



**SKANSKA**

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# Changing development

A local developer with global experience





Thanks to our extensive experience and the close relationships we develop with local municipalities, economic advisors and architects, we can offer businesses and the public the type of premises they require, in the location they desire. As a result, the property we develop helps attract and create new jobs, encourages investment and promotes economic growth for cities and entire regions.



# About us:

## Skanska Markets:

- Argentina ▪ Bolivia ▪ Brazil ▪ Chile
- Czech Republic ▪ Denmark ▪ Estonia
- Finland ▪ Hungary ▪ Mexico ▪ Norway
- Peru ▪ Poland ▪ Slovakia ▪ Sweden
- United Kingdom ▪ United States
- Venezuela

## Our Services:

- Construction
- Homes
- Commercial Properties
- Public Private Partnerships



## Skanska Commercial Development Customers:

- Ericsson ▪ Generalli ▪ Nokia ▪ Nordea
- TATA Consultancy Services ▪ CIB Bank Rt.
- HBO ▪ Shell Czech Republic ▪ Bristol-Meyers Squibb ▪ Anect, a.s. ▪ Ernst & Young
- Credit Suisse ▪ Boeing ▪ HCA ▪ ING ▪ Nissan
- Volvo ▪ Wyeth ▪ BDO ▪ Handelsbanken
- Hugo Boss ▪ HSH Nordbank ▪ BMW ▪ ÅF
- MTG ▪ Scandia ▪ & many more

### 1887

Aktiebolaget Skånska Cementgjuteriet is established in Sweden.

### 1890's

Skanska begins working internationally before the turn of the century.

### 1950's

The first projects in South America, Africa and Asia are undertaken.

### 1971

Skanska enters the United States market.

### 1990's

Continuous international expansion doubles the size of Skanska.

### 2000 & beyond

Skanska projects number more than 12,000 annually.



△ R.F. Berg, the founder of Skanska Cementgjuteriet.

▷ Built by Skanska, Swiss RE has transformed the skyline of the financial district in London, England.



# A history built on stability. Literally.

We strive to be a leader in each of our home markets and core business streams: Construction, Commercial Development, Residential Development and Infrastructure Development.

In each home market where Skanska is established, we follow the same strategic business philosophy: Be close to our customers in order to build confidence, earn trust and generate value for all stakeholders.

In 1887, we opened our doors as a cement manufacturer and quickly evolved into a full-fledged construction company. Within a decade, we accepted our first international order. Business flourished. And we've continued to grow ever since.

All over the world, we've played a key role in developing infrastructure on a local level. We've built roads, bridges and power stations, developed residential housing, commercial property projects and more. We're proud of the roles we've played in bringing people closer together and making their lives more comfortable at home and work.





# Finance. Develop. Build.

By focusing on sustainability, simplicity and measurable performance – a proven working method we call Scandinavian Intelligence – the goal of every project we undertake is to deliver long-term value for our clients.

It's really no secret why Skanska has become one of the top ten construction and development companies in the world. Our combination of self-financing and in-house construction, knowledge gained from our extensive European development portfolio

and experienced local staff provides our clients with the best possible solution. Our commercial development process from financing to final construction is not only unique, it's changing and raising expectations for the entire industry in the US.

We've also implemented a design model that considers more than the initial development investment. By calculating and evaluating life-cycle costs up front, our clients benefit from a lower total cost of ownership long after construction is completed.

The environmental impact of every project is also carefully measured, including factors such as energy consumption. And we're constantly exploring new ways of reducing the carbon footprint of our projects. As a result, we're confident in our ability to develop a world-class facility that's constructed and located to fit the needs of our clients today and far into the future.

"We believe that we are a responsible company. We strive to meet the needs of the world today without jeopardizing the needs of the world tomorrow."

Johan Karlstrom  
President & CEO  
Skanska

◁ On the west coast of Sweden, Ceres II, was completed in 2004.



△ ILVA, a furniture warehouse for Danish design was completed in 2005 in Svågertorp, an area of Malmö, Sweden.

# Choosing the right location.

We put our experience to work finding the right locations for developing properties that energize cities and entire regions today, as well as the future.

Within the center of cities, as well as outside of urban areas, identifying and purchasing the right location is by far one of the most important factors that determines if the projects we develop will succeed over the long term.

We have decades of experience in developing properties and premises that benefit companies and help ensure to their success. In fact, our Commercial Development business unit has developed more than ten million square feet of commercial properties in Europe.

Whether we're transforming older industrial areas into modern office complexes, developing governmental facilities or higher education buildings, we apply the expertise that we've accumulated over years of working with local municipalities to make our processes work as smoothly as possible. And we remain committed to the development of local markets for decades at a time.



△ A rendering of 733 10th Street project in the East End Area of Washington, DC. The office building will be 160,000 square feet.

“With our ability to self-finance, we were able to acquire an outstanding project opportunity in the heart of Washington, DC. The 733 10th Street project will be a shining example of our goals – highly sustainable, Class A buildings in great locations. I cannot envision a better project to begin the Skanska USA Commercial Development legacy.”

Robert W. Ward  
Executive Vice President  
Skanska USA Commercial Development Inc.

# Growing businesses and cities in all the right ways.

From the initial stages of our planning processes, we work closely with our clients to establish sustainable goals.

At Skanska USA Commercial Development, we take care to protect the health and safety of the people who work on our projects, as well as those who ultimately occupy the premises and property that we develop. In every project, and at each step of our development processes, we strive to lead by example in green building and sustainability.

Projects that we are currently developing in the US include:

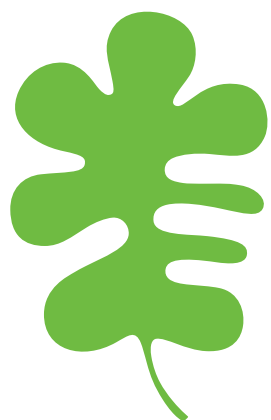
- Offices
- Government
- Higher Education

By conducting our business in an ethical manner, we build trust with municipalities, customers and business partners. We're dedicated to be an integral part of the local communities where we work. At the same time, access to our international networks and resources is just a phone call away. This ensures that the solutions we offer represent the best current practices and most advanced technologies.



△ Havneholmen, in Copenhagen, Denmark. To date, Skanska has constructed and developed more than 750,000 square feet of commercial properties for HSH Nordbank, Hugo Boss, BDO and other tenants in this area.





## Apart of Skanska's Green Initiative

### Skanska 4R Guidelines

- Reduce
- Reuse
- Recycle
- Recover

In order to benefit the environment and people, we carefully consider how to use recyclable materials whenever possible during design and construction, and evaluate the best ways to reduce landfill waste and energy use on the projects we develop.



"We are very pleased with our new premises. They are very functional and efficient. Skanska's focus on energy efficiency and sustainability were important factors for choosing Budejovická alej as our new seat in Prague."

Pavel Šenych  
Chairman  
Shell Czech Republic



# Creating the right environment.

We take great care to protect the environment in every aspect of our work.

We focus on energy efficiency and reducing the carbon footprint of every project we develop. By striving to achieve an energy consumption of 30-40% less than in existing office buildings, you can be assured that we'll choose the most sustainable solutions to benefit the working environment of your company as well as the earth's natural resources.

Recycleable building materials, including interior wood surfaces and carpets, are used whenever possible to ensure that "green" design extends to every portion of your project.

As a result of our environmental efforts, Skanska was recognized as one of the first organizations in the commercial development industry to receive ISO 14001 certification. In choosing the most sustainable solutions, we benefit the working environment of companies and people who occupy the residential projects we develop.

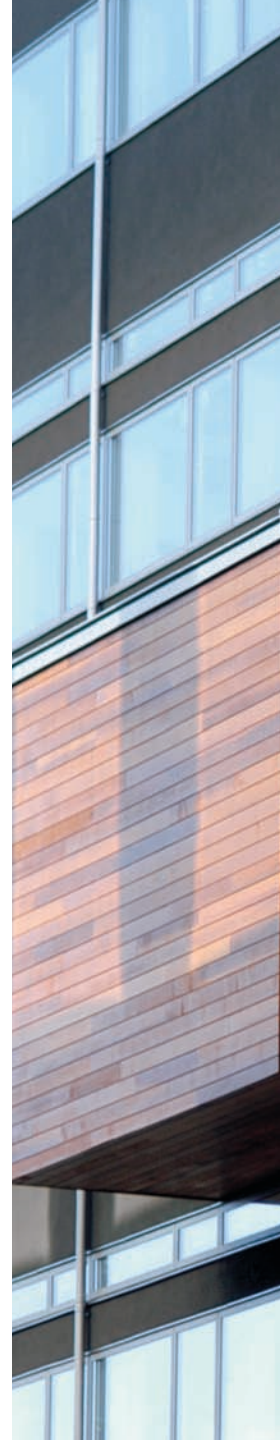
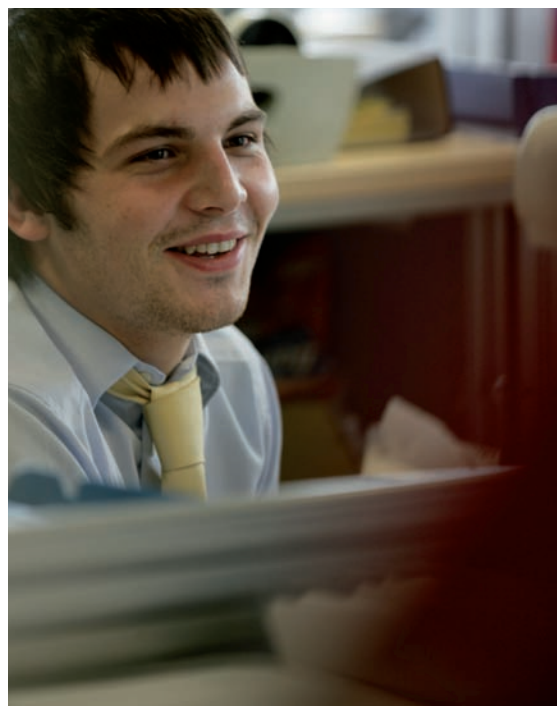


△ In Warsaw, Poland, Atrium Centrum tenants include Nordea, Apsys, UPC, Medicover, L'Oreal and Coffee Heaven.

# A long-standing dedication to social responsibility.



△ At Lindhagsterrassen, in the Kungsholmen area of Stockholm, Sweden, Gångaren 14 highlights our competency as commercial property development specialists.



Our commitment to contributing to the long-term development of entire communities is maintained by focusing on the individual needs of every person our projects affect.

In every instance, we are committed to operate in accordance to the highest standards in terms of labor practices, human rights, impact on society and product responsibility.

By doing so, the contributions we make go much further than finding

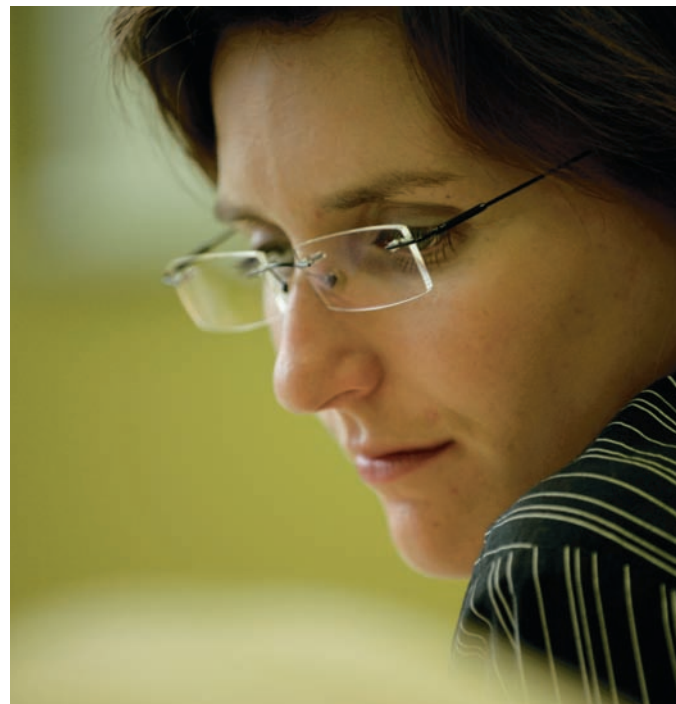
the right locations for projects we develop. Our involvement includes becoming a vital partner for creating and sustaining growth that improves the financial outlook for local industries and businesses – even if it means that we remain in an area for a decade or longer.

In every step of our development processes, you can be assured that the people you work with at Skanska Commercial Development are guided by the values expressed in our Code of Conduct. As such, we always manage our business fairly and honestly.





◁ Located at Hjälmarekajen, Universitetsholmen showcases 99,500 square feet of office space that we've developed in this area of Malmö, Sweden.



“We have a company vision of measuring and managing our carbon footprint that includes a hard look at the ways that information, facilities, and operations use energy and water resources. The partnership between eBay and Skanska has been instrumental in examining and executing this.”

Olivier Sanche  
Senior Director  
eBay

To help ensure that our projects will be developed to provide benefits long after they are completed, we respect all laws and regulations in the markets where we operate.

In addition, our Five Zeros initiatives also provide direction that helps us achieve:

- Zero loss-making projects
- Zero accidents
- Zero environmental incidents
- Zero ethical breaches
- Zero defects

# Growth and sustainable investments for the future.

We always strive to achieve predictable, long-term results rather than pursue rapid, short-term growth.

Staying true to fiscally responsible, ethical business practices are at the heart of our hard-earned financial reputation. Every market and project we undertake is carefully analyzed and thoughtfully planned. No detail is overlooked. By doing so, we not only calculate risks, we skillfully manage them.

We believe that every project we're involved in has the potential for greatness. No matter how large or small a project may be, how straightforward or complex, our goal is to always exceed expectations.

By developing properties that are comfortable, efficient and cost-effective for the people and companies who occupy them, we make working with Skanska USA Commercial Development as easy as possible. The quality of our work, and the long-term results we accomplish together are what we take the most pride in.



"Today, every tenant we work with wants to be recognized as a green company. As a vital part of Skanska's Citybuilder initiative, making sure that facilities will consume less energy and developing them with environmentally friendly materials is essential. By doing so, we're able to develop properties and premises that match private company values today, and the future goals for the municipalities where they're located."

Jan Odelstam  
Managing Director  
Skanska Commercial Development Nordic





[www.skanska.com/property](http://www.skanska.com/property)

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