

Wihlborgs in Lund



34
Properties

SEK 755
million
Property rental value

SEK 9,154
million
Property value

273,000 m²
Lettable area

City of learning constantly evolving

Lund is one of Sweden's oldest cities and is constantly at the forefront, particularly within innovation and research. In 2023, Lund was named Sweden's most ecofriendly municipality by Aktuell Hållbarhet magazine and the Nobel Prize in Physics was awarded to Anne L'Huillier, who works at Lund University.

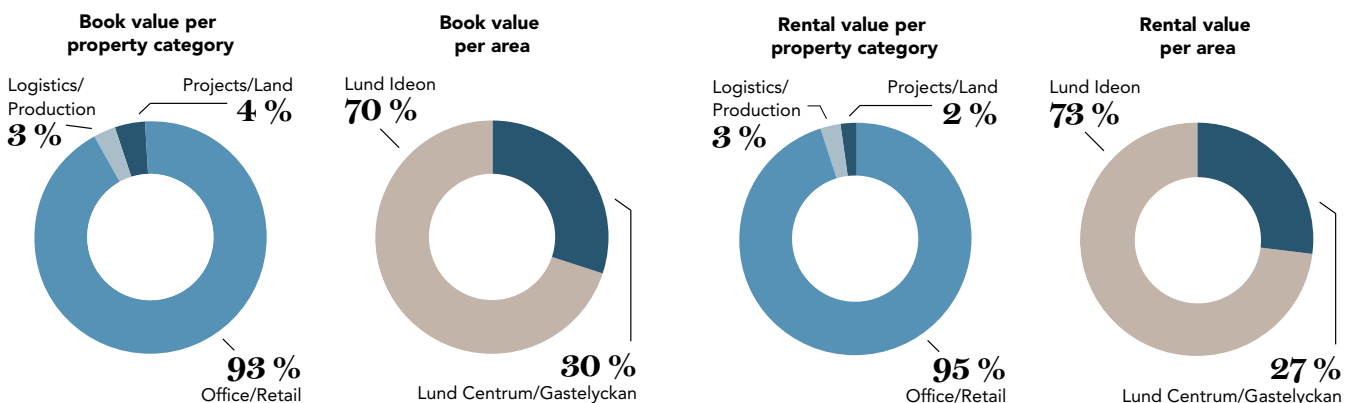
The long tradition of research and entrepreneurship has resulted in many companies – world-leading international giants and start-up small companies – establishing themselves in the city. There are many examples of companies living in symbiosis with the university, particularly in the research village, Ideon Science Park, where Wihlborgs owns most of the properties.

Among the most important companies in Lund are Axis Communications, Ericsson, Tetra Pak and Alfa Laval. In 2025, the Saab Group will concentrate its operations in Skåne at a new office in the Brunnskög area, with 800 work-

places. The university and the university hospital are also important employers.

Despite its ancestry, Lund's urban development is far from stagnant. Densification is taking place along the tramway from Lund Central Station, as well as along what is known as the Route of Knowledge, via the hospital area, Ideon and Brunnskög, all the way to the final destination, Science Village in northeastern Lund. An entirely new hospital – Sweden's largest investment in healthcare to date – will be built at Smörlyckan, between Ideon and the current hospital, and is planned for completion in 2040.

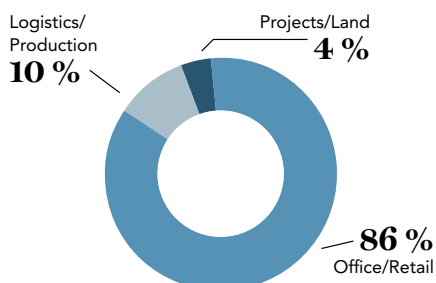
Brunnskög, Route of Knowledge, Västerbro, Science Village and Ideon/Medicon Village are priority areas in the development plan that spans until the year 2030, which was adopted by the Municipal Council in August 2022.



Central Lund 86,000 m²

Properties: 14
Rental value: SEK 202 million

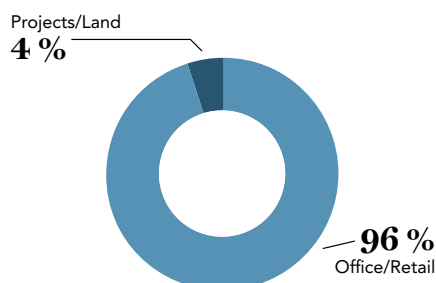
Book value per property category



Ideon 187,000 m²

Properties: 20
Rental value: SEK 553 million

Book value per property category



Market conditions

Lund has some 127,000 inhabitants, including students. Here, 53 percent of residents have at least three years of post-secondary education, compared with the national average of 28 percent.

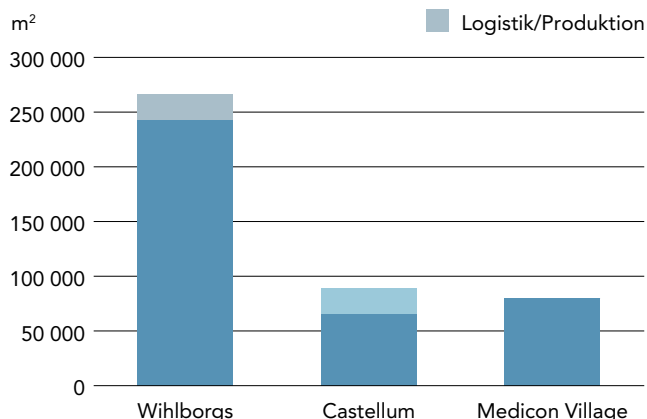
Previously, Lund had limited possibilities to meet the demand for modern office space in the city centre. On the other hand, more construction is now ongoing at central locations, while keeping historical conservation interests in mind.

One of the clearest examples of how Lund's already favourable market conditions are improving is the new tramway. Lund's development has been boosted by linking the city centre with the expansive future areas in the northeast. Wihlborgs' operations are a part of this development, through its long-term commitment to Ideon, Brunnsög and Science Village, and some 30 properties we currently have along the Route of Knowledge.

Many companies are showing an interest in Lund and the municipality is acquiring an increasingly strong business focus. Wihlborgs assumes an active role in Lund's businesses development, such as by supporting the municipality's destination company, Visit Lund, whose activities are aimed at promoting various activities in the city.

Wihlborgs is an active participant in "CoAction Lund," a joint effort led by the City of Lund with the aim of making Lund climate neutral by 2030. In 2023, CoAction was allocated funds from Vinnova as one of two pilot projects to be at the forefront nationally through spearheading projects in energy and mobility. Between Alfa 3-6 (Studentkären 2) and Blekingska nation's student accommodation, Wihlborgs is building a DC network

Fastighetsägare Lund 31 december 2023



that enables the buildings to share energy from batteries and solar power systems. Read more about the project on page 39.

Customers and business

Our office properties in Lund are mainly located in the city centre and Ideon Science Park, but we also have some production and logistics properties at Gastelyckan and Hasslanda. Our acquisition of land at Hasslanda has enabled us to strengthen and consolidate our operations in the latter segment.

The tenant mix is a fairly good reflection of the city as a whole, with a mix of public sector and everything from small development companies to large corporations, with many of



During the year, winning the title of Environmental Municipality of the Year and being awarded the Nobel Prize in Physics has strengthened Lund's position on the map, both nationally and internationally.

Maria Ivarsson, Regional Director Lund

them connected to Lund University and the innovation activities at Ideon Science Park.

We have worked methodically to purchase properties with vacancies on Mobilvägen and Scheelevägen, and to create a complementary product range with efficient and modern offices, and to integrate these properties further with Ideon Science Park. We see how previously dominant industries in the area, such as electronics, IT and life sciences, are gradually being replaced or supplemented with the automotive industry, electrification, food tech and energy. At the same time, we are developing the ever-important service offering in the area.

Some of our largest tenants are Lund University, Ericsson, Sony, Schneider Electric, Volvo Cars, Bosch, Axis and Region Skåne. However, our customers here also include Sparbanken Skåne, Cellavision, Bioinvent, Probi, Avensia, Flatfrog, Trivector and Sigma Connectivity.

Ideon

Ideon comprises many development companies that are continuously growing and need our help to change their premises. By 2025, in neighbouring Brunnsög, Saab Kockums will become neighbours with Axis, which is expanding. This will create conditions conducive to some interesting development in the area.

In 2023, the media company BTJ signed a lease for 1,300 m², and EY for 790 m², in Cube (Nya Vattentorget 4). Here, the ground floor has been redesigned to become a more vibrant space, and includes a hairdresser and café. Sigma Industry is moving into 790 m² of space, and Rockwell Automation into 420 m², in Node (Nya Vattentorget 2). Wihlborgs' Workspace+ sharing concept for smaller companies that have outgrown the traditional office hotel in Node has been in great demand. Here, among others, Elkraft Sverige has signed a lease for 220 m² of space.



In March, Sveriges Innovationsriksdag – an annual convention held by Swedish Incubators & Science Parks – was organised at Ideon in Lund with the support of Wihlborgs.

Lund University has signed a lease for 960 m² in Vätet 1, and NanoEcho a lease for 410 m² in Syret 7.

In Space (Kunskapen 1), right next to the tram stop and the new square, the oat drink manufacturer Oatly has moved into 3,000 m². Read more about the NollCO₂ certification of Space on page 71. Wihlborgs has additional development rights for Spektra (Vetskapen 1), in Science Village, and continues to work to make the area an attractive location for innovation and new businesses.

Central Lund/Gastelyckan

In 2023, the historic Raffinaderiet 3 was reopened, following extensive renovations. The old sugar refinery now features modern offices for smaller companies – a segment that was previously missing in central Lund. Other companies that have signed leases during the year include Coitech (310 m²), DVel (240 m²), Puls Solutions (150 m²), Mazar (220 m²) and Aktea (110 m²), which means that the property is nearly fully let.

Bytarebacken 39 opposite the central station was fully let, with leases signed by Specialisttandläkarna and the delicatessen Italianissimo (a total of 190 m²).

In Töebacken 7, Specialfastigheter has signed a lease for 690 m².

In nearby Posthornet 1 in December, the online auction company Klaravik's development operations moved into 550 m² and PSD Vision into 320 m². Current tenant Trivector, with its excellent bicycle parking was a key success factor, was awarded Sweden's most bicycle-friendly workplace by cycling advocacy organisation Cykelfrämjandet.

Stage 2, which entails our creation of an additional office property with large, flexible and modern offices, is ongoing and will continue until 2025. When completed, we will have properties along the entire railway line, from the station area to King Oscar's bridge.

At Tomaten 1 in Hasslanda, the first earth was turned for the industrial facility currently under construction for contract manufacturer Inpac. Tomaten 1 will be the first building in the world to contain fossil-free steel. Read more about this on page 40. Next door, the next phase is being planned for potential new construction related to warehousing operations, logistics and production.

Future development

One of Lund's new tramway stations is at Ideontorget. This is where we plan to build the 16,000 m² Zenit office building, which will become Ideon's new focal point and landmark comprising offices and a service offering aimed at tram passengers and our local tenants. We are also designing a conversion of Beta 1–3, where most of the existing tenants have now moved to other premises at Ideon.

When the new Brunnsög district becomes a reality, up to 40,000 people will live and work there. Ambitions are high – Brunnsög will house the world's best research and innovation environment and be a showcase for sustainable Swedish urban development.

In autumn 2023, the first earth was turned for Västerbro, a development area west of the railroad, where Wihlborgs has several properties. Today, the area largely comprises different industrial businesses, but will develop by 2040 into a modern, sustainable and mixed district.



Stefan Borg

CEO of SiB Solutions (at right) Together with the other founders: (at left) Lennart Bergström and Staffan Persson

Alfa 3–6 (Studentkåren 2), Lund
280 m² of office space

Ideon a hotspot as inventory management and sustainability is revolutionised

“A SiB Solutions customer saves money, protects the environment and strengthens its business position by providing more and more perfect and timely deliveries. However, our ability to constantly evolve and hold our position at the forefront of logistics technology is very demanding on us and the context within which we operate,” says Stefan Borg, CEO of Ideon-based SiB Solutions.

In just a few years, SiB Solutions has grown from a couple of desks in the incubator at Ideon Science Park, to its current operations, which comprise workplaces for nearly 30 employees, not counting the subsidiaries in the Netherlands, UK and USA.

“Our customers include a number of well-established and well-known companies, here in Sweden and abroad. And we are growing steadily,” says Stefan Borg.

SiB Solutions is pursuing development activities and has its head office at Ideon Science Park, at Wihlborgs’ Alfa 3–6 property. The operations are knowledge-intensive, driven in part by rapid technological development, the emergence of new and sometimes disruptive business models, and society’s demand for a genuine green transition.

Video analysis and AI in symbiosis

“Logistics-intensive companies are in a situation where the demands for efficiency, safety and sustainability coincide. Logistics is a critical element in the business model of our customers’ operations, an important component for their success and competitiveness. Even minor disruptions in the supply chain can impact their profitability and result in a loss of goodwill.

“Our services, which are based on intelligent video and artificial intelligence, enable the detection, reporting and prevention of wrong deliveries, returns and unnecessary extra transportation. In turn, this helps to keep our customers’ overall climate footprint small.”

The right context

Alfa 3–6 in Ideon Science Park was the first building to be established in the now well-known research village. The building is part of Wihlborgs’ commercial property portfolio and houses both start-ups and established companies, primarily within the tech sector.

“In contexts and environments characterised by creativity, expertise, various research projects and drive, the spirit of innovation is contagious. Ever since we took possession of our first square metres here in 2017, we have noted how our presence at Ideon has made us open to continuously expressing ideas and challenges – both with other businesses in the Ideon family and with Wihlborgs, which has been committed to helping us grow and develop.

“Wihlborgs is proactive in its dealings with us as a tenant, which makes it easier when we are growing rapidly and extensively, and want to do so as smoothly as possible.”