Wihlborgs Year-end report

ZUII
January- December

## Summary of the year

Rental income increased by 12 per The result for the year amounted cent to SEK 1,445 million (1,294) to SEK 665 million (922), corre-

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)

Group key figures, SEKm	2011 Oct-Dec	2010 Oct-Dec	2011 Jan-Dec	2010 Jan-Dec
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

- Interim report Jan-Mar 26 April 2012
- Annual General Meeting 26 April 2012
- Interim report Jan-Jun 6 july 2012
- 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

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 pretax profit is SEK 835 million, compared with SEK 1,207 million in

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

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

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 Själ-

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 ≥ 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 t	•	604
Pre-tax profit for the period	835	1,207
Profit for the period	665	922
PER SHARE, SEK		
Income from property management for t	he 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 Gängtappen 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 Psychiatry 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 Gängtappen 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
Landsdoma	ren 6 Care	Lund	Q3 2013	30,000	100	730	128
Gängtapper	o 2 Office	Malmö	Q1 2013	9,300	-	263	56
Rubinen 1	Ind/Wareh.	Hbg	Q4 2012	8,500	100	74	0
Kroksabeln	20Ind/Wareh	. Hbg	Q3 2012	4,400	100	50	23
Total				59,700		1,310	366

## 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 Danmark 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 con-tracted 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, %1	can be closed	Interest 2, % <sup>2</sup>	End date
Closable sw	/aps			
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
Interest rat	e swaps			
2,000	2.70			2021
Threshold s	wap			
1,000	3.07	Threshold 4.75		2021
Yield curve	swaps			
500		Discount 1.18 %		2013

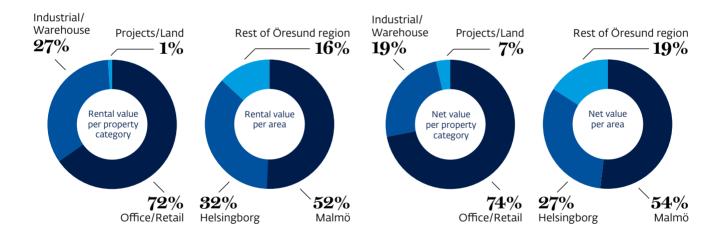
<sup>1</sup>Current interest rate paid, Wihlborgs receives 90 days Stibor.

<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.



Proportion, %	42.6	6.7	40.7	5.4	4.7		
Total	581 054	91,647	555,352	73,470	63,647	1,365,170	100.0
Rest of Öresund region	155,597	10,428	59,134	5,122	12,046	242,327	17.8
Helsingborg	151,387	52,325	253,628	19,592	27,472 <sup>1</sup>	504,403	36.9
Malmö	274,071	28,895	242,590	48,756	24,1292	618,440	45.3
Area	Offices	Retail	Industry/Wareh. Edu	cation/Care	Other	Total	Proportion, %
Sq.m.							

- 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.

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

RENTAL CONTRACT TERMS, 31 DEC	EMBER 2011			
Year due	No. agreements	Lettable space, '000 sq.m.	Rental income, SEKm	Proportion, %
COMMERCIAL RENTAL AGREEMEN	гs			
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
Total commercial rental agreement	s 1,897	1,160	1,404	100
Residential rental agreements	64	5	5	
Car parks and other	521	0	35	
Total	2,482	1,165	1,444	

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

	Interest m	naturity	Loan		
Matures, year	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
Total	10,488	3.59	11,277	10,488	789

## 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 o	of shares, thousands	Share of capital, %	
Brinova		7,734	10.1	
Handelsbanken Fu	nds	2,496	3.3	
Tibia Konsult AB		2,327	3,0	
SEB Funds		2,307	3.0	
Länsförsäkringar F	unds	1,633	2.1	
Skandia Funds		1,558	2.0	
<b>Qviberg Family</b>		1,406	1.8	
Robur Funds		1,187	1.5	
Second AP Fund		930	1.2	
Lannebo Funds		847	1.1	
Other shareholder registered in Swed	-	25,660	33.5	
Other shareholder registered abroad	·s	28,771	37.4	
Total number of				
registered shares	5	76,856	100.0	

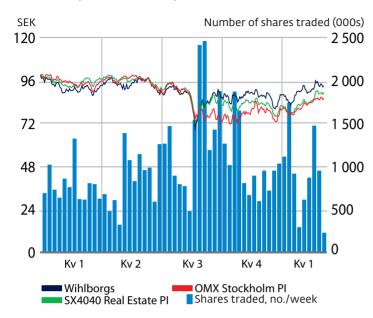
## Significant risks and uncertainty factors

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

 $26~{
m Apr}\,{
m 2012}$  General Annual Meeting

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

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

Malmö, 7 February 2012

Wihlborgs Fastigheter AB (publ)

Anders Jarl, CEO

For further information, please contact:

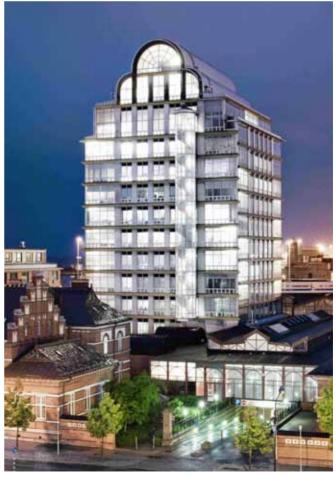
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This year-end financial statement has not been examined by the company's auditors.



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

504,000m<sup>2</sup>

34
Office/Retail

56
Industry/
Warehouse

12

Projects & Land 128,000m<sup>2</sup>

11 Office/Retail

Industry/ Warehouse Trojects 8

Projects & Land

114,000<sub>m<sup>2</sup></sub>

Office/Retail

Industry/ Warehouse

Projects & Land

618,000 m<sup>2</sup>

41
Office/Retail

49
Industry/
Warehouse

26
Projects & Land



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

PROPERTY ACQU	ISITIONS AND S	SALES JANUARY-DEC	EMBER 2011			
Property	Municipality	Management area	Category	Area, sq.m.	Price, SEKm	Op. surplus 2011,SEKn
PROPERTY ACQU	ISITIONS QUART	TER 3				
Ellekær 2-4	Herlev	Copenhagen	Office/retail	4,828		
Acquisitions Jan-	Sep 2011			4,828	19	1.2
PROPERTY ACQU	ISITIONS QUART	ΓER 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		
Acquisitions Oct-		27,123	447	3.1		
TOTAL ACQUISITIONS 2011				31,951	466	4.3
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		
Sales Jan-Sep 201	1			23,430	95	0.6
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		
Ögonmåttet 3	Tingsryd	Other locations	Industry/Wareh.	1,140		
Droporty calos Os	:t-Dec 2011			12,650	111	6.1
Property sales Of						

-4	-2	-2	-16
100	346	005	922
160	348	665	922
Oct-Dec 3 months	Oct-Dec 3 months	Jan-Dec 12 months	Jan-Ded 12 months
2011	2010	2011	2010
76,857	76,857	76,857	76,492
76,857	76,857	76,857	76,857
			12.05
160	348	665	922
-30	-143	-166	-281
2	2	-4	-4
188	489	835	1 207
-129	113	-336	52
172	232	515	551
145	144	656	604
-3	-4	-3	-6
-88	-75	-350	-278
-10	-9	-38	-33
		-	C
243	232	1.042	921
-16	-11	-57	-51
-1	-2	-5	-4
			-50 -62
			-206 -50
		,	1,294
3 months	3 months	12 months	12 months
Oct-Dec	Okt-Dec	Jan-Dec	2010 Jan-Ded
	3 months  353 -56 -21 -16 -1 -16  243 3 -10 -88 -3  145 172 -129  188 2 -30  160 2.08 76,857 76,857	Oct-Dec 3 months         Okt-Dec 3 months           353         337           -56         -61           -21         -17           -16         -14           -1         -2           -16         -11           243         232           3         0           -10         -9           -88         -75           -3         -4           145         144           172         232           -129         113           188         489           2         2           -30         -143           160         348           2.08         4.53           76,857         76,857           76,857         76,857           76,857         76,857           3 months         3 months	Oct-Dec 3 months         Okt-Dec 3 months         Jan-Dec 12 months           353         337         1,445           -56         -61         -211           -21         -17         -64           -16         -14         -66           -1         -2         -5           -16         -11         -57           243         232         1,042           3         0         5           -10         -9         -38           -88         -75         -350           -3         -4         -3           145         144         656           172         232         515           -129         113         -336           188         489         835           2         2         -4           -30         -143         -166           160         348         665           2.08         4.53         8.65           76,857         76,857         76,857           76,857         76,857         76,857           76,857         76,857         76,857           76,857         76,857         76,857      <

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

HISTORICAL SUMMARY OF LAST	EIGHT QUAR	TERS						
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
Operating surplus	243	274	271	254	232	237	235	217
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 entire print/complete invention is a structure to the parent company 3 statements.
 Experience in the period. There are no outstanding subscription options, convertibles or other potential ordinary shares to take into consideration.
 A conversion has been done for the share split 2:1 which was conducted during May 2011.

CONSOLIDATED BALANCE SHEET		
SEKm	31-12-2011	31-12-2010
ASSETS		
Managed properties	18,046	16,678
Other fixed assets	234	160
Current receivables	97	75
Liquid assets	206	175
Total assets	18,583	17,088
EQUITY AND LIABILITIES		
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
Total equity & liabilities	18,583	17,088

Mkr	Jan-Dec	Jan-Dec
	2011	2010
Total equity at beginning of period	5,206	4,417
Equity attributable to parent company's shareholders		
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
Closing amount	5,600	5,206
Equity attributable to minority shares	-	-
Total equity at end of period	5,600	5,206

CONSOLIDATED CASH FLOW STATEMEN	т	
SEKm	Jan-Dec	Jan-Dec
	2011	2010
Operating activities		
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
Cashflow from operating activities	687	633
Investment activities		
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
Cash flow from investment activities	-945	-1,868
Financing activities		
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
Cash flow from financing activities	289	1,129
Cash flow for the period	31	-106
Opening cash flow	175	281
Closing cash flow	206	175

#### **CONSOLIDATED SEGMENT REPORTING JAN - DEC**

SEKm	Mal	mö	Helsin	gborg	Rest of	Öresu	nd To	tal
	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 derivates of SEK 179 million (603).

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

### **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/eauity ratio

Interest-bearing liabilities divided by shareholders' equity.

#### SHARE-RELATED

#### Earninas 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 m2

Annualized rental income divided by lettable

#### Net operatina income per ma

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 3	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			
Total assets	14,359	12,987			
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			
Total equity and liabilities	14,359	12,987			



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

#### **KEY FIGURES FOR THE GROUP**

	Jan-Dec	Jan-Dec
	2011	2010
FINANCIAL		
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
SHARE-RELATED <sup>1</sup>		
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,	76.057	76 400
PROPERTY-RELATED	76,857	76,492
	247	240
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, %	31	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
- excl. project properties	92	94
Surplus ratio, %	72	72
EMPLOYEES		
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 v		
<sup>2</sup> Calculated only per calendar.		J,

## Where job satisfaction is key

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



wihlborgs.se

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