

# Capital Market Day May 29, 2013



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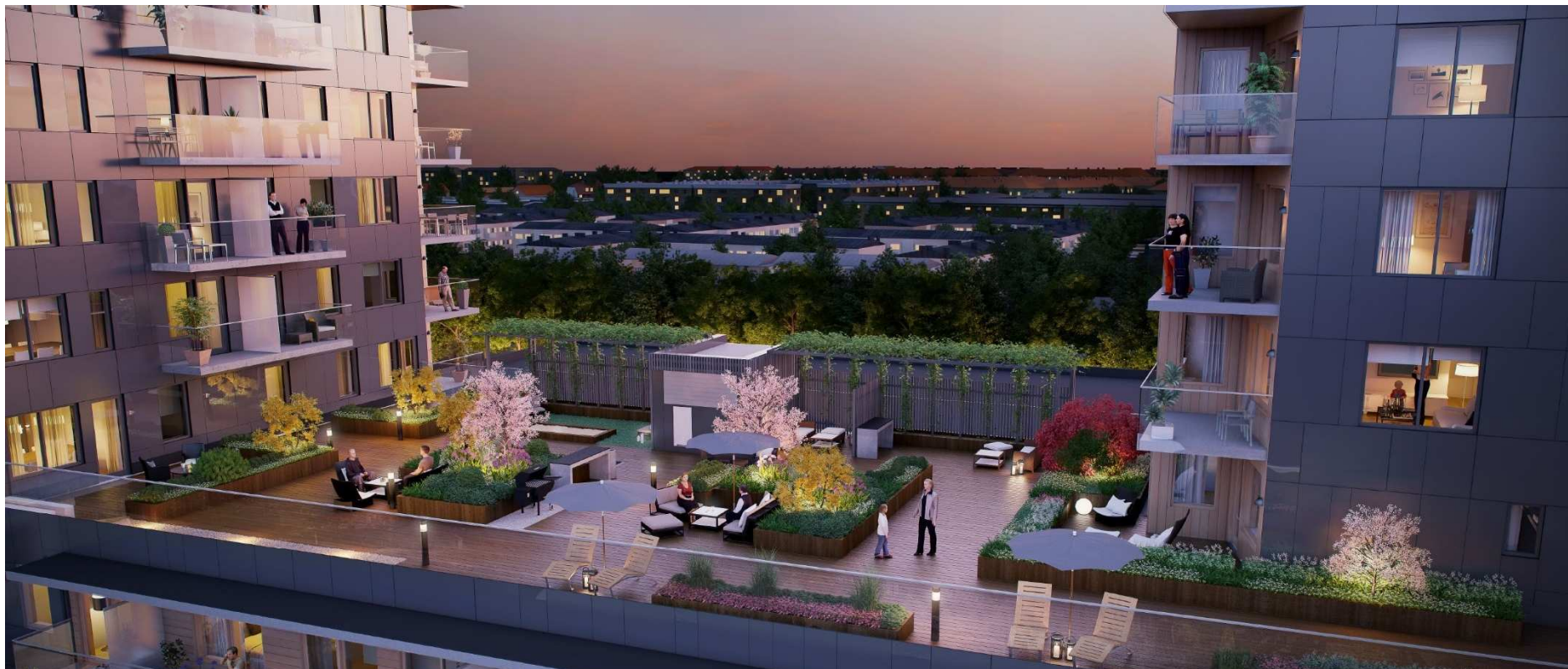
# NCC Housing

2012

- Net sales SEK 8,612 M
- Operating profit SEK 835 M
- Average number of employees 1,002
- Capital employed SEK 9,977 M



# NCC Housing has two types of customers



Private individuals

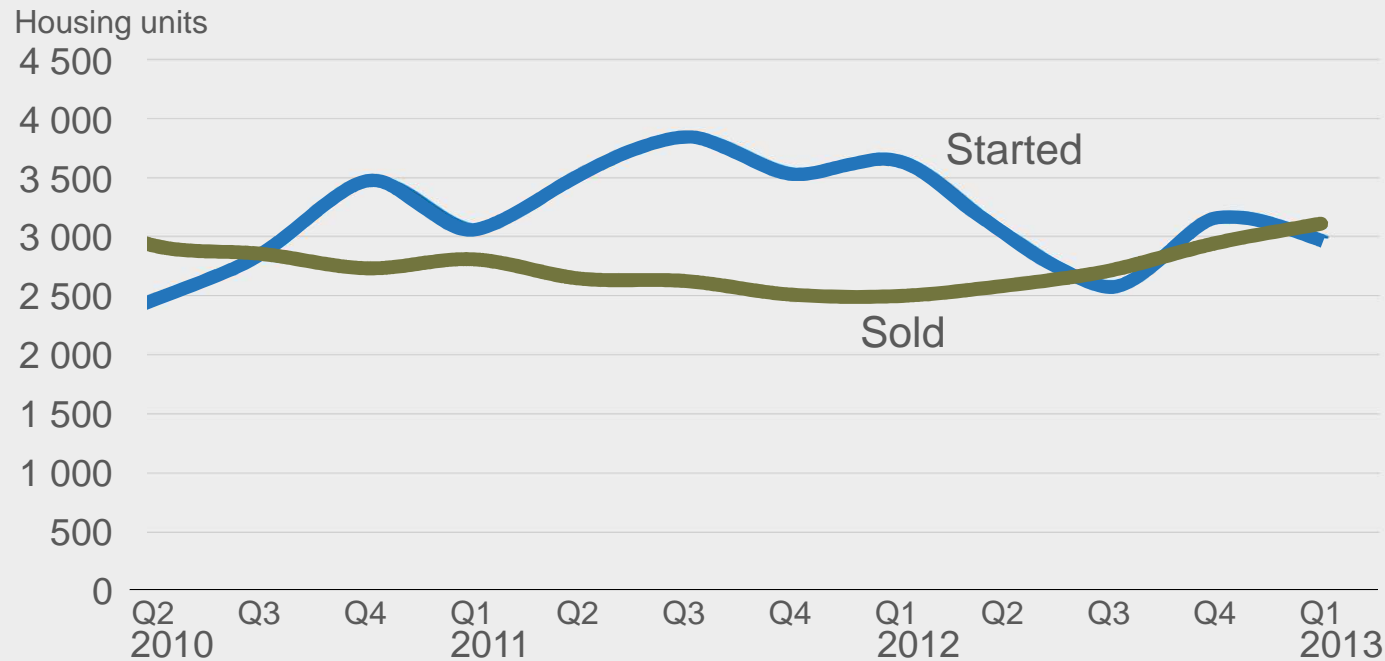
Investors

# Housing portfolio trend for Q1 2013

	For private individuals		For investors		Total	
	Mar 31, 2013	Dec 31, 2012	Mar 31, 2013	Dec 31, 2012	Mar 31, 2013	Dec 31, 2012
<b>Number</b>						
Ongoing production	4,464	4,391	1,213	1,377	5,677	5,768
Sales rate, %	49	43	98	96	59	56
Completion rate, %	50	47	39	40	48	45



# Started and sold housing units for private individuals *(rolling 12 months)*



# Market presence

- Target of at least 7,000 housing units in ongoing production
- Underlying demand in our markets
- Strong portfolio of development rights



# Active throughout the value chain

Analysis

Land  
purchase

Concept

Design

Project  
implementation

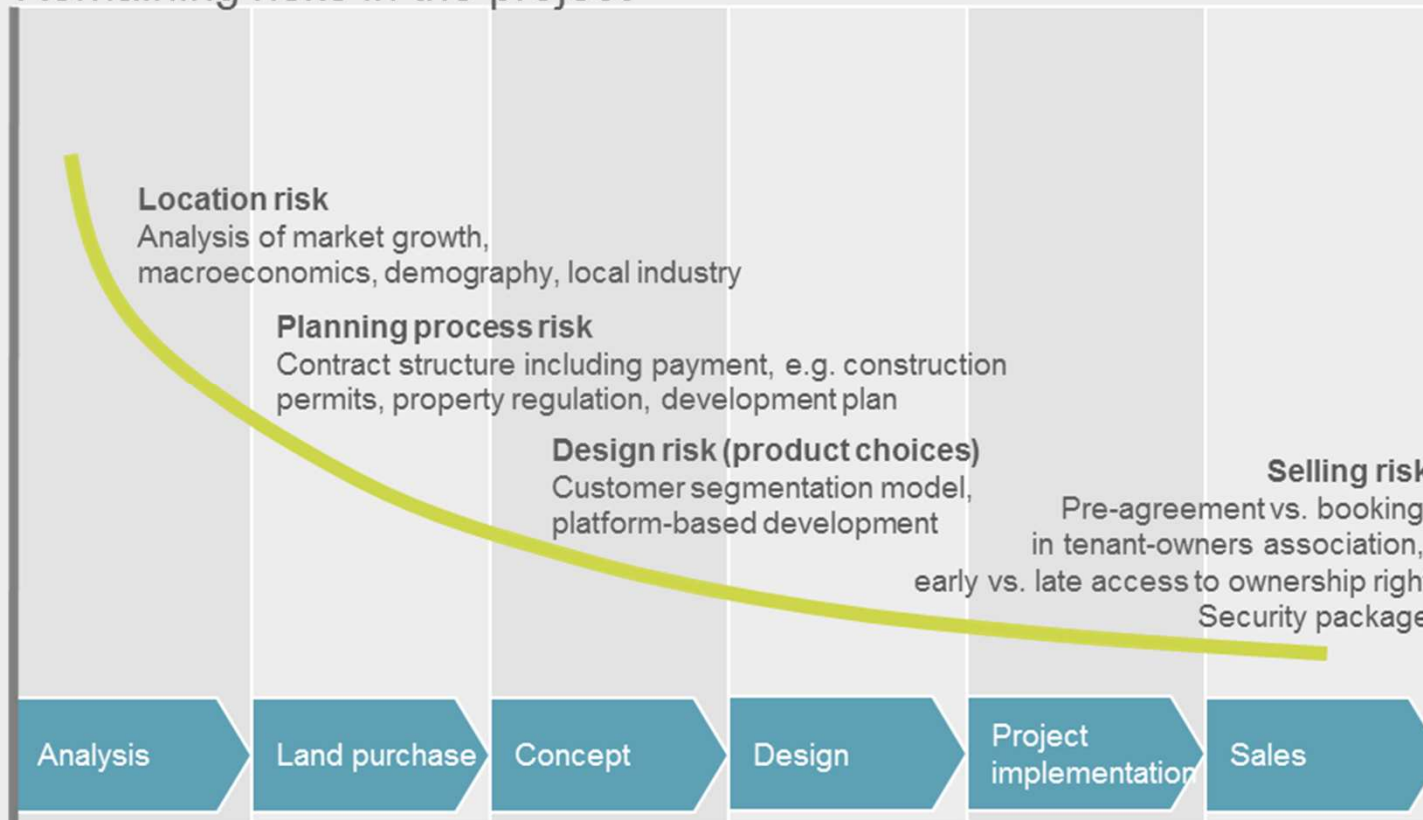
Sales

Aftermarket



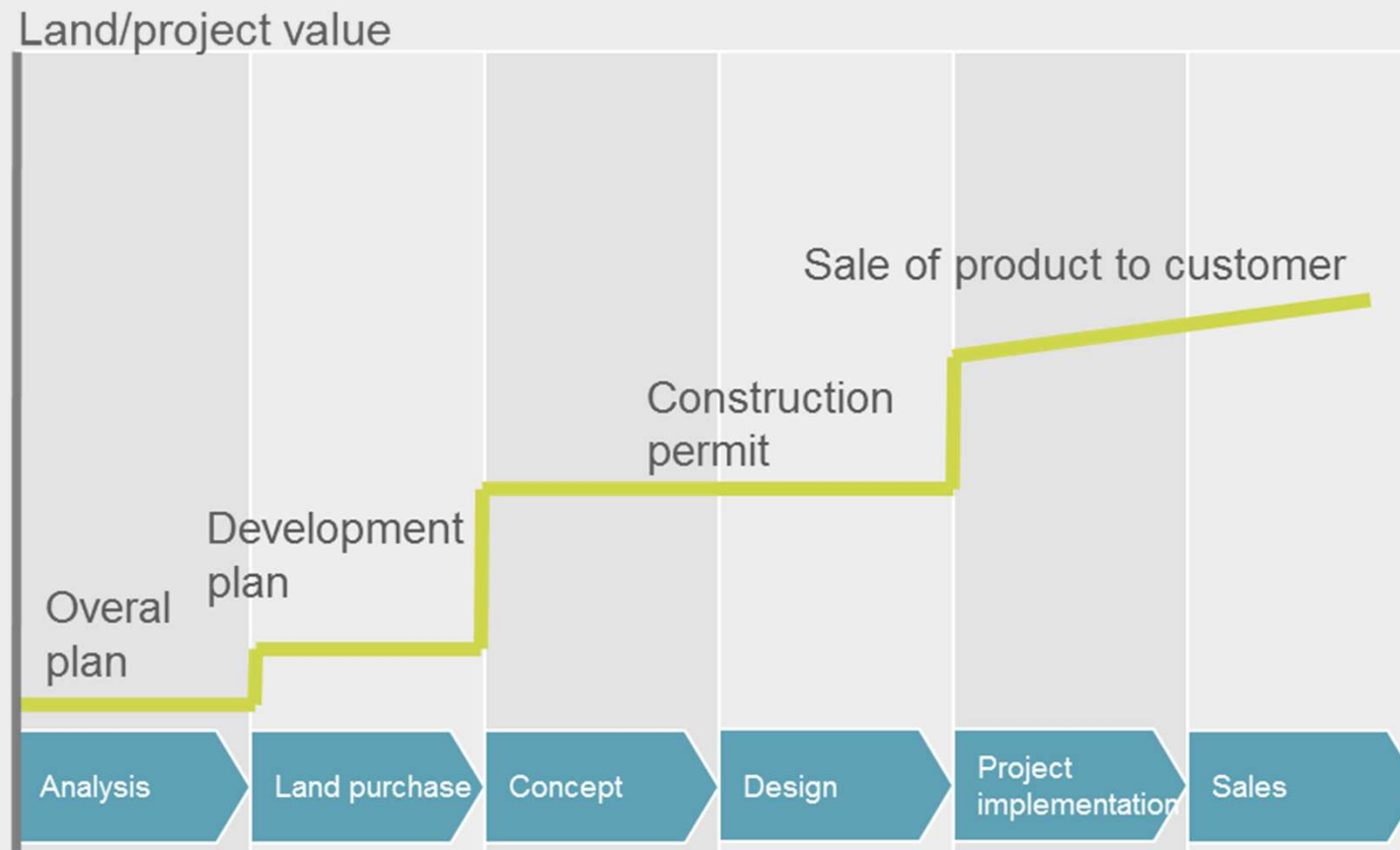
# Risk management in residential development

## Remaining risks in the project





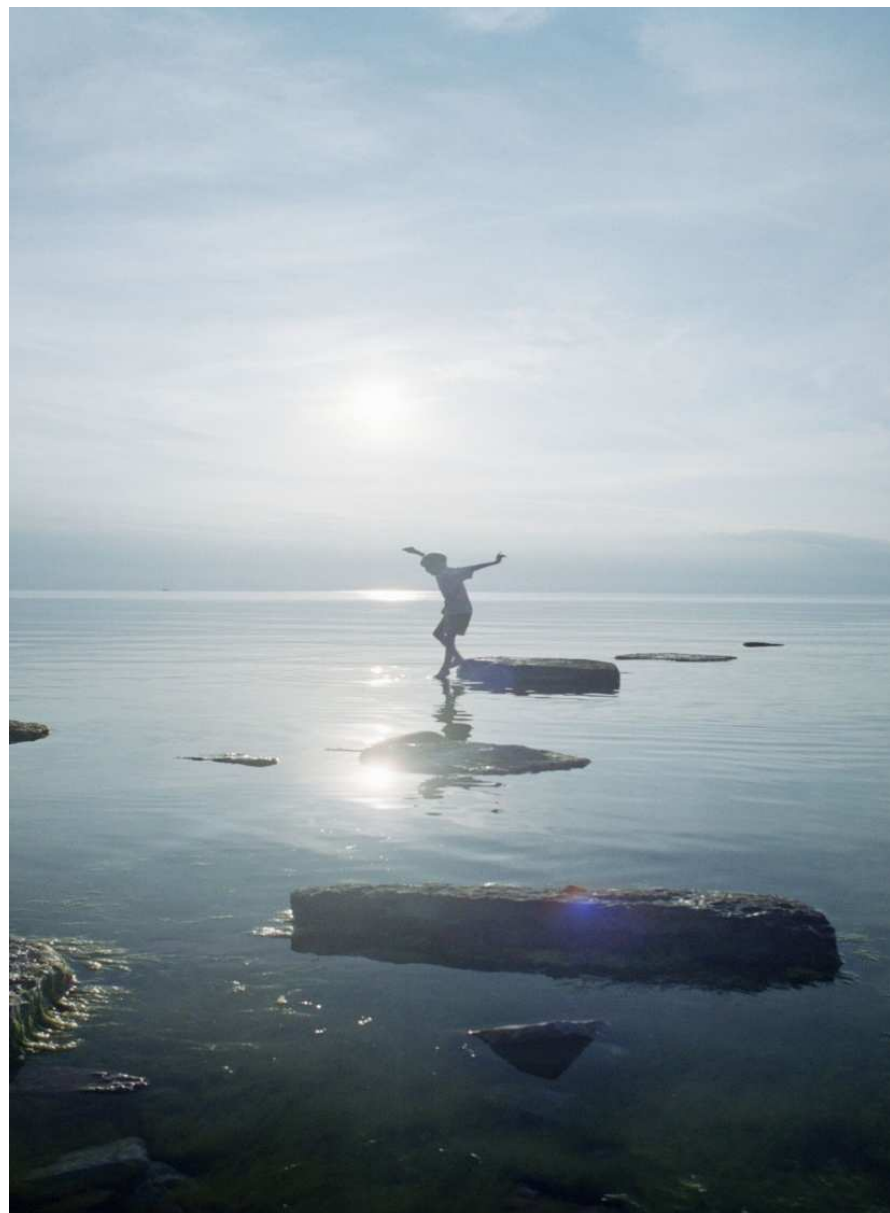
# Value- creation in housing development



# Strategic focus areas

## Housing Inc.

- Customer
- People & Organization
- Financial Performance
- Awareness
- Sustainability



# Germany – Construction systems are our passion



# We will use construction systems in all our projects

## Construction system

### Technical platform



- Uniform technical solution
- Quality control
- Uniform calculation model
- Uniform calculation, planning and production

### Process platform



- Land purchase
- Sales
- Production
- Control and monitoring

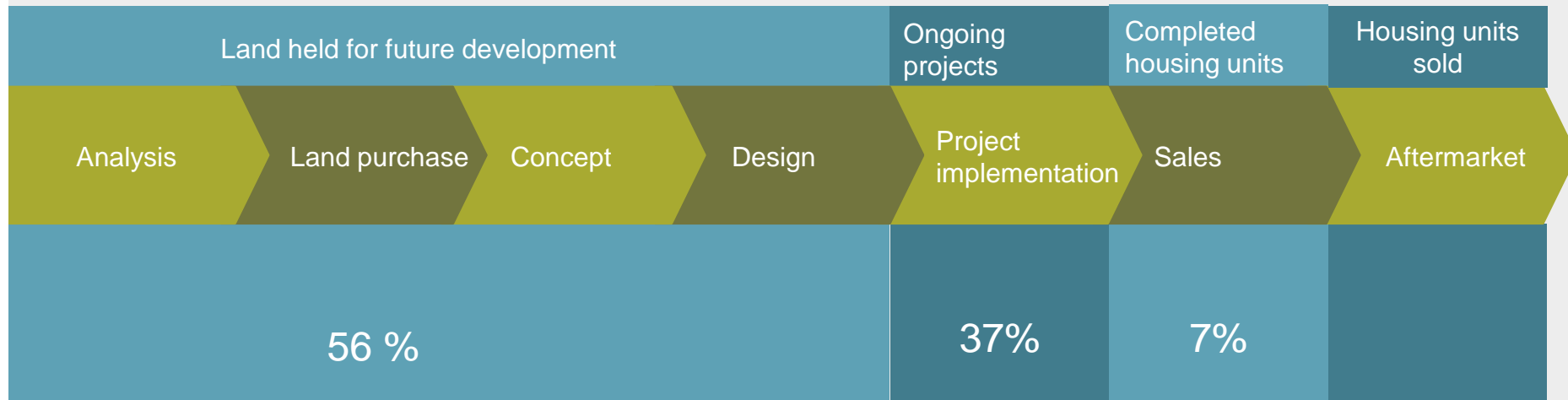
# Sustainable development

## – *housing examples*

- Energy-efficient housing – at least 20 percent lower energy consumption than the norm (Sweden)
- Environmental certification of housing (Nordic Swan eco-labeled, Environmental building, etc.)
- Passive building
- Green Living – training buyers of housing units to reduce energy consumption



# Capital allocation

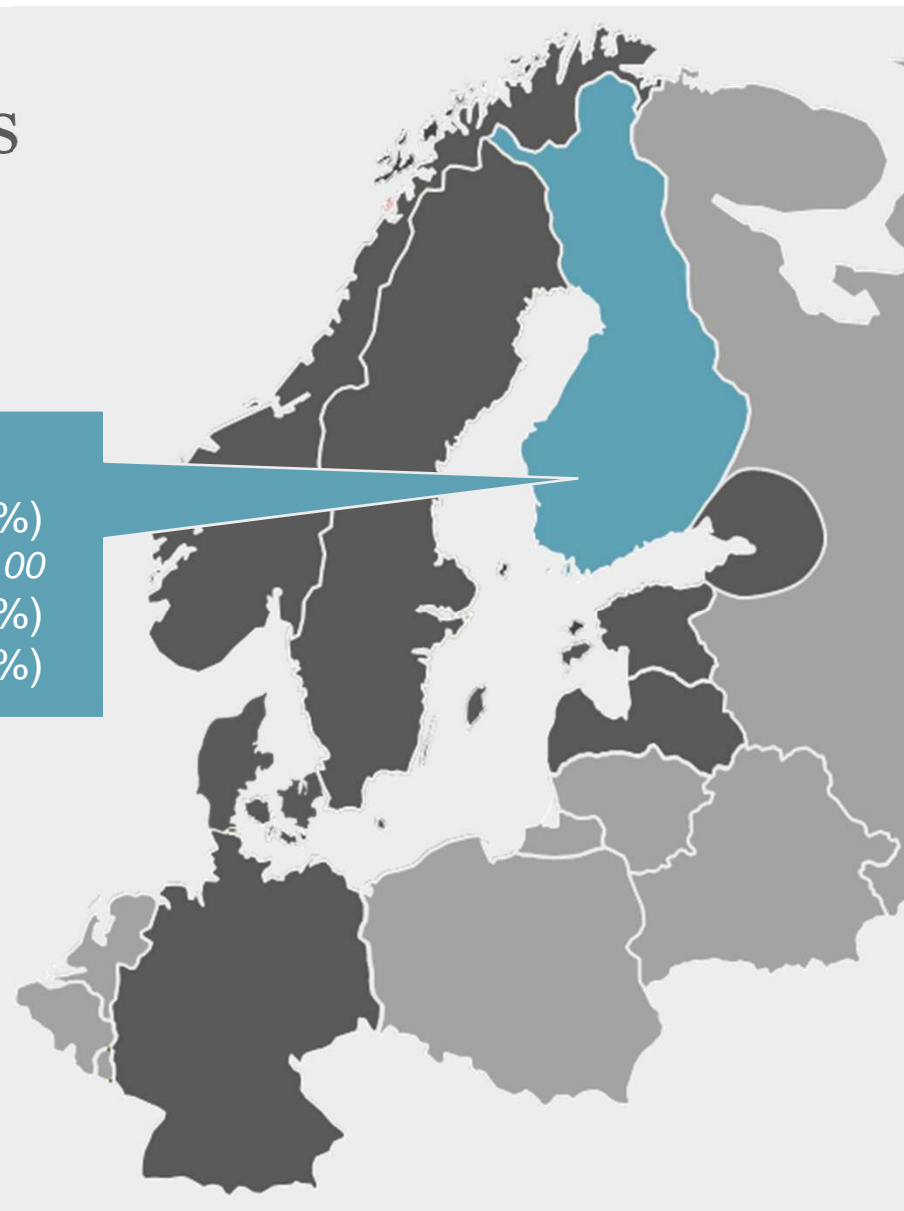


# NCC Housing's markets

Q1 2013

## Finland

Development rights	9,500 (27%)
<i>of which, options</i>	6,100
Units in ongoing production	759 (17%)
Units for sale	467 (18%)



*Figure in parentheses pertains to the proportion of NCC Housing total*

# NCC Housing's markets

## Q1 2013

### Germany

Development rights	2,900 (8%)
<i>of which, options</i>	<i>1,200</i>
Units in ongoing production	691 (15%)
Units for sale	336 (13%)



*Figure in parentheses pertains to the proportion of NCC Housing total*



# NCC Housing's markets

## Q1 2013

### Sweden

Development rights	12,700 (36%)
<i>of which, options</i>	3,300
Units in ongoing production	1,185 (27%)
Units for sale	713 (27%)



*Figure in parentheses pertains to the proportion of NCC Housing total*

# NCC Housing's markets

## Q1 2013

<b>Norway</b>	
Development rights	1,400 (4%)
<i>of which, options</i>	500
Units in ongoing production	262 (6%)
Units for sale	118 (4%)



Figure in parentheses pertains to the proportion of NCC Housing total

# NCC Housing's markets

Q1 2013

## Denmark

Development rights	1,400 (4%)
<i>of which, options</i>	<i>0</i>
Units in ongoing production	172 (4%)
Units for sale	157 (6%)



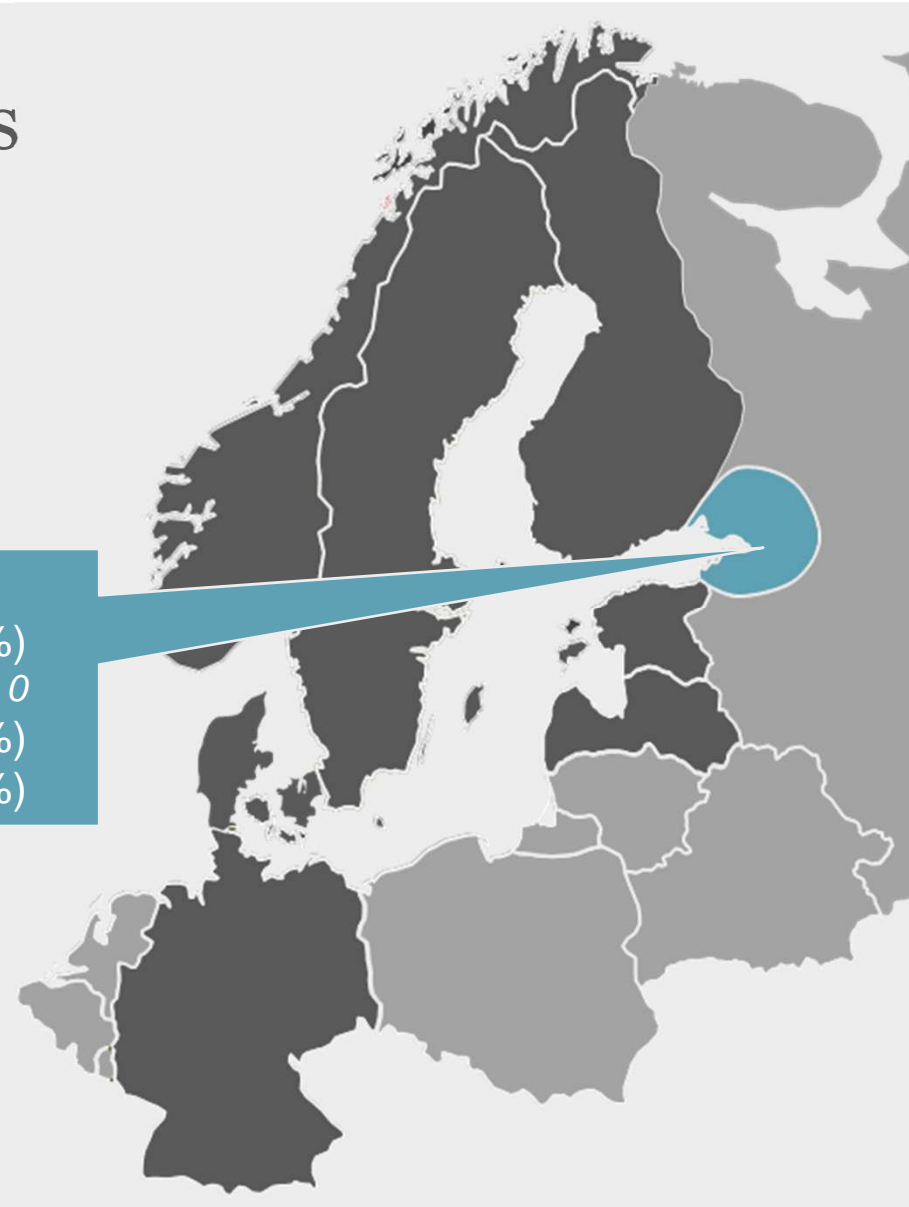
*Figure in parentheses pertains to the proportion of NCC Housing total*

# NCC Housing's markets

## Q1 2013

### St. Petersburg

Development rights	4,700 (13%)
<i>of which, options</i>	<i>0</i>
Units in ongoing production	1,287 (29%)
Units for sale	698 (27%)



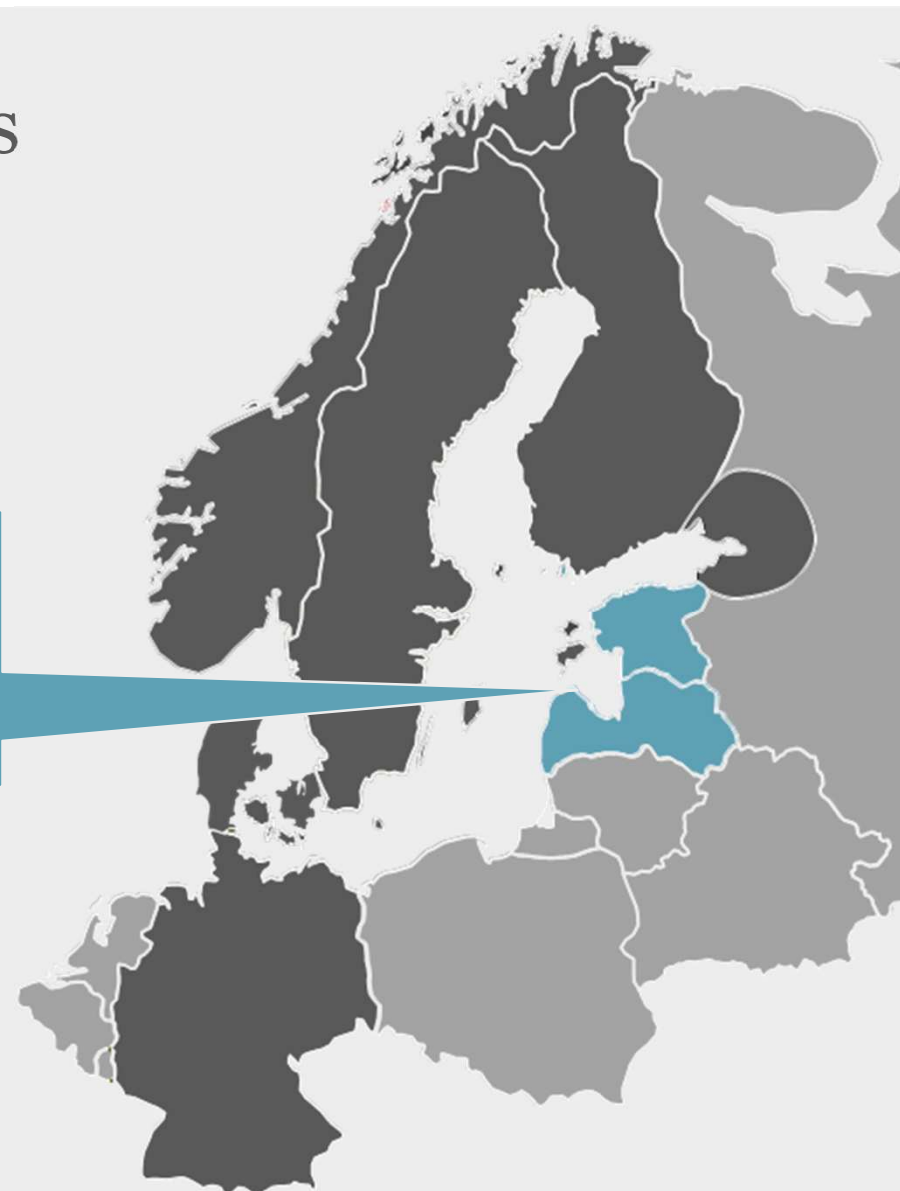
*Figure in parentheses pertains to the proportion of NCC Housing total*

# NCC Housing's markets

## Q1 2013

### Baltic countries

Development rights	2,300 (7%)
<i>of which, options</i>	0
Units in ongoing production	108 (2%)
Units for sale	138 (5%)



*Figure in parentheses pertains to the proportion of NCC Housing total*

# Swedish Krona St.Petersburg



## Basic data – Swedish Krona

- Land 3.9 hectares
- 14 buildings (9-14 stories)
- 890 apartments ~ 60,000 m<sup>2</sup>
- Commercial space ~ 2,800 m<sup>2</sup>
- Garage (396 spots)
- Daycare for 60 children
- 5 phases
- Project schedule 2010-2015







# NCC Housing

*Housing units for private customers, ongoing production March 31, 2013 (December 31, 2012)*

