

# How we will reach our targets

## Commercial Property Development

Claes Larsson, Executive Vice President

Skandia Head Office, Stockholm, Sweden

## Current footprint – Q3

- Operations in
  - Nordics
  - Central Eastern Europe
  - U.S.
- Market value of unsold properties SEK 14.2 bn
  - Carrying amount for same properties SEK 11.4 bn
- 19 ongoing projects of which 4 is sold according to segment reporting
  - 67% in occupancy rate
  - 58% in degree of completion

# Starting Lustgården

- Skanska to launch largest green office project in the Nordics, Lustgården, invests SEK 1.4 billion
- Total investment including following phases approx. SEK 2.5 billion
- Significant interest in the rental market – limited competition

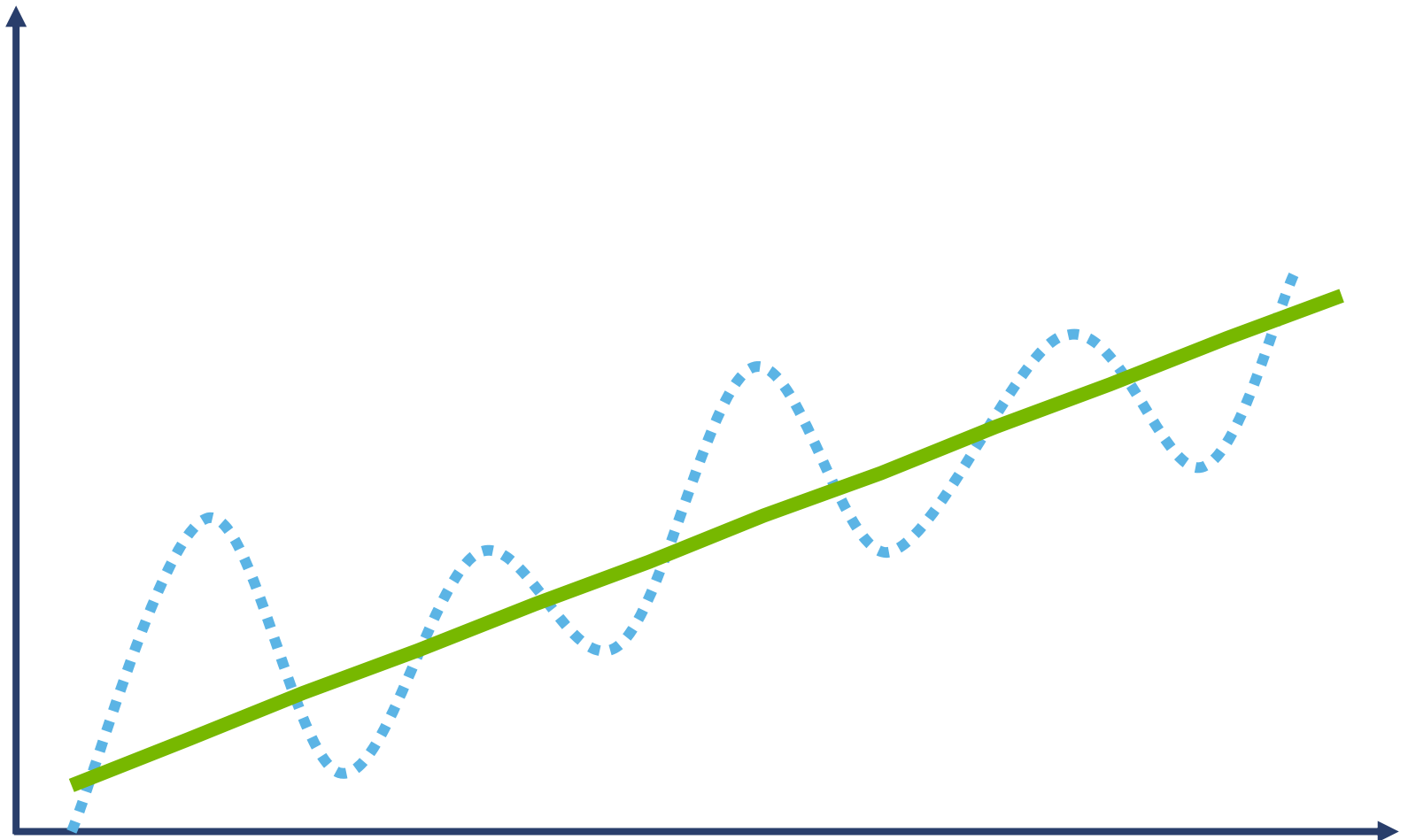


# First U.S. lease

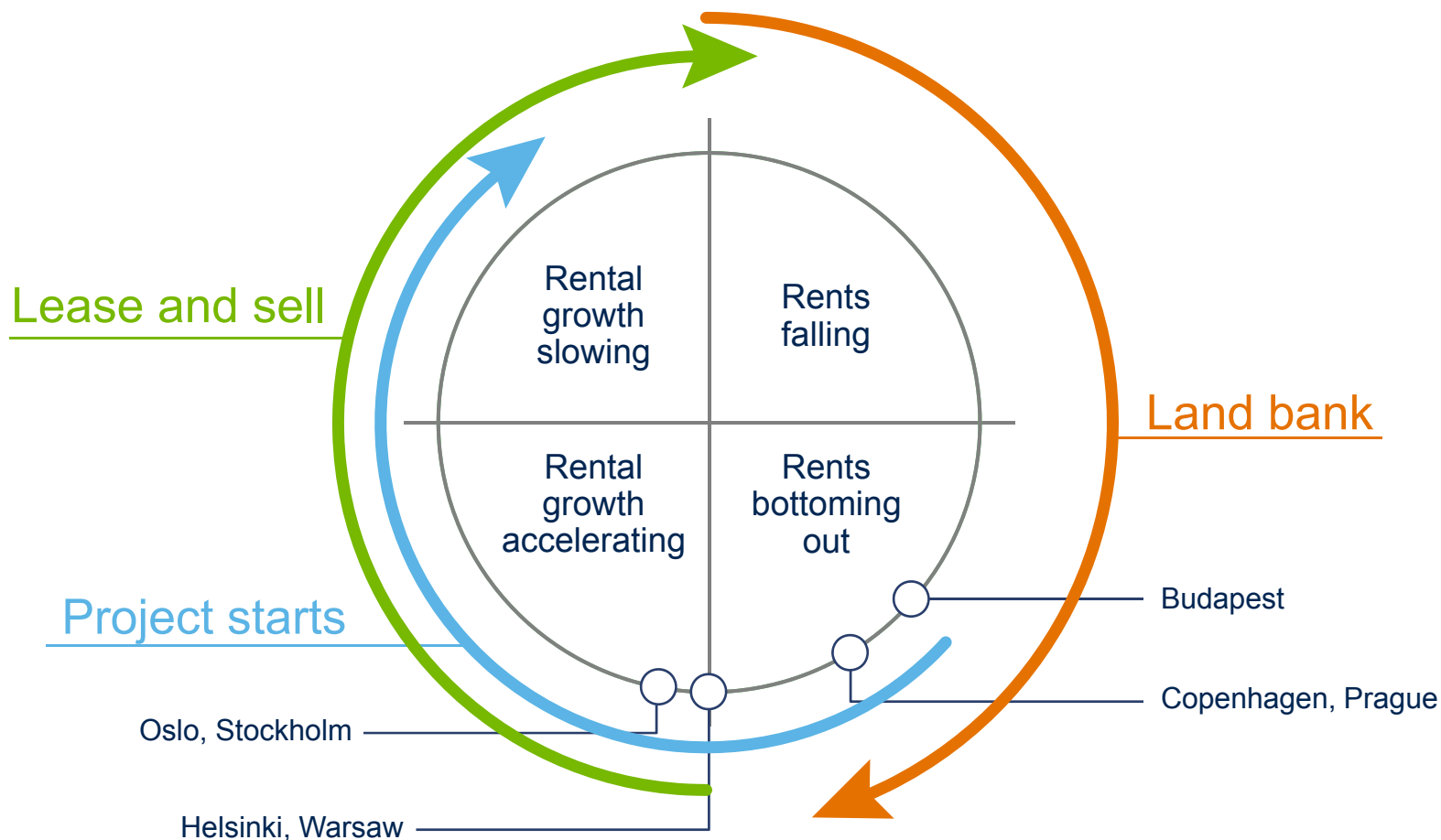
- First lease signed in Skanska's U.S. commercial property development portfolio
- Approx 4,000 sqm, 25% occupancy rate in "733 10th & G" project in Washington D.C.
- Decision to also enter a fourth city: Seattle



# It's a cyclical business...

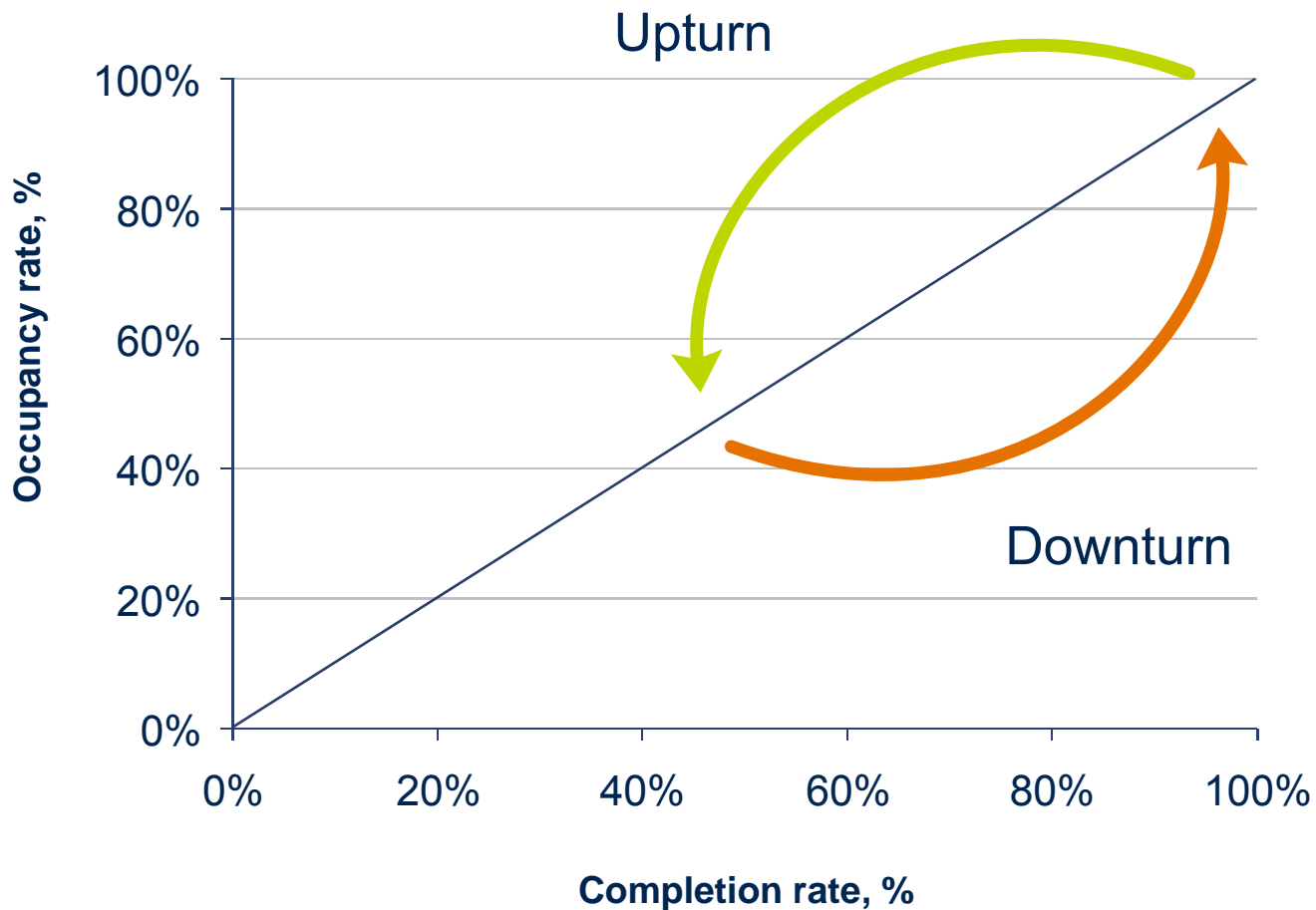


# ... so manage the cycles

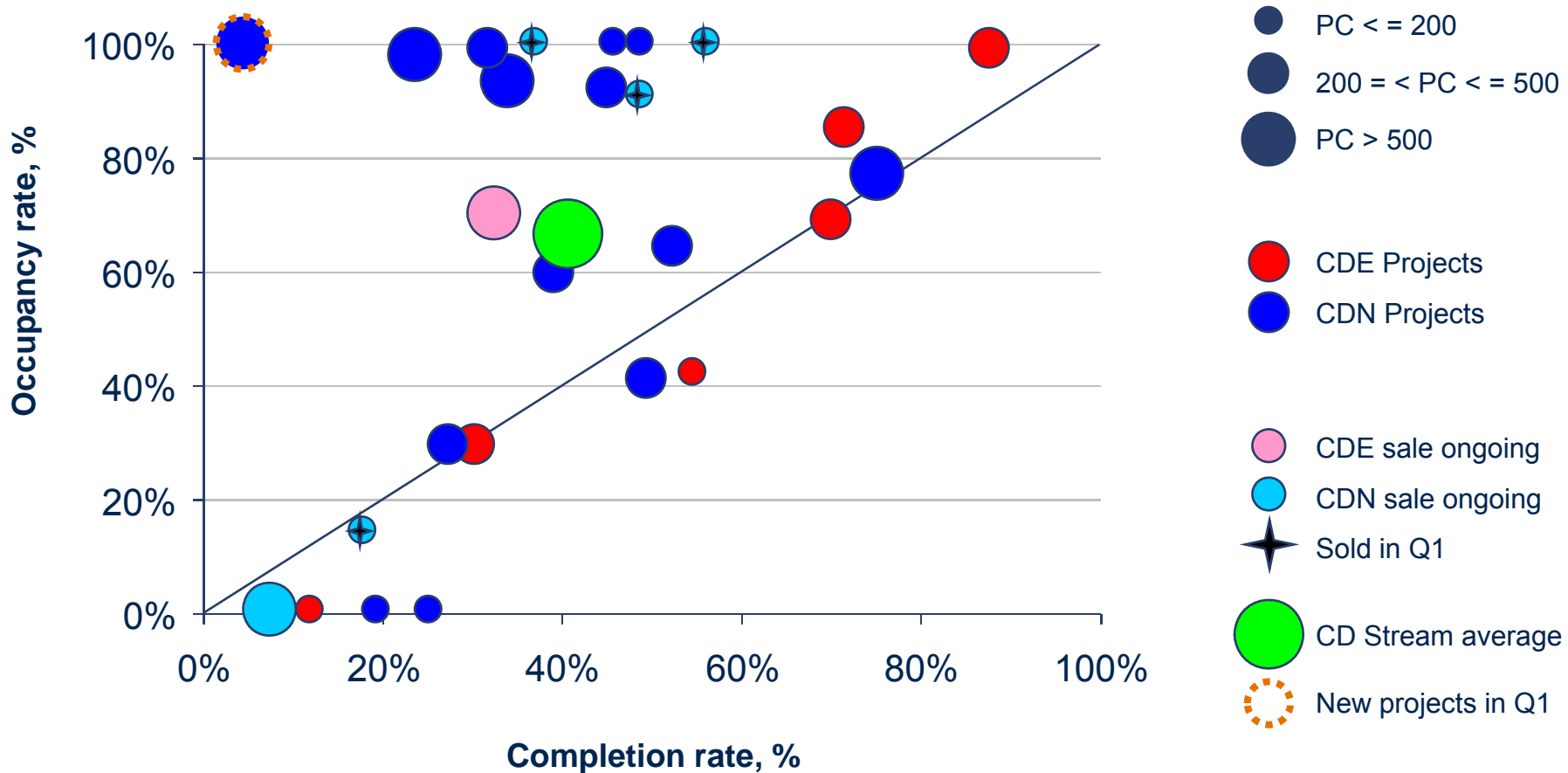


Source: Jones Lang LaSalle

# Portfolio risk management

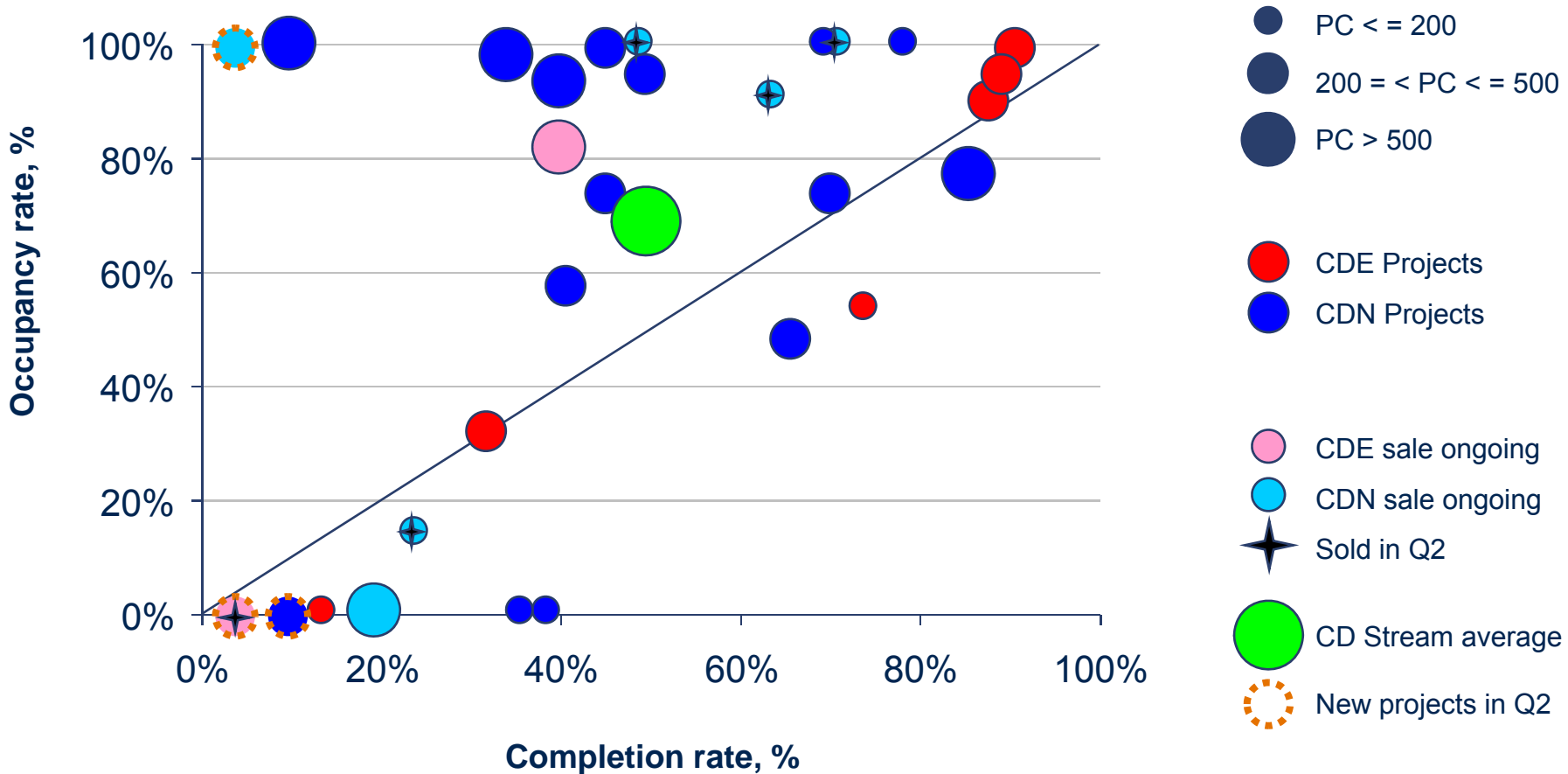


# Ongoing projects Q1 2008

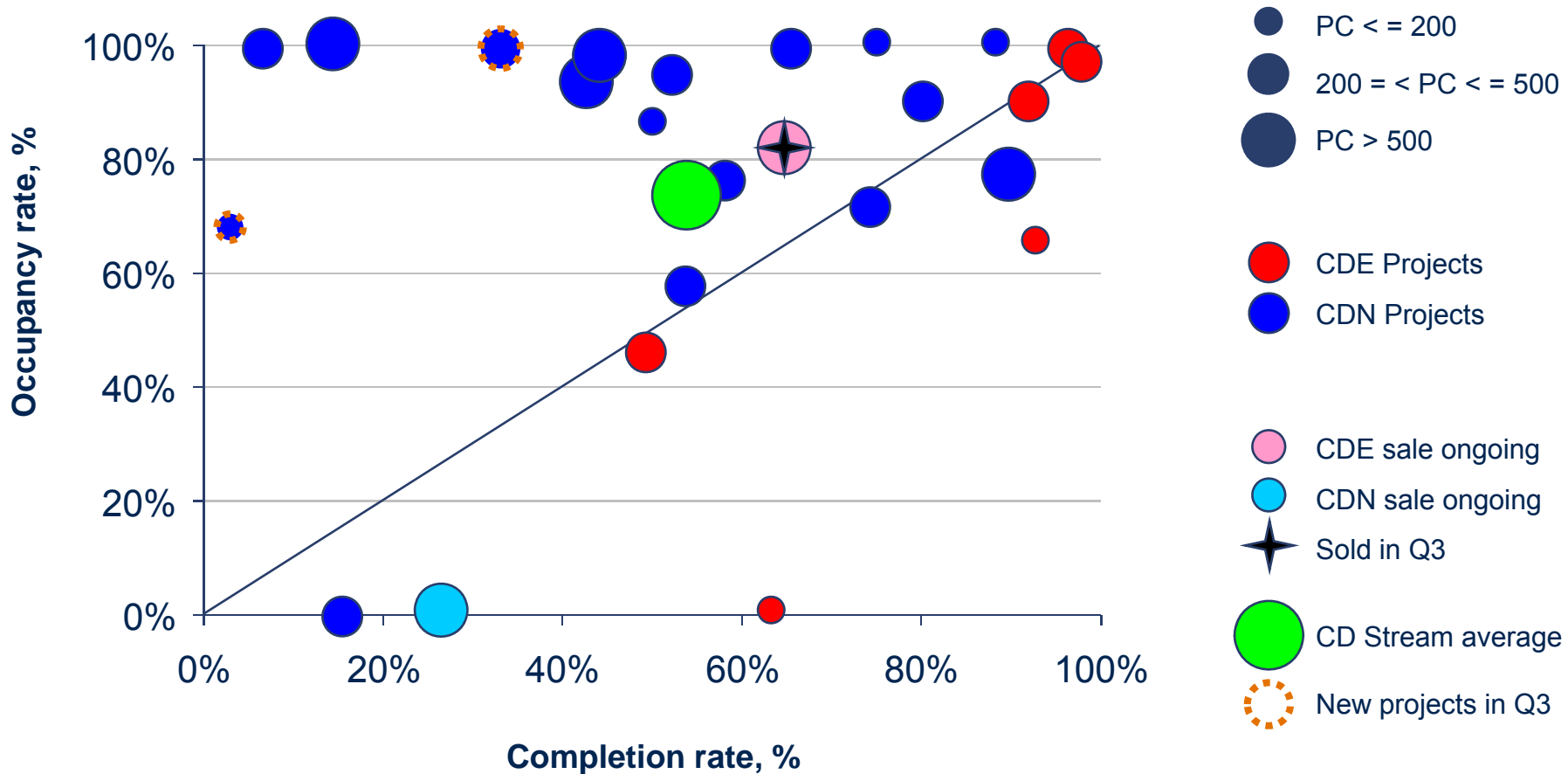




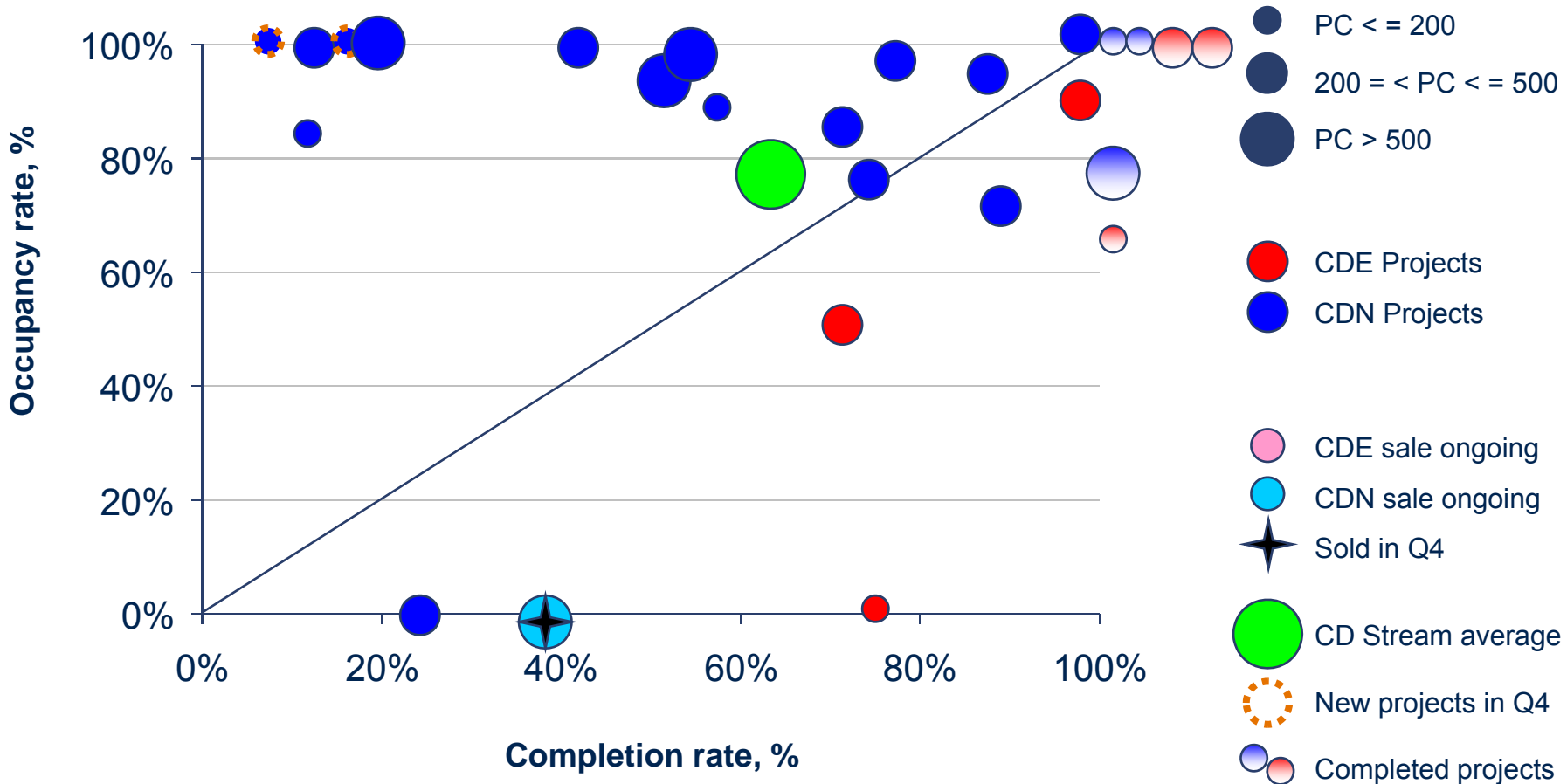
# Ongoing projects Q2 2008



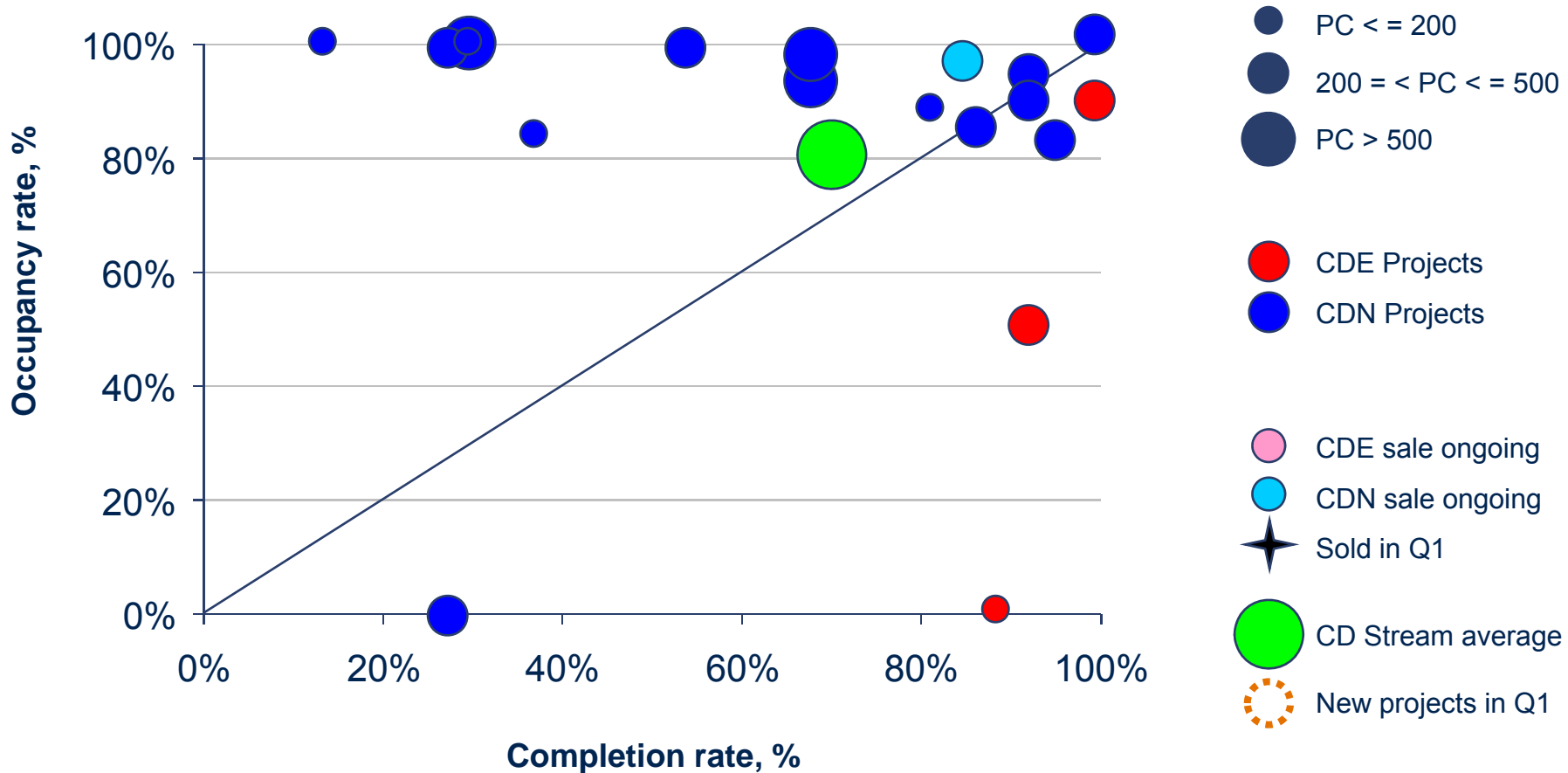
# Ongoing projects Q3 2008



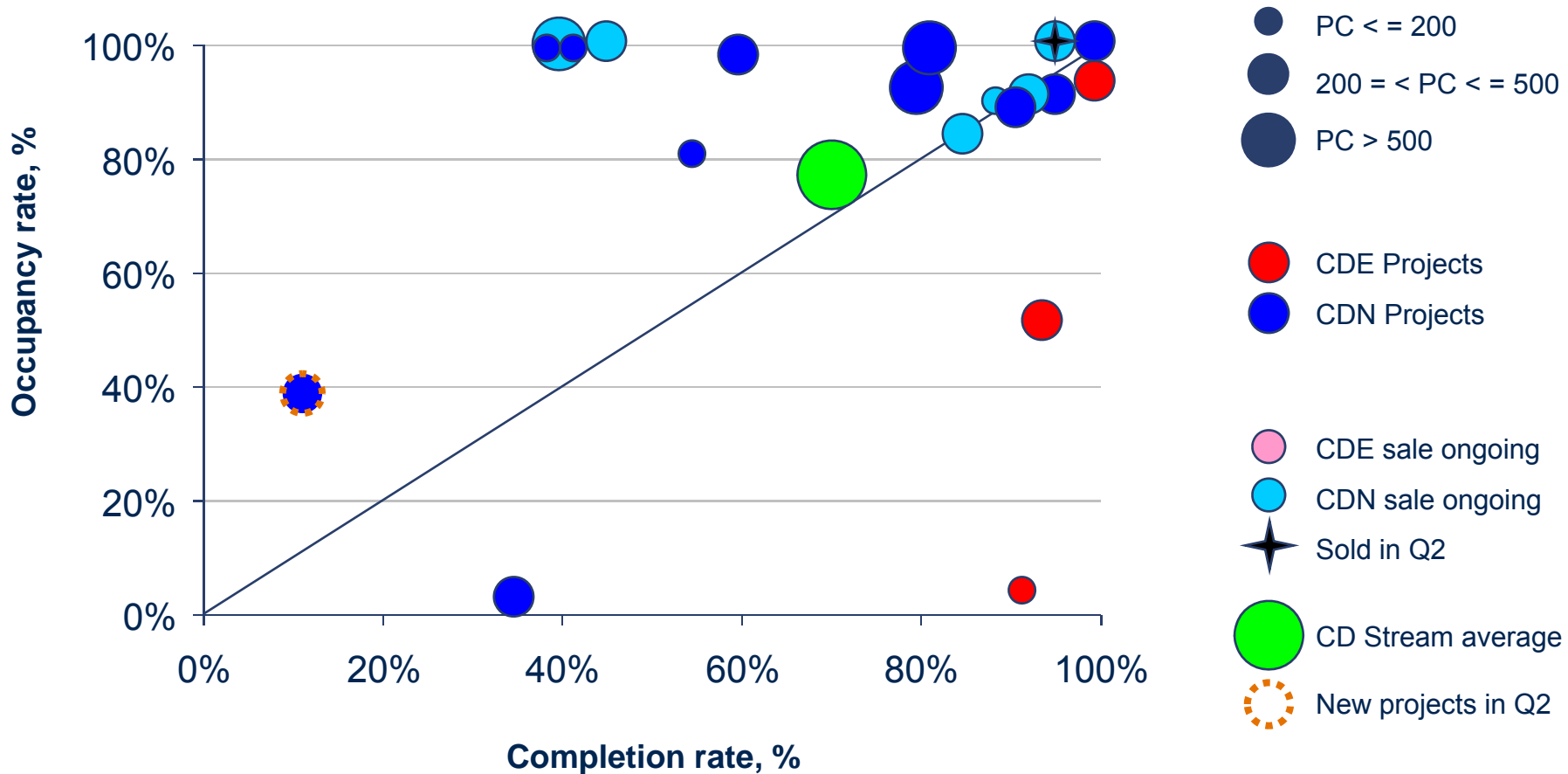
# Ongoing projects Q4 2008



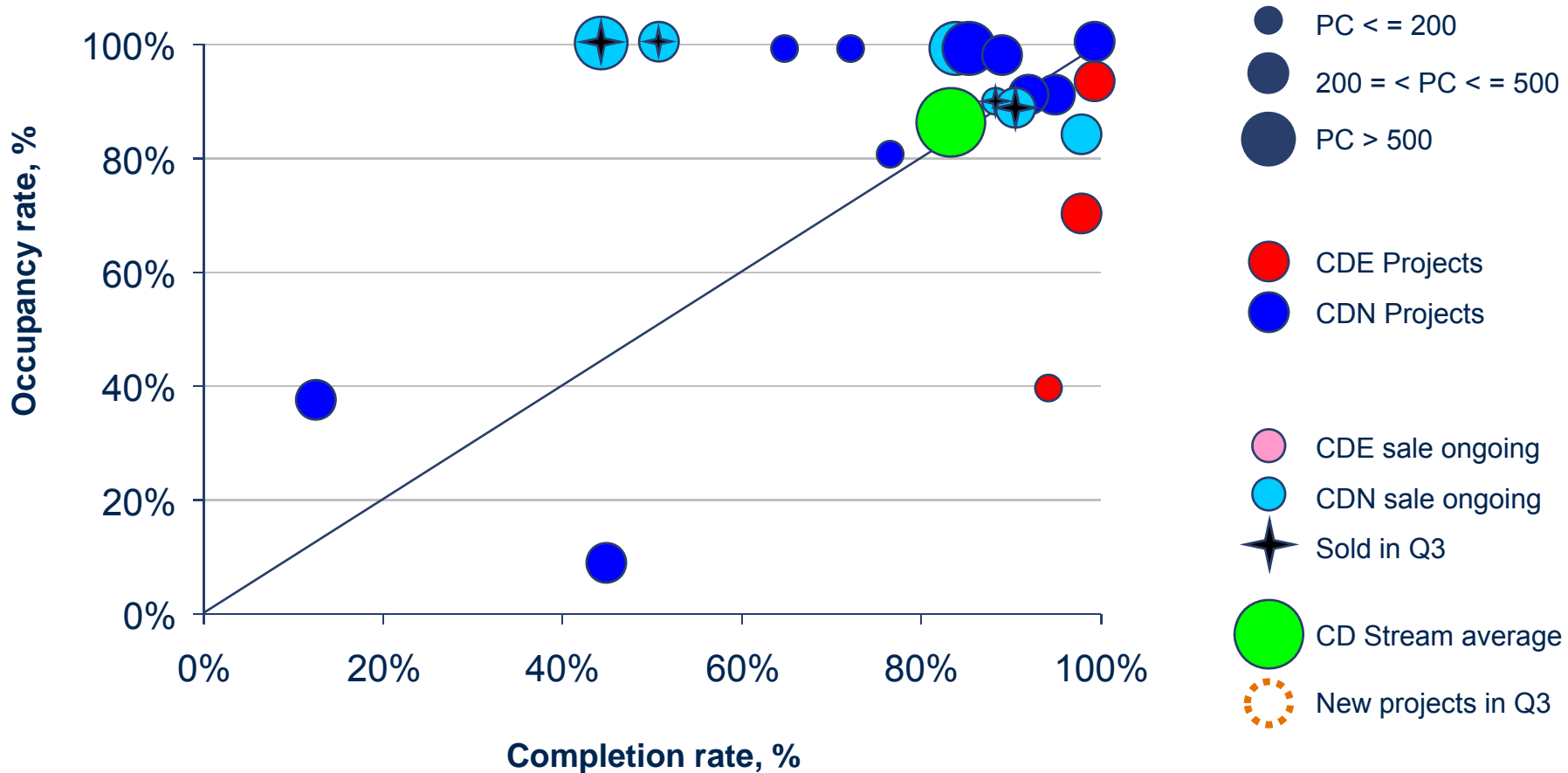
# Ongoing projects Q1 2009



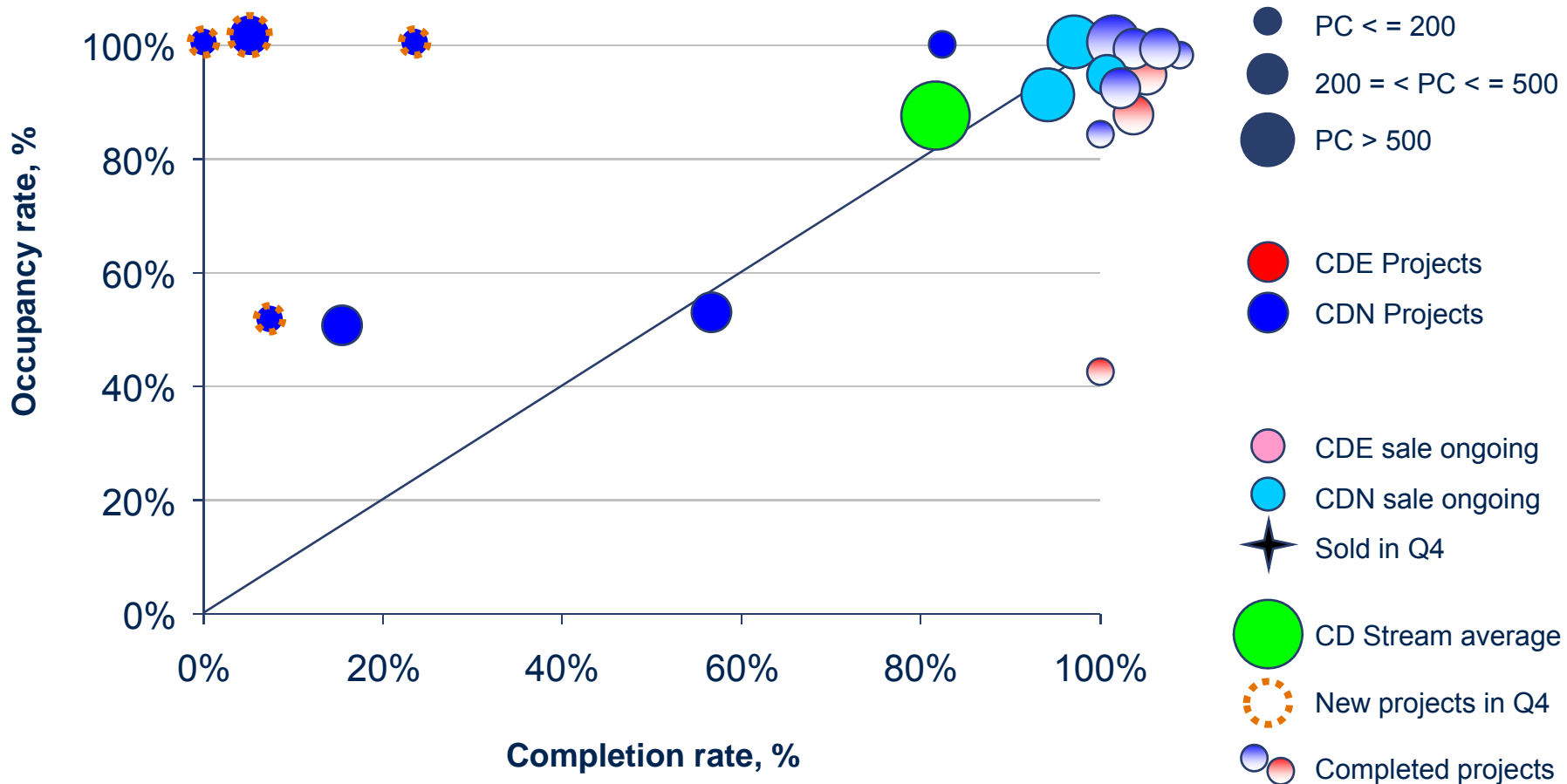
# Ongoing projects Q2 2009



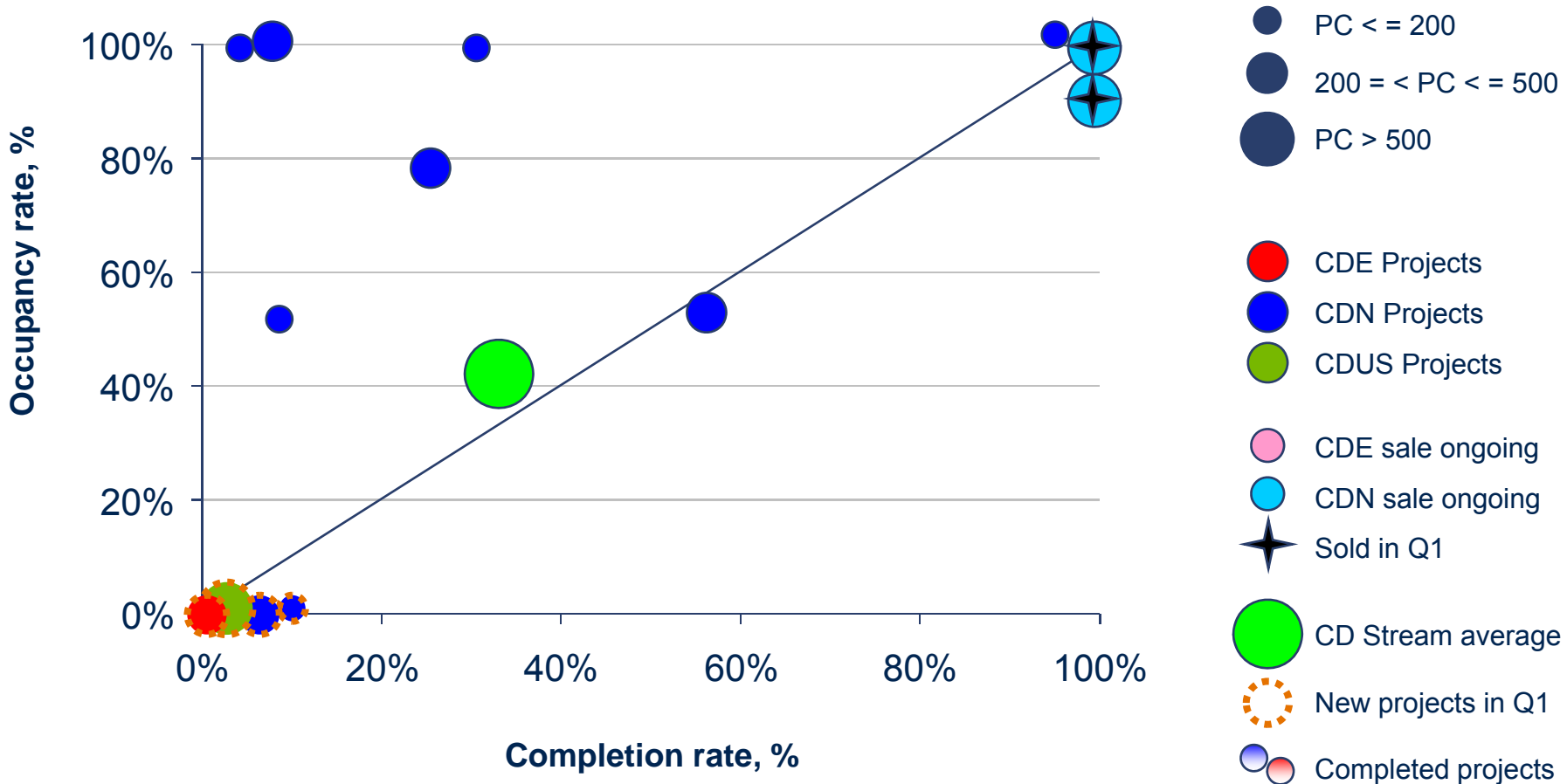
# Ongoing projects Q3 2009



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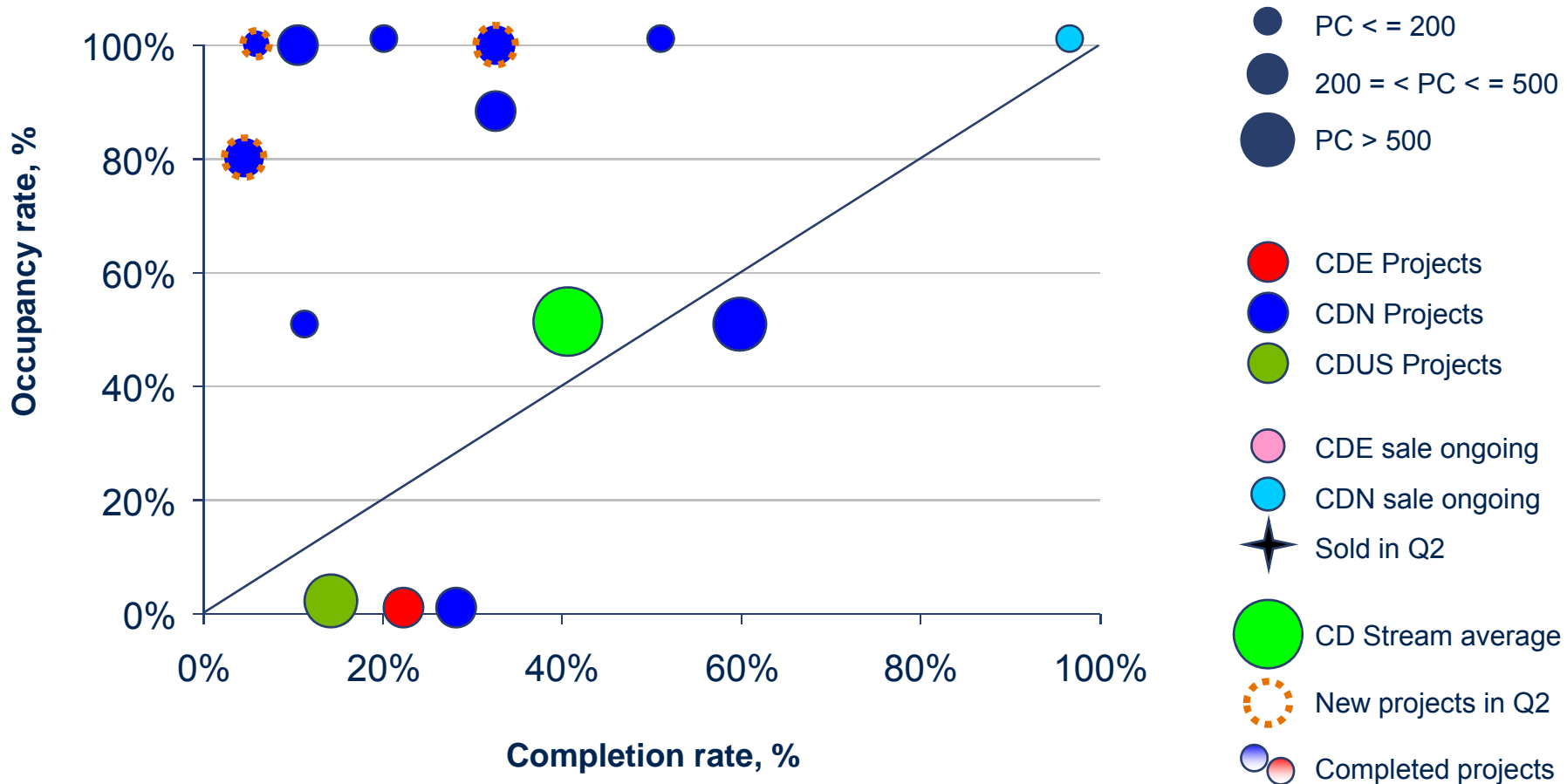


# Ongoing projects Q1 2010

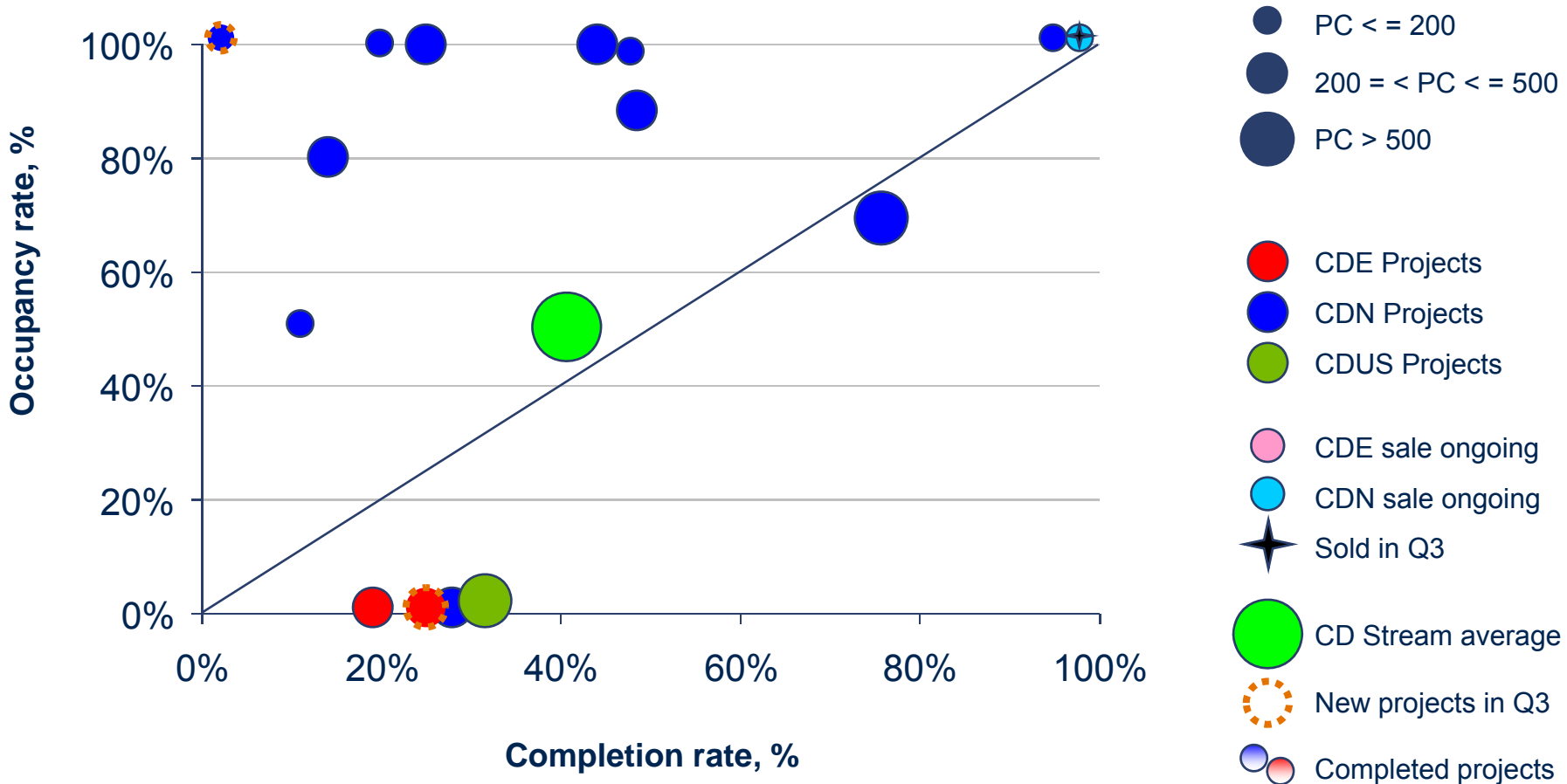




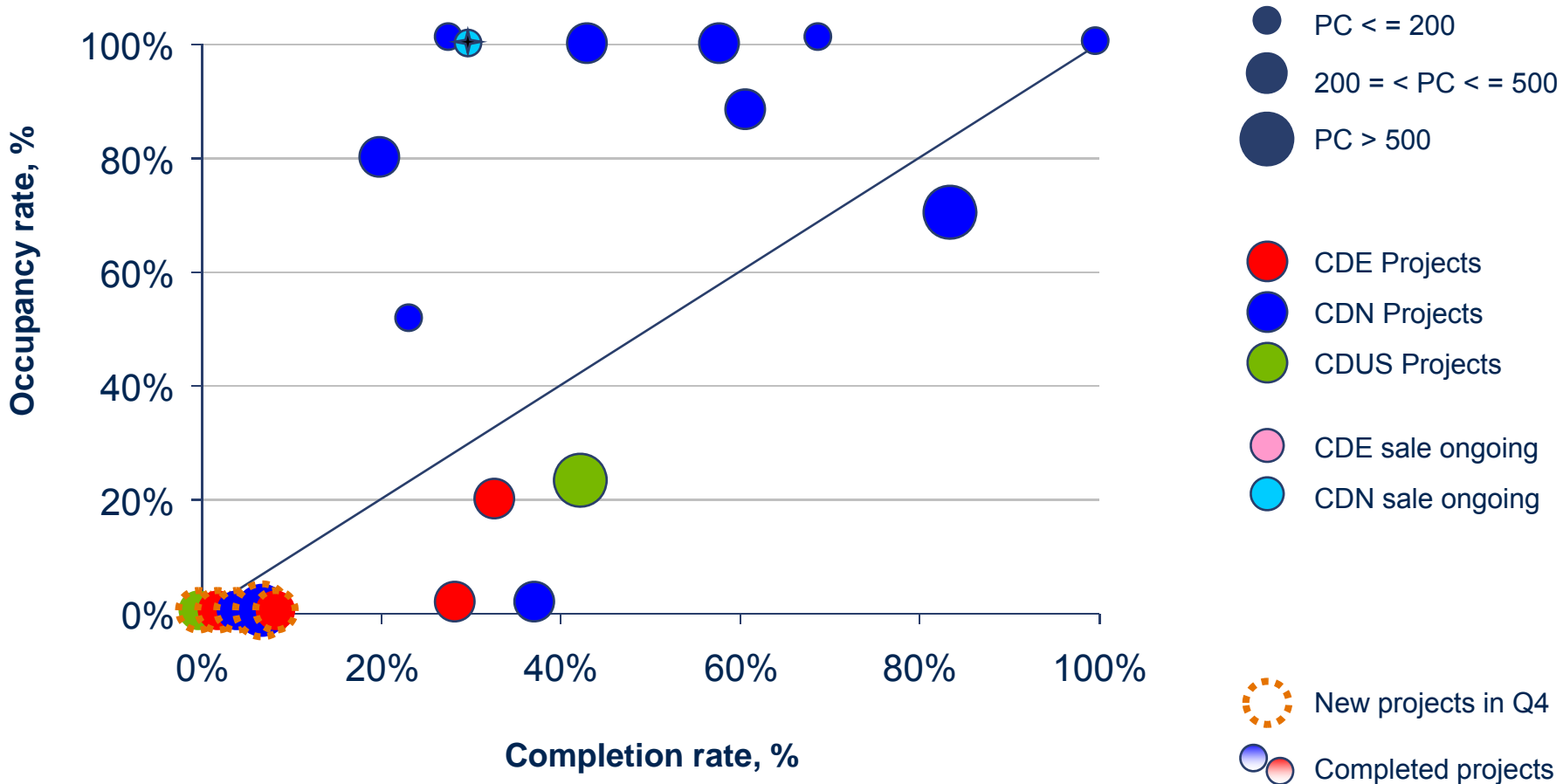
# Ongoing projects Q2 2010



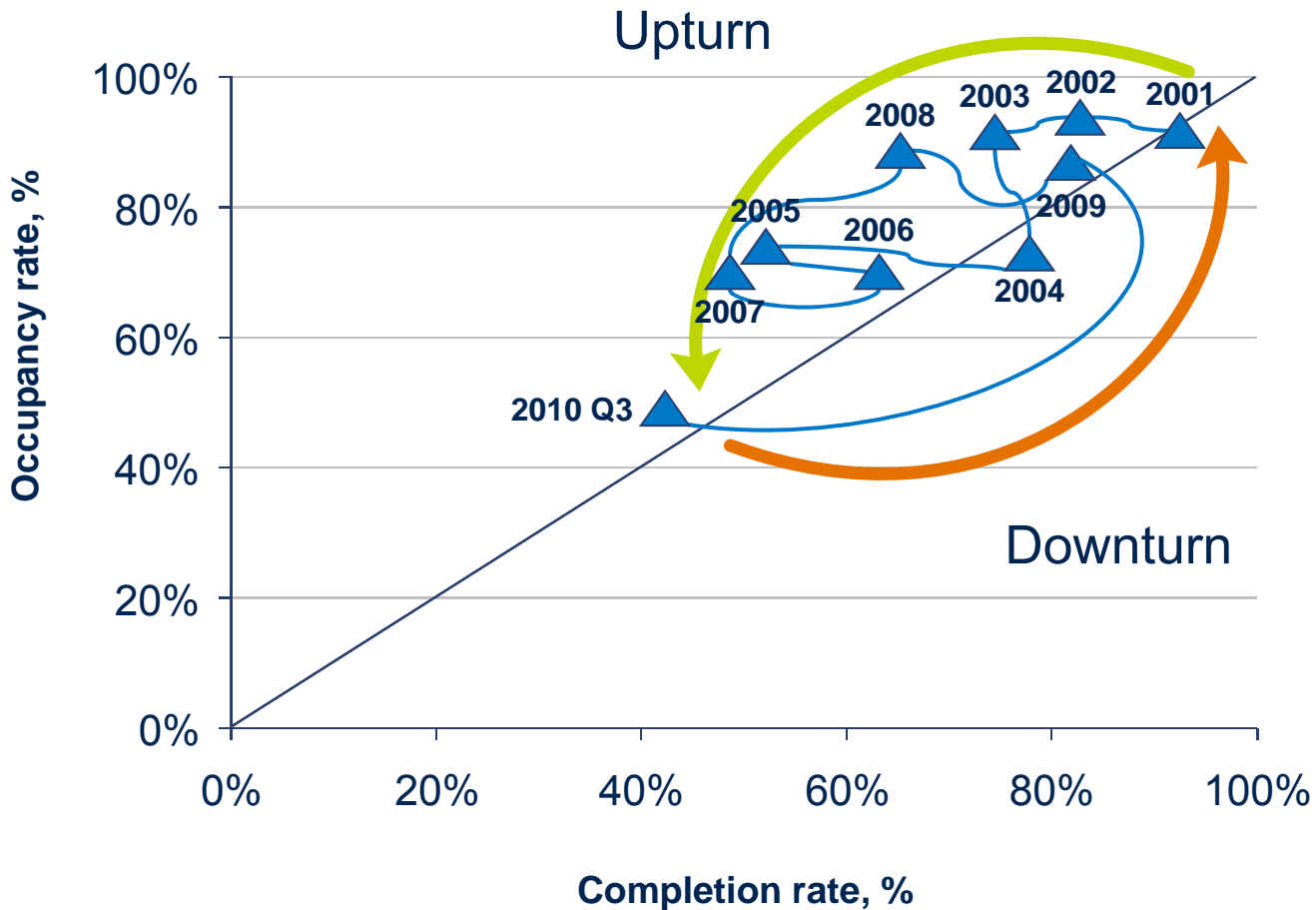
# Ongoing projects Q3 2010



# Ongoing projects YTD 2010



# Ongoing projects 2001-2010



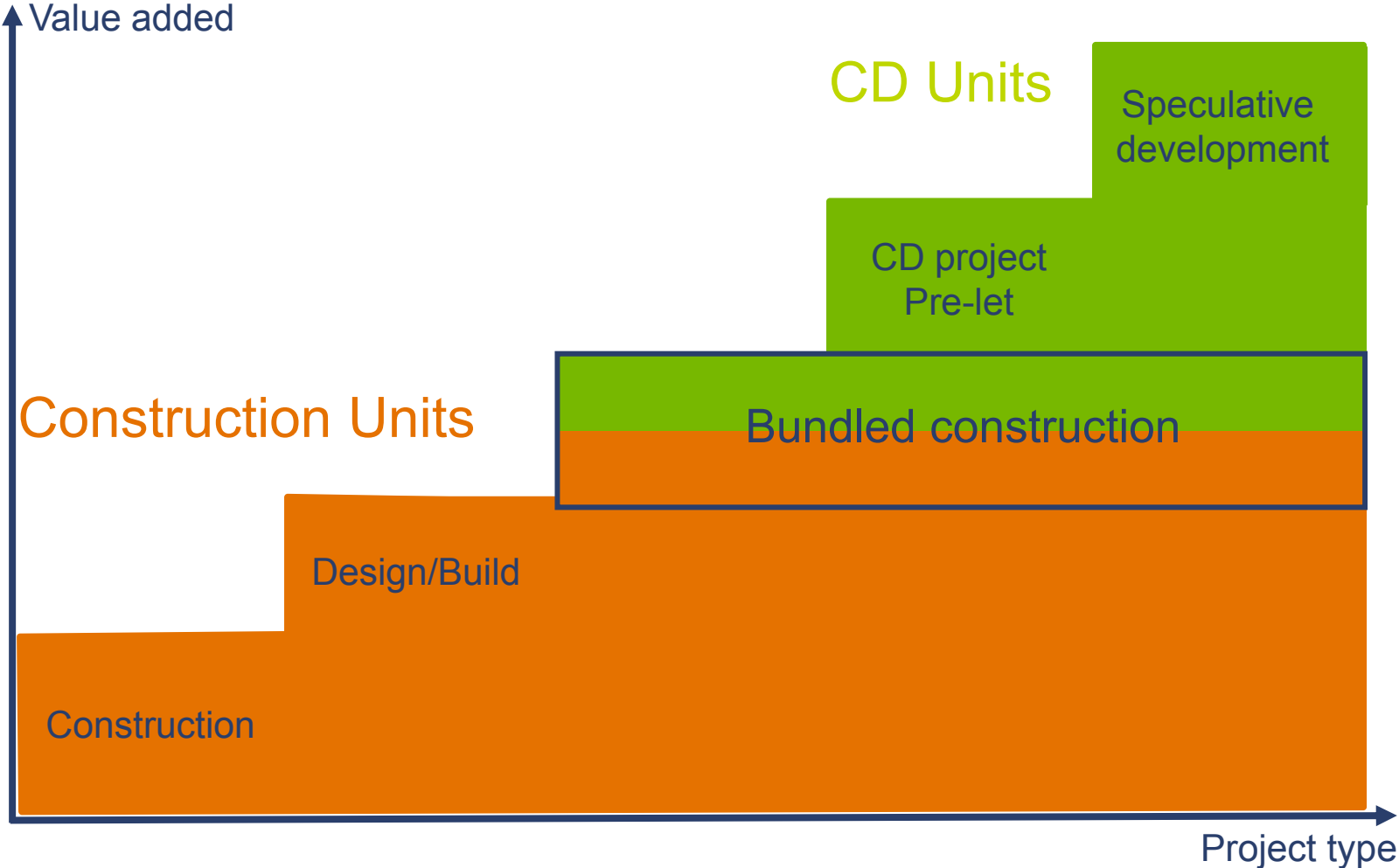
# Three dimensions of growth

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

# New scope or delivery types

- Add retail and logistics in some geographies
- Bundled construction





# New geographies

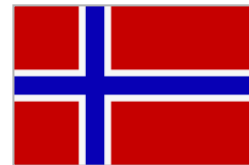
2006 Finland



2008 USA

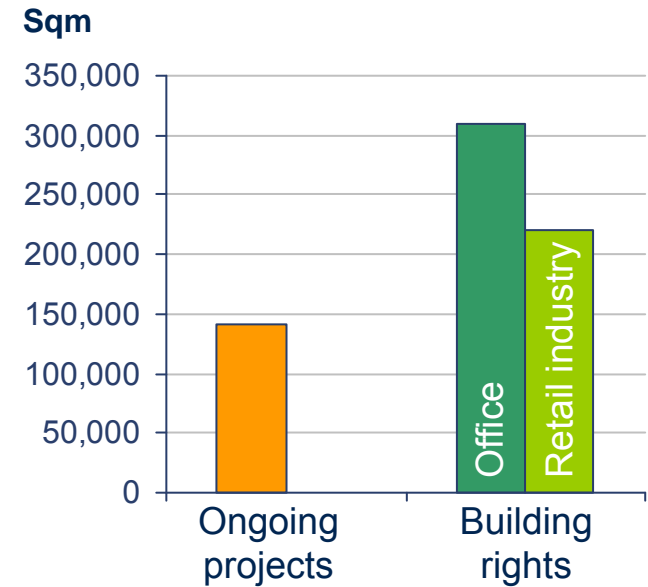
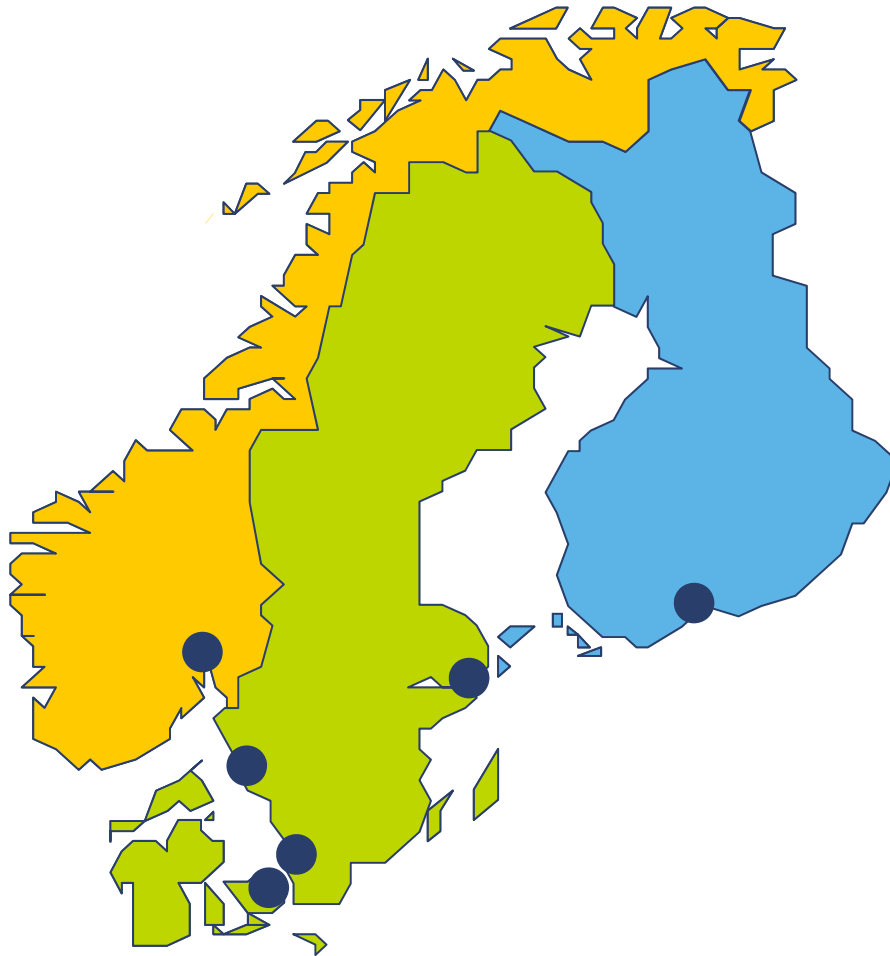


2010 Norway



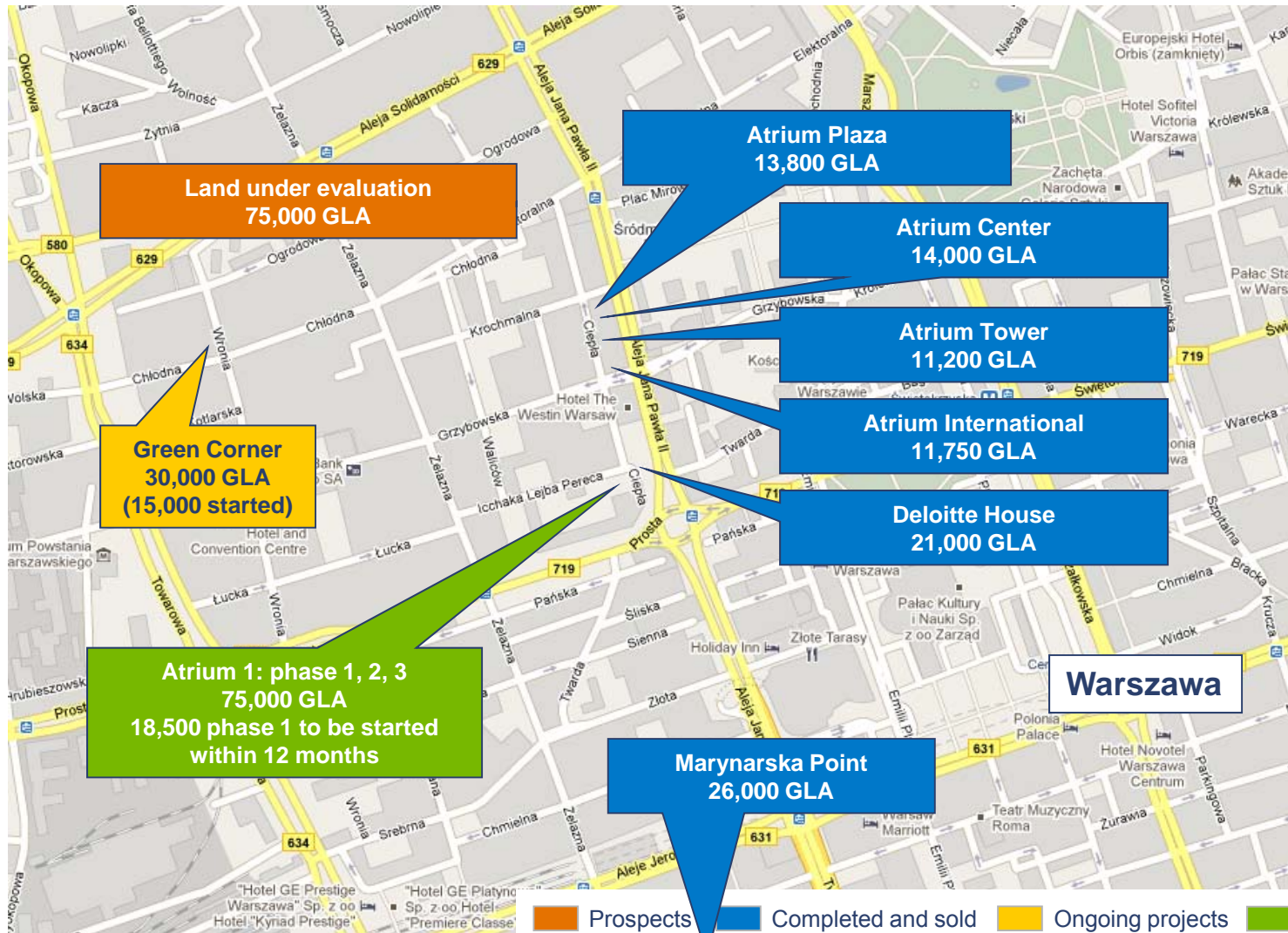


# Situation in the Nordic markets



- Offices
- Long presence in market
- One sold project and two ongoing projects
- First land acquired in November 2010

# Warsaw



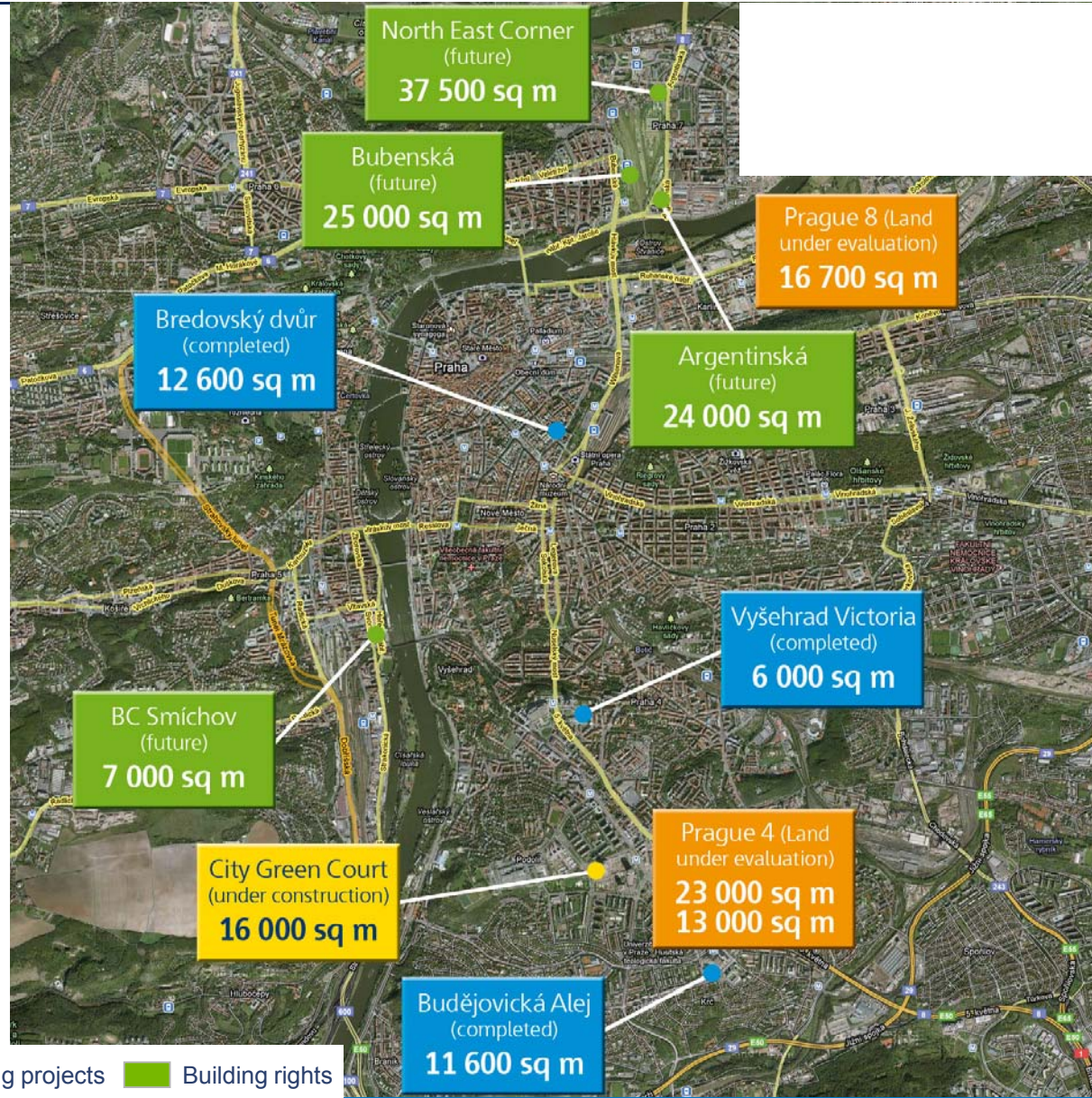
# Wrocław



# Poland

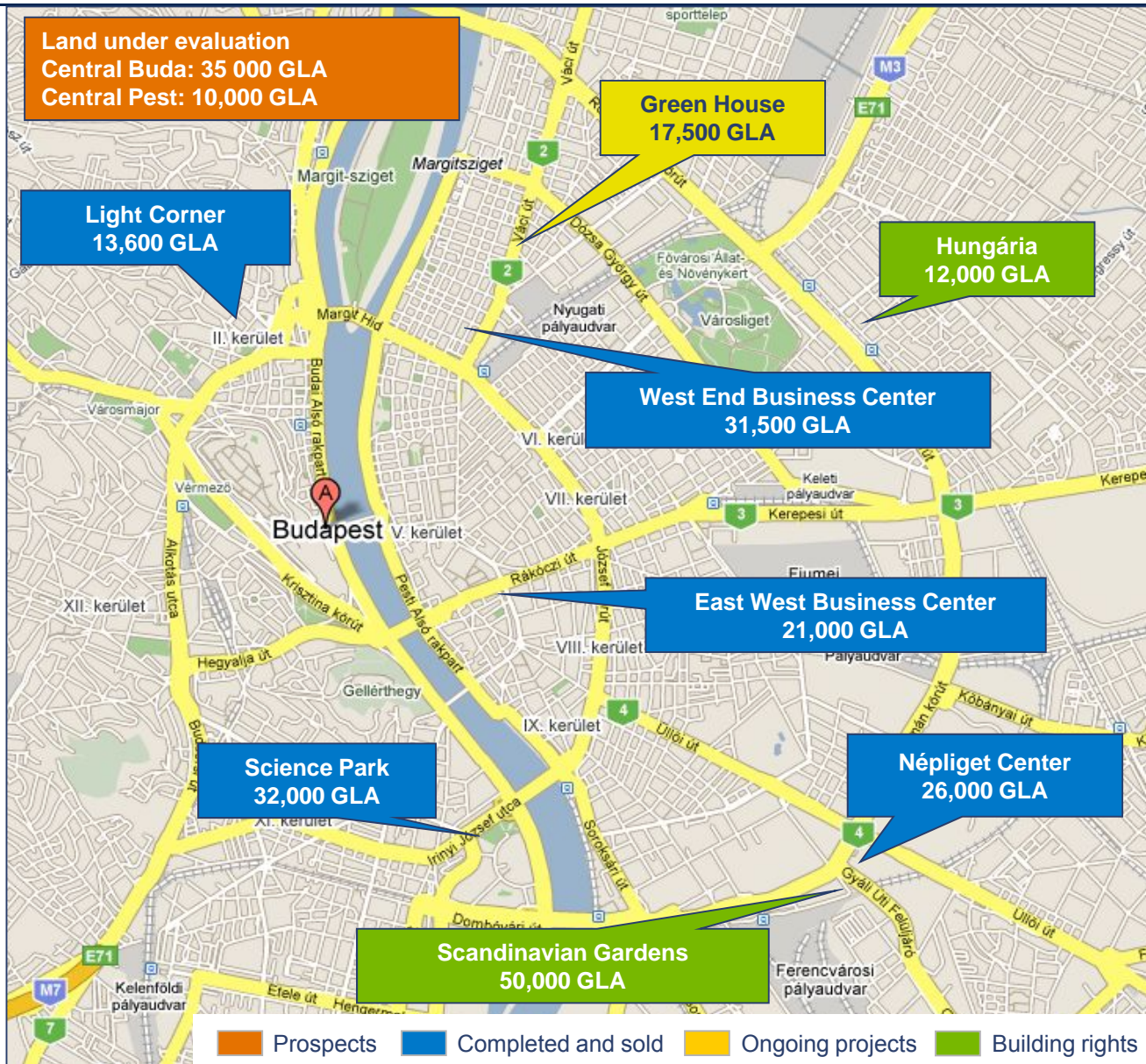


# Prague Czech Republic



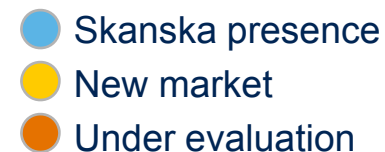
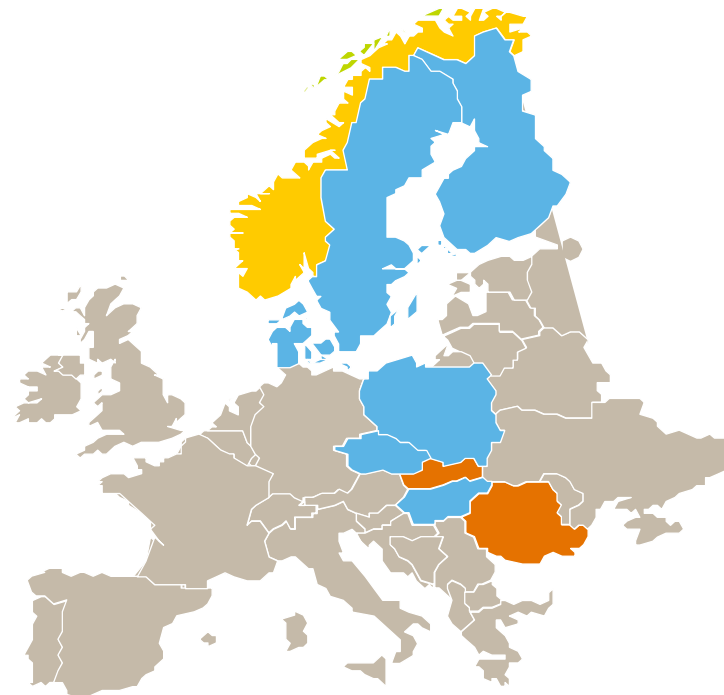
■ Prospects  
 ■ Completed and sold  
 ■ Ongoing projects  
 ■ Building rights

# Budapest Hungary

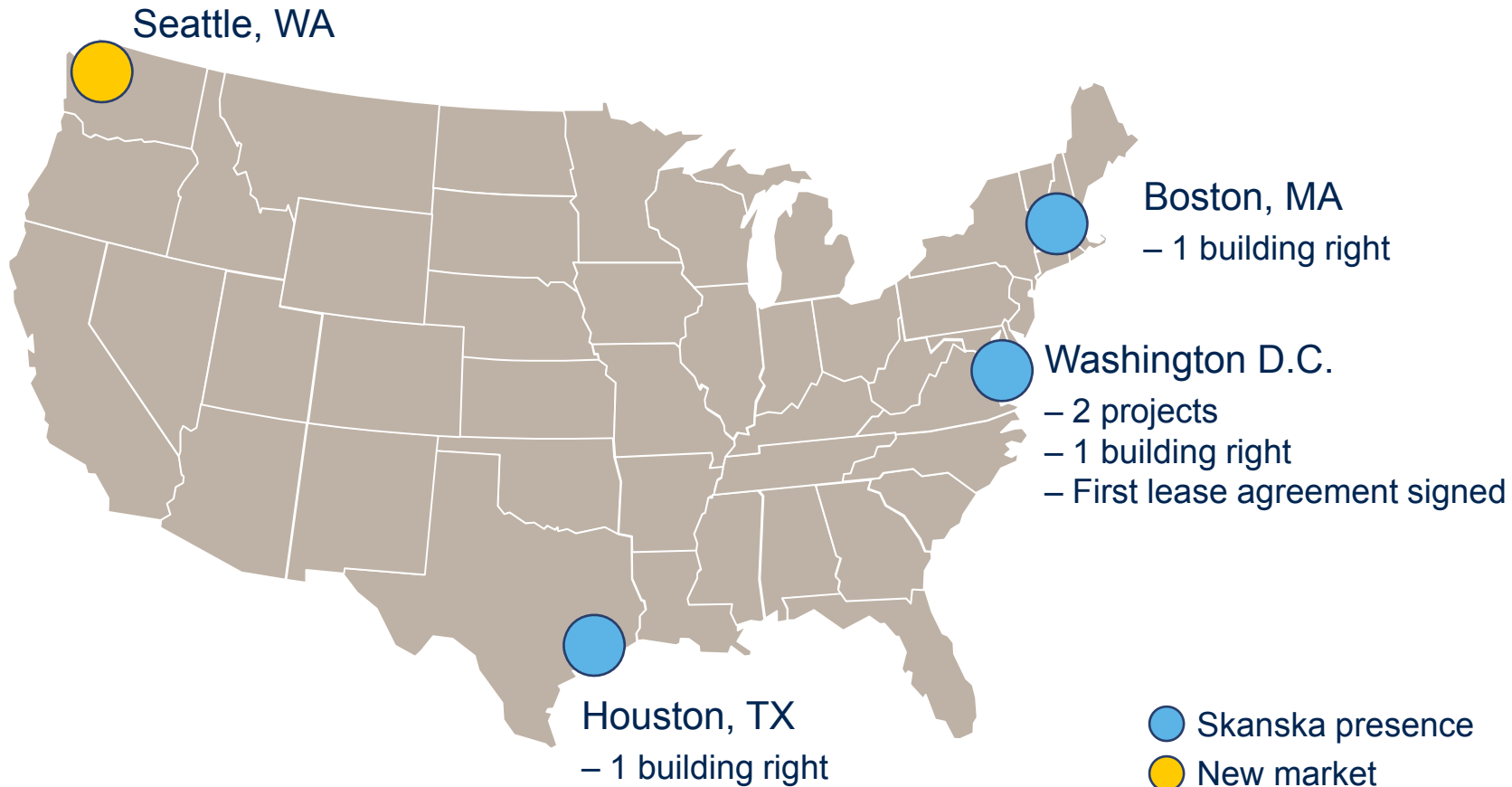


# Growth in Commercial Property Development in Europe

- Evaluate Slovakia and Romania



# Present situation Commercial Property Development USA





# How to do it

- Transfer of people and experience to new markets
- Grow the organization
- Build Bundled Construction competence in Construction
- Land bank focus
- Market orientation
- Manage the cycles



Green

First Nordic  
LEED Platinum



Gårda, Gothenburg, Sweden

# Our position 2015

- Commercial Property projects in 20 cities (10 today)
- Bundled Construction in 6 Business Units
- Leading Green developer



Lustgården, Stockholm, Sweden