

How we will reach our targets

Infrastructure Development

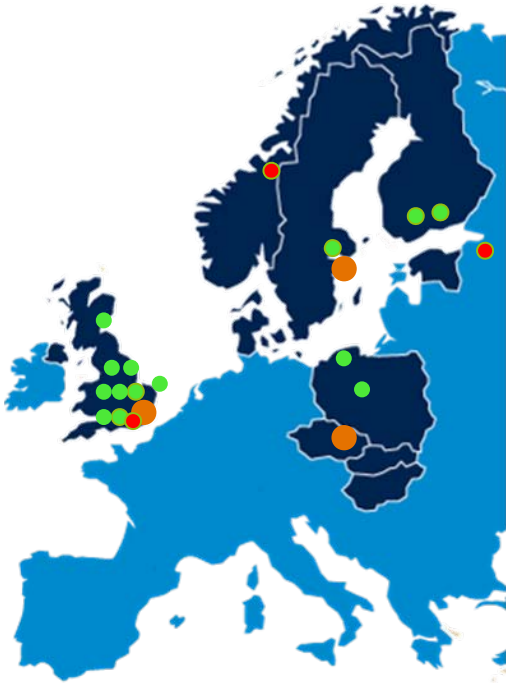
Mats Williamson, Executive Vice President

Antofagasta highway, Chile

Current footprint – Q3

- Operations in all Skanska home markets
 - Mobile workforce
- Core competencies
 - Commercial, finance, legal, project engineering
- Net present value of ID portfolio SEK 10.5 bn
 - Carrying amount for same assets SEK 2.0 bn

Skanska ID on the map



● Office locations ● Project locations ● Divested projects

ID projects in operation

Transportation

- A1, Poland
- Antofagasta, Chile
- Autopista, Chile
- E 18 Ykköstie, Finland
- M25, UK
- Nelostie, Finland
- Surrey Street Lighting, UK

Education

- Bristol BSF, UK
- Midlothian, UK
- Essex Schools, UK

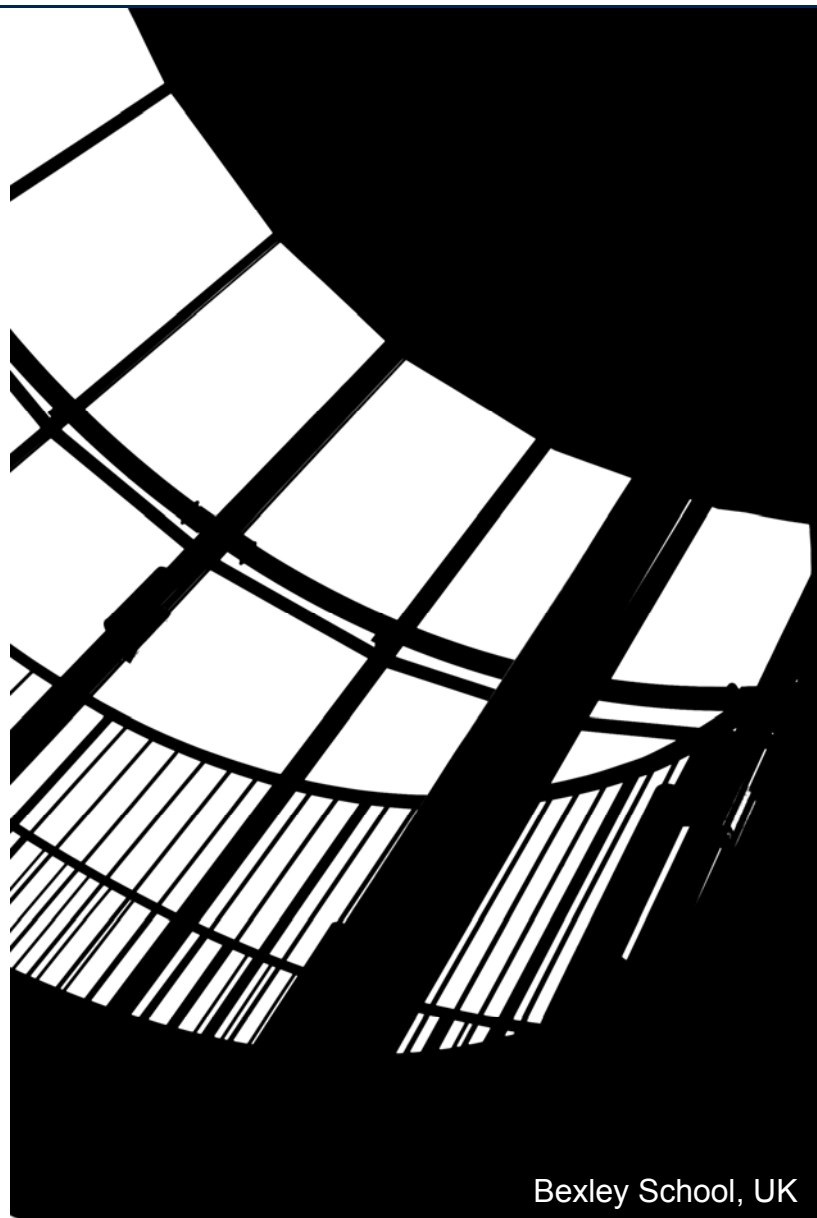
Healthcare

- Barts & The London, UK
- New University Hospital, Coventry, UK
- Derby City General, UK
- Central Nottinghamshire, UK
- Walsall Manor, UK
- New Karolinska Solna, Sweden



Our capabilities

- Identifying, developing and investing in infrastructure opportunities
- Structuring finance
- Risk management
- Life cycle optimization
- Leading and building integrated consortia of service providers thus combining return on investments and construction profits
- Managing operating businesses
- Divestment skills



Bexley School, UK

Our business focus



- **Develop** and invest in projects in our home markets
- **Add** value by experienced operational management and financial engineering
- **Divest** our mature assets at the right time

Optimized allocation of risks

The party best suited to assess the risk should also be harboring the risk

Traditional procurement		PPP	
State	Contractor	State	Contractor
Financing			Financing
Permits		Permits	
Program		Program	
Force Majeure		Force Majeure	
Organization			Organization
Design			Design
	Construction		Construction
O&M			O&M
Availability			Availability



Two compensation models

	Availability model	Market risk model
Compensation/Revenue	Predetermined, contractually agreed	End-user fees and market based
Project company's responsibility/rights	Responsible for providing availability and service to an agreed standard	Right to collect end-user fees e.g. toll-road usage
Normal capital structure	5–10% equity	20–40% equity
Location	Mainly Europe	Mainly U.S., Latin America

Investment lifecycle

5–15 years

Develop/
Bid



1–3 years

Project
execution



3–5 years

Ramp up



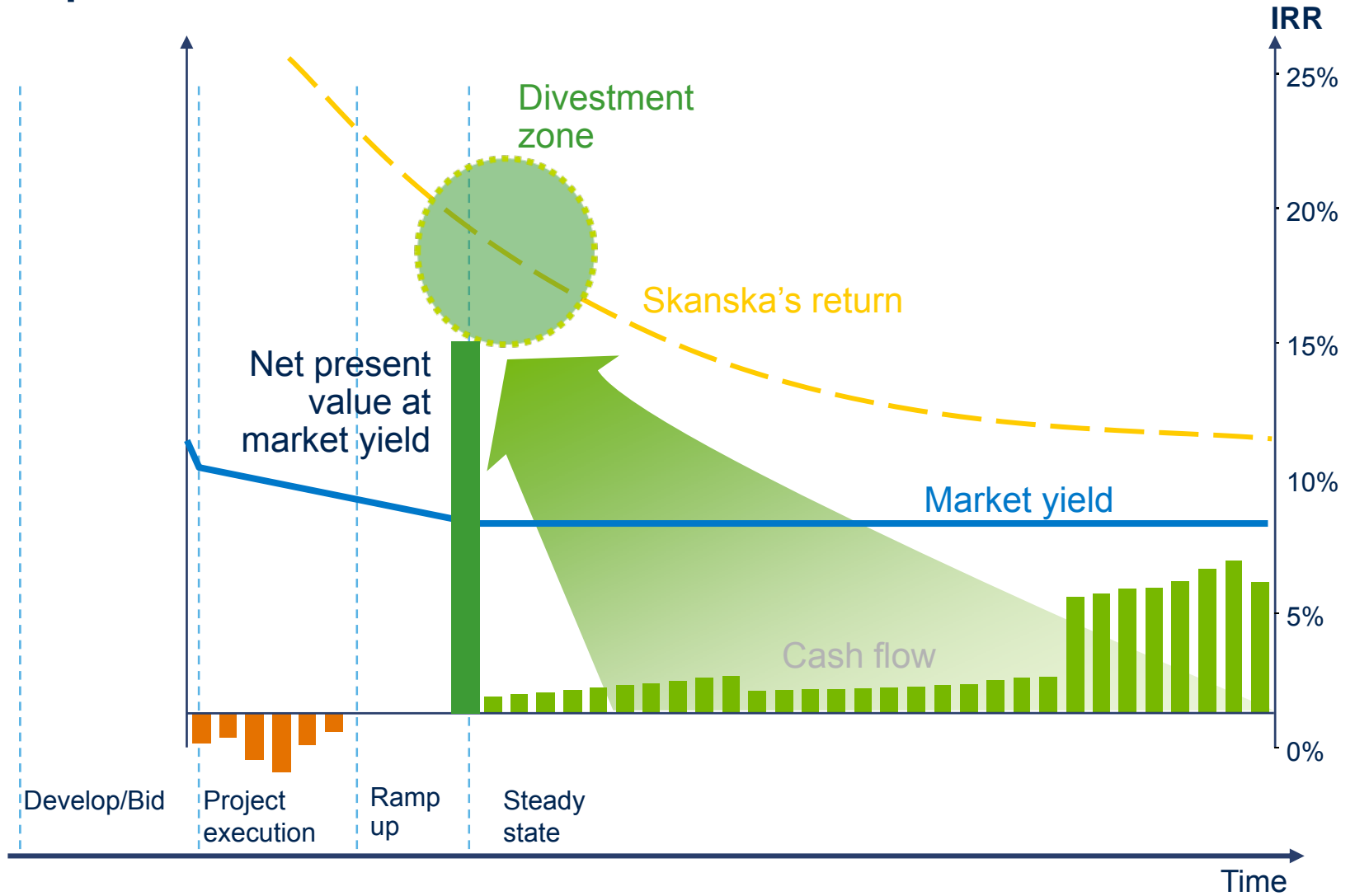
1–4 years

Steady
state



0–3 years

Optimized return



Recently won projects

SEK M	Projects	Total invested equity	Skanska's share, %	Skanska's invested equity	Construction revenue	Skanska's share	Skanska's construction revenue
Q2/09	M25, UK	2,400	40%	965	12,000	50%	6,000
Q3/09	A1, Poland	500	30%	150	7,800	80%	6,200
Q4/09	Surrey Street Lightning, UK	110	50%	55	970	100%	970
Q2/10	Essex Schools, UK	70	80%	56	780	100%	780
Q2/10	Antofagasta, Chile	720	100%	720	1,800	100%	1,800
Q2/10	New Karolinska, Sweden	1,200	50%	600	14,500	100%	14,500
				2,546			30,250

Three dimensions of growth

- Current scope in existing geography
- New geographies
- New scope or delivery types

Strategy going forward

- Continue with the existing strategy
 - Prioritize projects where Skanska has a competitive advantage
 - Risk management
 - Life cycle optimization
 - Construction skills
 - Portfolio turnover



Biecz highway, Poland

Strategy going forward

- Explore the business potential in all home markets
- Expand the business to new scope and delivery types; e.g.
 - Wind power
 - Waste to energy
 - High speed rail



Total Wind Farm, Chile