Naylor Love

SPECIFIED 2026

Market outlook
from the builder's side

ORGANISED BY

EBOSS

Jonny Eames
GM – Strategic Partnerships + Preconstruction, Naylor Love

Overview.

Naylor Love

since 1910

116

years in business
Kiwi owned and operated since 1910

100+

current projects
all over New Zealand

900+

staff
with an unmatched range of expertise

95

apprentices & cadets
in training

46%

CO2 reduction by 2030
Our commitment to reducing our emissions

Company Structure.

Divisions

Construction

Generally larger projects + Teir 1

Project & Interiors

Fast, complex, smaller projects

Group Preconstruction

Front end, Design & Build + Modern Methods of Construction

The numbers

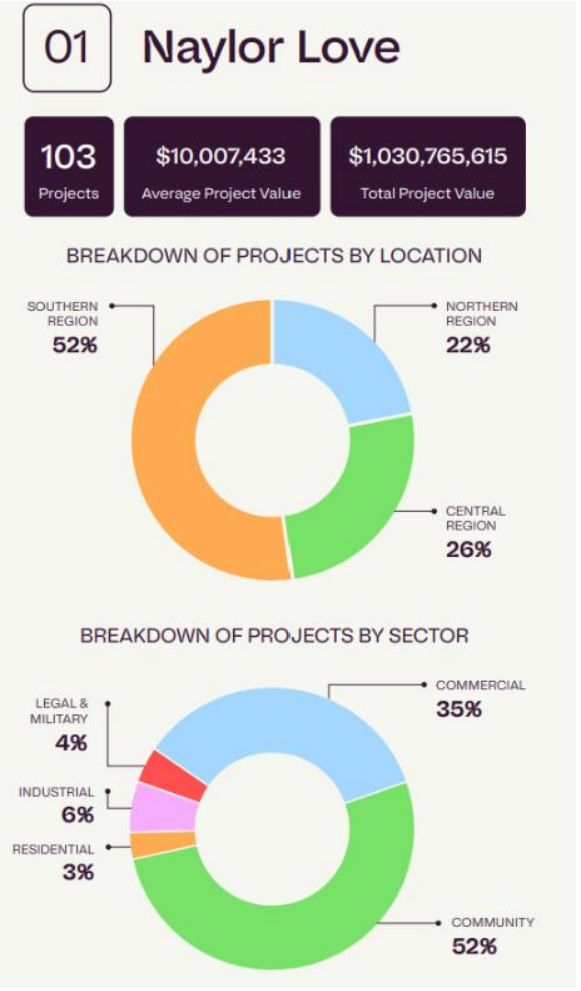
Our position.

Naylor Love

Top 50 Builders

Rank	Firm	Number of Projects	Average Project Value (NZD)	Total Project Value (NZD)
1	Naylor Love	103	$ 10,007,433	$ 1,030,765,615
2	Hawkins	18	$ 32,930,667	$ 592,752,000
3	Classic Group	20	$ 28,488,917	$ 569,778,333
4	LT McGuinness	39	$ 10,922,701	$ 425,985,345
5	Dominion Constructors	18	$ 23,592,565	$ 424,666,171
6	Southbase Construction	17	$ 22,434,941	$ 381,394,000
7	3EYES	17	$ 19,519,011	$ 331,823,190
8	Icon	2	$ 158,000,000	$ 316,000,000
9	Simplicity Living	2	$ 152,500,000	$ 305,000,000
10	Haydn+Rollett	2	$ 145,207,500	$ 290,415,000
11	Waide Commercial Construction	3	$ 84,266,667	$ 252,800,000
12	Cook Brothers Construction	51	$ 4,812,296	$ 245,427,093

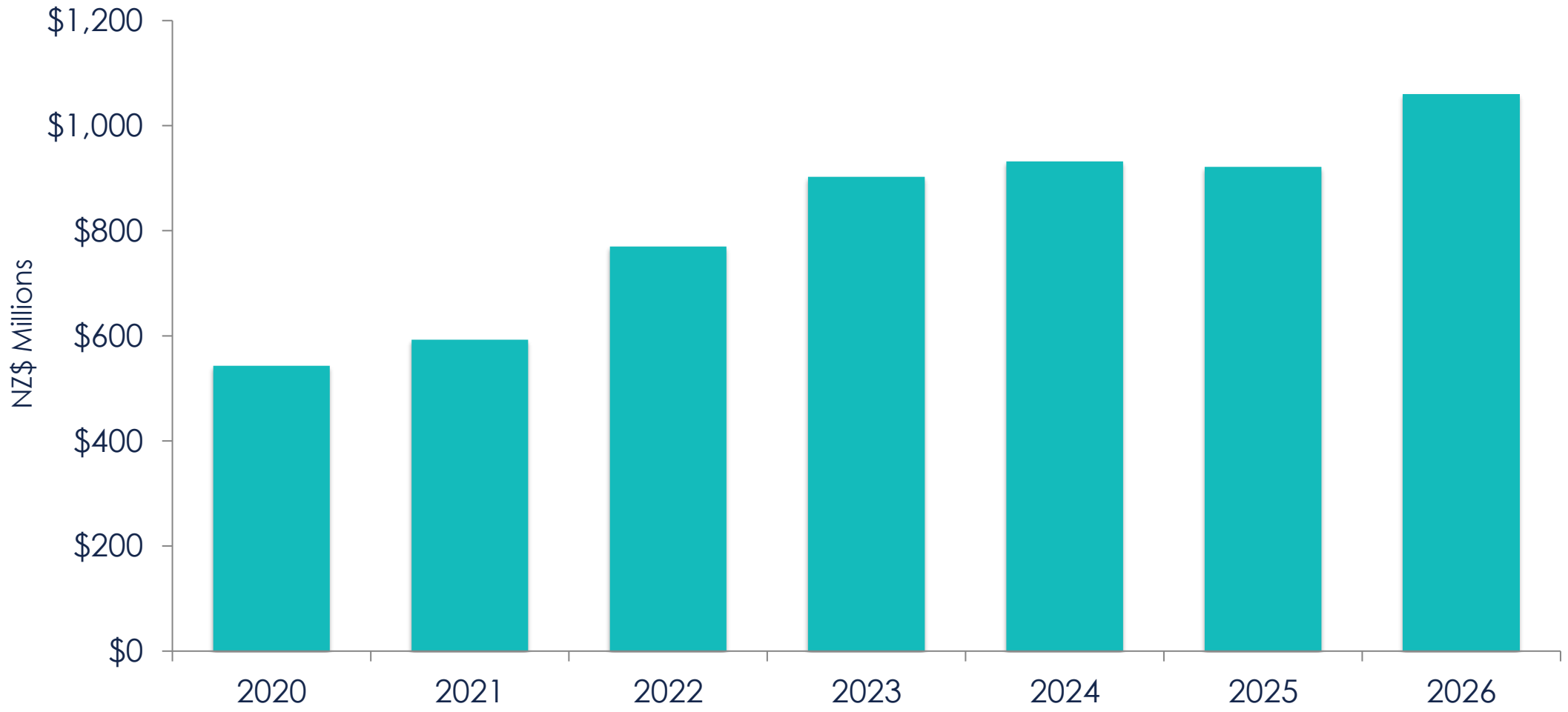
Projects contract value commenced in 2025



Source: Hubexo Construction League 2026

Annual turnover.

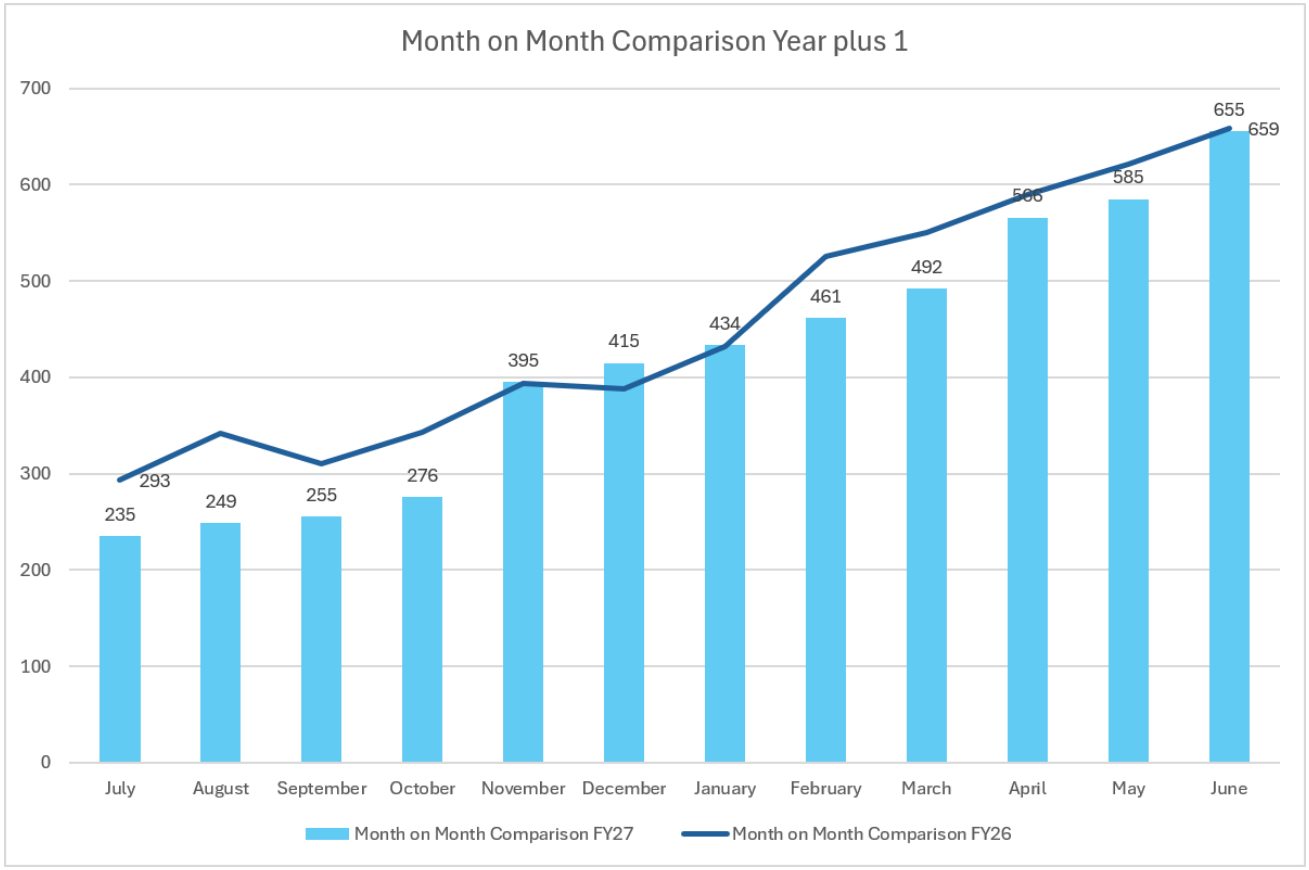
Growth



Secured work.

Surprisingly steady

Month on month comparison



Bang on

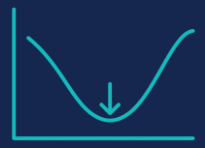
FY27 secured work is the same as this time last year.

Regional Performance.

Turnover

Market sentiments.

Three themes shaping the market



Bottom of the curve

Navigating the bottom of the market

Contract Risk

Available large projects come at high risk

Diversification

Sector diversification is critical to success, navigating Public & Private

Group Preconstruction

Design & Build

Group Preconstruction.

Purpose

D&B | Design Lead

- Lead Design Management
- Consultant Management
- Subcontractor Design
- Cost Plans

ECI Support

- Technical support
- Bid management

External Construction Consultancy

- Constructability reporting
- Feasibility plans
- Early programming advice
- Logistic & buildability advice
- Early Value Engineering

Centre of Excellence

- Technical reviews
- Project oversight

Internal Alignment

- Auditing
- Back costing library
- Lessons learnt
- Processes (ECI & D&C)

Modern Method of Construction

The aim:

Reduce construction timeframes, cut waste, reduce safety risks and improve quality - which naturally leads to lower costs.

MMC:

Moves parts of construction out of unpredictable site conditions and into controlled environments.

Including:

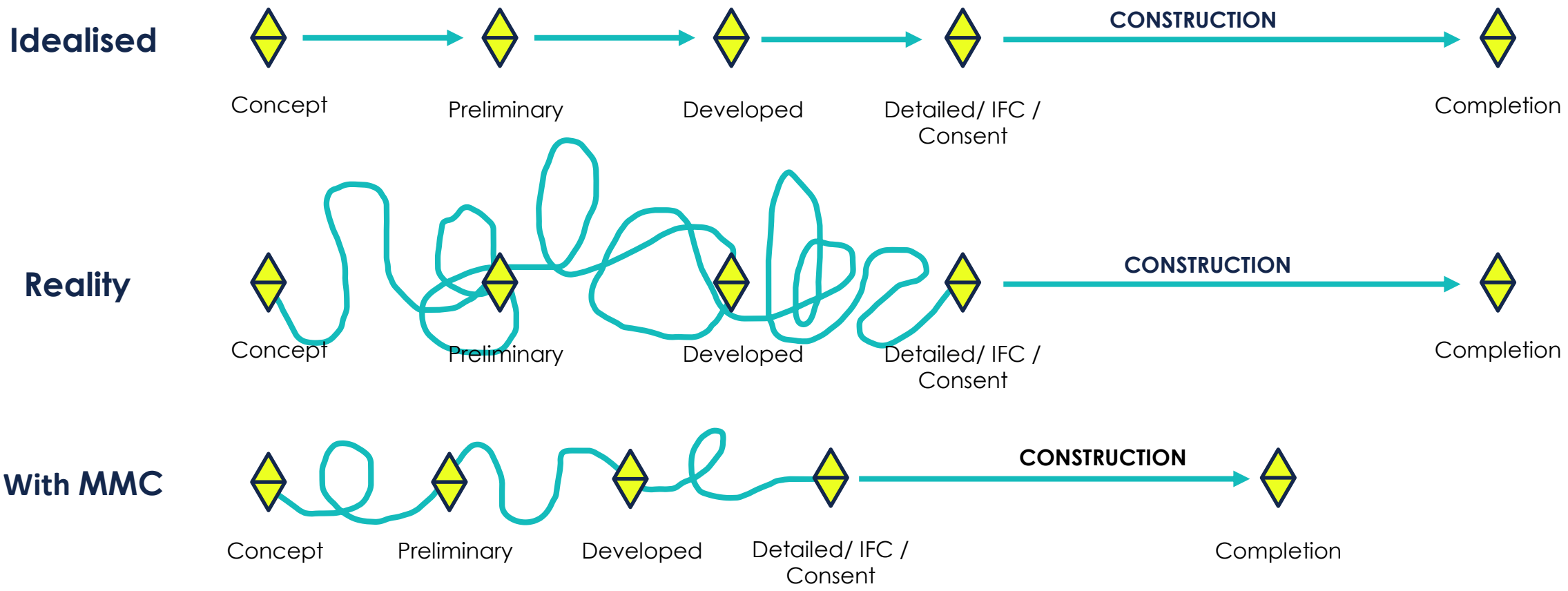
Prefabrication and off-site manufacturing, along with better use of digital tools and closer coordination across the supply chain.

Works best in:

Projects with consistent, repeatable elements, including multi-unit housing, prisons, healthcare and education facilities.

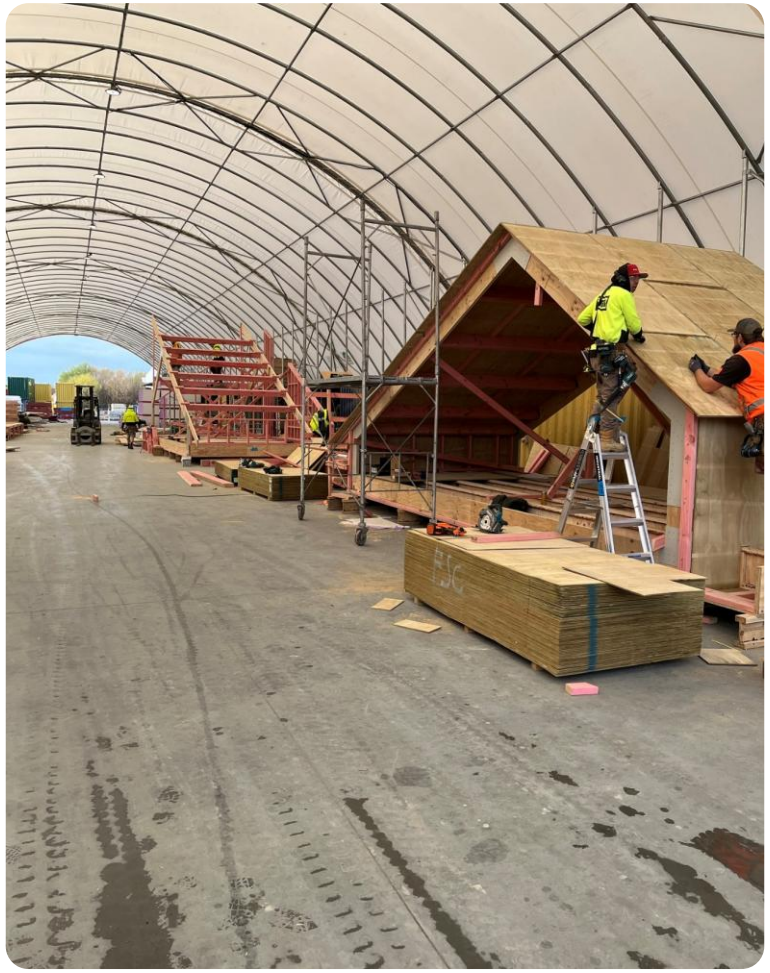
MMC: The Design Process

Driving for material gains



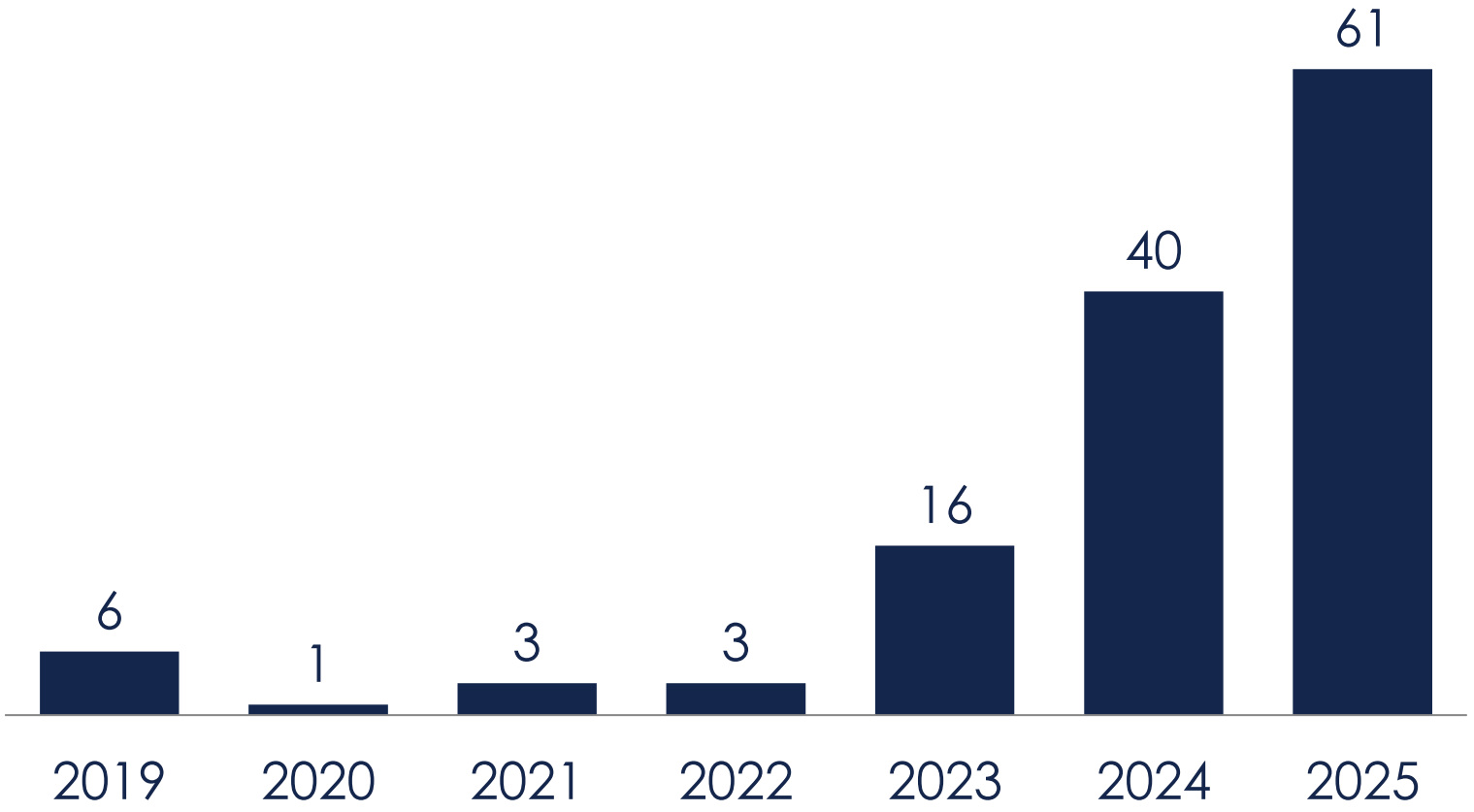
MMC: In action.

Offsite prefab



D&B trend.

Significant uptake



Public Sector

Health, Education, Corrections, Justice

Private Sector

Same trajectory, Offices, Private health, Accommodation

What's the why?.

What is driving the shift

Client Certainty

Clients are looking for more certainty

Industry Uplift

Positive impact on the design and consultant fraternity
Cost | Traditional v D&B

Buildability Lens

Contractor brings a different lens to design management, focused on buildability

Under D&B – the contractor is heavily invested to get the design right from the outset
Contractor sells a product – not time.

What does it mean for you?

What does it mean for you?

Opportunity

- Contractor has significant more control
- Buildability factors is critical to success
- Speed and simplicity
- Approaching Modern methods differently – Prefabrication
- Derisk programme, increase certainty
- Robustness, durability and warranties on products
- Cost lifecycle factors

Changes & Factors influencing product selection?

Opportunity

Direct supply chain engagement

- Seeking ways to reduce unnecessary layers & margins
- Labour reduction on site

Lets prioritise products & components

- Prefabricated systems off site
- Complete in a safer environment

Modulization & Digital capability

- Increase focus on standardised designs & modular components
- Supported digital solutions

Regulatory & Standards Context

- Awareness around government changes for overseas products
- Awareness of Government Agency approach to Standardisation / kit of parts

Takeaways for product suppliers?

Commit + Deliver + Innovate

1

Engage Early with Pre-Construction

Focus **product education** efforts on the contractor's pre-construction and design management teams, rather than relying solely on traditional architect specifications or QS square-meter comparisons.

2

Offer Integrated Solutions

Deliver pre-cut, pre-kitted, or offsite-assembled product systems rather than loose material commodities.

3

Explore Direct Partnerships

Look for structured channels to present direct supply chain capabilities, localised warehousing, or custom project solutions directly to main contractors.

Ensure a solution focused lens | Deliver on your promise!!

Thank you