



*New offices in  
Stockholm*



*Oslo  
offices*

# Pangea Property Partners – 2010 key figure review

Oslo, January 2011

# Pangea Property Partners

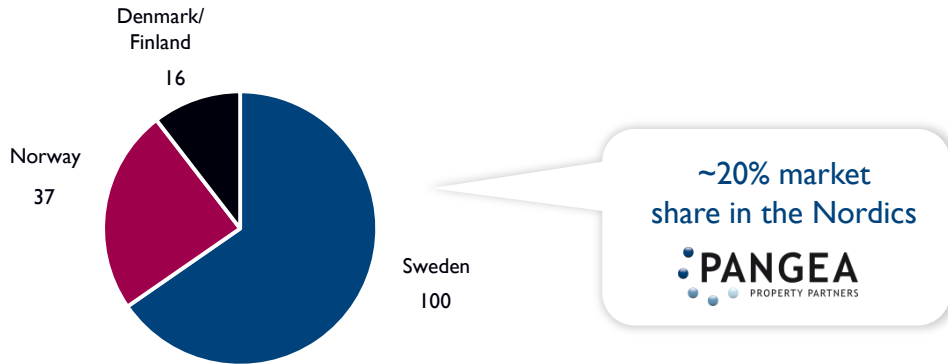
## Summary

- Statistics:
  - Total of 50 executed projects/transactions
  - Total deal value for all transactions ~ SEK 30bn
  - Market share 2010 of 20% in the Nordics
    - Norway -27%
    - Sweden -20%
- Advisor and initiator in 3 of the 5 largest Nordic property deals in 2010
  - The largest deal in Norway (Sektor NOK 7,0 bn)
  - The two largest deals in Sweden (Willhem SEK 7,2 bn and Nordic & Russia Properties SEK 5,0 bn)
  - Total number of employees as of date (2009): 43 (24)
    - Norway: 22 (6)
    - Sweden: 21 (18)

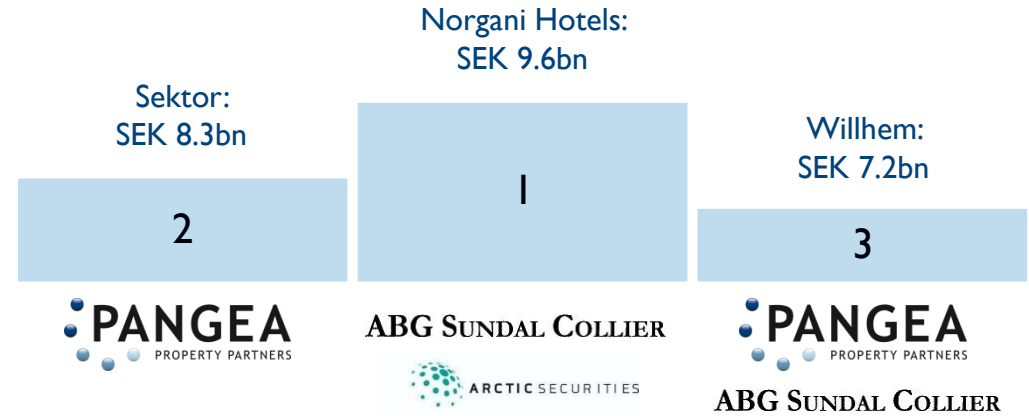


# Key transaction market overview

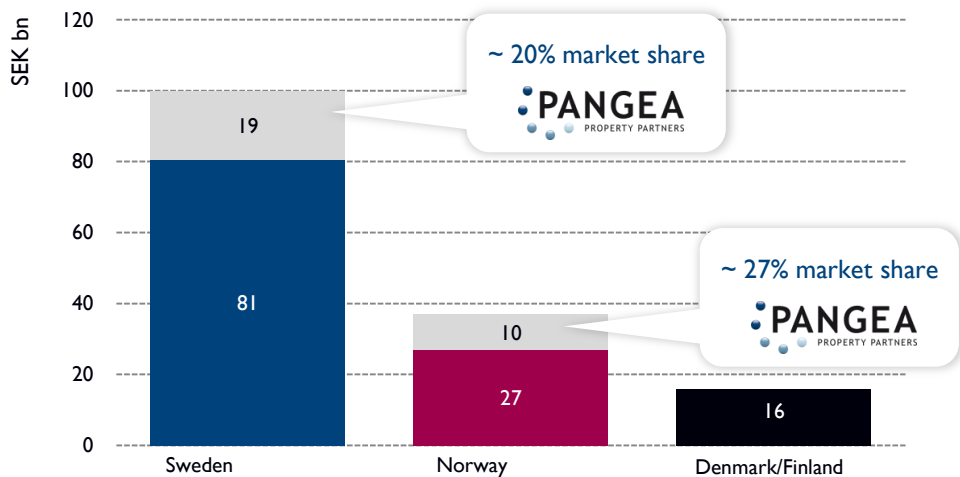
## Total Nordic transaction volume (2010)



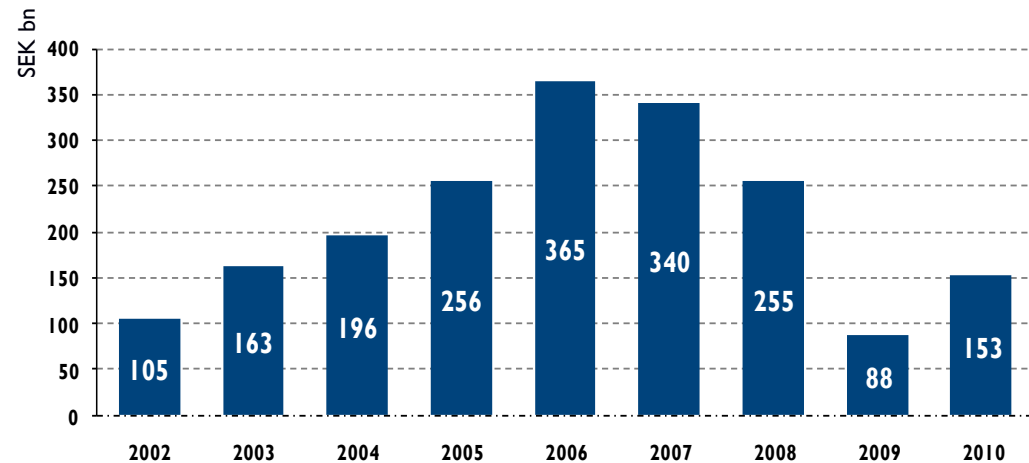
## 3 largest Nordic deals (2010)



## Total Nordic volume vs Pangea volume



## Total Nordic volume last 5 years



# Real estate league table – Top 10 largest deals in 2010

Nordics					
#	Transaction	SEK (bn)	Buyer	Seller	Advisor
1	Norgani Hotels	9,6	Pandox/Eiendomsspar	Norwegian Property	ABGSC/Arctic Sec
2	Sektor Eiendomsutvikling	8,3	Niam/Schage Eiendom	Sektor EiendomsUtvikling	Pangea Property Partners
3	Willhem AB	7,2	Första AP Fonden	Acta/PPP/ABGSC*	Pangea Property Partners/ABGSC*
4	Nordic & Russia Properties	5,0	Kungsleden/TL	NR Nordic & Russia Properties	Pangea Property Partners
5	Dombron	5,0	Fjärda AP Fonden	Vasakronan	Leimdörfer
6	Klara Zenit	4,4	Vasakronan	Commerz Real AG	Jones Lang LaSalle
7	DK Properties	3,1	Hemfosa/Sagax	Diös & Kuylenstierna	Swedbank
8	CityCronan	2,8	AMF	Deka Immobilien	Savills (for the buyer)
9	Landic Property VI AB	2,4	Hemfosa	Landic Property	Leimdörfer
10	Kista Galleria (50%)	2,1	Vital Forsikring ASA	Länsförsäkringar	Catella
Total		49,9			

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Pangea was advisor in 3 out of the 5 largest deals in the Nordics!

Sweden					
#	Transaction	SEK (bn)	Buyer	Seller	Advisor
1	Willhem	7,2	Första AP Fonden	Acta/PPP/ABGSC*	Pangea Property Partners/ABGSC*
2	Nordic & Russia Properties	5,0	Kungsleden/TL	NR Nordic & Russia Properties	Pangea Property Partners
3	Dombron	5,0	Fjärda AP Fonden	Vasakronan	Leimdörfer
4	Norgani Hotels	4,6	Pandox/Eiendomsspar	Norwegian Property	ABGSC/Arctic Sec
5	Klara Zenit	4,4	Vasakronan	Commerz Real AG	Jones Lang LaSalle
6	DK Properties	3,1	Hemfosa/Sagax	Diös & Kuylenstierna	Swedbank
7	CityCronan	2,8	AMF Pension Fastigheter	Deka Immobilien	Savills (for the buyer)
8	Landic Property VI AB	2,4	Hemfosa	Landic Property	Leimdörfer
9	Kista Galleria (50%)	2,1	Vital Forsikring ASA	Länsförsäkringar	Catella
10	Four public properties	1,2	Hemsö	Vasallen	Pangea Property Partners
Total		37,8			

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Pangea was advisor in the 2 largest deals in Sweden...

Norway					
#	Transaction	NOK (bn)	Buyer	Seller	Advisor
1	Sektor	7,0	NIAM	Sektor EiendomsUtvikling	Pangea Property Partners
2	Norgani Hotels	2,2	Pandox/Eiendomsspar	Norwegian Property	ABGSC/Arctic Sec.
3	4 logistics properties	1,5	Storebrand	Bulk Eiendom	Arctic Sec
5	Aker Solutions (Hinna)	1,2	Aker JV	n.a.	Arctic Sec/Akershus Eiendom
4	Aker Solutions (Fornebu)	0,9	Aker JV	Pareto Project Finance	Arctic Sec/Akershus Eiendom
6	Sandakerveien 121, Nydalen	0,8	Pareto Project Finance	Schibsted Eiendom AS	DnB NOR Næringsmegling
7	Skattekvartalet, Schweigaards	0,7	KLP Eiendom	Rom Eiendom	Akershus Eiendom
8	Hinna Park	0,7	Camor/Eføy	Fornebu Utvikling	Pangea Property Partners
9	Værste AS (7 buildings)	0,6	Pareto Project Finance	Værste AS	Akershus Eiendom
10	Akerselva Atrium	0,6	Vital Eiendomsfond	Vital Eiendom	n.a.
Total		16,1			

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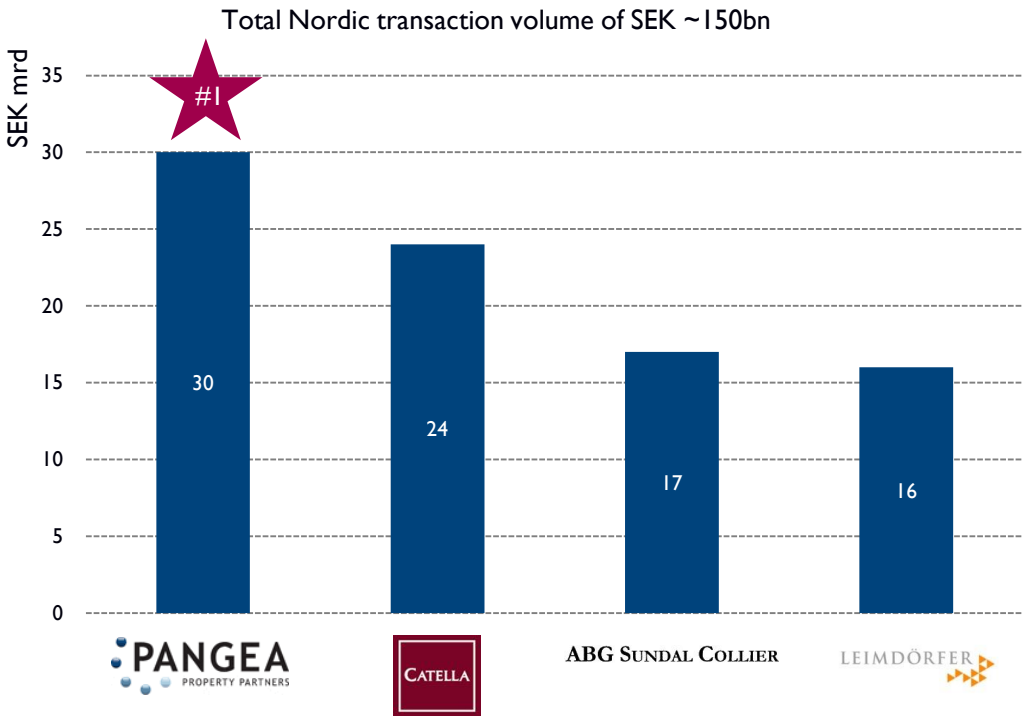
...and the largest deal in Norway!

Sources: Available market statistics and companies figures

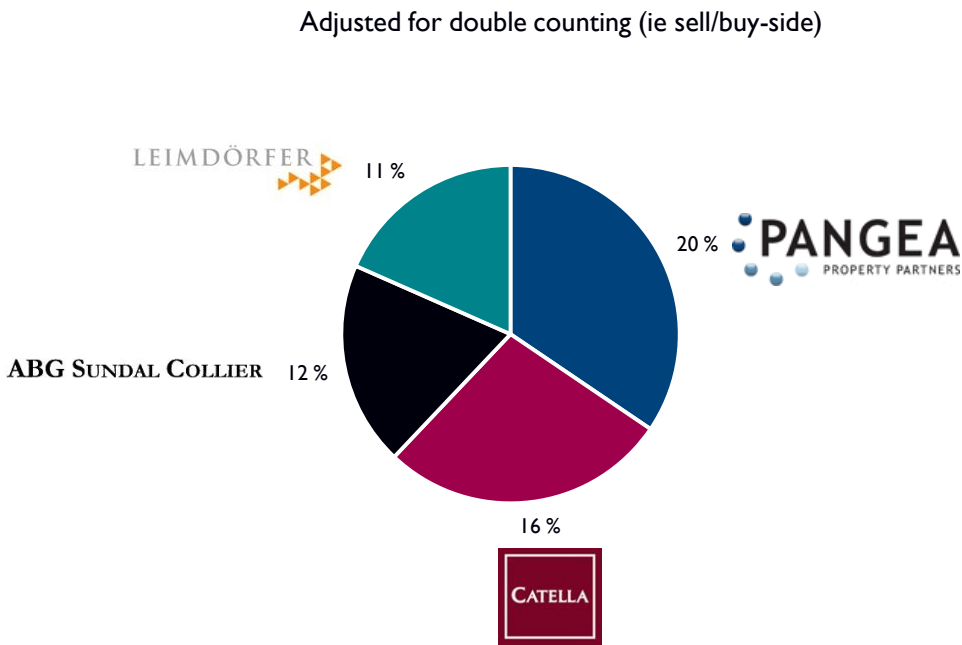
\* Pangea Property Partners/ABGSC established the company and sold to API

# The competitive landscape 2010

## Largest advisors (total deal value)



## Market share (%)



Sources: Available market statistics and companies figures

# Key deal highlights

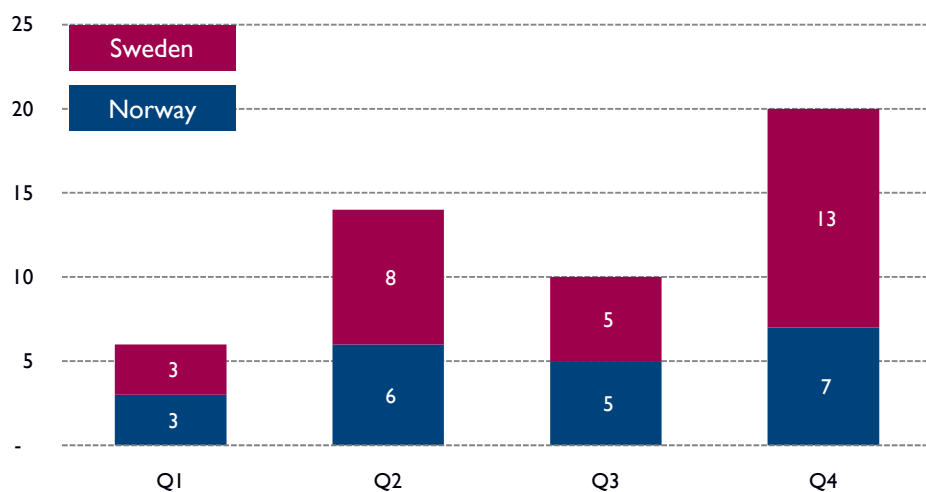
## Number and value of deals in 2010

- Total of 50 transactions or projects executed in 2010
- Total estimated value of transactions of SEK 30bn

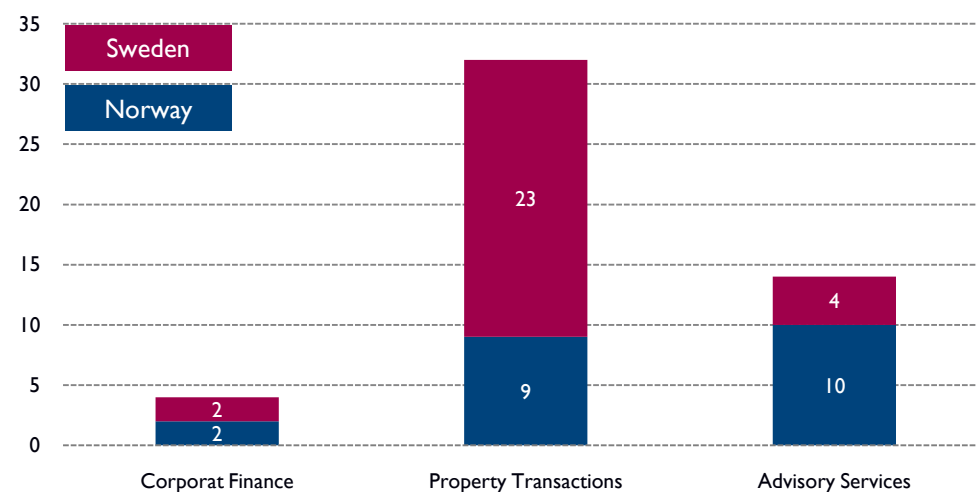
## Key Pangea deal figures

	Sweden	Norway	Total
Total deals per country	29	21	50
Asset value (SEK bn)	19,3	10,3	30
Corporate Finance deals (#)	2	2	4
Property Transaction deals (#)	23	9	32
Advisory (#)	4	10	14

## Number of projects executed by Pangea Property Partners



## Number of projects executed by Pangea Property Partners

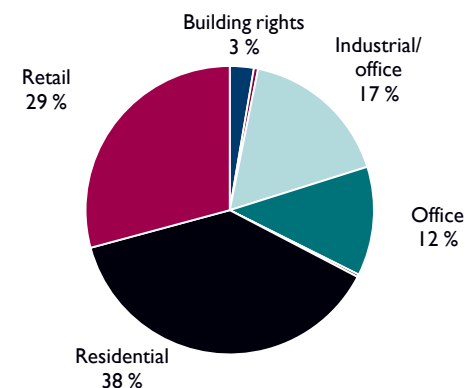


# Projects per client and counterparty category

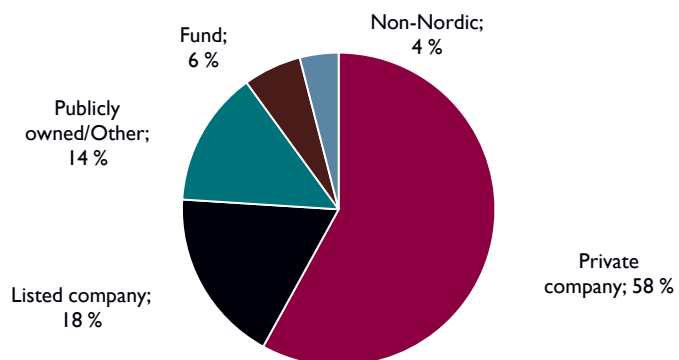
## Number of projects

- Pangea's clients:
  - By number of projects, 76% is from private or listed companies
- Pangea's counterparties:
  - Similar distribution as for our own clients
  - By number of projects, 80% is from private or listed companies

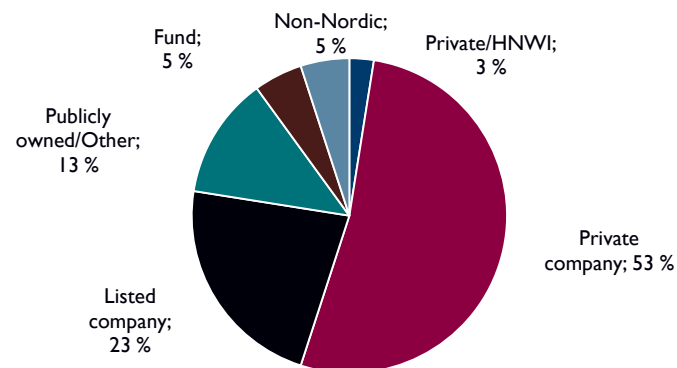
## Project value sorted by property type



## Number of projects sorted by client category % Nordic



## Number of projects sorted by counterparty category % Nordic



## Examples of key clients or counterparties in 2010

 PEAB

 WILLHEM

 OSU

A·L·M

 FORNEBU  
UTVIKLING

 SKB | Stockholms  
Kooperativa  
Bostadsförening

 FÖRSTA  
AP-FONDEN

 SEKTOR  
EIENDOMSUTVIKLING

 VITAL

 OBOS

KF Fastigheter

 BWGHOMES  
BMCHOWE2

NIAM

 AKER

Scandic

ICA

 sveafastigheter

Akelius

 NORRPORTEN

 norrvidden  
FASTIGHETER

Diös

 VASALLEN

 KUNGSLEDEN

 NCC

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# Contact

Pangea Stockholm are moving!  
February 7<sup>th</sup> 2011 we are  
moving to Salénhuset,  
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