



Market update

Q3 2019

30 October 2019

Kristoffer Eide Hoen and Anders Wettre

Agenda

- 01 Introduction
- 02 Market drivers
- 03 The contracting markets
- 04 Summary

Veidekke's market data

- Quarterly update on veidekke.com
 - Can be filtered by geographical region and sector in Scandinavia
 - Forecasts for 2019 and 2020 available; 2021 to be added in Q4
- Preparation of historical market data for the contracting markets
 - Automated data collection and quality assurance by Statistics Norway, Statistics Sweden, Statistics Denmark, Macrobond, Veidekke and others.
- Forecasts for the contracting markets for 2019 and 2020
 - Macroeconomic variables from the IMF, the National Institute of Economic Research, Statistics Norway, the Danish Economic Councils, central banks, Almi, etc.
 - Forecasts for the construction sector are based on machine-learning tools (RNN)
 - Forecasts for the civil engineering sector are based on data from different sources and analyses of investment activity, financial capacity and project databases

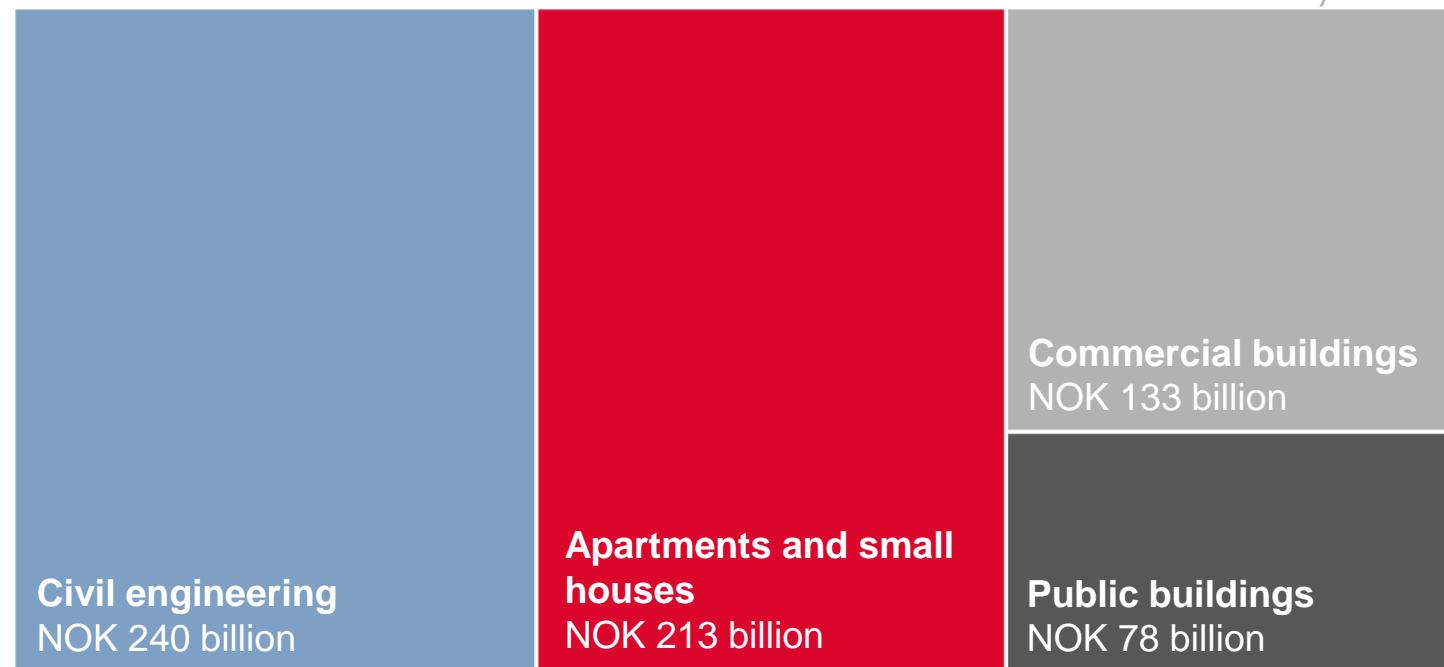
The report describes anticipated developments in the Scandinavian contracting markets in the period to 2020, but does not reflect Veidekke's own expectations for the Group's development during the period.

Scandinavian contracting markets

Dominated by civil engineering and apartment blocks

The contracting markets 2018

Building construction* and infrastructure in NOK billion



Source: Veidekke's market data

4

*Residential units: All new-builds, rebuilds and additions, excluding detached houses and holiday homes.
Non-residential buildings includes an estimate of the transparent ROT market for project sizes >NOK 20 million.
The civil engineering market only encompasses new-builds.

Not included:

- + Detached houses and holiday homes: NOK 140 billion
- + Primary industry: NOK 20–30 billion
- + Residential refurbishment, “off the books work” and household DIY



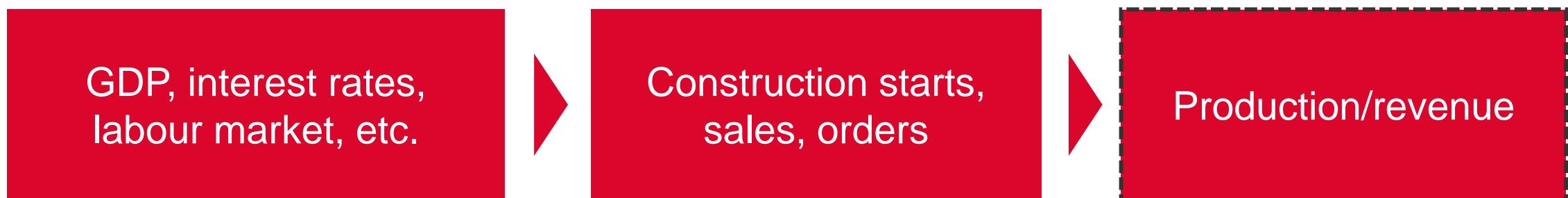
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Forecasts for the contracting markets 2019–2020



Forecasts for the contracting markets 2019–2020

Indicators:



Forecasts for the contracting markets 2019–2020

Indicators:

GDP, interest rates,
labour market, etc.

Construction starts,
sales, orders

2019 2020

Degree of
visibility/predictability
as at October 2019

02

Market drivers

Macroeconomic overview

International growth and construction and civil engineering

GDP growth

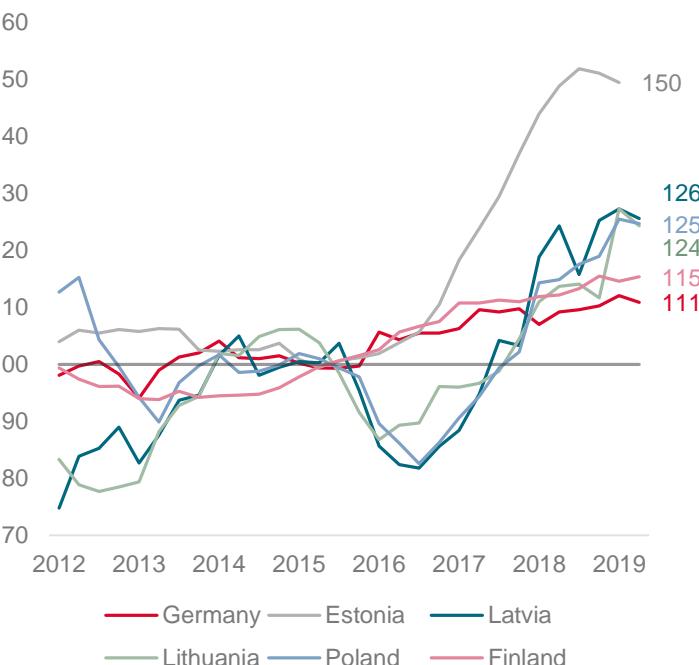
Percentages

Percentages	2016	2017	2018	2019	2020
Eurozone	1.9	2.5	1.9	1.2 (1.6)	1.4 (1.7)
Germany	2.2	2.5	1.5	0.5 (1.3)	1.2 (1.6)
UK	1.8	1.8	1.4	1.2 (1.5)	1.4 (1.6)
USA	1.6	2.4	2.9	2.4 (2.5)	2.1 (1.8)
China	6.7	6.8	6.6	6.1 (6.2)	5.8 (6.2)
Global	3.4	3.8	3.6	3.0 (3.5)	3.4 (3.6)

Brackets indicate estimates in March 2019.

Production index, construction and civil engineering

Seasonally adjusted index, 2015=100



Comments

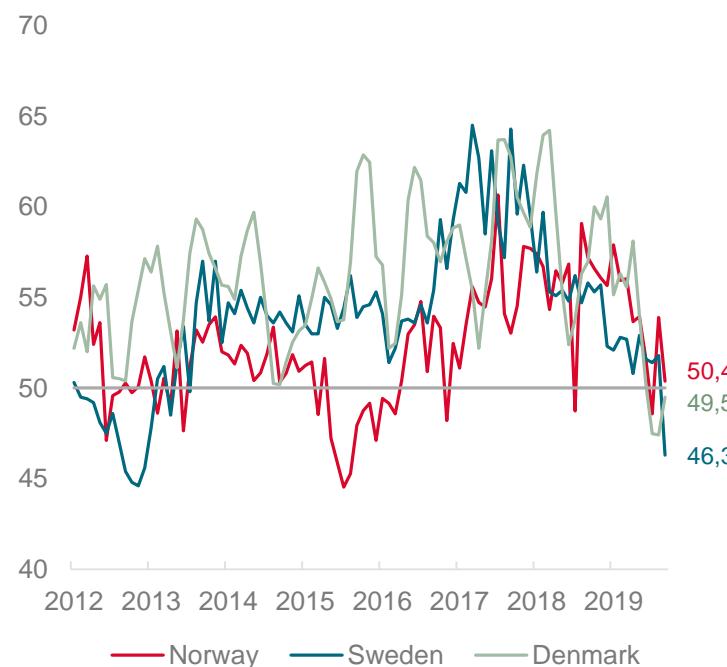
- Lower trade growth and reduced investment are dampening international economic cycles
- Improved growth forecasts for 2020–2021, not least due to aggressive monetary policy
- The northern European contracting markets have tapered off in 2019 – growth over for now?

Macroeconomic overview

Scandinavia

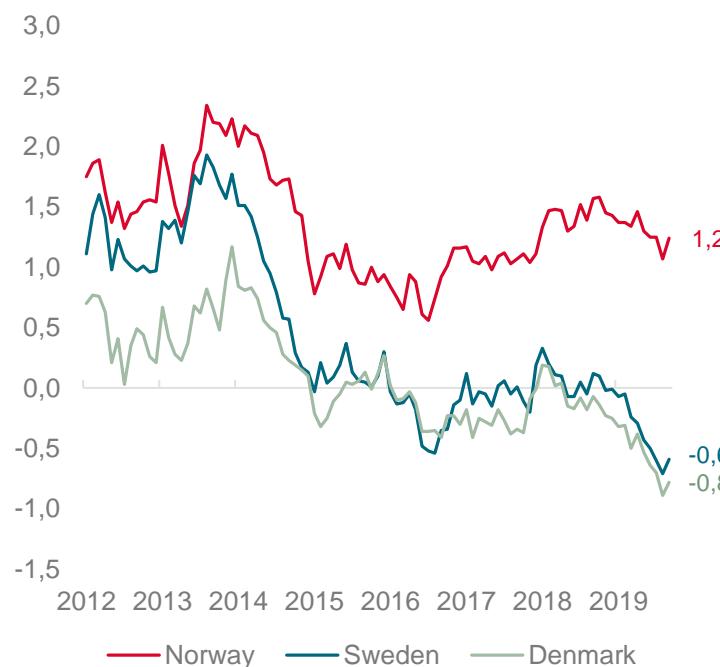
Economic activity

Purchasing Managers' Index (PMI)*



Interest rates

Five-year government bonds, percentages



Comments

- Downturns among international trade partners have a knock-on effect
- Interest rate rises are no longer expected, with long interest rates falling in the past half-year
- The impact of a downturn on the construction and civil engineering market is not obvious. Lower interest rates/rate forecasts have previously had positive effects on e.g. the residential sector

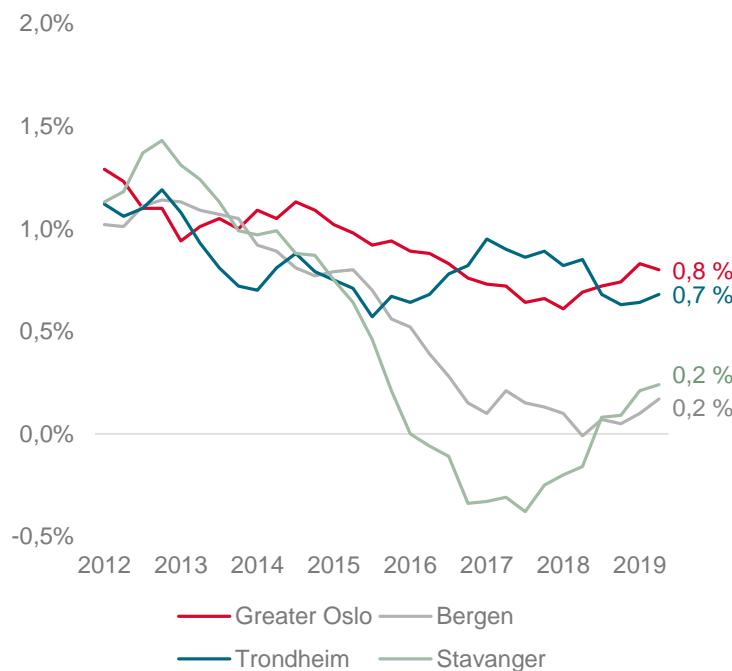
*Measures changes in industry activity levels based on monthly surveys of purchasing managers. Figures above 50 indicate growth, index figures below 50 indicate a slowdown.

Demographics

Net immigration

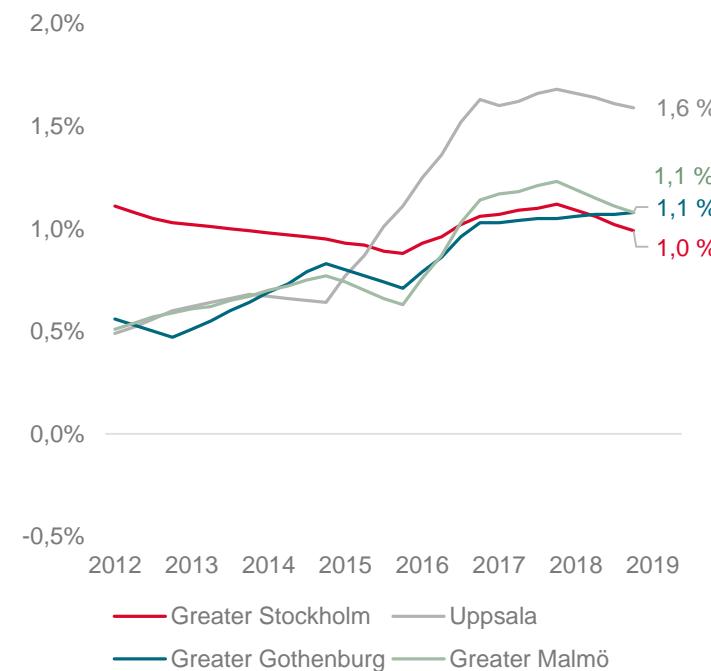
Net immigration Norway

Percentage of population



Net immigration Sweden

Percentage of population



Comments:

- Immigration is generally high in most metropolitan regions
- New development: Improvement in several Norwegian metropolitan regions following a weak period
- Immigration is both an important driver and a consequence of residential construction

03

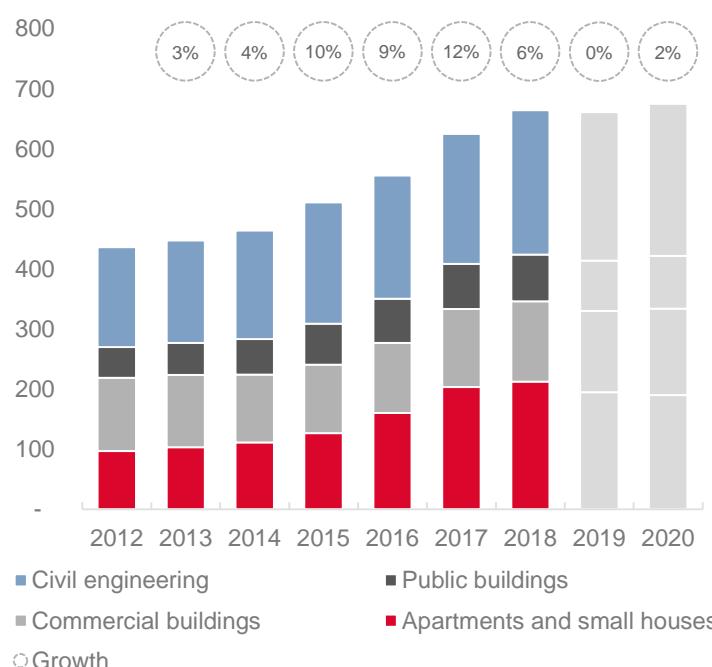
The contracting markets

Scandinavian contracting markets

Stable, high activity levels until the end of 2020

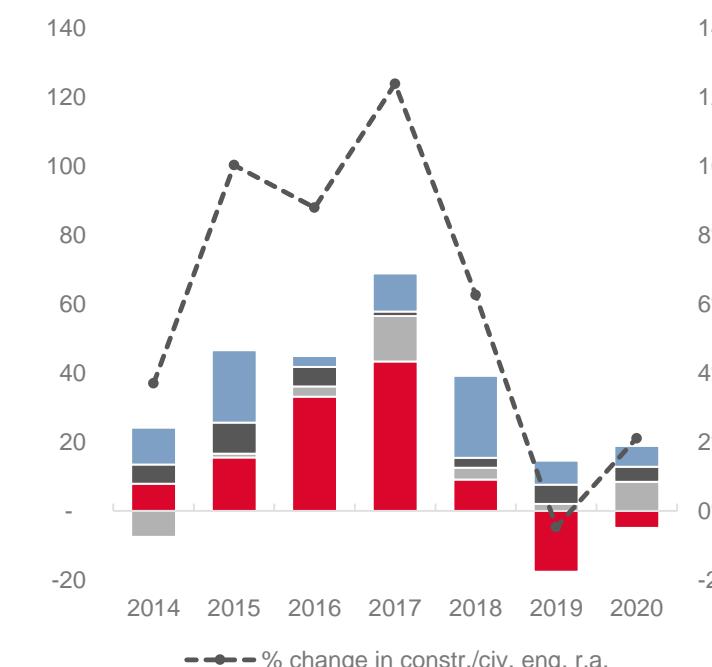
Market level

Annual production, NOK billion



Market change

Contribution to change, NOK billion



Comments

- Activity levels remain high, but the period of strong growth has ended
- Non-residential buildings and civil engineering are positive contributors, at least until the end of 2020
- Marked differences between metropolitan regions in the past year, but more stable going forward?

Forecasts contracting markets

Report	2018	2019	2020
October 2019	6%	0%	2%
March 2019	5%	-3%	0%

Source: Statistics Norway, Statistics Sweden, Statistics Denmark and Veidekke

Scandinavian contracting markets

Overview of relevant markets and growth

Production in the building construction sector in 2018 and growth rate 2019 and 2020 (CAGR)

Market by region, NOK billion

Positive CAGR 2018-2020
Neutral CAGR 2018-2020 (-5% to +5%)
Negative CAGR 2018-2020



Source: Veidekke's market data

*Excl. Greater Oslo

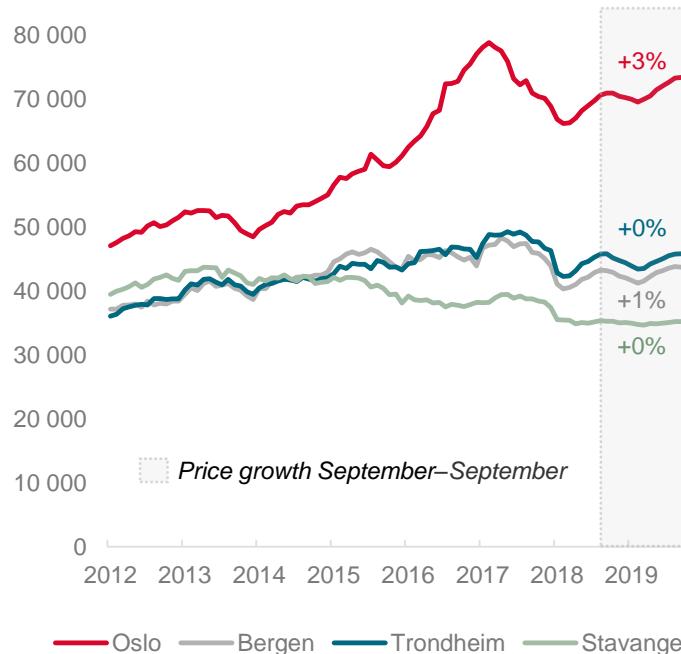
Building construction

Norwegian residential market

Prices and building starts

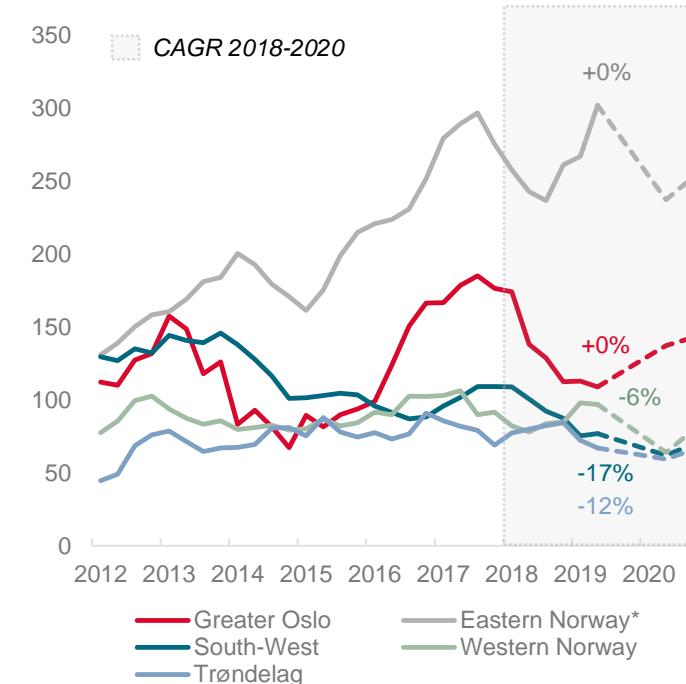
Residential property prices in the largest markets

Price per m², NOK



Building starts, apartments and small houses

'000 m², quarterly



Comments

- Stable, positive trends in the secondhand housing market are expected to continue
- Apartment and small house building starts will remain at a high level in eastern Norway, but will be more moderate in other regions
- The Financial Supervisory Authority's proposed residential mortgage regulations: Elimination of special requirements for Oslo** most efficient measure?

* Excl. Greater Oslo

** 40% equity share requirement applicable to purchases of second homes

Norwegian residential market

Number of units

Building starts, apartments and small houses

12-month rolling quarterly total, number of units



Comments

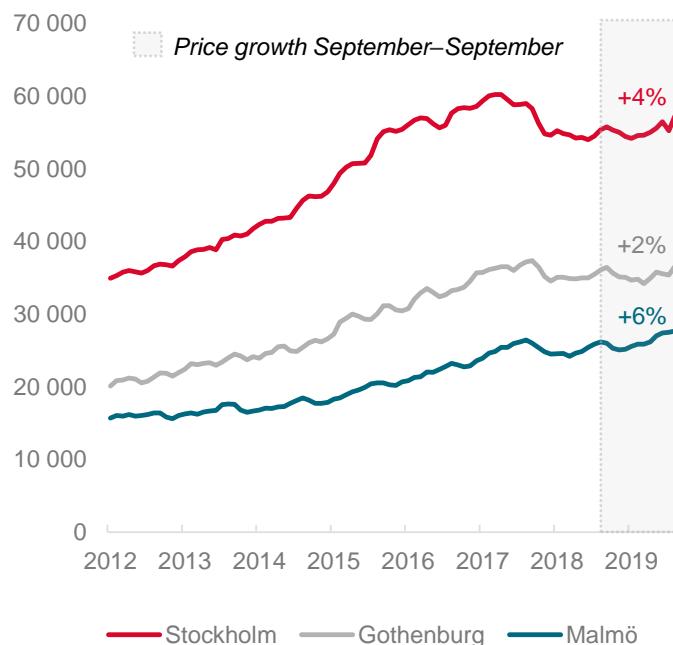
- Apartment and small house building starts have remained higher than anticipated, particularly in areas around Oslo
- A moderate correction is expected in 2020, measured as the number of started apartment and small house units
- Historically, 20,000 started apartment and small house units in 2020 is still high

Swedish residential market

Prices and building starts

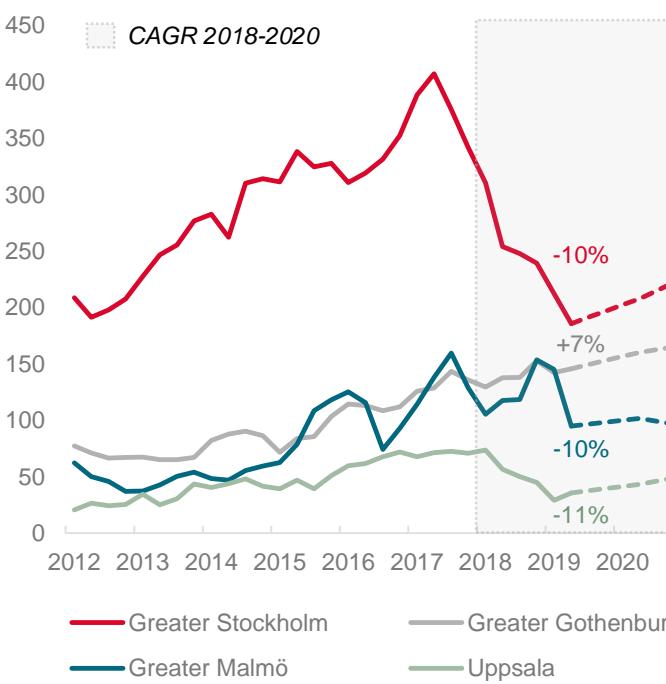
Residential property prices in the largest markets

Price per m², SEK



Building starts, apartments and small houses

'000 m², quarterly



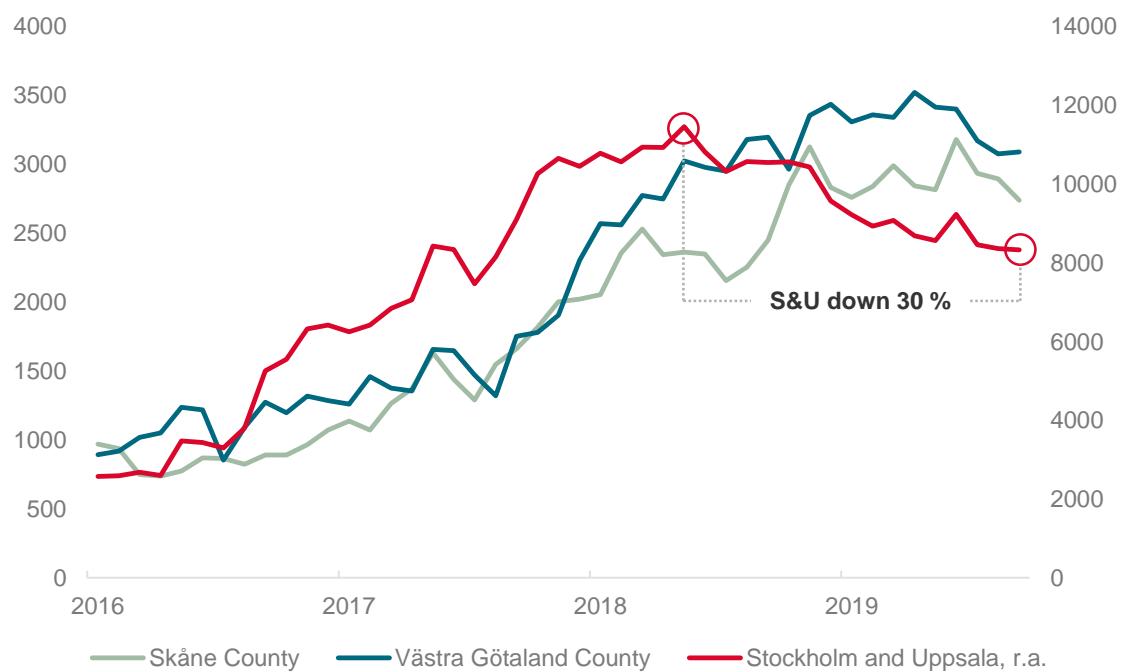
Comments

- Large drop in building starts in Stockholm; considered to have bottomed out
- Mixed construction activity in the other two major metropolitan areas
- Stable secondhand housing market, and the supply of new residential units has stabilised

Swedish residential market

Supply of unsold new apartment blocks

Number of units. All phases*



Comments

- Symptom of «supply shock» in 2016 and 2017
- Stabilisation and some decline in unsold units in 2019

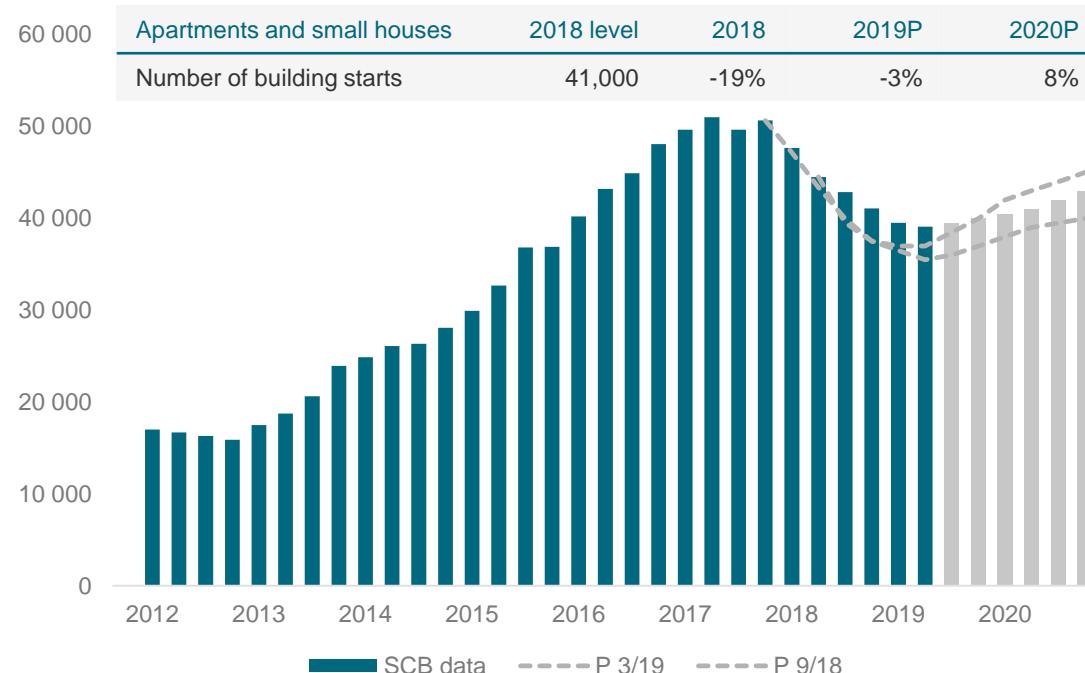
* Not yet started, in production and completed. The latter category only accounts for a modest proportion.

Swedish residential market

Number of units

Building starts, apartments and small houses

12-month rolling quarterly total, number of units



Comments

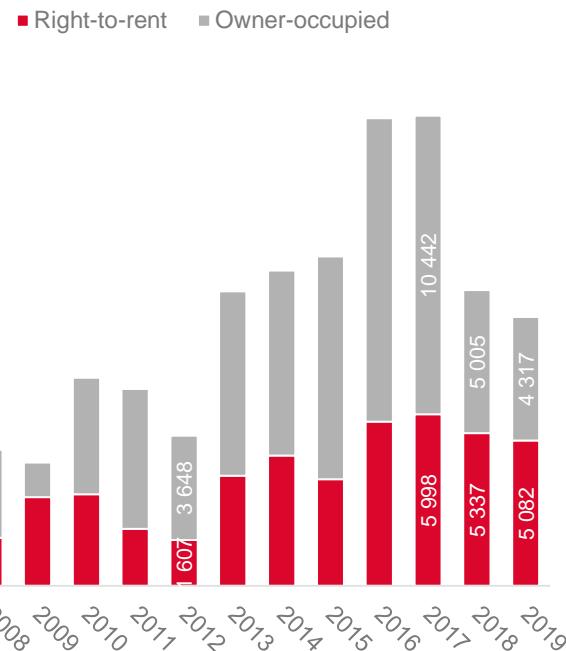
- The number of new apartment and small house building starts has tapered off approximately as expected
- 40,000 started units is still high historically, and better matches available capacity and expertise
- Construction cost growth was very high in the period 2014–2017, but is falling now

Right-to-rent vs. owner occupancy

Form of ownership, started apartment blocks

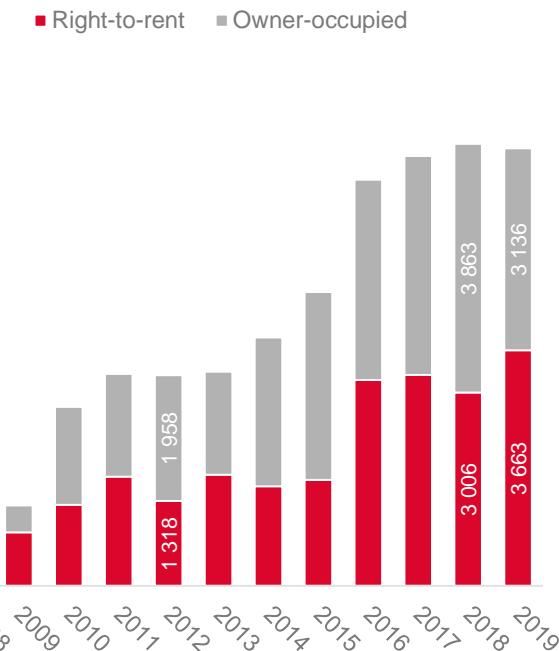
Greater Stockholm

Number of units



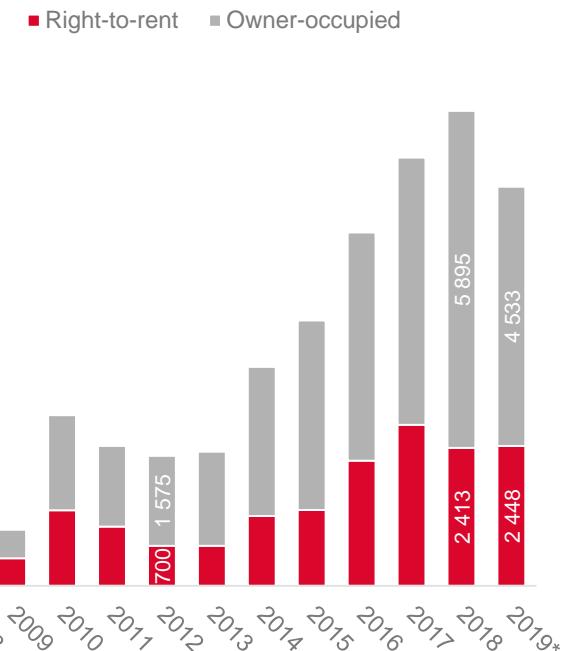
Västra Götaland

Number of units



Skåne

Number of units



Source: Veidekke's market data

* 12-month rolling quarterly total, as at Q2 2019

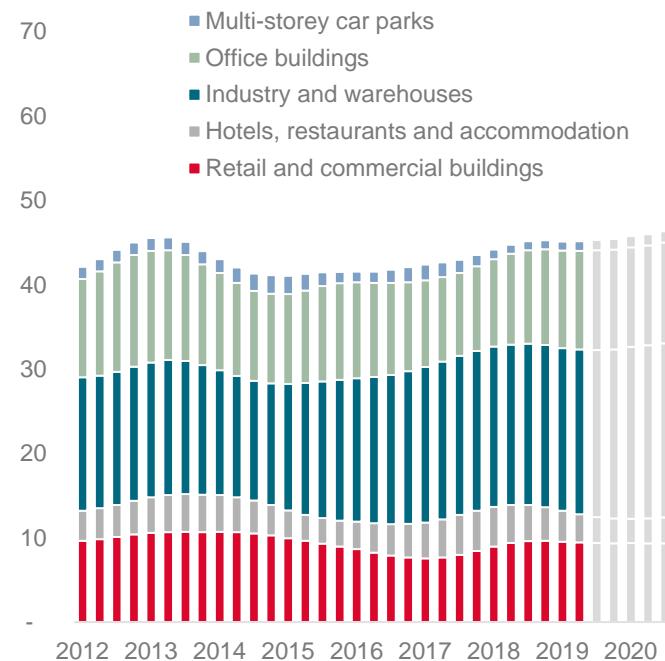
NB: This overview does not include outright ownership, which only accounts for a marginal proportion (approximately 450 units in 2018).

Commercial buildings in Norway and Sweden

Production

**Building construction sector production,
Norway**

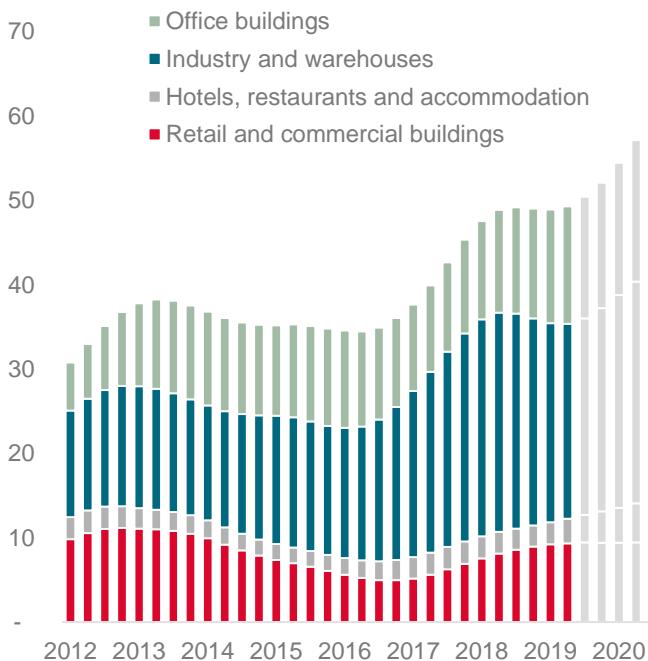
12-month rolling quarterly total, NOK billion



Source: Veidekke's market data

**Building construction sector production,
Sweden**

12-month rolling quarterly total, NOK billion



Comments

- Stable outlook for commercial building production in Norway, bullish forecasts for 2020 in Sweden*
- Improved competitiveness (foreign exchange) and structural conditions are boosting the industrial and logistics segment
- The growth forecast for Sweden is vulnerable in the event of a stronger-than-anticipated economic downturn

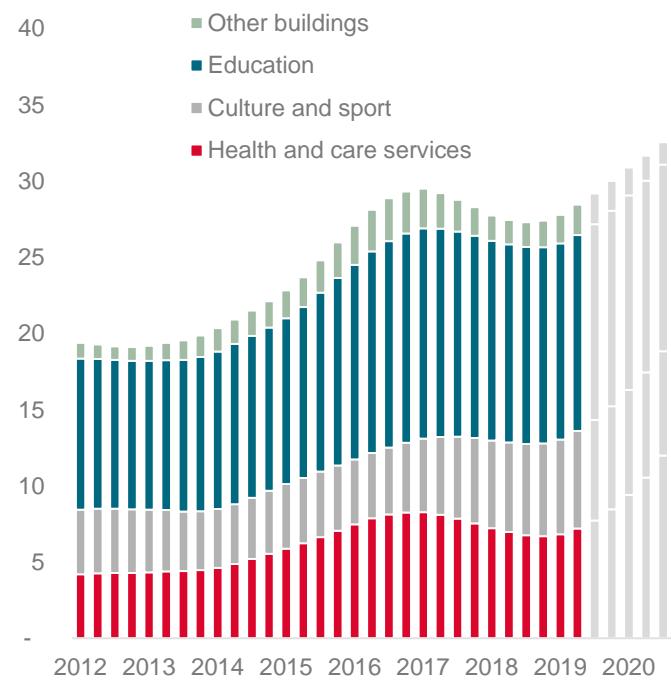
*The production forecast for 2020 is based, among other things, on data showing the estimated number of building starts as at Q2 2019. Experience indicates that this figure may be subject to subsequent adjustment. The current forecast deviates from our view of the prevailing investment climate in Sweden, and we therefore regard this forecast as particularly uncertain.

Public buildings in Norway and Sweden

Production

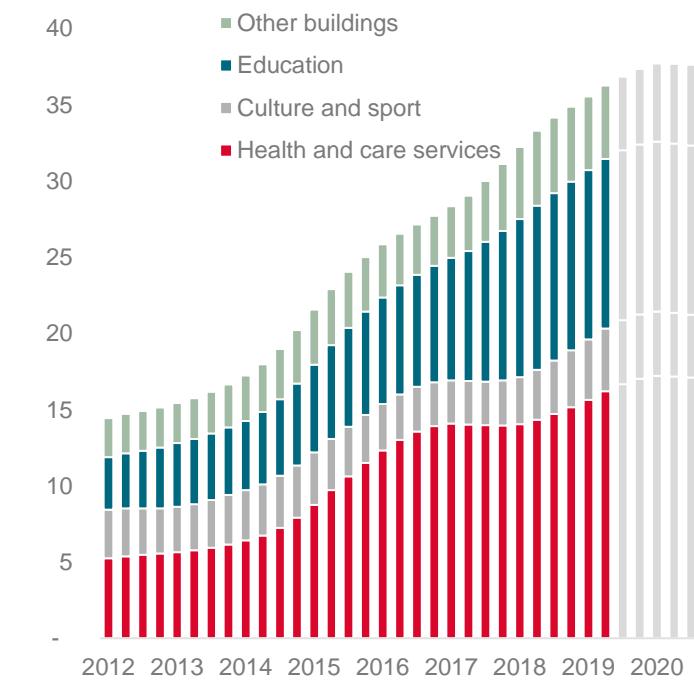
Building construction sector production, Norway

12-month rolling quarterly total, NOK billion



Building construction sector production, Sweden

12-month rolling quarterly total, NOK billion



Comments

- Activity in both countries will remain high in 2020, primarily driven by central government health investment

Norway

- Tougher priority-setting by municipalities is set to continue. Income growth is declining and indebtedness is high

Sweden

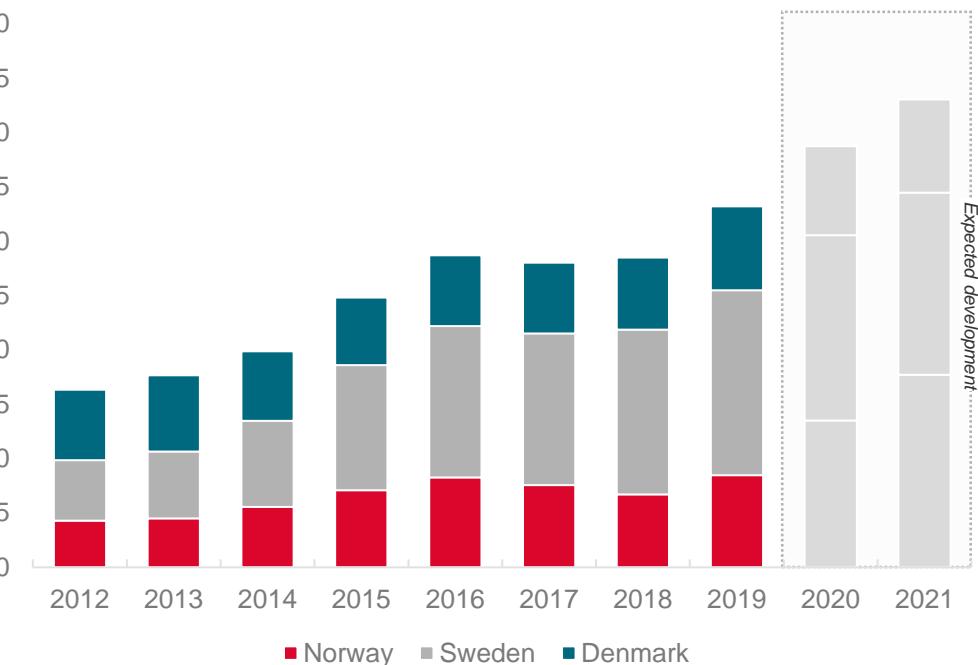
- Formidable past growth, now tapering off at a high level

Health and care service buildings

Scandinavia

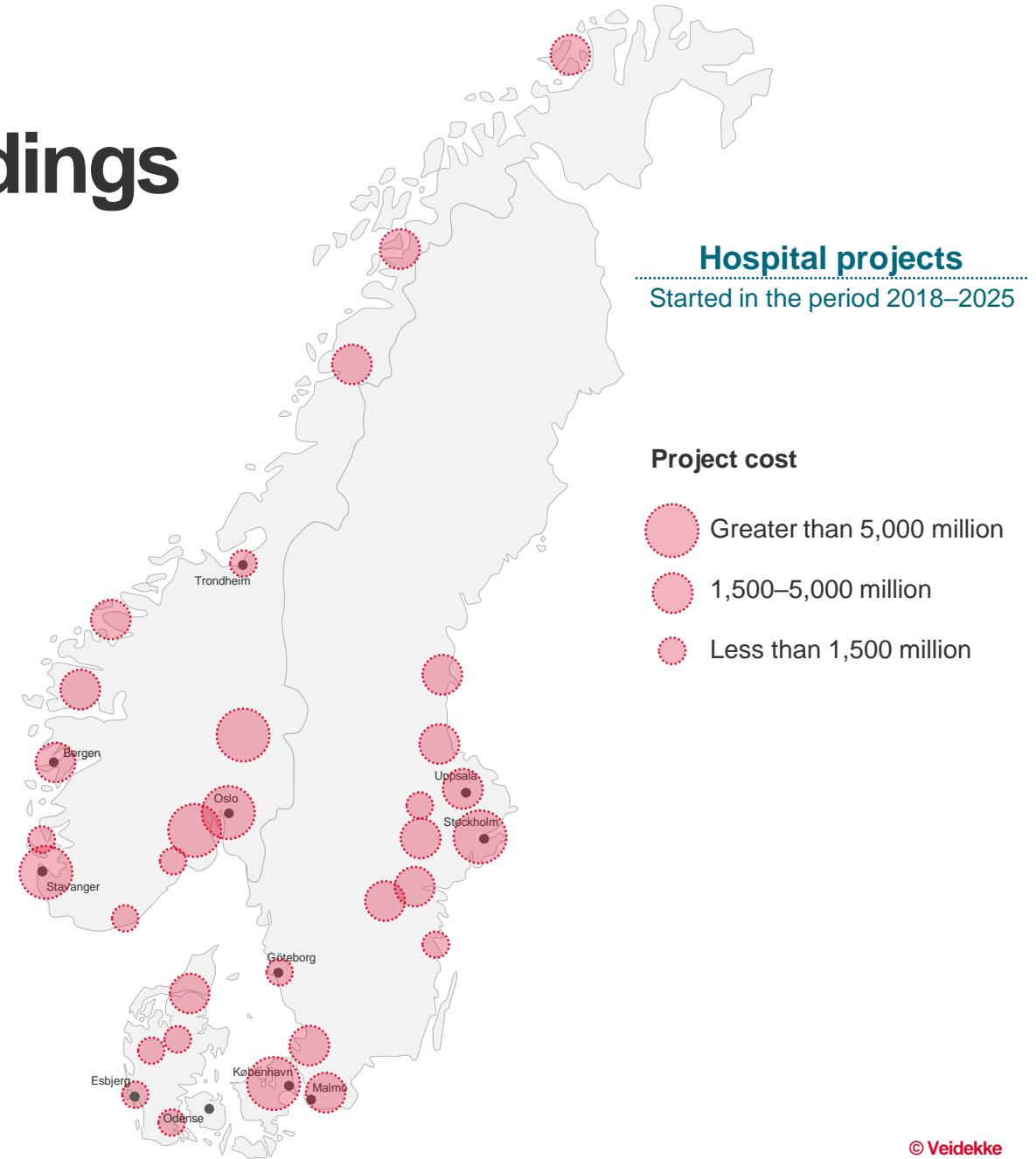
Building construction sector production health and care services (including hospitals)

NOK billion



Source: Veidekke's market data

24



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Commercial buildings in Denmark

Production

Vacancy rate in Denmark

Percentage of total number of buildings

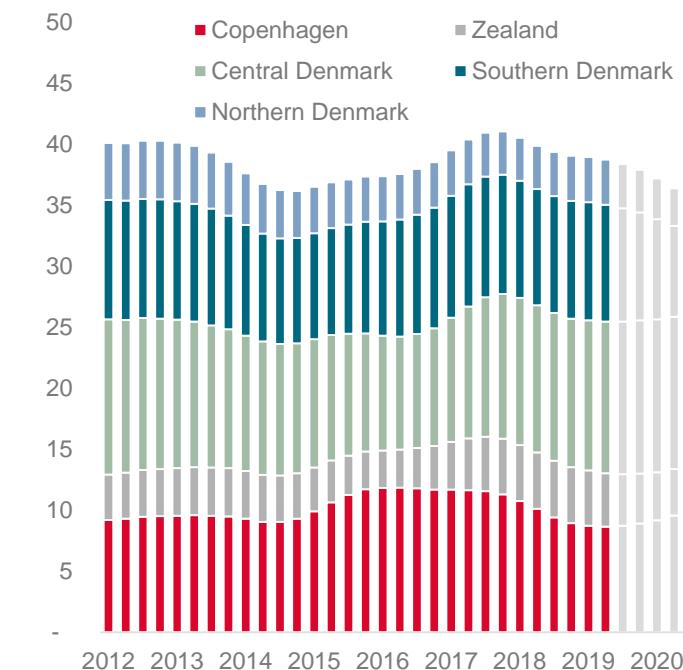


The stippled line shows the vacancy rate for the region around Copenhagen.

Source: Ejendomstorvet and Veidekke's market data

Building construction sector production, Denmark

12-month rolling quarterly total, NOK billion



Comments

- The decline in the vacancy rate of existing buildings has slowed, except in the industrial and logistics segment
- Preliminary data* on building starts in 2018 and 2019 indicate an overall decline in production which is strongest in southern and northernmost parts of Jutland
- The outlook for the region around Copenhagen and central Denmark (around Århus) is positive and stable for 2020

*Statistics Denmark has revised its reporting system, and the figures for 2018 and 2019 thus remain uncertain.

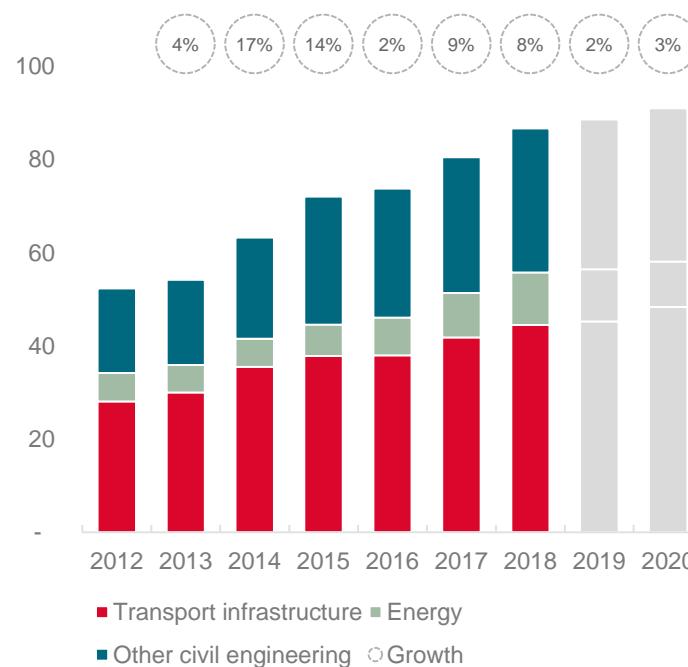
Civil engineering

The civil engineering market in Norway and Sweden

Activity tapering off at a high level

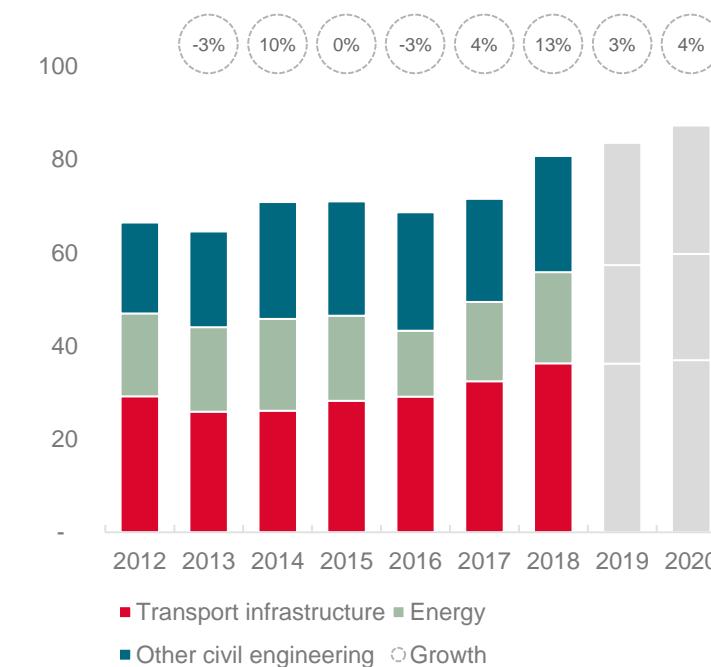
Production in different civ. eng. segments

Norway, NOK billion



Production in different civ. eng. segments

Sverige, NOK billion



Comments

- The forecasts have been adjusted somewhat since March 2018
- High public demand will continue to be central in future also
- Broad range of project scope and type

Forecasts civil engineering market:

Country	2018	2019	2020
Norway	8% (6%)	2% (4%)	3% (0%)
Sweden	13% (7%)	3% (6%)	4% (7%)

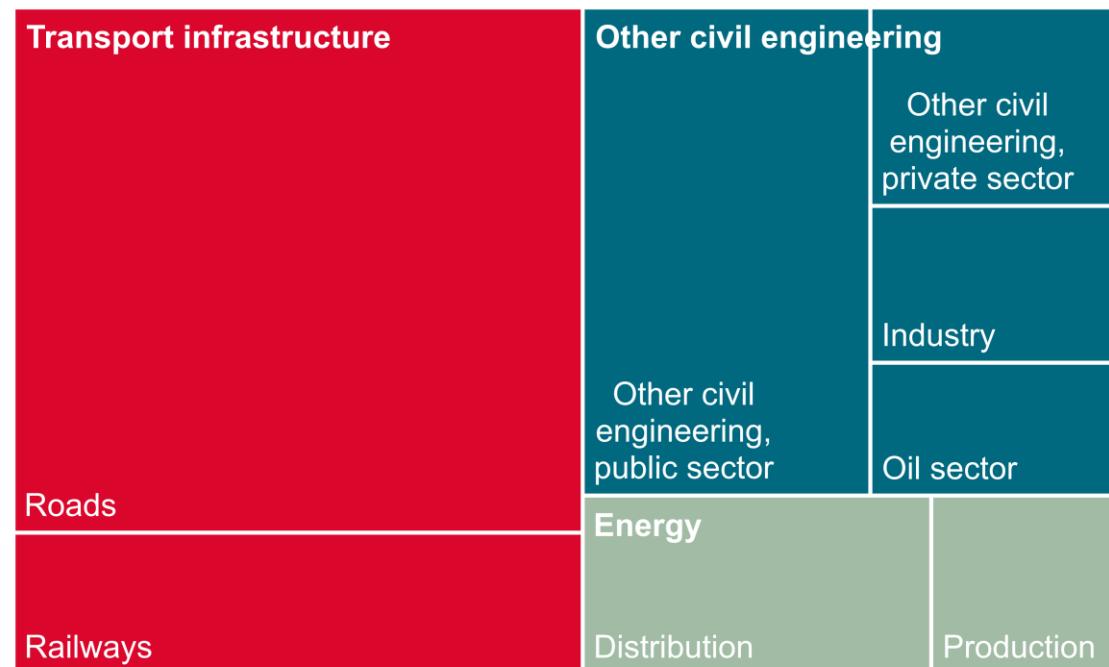
Sources: Statistics Norway, Statistics Sweden and Veidekke

The civil engineering market in Norway

Broad range of project scope and type

Civil engineering production 2018

By segment, NOK billion



Comments

Transport infrastructure

- Major public clients
- Trend towards larger contracts

Energy

- National and regional stakeholders
- Great variation in contract size

Other civil engineering

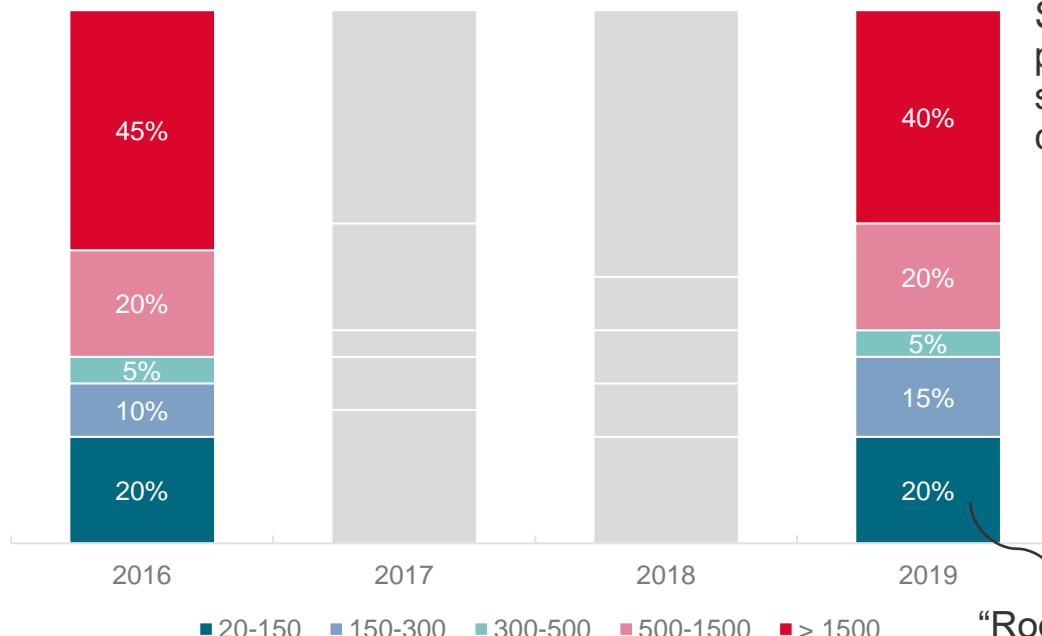
- Large but less transparent market
- Market players with regional and local ties

A crowded mid-range

Distribution of projects by size

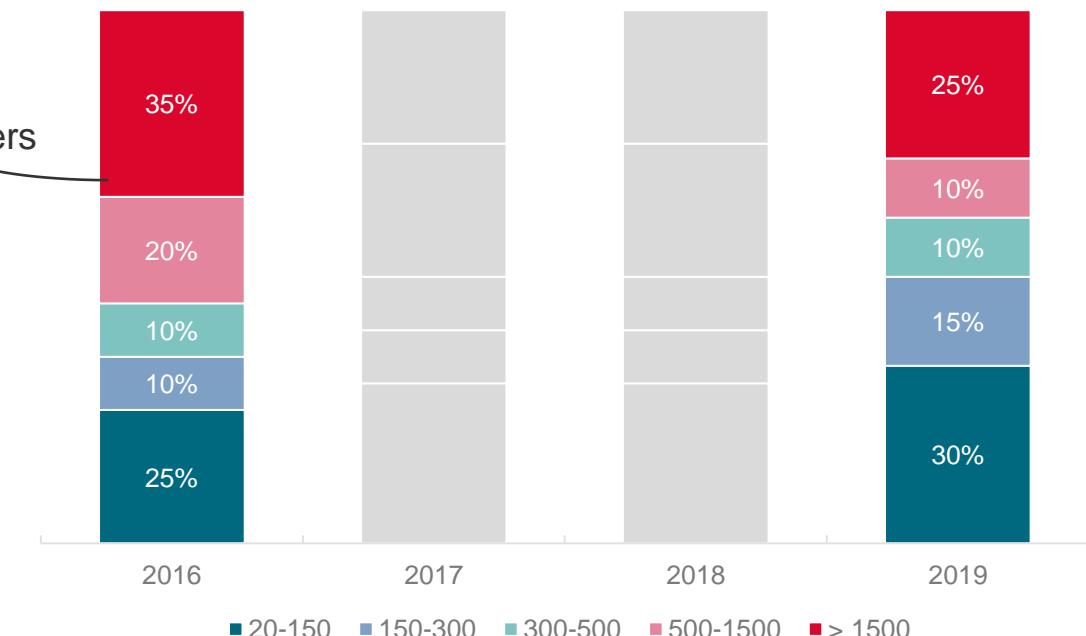
Norway, by contract value (NOK million)

Percentage shares



Sweden, by contract value (NOK million)

Percentage shares



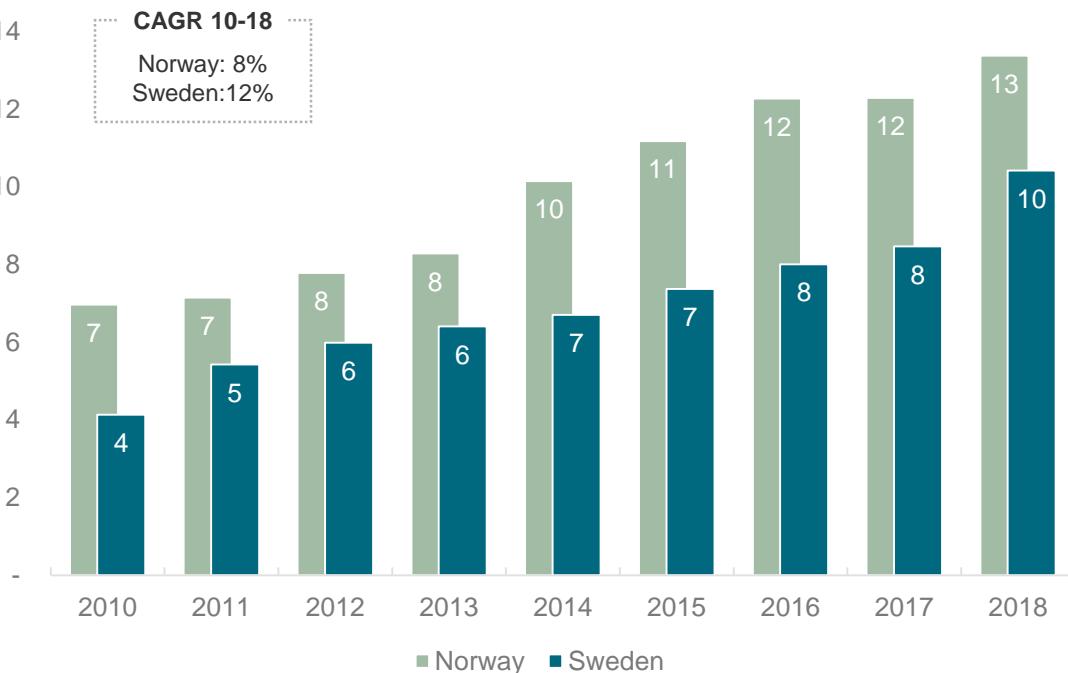
Sources: Norge Bygges, Sverige Bygger and Veidekke

Water, sanitation and waste management

High demand and strong growth

Investment in water and sanitation facilities

NOK billion



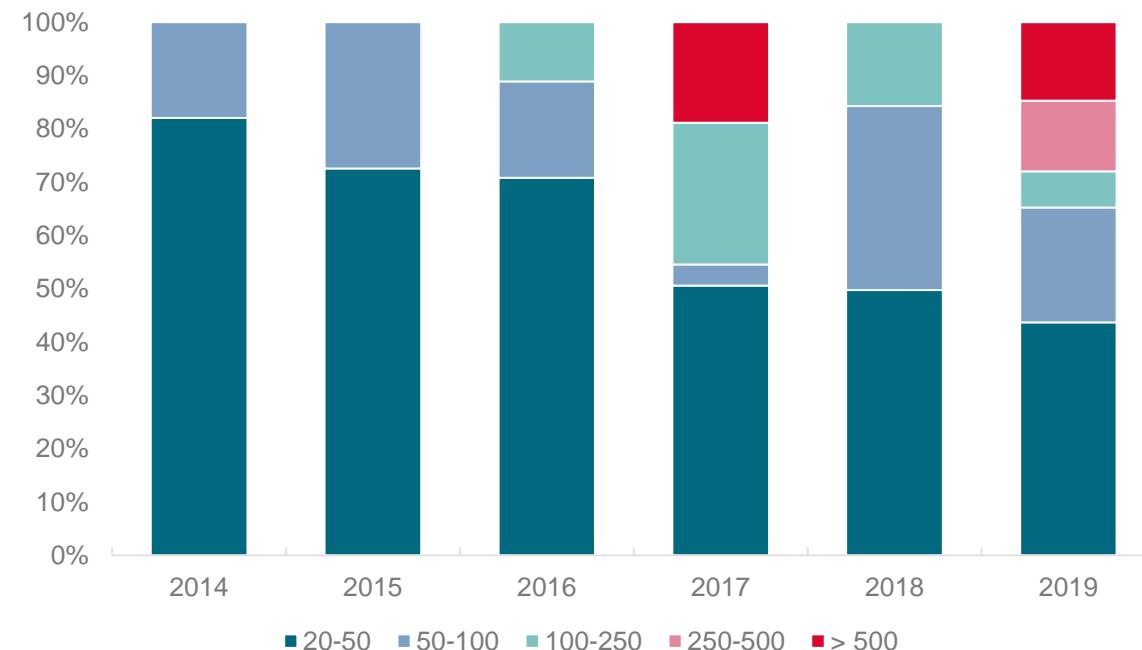
Sources: Statistics Norway, Statistics Sweden and Veidekke

Water, sanitation and waste management

Trend towards more and larger contracts

Reported projects, Norwegian water and sanitation segment

Distribution by size



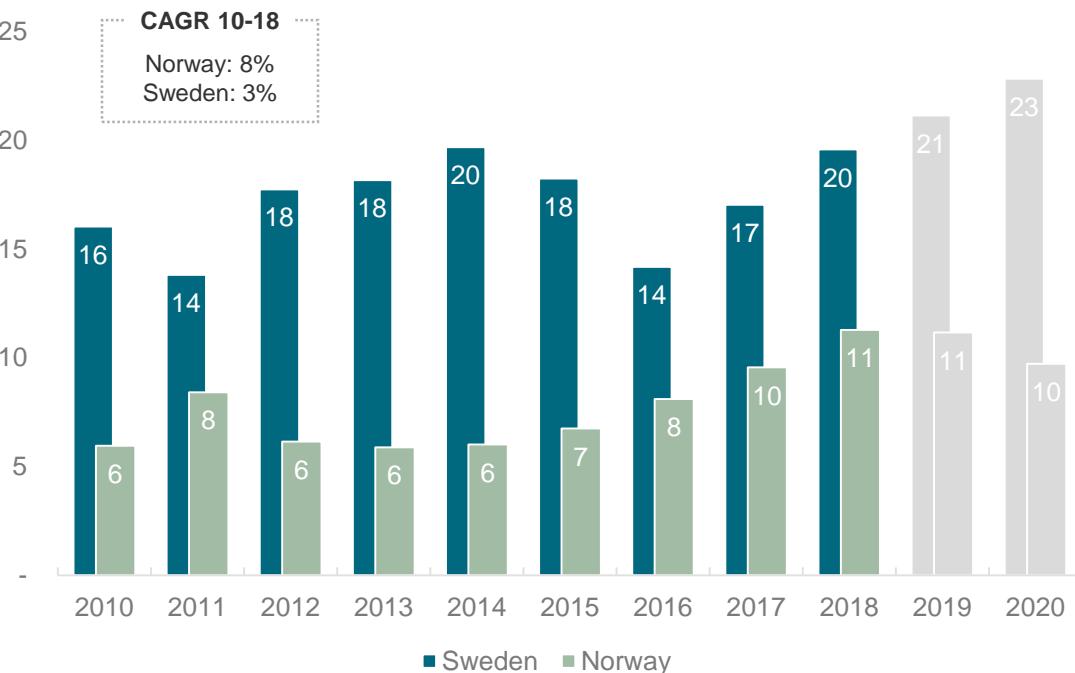
Sources: Norge Bygges and Veidekke

The energy sector

Higher activity for several years

Investment in energy facilities

NOK billion



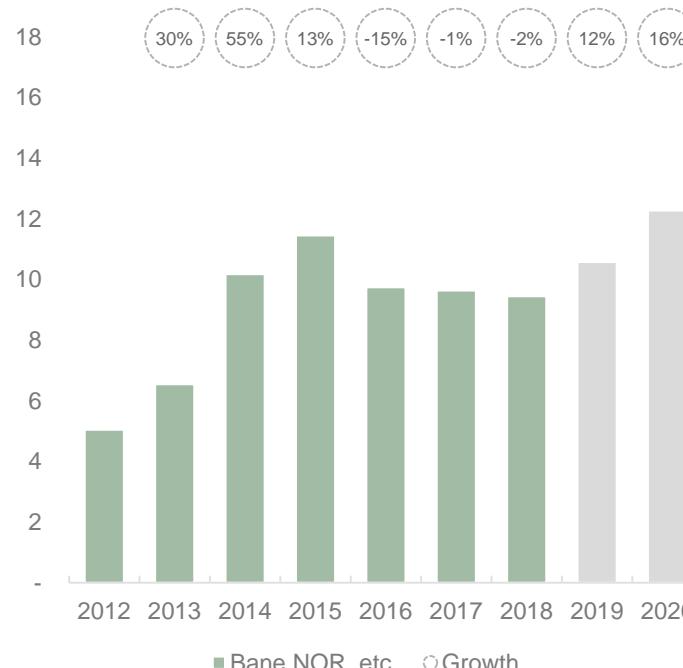
Sources: Statistics Norway, Statistics Sweden and Veidekke

The railways market in Norway and Sweden

Major projects being executed

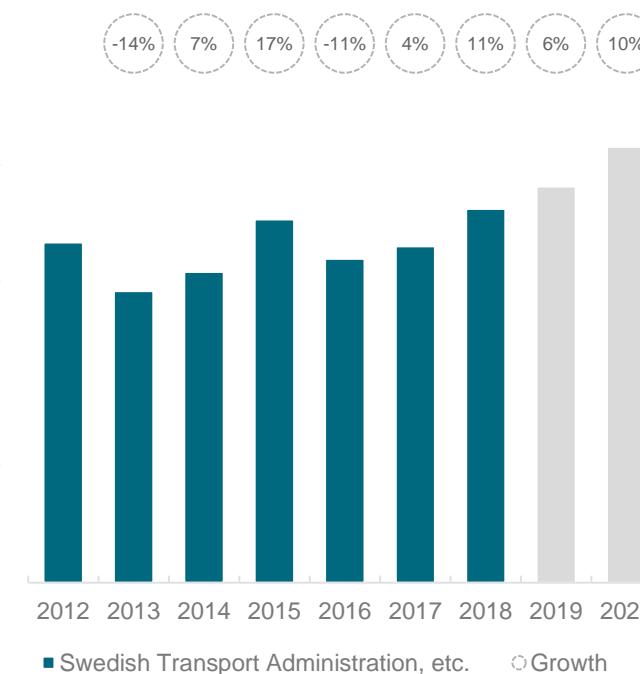
Norway, production

NOK billion



Sweden, production

NOK billion



Comments

Norway

- Higher investment
- Escalation in accordance with the National Transport Plan

Sweden

- Modest central government budget proposal for 2020, but the start of work on the Region Stockholm* underground line has had a positive effect
- Activity will increase after the forecast period

* Formerly Stockholm County Council

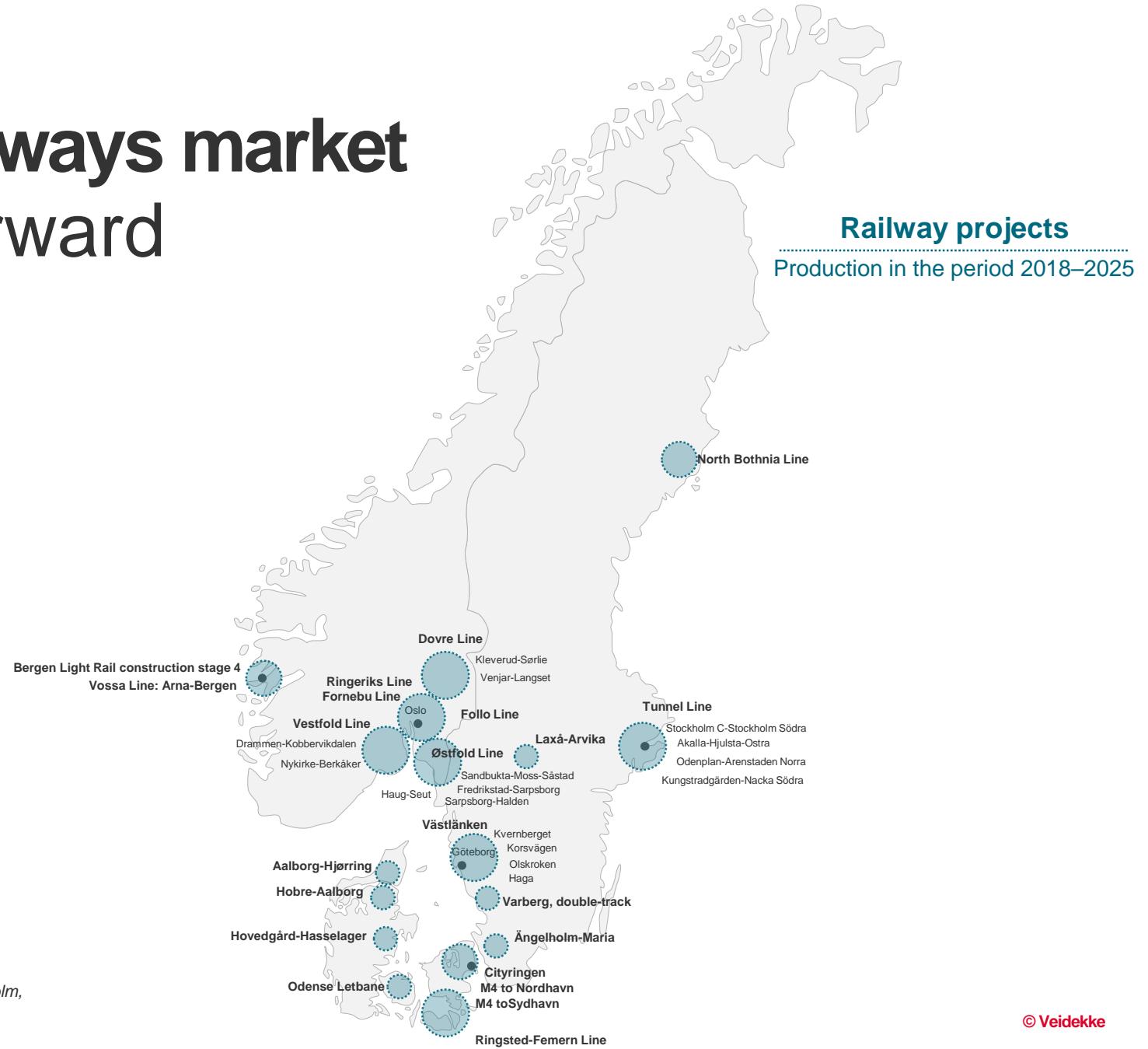
Sources: Statistics Norway, Norwegian Government, National Transport Plan, Bane NOR, Statistics Sweden, Swedish Transport Administration and Veidekke

The Scandinavian railways market

Priority area going forward

Railway projects
Production in the period 2018–2025

- High ambitions for railway development in the years ahead
- Large public-sector clients
- Trend towards contracts with early involvement
- Facilitation of international competition

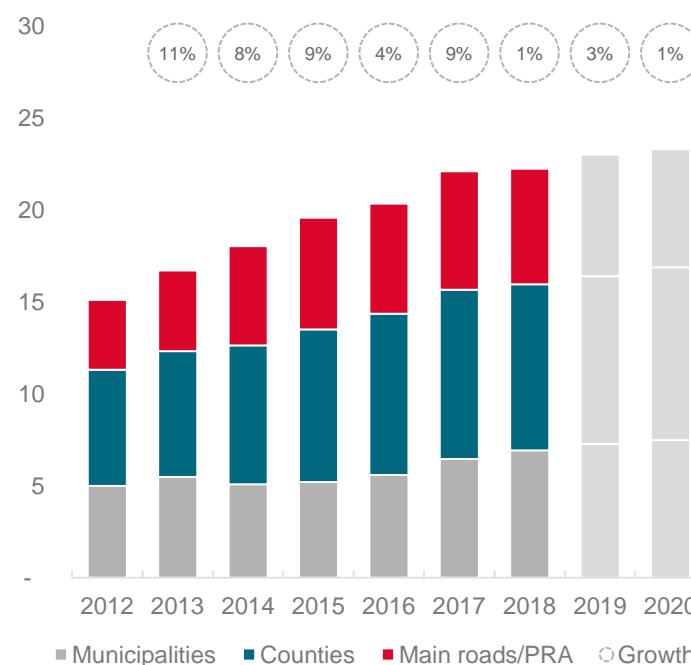


Operation and maintenance in Norway

Lower activity than forecast

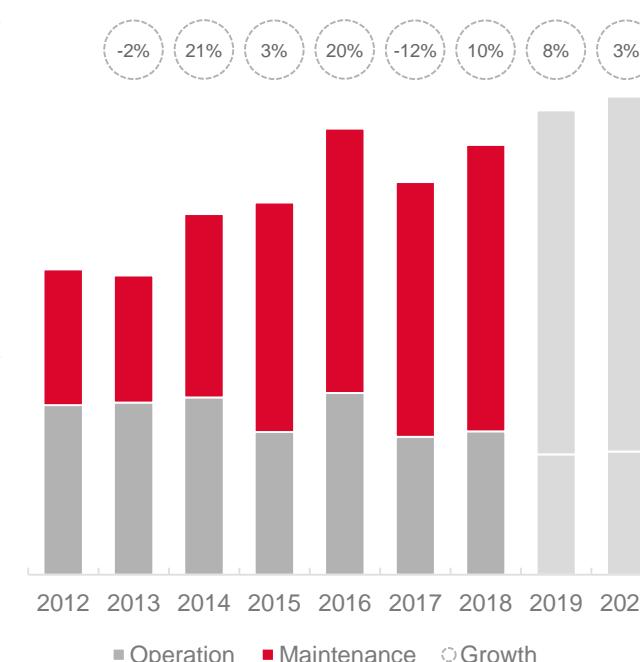
Road operation and maintenance

NOK billion



Railways operation and maintenance

NOK billion



Comments

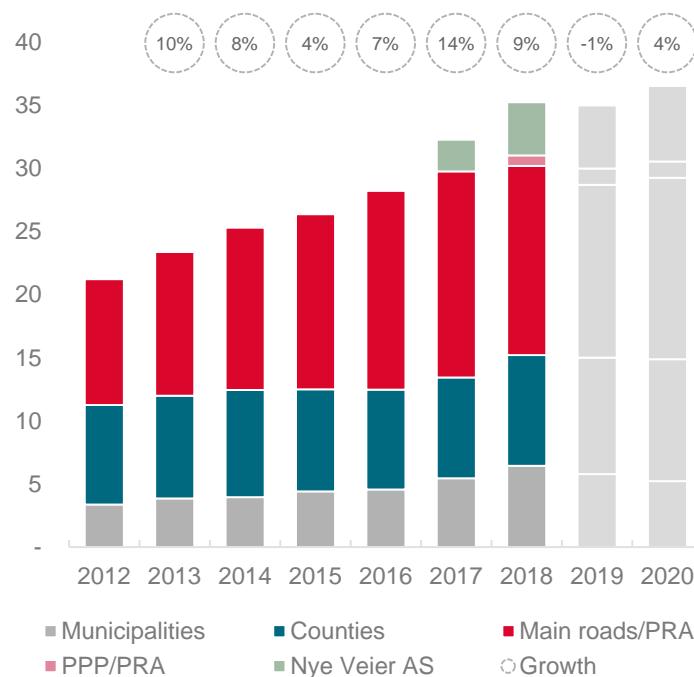
- Not keeping pace with the ambitions set out in the National Transport Plan 2018–2029
- The Government's budget proposal for 2020 indicates that the national main roads network is given lower priority
- Increasing activity linked to maintenance of existing railways

The roads market in Norway and Sweden

Growth has peaked

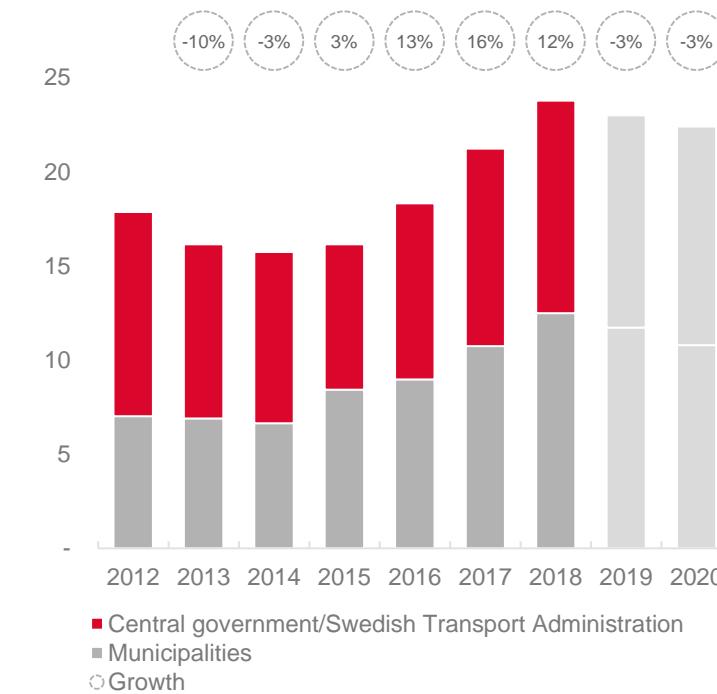
Norway, production

NOK billion



Sweden, production

NOK billion



Comments

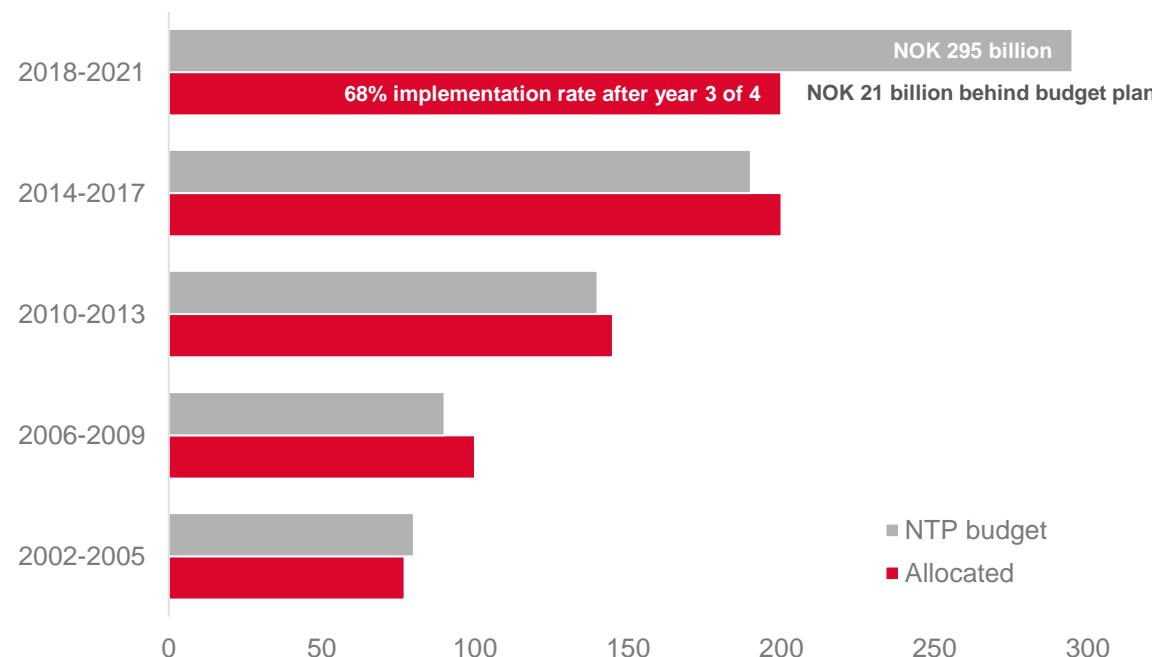
- Municipal roads investment has increased substantially in recent years
 - Linked to residential construction
- Going forward, central government investment will make the strongest contribution
- Delays to major projects

Transport infrastructure in Norway

National Transport Plan

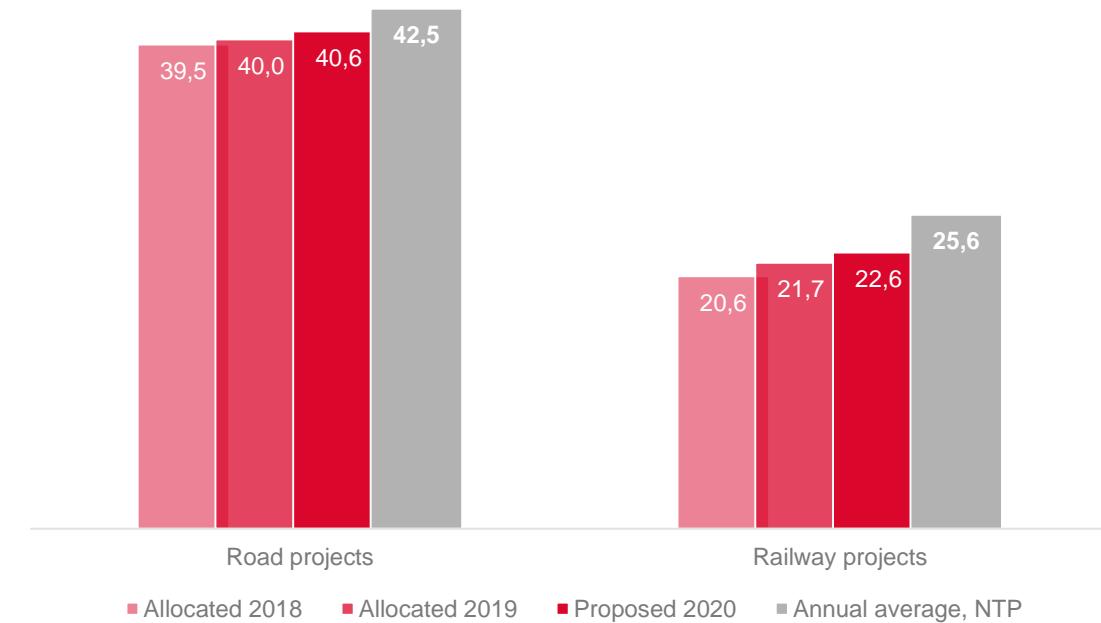
Planning periods, National Transport Plan

NOK billion



Implementation of National Transport Plan

NOK billion



Sources: Norwegian Government, National Transport Plan and Veidekke

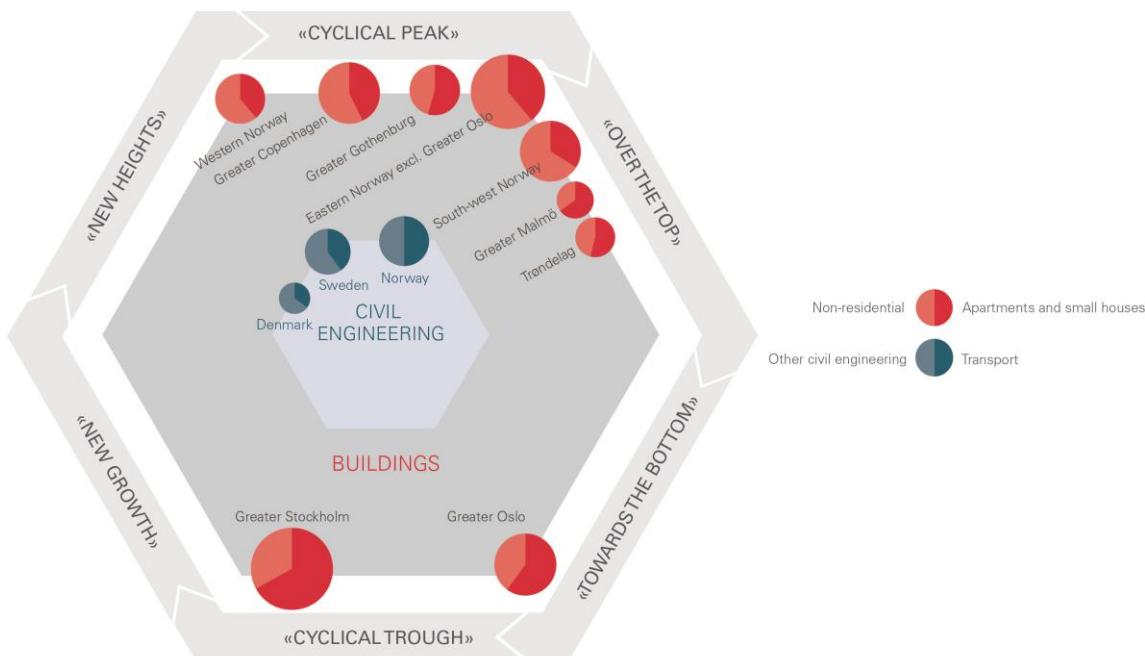
04

Summary

Summary

Veidekke's market overview

Assessment of current market situation



Source: Veidekke's market data

Highlights

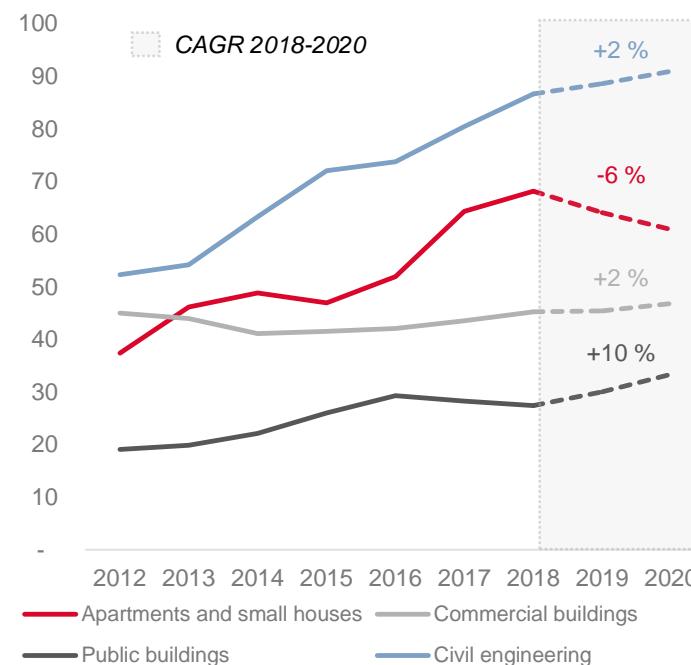
- Improved interest rate outlook, poorer cyclical outlook
- The contracting and residential markets appear more stable than for a long time; construction activity remains high
- New market forces will feature in the next decade – demographic shifts and increased competitiveness will be central factors

Contracting markets

Scandinavia

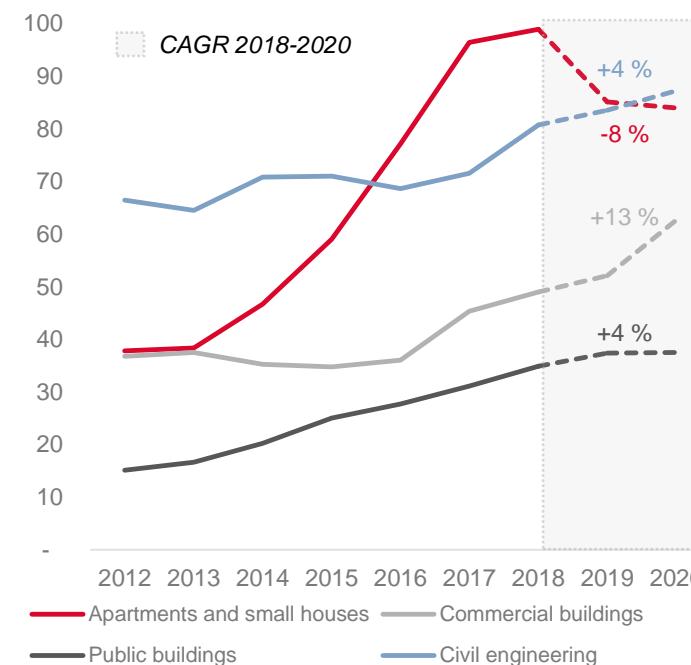
Norway

By sector, NOK billion



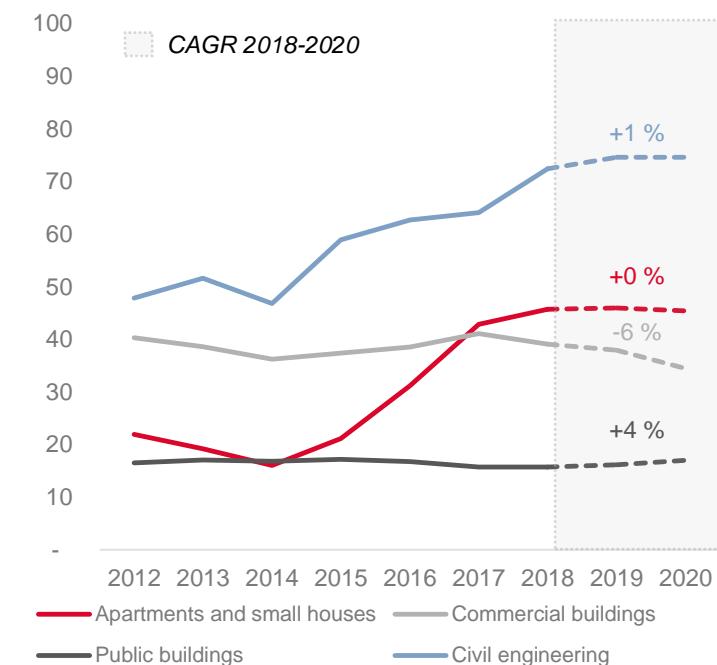
Sweden

By sector, NOK billion



Denmark

By sector, NOK billion



Source: Statistics Norway, Statistics Sweden, Statistics Denmark and Veidekke