

# KUNGSLEDEN YEAR-END REPORT 2017

1 JANUARY - 31 DECEMBER

Kungsleden is a long-term property owner that creates value through long-term ownership, active management and development of offices and other commercial properties in Stockholm and Sweden's other growth regions. 82 per cent of the total property value is now located in its priority markets of Stockholm, Gothenburg, Malmö and Västerås. We will provide attractive and functional premises in the right locations and at the right price.

YEAR-END REPORT JANUARY-DECEMBER 2017 (JAN-DEC 2016)

PROPERTY VALUE, SEK M

TOTAL REVENUE, SEK M PROFIT FROM PROPERTY MANAGEMENT, SEK M LEASABLE AREA, NUMBER OF 000 SQ.M PROPERTIES

30,974

2,323

985

2,159

222

(29,533)

(2,430)

(990)

(2,580)

(269)

#### **FULL YEAR IN BRIEF**

- Profit from property management was SEK 985 (990) million.
  Despite the loss of operating net from vacated properties of
  SEK 112 million, profit from property management was virtually
  unchanged year on year, thanks to improvements in the likefor-like property portfolio, as well as additional operating net
  from accessed properties and improved financial net.
- New leasing was SEK 201 (216) million and net leasing was SEK 69 (99) million.
- Unrealised changes in value in the property portfolio amounted to SEK 1,417 (1,659) million, mainly attributable to an improved operating net.
- Kunglseden vacated properties with a value of SEK 1,692 million.
- Net profit for the period increased to SEK 1,906 (1,869) million, equivalent to SEK 9.03 (10.01) per share.

# IMPORTANT EVENTS DURING AND AFTER THE FOURTH QUARTER

- The Stockholm City West cluster expanded with 11,200 square metres through the acquisition of the properties Gladan 5, 6 and 7.
- Kungsleden created a new, modern office cluster in Gothenburg by acquiring parts of the Tändstickan urban block, with area of approximately 30,000 square metres.
- During the period, the property Stenvreten 4:1 in Enköping was sold to the current tenant, and after the end of the period, the property Rausgård 22 in Helsingborg was divested.
- The Board of Directors intends to propose a dividend of SEK 2.20 (2.00) per share with quarterly disbursement of the dividend.

|  | 2017    | 2016    |
|--|---------|---------|
| KEY FIGURES  | Jan-Dec | Jan-Dec |
| PROPERTY RELATED   |         |         |
| Direct yield, investment properties, %1                          | 5.3     | 5.7     |
| Economic occupancy rate, investment properties, %                | 91.8    | 91.9    |
| Surplus ratio, investment properties, % <sup>2</sup>             | 67.3    | 67.2    |
| FINANCIAL  |         |         |
| Return on equity, % <sup>1</sup>                                 | 15.1    | 18.0    |
| Interest coverage ratio, multiple                                | 3.3     | 3.0     |
| LTV (loan-to-value) ratio, % <sup>1</sup>                        | 47.9    | 55.7    |
| DATA PER SHARE   |         |         |
| Net profit for the period, SEK per share <sup>1,3</sup>          | 9.03    | 10.01   |
| EPRA EPS (profit from property management after tax), SEK        |         |         |
| per share <sup>1,3</sup>   | 4.45    | 5.05    |
| EPRA NAV (long-term net asset value), SEK per share <sup>1</sup> | 71.87   | 69.32   |
| EPRA NNNAV (current net asset value), SEK per share <sup>1</sup> | 70.63   | 65.73   |
| Equity, SEK per share <sup>1</sup>                               | 64.98   | 61.12   |
|  |         | ••••••  |

<sup>1.</sup> Comparative figures restated for changed accounting policy related to obtained deductions for deferred tax upon acquisitions. See page 24 for more information.

<sup>2.</sup> The definition of surplus ratio has changed. See page 26 for current definitions

<sup>3.</sup> Restated with an adjustment factor of 2.55 per cent for the bonus issue element of the new share issue carried our in the first quarter of 2017.

# NEW KUNGSLEDEN STARTING TO DELIVER

We completed Kungsleden's transformation in 2017, and its positive effects are already visible in our earnings. Profit from property management of SEK 985 million for 2017 is on a par with the previous year, despite our property portfolio being significantly smaller in the year due to sales of non-strategic properties for SEK 2 billion. Improved earnings in the existing portfolio, contributions from strategic property acquisitions and lower finance costs are strong contributors.

# HIGH-QUALITY PROPERTIES IN GROWTH MARKETS ARE LIFTING OUR EARNINGS

The commercial rental market remains very good. The demand for offices is strong, especially in Stockholm, and there is good tenant mobility. Kungsleden now owns the right kind of properties in the right locations, enabling us to exploit opportunities on the market. New leasing totaled SEK 201 million for the year.

All new lease agreements have been signed with higher rent per square metre than previously. We conducted several rent renegotiations, and achieved good outcomes with retained positive customer relations. Renegotiations resulted in an average rent increase of 13 per cent.

Overall, Kungsleden's rental revenue in its like-for-like portfolio increased by 2.4 per cent in 2017. An improved operating net also played a key role in the development of property values, which increased by SEK 1.4 billion in the year. The average yield in valuation of our properties was 5.8 per cent at yearend, a decrease of 0.3 percentage points in the year.

# CONTINUED OPTIMISATION OF OUR PROPERTY PORTFOLIO

Even if we have made the major moves in our property portfolio, there is always room for optimisation. We are now executing selective property acquisitions that advance our position on existing markets, especially our clusters. In the fourth quarter, we acquired three office properties on Warfvinges väg, Gladan 5, 6 and 7, expanding our Stockholm City West cluster by 11,200 square metres to 46,400 square metres of office premises. Our aim is to develop these properties and create new, modern office space in western Kungsholmen, where demand is very positive.

We took another major step in February 2018 when we purchased two office buildings and car parking facility in the expansive Southern Center of Gothenburg. With our existing office properties, we are now creating an attractive and modern office cluster – Gothenburg South Center, totaling 50,000 square metres.

These transactions further increase our presence in Sweden's two strongest office markets – Stockholm and Gothenburg. We think these markets have very positive growth potential in the short and long-term. 71 per cent of Kungsleden's current property portfolio consists of offices, and more than 82 per cent of the portfolio value is located in our four priority markets of Stockholm, Gothenburg, Malmö and Västerås.



The major divestments of non-strategic properties are complete, but we are continuing to utilise the good market to selectively sell properties where we see limited potential.

#### **VALUE-CREATING PROPERTY INVESTMENTS**

Kungsleden's new portfolio provides good opportunities for profitable investment through tenant improvements and property modernisation. We invested a total of SEK 925 million in our property portfolio in 2017.

Development projects in the implementation phase (aggregated amount of SEK 1,133 million) are on schedule and on budget. Three of these projects will be complete this spring – Tegnér in Växjö, Laven in Umeå, and Enen in Södertälje. One new project is entering the implementation phase – the Swedish Prison and Probation Service in Östersund. Kungsleden's objective is for investments of this kind to generate a minimum return, measured as IRR (internal rate of return), of 9 per cent.

Additionally, new projects will progressively enter the investment programme.

#### **OUR FOCUS NOW AND ONWARDS**

The cyclical upturn in the Swedish economy and property market has been long-lasting, but at some point, it will turn. Kungsleden is well prepared for leaner times, due to factors including a strong financial position, visible in a loan-to-value ratio significantly below 50 per cent.

However, I see no signs of the demand for commercial premises fading at present. We have a strong pipeline of new leasing and renegotiations. In tandem with utilising favorable market conditions, we will be focusing more on our customers and staff. Obviously, the real estate business is about the quality and location of properties, but now more than ever, it is a people business. We are a team with a culture that reflects our core values—being professional, and showing consideration for our customers, partners and each other. And, not least, by enjoying what we do.

Our sights are now set on growing our earnings year by year, by increasing the rental revenue and operating net in our existing property portfolio and executing our ambitious investment programme. We intend to increase profit from property management by more than 20 per cent to at least SEK 1.2 billion by 2020.

Stockholm, Sweden, 15 February 2018 Biljana Pehrsson, CEO

# STATEMENT OF **COMPREHENSIVE INCOME**

|  | 12 mc           | onths           | Qua             | arter           |
|--|-----------------|-----------------|-----------------|-----------------|
| SEK m  | 2017<br>Jan-Dec | 2016<br>Jan-Dec | 2017<br>Oct-Dec | 2016<br>Oct-Dec |
| Revenue  | Jan-Dec         | Jan-Dec         | OCI-Dec         | OCI-Dei         |
| Rental revenue   | 2,319           | 2,422           | 567             | 598             |
| Other revenue  | 2,313           | 7               | 0               | 2               |
| Total revenue  | 2,323           | 2,430           | 567             | 602             |
|  |                 |                 |                 |                 |
| Property costs   |                 |                 |                 |                 |
| Operations   | -445            | -458            | -110            | -118            |
| Maintenance  | -76             | -109            | -19             | -2              |
| Property tax and site leasehold fees   | -146            | -147            | -37             | -37             |
| Property administration  | -118            | -113            | -35             | -32             |
| Total property costs   | -785            | -827            | -200            | -21             |
| OPERATING NET  | 1,538           | 1,602           | 367             | 390             |
| Selling and administration costs   | -120            | -112            | -31             | -3              |
| Net financial items  |                 |                 |                 |                 |
| Financial income   | 1               | 1               | 0               | (               |
| Financial costs  | -398            | -467            | -85             | -114            |
| Other financial expenses   | -36             | -34             | -8              | -10             |
| Total net financial items  | -433            | -500            | -93             | -123            |
| PROFIT FROM PROPERTY MANAGEMENT  | 985             | 990             | 243             | 235             |
| Changes in value   |                 |                 |                 |                 |
| Changes in value  Profit (loss) from divestments   | -6              | 32              | 7               |                 |
|  |                 |                 |                 | 471             |
| Unrealised changes in value, properties¹  Unrealised changes in value, financial instruments | 1,417           | 1,659<br>-321   | 367<br>5        | 47!<br>196      |
| Total changes in value   | 1,496           | 1,370           | 379             | 674             |
|  |                 |                 |                 |                 |
| PROFIT BEFORE TAX  | 2,481           | 2,360           | 622             | 910             |
| Тах  |                 |                 |                 |                 |
| Current tax  | 0               | 0               | 0               |                 |
| Deferred tax <sup>1</sup>  | -575            | -491            | -129            | -21             |
| Total tax  | -575            | -492            | -129            | -21             |
| PROFIT FOR THE PERIOD  | 1,906           | 1,869           | 493             | 69              |
| Other comprehensive income   |                 |                 |                 |                 |
| Translation gains/losses for the period  |                 |                 |                 |                 |
| on consolidation of foreign operations   | 1               | 1               | 1               | (               |
| COMPREHENSIVE INCOME FOR THE PERIOD  | 1,907           | 1,869           | 494             | 698             |
| PROFIT PER SHARE <sup>2</sup>  | 9.03            | 10.01           | 2.21            | 3.74            |
|  |                 |                 |                 |                 |

Comparative figures restated for changed policy for recognising deductions received for deferred tax on acquisitions. See page 24 for more information.
 Restated with an adjustment factor of 2.55% for the bonus issue component of the new share issue executed in the first quarter of 2017.

#### PERFORMANCE ANALYSIS. JANUARY-DECEMBER 2017

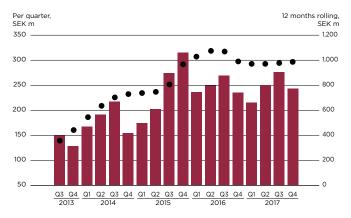
The following profit and cash flow items are for the period January to December 2017. Comparative figures stated in brackets are for the corresponding period in the previous year.

#### PROFIT FROM PROPERTY MANAGEMENT AND SURPLUS RATIO

In 2017, profit from property management was SEK 985 (990) million. The profit decrease resulting from the divestment of non-strategic properties was almost fully compensated by supplementary acquisitions, rent increases in like-for-like portfolio and improved financial net.

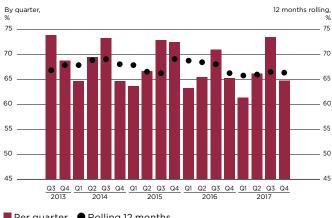
The surplus ratio for investment properties was 67.3 per cent (67.2). An improved operating net, through increased revenue and lower costs in like-for-like portfolio, coupled with a high surplus ratio for acquired properties, had a positive impact.

#### PROFIT FROM PROPERTY MANAGEMENT PER QUARTER AND 12 MONTHS ROLLING



■ Per quarter ● Rolling 12 months

#### SURPLUS RATIO PER QUARTER AND 12 MONTHS ROLLING



■ Per quarter ● Rolling 12 months

#### 2 REVENUE

Total revenue amounted to SEK 2,323 (2,430) million. The decrease year on year was mainly due to a net effect between lost revenue from divested properties of SEK 152 million and additional revenue from accessed properties of SEK 41 million.

In like-for-like holdings of investment properties, revenue rose by SEK 19 million year on year. The increase is due to new leases, renegotiations and additional electricity billing charges totaling SEK 50 million, which simultaneously, was offset by a loss of rental guarantees amounting to SEK 31 million. Excluding rental guarantees, revenue in like-for-like holdings increased by 2.4 per cent.

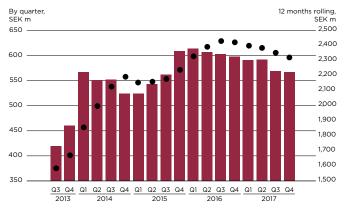
Vacation of development properties reduced revenue for this property category by SEK 10 million. Other revenue decreased by SEK 3 million, explained by more non-recurring items in 2016.

| DEVELOPMENT OF RENTAL REVENUE SEK m            | 2017<br>Jan-Dec | 2016<br>Jan-Dec |
|--|-----------------|-----------------|
| Like-for-like holdings (investment properties) | 2,117           | 2,098           |
| Acquired properties                            | 48              | 7               |
| Development properties                         | 85              | 95              |
| Divested properties                            | 70              | 222             |
| Rental revenue                                 | 2,319           | 2,422           |

Rental revenue per square metre continued to increase during the fourth quarter, and amounted to SEK 1,153 on a 12-month rolling basis, compared to SEK 1,070 for 2016. The increase is partly the result of successful leasing efforts, and partly the effect of a higher share of office holdings in metropolitan areas.

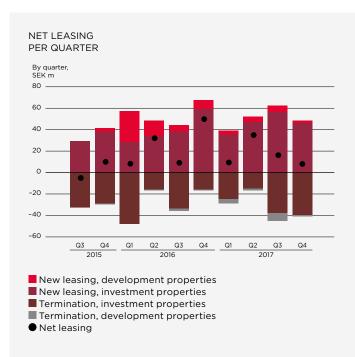
|   | 2017 Jan-Dec |                                |        | Jan-          | Dec           |
|---|--------------|--------------------------------|--------|---------------|---------------|
| RENTAL REVENUE,<br>INVESTMENT PROPER-<br>TIES<br>SEK per sq.m |              | Industri-<br>al/ware-<br>house | Retail | 2017<br>Total | 2016<br>Total |
| Rental revenue  | 1,531        | 725                            | 1,073  | 1,153         | 1,070         |

#### RENTAL REVENUE PER QUARTER AND 12 MONTHS ROLLING

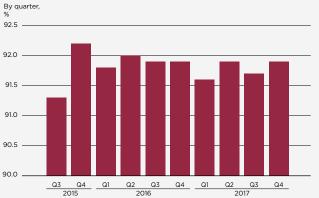


■ Per quarter ● Rolling 12 months

#### STATEMENT OF COMPREHENSIVE INCOME







#### Leasing

Net leasing amounted to SEK 69 (99) million for the full year, of which SEK 59 (72) million in clusters. New leasing amounted to SEK 201 (216) million, of which SEK 137 (150) million in clusters. During the fourth quarter, new leasing amounted to SEK 48 million and terminations to SEK 40 million, which amounts to a net leasing of SEK 8 million.

For investment properties, net leasing was SEK 6 million and for development properties, SEK 2 million.

#### Occupancy rate

The economic occupancy rate for investment properties was basically unchanged at 91.8 per cent (91.9).

### 3 PROPERTY COSTS

Total property costs decreased to SEK 785 (827) million. Divested properties meant costs were reduced by SEK 40 million, while accessed properties caused a SEK 9 million cost increase. In like-for-like holdings of investment properties, costs decreased by SEK 3 million, due to lower expenses, mainly for ongoing maintenance. Vacation of development properties reduced property costs by SEK 8 million.

The cost of property administration increased by SEK 6 million, the main explanation being non-recurring items that reduced the previous year's expenses.

| DEVELOPMENT OF PROPERTY COSTS<br>SEK m         | 2017<br>Jan-Dec | 2016<br>Jan-Dec |
|--|-----------------|-----------------|
| Like-for-like holdings (investment properties) | -702            | -705            |
| Acquired properties                            | -12             | -3              |
| Development properties                         | -51             | -59             |
| Divested properties                            | -20             | -60             |
| Property costs                                 | -785            | -827            |

On annual basis, property costs increased somewhat to SEK 331 per square metre, compared to SEK 311 for 2016, mainly because of acquisitions and divestments altering property portfolio structure.

| PROPERTY COSTS,                          |        | 7 Jan-De          | С      | Jan-Dec       |               |  |
|--|--------|-------------------|--------|---------------|---------------|--|
| INVESTMENT PROPER-<br>TIES, SEK per sq.m | Office | al/ware-<br>house | Retail | 2017<br>Total | 2016<br>Total |  |
| Operations                               | -236   | -122              | -185   | -186          | -171          |  |
| Maintenance                              | -40    | -22               | -30    | -33           | -41           |  |
| Site leasehold and property tax          | -97    | -18               | -60    | -62           | -56           |  |
| Direct property costs                    | -373   | -163              | -275   | -281          | -268          |  |
| Property administration                  | -65    | -28               | -53    | -50           | -43           |  |
| Total                                    | -438   | -191              | -328   | -331          | -311          |  |

#### 4 SELLING AND ADMINISTRATION COSTS

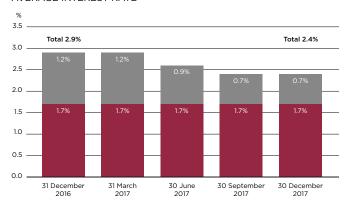
Selling and administration costs amounted to SEK 120 (112) million. The increase is mainly due to costs of SEK 10 related to the implementation of outsourcing of financial administration as of year-end 2017 which was charged to the third quarter. Excluding this item, selling and administration costs amounted to SEK 110 (112) million.

#### **5** NET FINANCIAL ITEMS

Net finacial items amounted to SEK -433 (-500) million. Running interest rate expenses on loans decreased by SEK 27 million mainly due to average loan volumes being down by SEK 1.4 billion in 2017. In addition, interest hedging costs have decreased after the close-out of long-term interest rate swaps during the year. This contributed to the continued decrease of the average interest rate, which is now at 2.4 per cent (2.9).

#### STATEMENT OF COMPREHENSIVE INCOME

#### AVERAGE INTEREST RATE



- Difference in three month interest rate and fixed rate on interest-rate derivatives.
- Interest margin, arrangement fees and credit facility cost.

#### Sensitivity analysis

With the existing funding portfolio, net financial items has only a marginal negative impact over the next 12 months if the Stibor 3-month rate increases by 100 basis points. The effect is an estimated 1-2 per cent of current profit from property management. This is because the net interest costs on interest rate swaps improves if 3-month Stibor increases from the current negative level to zero, while at the same time, the interest rate cost on loans would only be marginally affected as most of the loans have a floor for Stibor at zero.

#### 6 UNREALISED CHANGES IN **PROPERTY VALUES**

The value of property holdings has increased by SEK 1,417 (1,659) million, which corresponds to 4.8 per cent since the start of the year. SEK 1,114 million of the value increase is attributable to an improved operating net, while SEK 643 million is due to a decrease in the average required yield to 5.8 per cent—compared to 6.1 per cent at the beginning of the year. Approximately half of the downturn is due to changes in property portfolio structure, resulting mainly from divestments.

| Total  | 1,152                    | 265                    | 1,417 |
|--|--------------------------|------------------------|-------|
| Acquisitions   | 17                       | -                      | 17    |
| Changed assumptions of investments and other value-impacting factors | -531                     | 174                    | -357  |
| Change in operating net  | 1,057                    | 57                     | 1,114 |
| Change in required return  | 609                      | 34                     | 643   |
| UNREALISED CHANGES<br>IN VALUE<br>Jan-Dec 2017, SEK m                | Investment<br>properties | Development properties | Total |

The item "changed assumptions of investments and other value-impacting factors" relates mainly to new long-term investments. These investments contribute to changing future operating net and create a net positive value change effect. The "acquisitions" item consists of deductions for deferred tax received on properties acquired in the year.

#### 7 UNREALISED CHANGES IN VALUE OF FINANCIAL INSTRUMENTS

The unrealised changes in value on financial instruments (interest rate swaps) amounted to SEK 85 (-321) million for the year. Changes in value are explained by running interest payments on swaps of SEK 149 million and a decrease in long-term market rates with an effect of SEK -64 million.

On 31 December 2017, the negative market value of financial instruments was SEK -171 million, compared to SEK -653 million at the beginning of the year. Apart from changes in value, the decrease in this deficit is due to interest-rate swaps being closed out through a one-off payment of the current negative market value of SEK 220 million during the second quarter, SEK 168 million in the third quarter and SEK 9 million in the fourth quarter.

#### 8 TAX

Total tax expenses amounted to SEK -575 (-492) million. The tax expense was affected by SEK -42 million related to the sale of properties, where the tax expense and deduction for deferred tax exceeded the amount provisioned for deferred tax. This was partially offset by a positive SEK 9 million effect from deductible issue expenses that were not charged to profit before tax. Otherwise, the tax expense was basically 22 per cent of profit before tax.

#### SEGMENT REPORTING

| PROPERTY MANAGEMENT UNIT                               | Sto             | ckholm           | Gothenbur       | rg/Malmö         | Mäl             | lardalen         | Una             | llocated         | T               | otal            |
|--|-----------------|------------------|-----------------|------------------|-----------------|------------------|-----------------|------------------|-----------------|-----------------|
| SEK m  | 2017<br>Jan-Dec | 2016¹<br>Jan-Dec | 2017<br>Jan-Dec | 2016¹<br>Jan-Dec | 2017<br>Jan-Dec | 2016¹<br>Jan-Dec | 2017<br>Jan-Dec | 2016¹<br>Jan-Dec | 2017<br>Jan-Dec | 2016<br>Jan-Dec |
| Revenue  | 926             | 985              | 672             | 701              | 726             | 744              |                 |                  | 2,323           | 2,430           |
| Property costs   | -285            | -309             | -219            | -239             | -282            | -279             |                 |                  | -785            | -827            |
| Operating net  | 641             | 676              | 453             | 461              | 444             | 465              |                 |                  | 1,538           | 1,602           |
| Selling and administration costs                       |                 |                  |                 |                  |                 |                  | -120            | -112             | -120            | -112            |
| Net financial items                                    |                 |                  |                 |                  |                 |                  | -433            | -500             | -433            | -500            |
| Profit from property management                        | 641             | 676              | 453             | 461              | 444             | 465              | -553            | -612             | 985             | 990             |
| Changes in the value of assets                         |                 |                  |                 |                  |                 |                  |                 |                  |                 |                 |
| Profit (loss) from divestments                         |                 |                  |                 |                  |                 |                  | -6              | 32               | -6              | 32              |
| Unrealised changes in value on properties <sup>2</sup> | 1,043           | 1,068            | 232             | 302              | 142             | 289              |                 |                  | 1,417           | 1,659           |
| Unrealised changes in value on financial instruments   |                 |                  |                 |                  |                 |                  | 85              | -321             | 85              | -321            |
| Profit before tax                                      | 1,684           | 1,744            | 685             | 764              | 586             | 753              | -475            | -901             | 2,481           | 2,360           |
| Tax <sup>2</sup>                                       |                 |                  |                 |                  |                 |                  | -575            | -492             | -575            | -492            |
| Net profit for the period                              | 1,684           | 1,744            | 685             | 764              | 586             | 753              | -1,049          | -1,393           | 1,906           | 1,869           |

- Properties changed property management unit compared to 2016. Comparative figures have been restated accordingly.

  Comparative figures restated for changed accounting policy related to obtained deductions for deferred tax upon acquisitions. See page 24 for more information

#### STATEMENT OF CASH FLOWS—SUMMARY

|  | 12 ו            | months          | Quarter         |                 |
|--|-----------------|-----------------|-----------------|-----------------|
| SEK m  | 2017<br>Jan-Dec | 2016<br>Jan-Dec | 2017<br>Oct-Dec | 2016<br>Oct-Dec |
| OPERATING ACTIVITIES                                     |                 |                 |                 |                 |
| Profit from property management                          | 985             | 990             | 243             | 235             |
| Adjustments for non-cash items                           | 1               | 17              | -4              | 17              |
| Tax paid   | 0               | 0               | 0               | 0               |
| Cash flow before changes in working capital              | 986             | 1,007           | 239             | 252             |
| Changes in working capital                               | -131            | 4               | 67              | -38             |
| Cash flow after changes in working capital               | 855             | 1,011           | 306             | 214             |
| INVESTING ACTIVITIES                                     |                 |                 |                 |                 |
| Investments in existing properties                       | -925            | -609            | -381            | -252            |
| Acquisition of properties                                | -790            | -230            | -               | -66             |
| Divestment of properties                                 | 1,709           | 776             | 60              | 245             |
| Other tangible/intangible non-current assets             | 0               | -10             | 0               | -4              |
| Financial assets, net                                    | -397            | -13             | -9              | -13             |
| Cash flow from investing activities                      | -403            | -86             | -330            | -90             |
| FINANCING ACTIVITIES                                     |                 |                 |                 |                 |
| New share issue  | 1,599           | -               | -               | -               |
| Dividend   | -437            | -364            | -               | -               |
| Repayment of loans                                       | -4,302          | -3,753          | -2,332          | -149            |
| New loans  | 2,944           | 2,808           | 2,428           | 41              |
| Cash flow from financing activities                      | -196            | -1,309          | 96              | -108            |
| CASH FLOW FOR THE PERIOD                                 | 256             | -384            | 72              | 16              |
| Cash and cash equivalents at the beginning of the period | 57              | 441             | 241             | 41              |
| Exchange rate differences on cash equivalents            | 0               | 0               | 0               | 0               |
| Cash and cash equivalents at the end of the period       | 313             | 57              | 313             | 57              |

#### CASH FLOW AND LTV (LOAN-TO-VALUE) RATIO

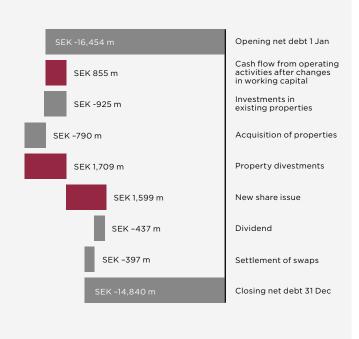
During the fourth quarter, cash flow after changes in working capital amounted to SEK 306 million.

For the full year, operations generated a cash flow after changes in working capital of SEK 855 million. Kungsleden paid a purchase consideration of SEK 790 million when accessing Emporia Office in Hyllie and Godsvagnen 9 in Hammarby Sjöstad. Additionally, SEK 925 million was invested in existing properties and projects in the period.

The share dividend of SEK 437 million for 2016 was disbursed in May. Interest rate swaps were closed out through payments totaling SEK 397 million in May, September and October. Apart from proceeds from the new share issue of SEK 1,599 million, property divestments generated SEK 1,709 million. Accordingly, cash flow before changes in interest-bearing liabilities resulted in a reduction in net debt of SEK 1,614 million for the full year. On a net basis, SEK 1,358 million was used for the repayment of interest-bearing loans.

At the end of the fourth quarter, cash and cash equivalents amounted to SEK 313 (57) million and total liquid funds available were SEK 1,458 (1,049) million including granted and available credit facilities after deduction of backup for issued commercial paper. At the end of the period, the loan-to-value ratio was 47.9 per cent, compared to 55.6 per cent at year-end.

#### CHANGE IN NET DEBT, JANUARY-DECEMBER





### FEASIBILITY STUDY FOR LAND ALLOCATION COMPLETE

Hyllie is an expansive district in Malmö, under development with the vision of becoming the city's most climate-friendly quarters—a centre for innovation and sustainability in the Öresund region. Kungsleden's land allocation is strategically located along Hyllie Boulevard, some six minutes' walk from the station, bringing Lund and Copenhagen within commuting distance by rail. There is a car park south of the estate to

accommodate travellers arriving by car, while extensive infrastructure is being planned for cyclists.

The feasibility study for Kungsleden's land allocation was completed in the fourth quarter. Project planning, conceptual work and pre-leasing commence in the first quarter 2018, and construction start is scheduled for early 2019.



#### STATEMENT OF FINANCIAL POSITION—SUMMARY

| SEK m                               | 31 Dec 2017 | 31 Dec 2016 |
|-------------------------------------|-------------|-------------|
| ASSETS                              |             |             |
| Non-current assets                  |             |             |
| Intangible assets                   | 9           | 11          |
| Properties <sup>1</sup>             | 30,974      | 29,533      |
| Equipment                           | 7           | 9           |
| Other long-term receivables         | 12          | 12          |
| Total non-current assets            | 31,002      | 29,566      |
| Current assets                      |             |             |
| Current receivables                 | 231         | 231         |
| Cash and bank balances              | 313         | 57          |
| Total current assets                | 544         | 288         |
| TOTAL ASSETS                        | 31,546      | 29,854      |
| EQUITY AND LIABILITIES              |             |             |
| Equity'                             | 14,192      | 11,123      |
| Non-current liabilities             |             |             |
| Liabilities to credit institutions  | 10,150      | 13,702      |
| Other interest-bearing liabilities  | 3,096       | 1,230       |
| Derivatives                         | 171         | 653         |
| Deferred tax liability <sup>1</sup> | 1,333       | 841         |
| Provisions                          | 12          | 12          |
| Total non-current liabilities       | 14,762      | 16,438      |
| Current liabilities                 |             |             |
| Liabilities to credit institutions  | 927         | 26          |
| Other interest-bearing liabilities  | 980         | 1,553       |
| Other liabilities                   | 684         | 714         |
| Total current liabilities           | 2,591       | 2,293       |
| TOTAL EQUITY AND LIABILITIES        | 31,546      | 29,854      |

### STATEMENT OF CHANGES IN EQUITY—SUMMARY

| SEK m                                    | 31 Dec 2017 | 31 Dec 2016 |
|--|-------------|-------------|
| At the beginning of the period           | 11,123      | 9,333       |
| Change of accounting policy <sup>1</sup> | -           | 284         |
| Adjusted opening balance                 | 11,123      | 9,617       |
| Dividend                                 | -437        | -364        |
| New share issue <sup>2</sup>             | 1,599       | -           |
| Comprehensive income for the period      | 1,907       | 1,869       |
| Total equity                             | 14,192      | 11,123      |

<sup>1.</sup> Comparative figures restated for changed accounting policy related to obtained deductions for deferred tax upon acquisitions. See page 24 for more information.

<sup>2.</sup> The new share issue completed during the year, increased equity by SEK 1,599 million after share issue expenses of SEK 39 million.

# PROPERTY PORTFOLIO

Kungsleden's property portfolio, which includes investment and development properties, consisted of 222 properties at year-end. The property value amounted to SEK 30,794 million and rental value to SEK 2,567 million. 82 per cent of the portfolio is situated in four priority growth markets.

#### THE PROPERTY MARKET

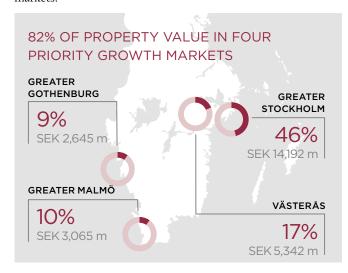
Conditions on the commercial property market remained very positive in 2017 with rising rent levels, higher property values and interest costs remaining low. This benefited all of Kungsleden's priority growth markets, but Greater Stockholm particularly, where the demand for offices is brisk. In combination with low vacancies and limited new production, this resulted in rent levels continuing to rise.

A clear slowdown on the housing market occurred in the fourth quarter, which is likely to slow new production of housing in the coming years. This resulted in reduced demand for acquiring residential development rights on the market.

# PROPERTY PORTFOLIO - TOTAL HOLDINGS

| Total property holdings    | 222                             | 2,159                            | 30,974        | 2,567           | 90.4                             |
|----------------------------|---------------------------------|----------------------------------|---------------|-----------------|----------------------------------|
| Development properties     | 17                              | 136                              | 2,052         | 133             | 64.2                             |
| Investment properties      | 205                             | 2,023                            | 28,922        | 2,434           | 91.8                             |
| PROPERTY HOLDINGS<br>SEK m | Number<br>of<br>proper-<br>ties | Leasable<br>area,<br>000<br>sq.m | Book<br>value | Rental<br>value | Economic<br>occupancy<br>rate, % |
|                            | 3                               | 1 Dec 2017                       | Jan-Dec 2017  |                 |                                  |

In the year, Kungsleden continued to concentrate its property portfolio by selling non-strategic properties and making complementary acquisitions within clusters. 82 per cent of the total property portfolio is now located in our four priority growth markets.



#### **Acquisitions and divestments**

In the fourth quarter 2017, Kungsleden enhanced its office portfolio through strategic acquisitions of three office properties: Gladan 5, Gladan 6 and Gladan 7 in western Kungsholmen in

Stockholm. This increased office areas in the Stockholm City West cluster by 11,200 square metres, to a total of 46,000 square metres. These properties were accessed in February 2018.

Kungsleden also signed an agreement on the sale of the property Stenvreten 4:1 in Enköping in the period. This transaction is conditional on government approval, and vacation is scheduled during the third quarter 2018. This sale means Kungsleden is exiting Enköping.

After the end of the period, Kungsleden acquired two newly built office properties and one property with a car park in Gothenburg, Kallebäck 2:7, 2:11 and 2:9. The property Rausgård 22 in Helsingborg was divested in February 2018.

#### Accessed and vacated properties

No properties were vacated or accessed in the fourth quarter.

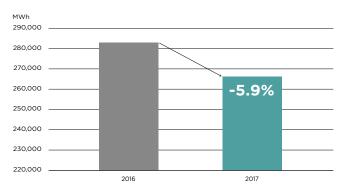
| PROPERTY PORTFOLIO<br>DEVELOPMENT, 2017<br>JAN-DEC, SEK m | Investment properties | Develop-<br>ment<br>properties <sup>1</sup> | Total  |
|---|-----------------------|---|--------|
| Properties at the beginning of the period                 | 27,699                | 1,470                                       | 29,169 |
| Change of accounting policy <sup>2</sup>                  | 374                   | -10   | 364    |
| Acquisitions, access gained                               | 790                   | -   | 790    |
| Investments   | 598                   | 328   | 925    |
| Divested and vacated                                      | -1,692                | -   | -1,692 |
| Unrealised changes in value                               | 1,152                 | 265   | 1,417  |
| Properties at end of period                               | 28,922                | 2,052                                       | 30,974 |

- Properties reclassified, so there has been restatement from previously published Interim Reports in 2017
- Comparative figures restated for changed accounting policy related to obtained deductions for deferred tax upon acquisitions. See page 24 for more information.

#### **Energy use**

Kungsleden's target is to reduce energy use by 3 per cent per year. Full-year energy use in like-for-like holdings decreased by 5.9 per cent year on year, corresponding to a cost saving of SEK 13 million. The savings are largely due to investments in energy efficiency projects, such as more efficient ventilation, computerised control and optimisation equipment, but also by making adjustments to existing equipment.

#### CLIMATE-ADJUSTED ENERGY USE



# **INVESTMENT PROPERTIES**

2017 generally featured rising rent levels and increasing property values. In the year, Kungsleden worked actively to increase rental revenue by new leasing and renegotiating existing lease agreements. This improved the operating net of its existing property portfolio.

As of 31 December, Kungsleden owned 205 investment properties with a book value of SEK 28,922 million. Sales of non-strategic properties and complementary acquisitions in the year increased geographical concentration and the share of offices. Of total property values, 72 per cent were Offices, 18 per cent were Industrial/warehouse, 6 per cent were Retail and 4 per cent were in the Other category. 68 per cent of property values are located in 11 clusters, a 5 per cent increase year on year. By concentrating properties in clusters, we can improve our customer relations, make a better contribution to the development of the whole area, and achieve greater management efficiency.

After vacating properties divested up to and including December 2017, Kungsleden owns investment properties in the priority markets of Greater Stockholm, Greater Gothenburg, Greater Malmö and Västerås, as well as 19 other municipalities.

PROPERTY VALUE INVESTMENT PROPERTIES BY CATEGORY AS OF 31 DEC 2017



- Office 72% Industrial/warehouse 18%
- Retail 6%
- Other 4%

PROPERTY VALUE INVESTMENT

PROPERTIES AND CLUSTER



Share in clusters 68% Share outside clusters 32% RENTAL VALUE JAN-DEC 2017, **INVESTMENT PROPERTIES** BY CATEGORY



- Office 64%
- Industrial/warehouse 26%
- Retail 7%
- Other 3%

RENTAL VALUE JAN- DEC 2017. INVESTMENT PROPERTIES BY PROPERTY MANAGEMENT UNIT



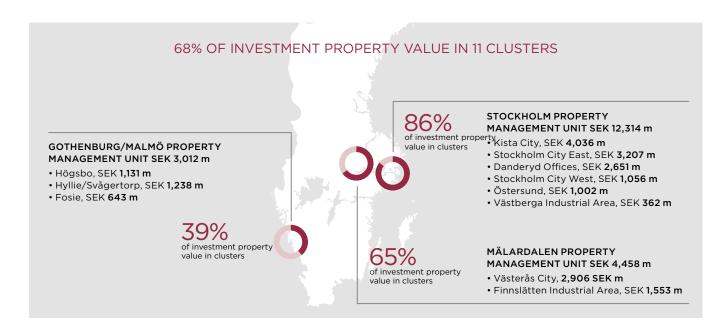
- Stockolm 40%
- Gothenburg/Malmö 29%
- Mälardalen 31%

#### **RENTAL VALUE AND LEASING**

Rental value for the year amounted to SEK 2,434 million, with offices accounting for nearly two-thirds of this total. During the year, Kungsleden signed 204 leases on a total of some 110,000 square metres. New leases usually have higher rent per square metre than previously due to a strong rental market and Kungsleden actively making value-added tenant improvements. Demand is especially high in our clusters.

Newly signed lease agreements include 1,400 square metres with Sandvik Coromant in the flagship property Kista One in the Kista City cluster and 2,600 square metres with the Correctional Care Center in the property Karlslund 5:2 in Östersund.

60 of these new lease agreements are so called Green Leases. Green Leases include an agreement between the tenant and landlord regarding joint measures to maintain or improve the environmental performance of premises.

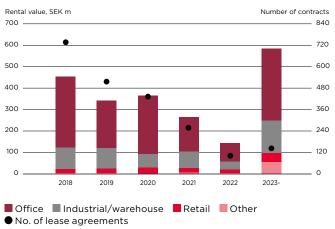


#### LEASE AGREEMENT MATURITY STRUCTURE

Kungsleden strives to achieve a diversified lease agreement maturity structure. At present, 15-20 per cent of the contract portfolio matures each year and can be renegotiated. As of 31 December, the average maturity of the remaining lease agreements was 3.9 years (4.0).

Kungsleden's contract portfolio also includes a broad spectrum of tenants, sizes of customers and sectors, reducing the risk of rental losses and vacancies.

# LEASE AGREEMENT MATURITY STRUCTURE INVESTMENT PROPERTIES<sup>1</sup>



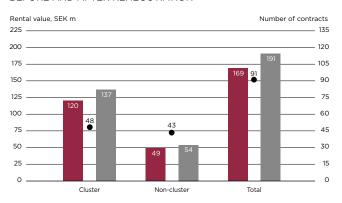
Excluding housing, car parks and garages.

#### RENEGOTIATION—RENTAL VALUES BEFORE AND AFTER

The lease agreements renegotiated in the year led to an average increase of rental value of 13 per cent. In total, rental value in renegotiated contracts increased from SEK 169 million to SEK 191 million.

Kungsleden completed a trendsetting renegotiation process with the Swedish Social Insurance Administration in Östersund. This lease relationship was extended with a new six-year lease agreement on 15,300 square metres in the property Karlslund 5:2. Kungsleden is converting these premises into an activity-based office space for the Administration, increasing rent by SEK 300 per square metre.

### RENEGOTIATION OF RENTAL VALUE, JAN - DEC 2017, BEFORE AND AFTER RENEGOTIATION



Rental value, before renegotiation

■ Rental value, after renegotiation ● No. of lease agreements



# INVESTMENTS AND DEVELOPMENT PROPERTIES

Investment is an important element of Kungsleden's business concept of improving and developing commercial premises, and is intended to make a gradually increasing contribution to the company's earnings and profitability. Investments are conducted on a project basis, and are designed to create value and address specific return requirements.

Generally, the purpose of these investments is to increase future rental revenue through new leasing (reduced vacancy), higher average rents or addition of leasable area.

# DEVELOPMENT PROPERTIES AND TOTAL INVESTMENTS

At year-end 2017, Kungsleden was developing some 30 properties. Kungsleden invested a total of SEK 925 million in the year, of which over SEK 800 million were development projects, tenant improvements and other value-creating investments. In 2017–2019, Kungsleden intends to invest SEK 2.8 billion in this type of value-creating project.

# DEVELOPMENT PROJECTS IN THE IMPLEMENTATION PHASE

As of 31 December, 8 development projects were in the implementation phase (category 1). They have a total investment volume of SEK 1,133 million, of which SEK 478 million was accrued and SEK 312 million was invested in 2017. When fully let, these development projects will increase the company's rental revenue by SEK 126 million on a full-year basis. At year-end, the occupancy rate for projects in the implementation phase was just over 90 per cent. Some new leasing also occured after the year-end, and Kungsleden judges the demand for the remaining unleased premises as positive.

# DEVELOPMENT PROJECTS WITH CONDITIONAL INVESTMENT DECISIONS

Conditional investment decisions had been taken on three development projects where leasing and project planning (category 2) was ongoing at year-end. The property Skiftinge 1:3 was removed from this category in the fourth quarter after a decision to divest it.

#### COMMERCIAL DEVELOPMENT RIGHTS

Kungsleden is conducting several zoning planning processes to create new commercial development rights in its existing portfolio.

Future potential commercial building permits (preferably offices) are estimated at 170,000 square metres.

#### RESIDENTIAL DEVELOPMENT RIGHTS

The focus of Kungsleden's strategy for residential development rights is to identify opportunities, initiate zoning plans and then divest development rights.

In total, Kungsleden has divested some 180,000 square metres of its identified residential development potential in the past two years. Pricing has varied between SEK 2,500 and 10,000 per square metre gross leasable area. Conditional additional purchase considerations for the executed divestments are expected to result in incremental earnings not yet recognised as profit of approximately SEK 320 million, as zoning plans approach completion between 2018 and 2020.

We currently expect the slowdown on the housing market to reduce demand for residential development rights.

The estimated remaining potential for residential development rights is approximately 270,000 square meters.

#### **INVESTMENT PROGRAMME**

|  |      |      |      |      | PLA   | ιN    |
|--|------|------|------|------|-------|-------|
| SEK m  | 2014 | 2015 | 2016 | 2017 | 2018  | 2019  |
| Development projects                                     | -    | 14   | 141  | 312  | 600   | 500   |
| Tenant improvements and other value-creating investments | 261  | 337  | 341  | 499  | 500   | 400   |
| Maintenance investments                                  | 73   | 99   | 127  | 114  | 200   | 100   |
| Total investments  | 334  | 450  | 609  | 925  | 1,300 | 1,000 |

#### **DEVELOPMENT PROJECTS**

(The numbers refer to the properties presented in image and text on the following pages)

Categories 1 and 2 in the table are Kungsleden's ongoing development projects, as well as planned and decided new construction projects.

| CATEGORY 1—FINAL IN                       | NVESTMENT DEC                               | ISIONS MADE/I              | MPLEMENTA' | TION STAGE                          |                      |     |                                | Investm                        | ents                       |                            |
|---|---|----------------------------|------------|-------------------------------------|----------------------|-----|--------------------------------|--------------------------------|----------------------------|----------------------------|
| Property                                  | Category                                    | Municipality               | Completion |                                     | Occupancy<br>rate, % |     | Investment<br>amount, SEK<br>m | Capitalised<br>total,<br>SEK m | of which<br>2017,<br>SEK m | Plai<br>2018-2019<br>SEK n |
| Enen 10                                   | Office                                      | Södertälje                 | 2018 Q2    | 6,000                               | 77                   | 14  | 145                            | 143                            | 48                         | :                          |
| Blästern 14 (phase 1)                     | Hotel                                       | Stockholm                  | 2018 Q4    | 11,400                              | 100                  | 39  | 325                            | 149                            | 111                        | 176                        |
| (phase 2)                                 | Office                                      | Stockholm                  | 2021       | 5,300                               | n/a                  | 16  | 98                             | 2                              | 2                          | 5                          |
| Holar 1                                   | Hotel                                       | Stockholm                  | 2018 Q3    | 6,000                               | 100                  | 13  | 128                            | 59                             | 48                         | 69                         |
| Tegnér 15                                 | Retail                                      | Växjö                      | 2018 Q2    | 16,500                              | 95                   | 18  | 135                            | 75                             | 63                         | 60                         |
| part of Karlslund 5:2                     | Social services property (new construction) | Östersund                  | 2019       | 3,000                               | 100                  | 10  | 120                            | 4                              | 4                          | 116                        |
| part of Laven 6                           | Retail (new construction)                   | Umeå                       | 2018 Q2    | 3,100                               | 100                  | 4   | 33                             | 19                             | 18                         | 14                         |
| part of Gallerian 1<br>(4 properties)     | Retail                                      | Eskilstuna                 | 2019       | 6,000                               | 60                   | 12  | 149                            | 27                             | 18                         | 122                        |
| Sub-total                                 |   |                            |            | 57,300                              |                      | 126 | 1,133                          | 478                            | 312                        | 564                        |
| CATEGORY 2—CONDIT<br>PLANNING<br>Property | Category                                    | ENT DECISION  Municipality | ·<br>      | NG AND PR<br>Leasable<br>area, sq.m | OJECT                |     | Investment<br>amount,<br>SEK m |                                |                            | Plar<br>2018-2019<br>SEK m |
| part of Verkstaden 7                      | Office (new construction)                   | Västerås                   | 2019/2020  | 13,400                              |                      |     | 375                            |                                |                            | 325                        |
| Land allocation Hyllie                    | Office (new construction)                   | Malmö                      | 2020       | 8,400                               |                      |     | 285                            |                                |                            | 100                        |
| part of Mimer 5—B:26                      | Office                                      | Västerås                   | 2018/2019  | 4,600                               |                      |     | 82                             |                                |                            | 82                         |
| Sub-total                                 | -   |                            |            | 26,400                              |                      |     | 742                            |                                |                            | 507                        |
| Total, category 1 and 2                   | <u> </u>                                    |                            |            | 83,700                              |                      |     | 1,875                          |                                |                            | 1,071                      |

Categories 3 and 4 include projects in the feasibility study and pre-letting stages, and a selection of ongoing initiatives for the creation of building rights.

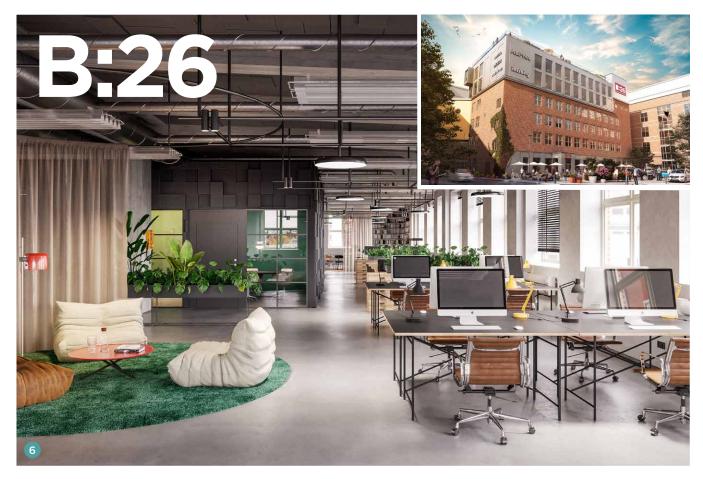
#### CATEGORY 3-FEASIBILITY STUDY AND LEASING

| Property               | Category                          | Municipality | Completion | Leasable<br>area, sq.m |
|------------------------|-----------------------------------|--------------|------------|------------------------|
| part of Terminalen 2   | Office/ Retail (new construction) | Sollentuna   | 2020       | 15,000                 |
| part of Oxelbergen 1:2 | Office                            | Norrköping   | 2019/2020  | 6,000                  |
| Julius 1               | Office                            | Malmö        | 2019       | 3,000                  |
| Högsbo 14:3            | Office                            | Gothenburg   | 2018/2019  | 3,500                  |
| Total                  |                                   |              |            | 27 500                 |

#### Category 4—CREATION OF BUILDING RIGHTS

| Property               | Category                  | Municipality | Project area, sq.m BTA | Status                        |
|------------------------|---------------------------|--------------|------------------------|-------------------------------|
| Veddesta 2:65 and 2:73 | Residential/Office        | Järfälla     | 40,000-50,000          | Zoning plan in progress       |
| Verkstaden 7           | Residential/Office/Retail | Västerås     | 50,000-70,000          | Zoning plan in progress       |
| Mandelblomman 3        | Residential               | Stockholm    | 10,000                 | Feasibility study in progress |
| Högsbo 14:3 and 14:7   | Residential/Office        | Gothenburg   | 20,000-25,000          | Feasibility study in progress |
| Västerås 5:9           | Office                    | Västerås     | 15,000-20,000          | Feasibility study in progress |
| part of Isolatorn 3    | Housing                   | Västerås     | 40,000                 | Zoning plan commencing        |
| Brännaren 3            | Garage/Office/Residential | Malmö        | 20,000                 | Zoning plan in progress       |
| Domptören 4            | Office                    | Stockholm    | 7,000                  | Feasibility study in progress |
| part of Terminalen 2   | Office/Retail             | Sollentuna   | 15,000                 | Zoning plan in progress       |
| Järnbrott 168:1        | Office/School/Residential | Gothenburg   | n/a                    | Zoning plan in progress       |

<sup>1.</sup> Including indexed rent based on sales.



#### Concept for creative forces in Västerås City

B26 is part of the Mimer district in Kungsleden's Västerås City cluster. This building will undergo a major transformation. A new office concept has been developed, based on the idea of gathering companies and people with a shared interest in creativity and business under one roof. A building permit was previously granted for an extension of another two office floors and a roof terrace. The project involves a total of 4,600 square metres of leasable area. The leasing process got underway in the fourth quarter 2017 with a presentation of the new office and meetings concept for invited stakeholders, the local business community, neighbors and the media. This initiative gained a positive reception, and market interest is significant.

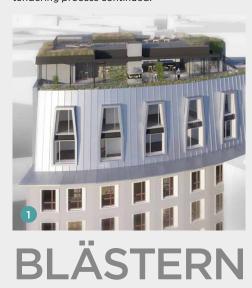


#### Swedish Prison and Probation Service gets the go-ahead in Östersund

An agreement on new custodial and probation premises has been signed with the Correctional Care Center in Östersund (part of Karlslund 5:2). The project obtained the necessary central government approval in the fourth quarter for new construction of about 3,000 square meters. Project planning of the building permit and system documentation is ongoing, and scheduled construction start is in May 2018.

# Design hotel, meeting place and offices in Stockholm city center

A hotel and contemporary office premises totaling 16,000 square metres are under construction in the Blästern 14 property on Gävlegatan in central Stockholm. Hotel operator Nobis has signed a 20-year lease and is creating a designer hotel with generous restaurant, bar and lounge areas, including a courtyard and roof terrace, in partnership with Kungsleden. The hotel and offices are scheduled for completion in the fourth quarter 2018. The conceptual process for the office accommodation, phase 2 began in the fourth quarter 2017, and the hotel project's construction and tendering process continued.



#### KUNGSLEDEN'S DEVELOPMENT PROJECTS



#### A new lease of life in Växjö City

The property Tegnér 15 on Storgatan in central Växjö is a mixed usage property including office and residential premises, as well as the well-known Tegnérgallerian mall. The mall has undergone a major transformation recently, which is now in its final phase. This has involved the creation of a new commercial concept for the retail space, which includes bringing the district a new lease of life by removing parts of the inner walkway and adding more store entrances to the street.

There was a phase opening and H&M on 29 November 2017, which attracted major interest. Rituals then signed a five-year lease on 220 square metres, and now only 90 square metres remains unlet.



#### Concept and zoning plan work in Sollentuna

A feasibility study for part of the property Terminalen 2 alongside the E4 motorway is ongoing in Sollentuna. The feasibility study is for the new production of office/retail premises. Conceptual work is being conducted in tandem with the zoning plan process.





#### Trampolining center in Umeå

Kungsleden is constructing a new building at its property Laven 6 in Umeå to create a trampolining facility for the Jump trampolining center. Work is proceeding as planned, with tenant relocation scheduled for 28 March 2018.

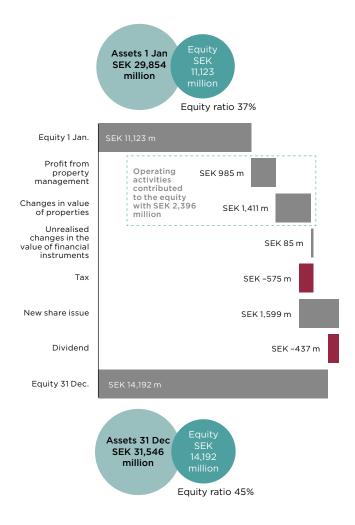


#### Contemporary shopping in central Eskilstuna

A development project is underway in the Gallerian mall at Fristadstorget in Eskilstuna. This development (which includes four individual properties) consists of a ground floor with retail premises, an upper level with office space and gym, as well as a basement level with accommodation including a car park and ten-pin bowling lanes. The current development project includes the retail premises on the ground floor and is intended to create a more contemporary and attractive retail environment for local residents. The leasing process intensified in the fourth quarter 2017, and production for Hemköp, Systembolaget and neighbouring premises continued.

# **FINANCING**

A stronger financial position and higher credit rating from Moody's in the year enabled Kungsleden to increase its borrowings on the capital markets through the issuance of unsecured bonds. In this way, Kungsleden is diversifying its financing and reducing its dependence on traditional bank borrowings against real estate security.



### MATURITY STRUCTURE, CREDIT AND INTEREST RATE DERIVATIVES

| 31 Dec. 2017,<br>SEK m | Utilised credits | Unutilised credits | Total  | Interest<br>rate deri-<br>vativesives | Ave. int.<br>derivative-<br>sives, % |
|------------------------|------------------|--------------------|--------|---------------------------------------|--------------------------------------|
| 2018                   | 1,907            | 250                | 2,157  |                                       |                                      |
| 2019                   | 3,429            |                    | 3,429  | 1,000                                 | 0.5                                  |
| 2020                   | 4,411            | 1,875¹             | 6,286  | 2,770                                 | 0.6                                  |
| 2021                   | 1,842            |                    | 1,842  | 1,450                                 | 0.8                                  |
| 2022                   |                  |                    |        | 3,000                                 | 1.0                                  |
| 2026                   | 630              |                    | 630    |                                       |                                      |
| 2027                   | 1,594            |                    | 1,594  |                                       |                                      |
| 2036                   | 1,340            |                    | 1,340  |                                       |                                      |
| Total                  | 15,153           | 2,125              | 17,279 | 8,220                                 |                                      |

1. of which SEK 980 m is backup for issued commercial paper.

#### INTEREST-BEARING LIABILITIES

Kungsleden's interest-bearing liabilities decreased by SEK 1,358 million in 2017, to SEK 15,153 (16,511) million at year-end. This decrease in liabilities is mainly due to amortisation of bank loans linked to the sale of non-strategic properties.

#### **RATING**

In the third quarter, Kungsleden received a Ba1 credit rating with Positive Outlook from the rating agency Moody's. This rating may be upgraded to Investment Grade, providing Kungsleden's loan-to-value ratio, for the long term, does not exceed 50 per cent and that the portion of secured borrowings is reduced.

#### **FUNDING ACTIVITIES**

With this rating and a newly established MTN program for bond issues, Kungsleden has progressively increased its funding on the capital markets. In the fourth quarter, Kungsleden issued SEK 1,350 million of four-year bonds. At the beginning of 2018, Kungsleden issued two new bonds of a total SEK 1,150 million and maturities of 3 and 1.5 years respectively, and credit spreads of 1.8 and 1.2 per cent respectively. The proceeds from these issues will primarily be used to repay a portion of the short-term secured bank loan, with the aim of releasing real estate security, and thus reduce the share of secured borrowings.

As of the publication date of this Year-end Report, Kungsleden had issued senior unsecured bonds with a total nominal amount of SEK 2.5 billion within its MTN program. A SEK 600 m outstanding bond that is not part of the MTN program was previously issued.

In the fourth quarter, Kungsleden re-financed SEK 1,078 million of bank borrowings by arranging a secured loan from Nykredit of Denmark, with Kungsleden securing a credit facility with a ten-year term. This was a contributor to the average remaining debt maturity of its aggregate interestbearing liabilities extending to 4.7 (4.2) years as of year-end.

#### MATURITY STRUCTURE

With the aim of improving ongoing net interest income/expense, Kungsleden closed out interest rate swaps on two occasions previously in the year: a nominal value of SEK 900 million at the beginning of May, and nominal value of SEK 650 million at the end of September. These swaps had accrued a high fixed coupon, which reduced net financial costs. A further nominal value of SEK 350 million of swaps were closed out in the fourth quarter, with the aim of restoring the debt maturity profile after arranging a four-year, fixed-rate bond.

The average fixed interest rate term as of year-end was 2.4 (3.4) years. The share of loans with maturities longer than 12 months was approximately 61 per cent at year-end. With the current interest hedges, net financial costs is affected only marginally given a momentary increase in short interest rates.

# **EARNINGS CAPACITY**

With an increasing share of well-located offices on growth markets, as well as active new lettings and renegotiation efforts, Kungsleden has been able to progressively increase the earnings capacity of its investment properties.

The tables below show the properties held at year-end, along with key figures based on financial performance over the past twelve months. The figures do not include any future events such as lettings and investments. The tables are intended to offer a view of the current property portfolio's underlying earnings capacity, but is not a forecast.

After the divestment of non-strategic properties in 2016 and 2017, the property portfolio is of a higher quality, which is shown in higher rental revenue per square metre and higher value per square metre.

Three of the four properties that have been divested but not vacated (Aspgärdan in Umeå and Brännaren in Malmö that

were divested in the second quarter 2017, and Rausgård in Helsingborg that was divested in January 2018) are scheduled for vacation in the first half-year. Stenvreten in Enköping, divested in the fourth quarter 2017, is scheduled for vacation in the third quarter 2018. Five of the six properties that have been acquired but not accessed (Gladan 5, 6 and 7 on Kungsholmen in Stockholm, acquired in December 2017, and two of the properties in Gothenburg acquired in February 2018) are scheduled for access in the first quarter 2018. One of the properties acquired in Gothenburg will be accessed when construction is complete, scheduled for the first quarter 2019.

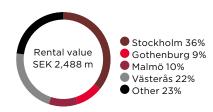
BOOK VALUE
BY PROPERTY CATEGORY



RENTAL VALUE - EARNINGS CAPACITY BY PROPERTY CATEGORY



RENTAL VALUE - EARNINGS CAPACITY BY URBAN CONCENTRATION



| EARNINGS CAPACITY<br>BY PROPERTY CATEGORY | Office | Industrial/<br>warehouse | Retail | Other | Total<br>investment<br>properties | Development<br>properties | Total properties | of which<br>sold not<br>vacated | Purchased¹<br>not<br>accessed |
|---|--------|--------------------------|--------|-------|-----------------------------------|---------------------------|------------------|---------------------------------|-------------------------------|
| No. of properties                         | 97     | 66                       | 33     | 9     | 205                               | 17                        | 222              | 4                               | 6                             |
| Leasable area, 000 sq.m                   | 1,091  | 714                      | 151    | 68    | 2,023                             | 136                       | 2,159            | 126                             | 29                            |
| Rental value, SEK m                       | 1,544  | 558                      | 164    | 90    | 2,356                             | 132                       | 2,488            | 83                              | 83                            |
| Rental revenue, SEK m                     | 1,405  | 531                      | 151    | 81    | 2,168                             | 85                        | 2,253            | 81                              | 81                            |
| Operating net, SEK m                      | 925    | 375                      | 98     | 51    | 1,451                             | 35                        | 1,486            | 73                              | 69                            |
| Book value, SEK m                         | 20,788 | 5,230                    | 1,806  | 1,098 | 28,922                            | 2,052                     | 30,974           | 1,006                           | 1,534                         |
| Economic occupancy rate, %                | 91.0   | 95.2                     | 91.7   | 90.2  | 92.0                              | 64.2                      |                  |                                 | 98.0                          |
| Surplus ratio, %                          | 65.9   | 70.6                     | 65.4   | 63.6  | 66.9                              |                           |                  |                                 | 85.0                          |
| Direct yield, %                           | 4.5    | 7.2                      | 5.5    | 4.7   | 5.0                               |                           |                  | 7.2                             | 4.5                           |
| Rental revenue, SEK per sq.m              | 1,532  | 813                      | 1,150  | 1,460 | 1,234                             |                           | 1,237            |                                 | 2,752                         |

<sup>1.</sup> Not included in total.

| EARNINGS CAPACITY INVESTMENT PROPERTIES BY URBAN CONCENTRATION | Greater<br>Stockholm | Greater<br>Gothenburg | Greater<br>Malmö | Västerås | Regional<br>cities and<br>other | Total investment properties |
|--|----------------------|-----------------------|------------------|----------|---------------------------------|-----------------------------|
| No. of properties  | 46                   | 39                    | 41               | 18       | 61                              | 205                         |
| Leasable area, 000 sq.m  | 499                  | 248                   | 220              | 505      | 550                             | 2,023                       |
| Rental value, SEK m  | 847                  | 223                   | 237              | 543      | 506                             | 2,356                       |
| Rental revenue, SEK m  | 766                  | 208                   | 221              | 516      | 457                             | 2,168                       |
| Operating net, SEK m   | 528                  | 141                   | 149              | 321      | 312                             | 1,451                       |
| Book value, SEK m  | 13,026               | 2,598                 | 3,010            | 5,252    | 5,036                           | 28,922                      |
| Economic occupancy rate, %                                     | 90.3                 | 92.9                  | 93.5             | 94.9     | 90.5                            | 92.0                        |
| Surplus ratio, %   | 69.0                 | 67.7                  | 67.4             | 62.2     | 68.2                            | 66.9                        |
| Direct yield, %  | 4.1                  | 5.4                   | 5.0              | 6.1      | 6.2                             | 5.0                         |
| Rental revenue, SEK per sq.m                                   | 1,775                | 955                   | 1,169            | 1,149    | 973                             | 1,234                       |

#### **KEY FIGURES**

|   | 1:              | 2 months        |                 | Quarter         |  |
|---|-----------------|-----------------|-----------------|-----------------|--|
|   | 2017<br>Jan-Dec | 2016<br>Jan-Dec | 2017<br>Oct-Dec | 2016<br>Oct-Dec |  |
| Property related  |                 |                 |                 |                 |  |
| Direct yield, % <sup>1</sup>  | 5.1             | 5.6             | 4.8             | 5.3             |  |
| Economic occupancy rate, %  | 90.4            | 90.6            | 90.5            | 90.4            |  |
| Surplus ratio, % <sup>2</sup>   | 66.3            | 66.2            | 64.7            | 65.2            |  |
| Outcome investment properties   |                 |                 |                 |                 |  |
| Direct yield, investment properties, %1                                     | 5.3             | 5.7             | 5.0             | 5.5             |  |
| Economic occupancy rate, investment properties, %                           | 91.8            | 91.9            | 91.9            | 91.9            |  |
| Surplus ratio, investment properties, % <sup>2</sup>                        | 67.3            | 67.2            | 65.5            | 66.4            |  |
| Rental revenue, investment properties, SEK/sq.m³                            | 1,153           | 1,070           |                 |                 |  |
| Property costs investment properties, SEK/sq.m <sup>3</sup>                 | 331             | 311             |                 |                 |  |
| Financial   |                 |                 |                 |                 |  |
| Return on total assets, %1  | 4.6             | 5.2             | 4.4             | 4.9             |  |
| Return on equity, %1  | 15.1            | 18.0            | 14.1            | 25.9            |  |
| Interest coverage ratio   | 3.3             | 3.0             | 3.6             | 2.9             |  |
| Equity ratio, %1  | 45.0            | 37.3            |                 |                 |  |
| Debt/equity ratio <sup>1</sup>  | 1.1             | 1.5             |                 |                 |  |
| LTV (loan-to-value) ratio, % <sup>1</sup>                                   | 47.9            | 55.7            |                 |                 |  |
| Per share information   |                 |                 |                 |                 |  |
| Dividend, SEK <sup>4</sup>  | 2.00            | 2.00            |                 |                 |  |
| Total return on share, %  | 8.8             | -1.2            |                 |                 |  |
| Yield on shares, %  | 3.4             | 3.5             |                 |                 |  |
| Profit from property management, SEK <sup>5</sup>                           | 4.66            | 5.31            | 1.11            | 1.27            |  |
| Net profit for the period, SEK <sup>1,5</sup>                               | 9.03            | 10.01           | 2.21            | 3.75            |  |
| EPRA EPS (profit from property management after tax),<br>SEK <sup>1,5</sup> | 4.45            | 5.05            | 1.14            | 1.21            |  |
| EPRA NAV (long-term net asset value), SEK <sup>1</sup>                      | 71.87           | 69.32           |                 |                 |  |
| EPRA NNNAV (current net asset value), SEK <sup>1</sup>                      | 70.63           | 65.73           |                 |                 |  |
| Equity, SEK <sup>1</sup>  | 64.98           | 6.12            |                 |                 |  |
| Cash flow before changes in working capital, SEK <sup>5</sup>               | 4.67            | 5.40            | 1.09            | 1.40            |  |
| Outstanding shares at the end of the period                                 | 218,403,302     | 182,002,752     | 218,403,302     | 182,002,752     |  |
| Average number of shares <sup>5</sup>                                       | 211,171,694     | 186,644,063     | 218,403,302     | 186,644,063     |  |

- Comparative figures restated for changed accounting policy related to obtained deductions for deferred tax upon acquisitions. See page 24 for more information.
   The definition of surplus ratio has changed. Comparative figures have been restated. See page 26 for current definitions.
   Comparative figures restated for the period of these properties were classified as investment properties.
   Dividend paid in the period.
   Restated with an adjustment factor of 2.55 per cent for the bonus issue element of the new share issue carried out during the first quarter of 2017.

|  |                       | Stockholi                      | m                  | G                     | othenburg/M                      | almö                               |                       | Mälardale                        | en    |                  |  |
|--|-----------------------|--------------------------------|--------------------|-----------------------|----------------------------------|------------------------------------|-----------------------|----------------------------------|-------|------------------|--|
| KEY FIGURES PER PROPERTY<br>MANAGEMENT UNIT        | Investment properties | Develop-<br>ment<br>properties | Total<br>Stockholm | Investment properties | Develop-<br>ment pro-<br>perties | Total<br>Gothen-<br>burg/<br>Malmö | Investment properties | Develop-<br>ment pro-<br>perties |       | Total properties |  |
| No. of properties                                  | 55                    | 7                              | 62                 | 101                   | 4                                | 105                                | 49                    | 6                                | 55    | 222              |  |
| Leasable area, 000 sq.m                            | 630                   | 60                             | 690                | 685                   | 27                               | 711                                | 709                   | 50                               | 758   | 2,159            |  |
| Rental value, SEK m                                | 977                   | 60                             | 1,038              | 700                   | 29                               | 729                                | 757                   | 44                               | 800   | 2,567            |  |
| Rental revenue, SEK m                              | 886                   | 37                             | 924                | 649                   | 21                               | 670                                | 699                   | 27                               | 726   | 2,319            |  |
| Operating net, SEK m                               | 620                   | 22                             | 641                | 445                   | 7                                | 453                                | 438                   | 6                                | 444   | 1,538            |  |
| Book value, SEK m                                  | 14,315                | 1,375                          | 15,690             | 7,764                 | 348                              | 8,111                              | 6,843                 | 329                              | 7,172 | 30,974           |  |
| Economic occupancy rate, %                         | 90.7                  | 61.6                           | 89.0               | 92.7                  | 73.3                             | 91.9                               | 92.3                  | 61.8                             | 90.7  | 90.4             |  |
| Surplus ratio, %                                   | 69.4                  | 58.0                           | 69.4               | 68.6                  | 35.1                             | 67.5                               | 62.7                  | 23.3                             | 61.2  | 66.3             |  |
| Direct yield, %                                    | 4.6                   | 2.1                            | 4.3                | 5.7                   | 3.2                              | 5,6                                | 6.3                   | 2.0                              | 6.1   | 5.1              |  |
| New leasing, SEK m                                 | 110                   | 7                              | 117                | 51                    | 3                                | 55                                 | 24                    | 4                                | 29    | 201              |  |
| Net leasing, SEK m                                 | 69                    | 1                              | 71                 | -9                    | 3                                | -6                                 | 2                     | 2                                | 4     | 69               |  |
| Investments, SEK m                                 | 277                   | 223                            | 501                | 173                   | 69                               | 242                                | 147                   | 36                               | 183   | 925              |  |
| Unrealised changes in value<br>- properties, SEK m | 811                   | 232                            | 1,043              | 231                   | 2                                | 232                                | 104                   | 38                               | 141   | 1,417            |  |

### **QUARTERLY SUMMARY**

#### INCOME STATEMENTS IN SUMMARY

|  |           | 2         | 017       |           | 2016      |           |           |           |  |
|--|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|--|
| SEK m  | Quarter 4 | Quarter 3 | Quarter 2 | Quarter 1 | Quarter 4 | Quarter 3 | Quarter 2 | Quarter 1 |  |
| Revenue  | 567       | 574       | 591       | 591       | 602       | 606       | 609       | 614       |  |
| Operating net  | 367       | 418       | 391       | 362       | 390       | 428       | 397       | 388       |  |
| Selling and administration costs                     | -31       | -36       | -29       | -24       | -31       | -29       | -27       | -25       |  |
| Net financial items                                  | -93       | -107      | -111      | -122      | -123      | -130      | -121      | -126      |  |
| Profit from property management                      | 243       | 276       | 250       | 216       | 235       | 269       | 250       | 236       |  |
| Profit (loss) from divestment                        | 7         | -12       | -1        | 0         | 3         | 2         | 29        | -2        |  |
| Unrealised changes in property value <sup>1</sup>    | 367       | 386       | 288       | 377       | 475       | 271       | 388       | 526       |  |
| Unrealised changes in value of financial instruments | 5         | 15        | 28        | 37        | 196       | -32       | -183      | -302      |  |
| Profit before tax                                    | 622       | 664       | 565       | 630       | 910       | 510       | 483       | 458       |  |
| Tax <sup>1</sup>                                     | -129      | -183      | -125      | -138      | -211      | -110      | -98       | -73       |  |
| Net profit for the period                            | 493       | 481       | 440       | 492       | 699       | 400       | 385       | 385       |  |

#### FINANCIAL POSITION IN SUMMARY

|  |           | 2         | 017       |           |           | 2         | 016       |           |
|--|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| SEK m                                  | Quarter 4 | Quarter 3 | Quarter 2 | Quarter 1 | Quarter 4 | Quarter 3 | Quarter 2 | Quarter 1 |
| ASSETS                                 |           |           |           |           |           |           |           |           |
| Intangible assets                      | 9         | 10        | 11        | 11        | 11        | 8         | 8         | 7         |
| Properties <sup>1</sup>                | 30,974    | 30,227    | 30,592    | 29,835    | 29,533    | 29,003    | 28,634    | 28,149    |
| Equipment                              | 7         | 8         | 8         | 9         | 9         | 10        | 10        | 10        |
| Other long-term receivables            | 12        | 12        | 12        | 12        | 12        | 4         | 5         | 5         |
| Total non-current assets               | 31,002    | 30,257    | 30,623    | 29,867    | 29,566    | 29,025    | 28,656    | 28,171    |
| Current receivables                    | 231       | 247       | 286       | 301       | 231       | 209       | 239       | 260       |
| Derivatives                            | -         | -         | -         | -         | -         | -         | -         | 5         |
| Cash and bank balances                 | 313       | 241       | 452       | 1,975     | 57        | 41        | 1,007     | 822       |
| Total current assets                   | 544       | 488       | 738       | 2,275     | 288       | 250       | 1,246     | 1,087     |
| TOTAL ASSETS                           | 31,546    | 30,745    | 31,360    | 32,142    | 29,854    | 29,275    | 29,902    | 29,258    |
| EQUITY AND LIABILITIES                 |           |           |           |           |           |           |           |           |
| Equity <sup>1</sup>                    | 14,192    | 13,699    | 13,218    | 13,214    | 11,123    | 10,425    | 10,024    | 10,003    |
| Interest-bearing liabilities           |           |           |           |           |           |           |           |           |
| Liabilities to credit institutions     | 11,078    | 12,431    | 13,198    | 13,224    | 13,728    | 13,936    | 15,992    | 16,194    |
| Bond loans (not guaranteed)            | 1,950     | 600       | 600       | 975       | 975       | 975       | 1,675     | 1,075     |
| Other borrowing                        | 2,126     | 2,026     | 2,025     | 2,275     | 1,808     | 1,708     | -         | -         |
| Total interest-bearing liabilities     | 15,153    | 15,057    | 15,823    | 16,474    | 16,511    | 16,619    | 17,667    | 17,269    |
| Non interest-bearing liabilities       |           |           |           |           |           |           |           |           |
| Provisions                             | 12        | 12        | 12        | 12        | 12        | 5         | 5         | 5         |
| Deferred tax liability <sup>1</sup>    | 1,333     | 1,180     | 1,079     | 955       | 841       | 633       | 525       | 437       |
| Derivatives                            | 171       | 185       | 367       | 615       | 653       | 864       | 833       | 654       |
| Other non interest-bearing liabilities | 684       | 612       | 861       | 872       | 714       | 729       | 849       | 889       |
| Total non interest-bearing liabilities | 2,199     | 1,989     | 2,319     | 2,454     | 2,220     | 2,231     | 2,211     | 1,986     |
| TOTAL EQUITY AND LIABILITIES           | 31,546    | 30,745    | 31,360    | 32,142    | 29,854    | 29,275    | 29,902    | 29,258    |

<sup>1.</sup> Comparative figures restated for changed accounting policy related to obtained deductions for deferred tax upon acquisitions. See page 24 for more information.

#### PARENT COMPANY INCOME STATEMENT - IN SUMMARY

|   | 12 months       |                 | Q               | Quarter         |  |
|---|-----------------|-----------------|-----------------|-----------------|--|
| SEK m   | 2017<br>Jan-Dec | 2016<br>Jan-Dec | 2017<br>Oct-Dec | 2016<br>Oct-Dec |  |
| Intra-group revenue                             | 3               | 34              | 3               | 0               |  |
| Administration costs                            | -37             | -42             | -11             | -9              |  |
| Operating profit (loss)                         | -34             | -8              | -8              | -9              |  |
| Profit (loss) from financial items <sup>1</sup> | 594             | 274             | -25             | 781             |  |
| Profit before tax                               | 560             | 266             | -33             | 772             |  |
| Tax on net profit (loss) for the period         | -214            | 82              | -219            | -56             |  |
| Net profit (loss) for the period                | 346             | 348             | -252            | 716             |  |

<sup>1.</sup> Jan-Dec 2016 has been adjusted for the intra-group dividend of SEK 76 m

#### PARENT COMPANY BALANCE SHEET - IN SUMMARY

| SEK m   | 31 Dec. 2017 | 31 Dec. 2016 |
|---|--------------|--------------|
| Assets  |              |              |
| Participations in group companies             | 3,998        | 4,538        |
| Receivables from group companies <sup>1</sup> | 14,433       | 12,508       |
| Other receivables                             | 248          | 459          |
| Cash and cash equivalents                     | 291          | 38           |
| Total assets                                  | 18,970       | 17,543       |
| Equity and liabilities                        |              |              |
| Equity <sup>1</sup>                           | 8,328        | 6,822        |
| Long-term liabilities                         | 2,123        | 1,255        |
| Liabilities to group companies                | 7,520        | 7,902        |
| Other liabilities                             | 999          | 1,564        |
| Total equity and liabilities                  | 18,970       | 17,543       |

<sup>1.</sup> Jan-Dec 2016 has been adjusted for the intra-group dividend of SEK 76  $\ensuremath{\text{m}}$ 

#### COMMENTS ON THE INCOME STATEMENT AND BALANCE SHEET

The parent company's net profit for the period amounted to SEK 346 (348) million. This figure relates mainly to intra-group interest of SEK 652 (157) million and dividends received from subsidiaries of SEK 499 (2,245) million, Group contributions received of SEK 487 (84) million, a loss from the liquidation of subsidiaries of SEK -497 (-5) million, as well as impairment and reversal of participations of SEK -452 (-1,641) million. Unrealised changes in value on financial instruments amounted to SEK 85 (-273) million in the year. As of 31 December 2017, the negative market value was SEK -171 million, compared to SEK -652 million at the beginning of the year. Interest rate swaps were closed out in the quarter through a one-off payment of their current market value deficit of SEK 9 million. Current interest payments on swaps amount to SEK 149 million of the

unrealised changes in value since year-end, which was offset by decreasing longer-term market interest rates, exerting a SEK -64 million value effect.

At the end of the period, assets mainly consisted of participations in Group companies of SEK 3,998 (4,538) million and receivables from Group companies of SEK 14,433 (12,508) million. Financing was obtained in the form of equity of SEK 8,328 (6,822) million, liabilities to Group companies of SEK 7,520 (7,902) million, and external liabilities of SEK 3,122 (2,819) million, which included issued commercial paper, bond issues and the negative market value of interest rate swaps. The equity ratio at the end of the period was 44 (39) per cent. The increase of equity, and consequently the equity ratio, is due to a completed new share issue.

#### OTHER INFORMATION

#### ORGANISATION AND EMPLOYEES

The average number of employees was 109 (107) for the year.

#### **RISKS AND UNCERTAINTIES**

Kungsleden's operations, results of operations and financial position are affected by a number of risk factors. These relate mainly to properties, tax and financing. No material changes to risks and uncertainty factors occurred in 2017.

More information on Kungsleden's risks and risk management is on pages 42–43 and 65 of the Annual Report for 2016.

#### RESTRUCTURING RESERVE

During 2017, Kungsleden entered an agreement on the outsourcing of financial administration services, which became effective at year-end 2017. Implementation generated non-recurring costs of SEK 11 million, which were charged to profits for the third quarter, of which SEK 4 million was provisioned at year-end.

# NEW AND AMENDED STANDARDS AND INTERPRETATION STATEMENTS EFFECTIVE 1 JANUARY 2018

The International Accounting Standards Board (IASB) has issued new standards that came into effect on 1 January 2018; IFRS 9 Financial Instruments and IFRS 15 Revenue from Contracts with Customers. At the end of 2016, Kungsleden conducted its initial assessment that neither the Group's results of operations nor financial position would be materially affected by these new standards. A detailed assessment was subsequently conducted and Kungsleden did not find any reason to revise its initial assessment. Regarding revenue recognition, the majority of Kungsleden's revenues consists of rental revenue from lease agreements. Lease agreements lie outside IFRS 15's area of application. An analysis of supplementary billing and other revenues revealed that the majority of these revenues are considered as integrated into the concession tenants receive, and accordingly, will continue to be recognised jointly with rental revenue.

#### VALUATION OF PROPERTY PORTFOLIO

Kungsleden internally appraises and values its entire property holdings quarterly, with classification at level 3 according to IFRS 13. The valuations are based on an analysis of cash flows involving an assessment of future earnings capacity and the market's required yield for each property. The internal valuations serve as the basis of reported book values. To quality-as-

sure and verify internal valuations, external valuations are also conducted on approximately 25 per cent of properties each quarter. This means that each property in the portfolio is valued externally within each twelve-month period.

#### **VALUATION OF FINANCIAL ASSETS AND LIABILITIES**

Financial assets and liabilities such as accounts receivable, loan receivables, liabilities to credit institutions and other liabilities are recognised at amortised cost less deductions for potential impairment. For derivatives, where Kungsleden holds a number of interest rate swaps, market valuations are conducted each quarter with classification in level 2 pursuant to IFRS 13.

#### ALTERNATIVE PERFORMANCE MEASURES

Kungsleden applies European Securities and Markets Authority (ESMA) guidelines on alternative performance measures. According to these guidelines, an alternative performance measure is a financial metric of historical or future earnings performance, financial position, financial results or cash flows, which is not defined or stated in applicable rules for financial reporting (IFRS and the Swedish Annual Accounts Act).

Kungsleden reports EPRA EPS, EPRA NAV and EPRA NNNAV in accordance with European Public Real Estate Association (EPRA) definitions.

#### INFORMATION BASED ON FORECASTS

Some of the items in this Year-end Report are forecasts and actual outcomes may differ significantly. In addition to the factors that have been expressly commented on, other factors may also have a material impact on actual outcomes, such as economic growth, interest rates, financing terms, yield requirements on property assets and political decisions.

#### **EVENTS AFTER THE END OF THE PERIOD**

After the end of the reporting period, Kungsleden acquired the properties Kallebäck 2:7, 2:9 and 2:11 in the district Tändstickan of Gothenburg. The property Rausgård 22 in Helsingborg was divested after the end of the period.

#### **ACCOUNTING POLICIES**

The Group's Year-end Report is prepared in accordance with IAS 34 Interim Financial Reporting, and for the parent company in accordance with Chapter 9 of the Swedish Annual Accounts Act. Relevant provisions of the Swedish Annual Accounts Act and the Swedish Securities Markets Act have been applied. The same accounting policies and calculation methods have been applied for the Group and parent company as in the most recent Annual Report, apart from the following amendment.

#### DEDUCTIONS RECEIVED FOR DEFERRED TAX ON ACQUISITIONS OF REAL ESTATE AS ASSET ACQUISITIONS

Effective 2017, Kungsleden's reports obtained deductions for deferred tax on asset acquisitions as unrealised changes in value on property in the quarter when the acquisition is recognised. This revised policy is being applied retroactively, which resulted in restatement of the affected income items in the Income Statement and Statement of Financial Position for individual quarters and the full year 2016, as well as for the first three quarters of 2017.

STOCKHOLM, 15 FEBRUARY 2018

Consequently, reported property value increased by SEK 364 million. Simultaneously, equity increased in the form of SEK 284 million of retained earnings and SEK 80 million of deferred tax liability. In the reported comparative figures for 2016, property values were restated from SEK 29,169 million to 29,533 million, equity increased from SEK 10,839 million to SEK 11,123 million and the deferred tax liability increased from SEK 761 million to SEK 841 million. Reported profits for the period January—December 2016 were not affected.

Apart from the financial statements and their associated notes, disclosures pursuant to IAS 34.16A have been made in other sections of this Year-end Report. Preparation of this Year-end Report requires management to make judgements and estimates, and to make assumptions that affect the application of accounting policies and the carrying amounts of assets, liabilities, revenue and expenses. Actual outcomes may differ from these estimates and judgements. The critical estimates made and sources of uncertainty in estimates are the same as in the most recent annual accounts.

Göran Larsson Chairman of the Board Charlotte Axelsson Board member Ingalill Berglund Board member

Joachim Gahm Board member Liselotte Hjorth Board member Kia Orback Pettersson Board member

Charlotta Wikström Board member

Biljana Pehrsson Chief Executive Officer

This information is mandatory for Kungsleden AB to publish pursuant to the EU Market Abuse Regulation. This information was submitted for publication through the agency of the following contacts at 7:00 a.m. CET on 15 February 2018.

Biljana Pehrsson, CEO of Kungsleden, tel: +46 (0)8 503 05204 Anders Kvist, Deputy CEO & CFO of Kungsleden, tel: +46 (0)8 503 05211

This Report has not been subject to review by the company's auditors. This document is a translation of a Swedish language original Report. In case of any discrepancy between the two versions, the original shall take precedence.

# **KUNGSLEDEN'S SHARE**

Kungsleden's share is listed on Nasdaq Stockholm Large Cap list. The market capitalisation at the end of the fourth quarter was just over SEK 13 billion.

The price paid for the Kungsleden share at the beginning of the year was SEK 56.52, and SEK 59.50 at the end of the fourth quarter. The low for the year was on 14 March at SEK 49.04. The high was on 30 October at SEK 60.50.

#### SHARE CAPITAL AND TURNOVER

Kungsleden conducted a new share issue with preferential rights for existing shareholders in the first half-year. As a result of this new share issue, Kungsleden's share capital increased by a total of SEK 1,599 million after deduction of share issue expenses of SEK 39 million. Share capital increased by SEK 15,166,895.83 to SEK 91,001,375.83. The number of ordinary shares increased by 36,400,550 to 218,403,302 through the new share issue.

251.8 million (16.7) million Kungsleden shares were traded in the year, with a total value of SEK 13.6 (9.6) billion. Nasdaq Stockholm represented 52 (51) per cent of all trading in the

Kungsleden share, while other market places such as BATS, LSE and Boat accounted for the remainder.

#### SHARE DIVIDEND

The company's dividend policy, effective 2015 onwards, stipulates that the dividend should progress consistently with profit from property management. In 2017, profit from property management decreased only marginally despite a significant loss in earnings from the divestment of non-strategic properties. This, in combination with improved prospects for the profit from property management from 2018 and onwards, lies behind that the Board of Directors proposes an increase of dividend to SEK 2.20 per share for 2017, compared to the SEK 2.00 per share distributed for the previous year.

Source: share and trading data: SIX Trust and Fidessa respectively.

#### KEY FIGURES PER SHARE

| Per share information   | 2017 Jan-Dec | 2016 Jan-Dec |
|---|--------------|--------------|
| Dividend, SEK <sup>1</sup>  | 2.00         | 2.00         |
| Total return on share, %  | 8.8          | -1.2         |
| Dividend yield on shares, %   | 3.4          | 3.5          |
| Profit from property management, SEK <sup>2</sup>                         | 4.66         | 5.31         |
| Net profit for the period, SEK <sup>2, 3</sup>                            | 9.03         | 10.01        |
| EPRA EPS (profit from property management after tax), SEK <sup>2, 3</sup> | 4.45         | 5.05         |
|   | 31 Dec. 2017 | 31 Dec. 2016 |
| EPRA NAV (long-term net asset value), SEK <sup>3</sup>                    | 71.87        | 69.32        |
| EPRA NNNAV (aktuellt net asset value), $SEK^3$                            | 70.63        | 65.73        |
| Equity, SEK <sup>3</sup>  | 64.98        | 61.12        |
| Share price <sup>2</sup>  | 59.50        | 56.52        |

- 2. Restated with an adjustment factor of 2.55 per cent for the bonus issue element of the new
- Nestated with a adjustment action of 230 per centrol in the bolds issue element of the new share issue carried out in the first quarter of 2017.

  Comparative figures restated for changed accounting policy related to obtained deductions for deferred tax upon acquisitions. See page 24 for more information.

#### OWNERSHIP STRUCTURE AS OF 31 DECEMBER 2017



om sources including Euroclear, Morningstar and Finansinspektione

#### TOTAL SHARE RETURN 2013-2017, SEK



■ Kungsleden (incl. dividend) ■ OMX Stockholm GI OMX Stockholm Real Estate GI Source: Modular Finance Source: Modular Finance

#### SHAREHOLDERS AS OF 31 DECEMBER 2017

| Name                            | No. of shares | Share of capital, % |
|---------------------------------|---------------|---------------------|
| Gösta Welandson                 | 32,542,023    | 14.9%               |
| Länsförsäkringar Fonder         | 8,779,525     | 4.0%                |
| Handelsbanken Fonder            | 7,435,068     | 3.4%                |
| Olle Florén                     | 6,600,797     | 3.0%                |
| BNP Paribas Investment Partners | 6,037,735     | 2.8%                |
| Vanguard                        | 5,739,268     | 2.6%                |
| BlackRock                       | 5,587,617     | 2.6%                |
| Second AP fund                  | 5,503,966     | 2.5%                |
| Norges Bank                     | 4,667,547     | 2.1%                |
| TR Property Investment Trust    | 4,230,553     | 1.9%                |
| Total, 10 largest shareholders  | 87,124,099    | 39.9%               |
| Foreign shareholders, other     | 50,670,924    | 23.2%               |
| Swedish shareholders, other     | 80,608,279    | 36.9%               |
| Total                           | 218,403,302   | 100.0%              |

#### **DEFINITIONS**

#### **Property related key figures**

#### Direct yield

The measurement is used to highlight the yield for the operating net in relation to the value of the properties.

#### Outcome

Operating net in relation to average book value of properties. At interim reporting, returns are converted to a full-year basis. Average book value of properties is calculated as the sum of the opening and closing balances divided by two.

Outcome per property management unit, urban concentration, category, cluster and investment- and development properties. The value for the interim period is calculated as an average of the direct yield for the quarters included

#### Earnings capacity

Operating net in relation to the book value of the properties at the year end.

Operating and maintenance cost, SEK per sq.m Operating and maintenance cost in relation to the average leasable area.

#### Operating net

Total revenues less property costs.

#### Economic vacancy rate

Estimated market rent for vacant areas in relation to rental value.

#### Economic occupancy rate

The measurement is intended to facilitate assessment of rental revenue in relation to the total value of the possible vacant area. Rental revenue is calculated in relation to rental value.

#### Property costs, SEK per sq.m

Property costs in relation to the average of the leasable area.

#### Profit from property management

Profit from property management is a specific performance measurement which is used in the property sector to facilitate comparability in the industry. Calculated as the sum of the operating net, selling and administration costs and net financial items.

Average remaining contract length maturity Remaining contract value divided by annual rent.

#### Rental revenue

Charged rents, rent surcharges and rental guarantees less rent discounts.

#### Rental value

Rental revenue plus estimated market rent for vacant units.

#### Revenue

Rental revenue and other income.

#### Contracted annual rent

Rent (exclusive of heating) plus a fixed additional amount.

#### Average rent, SEK per sq.m

Rental revenues in relation to the average leasable area.

#### Leasable area

Leased area and leasable vacant area.

#### Surplus ratio

Operating net in relation to rental revenues (previously total revenues)

#### Other revenue

Revenues which have no direct link to lease agreements.

#### Financial key figures

#### Return on equity

Net profit for the period after tax in relation to average equity. At interim reporting, returns are converted to a full year basis. Average equity is calculated as the sum of the opening and closing balances divided by two.

#### Return on total assets

Operating net, profit from property divestment, selling and administration costs in relation to average assets. At interim reporting, returns are converted to a full year basis. Average assets are calculated as the sum of the opening and closing balances divided by two.

#### LTV (loan-to-value) ratio

Interest-bearing liabilities less cash and bank, and in relation to the book value of the properties.

#### Interest coverage ratio

Profit from property management excluding financial expenses, in relation to financial expenses.

#### Debt/equity ratio

Interest-bearing liabilities in relation to equity.

#### Equity ratio

Equity including minority interests in relation to total assets.

#### Share-related key figures

#### Dividend vield on shares

Adopted/proposed dividend/redemption in relation to the share price at the year end.

#### Total return on shares

The sum of the share price change during the period and during the dividend paid/redemption period in relation to the share price at the beginning of the period.

#### Adopted/proposed dividend per share

The Board of Directors' proposed dividend or by the AGM-adopted dividend per share.

#### Equity per share

Equity in relation to the number of shares at the year end.

### EPRA EPS (profit from property management after tax) per share

Profit from property management with a deduction for taxable profit in relation to the average number of shares during the period.

### EPRA NAV (long-term net asset value) per share

Reported equity including recognised liability/ asset for interest rate derivatives and deferred tax in relation to the number of shares at the year end.

### EPRA NNNAV (current net asset value) per share

Reported equity adjusted for the estimated fair value of deferred tax, instead of registered in relation to the number of shares at the year end. The history for the years 2012–2015 is calculated on the basis of the actual change of loss carry-forwards and temporary differences for divested properties during the period up to 2016.

### Profit from property management, per share

Profit from property management for the period in relation to the average number of shares during the period.

#### Average number of shares

Number of outstanding shares weighted over the period.

### Cash flow before changes in working capital per share

Cash flow before changes in working capital in relation to the average number of shares.

#### Net profit for the period, per share

Net profit for the period in relation to the average number of shares during the period.

#### Glossary

#### Property costs

The costs for electricity, heating, water, property management, cleaning, property administration, insurance and maintenance less charged additional amount for operation and maintenance.

#### Investment properties

The total property holding excluding development properties.

#### Category

The properties' primary use by area. The type of area that accounts for the largest share of the total area determines how the property is defined. A property with 51 per cent office space is therefore regarded as an office property. Categories are defined as Offices, Industrial/warehouse, Retail and Other

#### Clusters

Kungsleden defines clusters as a gathered property holding in a location with good accessibility, in a market with good growth and development potential. The optimal cluster has a good mix of offices, retail and residential and an attractive service offering.

#### Contract value

Rent according to the lease agreements plus indexation and rent surcharges expressed as an annual value

#### **Development properties**

Properties with areas of vacant possession which are planned to be vacated, short-term leased or demolished in order to allow for development.

#### Average interest rate

The average interest rate is calculated by setting the interest costs from loans and interest rate swaps, the initial direct costs and the costs associated with unutilised credit lines in relation to the outstanding loan volume as per the closing day.

#### Unrealised changes in value

The difference between the book value and accumulated acquisition value of the properties at the year end, less the difference between the book value and accumulated acquisition value for properties at the beginning of the year.

#### Maintenance

Measures to maintain the property and its technical systems. Current and planned actions involving exchanges or renovation of building parts or technical systems. Tenant improvements are also included here.

#### ESMA guidelines

See additional information on page 24.

# KUNGSLEDEN ENRICHES PEOPLE'S WORKING DAY

Kungsleden is a long-term property owner that provides attractive and functional premises that enrich people's working day. We create value by owning, managing and developing offices and other commercial properties in Stockholm and Sweden's other growth markets. A large share of our properties are situated in attractively located clusters where we participate actively in the development of the whole area. Kungsleden's objective is to deliver an attractive total return on our properties, and to shareholders. Kungsleden is listed on Nasdaq Stockholm Large Cap.

#### **VISION**

We create attractive and sustainable places that enrich people's working day.

#### BUSINESS PROPOSITION

We shall own longterm, actively manage, refine and develop commercial properties in growth regions in Sweden and deliver attractive total returns.

#### **OUR MISSION**

We shall own properties in a selected location – a cluster –which gives us the ability to adapt and sharpen our offer based on the needs of tenants and to actively participate in the development of the whole area.

#### CLIENT PROPOSITION

We shall provide attractive and functional premises in the right locations and at the right price. We shall always deliver that something extra.

#### **CORE VALUES**

- Professionalism
- Consideration
- Joy



#### **KUNGSLEDEN 2020**

- 1. Continued growth with quality properties which either retain or increase in value through business cycles.
- 2. Concentrate the property portfolio to 20 growth cities in Sweden's main markets.
- 3. At least 50 per cent of property value in Stockholm (acc. Statistics Sweden definition).
- 4. At least 70 per cent of property value in the office sector.
- 5. Continued focus on larger and more efficient property management units through existing and larger clusters and some new. In the long term, a total of 15-20 clusters.
- 6. Achieve quality and value with ongoing property management, and through property development.
- 7. A total return at least equal to or greater than the MSCI Sector Index.
- 8. To be one of the most successful and profitable listed property companies with a high-quality property portfolio.
- 9. Profit from property management of SEK 1,200 million by 2020, based on currently known conditions.

Local presence is important to Kungsleden. This allows us to make property management more efficient and meet customer needs in the best possible way. Accordingly, we have nine offices nationwide – in DANDERYD, ESKILSTUNA, GOTHENBURG, KISTA, MALMÖ, NORRKÖPING, STOCKHOLM (head office), VÄSTERÅS and ÖSTERSUND.



# kungsleden.se/en

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### Calendar

Interim Report Jan-Mar 2018 26 April 2018

Interim Report Jan-Jun 2018 11 July 2018

Interim Report Jan-Sep 2018 24 October 2018

The Annual Report for 2017 will be published on the company's website (in PDF form) on 27 March 2018

The Annual General Meeting 2018 will be held on 26 April 2018 at the company's premises

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