



Presentation

3rd Quarter 2002

Thursday 31 October 2002

Agenda

- **Main features in 3rd quarter**
 - Main figures Group and divisions
 - Areas of activity
- **Market outlook**
- **The road ahead**

Main Features 3rd Quarter

- **Profits below expectations**
- **Development**
 - + Construction Norway
 - + Asphalt Operations
 - + Gothenburg
 - ÷ Construction Denmark
 - ÷ Stockholm
- **Special Projects weak**
 - Large international projects will be wound up
- **Nonrecurring effects**
 - + Bautas sold (settlement received)
 - ÷ Provision for Bujagali
 - ÷ Reorganisation of Division Special Projects
- **Relatively stable market situation**
- **Good volume of new orders**
- **Sound financial position**



Main Figures Group

<i>Figures in NOK million</i>	3rd quarter 2002	3rd quarter 2001	1.1. - 30.9. 2002	1.1. - 30.9. 2001
Turnover	2 667.2	2 809.1	8 030.7	7 739.3
Operating profit before depr. (EBITDA)	219.9	240.7	536.9	512.0
Operating profit (EBIT)	109.0	119.2	249.2	193.0
Pre-tax profit (EBT)	80.0	83.0	165.3	90.2

Earnings per share (NOK)	1.68	1.72	3.57	1.81
Cash flow per share (NOK.)	5.78	6.22	14.21	13.71



Areas of Activity

Figures in NOK million	3rd quarter 2002			3rd quarter 2001		
	Turnover	EBITDA	EBT	Turnover	EBITDA	EBT
Construction Norway	1 096.3	40.2	30.8	1 126.1	14.8	7.8
Construction Denmark	458.0	7.5	3.7	534.5	16.3	9.2
Construction Sweden	196.9	2.9	-0.1	62.8	-1.4	-1.9
Special Projects	226.7	-32.0	-39.4	183.4	10.8	-6.2
Property	142.5	27.2	7.5	245.2	48.2	27.2
Industry	708.8	179.3	77.5	782.7	162.9	52.3
Other activity	-162.0	-5.2	-	-125.6	-10.9	-5.4
Total	2 667.2	219.9	80.0	2 809.1	240.7	83.0



Areas of Activity – First nine months

Figures in NOK million	1.1. – 30.9.2002			1.1. – 30.9.2001		
	Turnover	EBITDA	EBT	Turnover	EBITDA	EBT
Construction Norway	3 616.6	108.3	88.0	3 373.7	31.2	11.7
Construction Denmark	1 348.4	22.1	4.6	1 523.9	38.1	13.6
Construction Sweden	540.1	-5.9	-8.6	180.7	-8.3	-8.8
Special Projects	790.4	-18.0	-52.4	579.4	30.8	-22.3
Property	714.7	119.0	68.0	676.0	120.4	62.0
Industry	1 619.3	329.3	77.5	1 758.2	333.7	53.0
Other activity	-598.8	-17.9	-11.8	-352.6	-33.9	-19.0
Total	8 030.7	536.9	165.3	7 739.3	512.0	90.2



Profit & Loss Account

3rd quarter 2001	3rd quarter 2002	Figures in NOK million	1.1. - 30.9. 2002	1.1. - 30.9. 2001
2 809.1	2 667.2	Turnover	8 030.7	7 739.3
-2 568.4	-2 447.3	Operating costs	-7 493.8	-7 227.3
240.7	219.9	EBITDA	536.9	512.0
-100.9	-88.6	Depreciation: - Ordinary	-233.5	-258.0
-20.6	-22.3	- Goodwill	-54.2	-61.0
119.2	109.0	Operating profit	249.2	193.0
-	0.1	Share of profit associated companies	-0.6	-
-36.2	-29.1	Net financial income/expenses	-83.3	-102.8
83.0	80.0	Profit before taxation	165.3	90.2
-29.1	-27.3	Taxation	-56.3	-31.6
53.9	52.7	Profit for the year	109.0	58.6
7.8	7.2	Minority interests' share	12.5	10.0



Balance Sheet - Assets

<i>Figures in NOK million</i>	30.09.2002	30.09.2001	31.12.2001
Goodwill	450	618	584
Buildings/land	325	342	339
Machinery/equipment	571	1 319	1 338
Investment in associated company*)	391	-	-
Receivables etc.	233	209	208
Total fixed assets	1 970	2 488	2 469
Residential/non-residential projects **)	1 121	1 424	1 457
Stocks	207	234	253
Debtors etc.	2 241	1 978	1 654
Liquid assets	428	384	474
Total current assets	3 997	4 020	3 838
Total assets	5 967	6 508	6 307

*) Of which Ramirent 225

**) Including receivables from house buyers 431 256 253



Balance Sheet – Shareholders' Equity and Liabilities

<i>Figures in NOK million</i>	30.09.2002	30.09.2001	31.12.2001
Shareholders' equity	1 425	1 370	1 349
Pension obligations and deferred taxes	140	246	207
Debts to credit-issuing institutions	1 731	2 227	1 845
Creditors	1 794	1 829	1 813
Other debts	877	836	1 093
Total liabilities	4 542	5 138	4 958
Total shareholders' equity and liabilities	5 967	6 508	6 307
Net interest-bearing liabilities	1 289	1 805	1 347
Equity ratio (%)	23.9	21.1	21.4



Specification Orders-on-Hand

<i>Figures in NOK million</i>	30.09.2002	30.06.2002	31.12.2001	30.09.2001
Construction Norway	3 698	3 687	4 089	4 072
Construction Denmark	1 506	1 591	1 345	1 030
Construction Sweden	935	693	636	330
Special Projects	1 355	1 284	1 107	1 120
Total orders-on-hand	7 494	7 255	7 177	6 552

Areas of Activity

Construction Norway

- Focus on operation and margins showing results
- Weakening private sector market in Oslo
- Many contracts for public sector. Good market development in other regions
- Sound volume of new orders. Large share of negotiated contracts

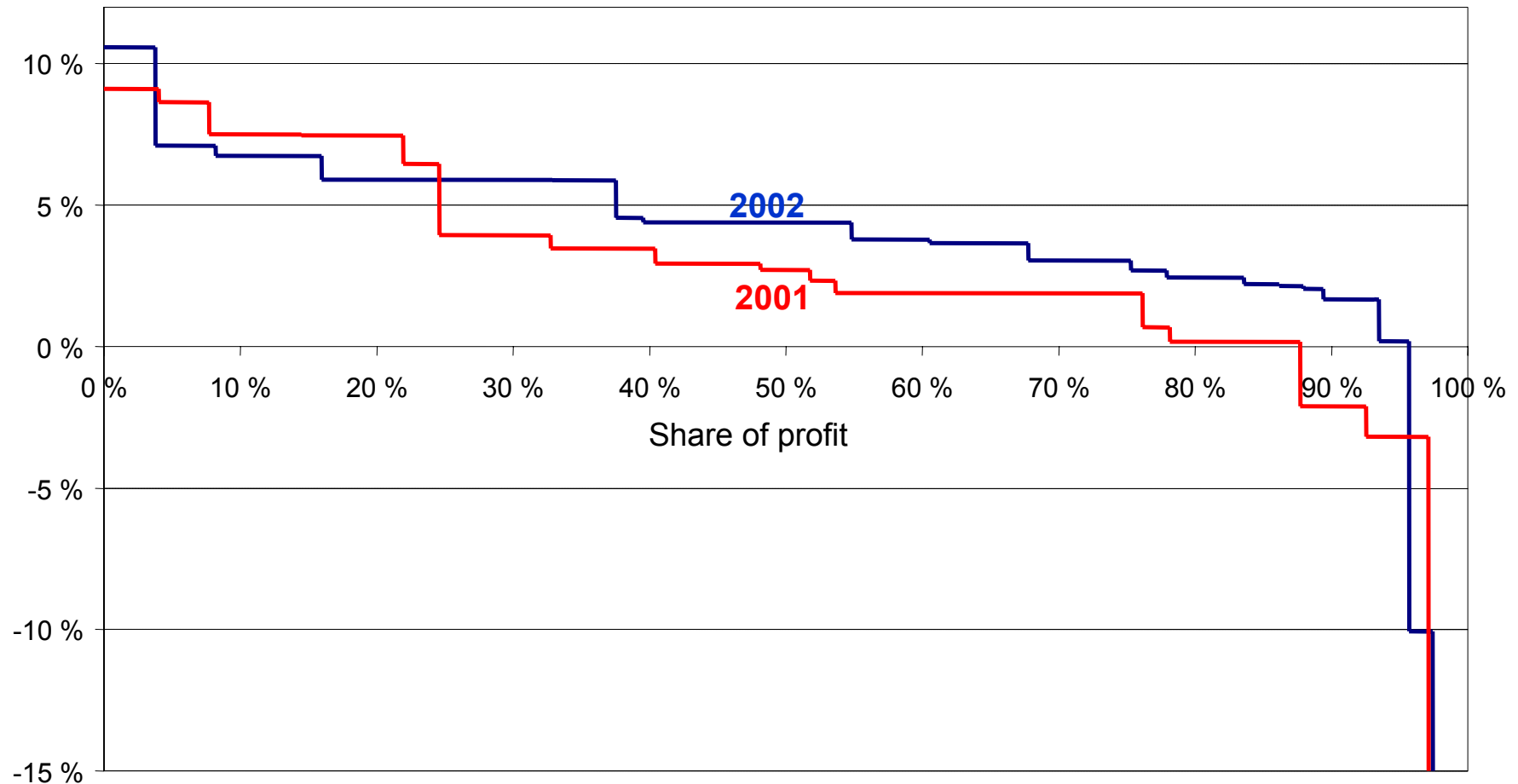
<i>Figures in NOK million</i>	<i>3rd quarter 2002</i>	<i>3rd quarter 2001</i>	<i>1.1. - 30.9.02</i>	<i>1.1. - 30.09.01</i>
Turnover	1 096.3	1 126.1	3 616.6	3 373.7
Operating costs	-1 056.1	-1 111.3	-3 508.3	-3 342.5
Operating profit before depreciation (EBITDA)	40.2	14.8	108.3	31.2
Depreciation	-14.6	-11.7	-37.6	-36.6
Operating profit (EBIT)	25.6	3.1	70.7	-5.4
Net financial items	5.2	4.7	17.3	17.1
Pre-tax profit	30.8	7.8	88.0	11.7



Construction Norway

Profit development 2001 and per 3rd quarter 2002

Margin excluding goodwill depreciation



- **Low volume still affecting profits**
- **Delayed projects now in progress**
 - Housing project - Ny Tøjhusgrund (NOK 421 million)
 - KLP Ørestaden (NOK 134 million)
 - Lyngby Storsenter for Steen & Strøm (NOK 232 million)
- **Large volume of new orders**

<i>Figures in NOK million</i>	3rd quarter 2002	3rd quarter 2001	1.1. – 30.9.02	1.1. – 30.9.01
Turnover	458.0	534.5	1 348.4	1 523.9
Operating costs	-450.5	-518.2	-1 326.3	-1 485.8
Operating profit before depreciation (EBITDA)	7.5	16.3	22.1	38.1
Depreciation	-6.1	-8.5	-19.1	-28.7
Operating profit (EBIT)	1.4	7.8	3.0	9.4
Net financial items	2.3	1.4	1.6	4.2
Pre-tax profit	3.7	9.2	4.6	13.6

Owner costs charged to

*Depreciation of goodwill	-2.1	-2.0	-6.5	-6.3
**Financial items	-3.5	-3.5	-10.5	-10.5

Construction Sweden

- Gothenburg performing well
- Skåne contributed SEK 166 million to turnover and a positive result per 30 September
- Stockholm marked by
 - High costs related to bidding
 - Somewhat lower productivity than desired
 - Construction on project E4 will start in 4th quarter
 - Our share (50%) SEK 670 million. Annual production of SEK135 million
 - Will contribute to improved capacity exploitation in Stockholm
- Good order situation

<i>Figures in NOK million</i>	<i>3rd quarter 2002</i>	<i>3rd quarter 2001</i>	<i>1.1. – 30.9.02</i>	<i>1.1. – 30.9.01</i>
Turnover	196.9	62.8	540.1	180.7
Operating costs	-194.0	-64.2	-546.0	-189.0
Operating profit before depreciation (EBITDA)	2.9	-1.4	-5.9	-8.3
Depreciation	-2.1	-0.5	-3.6	-0.5
Operating profit (EBIT)	0.8	-1.9	-9.5	-8.8
Net financial items	-0.9	-	0.9	-
Pre-tax profit	-0.1	-1.9	-8.6	-8.8

Special Projects

- **Weak figures ascribable to surplus capacity and delayed start of Bujagali project**
 - Winding up large projects outside Scandinavia
 - Capacity adjustments
 - Will be integrated in Construction Norway
- **Positive contribution from Scandinavian projects**
- **Provisions made in the period**
 - Provision for outstanding receivables Bujagali of NOK 25 million
 - Reorganisation costs NOK 10 million
- **Several large projects for tendering in Scandinavia**
 - Especially oil industry related projects

<i>Figures in NOK million</i>	3rd quarter 2002	3rd quarter 2001	1.1. – 30.9.02	1.1. – 30.9.01
Turnover	226.7	183.4	790.4	579.4
Operating costs	-258.7	-172.6	-808.4	-548.6
Operating profit before depreciation (EBITDA)	-32.0	10.8	-18.0	30.8
Depreciation	-5.8	-12.6	-28.5	-40.7
Operating profit (EBIT)	-37.8	-1.8	-46.5	-9.9
Net financial items	-1.6	-4.4	-5.9	-12.4
Pre-tax profit	-39.4	-6.2	-52.4	-22.3

Property

- **Slow house sales**
- **Expected profit this year
NOK 70 – 80 million**
 - Slow sales and time consuming public procedures leading to delays in start-ups and weaker profits next year
- **Sjølyststranda**
 - Sales of 1st construction stage in November
 - Production start during 1st quarter 2003, depending on pre-sales
- **Weak marked for office buildings**

<i>Figures in NOK million</i>	3rd quarter 2002	3rd quarter 2001	1.1. – 30.9.02	1.1. – 30.9.01
Turnover	142.5	245.2	714.7	676.0
Operating costs	-115.3	-197.0	-595.7	-555.6
Operating profit before depreciation (EBITDA)	27.2	48.2	119.0	120.4
Depreciation	-1.3	-1.9	-4.0	-5.8
Operating profit(EBIT)	25.9	46.3	115.0	114.6
Share of profit associated companies	0.1	-	-0.6	-
Net financial items	-18.5	-19.1	-46.4	-52.6
Profit before taxation	7.5	27.2	68.0	62.0

Capital tied up Property

Figures in NOK million

Management properties	111
Commercial projects/Land	54
Housing under development	500
<i>Of which: Receivables from customers</i>	431
	445
Housing land	235
<i>Of which: Sjølyststranda</i>	170
Sweden	77
Denmark	
Total	1 357

- **729 dwellings under construction**
 - 632 in Norway, 97 in Sweden
 - of which 179 unsold (20 projects)
 - 10 completed dwellings still unsold

Industry

- **Asphalt**
 - Satisfactory profit development
 - Keeping up volumes in declining market
- **Rental business**
 - Weak 3rd quarter
 - Final settlement received for sale of Bautas
 - Gain on sale NOK 30 million
- **Veidekke Gjenvinning**
 - Growing recycling market
 - Leading in building and construction waste
 - Strengthened position for treatment of industrial waste

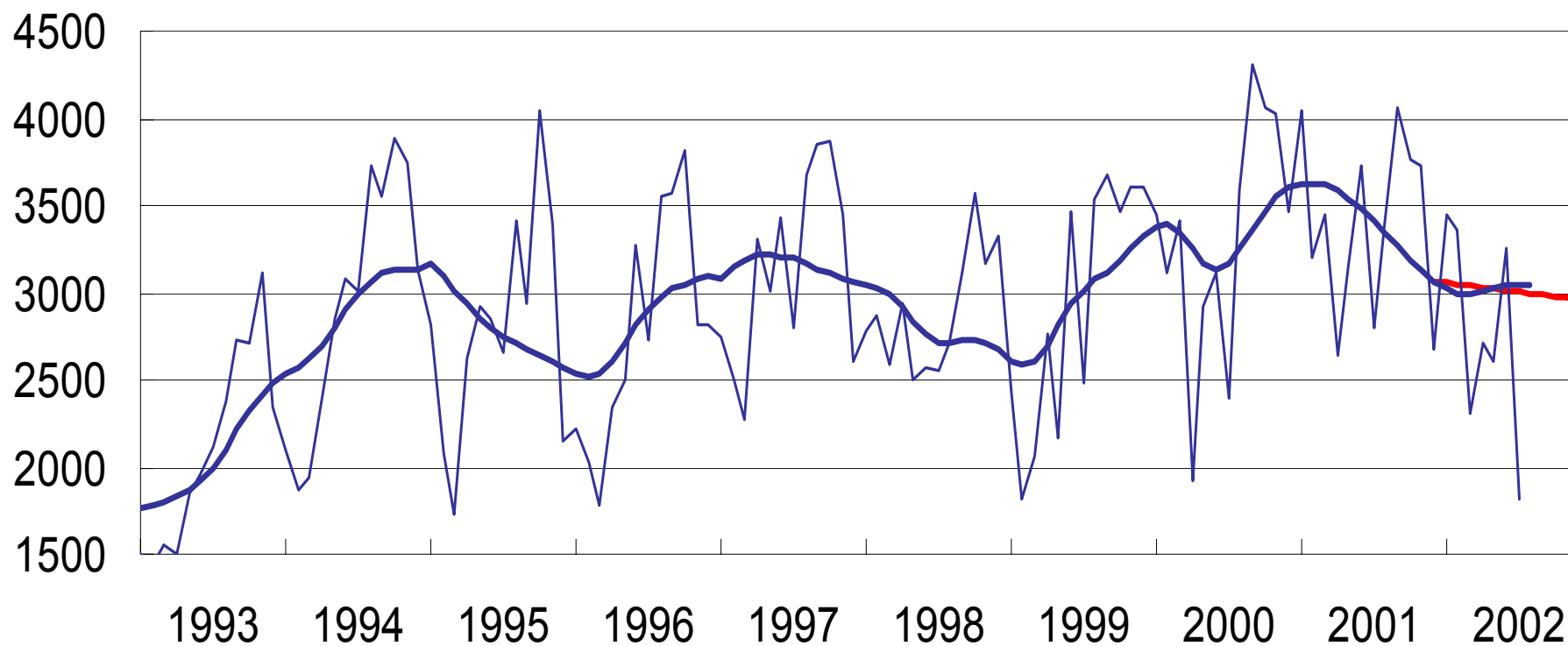
<i>Figures in NOK million</i>	3rd quarter 2002	3rd quarter 2001	1.1. – 30.9.02	1.1. – 30.9.01
Turnover	708.8	782.7	1 619.3	1 758.2
Operating costs	-529.5	-619.8	-1 290.0	-1 424.5
Operating profit before depreciation (EBITDA)	179.3	162.9	329.3	333.7
Depreciation	-78.2	-86.3	-186.9	-206.7
Operating profit (EBIT)	101.1	76.6	142.4	127.0
Net financial items	-23.6	-24.3	-64.9	-74.0
Pre-tax profit	77.5	52.3	77.5	53.0

Market Outlook

- **Present situation**
- **Prospects**
- **Building and construction market and Veidekke's position**

Dwellings Started

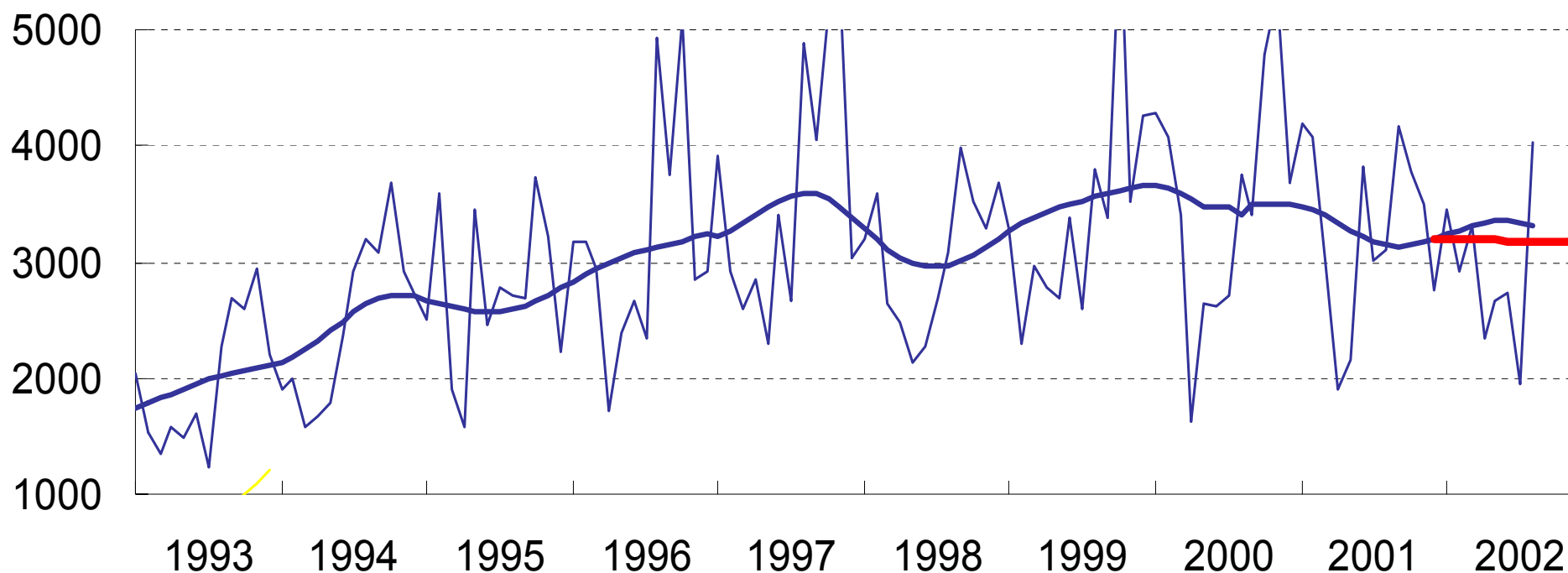
Season adjusted annual rate, 1,000 m2



Kilde: SSB

Non-residential Buildings Started

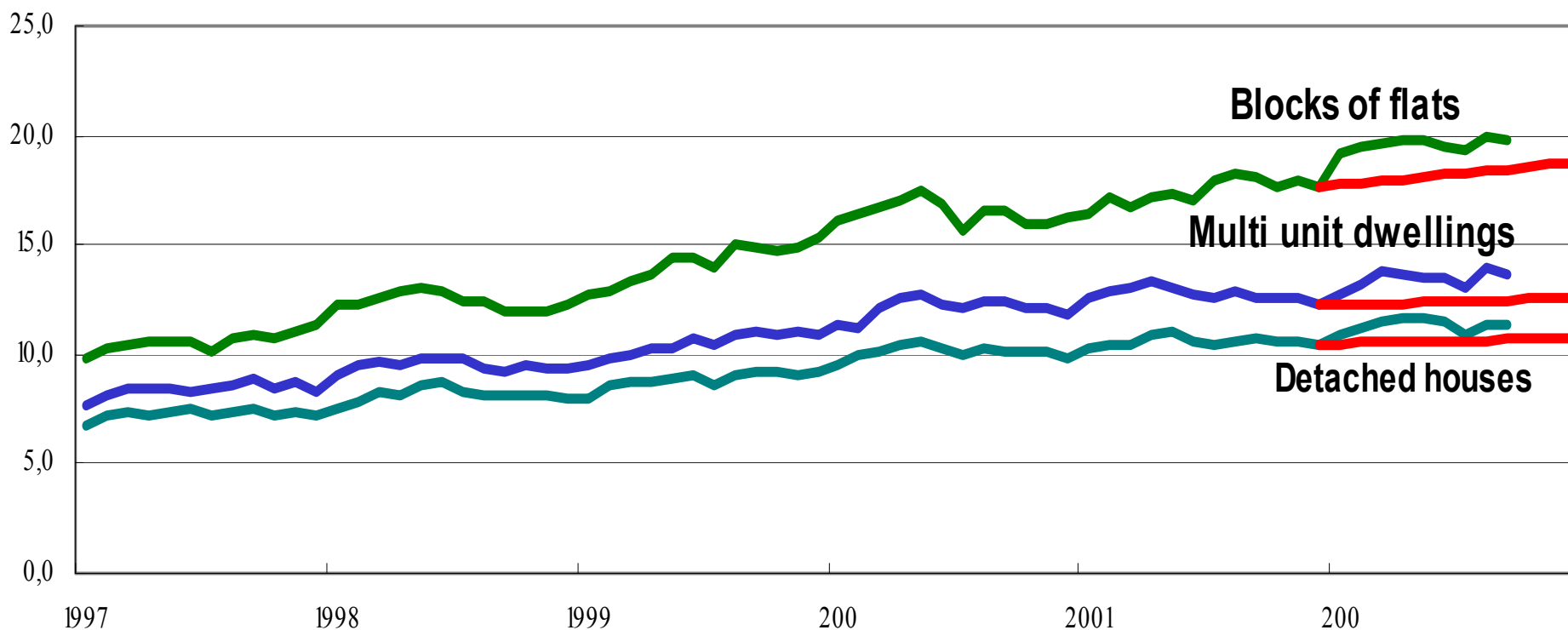
Season adjusted annual rate, 1,000 m2



Kilde: SSB

Prices Second-hand Dwellings

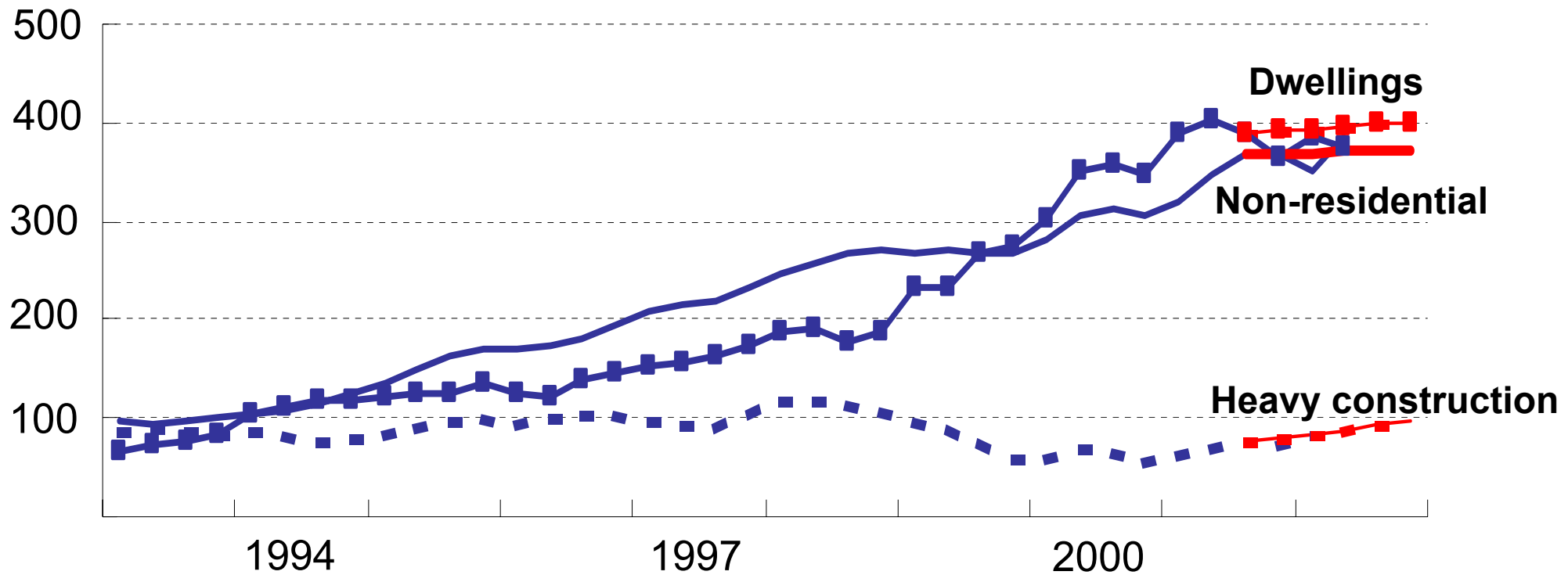
NOK 1,000 per m²



Kilde: Econ. Finn.no, NEF, EFF

Orders-on-hand

Value index 1st quarter '92=100

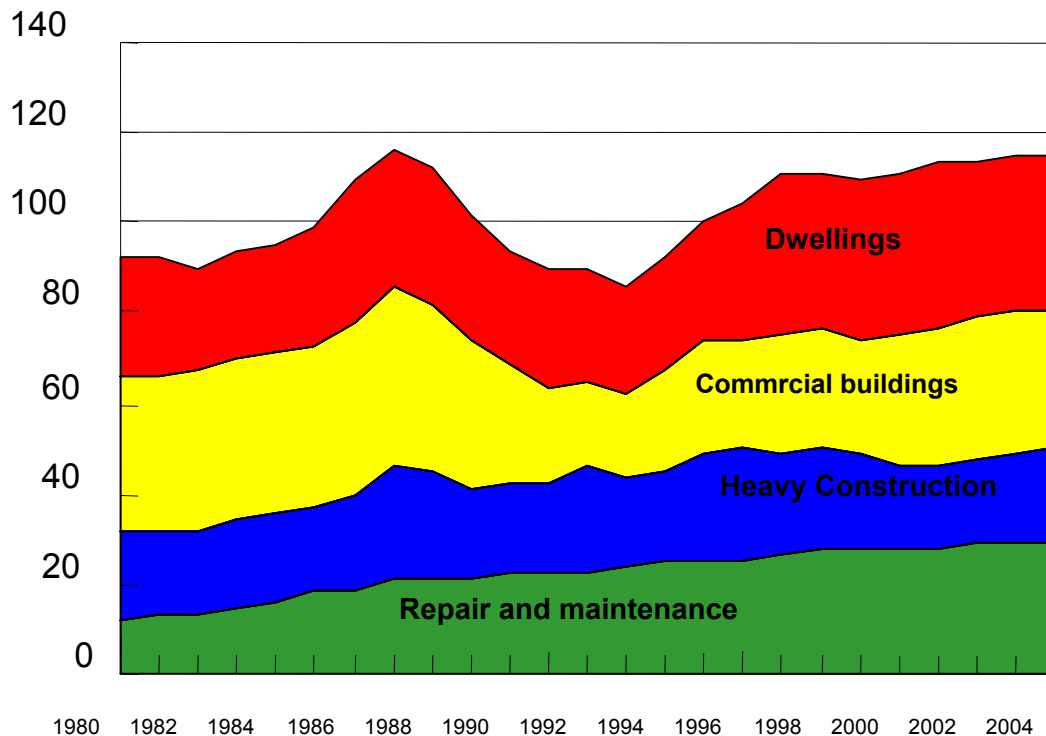


Kilde: SSB

Norway

Construction Market

Billion NOK (1997 prices)

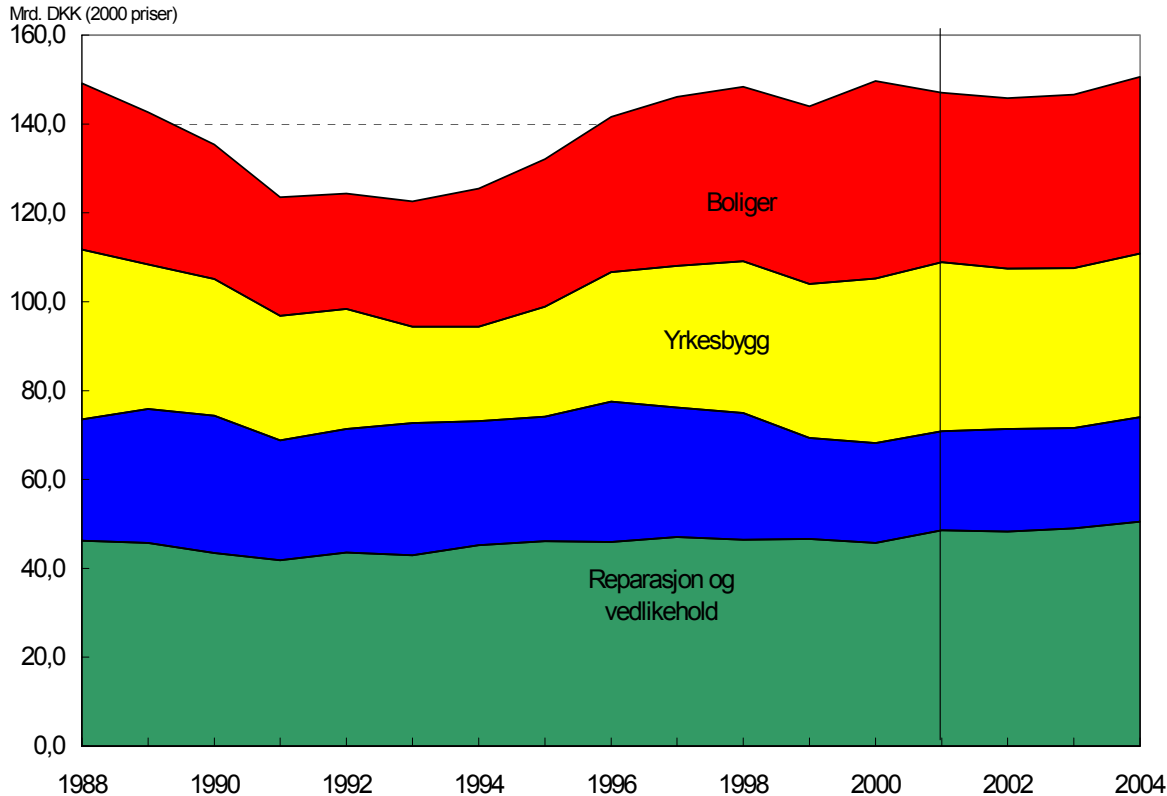


- In general, high activity level
- Expecting 0.5% growth in 2003 and 1% in 2004
- Private commercial buildings contributing to weaker growth for the industry
- Investments in housing kept up, but declining number of starts
- Public building up, but not as much as expected
- Heavy construction up 5% in 2003
- Repair and maintenance segment growing steadily

Kilde: SSB. egne anslag

Denmark

Construction Market

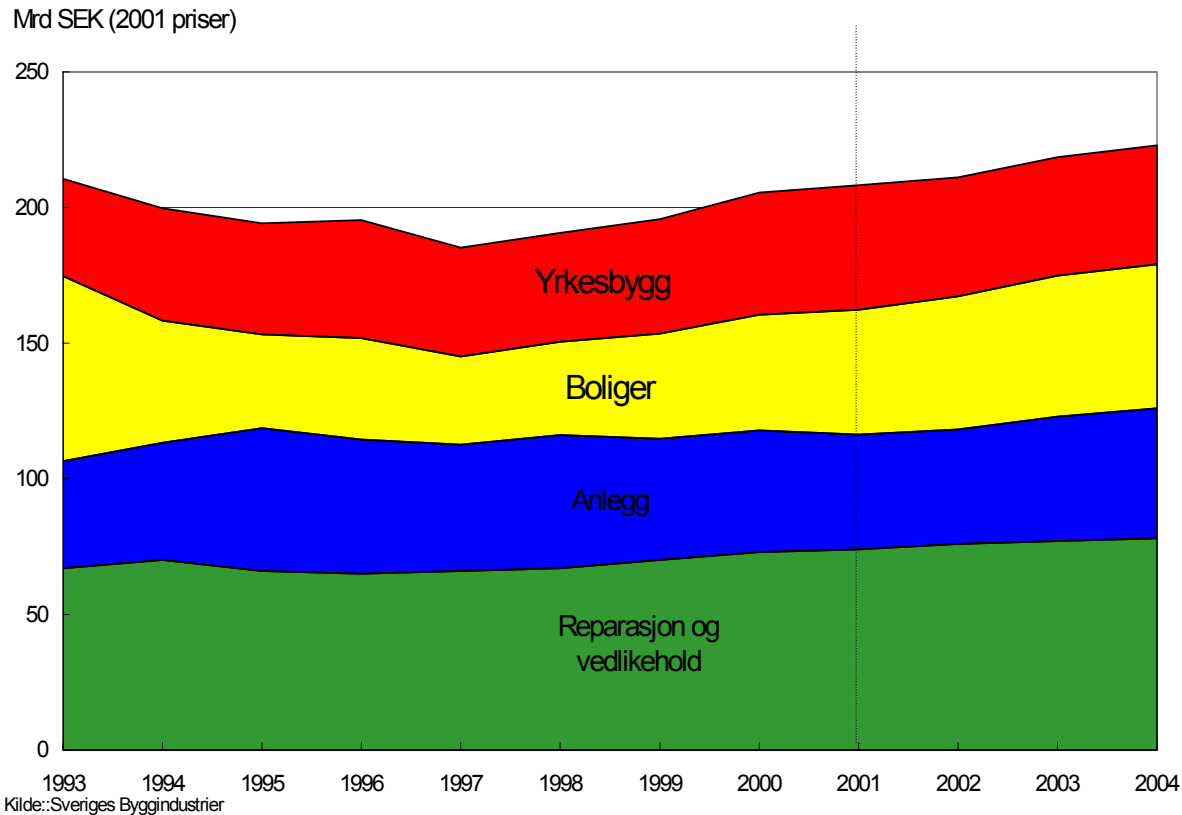


- Declining investments in 2002. New growth expected in 2003 (0.5%), growth 3% in 2004
- Dwellings increasing during the whole period - 20,000 today and 23,000 in 2004
- Commercial buildings will increase in 2003, but uncertain in 2004
- Decline in heavy construction investments in 2003. Prospects of growth in 2004/2005



Sweden

Construction Market



- 3% growth in investments expected in 2003 and 2% in 2004
- House construction driving engine in construction market in Stockholm. Market for office buildings still weak
- Market in Skåne marked by increasing activity, especially for public buildings and dwellings
- Unchanged activity level in Gothenburg market in 2003. Growth expected in 2004. Decline in non-residential building in 2003
- Heavy construction market characterised by large projects

Heavy Construction Projects in Scandinavia

Selected project at more than NOK 100 million



Norway:

Snøhvit Production quay	Goods terminal Sandnes
Snøhvit LNG adm. building	E18 Sekkelsten Krosby
Snøhvit Civil 2	Rv. 4 Reinsvoll Hundalen
Subway system in Oslo	Namdal project (road)
PPP E39 Klett-Bårdshaug	Tunnels Offersjøen Bjällstaån
Oset Treatment plant	Kjøsnesfjorden Powerplant
GSM Civil Works F	E18 Koppstad Gulli stage 1
Underground parking, Bergen	E18 Øygardsdalen-Nørholm
Eiksund connection E6 Nordre	E18 Ny Drammen bridge stage 2
relief road	Lysaker-Skøyen (railway)
Jernbane Barkåker Nord	Lysaker-Sandvika st. (railway)
Barkåk-Tønsberg Stage 1	E6 Assurtjern-Taraldrud
Follafoss power plant	E18 Kjerlingland-Dyreparken
Rv43 Bukkestein-Aunevik	E6 Løklia-Vindåsliene
PPP 18 Lyngdal-Flekkefjord	E6 Svinesund-Svingenskogen
Reinskar Powerplant, Gildeskål	E18 Drammen bridge stage 1
Goods terminal Trondheim	E16 Wøyen Bjørum
Rv. 64 Atlantic ocean tunnel	E18 Nygårdskrysset

Sweden:

E4 Uppsala-Mehedeby (2 stages)
Trollhättan Båberg-Oxnered
Farledsfyrar Göteborg
E6 Kallsås-Saltållan
Botniabanan railway tunnel
Harbour reconstruction (Gothenburg)
Munkedal bridge 500 m
Bridges Ångermanland
Väg 48 Skövde (4 stages)
E6 Hogstorp-Kallsås
Malmö City tunnel (railway)

Denmark:

Østamagerbanen	E47 Falster
Highway Århus Nord	Holbæk-Vig
Ring III København	Holbæk Highway Fløng
	Odense Svendborg 3 stages (highway)
	Fredriksund 3-4 stages (highway)

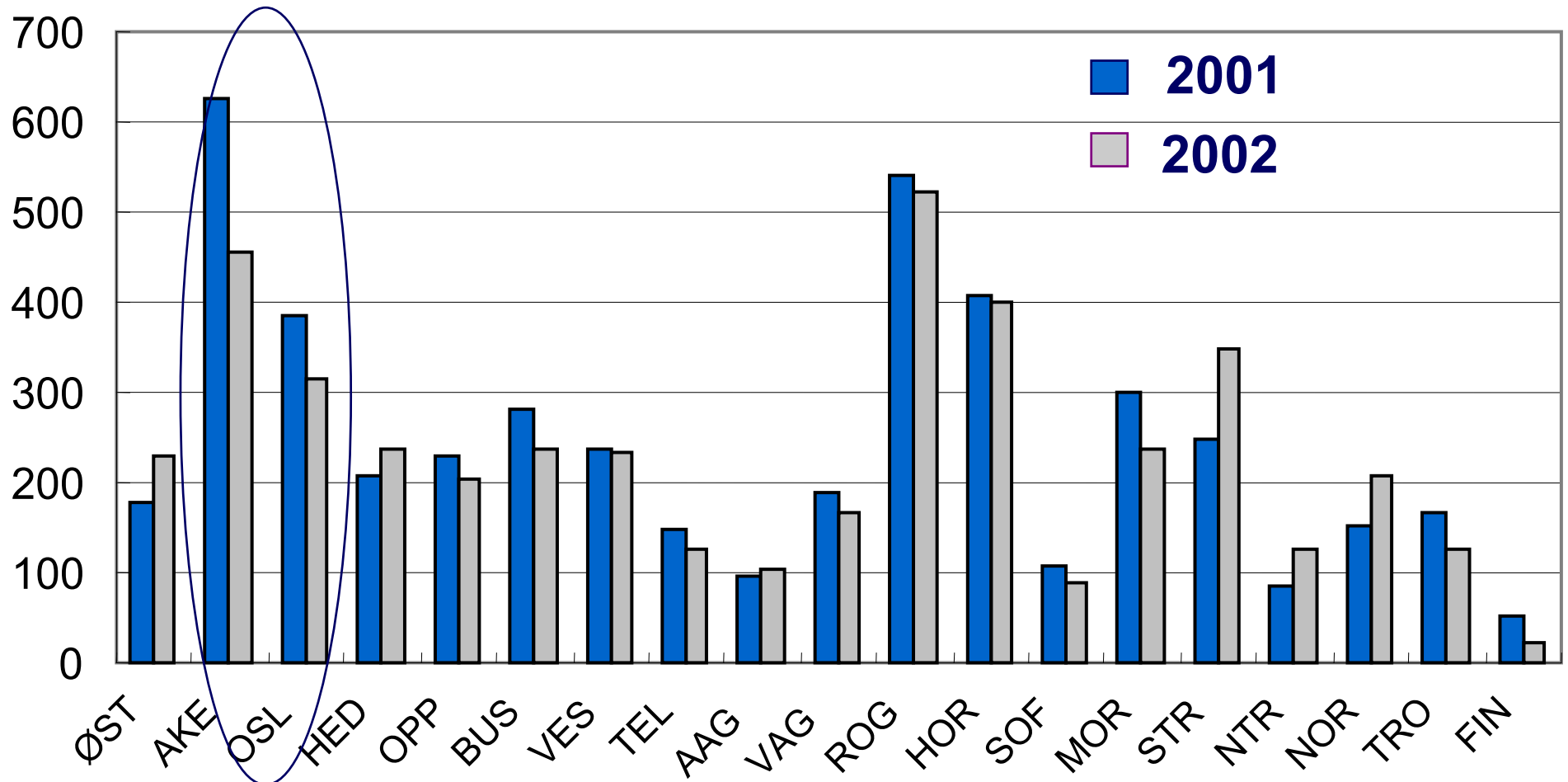


Construction Market More Than Oslo ... (1)

- **Office market in Oslo often in focus**
 - This is justified and we can clearly see a weaker market situation - affecting our construction and property operations
- **Admittedly, this is not the whole picture**
 - For Veidekke, with nation wide operations, there are many positive trends compensating for a weak Oslo market
- **Office buildings are approximately 10% of non residential buildings area started (average 1983-2001)**

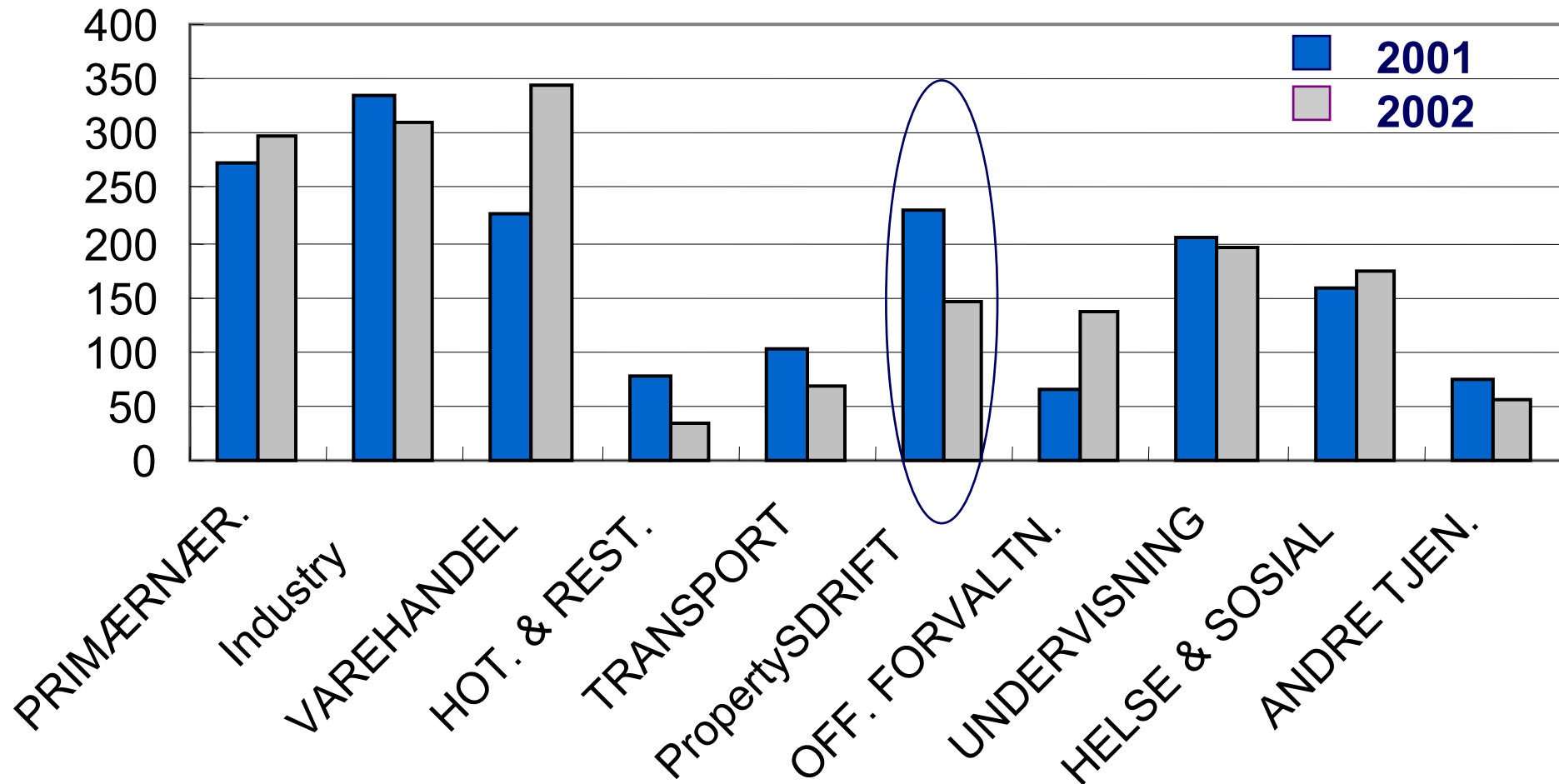
Construction Market more than Oslo ...(2)

Buildings started January – August, 1,000 m2



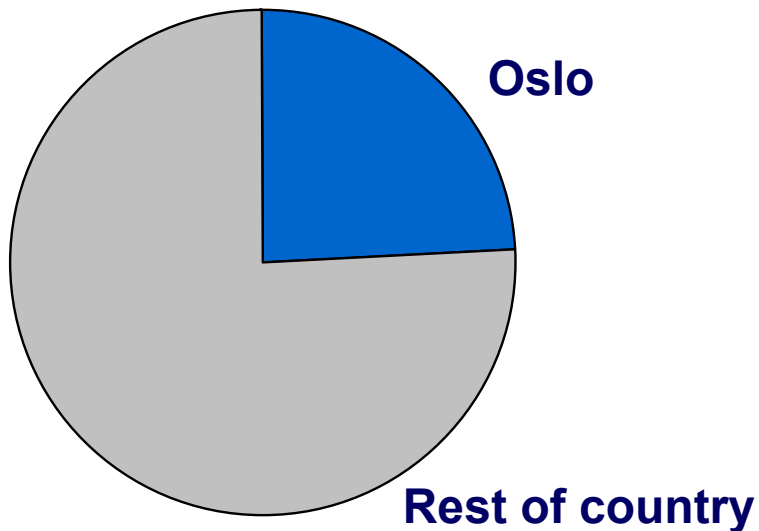
More than Offices ...

Non-residential buildings started January – August, 1,000 m2



Oslo important, but ...

**Example from
Construction Norway
Turnover Jan - Sept 2002**



- Oslo represents 24% of division's turnover so far this year and 21% of orders-on-hand per 30 September
- 55 out of 225 contracts of more than NOK 5 million are in Oslo, and 170 contracts in other parts of the country

Construction Norway

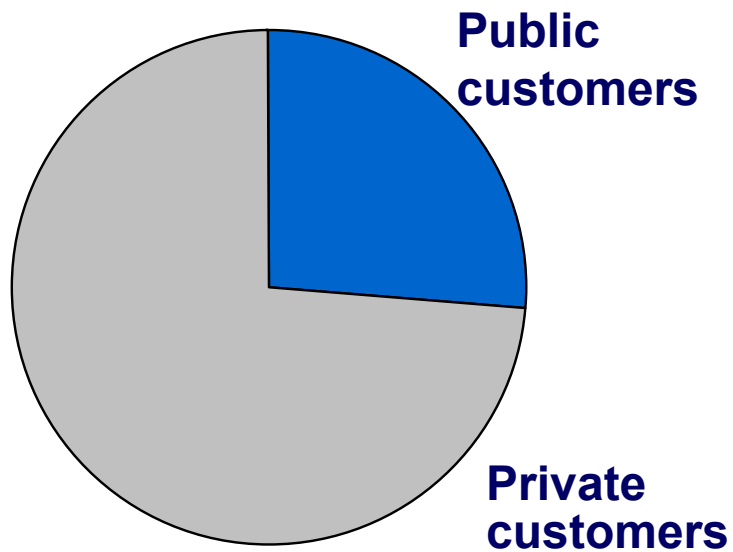
Largest ongoing projects

Project	Client	Region	Contract value NOK million
Oslo Atrium	Rom Eiend.utv. AS	Oslo	445
Ski Sentrum	Thon Hotell AS	Akershus	204 *)
Double railway track	Jernbaneverket	Akershus	175 *)
Fritzøe Brygge	Fritzøe Brygge AS	Vestfold	172
E6 Vestby-Moss	Statens vegvesen	Østfold	145
Haugjordet school	Ski kommune	Akershus	130
Bergheim Amfi	Bergh. Terrasse Eiend.	Sør-Trøndelag	128
Vestre Voksen	Veidekke Property	Oslo	127
Central warehouse	Hakon Property AS	Hordaland	122
Oddernes road tunnel	Statens vegvesen	Vest-Agder	120 *)
PIR Senteret	PIR Senteret II AS	Sør-Trøndelag	119
Teknobyen	Trondheim Nær.bygg	Sør-Trøndelag	98

*) Construction Norway's share

More than private customers ...

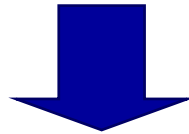
**Example from
Construction Norway
Turnover Jan. – Sept. 2002**



- Largest segment is private customers, but government and local authorities also important
- 26% of turnover ascribable to public customers so far this year, equivalent to close to NOK 1 billion
- Public customers' share of orders-on-hand is 30%

Summary Market

- **Scandinavian market flattening off at a high level**
- **Uncertainty attached to private construction activity**
 - Especially for non-residential buildings, but also within construction of dwellings
- **Public sector compensating for some of the decline in private sector**



- **Our basis is a modest growth estimate**

Status Focus Areas

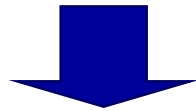
- **Increasing profitability**
 - Profitability improved, but still great potential
- **Reducing debts**
 - Selling Bautas has led to financial latitude
 - Still focus on further financial improvements
- **Strengthening position in Sweden**
 - Positioned in all growth regions
 - Strong order volume giving good basis for focusing on profitability and control
- **After four years of strong growth we have advanced from being solely a Norwegian player to one of the leading Scandinavian players**
 - Leading in Norway
 - On fourth place in Denmark
 - Number six in Sweden and in position as a challenger

Main Focus Areas

- Based on our wide scope of operations, sound order volume and concentrated activities we'll strengthen our market position, even though the market is flattening out, through
 - **Placing profitability in focus**
 - **Mainly organic growth**
- Stronger financial position and moderate expansion investments will generate a good cash flow, thus
 - **Increasing the possibilities for higher dividends**

Summary

- **Continued improvement of profitability**
- **Reduced cost potential**
 - Increased productivity
 - Reason to expect lower sub-contractor costs
 - New purchasing opportunities
- **Sound volume of orders-on-hand**
- **New market opportunities in public sector**
 - Municipal construction and management tasks
 - Competitive tendering for projects that before were undertaken by the road authorities' own production unit



Good foundation for stronger profitability and sound cash flow



Enclosures

Construction Norway

Figures in NOK million	2002			2001		
	Turnover	Pre-tax profit	Margin	Turnover	Pre-tax profit	Margin
1st quarter	1 198.8	21.1	1.8%	1 060.8	7.9	0.7%
2nd quarter	1 321.5	36.1	2.7%	1 186.8	-4.0	-0.3%
3rd quarter	1 096.3	30.8	2.8%	1 126.1	7.8	0.7%
Total 9 months	3 616.6	88.0	2.4%	3 373.7	11.7	0.3%
4th quarter				1 467.1	-17.8	-1.2%
The year				4 840.8	-6.1	-0.1%

Construction Denmark

Figures in NOK million	2002			2001		
	Turnover	Pre-tax profit	Margin	Turnover	Pre-tax profit	Margin
1st quarter	404.1	-5.2	-1.3%	441.6	-3.0	-0.7%
2nd quarter	486.3	6.1	1.3%	547.8	7.4	1.4%
3rd quarter	458.0	3.7	0.8%	534.5	9.2	1.7%
Total 9 months	1 348.4	4.6	0.3%	1 523.9	13.6	0.9%
4th quarter				570.3	14.2	2.5%
The year				2 094.2	27.8	1.3%



Construction Sweden

Figures in NOK million	2002			2001		
	Turnover	Pre-tax profit	Margin	Turnover	Pre-tax profit	Margin
1st quarter	103.5	-4.5	-4.3%	42.0	-4.7	-11.2%
2nd quarter	239.7	-4.0	-1.7%	75.9	-2.2	-2.9%
3rd quarter	196.9	-0.1	-0.1%	62.8	-1.9	-3.0%
Total 9 months	540.1	-8.6	-1.6%	180.7	-8.8	-4.9%
4th quarter				180.5	0.1	0.1%
The year				361.2	-8.7	-2.4%

Special Projects

Figures in NOK million	2002			2001		
	Turnover	Pre-tax profit	Margin	Turnover	Pre-tax profit	Margin
1st quarter	233.5	-10.3	-4.4%	180.4	-8.8	-4.9%
2nd quarter	330.2	-2.7	-0.8%	215.6	-7.3	-3.4%
3rd quarter	226.7	-39.4	-17.4%	183.4	-6.2	-3.4%
Total 9 months	790.4	-52.4	-6.6%	579.4	-22.3	-3.8%
4th quarter				215.8	-8.5	-3.9%
The year				795.2	-30.8	-3.9%



Property Scandinavia

Figures in NOK million	2002			2001		
	Turnover	Pre-tax profit	Margin	Turnover	Pre-tax profit	Margin
1st quarter	126.6	22.6	17.9%	293.4	19.3	6.6%
2nd quarter	445.6	37.9	8.5%	137.4	15.5	11.3%
3rd quarter	142.5	7.5	5.3%	245.2	27.2	11.1%
Total 9 months	714.7	68.0	9.5%	676.0	62.0	9.2%
4th quarter				180.5	48.0	26.6%
The year				856.5	110.0	12.8%



Industry Scandinavia

Figures in NOK million	2002			2001		
	Turnover	Pre-tax profit	Margin	Turnover	Pre-tax profit	Margin
1st quarter	312.8	-13.3	-4.3%	374.4	-13.8	-3.7%
2nd quarter	597.7	13.3	2.2%	601.1	14.5	2.4%
3rd quarter	708.8	77.5	10.9%	782.7	52.3	6.7%
Total 9 months	1 619.3	77.5	4.8%	1 758.2	53.0	3.0%
4th quarter				657.8	8.0	1.2%
The year				2 416.0	61.0	2.5%

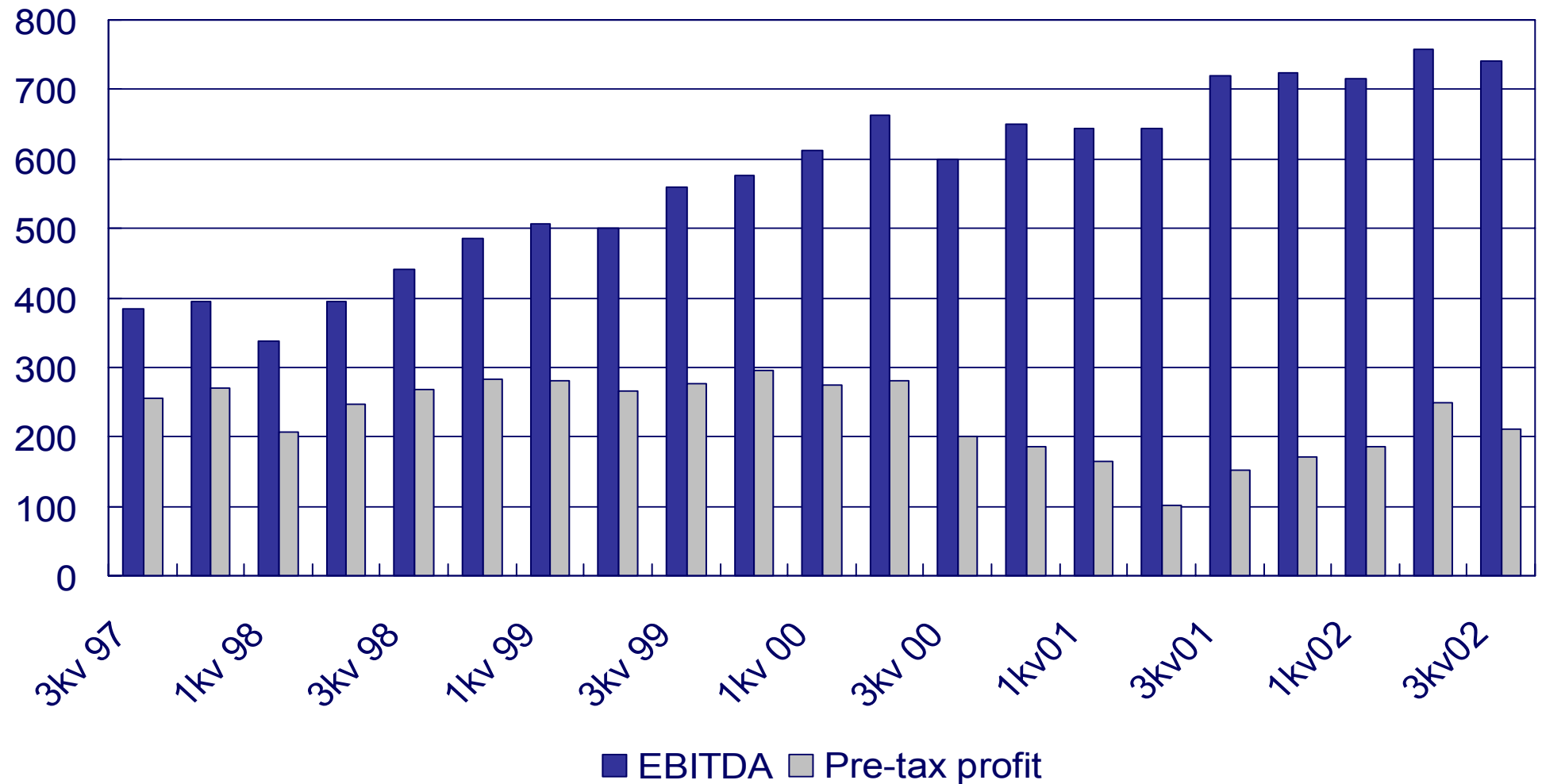


Financial Key Figures

Figures in NOK million	30.09.02	30.09.01	2001	2000	1999
Capital					
Investments	247	287	451	1 635	526
Net interest-bearing position	-1 289	-1 805	-1 347	-1 319	-207
Equity	1 425	1 370	1 349	1 321	1 050
Equity ratio (%)	23.9	21.1	21.4	20.5	29.4
Profitability (%)					
Operating profit margin	3.1	2.5	2.3	3.3	5.1
Profit margin	2.1	1.2	1.3	2.3	4.6
Shares					
Earnings per share (NOK)	3.57	1.81	2.58	4.79	8.41
Cash flow per share	14.21	13.71	20.26	20.18	19.15
Market price (NOK)	46.0	45.0	51.0	57.0	74.5
Stock value	1 244	1 217	1 379	1 516	1 698

12 Months' Key Figures

NOK million



Ownership Structure 25 October 2002

Major shareholders :

OBOS Forretningsbygg	15.0%
Folketrygdfondet	14.0%
Storebrand	9.6%
Color Group	5.4%
Avansefondene	5.0%
Anthon B. Nilsen AS	4.8%
Firstnordic Fondene	2.0%
Odin Norway	1.8%
Tine Pensjonskasse	1.8%
Vital Forsikring	1.3%

Number of shares 27,038,954
Number of shareholders 3,475

