



MANSCOPIC

NCC Construction Norway

Peter Gjørup
Business Area President



Business areas

NCC
CONSTRUCTION

NCC
ROADS

NCC
HOUSING

NCC
PROPERTY
DEVELOPMENT

NCC Construction
Sweden

NCC Construction
Denmark

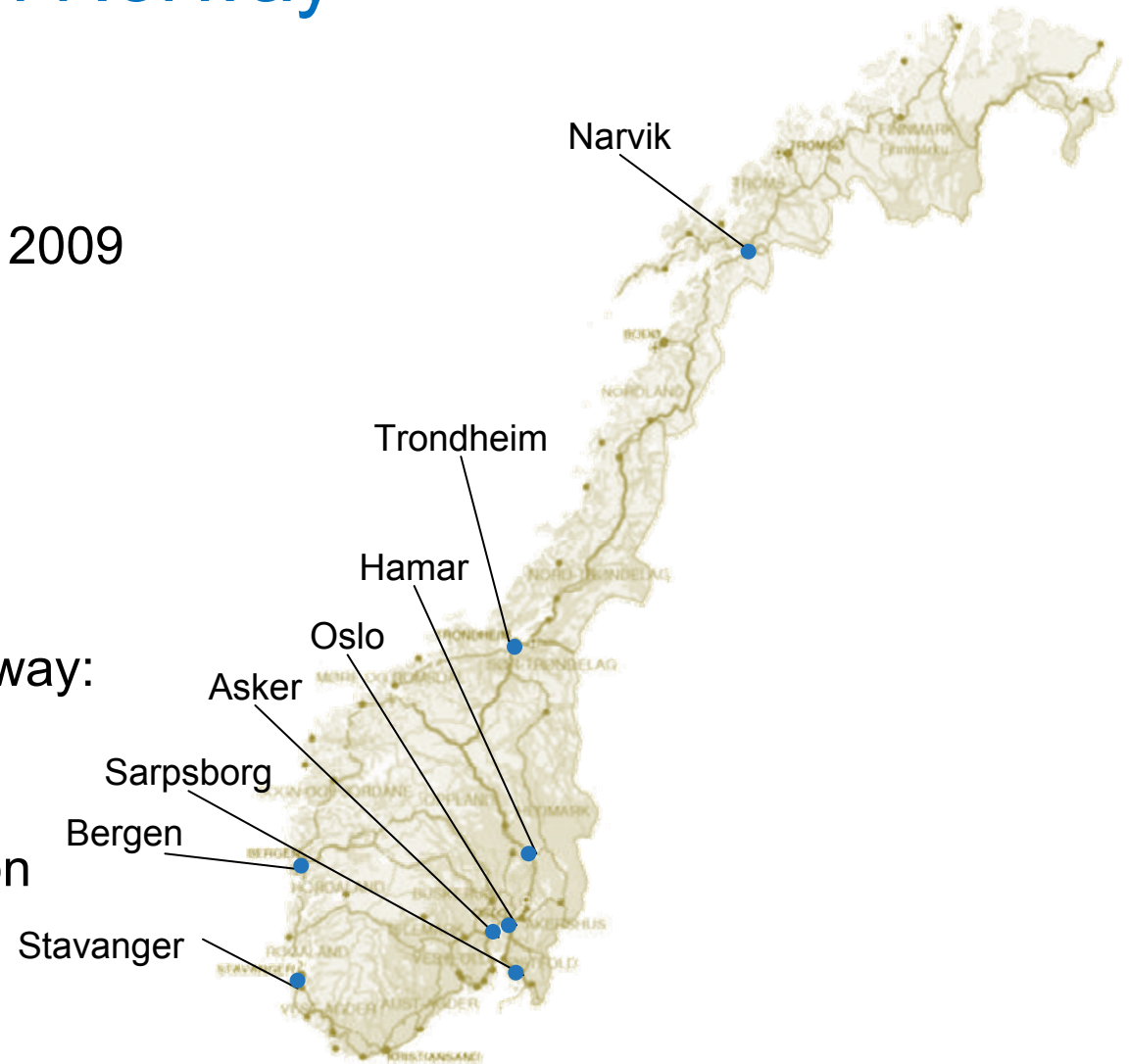
NCC Construction
Finland

NCC Construction
Norway

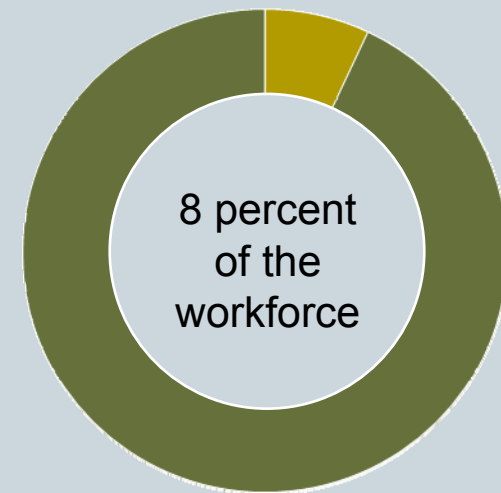
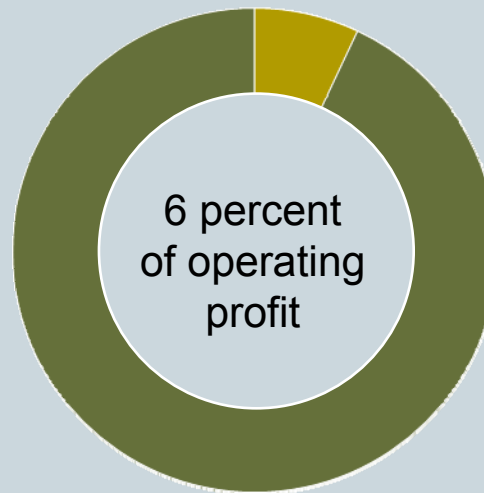
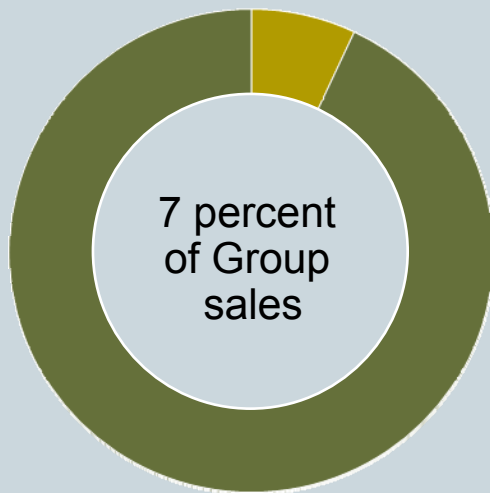


NCC Construction Norway

- Sales of SEK 4.1 billion in 2009
- Builds offices, commercial buildings, housing units, infrastructure and civil engineering
- 1,200 employees
- Total sales of NCC in Norway: SEK 5.9 billion
- Two construction regions, one civil engineering region
- Subsidiaries



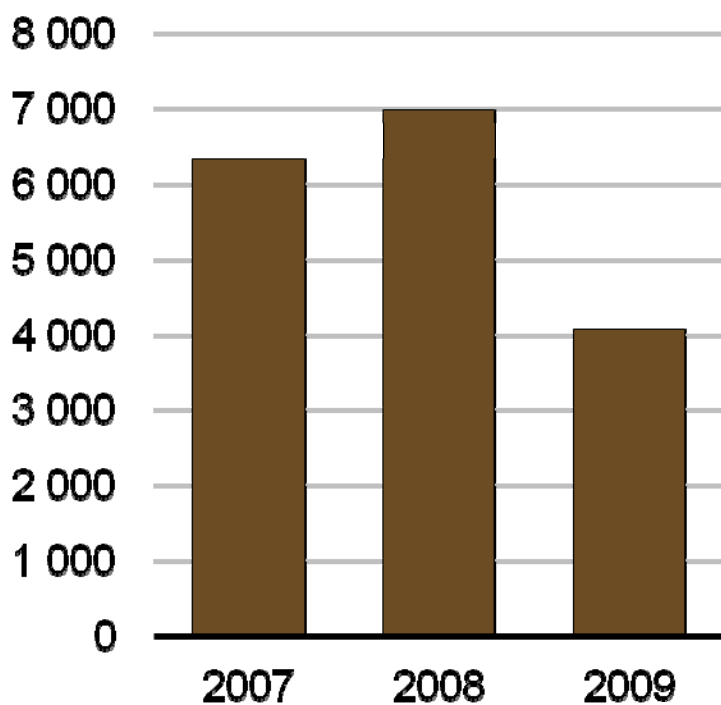
Share of NCC total NCC Construction Norway



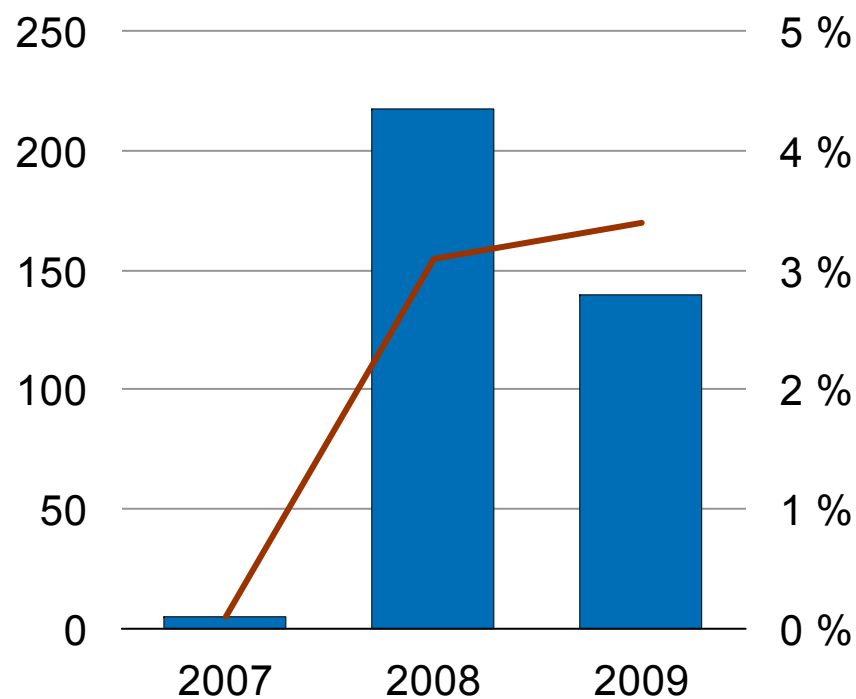
Share of net sales for 2009, adjusted for new accounting policy according to IFRIC 15

NCC Construction Norway Sales and profit

Net sales, SEK M

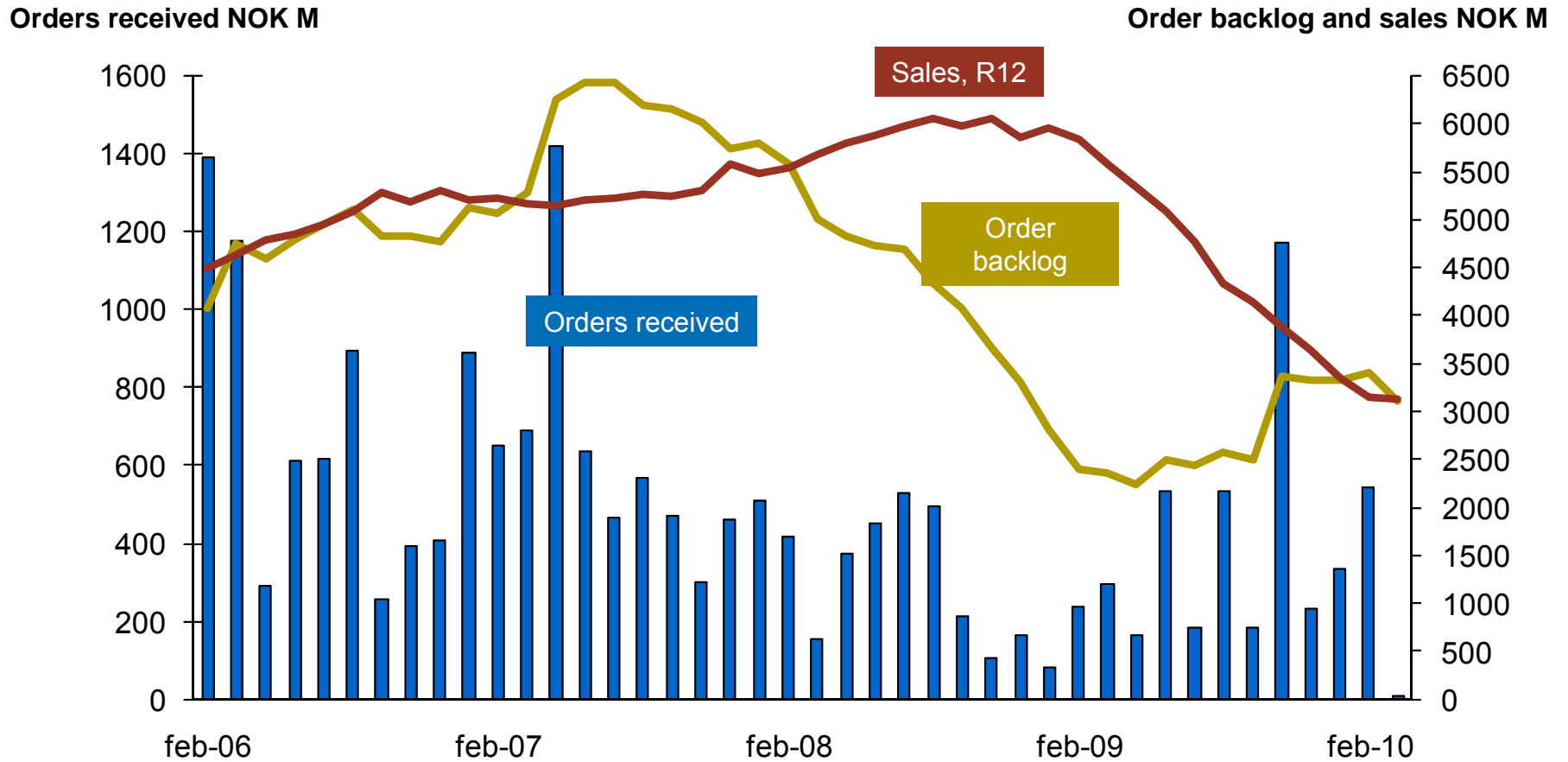


Operating profit, SEK M Operating margin



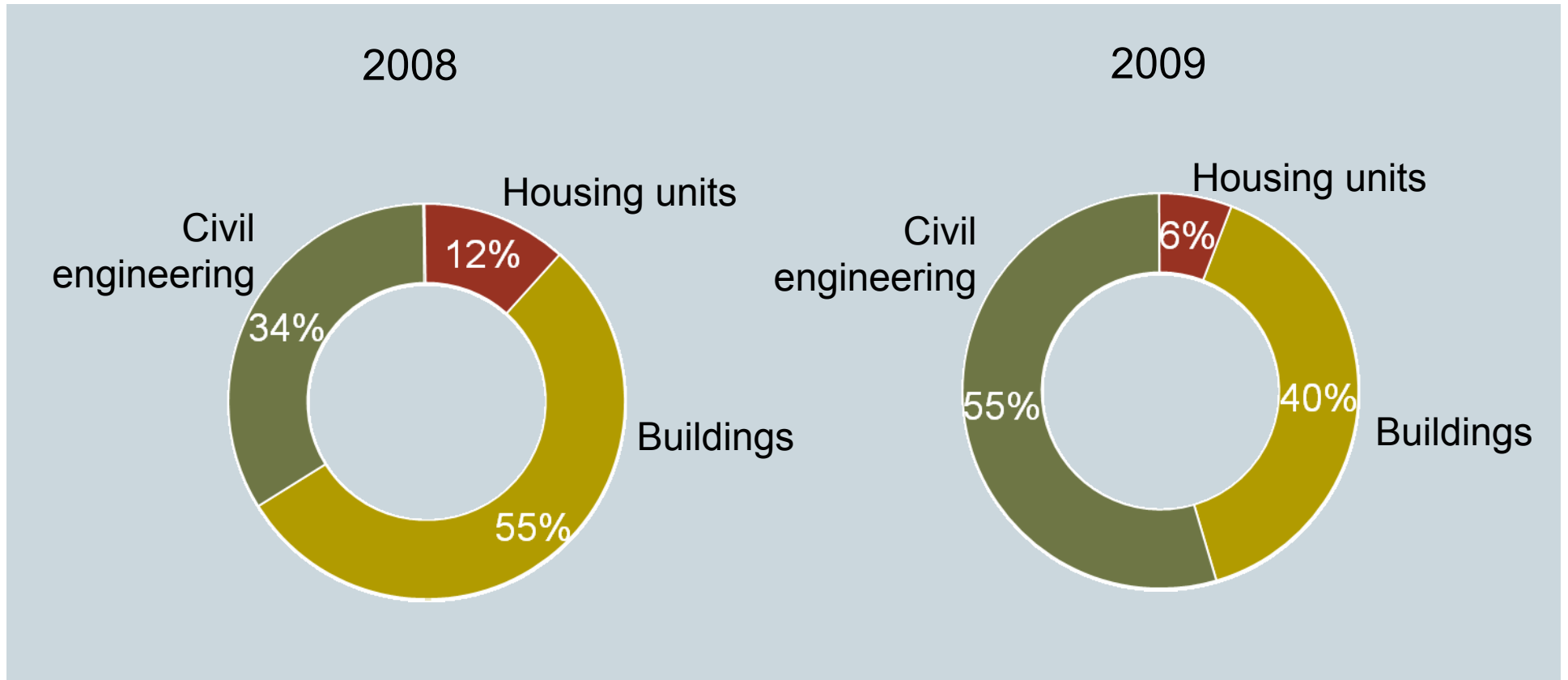
2007/2008 excluding Housing

Trend in sales and order backlog

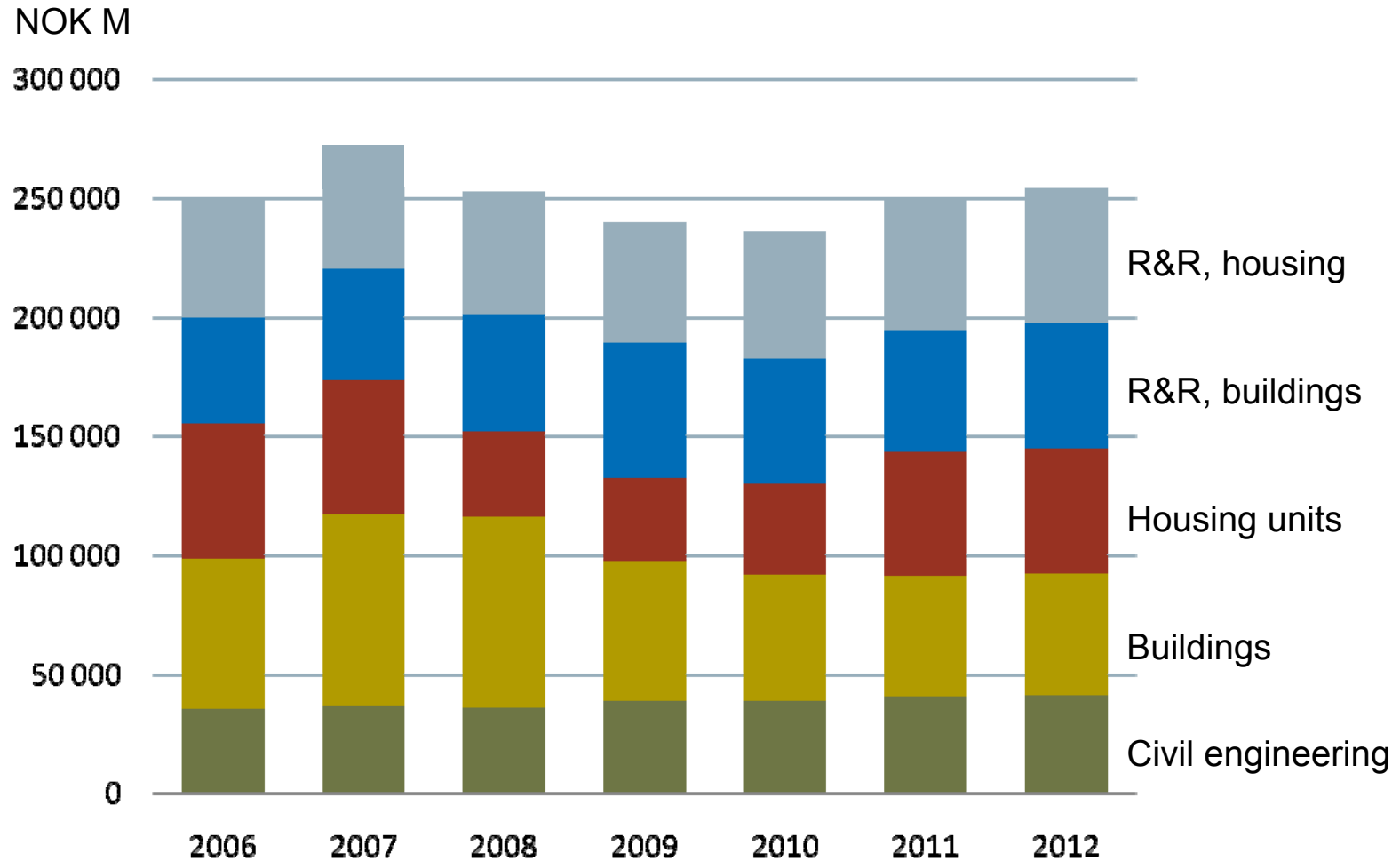


Product mix

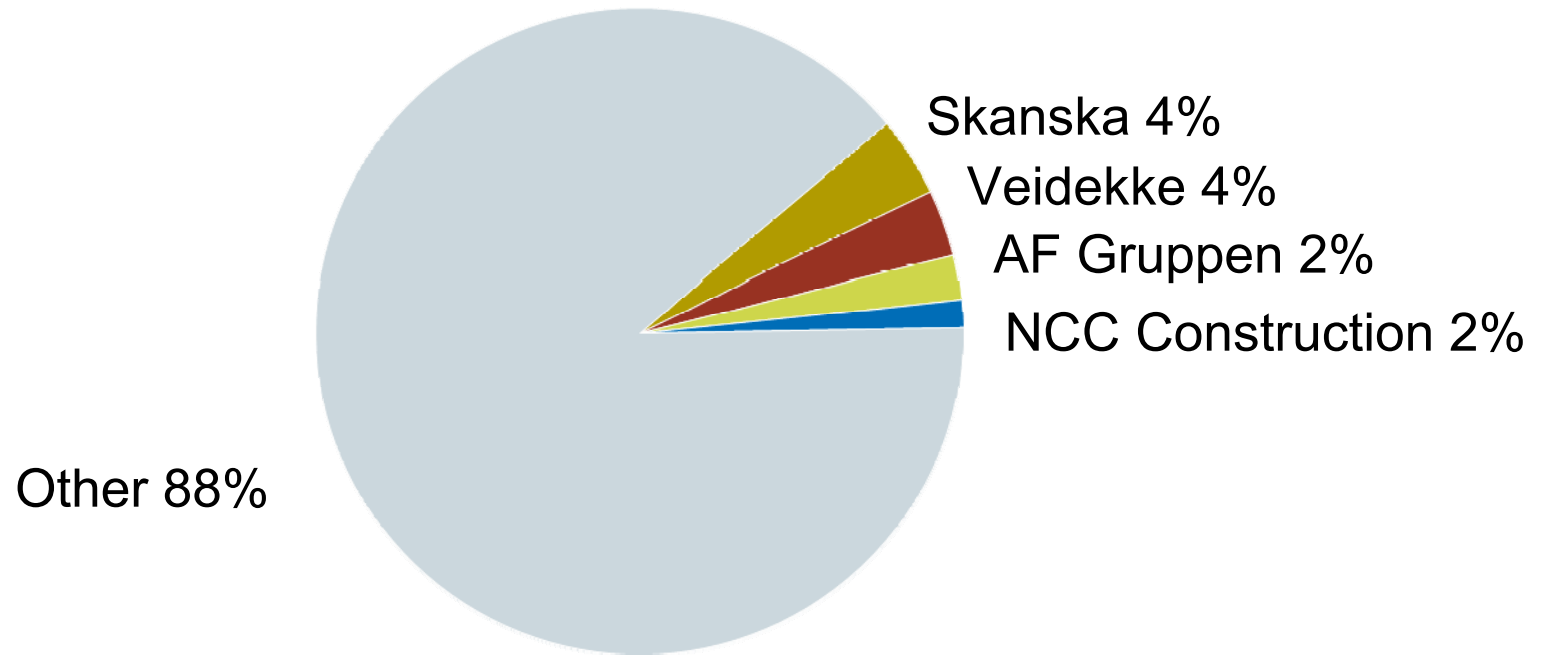
Share of net sales



Construction and civil engineering market in Norway



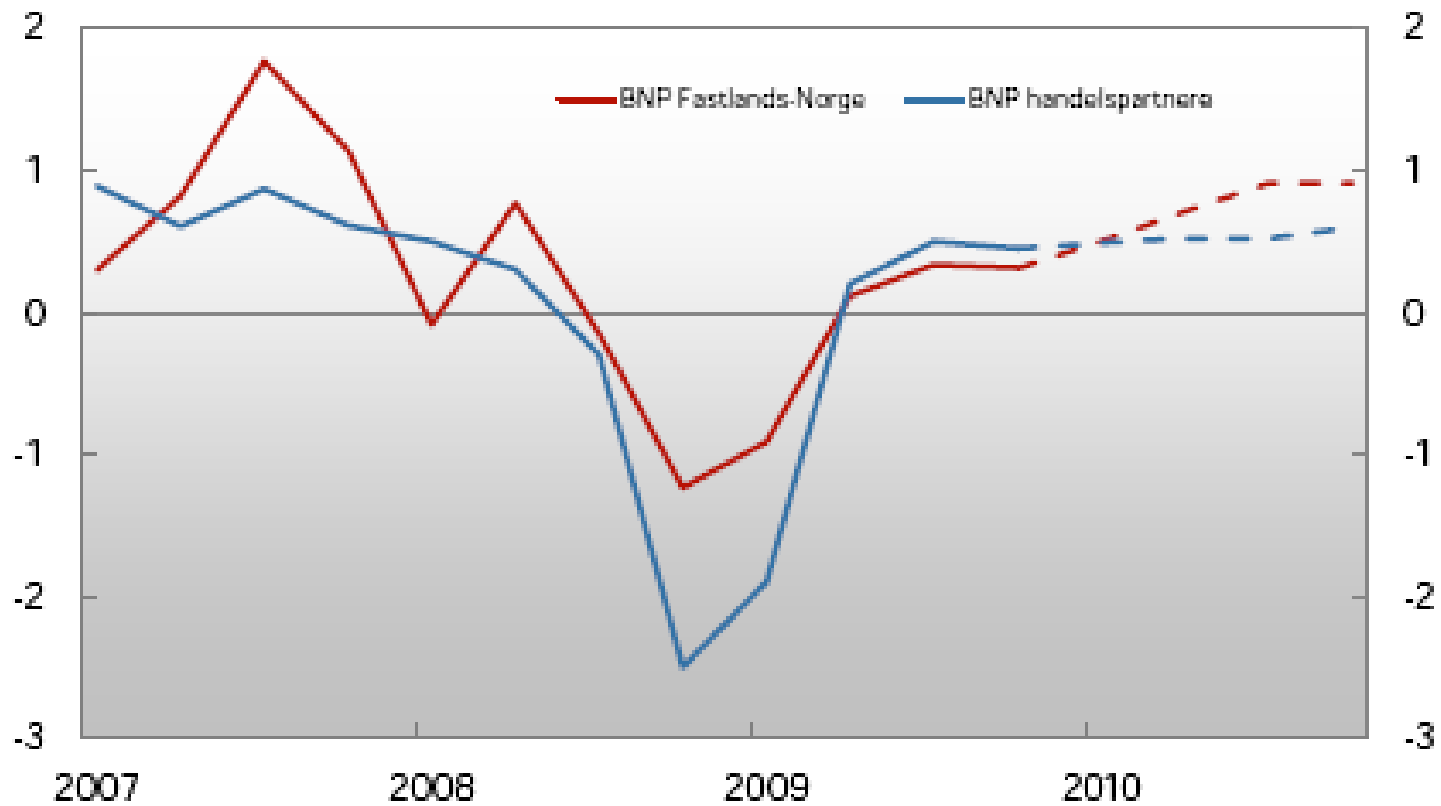
Fragmented Norwegian market



Total market 2009 ~ NOK 240 billion.

GDP growth

Sesongjustert. Prosent. 1. kv. 2007 – 4. kv. 2010¹⁾

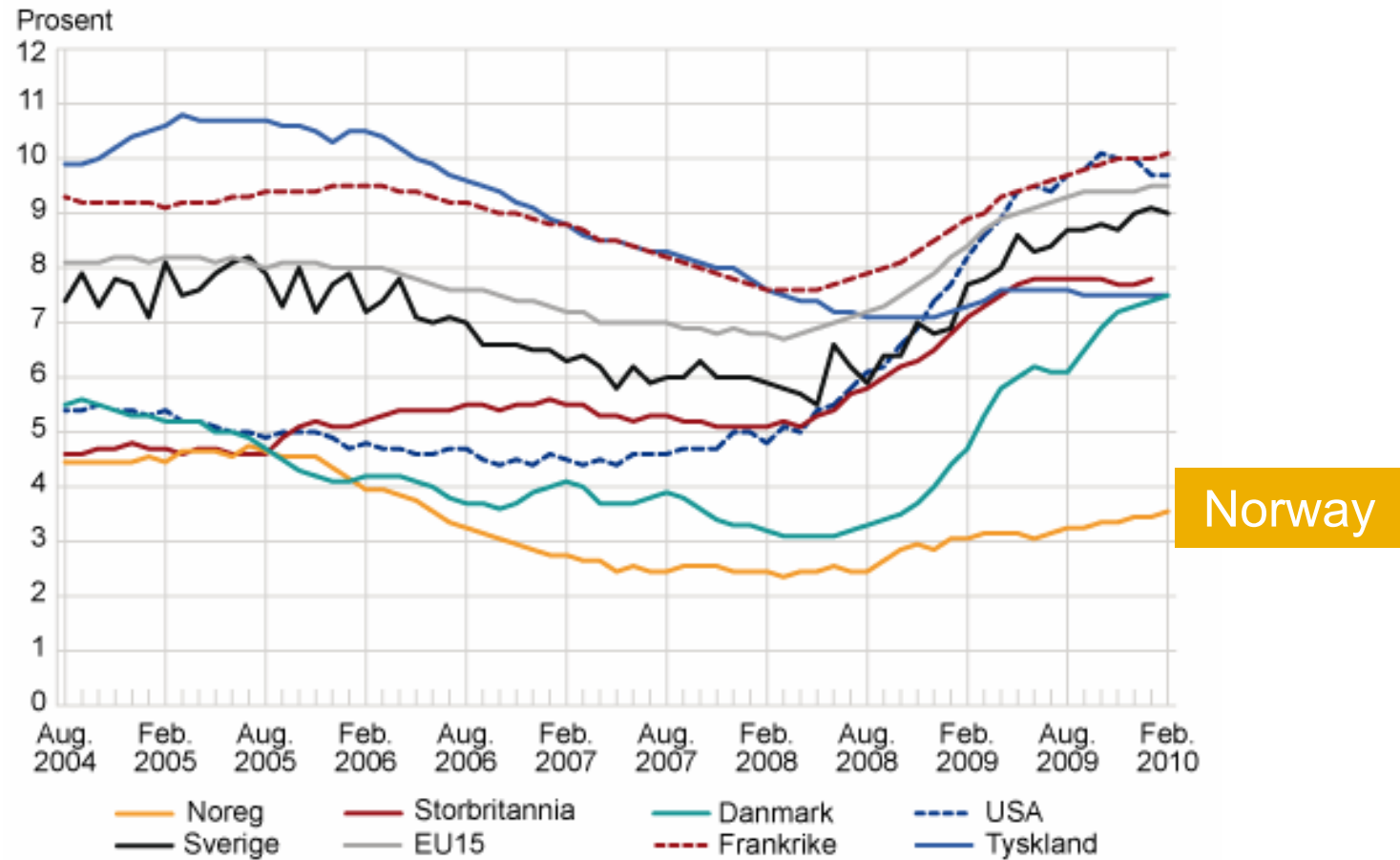


1) Anslag fra 1. kv. 2010

Kilder: Statistisk sentralbyrå, OECD, Thomson Reuters og Norges Bank

Low unemployment in Norway

Sesongjustert arbeidsløse i utvalde land. 2004-2010. I prosent av arbeidsstyrken



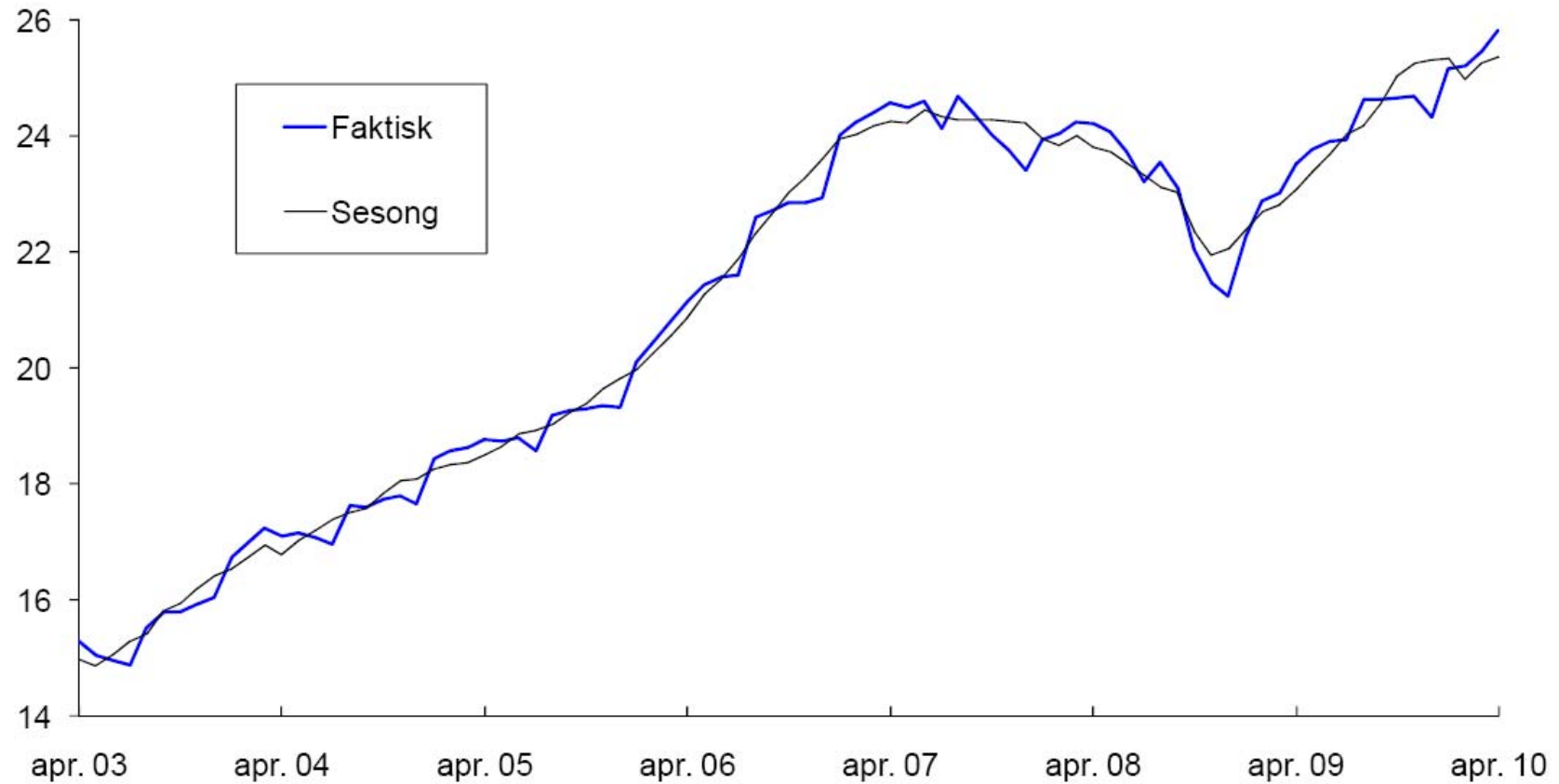
Kjelde: Statistisk sentralbyrå og Eurostat (<http://epp.eurostat.ec.europa.eu>).

2010 © Statistisk sentralbyrå

Rising housing prices

Average price per m², all housing units

NOK 000s



Kilde: NEF, EFF, Finn.no og Econ Pöyry

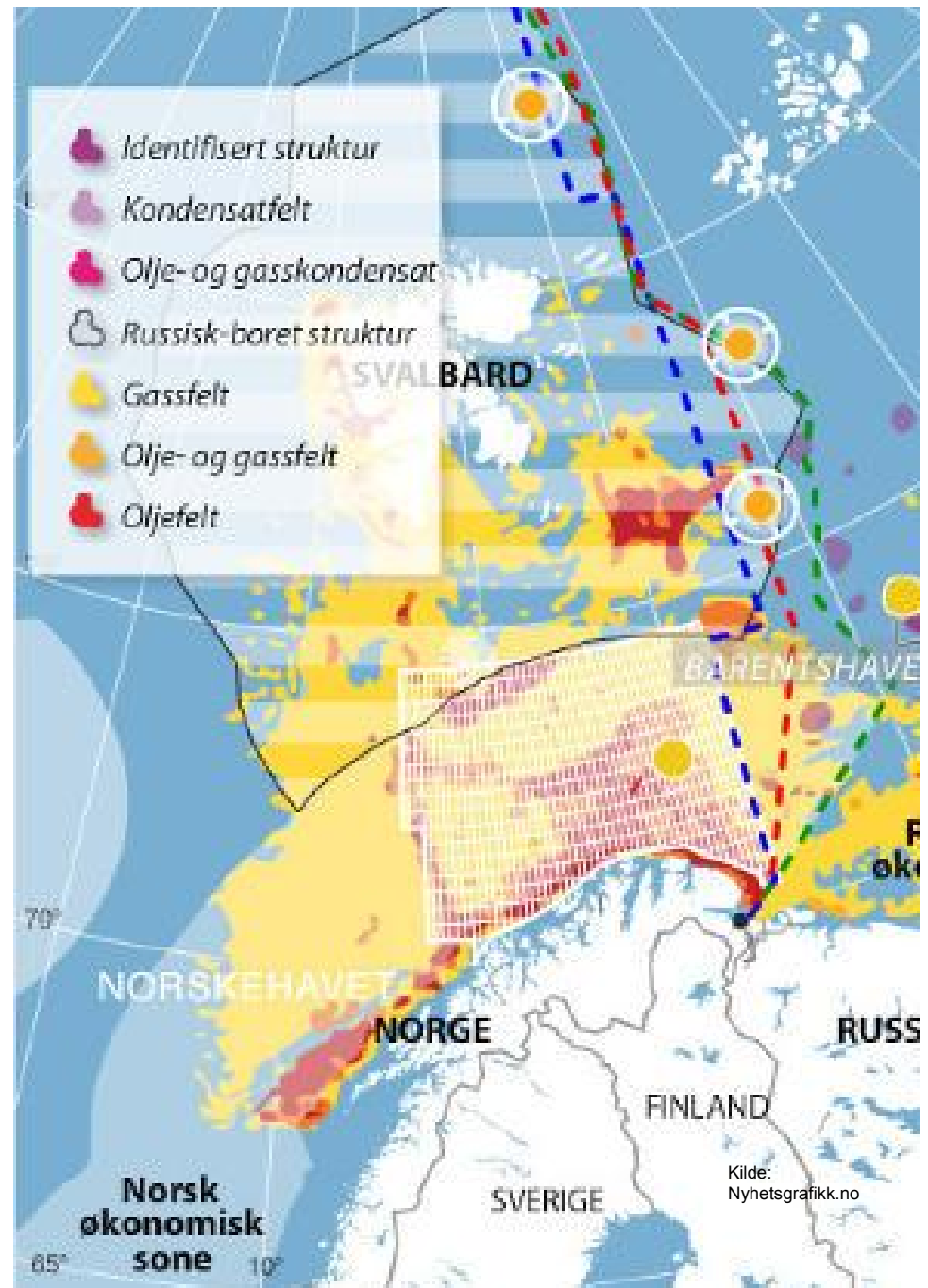
State of the Nation

Maintenance development of NOK 800 billion

	Karakter	Tendens	Fremtidssikring
Kommunale bygg	3	→	↓
Helsebygg	3	↓	↓
Jernbane	2	↗	↓
Lufthavner	4	→	↗
Kommunale veier	3	↓	↓
Riksveier/fylkesveier	3	↗	↓
Vannforsyningsanlegg	3	→	↓
Avløpsanlegg	2	↓	↓
Avfall	4	↗	→
Energiproduksjon	4	↗	↓
Energidistribusjon	4	→	↓

“Norway’s new treasury”

- Agreement with Russia April 27, 2010!
- Sensitive area
- Creating conditions for future development in the region



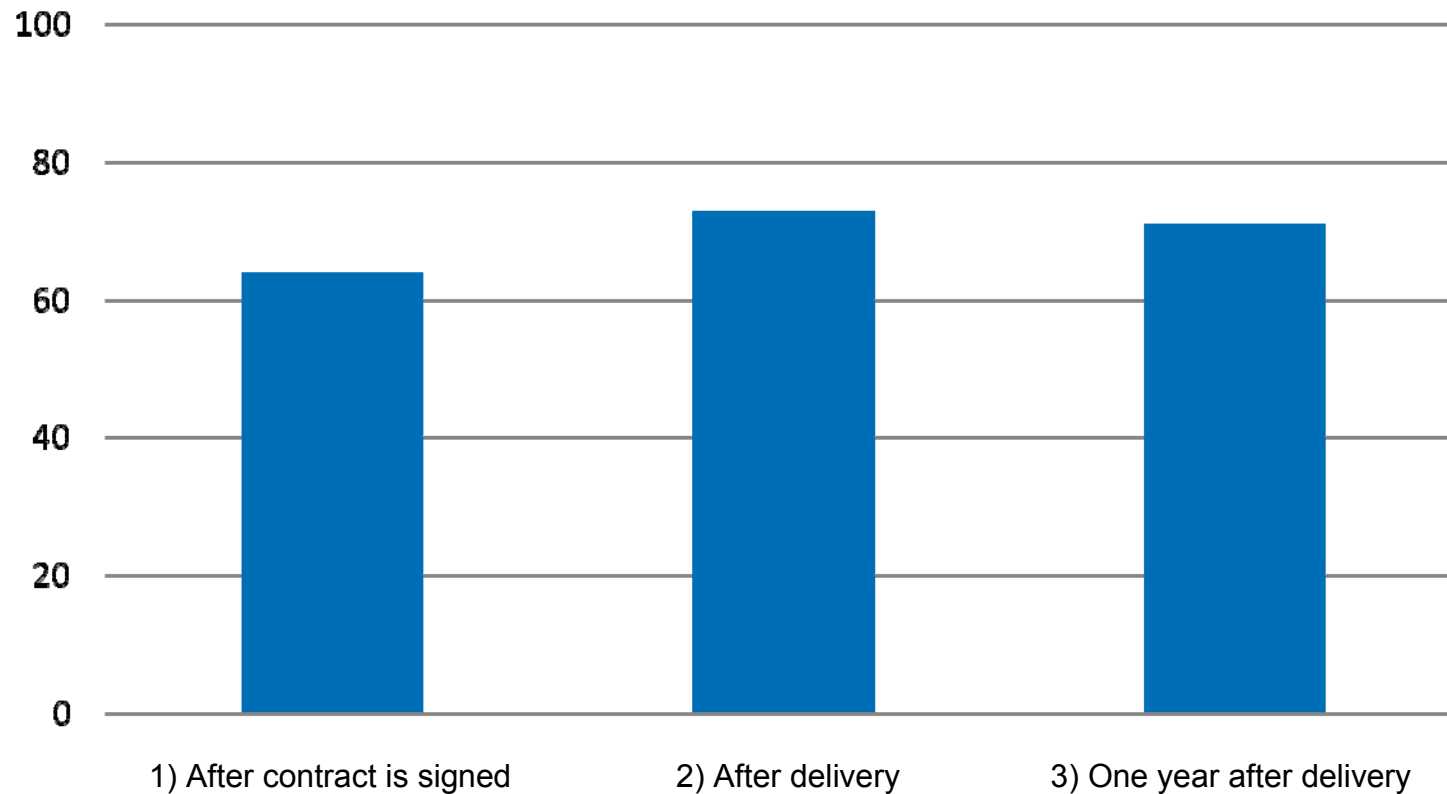
Strategy

- Customers
 - Recurring customers
 - Public-sector customers
 - Environment – a megatrend
- Costs
 - Control → audit
 - Purchasing portal
 - Virtual construction/BIM
- Competency
 - Right person at the right place
 - SHA – safety, work and work environment
 - Values

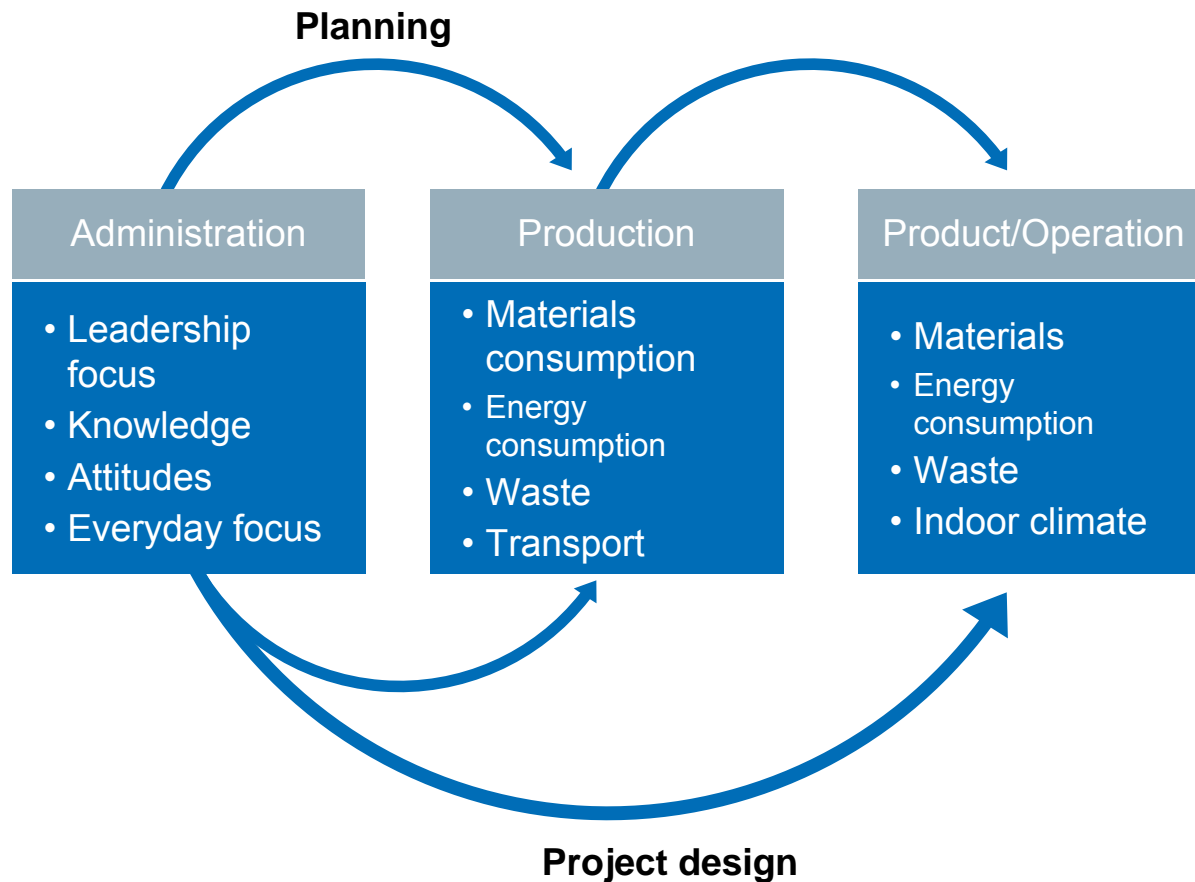


Measurement of customer satisfaction in all projects

Customer satisfaction



Environment throughout the value chain



500 environmentally trained administrators

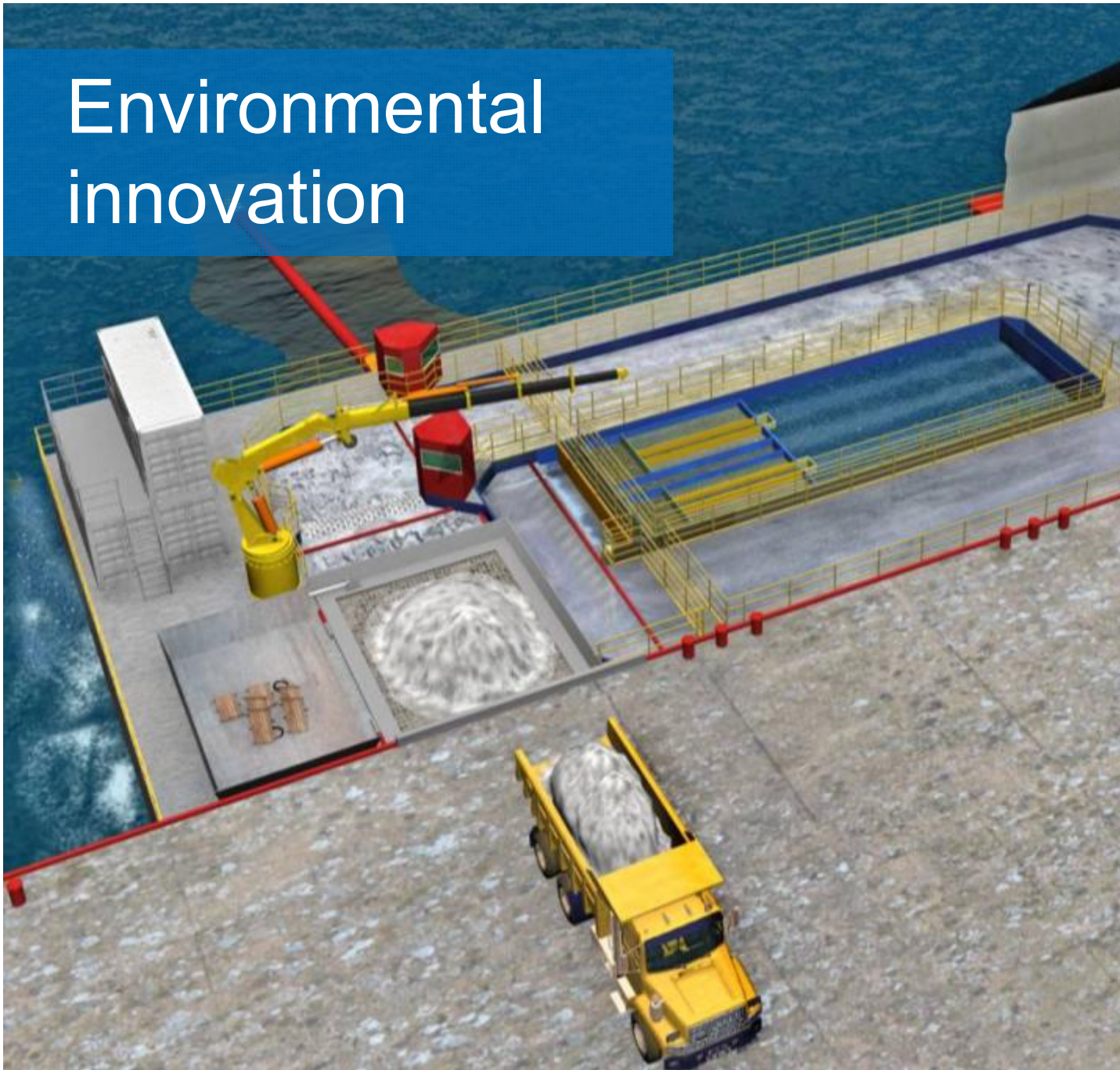


98% recycling



90 kWh/m2

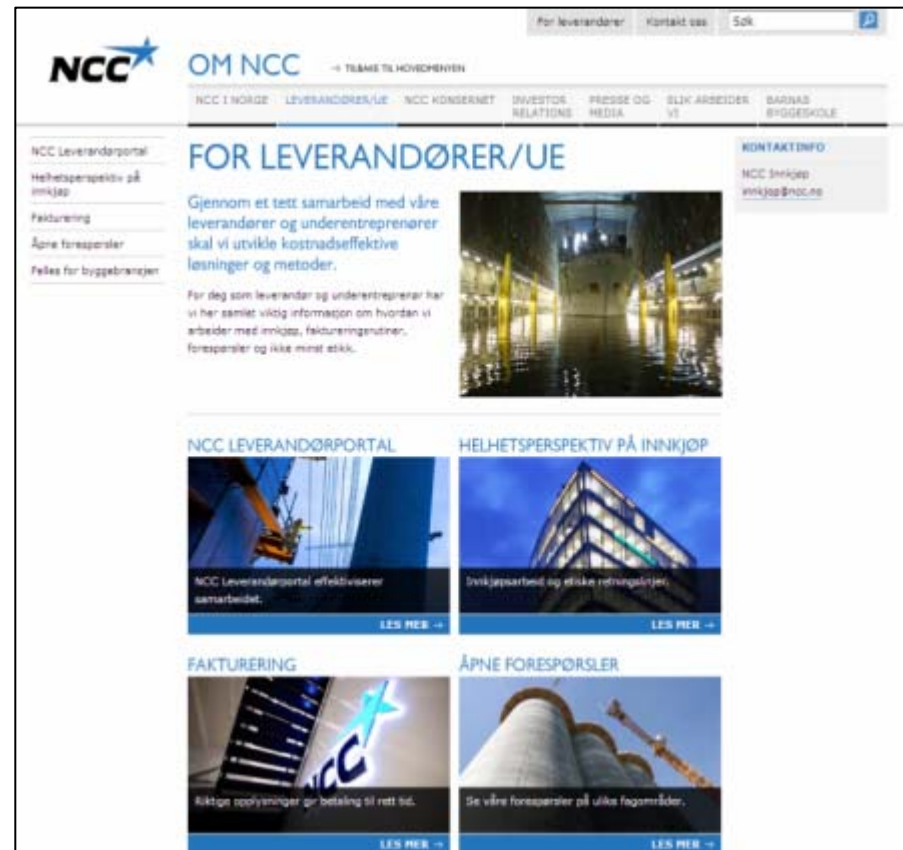
Environmental innovation



Purchasing portal/Supplier portal

Synergism and economies of scale

- Industry leader
- Nordic supplier register
- Experience exchange

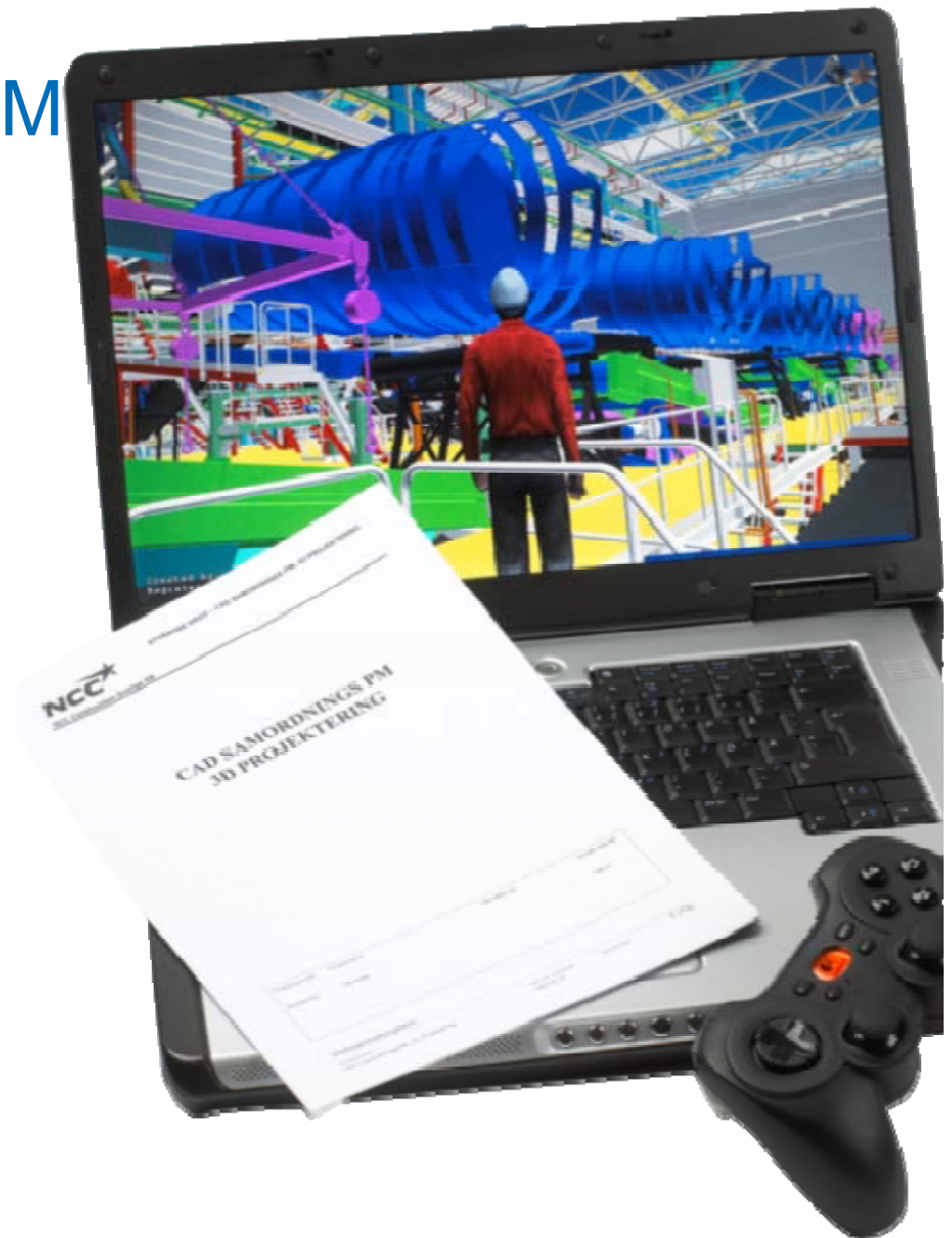


From May 2010

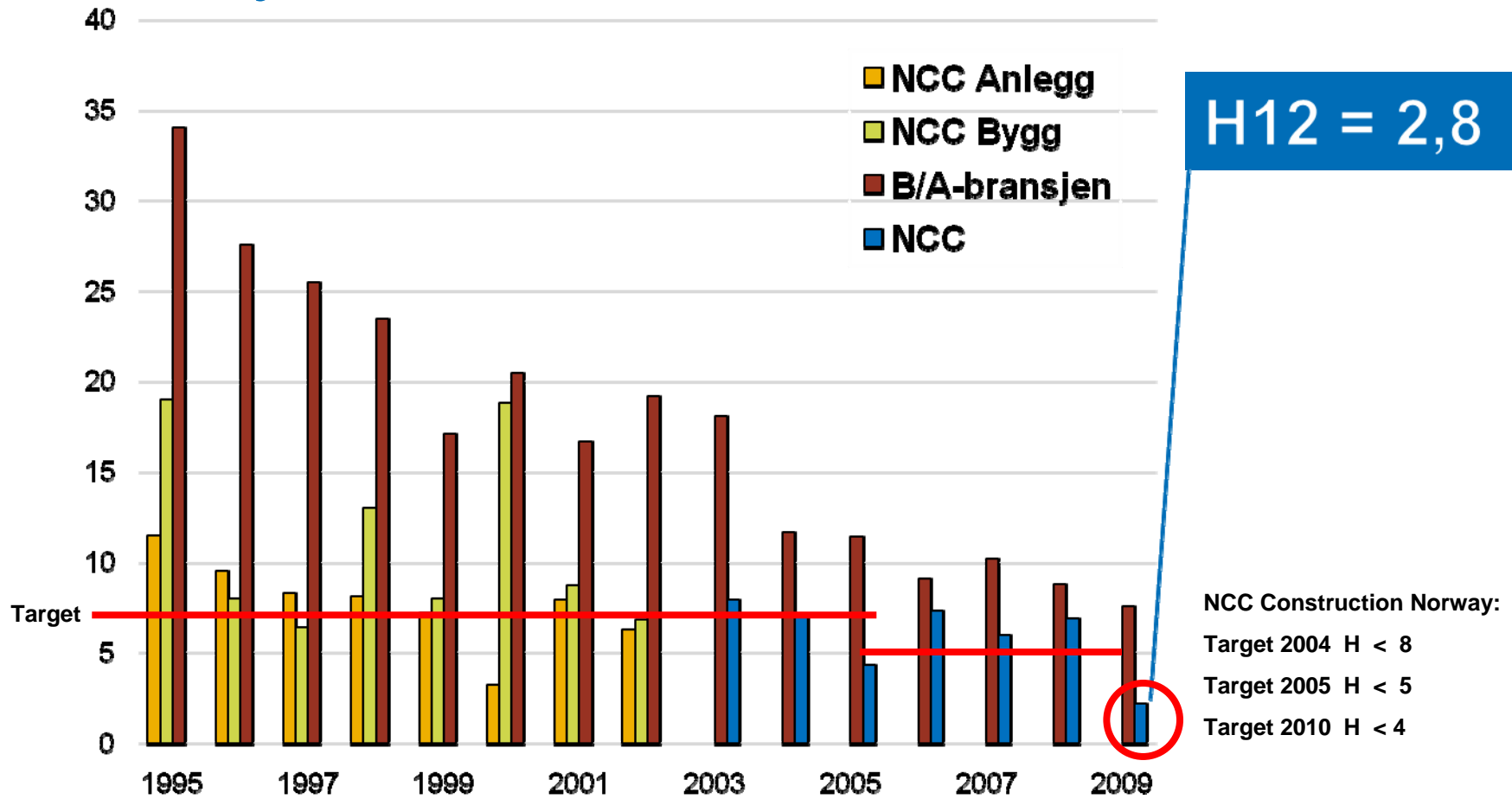
Virtual construction/BIM

Synergism and economies of scale ...

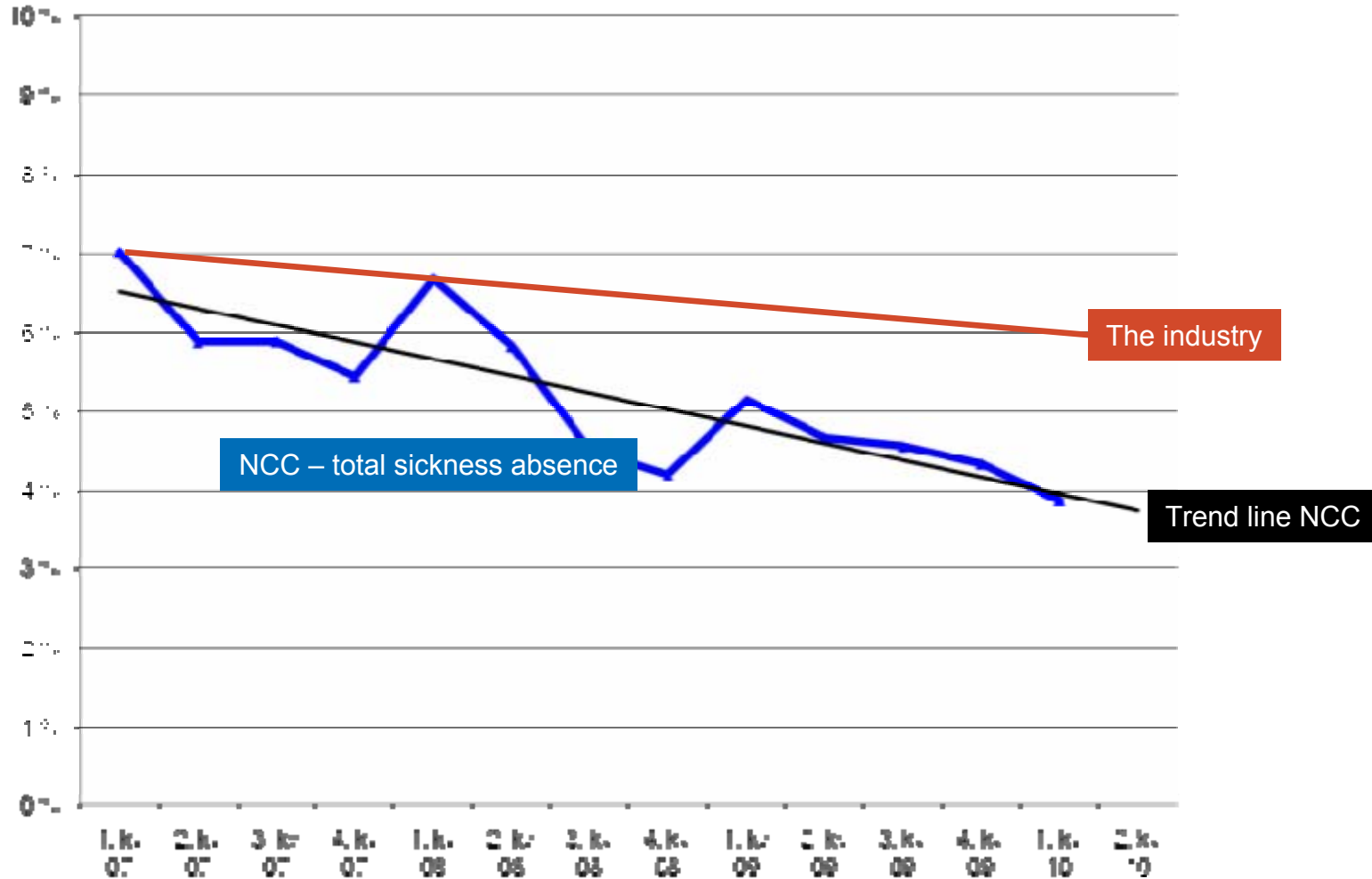
- Increased efficiency
- Lower costs
- Better profitability



Occupational accidents – NCC and the industry



Sickness absence – NCC Construction Norway



NCC Construction Norway



Melkøya, Hammerfest





Lofoten house of culture and hotel, Svoldvær

SILA, Narvik





E6 Løsmasse tunnel Trondheim

FRAMTIDIG STAMVEGNETT
I TRONDHEIM

E6 Løsmasse tunnel Trondheim



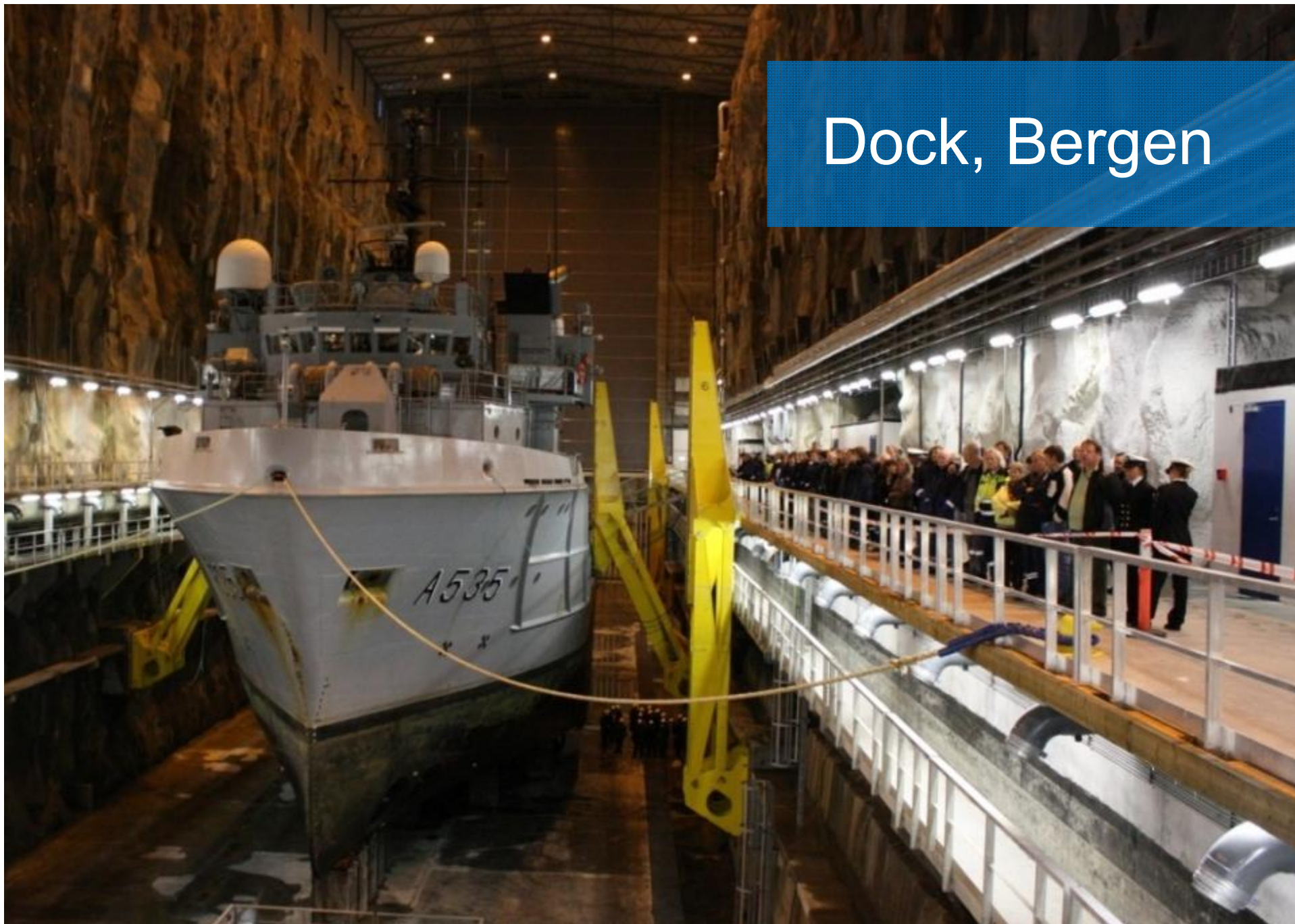


St. Olavs hospital, Trondheim

Dock, Bergen



Dock, Bergen



Light rail facility in Bergen





Shell Risavika, Stavanger

Railway, Tønsberg





Lilleborg, Oslo

Ring 3, Ulven – Sinsen, Oslo



Bjørvika, Oslo



Bjørsvika, Oslo



Akerselva Atrium



Arena builder



Telenor Arena, Bærum



Summary

- Profitability before volume
- Enhanced competency
- Focus on safety
- NCC has a favorable market position

Robust strategy – winner
in all parts of the economic
cycle



