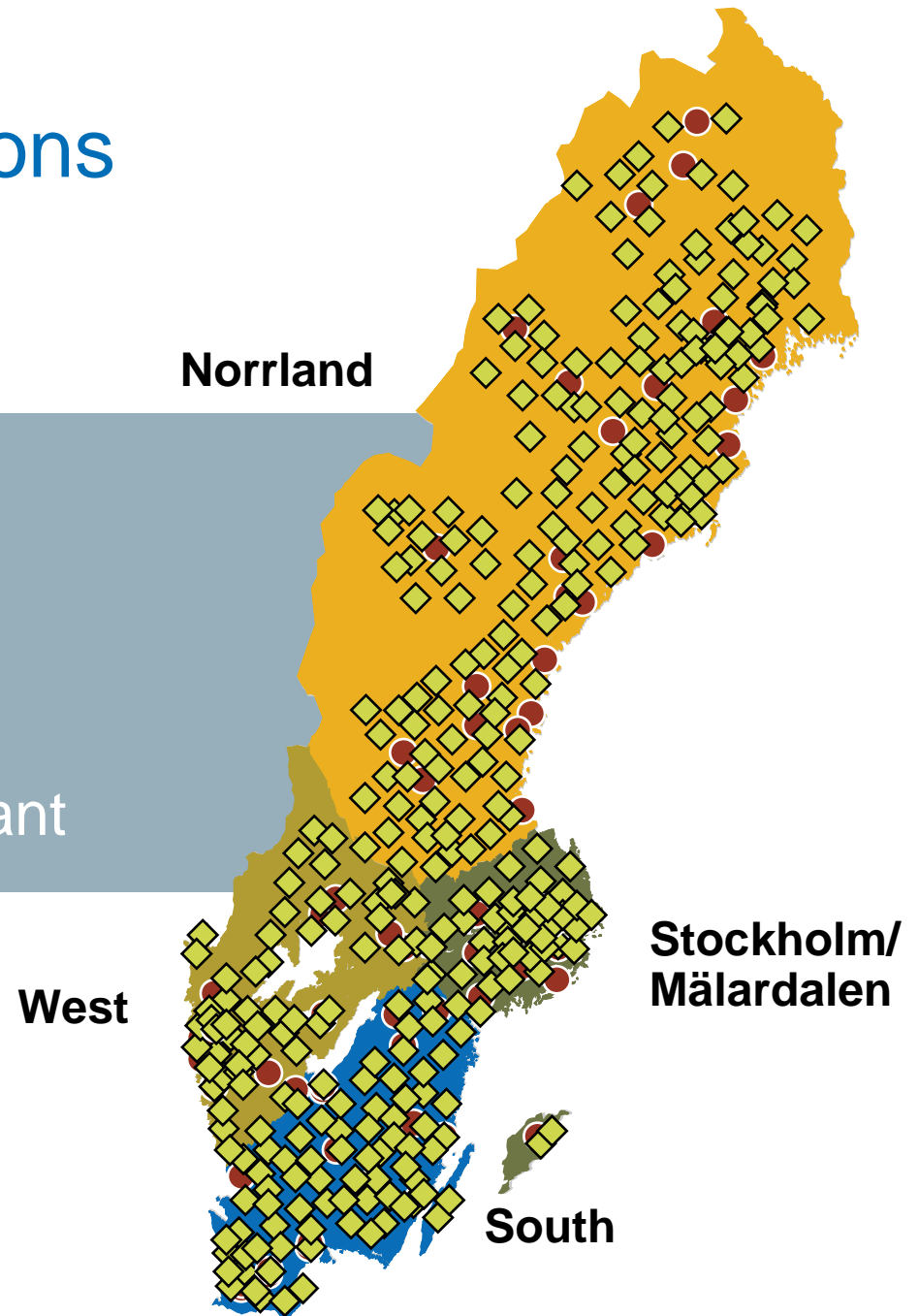


Hamnhuset Gothenburg

# Four geographic regions

- and several specialist units

- NCC Infra
- NCC Engineering
- Anjobygg
- Hercules
- Reinforcement plant

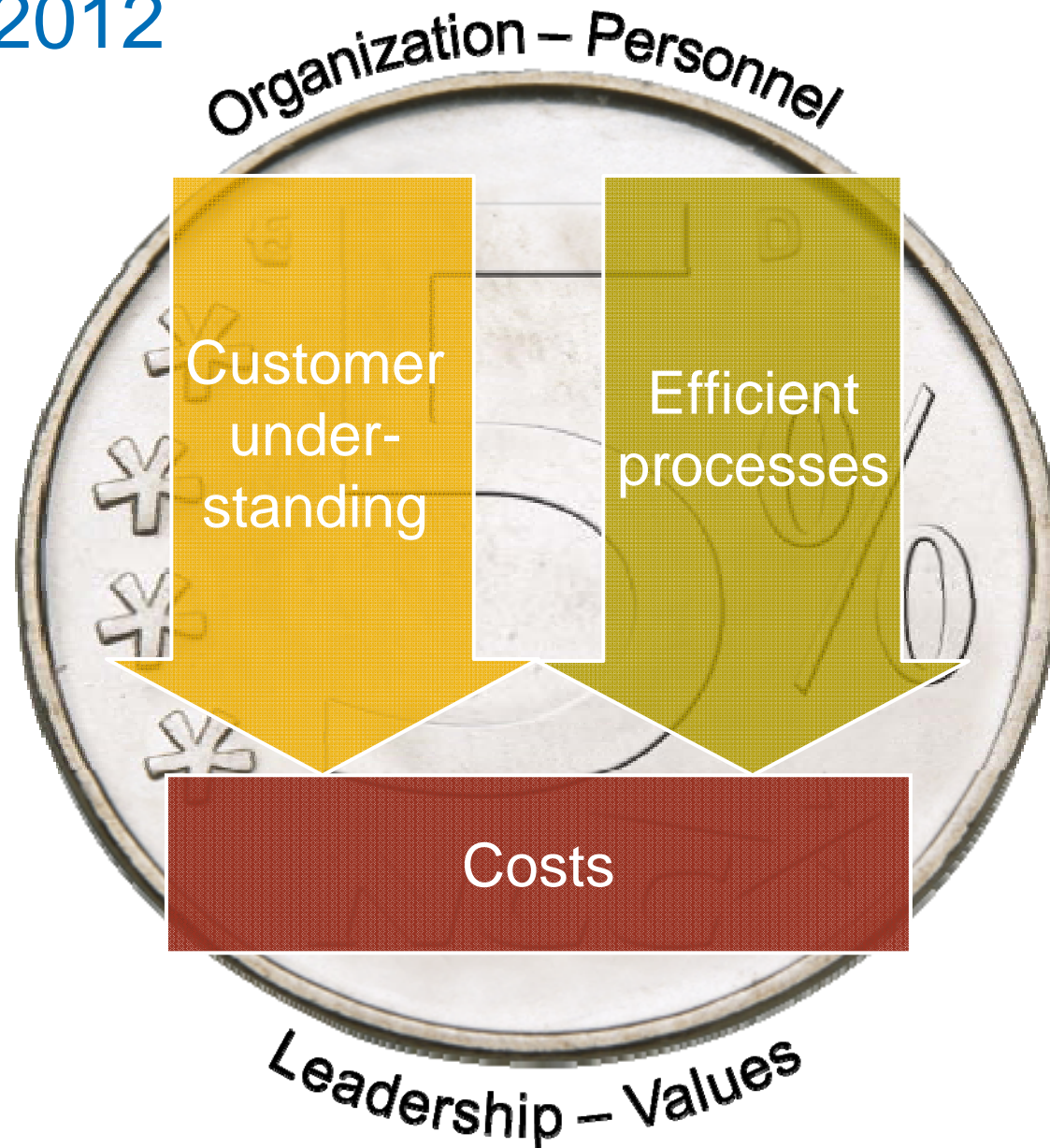


# Mature sector





# Target 2012



# Powerful tools

NCC Partnering

Purchasing

Management system

Technical platforms

Values

Virtual construction

NCC Project planing

Leadership

Environment & Energy





# NCC Partnering

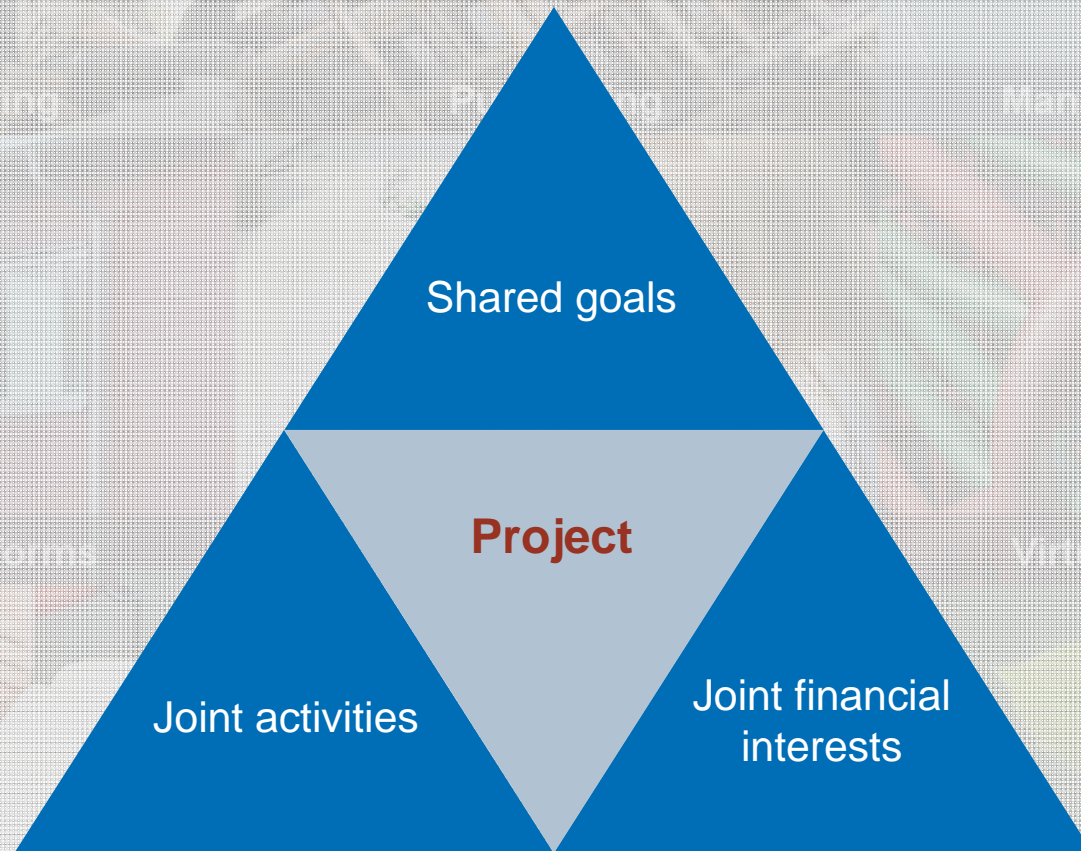
Vara värderingar    Individer och relationer

NCC Project planing

Leadership

Environment & Energy

# Partnering – for the good of the project



## NCC Partnering, when the customer chooses

SEK M  
8 000

Worked-up revenue

7 000

6 000

5 000

4 000

3 000

2 000

1 000

0

2004

2005

2006

2007

2008

2009

Vara  
värderingar

Individer och  
relationer

NCC Project planing

Leadership

Environment & Energy

## Schools in Södertälje

- 60 percent lower project-engineering costs
- 20 percent lower construction costs
- 12 months shorter project period

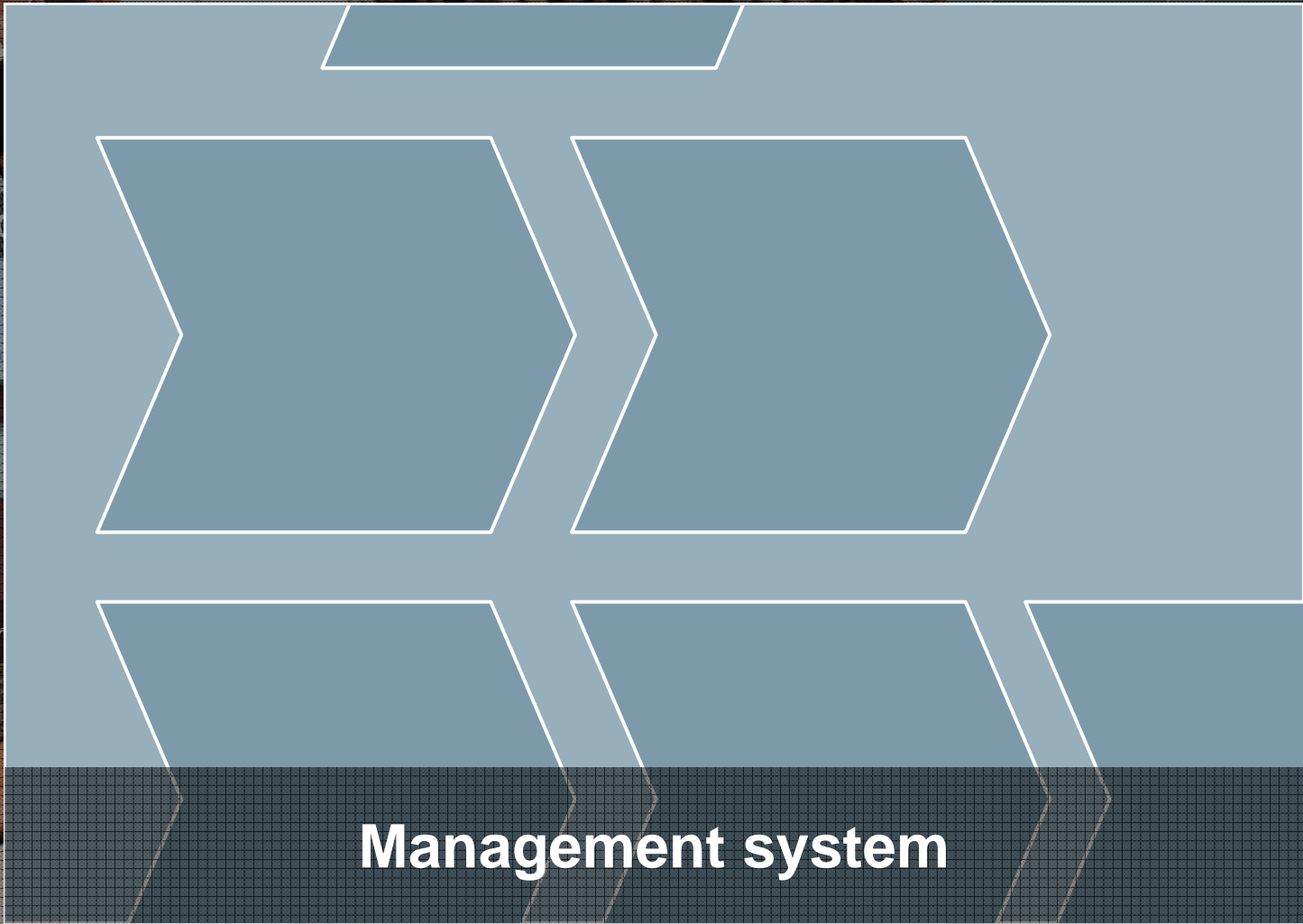
NCC Project planing

Vara värderingar

Individer och relationer

Leadership

Environment & Energy



NCC Project planing

Vara värderingar  
Individer och relationer

Leadership

Environment & Energy



# Virtual construction

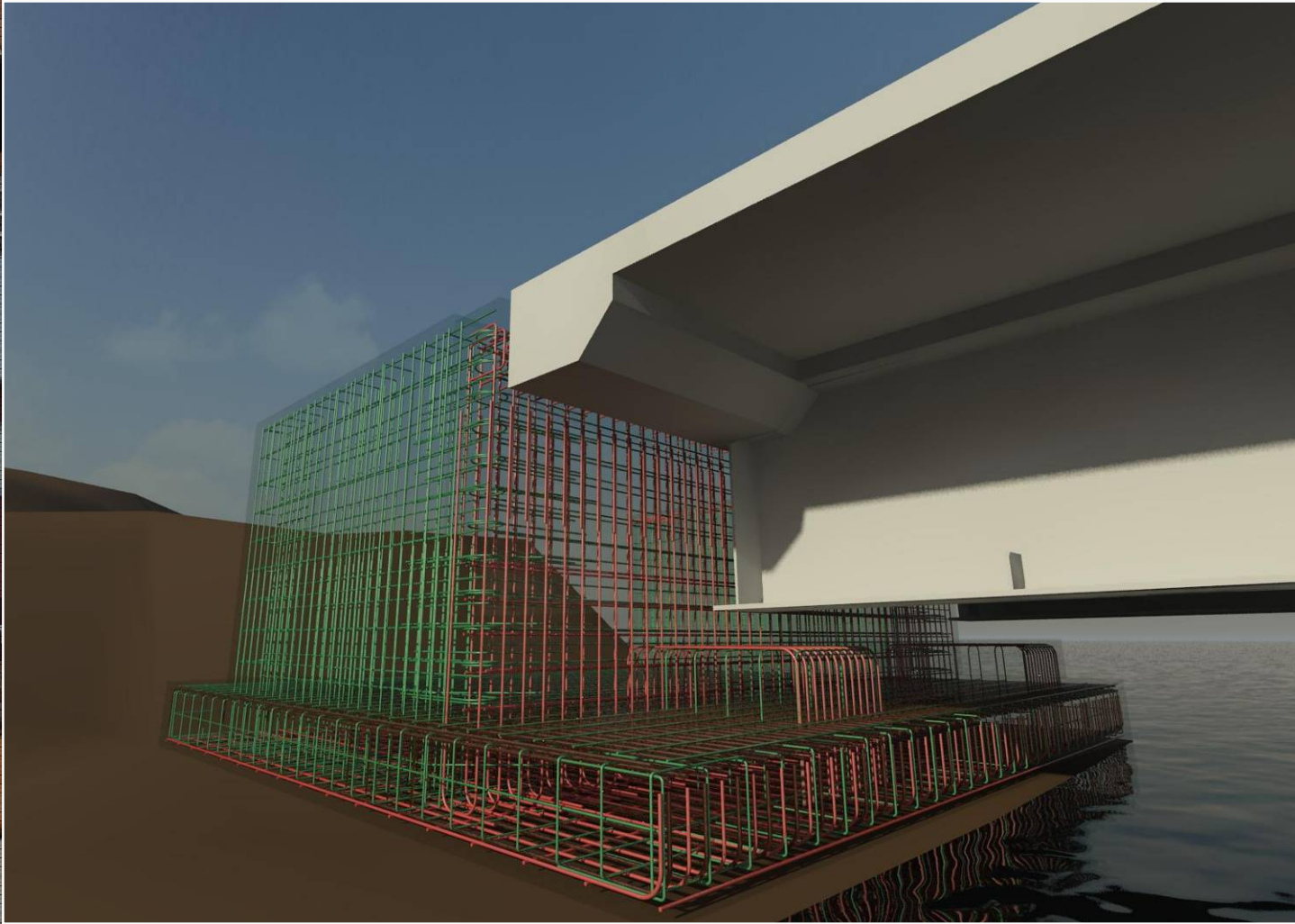
NCC Project planning

Vara värderingar    Individier och relationer

Leadership

Environment & Energy





NCC Project planning

Vara värderingar

Individer och relationer

Leadership

Environment & Energy

”

*NCC is **leading general contractor** around the world in the widespread application of VDC to improve the construction of buildings and infrastructure”*



Martin Fischer  
Professor,  
Stanford University

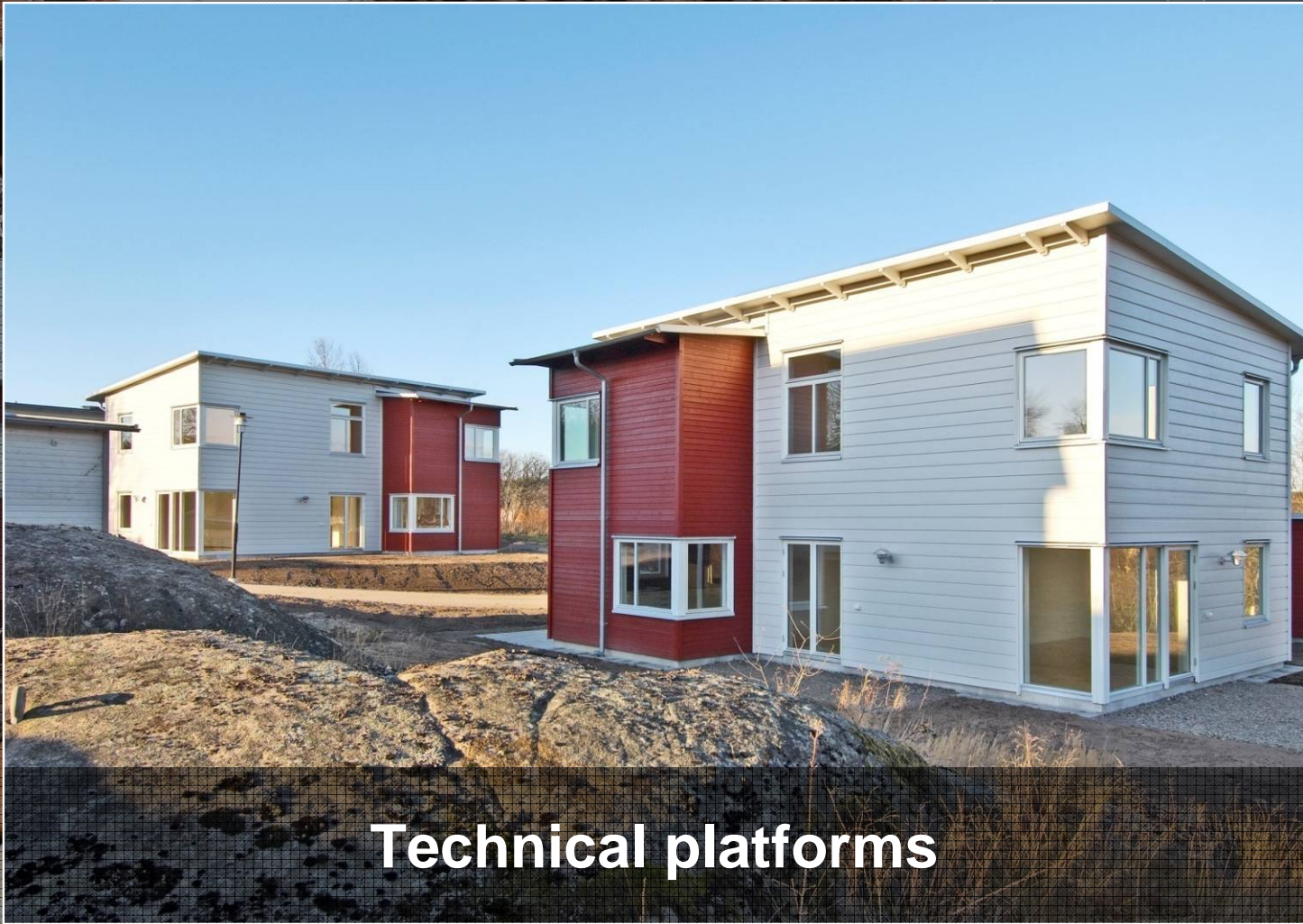
NCC Project planing

Vara  
värderingar

Individer och  
relationer

Leadership

Environment & Energy



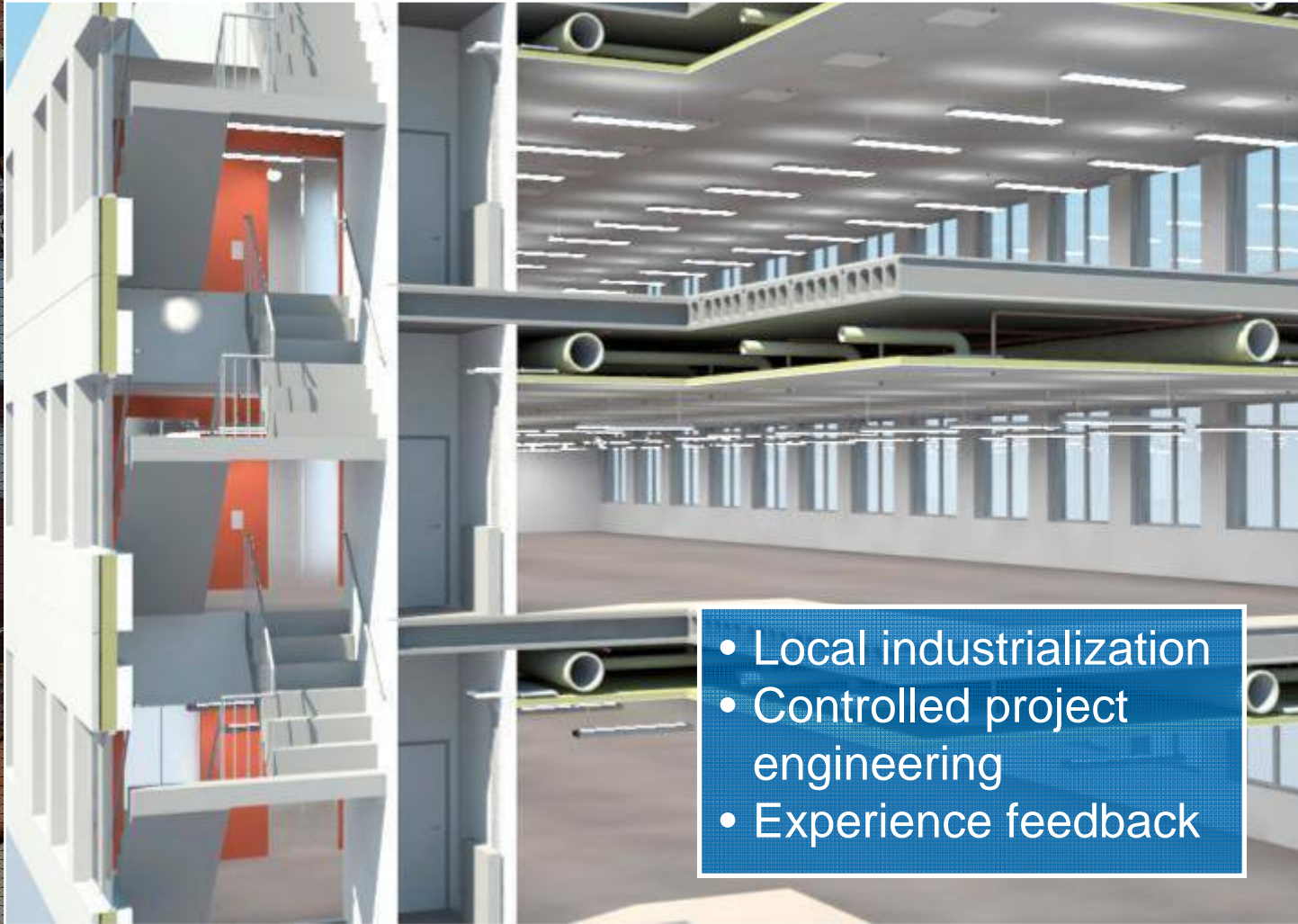
# Technical platforms

Vara värderingar    Individer och relationer

NCC Project planing

Leadership

Environment & Energy



- Local industrialization
- Controlled project engineering
- Experience feedback

NCC Project planing

Vara värderingar    Individier och relationer

Leadership

Environment & Energy

P303

– new, functional and reliable



11 995  
kr/kvm

59  
kWh/kvm & år

4  
månaders  
byggtid

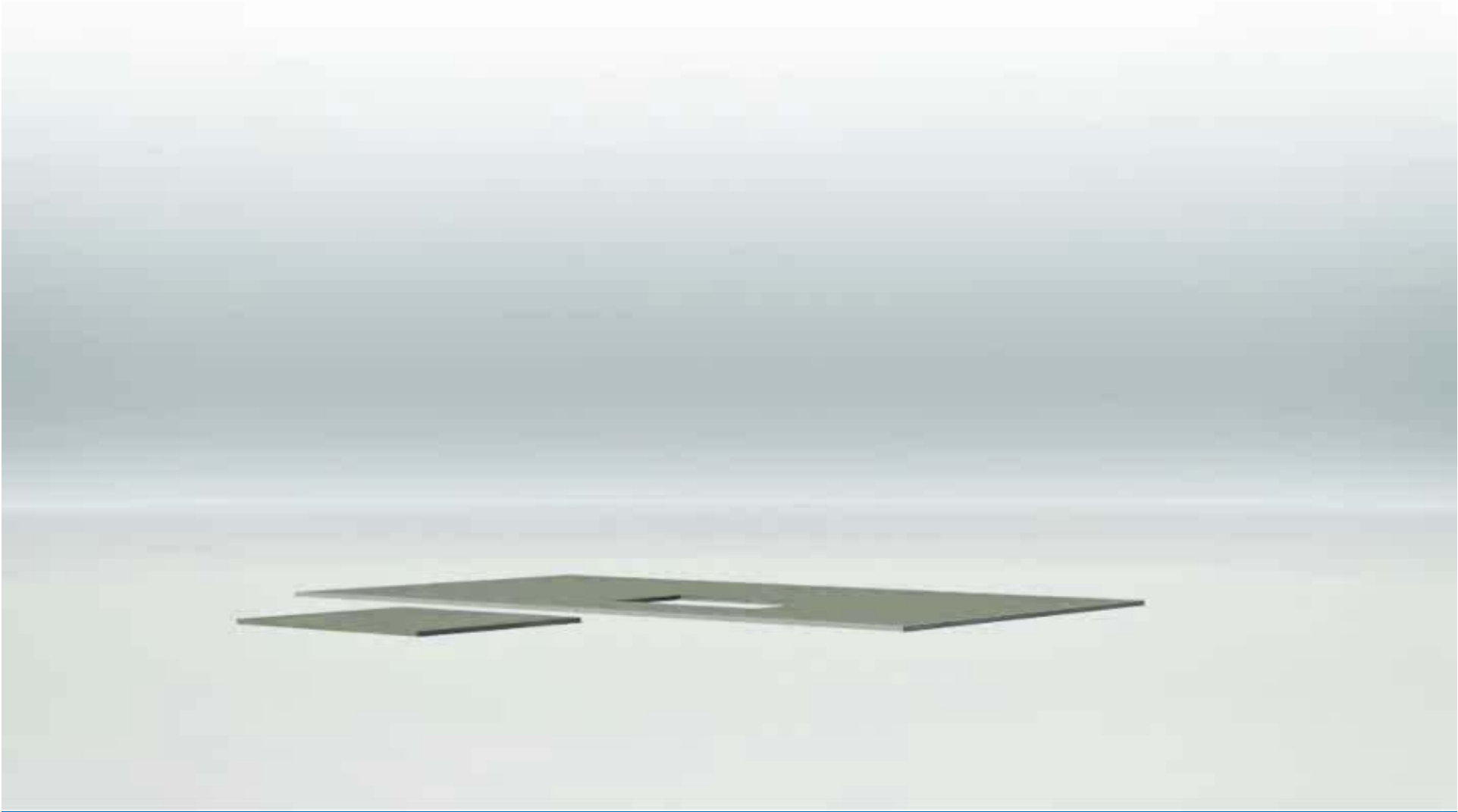
NCC Project planning

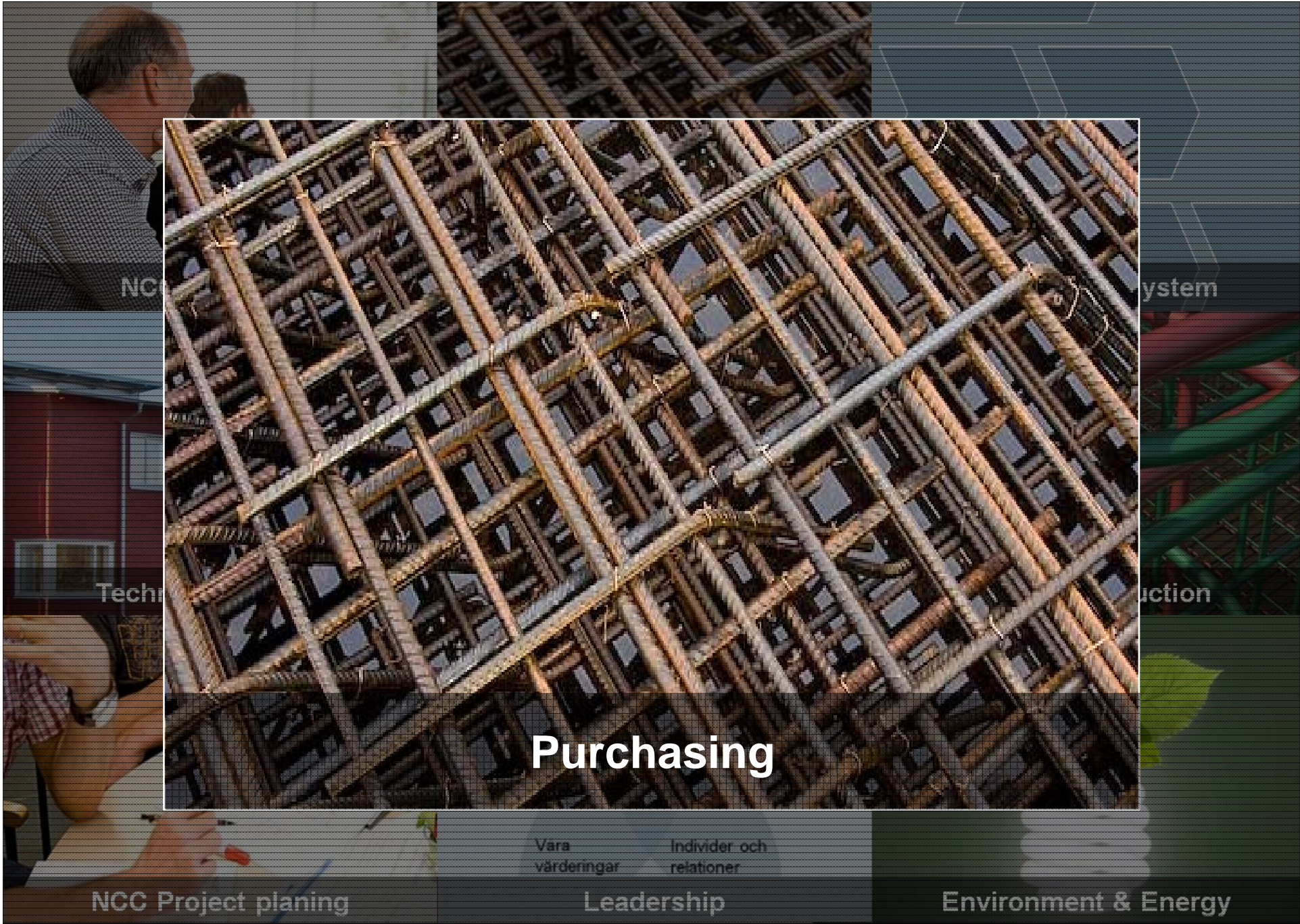
Vara  
värderingar

Individer och  
relationer

Leadership

Environment & Energy





# Purchasing

Vara värderingar

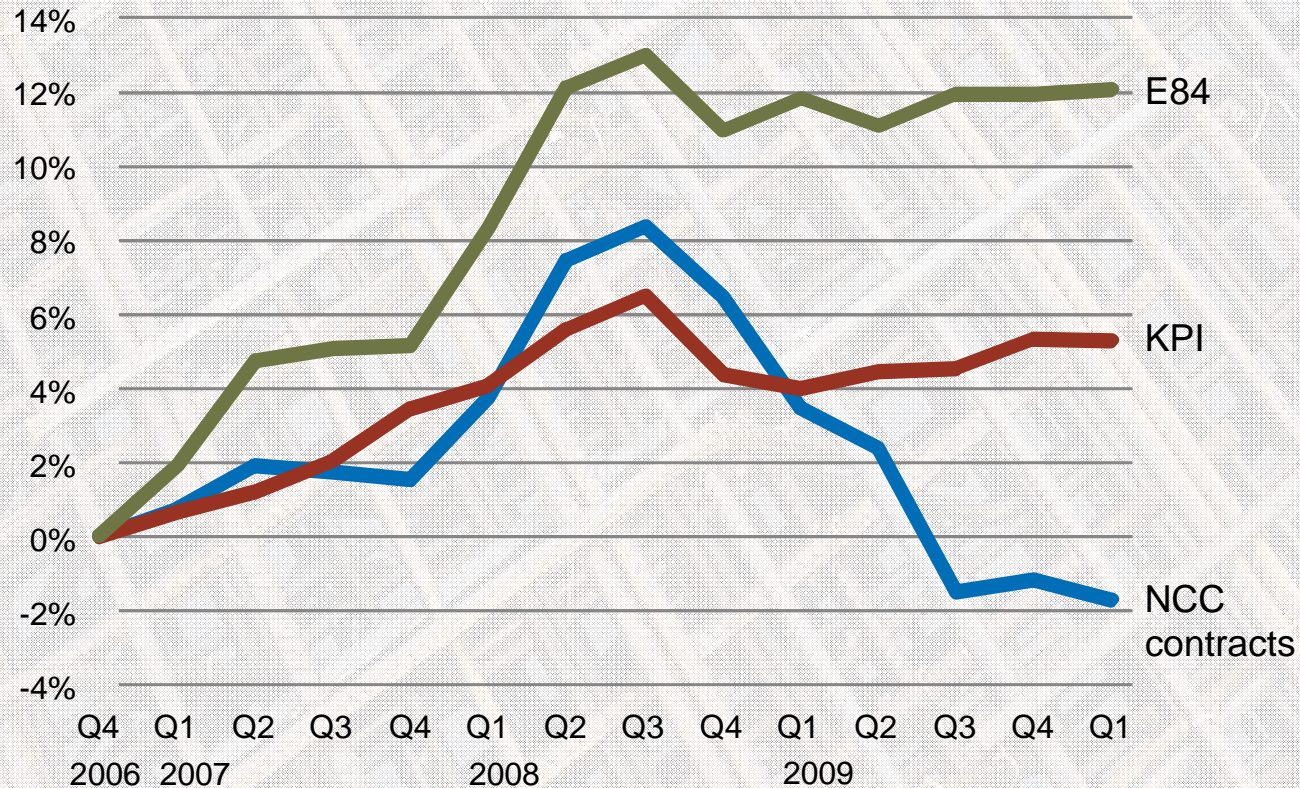
Individer och relationer

NCC Project planing

Leadership

Environment & Energy

## Price trend for NCC contracts



NCC Project planing

Vara värderingar

Individer och relationer

Leadership

Environment & Energy



# Project example

## Clarion Hotel Arlanda



# Project example Kiruna



# Project example

## Housing units in Ursvik



# Project example Highway 50 Mjölby - Motala

- 20-year contract for operation and maintenance
- 14 km 4-lane highway
- 14 km 2+1 road
- 39 overpasses
- 620 m bridge and “Skepparpinan”
- 8 interchanges
- Order value of SEK 1.3 BN



# Project example

## Rågården, healthcare facility, Gothenburg



# Project example

## Norrström tunnel, Stockholm





# The Swedish civil engineering market

# The civil engineering market

– several segments with varying conditions

Infrastructure – public-sector clients

- Roads (incl. bridges, approaches, tunnels)
- Asphalt paving
- Railroads (incl. bridges)

Asphalt paving – private customers

Heavy civil engineering – commercial clients

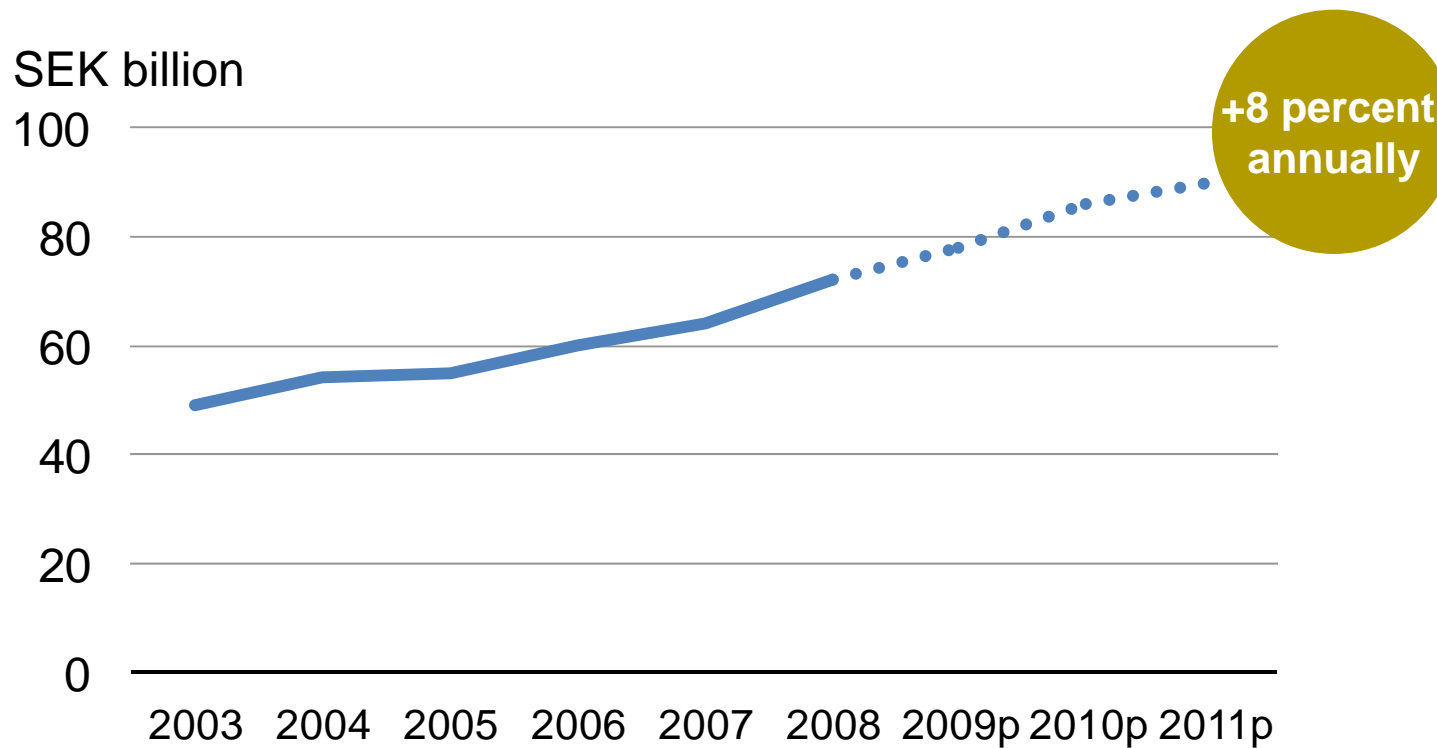
Exploiting, society development

Operations and maintenance – public customers





# The Swedish civil engineering market is increasing

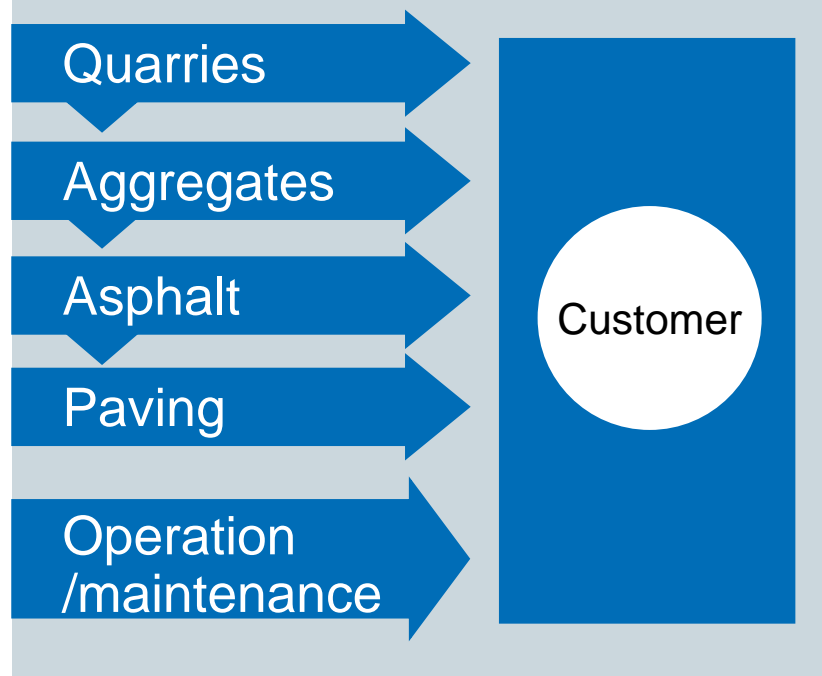


Source: SCB, BI

# Roads and Construction in collaboration based on various business logics

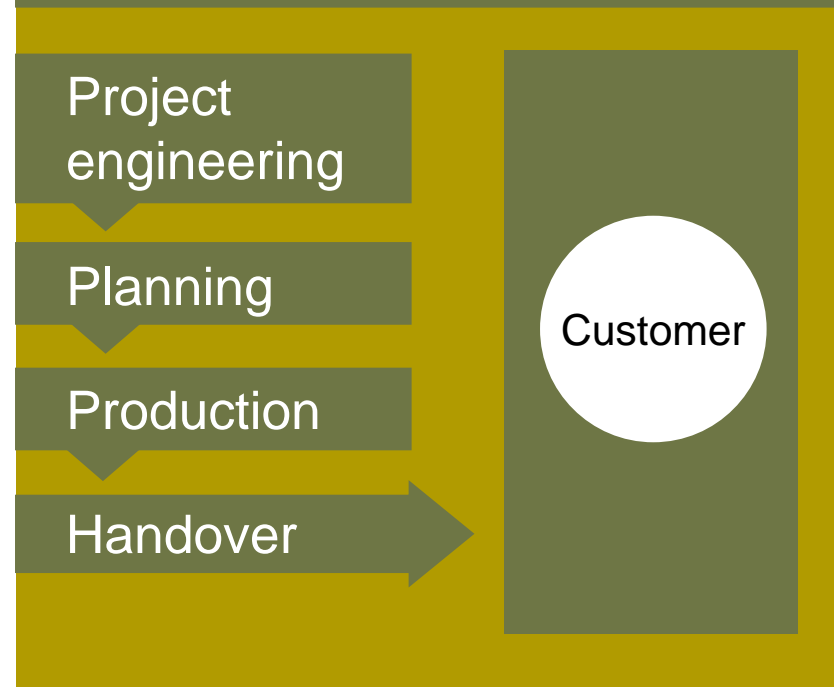
## NCC Roads

- Process industry
- Capital intense



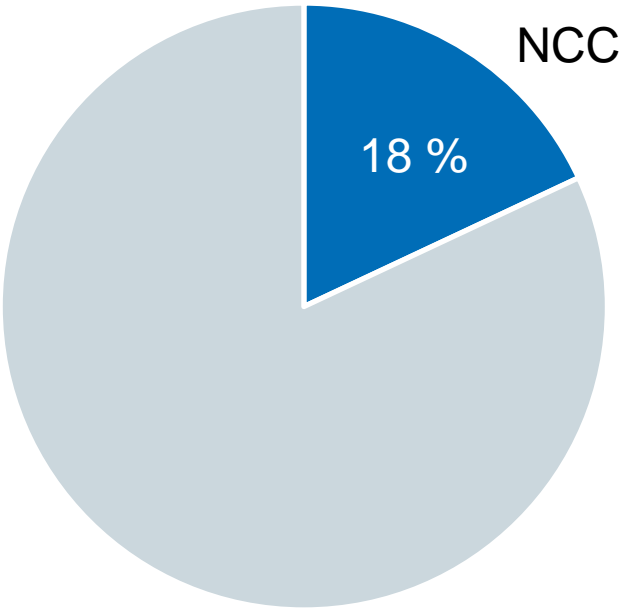
## NCC Construction

- Project operation
- Low amount of tied-up capital
- Strong cash flow

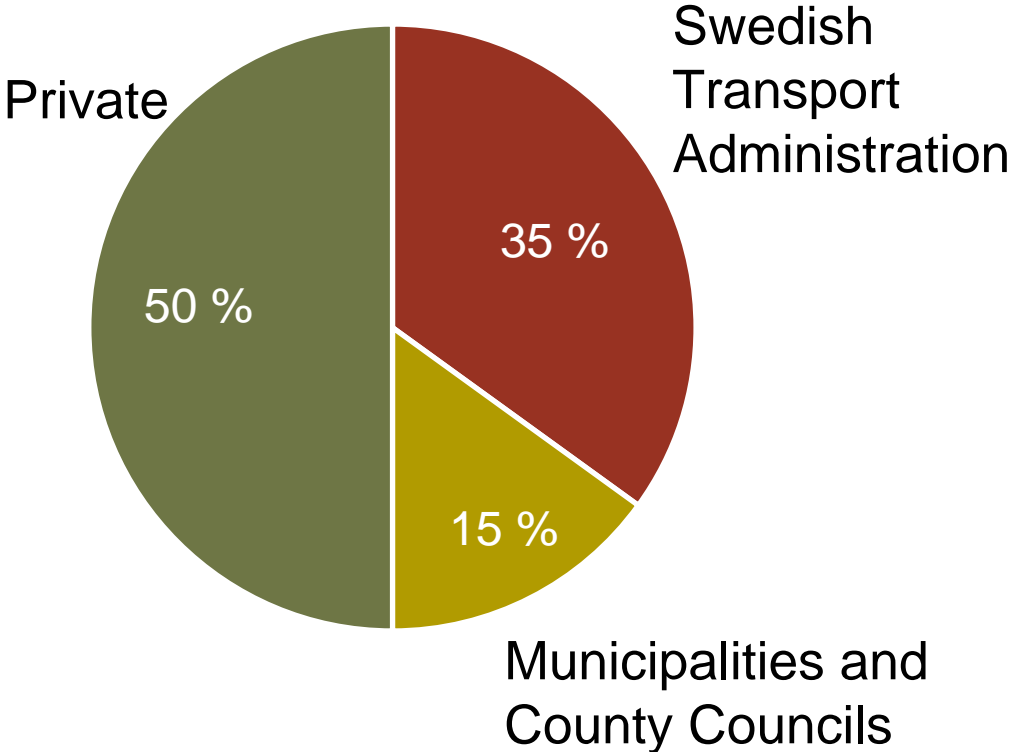


# Swedish civil engineering market

**NCC's market share**



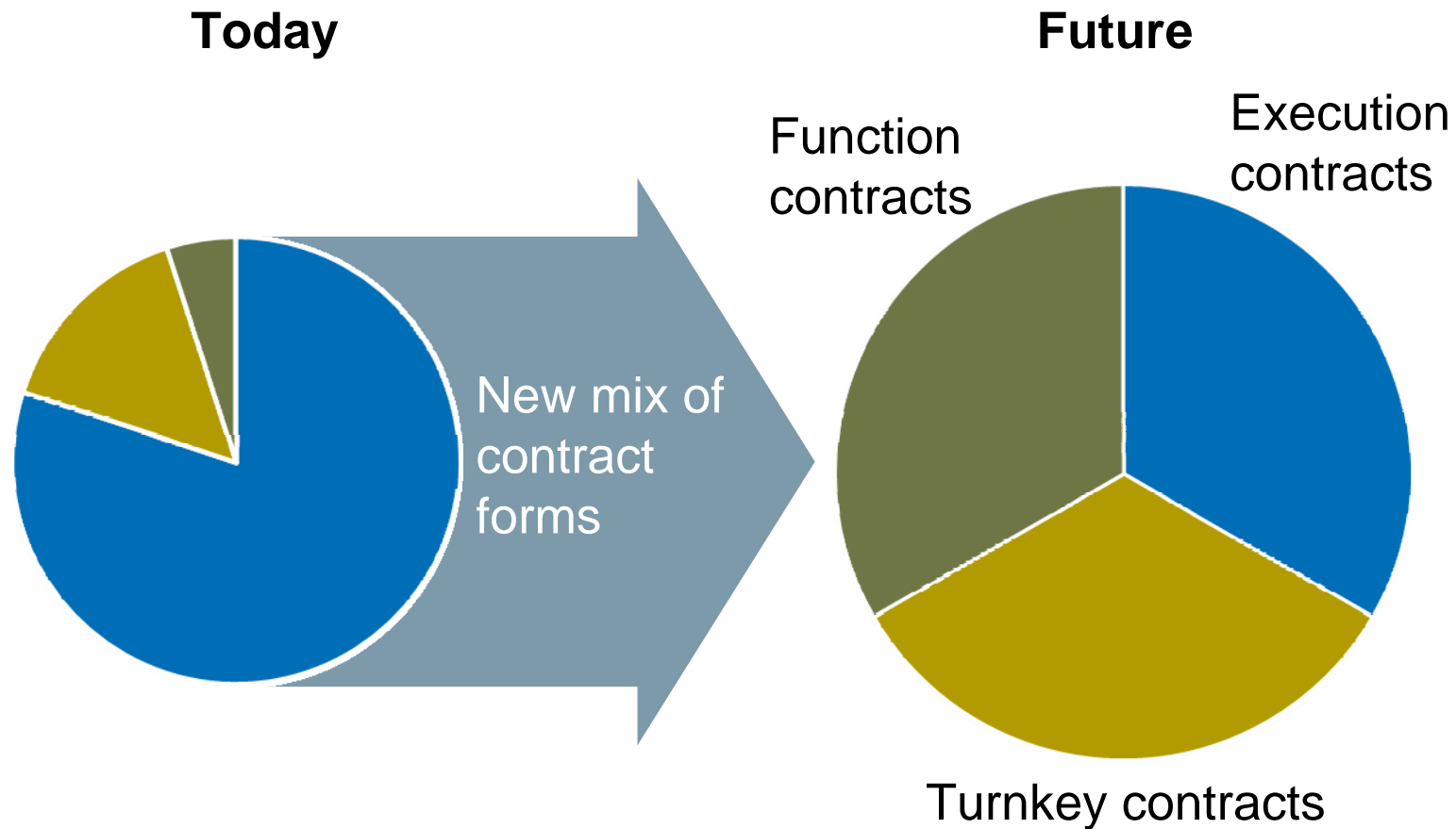
**Customer distribution**



Source: BI, NCC

# Swedish Transport Administration = Swedish Road Administration + Swedish Rail Administration

Centralized procurement



# NCC Infra – meets Swedish Transport Administration

- Nationwide specialist unit
- Continuity generates sharper expertise in tendering and production
- Competency for an increased share of turnkey and function contracts



# Increased competitiveness

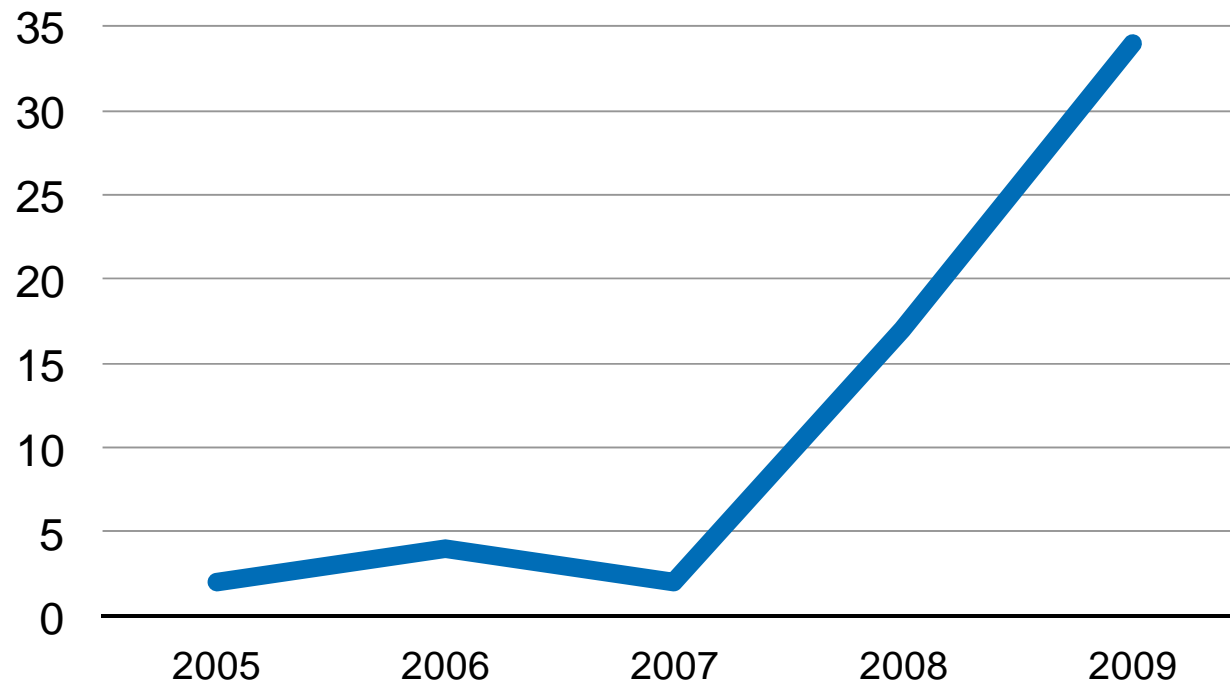
- Cooperation
- Processes
- Economies of scale



Lower  
costs

# Increased partnering share in infrastructure projects

Partnering share, percent



Worked-up volume

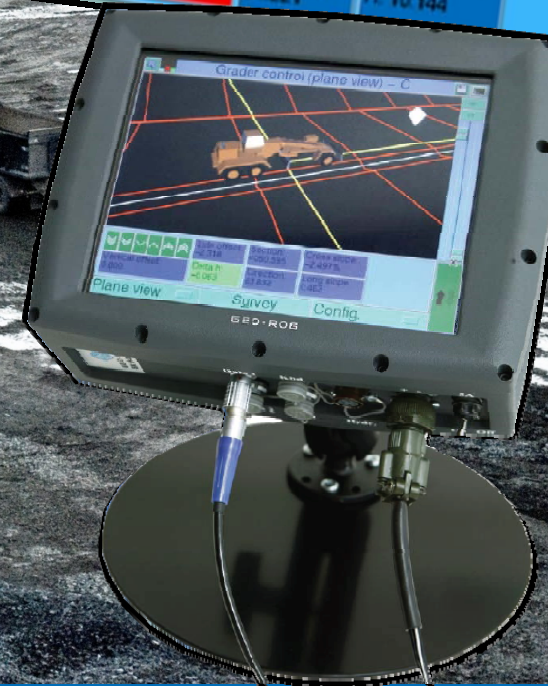
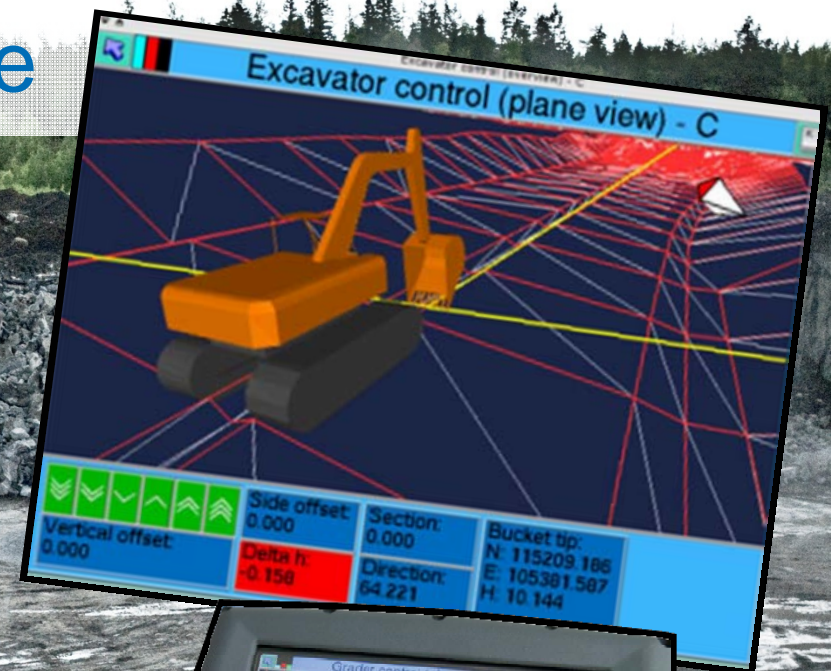






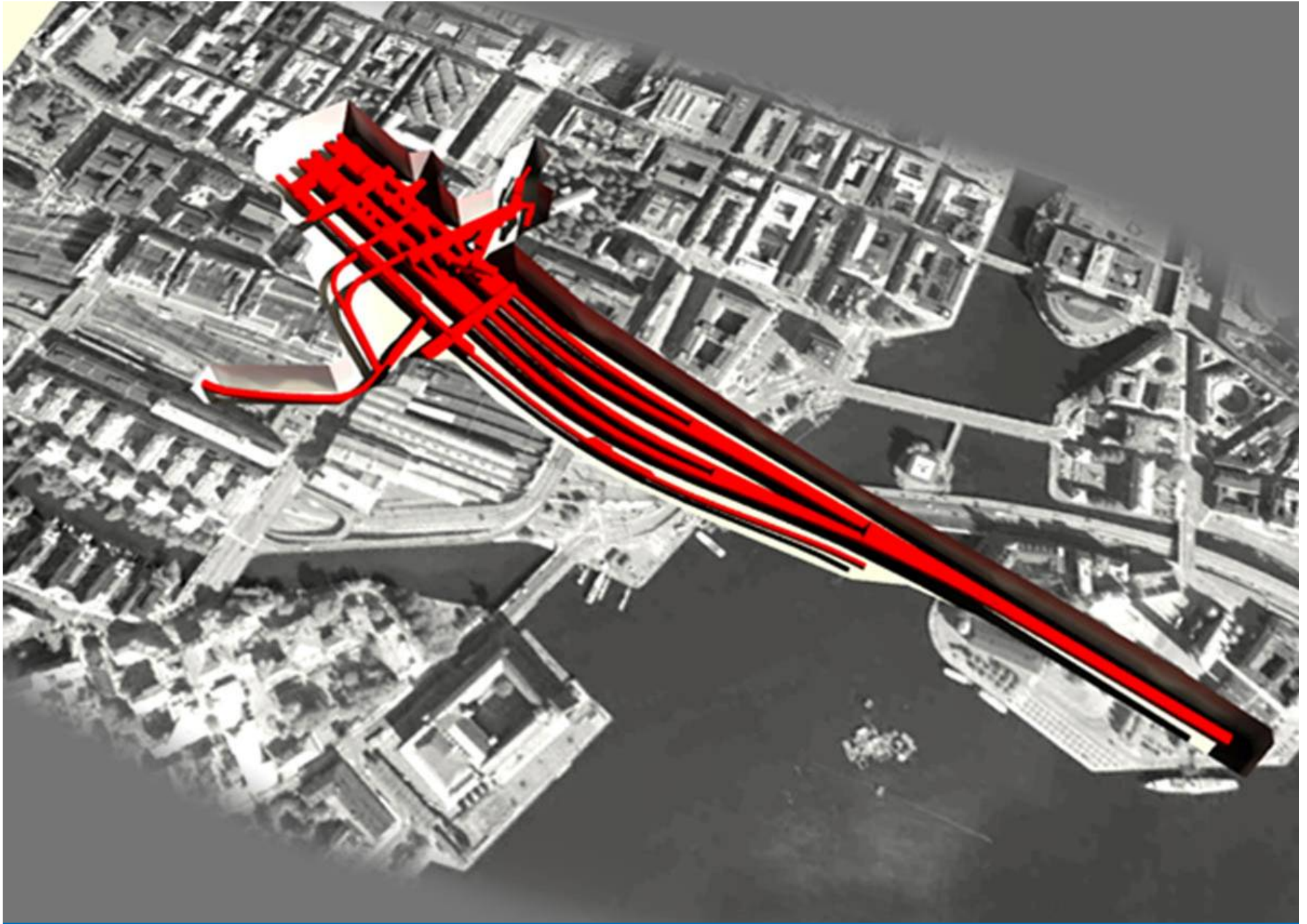
# Most modern IT assistance

- Advanced IT support for project engineering, planning and follow-ups
- 3D and GPS for more efficient equipment utilization
- Geodesi competency center

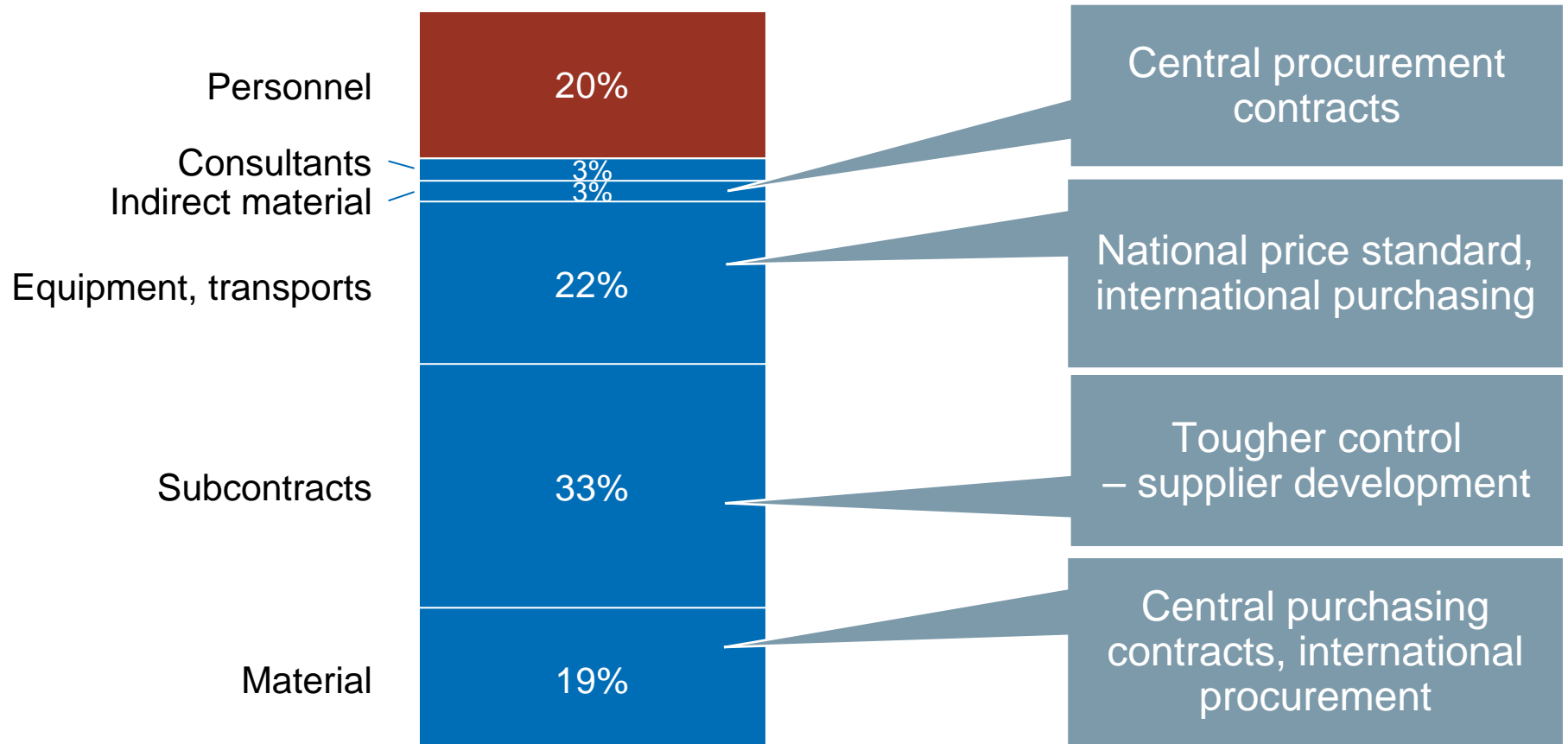




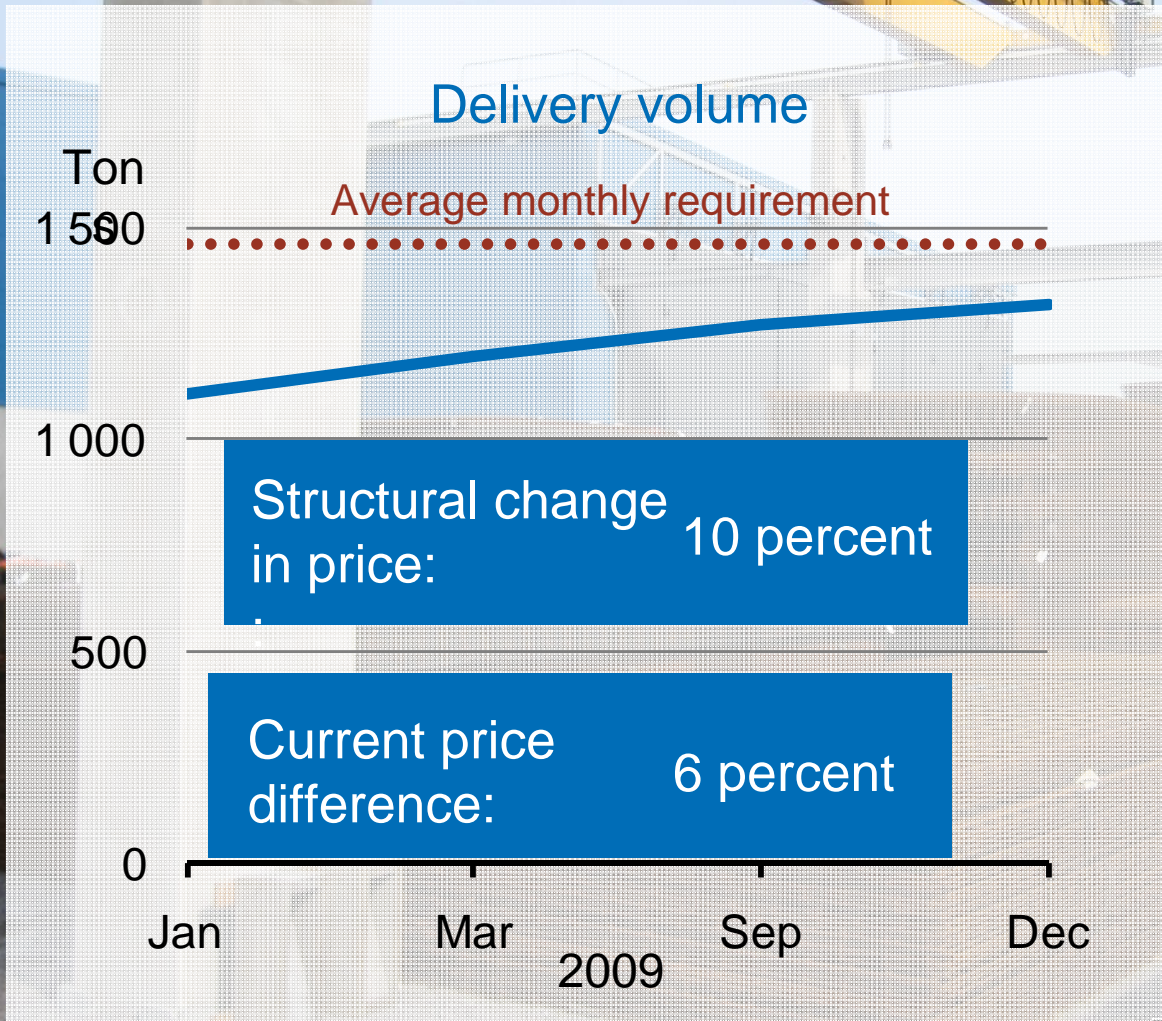




# Civil engineering costs – 80 percent procurement



# Reinforcement plant – increased deliveries



# NCC's civil engineering operations in Sweden

Market is  
growing – strong  
position

Profitability ahead  
of volume – distinct  
risk management

Programs to  
increase  
competitiveness

