

**SKANSKA**

# Turning your vision into reality



**Skanska Project Development UK**  
Creating a combination that works



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



△ Heron Tower  
Location – London  
Main contractor – Skanska  
Client – Heron International  
Size – 461,000 square metres

# Introducing Project Development UK



Exceptional. Innovative. Sustainable. These are just some of the words that are commonly used to describe Skanska projects around the world. But the one defining quality that truly sets us apart is trust.

You can trust us because of our experience – we have been market leaders in commercial development and construction for decades across Europe and the US – designing, building and maintaining infrastructure that makes life a little easier.

You can trust us because of our financial strength and stability, which enables speedy access to finance for land acquisition and the construction of your project. We also manage the risks to ensure it is delivered on time and on budget.

And you can trust us because of our exemplary sustainability record. Having been named the UK's greenest company across

all industries in *The Sunday Times* Best Green Companies Awards 2011, we not only advocate the most sustainable solutions to our clients, but we apply them to our own facilities. We constantly push the boundaries, working with our supply chain to develop innovative, cost-effective green solutions.

That's why we're confident in our ability to develop world-class facilities that are constructed and located to fit the unique needs of your organisation today and for the future.

We look forward to working with you and turning your vision into a reality.

Cecilia Fasth  
Executive Vice President

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## The team



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An **extensive worldwide development portfolio** and experienced local development and construction teams.



△ Science Park  
Location – Budapest  
Type – A-class office building  
Size – 32,800 square metres  
Tenants – Ericsson, Tata, HBO, Kraft

## A local developer with global expertise

We combine our extensive worldwide development knowledge with experienced local development and construction teams. Applying the expertise that we've accumulated over years of working with local communities and authorities we make our processes work as smoothly as possible to add value at every stage.

Throughout the development process you will also have a dedicated point of contact within our local team. So, whether you're a tenant looking for the perfect working environment, or an investor searching for an attractive, stable investment opportunity, Skanska Project Development can work with you to help realise your goals.

“ Ericsson has two key points for an excellent office location: to be close to scientific research societies of universities and to provide a state-of-the-art working environment for our employees. Skanska has made these possible for us. ”

Staffan Pehrson, Ericsson President, Hungary



Our project development process – **from in-house financing of land acquisition and construction to tenancy and final divestment** – is not only unique; it's changing and raising expectations for the entire industry.



△ Grundwaldzki Centre  
Location – Wroclaw, Poland  
Type – A-class office building  
Size – 26,000 square metres  
Tenants – Credit Suisse, Santander, Hewlett Packard

◁ Empire State Building  
Location – Empire State Building, USA  
Type – 32<sup>nd</sup> floor A-class office building  
LEED Platinum accredited  
Tenant – Skanska USA

## Finance. Develop. Build.

In an uncertain economic climate our project development process – from in-house financing of land acquisition and construction to tenancy and final divestment – is not only unique; it's changing and raising expectations for the entire industry.

### Exemplary facilities for lease-holders

If you want a new facility that meets your unique requirements, but lack the funding to finance its development, that's when Skanska Project Development can step in. Not only will we provide financing, but we work with you to identify a suitable location and design and build a modern, bespoke facility tailored to your every need.

Upon completion you will have a long-term lease for peace of mind, and an investor to take ownership of the facility.

### Security for investors

As an investor you want to be sure that your investment pays back and is secure for the long term. Skanska Project Development can offer you a high-class building with a secured long-term tenancy.

And as a world-class constructor and developer at the forefront of sustainable construction, you'll be sure of a property that exceeds current legislative and regulatory demands and is built to last.



We have **decades of experience in finding the right locations** for developing properties and premises that energise companies and contribute to their success.

## Choosing the right location



At Skanska Project Development, we have decades of experience in finding the right locations for developing properties and premises that energise companies and contribute to their success.

By understanding our clients' business activities, growth strategy and unique requirements we're able to choose a location where the organisation can thrive. So, when choosing a suitable location we consider everything, including local culture, population demographic, transport links and future infrastructure developments – anything that might add value to your business.

It's important to us that companies and cities thrive. From the initial stages of our planning processes, we work closely with our clients to establish goals that will benefit not only their own operations, but also the areas in which they are based – today, as well as in the future.

△ Hjälmarekajen  
Location – Malmö, Sweden  
Type – A multi tenant office building  
Size – 10,000 square metres  
Tenants – KPMG

“ The choice of Hjälmarekajen was natural for KPMG. The area represents the future growth in Malmö. We have the opportunity to design our new premises in a building which gives us both a sea view and proximity to the city center and the future Citytunnel on our doorstep. ”

Eva Melzig-Henriksson, office manager, KPMG



We look further than sustainable construction  
– **we think about the whole life-cycle of a facility.**



△ Brent Civic Centre  
Location – London  
Main contractor – Skanska  
Client – Brent Council  
Size – 40,000 square metres

## A sustainable future

We carefully consider how we can meet the needs of today without jeopardising those of tomorrow.

The focus for Skanska and our clients lies in reducing energy use in buildings and minimising the carbon footprint of our projects.

To reduce the amount of waste produced on site we work closely with our supply chain to source environmentally friendly, reusable and recyclable materials. But, we look further than sustainable construction – we think about the whole life-cycle of a facility.

Sustainable technologies can maximise both the economic and environmental performance of premises, reducing costs for energy, water,

operations and maintenance. By constantly analysing the current market, products and technologies, we incorporate ever more sustainable options into our designs, specifications, procurement and construction processes. And as an EU GreenBuilding partner we aim to develop premises that use at least 25% less energy than the national standard for newly constructed buildings.

The green trend that is gathering pace will affect how we live, work and travel, how we do business and how we plan our cities. Being sustainable is essential for any company that cares about its people, brand, reputation and investors. We are committed to working with tenants and facilities management teams to ensure a premises is run at maximum operational efficiency.



You can trust us to **complete your project on time, on budget and to world-class standards.**



Initially, our expectations were extremely high. To our delight, Skanska exceeded them. Today, we have a great headquarters at a lower rent and I have not received one single complaint from any of my employees.

Henrik Dyring, CEO Eniro Danmark  
Gladsaxe, Denmark

△  
Sydmarken  
Location - Denmark  
Type - Commercial properties  
Size - 8,000 square metres  
Tenants - Eniro  
Denmark A/S

## A good investment for the future

This is your investment – and we want to make sure it is a good one.

Skanska is one of the world's leading project development and construction groups with expertise in construction, development of commercial and residential projects and public private partnerships.

Every market we enter and project we undertake is carefully analysed and thoughtfully planned. No detail is overlooked. By doing so, we not only calculate risks, we skillfully manage them.

The group currently has 52,000 employees in selected home markets in Europe, the US and Latin America. Headquartered in Stockholm, Sweden, and listed on the Stockholm Stock Exchange, Skanska's sales in 2011 totalled £11 billion.

Our financial stability and strength coupled with our technical expertise means your project will be completed on time, on budget and to world-class standards. And as the funding entity, Skanska accepts the risks and obligations associated with the development giving you added peace of mind.





Our involvement includes becoming a **vital partner for creating and sustaining growth** that improves the financial outlook for local industries and businesses.

## A long-standing dedication to social responsibility

We are committed to operating in accordance with the highest standards in terms of labour practices, human rights, impacts 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 we remain in an area for a decade or longer.

In every step of our development process, you can be assured that the people you work with at Skanska Project Development are guided by the values expressed in our Code of Conduct. As such, we always manage our business fairly, honestly and with respect to all laws and regulations in the markets in which we operate.



△ Top – Derby Hospital  
Location – Southern Derbyshire, UK  
Main Contractor – Skanska  
Client – Southern Derbyshire NHS Acute Hospital Trust  
Size – 155,000 square metres

△ Below – 20 Gresham Street  
Location – London, UK  
Main Contractor – Skanska  
Client – Clements House Limited Partnership  
Size – 21,000 square metres



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**.

## A history built on stability. Literally.

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

In 1887, we opened our doors as a cement manufacturer and quickly evolved into a fully-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, hospitals, 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 at work.

▽ Radisson Hotel  
Location – Stanstead, UK  
Main Contractor – Skanska UK  
Client – Rezidor ASA  
Size – 8,000 square metres



## Skanska markets:

- Czech Republic
- Estonia
- Finland
- Hungary
- Latin America
- Norway
- Poland
- Slovakia
- Sweden
- United Kingdom
- United States

## Our services:

- Construction
- Residential Development
- Commercial Development/ Project Development
- Infrastructure Development



## Our Five Zeros:

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

1887

Aktiebolaget Skånska Cementgjuteriet is established in Sweden.

1890s

Skanska begins working internationally before the turn of the century.

1950s

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

1971

Skanska enters the United States market.

1990s

Continuous international expansion doubles the size of Skanska.

2000 and beyond

Skanska projects number more than 12,000 annually.



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

▷ Built by Skanska, 30 St Mary Axe (The Gherkin) has transformed the skyline of the City of London, England.



# SKANSKA

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