

MTH GROUP



MTH GROUP

Danske Bank Winter Seminar 2017

CEO, Torben Biilmann
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Agenda

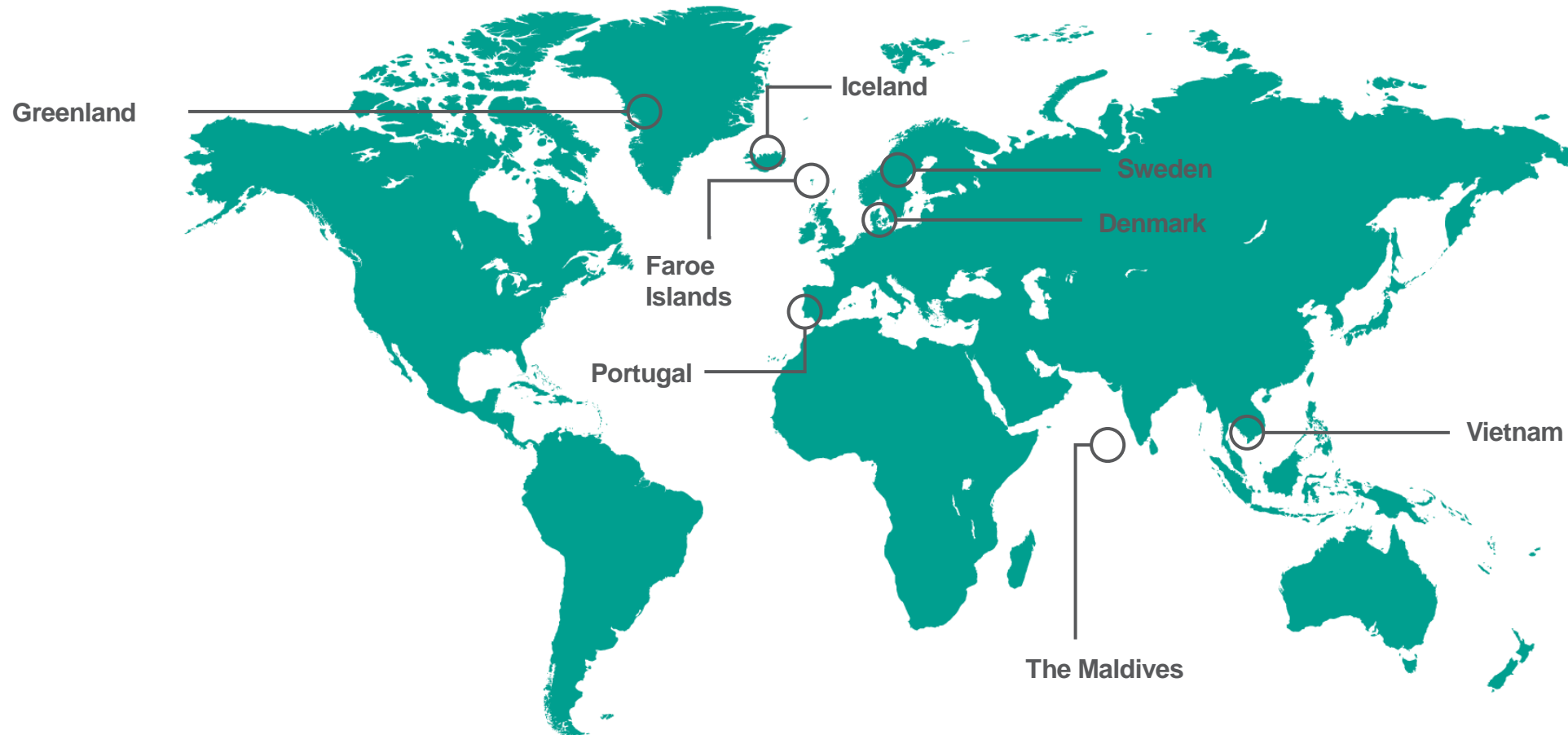
- About MTH GROUP
- Markets and segments
- Value drivers and examples
- Opportunities and challenges in the industry
- Questions













**For 100 years we have created
the spaces in which we live,
work and travel**

- Office buildings, multi-story housing and shopping malls
- Hospitals, schools and sports facilities
- Concrete and steel bridges
- Roads and railways

MTH GROUP have 80% of our business in Denmark



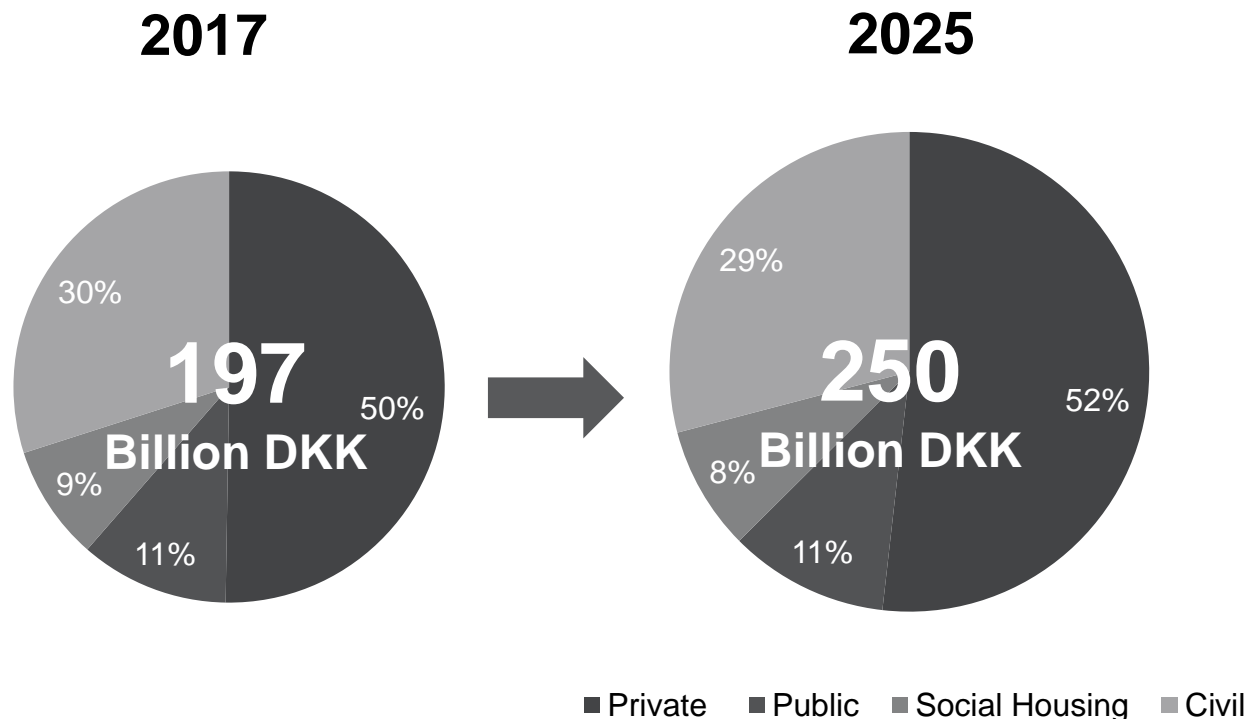
Our competences and solutions

CONSTRUCTION	CIVIL WORKS	SERVICES	CORE COMPETENCES
			
			
			
			

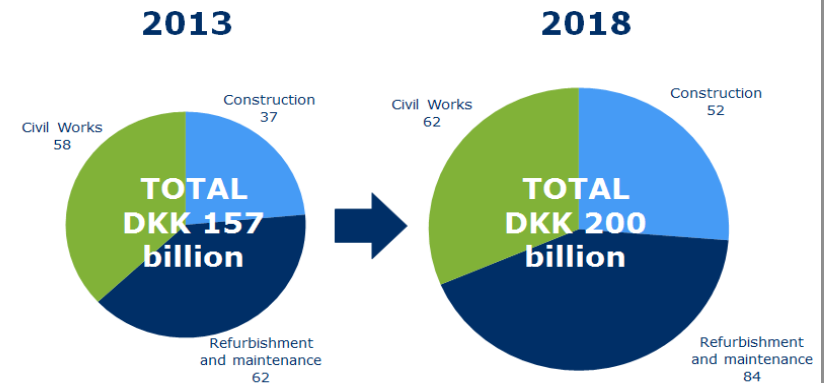
CORE COMPETENCES

- Project management
- Project design management
- Project development
- Design & Engineering
- Strategic procurement
- VDC and Value Engineering
- Sustainability
- Craftsmanship

The Danish Construction market is expected to grow towards 2025 ~ 20%



The Danish market is expected to increase almost 30% towards 2018










































The eight segments addressed by MTH GROUP are showing growth or stability

	Forecast for 2017	Expected development 2017 - 2020
Refurbishment – multi-story housing and offices, etc.	~30	↗
Civil works	~20	→
Electrical installations	~15	↗
New build – multi-story housing	~15	↗
Hospitals	~8	→
HQ and office buildings	~8	→
OPP/OPS	~3	↗
Data centers	~3	↗

Source: MTH GROUP based on figures from The Danish Construction Association

And we have a strong presence in these segments in Denmark

Segments

Refurbishment – multi-story housing and offices, etc.	 MTHøjgaard	 Enemærke & Petersen a/s			
Civil works	 MTHøjgaard				
Electrical installations					
New build – multi-story housing	 MTHøjgaard				 KPC 
Hospitals	 MTHøjgaard				
HQ and office buildings	 MTHøjgaard			 KPC 	
OPP/OPS	 MTHøjgaard				
Data centers	 MTHøjgaard				

Value drivers: Digitalisation, collaboration and holistic focus

Customer survey 2014

Digitalisation is requested

New collaboration models are demanded

TCO is being considered



Customer survey 2017

Digital platform is a must

New collaboration models are tested

TCO and functional optimisation

Value creation in the construction industry

Value drivers

- Digitalisation
- Collaboration
- Holistic focus

Drone

Obtaining optimal data



Virtual Reality

Agreeing to design and functionality prior to construction



Construction site

Ensuring continuous access to latest design



Creating optimal spaces and value for our clients



Urban VDC

Optimising the building in its environment and context



Workshop

Ensuring early involvement of best competences



VDC Labs

Bringing digital models and design to the construction site



Robots

Automated construction increases productivity

Market opportunities

Opportunities in the hospitals market



NAU, Aalborg



OUH, Odense



Rigshospitalet



USK, Køge



North Zealand



Opportunities in the refurbishment market

Strategic partnership



Stadionkvarteret



Morbærhaven



Lundevænget



Opportunities in the multi-story housing market

AARhus



AC Meyers Vænge



Kronen



Vinge



Opportunities in the market for new build commercial buildings

Nordea



IKEA



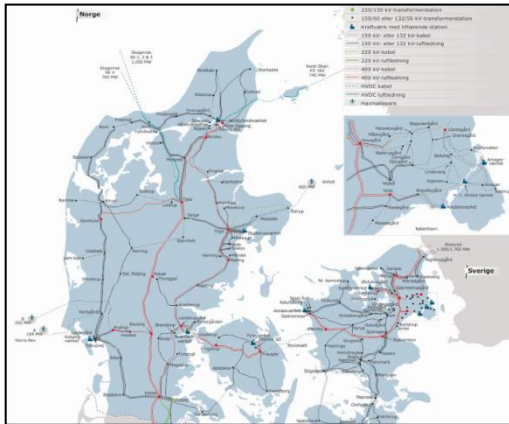
Olof Palmes Alle



DTU 310



Opportunities in the market for data centers



Industry opportunities

- New tender formats
- New collaborative management models
- Combining construction and operation costs
- Holistic optimisation
- Digital platforms and processes
- BIG data
- A more interesting industry

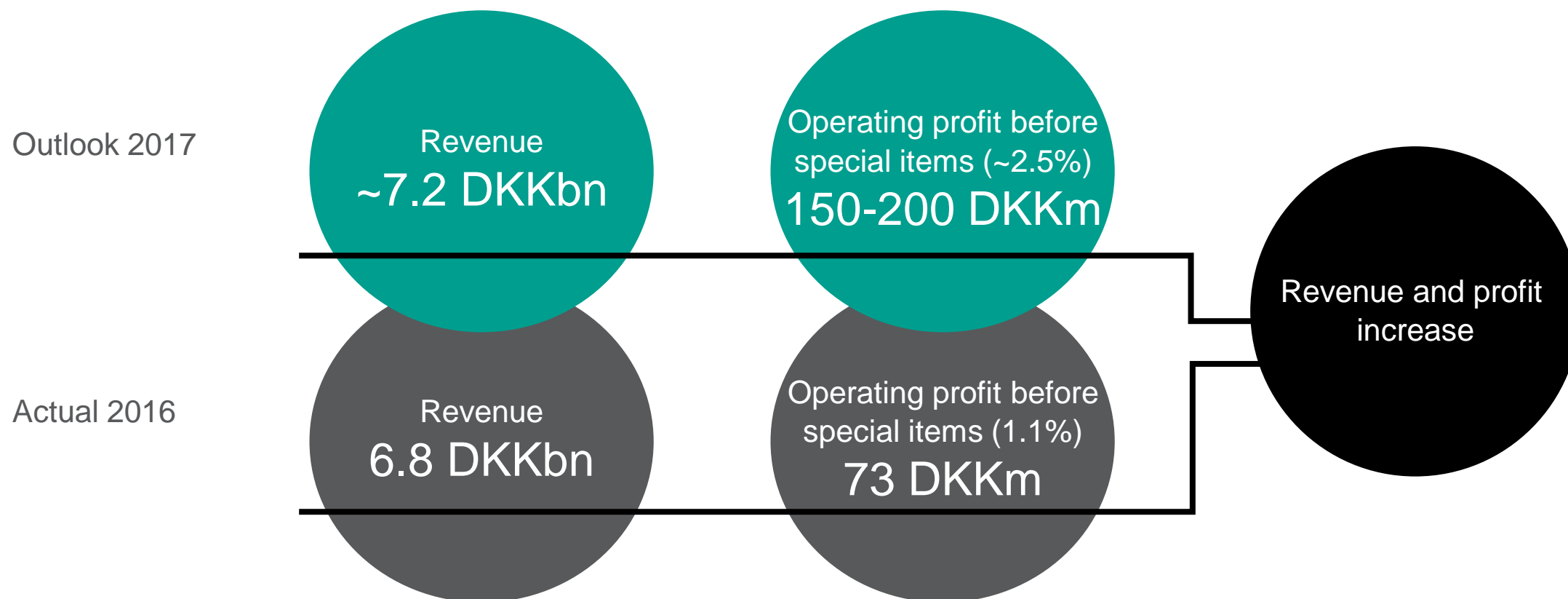


Industry challenges

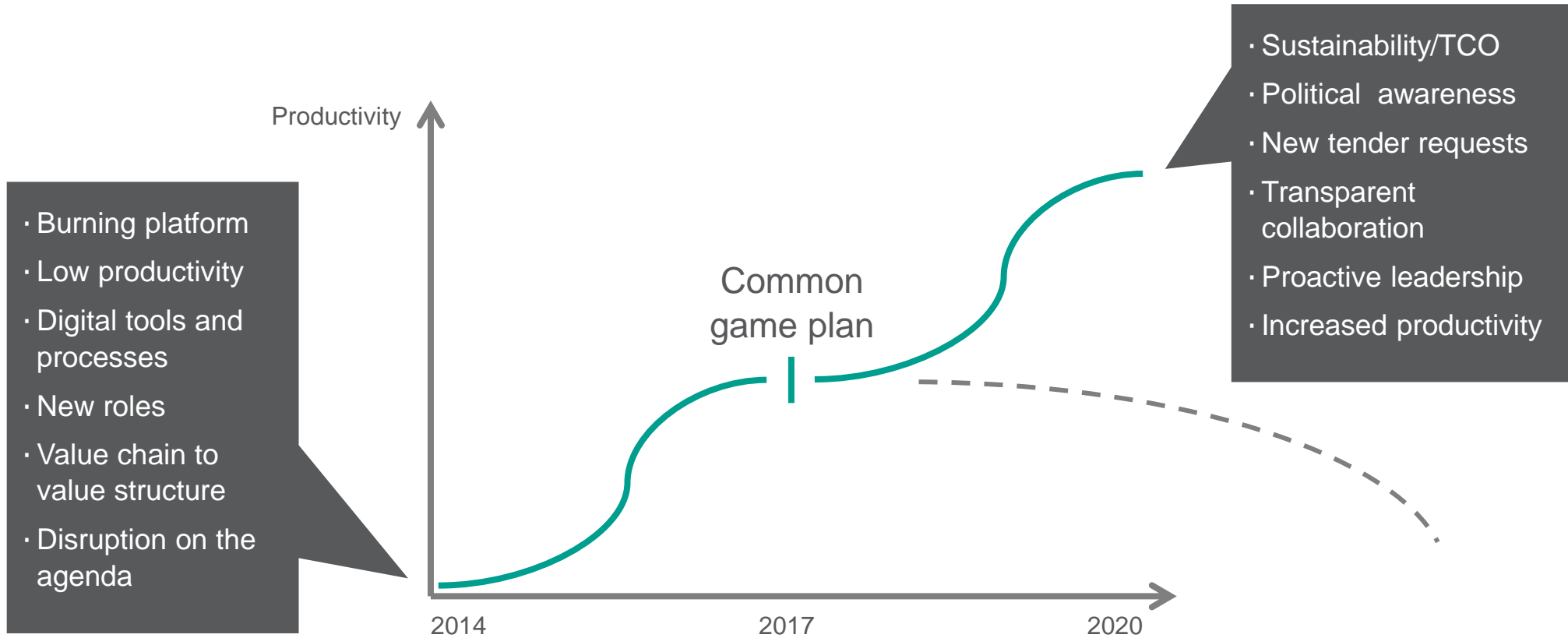
- Professionalisation of the construction industry
- Adapting to new technology, methods and behavior
- Access to resources
- Timing of resource utilisation
- Long lead time on mega projects



Full-year outlook 2017 before special items maintained



Industry trends



Questions

MTH GROUP



ajos

Lindpro

scandibyg



MTHøjgaard



GREENLAND CONTRACTORS



seth

