

## Summary of the year

**Rental income increased by 12 per cent to SEK 1,445 million (1,294)**

**Operating surplus increased by 13 per cent to SEK 1,042 million (921)**

**Income from property management increased by 9 per cent to SEK 656 million (604)**

**The result for the year amounted to SEK 665 million (922), corresponding to earnings per share of SEK 8.65 (12.05)**

**The Board proposes a dividend of SEK 3.75 (3.50)**

<b>Group key figures, SEKm</b>	<b>2011 Oct-Dec</b>	<b>2010 Oct-Dec</b>	<b>2011 Jan-Dec</b>	<b>2010 Jan-Dec</b>
Rental income	353	337	1,445	1,294
Operating surplus	243	232	1,042	921
Income property management	145	144	656	604
Changes in value properties	172	232	515	551
Profit for the period	160	348	665	922
Earnings per share, SEK	2.08	4.53	8.65	12.05
Surplus ratio, %	69	69	72	71
Equity/assets ratio, %	30.1	30.5	30.1	30.5
Occupancy rate, %	92	94	92	94

Wihlborgs is the leading property company in the Öresund region, owning properties with a total market value of SEK 18 billion. The lettable space totals 1.4 million square metres, with a total rental value of SEK 1.6 billion. The property portfolio consists primarily of commercial premises. The company is quoted on the Mid Cap list of the OMX Nordic Exchange.

## Business concept

Focusing on successful sub-markets in the Öresund region, Wihlborgs shall own, manage and develop commercial properties.

## Objective

Wihlborgs shall be the leading, most profitable property company in the Öresund market.

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### Financial information 2012

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- Annual General Meeting 26 April 2012
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- Interim report Jan-Sep 25 October 2012

Produktion Wihlborgs.  
Photographer Felix Gerlach (interiors and exteriors).

# Income from property management, SEK 656 million

CEO's comments

The profit for 2011 continued strong. The profit was slightly better than the last forecast because of the mild winter.

There has been something of a slowdown in the transaction market, but we cannot as yet see any signs of a downturn in the rental market. Demand for good premises remains strong in each of the cities of Skåne; Malmö, Lund and Helsingborg. The only difference is supply. There is a shortage of vacancies in Helsingborg, there is a balance in Malmö and in Lund there is over supply. But there has been a dramatic increase in demand in Lund as a consequence of the major research investments MaxLab and ESS.

Thanks to continued good occupancy, acquisitions and project development, we increased our rental income by 12 per cent to SEK 1,445 million, and increased our operating surplus by 13 per cent to SEK 1,042 million. Income of a one-off nature was SEK 24 million, of which SEK 17 million relates to the premature cancellation of rental contracts. The occupancy rate fell somewhat as a consequence of these agreements. The surplus ratio is 72 (71) per cent.

Our earnings comes from property management and project development. Income from property management was SEK 656 million, compared with SEK 604 million in 2010. This improvement represents an increase of 9 per cent. Value changes in properties was SEK 515 million (551) during 2011. The majority, SEK 300 million, relate to our project development.

For a number of quarters, we have been increasing our rental income by constantly letting more than has been served notice. For the full year 2011, we signed new agreements with an annual rent of SEK 189 million, while at the same time notices to terminate agreements represented SEK 123 million. For Q4 alone, the figures were SEK 39 million in new agreements and SEK 36 million in notice served.

The debt crisis in Europe has caused market interest rates to fall, the consequence of which is that the market value of

our derivatives has also fallen. During the year, the deficit value increased by SEK 336 million, and now totals SEK 421 million.

Our profit after taxes totals SEK 665 million (922) and our pre-tax profit is SEK 835 million, compared with SEK 1,207 million in 2010.

Our entire property portfolio was valued externally for the year-end. The market's required rate of return remained unchanged during the year.

The yield from our properties excluding project and property administration is 6.5 per cent. The property value is SEK 18 billion (16.7).

During the year, we acquired property to the value of SEK 466 million and sold for SEK 206 million. This represented a lower transaction volume than in 2010, when we bought for SEK 1,279 million and sold for SEK 256 million. The single biggest acquisition during the year, for SEK 310 million, was the property Forskaren 3 in Lund.

The equity/assets ratio is 30.1 per cent (30.5), the interest coverage ratio 2.8 (3.1) and leverage 58.1 (59.6). This confirms that the key ratios correspond well with our financial objectives. Ahead of 2012, we have also reinforced our financial objectives by reformulating our equity/assets ratio target to at least 30 per cent and added a target for a leverage of no more than 60 per cent. We are convinced that these adjustments to our financial objectives are important ahead of the company's future growth.

Our borrowing totals SEK 10.5 billion (9.9), and the average interest rate at the year-end is 3.59 (3.56).

The Board proposes a 25 öre increase in the dividend to SEK 3.75, which is in line with our dividend policy. This is an increase of 7.1 per cent on last year's dividend.

The prospects for 2012 are positive. We expect an increased operating surplus combined with continued investment profits from our projects.

## Increased opportunities for Wihlborgs

Market comments, Öresund region

The European debt crisis is making its mark on the economy. The economic trend in Europe is on a downward curve, and Europe is expected to see negative growth in 2012. Even if the economy in the Öresund region is affected, growth in the Öresund region is expected to remain positive. According to the forecast from the Øresund Institute dated December 2011, growth for 2011 is estimated at 3.8 per cent in Skåne, while it is estimated at 1.2 per cent on Själland. In 2012, the rate of growth will fall slightly, and is estimated at 1.2 per cent in Skåne and 1.0 per cent on Själland.

The labour market in Skåne has seen a number of very strong years, with growth of 1.6 per cent in both 2010 and 2011. It is, however, expected that employment will fall slightly in 2012 in Skåne, by 0.4 per cent. The rental market is traditionally late in the economic cycle. The fact that Skåne saw positive growth in employment in both 2010 and 2011 guarantees a favourable trend in the rental market also in 2012.

Denmark was hit both earlier and harder by the last recession, with employment falling since 2009, and it is expected to continue to fall on Själland by 0.7 per cent in 2012. There has thus been a negative impact on the rental market there, with increased vacancies and greater downward pressure on rental levels.

The transaction market in Sweden slowed down in the last quarter of 2011, largely because the financial turbulence had spread to the banking system and banks' requirements had become increasingly tough. For a well-capitalised company such as Wihlborgs, this brings increased opportunities to do deals with less competition. According to Newsec, the transaction volume for transactions  $\geq$  SEK 100 million was SEK 85 billion, a fall of 13 per cent compared with 2010. The property market was stable in 2011, effectively with no change in the required rates of return. In Denmark the transaction volume began to fall already in 2007, and turnover remained low in 2011.

## Income, expenses and profit Jan-Dec 2011

Comparative figures for income statement items relate to values for 2010 and balance sheet items as of 31-12-2010.

### Rental income

Rental income was SEK 1,445 million (1,294). This figure includes SEK 7 million (5) relating to the final settlement for 2010 in respect of additional charges. It also includes SEK 17 million relating to the premature cancellation of rental contracts with Acadia in Malmö and QlikTech in Lund.

Other increases in rental income are attributable to property acquisitions, renegotiations, new lettings and rental income from completed projects. The total growth in rental income was 12 per cent compared with 2010.

The occupancy rate for managed properties was 92 per cent, a drop of 2 percentage points since the latest year-end and due primarily to Acadia's and QlikTech's premature departure.

During the year new rental agreements were signed on a full-year basis totalling SEK 189 million (135).

Notices to terminate agreements during the year totalled SEK 123 million (106).

### Property costs

Total property costs were SEK 403 million (373). Because of a milder than normal winter, lower costs for snow clearance and energy were reported during the year. Certain operating expenses, e.g. snow clearance, electricity and heating, vary in size over the calendar year. This is illustrated in the quarterly breakdown at the bottom of page 12.

### Operating surplus

The operating surplus was SEK 1,042 million (921), with a surplus ratio of 72 per cent (71).

### Central administration

The costs of central administration was SEK 38 million (33) and the income amounted to SEK 5 million, net costs totalled SEK 33 million.

### Financial income and expenses

Net interest was SEK -350 million (-278), of which interest income totalled SEK 8 million (3). The result of joint ventures was -3 (-6). Interest expenses for the year were -358 SEKm (-281).

At the year-end the average interest rate was 3.59 per cent. As of 31 December 2010 it was 3.56 per cent.

### Income from property management

Income from property management, i.e. the profit before value

changes and taxes, totalled SEK 656 million (604) an improvement of 9 per cent. After taxes income from property management amounted to SEK 483 million (445).

### Pre-tax profit

The pre-tax profit was SEK 835 million (1,207).

### Profit after taxes

The profit after taxes was SEK 665 million (922).

SEK million	2011 Jan-Dec 12 months	2010 Jan-Dec 12 months
Income from property management for the period	656	604
Pre-tax profit for the period	835	1,207
Profit for the period	665	922
<b>PER SHARE, SEK</b>		
Income from property management for the period	8.54	7.90
Pre-tax profit for the period	10.86	15.78
Profit for the period	8.65	12.05
	31-12-2011	31-12-2010
Equity I (26.3% deferred tax)	72.86	67.74
Equity II (0% deferred tax)	92.04	85.12

### Property transactions

During the period Wihlborgs acquired five properties for a total of SEK 466 million. Wihlborgs sold eight properties during the year for a total of SEK 206 million, which is SEK 40 million over total capital invested.

There was land consolidation through the creation of the property Gångtappen 2 in Malmö. Wihlborgs has redeemed the leasehold rights to Börshuset 1 and Flundran 1 through an exchange transaction with the City of Malmö Municipality, and at the same time the City of Malmö is redeeming the buildings in the leasehold property Gäddan 6. Possessions will take place on 1 February 2013.

### Investments and projects in progress

There were investments to the order of SEK 600 million in the property portfolio. Authorised investments in projects in progress totalled SEK 1,495 million, of which SEK 470 million had been invested at the end of the year. The biggest project in progress is the new construction and renovation of the Landsdomaren property in Lund for Psykiatri Skåne. The investment totals SEK 895 million including land acquisition, SEK 730 million without the land. The project involves 30,000 sq.m. lettable space. The Media Evolution City project in the Dockan area of Malmö is continuing and has expended SEK 159 million of the project total of SEK 193 million. At Dockan in Malmö we have started the Fören project (property designation Gångtappen 2), an office project covering 9,300 sq.m. The investment is estimated at SEK 263 million.

**PROJECTS IN PROGRESS > SEK 50 MILLION, 31 DECEMBER 2011**

Property	Category	Area	Completed	Lettable area, sq.m.	Occupancy rate, %	Estimated investment	Expended 31-12-2011
Ubåten 2	Office	Malmö	Q1 2012	7,500	80	193	159
Landsdomaren 6	Care	Lund	Q3 2013	30,000	100	730	128
Gängtappen 2	Office	Malmö	Q1 2013	9,300	-	263	56
Rubinen 1	Ind/Wareh.	Hbg	Q4 2012	8,500	100	74	0
Kroksabeln 20	Ind/Wareh.	Hbg	Q3 2012	4,400	100	50	23
<b>Total</b>				<b>59,700</b>		<b>1,310</b>	<b>366</b>

## Changes in values in properties

Malmöbryggan Fastighetsekonomi AB and Savills Sweden AB have valued all of Wihlborgs' properties in Sweden. The values of the properties are individually considered to correspond to the market value of the respective property. In Denmark the properties have been valued by DTZ.

The valuation has meant that the property value has increased by SEK 515 million (551). Yield requirements have been unchanged during the year. As of 31 December 2011, the net value of properties amounted to SEK 18,046 million.

**CHANGE IN BOOK VALUE OF PROPERTIES**

Change	Group total, SEKm
Book value 1 January 2011	16,678
Acquisitions	466
Investments	600
Properties sold	-206
Change in value	515
Currency translations	7
Book value 31 December 2011	18,046

## Property portfolio as of 31 December 2011

The summaries on pages 6 and 7 are based on Wihlborgs' property portfolio as of 31 December 2011. Rental income relates to contracted rental income on an annual basis as of 1 January 2012.

The surplus ratio is based on the properties' earning capacity on an annual basis based on rental income for January 2012, operating and maintenance costs, property administration on a rolling twelve-month basis, property tax and leasehold rent.

Wihlborgs' property portfolio consists of commercial properties in the Öresund region, located in Malmö, Helsingborg, Lund and Copenhagen. The property portfolio as of 31 December 2011 consisted of 247 properties with a lettable space of approx. 1,365,000 sq.m. 15 of the properties are owned with leasehold rights.

The properties' book value was SEK 18,046 million, which corresponds to the estimated market value. The total rental value was SEK 1,579 million and contracted rental income on an annual basis SEK 1,444 million.

The financial occupancy rate for offices/retail was 93 per cent and for industry/warehouses 90 per cent. The properties in Malmö and Helsingborg accounted for 84 per cent of total rental value and 81 per cent of the properties' book value. The rental value of office/retail together with industry/warehouses totalled 72 and 27 per cent respectively of total rental value.

The surplus ratio, excluding property administration, from managed properties is SEK 1,097 million which, with a value of SEK 16,861 million means a current yield of 6.5 per cent. When broken down according to property category this is 6.1 per cent for offices/retail and 8.2 per cent for industry/warehouses.

## Equity

As of 31 December equity totalled SEK 5,600 million (5,206) and the equity/assets ratio 30.1 per cent (30.5).

## Interest-bearing liabilities

The group's interest-bearing liabilities as of 31 December amounted to SEK 10,488 million (9,937) with an average interest rate including costs for credit agreements of 3.62 per cent (3.57).

With consideration to the company's net debt of SEK 10.5 billion, defined as the total amount of borrowings, as a percentage of property values, the net debt ratio is 58.1 per cent (59.6).

The loans' average fixed interest period including effects of derivatives on 31 December 2011 amounted to 66 months (26). The average period during which the capital is tied up, including credit promises, amounted to 4.5 years (4.5).

Wihlborgs adjusted the fixed-interest loan liability during the year. A summary of the terms is shown below.

**DERIVATIVES PORTFOLIO 31 DECEMBER 2011**

SEKm				
Amount	Interest 1, % <sup>1</sup>	can be closed	Interest 2, % <sup>2</sup>	End date
<b>Closable swaps</b>				
1,000	3.95	quarterly	3.95	2021
500	3.83	quarterly	3.83	2021
500	1.25	March 2012	2.63	2026
500	1.79	April 2012	2.66	2026
500	2.33	May 2012	2.33	2026
500	1.15	January 2013	2.58	2027
1,000	1.96	August 2014	1.96	2021
<b>Interest rate swaps</b>				
2,000	2.70			2021
<b>Threshold swap</b>				
1,000	3.07	Threshold 4.75		2021
<b>Yield curve swaps</b>				
500		Discount 1.18 %		2013

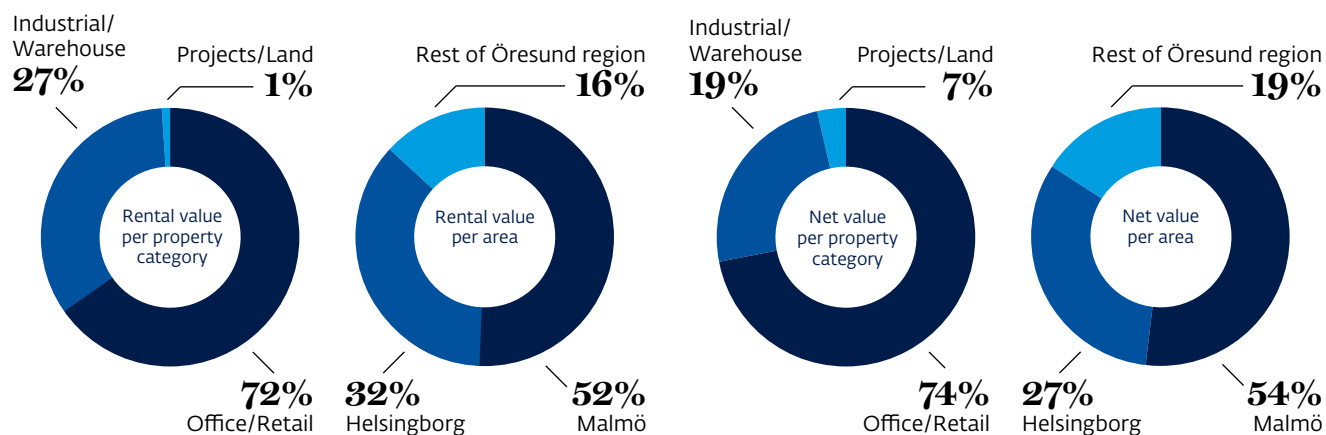
<sup>1</sup> Current interest rate paid, Wihlborgs receives 90 days Stibor.

<sup>2</sup> Interest rate paid after date in previous column, Wihlborgs receives 90 days Stibor.

*Continues on page 8.*



Bang & Olufsen is one of our tenants at Dockan in Malmö, the property Skrovet 5.



#### DISTRIBUTION OF LETTABLE SPACE PER AREA AND PROPERTY CATEGORY

Sq.m.

Area	Offices	Retail	Industry/Wareh.	Education/Care	Other	Total	Proportion, %
Malmö	274,071	28,895	242,590	48,756	24,129 <sup>2</sup>	618,440	45.3
Helsingborg	151,387	52,325	253,628	19,592	27,472 <sup>1</sup>	504,403	36.9
Rest of Öresund region	155,597	10,428	59,134	5,122	12,046	242,327	17.8
<b>Total</b>	<b>581 054</b>	<b>91,647</b>	<b>555,352</b>	<b>73,470</b>	<b>63,647</b>	<b>1,365,170</b>	<b>100.0</b>
<b>Proportion, %</b>	<b>42.6</b>	<b>6.7</b>	<b>40.7</b>	<b>5.4</b>	<b>4.7</b>		

1. Other space Helsingborg includes 5,390 sq.m. residential and 13,158 sq.m. hotels.

2. Other space Malmö includes 10,275 sq.m. hotels.

**DISTRIBUTION PER PROPERTY CATEGORY WITHIN EACH AREA**

Area/ property category	No. of properties	Space, area sq.m '000	Book value, SEKm	Rental value, SEKm	Rental value, SEK/sq.m.	Financial occupancy rate, %	Rental income, SEKm	Operating profit incl. property- admin., SEKm	Operating profit rate, %	Operating profit excl. property- admin., SEKm	Yield excl. property- admin., %
<b>MALMÖ</b>											
Office/Retail	41	363	7,747	635	1,751	95	600	450	75	468	6.0
Industry/Warehouse	49	238	1,450	178	747	87	154	105	68	112	7.7
Projects & Land	26	18	615	10	582	-	3	-2	-	-1	-
<b>Total Malmö</b>	<b>116</b>	<b>618</b>	<b>9,812</b>	<b>823</b>	<b>1,331</b>	<b>92</b>	<b>757</b>	<b>553</b>	<b>73</b>	<b>579</b>	<b>5.9</b>
<b>HELSINGBORG</b>											
Office/Retail	34	176	2,969	273	1,555	97	264	188	71	197	6.6
Industry/Warehouse	56	321	1,801	226	705	91	207	145	70	154	8.6
Projects & Land	12	7	74	3	366	-	1	-1	-	-1	-
<b>Total Helsingborg</b>	<b>102</b>	<b>504</b>	<b>4,844</b>	<b>502</b>	<b>997</b>	<b>94</b>	<b>472</b>	<b>332</b>	<b>70</b>	<b>351</b>	<b>7.2</b>
<b>REST OF ÖRESUND REGION</b>											
Office/Retail	20	180	2,641	228	1,254	84	191	133	70	145	5.5
Industry/Warehouse	8	45	253	26	568	92	24	20	84	21	8.3
Projects & Land	1	17	496	0	0	-	0	-1	-	0	-
<b>Total rest of Öresund region</b>	<b>29</b>	<b>242</b>	<b>3,390</b>	<b>254</b>	<b>1,039</b>	<b>85</b>	<b>215</b>	<b>152</b>	<b>71</b>	<b>165</b>	<b>4.9</b>
<b>Total Wihlborgs</b>	<b>247</b>	<b>1,365</b>	<b>18,046</b>	<b>1,579</b>	<b>1,156</b>	<b>91</b>	<b>1,444</b>	<b>1,038</b>	<b>72</b>	<b>1,095</b>	<b>6.1</b>
<b>Total excluding projects and land</b>	<b>208</b>	<b>1,323</b>	<b>16,861</b>	<b>1,566</b>	<b>1,182</b>	<b>92</b>	<b>1,440</b>	<b>1,041</b>	<b>72</b>	<b>1,097</b>	<b>6.5</b>

**RENTAL CONTRACT TERMS, 31 DECEMBER 2011**

Year due	No. agreements	Lettable space, '000 sq.m.	Rental income, SEKm	Proportion, %
<b>COMMERCIAL RENTAL AGREEMENTS</b>				
2012	441	208	193	14
2013	679	239	275	20
2014	405	283	331	23
2015	223	176	232	17
2016	62	79	104	7
2017	36	43	53	4
>2017	51	131	216	15
<b>Total commercial rental agreements</b>	<b>1,897</b>	<b>1,160</b>	<b>1,404</b>	<b>100</b>
Residential rental agreements	64	5	5	
Car parks and other	521	0	35	
<b>Total</b>	<b>2,482</b>	<b>1,165</b>	<b>1,444</b>	

As of 31 December Wihlborgs holds different interest rate derivatives. Cancellable swaps of totally SEK 4.5 billion with a maturity varying between 9.1 years and 15.0 years, 2 billion in a 10-year fixed interest rate swap, one threshold swap of SEK 1 billion with a maturity of 10 years and CMS steepener swaps of SEK 0.5 billion with a maturity of 1.5 years.

Our new derivatives positions have given us a lower risk level in the loan portfolio. However, a continued fall in long-term market rates has meant that the deficit value of Wihlborgs' derivatives portfolio increased from SEK 85 million to SEK 421 million, representing a negative value change of SEK 336 million. This value change does not affect cash flow. When the term of derivatives expires, the value is always zero.

In December Wihlborgs used a new method of financing through its co-owned finance company Svensk Fastighetsfinansiering AB and borrowed SEK 289 million in a three-year bond program.

#### STRUCTURE OF INTEREST AND LOAN MATURITIES AS OF 31 DECEMBER 2011

Matures, year	Interest maturity		Loan maturity		
	Loan amount, SEKm	Av. Interest rate, %	Credit agreements	Utilised, SEKm	Unutilised, SEKm
2012	4,090	2.77	0	0	0
2013	0	-	611	451	160
2014	1,178	3.26	6,050	5,997	53
2015	0	-	0	0	0
2016	0	-	3,822	3,246	576
>2016	5,220	4.31	794	794	0
<b>Total</b>	<b>10,488</b>	<b>3.59</b>	<b>11,277</b>	<b>10,488</b>	<b>789</b>

## Liquid assets

The Group's liquid assets totalled SEK 281 million (250) including unutilised overdraft facilities.

## Employees

At the end of the period Wihlborgs employed 87 people (86), 27 of whom as caretakers. There were 55 employees in Malmö, 22 in Helsingborg, 6 in Lund and 4 in Copenhagen. The average age was 48 and the proportion of women was 36 per cent.

## Parent company

The parent company owns no properties, but deals with questions relating to the stock market and joint Group functions for administration, management and borrowing. The parent company has invested SEK 215 million (444), primarily in shares in subsidiaries.

The parent company's income statement and balance sheet are on page 14 and 15.

## Largest shareholders in Wihlborgs as of 31 Dec 2011

On 23 May Wihlborgs implemented a 2:1 share split. This meant that

every old share was replaced by two new ones, as the number of shares was increased from 38,428,364 to 76,856,728.

The three largest shareholders in Wihlborgs are Brinova Fastigheter AB, 10.1 per cent, Handelsbanken Funds, 3.2 per cent, and Tibia Konsult AB owned by Sten K Johnson, 3.0 per cent.

The number of shareholders was 25,603, a decrease by 700 shareholders since the end of 2010. The proportion of registered ownership abroad amounted to 37.4 per cent, which is in line with the number at earlier year-end.

#### LARGEST SHAREHOLDERS IN WIHLBORGS ON 31 DEC 2011

Shareholders	Number of shares, thousands	Share of capital, %
Brinova	7,734	10.1
Handelsbanken Funds	2,496	3.3
Tibia Konsult AB	2,327	3.0
SEB Funds	2,307	3.0
Länsförsäkringar Funds	1,633	2.1
Skandia Funds	1,558	2.0
Qviberg Family	1,406	1.8
Robur Funds	1,187	1.5
Second AP Fund	930	1.2
Lannebo Funds	847	1.1
Other shareholders registered in Sweden	25,660	33.5
Other shareholders registered abroad	28,771	37.4
<b>Total number of registered shares</b>	<b>76,856</b>	<b>100.0</b>

## Significant risks and uncertainty factors

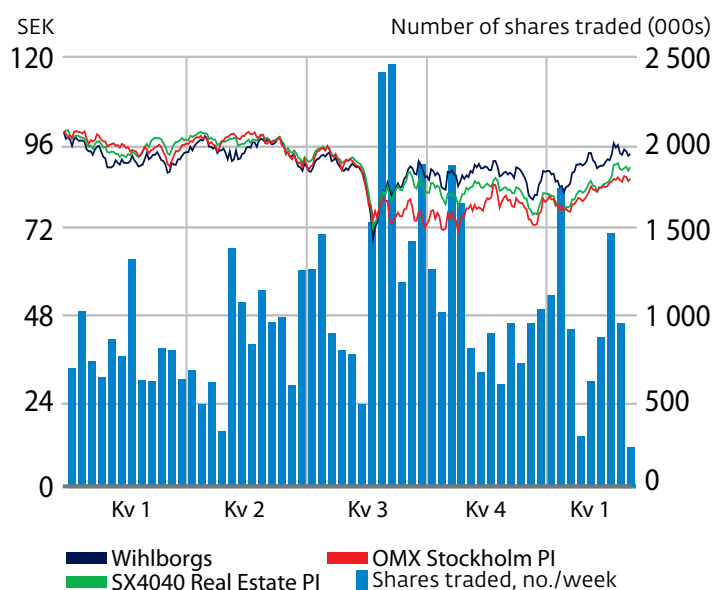
Wihlborgs operations, financial status and profit are affected by a number of risk factors. Risks that have a decisive influence on the Group's profit trend are variations in rental income, interest rate changes, costs, property valuations and taxes. There is also the risk relating to cash flow and borrowing. There is a comprehensive description of the risks facing the Group on pages 77-80 and 99-100 of the annual report for 2010.

## Accounting policies

Wihlborgs applies International Financial Reporting Standards (IFRS), which are issued by the International Accounting Standards Board (IASB), as well as IFRIC interpretations as adopted by the EU. The interim report was prepared in accordance with IAS 34 Interim Financial Reporting. The Group has also applied the Swedish Financial Accounting Standards Council's recommendation RFR 1, Supplementary Rules for Consolidated Financial Statements. The accounting policies and methods of calculations are the same as were applied in the latest annual report.



## Development of share price 03-01-2011 - 31-01-2012



## Adjusted financial objectives

Wihlborgs has decided to adjust its financial objectives as from 2012 as follows:

### Equity/assets target

New	Old
At least 30 %	At least 25 per cent, no more than 35 per cent

### Leverage

New	Old
No higher than 60 %	-

The adjusted financial objectives should be seen as a reinforcement of the existing financial objectives ahead of the company's future growth. There are no changes in Wihlborgs' financial obligations to lenders.

## Proposal for dividend and repurchase

The Board of Directors will submit proposals to the annual general meeting on the following for approval:

- a dividend of SEK 3.75 (3.50) per share which corresponds to SEK 288m. The proposal means an increase of 7 per cent by comparison with the previous year. The proposal also follows Wihlborgs' dividend policy that the dividend shall comprise 50 per cent from the continuous management and 50 per cent of the realised profit from property sales that are subject to 26.3 per cent standard tax,
- to give the Board the authority up to the next AGM to acquire and assign Wihlborgs' shares corresponding to a maximum of 10 per cent of the remaining shares,
- to give the Board the authority up to the next AGM to decide on a new issue corresponding to a maximum of 10 per cent of the remaining shares.

## Forthcoming reports

**26 Mar 2012** Annual Report on the Web

**26 Apr 2012** Interim report Jan-Mar

**26 Apr 2012** General Annual Meeting

**6 July 2012** Interim report Jan-Jun

**25 Oct 2012** Interim report Jan-Sep

Malmö, 7 February 2012

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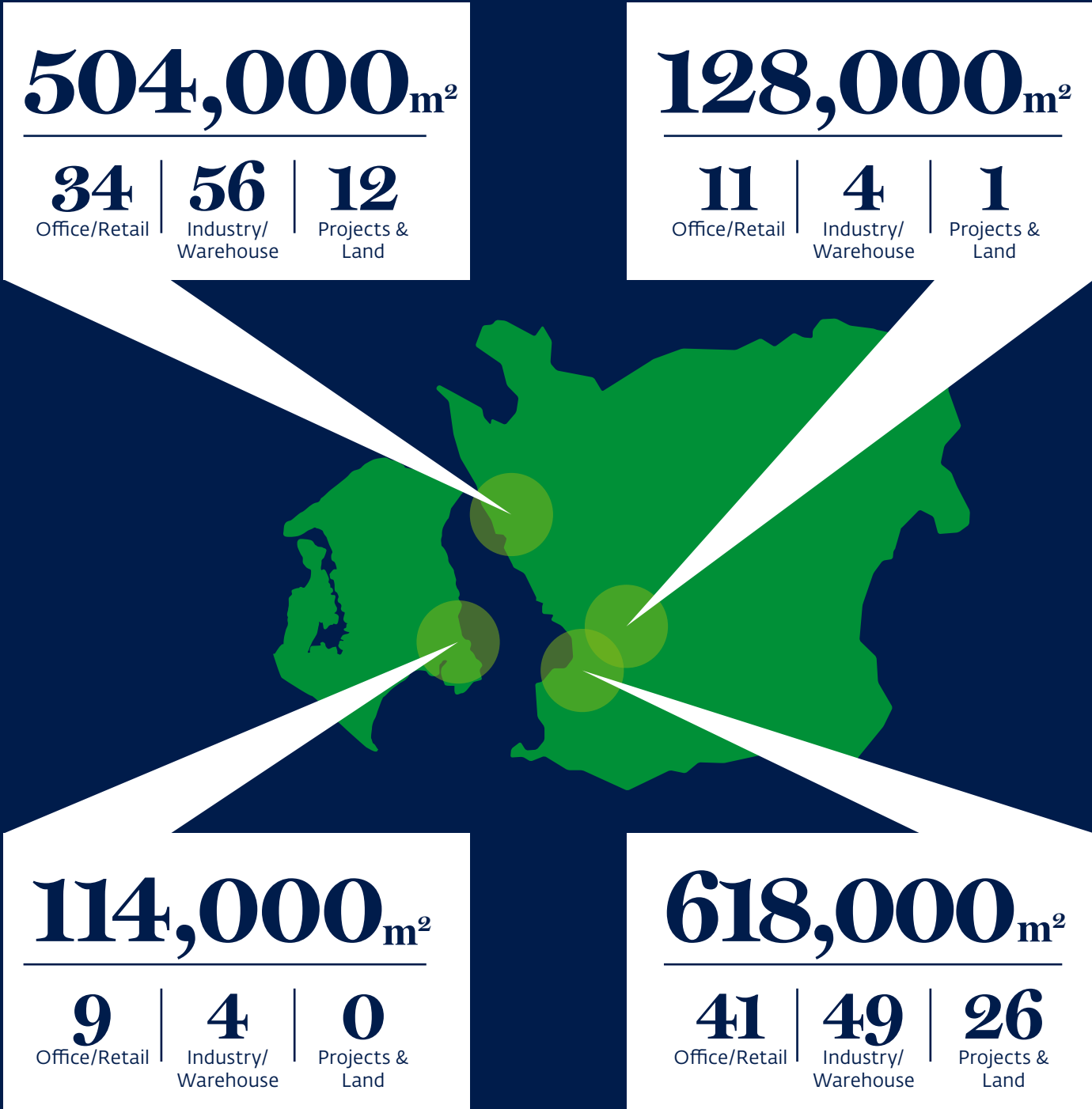
Christer Johansson, CFO.

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*This year-end financial statement has not been examined by the company's auditors.*



In the winterdarkness, the property Slagthuset lights up like a diamond.





A digital image of the reconstruction of Landsdomaren 6 in Lund.

**PROPERTY ACQUISITIONS AND SALES JANUARY–DECEMBER 2011**

Property	Municipality	Management area	Category	Area, sq.m.	Price, SEKm	Op. surplus 2011, SEKm
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**PROPERTY ACQUISITIONS QUARTER 3**

Ellekær 2-4	Herlev	Copenhagen	Office/retail	4,828		
<b>Acquisitions Jan-Sep 2011</b>				<b>4,828</b>	<b>19</b>	<b>1.2</b>

**PROPERTY ACQUISITIONS QUARTER 4**

Forskaren 3	Lund	Lund	Office/retail	11,253		
Marielundsvej 29	Herlev	Copenhagen	Industry/Wareh.	4,442		
Spännbucklan 9	Malmö	Fosie	Industry/Wareh.	6,800		
Zirkonen 2	Helsingborg	Berga	Industry/Wareh.	4,628		
<b>Acquisitions Oct-Dec 2011</b>				<b>27,123</b>	<b>447</b>	<b>3.1</b>
<b>TOTAL ACQUISITIONS 2011</b>				<b>31,951</b>	<b>466</b>	<b>4.3</b>

**PROPERTY SALES QUARTER 1**

Söderarm 11	Malmö	N Hamnen/Arlöv	Industry/Wareh.	17,508		
Tågarp 16:25	Burlöv	N Hamnen/Arlöv	Industry/Wareh.	2,192		
Tågarp 16:26	Burlöv	N Hamnen/Arlöv	Industry/Wareh.	2,616		
Åkarp 1:83	Burlöv	N Hamnen/Arlöv	Industry/Wareh.	1,114		
<b>Sales Jan-Sep 2011</b>				<b>23,430</b>	<b>95</b>	<b>0.6</b>

**PROPERTY SALES 4**

Mollberg 1	Helsingborg	Helsingborg Centre	Office/retail	8,057		
Bulten 1	Älmhult	Other locations	Industry/Wareh.	2,311		
Mjölet 9	Kristianstad	Other locations	Industry/Wareh.	1,142		
Ögonmättet 3	Tingsryd	Other locations	Industry/Wareh.	1,140		
<b>Property sales Oct-Dec 2011</b>				<b>12,650</b>	<b>111</b>	<b>6.1</b>
<b>TOTAL SALES 2011</b>				<b>36,080</b>	<b>206</b>	<b>6.7</b>

**CONSOLIDATED INCOME STATEMENT**

SEKm	2011 Oct-Dec 3 months	2010 Okt-Dec 3 months	2011 Jan-Dec 12 months	2010 Jan-Dec 12 months
Rental income	353	337	1,445	1,294
Operating costs	-56	-61	-211	-206
Repairs and maintenance	-21	-17	-64	-50
Property tax	-16	-14	-66	-62
Leasehold rent	-1	-2	-5	-4
Property administration	-16	-11	-57	-51
<b>Operating surplus</b>	<b>243</b>	<b>232</b>	<b>1,042</b>	<b>921</b>
Other income	3	0	5	0
Central administration	-10	-9	-38	-33
Net interest income	-88	-75	-350	-278
Profit from joint ventures/other participations	-3	-4	-3	-6
<b>Income from property management</b>	<b>145</b>	<b>144</b>	<b>656</b>	<b>604</b>
Change in value of properties	172	232	515	551
Change in value of derivatives	-129	113	-336	52
<b>Pre-tax profit</b>	<b>188</b>	<b>489</b>	<b>835</b>	<b>1 207</b>
Current tax	2	2	-4	-4
Deferred tax	-30	-143	-166	-281
<b>Profit for the period<sup>1</sup></b>	<b>160</b>	<b>348</b>	<b>665</b>	<b>922</b>
Earnings per share, SEK <sup>2,3</sup>	2.08	4.53	8.65	12.05
Number of shares at end of period, thousands	76,857	76,857	76,857	76,857
Average number of shares, thousands	76,857	76,857	76,857	76,492

**COMPREHENSIVE INCOME FOR THE GROUP**

SEKm	2011 Oct-Dec 3 months	2010 Okt-Dec 3 months	2011 Jan-Dec 12 months	2010 Jan-Dec 12 months
<b>Profit for the period</b>	<b>160</b>	<b>348</b>	<b>665</b>	<b>922</b>
OTHER TOTAL PROFIT/LOSS				
Translation differences for international activities, including tax	-4	-2	-2	-16
<b>Total comprehensive income for the period<sup>1</sup></b>	<b>156</b>	<b>346</b>	<b>663</b>	<b>906</b>

1. The entire profit/comprehensive income is attributable to the parent company's shareholders.

2. Key ratios per share have been calculated based on a weighted average number of shares during the period. There are no outstanding subscription options, convertibles or other potential ordinary shares to take into consideration.

3. A conversion has been done for the share split 2:1 which was conducted during May 2011.

**HISTORICAL SUMMARY OF LAST EIGHT QUARTERS**

SEKm	Q4 2011	Q3 2011	Q2 2011	Q1 2011	Q4 2010	Q3 2010	Q2 2010	Q1 2010
Rental income	353	365	363	364	337	318	321	318
Operating costs	-56	-41	-47	-67	-61	-39	-44	-62
Repairs and maintenance	-21	-16	-14	-13	-17	-11	-11	-11
Property tax	-16	-17	-17	-16	-14	-17	-16	-15
Leasehold rent	-1	-2	-1	-1	-2	0	-1	-1
Property administration	-16	-15	-13	-13	-11	-14	-14	-12
<b>Operating surplus</b>	<b>243</b>	<b>274</b>	<b>271</b>	<b>254</b>	<b>232</b>	<b>237</b>	<b>235</b>	<b>217</b>
Income from property management	145	176	173	162	144	158	158	144
Surplus ratio, %	68.8	75.1	74.7	69.8	68.8	74.5	73.2	68.2
Yield, %	5.5	6.4	6.4	6.1	5.8	6.3	6.3	6.0
Equity/assets ratio, %	30.1	30.6	30.7	31.3	30.5	30.4	29.2	30.8
Return on equity, %	11.6	8.6	13.0	16.1	27.7	25.9	12.9	10.6
Earnings per share, SEK	2.08	1.51	2.28	2.78	4.53	3.97	1.94	1.59
Cash flow per share, SEK	1.95	2.26	2.24	2.08	1.90	2.03	2.04	1.88
Equity per share II, SEK	92.04	89.74	87.85	88.44	85.12	78.83	74.32	75.17
Market value as % of Equity II	98.9	97.2	104.2	106.3	114.5	117.7	99.9	101.4

The above key ratios are based on the results for each quarter. The yield and the return on equity have been converted into annual figures without taking account of seasonal variations.

**CONSOLIDATED BALANCE SHEET**

SEKm	31-12-2011	31-12-2010
<b>ASSETS</b>		
Managed properties	18,046	16,678
Other fixed assets	234	160
Current receivables	97	75
Liquid assets	206	175
<b>Total assets</b>	<b>18,583</b>	<b>17,088</b>
<b>EQUITY AND LIABILITIES</b>		
Equity	5,600	5,206
Deferred tax liability	1,474	1,336
Other long-term liabilities	10,959	8,248
Current liabilities	550	2,298
<b>Total equity &amp; liabilities</b>	<b>18,583</b>	<b>17,088</b>

**CONSOLIDATED STATEMENT OF CHANGES IN EQUITY**

Mkr	Jan-Dec 2011	Jan-Dec 2010
<b>Total equity at beginning of period</b>	5,206	4,417
<i>Equity attributable to parent company's shareholders</i>		
Opening amount	5,206	4,417
Dividend paid	-269	-259
Sale of own shares	-	142
Profit for the period	665	922
Other comprehensive income	-2	-16
<b>Closing amount</b>	<b>5,600</b>	<b>5,206</b>
<i>Equity attributable to minority shares</i>	-	-
<b>Total equity at end of period</b>	<b>5,600</b>	<b>5,206</b>

**CONSOLIDATED CASH FLOW STATEMENT**

SEKm	Jan-Dec 2011	Jan-Dec 2010
<i>Operating activities</i>		
Operating surplus	1,042	921
Other income	5	-
Central administration	-38	-33
Reversal of depreciation	1	1
Net financial items paid	-348	-274
Income tax paid	-4	-7
Change in other working capital	29	25
<b>Cashflow from operating activities</b>	<b>687</b>	<b>633</b>
<i>Investment activities</i>		
Acquisition of participations in Group companies	-413	-960
Sale of participations in Group companies	169	237
Investments in and acquisitions of properties	-645	-1 152
Sales of properties	23	17
Change in other non-current assets	-79	-10
<b>Cash flow from investment activities</b>	<b>-945</b>	<b>-1,868</b>
<i>Financing activities</i>		
Dividend paid	-269	-259
Sale of own shares	-	142
Turnover in derivatives	9	30
Change in borrowing	556	1,225
Change in other long-term liabilities	-7	-9
<b>Cash flow from financing activities</b>	<b>289</b>	<b>1,129</b>
<b>Cash flow for the period</b>	<b>31</b>	<b>-106</b>
<b>Opening cash flow</b>	<b>175</b>	<b>281</b>
<b>Closing cash flow</b>	<b>206</b>	<b>175</b>

**CONSOLIDATED SEGMENT REPORTING JAN - DEC**

SEKm	Malmö		Helsingborg		Rest of Öresund		Total	
	2011	2010	2011	2010	2011	2010	2011	2010
Rental income	761	701	469	417	215	176	1,445	1,294
Property costs	-205	-195	-138	-127	-60	-51	-403	-373
Operating surplus	556	506	331	290	155	125	1,042	921

In the Group's internal reporting, activities are divided into the above segments, which are the same as described in the latest annual report. The total operating surplus shown above corresponds with the operating surplus recorded in the income statement. The difference between the operating surplus of SEK 1,042 million (921) and the pre-tax profit of SEK 835 (1,207) consists of other income of SEK 5 million (-), central administration of SEK -38 million (-33), net financial income of SEK -353 million (-284) excl. changes in value and changes in value of properties and derivatives of SEK 179 million (603).

**PARENT COMPANY'S INCOME STATEMENT**

SEKm	Jan-Dec 2011	Jan-Dec 2010
Income	86	80
Expenses	-106	-101
<b>Operating profit</b>	<b>-20</b>	<b>-21</b>
Financial income	677	728
Financial expenses	-747	-319
<b>Pre-tax profit</b>	<b>-90</b>	<b>388</b>
Tax	68	-7
<b>Profit for the period</b>	<b>-22</b>	<b>381</b>
Other comprehensive income	0	0
<b>Comprehensive income for the period</b>	<b>-22</b>	<b>381</b>

## Definitions

**FINANCIAL****Return on equity**

Profit for the period as a percentage of average shareholders' equity excluding minority shares. In interim reports the return is converted to its annualised value without taking account of seasonal variations.

**Return on total capital**

Profit before tax plus interest expenses and value changes of derivatives as a percentage of average balance sheet total. In interim reports the return is converted to its annualised value without taking account of seasonal variations.

**Equity/assets ratio**

Shareholders' equity as a percentage of balance sheet total.

**Interest coverage ratio**

Property management increased by interest costs divided by interest costs.

**Leverage properties**

Borrowings as a percentage of book value of the properties.

**Debt/equity ratio**

Interest-bearing liabilities divided by shareholders' equity.

**SHARE-RELATED****Earnings per share**

Profit for the period divided by average number of outstanding shares.

**Earnings per share before tax**

Profit before tax divided by average number of outstanding shares.

**Operating earnings per share**

This is management result divided by the average number of outstanding shares.

**Cash flow from operations before change in working capital per share**

Cash flow from operations less current tax before change in working capital in relation to the average no. of shares.

**Equity per share I**

The parent company's shareholders' share of the equity at the end of year in relation to the number of shares at period end.

**Equity per share II**

Calculated as Equity per share I, but not charged with deferred tax. Equity is increased by the addition of the carrying amount for deferred tax.

**Direct yield from shares**

Proposed dividend as a percentage of the stock exchange market value at the year end.

**The share's total yield**

The share's growth and actual dividend in relation to the market value at the beginning of the year.

**P/E-ratio I, times**

The market value per share divided by the profit per share. The conversion has been carried out to full-year basis without taking account of seasonal variations.

**P/E-ratio II, times**

The market value divided by the income from property management loaded with 26.3 percent tax, per share. The conversion has been carried out to full-year basis without taking account of seasonal variations

**PROPERTY RELATED**

The key figures are based on property stocks at the end of each quarter.

**No. of properties**

Total number of properties owned by Wihlborgs at the end of the period.

**Carrying amount of properties**

Carrying amount of the Group's property portfolio at the end of the period.

**Lease value**

Lease income plus estimated market rent on unrented areas.

**Yield**

Net operating income as a percentage of the book value of the properties at period end.

**Lettable area**

Total area that is available to let.

**Rental income per m<sup>2</sup>**

Annualized rental income divided by lettable area.

**Net operating income per m<sup>2</sup>**

Net operating income divided by lettable area.

**Financial occupancy rate**

Rental income as a percentage of rental value.

**Surplus ratio**

Net operating income as a percentage of rental income.

**PARENT COMPANY'S BALANCE SHEET**

SEKm	31-12-2011	31-12-2010
Participations in Group companies	3,993	3,854
Receivables from Group companies	9,783	8,637
Other assets	379	323
Cash and bank balances	204	173
<b>Total assets</b>	<b>14,359</b>	<b>12,987</b>
Equity	1,940	2,231
Liabilities to credit institutions	9,294	8,814
Liabilities to Group companies	2,620	1,792
Other liabilities	505	150
<b>Total equity and liabilities</b>	<b>14,359</b>	<b>12,987</b>

**KEY FIGURES FOR THE GROUP**

	Jan-Dec 2011	Jan-Dec 2010
<b>FINANCIAL</b>		
Return on equity, %	12.3	19.0
Return on total capital, %	8.6	9.0
Equity/assets ratio, %	30.1	30.5
Interest coverage ratio, multiple	2.8	3.1
Leverage properties, %	58.1	59.6
Debt/equity ratio, multiple	1.9	1.9
<b>SHARE-RELATED <sup>1</sup></b>		
Earnings per share, SEK	8.65	12.05
Earnings per share before tax, SEK	10.86	15.78
Operating earnings per share, SEK	8.54	7.90
Cashflow from operations before change in working capital per share, SEK	8.54	7.86
Equity per share I, SEK	72.86	67.74
Equity per share II, SEK	92.04	85.12
Market value per share, SEK	91.00	97.50
Dividend per share, SEK <sup>2</sup>	3.75	3.50
Yield from share, %	4.1	3.6
Total yield from share, %	-3.1	52.3
P/E-ratio I, multiple	10.5	8.1
P/E-ratio II, multiple	14.5	16.7
Number of shares at end of period, thousands	76,857	76,857
Average number of shares, thousands	76,857	76,492
<b>PROPERTY-RELATED</b>		
Number of properties	247	249
Book value of properties, SEKm	18,046	16,678
Yield, %		
– all properties	5.8	6.1
Yield, %		
– excl. project properties	6.2	6.3
Lettable space, sq.m.	1,365,170	1,369,064
Rental income, SEK per sq.m.	1,056	1,034
Operating surplus, SEK per sq.m.	760	741
Financial occupancy rate, %		
– all properties	91	93
Financial occupancy rate, %		
– excl. project properties	92	94
Surplus ratio, %	72	72
<b>EMPLOYEES</b>		
Number of employees at period end	87	86
Average number of employees	86	83

<sup>1</sup>A conversion has been done for the share split 2:1 which was conducted during May 2011.  
<sup>2</sup>Calculated only per calendar.



The clock on top of Knutpunkten helps Helsingborgs' citizens to be on time.

# Where job satisfaction is key

Through our commitment and our properties,  
we create conditions for strong growth for business  
in the Öresund region.



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