

SKANSKA

Skanska USA

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94
June 10, 2009 Capital Markets Day

SKANSKA

The US Construction Businesses



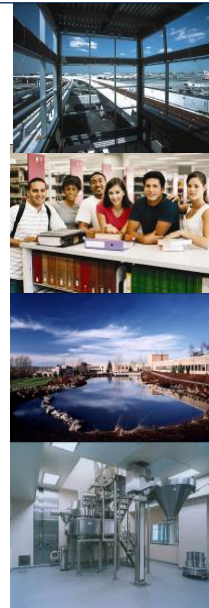
USA Building

USA Civil

95
June 10, 2009 Capital Markets Day

Skanska USA Building

- Revenue 2008 of approximately USD 4.6 billion
- Operating Margin 1.5%
- 3,700 Employees
- Headquarters in Parsippany, New Jersey
- Delivery method: Construction Management
 - Low risk, low margin, high return on capital
- Segments
 - Healthcare
 - Education
 - Commercial offices and retail
 - Life Sciences
 - Government
 - Sports
 - Mission Critical/Data and operation centers

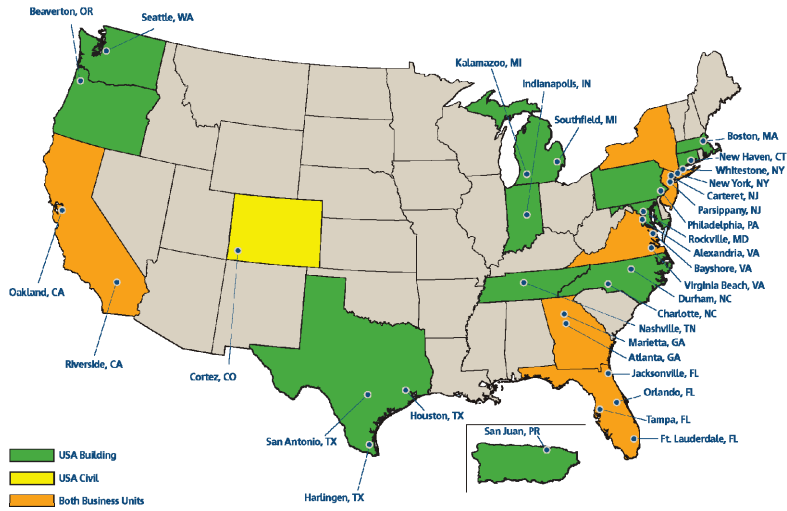


Skanska USA Civil

- Revenue 2008 of approximately USD 1.75 billion
- Operating Margin 6.4%
- 4,100 Employees
- Headquarters in Whitestone, NY
- Delivery method: Lump Sum Bid
 - Higher risk, Higher margin
- Segments
 - Roads & Bridges
 - Environment, DEP
 - Water & Waste Water
 - Transit (People)
 - Rail (Freight)
 - Airports
 - Ports
 - Power
 - Tunnels
 - Deep Foundations
 - Mechanical



Skanska USA locations



Market presence

- 6th largest contractor in US
- 5th largest heavy contractor
- 4th largest general building contractor

THE TOP 400 CONTRACTORS

RANK 2009	RANK 2008	FIRM	2008 REVENUE TOTAL	TR
1	1	BECHTEL, San Francisco, Calif.†	21,659.0	13,984.0
2	2	FLUOR CORP., Irving, Texas†	17,300.0	9,140.7
3	3	THE TURNER CORP., New York, N.Y.†	10,460.0	0.0
4	4	KBR, Houston, Texas†	10,159.5	7,972.0
5	5	KIEWIT CORP., Omaha, Neb.†	9,077.8	1,812.0
6	6	SKANSKA USA INC., Whitestone, N.Y.†	6,329.6	0.0

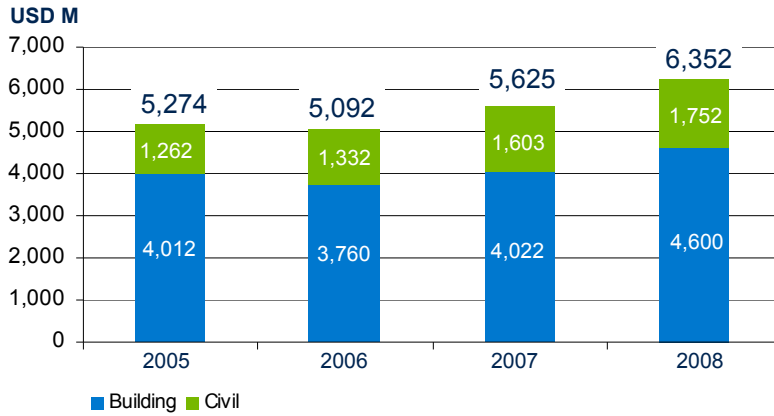
THE TOP 50 DOMESTIC HEAVY CONTRACTORS

RANK	FIRM	TOTAL*	TR
1	KIEWIT CORP.	2,782.1	
2	THE WALSH GROUP LTD.	2,118.9	
3	GRANITE CONSTRUCTION INC.	1,749.0	
4	BECHTEL	1,702.0	
5	SKANSKA USA INC.	1,834.7	

THE TOP 50 IN DOMESTIC GENERAL BUILDING REVENUE*

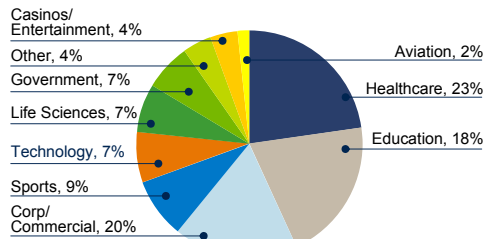
RANK	FIRM	2008 TOTAL*
1	THE TURNER CORP.	8,932.4
2	HOKUS LEAD LEASE	5,138.3
3	PERRI CORP.	5,082.0
4	SKANSKA USA INC.	4,042.8

Revenue

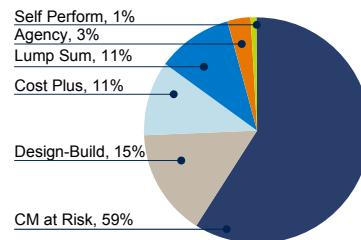


USA Building Revenue 2008-4,600 USD M

By market segment

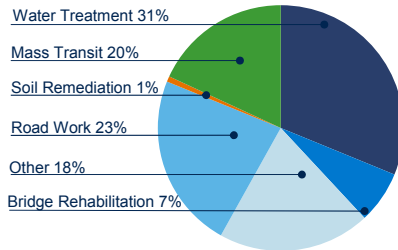


By contract type

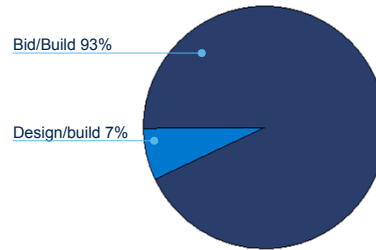


USA Civil Revenue 2008–1,752 USD M

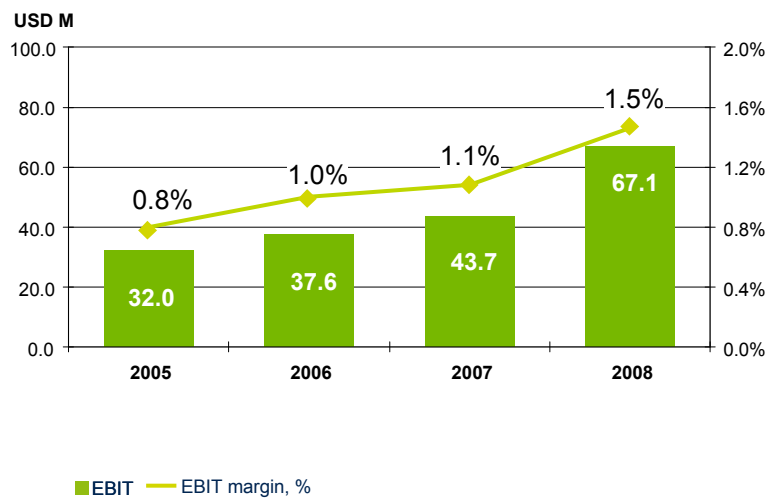
By market segment



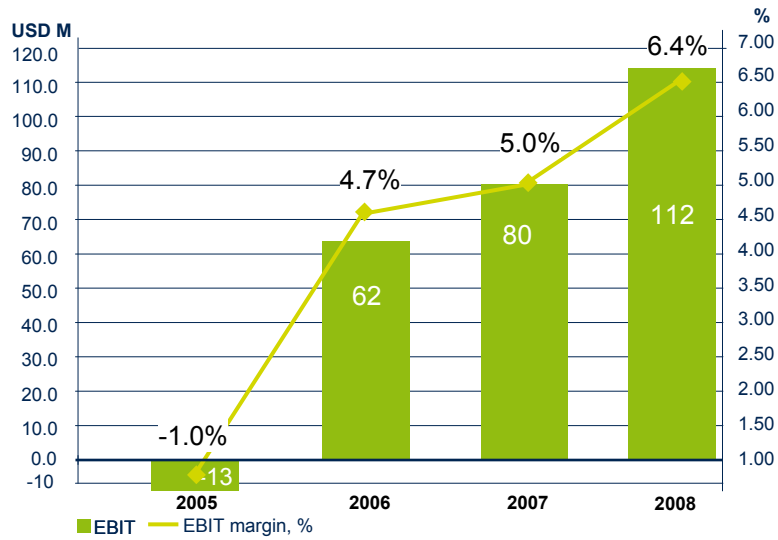
By contract type



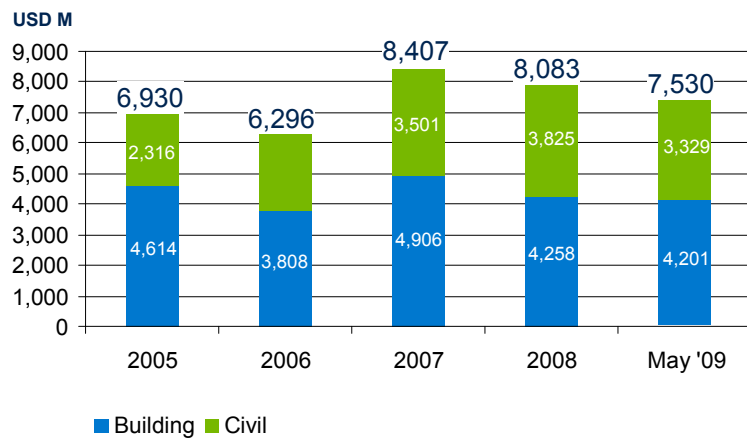
USA Building 2008 Results–EBIT/Margin



USA Civil 2008 Results – EBIT/Margin



Backlog



Order bookings – Construction

SEK bn	Jan-May 2009	Jan-May 2008	Duration orderbook months
Sweden	8.5	11.1	7
Norway	3.2	4.7	7
Finland	2.1	2.4	7
Poland	1.6	1.8	9
Czech Republic	4.2	5.9	13
UK	13.0	8.7	20
USA Building	13.6	11.5	13
USA Civil	1.4	6.2	27
Latin America	1.2	2.3	7
Total	48.8	54.6	12

The US Construction Market



U.S. Construction market summary

Challenges

- Tight lending standards
- Increased competitors w/ loss of commercial in residential markets
- Aggressive owner buying

Opportunities

- Healthy civil market aided by stimulus
- Healthcare construction market strong
- Good College/University construction market
- New Government project opportunities with GSA, DOD, State DOT, and local cities

2008 Construction market	USD bn
Total	969
Residential market	-257
Total excl. Residential market	712
Skanska revenue	6.4
Skanska market share	~1.0%

Source: US Census Bureau – Construction Spending

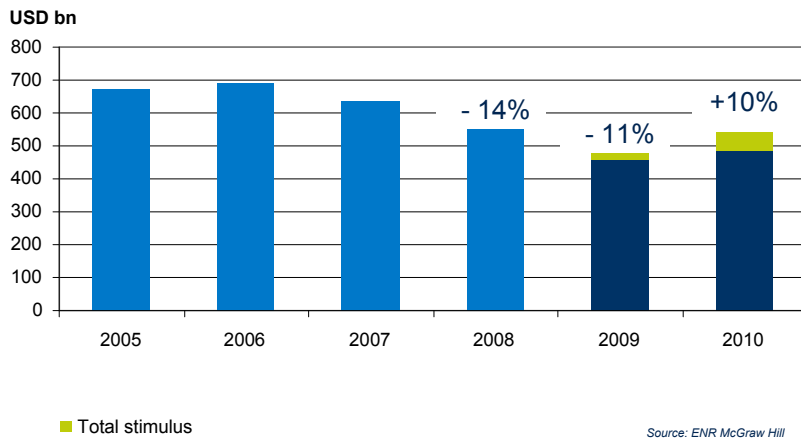
Stimulus packages (USD 787 bn)

- Approx. USD 134 bn construction related
- Transportation – USD 48 bn
- Water and environment projects – USD 21 bn
 - Clean and drinking water USD 6 bn
- Department of Defense and Veterans Administration – USD 8 bn
- Energy projects – USD 30 billion
- Non-Department of Defense Federal Buildings – USD 21 bn
- General Service Administration – USD 6 billion

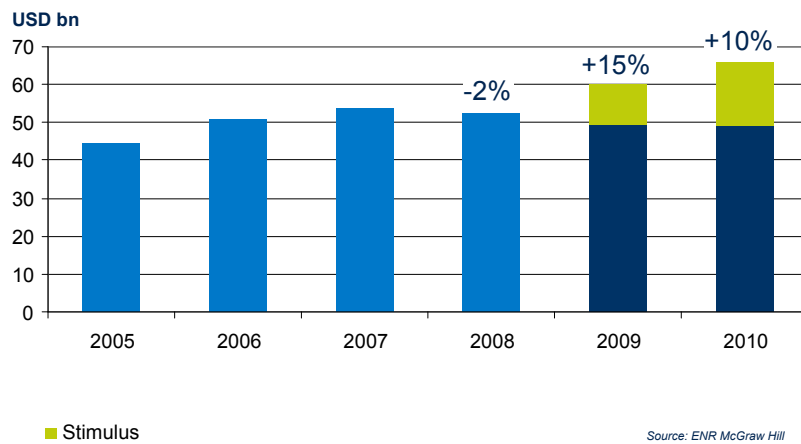
Energy and Green!

Source: ENR McGraw Hill

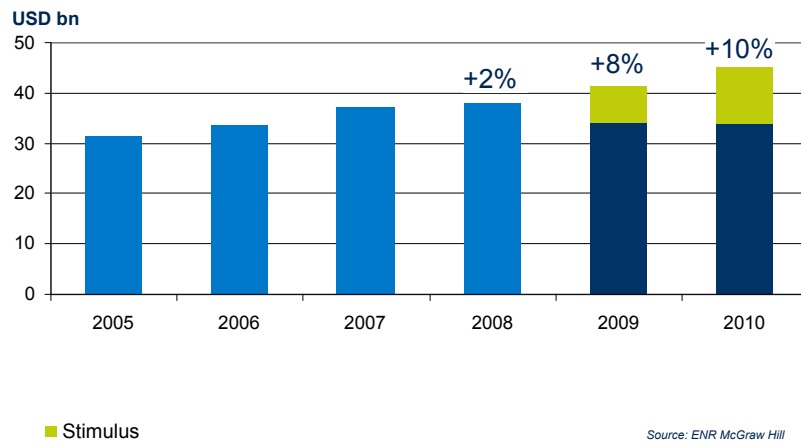
Total Construction starts excl. RD helped by stimulus in 2009-2010



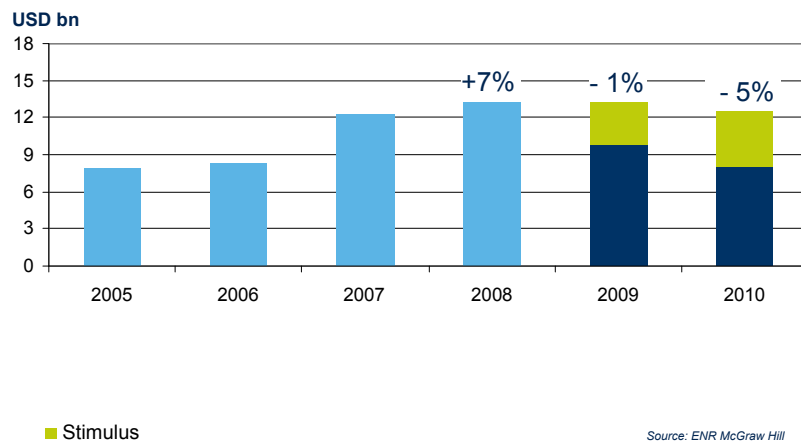
Highway and bridges



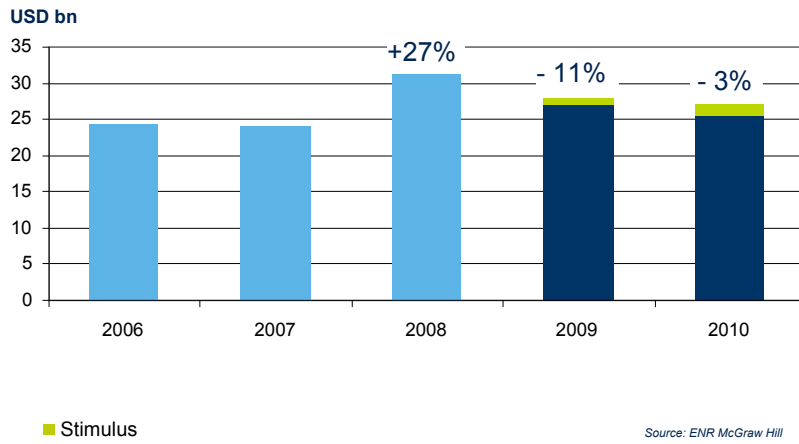
Environmental public works



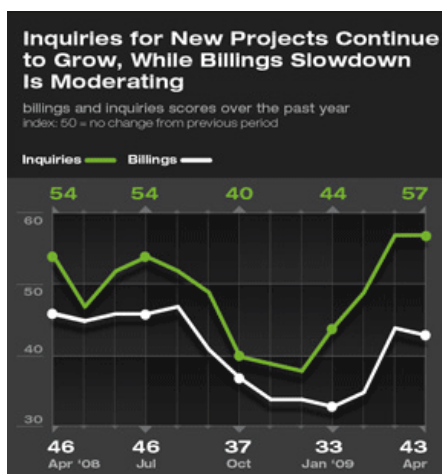
Public buildings



Healthcare facilities



Architectural Billing Index



Source: Architectural Record May 28, 2009

US Strategy



Strategy 2009

- Internal
 - Risk management
 - Cash management
 - Shared service (Safety, IT, HR....)
 - Increased self performed work in Building supported by Civil



Goal by 2010:
Skanska USA
a top 100 company.

- External
 - Take advantage of the "Greening of America"
 - Expand services in the Civil business
 - Become national Civil contractor



Skanska #1 ranked green
Contractor - 2007

Synergies–USA Building/USA Civil

- Integrated support services
 - Lower overhead
 - Increase services and service quality
- Offer the combined services of both organizations to clients
 - Civil to support Building in increased self perform work



The overall outcome is to turn some of the current low margin construction management business into higher margin lump sum business.

Take advantage of the Greening of America



Green growth in U.S.

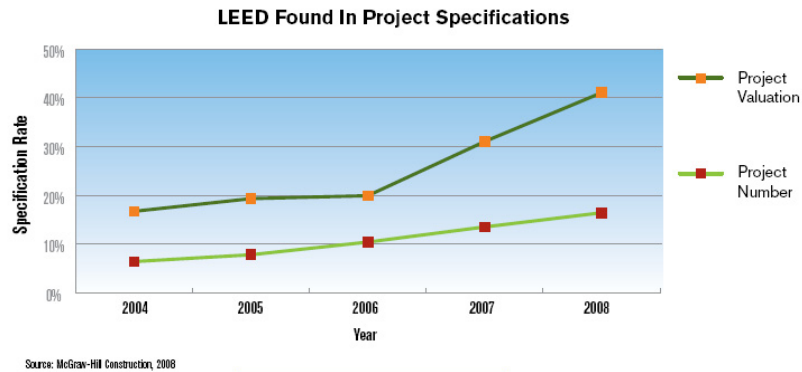
- 39% of the US population lives in cities with green building requirements
- Healthcare – want green hospitals
- Higher education – wants green facilities
- All federal government building projects must be green
- Even commercial developers want green

Green wins in stimulus: Renovation gets a boost in green

- Much of public building USD to Green renovation projects
 - GSA → USD 4.5 billion
 - DOD → USD 4.2 billion
 - VA → USD 1 billion
- Tax breaks for residential energy efficiency expanded & extended



Rapid growth of LEED in specs



Skanska USA – leader in green

- Ranked yearly as one of the leading Green Builders
- 432 LEED Accredited Professionals
- Life Cycle Analysis
- CO₂ footprint calculations
- Energy modeling
- Green office renovations (ESB)



Expand services in the Civil business

- Spread civil expertise and capability across USA Civil regions
 - Civil operating units tend to be specialized
 - Spread profitable expertise to regions without it



USA Civil into the future...

- Export expertise from other regions
 - Expanded career opportunities for those willing to relocate
 - Share experience

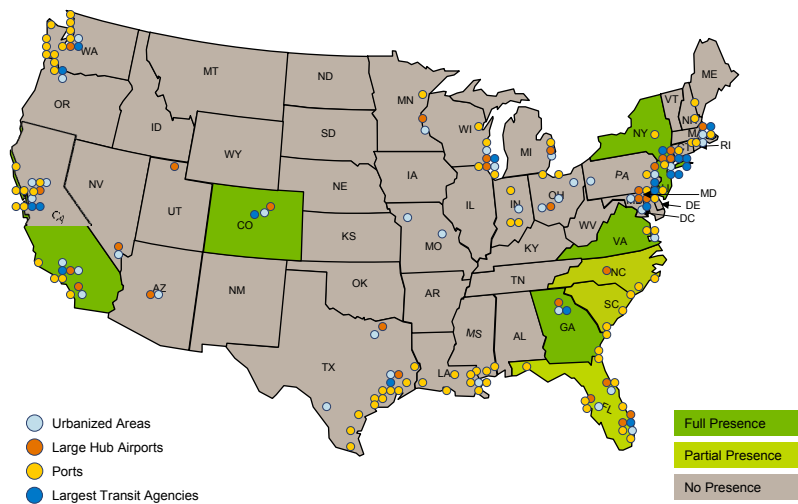


U.S. Demographics

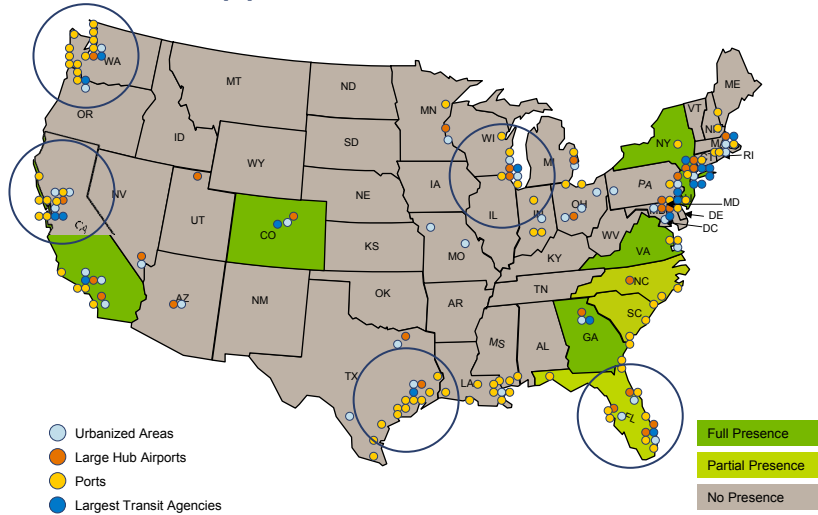
- Largest urban areas
 - New York/Newark*
 - Los Angeles/Long Beach*
 - Chicago
 - Philadelphia
 - Miami
 - Dallas/Ft Worth
 - Boston
 - Washington, DC
 - Detroit
 - Houston
 - Atlanta*
 - San Francisco
- Fastest growing states (%)
 - Arizona
 - Florida
 - Texas
 - North Carolina
 - Washington
 - California*
 - Virginia*
 - Georgia*
 - Maryland
 - Minnesota
 - Tennessee
 - New Jersey*

* Office location

USA Civil Market Presence



Growth Opportunities USA Civil



Summary

- Scary financial times but we are in the right markets
 - Building – Government, Higher Ed, Healthcare, Green
 - Civil - Infrastructure
- Our financial strength and bonding capacity are huge advantages
- Robust management development
- Strong order backlog
- Continued profitability improvements
- Capitalizing on synergies between the units
- Opportunities exist to:
 - Expand services
 - Grow the footprint of the Civil business