

Wallenstam was founded in 1944 in Gothenburg and is one of Sweden's major dedicated property companies with more than 300 properties in the three major urban areas Gothenburg, Stockholm and Helsingborg. The company's portfolio is dominated by residential properties which respresent about 65% of the total floor space and 70% of the rental income. Commercial properties are located primarly in Gothenburg. The company's series B-shares have been publicly listed at the Stockholm Stock Exchange since 1984.

# Interim Report 1 January – 30 September, 1999

(Comparative figures in brackets refer to the corresponding period last year with the exception of the sections dealing with assets and financing where the figures in brackets refer to 31-12-1998.)

- The profit after tax increased to SEK 112.6 million (14.1)
- The profit from property management rose to SEK 57.1 million (22.8), an improvement of 150%
- Share redemption proposed whereby one share for every twenty shares will be redeemed at a price of SEK 95.

"As a result of the continued positive market trend, we have increased our business volume through more property sales which have generated a sharp increase in profits. Demand for our apartments and commercial premises continues to rise and our financial costs are decreasing. These factors are contributing to improvements in the profit from property management and will thus enable us to redeem shares and raise our dividend," says Hans Wallenstam, Managing Director.



## Interim Report 1 January – 30 September, 1999

The profit after tax rose sharply to SEK 112.6 million (14.1), an increase of SEK 98.5 million. This profit increase is primarily due to more active property trading and, as a result, higher profits on property sales as well as active financial management which, together with falling interest rates, has resulted in lower interest costs.

The profit on property management continued to increase and was SEK 57.1 million (22.8), an improvement of 150%.

The Board of Directors of Wallenstam has proposed that an extraordinary general meeting decide in favour of a share redemption whereby one share for every twenty shares will be redeemed at a price of SEK 95, which corresponds to the net asset value less 28% deferred tax on the surplus value of the properties as of 31 December, 1998.

The average rate of interest on loans was 5.82%, a drop of 0.84% since the beginning of the year.

### **Operations**

Wallenstam is a property company with properties in Gothenburg, Stockholm and Helsingborg. Its property portfolio consists mainly of residential properties, but with a large proportion of commercial properties in Gothenburg. The properties are in central locations or in attractive suburbs

Wallenstam's objective is to increase its profit from property management, before depreciation, to SEK 100 million by the year 2000. With a profit of SEK 78.7 million for the first nine months, Wallenstam's profit trend is in line with its objective.

#### **Profit**

The profit after tax rose to SEK 112.6 million (14.1) which is equivalent to a profit per share of SEK 5.95 (0.74). This improvement is principally the result of Wallenstam having satisfied the market's demand for properties which has resulted in more active property trading resulting in higher profits on property sales as well as active financial management which, together with falling interest rates, has resulted in lower interest costs.



### **Property management**

The Group's rental income during the period increased to SEK 549 million (538). This increase is primarily due both to reletting in newly acquired properties and to rent increases in commercial properties; there were only limited rent increases in the case of residential properties. Operating costs increased by SEK 10 million as a result of a larger volume of properties as well as non-recurrent repairs, totalling about SEK 6 million, carried out during the first half of the year in conjunction with the sale in Malmö.

Interest subsidies during the period amounted to SEK 7.5 million (10.8) at the same time as interest expenses have fallen sharply to SEK 229 million (272).

The profit on property management for the first six months of the year was SEK 57.1 million (22.8), an increase of 150%.

#### New millennium

In preparation for the new millennium, Wallenstam has carried out an inventory of all its properties in terms of what components could be affected. The administrative systems were also inventoried with the result that only a few components need to be replaced or updated to be considered Y2K compliant.

### **Property business**

On 30 June, Wallenstam sold all its remaining properties in Malmö to Heimstaden A/S. The selling price was SEK 508 million which is 8% higher than Wallenstam's internal valuation on 31-12-1998. An additional property in Malmö was sold earlier this year. The profit on property sales was SEK 56.9 million (-7.3).

### **Investments**

Wallenstam acquired properties for SEK 107 million (137) during the period. In the third quarter, a commercial property in Orminge, Nacka, with a floor space of approx. 17,000 m<sup>2</sup> was acquired.

A total of SEK 190 million (121) was invested in building and construction during the period. The majority of these investments were made in Gothenburg and Stockholm.

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### **Property portfolio**

On 30-09-1999, Wallenstam's total floor space amounted to 1,033,856 m<sup>2</sup>, which is a decrease of about 14,000 m<sup>2</sup> compared with the end of last year. The book value of the properties is SEK 5,669 million (5,824). No valuation of the properties is made during the business year; instead, Wallenstam carries out an internal valuation of its properties at the end of each year. The market value as of 30-09-1999, based on the valuation carried out at the end of last year and adjusted for this year's acquisitions, construction and sales, was SEK 7,055 million (7,268). The property value per share was SEK 373 (384). The decrease in the property portfolio is due to the sale of the properties in Malmö.

The rental level of the properties (floor space) was 96% (98). This decrease is due to the fact that recently acquired commercial properties included a high proportion of vacant floor space which represents a large potential for profit increases.

The demand for Wallenstam's residential accommodation remains high and the tenant turnover rate in the residential properties continues to drop in all regions. In Gothenburg, there is further scope for rent increases on commercial premises and the Company's assessment is that the potential for reducing the vacancy rate is very good.

### **Financial position**

At the end of the period, Wallenstam's total volume of loans amounted to SEK 4,907 million (SEK 5,129). The average interest rate during the period fell by 0.84% to 5.82% (6.66%). On 30-09-1999, equity totalled SEK 834 million which is equivalent to SEK 44.06 (38.86) per share. The reported equity ratio was 14.0% (12.1) and the adjusted equity ratio, based on the valuation carried out on 31-12-1998, was 30.2% (29.0).

On 30-09-1999, the Group's available liquid funds, including unutilised bank draft facilities, amounted to SEK 144 million (85). Net worth per share was SEK 117 (115).

### The share

Wallenstam's Series B shares have been quoted on the OTC list at the Stockholm Stock Exchange since 1984. There are about 4,500 shareholders. The share price on 30-09-1999 was SEK 41.10. Accordingly, the reported equity, SEK 44.06/share, is valued at 93% and the net asset value of SEK 117/share is valued at 35%.

During the period the Board of Directors of Wallenstam proposed that every twentieth share be redeemed at a price of SEK 95.



## **Events after 30 September**

A 15,800 m<sup>2</sup> office property was acquired in Gårda, Gothenburg, with 1 October as the take-over date. At the same time, two refurbished residential properties in Gothenburg with a total of about 4,700m<sup>2</sup> were sold. In addition, agreements were signed covering the purchase of residential properties with a total of about 70,000 m<sup>2</sup> of floor space in Råcksta, Vällingby, with 31 December as the take-over date. On this date, two residential properties (Stockholm and Gothenburg) and one office property in Gothenburg will be sold. Including these transactions, Wallenstam has so far this year purchased properties for SEK 579 million and sold properties for SEK 871 million.

### The future

The full-year profit on property management operations is expected to substantially exceed the profit for 1998. The property business, including the transactions recently completed, is expected to show a profit in excess of SEK 140 million,

Gothenburg, 16 November, 1999

Hans Wallenstam Managing Director

This Interim Report has not been examined by Wallenstam's accountants.

For further information, please contact Thomas Dahl, Director of Marketing and Information (phone +46-31 200 000 or +46-705 171 142).



### INCOME STATEMENT

SEK million

million	<u>01-01-99-09-30-</u> <u>99</u>	<u>01-01-98-09-30-</u> <u>98</u>	<u>01-01-98–12-31-</u> <u>98</u>
PROPERTY MANAGEMENT			
Rental income	549.2	537.9	715.4
Operating expenses	<u>-211.7</u>	<u>-202.0</u>	<u>-272.7</u>
Operating surplus	337.5	335.9	442.7
Depreciation. properties	<u>-21.6</u>	<u>-21.1</u>	<u>-27.8</u>
Gross profit	315.9	314.8	414.9
Management and administrative expenses	<u>-42.9</u>	<u>-39.5</u>	<u>-56.7</u>
Operating profit	273.0	275.3	358.2
Interest income	5.6	8.4	10.1
Interest subsidies	7.5	10.8	14.0
Interest expenses	<u>-229.0</u>	<u>-271.7</u>	<u>-354.8</u>
Financial items, net	-215.9	-252.5	-330.7
Profit from property management	57.1	22.8	27.5
PROPERTY OPERATION			
Sales	530.0	36.4	69.3
Cost of properties sold	-469.1	-40.6	-63.6
Administrative expenses	<u>-4.0</u>	<u>-3.1</u>	<u>-4.0</u> 1.7
Profit from property operations	56.9	-7.3	1.7
Profit before tax	114.0	15.5	29.2
Tax	<u>-1.4</u>	<u>-1.4</u>	<u>-1.9</u>
Profit after tax	112.6	14.1	27.3



### **BALANCE SHEET**

SEK	millior	
25K	millior	1

	30-09-99	30-09-89	31-12-98
ASSETS			
Properties under management	5669	5776	5824
Other fixed assets	71	26	44
Current assets	<u>230</u>	<u>203</u>	<u>200</u>
Total assets	5970	6005	6068
LIABILITIES AND EQUITY			
Equity	834	722	736
Provisions	20	18	19
Interest-bearing liabilities	4907	5085	5129
Non interest-bearing liabilities	<u>209</u>	<u>180</u>	<u>184</u>
Total liabilities and equity	5970	6005	6068

### **CASH-FLOW ANALYSIS**

SEK million

	<u>01-01-99-09-3</u>	<u>0-</u> <u>01-01-98–09-</u>	30- <u>01-01-98-12-31-98</u> <u>98</u>
Operating surplus from property management	338	336	443
Management and administrative expenses excluding depreciation	-40	-40	-53
Interest subsidies	7	11	14
Financial items, net, excluding interest subsidies	-223	-264	-380
Dividend	<u>-14</u> 68	<u>-9</u> 34	<u>-10</u> 14
Cash flow before change in working capital and investments	68	34	14
Change in working capital	-34	<u>69</u>	-66
Cash flow before investments/sales and financing	<u>-34</u> 34	103	<u>-66</u> -52
Investments/Sales			
Investments, properties	-297	-258	-349
Sale of properties	484	36	102
Net investment, equipment	<u>-1</u>	<u>-1</u>	<u>-9</u>

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Total, investments	186		-223	-255
Financing Change in liquid funds	<u>-221</u> -1		<u>85</u> -35	<u>214</u> -93
KEY FIGURES				
	<u>30-09-99</u>	<u>30-09-89</u>	<u>31-12-98</u>	
Book value of properties, SEK million	5669	5776	5824	
Market value of properties, SEK million*	7055	7142	7268	
Profit margin, %	61.5	62.4	62.0	
Direct rate of return of properties, %**	7.7	7.7	7.7	
Loan level, %	70	71	71	
Equity ratio, %	14.0	12.0	12.1	
Adjusted equity ratio, %	30.2	28.3	29.0	
Average interest rate on accounting date	5.82	6.96	6.66	
Return on reported equity, %**	16.4	5.3	3.7	
Return on total equity %**	7.1	6.9	6.4	
Rental level – floor space, %	96	98	98	
Per share data (SEK)				
Profit on property management before depreciation	4.16	2.32	2.92	
Profit after tax	5.95	0.74	1.44	
Cash flow before change in	3.93	0.74	1.44	
working capital and investments	3.59	1.80	0.73	
P/E ratio, times**	6	22	31	
Value of properties according to valuation*	373	377	384	
Reported equity	44.06	38.14	38.86	
Net worth*	117	110	115	
Share price	41.10	44.00	44.40	
Share price / net worth, %	35	40	39	
Number of shares, 1,000s	18930	18930	18930	

<sup>\*</sup> Based on the valuation carried out on 31-12-1998 and adjusted for property acquisitions and sales during the period.

<sup>\*\*</sup> Interim figures are based on a rolling 12-month period.



DURATION OF FIXED-TERM LOANS / AVERAGE INTEREST AS OF -30-09-1999 SEK million

	<u>Debt</u>	Average interest	<b>Share</b>
		<u>rate</u>	
Short-term loans	1 962	3.51%	40
Long-term loans, 1999	4	10.88%	0
Long-term loans, 2000	810	8.06%	17
Long-term loans, 2001	793	7.78%	16
Long-term loans, 2002	435	7.03%	9
Long-term loans, 2003	662	6.59%	13
Long-term loans, 2004	183	6.43%	4
Long-term loans, 2005	58	5.20%	1
Total	4 907	5.82%	100

The loan portfolio contains only loans in SEK

### Structure of property holdings on 30-09-99

Rentable floor space, m<sup>2</sup>

	Residential	Office	Shops	Shops Ind./warehouse		Total
			•			
Gothenburg	207 444	143 170	17 260	96 158	67 174	531 206
of which Commercial	3 925	132 774	6 322	92 371	50 570	285 962
of which Residential	203 519	10 396	10 938	3 787	16 604	245 244
Stockholm	298 656	10 177	6 789	4 612	30 716	350 950
Helsingborg	119 871	6 538	8 9 1 5	3 053	3 520	141 897
Others		4 931	2 794	584	1 494	9 803
Total	625 971	164 816	35 758	104 407	102 904	1 033 856



Property acquisitions in 1999					
		Year built/	Residentia 1	Commercial	Total
Property designation	Street address	refurbished	$\frac{m^2}{m^2}$	<u>m²</u>	$\underline{m}^2$
Gothenburg					
Mölnlycke 1:1	Fabriksvägen 1, Mölnlycke	1850/1970/198 0	-	50 409	50 409
Högsbo 2:2	Gruvgatan 1/Olof Asklunds gata 2-4	1 -	-	_	-
Gårda 46:9*	Södra Gubberogatan 4-10,20	1936/1987	-	15 800	15 800
Högsbo 34:19*	Gruvgatan 12-14	1980/1984	-	2 295	2 295
Kålltorp 98:6*	Lilla Munkebäcksgatan 6	1961	-	800	800
Stockholm					
Bergsgruvan större 33	Timmermansgatan 38	1936/1986	1 152	248	1 400
Orminge 46:1	Edövägen 2	1968		16 838	16 838
Gamla Råcksta*	Multråg 2-76,31-39,88-156 and others	1953	62 368	6 831	69 199
Property sales in 1999 Property designation	Street address	Year	$m^2$	$m^2$	$m^2$
		refurbished		<del></del>	
Gothenburg					
Inom Vallgraven 67:1*	Lasarettsgatan 7	1938/1991	2 025	262	2 287
Johanneberg 14:24*	Södra Vägen 71/ Cederbourgsg 9	1928/1992	2 422	-	2 422
Askim 70:1, 70:4-6*	Pilegården 5-12	1968/1972	21 701	4 522	26 223
Majorna 219:11*	Fiskhamnsgatan 8	1932/1977	-	6 714	6714
Masthugget 4:2*	Tredje Långgatan 30	1920	1 177	85	1 262
Stockholm					
Lättinge 1*	Lättingebacken 4-46	1969	16 727	881	17 608
Malmö					
All other properties in region M	almö		71 277	13 685	84 962

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\* takeover after 990930

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### **Redemption of shares**

The Board of Directors of Wallenstam has submitted a proposal for the redemption of shares. The reason for this proposal is to clearly underline its view of Wallenstam's net asset value of SEK 95 per share after deferred tax and to transfer to the shareholders an amount which, in principle, is equivalent to the capital gain made by Wallenstam on the sale of its property portfolio in Malmö.

The shareholders will be given the option of redeeming one of every twenty shares they own at a price of SEK 95. It is estimated that this redemption program will result in about SEK 90 million being transferred to the shareholders. Shareholders may also choose to sell their redemption rights.

A decision on this proposal is expected to be made at an extraordinary general meeting to be held on 16 November, 1999. After the general meeting, detailed information about the redemption program will be mailed to shareholders and trustees. This information will also be available at Wallenstam and at the branch offices of Handelsbanken. The program can also be ordered via e-mail to josefin.andreasson@wallenstam.se or via fax, +46-31 100 200.