



FASTIGHETSSVERIGE

CLOSE-UP

Young comet MD to lift
CBRE with military discipline

TRANSACTION TREND

Borderless cooperation for more
transactions

THE FINANCING SITUATION

Still slow but the sun's peeping
from behind the clouds





What is your m

We can advice



market outlook?

you. Either way.

Pangea Property Partners is an independent full-service Nordic corporate finance/advisory firm focusing on the property sector. The company currently covers the Nordic region from offices in Stockholm and Oslo. Employees have a variety of backgrounds all being experienced from the property sector in various roles.

Pangea Property Partners offers clients genuine and proven transaction skills combined with in-depth commercial expertise. The Nordic region is our home market, but our clients are located all over the world. The company's assignments are primarily within property transactions and -development, strategic- and financial advisory including IPOs, restructuring, equity capital markets and debt capital markets.

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Away with winter cold – time for Mipim

The snow and ice have finally released their iron grip on us inhabitants up here in the north. It has been the harshest winter in living memory and items such as thermometers, long underpants, caps and winter boots have been our most important tools over the past three months. But spring is here now and a complete country is gradually thawing out. As for myself, I mainly look forward to not having to scrape the car windows every single morning while the engine is running to get a bit of warmth into an ice-cold car.

However, there has also been a more serious side to this extremely bitter winter, a side that affects much more than my comfort and dislike of sitting on a cold car seat. The infrastructure has been affected with closed roads and poorly-functioning public transport. Airports have had to close, with serious delays and cancelled journeys as a result. And, worst of all, people around Europe have actually had to sacrifice their lives because they cannot protect themselves against the cold. This concerns those people who are the worst off, of course. So, there are many reasons to celebrate now Spring is on its way with the promise of warmer winds.

Where the property industry is concerned, the onset of Spring also means that it is time for the year's biggest industry event – Mipim. After our Arctic winter, and because March can be a cold month in Sweden, I can guarantee that



property industry people from here will particularly look forward to visiting Cannes this year. But apart from that, I dare say that people will also be excited and psyched up in the face of making lots of new business contacts and launching a number of transactions.

We have given ourselves a bit of extra mental preparation prior to this year's Mipim and will be delivering daily Mipim news with topical subjects directly from the trade fair floor.

See you in Cannes!

Eddie Ekberg
Chief Editor

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The client is always right

This is what the real estate industry says about us:*

2009

Best Real Estate Bank in the Nordic
& Baltic Region

Best Real Estate Bank in Finland

Best Real Estate Bank in Sweden

Best Real Estate Bank in Latvia

Third Best Real Estate Bank Globally

Second Best Real Estate Bank in
Germany

2008

Best at Commercial Banking in
the Nordic & Baltic Region

Best at Financial Services Advisory
in the Nordic & Baltic Region

Best at Debt Capital Markets in
the Nordic & Baltic Region

2007

Best at Financial Services Advisory
in the Nordic & Baltic Region

Best at Commercial Banking in
the Nordic & Baltic Region

Best at Investment Banking in
the Nordic & Baltic Region

Best at Debt Capital Markets
in the Nordic & Baltic Region

Best at Equity Capital Markets in
the Nordic & Baltic Region

2006

Best at Commercial Banking in
the Nordic & Baltic Region

Best at Investment Banking
in the Nordic & Baltic Region

Best at Investment Banking
in Sweden

* According to Euromoney
Real Estate Awards



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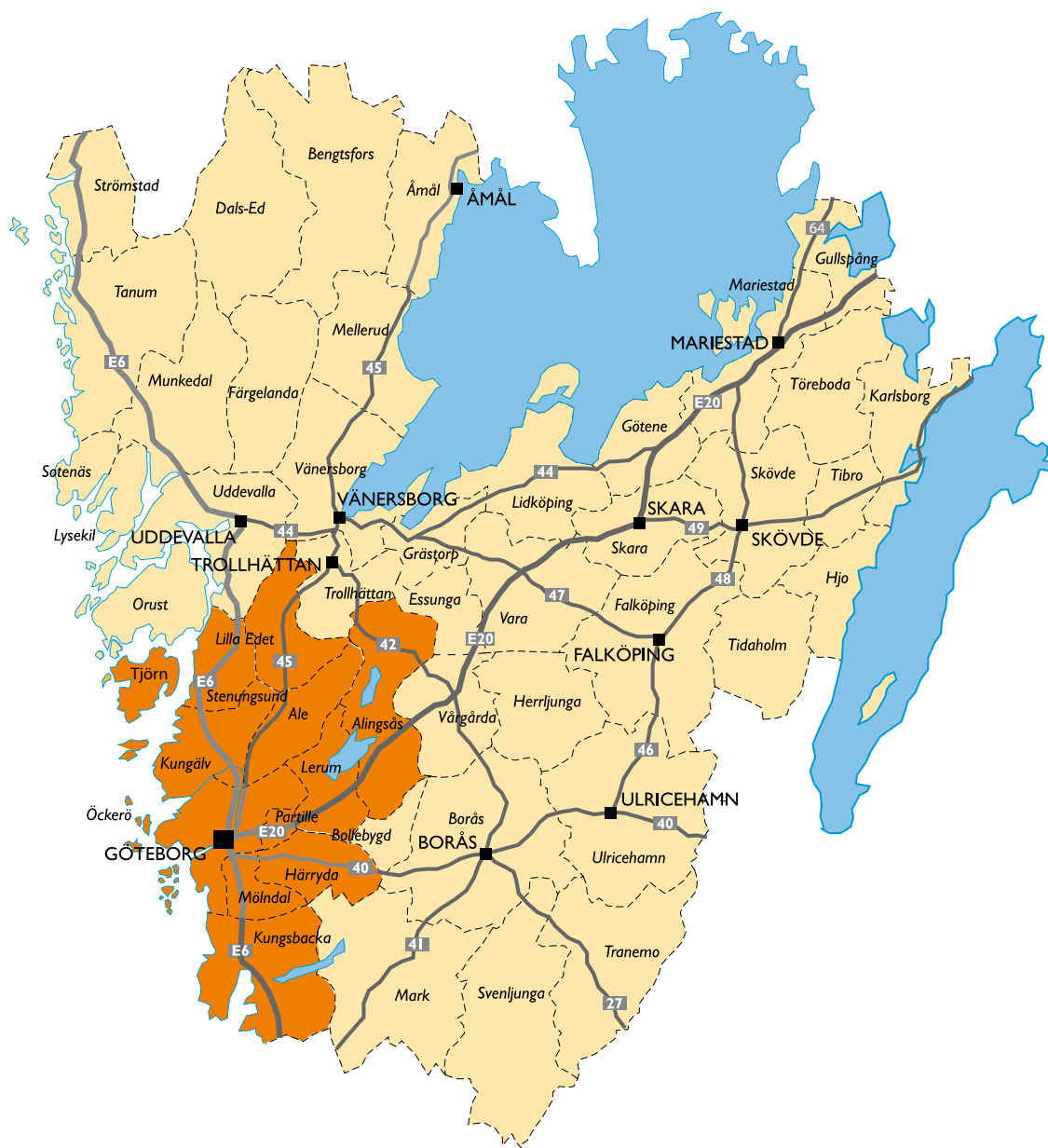
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Macro analysis

The economic map is being re-drawn at a faster and faster rate. The property industry, just like all other industries, is dependent upon a well-functioning financial system. An experienced economist therefore gives her view on the situation in Sweden in each issue.

Sweden is well equipped

The stimulations and measures that have been undertaken around the world have had an effect and the world economy started to stabilise in 2009. The recovery is taking place from a low level and, although the trend is pointing in the right direction, we may see minor setbacks along the way. The acute stage of the financial crisis is definitely over and the task is now to deal with the after-effects. We anticipate a more moderate growth at the end of the forecast period when the policy is less expansive. Our global growth forecast is 3.6 per cent in 2009 (sic) and 3.4 per cent in 2011. Sweden is well equipped for a recovery but we have a small, open economy that is dependent upon its surroundings.

Exit strategies, i.e. when and in which way governments and central banks recoup the stimulation that was given last year, will be decisive during the forecast period. Too rapid progression leads to a risk of cracks in the recovery. On the other hand, there is a risk of new imbalances if the stimulations remain for too long. Part of the recovery of the economic policy should take place on a global basis in order to avoid distorting the competition. Other decisions are more dependent upon the situation and opportunities of individual countries and some measures have already been phased out.

We reckon that that more countries will start to withdraw stimulation as early as the first part of 2010 but that the process will be intensified during the second half of this year. We also anticipate some changes to the rules in the wake of the financial crisis which may put up the cost of borrowing and slow down growth.

THE SWEDISH ECONOMY is divided in two where industry has undergone an acid test while the majority of households have been better off. Our opinion is that the domestic demand will be crucial to the growth and Riksbanken's action.

Foreign trade's contribution to the growth is relatively small since the global demand is showing a relatively moderate increase. Households on the other hand are making a strong contribution to the growth. Lower interest rates and taxes, a favourable stock exchange development and now, recently, signals that the labour market is no longer in free-fall have made households change tack from saving more to spending more. Strong public finances and an election year also mean that we are expecting the financial policy to afford the households an extra few billion in 2010.

We are already seeing a shift in the trend on the labour market that seems to be stabilising earlier than we predicted last autumn. The fall in employment is estimated to remain at 130 000 people



NAME: Annika Winsth.

AGE: 41.

OCCUPATION: Chief Economist at Nordea Sweden.

HOBBIES: Socialising with family and friends. Exercise and gardening.



Picture: Nordea

while unemployment is expected to culminate at close to nine per cent. This is significantly better than many first feared and an important parameter not least for the property market.

A **STRONGER SWEDISH KRONA** is expected to help bring the KPIF (consumer price index with fixed housing interest) inflation back down to just over one per cent at the end of the forecast period. However, today's real interest of 0.25 per cent has not been adapted to a growth of just over three per cent. There are

reasons to increase the interest rate as early as during the spring, but the members of the executive board currently seem to be placing more emphasis on a weak industry and less on the early stabilisation of the labour market by means of better development in other parts of the economy. However, we reckon that a brighter labour market will get Riksbanken to change tack and that the bank will introduce a rate-hiking cycle earlier than Autumn 2010 as they themselves indicate. At the end of the year, the repo rate is expected to be 2.0 per cent. **F**

Agneta Jacobsson on the Swedish property market


"We're starting to notice an IMPROV

EMENT"

Even if the transaction volume has fallen heavily and many of the international investors have retreated, the property market in Sweden has come through the crisis better than the markets in many other countries have.

Fastighetssverige meets Agneta Jacobsson, MD of DTZ Sweden, who gives her view of the Swedish market and its future development.





In 2007, the Swedish transaction volume amounted to around SEK 140 billion and, thanks to the major Vasakrona deal (41 billion), the transaction volume has been maintained at the same levels as in 2008.

However, 2009 saw a sudden halt and the transaction volume stopped at just over SEK 40 billion due to the global financial crisis.

Just over a year ago, the Swedish market was characterised by expectation and caution. Many people expected the prices to fall and for people to be in a position to buy, but the big drop hasn't come and the transaction volumes are now thought to have risen slightly, even though from extremely low levels.

"The situation is that people are still waiting, but we're starting to see an improvement. Things look better than they did a year ago," says Agneta Jacobsson, who has been the MD of the Swedish section of the global property consultancy company DTZ for nearly six years.

The fact is that the transaction volume in Sweden increased for each quarter in 2009 – but, as said, it was from very low levels. During the first quarter of 2009, commercial properties in Sweden sold for less than SEK seven billion, a setback of 76 per cent compared with the same period in 2008.

How has the Swedish market coped with the crisis in your opinion?

"It's coped better than most of the others. For example, Greece, Spain and Denmark have had huge problems

due to speculation bubbles in housing. Ireland and Iceland have been affected far worse because the financial crisis has hit these countries harder. England has seen a greater impact because, before the crisis, the rents there had risen much more than they had here. However, in England things are now starting to look better and they now seem to be out of the recession.

"Sweden has coped relatively well, partly due in most cases to healthy loan levels, a heavy fall in interest rates, no housing bubble and the fact that we've been cautious with our new construction levels, which is something that has countered the rise in vacancy levels."

The yields on prime properties in Stockholm were down to 4.25 per cent at their lowest.

"They're now up at 5.25 – 5.50 per cent. The prime yields have now instead begun to fall slightly again." According to Agneta Jacobsson, the rent levels in Stockholm's prime properties have fallen by around 20 per cent since the ceiling prices.

"Our forecasts indicated a fall of 20–25 per cent from the top level half way through 2008, and they've now fallen by nearly 20 per cent. The fall to this level occurred more quickly than expected, but we still believe that the fall will not exceed 25 per cent."

Stockholm is where the major Swedish rental and price adjustments have occurred.

"This is where the market is most volatile. Gothenburg and Malmö have also seen adjustments and we're expecting greater vacancy levels in Gothenburg, but if you look outside the three city markets, there are significantly lesser fluctuations and things are fairly stable. Generally speaking, it's not really about the rents there as these don't rise and fall so much during a boom, even if there are exceptions with markets that have been hit relatively hard.

What would you say characterises the Swedish market?

"The particular characteristic a few years ago was that we had an extremely transparent market with broad-based sales processes, among other things, but it's not nearly as transparent now. Another thing was that we had an extremely substantial share of foreign investors here, but that's no longer the case. Many still remain, but they haven't been particularly active on the market over the past

year, even though we're now clearly also seeing greater interest on their part.

"Something that characterises the Swedish market is that a greater share of properties are owned by professional owners such as stock exchange companies and institutions with their own administration than is the case in many other countries."

What is your picture of the way in which foreign investors look at doing property deals in Sweden?

"They've felt at home here. We have clear rules; it's easy to do business here and everyone speaks English. It's also cheap to perform transactions here, and I'd like to think that we have good consultants. In many other countries it's not as clear as here. In Germany, for example, things aren't as structured where matters

like who does which task are concerned, and in some other countries, such as Spain, a valuer is paid as a percentage of the value. Working in such a way in Sweden would be inconceivable for the sake of credibility."

“Something that characterises the Swedish market is that a greater share of properties are owned by professional owners.”

What threats do you see to the stability of the Swedish market?

"So far, we haven't seen any sales of portfolios in default and I don't believe we'll see this unless we get an interest rate shock. The banks are probably letting most of the properties remain with their owners or placing them in new structures without them coming out onto the open market. One problem with this is that there's a risk that nothing will happen to the properties in these portfolios, that tenant adaptations will not take place or the properties won't be maintained due to an unclear ownership picture with limited room for action. It can sometimes be difficult for the tenants.

"One threat is what's happening to the interest rate. We're not performing any interest forecasts, but a conceivable scenario is that the interest will be increased and then something may happen, primarily on the housing side where many are leveraged.

"If the expected economic upturn stops short, that's also a threat of course. There's talk of the economic curve taking the shape of a W, of there being a double crisis. When we entered the crisis, it was possible to lower the interest rate to counteract the downturn, but the interest rate is now so low that we have no weapon should we enter another crisis. We also have an election this year, which will make the autumn uncertain.

"But we believe that we're on the road to recovery now, slowly but surely. We anticipate that the transaction volume will climb to levels of SEK 80–100 billion, in two years in any case. It's largely the domestic buyers who are behind the acquisitions, but we're also seeing a somewhat greater level of interest from buyers from other European countries."



Picture: Niclas Liedberg

SECURE. Agneta Jacobsson has been responsible for the Swedish section of the property giant DTZ for almost six years. She believes that the Swedish market is on its way back up and that the Swedish market has coped relatively well.

"In most cases we've had healthy loan levels, a heavy fall in interest rates, no housing bubble and we've been very cautious with new construction levels, which is something that has counteracted rising vacancy levels."



FACTS Sweden

Capital: Stockholm.

Population: 9 million inhabitants.

Language: Swedish. 85 per cent of Swedes aged over 15 also speak English, at least to conversational level.

Form of government: Constitutional monarchy, parliamentary democracy.

Parliament: The Riksdag.

Area: 450 000 square kilometres. Third largest country in Western Europe.

Forests: 53 %.

Mountains: 11 %.

Lakes and rivers: 9 %.

Cultivated land: 8 %.

Religion: 80 % belong to the Evangelical Lutheran Church of Sweden.

Average life expectancy: Men 78 years. Women 82 years.

The proportion of adults aged 25–64 with higher education: 34,5 per cent.

STRONG PUBLIC FINANCES, SOUND BANKING SECTOR

The Swedish public finances are strong. The level of public debt in relation to GDP is far below many western peers. Having for many years emphasized the need for strong public finances, Sweden has had the means to introduce measures to counter the effects of the global economic slowdown. For example, strong injections are being made into the local government sector in 2010. Swedish banks are well capitalized and in good shape to support a recovering economy. The GDP outlook foresees a return to solid growth in 2010 and beyond.

Source: ISA





Do you believe that the good times from 2006-2007 will return?

"There's no doubt that we'll see a boom and good times, but the times we had then will probably not return. And I don't know if we want them back. They were strange times. You didn't need to be the slightest bit clever to be in the competition. The same low yields applied to all properties, irrespective of how good they were... But maybe that's the way things always go at the end of something that's gone on for too long."

If we take a look at the future, what do you think will have happened ten years from now?

"I think that the environmental issues will become even more important. Today, the tenants have environmental matters high up on their requirements lists, and the property owners are also willing. But there's so much to consider today; one house uses very little energy, the next house is built of a special environmentally-friendly material and so on. It's difficult to decipher today's different environmental labels. The tenants become confused and the result is that the environmental matters are given lower priority. I also believe that the management issues are becoming more and more important. Management must aim to increase the net operating profits, increase the earnings or lower the expenses, not just maintain the properties until the next sale."

"As far as the tenants are concerned, I think that the building or the premises is becoming more and more important as regards reflection of the image that the company wants to portray."

Finally, how has DTZ coped with the tough times?

"We've had a challenging 2009. We have new global management with good ideas. We're going through a branding process where one firm is one of the mainstays; we want to be one and the same company that offers quality services in various countries. The new

FACTS *Sweden*

Picture: Per Arnsäter

LARGEST EUROPEAN INVESTMENT MARKETS

Share of total transactions 2004–2009, percent

UK.....	36%
Germany.....	17%
France.....	11%
Sweden.....	7%
Netherlands.....	4%
Italy.....	4%
Spain.....	3%
Norway.....	3%
Others.....	15%

Source: Cushman Wakefield/ISA

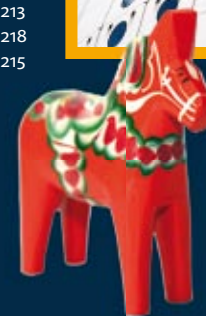


FOREIGN OWNERSHIP OF SWEDISH REAL ESTATE

SEK billion, by acquisition value

Nettofsg	
2002.....	67
2003.....	108
2004.....	131
2005.....	161
2006.....	178
2007.....	213
2008.....	218
2009.....	215

Source: Cushman Wakefield/ISA





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winds are blowing positively and have succeeded well so far. It feels as though we're cooperating more across national borders and this is bringing significantly better results.

"In Sweden, we've coped without needing to dismiss anyone. On the other hand, we have had to adapt to the new market. We initially cut back on the transaction side, but have since increased those again by merging with Bjurfors Näringsliv in Stockholm and Gothenburg. This has enabled us to do many deals, which is extremely positive. We have also started management and increased our leasing.

"Our strongest side in Sweden is valuation, and the market is no smaller now than it was before the crisis. On the contrary, it's bigger. The fact that we're big in terms of valuation allows the transfer of knowledge as regards the property market while we're in a less transparent market." **F**

FACTS *Sweden*

ONE OF THE WORLD'S MOST COMPETITIVE COUNTRIES

The Swedish economy boasts large numbers of global brand names across a wide range of industry sectors, including information technology, energy and life science. Productivity improvements, low wage and price inflation and Sweden's niche in high technology fields have benefited Sweden's competitiveness. Sweden offers a stable and transparent business environment, great people skills and a high capacity for innovation. Sweden is also noted for high levels of international trade; exports account for nearly 40 percent of GDP.

Source: ISA

STABLE INVESTMENT MARKET

Total real estate transactions amounted to some SEK 40 billion (€ 4 billion/\$ 5.5 billion) in 2009, down by some 60 percent compared with 2008. Investments by international investors fell to its lowest level in more than a decade. Cross-border transactions, involving a foreign buyer or seller, amounted to 26 percent of total transaction volume compared with 36 percent in 2008.

As the year progressed transaction activity picked up; transaction volumes more than doubled between the third and the fourth quarter. In spite of the reduced investment activity, Sweden remained one of Europe's largest investment markets.

The challenging financing environment put a dampening effect on the size of transactions. However, there was still substantial transaction activity. In all, the total number of transactions valued at SEK 100 million (€ 10 million/\$ 14 million) or more were down by a relatively modest 25 percent compared with 2008.

Source: ISA

SUBSTANTIAL OWNERSHIP BY ACTIVE INVESTORS

By year-end 2009, international investors owned Swedish real estate assets amounting to more than SEK 200 billion (€ 20 billion/\$ 28 billion) by acquisition value. Among the major international owners are GE Real Estate, ING Real Estate, Klépierre, Unibail-Rodamco, Valad Property Group and London and Regional.

There is great diversity among investors, including property companies, institutional investors and property funds. As a large share of property assets are owned by institutional investors and real estate companies, many of which are active buyers and sellers, there is generally good supply of investment product.

Source: ISA



Picture: Emma Granberg





And the winner is...

There are some days when it feels unnecessary to be typically Swedish. To obey that unwritten rule that says we can't sing our own praises.

This is one of those days. A day we feel like telling you how well things have gone for Brostaden in 2009. We're winners. Eco-friendly winners.

For instance...

- Winner of GreenBuilding Company of the Year, the first company in Europe to be awarded the distinction.
- Top placement in A GREAT PLACE TO WORK 2009, which gauges Sweden's most attractive workplaces.
- Finalist in the 'E Prize' for companies with an effective environmental approach, awarded by Swedish business weekly Veckans Affärer.

2009 was also the year we achieved the highest ratings in our Customer Satisfaction Index (NKI). So we can look back on 2009 with pride, and wish all our tenants the very best for 2010.



NEWS IN BRIEF

by Eddie Ekberg & Nicklas Tollesson

Three stock exchange companies form new company worth billions

COMPANY The three stock-exchange companies Peab, Fabega and Brinova are forming a new housing company, Tornet AB. The property value of the new company is SEK 1 670 million.

Göran Wendel, former MD of Svenska Bostäder, among others, is the company's MD.

Together with Folksam and Riksbyggen, Tornet AB is also forming a housing development company.

The new company's equity amounts to around SEK 620 million. The lease value of the properties amounts to around SEK 170 million SEK and the net operating expenses to around SEK 85 million.

Göran Wendel is the new MD of Tornet AB and Tornet Bostadsproduktion AB. He has worked for the property industry for many years. He has been the MD of Svenska Bostäder and Bostads AB Poseidon, and has also held various posts at Riksbyggen. The chairperson of the companies will be Allan Sörensen, the former MD of Riksbyggen.

Tornet AB and Tornet Bostadsproduktion AB have been active from the first quarter of 2010 and employ an approximate total of 15 people. Tornet AB's head office will be in Skåne. Tornet Bostadsproduktion AB's head office will be in Stockholm.



Picture: Nicklas Tollesson

Göran Wendel, MD of Tornet.

New lively urban area in Stockholm

CITY DEVELOPMENT Nya Slussen will be a top class place for people to meet. A lively urban area that is close to the water is a move to support the development work.

"The city envisages that the new Slussen will safeguard Stockholm's unique characteristic of being close to the water. At the same time, Slussen will be a secure and attractive public transport junction," says Commissioner of the Finance Department of the City of Stockholm Sten Nordin (M).

The future of Slussen has

been discussed for several years. In May 2009, a decision was made whereby the proposal from Foster + Partners and Berg Arkitektkontor would constitute the grounds for the continued conversion of Slussen.

The local council is expected to make a decision on the project's implementation plan in mid-2010. Planning work will continue during 2010 and the local council is expected to make a decision on the local plan during 2011.



Picture: Foster + Partners and Berg Arkitektkontor

Nya Slussen.



Picture: Per-Erik Admanson

Peab and Fabège sell the Paradiset property.

Fabège and Peab sell for 842 million

TRANSACTIONS Fabège and Peab sell the co-owned (50/50) Paradiset 29 property on Lindhagensgatan in western Kungsholmen in Stockholm. The buyer is Invesco Real Estate for one of their pan-European fund mandates.

The sale is taking place as a company at an underlying property value of 842 million SEK.

The property covers around 13 000 m2 commercial space, around 10 300 m2 offices plus a garage.

Catella has acted as advisor to the seller and Invesco Real Estate's Nordic cooperation partner, Scius Partners, has acted as the buyer's advisor during the acquisition process. "The property is ready-developed and is an attractive investment property with good tenants, and this makes it a good investment for an institutional investor," comments Christian Hermelin, MD of Fabège.

Skanska boss takes over Diligentia

CAREER Anders Kupsu is to succeed Per Uhlén as MD of listed Diligentia. 47 year-old Anders Kupsu has 20 years at Skanska behind him and has been the MD of Skanska Kommersiell Utveckling in the Nordic countries for the past two years, and prior to that he was the MD of Skanska Bostadsutveckling Norden.

1 June 2010 is provisionally Kupsu's first working day at Diligentia and he will start as MD on 1 July.

"I'm attracted by Diligentia's business concept, company size and the long-term thinking involved in being based on property management. When all is said and done, Diligentia's clients are after all Skandia Liv's 1.2 million policy holders," says Anders Kupsu.

Anders Kupsu's successor will be Jan Odelstam. He is coming from a position as MD of Skanska Fastigheter Stockholm where he was responsible for Skanska's commercial property development in the Stockholm area.



Anders Kupsu.

Picture: Skanska

NEW MD AT SAVILLS

CAREER Ulf Nilsson has been appointed as the new MD of Savills Sweden AB. He has been responsible for corporate finance at Savills in Sweden since 2005.

His leadership will be supported by valuation and analysis manager Lars Rickardson and investment manager Greger Hedlund. Former MD Martin Tufvesson, as well as Jonas Winter, will leave the company in April 2010 to concentrate on operations outside the consultation industry.

SWEDISH INVESTMENT MANAGER BUYS GPT HALVERTON

BUSINESS Hestia Fastighetsförvaltning is buying GPT Halverton in Sweden and Denmark. In this connection, work now concerns properties corresponding to around one million m2.

Gunnar Isaksson is the MD of Hestia and is very pleased to now be able to tell us about the transaction.

"It's great. We've worked really intensively with this deal throughout the autumn and it's now finally come to an end," says Gunnar Isaksson.

CRISIS DEEPENS FOR ALLOKTON

COMPANY The financial crisis in the listed property company Allokton is deepening. The company recently stated that a balance sheet for liquidation purposes was being set up. The background is the preliminary outcome of an external valuation of the Group's property portfolio.

As well as forming a basis for the annual accounts, the external valuation has also been part of the work with the company's capital structure that was previously communicated to the market.

GREATER STABILITY THAN EXPECTED ON THE RENTAL MARKET

SWEDEN There has been great demand for office premises during the past quarter and the vacancies have fallen on nearly all sub-markets. However, an increase in vacancies is forecast during 2010, but not to the same extent as in previous forecasts according to Jones Lang LaSalle.

The rental market in the capital city areas is more stable than expected. Higher levels of vacancies are noted but not to the same extent as before, and fewer vacancies are noted on some sub-markets according to JLL.

CONSORTIUM INVESTS 400 MILLION IN STOCKHOLM

HOMES Skanska has entered into cooperation with Areim and Index Estate to build and participate in the development and financing of 224 owner-occupied apartments on Kungsholmen in central Stockholm. The contract total for the construction assignment amounts to 400 million SEK, which is included in the flow of orders for the first quarter.

The new Västermalms Strand housing project is part of the conversion of western Kungsholmen in Stockholm into an attractive, modern residential area.



Picture: Skanska

SKANSKA AWARDED USA ORDER WORTH 5.1 BILLION

BUSINESS Skanska has been awarded two contracts in the north-eastern part of the USA. The total contract sum is around 5.1 billion SEK, which is included in the flow of orders for the fourth quarter of 2009.

One of the contracts refers to a major infrastructure project that is being implemented by Skanska USA Civil. The contract amounts to 3.6 billion SEK.

The second concerns a new stage of an ongoing housing project that is being carried out by Skanska USA Building.

HOLLYWOOD STAR BUYS HOUSE IN SWEDEN

HOMES The American acting star Will Ferrell and his Swedish wife Viveca Paulin have bought a property in Gnesta between Södertälje and Nyköping.

This is the second house they have bought in the area. The couple already own a property just 200 metres from the house they have now bought, writes Länstidningen Södertälje.

Will Ferrell has been in 20 or so films, including The Wedding Crashers and Starsky & Hutch.

GERMAN FUND MAKES ITS FIRST INVESTMENT IN SWEDEN

TRANSACTIONS The German fund LB Immo Invest is buying the Coop Forum supermarket in Stenhammar Centrum west of Uppsala from NCC Property Development. The purchase price is 168 million SEK. It is their first investment in Sweden. The sale is taking place through a company transaction and will lead to a positive result that will be reported in the second quarter.

The property will be transferred to the new owner in the second quarter of 2010.

SWEDISH FUND MANAGEMENT COMPANY OPENS UP IN LUXEMBURG

COMPANY Genesta Property Nordic opens offices in Luxembourg. "Setting up in Luxembourg is in line with Genesta's strategy to have strong local expertise on all of our markets. Having a local office in Luxembourg means that we can offer our customers the quality of service and expertise they're looking for. We're also pleased to be able to introduce Per Jeraeus as a new fund controller, who has extensive experience of the finance and property field," says Genesta's CFO Jonas Berg.

SWEDISH HOUSING CONCEPT ON EXPORT

COMPANY Skanska and Ikea are now exporting their BoKlok housing concept to Germany. BoKlok, a franchise concept, has chosen and signed an agreement with Bien-Zenker AG as the first franchisee. In the initial phase, 80 homes will be built in Frankfurt and the Nürnberg area.



Picture: Ikea

It is not the first time that the BoKlok concept has been exported. Since the start of 1996, BoKlok has built 4 000 homes in around 120 places in Sweden, Norway, Finland, Denmark and the United Kingdom.

QUOTATION

"2010 will be a turbulent year"

Jones Lang LaSalle feels that 2010 will be a shaky year during which many of the market's players will be put under great pressure.



Picture: Catella

Catella is for sale

COMPANY The Swedish consultation company Catella is for sale. Deutsche Bank has been asked to undertake the sale and the company needs to be sold before the end of the first half of the year.

Catella AB is currently 91 per cent owned by the Dutch Catella Foundation and nine per cent owned by Ingvar Kamprad's Inter Ikea.

"Catella is to expand and a foundation therefore isn't an appropriate owner," Catella's chairperson Lars Bertmar tells Dagens Industri.

Catella has refined its operations during the crisis times, cut back on its personnel and disposed of debts of half a billion SEK, partly by selling Catellahuset close to Stureplan in Stockholm.



Picture: Ase Gunnarsson/VUE

Major housing stock is for sale

BUSINESS As a part of a generation change, Varnäs Förvaltning AB has decided to sell its housing stock which has been managed by AB Verner Andersson. The portfolio is one of Mälardalen's major private housing stocks with 1 300 apartments and a total rentable surface area of around 95 600 m2.

Of the rentable surface area, 84 per cent constitutes homes and 16 per cent premises. The geographical distribution is 80 per cent in Västerås and 20 per cent in Eskilstuna.

The stock includes the Henrik 6 property on Engelbrektsplan 2, one of Västerås' top-class residential buildings.

Leimdörfer is acting as consultant to Varnäs Förvaltning AB during the sales process.



Västra hamnen, Malmö

Big plans for a unique, attractive quarter

Diligentia is creating a vibrant and inspiring development in Västra hamnen, Malmö. Homes, retail premises and modern, creative office space are all planned in this area closest to Malmö's latest landmark – The Turning Torso.

The area will be an open and inviting space in which to live and work, with plenty of natural meeting places. Green spaces, swimming and a marina will further boost its attractiveness. The project is set to launch in 2010 and is expected to be complete in 2025.

For more information, contact Andreas Ivarsson +46 40 20 63 41 or read more at www.diligentia.se.



DILIGENTIA

100 000 000

SEK. This is the amount that property billionaire Roger Akelius is giving to the organisation SOS Barnbyar to help those affected by the earthquake in Haiti.

Major investment for a world class Stockholm

CITY DEVELOPMENT The plans for the new Brunkebergstorg in central Stockholm have now been presented. We are looking at 100 new homes, new restaurants and shops. The investment, which is taking place with Stena Fastigheter and the Swedish National Property Board, is the biggest so far to create life and well-being in the city. "The investment in Nya Brunkebergstorg means that we'll be demolishing an old and dead concrete city and creating a safe, lively city environment where people will want to spend time, which is the direct opposite of the way things are here at the moment. One hundred new homes, the majority of which will be rented apartments, add an extra positive dimension to the project. Together with property owners and others, we're now continuing the work to achieve a world class Stockholm," says Commissioner of the Finance Department of the City of Stockholm, Sten Nordin (M).

FACTS:

- A new activity and cultural square
- New restaurants and cafés
- New shop premises
- New cultural premises
- 100 new homes in the City, the majority of which are rented apartments
- Completed 2011-2012



Nya Brunkebergstorg.

Skanska invests more than one billion in Gothenburg

INVESTMENT Skanska buys two owner-occupied apartment projects in Gothenburg from SBC (Sveriges Bostadsrättscentrum AB). They concern planning permission and project plans drawn up for a total of around 280 owner-occupied apartments in the Gothenburg area. Skanska's total investment when both projects have been completed is estimated to be around 1.2 billion SEK.

One of the projects is for around 140 apartments, 140 parking spaces below ground and 125 boat spaces.

The other project, Johanneberg, is situated at walking distance to the central parts of Gothenburg. The project includes around 140 apartments with 130 parking spaces below ground.

"There's heavy demand among our customers for new homes. It's nice to see that buying land in Gothenburg enables us to offer our customers new, energy-efficient homes in excellent locations," says Lars Björklund, MD of Skanska Bostadsutveckling in the Nordic countries.

New investment company buys Kenmore

COMPANY Kenmore Property Group's non-British business is sold to the newly-formed investment company Tamar Capital Partners. David Dahlgren will continue as MD of the Nordic business.

"We see that this is a good time to go into the property market, and if we find a good deal we'll go for it. For us it's a case of buying and selling," says David Dahlgren.

Tamar Capital Partners is

made up of eight people in the Nordic countries, six in Stockholm, one in Finland and one in Norway.

Tavistock Group, which owns Tamar Capital Partners, is owned by the Joe Lewis family foundations. Joe Lewis with family owns a large number of international business interests through the Tavistock Group, including properties, financial services, life science companies and several international brand names.



Det finns ställen att beundra, charmiga att beskåda, vackra att njuta av och framför allt rätt att vistas i.



Över hela världen hittar du CBRE och vi vet var ytorna finns, vare sig du vill köpa eller sälja en fastighet, hyra eller hyra ut en lokal. Många av våra affärer handlar om just det, men för att kunna göra det krävs kompetens och stort kontaktnät som gör att vi snabbare kan göra affärer. Ibland krävs det mer av oss! En till synes enkel affär kan i grunden genomföras via noggranna analyser, värderingar, konceptuella ställ-

ningstaganden och fingertoppskänsla innan vi slutligen når dit vi ska – nämligen en nöjd kund som gör en bra affär och förstått värdet av hög kunskap och engagemang. För att ge dig en övergripande bild av hela vårt utbud, besök www.cbre.se eller ring oss redan idag!

Det finns en plats för alla och det är vi som förmedlar den.

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Picture: Rolf Design & Arkitekt AB

VASAGATAN.
Diligentia's office property will be converted into an hotel with around 400 rooms that will open in August 2011.

Offices to become hotels in central Stockholm

An ongoing trend in central Stockholm is to convert older office properties into hotels. At the moment, three such projects are in full swing.

"There's no doubt that we're going to see more of this in the future," says Markus Pfister, property manager at Diligentia which is behind the largest of the projects.

ONGOING HOTEL CONVERSIONS

- In the autumn of 2008, Anders Bodin Fastigheter announced that Mannheimer Swartling's old premises on Norrmalmstorg would be converted into a five-star hotel. The 205-room hotel is opening this summer and will be the flagship of the Nobis Group's hotel portfolio.
- In October 2009, it was announced that AFA Försäkring and Elite Hotels had signed an agreement to convert the Rotundan property on Linnégatan/Sturegatan at Östermalm into the Elite Eden Park Hotel with 132 hotel rooms.
- Almost simultaneously came the news that Diligentia was converting Klockan 1 into the new Scandic Stockholm with 400 rooms. As well as the hotel, the building will contain 18 apartments and a small number of office shops.
- Midroc Properties may do hotel conversions in the Jakob Mindre 11 premises in the area on Gustaf Adolfs Torg that was vacated by Carnegie at the end of last year. The ground floor has a luxury pub-restaurant and a bank office but the rest of the 6 800 m² are empty.

The office premises in Diligentia's Klockan 1 property on the Kungsgatan/Vasagatan crossroads was very difficult to lease during the crisis times.

The market was significantly more amenable to the hotel concept.

"The building is 130 years old and, irrespective of how much renovation work we had done, it never really become a good office premises, at least not if you compare it with the new office buildings coming up in the surrounding area. Had we continued with offices, we'd always have risked a substantial turnover of tenants in gloomier times, but we got a good response from the market when we sent out the hotel prospectus."

Diligentia sent out a prospectus to 26 hotel operators, received 13 serious responses, evaluated them and continued the process, negotiated with four parties in parallel and eventually decided on Scandic, who is now going to open a flagship hotel with around 400 rooms.

"It was a question of several components – who would develop the property in the best way, the willingness to pay and the security," says Markus Pfister.

Together with Anders Bodin's conversion of Mannheimer Swartling's old office building and AFA Försäkring's conversion of the Rotundan area, Diligentia's project means that around 27 000 m² office premises are disappearing in central Stockholm.

Markus Pfister thinks that this trend is set to continue. ☐



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When investing in the Nordic region

Since 1994, AGL has been a partner to more than 100 real estate companies in the Nordic region in strategic and operational decision-making.

Today, AGL advises over 60 clients on treasury and financial management with portfolios in excess of €20bn and assist clients in transactions over €2bn yearly. Several of these clients have outsourced their entire treasury operations to us.

Our independence, strong access to local financial markets and use of real time market information ensure that our clients get the best financial solutions available. By using the latest technology and simulation techniques, we can help clients to optimise their hedging strategies in currency and money markets.

To ensure that best value is achieved we support our clients with ongoing analysis, reporting and benchmarking of their portfolios. When it comes to financing and risk management, choose AGL as your independent local partner.

Contact:
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Joakim Nirup

AGL

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Tel +46 8 545 017 00 info@agl.se www.agl.se

Picture: AFA



ÖSTERMALM. Elite Hotels is opening a 132-room hotel in AFA Försäkring's property on Linnégatan/Sturegatan.

Picture: Eddie Elberg



NORRMALMSTORG. In the summer, Nobis is opening a five-star hotel in Anders Bodin's property on Norrmalmstorg.

☒ “Absolutely. New, modern office buildings are being built around Centralstationen (such as the Waterfront Building with 25 000 m² office premises and Kungsbrohuset with 19 500 m²), and this is where the companies are moving to. They’re moving from less appropriate properties to newly-produced office spaces and don’t actually need to pay that much more to do so. This means that older office spaces that don’t have the right dimensions or that aren’t flexible enough have to give in.”

And their owners have to search for new areas of application. Diligentia is investing around 500 million SEK in this project.

How is the property value affected by such conversion?

“Well, there are several factors that play a part. The hotel yields are 25–50 points higher than the office space yields, but for a segment like this where there are long contracts with good operators, they’re around the same.”

The agreement between Diligentia and Scandic has been formulated for 20 years, and the hotel plans to open in August 2011.

Can the market take all future hotels that are on their way?

“It depends on who you ask. Olle Zetterberg at Stockholm Business Region says that more hotels are needed whereas the hotel operators themselves think that there are too many – they don’t want competition. Personally, I think that several new hotels can be built in the area around Vasagatan. On the other hand, hotels that aren’t in a central location have more difficulty.” ☒

Picture: Pierre Zetterman



Markus Pfister is property manager at Diligentia.

“ *Personally, I think that several new hotels can be built in the area around Vasagatan.*

Sweden is far from
China, Tanzania and India.

Still people in these countries
choose to work with us.



This is the Swedish real estate industry

The Swedish real estate market are in focus for many investors. As a service for you we here introduce you to the swedish real estate industry. (This list doesn't claim to be exhaustive.)

REAL ESTATE CONSULTANTS

DTZ



Agneta Jacobsson

DTZ is a leading real estate adviser with a team of over 10,000 people operating under the brand across 148 cities in 43 countries

providing solutions for occupiers, investors and developers, listed on the London Stock Exchange since 1987.

In Sweden, 80 persons in 4 offices deliver valuation, capital markets, retail, agency, consultancy and research, and occupier/tenant services. The company has received multiple awards, such as ranked No 1 in Valuation in 2009 for the fifth year in a row by Euromoney Magazine. The managing director was named Real Estate Woman of the Year by Fastighetsägarna Stockholm and one of Sweden's leading business women by Veckans Affärer. And it was ranked best workplace for Camaraderie in 2007 by Great Places to Work.

The Swedish management team is Agneta Jacobsson, MD; Jan Rosengren, Head of Consulting & Research; Fredrik Lidjan, Head of Capital Markets; Sven Erik Hugosson, Head of Valuation; Maria Krumlinde, Head of Office Agency; Kevin Havill, Head of Retail Services; Thomas Källström, Head of Occupier Services.

Catella



Lennart Schuss

Catella is the leading provider of advisory services on the Swedish market as regards property transactions and property-related

services within equity capital markets. We provide all of the expertise required for implementing complicated transactions. Our sixty-strong staff is located at offices in Stockholm, Gothenburg and Malmö. Catella's clients are primarily listed property companies, property funds, institutional owners, municipal and private property owners, as well as major property users and property financiers. In Sweden the Catella property team is lead by Lennart Schuss, MD at Catella Corporate Finance. Examples of recent transac-

tions include the sale of the Hammar 15 property in Stockholm CBD on behalf of RREEF Investment GmbH, the restructuring of Landic VIII and also the equity capital raising for Roxanne Fastighetsfond as well as Hemfosa Fastigheter where in total approximately EUR 300 million of equity was raised. Since the beginning of 2008 Catella has in Sweden acted as advisor in more than 100 property transactions with a total underlying property value exceeding EUR 6.9 billion.

Newsec



Marie Bucht

Newsec is The Full Service Property House in Northern Europe with over 20 offices in 8 countries. Newsec

offers services to property investors as well as corporate clients who lease or own premises for their own use. The company has over 700 professionals and has recently been advisors in transaction deals with a value of over 9 billion euro. Annually they value properties for more than 65 billion euro and manage over 1000 properties with a total value of 10 billion euro. In addition to that they have an international network of about 6000 consultants all over the world. This makes them the only Full Service Property House in northern Europe, and gives them a unique capability to predict the future.

Jones Lang LaSalle



Charlotte Strömberg

Jones Lang LaSalle is the Nordic region's leading real estate advisor, with specialists offering strategic services to

owners, investors and occupiers who strive for business success on the real estate market. Jones Lang LaSalle unites a strong local presence with world-class knowledge of both the Swedish and international property markets and offers a whole range of high-quality property services, including Transactions, Leasing, Corporate Solutions/Tenant Representation, Retail development, Analyses, Valuation and Asset/Property Management. To give some examples, the firm manages 1.2 million square metres of property in Sweden, of which

approx 700,000 square metres is retail property and shopping centres bringing 'Best in Class' management standards including the latest thinking on sustainability and environmental management issues.

Jones Lang LaSalle manages sizeable office properties in all major metropolitan areas in Sweden, and is also one of Sweden's most experienced and capable retail property consultancies with full country coverage. Jones Lang LaSalle is frequently engaged by owners and occupiers as advisor in transactions. With its local specialist and international network, Jones Lang LaSalle draws on its vast transactional experience and powerful analytical tools to ensure that real estate players are always one step ahead of the markets. In the Nordic region, Jones Lang LaSalle has offices in Stockholm, Gothenburg and Helsinki and work closely in collaboration with market leading partners in Norway and Denmark. The Nordic region is headed by Charlotte Strömberg.

Savills



Martin Tufvesson

Savills Sweden AB's team of highly experienced professionals provides a wide range of expertise to both local and

international clients. They offer advanced advisory services including property sales, investments, corporate finance, valuation, analysis and due diligence. Savills Sweden AB is the Swedish subsidiary of Savills plc, listed on the London stock exchange. Savills plc is a leading property advisor with businesses in Europe, US, Asia and Australia and through partnership in Africa. Being part of the international Savills Group facilitate the business to draw upon advice relating to property investors from rest of the world, and provides a broad client base to support the services in Sweden. Additionally, our Swedish clients can benefit from the vast knowledge of the property market that has been accumulated in Savills over the past 150 years. Savills have about 19 000 employees around the world. The team in Sweden is headed by Martin Tufvesson Managing Director (from april 1 the MD is Ulf Nilsson), Greger Hedlund Head of Sales and Investments, Jonas Winter Project Manager, Ulf Nilsson Head of Corporate Finance, Lars Rickardson

Head of Valuation & Analysis and Peter Wiman Head of Research.

Colliers International



Hans Vestergaard

Colliers International is one of the world's largest property consultants present in 61 countries, with 293 offices. In

Sweden they have offices in Stockholm, Göteborg and Malmö with about 40 property advisors engaged in increasing value for investors, property owners and tenants in the commercial property market. Colliers International AB is owned by Colliers Hans Vestergaard A/S in Denmark.

Colliers specialises in commercial properties and premises in the retail, office, residential and logistics & industrial markets. Their business areas are transaction, tenant ownership conversion, development & leasing, asset management and retail tenant representation. The business areas work closely together and offer expertise with local depth and global breadth. In order to guarantee our clients impartial advice they work independently of banks and credit institutions.

During 2009 Colliers started a new business area in tenant ownership conversion. They offer property owners a unique tool that guarantees the best price for ownership conversions. With many years of knowledge within this area Colliers successfully completed a number of assignments during the year.

Colliers also started several new asset management projects, for example an industry portfolio for NIAM and a mixed portfolio for Schroders.

Also, in cooperation with the well-known property valuator Alf E Johansson, Colliers now offers property valuation and property analysis.

NAI Svefa



Lennart Weiss

NAI Svefa is one of Sweden's leading property consultants with 17 offices throughout the country. Through membership in NAI

Global (consisting of 8000 professionals working out of 350 offices in 55 countries throughout the world), NAI Svefa can also offer a vast array of services on the

This is the Swedish real estate industry

☒ international property market. Over the past few years NAI Svefa has widened their activity and offer today a broad range of consultancy services on the real estate market. NAI Svefa consists of approximately 130 employees and the Operating Managers are: Lennart Weiss (CEO), Mikael Holmström (Transactions), Lars Haag (Valuation&Analysis), Marianne Carlbring (Property Development), Peter Möller (Digital Services).

TP Group



Jan Leife

NIRAS Sweden is one of the Nordic region's foremost independent consulting companies in real estate development, project

management, investor services, city and centre development, building conservation, corporate services, as well as climate and environmental issues. By listening to the client's needs, NIRAS develops creative, long-term profitable solutions in close partnership with the client. Each commission is unique and NIRAS offers a broad range of services, both for total solutions internationally and local solutions in specific areas. NIRAS Sweden currently comprises approximately 150 consultants. The company is part of NIRAS A/S, one of Denmark's most highly respected consulting engineering companies with a total of around 1,300 employees in several countries. NIRAS Sweden is also part of GVA Worldwide, a leading global network for consultants in the real estate industry.

Leimdörfer



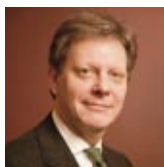
Sven Dahlin

Leimdörfer is a leading Nordic financial advisory firm providing property and capital markets transaction services to a

diverse range of clients. Founded in 1992, Leimdörfer has more than 30 employees with offices in Stockholm and Helsinki and is one of few financial services firms on the Nordic property market wholly-owned by partners. As a client-focused and fully independent firm, Leimdörfer provides market leading financial property-related advice and execution expertise without conflicts of interests. In 2009, Leimdör-

fer executed almost 40 property and capital market transactions in Sweden and Finland, including the sizeable divestments of five-star Royal Viking Hotel in Stockholm CBD, Swing Life Science Center in Espoo, HMA, and office property Citykajen in Malmö CBD.

Aberdeen Property Investors



Jan Söder

Aberdeen Property Investors is the dedicated property investment division of Aberdeen Asset Management PLC, a global

investment management group listed on the London Stock Exchange, which manages €161.8 billion of assets in equities, fixed income and property. Aberdeen Property Investors manages some €25 billion of property assets in Europe, Asia and North America through property funds and separate account mandates.

Clients are solely third party clients and primarily institutional investors. They are served by some 600 people at offices in 13 European countries, and in Singapore.

The company provide domestic and international investment exposure to property by offering a wide range of investment products and services. These are all supported by rigorous investment processes, independent inhouse research and local active management.

ISS



Anders Borggren

ISS Property can, as the largest property manager (>14 million sqm) in Sweden and Scandinavia, provide a long list of services

that help the investors to reach their goal to optimize the yield. Leave the daily business to them and focus on the portfolio management questions. Their services range from building and technical service, construction, architects, accounting, real estate law, letting, due diligence, project management and asset management. The services can be combined in order to fit the needs of the customers. From single services or as a complete solution focused on resource optimization. Scalable solutions that help the

investors to move fast on a turbulent market.

Investors that have properties, or seeking investments, in the Nordic countries, can turn to them. ISS has large activities and references in Finland, Norway and Denmark apart from Sweden. One single point of contact and a homogenous way of reporting the activities.

CB Richard Ellis



Magnus Ungmark

CB Richard Ellis is the global leader in real estate services with more than 300 offices in over 50 countries worldwide.

With approximately 40 specialists in Sweden CB Richard Ellis provides real estate owners, investors and occupiers through offices in Stockholm and Gothenburg offering services within Agency, Capital Markets, Corporate Services, Research, Retail and Valuation Advisory.

Each year, thousands of successful assignments are completed with clients from the gamut of industries. This volume creates market knowledge that allows seizing opportunities, speeding the business process and creating the most thorough, precisely accurate picture of global commercial real estate conditions and trends. Every day, in markets around the globe, CB Richard Ellis' specialists apply their insight, experience, intelligence and resources to help clients make informed real estate decisions. CB Richard Ellis does not exist without their clients - and will never lose sight of this fact.

CB Richard Ellis is the only commercial real estate Services Company named one of the 50 "best in class" companies by BusinessWeek, and was also named one of the 100 fastest growing companies by Fortune. Johan Elfstadius is the Managing Director in Sweden from 1 May 2010.

Forum Fastighetsekonomi



Håkan Söderqvist

Forum Fastighetsekonomi (Real Estate Economics) is one of the leading real estate valuation and advisory companies in

Sweden. They are over 20 consultants

(education at least at level of Master of Science). Forum is one of the founder of International Property Partners (IPP). The offices are located in Stockholm, Nyköping, Östersund, Norrköping, Göteborg and Malmö. They are certified appraisers.

Cushman & Wakefield



Magnus Lange

Cushman & Wakefield assist clients in every stage of the real estate process, representing them in the buying, selling,

financing, leasing, managing and valuing of assets, and providing strategic planning and research, portfolio analysis, site selection and space location, among many other advisory services. By continually seeing past the immediate "deal" and instead determining the highest and best use of property in every situation, in every corner of the world, they provide the greatest maximum opportunity for owners, occupiers, and investors, as well as their communities and society as a whole.

Tenzing



Tom Lindahl

Tenzing is a top-ranked advisory firm specialized in significant property and capital market transactions. Tenzing's business concept

is to generate, and assist in the completion of, transactions in the Nordic property and capital markets. Tenzing represents a wall-to-wall assortment of expertise, meaning that we offer all types of transaction advice in the range from stock exchange operations to disposal of single properties - and always with the goal to deliver the best solutions for our clients.

They have gathered a team of 20 people with passion for the property business. Tenzing has 12 active partners with professional and complementary backgrounds. They are convinced that through this structure their clients will receive the highest possible drive, management and commitment.

Clients are major Nordic and non-Nordic institutional investors, funds, public and private property

companies as well as construction companies.

Nordier Property Advisors



Andreas Öberg
Eneskjöld

Nordier Property Advisors is part of the Nordier Property Group and was founded during 2008. The company's senior partners all have extensive experience from Sweden's real estate market. Nordier Property Advisors offer high quality services within the real estate advisory business including Transaction, Valuation, Leasing and Investment Advisory services. In close cooperation with their largest owner the Investment Bank ABG Sundal Collier, they also provide one of the Nordic Region's most qualified Investment banking and Corporate Finance services. The Partners and members of the board have completed real estate transactions to a volume of more than EUR 10 bn and have carried out real estate valuations to a volume of more than EUR 40 bn. During 2009 Nordier Property advisors were exclusive advisors in the disposal of 35 assets and performed ca 1000 valuations of Assets. Nordier Property Group is lead by MD Andreas Öberg Eneskjöld.

Fasticon



Jahn Wahlbäck

Fasticon is a leading provider of advisory services on the Scandinavian market regarding procurement of property management, executive recruitment, business development and business support. Fasticon's clients are primarily municipal property owners, institutional owners, property funds, listed property companies and major industrial property owners. We have 25 people located at offices in Stockholm, Malmö and Växjö. The Fasticon team is led by MD Jahn Wahlbäck.

An example of a successful assignment was when Fasticon advised ALECTA on purchasing of property management services in connection with an acquisition of a diversified portfolio of more than 65 (750.000 m2) properties in Sweden. The purcha-

sing process was finalized within six weeks and Fasticon also advised on implementation and coordinating the contractor's activities.

Pangea Property Partners



Thure Lundberg

Pangea Property Partners is an independent full-service Nordic corporate finance/advisory firm focusing on the property sector. The company currently covers the Nordics from offices in Stockholm and Oslo. Employees have a variety of backgrounds (finance, law, economics and engineering) all being experience from the property sector in various roles. Pangea Property Partners offers clients genuine and proven transaction skills combined with in-depth commercial expertise (investor network, placing power and negotiation skills). The Nordics is their home market, but their customers are located all over the world. The company's assignments are primarily within property transactions and -development, strategic advice and financial advice (including IPOs, restructuring, equity capital market and debt capital markets).

CONSULTANT – RETAIL

Centrumutveckling



Monica Bruvik

Centrumutveckling is property development consultancy company for shopping centres with the longest experience in the Nordic region, with 40 years in the business. Centrumutveckling work from initial concept to project completion with total project management, concept development, market analysis, letting, architecture, design and administration. They are also a management and specialist consultant that can contribute with their considerable specialist expertise in sub-projects, and offer investment advice when buying and selling shopping centres. Centrumutveckling have a staff of 20 specialists

including the management team of Monica Bruvik, Eva Busck and Håkan Karlsson. Centrumutveckling's head office is in Stockholm with a branch in Gothenburg. Since 1969 Centrumutveckling has worked with 500 shopping centre projects in 17 countries.

NCM Development



Lars Toll

NCM Development has over 40 years' experience of retailing and shopping centre development and management. We are 40 consultants active in the Scandinavian market, with companies in Sweden and Norway and network offices in Denmark and Finland.

NCM Development helps investors and property owners in all stages, from advisory services, concept and strategy to the execution of development projects and various types of administration. We have specialist competence in six business areas: Property Advice, Development Consultancy, Asset Management, Leasing and Tenant Representation.

Swedish management team: Lars Toll (MD, Asset Management) Christer Larsson (Property Advice), Stefan Lindqvist (Development Consultancy), Marie Hallberg (Leasing) and Anders Ejnar (Tenant Representation).

RSD Retail & Shopping Centre Development AB



Anders Ekwall

RSD assists property owners with strategic consultancy for the successful and secure asset management of retail properties.

They focus on creating Retail experience to optimize the value of the property. RSD illuminate the hidden values with project developments. RSD have a staff of 10 persons and are currently involved in a recruiting process for all their ongoing projects. The leading consultants at RSD is Anders Ekwall and Eva Hanslin. RSD assists property owners with analyse, implementation, management and transactions.

AUDITING BUREAU

Deloitte



Andreas Adolphson

Deloitte is one of Sweden's leading professional services firms, employing 1 000 people in 30 offices throughout Sweden. Deloitte deliver world-class assurance and advisory, tax, and consulting services. Some of Deloitte's prominent advisors are Joachim Agrell, Eva Lindberg and Andreas Adolphsson. Deloitte's turnover concerning the real estate market last year was approximately 100 millions Swedish kronor. Deloitte's largest clients within real estate include amongst others Akademiska hus, Faberge, GE Real Estate, Ljungberg-Gruppen, Skrandan, and Wilhborgs.

KPMG



Björn Flink

KPMG Sweden is one of the leading professional services firms in the area of financial information. KPMG is a global network of professional firms providing Audit, Tax and Advisory services. KPMG operate in 144 countries and have 137,000 people working in member firms around the world. The independent member firms of the KPMG network are affiliated with KPMG International Cooperative ("KPMG International"), a Swiss entity. Each KPMG firm is a legally distinct and separate entity and describes itself as such.

In Sweden they are 1500 co-workers at 60 offices spread throughout the country. KPMG Sweden's long lasting and strong presence in the real estate industry is manifested by the fact that KPMG audit major Swedish property companies such as Castellum, Hufvudstaden, Kungsleden and Stena Fastigheter and service a number of leading international investors such as Aberdeen Property Investors, Union Investment and GE Real Estate. During 2009 KPMG Sweden also advised a number of leading domestic and international real estate investors on transaction-oriented issues. The global KPMG Real Estate network provides instant access to the most current

This is the Swedish real estate industry

- information on important international industry development issues such as the development of REIT regimes and the evolving property derivatives markets.

PricewaterhouseCoopers



Jörgen Sigvardsson

PricewaterhouseCoopers is Sweden's leading professional services firm, with 3,600 staff members in 125 offices spread

across the country. This ensures a geographical coverage and range of expertise that few can match. In addition to auditing, their services include accounting, risk management, tax advisory services, corporate finance and advisory services. Their Real Estate Industry Group offer some of Sweden's most experienced specialists within the areas of financial analysis, valuation, deal support, real estate economics and strategy development advisory services. Their integrated industry approach ensure you to stay one step ahead when it comes to complex transactions and decision-making in local or international business environments. Across their network, more than 163,000 people in 151 countries share their thinking, experience and solutions to develop fresh perspectives and practical advice in order to create added-value for their clients.

Ernst & Young, Real Estate



Ingemar Rindstig

Ernst & Young is a global leader in assurance, tax, transactions and advisory services, worldwide 140 000 people. Their special industry group

focused on real estate, construction and infrastructure embraces more than 6 000 specialists in a seamless organization globally and 300 of them in the Nordic countries. Their services include real estate strategy, analysis and valuation, transaction advice, real estate administration, risk management, corporate real estate, infrastructure advice (PPP), sustainability, due diligence, audit and assurance, financial reporting and property tax, VAT and income tax for real estate businesses.

LEGAL FIRMS

Mannheimer Swartling



Klas Wennström

Mannheimer Swartling has the ambition to be the leading firm as regards real estate transactions and related

legal issues in Sweden. By gathering more than 40 lawyers in the real estate group, we provide a combined knowledge of all relevant legal areas, thereby giving our clients access to a team of lawyers with a clear focus on creating business value. The number of transactions we advise on year after year is a guarantee that the lawyers are updated on all the latest developments and challenges in the Swedish real estate market. We also have a strong presence in other European real estate markets, such as the German and the Russian markets. Our client base include major real estate companies, real estate developers, real estate funds and financial owners, states, municipalities and many more. The real estate group is lead by Jesper Prytz (Göteborg, chairman of the group), Klas Wennström (Stockholm) and Johan Granehult (Malmö). During 2009 Mannheimer Swartling advised on real estate transactions to a value of SEK 29 billion, and was listed as the number 1 legal advisor based on transactions.

Two high-profile transactions 2009:

1) Mannheimer Swartling has advised Gamla Livförsäkringsaktiebolaget SEB Trygg Liv on legal matters relating to the procurement of the management of Gamla Liv's property portfolio in Sweden. The procurement concerned the management of 72 properties with a total value of SEK 15 billion located in Stockholm, Gothenburg, Uppsala, Malmö and Helsingborg. The responsible partner was Mårten Tagaeus.

2) Mannheimer Swartling is advising the Stockholm County Council (Stockholms Läns Landsting) in the SEK 14 billion New Karolinska Hospital project, a development of a new ultra-modern hospital in Stockholm. This is one of the largest projects ever undertaken by the Stockholm County Council and the largest ongoing property development in Sweden. The responsible partner is Jan Kansmark,

who is assisted by Louise Widén, Johan Granehult and Magnus Josefsson.

Lindahl



Jörgen Sandquist

Lindahl has more than 300 employees in six offices in Sweden. During 2009, Lindahl merged with RydinCarlsten, creating a

leading law firm in Sweden.

The real estate team of Lindahl consists of more than 40 lawyers. The real estate team is headed by partner Jörgen Sandquist (Stockholm), partner Per Bäcklund (Gothenburg) and partner Staffan Brandt (Malmö). The Stockholm office has recently recruited partner Johan Lindberg, formerly at RBS Nordisk Renting, and senior associate Anders Wimert, formerly at NCC Construction Sverige.

Lindahl has established itself as one of the top three-four firms on the Swedish real estate market, advising during 2009 in transactions with a total transaction value of more than SEK 14 billion. Among these transactions are the sale by RBS Nordisk Renting of the Royal Viking Hotel in Stockholm, the sale by Internationales Immobilien-Institut of Centralhuset in Gothenburg and the sale and purchase by NCC Property Development of the Ullevi Park project in Gothenburg (other party Vasakronan). In addition, Lindahl advises international banks, such as Aareal Bank and Deutsche Pfandbriefbank, on a regular basis. Lindahl has also advised in several real estate reconstructions.

The firm's success is believed to be based on closeness to the business, with vast industry knowledge and experience, in combination with the full service concept. Lindahl takes pride in providing not only top quality services within transactional work, but also to provide genuine expertise in fields such as lease law, asset and property management, construction law and environmental law.

Glimstedt



Jan Litborn

The Stockholm office of Glimstedt, led by managing partner Jan Litborn, has specialized in real estate transactions since many

years and that makes Glimstedt one of the foremost and dependable firms in this area of practice.

The legal firm Glimstedt is, with its fourteen offices in Sweden, the Baltic State and Belarus, proudly one of the leading business law firms in Sweden. Their overall objective being to continuously supply their clients with appropriate and efficient advice based on the client's specific needs in order to arrive at constructive and useful solutions, leading to successful business deals.

Glimstedt has a total of 250 employees including 30 specializing within the real estate area.

Vinge



Stefan de Hevesy

Vinge's property and environmental law group is considered one of the most prominent in Sweden and is consistently

ranked in the top tier in international as well as national surveys, such as Chambers, Legal 500 and PLC Which Lawyer?. Their clients include Swedish and international property companies, traditional industrial companies and governmental authorities. They also represent several international investment funds, financial institutions, rating agencies and others. Vinge have a total of 330 lawyers, with around 30 being specialised in the property and environment field. The leading lawyers of this group are Stefan de Hevesy and Patrick Forslund. During the last year Vinge has acted for GE Real Estate (Sweden) AB on the establishment of and investment in Roxanne Fastighetsfond, KLP Eiendom on the acquisition of Hotel Royal Viking in Stockholm, Balticgruppen AB on the sale to and the establishment of a joint venture with Västerbottens-Kuriren, LB Immo Invest GmbH on the acquisition of a Coop hypermarket from NCC, in addition to a host of other premium mandates.

Cederquist



Erika Åslund

Cederquist is a leading business law firm in Sweden and is consistently acknowledged as being a top

tier legal service provider. The firm comprises approximately 80 lawyers, of whom about a dozen constitutes the commercial real estate practice. As in the rest of the world the real estate transaction market in Sweden has drastically decreased in transaction volume during the last year. Cederquist has however maintained its position in the market and strengthened its position among institutional investors and within the domestic real estate market and has also broadened its practice to actors within the distressed market. Head of the practice is Erika Åslund. Over the past years, our dedicated real estate group has acted for a variety of domestic and international sellers and buyers of real estate in several of the largest and most complex property transactions in Sweden. We also regularly act for lenders, borrowers, equity investors and also potential purchasers in restructurings and refinancing of public and private property companies facing financial difficulties.

MAQS Law Firm



Patric Olofsson

MAQS Law Firm is a ground-breaking and dynamic full service firm within business law. Their integrated and tailored teams provide concrete total solutions that develop and protect the business affairs of both Scandinavian and international companies. At MAQS there are more than 285 people working in Sweden, Denmark, Estonia, Latvia, Lithuania and Poland. MAQS offices are located in Copenhagen, Gothenburg, Malmo, Stockholm, Tallinn, Riga, Vilnius and Warsaw. In Sweden there are 145 employees, with 90 of them certified lawyers. MAQS Law Firm is one of the top law firms in Sweden when it comes to advising in large and complex real estate transactions.

Examples of recent transactions in which MAQS Law firm has advised are AP Fastigheter's acquisition of the

Vasakronan Group, which is the largest real estate transaction in Sweden ever with a transaction value of approx. 4 billion Euros, and Fastighets AB Balder's acquisition on Din Bostad Sverige AB, with a transaction value of approx 550 million Euros.

Kilpatrick Stockton Law Firm



Fredrik Ahlqvist

The Stockholm office of the international law firm Kilpatrick Stockton continues to be a leading and trusted

firm within the real estate industry, providing services covering all legal aspects of property acquisitions, ownership, management and sales. With an experienced and dedicated real estate team of 17 lawyers, Kilpatrick Stockton is instructed on a regular basis by national and international institutional investors, real estate companies and developers and municipali-

ties. Kilpatrick Stockton pride themselves in staffing their project teams with experienced lawyers, who actively participate throughout the transaction process ensuring a high quality service. During 2009, the Stockholm office advised in closed transactions in the real estate market to a value of approx. SEK 12 billion, representing clients such as AXA IM, Credit Suisse, GE Real Estate, ING Real Estate, MEAG, Municipality of Stockholm, Niam Fund IV, RREEF Investment and Sveafastigheter.

Linklaters Law Firm



Magnus Lidman

Linklaters is a law firm which specialises in advising the world's leading companies, financial institutions and governments

on their most challenging transactions and assignments. In the Nordics



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This is the Swedish real estate industry

☒ Linklaters is the only leading global law firm with a significant presence. With 26 offices in major business and financial centres, we deliver an outstanding service to our clients in the Nordics or anywhere in the world.

Linklaters have acted on some of the most complex deals recently in the Nordic market, e.g. advising Aviva on a sale of an SPV holding a modern office building, Commerz Real on a purchase of a shopping centre as a forward funding and Goodman on a purchase and development of a logistics facility.

Ashurst Law Firm



Anna-Maria Hammarlund

Ashurst Stockholm currently consists of 30 lawyers. The office specializes in corporate transactions, finance and real estate. The real

estate department, headed by Anna-Maria Hammarlund, advises a number of listed and unlisted Swedish and international clients with their acquisitions and divestments. The real estate practice also includes legal advice regarding real estate finance, commercial leases and other rights of use as well as real estate management and real estate development issues.

Wistrand



Lennart Ernstson

Wistrand is a full-service law firm with a strong focus on M&A, corporate, real estate, dispute resolution, energy and envi-

ronment and banking and finance.

With a workforce of over 170 in Stockholm, Göteborg and Malmö, Wistrand is acknowledged as pre-eminent on the Swedish market. Solid support in the acquisition, ownership and transfer of real estate is a given. Where Wistrand's real estate group truly excels is in their ability to advise domestic and international clients on transactions, due diligence and financing, construction and property development as well as commercial leases.

Headed up by Lennart Ernstson, Tommy Grönberg and Fredrik Råsborg, the real estate group in Stockholm has a client base ranging from listed real

estate holdings, banks and financial players through to private investors.

Baker & McKenzie



Jan Alexanderson

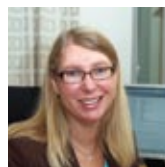
Baker & McKenzie Stockholm, part of one of the world's leading and most internationally diverse law firms with a unique global

perspective. Among their clients are many of the leading Swedish and international companies, banks and organisations, as well as public institutions. They are part of an extensive global law firm, linking with offices spanning six continents to provide their clients with a seamless combination of local and global expertise.

Baker & McKenzie Stockholm offers the benefit of working with local lawyers who have a strong international outlook, operating within an organisation with a distinctive, business friendly culture and a reputation for quality and commercial pragmatism across the world.

Their Global Real Estate Practice includes more than 175 locally experienced, globally knowledgeable lawyers familiar with all aspects of property development, sales, acquisitions, leases, property management and the provision of security in commercial, retail, industrial, residential and mixed-development markets.

Foyen



Eva Westberg

Foyens lawyers regularly assist in real estate transactions concerning individual property units as well as entire real estate

companies and large portfolios. They have a vast experience representing clients in substantive real estate transactions, which gives them knowledge and experience that is important also when assisting in matters regarding smaller objects.

Foyen represent clients not only with acquisitions but also in restructuring real estate portfolios within corporate entities and groups of companies. The advice in such matters do not only comprise agreement negotiations but also financial issues, service agreements, take-overs, employed

staff, legal issues regarding tenancy rights, dealing with securities and mortgages, contracts with authorities etc. This makes FOYEN a long-term valuable partner for improving real estate business.

DLA Nordic



Anders Malmström

DLA Nordic is one of the largest full-service law firms in Sweden. The Stockholm office employs approximately 110 people, of which

80 are lawyers. DLA Nordic provides a full range of services in commercial law, such as real estate, M&A, corporate, construction, banking and finance. DLA Nordic also has specialist lawyers in IT, intellectual property, tax, private equity, litigation, insurance, maritime and transport, EU and regulatory, insolvency and employment. The law firm is part of DLA Piper Group, an exclusive alliance of international law firms with over 4000 lawyers in 36 countries in Europe, USA, Asia, Australia, Africa and the Middle East. Consistently ranked as the world's top real estate practice by leading industry research firms, DLA Piper Group continues to diversify its real estate practice by expanding its global capabilities through the addition of leading practitioners throughout the world. With more than 550 real estate lawyers throughout the world, the firm provides a full range of transactional and advisory services to real estate-related firms, such as developers, investors, lenders and asset managers. The firm also provides advice relating to acquisitions, dispositions, financing, leasing, entitlements, economic incentives, corporate facilities and related legal services to its clients.

Magnusson Law Firm



Magnus Björkander

Partner Magnus Björkander is heading Magnusson's real estate practice in Sweden. Magnus Björkander, regularly ranked

by independent benchmarking publications in the area of real estate, has extensive experience advising on a wide range of real estate matters. Magnus Björkander was listed by Legal 500 EMEA 2009 and recommen-

ded by Chambers Europe amongst the top practitioners in the area of real estate in Sweden. Also working in Magnusson's real estate team are inter alia senior associate Cecilia Hautamäki and associate Susanna Wetzler. Magnusson's real estate department in Stockholm advises listed and unlisted Swedish and international clients on all aspects of real estate transactions including Real estate acquisition, Development and construction, Leasing and operation, Financing, Litigation and arbitration, Environmental protection and Comprehensive tax advice relating to real estate projects.

With offices in Copenhagen, Gothenburg, Minsk, Moscow, Stockholm, Wrocław and Warsaw Magnusson offers top-flight legal services for clients operating in the real estate industry in the Baltic Sea Region. Our lawyers are prepared to offer any legal service that may be required in specific real estate transactions, based on our client's needs and expectations.

ARCHITECTURAL FIRMS

Tengbom



Magnus Meyer

Tengbom is the third largest architectural firm in Scandinavia and employs 280 architects and architectural engineers at offi-

ces in Stockholm, Gothenburg, Malmö, Helsingborg, Uppsala, Umeå and Kalmar. Founded in Stockholm 1906 by Ivar Tengbom the firm is one of the oldest architectural firms in Europe.

Tengbom offers a broad spectrum of services; architecture, urban planning, landscape architecture, interior design, building restoration and project management.

They have great experience dealing with complex schemes and solutions for a variety of clients with a wide array of architectural requirements in categories such as; education, health, sports, hotel & spa, offices, commercial, residential, infrastructure, landscape, urban planning, culture, industrial buildings.

Many of these clients are internationally renowned companies such

as Astra Zeneca, Ericsson and Canon. Tengbom work also in conjunction with a large number of governmental institutions and authorities including amongst others the Foreign Ministry of Sweden. Tengbom has a strong international focus and has recently been involved in a series of complex architectural and urban planning projects in various parts of Europe, Africa and China. Contact: Magnus Meyer MD.

White



Anders Svensson

White is one of Scandinavia's leading architectural companies, with 500 employees in Sweden and Denmark. White has to its credit also one of the strongest brands in the industry. The company is employee-owned and has a unique organization for developing ideas and know-how. Whites entire range of expertise includes architecture, urban

planning and design, landscaping, interior design and environmental management in the processes of strategy, concept and production. A few of their recent projects are Stockholm Water Front – a new congressbuilding, the new university hospital at Karolinska, Stockholm, a new architecture school in Umeå, a new visitor centres by Vänern. They recently won a competition in Uleåborg, Finland. They are also in the winningteam in H+, a competition to create the Helsingborg of the future.

Equator



Annica Carlsson

Equator is an architectural firm that combines regional as well as international experience with a strong business focus. With a solid market position in the commercial and residential sectors the firm is well suited to manage

complex, large scale and mixed use projects.

The innovative design of Liljeholmstorget has created a successful combination of; new shopping mall, new housing units and updated existing office, premises transforming a former dead spot into an attractive and important hub in one of the main development areas in Stockholm.

The project combines optimized client value and modern design with ambitious sustainability goals aiming to be certified at LEED platinum level. The project epitomizes Equator Stockholm's goal to offer clients individual advice and ideas throughout the entire design and building process.

Membership in the international network Equator European Architects, combined with staff coming from all parts of the world, contributes to an exclusive mixture of experience, knowledge and creativity that make Equator uniquely qualified to meet the demands of local as well as international clients.

LINK signatur



Linda Marend

LINK signatur AS is one of northern Europe's largest architect companies and with a unique alliance. WSP Sweden AB and Multiconsult

AS in Norway, two large multidisciplinary companies, are shareholders in LINK, enabling LINK to offer complex and integrated consultancy services. Cooperating with WSP and Multiconsult is a great opportunity to work in multidisciplinary teams, delivering edge competence in, for instance, the increasingly important fields of energy and climate.

LINK signature AS has a unified staff of around 260 professionals in Sweden and Norway. The size of the company and depth of knowledge enables LINK to handle large scale, advanced projects, whilst the 14 regional offices also work independently on local markets. ☒



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The Swedish Property Federation is a highly pro-active trade organization promoting a very efficient real estate market in Sweden. Our 20,000 members represent the entire spectrum of the property industry, owning or managing premises and rental apartment buildings, industrial properties and tenant-owners' associations.

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This is the Swedish real estate industry

✉ LINK combines large scale projects with fine detail work: from urban planning to interior design, from airports to kindergartens, from hospitals to residential and from general outlines to business relocation.

In Sweden, the company is called LINK architecture AB, delivering services within architecture, interior design, landscape design, master planning and urban design. The business has a special focus on advanced medical care, schools, residences, offices, interior design, urban planning and project management. The Swedish business including a staff of 70, is located in 7 places; Stockholm, Umeå, Skellefteå, Lidköping, Falköping, Trollhättan and Strömstad.

Wingårdh



Gert Wingårdh

Wingårdh Arkitektkontor AB is one of the five largest architect's offices in Sweden today with 120 employees in two offices, Göteborg and Stockholm.

It has grown from Gert Wingårdh's business, which began in 1977.

After a number of minor interior projects and houses, Wingårdh designed the partially sunken building at Öjared's Country Club in Lerum outside of Gothenburg in 1986. The clubhouse attracted considerable attention and Wingårdh's was selected for an extension of the premises of the pharmaceutical company Astra Hässle (now Astra Zeneca). Beside Astra Zeneca, the electronics company Ericsson soon emerged as one of the key clients. Numerous awards and frequent publicity confirms Wingårdh's status as artistically leading, as when the department store K:fem in Vällingby was awarded as the best building for shopping in the world at the World Architecture Festival in 2008. Several buildings are under construction, as an art museum in Stockholm and a performing arts centre in Jönköping.

Arkitekterna Krook & Tjäder



Mats Bergstrand

Arkitekterna Krook & Tjäder AB is a prominent architectural firm with offices in the three largest cities in Swe-

den - Stockholm, Gothenburg and Malmö. Krook & Tjäder has had a remarkable development and is now one of the largest architectural firms in the country with altogether more than 80 employees. The office was founded twenty years ago.

Arkitekterna Krook & Tjäder work within all fields of architecture, ranging from city planning to interior design. They always aim to give their projects a contemporary and edged design based on each project's unique context.

Among their clients you find property and development firms and construction firms within housing, office and commercial real estate, hotel operators and sport facilities both nationally and internationally. They also work outside the private sector with universities, health care, city councils and government.

Strategisk Arkitektur



John Lydholm

Strategisk Arkitektur generates values in clear identity and function through intimate dialogue with the client.

Strategisk Arkitektur was founded in 1991 and today is one of Sweden's larger architectural offices with some 50 employees. The company is based in central Stockholm and specialises in three main business segments; office development, retail and tenant premises development. A value driven approach to architecture together with a method based on close communication with the client deliver functional identity, corporate value and long-term business profit. Projects include office and retail development in Stockholm, Norway and Russia among other places. Recent and ongoing projects include eco-smart office building Kungsbrohuset in Stockholm, new Mannheimer Swartling Swedish headquarters and further development of the department store Nordiska Kompaniet in Stockholm.

BANKS & CREDIT INSTITUTIONS

Aareal Bank AG



Management team

Aareal Bank specialises in financing real estate and is active on the international scene in more than 25 countries, with presence in the Nordic Region since mid 1990's. Although Aareal is based in Wiesbaden, Germany, about 80 percent of new loans are nowadays granted to borrowers outside Germany. The first Representative Office in the Nordic Region opened in Denmark in 1996, followed four years later by an office in Stockholm. Jonas Lindholm has the position of General Manager for the Nordic Region with offices in Stockholm, Copenhagen and Helsinki. Nordic Region also covers business in Norway and the Baltics.

Recent financing of interest and size from the Stockholm office is among others the part-financing of Niam Nordic Fund IV's acquisition of the "Gustav" commercial property portfolio in 2008. Seller was the state-owned property company Vasakronan. The 42 high quality asset properties are located in Stockholm, Gothenburg and Öresund region and consist of 456.000 sqm with predominantly office premises in locations close to inner-city areas. Market value of the total portfolio was € 850 million.

The bank has also been involved in the financing of three large development projects under construction; Copenhagen Towers four star Crown Plaza Hotel and office development in Denmark (60.000 sqm, market value € 300 million), Stockholm Waterfront office development in Sweden (25.000 sqm, market value € 200 million) and cultural and retail centre Solaris in Estonia (35.000 sqm, market value € 80 million). All three completed during 2009 or during 2010.

SBAB



Per O Dahlstedt

SBAB, with its 365 employees, is wholly owned by the Swedish Government.

The owner's mandate to SBAB is to act to ensure diversity and competition in the Swedish residential mortgage market whilst obtaining a return on investment in line with market rates. SBAB's market share is about 10 percent within the mortgage market. SBAB also provides corporate clients with loans and credit facilities for the purpose of residential and commercial property financing.

Per O. Dahlstedt, Head of Corporate Clients, manages a team of account managers, credit analysts, valuers and lawyers in Stockholm, Gothenburg and Malmö. The team offers specialized expertise, a lean and speedy organisation and tailor-made solutions to clients. SBAB has been instrumental in many of the major Swedish property transactions completed in recent years. SBAB also offers competitive deposits to private individuals and corporate clients.

DnB NOR



Ove Juvén

DnB NOR is Norway's largest financial services group with total assets comprising more than NOK 1,400 billion. The Group includes

the strong brands DnB NOR, Vital, Nordlandsbanken, Cresco, Postbanken, Salus Ansvar and Svensk Fastighetsförmedling. Sweden is defined as core market. DnB NOR have over 600 employees in Sweden alone covering the business areas: corporate customers, retail, banking, life and pensions insurance, asset management and leasing products. Ove Juvén is the Head of Real Estate Financing in Sweden.

SEB



Per Lindblad

SEB is a leading Northern European banking group and partner for corporations and financial institutions. Our activities comprise banking services as well as life insurance operations. SEB's 20,000 employees serve more than five million private individuals and some 400,000 corporate customers and institutions in many parts of the world. The real estate market is becoming increasingly international. SEB has a considerable presence in Northern Europe, with real estate activities focused around the Nordic countries, Germany, Poland and the Baltics. SEB offers financing and other products to professional real estate clients in SEB's home markets.

REAL ESTATE COMPANIES

Diligentia



Per Uhlén

Diligentia, one of Sweden's largest real estate companies, develops, manages and rents properties throughout Sweden's three growth regions: Stockholm, Gothenburg and Malmö. We focus on three distinct business areas – Office space, Retail/Commercial properties and Residential buildings – each of which demands its own specialized knowledge and expertise. Though we run these business segments independently to accommodate their specialized demands, the end result is a unique combination of property portfolios that complement and balance one another.

Our mission is to contribute to

our commercial customers' business success and ensure a safe and comfortable living environment for all residential tenants. We supply about 1 300 000 m2 lettable space, including offices and commercial properties as well as attractively situated flats.

Our expertise consists of 130 employees. Members of the management team are Per Uhlén, Marita F Hellsten, Torbjörn Hugosson, Bo Jansson, Helena Lundborg, Sven Orefelt, Sven-Åke Persson, Markus Pfister and Michael Wessel.

Fabege



Christian Hermelin

Fabege is one of Sweden's leading property investment companies, focusing on commercial premises, and a significant property development player. The activity is highly concentrated to a few sub-markets with high growth

in the Stockholm region, mainly the inner city of Stockholm, Solna and Hammarby Sjöstad.

Fabege manages and refines a well positioned property stock, which evolves through sales and acquisitions. Fabeges property improvement strategy is to acquire properties with better growth potential than existing investment properties.

At December 31, 2009 Fabege owned 148 properties and the book value of the company's property portfolio was approximately SEK 29.2 billion with an annualised rental value of SEK 2.4 billion and a lettable area of 1.4 million square meters. Fabege's shares are listed on the Stockholm Stock Exchange, Large Cap segment. Fabege has a staff of 135 persons. CEO is Mr. Christian Hermelin, while Mrs. Åsa Bergström holds the position as Executive Vice President and CFO. ☒

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This is the Swedish real estate industry

✉ Klöver



Gustaf Hermelin

The listed property company Klöver shall with commitment meet the customer's needs of premises and services in

Swedish growth regions. Klöver's business model emphasises orientation toward the development of community strength. Klöver has a vision of creating the communities of tomorrow. Klöver's personnel work according to the motto of "making the customer's day easier every day". Klöver's ten business units ensure the day-to-day management of the properties. The market value of Klöver's properties was at the end of December 2009 SEK 12 billion and the company comprise a staff of 125 co-workers. Klöver's management team is headed by Gustaf Hermelin, Britt-Marie Einar, Thomas Nilsson, Elisabeth Norling, Mattias Rickardsson, PG Sabel and Caesar Åfors.

Kungsleden



Thomas Erséus

Kungsleden is a Swedish property company that views returns as more important than property type and geographical location. Operations encompass property trading and property management. Kungsleden's strategy is to create high, sustainable returns from its property holding. Its goal is to achieve satisfied customers through the active management and enhancement of its properties. Its care, school and retirement home property types have special requirements, where Kungsleden has evolved into a leading player. Kungsleden has a flexible organization with secure local support and substantial property transaction skills. Since its initial public offering in 1999, Kungsleden has enjoyed robust growth of its property portfolio and profits. End of September, 2009 Kungsleden had 580 properties with a book value of SEK 21,1 billion. Its growth property types are commercial properties, care properties, schools, retirement homes and modules. The management team is Thomas Erséus, Johan

Risberg, Eskil Lindnér, Göran Linder, Åke Theblin, Cecilia Gannedahl and Per Johansson.

Vasakronan



Fredrik Wirdeus

Vasakronan is the leading property company in Sweden. The focus is on office and retail premises supplemented by a wide range

of services. The core business activity is commercial property.

Vasakronan has operations in Stockholm, Göteborg, Malmö, Lund and Uppsala. The property portfolio comprises 300 properties with a total floor space of 3,500,000 m². The portfolio is valued at SEK 73 billion (September 2009). Central Stockholm and other prime locations in the Greater Stockholm area such as Kista, Nacka Strand, Solna, Telefonplan and Värtahamnen account for almost 65 per cent of the value of the portfolio.

Vasakronan is owned equally by the First, Second, Third and Fourth Swedish National Pension Funds.

Hufvudstaden



Ivo Stopner

Hufvudstaden has long experience of preserving and developing properties. The company was founded back in

1915 and was listed on the Stockholm Stock Exchange in 1938. From the very outset the Stockholm region has always been a principle market and in 1940 the company owned a total of 68 properties, of which 60 were in Stockholm and the remaining eight located in different provincial towns. The involvement with Gothenburg commenced in 1967 with the acquisition of three centrally located properties.

International expansion with an initial focus on Tokyo commenced in 1970, followed by further acquisitions in Paris, London and Berlin. Foreign interests were divested in 1997. NK Cityfastigheter AB was acquired in 1998 and in 1999 the operating focus was on the central parts of Stockholm and Gothenburg. Hufvudstaden's business idea

states that in properties in central Stockholm and central Gothenburg offer successful companies high-quality office and retailing premises in attractive marketplaces.

By mid-year 2009 the value of Hufvudstaden's properties was slightly more than SEK 18 billion. Hufvudstaden currently has a staff of approximately 90 co-workers. The CEO is Ivo Stopner.

Castellum



Håkan Hellström

Castellum is one of the major listed real estate companies in Sweden operating solely in this sector. The properties are

owned and managed by six subsidiaries with strong local roots in their respective markets. The Castellum share is registered on NASDAQ OMX Stockholm AB Large Cap. Castellum holds a real estate portfolio with a fair value of approx. SEK 29 billion and a total lettable area, commercial premises, of approx. 3.2 million square metres. Operations focus on cash flow and earnings growth, which provide the preconditions for good, long-term growth in the company, while shareholders can be offered a competitive dividend.

ORGANISATIONS

IPD



Management team

IPD is a global information business, dedicated to the supply of independent market indices and portfolio benchmarks to the property industry. IPD collects full portfolio records from over 500 major property investors across 22 countries - in a database capturing over 72,000 properties with a market value of € 850bn. IPD's system is then used to deliver benchmarking and portfolio analysis services to real estate investors and asset managers. In 2002, IPD Norden was set up as a subsidiary of

IPD in Stockholm. It offers a full range of comparative products to clients, including standard and bespoke benchmark reports. IPD has more than 60 clients in the portfolio analysis service in Sweden, Denmark and Norway. IPD's Pan-Nordic services include Nordic Index with a Nordic overview and a Pan-Nordic Portfolio Analysis Service. In Sweden IPD offers a specialized tool for private and municipal holders of residential portfolios which provides a detailed analysis of property income and costs to report internally and externally. IPD coordinates around ten events in the Nordic countries each year. The type of events held varies from conferences, valuations seminars, briefings, training courses and launches. IPD Norden has a team of eleven in Stockholm. The MD for the Nordic Region, based in Stockholm is Christina Gustafsson.

SIPA



Elinor Fors

Scandinavian International Property Association is an exclusive organization for major property investors with interests in the

Nordic countries and was established in 1989. SIPA offers a unique network, combining the members' outstanding knowledge of the property markets and the excellent experience from the members' investments across the world.

The Association is exclusive and open only to those that through their size or their activity type can play a essential role on the North European property markets.

SIPA offers a unique gateway for those that are interested in the dynamic property markets in the Nordic countries.

The Association and its members works for a more property friendly climate on their respective homemarkets.

Throughout the years SIPA has developed to be a natural partner for foreign investors to find their way into the Nordic property markets.

The SIPA members represent the largest and most important players on the Nordic markets. The majority of the members are coming from Denmark, Finland, Norway and Sweden. The total property value represented by the majority of SIPA's members exceeds EUR 60 billion. SIPA has 43 members. SIPA's MD is Elinor Fors.

ULI



Max Barclay

ULI- the Urban Land Institute is a non-profit research and education organization supported by its members. Founded in 1936, the institute now has more than 34,000 members worldwide representing the entire spectrum of land use and real estate development disciplines, working in private enterprise and public service. As the preeminent, multidisciplinary real estate forum, ULI facilitates the open exchange of ideas, information and experience among local, national and international industry leaders and policy makers dedicated to creating better places. The mission of the Urban Land Institute is to provide leadership in the responsible use of land and in creating and sustaining thriving communities worldwide. Members say that ULI is a trusted idea place where leaders come to grow professionally and personally through sharing, mentoring, and problem solving. With pride, ULI members commit to the best in land use policy and practice. ULI Sweden was founded 2005 with the purpose to offer a powerful and interesting forum for discussions in the society and real estate area. The chairman of ULI is Max Barclay, Head of Communications and International operations på Stronghold.

ISA



Geetali Chhatwal-Jonsson

Invest in Sweden Agency (ISA) is the government agency promoting business and investment opportunities in Sweden to foreign investors.

Professional guidance is guaranteed since most of the staff have corporate backgrounds and extensive expertise in the investment process.


With a staff of 70, ISA provides services to investors from its offices in Sweden, the US, Japan, China and India. Throughout the world, ISA cooperates with Swedish embassies and consulates.

Head of the Real Estate project is Geetali Chhatwal-Jonsson.

The Swedish Property Federation



Reinhold Lennebo

The Swedish Property Federation is an interest based organization and trade association that promotes a smoothly functioning real estate market. Our 20,000 members – organized in one of Sweden's 6 regional property associations – are owners of premise and apartment rental buildings, industrial properties and tenant owners' associations. We are by far the largest property owners' organization in Sweden. This means we can both assist the individual members and have the ability to influence the society to promote private property ownership. The objective of the Federation is to make management of property in private ownership a more efficient and generally better reputed line of business, that offers improving service to tenants. The Federation represents the private property owners' interests by means of contact with politicians and the mass media, courses, conferences and furthered by giving advice on economic, legal and technical issues. One of the primary tasks for the Federation is to educate and improve the members so that they are well prepared for their business. The Federation also initiates and supports research and development activities within the property field. The Swedish Property Federations MD is Reinhold Lennebo. 

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A photograph of Major Johan Elfstadius, a Swedish military officer, standing in an urban setting. He is wearing a green and blue camouflage uniform, a black beret with a silver emblem, and brown leather gloves. He is looking directly at the camera with a serious expression. In the background, there are tall buildings, a street lamp, and a car. A large number '5' is visible on a building to the left.

[Close-up by Eddie Ekberg]

“ I set strict requirements, force the pace and follow things up, I'm very straightforward in my communication and am not in the slightest bit afraid of conflict.

Major Elfstadius **is to lead** CB Richard Ellis in Sweden

He was Sweden's youngest MD in the property industry when, as a 33 year-old, he took over Colliers in Sweden. However, in November last year, he left the company to be marching straight in as MD of CB Richard Ellis this May. And he's promising changes.

"Had they chosen to leave things as they were, they wouldn't have chosen me as MD," says Johan Elfstadius, who also is a high-ranked military officer.



HARD-HITTING MD

Name: Johan Elfstadius.

Age: 36.

Family: Single with a son who is just gone two years old and is called Erik.

Home: Apartment with two rooms and kitchen on Grevgatan in Östermalm.

Favourite pub/restaurant: Wedholms Fisk.

Favourite dish and drink: Fish and wine.

Hobbies: Tennis, golf, skiing and diving.

Reads: At the moment "Ett annat liv" [Another Life] by Per Olov Enquist.



TENNIS MD. Johan Elfstadius is not just one of the industry's youngest MDs, he's also a great tennis player. As a youngster, he beat both Magnus Norman, on the right, and Thomas Johansson, although nowadays he plays mainly for exercise.

CB Richard Ellis' new MD, Johan Elfstadius, is decidedly competitive and enterprising, partly shown by the fact that he was a very promising tennis player when he was younger. This competitive streak means that he sets strict requirements for himself as well as his colleagues, which will certainly be noticed when he starts working for CB Richard Ellis.

"My goal as MD of CB Richard Ellis is to give the company a bit of a lift, so that we can become a leader, or at least among the top three in all of the services we offer our customers and, broadly speaking, the obvious consultation company to approach. In order to achieve this aim, everyone, and that means everyone, must deliver as promised. It's a matter of venturing to set requirements

and carrying out what has been agreed. This involves work discipline and the managers daring to be exactly that - otherwise you shouldn't be a manager. It goes without saying that competence and creativity are a part of the position, and the rest is about leadership."

How did you get the job as MD of CB Richard Ellis?

"First of all I'd like to say that I had a very exciting, enjoyable and developmental journey at Colliers. However, it gradually became more and more evident that there were differing viewpoints concerning the future strategy, and we therefore came to the decision that it was better to end our cooperation and part on friendly ☒

“ My aim as MD of CB Richard Ellis is to give the company that extra bit of a lift.

☒ terms, which we did. CB Richard Ellis had shown an interest in me for a while and, in conjunction with the official announcement that I would be leaving Colliers, the discussions intensified and, as you know, it was made clear that I would start there on 1 May after my quarantine period.”


How would you describe your management style?

“I set strict requirements, force the pace and follow things up. I’m quite straightforward in my communication and am not afraid of conflict. I adhere to what I promise. I believe in the maximum possible transparency and, for example, always give answers to outstanding questions, even if the answers aren’t always what people want to hear. I like structure and order. Finally, it’s very important to dare to show a human face with humour, consideration and feelings.”

Do you invest in properties yourself?

“No, I don’t think that this morally coincides with simultaneously acting as an advisor.”

Are you still interested in sport, given that you were a promising tennis player?

“I began competing in tennis as a twelve year-old and secured myself a high position in the rankings for my age in Sweden. I was also picked by the Swedish Tennis Association for a Davis Cup camp in Båstad for the most promising tennis juniors. As a 15 year-old, I beat Magnus Norman and I’ve also beaten Tomas Johansson and played several level matches against Thomas Enqvist. I now mainly play at exercise level but still have a competitive streak and can with John McEnroe’s temperament become pretty angry on court when things aren’t going as I want them to....” 



3

PEOPLE WHO VOUCH FOR JOHAN ELFSTADIUS:

1. Henric From, Managing Partner at Mengus

“I congratulate CB Richard Ellis for having found the right person. He’s hungry and competent and a good leader of a company that wants to grow. Johan worked for me at Jones Lang LaSalle and we then supported one another on the market on different occasions. He’s a social person whose company I enjoy.”



Picture: Erik Lefander

2. Magnus Ungmark, business development manager in Sweden at CB Richard Ellis

“CB Richard Ellis has made the right choice on the basis of Johan’s experiences. He’s worked with advice and investments and has also looked after Colliers for a number of years. He also used to work in London, which is in his favour. He also has an interesting background in the military. He’s knowledgeable, goal-orientated and has good style. He’s also competitive, which is a valuable characteristic in a consultation company. I hope and believe that things will take off with him as MD.”



Picture: CBRE

3. Anders Ekwall, MD RSD Retail

“We encountered one another around three and a half years ago when he was the head of the Stockholm Department at Colliers. We began cooperating with retail transactions and things went really well. Johan is a man you can trust. He’s reliable and we have roughly the same values. He’s also a good friend and very enterprising, ambitious and committed. He can unfortunately have a bit of a quick temper when he can become a bit black and white, but it’s an insignificant factor in the overall context. I believe he’ll function supremely well as MD of CB Richard Ellis.”



Picture: RSD Retail

Sveafastigheter launches new Nordic opportunity fund

In March Sveafastigheter, the leading Nordic private equity company focusing solely on real estate investments, holds a first closing in its new Nordic property fund, Sveafastigheter Fund III. The fund will target investments in primarily Sweden and Finland with a particular focus on assets that have potential for value enhancement through active management.

With a target total fund size of EUR 300 – 400 million, the fund is likely to carry out transactions with a total GAV of EUR 800 – 1,200 million.

Since 2004 we have carried out transactions valued at EUR 1.8 billion in the countries around the Baltic Sea and delivered exceptional investor IRRs. Through our funds we have consistently outperformed IPD Sweden and KTI Finland by a wide margin and was awarded “Best Investment Manager in the Nordic/Baltic region” by Euromoney in 2009.

We are currently meeting with investors that have expressed their interest in participating in future closings of the fund. If you want to request further information or wish to be considered for an investment in Sveafastigheter, please contact Simon de Château at +46 708 485 152 or Patrick Gylling at +358 40 542 63 97. We are at MIPIM March 16–19.



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www.sveafastigheter.se



NAMED BEST INVESTMENT MANAGER SWEDEN AT THE EUROMONEY LIQUID REAL ESTATE AWARDS



How will the market

What is happening to the interest, the rates, the vacancies and the return levels on the Swedish market? In short, how is the market affected by the financial situation? We asked three experts on the field to give their opinions.



MARIE BUCHT
Newsec

How will the real interest rate develop up until the summer?

“The Swedish economy bottomed during the summer of 2009 and the recovery is now in full swing. However, the economic downturn’s meant that

the worldwide capacity utilisation is very low, which is expected to lead to a low inflation pressure and thereby a slow rise in the repo rate. The repo rate’s currently at 0.25 per cent and Riksbanken isn’t expected to start increasing its interest until the second half of 2010.”

How will the vacancy levels develop up until the summer?

“Given that the level of employment is set to start falling during the year in spite of the economy having bottomed out, the vacancies will continue to rise. The vacancies in Greater Stockholm are currently around 11.5 per cent and are expected to continue increasing during the spring. The level of employment in Gothenburg is falling by more than the Swedish average and this will also have an effect on the vacancies, whereas Malmö has a differentiated economy with a relatively small fall in employment. The development in the Swedish regional towns is due to the regional economy where regions with

dominating service sectors experience less of an increase in vacancies than those with a large share of production industry.”

How will develop the rents up until the summer?

“The office leasing market in Stockholm has developed strongly in recent years. However, the rents stabilised at the end of 2008 and during 2009, the rents in the top segment fell by around 5-10 per cent in the majority of sub-markets. The largest rental drop was in Stockholm CBD with a drop of around 15 per cent. The largest share of the rental drop is now judge to be behind us and only a weak downturn is expected during 2010. The rents in Gothenburg have fallen by around five per cent this year while only a marginal downturn has been seen in Malmö. The office rents are generally speaking stable in Sweden, and the volatile rents are primarily in central Stockholm and to a certain extent Gothenburg.”

How will the yield levels develop up until the summer?

“The prices on the Swedish property market are currently attractive and the falling trend in the transactions volume was broken during the second half of 2009. The yield levels in Stockholm, Gothenburg and Malmö have stabilised and are expected to be stable during 2010. When the confidence in the financial market has returned, the property market will find itself in a new position with a relatively substantial difference between the interest rate level and the direct yield requirements. The fact that the rental market may also have reached bottom in this position indicates



develop in the coming year?

that we may see a marked price adjustment for high quality properties on sub-markets that recover early. The stable cash flows combined with attractive prices indicate that apartments in regional towns may be one of the sub-segments to turn first.”

How will the international investments develop up until the summer?

“The willingness of investors to take risks has begun to recover, which is reflected by the previous year’s strong rise in share markets and the fact that foreign investors have returned to the European property market. We saw a number of transactions with foreign investors during the end of the previous year, primarily with German players, and the share of foreign investors will increase its share of the transaction volume during 2010. However, we won’t reach the record high levels we enjoyed before the financial crisis for a while yet.”



ÅSA LINDER
Jones Lang LaSalle

How will the real interest rate develop up until the summer?

“Riksbanken has previously advised that an initial increase will take place during the late autumn. In spite of a better GDP growth than expected

plus ever increasing inflation, we anticipate that Riksbanken will adhere to what it previously said and will not increase (sic) until after the summer. However, we do see a possibility that the increases may be greater than previously stated by Riksbanken because the Swedish economy seems to be developing at a better rate than was previously estimated.”

How will the vacancy levels develop up until the summer?

“During 2009, we saw an increase in vacancies in our three city areas. During the second half of 2009, however, we saw the tide turn in Stockholm and falling vacancies on just about all sub-markets. In spite of the positive development in Stockholm, we still believe that there’ll be an increase in vacancies during 2010 due to the prevailing economic position. In Stockholm, we think that the vacancies will increase from 11.5 per cent to 14 per cent. We believe vacancies in Gothenburg will increase from a good 8 per cent to 10 per cent and in Malmö, we believe that the vacancies will increase from the current just above 7 per cent to between 8 and 9 per cent.”

How will the rents develop up until the summer?

“We’ve seen rents fall on all sub-markets during 2009 and we saw the biggest rent drop in the most central parts of Stockholm. Gothenburg and Malmö indicate drops in rentals, but these markets have always been more stable than the Stockholm market. During 2010, we believe that lower rent levels will continue but ☐

“We think that considerable interest will be shown during the year.”

- ☐ we think that we now have the biggest adjustments behind us. We believe that prime rent in Stockholm CBD will bottom out at a level of SEK 3 600 per m2 during 2010 to compare with today's SEK 3 700 per m2. In Gothenburg and Malmö, we estimate a somewhat larger fall in the rent to the amount of 5 per cent.”

How will the yield levels develop up until the summer?

“We're seeing stabilisation of the direct yield requirements for the best properties in the best location, known as prime properties – this applies to all types of asset. However, we'll probably see a continued increase in the difference between prime and lesser quality properties in secondary locations because the direct yield requirements for these types of property are expected to continue to increase, i.e. we'll see a return to a more normal market, that is to say lower quality properties in not such good locations will be priced with a discount compared with “the best”.

How will the international investments develop up until the summer?

“The transaction volumes have begun to recover on the major, established markets around Europe and the development in London has indicated that the demand may return really quickly when the investors have regained their confidence and the price adjustment has had a full impact. Sweden and primarily Stockholm are high up on the majority of pan-European investors' prioritisation lists, which means that we can expect a gradual increase in investor appetite from the broad international capital.”



PETER WIMAN
Savills

How will the real interest rate develop up until the summer?

“During the latter part of 2009 and the start of 2010, both the market's assessment regarding the real interest rate (RIBA futures) and the analysts' assessments came close to Riksbanken's

assessment of the interest rate path. In order for Riksbanken to change the interest rate path, the Swedish economy has to see greater changes than anticipated, i.e. a strong recovery, threat of inflation and suchlike.”

How will the vacancy levels develop up until the summer?

“The demand for new premises was weak during the previous



year, which resulted in lower leasing volumes. This has led to some property companies reporting lower net leasing, but at the same time there are few indications that the number of cancellations increased sharply towards the end of the year. The flight-to-quality trend is still strong, which has led to a low level of vacancies in modern properties with efficient floor solutions, and this means that there's a considerably greater risk of vacancies in older properties.”

How will the rentals develop up until the summer?

“We believe that the major drop in rentals is behind us and we're expecting only minor adjustments to the rent levels for modern premises. On the other hand, we believe that the incentive will increase in the form of discounts and tenant adaptations paid for by the property owner. However, there's a continued risk of falling rents for properties that are in not such good locations and/or of lesser quality since the range of these is judged to be increasing.”

How will the yield levels develop up until the summer?

“We think that the prime yields will remain as they are and, in some cases, fall. The difference between prime and secondary properties is believed to be stable or on the increase, which reflects the current situation with risk-averse investors combined with the difficulty in financing properties with various types of problem (vacancies, neglected maintenance, weak tenants and suchlike).”

How will the international investments develop up until the summer?

“There's still substantial interest from the international investors. The fact that the share of international buyers was so low during 2009 was in all likelihood because there was quite simply a lack of products that matched their investment criteria, plus the fact that there was too great difference between the seller's expectations and willingness to pay. We think that considerable interest will be shown during the year, even if Sweden is competing with other European markets, several of which are considered to be ahead of Sweden in the property cycle.” ☐

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ATLANTA AUGUSTA CHARLOTTE DUBAI NEW YORK RALEIGH **STOCKHOLM** WASHINGTON WINSTON-SALEM

Since the crisis took hold and paralysed the Swedish property market in the autumn of 2008, several international banks have left the country. Even more have reduced their number of employees and have pulled in the reins on their operations.

We have spoken to the managers of the Swedish and Nordic countries' property-specialist Aareal Bank, who are now seeing improvements.

They see the sun peeping

When people ask banks today, most, or all, of them say that their positive view of property financing is unchanged, but the fact remains that the banks are not exactly increasing their share of the property credits if the current situation is anything to go by, and the market continues to be "dead as a doornail".

At the same time, many international banks have left Sweden or strongly reduced their resources here. These include Hypo Real Estate (which the German government took over), Eurohypo and HSH N Bank. However, the Royal Bank of Scotland (RBS) has reformed its troops and now says that properties are no longer its core business. One international bank that does still remain, however, is German Aareal Bank with Jonas Lindholm and Birgitta Leijon at the helm. We sat down to talk to them and eventually ended up talking about the current state

of the banks and taking a look at the near future.

A while ago, people were saying that the banks had turned off the tap completely – what is the situation today?

"The situation's much better now than it was a year ago. Government bonds are back as instruments and this means that the situation has stabilised considerably, but senior unsecured bonds are still not functioning, so there's still a certain amount of inertia. There is still also a certain amount of uncertainty and unease among the banks - if an international investor comes along wanting to borrow 90 per cent, you call the police... there really is no interest. There are clear signs that the recession has bottomed out, but it's easy to forget that it takes a while for the wounds to heal."



// *Things no longer look as black as they did – there's some improvement now compared to December 2008 when things looked totally black.*

from behind the clouds

So we haven't seen the worst yet?

"No, we don't think so, unfortunately. There's much to indicate that Riksbanken will increase the real interest this year, and this will of course affect yet unhedged cashflows. You then might well ask what happens to all the credits. Banks that have left the country has financings of approximately SEK 150 billions, which must be refinanced. There may well be some tumultuous discussions with several banks involved, and we won't see this until 2011-2012."

What is the situation for Aareal Bank?

"We are selective with our lending, but in our case we feel well prepared. Already back in 2005, when our MD Wolf Schumacher came to us, we concentrated on our core business and sold activi-

ties that didn't fit in with our new strategy. And, in retrospect, it can be said that this was very good timing. Then we have our size to think of, i.e. we're not as large as some of the others, which was to our advantage when the crisis came. We had our refinancing in order right from the start and it's easier to keep a small cargo boat in order when it's creaking at the joints. Another thing to our advantage is that we specialise totally in properties and know that sector."

What risks are there when several foreign players withdraw?

"One presumption is that remaining banks neither can nor want to take the whole of the refinancing themselves. It's then also clear that a rapid withdrawal would mean losses in one way or ☒



SEEING IMPROVEMENTS. Jonas Lindholm and Birgitta Leijon at Aareal Bank describe the financing situation in Sweden as fairly serious yet simultaneously much better than it was a year ago.

☒ another. In general, we believe that it's worthwhile for all parties to adopt to changed market conditions, to discuss in good face the consequences and to act accordingly. But both we and the Swedish banks miss the international banks that have disappeared from the market."

How do things look for 2010 from your perspective?

"We believe that it'll pretty much be a copy of 2009, maybe slightly better without such great fluctuations. But the general expectation is that the interest will rise and that's not particularly beneficial. However, things no longer look as black as they did – there's plenty improvement now compared to December 2008 when things looked totally black. And when we woke up on 1 January 2009, we were all able to ascertain that we were not dead, and we now see further improvements. Another important thing is that our listed companies are well-consolidated and are doing

business with one another, which supports the market."

And what would be your dream scenario for 2010?

"Maybe the most important thing of all is that the real interest rate isn't increased too much, and above all not too quickly. If it's going to be increased, it's much better to do it gradually and slowly. The fast increases are the ones that are fatal."

When can things get back to "full speed" again?

"It'll come, but it'll take time before we're back to normal levels."

Have you yourselves slimmed down your property credits?

"Yes, we've gradually slowed down our pace over the past two years and we've significantly reduced our sales speed. The result is that we're still doing well. We're prepared for new business during 2010 and are confident that it'll come." **F**

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Major transactions in recent times

Top three Stockholm 2009/2010



Buyer	Seller	Property	Price, SEK
KLP Fastigheter	RBS Nordisk Renting	Radisson SAS Royal Viking Hotel in central Stockholm.	1,2 billion*
AMF Fastigheter	Rreef Investment GmbH (Deutsche Bank)	The office property Hammaren 15 in Stockholm CBD.	905 million*
Invesco Real Estate	Fabege and Peab	The commercial and office property Paradiset 29 on western Kungsholmen in Stockholm.	842 million

Top three Gothenburg 2009/2010



Buyer	Seller	Property	Price, SEK
Deka Immobilien GmbH	Host Hoteleindom AS	First Hotel G by Gothenburg's central station.	440 million
Jernhusen	iii (Internationales Immobilien-Institut GmbH)	Centralhuset by Gothenburg's central station.	400 million*
Wallenstam	Vasakronan	3 properties on Avenyn including offices and shops.	350 million

Top three Malmö 2009/2010



Buyer	Seller	Property	Price, SEK
Focus Nordic Cities	Deutsche Bank	Baltzar City in Malmö.	405 million*
Aberdeen Property Investors	Skanska	The Citykajen office project in Malmö.	375 million (Refers only to the volume of Skanska's investment in the project)
Ikano Bostad	Acta	10 28 500 m ² apartments.	300 million*

Källa: Newsec Advice

* Estimated purchase price

FABEGE AND PEAB SELL FINISHED PROJECT IN STOCKHOLM TO INVESCO

Fabege and Peab are selling the part-owned property Paradiset 29, situated on western Kungsholmen in Stockholm, to Invesco Real Estate. The property previously accommodated Skogaholmsbageriet [Skogaholm Bakery], which was demolished to make room for a newly-constructed building that was completed during the autumn of 2009. The building contains a total of 23 300 m², distributed between 13 000 m² shop floor space and 10 300 m² office space. The purchase price is 842 million SEK, which corresponds to around 36 100 SEK per m². The biggest tenants are ICA Maxi, Fazer and IFS. Invesco is a global investment company with a portfolio management value of 423 billion Dollars. The company is listed on the New York Stock Exchange in the USA.

NIAM PAYS 485 MILLION SEK FOR KISTA PROPERTY

Niam is acquiring the Blåfjäll 1 property situated in Kista just outside Stockholm. The seller is Aviva Investors, whose sales price is 485 million SEK. The property contains a building of around 18 700 m² office space that is fully leased to Ericsson, along with a garage. Newsec estimates the direct yield to be around eight per cent. Aviva, formerly Morley Fund, acquired the property for 750 million SEK during the autumn of 2007.

FASTIGHETS AB LUNDBERG BUYS CITYGALLERIA IN LINKÖPING

Boultonbee is selling the Disponenten 2 property in the city of Linköping to Fastighets AB Lundberg. The property contains a city shopping area of 10 000 m² shops plus 4 000 m² office space. The purchase price is 371.5 million SEK. The m² price is calculated to be 26 500 SEK and the direct yield to be around seven per cent. The gallery, called Galleria Leo in recent years, will revert to its original name of Gränden in the Spring.

HEIMSTADEN SELLS TO SVENSKA BOSTADSFONDEN FOR 300 MILLION SEK

Svenska Bostadsfonden is acquiring twelve housing properties in Kalmar and Borgholm from Norwegian Heimstaden. The properties contain a rentable surface area of 31 000 m², distributed among 410 apartments. Of these apartments, 217 are located in Kalmar. The purchase price is around 300 million SEK, which corresponds to 9 700 SEK per m². Following this acquisition, Svenska Bostadsfonden owns around 2 000 apartments an extensive 150 000 m².

**NCC AND FÖRVALTAREN IN 400 MIL-
LION TRANSACTION**

NCC sells land with associated housing projects to the municipal housing company Fastighets AB Förvaltaren. The purchase price is 400 million SEK. The land and the projects are situated in the new housing area of Ursvik. The housing projects cover two areas that include 265 apartments in total. NCC has already erected almost 170 single-family houses and just over 100 apartments in Ursvik.

460 MILLION SEK TRANSACTION BETWEEN KUNGSLEDEN AND COREM

Corem Property Group is acquiring a portfolio of 22 properties from Kungsleden. The purchase price is 460 million SEK. In total, the properties contain a leasable area of almost 81 300 m², mainly warehousing and industry but also offices and shops. The 22 properties are situated in six municipalities, the largest of which are in Gothenburg and Jönköping. The direct yield is calculated to be around seven per cent and the m² price to be around 5 700 SEK. Corem will take over the properties on 1 April 2010.


SPP AND KF PROPERTIES FORM NEW COMPANY

SPP Livförsäkring and KF Properties are forming a jointly-owned property company under the name of Handelsbodarna i Sverige AB. In an initial acquisition, the newly-formed company is acquiring six properties situated in southern and central Sweden from KF Properties. The properties contain just over 30 000 m² shop floor areas and the biggest tenant is the Coop. The deal is based on a property value of 392 million SEK. A declaration of intent to buy an additional two properties, with takeover during 2011, was signed in conjunction with the transaction. Newsec acted as adviser to KF Properties.

FABEGE SELLS PROPERTY IN STOCKHOLM FOR 360 MILLION SEK

Fabega is selling the Aeolus 1 property on Skeppsbron in Gamla Stan, Stockholm. The buyer is Dina Försäkring AB, who is paying 360 million SEK. The property contains just short of 6 800 m² leasable space, the majority of which consists of office space. The big tenant in the property, Första AP-fonden, decided to move to Vasakronan's Spektern 13 project on Regeringsgatan in CBD. The buyer, Dina Försäkring, will leave the premises it currently leases in a property owned by Gyllenforsen on Skeppsbron to move to the property that has just been acquired. Dina Försäkring already owns two properties of around 4 000 m² in Gamla Stan.

Top ten Sweden 2009/2010

			
Buyer	Seller	Property	Price, SEK
Västerbottens-Kuriren and Balticgruppen	Västerbottens-Kuriren and Balticgruppen	The formation of the property company Kuriren AB, covering 130 000 m².	1,7 billion*
Consortium of pension funds: Atlas Copco, Apoteksbolaget, Ericsson, Sandvik, Skanska, Stora Enso and Volvo	Skanska	Two projects in Sollentuna and Malmö, including a security prison and a police headquarters.	1,25 billion (Refers only to the volume of Skanska's investment in the projects)
KLP Fastigheter AB	RBS Nordisk Renting	Radisson SAS Royal Viking Hotel in central Stockholm.	1,2 billion*
Niam Fond IV	AtriumLjungberg	Seven commercial properties in seven towns and cities.	1,03 billion
AMF Fastigheter	Rreef Investment GmbH (Deutsche Bank)	Kontorsfastigheten Hammaren 15 in Stockholm CBD.	905 million*
Invesco Real Estate	Fabega and Peab	The commercial and office property Paradiset 29 on western Kungsholmen in Stockholm.	842 million
Alecta	Jernhusen	Turning leasehold rights into freehold at Terminalen 1 (WTC) in Stockholm.	600 million
Kungsleden	Northern Logistic Property (NLP)	5 warehousing and logistics properties.	525 million (not adjusted for deferred tax)
Jernhusen	Folksam	The hotel property Orgelpipan 6 in Stockholm CBD.	505 million
Housing Association	Svenska Bostäder	3 properties containing 236 apartments at Södermalm in Stockholm.	504 million

* Estimated purchase price

**AXA REIM BUYS TWO POLICE HEAD-
QUARTERS FOR 348 MILLION SEK**

Sveafastigheter is selling two properties through the Sveafastigheter Sverige I fund. The buyer is AXA REIM for the Alternative Property Income Venture (APIV) fund. The purchase price is 348 million SEK. The properties, situated in Kalmar

and Västervik, contain two police headquarters that were erected in 2008 and 2006. In all, the buildings cover 15 200 m², with the property in Kalmar covering 11 200 m². Both of the properties are fully leased on 20-year lease contracts. The purchase price corresponds to a m² price of 22 900 SEK.

Some transactions that are viewed as both internal and company transactions are not shown here

The largest transactions of 09/10

1 BILLION TRANSACTION RESULTED IN THE FORMATION OF A NEW PROPERTY COMPANY

In September 2009, the newspaper group Västerbottens-Kuriren and the property company Balticgruppen formed a new property company with the name Kuriren AB. The company was formed by Balticgruppen adding its completed properties to the new company while Västerbottens-Kuriren added capital. In this connection, Kuriren AB has around 130 000 m² at its disposal and Newsec estimates the value to be around 1.7 billion SEK. The properties include mainly office space but also homes, and well-known buildings include Umedalsparken, Vita Husen, VK-huset, Uminova and Patienthotellet.

2 SKANSKA SOLD TWO MAJOR PROJECTS IN SOLLENTUNA AND MALMÖ

In November 2009, Skanska sold two major ongoing projects to a consortium consisting of seven Swedish pension funds. The projects are situated in Sollentuna in northern Stockholm and in Toftanäs outside Malmö. The total leasable area is 40 600 m², consisting of a security prison and a police headquarters. The plan is to finish both of the projects during the summer and autumn of 2010. No purchase price has been communicated but the volume of Skanska's investment in the projects is 1 250 million SEK.

3 RADISSON SAS' ROYAL VIKING HOTEL IN STOCKHOLM SOLD

In spring 2009, RBS Nordisk Renting sold the five-star Radisson SAS Royal Viking Hotel in Stockholm. The buyer was KLP Properties AB, which is owned by Norwegian KLP Forsikring. The property is called Pennfäktaren 12 and is situated by Centralstationen in Stockholm. The leasable floor area is 26 400 m², the largest share of which is made up of the hotel with its 459 rooms. No purchase price has been publicised but Newsec estimates it to be around 1 200 million SEK.

4 NIAM AND ATRIUM-LJUNGBERG IN BILLION TRANSACTION

During the summer of 2009, Atrium-Ljungberg sold seven commercial properties to Niam. The purchase price amounted to 1 030 million SEK. The properties have a total surface area of close to 94 000 m², just below 73 000 m² of which are commercial floor areas. The property names are Borås Termitten 1 (Storknallen), Växjö Sunaman 5 (Linnégallerian), Kalmar Äldermannen 25 (Kvasten), Eskilstuna Vestalen 10 (Cityhuset), Motala Plåtslagaren 7 (Gallerian), Södertälje Jupiter 15 (Telgehuset) and Botkyrka Tegelbruket

1 (Botkyrka Handel). The direct yield is estimated to be around eight per cent.

5 AMF BOUGHT LEASEHOLD PROPERTY IN STOCKHOLM CBD

Deutsche Bank sold the Hammaren 15 property to AMF Properties through its subsidiary, Rreef Investment GmbH, during the first quarter of 2009. Hammaren 15 is situated on Regeringsgatan/Jakobsbergsgatan in Stockholm CBD. The purchase price for the just over 17 000 m² commercial areas and the 8 500 m² garage has not been publicised but is estimated to be just over 900 million SEK. The property is called Europahuset as the EU located an information office on level two. The tenants also include Newsec, Datscha and Niam. The purchase means that AMF strengthens its position along Regeringsgatan since the company already owns the nearby Salén Huset and Gallerian. The Hammaren 15 property has leasehold rights.

6 FABEGE AND PEAB SOLD FINISHED PROJECT IN STOCKHOLM TO INVESCO

At the start of February 2010, Fabege and Peab sold the part-owned property Paradiset 29, situated on western Kungsholmen in Stockholm, to Invesco Real Estate. The property previously accommodated Skogaholmsbageriet [Skogaholm Bakery], which was demolished to make room for a newly-constructed building that was completed during the autumn of 2009. The building contains a total of 23 300 m², distributed between 13 000 m² shop floor space and 10 300 m² office space. The purchase price is 842 million SEK, which corresponds to around 36 100 SEK per m². The biggest tenants are ICA Maxi, Fazer and IFS. Invesco is a global investment company with a portfolio management value of 423 billion Dollars. The company is listed on the New York Stock Exchange in the USA.

7 ALECTA TURNED THE LEASEHOLD RIGHT FOR TERMINAL 1 INTO FREEHOLD

Alecta turned the leasehold right for Terminalen 1 (situated at Stockholm's Centralstation) into freehold by buying from Jernhusen during October 2009. The acquisition commands a purchase price of 600 million SEK and is conditional upon being able to implement a 3D formation in which Cityterminalen will be kept separate. At the time of the purchase, the applicable annual lease payments amounted to 20 million SEK per year and end on the last day of February 2010. Jernhusen plans to further develop the area around Centralstationen and the capital from the

sale will be used to cover this development.

8 KUNGSLEDEN BOUGHT BACK PROPERTIES FROM NLP

In July 2008, Kungsleden sold five properties to Northern Logistic Property (NLP) for 600 million SEK. These five properties, situated in Partille, Ängelholm, Gävle and Mjölby, were then bought back by Kungsleden in October 2009. The purchase price before a deduction for deferred tax was 525 million SEK. The properties cover 109 500 m², which gives a m² price of 4 800 SEK. The remaining total average rental period at the time of the transaction was 8.5 years and 50 per cent of the rental income comes from the two properties in Mjölby.

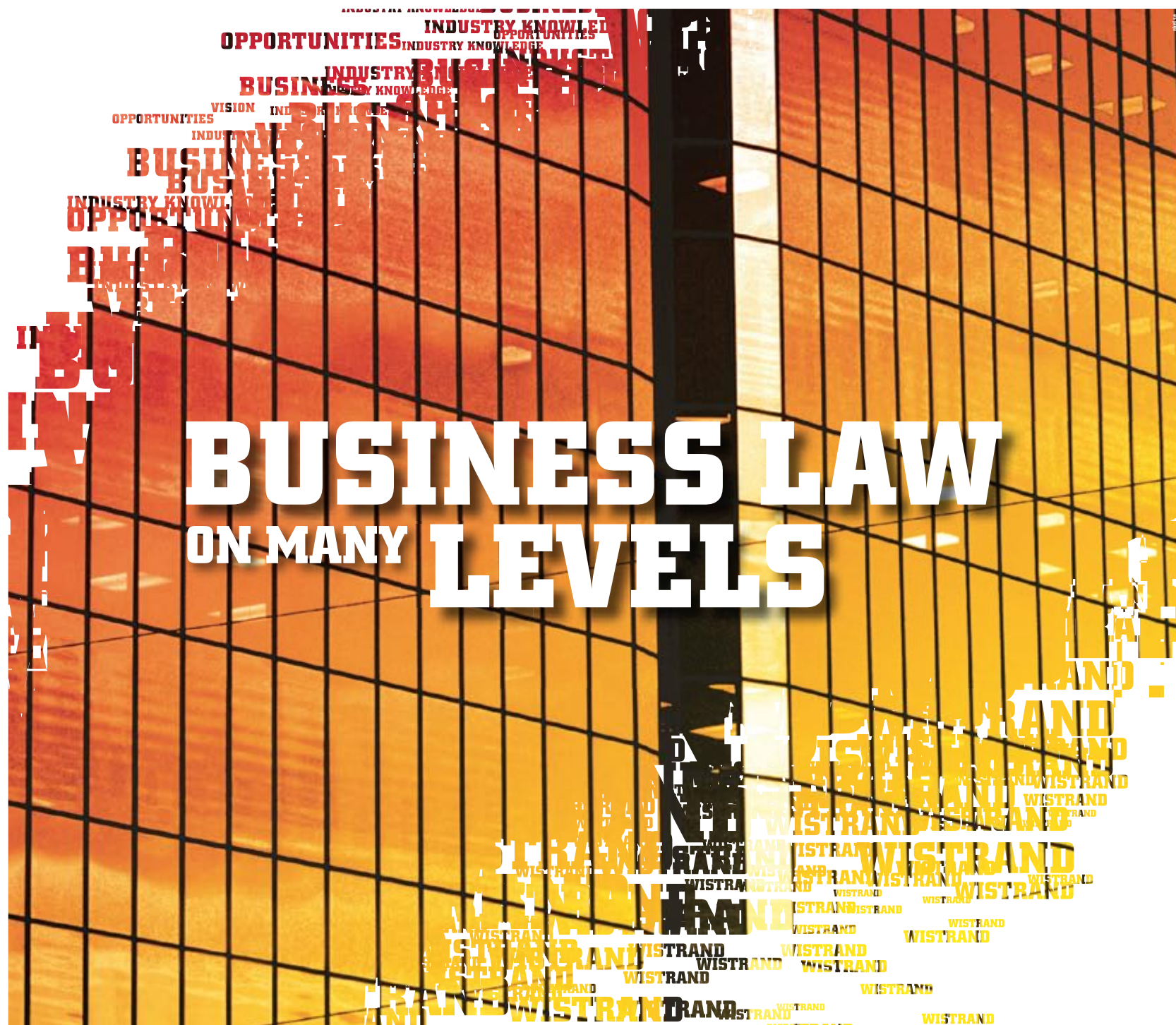


9 JERNHUSEN INCREASED ITS HOLDING AT CENTRALSTATIONEN IN STOCKHOLM

At the end of October 2009, Jernhusen acquired the Orgelpipan 6 property, which had leasehold rights, from Folksam. The property is situated opposite Stockholm's Centralstation and covers around 13 500 m². In principle, the whole of this area is leased to the Scandic Continental hotel. The purchase price was not official at first, but according to the legal registration information, it amounted to 504.9 million SEK, which corresponds to a price of 37 400 SEK per m². The acquisition is connected with the development of the area around Centralstationen and a new entrance to the new Citybanan will be built on the property.

10 SVENSKA BOSTÄDER SOLD FOR HALF A BILLION

Svenska Bostäder transformed three properties for a purchase price of 504 million SEK in November 2009. The properties, called Designationen 2, 3 and 4, are situated in Södermalm in Stockholm's inner city and cover 22 100 m², 19 200 m² of which consist of housing. The m² price is 22 800 SEK and Newsec estimates the direct yield to be 2.75–3.0 per cent. The buildings were erected during 1988.



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Successful Swedish-



André Lundberg and Joakim Arvius are two of Pangea's nine partners.

Norwegian cooperation



Picture: Niclas Liedberg

Pangea Property Partners – the merger of Swedish Lundberg & Partners and a team from SEB Enskilda's Norwegian property branch – has a successful first six months behind it.

The company intends to expand over the next few years, primarily in Denmark and Finland and then maybe also in the Baltic States.

Fastighetssverige meets André Lundberg and Joakim Arvius, two of Pangea's nine partners, at the company's Stockholm office on Vasagatan.

The view from the eleventh floor over the capital city of Sweden is magnificent, but Pangea is looking much further than that.

"Both Lundberg & Partners and SEB Enskilda had many assignments in Denmark, and we do still have assignments there as well. It's possible to take care of it from here but it's a natural step for us to open offices in Denmark, and we intend to do so in a few years," says Joakim Arvius.

Denmark is the first on the list, followed by Finland.

"In the long-term, it may be relevant to open offices in the Baltic States as well. We in Sweden haven't been active there, but Norwegians have been," adds André Lundberg.

Do you intend to start new operations in these countries or do you intend to buy up or merge with existing companies?

"We can't answer that yet."

Pangea's first six months have been very successful. Among other things, the company was involved in one of Sweden's largest property transactions in 2009, the 1.7 billion deal between Balticgruppen and Västerbottens-Kuriren. Pangea is also acting as an adviser in the sales process concerning Norska Sektorgruppen, a company that owns properties worth more than SEK 8 billion.

"It's been full on. The integration's gone more quickly than ☒



IT WORKS. André Lundberg and Joakim Arvius at Pangea have a successful first six months behind them. Pangea was formed by means of a merger between Lundberg & Partners and a team from SEB Enskilda's Norwegian property branch. "Some people were sceptical about two such different companies being able to work together, but the very fact that we complement one another is what makes it work so well," says Joakim Arvius.

☑ we thought it would. We work as a company and the teams in the different assignments in principle always consist of colleagues from both Stockholm and Oslo. We in Sweden can also find buyers for different properties in Norway," says Joakim Arvius.

The reason why the integration worked so well is that both of the companies specialised in different things. Lundberg & Partners focused on property transactions on the Swedish market

while the SEB Enskilda team in Norway worked and were successful primarily with corporate finance and raising capital.

"Some people were sceptical about two such different companies being able to work together, but the very fact that we complement one another is what makes it work so well," says Joakim Arvius.

Is Pangea now given assignments that Lundberg & Partners and SEB Enskilda were not given as individual companies?

"Yes, this is clearly the case. We're now given purely corporate finance assignments in Sweden, and even if we did do some work with raising capital previously, we do so with much more credibility and experience now that we have Norwegians with us. In the same way, we have complemented them with our pure property knowledge. It's a strong combination," says André Lundberg.

"The different backgrounds have also meant that there's no competition between the Swedish and the Norwegian parts of the company. There's no prestige between us and it is primarily important to our customers that everyone within the company always sings from the same hymn sheet.

Since the two teams merged, the joint company has become

PANGEA PROPERTY PARTNERS

Pangea Property Partners is an independent Nordic corporate finance and property transactions consultancy firm. The company has employees in Stockholm and Oslo with various backgrounds (finance, law, economics and technology), all with experience of different parts of the property sector. The Nordic countries constitute the domestic market while the customers are also located around the world. The company has comprehensive assignments in property transactions and property development, strategic and financial advice (which includes listed companies/IPOs, reconstructions, equity capital market and debt capital markets).

considerably larger. 21 people in Stockholm have turned into 25, but it is primarily the Norwegian side that has grown: the six-man SEB team now has a full 20 people.


Newsec and NAI have formed the Nordic transaction team, and you've formed Pangea. There seems to be a market trend of starting to work more across the Nordic national borders. Do you think that we're going to see more of this in the future?

"It may crop up more. At the same time, it's difficult to do the same thing that we've done, i.e. create a comprehensive service in the transaction and corporate finance sector. On the other hand, there are other parts of the property market where you can imagine new constellations," says André Lundberg.

"Over the past 10-15 years, the market has become more international, and more financial, so Pangea is a natural way of following the development on the market," says Joakim Arvius.

To conclude, a few extra lines about interested foreign investors; where are the best investment opportunities as regards properties in Sweden and Norway today?

"Many investors have a clear picture of what they want to invest in and have difficulty thinking outside the box. However, many are aiming at the core yield now and, Swedish homes are an unbelievable secure investment in that respect. It's almost like a government bond but with a better yield," says Joakim Arvius.

"I also want to put in a word for Norway," says Andre Lundberg. "The price adjustment has been greater there than in Sweden, so in terms of timing, it's right to go into Norway now. They have more of a v-shaped curve and it seems as though they're at the bottom of the v at the moment. Opportunistic investors may find it easier to get things right there rather than in Stockholm." 

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Border-free **cooperation** for more transactions

In order to meet the ever increasing internationalisation on the transaction market and because people believe in the Nordic countries, the two consultancy giants Newsec and NAI Svefa have put together Nordic transaction teams. It isn't as though things have exactly got off to a flying start, but they're clearly well equipped for when the market turns around.

At the moment, things are virtually stagnant on the Swedish transactions market. However, it won't always be like that of course and, in order to meet the ever-increasing market internationalisation and to be well equipped for when the market turns around, Newsec has put together a transaction team to focus on northern Europe. It's calling its team the Newsec Nordic Transaction Team and the team, is led by Jan Wejdmark. He's pleased with the outcome this far.

"It's going well. We're performing several transactions now. This is partly because, with this new team, we constantly have broader and closer contact with international investors who are interested in investing in several northern European countries many times over."


He's also hopeful where the near future is concerned. "We believe we'll do significantly more business this year com-

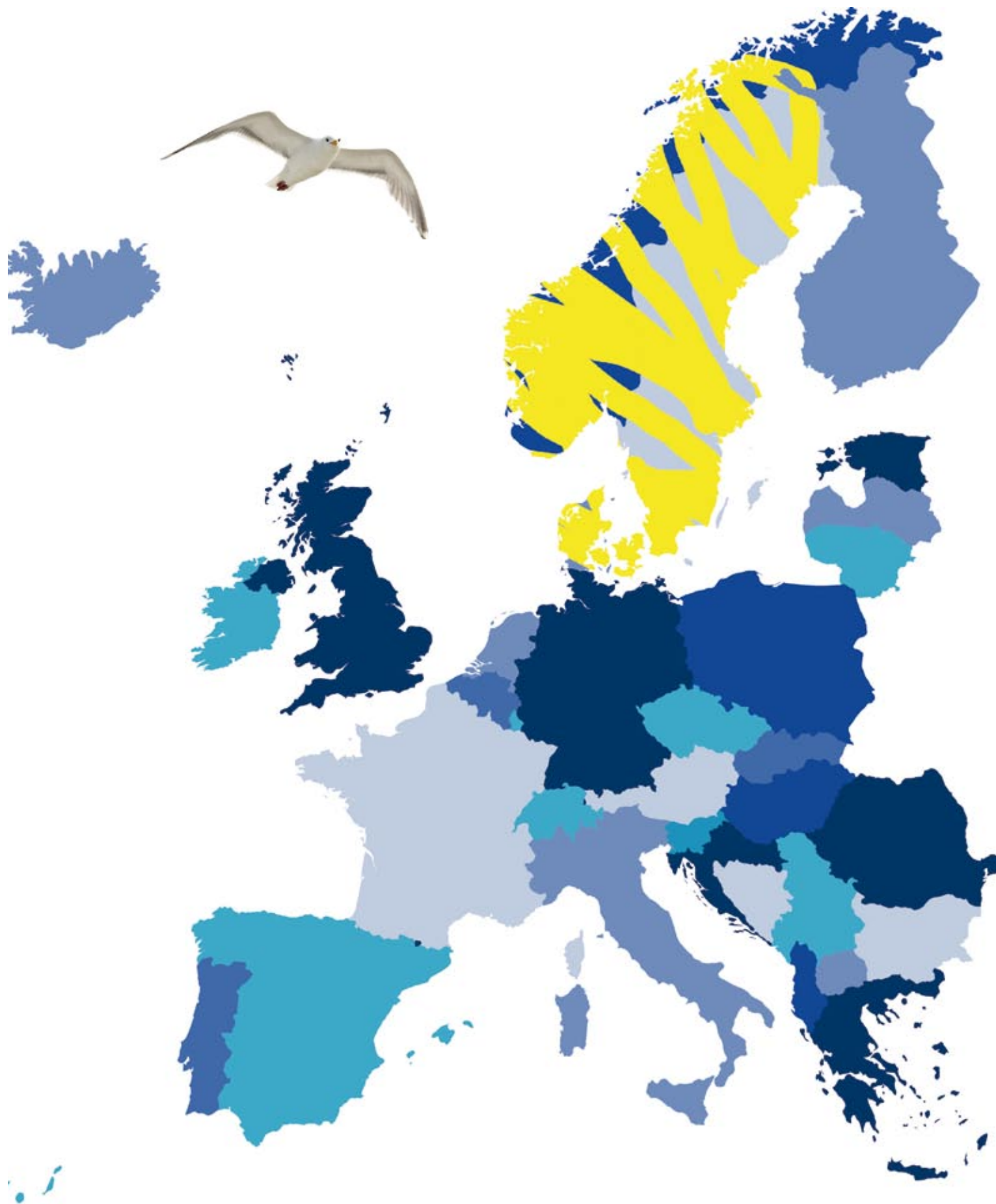
pared to last Spring. We're seeing a gradual improvement in the credit market and we have many international investors who are showing interest. And we're succeeding in getting business."

Newsec's aim with the transaction team is no less than to be the number one on the northern European market. And, to achieve that aim, around 25 employees have been mobilised from the transaction side, plus there's back-up from a valuation team consisting of 40 or so people.

"We're mobilising a team that will occupy a strong position and continue to develop when the transactions are up to speed again," says Jan Wejdmark.

ONE OF THE COUNTRIES in which there is a clear trend towards an awakening transactions market is Norway.

"What we've seen in recent times is that the banking and 



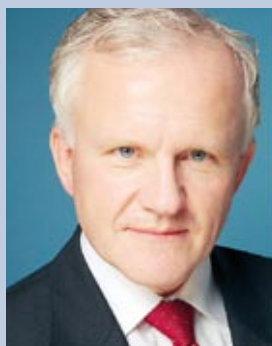


Picture: NAI Svefa



TEAM LEADER. Mikael Holmström leads NAI's venture, the NAI Nordic Advisory Team, and his colleague Eiliv Christensen leads the work in Norway.

Picture: CF Weenbergholmihavenno



Picture: Eddie Elberg



NORDIC. Jan Wejdmark leads Newsec's venture, the Newsec Nordic Transaction Team.

☒ finance market has started to function better and that a number of larger properties or portfolios may be put on the market," says Per Øivind Dahl at Newsec in Norway.

One person who provides real reinforcement for Newsec on the transactions side is the company's new MD, Patrik Enblad.

"I'm convinced that a number of cross border-transactions will take place between Sweden and Norway, where we already have a few on the go."

His addition represents an offensive stage of the work with building a growing, profitable and market-leading Newsec. Enblad was also previously the MD of HQ Bank.

However, even if Newsec has already put together a pretty decent-sized team, it will very probably become even larger.

"In a few years, there'll definitely be more of us. Most people agree that we've hit bottom now, and the

next twelve months are an excellent period in which to seize the day if you're in a position to buy," says Jan Wejdmark.

NAI IN SWEDEN AND NORWAY, i.e. NAI Svefa and NAI First Partners are doing something similar. NAI Nordic Advisory Team has been formed with specialists in Sweden, Norway, the Baltic States, Finland and Denmark. The top man in Sweden is NAI Svefa's transaction manager, Mikael Holmström. Their venture began as late as December last year and it has consequently

not yet been possible to complete as many transactions. However, he looks forward with confidence to an increase in activity during the year.

"I'm convinced that a number of cross border-transactions will take place between Sweden and Norway, where we already have a few on the go."

HIS COLLEAGUE AT NAI First Partners in Norway, Eiliv Christensen, is also enthusiastic at the prospect of the venture.

"We've come along nicely but, for obvious reasons, there haven't been many major transactions thus far. However, we do anticipate that some will take place during the year. We have several cross border-transactions on the go. We also have ongoing office, trade and logistics projects. The clients are both international players and companies on the Swedish and Norwegian markets. The common factor among them is that they want to be early to catch the rising crest of the wave."

Holmström and Christensen agree that the venture is prudent and that it means that they will be well equipped for when the market turns around again.

"Together, we can offer advice to owners and financiers who need to restructure their portfolios in these challenging times. We can offer to examine all types of asset. All of the companies that are part of the new team have qualified property experts who can offer valuations and advice in English and local languages," says Mikael Holmström. ■



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