

# Wihlborgs' Interim report 2021

## January–September

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### CONTINUED RECOVERY OF THE OFFICE MARKET

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Rental income amounted to SEK 2,290\* million (2,323)

Operating surplus amounted to SEK 1,658 million (1,699)

Income from property management amounted to  
SEK 1,372 million (1,411)

Result for the period amounted to SEK 1,680 million (1,528),  
corresponding to earnings per share of SEK 10.93 (9.94)

EPRA NAV increased by 8 percent\*\* to SEK 159.68 (152.44)

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\* Of which early termination fee related to Ejby Industrivej 41 of SEK 64 million

\*\*Paid dividend of SEK 5.25 has been taken into account



# Wihlborgs

We aren't afraid of change. Being able to adapt to developments in society to remain relevant has always been our strength. Wihlborgs is growing and developing every day, especially during these challenging times. This is all so we can be the customer-centric, long-term and region-building company that we are.

## Our business concept

Specialising in efficient sub-markets in the Öresund region, Wihlborgs will develop and own commercial properties, as well as manage them in-house.

## Our business model

Our business model consists of two elements: property management and project development. We work continuously to improve our property portfolio by refining and developing existing properties, completing new projects and acquiring and selling properties. Strong financial results enable value growth and dividends to our shareholders.

## Our sustainability

Wihlborgs is to ensure the company's and region's long-term sustainable development. Our focus is on responsible business, commitment to the region and its community, being an attractive employer and sustainable properties.

## This is Wihlborgs

Wihlborgs is the leading property company in the Öresund region. Over 50,000 people have their workplace at one of our premises. People in Malmö, Lund, Helsingborg and Copenhagen all meet in city spaces designed by us, and our presence can also be felt in board rooms, club rooms and social forums as the Öresund region grows amid a wave of urban diversity and sustainability. This is our property company – Wihlborgs.

The region-builder and relations-builder. The book value of the company's properties totals SEK 47.7 billion, representing an annual rental value of SEK 3.3 billion. Wihlborgs' shares are listed on the Large Cap List of Nasdaq Stockholm.



Property value

**47.7**

SEK billion

Rental income

**2,290**

SEK million

Income property management

**1,372**

SEK million

## January–September 2021

| Group key figures, SEK m        | 2021<br>Jan-Sep | 2020<br>Jan-Sep |
|---------------------------------|-----------------|-----------------|
| Rental income                   | 2,290           | 2,323           |
| Operating surplus               | 1,658           | 1,699           |
| Income property management      | 1,372           | 1,411           |
| Changes in value of properties  | 591             | 422             |
| Changes in value of derivatives | 147             | -117            |
| Result for the period           | 1,680           | 1,528           |
| Earnings per share, SEK         | 10.93           | 9.94            |
| Surplus ratio, %                | 72              | 73              |
| Equity/assets ratio, %          | 41.5            | 38.4            |
| Occupancy rate, %*              | 92              | 91              |
| EPRA NRV per share, SEK         | 159.68          | 147.63          |

\*) Excluding Projects & Land.

## Financial targets

| Mål   | Outcome Q3 2021 |
|---|-----------------|
| ■ A return on equity that exceeds the risk-free interest rate by not less than six percentage points, which for the beginning of 2021 corresponds to 5.78 percent | 11.3            |
| ■ An equity/assets ratio of no less than 30 percent   | 41.5            |
| ■ An interest coverage ratio of no less than 2.0  | 6.7             |
| ■ The loan-to-value ratio is not to exceed 60 percent   | 48.2            |





## CEO's comments

# Our strategy delivers

In line with the easing of pandemic-related restrictions, we are now noting that most organisations are beginning to return to a way of working in which physical meetings are playing an increasingly large role and a growing focus can be placed on development. This does not mean that everything will run as it did prior to the pandemic, but we are noting a strong impetus to stimulate creativity and innovation in other ways than through digital meetings. We are focusing on being extremely sensitive to the needs of our tenants so that the product we are offering can help them to be successful. That is how we build on our own success, thereby contributing to a stronger region. We are also convinced that meetings create strong relationships.

### **Three of four of our largest leases to public-sector tenants**

The increase in activity that we noted as early as in the second quarter continued also in the third. Three of our four largest leases during the quarter have been to public-sector tenants, and two of them have chosen Ideon in Lund. At Ideon, the Swedish Social Insurance Agency are leasing 4,200 m<sup>2</sup> at the Cube property (Nya Vattentornet 4) and the Human Rights Institute have signed a lease for 1,300 m<sup>2</sup> in the Node property (Nya Vattentornet 2). At the same time, northeastern Lund continues to consolidate its position as a place where academia meets entrepreneurship, with Oatly having decided to locate their new research and innovation centre in a new building, Space (Kunskapen 1), which we are constructing for them, at Science Village. The demand for logistics areas

remains robust. During the quarter, we signed an agreement for 11,200 m<sup>2</sup> at Plåtförädlingen 11 in Helsingborg into which Boozt has already moved back in August.

### **Positive net lettings**

During the quarter, we signed 111 new agreements for a total rental value of SEK 65 million and this healthy trends appears to be continuing. High tenant activity also means that shifts in requirements can lead to terminations. Following a review conducted by Danske Bank concerning their organisation and need for operational premises in Copenhagen, we have agreed with them that they vacate the Ejby Industrivej 41 property with immediate effect, with an annual rent of SEK 29 million. In return, they are making a one-off payment to us of SEK 64 million. The rent level has been very low and communication links will further improve when the Greater Copenhagen Light Rail (Letbanen) opens a new station next door. Together with attractive planning permission opportunities, this means that there is extremely good potential for development and we are now working further with the property as a promising urban regeneration project.

Even taking this termination into account, numerous and favourable lettings have resulted in positive net lettings for another quarter. During the period, we recorded a total of 132,000 m<sup>2</sup> lettings, 143,000 m<sup>2</sup> terminations and positive total for net lettings of SEK 48 million. This manner of conducting business continues to leave me firmly confident that we are doing the right things in the right places.

We are continuing to invest in our project portfolio. In our largest new-build project, Kvar tetten (Pulpeten 5) in Hyllie/Malmö, we have signed the first leases with the co-working company Mindpark and the restaurant Spill. The presence of these tenants means that other tenants will receive an extraordinary offering in this building that will be certified in accordance with Zero CO<sub>2</sub>, Miljöbyggnad Guld and WELL. We are particularly pleased to achieve a Zero CO<sub>2</sub> certification as the result of smart choices in the project combined with energy efficiency enhancements and solar cell investments in other properties.

**”This manner of conducting business continues to leave me firmly confident that we are doing the right things in the right places.”**

#### **Property focus from a lifecycle perspective**

At Wihlborgs, we work systematically to continually reduce the impact our properties have on people and the environment and to make our properties more sustainable. As such, we also welcome the new EU taxonomy, which contributes to clarifying what can be called sustainable property management. At the same time, we note that the taxonomy favours new construction over the refurbishment of existing properties through its focus on high energy efficiency. However, from a lifecycle perspective, existing buildings generate the least emissions, which also needs to be highlighted through certification. This is an issue for which we and the industry need to continue to influence.

#### **Healthy prerequisites for continued stable growth**

Our strong results, strengthened by one-off payments, provide us with a historically strong balance sheet with an equity/assets ratio of 41.5 percent and a loan-to-value ratio of 48.2 percent. We want to use the balance sheet to do more business that help our tenants grow and increase our own cash flow. With a focus on core operations, we will also increase future earnings, quarter after quarter and year after year.

Uncertainty in terms of financial trends will always exist and no business is immune to heavy financial disruptions. However, I can conclude that Wihlborgs' business model has fared well during the rather extreme circumstances we have been faced with during the past 18 months. With that in mind, I see no obstacles for our future progress. We have every prerequisite in place for continued stable growth. Our strategy delivers.



Ulrika Hallengren, CEO

## Market comments

The government's easing of restrictions has entailed a normalising of society and the economy increasingly approaching a more normal growth rate. According to SEB Nordic Outlook, Sweden's GDP continues to surprise on the upside. In 2022, Sweden is expected to post GDP growth of 3.9 percent before declining closer to the long-term trend of 2.3 percent for 2023. In Denmark, the fast reopening has accelerated GDP growth and unemployment has fallen from 6 percent to 5 percent in just a few months. GDP growth of 4.1 percent is expected in 2022 before falling to 2.5 percent in 2023.

In its most recent Monetary Policy Report, the Riksbank (the Swedish Central Bank) has continued to signal an unchanged repo rate until the end of the third quarter of 2024. Bond holdings are expected to remain essentially unchanged in 2022, which entails new purchases to compensate for maturities. For the first time, the Riksbank's holding of covered bonds exceeds the bank's holding of government bonds.

The CPIF inflation figure reported by Statistics Sweden for August amounted to 2.4 percent. Moreover, the Riksbank expects it to continue rising to about 3 percent toward the end of the year, largely driven by higher energy prices. Adjusted for energy prices, inflation was 1.4 percent in August, up strongly from July and was due, in the Riksbank's assessment, to rising freight and commodity prices as well as shortages being passed on to consumers with consequent price increases. In Denmark, SEB expects inflation of 1.4% for 2022 and 1.7% for 2023.

The Øresundsinstittet's report, "Kontorsmarknaden i Öresund" ("Office Market in Öresund"), highlights the new office volumes coming in Malmö and Copenhagen, which amount to about 140,000 m<sup>2</sup> and 255,000 m<sup>2</sup> respectively in 2022–2023. It should be noted, however, that the larger part of additional space in Malmö is already let. The high level of construction activity has only resulted in marginally higher vacancy rates in Malmö, while the assessment of Newsec is that they are at a five-year high in Copenhagen. According to SEPREF's most recent consensus forecast, the top rent in Malmö remains unchanged at SEK 2,900/m<sup>2</sup>.

Nordea's report, "Regionala utsikter" ("Regional Outlook"), confirms that all regions in Sweden have put the crisis behind them and that South Sweden is the major metropolitan area that has best weathered the crisis. Continued robust growth in South Sweden will be driven by fewer long-term unemployed and population growth.

The major portfolio transactions led by Castellum/Kungsliden, Klöver/Corem and Akelius/Heimstaden dominated the transactionmarket. According to Pangea, the rolling 12 month transaction volume was a record at SEK 325 billion.

Comparative figures for income statement items relate to values for the corresponding period 2020 and balance sheet items as of 31-12-2020.

# Income, expenses and profits, January–September 2021

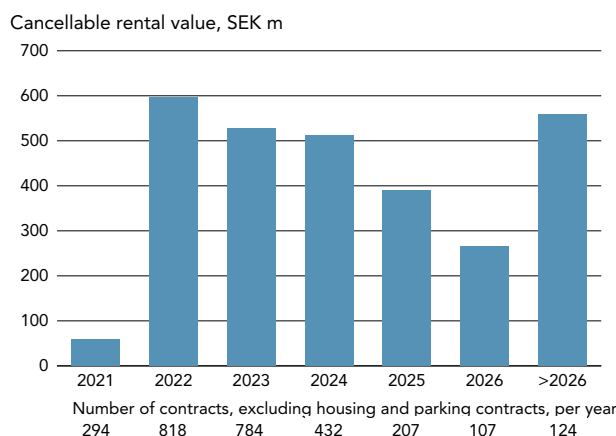
## Rental income

Rental income amounted to SEK 2,290 million (2,323), corresponding to a decline of 1 percent. Of the rental income, service income accounted for SEK 211 million (231) of which SEK 2 million (12) comprised supplementary billing as final settlement for costs in 2020. Income has been positively affected by compensation for early termination of leases in Ejby Industrivej 41 of SEK 64 million. Acquisitions and sales of properties had an impact of SEK -67 million (-6). Vacancies were SEK 58 million higher during the period compared with the year-earlier period. Discounts granted to tenants due to the ongoing Covid-19 situation had an impact of SEK -7 million (-14) on net rental income after taking into account expected state subsidy of SEK 3 million (4). Currency effects amounted to SEK -17 million (0) for the period. The additional increase in income of 3 percent arose as a result of completed projects, renegotiations, new lettings and the indexation of contracts.

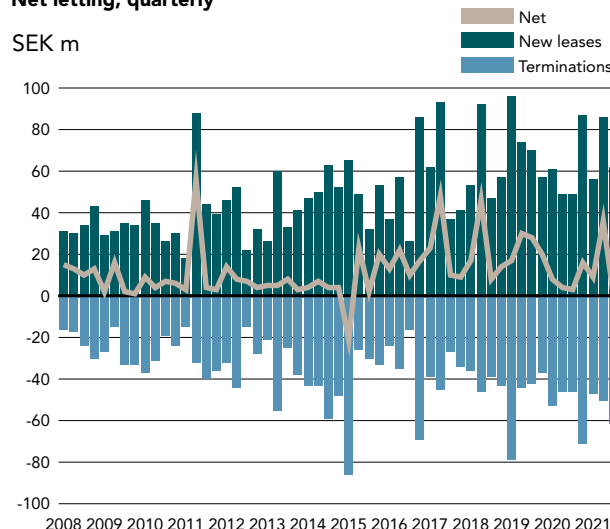
At the end of the period the occupancy rate for investment properties, excluding Projects & Land, is 92 percent which is one percentage point higher compared with year-end.

During the period new leases were signed to a value of SEK 207 million (159) on an annualized basis. Lease terminations totalled SEK 159 million (144). This represents a net letting of SEK 48 million (15).

## Terms of Wihlborgs' contracts per 30 September 2021



## Net letting, quarterly



## Ten largest tenants per 30 September 2021

**21 %**

Rental income from ten largest tenants

**24 %**

Rental income from governmental tenants

- City of Helsingborg
- City of Malmö
- Danish Building and Property Agency
- Danske Bank
- Ericsson
- Lunds University
- Malmö University
- Skåne Regional Council
- Swedish Customs
- Swedish Tax Agency

## Property expenses

Total property expenses amounted to SEK 632 million (624). Bad debt losses was SEK 1 million (4) during the period. The increase in property costs is mainly attributable to the Danish portfolio, where a large part is due to the reopening of the canteen operations and the acquisition of two new properties. In addition, the cold start of the year led to increased costs for snow removal of SEK 6 million compared with previous year. The historical summary at the bottom of page 17 illustrates how costs vary over the different quarters of the year.

## Operating surplus

The operating surplus amounted to SEK 1,658 million (1,699) representing a surplus ratio of 72 percent (73). Of the change, SEK -47 million (-12) was attributable to property acquisitions and divestments, in addition, currency effects have affected by SEK -11 million (0). Compensation for early termination of leases on Ejby Industrivej 41 has had a positive effect on the operating surplus of SEK 64 million.

## Central administration

The costs for central administration were SEK 61 million (55).

## Financial income and expense

Net interest totalled SEK -226 million (-234), of which interest income accounted for SEK 10 million (10).

The interest expense for the period, incl. realized effects from interest rate derivatives, was SEK 236 million (244). Leasehold rent amounted to SEK 3 million (4). Interest expense relating to interest rate derivatives amounted to SEK 44 million (24). At the end of the period, the average interest rate, including the cost of credit agreements, was 1.33 percent, compared with 1.38 percent at year-end.

## Income from property management

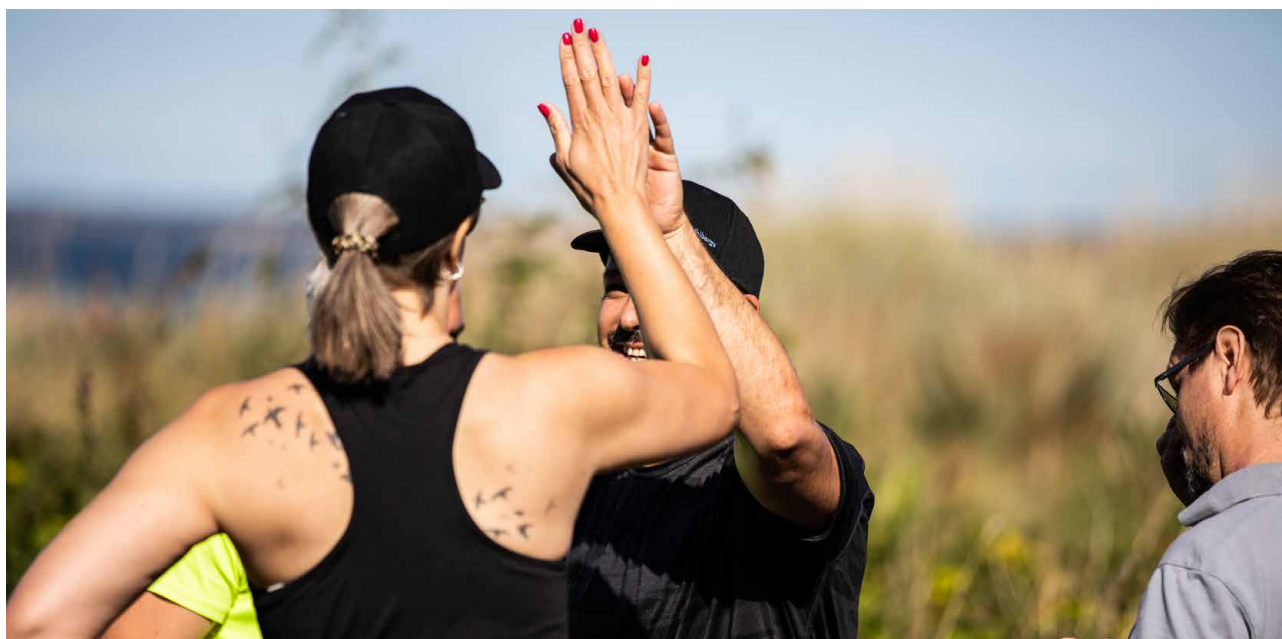
Profit participation in joint ventures amounted to SEK 4 million (5). Income from property management amounted to SEK 1,372 million (1,411).

## Pre-tax profit

The pre-tax profit, i.e. after value changes on properties and derivatives, was SEK 2,110 million (1,716). During the period, value changes on properties amounted to SEK 591 million (422). Value changes on derivatives amounted to SEK 147 million (-117) of which SEK 155 million (-149) are attributable to interest rate derivatives and -8 million (32) to other financial items.

## Profit after taxes

The profit after taxes was SEK 1,680 million (1,528). Total tax amounted to SEK 430 million (188), of which current tax SEK 44 million (33) and deferred tax SEK 386 million (155).



In the summer, all of our employees were given the chance to fill in a survey about their work environment. The results revealed that, in two-thirds of the responses, the things that we have longed for most during the pandemic is being able to meet colleagues, to do stimulating things together and to collaborate between groups and departments. We have carried out rounds at all of Wihlborgs' offices to ensure that they are working optimally for employees. This involves, inter alia, having equipped workstations in closable rooms and more meeting rooms in our smaller offices. In September, a pandemic-adapted kickoff was held in Båstad.

# Assets

## Property portfolio as of 30 September 2021

The summaries below are based on Wihlborgs' property portfolio as of 30 September 2021. Rental income relates to contracted rental income on an annual basis as of 1 October 2021.

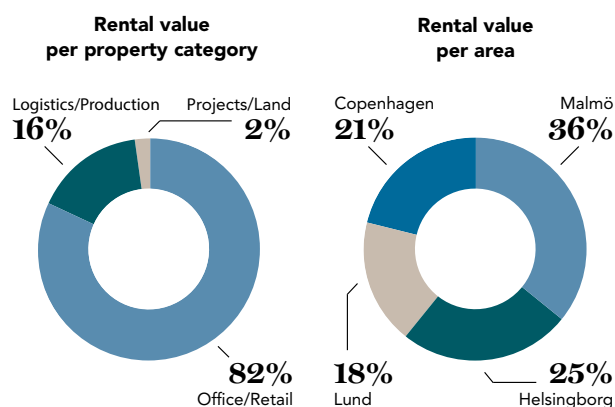
The operating surplus is based on the properties' earning capacity on an annual basis based on rental income for October 2021, operating and maintenance costs, property administration on a rolling twelve-month basis and property tax.

Wihlborgs' property portfolio consists of commercial properties in the Öresund region, located in Malmö, Helsingborg, Lund and Copenhagen. The property portfolio 30 September 2021 consisted of 296 properties (294) with a lettable area of 2,120,000 m<sup>2</sup> (2,103,000). 7 of the properties (7) are leasehold rights.

The properties' carrying amount was SEK 47,741 million (46,072), which corresponds to the estimated market value. The total rental value was SEK 3,322 million (3,268) and the contracted rental income on annual basis SEK 2,991 million (2,946). The like-for-like increase in rental value was 1.4 percent while contracted rental income increased by 2.1 percent compared to 12 months previously.

The economic occupancy rate for Office/Retail properties was 92 percent (90) and for Logistics/Production properties 93 percent (92). The rental value for Office/Retail properties represented 82 percent and Logistics/Production properties 16 percent of the total rental value.

The operating surplus from investment properties, excluding property administration and Projects/Land, is SEK 2,290 million (2,253) which with a carrying amount of SEK 44,936 million (44,169) corresponds to a yield of 5.1 percent (5.1). Broken down by property category, this is 4.9 percent (4.9) for Office/Retail and 6.4 percent (6.8) for Logistics/Production.



Exciting developments are under way in northern Lund where Ideon Science Park is a well-known, innovative research hub containing over 400 companies and providing 10,000 jobs. In addition to research and technology companies, public sector tenants and government agencies now see the potential here. One example is the new Human Rights Institute (Swe: Institutet för mänskliga rättigheter) that will be established on 1 January 2022 and will move in to our iconic LEED Gold-certified building, Node (Nya Vattentorget 2).



## Changes in values of properties

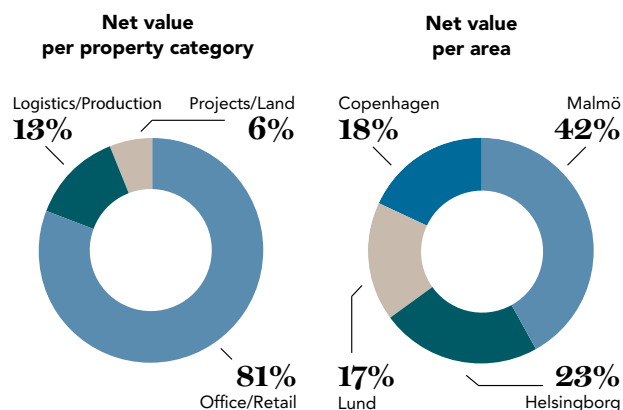
By year-end the valuation of all Wihlborgs' properties is carried out by external valuers. The valuation as of 30 September 2021 has been made internally and resulted in a value increase at SEK 591 million (422).

Lower yield requirements and increased expected operating results due to net lettings have affected valuation largely to the same extent.

Fair value has been determined using a combination of a yield-based method and a location-price method, in which transactions completed in the sub-markets concerned are analysed in order to calibrate the parameters for the yield-based method. The value is considered to correspond to the yield value that is calculated from normally five-year cash flow analyses. The value of newbuild projects in progress is determined as the value as if the project were complete, less deduction of the remaining cost. Undeveloped land and other upgrade projects are valued according to the location-price method. The method for valuation is the same as previously. There is a comprehensive description of the method for valuation of properties on pages 82-83 and 106-107 in the Company's 2020 Annual Report.

As of 30 September 2021 the carrying amount for the properties is SEK 47,741 million (46,072).

| Changes in carrying amount of properties |                    |
|--|--------------------|
| Changes                                  | Group total, SEK m |
| Carrying amount 1 January 2021           | 46,072             |
| Acquisitions                             | 182                |
| Investments                              | 755                |
| Properties sold                          | -3                 |
| Change in value                          | 591                |
| Currency translations                    | 144                |
| <b>Carrying amount 30 September 2021</b> | <b>47,741</b>      |



## Investments and current projects

Investments in the property portfolio totalled SEK 755 million (859).

Approved investments in ongoing projects amount to SEK 2,005 million, of which 672 million had been invested at the end of period.

## Liquid assets

The Groups liquid assets totalled SEK 538 million (607) including unutilized overdraft facilities. At the end of the period unutilized credit facilities amounted to SEK 2,970 million (3,656).

### Investments in progress >SEK 50 million, 30 September 2021

| Property        | Category of use      | Municipality | Completion date | Lettable area, m <sup>2</sup> | Occupancy rate, % | Estimated investment, SEK m | Expended 30-09-2021, SEK m |
|-----------------|----------------------|--------------|-----------------|-------------------------------|-------------------|-----------------------------|----------------------------|
| Kranen 2 a      | Office/Retail        | Malmö        | Q4 2021         | 3,700                         | 100               | 137                         | 123                        |
| Kranen 2 b      | Office/Retail        | Malmö        | Q4 2021         | 4,400                         | 100               | 100                         | 77                         |
| Raffinaderiet 3 | Office/Retail        | Lund         | Q4 2022         | 5,800                         | 40                | 114                         | 32                         |
| Hindbygården 7  | Office/Retail        | Malmö        | Q3 2022         | 1,800                         | 100               | 59                          | 8                          |
| Huggjärnet 13   | Logistics/Production | Helsingborg  | Q4 2022         | 8,000                         | 0                 | 108                         | 1                          |
| Pulpeten 5      | Office/Retail        | Malmö        | Q2 2023         | 16,000                        | 10                | 696                         | 93                         |
| Kunskapen 1     | Office/Retail        | Lund         | Q3 2023         | 6,000                         | 50                | 244                         | 11                         |
| <b>Total</b>    |                      |              |                 | <b>45,700</b>                 |                   | <b>1,458</b>                | <b>345</b>                 |

### Analysis of lettable space per area and category of use

| Area            | Office, m <sup>2</sup> | Retail, m <sup>2</sup> | Logistics/Production, m <sup>2</sup> | Education/Health care, m <sup>2</sup> | Misc., m <sup>2</sup> | Total, m <sup>2</sup> | Share, %   |
|-----------------|------------------------|------------------------|--------------------------------------|---------------------------------------|-----------------------|-----------------------|------------|
| Malmö           | 341,597                | 43,145                 | 166,395                              | 35,256                                | 15,731 <sup>1</sup>   | 602,124               | 28         |
| Helsingborg     | 220,312                | 60,921                 | 282,758                              | 40,495                                | 13,042 <sup>2</sup>   | 617,528               | 29         |
| Lund            | 199,764                | 14,656                 | 35,736                               | 4,429                                 | 9,202 <sup>3</sup>    | 263,787               | 13         |
| Köpenhamn       | 445,187                | 7,435                  | 92,830                               | 11,760                                | 79,002 <sup>4</sup>   | 636,214               | 30         |
| <b>Total</b>    | <b>1,206,860</b>       | <b>126,157</b>         | <b>577,719</b>                       | <b>91,940</b>                         | <b>116,977</b>        | <b>2,119,653</b>      | <b>100</b> |
| <b>Share, %</b> | <b>57</b>              | <b>6</b>               | <b>27</b>                            | <b>4</b>                              | <b>6</b>              |                       |            |

1) Includes 10,275 m<sup>2</sup> hotel.

2) Includes 1,819 m<sup>2</sup> residential.

3) Includes 8,215 m<sup>2</sup> hotel.

4) Includes 38,848 m<sup>2</sup> data center and 5,600 m<sup>2</sup> hotel

### Analysis per property category in each management area

| Area/property category                   | Number of properties | Area, m <sup>2</sup> thousand | Carrying amount, SEK m | Rental value, SEK m | Rental value, SEK/m <sup>2</sup> | Economic occupancy rate, % | Rental income, SEK m | Operating surplus incl. property admin., SEK m | Surplus ratio, % | Operating surplus excl. property admin., SEK m | Yield excl. property admin., % |
|--|----------------------|-------------------------------|------------------------|---------------------|----------------------------------|----------------------------|----------------------|--|------------------|--|--------------------------------|
| <b>Malmö</b>                             |                      |                               |                        |                     |                                  |                            |                      |  |                  |  |                                |
| Office/Retail                            | 49                   | 433                           | 16,844                 | 1,018               | 2,353                            | 94                         | 958                  | 737  | 77               | 771  | 4.6                            |
| Logistics/Production                     | 30                   | 141                           | 1,907                  | 143                 | 1,018                            | 97                         | 139                  | 108  | 77               | 116  | 6.1                            |
| Projects & Land                          | 21                   | 29                            | 1,153                  | 23                  | 808                              | -                          | 9                    | -3   | -                | -  | -                              |
| <b>Total Malmö</b>                       | <b>100</b>           | <b>602</b>                    | <b>19,904</b>          | <b>1,184</b>        | <b>1,967</b>                     | <b>93</b>                  | <b>1,106</b>         | <b>841</b>                                     | <b>76</b>        | <b>887</b>                                     | <b>4.5</b>                     |
| <b>Helsingborg</b>                       |                      |                               |                        |                     |                                  |                            |                      |  |                  |  |                                |
| Office/Retail                            | 36                   | 262                           | 7,363                  | 520                 | 1,983                            | 88                         | 456                  | 345  | 76               | 363  | 4.9                            |
| Logistics/Production                     | 57                   | 355                           | 3,295                  | 316                 | 890                              | 91                         | 287                  | 206  | 72               | 222  | 6.7                            |
| Projects & Land                          | 12                   | 1                             | 363                    | 1                   | 1,450                            | -                          | 1                    | 0  | -                | 0  | -                              |
| <b>Total Helsingborg</b>                 | <b>105</b>           | <b>618</b>                    | <b>11,021</b>          | <b>836</b>          | <b>1,354</b>                     | <b>89</b>                  | <b>743</b>           | <b>551</b>                                     | <b>74</b>        | <b>585</b>                                     | <b>5.3</b>                     |
| <b>Lund</b>                              |                      |                               |                        |                     |                                  |                            |                      |  |                  |  |                                |
| Office/Retail                            | 25                   | 234                           | 7,437                  | 554                 | 2,364                            | 89                         | 494                  | 346  | 70               | 386  | 5.2                            |
| Logistics/Production                     | 4                    | 23                            | 221                    | 19                  | 827                              | 94                         | 18                   | 13   | 73               | 14   | 6.5                            |
| Projects & Land                          | 4                    | 7                             | 429                    | 13                  | 1,884                            | -                          | 2                    | -4   | -                | -2   | -                              |
| <b>Total Lund</b>                        | <b>33</b>            | <b>264</b>                    | <b>8,087</b>           | <b>585</b>          | <b>2,219</b>                     | <b>88</b>                  | <b>514</b>           | <b>355</b>                                     | <b>69</b>        | <b>398</b>                                     | <b>4.9</b>                     |
| <b>Copenhagen</b>                        |                      |                               |                        |                     |                                  |                            |                      |  |                  |  |                                |
| Office/Retail                            | 46                   | 513                           | 7,143                  | 619                 | 1,207                            | 93                         | 574                  | 354  | 62               | 376  | 5.3                            |
| Logistics/Production                     | 9                    | 61                            | 727                    | 56                  | 925                              | 95                         | 53                   | 41   | 77               | 42   | 5.8                            |
| Projects & Land                          | 3                    | 63                            | 860                    | 41                  | -                                | -                          | -                    | -5   | -                | -5   | -                              |
| <b>Total Copenhagen</b>                  | <b>58</b>            | <b>636</b>                    | <b>8,729</b>           | <b>716</b>          | <b>1,125</b>                     | <b>88</b>                  | <b>627</b>           | <b>390</b>                                     | <b>62</b>        | <b>413</b>                                     | <b>4.7</b>                     |
| <b>Total Wihlborgs</b>                   | <b>296</b>           | <b>2,120</b>                  | <b>47,741</b>          | <b>3,322</b>        | <b>1,567</b>                     | <b>90</b>                  | <b>2,991</b>         | <b>2,136</b>                                   | <b>71</b>        | <b>2,284</b>                                   | <b>4.8</b>                     |
| <b>Total excluding projects and land</b> | <b>256</b>           | <b>2,021</b>                  | <b>44,936</b>          | <b>3,244</b>        | <b>1,605</b>                     | <b>92</b>                  | <b>2,978</b>         | <b>2,149</b>                                   | <b>72</b>        | <b>2,290</b>                                   | <b>5.1</b>                     |

# Property transactions

| Property transactions January–September 2021 |                        |              |                 |          |                      |              |  |
|--|------------------------|--------------|-----------------|----------|----------------------|--------------|--|
| Quarter                                      | Property               | Municipality | Management area | Category | Area, m <sup>2</sup> | Price, SEK m | Operating surplus 2021, SEK m <sup>1</sup> |
| <b>Acquisitions</b>                          |                        |              |                 |          |                      |              |  |
| 1  | Industriparken 21      | Ballerup     | Copenhagen      |          | 10,200               |              | 4.1  |
| 2  | Naboland 3             | Malmö        | Dockan/Hyllie   |          | -                    |              | -0.1                                       |
| <b>Total acquisitions 2021</b>               |                        |              |                 |          | <b>10,200</b>        | <b>182</b>   | <b>4.0</b>                                 |
| <b>Sales</b>                                 |                        |              |                 |          |                      |              |  |
| 3  | Part of Vätet 1 (land) |              |                 |          | -                    | 3.0          | -  |
| <b>Total sales 2021</b>                      |                        |              |                 |          | <b>0</b>             | <b>3.0</b>   | <b>0</b>                                   |

1) Operating surplus from properties acquired and sold that are included in the results for the period.

## Sustainable Business

Counteracting and adapting to a changing climate is one of the greatest challenges of our time. The property sector accounts for a substantial portion of society's climate impact and at Wihlborgs, climate issues are high on the agenda. With the aim of halving climate-impacting emissions across the entire value chain by 2030, Wihlborgs is now accelerating the pace of climate initiatives.

Climate issues are also prioritised in the EU's Green Deal and the taxonomy for sustainable activities that is now being introduced. In the future, larger listed companies will be expected to report in their sustainability reports the share of revenue, costs and investments that are "sustainable" pursuant to the taxonomy criteria.

While initially, Wihlborgs is not subject to the reporting requirement, we have nevertheless chosen in this quarterly report to present the preliminary assessment of how operations comply with the EU taxonomy in order to provide guidance for owners and investors. In step one, estimates are made of the share of revenue, expenses and investments pertaining to taxonomy-eligible economic activities.

Wihlborgs' assessment is that the entire operations are exposed to the EU taxonomy, at least with regard to the EU's climate goals (primarily climate mitigation). By making our properties more energy-efficient and procuring renewable energy among other actions, Wihlborgs can contribute

to the climate transition. Wihlborgs can also promote a low climate footprint for new construction and redevelopments/extensions.

Wihlborgs' primary economic activity according to the taxonomy is "acquisition and ownership of real estate". In a next step, estimates will be made of the share of revenues, costs and investments that can be attributed to real estate that contributes to the EU climate targets, in other words, is "aligned" with the taxonomy.

Wihlborgs has initially analysed the "climate mitigation" target where the EU taxonomy focuses on energy consumption in existing buildings. The main criterion to be aligned with the taxonomy is that a property should have been certified energy class A in the latest available energy performance certificate or be among the 15% most energy efficient properties in the country.

On an initial review of Wihlborgs' properties, some 80 properties were identified that could potentially meet the taxonomy's criteria for the climate mitigation objective. In the first three quarters these accounted for about 30% of rental income from the properties that have prepared energy declarations<sup>4)</sup>. Moving forward, Wihlborgs will deepen its analysis and advance reporting in line with the EU taxonomy.

| Exposure to the EU-taxonomy |                     |   |   |
|-----------------------------|---------------------|---|---|
|                             | Total Q1-Q3 (SEK m) | Eligible according to the EU taxonomy (%) | Not eligible according to the EU-taxonomy (%) |
| Turnover <sup>1)</sup>      | 2 290               | 99 %                                      | 1 %   |
| Costs <sup>2)</sup>         | 158                 | 100 %                                     | 0 %   |
| Investments <sup>3)</sup>   | 937                 | 100 %                                     | 0 %   |

1) Turnover pertains to total rental income recognised in the income statement.

2) Costs (Opex) pertain to direct costs for upkeep, repair and maintenance of properties.

3) Investments (Capex) pertain to capitalised expenses that raise the value of our properties, including redevelopments/extensions, acquisitions and new construction.

4) Due to the lack of relevant energy consumption data for the entire Swedish and Danish property portfolio, we use the Swedish Property Federation's proposed primary energy ratio of less than 100 kWh/m<sup>2</sup> heated area to determine which of Wihlborgs' properties are among the 15% most energy efficient. Data from energy declarations for 253 of our properties is used for the calculation.

# Liabilities and equity

As of 30 September 2021 equity totalled SEK 20,278 million (19,396) after dividend payment of SEK 807 million during the second quarter. The equity/assets ratio stood at 41.5 percent (41.3).

## Interest-bearing liabilities

The group's interest-bearing liabilities as of 30 September amounted to SEK 22,998 million (22,208) with an average interest rate including costs for credit agreements of 1.33 percent (1.38).

With consideration to the company's net debt of SEK 23.0 billion, the loan-to-value ratio is 48.2 percent (48.2) as a percentage of property values.

The loans' average fixed interest period including effects of derivatives on 30 September 2021 amounted to 3.1 years (3.6). The average loan maturity, including committed credit facilities, amounted to 6.4 years (6.1).

Wihlborgs use interest rate derivatives in order to reduce the risk level in the loan portfolio. A summary of the terms is shown in the table below.

### Interest rate derivatives portfolio 30 September 2021

| Interest rate swaps |               |             |
|---------------------|---------------|-------------|
| Maturity            | Amount, SEK m | Interest, % |
| 2021                | 815           | 0.16        |
| 2022                | 1,630         | 0.16        |
| 2023                | 2,430         | 0.39        |
| 2024                | 1,788         | 0.41        |
| 2025                | 1,788         | 0.42        |
| >2025               | 3,756         | 0.66        |
| <b>Total</b>        | <b>12,207</b> | <b>0.44</b> |

The deficit value in Wihlborgs' interest rate derivative portfolio amounted to SEK 27 million (183).

Interest-rate derivatives are recognised at fair value at level 2 in accordance with IFRS 9.

For information on the valuation approach for interest rate derivatives, see page 100 of the 2020 Annual Report.

### Structure of interest and loan maturities as of 30 September 2021

| Matures, year | Interest maturity  |                      | Loan maturity     |                 |
|---------------|--------------------|----------------------|-------------------|-----------------|
|               | Loan amount, SEK m | Av. interest rate, % | Credit ag., SEK m | Utilised, SEK m |
| 2021          | 6,914              | 1.17                 | 0                 | 0               |
| 2022          | 4,706              | 0.74                 | 4,056             | 3,556           |
| 2023          | 2,430              | 1.45                 | 986               | 986             |
| 2024          | 1,788              | 1.47                 | 12,100            | 9,630           |
| 2025          | 1,788              | 1.48                 | 406               | 406             |
| >2025         | 5,372              | 1.67                 | 8,420             | 8,420           |
| <b>Total</b>  | <b>22,998</b>      | <b>1.28*</b>         | <b>25,968</b>     | <b>22,998</b>   |

\*) Excluding costs for credit agreements



In April 2022, Visma Financial Solutions along with their 70 employees will move in to Oceanhamnen's profile building Prisma (Ursula 1). With a view across Öresund, housing, offices, restaurants and stores are being constructed in Oceanhamnen with a clear focus on the environment and sustainability. Proximity to Helsingborg Central Station and central Helsingborg via a spectacular pedestrian and bicycle bridge make the district attractive both for companies and for residents.

# Miscellaneous

## Employees

At the end of the period, the number of FTEs at Wihlborgs was 246 (236), of which 107 (102) were in property service. Of the total number of FTEs, 75 (77) were in Malmö, 34 (32) in Helsingborg, 30 (31) in Lund and 107 (96) in Copenhagen. The average age of employees is 44 years and women make up 42 percent.

## 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's turnover is mostly related to the billing of services to Group companies.

The parent company has invested SEK 6 million (1), in shares in subsidiaries and other shares, including shareholders' contributions, during the period.

The parent company's income statement and balance sheet are found on page 18.

## Participations in other companies

A description of all participations held by Wihlborgs in other companies will be found on pages 108–109 in the Company's 2020 Annual Report.

## Largest shareholders

The largest shareholder in Wihlborgs is Erik Paulsson with family and company, with 11.0 percent of the shares outstanding.

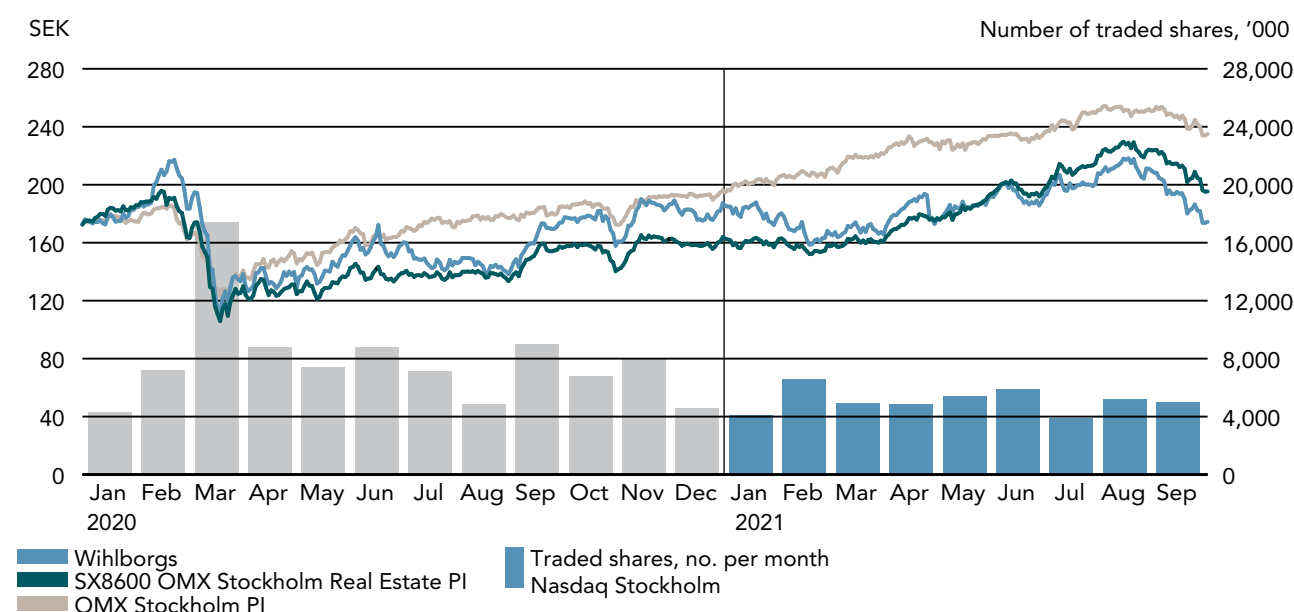
Shares held by owners registered abroad account for 37 percent. The number of shareholders is approximately 29,000.

### Largest shareholders in Wihlborgs 30 September 2021

|  | Number of shares, thousands | Proportion of equity and votes, % |
|--|-----------------------------|-----------------------------------|
| Erik Paulsson with family, privately and via company | 16,938                      | 11.0                              |
| SEB Investment Management                            | 10,846                      | 7.1                               |
| Länsförsäkringar funds                               | 7,691                       | 5.0                               |
| Swedbank Robur funds                                 | 5,210                       | 3.4                               |
| Handelsbanken funds                                  | 5,205                       | 3.4                               |
| Bank of Norway                                       | 3,165                       | 2.1                               |
| Qviberg family                                       | 2,510                       | 1.6                               |
| Life insurance company Skandia                       | 1,952                       | 1.3                               |
| Lannebo funds  | 1,874                       | 1.2                               |
| AMF funds  | 1,650                       | 1.1                               |
| Other shareholders reg. in Sweden                    | 43,627                      | 28.3                              |
| Other shareholders reg. abroad                       | 53,045                      | 34.5                              |
| <b>Total outstanding shares</b>                      | <b>153,713</b>              | <b>100.0</b>                      |

## Development of share price

01-01-2020 – 30-09-2021



## Significant risks and uncertainty factors

Wihlborgs' future development and ability to reach its operational goals are influenced by numerous risks and uncertainties. By systematically reviewing, analysing and managing these risks and uncertainties, it is possible to limit them and concurrently create the prerequisites for continued growth.

The risks assessed as having a significant influence on the Group's earnings trend and cash flow are the variations in rental income, property costs and interest-rates. The properties are measured at fair value with changes in value in the income statement resulting in positive and negative impacts on earnings during the year. Property valuation also impacts Wihlborgs' financial position and key metrics. The extent of changes in value is partly determined by Wihlborgs' own capacity, through alteration and upgrading of properties, as well as by leases and client structures, to increase the properties' market value, and partly by external factors that affect supply and demand in the property markets where the company is active. Property valuation should take in to account an interval of uncertainty, which in a functioning market, typically consists of +/-5–10% to reflect the inherent uncertainty of assumptions and estimates.

In addition to the above, risks also include financing risks. Wihlborgs is dependent on external loans to meet its undertakings and complete transactions. Risks are managed using Wihlborgs' financial policy, which stipulates objectives, guidelines and risk limits for Wihlborgs' financial activities.

There is a comprehensive description of the risks facing the Group on pages 84–89 and 101–102 in the Company's 2020 Annual Report.

## Accounting policies

Wihlborgs follows the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB), as well as interpretations issued by the IFRS Interpretations Committee (IFRIC) as endorsed by the European Union. The Interim Report has been prepared in accordance with IAS 34 Interim Financial Reporting and the Swedish Annual Accounts Act. Information under IAS 34 p.16A is submitted in the notes and elsewhere in the interim report.

Discounts provided as a result of Covid-19 are expensed entirely, reduced with state aid received, in the period they relate to. Phase 2 of the amendments to IFRS 9, IFRS 7 etc. applies to the reference interest rate benchmark reform from 1 January 2021. The Group is affected by the reference interest rate benchmark reform mainly in the exposure to IBOR in its external borrowing portfolio incl. derivative instruments as hedge accounting is not applied. The exposure to IBOR is limited and the Group continuously monitors the changes and their impact. Otherwise the Group applies the same accounting policies and valuation methods as in the most recent annual report. Wihlborgs assesses that no other of the new or amended standards approved by the EU, or interpretations from the IFRS Interpretations Committee, that entered force after 1 January 2021, affect its results or financial position in any material sense. The Group applies the Swedish Financial Reporting Board's recommendation RFR 1, Supplementary Accounting Rules for Corporate Groups and the Parent Company applies RFR 2. The financial reports are found on page 15-19.

Malmö 22 October 2021

**Wihlborgs Fastigheter AB (publ)**

Ulrika Hallengren, CEO

This interim report has been subject to review by the company's auditors.

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## Review report

### Introduction

We have reviewed the interim report for Wihlborgs Fastigheter AB (publ) for the period 1 January–30 September 2021. The Board of Directors and the CEO are responsible for the preparation and presentation of this interim report in accordance with IAS 34 and the Annual Accounts Act. Our responsibility is to express a conclusion on this interim report based on our review.

### Scope of review

We conducted our review in accordance with the International Standard on Review Engagements ISRE 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review has a different focus and is substantially less in scope than an audit conducted in accordance with ISA and other generally

accepted auditing practices. The procedures performed in a review do not enable us to obtain a level of assurance that would make us aware of all significant matters that might be identified in an audit. Therefore, the conclusion expressed based on a review does not give the same level of assurance as a conclusion expressed based on an audit.

### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the interim report is not, in all material respects, prepared for the Group in accordance with IAS 34 and the Annual Accounts Act, and for the Parent Company in accordance with the Annual Accounts Act.

Malmö, 22 October 2021

Deloitte AB, Richard Peters, Authorized Public Accountant

**Consolidated income statement summary**

| SEK m  | 2021<br>Jul-Sep<br>3 months | 2020<br>Jul-Sep<br>3 months | 2021<br>Jan-Sep<br>9 months | 2020<br>Jan-Sep<br>9 months | 2020/2021<br>Oct-Sep<br>12 months | 2020<br>Jan-Dec<br>12 months |
|--|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------------|------------------------------|
| <b>Rental income</b>   | <b>813</b>                  | <b>775</b>                  | <b>2,290</b>                | <b>2,323</b>                | <b>3,041</b>                      | <b>3,074</b>                 |
| Operating costs  | -99                         | -88                         | -324                        | -308                        | -445                              | -429                         |
| Repairs and maintenance  | -24                         | -24                         | -67                         | -67                         | -97                               | -97                          |
| Property tax   | -49                         | -54                         | -147                        | -155                        | -196                              | -204                         |
| Property administration  | -29                         | -35                         | -94                         | -94                         | -122                              | -122                         |
| <b>Total property costs</b>  | <b>-201</b>                 | <b>-201</b>                 | <b>-632</b>                 | <b>-624</b>                 | <b>-860</b>                       | <b>-852</b>                  |
| <b>Operating surplus</b>   | <b>612</b>                  | <b>574</b>                  | <b>1,658</b>                | <b>1,699</b>                | <b>2,181</b>                      | <b>2,222</b>                 |
| Central administration   | -21                         | -17                         | -61                         | -55                         | -83                               | -77                          |
| Interest income  | 4                           | 3                           | 10                          | 10                          | 14                                | 14                           |
| Interest expense   | -82                         | -83                         | -236                        | -244                        | -319                              | -327                         |
| Leasehold rent   | -1                          | -1                          | -3                          | -4                          | -4                                | -5                           |
| Share in results of joint ventures   | 1                           | 1                           | 4                           | 5                           | 2                                 | 3                            |
| <b>Income from property management</b>   | <b>513</b>                  | <b>477</b>                  | <b>1,372</b>                | <b>1,411</b>                | <b>1,791</b>                      | <b>1,830</b>                 |
| Change in value of properties  | 307                         | 335                         | 591                         | 422                         | 995                               | 826                          |
| Change in value of derivatives   | 34                          | -1                          | 147                         | -117                        | 191                               | -73                          |
| <b>Pre-tax profit</b>  | <b>854</b>                  | <b>811</b>                  | <b>2,110</b>                | <b>1,716</b>                | <b>2,977</b>                      | <b>2,583</b>                 |
| Current tax  | -22                         | -12                         | -44                         | -33                         | -57                               | -46                          |
| Deferred tax   | -159                        | 21                          | -386                        | -155                        | -546                              | -315                         |
| <b>Profit for the period<sup>1</sup></b>   | <b>673</b>                  | <b>820</b>                  | <b>1,680</b>                | <b>1,528</b>                | <b>2,374</b>                      | <b>2,222</b>                 |
| OTHER TOTAL PROFIT/LOSS  |                             |                             |                             |                             |                                   |                              |
| <i>Items that will be reclassified to profit or loss for the year:</i>             |                             |                             |                             |                             |                                   |                              |
| Translation differences on recalculation of foreign operations                     | 32                          | 17                          | 58                          | 40                          | -103                              | -121                         |
| Hedging of currency risk in foreign operations                                     | -33                         | -18                         | -60                         | -42                         | 104                               | 122                          |
| Tax attributable to items that will be reclassified to profit or loss for the year | 6                           | 3                           | 11                          | 7                           | -18                               | -22                          |
| <b>Other comprehensive income for the period</b>                                   | <b>5</b>                    | <b>2</b>                    | <b>9</b>                    | <b>5</b>                    | <b>-17</b>                        | <b>-21</b>                   |
| <b>Total comprehensive income for the period<sup>1</sup></b>                       | <b>678</b>                  | <b>822</b>                  | <b>1,689</b>                | <b>1,533</b>                | <b>2,357</b>                      | <b>2,201</b>                 |
| Earnings per share <sup>2</sup>  | 4.38                        | 5.33                        | 10.93                       | 9.94                        | 15.44                             | 14.46                        |
| No. of shares at end of the period, thousands                                      | 153,713                     | 153,713                     | 153,713                     | 153,713                     | 153,713                           | 153,713                      |
| Average no. of shares, thousands   | 153,713                     | 153,713                     | 153,713                     | 153,713                     | 153,713                           | 153,713                      |

1) The entire profit/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 and accordingly, no dilution effects to take into consideration.

**Consolidated balance sheet** summary

| SEK m                                 | 30-09-2021    | 30-09-2020    | 31-12-2020    |
|---------------------------------------|---------------|---------------|---------------|
| <b>ASSETS</b>                         |               |               |               |
| Investment properties                 | 47,741        | 47,041        | 46,072        |
| Right-of-use assets                   | 152           | 168           | 149           |
| Other fixed assets                    | 411           | 396           | 385           |
| Derivatives                           | 77            | -             | -             |
| Current receivables                   | 246           | 314           | 150           |
| Liquid assets                         | 205           | 843           | 205           |
| <b>Total assets</b>                   | <b>48,832</b> | <b>48,762</b> | <b>46,961</b> |
| <b>EQUITY AND LIABILITIES</b>         |               |               |               |
| Equity                                | 20,278        | 18,729        | 19,396        |
| Deferred tax liability                | 4,240         | 3,734         | 3,853         |
| Borrowings                            | 22,998        | 24,612        | 22,208        |
| Lease liability                       | 151           | 166           | 147           |
| Derivatives                           | 104           | 230           | 183           |
| Other long-term liabilities           | 59            | 70            | 64            |
| Current liabilities                   | 1,002         | 1,221         | 1,110         |
| <b>Total equity &amp; liabilities</b> | <b>48,832</b> | <b>48,762</b> | <b>46,961</b> |

**Consolidated statement of changes in equity**

| SEK m  | Jan-Sep 2021  | Jan-Sep 2020  | Jan-Dec 2020  |
|--|---------------|---------------|---------------|
| <b>Total equity at beginning of period</b>                                   | <b>19,396</b> | <b>17,887</b> | <b>17,887</b> |
| <b>Equity attributable to parent company's shareholders</b>                  |               |               |               |
| Opening amount   | 19,396        | 17,887        | 17,887        |
| Dividend paid  | -807          | -692          | -692          |
| Profit for the period  | 1,680         | 1,528         | 2,222         |
| Other comprehensive income   | 9             | 5             | -21           |
| <b>Closing amount</b>  | <b>20,278</b> | <b>18,729</b> | <b>19,396</b> |
| <b>Equity attributable to minority shares with non-controlling interests</b> | -             | -             | -             |
| <b>Total equity at end of period</b>   | <b>20,278</b> | <b>18,729</b> | <b>19,396</b> |



**Consolidated cash flow statement summary**

| SEK m                                       | Jul-Sep 2021 | Jul-Sep 2020 | Jan-Sep 2021 | Jan-Sep 2020  | Jan-Dec 2020  |
|---|--------------|--------------|--------------|---------------|---------------|
| <b>Operating activities</b>                 |              |              |              |               |               |
| Operating surplus                           | 612          | 574          | 1,658        | 1,699         | 2,222         |
| Central administration                      | -21          | -17          | -61          | -55           | -77           |
| Non-cash items                              | -60          | 15           | -50          | 10            | 18            |
| Interest received                           | 1            | 0            | 2            | 2             | 4             |
| Interest paid                               | -88          | -79          | -242         | -250          | -338          |
| Income tax paid                             | 0            | 0            | -9           | -5            | -66           |
| Change in other working capital             | 6            | -26          | -166         | -48           | 68            |
| <b>Cash flow from operating activities</b>  | <b>450</b>   | <b>467</b>   | <b>1,132</b> | <b>1,353</b>  | <b>1,831</b>  |
| <b>Investment activities</b>                |              |              |              |               |               |
| Acquisitions of properties                  | 0            | -105         | -182         | -245          | -327          |
| Investments in existing properties          | -302         | -274         | -755         | -859          | -1,231        |
| Sales of properties                         | 3            | 110          | 3            | 110           | 1,486         |
| Change in other non-current assets          | -22          | -21          | -38          | -14           | -14           |
| <b>Cash flow from investment activities</b> | <b>-321</b>  | <b>-290</b>  | <b>-972</b>  | <b>-1,008</b> | <b>-86</b>    |
| <b>Financing activities</b>                 |              |              |              |               |               |
| Dividend paid                               | 0            | 0            | -807         | -692          | -692          |
| Change in borrowing                         | 1,439        | 1,304        | 5,330        | 4,922         | 10,520        |
| Loan repayments                             | -1,861       | -1,054       | -4,681       | -4,008        | -11,640       |
| Change in other long-term liabilities       | 2            | -1           | -2           | -5            | -8            |
| <b>Cash flow from financing activities</b>  | <b>-420</b>  | <b>249</b>   | <b>-160</b>  | <b>218</b>    | <b>-1,820</b> |
| <b>Cash flow for the period</b>             | <b>-291</b>  | <b>426</b>   | <b>0</b>     | <b>563</b>    | <b>-75</b>    |
| <b>Opening cash flow</b>                    | <b>496</b>   | <b>417</b>   | <b>205</b>   | <b>280</b>    | <b>280</b>    |
| <b>Closing cash flow</b>                    | <b>205</b>   | <b>843</b>   | <b>205</b>   | <b>843</b>    | <b>205</b>    |

**Historical summary of last eight quarters**

| SEK m  | Q3 2021    | Q2 2021    | Q1 2021    | Q4 2020    | Q3 2020    | Q2 2020    | Q1 2020    | Q4 2019    |
|--|------------|------------|------------|------------|------------|------------|------------|------------|
| <b>Rental income</b>                             | <b>813</b> | <b>739</b> | <b>738</b> | <b>751</b> | <b>775</b> | <b>767</b> | <b>781</b> | <b>765</b> |
| Operating costs                                  | -99        | -98        | -127       | -121       | -88        | -96        | -124       | -120       |
| Repairs and maintenance                          | -24        | -21        | -22        | -30        | -24        | -21        | -22        | -35        |
| Property tax                                     | -49        | -49        | -49        | -49        | -54        | -52        | -49        | -51        |
| Property administration                          | -29        | -34        | -31        | -28        | -35        | -28        | -31        | -34        |
| <b>Operating surplus</b>                         | <b>612</b> | <b>537</b> | <b>509</b> | <b>523</b> | <b>574</b> | <b>570</b> | <b>555</b> | <b>525</b> |
| Income from property management                  | 513        | 443        | 416        | 419        | 477        | 474        | 460        | 456        |
| Profit for the period                            | 673        | 529        | 478        | 694        | 820        | 364        | 344        | 1,546      |
| Surplus ratio, %                                 | 75.3       | 72.7       | 69.0       | 69.6       | 74.1       | 74.3       | 71.1       | 68.6       |
| Investment yield, %                              | 5.2        | 4.6        | 4.4        | 4.5        | 4.9        | 4.9        | 4.8        | 4.6        |
| Equity/assets ratio, %                           | 41.5       | 40.5       | 41.5       | 41.3       | 38.4       | 37.6       | 38.3       | 38.4       |
| Return on equity, %                              | 13.5       | 10.7       | 9.7        | 14.6       | 17.9       | 8.0        | 7.6        | 36.1       |
| Earnings per share, SEK                          | 4.38       | 3.44       | 3.11       | 4.51       | 5.33       | 2.37       | 2.24       | 10.06      |
| Income property management per share, SEK        | 3.34       | 2.88       | 2.71       | 2.73       | 3.10       | 3.08       | 2.99       | 2.97       |
| Cash flow fr operating activities per share, SEK | 2.93       | 2.40       | 2.04       | 3.11       | 3.08       | 3.11       | 2.65       | 3.19       |
| EPRA NRV per share, SEK                          | 159.68     | 154.48     | 155.59     | 152.44     | 147.63     | 142.19     | 143.77     | 140.20     |
| Share price as % of EPRA NRV                     | 109.2      | 120.20     | 106.49     | 121.62     | 120.23     | 107.25     | 96.2       | 123.0      |
| Carrying amount of properties                    | 47,741     | 47,056     | 46,687     | 46,072     | 47,041     | 46,392     | 46,559     | 45,519     |
| Equity   | 20,278     | 19,600     | 19,887     | 19,396     | 18,729     | 17,907     | 18,285     | 17,887     |
| Total assets                                     | 48,832     | 48,411     | 47,964     | 46,961     | 48,762     | 47,616     | 47,795     | 46,558     |

Definitions of key ratios are available on page 23.

### Consolidated segment reporting January–September

| Property management<br>SEK m | Malmö      |            | Helsingborg |            | Lund       |            | Copenhagen |            | Total        |              |
|------------------------------|------------|------------|-------------|------------|------------|------------|------------|------------|--------------|--------------|
|                              | 2021       | 2020       | 2021        | 2020       | 2021       | 2020       | 2021       | 2020       | 2021         | 2020         |
| Rental income                | 816        | 886        | 548         | 561        | 387        | 399        | 540        | 477        | 2,290        | 2,323        |
| Property costs               | -194       | -209       | -142        | -133       | -118       | -120       | -178       | -161       | -632         | -624         |
| <b>Operating surplus</b>     | <b>622</b> | <b>677</b> | <b>406</b>  | <b>428</b> | <b>268</b> | <b>279</b> | <b>362</b> | <b>316</b> | <b>1,658</b> | <b>1,699</b> |

In the Group's internal reporting, activities are divided into the above segments, which are the same as described in the latest annual report. For a more detailed description of segments, see the annual report for 2020 pages 45-67. The total operating surplus shown above corresponds with the operating surplus recorded in the income statement.

The difference between the operating surplus of SEK 1,658 million (1,699) and the pre-tax profit of SEK 2,110 million (1,716) consists of central administration SEK -61 million (-55), financial net SEK -229 million (-238), share in results SEK 4 million (5) and changes in value of properties and derivatives SEK 738 million (305).

### Parent company's income statement summary

| SEK m                        | Jan-Sep 2021 | Jan-Sep 2020 | Jan-Dec 2020 |
|------------------------------|--------------|--------------|--------------|
| Income                       | 165          | 155          | 215          |
| Expenses                     | -152         | -146         | -203         |
| <b>Operating profits</b>     | <b>13</b>    | <b>9</b>     | <b>12</b>    |
| Financial income             | 1,088        | 1,213        | 1,191        |
| Financial expenses           | -282         | -399         | -300         |
| <b>Pre-tax profit</b>        | <b>819</b>   | <b>823</b>   | <b>903</b>   |
| Appropriations               | -            | -            | 550          |
| Tax                          | -69          | -78          | -126         |
| <b>Profit for the period</b> | <b>750</b>   | <b>745</b>   | <b>1,327</b> |

### Parent company's balance sheet summary

| SEK m                               | 30-09-2021    | 30-09-2020    | 31-12-2020    |
|-------------------------------------|---------------|---------------|---------------|
| Participations in Group companies   | 9,430         | 9,592         | 9,506         |
| Receivables fr Group companies      | 15,523        | 14,303        | 14,231        |
| Derivatives                         | 77            | -             | -             |
| Other assets                        | 335           | 439           | 399           |
| Cash and bank balances              | 74            | 679           | 54            |
| <b>Total assets</b>                 | <b>25,439</b> | <b>25,013</b> | <b>24,190</b> |
| Equity                              | 6,519         | 5,993         | 6,576         |
| Liabilities to credit institutions  | 16,194        | 16,692        | 14,683        |
| Derivatives                         | 104           | 230           | 183           |
| Liabilities to Group companies      | 2,535         | 2,005         | 2,634         |
| Other liabilities                   | 87            | 93            | 114           |
| <b>Total equity and liabilities</b> | <b>25,439</b> | <b>25,013</b> | <b>24,190</b> |

**Key figures for the group**

| SEK m   | Jan-Sep<br>2021 | Jan-Sep<br>2020 | Oct-Sep<br>2020/2021 | Jan-Dec<br>2020 |
|---|-----------------|-----------------|----------------------|-----------------|
| <b>Financial</b>                                      |                 |                 |                      |                 |
| Return on equity, %                                   | 11.3            | 11.1            | 12.2                 | 11.9            |
| Return on total capital, %                            | 6.9             | 6.5             | 7.1                  | 7.1             |
| Equity/assets ratio, %                                | 41.5            | 38.4            | 41.5                 | 41.3            |
| Interest coverage ratio, multiple                     | 6.7             | 6.7             | 6.5                  | 6.5             |
| Leverage properties, %                                | 48.2            | 52.3            | 48.2                 | 48.2            |
| Debt/equity ratio, multiple                           | 1.1             | 1.3             | 1.1                  | 1.2             |
| <b>Share-related</b>                                  |                 |                 |                      |                 |
| Earnings per share, SEK                               | 10.93           | 9.94            | 15.44                | 14.46           |
| Earnings per share before tax, SEK                    | 13.73           | 11.16           | 19.37                | 16.80           |
| EPRA EPS, SEK   | 8.20            | 8.28            | 10.57                | 10.65           |
| Cash flow from operations per share, SEK              | 7.36            | 8.80            | 10.47                | 11.91           |
| EPRA NDV (net disposal value) per share, SEK          | 131.92          | 121.84          | 131.92               | 126.18          |
| EPRA NRV (net reinstatement value) per share, SEK     | 159.68          | 147.23          | 159.68               | 152.44          |
| Market value per share, SEK                           | 174.40          | 177.50          | 174.40               | 185.40          |
| Proposed dividend per share, SEK                      | -               | -               | -                    | 5.25            |
| Dividend yield, % <sup>1</sup>                        | -               | -               | -                    | 2.8             |
| Total return from share, %                            | -               | -               | -                    | 10.1            |
| P/E-ratio I, multiple                                 | 12.0            | 13.4            | 11.3                 | 12.8            |
| P/E-ratio II, multiple                                | 16.0            | 16.1            | 16.5                 | 17.4            |
| Number of shares at the end of period, thousands      | 153,713         | 153,713         | 153,713              | 153,713         |
| Average number of shares, thousands                   | 153,713         | 153,713         | 153,713              | 153,713         |
| <b>Property-related</b>                               |                 |                 |                      |                 |
| Number of properties                                  | 296             | 314             | 296                  | 294             |
| Carrying amount of properties, SEK m                  | 47,741          | 47,041          | 47,741               | 46,072          |
| Estimated investment yield, % – all properties        | 4.4             | 4.7             | 4.4                  | 4.6             |
| Estimated direct return, % – excl project properties  | 4.8             | 4.9             | 4.8                  | 4.8             |
| Lettable area, m <sup>2</sup>                         | 2,119,653       | 2,209,733       | 2,119,653            | 2,102,707       |
| Rental income, SEK per m <sup>2</sup>                 | 1,567           | 1,525           | 1,567                | 1,554           |
| Operating surplus, SEK per m <sup>2</sup>             | 1,008           | 1,004           | 1,008                | 1,011           |
| Financial occupancy rate, % – all properties          | 90              | 91              | 90                   | 90              |
| Financial occupancy rate, % – excl project properties | 92              | 91              | 92                   | 91              |
| Estimated surplus ratio, %                            | 71              | 72              | 71                   | 72              |
| <b>Employees</b>                                      |                 |                 |                      |                 |
| Number of FTEs at period end                          | 246             | 238             | 246                  | 236             |



In the third quarter, three more of our properties were certified in accordance with Miljöbyggnad iDrift: Forskaren 3 (top), Östersjön 1 and Hästhagen 7 (foot). In September, Wahlborgs' largest solar power system to date was inaugurated at Bricks, Nya Vattentornet 3, in Lund. With the help of the eight solar power systems we have built this year, we have succeeded in climate compensating for the future climate impact of the Kvartetten office building (Pulpeten 5, Hyllie).



# Key figures & definitions

## Basis for key ratios

The basis for key financial ratios that Wihlborgs present in the Interim report January–September 2021, page 19, are shown below. The following financial targets have been established by the Board:

- A return on equity that exceeds the risk-free interest rate\* by not less than six percentage points, which for the beginning of 2021 corresponds to 5.78 percent
- The loan-to-value ratio is not to exceed 60 percent.
- An equity/assets ratio of no less than 30 percent.
- An interest coverage ratio of no less than 2.0.

\*) Risk-free interest rate is defined as the rate on a 5-year Swedish government bond.

| Unless otherwise stated, amounts are in SEK million.       | 30-09-2021  | 30-09-2020  | 31-12-2020  |
|--|-------------|-------------|-------------|
| <b>Return on equity</b>                                    |             |             |             |
| Profit for the period                                      | 1,680       | 1,528       | 2,222       |
| Annualized   | 2,240       | 2,037       | 2,222       |
| Equity, opening balance                                    | 19,396      | 17,887      | 17,887      |
| Equity, closing balance                                    | 20,278      | 18,729      | 19,396      |
| Average equity   | 19,837      | 18,308      | 18,642      |
| <b>Return on equity, %</b>                                 | <b>11.3</b> | <b>11.1</b> | <b>11.9</b> |
| <b>Return on capital employed</b>                          |             |             |             |
| Profit before tax  | 2,110       | 1,716       | 2,583       |
| Interest expense (incl value changes interest derivatives) | 89          | 361         | 400         |
| Total  | 2,199       | 2,077       | 2,983       |
| Annualized   | 2,932       | 2,769       | 2,983       |
| Total assets, opening balance                              | 46,961      | 46,558      | 46,558      |
| Total assets, closing balance                              | 48,832      | 48,762      | 46,961      |
| Non-interest bearing debt, opening balance                 | -5,198      | -4,856      | -4,856      |
| Non-interest bearing debt, closing balance                 | -5,315      | -5,241      | -5,198      |
| Average capital employed                                   | 42,640      | 42,612      | 41,733      |
| <b>Return on capital employed, %</b>                       | <b>6.9</b>  | <b>6.5</b>  | <b>7.1</b>  |
| <b>Equity/assets ratio</b>                                 |             |             |             |
| Equity   | 20,278      | 18,729      | 19,396      |
| Total assets   | 48,832      | 48,762      | 46,961      |
| <b>Equity/assets ratio, %</b>                              | <b>41.5</b> | <b>38.4</b> | <b>41.3</b> |
| <b>Interest coverage ratio</b>                             |             |             |             |
| Income from property management                            | 1,372       | 1,411       | 1,830       |
| Interest expense   | 239         | 248         | 332         |
| Total  | 1,611       | 1,659       | 2,162       |
| Interest expense   | 239         | 248         | 332         |
| <b>Interest coverage ratio, multiple</b>                   | <b>6.7</b>  | <b>6.7</b>  | <b>6.5</b>  |
| <b>Leverage properties</b>                                 |             |             |             |
| Borrowings   | 22,998      | 24,612      | 22,208      |
| Net value investment properties                            | 47,741      | 47,041      | 46,072      |
| <b>Leverage properties, %</b>                              | <b>48.2</b> | <b>52.3</b> | <b>48.2</b> |
| <b>Debt/equity ratio</b>                                   |             |             |             |
| Interest-bearing liabilities                               | 23,162      | 24,792      | 22,368      |
| Equity   | 20,278      | 18,729      | 19,396      |
| <b>Debt/equity ratio, multiple</b>                         | <b>1.1</b>  | <b>1.3</b>  | <b>1.2</b>  |

|  | 30-09-2021    | 30-09-2020    | 31-12-2020    |
|--|---------------|---------------|---------------|
| <b>Earnings per share</b>                                      |               |               |               |
| Profit for the period  | 1,680         | 1,528         | 2,222         |
| Average number of shares, thousands                            | 153,713       | 153,713       | 153,713       |
| <b>Earnings per share, SEK</b>                                 | <b>10.93</b>  | <b>9.94</b>   | <b>14.46</b>  |
| <b>Earnings per share before tax</b>                           |               |               |               |
| Profit before tax  | 2,110         | 1,716         | 2,583         |
| Average number of shares, thousands                            | 153,713       | 153,713       | 153,713       |
| <b>Earnings per share before tax, SEK</b>                      | <b>13.73</b>  | <b>11.16</b>  | <b>16.80</b>  |
| <b>EPRA EPS</b>  |               |               |               |
| Income from property management                                | 1,372         | 1,411         | 1,830         |
| Tax depreciation, direct tax deductions etc                    | -837          | -764          | -929          |
| Taxable income from property management                        | 535           | 647           | 901           |
| Current tax on the above                                       | -111          | -138          | -193          |
| Income from property management after deduction of current tax | 1,261         | 1,273         | 1,637         |
| Average number of shares, thousands                            | 153,713       | 153,713       | 153,713       |
| <b>EPRA EPS, SEK</b>   | <b>8.20</b>   | <b>8.28</b>   | <b>10.65</b>  |
| <b>Operating cash flow per share</b>                           |               |               |               |
| Operating cash flow  | 1,132         | 1,353         | 1,831         |
| Average number of shares, thousands                            | 153,713       | 153,713       | 153,713       |
| <b>Operating cash flow per share, SEK</b>                      | <b>7.36</b>   | <b>8.80</b>   | <b>11.91</b>  |
| <b>EPRA NDV per share</b>                                      |               |               |               |
| Equity   | 20,278        | 18,729        | 19,396        |
| Number of shares at year end, thousands                        | 153,713       | 153,713       | 153,713       |
| <b>EPRA NDV per share, SEK</b>                                 | <b>131.92</b> | <b>121.84</b> | <b>126.18</b> |
| <b>EPRA NRV per share</b>                                      |               |               |               |
| Equity   | 20,278        | 18,729        | 19,396        |
| Deferred tax liability   | 4,240         | 3,734         | 3,853         |
| Derivatives  | 27            | 230           | 183           |
| Total  | 24,545        | 22,693        | 23,432        |
| Average number of shares, thousands                            | 153,713       | 153,713       | 153,713       |
| <b>EPRA NRV per share, SEK</b>                                 | <b>159.68</b> | <b>147.63</b> | <b>152.44</b> |
| <b>Dividend yield per share</b>                                |               |               |               |
| Proposed dividend, SEK   | -             | -             | 5.25          |
| Market price per share at year end                             | -             | -             | 185.4         |
| <b>Dividend yield per share, %</b>                             | <b>-</b>      | <b>-</b>      | <b>2.8</b>    |
| <b>Total yield per share</b>                                   |               |               |               |
| Market price per share at year start                           | -             | -             | 172.5         |
| Market price per share at year end                             | -             | -             | 185.4         |
| Change in market price during the year, SEK                    | -             | -             | 12.90         |
| Dividend paid during the year, SEK                             | -             | -             | 4.50          |
| <b>Total return per share, %</b>                               | <b>-</b>      | <b>-</b>      | <b>10.1</b>   |
| <b>P/E ratio I</b>   |               |               |               |
| Market price per share at year end                             | 174.40        | 177.50        | 185.40        |
| Earnings per share   | 10.93         | 9.94          | 14.46         |
| Annualized per share   | 14.57         | 13.25         | 14.46         |
| <b>P/E ratio I, multiple</b>                                   | <b>12.0</b>   | <b>13.4</b>   | <b>12.8</b>   |
| <b>P/E ratio II</b>  |               |               |               |
| Market price at year end                                       | 174.40        | 177.50        | 185.40        |
| EPRA EPS   | 8.20          | 8.28          | 10.65         |
| Annualized per share   | 10.93         | 11.04         | 10.65         |
| <b>P/E ratio II, multiple</b>                                  | <b>16.0</b>   | <b>16.1</b>   | <b>17.4</b>   |

Some of the financial metrics that Wihlborgs presents in the interim report are not defined in accordance with IFRS. Wihlborgs is of the opinion that these metrics provide valuable complementary information to investors and the company's management, since they enable evaluation of the company's performance.

As all companies do not apply the same approach to calculating these financial metrics, they are not always comparable to metrics used by other companies. Accordingly, these metrics should not be viewed as replacements for metrics defined under IFRS. On this page, definitions of metrics are presented that, with a few exceptions, are not defined in accordance with IFRS.

## Definitions

### Key financial ratios

**The key ratios are based on the statements of income, financial position, changes in equity and cash flow. Some of the historic data is compiled from the historical summary on page 17 In Wihlborgs' Interim Report.**

#### *Return on equity*

Profit for the period as a percentage of average equity, excluding non-controlling interests. Average equity refers to the average of the opening and closing values for the respective period. In interim reports, the return is converted to its annualised value without taking account of seasonal variations. The ratio comprises a measure of the profitability in relation to shareholders' equity.

#### *Return on capital employed (ROCE)*

Earnings before interest expense, derivatives and taxes (EBIT) as a percentage of average capital employed. Capital employed is defined as total assets less non-interest-bearing liabilities and provisions. Average capital employed refers to the average of the opening and closing balances for each period. In interim reports, the return is converted to its annualised value without taking account of seasonal variations. The metric shows the return on the capital provided by shareholders and lenders without regard to interest.

#### *Equity/assets ratio*

Equity as a percentage of total assets at the end of the period. The ratio provides a measure of the financial strength of the company.

#### *Interest coverage ratio*

Income from property management, plus interest expense, divided by interest expense. The ratio measures the degree to which earnings can decline without jeopardising interest payments or, alternatively, how much interest expense can increase before income from property management becomes negative.

#### *Loan-to-value ratio, properties*

Borrowings as a percentage of the properties' carrying amounts. The ratio shows the degree of borrowing on the property portfolio.

#### *Debt/equity ratio*

Interest-bearing liabilities include borrowings, lease liabilities and any other interest-bearing liabilities. The ratio illustrates the relationship between borrowings and equity and, thereby, the gearing and financial strength.

#### *Surplus ratio*

The operating surplus, shown as a percentage of rental income. The ratio illustrates the proportion of rental income that remains after deducting property management costs.

#### *Investment yield*

The operating surplus shown as a percentage of the properties' average carrying amount. The average carrying amount refers to the average of the opening and closing values for the respective period. In interim reports, the yield is converted to its annualised value without taking account of seasonal variations. The ratio illustrates the yield on the property portfolio without taking account of its financing costs.

### Share-related key ratios

#### *Earnings per share for the period*

Earnings for the period divided by the average number of shares outstanding. Definition according to IFRS.

#### *Earnings per share before tax*

Earnings per share before tax divided by the average number of shares outstanding.

#### *EPRA EPS*

Income from property management less the estimated tax payable on taxable income from property management divided by the average

number of shares outstanding. Taxable income from property management is defined as income from property management less fiscal depreciation/amortisation and direct deductions. The effect of loss carryforwards is not taken into consideration.

#### *Cash flows from operating activities per share*

Cash flows from operating activities divided by the average number of shares outstanding.

#### *EPRA NDV - Net disposal value, per share*

The closing balances for equity divided by the number of shares at the end of the period.

#### *EPRA NRV - Net reinstatement value, per share*

The closing balances for equity following the reversal of interest-rate derivatives and deferred tax according to the balance sheet, divided by the number of shares at the end of the period.

#### *Dividend yield per share*

Proposed dividend as a percentage of the year-end share price.

#### *Total yield per share*

Share price performance plus actual dividend relative to the share price at the start of the year.

#### *P/E ratio I, multiple*

Market price per share divided by earnings per share. In interim reports, the ratio is converted to its annualised value without taking account of seasonal variations.

#### *P/E ratio II, multiple*

Market price per share divided by EPRA RPS per share. In interim reports, the ratio is converted to its annualised value without taking account of seasonal variations.

#### *Average fixed interest period*

Time remaining until the interest on all interest bearing debts in average has been adjusted.

#### *Average loan maturity*

Time remaining until an average of all interest bearing debts has been refinanced.

### Property-related key figures\*

**These key figures are based on the property table on page 10. The table shows the estimated rental value, rental income and property expenses on an annualised basis with an unchanged property portfolio, rental income and lettings portfolio compared with the end of the last quarter.**

#### *Rental value*

Rental income plus estimated market-level rents for unlet space.

#### *Estimated investment yield*

Operating surplus as a percentage of the carrying amount for the properties at the end of the period.

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

Rental income on an annualised basis divided by lettable area.

#### *Operating surplus per m<sup>2</sup>*

Operating surplus divided by lettable area.

#### *Economic occupancy rate*

Rental income as a percentage of rental value.

#### *Estimated surplus ratio*

Operating surplus as a percentage of rental income.

#### *Net Lettings*

New lettings during the period less terminations to vacate.

\*) These key figures are operational and are not regarded as alternative key ratios according to ESMA's guidelines.

# Calendar

|                                     |                  |
|-------------------------------------|------------------|
| Year-end report 2021 .....          | 15 February 2022 |
| Interim report Jan-March 2022 ..... | 26 April 2022    |
| Annual General Meeting .....        | 26 April 2022    |

Wihlborgs' interim reports and the Annual Report are distributed electronically.  
The Annual Report is printed in Swedish and sent to any shareholders notifying the Company that they wish to receive it in printed form.

## Press releases Q3 2021

|  |                   |
|--|-------------------|
| Søren Kempf Holm – new CEO of Wihlborgs A/S .....  | 30 september 2021 |
| Wihlborgs and E.ON invest in low climate footprint solar cells.....  | 30 september 2021 |
| Visma new tenant in innovative Prisma building in Helsingborg .....  | 14 september 2021 |
| Wihlborgs signs agreement with logistics customer with immediate occupancy in Helsingborg.....             | 24 augusti 2021   |
| Wihlborgs welcomes the Human Rights Institute, a newly established government agency, to Ideon, Lund ..... | 20 juli 2021      |
| Interim report: January-June 2021: High activity creates new opportunities.....                            | 12 juli 2021      |
| Wihlborgs leases at Ideon in Lund to a public sector tenant.....   | 9 juli 2021       |
| Wihlborgs signs agreement with Mindpark, which is expanding in Hyllie.....                                 | 6 juli 2021       |
| Wihlborgs adds more agreements for Raffinaderiet 3 in Lund.....  | 2 juli 2021       |

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This interim report is information of such a kind that Wihlborgs Fastigheter AB (publ) is legally required to disclose pursuant to the EU's Market Abuse Regulation and the Swedish Securities Market Act. The information was submitted for publication through the agency of the contact people below on **22 October 2021 at 07:30 CEST**.



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