Annual Shareholders’ Meeting
Stockholm, April 11, 2013
Johan Karlström
President and CEO
## The Group – earnings and profitability

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>131.9</td>
<td>122.5</td>
</tr>
<tr>
<td><strong>Result</strong></td>
<td>3.3</td>
<td>8.1</td>
</tr>
<tr>
<td><strong>of which</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>– Autopista Central(^1)</td>
<td>–</td>
<td>4.5</td>
</tr>
<tr>
<td>– other</td>
<td>3.3</td>
<td>3.6</td>
</tr>
</tbody>
</table>

1\) Gain on sale
# Proposed dividend

<table>
<thead>
<tr>
<th>SEK/share</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dividend</td>
<td>6.00</td>
<td>6.00</td>
</tr>
<tr>
<td>of which regular dividend</td>
<td>6.00</td>
<td>6.00</td>
</tr>
</tbody>
</table>
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 investments
GDP
# Construction

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>124.5</td>
<td>115.0</td>
</tr>
<tr>
<td>Operating income</td>
<td>3.5</td>
<td>3.5</td>
</tr>
<tr>
<td>Operating margin, %</td>
<td>2.8</td>
<td>3.0</td>
</tr>
<tr>
<td>Free working capital</td>
<td>-19.1</td>
<td>-19.9</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Order bookings</td>
<td>120.1</td>
<td>123.6</td>
</tr>
<tr>
<td>Order backlog</td>
<td>146.7</td>
<td>155.7</td>
</tr>
<tr>
<td>Book-to-Build, %</td>
<td>96</td>
<td>108</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>8.7</td>
<td>8.6</td>
</tr>
<tr>
<td>Operating income</td>
<td>-0.1</td>
<td>0.3</td>
</tr>
<tr>
<td>Operating margin, %</td>
<td>neg.</td>
<td>4.0</td>
</tr>
<tr>
<td>Return on capital employed, %</td>
<td>0.2</td>
<td>3.1</td>
</tr>
</tbody>
</table>

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
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 Pilevallen 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
# Commercial Property Development

<table>
<thead>
<tr>
<th>SEK bn</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>6.7</td>
<td>5.6</td>
</tr>
<tr>
<td>Operating income</td>
<td>1.5</td>
<td>1.2</td>
</tr>
<tr>
<td>of which gain on sale</td>
<td>1.7</td>
<td>1.3</td>
</tr>
<tr>
<td>Return on capital employed, %</td>
<td>9.9</td>
<td>13.3</td>
</tr>
</tbody>
</table>
## Commercial Property Development

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Projects started 2012</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Number</td>
<td>13</td>
<td>16</td>
</tr>
<tr>
<td>Total investment (SEK bn)</td>
<td>3.3</td>
<td>4.2</td>
</tr>
<tr>
<td><strong>Ongoing projects</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Number</td>
<td>25</td>
<td>30</td>
</tr>
<tr>
<td>Total investment (SEK bn)</td>
<td>8.1</td>
<td>9.1</td>
</tr>
<tr>
<td><strong>New leases, sq m</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>230,000</td>
<td>221,000</td>
</tr>
<tr>
<td>Occupancy rate, %</td>
<td>61</td>
<td>44</td>
</tr>
<tr>
<td>Completion, %</td>
<td>48</td>
<td>43</td>
</tr>
</tbody>
</table>
Commercial Property Development

- Divestments
- Investments
- Gain on sale

2008 - 2012

SEK bn

Uppsala Entré
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
Commercial Property Development Markets

- Washington DC
- Houston
- Seattle
- Boston
- Wrocław
- Warsaw
- Oslo
- Malmö
- Helsinki
- Bucharest
- Stockholm
- Copenhagen
- Prague
- Łódź
- Poznań
- Gothenburg
- Ostrava
- Budapest
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
Infrastructure Development
Elizabeth River Tunnels
Virginia, U.S.

Skanska’s share

Contract value: ca SEK 4.4 bn

Investment: ca SEK 0.8 bn

Construction period: 2012–2018
<table>
<thead>
<tr>
<th></th>
<th>SEK bn</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>0.6</td>
<td>4.7(^1)</td>
<td></td>
</tr>
<tr>
<td>Gross value of project portfolio</td>
<td>5.4</td>
<td>5.0</td>
<td></td>
</tr>
</tbody>
</table>

1 Including Autopista Central 4.5
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
Business Plan 2011–2015

Profitable growth

Follow-up
The business model

Construction

Project Development

External contracts

Free (negative) working capital

Investment opportunities

Internal contracts

EBIT

ROCE

Return on equity

Dividend of profit

Internal contracts

External contracts
2012 – growth in line with Business Plan

- Increased revenue in Construction
- Increased investments in Development operations
## Financial targets 2012–2015

<table>
<thead>
<tr>
<th>The Group</th>
<th>Target</th>
<th>2012 Outcome</th>
</tr>
</thead>
<tbody>
<tr>
<td>Return on equity</td>
<td>18-20%</td>
<td>18%</td>
</tr>
<tr>
<td>Financial strength – net cash position(^1)</td>
<td>Positive</td>
<td>SEK 4.6 bn</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Construction</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Average operating margin over a business cycle</td>
<td>3.5-4.0%</td>
<td>2.8%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Project development business streams</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Return on capital employed</td>
<td>10-15%</td>
<td>9%</td>
</tr>
</tbody>
</table>

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\(^1\) 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)

- 2005: 6.8
- 2006: 5.8
- 2007: 5.9
- 2008: 5.2
- 2009: 3.8
- 2010: 3.6
- 2011: 3.9
- 2012: 2.9
Qualitative targets – the five zeros vision

0

- 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 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