



# DNB Nordic Real Estate & Construction Conference 2024

Kristin Olsson Augestad  
EVP | Architecture

10 September 2024



Photo: Thomas Haugersveen /Multiconsult



Photo: Bárð Guðim

## We are

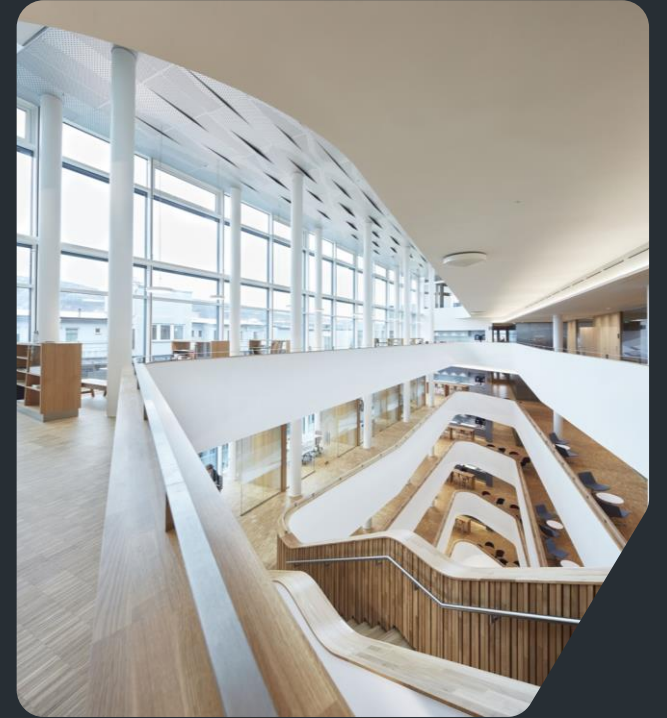
**3800** architects and engineers in Scandinavia, Poland and UK



The Munch museum | Photo: Daniel Hundven-Clements

## Core business

**Consulting, architecture and engineering** within the building and construction industry

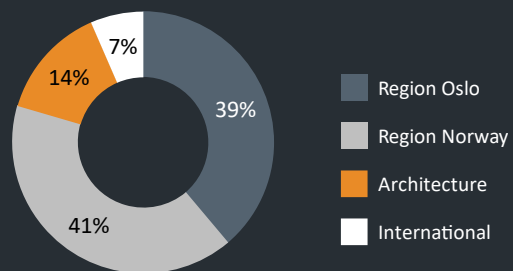


Jonsvollskvartalet | Photo: Øystein Klakegg

## Portfolio

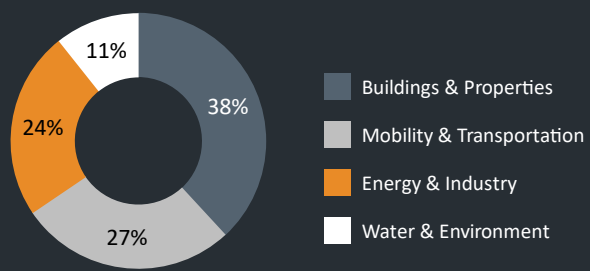
**10 000** projects for **4 500** public and private clients in over **20** countries annually

## Segments



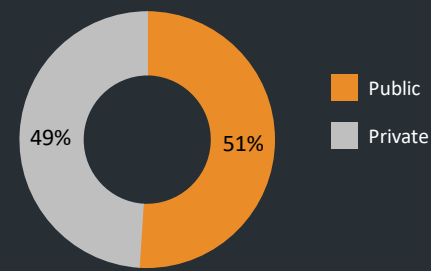
\*share of net operating revenue FY 2023

## Business areas



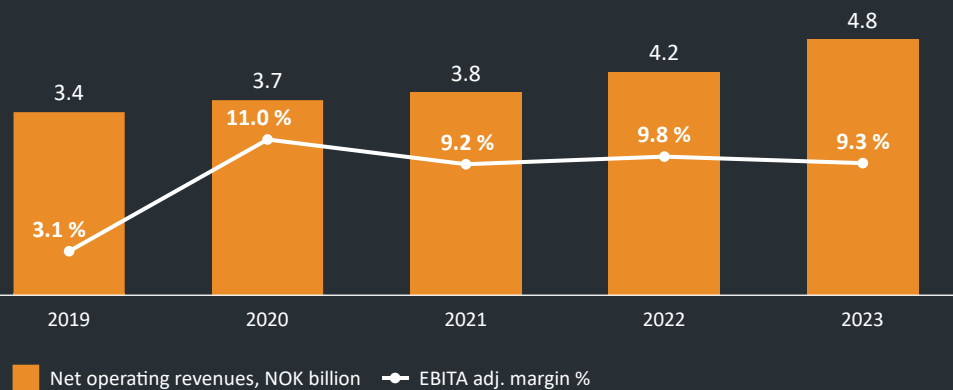
\*share of operating revenue 2Q 2024

## Sector balanced portfolio



\*share of operating revenue FY 2023

## Financial track record



## Financial targets

- EBITA Margin\* 10%  
\*measured on an annual basis, exclusive extraordinary items
- Ambition of CAGR 8-10% revenue growth over the cycle\*, including M&A  
\*cycle 2022-2026
- Gearing ratio  
Normal: 1.0 - 2.0x  
max 2.5x  
Special: 3.0x up to 18 months
- Equity ratio > 25%



# The value of collaboration



Ill: LINK Arkitektur

## The fjord city of Lier and Drammen



Ill: Hadid Architects and A-Lab

## The Fornebu Line



Ill: LINK Arkitektur / Multiconsult

## The Stavanger Town Hall





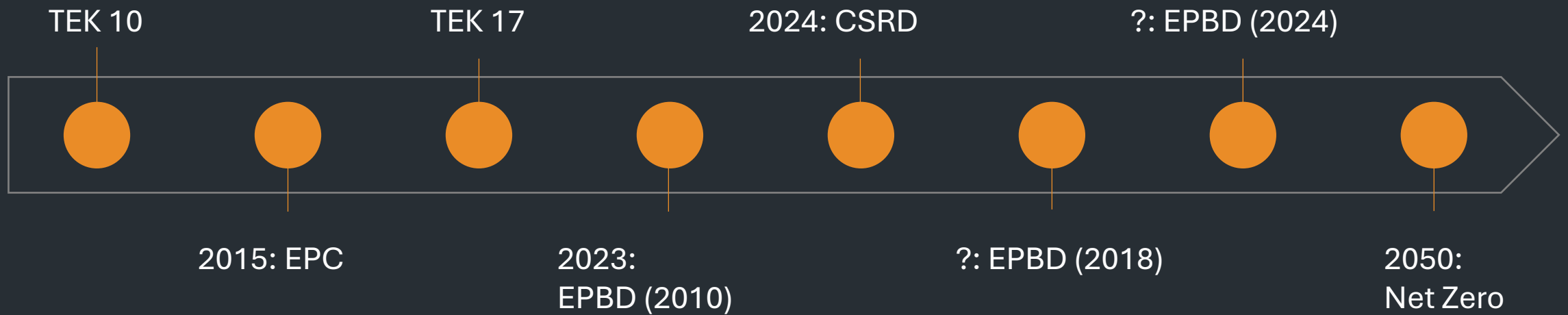
# Culture of empowerment

We are **highly skilled employees**,  
and promote **continuous training**  
and **development**



*Photo: Marte Nordahl*

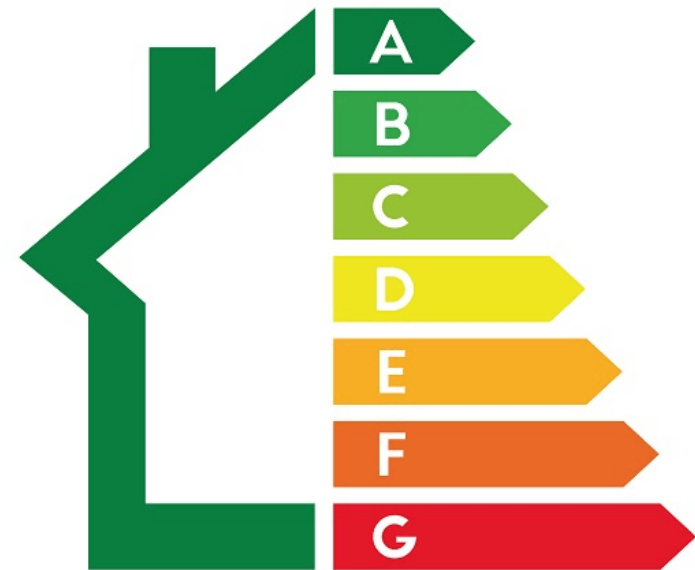
# Regulations for a sustainable future



EPC : Energy Performance Certificate  
EPBD : Energy Performance of Buildings Directive  
CSRD : Corporate Sustainability Reporting Directive

# Achieving the EU's climate targets

- Increased complexity in planning/design
- Increased market for existing buildings
- Short-term: awaiting major rehab projects
- Stranded assets
- Increased focus on supply chain



# Helping companies transform

- Expertise in regulations and directives
- Net Zero gap analysis and pathway for portfolio
- Advise on sustainability and energy efficiency
- Guidance and documentation on certifications and environmental standards
- Design and planning in accordance with regulations
- Risk assessment and due diligence
- Assistance with application processes
- Monitoring during construction
- Consulting on energy-efficient operations



Photo: Melissa Hegge / LINK Arkitektur



# ESG analysis of real estate portfolio

- For international client:
  - Energy efficiency and physical climate risk
  - Gap analysis and an action plan to reach Net Zero by 2050
  - Time of “stranded asset”
  - Documentation and and maintenance plan
- multiMap
  - Digital overview of portfolio, based on client’s own registration
  - Action plan for upgrade, advice on optimising and developing the portfolio
- multiSecure
  - Portfolio overview of maintenance documentation using AI

**multiMap**  
powered by Multiconsult

Verktøy for strategisk eiendomsledelse

Vedlikehold BYGG 9 92%

Oppgrader BYGG 3 43%

**Hvilke bygg er levedyktige i din portefølje?**  
multiMap er et web-basert verktøy for kartlegging av porteføljer som gir grunnlag for langsiktig planlegging og bærekraftig utvikling av bygningene.

**Prosess**

- Registrer deg og din portefølje
- Kartlegg
- Analyser rapporter
- Lag tiltaksplan

**Kartleggingsmoduler**

- Teknisk tilstand
- Tilpasningsdyktighet
- Funksjonell egnethet
- Klimasårbarhet/Naturfarer
- Supplerende moduler

**Nøkkelpunkter**

- Moduler utviklet av fageksperter
- Fra 5-10 minutter per bygg\*
- Få umiddelbare rapporter
- Lag tiltaks- og vedlikeholdsplan
- Spor utvikling over tid

**Underlag for**

- Budsjettprosesser
- Eiendomsstrategier
- Utviklingsplaner

Pris fra 35 000 kr eks mva. per år\*\*

<https://multimap.multiconsult.no>

# Dronning Mauds gate 1-3. | Renovation 2017-2021

- Built in 1971, cultural heritage
- Energy Performance Certificate D-E
- Unstable indoor climate, old facades, noise



# Dronning Mauds gate 1-3. | Renovation 2017-2021

- Breeam Excellent, Energy Performance Certificate A
- Energy Meets requirements in the EU taxonomy for building ownership
- 80 per cent occupancy during construction period



Photo: Pecunia



# Decision-making basis for profitable development

Scenario (level of renovation)	Energy Performance Certificate (calculated)		Energy consumption (actual)	
	Savings %	Expected certificate	Savings kWh	Savings %
Daily operations – low investment	7.2	Dark green D	512 000	16
<b>Smart control – some investment</b>	19.5	Dark green D	896 000	28
Tenant upgrade	30.5	Dark green C	1 206 000	37
Full renovation	34.1	Dark green B	1 100 000	34

Energy consumption can be reduced by 28 per cent through the use of smart control

- Shutting off local cooling
- Demand control of ventilation
- LED lights and control



## Want to learn more?

Join our seminar October 17 at 4 pm in Oslo (DEG 8)

“Hvordan lykkes med attraktive og lønnsomme bygningstransformasjoner”

([www.multiconsult.no](http://www.multiconsult.no))

## THANK YOU FOR YOUR ATTENTION

Investor relations in Multiconsult ASA

E-mail: [IR@multiconsult.no](mailto:IR@multiconsult.no)

Web: [multiconsult-ir.com](http://multiconsult-ir.com)

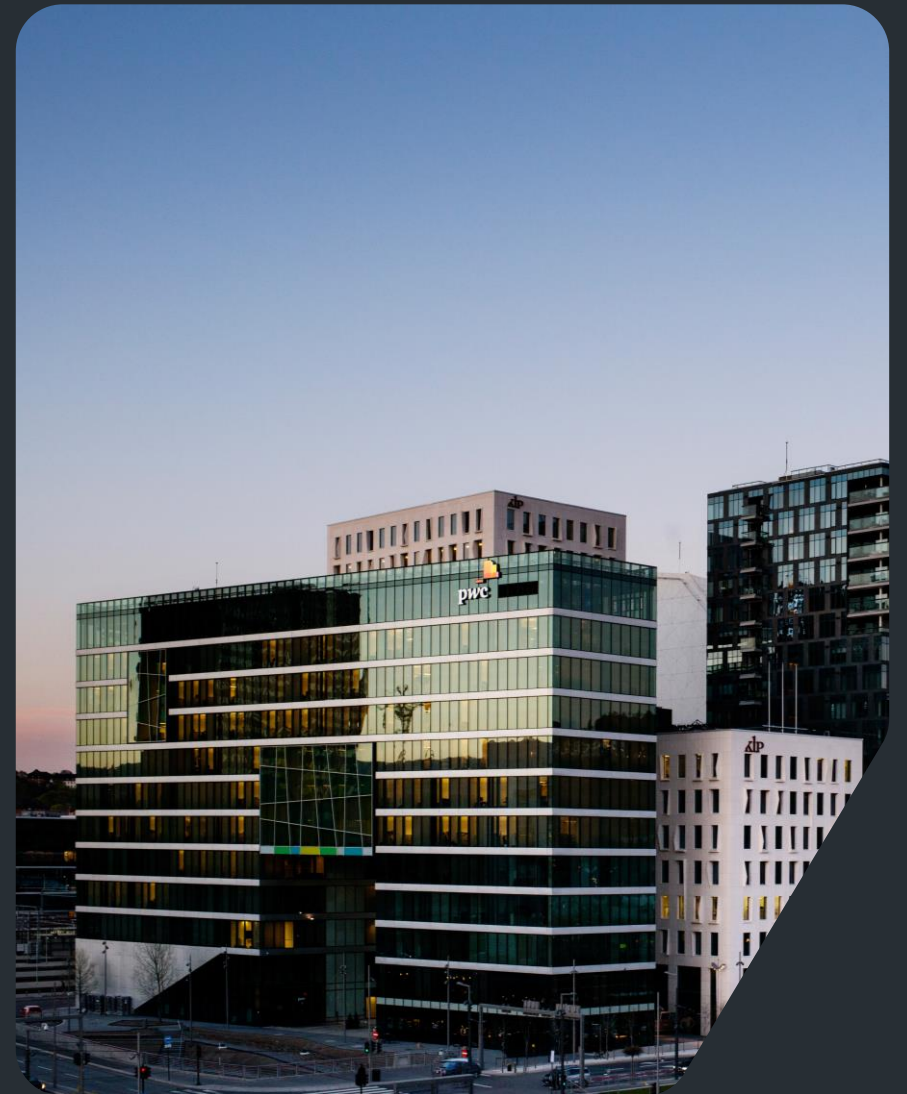


Photo: Siw Dolmen / Multiconsult



Multiconsult