

Annual Shareholders' Meeting

Stockholm, April 11, 2013

Johan Karlström
President and CEO

The Group – earnings and profitability

SEK bn	2012	2011
Revenue	131.9	122.5
Result	3.3	8.1
of which		
– Autopista Central ¹⁾	–	4.5
– other	3.3	3.6

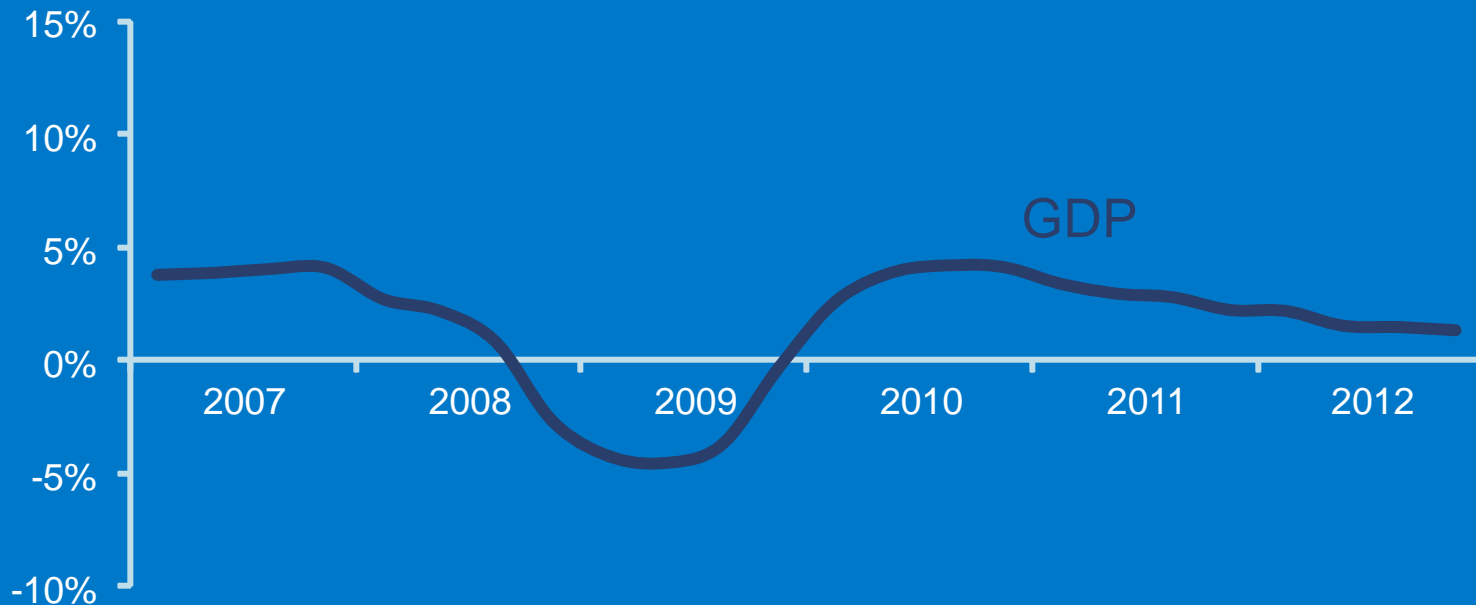
1) Gain on sale

Proposed dividend

SEK/share	2012	2011
Dividend	6.00	6.00
of which regular dividend	6.00	6.00

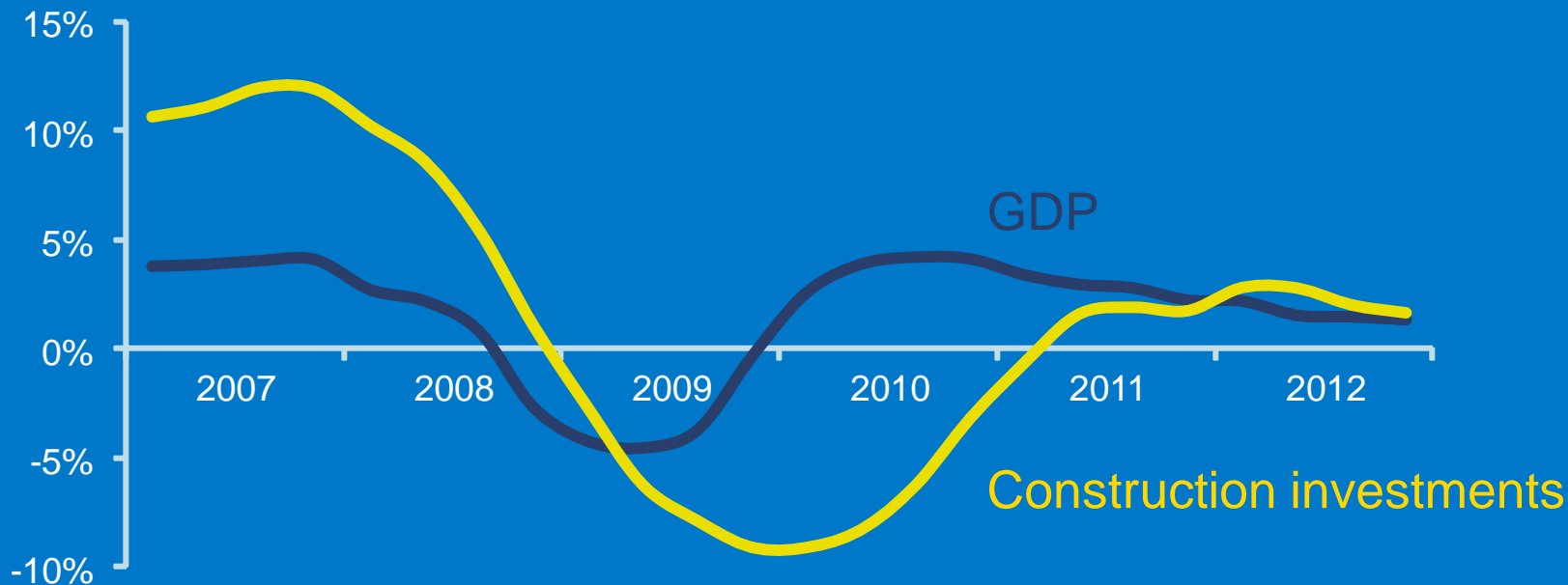
Developments in Skanska's home markets

Changes year by year inflation adjusted



Developments in Skanska's home markets

Changes year by year inflation adjusted



Construction

SEK bn	2012	2011
Revenue	124.5	115.0
Operating income	3.5	3.5
Operating margin, %	2.8	3.0
Free working capital	-19.1	-19.9



Concrete work
Okęcie airport, Warsaw

Construction

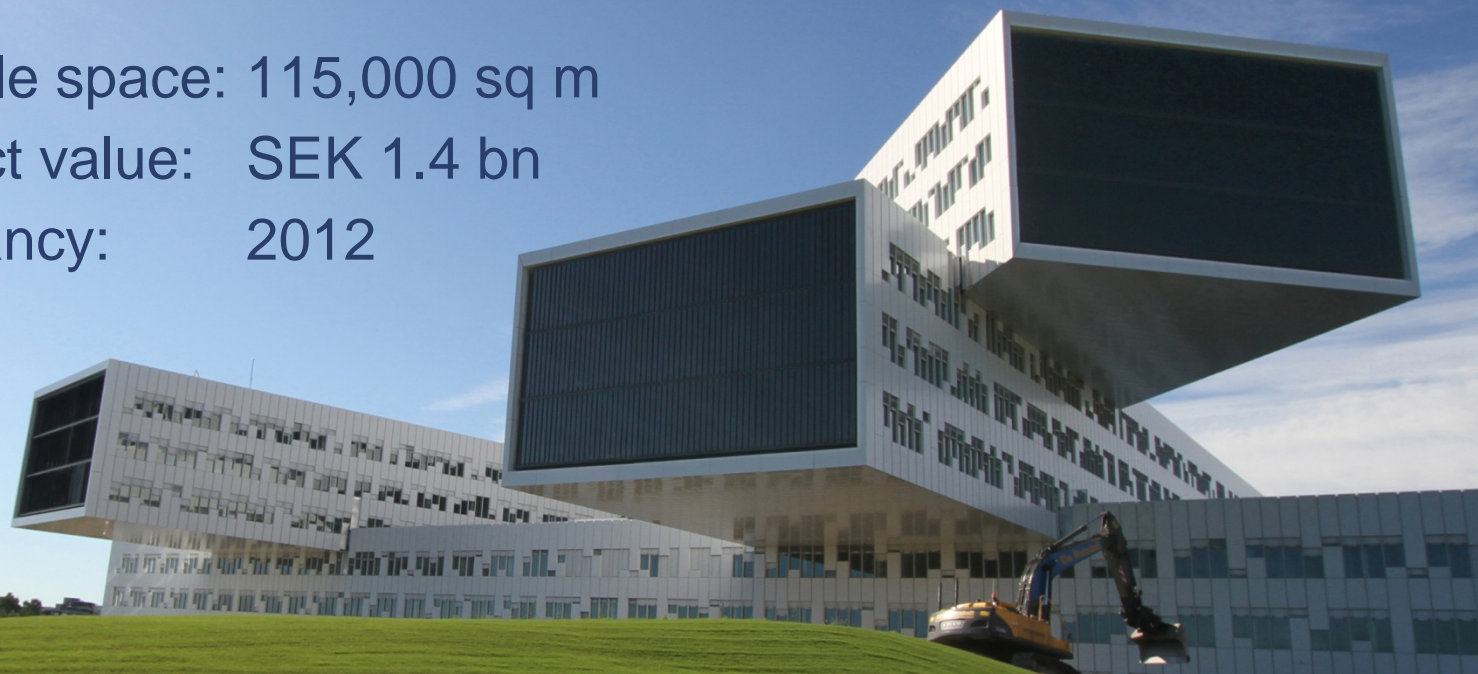
- + Continued strong results in Sweden, Poland, UK and U.S.
- + Improved results in Norway and Finland
- ✓ Adjusting to weak markets in Czech and Slovak Republics
- Profitability issues in Latin America

Statoil office Oslo

Leasable space: 115,000 sq m

Contract value: SEK 1.4 bn

Occupancy: 2012



Cross Rail London

Contract value: Paddington Station
SEK 2 bn
Bond Street Station
SEK 1.5 bn

Construction
period: 2012–2018



The Värtan interchange Norra länken Stockholm

Client: Transport
Administration

Contract
value: ca SEK 1 bn

Construction
period : 2009–2014



Construction

SEK bn	2012	2011
Order bookings	120.1	123.6
Order backlog	146.7	155.7
Book-to-Build, %	96	108



The 11th Street Bridges,
Washington D.C.

Construction Market outlook

- General
 - Stable with large local variations
- USA Civil
 - Big and complex projects
- USA Building
 - Healthcare, aviation, IT and offices
- Nordics
 - Norway strong
 - Stable market for large civil projects
- Other European countries
 - Continued slowdown



Catskill/Delaware
UV Water Treatment, NYC, U.S.

Residential Development

SEK bn	2012	2011
Revenue	8.7	8.6
Operating income	-0.1	0.3
Operating margin, %	neg.	4.0
Return on capital employed, %	0.2	3.1



Kilåsen, Lysaker, Norway

Residential Development Nordics

Actions for improved profitability

- Improving efficiency and control in our planning, design and decision processes
- Reducing production cost
- Adjusting land bank

Target



10% operating margin

10% return on capital employed

Residential Development UK and Poland

- First land acquisitions made in 2011
- First projects started in 2012



Seven Acres, Cambridge, UK

Park Ostrobramska Warsaw

1,600 residential units in 8 phases, 2012–2020

Phase 1:

- Units: 298 (121 sold)
- Occupancy: 2014
- Investment: SEK 186 M



BoKlok Plevallen and Tuvängen Malmö

Units: 58 (sold out)

Occupancy: 2011/2012

Investment: SEK 73 M



Residential Development

Market outlook

- General
 - Strict credit restrictions and uncertainty
- Norway
 - Strong demand and higher prices
- Poland
 - Relative stable
- Sweden, Finland, UK
 - Long decision processes
- Czech Republic
 - Slowdown



Lomma, Sverige

Commercial Property Development

SEK bn	2012	2011
Revenue	6.7	5.6
Operating income	1.5	1.2
of which gain on sale	1.7	1.3
Return on capital employed, %	9.9	13.3



Green Towers, Wrocław, Poland

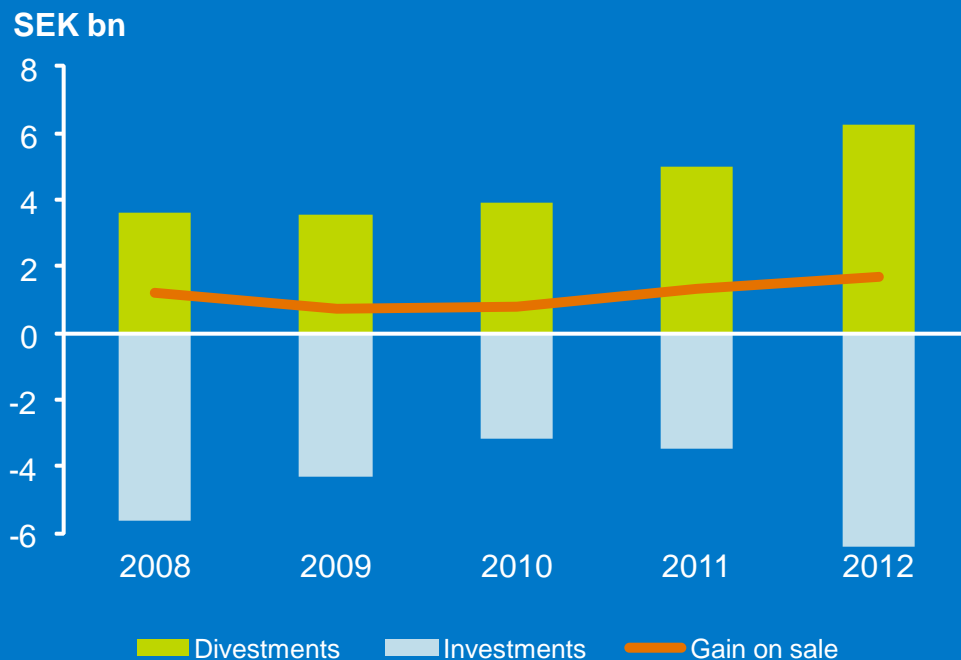
Commercial Property Development

SEK bn	2012	2011
Projects started 2012		
Number	13	16
Total investment (SEK bn)	3.3	4.2
Ongoing projects		
Number	25	30
Total investment (SEK bn)	8.1	9.1
New leases, sq m	230,000	221,000
Occupancy rate, %	61	44
Completion, %	48	43



Malmö Live

Commercial Property Development



733 10th Street Washington D.C.

Investment: SEK 554 M

Leasable space: 18,800 kvm

Completion: 2011

Sold: 2012

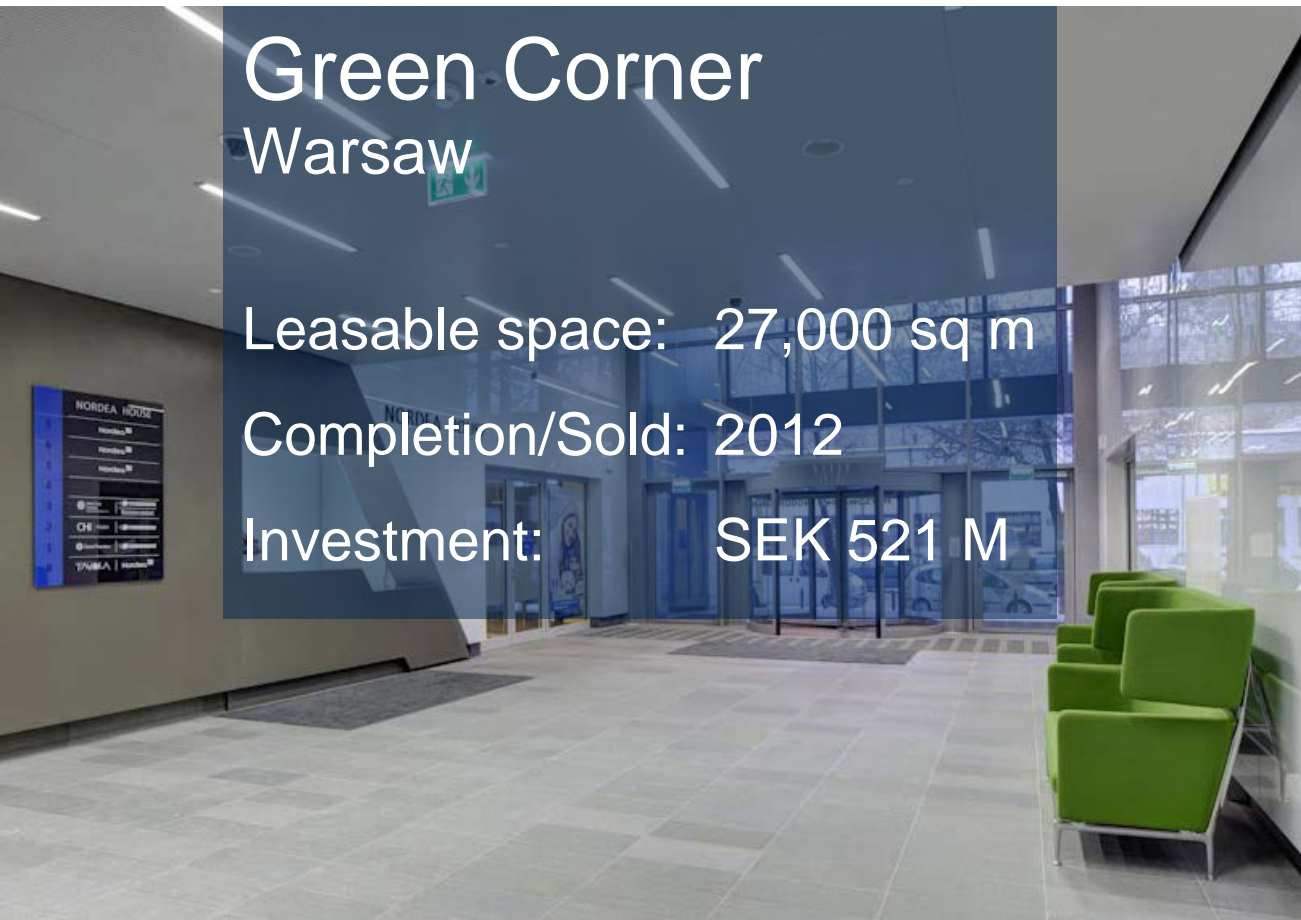


Green Corner Warsaw

Leasable space: 27,000 sq m

Completion/Sold: 2012

Investment: SEK 521 M



Entré Lindhagen Stockholm

Total leasable space : 73,000 sq m

Completion: 2014

Investment: SEK 1.4 bn

Nordea

SKANSKA

Commercial Property Development Markets



Commercial Property Development Market outlook

- General
 - Leasing market: Relatively low and stable vacancies
 - Investment market: Continued demand for well-located, green properties with stable tenants



Green House, Budapest, Hungary

Infrastructure Development



Elizabeth River Tunnels

Virginia, U.S.

Contract value:

Investment:

Construction
period:

Skanska's share

ca SEK 4.4 bn

ca SEK 0.8 bn

2012–2018



Infrastructure Development

SEK bn	2012	2011
Operating income	0.6	4.7 ¹
Gross value of project portfolio	5.4	5.0

1 Including Autopista Central 4.5



The Royal London Hospital

SKANSKA

M25 Ring road

London

Skanska's share

Contract value: ca SEK 5 bn

Investment: ca SEK 1 bn

Completion: 2012



New Karolinska Solna

Construction contract: SEK 14,5 bn

Investment: SEK 0,6 bn (Skanska's share)

Completion: 2016/2017



Infrastructure Development Market outlook

- Good interest for PPP in the U.S.
- More limited potential in Europe

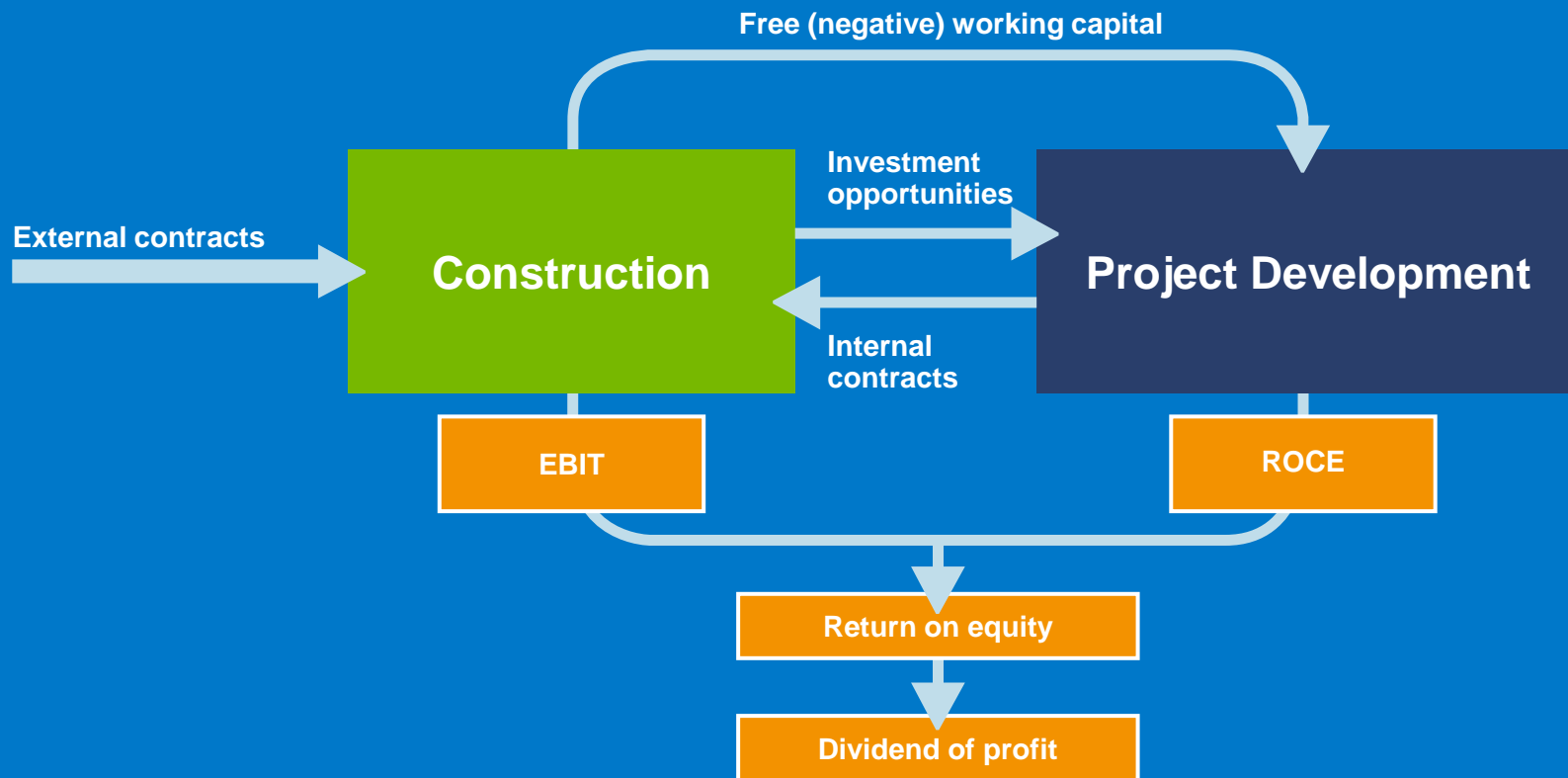


Street lighting
(service & maintenance), London

Business Plan 2011–2015

Profitable growth
Follow-up

The business model



2012 – growth in line with Business Plan

- Increased revenue in Construction
- Increased investments in Development operations

Financial targets 2012–2015

	Target	2012 Outcome	
The Group			
Return on equity	18-20%	18%	=
Financial strength – net cash position ¹	Positive	SEK 4.6 bn	+
Construction			
Average operating margin over a business cycle	3.5-4.0%	2.8%	–
Project development business streams			
Return on capital employed	10-15%	9%	–

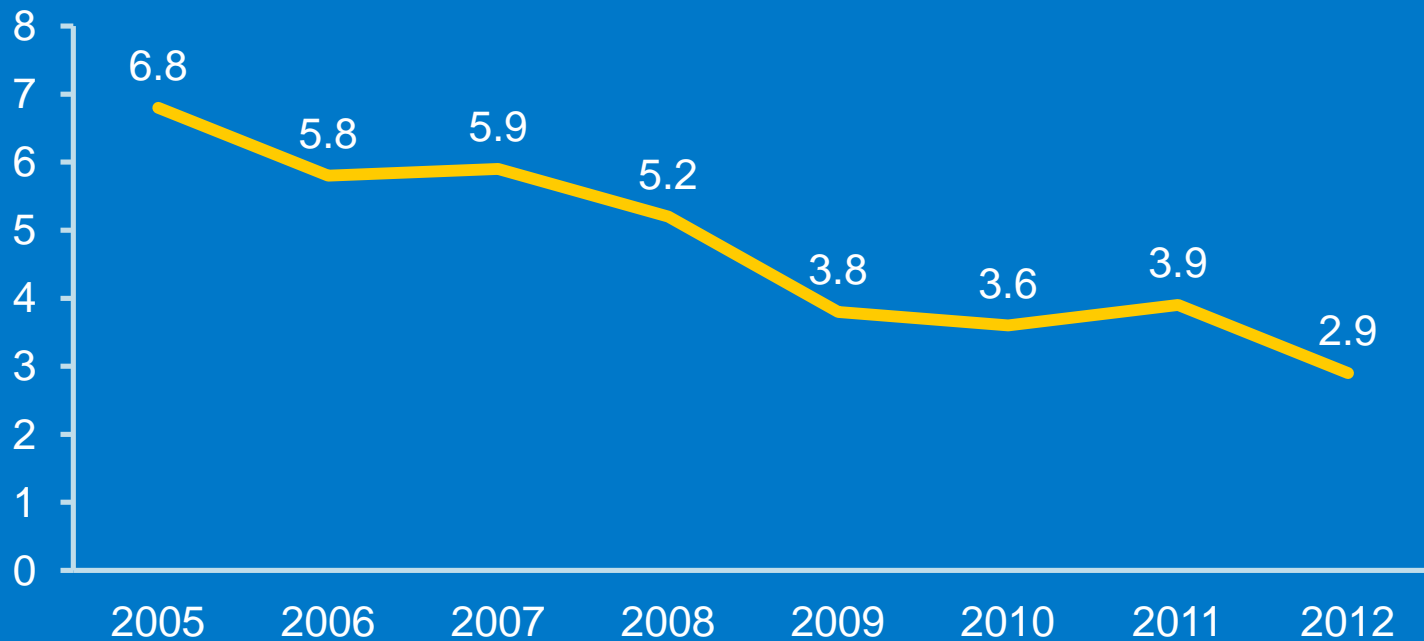
¹ Excluding net pension liabilities and construction loans for cooperative housing associations

Workplace safety



Atmospheric and Vacuum Distillation Unit (UDAV), Rio de Janeiro, Brazil

Lost Time Accident Rate (LTAR)



Qualitative targets – the five zeros vision



loss-making projects
environmental incidents
work site accidents
ethical breaches
defects

External acknowledgements – some examples

Skanska Group

- only contractor included in "Forest Footprint Disclosure"
- active in 13 Green Building Councils in Europe and in the U.S.

Skanska Sweden

- won 4 of the Transport Administration's 7 workplace safety awards 20012
- "Most attractive employer among college engineers"

Skanska UK

- "Best Green Company in the UK"
(Sunday Times)

Skanska Poland

- Best company within Corporate Social Responsibility

Skanska Czech Republic

- AmCham's award for sustainability and business ethics

Skanska Commercial Property Development

- "Green Leadership Award" och and "Real Green Developer of the Year"

SKANSKA

Employees



Skanska Employee Ownership Program (SEOP)

8,500 employees joined

Own investment ca SEK 860 M (total)



Outlook for 2013

Sum-up

- A good starting position in terms of order backlog and project portfolio
- Relatively stable market outlook
- Strong financial position