

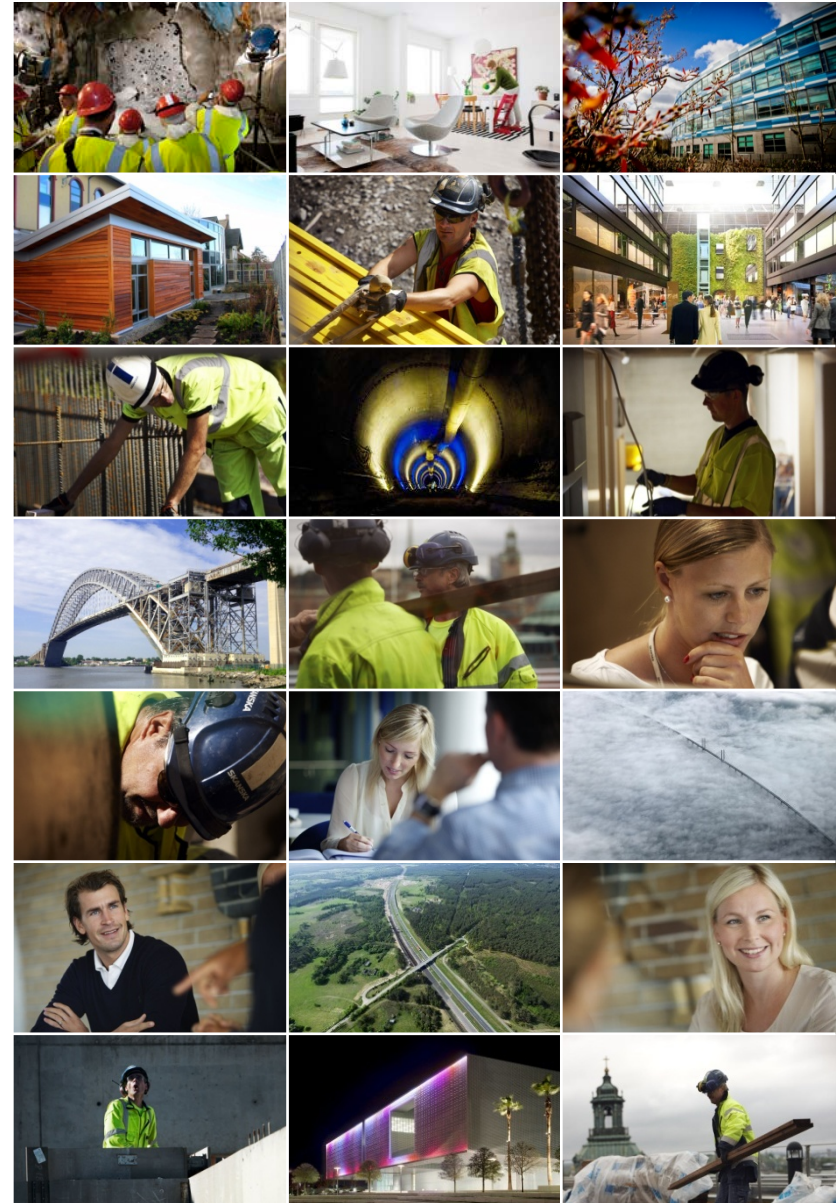
Year-end Report 2014



SKANSKA

Year-end Report 2014

- Good results across the business
 - Increased revenues
 - Improved profitability
 - Solid cash flow and financial position
- Very strong order bookings
- All-time high property divestment gains
- EPS SEK 9.98 (8.43)
- Increased dividend SEK 6.75 (6.25)



Construction

- Revenue SEK 128.9 bn (119.1)
- Order bookings SEK 147.4 bn (114.2)
 - USA, UK and Sweden strong
 - Book-to-build: 114%
- Operating income SEK 4.5 bn (3.9)
 - Strong performance in Nordic and Polish operations
 - Exit Latin America ongoing and reported Central, charge of SEK 100 M in the fourth quarter¹

¹ Business stream numbers adjusted from 1/1 2013



E18 Gulli-Langaaker, Norway

Residential Development

- Revenue SEK 9.6 bn (9.2)
 - 3,274 (3,391) homes sold
 - 2,846 (3,118) homes started
 - Low stock of unsold homes in production
- Operating income SEK 683 M (573)
 - Good performance in Sweden and Norway
 - Focus on reducing unsold homes in Finland
- Improving profitability
 - Gross margin 12.6% (11.4)



Jahodnice, Prague, Czech Republic

Commercial Property Development

- Divestments of SEK 9.8 bn (5.8)
- Income from divestments SEK 2.0 bn (1.4), an all-time high
- 43 ongoing projects
 - SEK 15.1 bn in investment value
 - 47% pre-leasing rate
 - 45% completion rate
 - 26 project starts in 2014
- 287,000 sq m leased



Dominikanski, Wrocław, Poland

Infrastructure Development

- Project portfolio's net present value increased SEK 0.4 bn to SEK 5.3 bn YTD
- SEK 0.1 bn divestment gain from Autopistas de Antofagasta, Chile
- SEK 200 M write down on the Sjisjka wind energy park, Sweden
- Financial close on the I-4 Ultimate, Florida, U.S. (Q3)
- Preferred bidder for New Papworth Hospital, UK (Q3)



Interstate 4 Ultimate, Florida, U.S.

New orders in Construction in Q4

SEK M

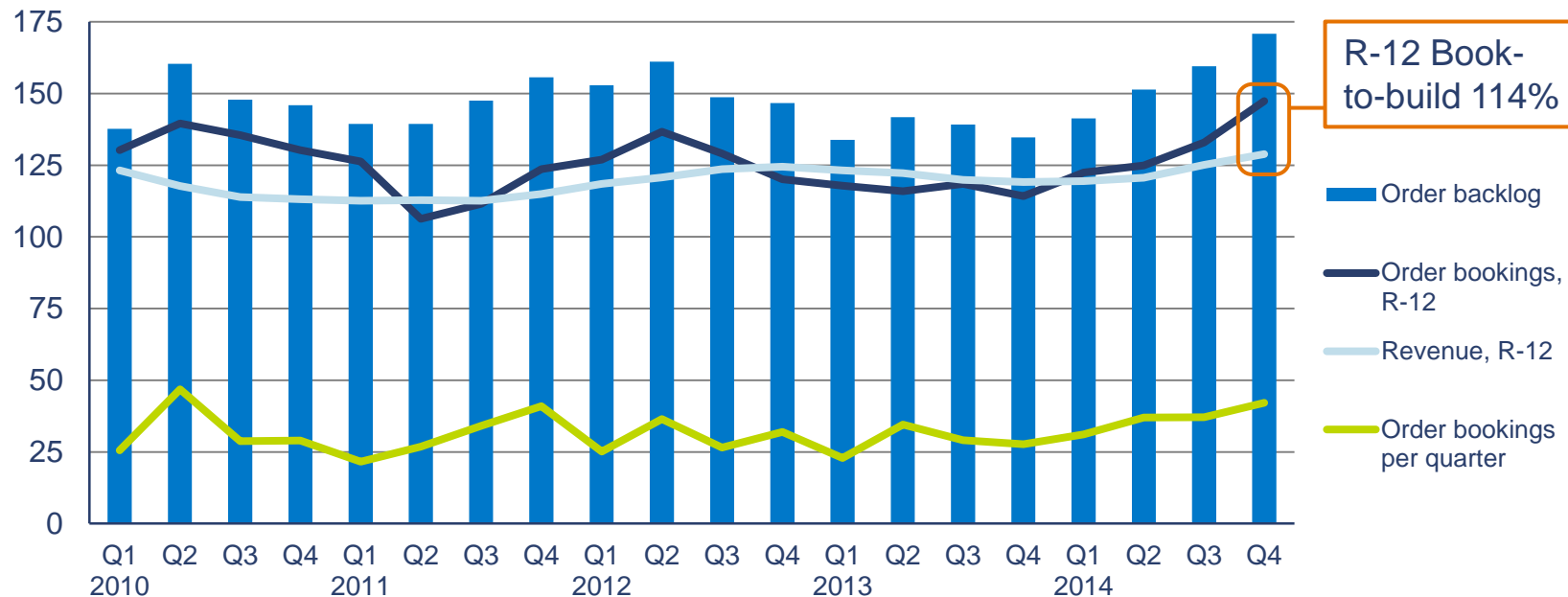
Metro Purple Line, CA, U.S.	5,500
52-54 Lime Street, UK	2,200
Uppsala University Hospital, Sweden	1,200
NYU Langone Medical Center, NY, U.S.	830
Patricia & Phillip Frost Museum, FL, U.S.	690
Rex Hospital, NC, U.S.	630
Total bookings in Q4	42,169



Rex Hospital, North Carolina, U.S.

Construction Order situation

SEK bn



SEK bn	Jan-Dec 2014	Jan-Dec 2013
Revenue	128.9	119.1
Order bookings	147.4	114.2
Order backlog	170.9	134.7

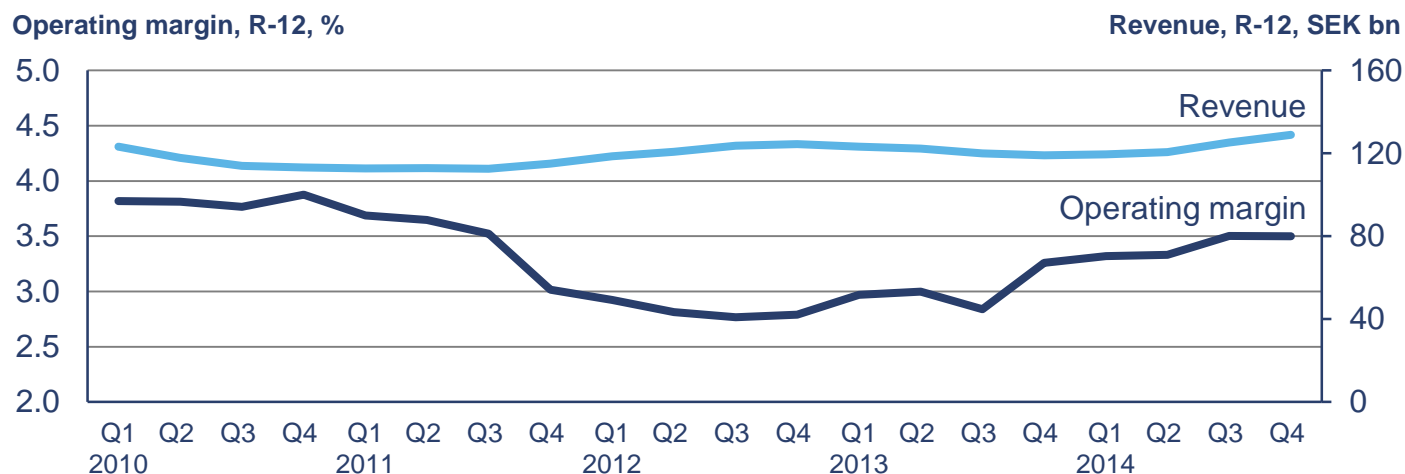
Latin American operations excluded from 1/1 2013

Construction

Order bookings

SEK bn	Jan–Dec 2014	Jan–Dec 2013	Book- to-build, R-12, %	Months of production
Sweden	31.9	29.9	108	12
Norway	14.2	13.1	104	9
Finland	6.0	6.8	89	10
Poland	10.0	8.3	97	6
Czech Republic	4.6	3.2	96	11
UK	19.0	10.4	125	19
USA Building	35.2	30.8	111	16
USA Civil	26.0	11.5	154	26
Total	147.4	114.2	114	15

Construction Income statement



	Jan–Dec 2014	Jan–Dec 2013
SEK bn		
Revenue	128.9	119.1
Gross income	10.3	9.3
Selling and administrative expenses	-5.8	-5.5
Operating income	4.5	3.9
Gross margin, %	8.0	7.8
Selling and administrative expenses, %	-4.5	-4.6
Operating margin, %	3.5	3.3

Latin American operations excluded from 1/1 2013

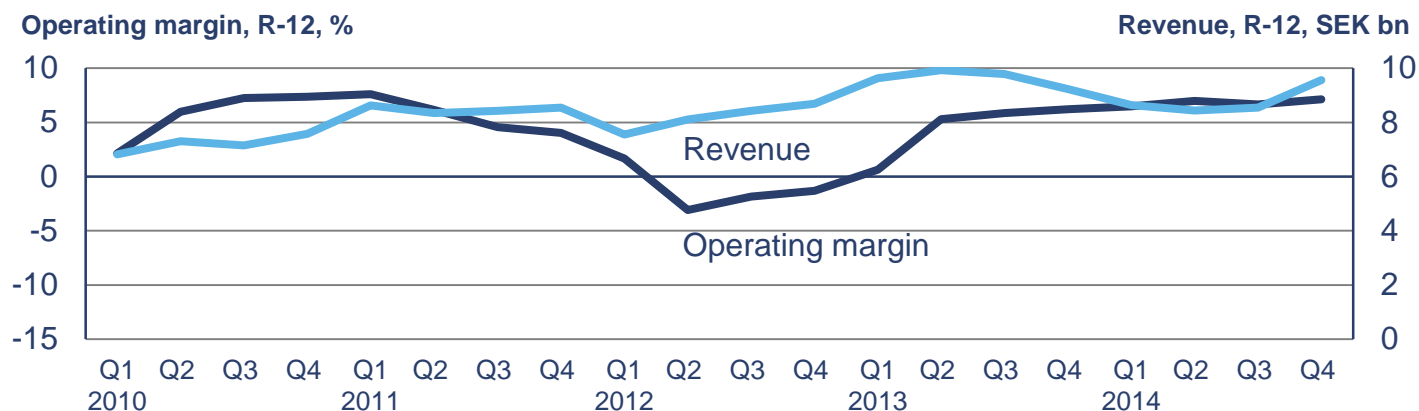
Construction

Income statement

	Operating income, SEK M		Operating margin, %	
	Jan–Dec 2014	Jan–Dec 2013	Jan–Dec 2014	Jan–Dec 2013
Sweden	1,327	1,174	4.5	4.0
Norway	414	390	3.0	2.7
Finland	241	179	3.6	3.0
Poland	468	351	4.5	4.0
Czech Republic	47	-299	1.0	neg
UK	454	427	3.0	3.4
USA Building	484	476	1.5	1.6
USA Civil	1,073	1,182	6.4	8.4
Total	4,512	3,880	3.5	3.3

Residential Development

Income statement, segment reporting



SEK M	Jan–Dec 2014	Jan–Dec 2013
Revenue	9,558	9,234
Gross income	1,204	1,055
Selling and administrative expenses	-521	-485
Income from joint ventures	–	3
Operating income	683	573
Gross margin, %	12.6	11.4
Selling and administrative expenses, %	-5.5	-5.3
Operating margin, %	7.1	6.2

Residential Development

Income statement

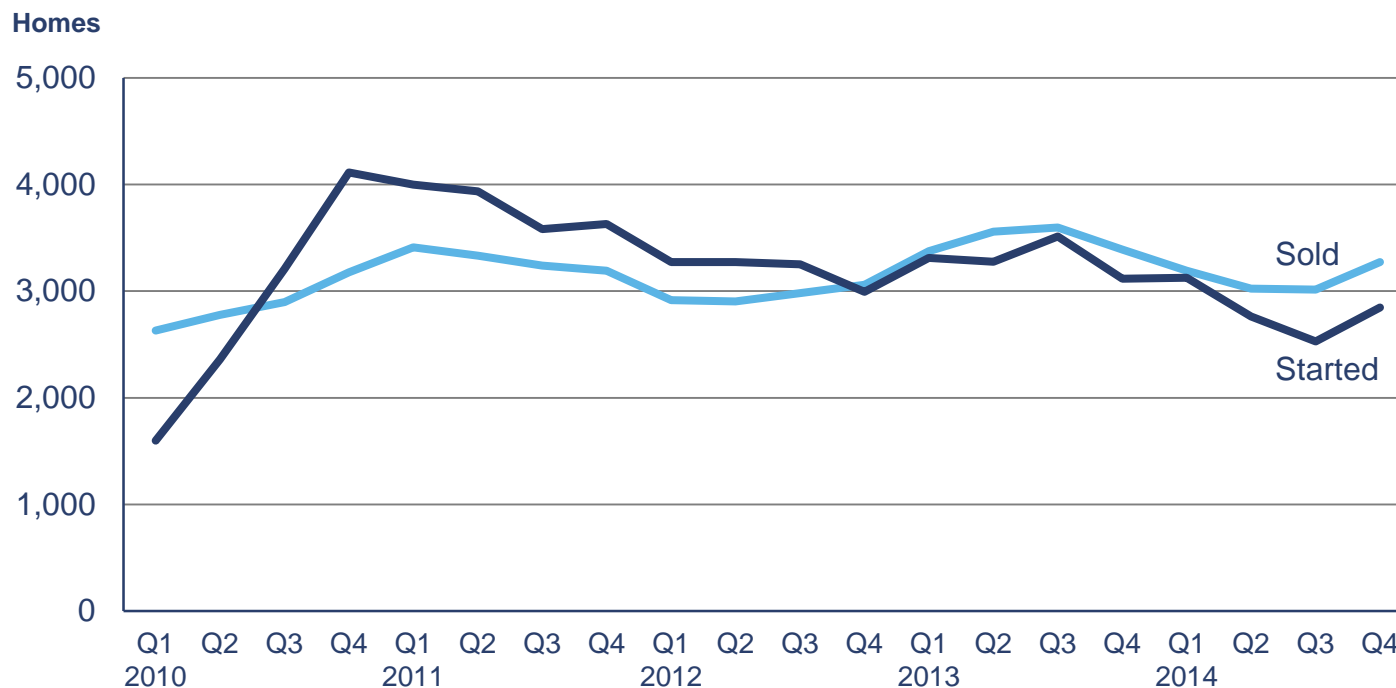
	Operating income, SEK M ¹		Operating margin, % ¹	
	Jan–Dec 2014	Jan–Dec 2013	Jan–Dec 2014	Jan–Dec 2013
Sweden	427	331	8.2	7.1
Norway	115	111	8.6	6.7
Finland	92	127	4.8	5.8
Nordics	634	569	7.5	6.7
Central Europe ²	49	4	4.4	0.5
Total	683	573	7.1	6.2

1 Development gain only, construction margin reported under Construction

2 Czech Republic, Poland and the UK

Residential Development

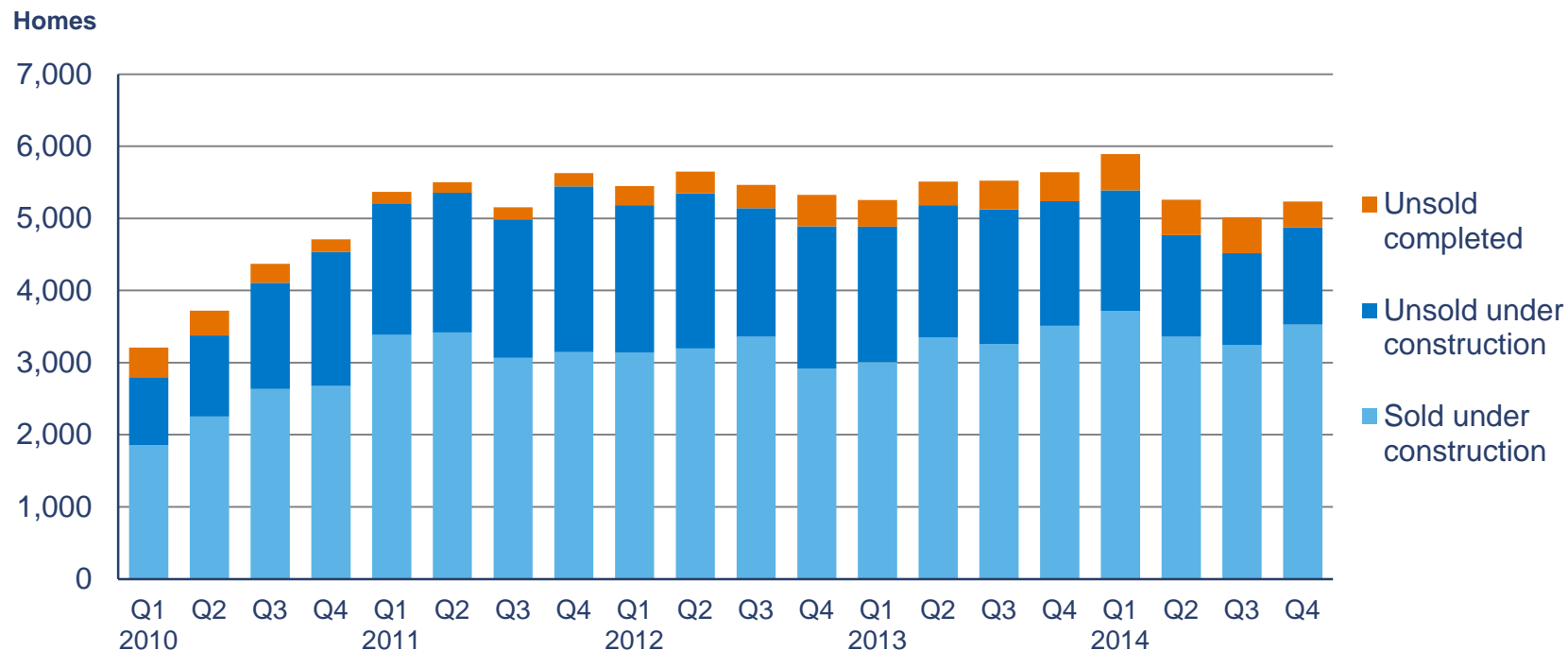
Homes started and sold, R-12



Homes started		Homes sold	
Jan–Dec 2014	Jan–Dec 2013	Jan–Dec 2014	Jan–Dec 2013
2,846	3,118	3,274	3,391

Residential Development

Homes in production



Homes in production		Of which sold, %		Unsold completed homes	
Dec 31, 2014	Dec 31, 2013	Dec 31, 2014	Dec 31, 2013	Dec 31, 2014	Dec 31, 2013
4,879	5,237	72	67	353	405

Commercial Property Development

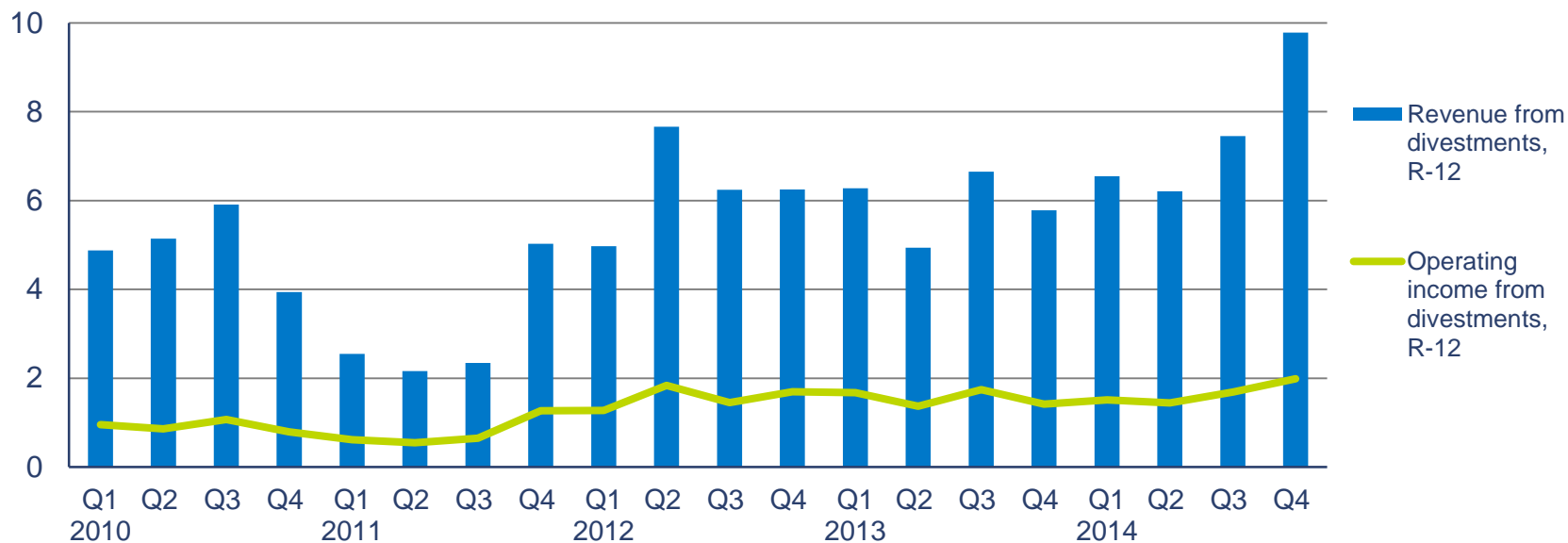
Income statement, segment reporting

SEK M	Jan–Dec 2014	Jan–Dec 2013
Revenue	10,228	6,206
Gross income	2,191	1,547
Selling and administrative expenses	-526	-495
Income from joint ventures and associated companies	35	16
Operating income	1,700	1,068
of which gain from divestments of properties ¹	1,989	1,415
of which write downs/reversal of write downs	43	-13
1 Additional gain included in eliminations	279	112

Development gain only, construction margin reported under Construction

Commercial Property Development Divestments

SEK bn



Sale of commercial properties

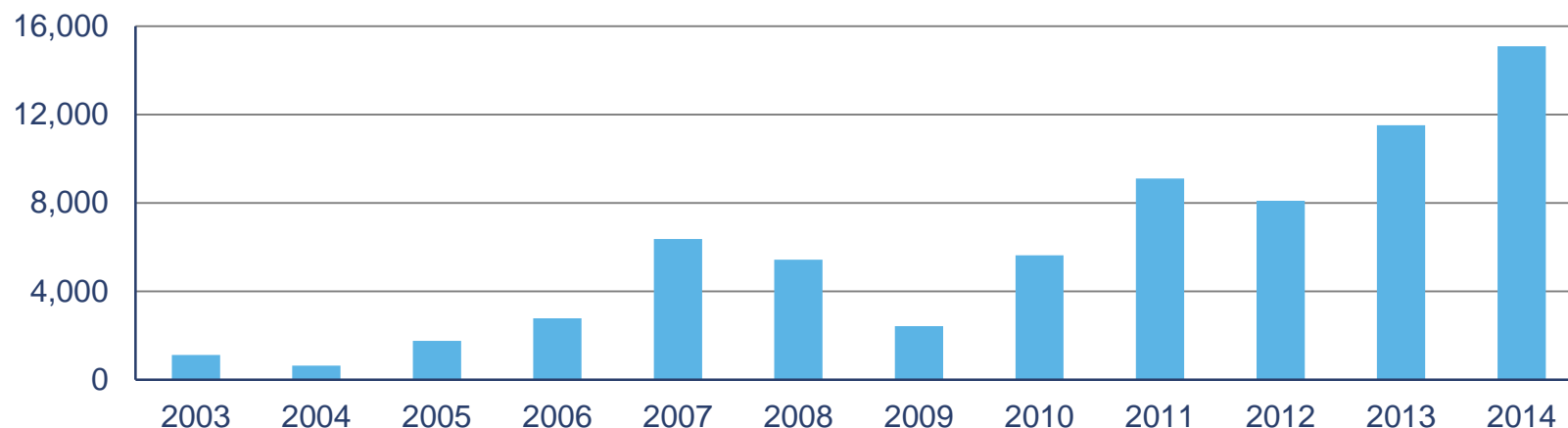
SEK M	Sales price	Capital gain
Year-to-date	9,783	1,989

Commercial Property Development

Carrying amounts and market values

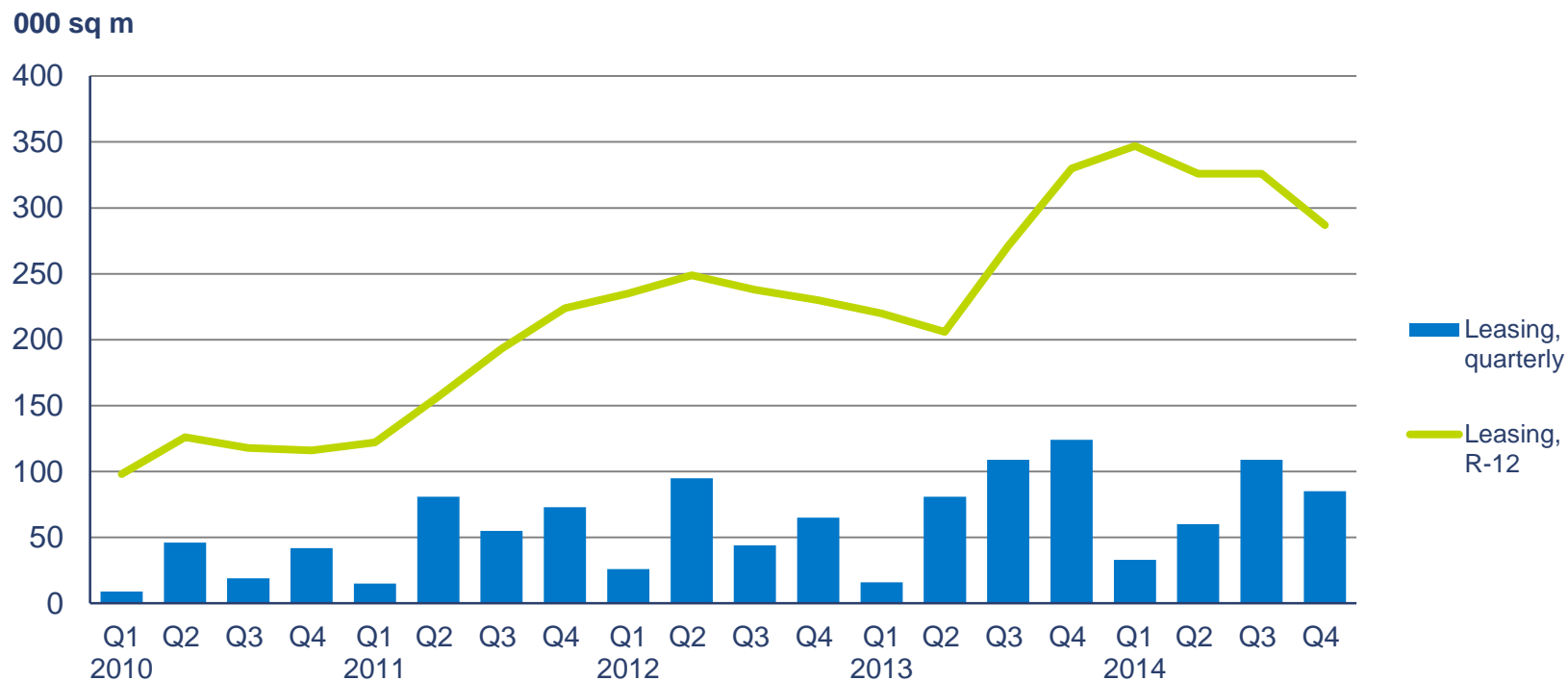
Ongoing projects, carrying amount upon completion

SEK M



SEK bn	Carrying amount, end of period	Carrying amount, upon completion	Market value	Occupancy rate, %	Degree of completion, %
Completed projects	3.1	3.1	3.8	95	100
Undeveloped land and development properties	5.3	5.3	5.6		
Ongoing projects	6.6	15.1	18.9	47	45
Total	15.0	23.4	28.3		
of which ongoing projects sold according to segment reporting	1.6	2.7	3.4		

Commercial Property Development Leasing



New leases of space were signed for 287,000 sq m in 2014

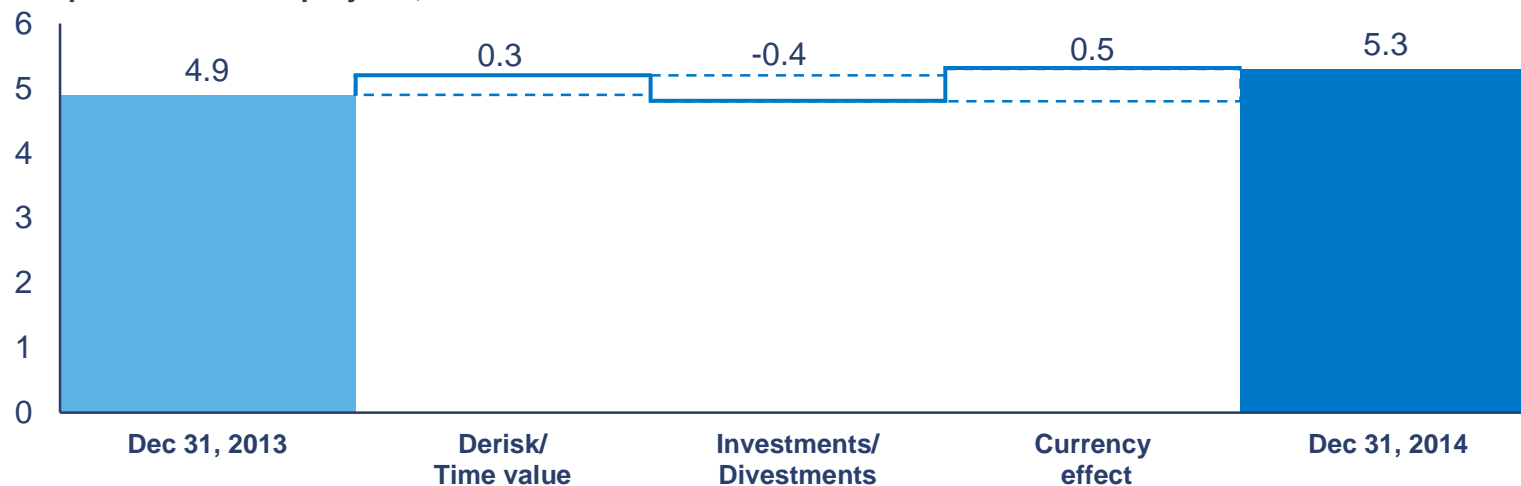
Infrastructure Development

Income statement

SEK M	Jan–Dec 2014	Jan–Dec 2013
Revenue	163	87
Gross income	-46	-111
Selling and administrative expenses	-128	-134
Income from joint ventures	637	646
Operating income	463	401
of which gains from divestments of shares in projects	127	118

Infrastructure Development Project portfolio

Net present value of projects, SEK bn



SEK bn	Dec 31, 2014	Dec 31, 2013
Present value of cash flow from projects	6.5	5.7
Net present value of projects	5.3	4.9
Carrying amount	-3.2	-3.1
Unrealized development gain	2.1	1.8
Cash flow hedge	1.8	1.0
Effect in unrealized Equity	3.9	2.8

Group

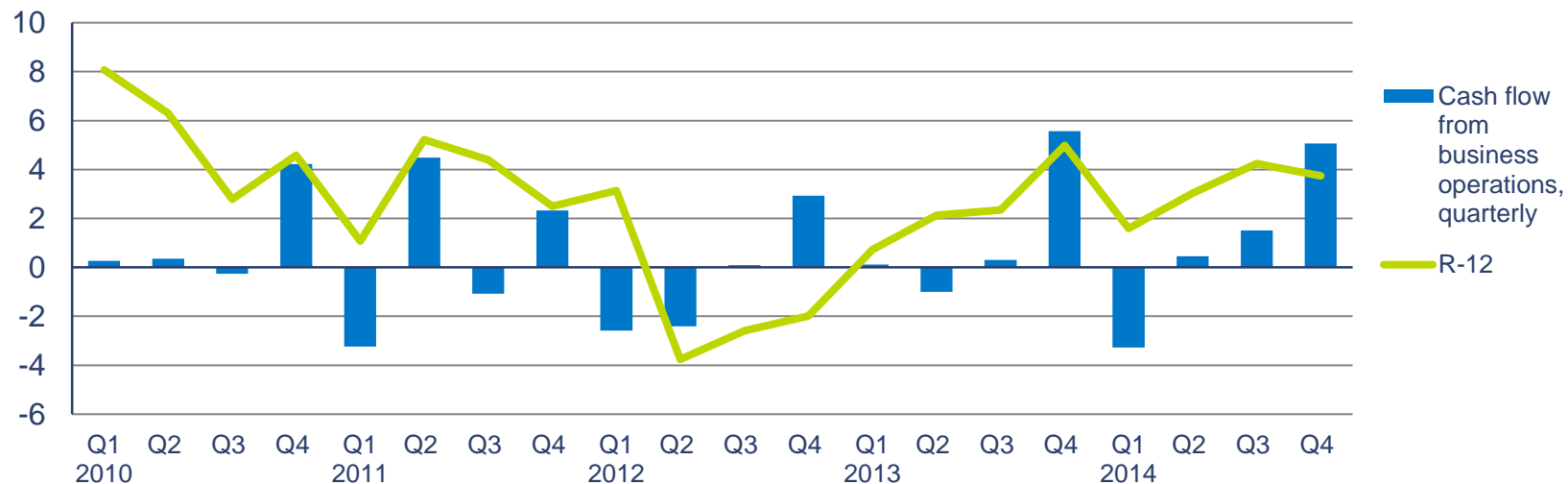
Income statement

SEK M	Jan–Dec 2014	Jan–Dec 2013
Operating income from business streams	7,358	5,922
Central ¹	-1,608	-732
Eliminations	16	-46
Operating income	5,766	5,144
Net financial items	-293	-241
Income after financial items	5,473	4,903
Taxes	-1,365	-1,430
Profit for the period	4,108	3,473
Earnings per share, SEK	9.98	8.43
Tax rate, %	25	29

1 Latin American operations included from 1/1 2013

Group Cash flow

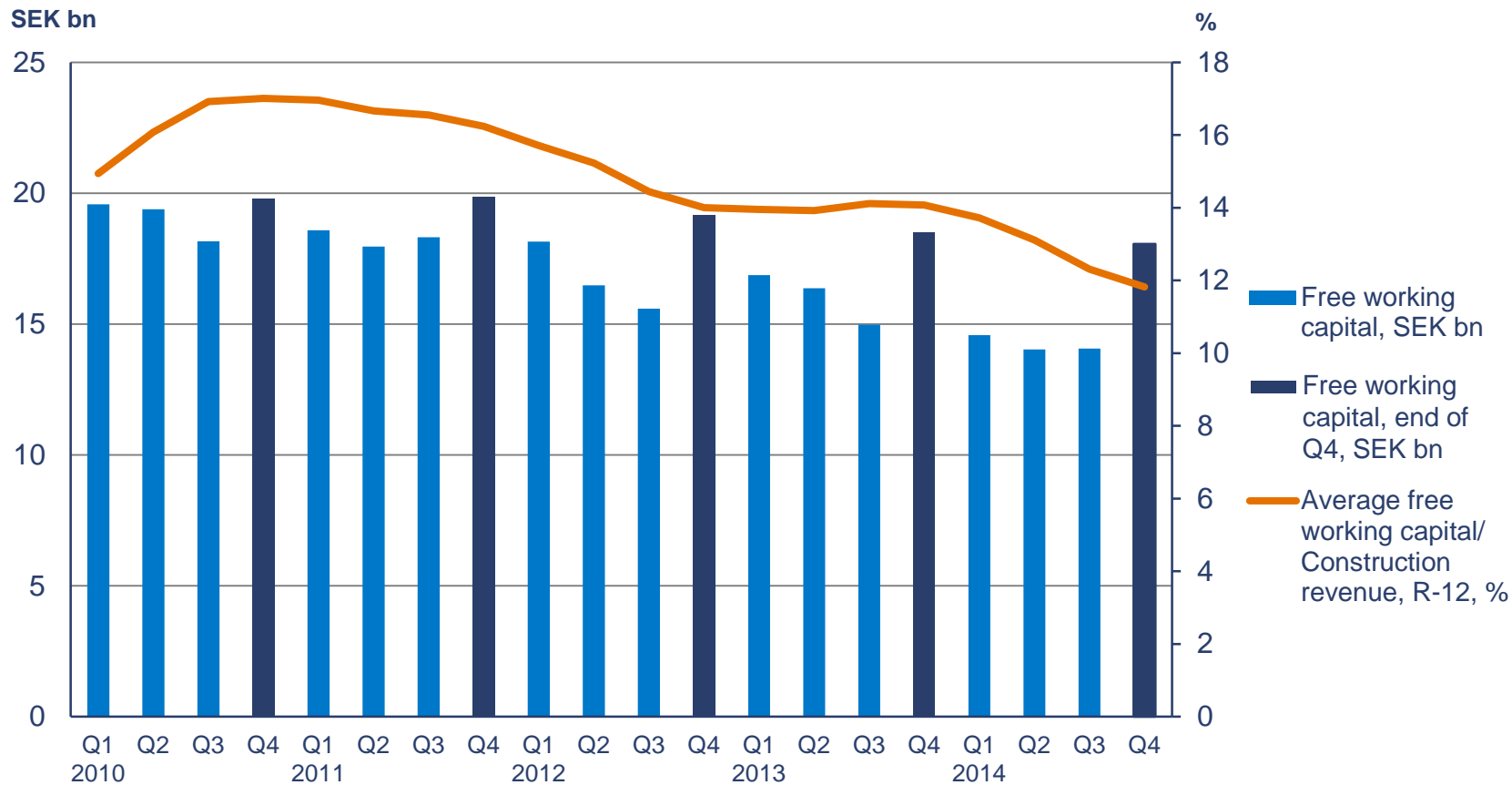
SEK bn



SEK bn	Jan–Dec 2014	Jan–Dec 2013
Cash flow from operations	3.7	5.0
Net strategic investments	0.1	-0.2
Dividend etc.	-2.9	-2.8
Cash flow before change in interest-bearing receivables and liabilities	0.9	2.0

Construction

Free working capital



Latin American operations excluded from 1/1 2013

Group Financial position

Operating net financial assets/liabilities, SEK bn



SEK bn	Dec 31 2014	Dec 31 2013
Total assets	92.8	87.7
Equity attributable to equity holders	21.4	21.4
Interest-bearing net receivables (+)/net debt (-)	0.7	1.0
Operating net financial assets/liabilities	8.4	6.7
Capital employed, closing balance	36.8	35.4
Equity/assets ratio, %	23.1	24.4

Group

Change in financial position

SEK bn	Jan–Dec 2014	Jan–Dec 2013
Opening balance interest-bearing net receivables	1.0	-2.0
Cash flow before change in interest-bearing receivables and liabilities	0.9	2.0
Change in pension liability	-2.0	0.6
Other changes	0.8	0.4
Change in interest-bearing net receivables	-0.3	3.0
Closing balance interest-bearing net receivables/net debt	0.7	1.0
Pension liability, net	4.4	2.9
Interest-bearing debt co-ops	3.2	2.8
Operating net financial assets/liabilities	8.4	6.7

Group

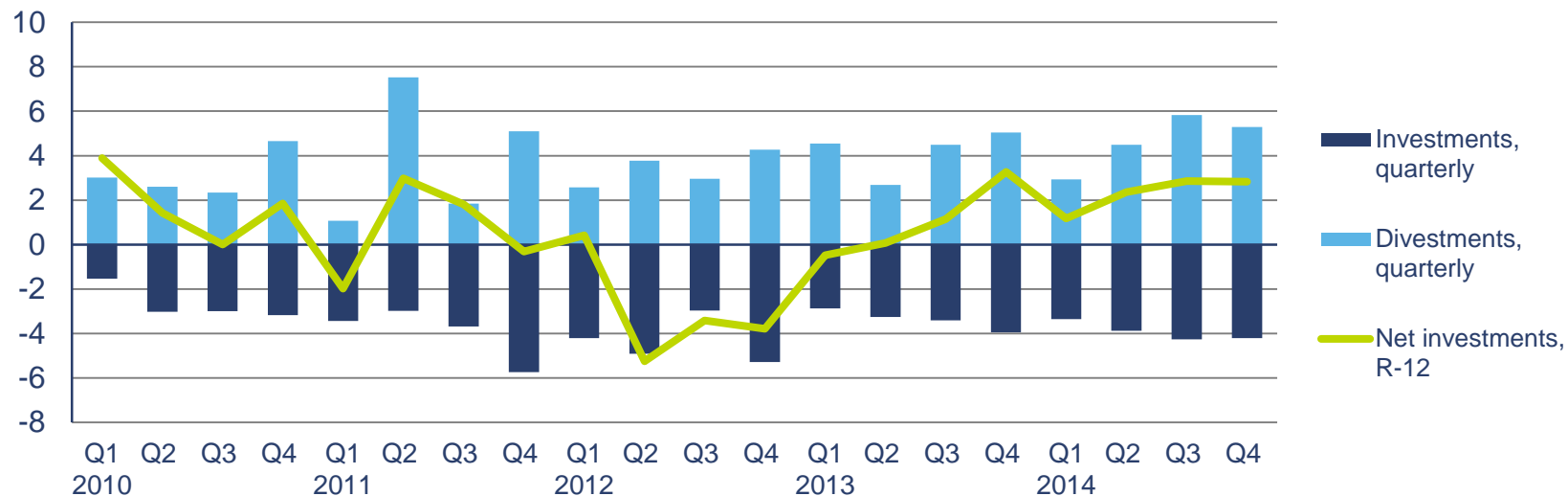
Change in equity

SEK bn	Jan–Dec 2014	Jan–Dec 2013
Opening balance	21.4	19.4
Dividend to shareholders	-2.6	-2.5
Other changes in equity not included in total comprehensive income for the year	-0.1	0.0
Profit for the period	3.9	3.8
Other comprehensive income		
Translation differences	1.5	-0.4
Effects of remeasurements of pensions	-1.8	0.5
Effects of cash flow hedges	-0.8	0.5
Closing balance	21.4	21.4

Group

Investments and capital employed

SEK bn

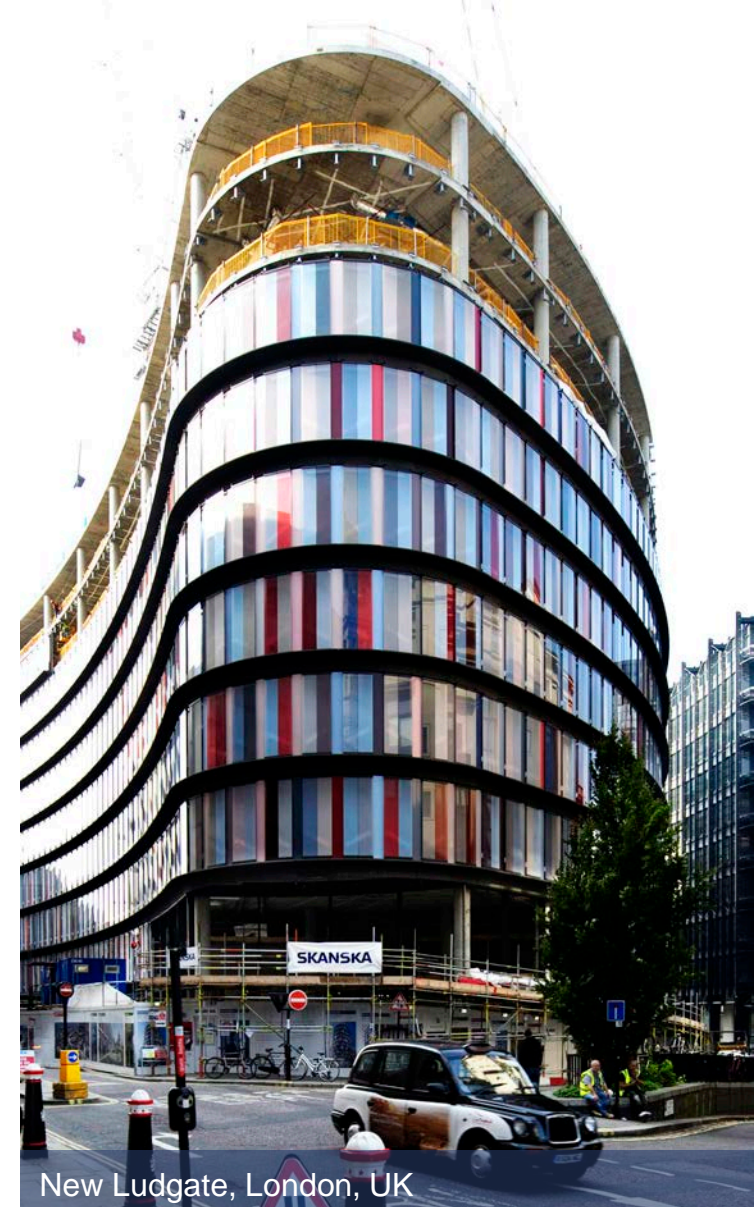


SEK bn	Dec 31 2014	Dec 31 2013
Capital employed in:		
Residential Development	10.4	10.8
Commercial Property Development	15.0	13.5
Infrastructure Development	1.9	2.0
Total in Development Streams	27.3	26.3

Market outlook

Macro perspective

- Geopolitical situation
- Oil prices
- Inflation and interest rates



Market outlook

Construction

- Overall a positive market outlook
- - Nordic countries
 - Strong building market in Sweden
 - Civil market stable. Norway very strong, Sweden stable, Finland weak
- - Other European countries
 - Commercial building market continues to improve in Poland
 - UK market strong
 - Czech Republic improving
- - North America
 - The U.S. continues to be a good market, but with fierce competition



Market outlook

Residential Development

- ◀ – Nordic countries
 - Sweden strong
 - Norway stable
 - Finland weak
- ➡ – Central Europe
 - Poland stable, volumes increasing
 - Czech Republic stable, prices increasing

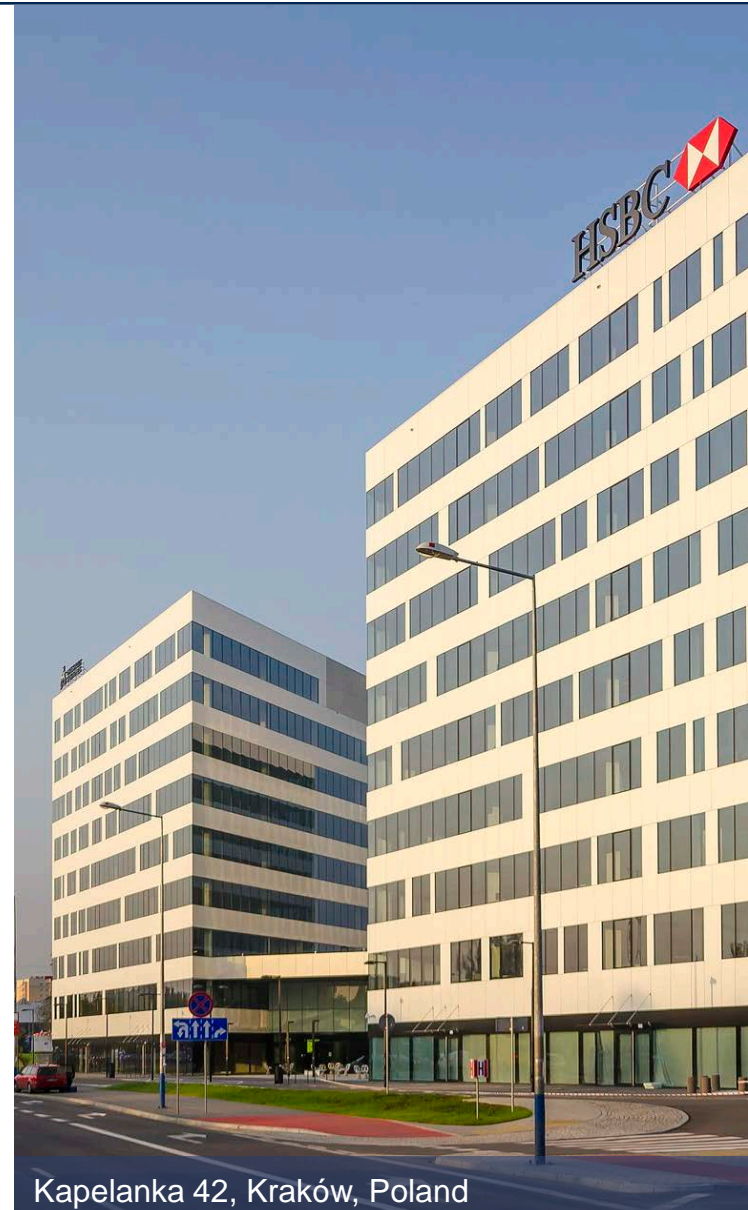


Milíčovský háj, Prague, Czech Republic

Market outlook

Commercial Property Development

- General
 - Tenants: Stable vacancy rates
 - Investors: Demand for green properties with stable tenants, valuations attractive
-  - Nordic countries
 - High interest from investors and low vacancy rates in Sweden
-  - Central Europe
 - High demand in Poland and improving in other parts of Central Europe
-  - North America
 - Strong investor appetite and good tenant demand

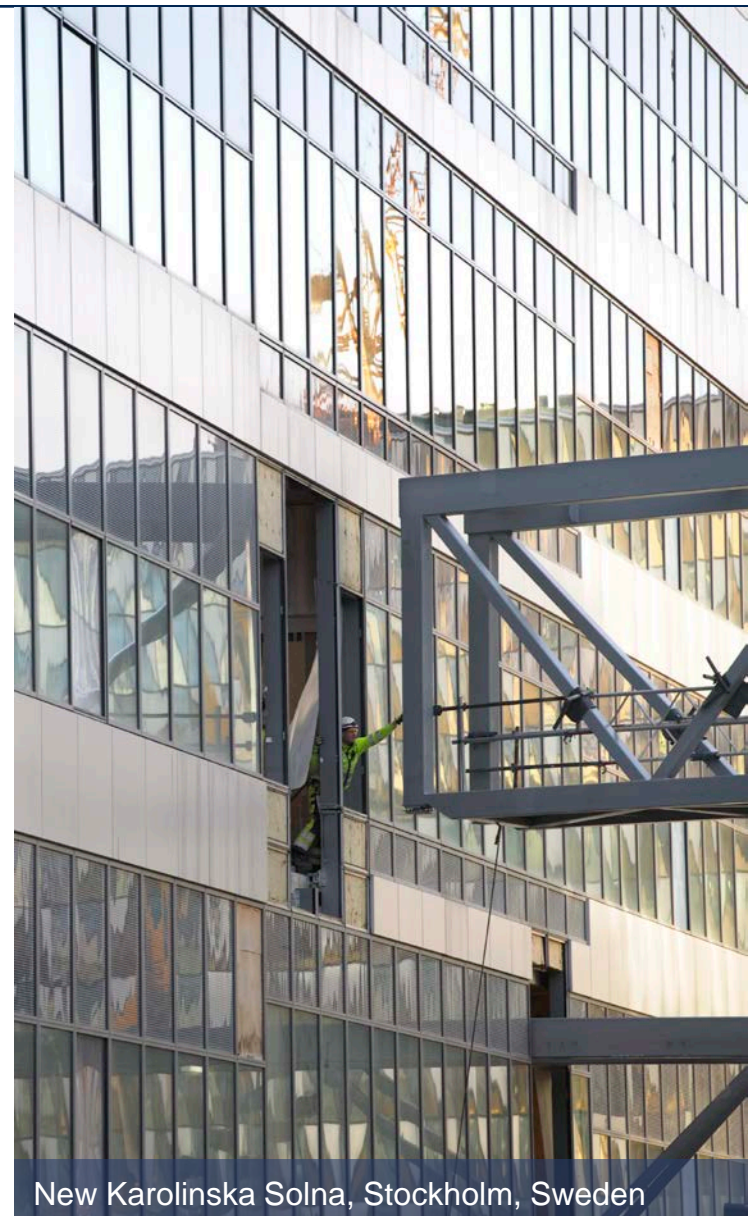


Market outlook

Infrastructure Development



- All countries
 - Good potential for PPPs in the U.S., but competition is considerable
 - Norwegian market shows signs of improvement
 - Thin pipeline in the other markets



New Karolinska Solna, Stockholm, Sweden

