



LUND
UNIVERSITY

RAMIRI 2

Lars Lavesson
Lund University

One of Europe's leading universities



- Founded in 1666
- 47 000 students
- 2 900 research students
- 6 300 employees
- Around 650 professors
- 900 senior lecturers
- 1500 lecturers and other research staff
- Around EUR 730 million turnover – 1/3 education, 2/3 research



A comprehensive university – 8 faculties



- Engineering
- Science
- Law
- Social Sciences
- Economics and Management
- Medicine
- Humanities and Theology
- Fine and Performing Arts (Music, Theatre, Fine Art)



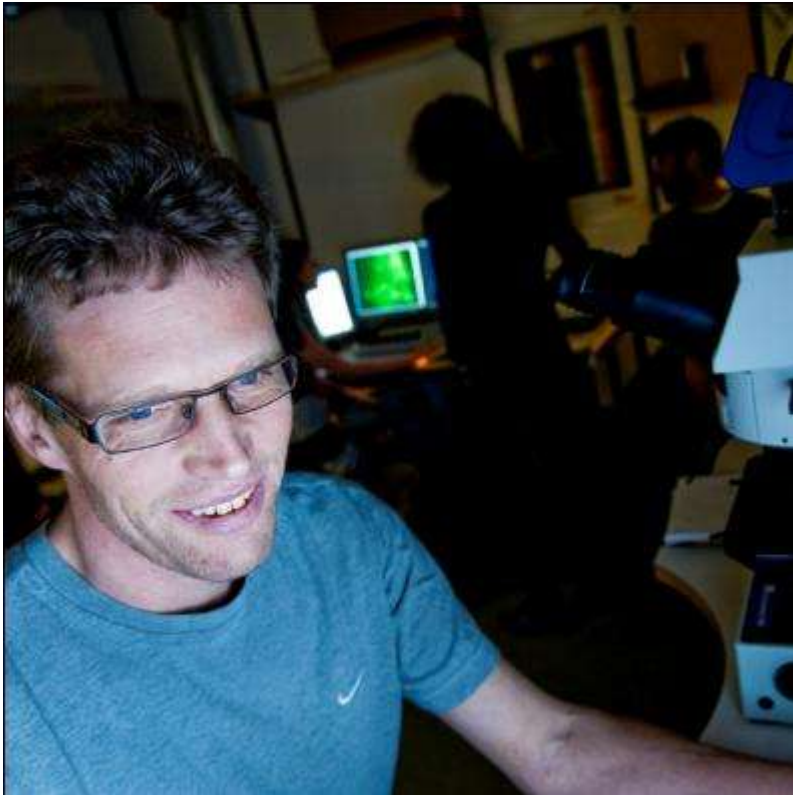
Research – strategic areas



- Epidemiology
- Diabetes
- Neuroscience
- Stem cell therapy
- Cancer
- Nanoscience and nanotechnology
- Climate models
- Biodiversity and ecosystem services
- The Middle East in the Contemporary World



Cross-disciplinary research – examples



- Work Environment College
- Centre for Sustainability Studies
- Nanoscience & nanotechnology
- Neurodegenerative diseases
- Stem Cell Centre
- Translational cancer research
- Centre for Innovation, Research and Competence in the Learning Economy



An entrepreneurial university



- Integration of entrepreneurial perspectives into Master's programmes and research schools
- All faculties are included in the innovation system
- Joint innovation office for all higher education institutions in southern Sweden



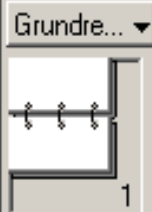




Who's paying the rent and the electrical bill

- **Everything is for free and you get whatever you wish for.**
- **Everything you get is for free but somebody else decides what you will get. (Faculty, KBS/Gov, Board)**
- **Everybody gets what they want and the cost is divided equally on all.**
- **Everybody gets what they need and pays according to economical strength. (USSR)**
- **You pay all the costs you are generating and get what you pay for.**





Poster:
225

Hittade:
1

Ej sorterade

2012-02-05

A. Person: **BOF, BOF** | A. Adress: **11111111111111111111**

2012-01-01

3 438 270

1995-01-01 | **296,50** | **2012-01-01**

Skatt	220 000	Skatt	700	Skatt	700	Skatt	700
Skatt	220 000	Skatt	700	Skatt	700	Skatt	700

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2012-01-01

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1995-01-01 | **296,50** | **2012-01-01**

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Fönster med data gällande hus M17:101

2012-01-01

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1995-01-01 | **296,50** | **2012-01-01**

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1995-01-01 | **296,50** | **2012-01-01**

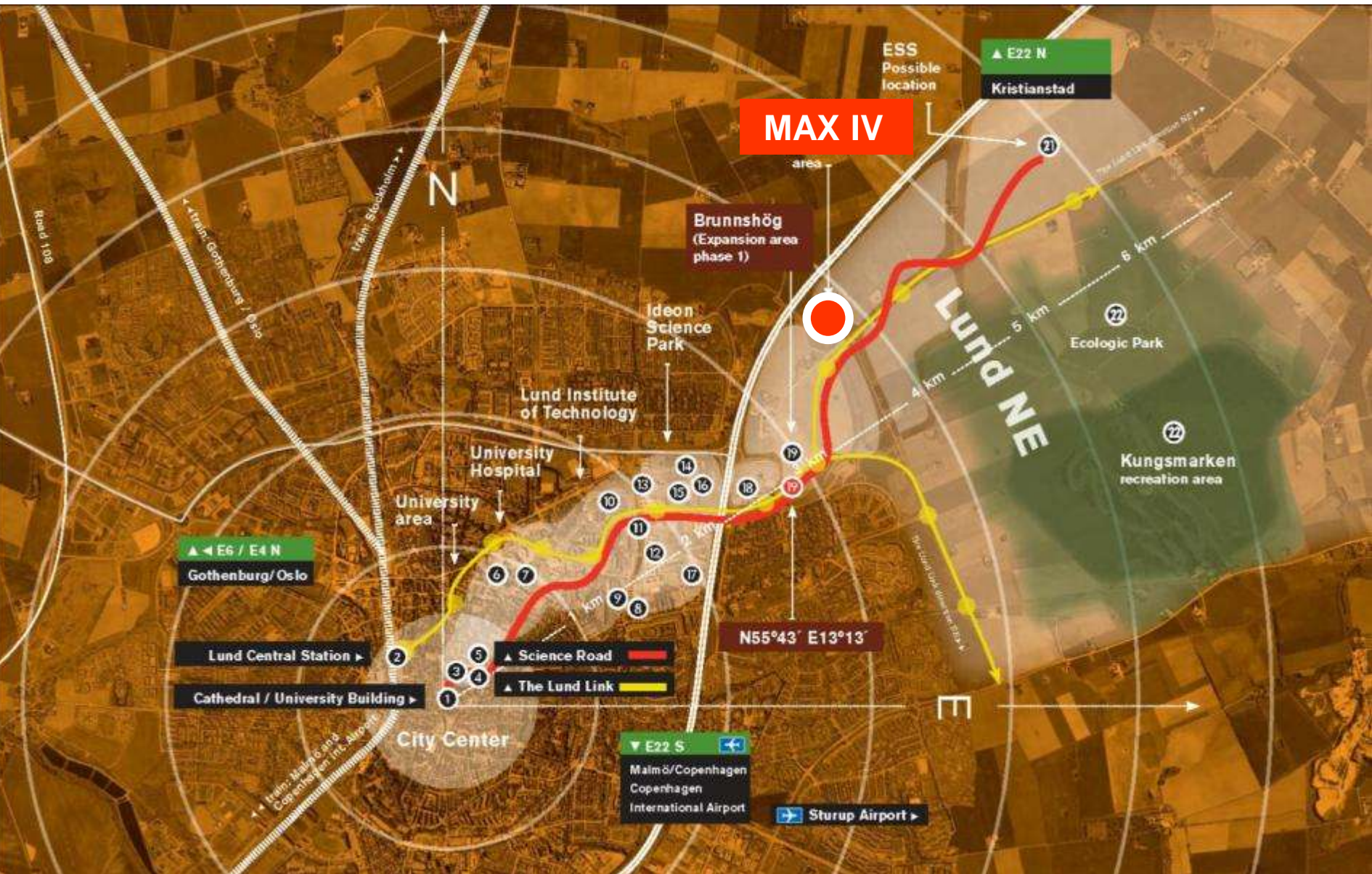
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A. Räkningen om Facillys support till årgen:

Skatt	Skatt	Skatt	Skatt	Skatt	Skatt	Skatt
220 000	700	700	700	700	700	700
220 000	700	700	700	700	700	700





Ideon Medicon Village

- Takes advantage of AstraZeneca's facilities to create a centre for research, innovation and enterprise
- Property owner with a keen interest in promoting research (all profits from the property management to research/innovation)
- World-leading research Centre for cancer research
- Access to the premises at the latest 28 February 2012



World-leading in materials science

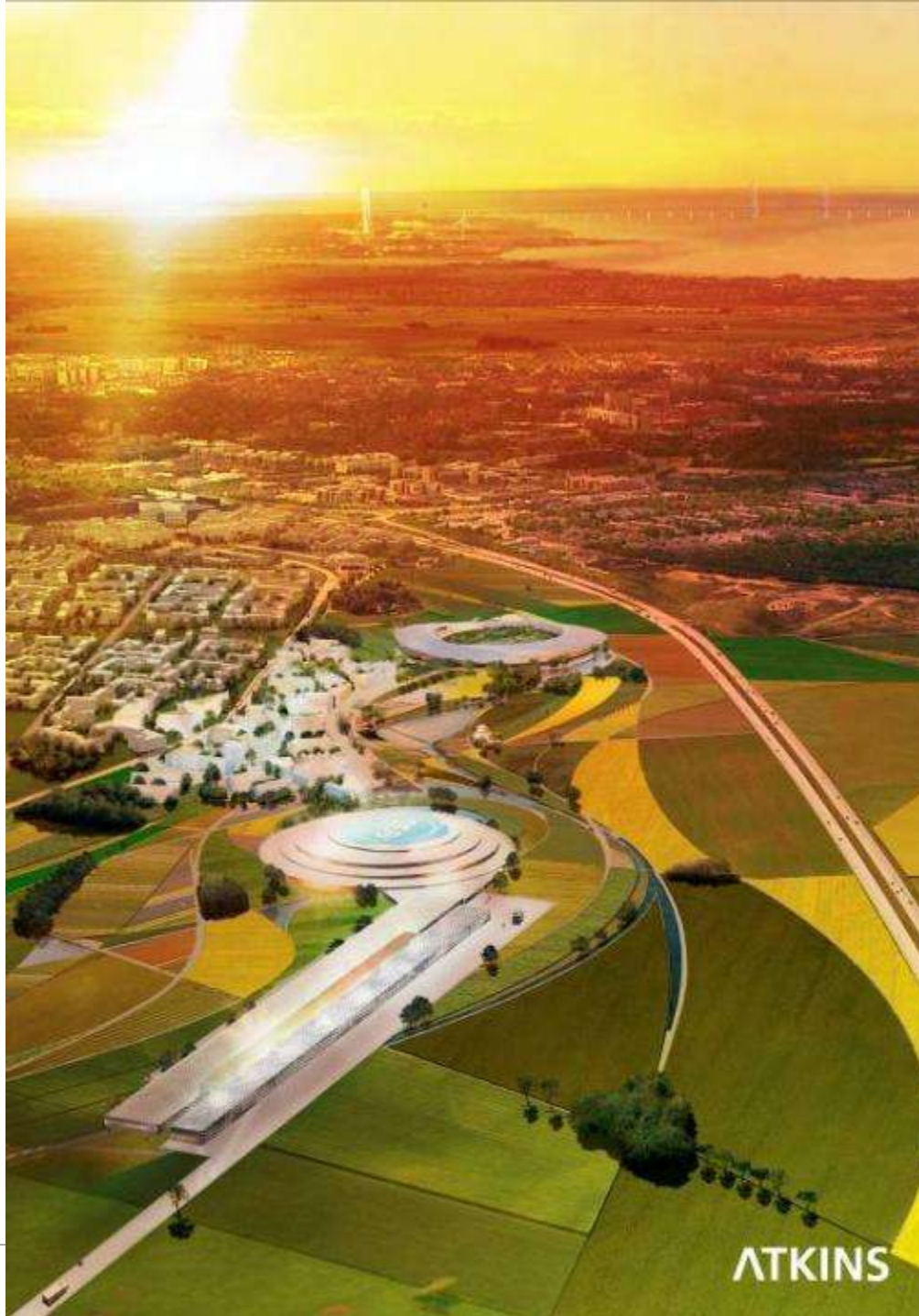
MAX IV

- A Nordic research facility
- Using synchrotron radiation to study materials at the atomic scale
- For scientific breakthroughs within medicine, engineering and science
- Expected to be completed in 2015

ESS

- Based on the world's most powerful neutron source
- Will be used to study the structure and function of materials such as plastics, proteins and medicines
- Expected to be completed in 2020
- Will be used by a number of European countries







Lund Science City





Tender prerequisites

- Procure a rental agreement on basis of a project embryo, program, systems and a cost evaluation.
- Give the tenant best possibilities to influence the content at a late stage to a minimal cost.
- Cost incentive for all parties, tenant landlord and contractors throughout the project.
- Eliminate or make any remaining economical risks foreseeable, long term interest based contract excluding all consumables.
- Prequalify only large Real Estate Companies, not contractors.
- Eliminate all risk fees, arrange any fixing of interest rates ourselves.
- A transparent and self evident evaluation form, eliminating the risk of appeal.



Tender prerequisites:

- The successful tenderer will form a company with the sole purpose to own the buildings.
- The company will be provided a lease hold right on the land.
- The tenant has a right to purchase the company and thus take over the buildings and the lease hold right at a fixed price:
 - years 10, 15, 20 and 25.
 - if the company goes bankrupt.
 - if the company for any reason want to sell shares.



Design agreement:

The successful tenderer:

- takes over the entire project, design, design coordination, project management, procurement etc
- designs, under given conditions, the entire facility in close cooperation with the client/tenant
- arranges an architectural competition on the exterior design.
- takes all necessary contacts with authorities and obtains all necessary permissions for infrastructure as buildings, roads and landscaping.
- performs a cost calculation based on Phase 2.

The design agreement can be terminated unilaterally by the client/tenant who will remunerate the company.



Contracts:

- Procurement decision
- Rental Agreement 1
 - First preliminary rental agreement
 - Design agreement, valid through the design and cost estimate period
- Rental Agreement 2
 - Needed to start construction, contains the calculated, agreed project cost.
- Rental Agreement 3
 - Final rental agreement after finalisation, containing the final project cost



Utvärderingsberäkning Beräkningsversion

Nedanstående rödmarkerade poster fylls i av anbudslämnare.

Anbudslämnare	Nisse	
Räntemarginal % på STIBOR 90 dagar (antagen i utvärderingen till 2,5%)	1,00%	Efter varje ändring i cell C13 måste mälsökning göras i dokument "Beräkning kapitalhyra"
Restvärde efter 25 år, anges i %	33	Efter varje ändring i cell C15 måste mälsökning göras i dokument "Beräkning kapitalhyra"
ÅTA-tillägg % på antaget 50 miljoner	7,00%	Efter varje ändring i cell C17 måste mälsökning göras i dokument "Beräkning kapitalhyra"
Drift- och underhållskostnad, kr /kvm	81	Summa av nedanstående poster är underlag för "Beräkning DoU hyra"
Uppvärmning, varmvatten och kyla	0	
Fastighetsel	0	
Vattenförbrukning	0	
Avfallshantering	0	
Försäkringar	6	HV
Planerat underhåll	25	HV
Reparationer	25	HV
Fastighetskötsel	25	HV
Övrigt	0	
Andel % av årlig KPI-förändring (antagen i utvärderingen till 2% per år) som ska indexera DoU-hyran	60,00%	
Summa utvärderingshyra enligt underliggande beräknings dokument	1 359 536 409	

Evaluation form

Example

Excel file makes the process transparent and interactive for the tenderers



Beräkning av hyresgrundade belegg

Arbetslöshetsersättning	20%	Arbetslöshetsersättning	20%	Arbetslöshetsersättning	20%
Upplysningsbidrag	20%	Arbetslöshetsersättning	20%	Arbetslöshetsersättning	20%
Arbetslöshetsersättning	20%	Arbetslöshetsersättning	20%	Arbetslöshetsersättning	20%

År	Arbetslöshetsersättning	Arbetslöshetsersättning	Arbetslöshetsersättning	Arbetslöshetsersättning	Arbetslöshetsersättning
1	1 000 000	1 000 000	1 000 000	1 000 000	1 000 000
2	1 020 000	1 020 000	1 020 000	1 020 000	1 020 000
3	1 040 000	1 040 000	1 040 000	1 040 000	1 040 000
4	1 060 000	1 060 000	1 060 000	1 060 000	1 060 000
5	1 080 000	1 080 000	1 080 000	1 080 000	1 080 000
6	1 100 000	1 100 000	1 100 000	1 100 000	1 100 000
7	1 120 000	1 120 000	1 120 000	1 120 000	1 120 000
8	1 140 000	1 140 000	1 140 000	1 140 000	1 140 000
9	1 160 000	1 160 000	1 160 000	1 160 000	1 160 000
10	1 180 000	1 180 000	1 180 000	1 180 000	1 180 000
11	1 200 000	1 200 000	1 200 000	1 200 000	1 200 000
12	1 220 000	1 220 000	1 220 000	1 220 000	1 220 000
13	1 240 000	1 240 000	1 240 000	1 240 000	1 240 000
14	1 260 000	1 260 000	1 260 000	1 260 000	1 260 000
15	1 280 000	1 280 000	1 280 000	1 280 000	1 280 000
16	1 300 000	1 300 000	1 300 000	1 300 000	1 300 000
17	1 320 000	1 320 000	1 320 000	1 320 000	1 320 000
18	1 340 000	1 340 000	1 340 000	1 340 000	1 340 000
19	1 360 000	1 360 000	1 360 000	1 360 000	1 360 000
20	1 380 000	1 380 000	1 380 000	1 380 000	1 380 000
21	1 400 000	1 400 000	1 400 000	1 400 000	1 400 000
22	1 420 000	1 420 000	1 420 000	1 420 000	1 420 000
23	1 440 000	1 440 000	1 440 000	1 440 000	1 440 000
24	1 460 000	1 460 000	1 460 000	1 460 000	1 460 000
25	1 480 000	1 480 000	1 480 000	1 480 000	1 480 000
Total	33 000 000	33 000 000	33 000 000	33 000 000	33 000 000

Capital rent

Beräkning drift- och underhållshyra

O & M rent

År	Drift- & Underhållshyra			
	100 procent KPI	100 procent KPI	Andel av Ökning jämfört föreg årshyra	Årshyra
1				2 697 300
2	2%	53 946	60,00%	2 729 668
3	2%	54 593	60,00%	2 762 424
4	2%	55 248	60,00%	2 795 573
5	2%	55 911	60,00%	2 829 120
6	2%	56 582	60,00%	2 863 069
7	2%	57 261	60,00%	2 897 426
8	2%	57 949	60,00%	2 932 195
9	2%	58 644	60,00%	2 967 381
10	2%	59 348	60,00%	3 002 990
11	2%	60 060	60,00%	3 039 026
12	2%	60 781	60,00%	3 075 494
13	2%	61 510	60,00%	3 112 400
14	2%	62 248	60,00%	3 149 749
15	2%	62 995	60,00%	3 187 546
16	2%	63 751	60,00%	3 225 796
17	2%	64 516	60,00%	3 264 506
18	2%	65 290	60,00%	3 303 680
19	2%	66 074	60,00%	3 343 324
20	2%	66 866	60,00%	3 383 444
21	2%	67 669	60,00%	3 424 045
22	2%	68 481	60,00%	3 465 134
23	2%	69 303	60,00%	3 506 715
24	2%	70 134	60,00%	3 548 796
25	2%	70 976	60,00%	3 591 382
Total				78 098 181



	SMEBAB (SKANSKA)	DAL (NCC)	PEAB/Wihlborgs	
7,5%				
5%	Räntemarg ö stibor 2,5%	2,70%	1,72%	0,75%
30%	Restvärde efter 25 år	15%	25%	33%
10%	Äta	7%	10%	10%
350	Drift o underhåll kr/kvm	83	268	95
100%	KPI	100%	150%	100%
2 550 443 188	Utvärderingshyra, 25 år	1 815 500 976	1 801 295 866	1 334 688 560
67 970 954	Kapitalhyra år 1	53 916 836	46 097 785	38 506 062
11 655 000	Drifthyra år 1	2 763 900	8 907 750	3 163 500
79 625 954	Totalhyra år ett	56 680 736	55 005 535	41 669 562
2 391	Hyra per kvm år ett	1 702	1 652	1 251



Contractual incentives:

- A reference price as basis for the incentive is set in negotiations between the Real Estate Company and the Tennant.
- The reference price consist of the estimated project cost excluding some movable costs and is based on the cost calculations as performed by the two parties.
- There is also an incentive clause in the agreement between the Real Estate Company and the General Contractor.



Incentive Real Estate Company - Tenant

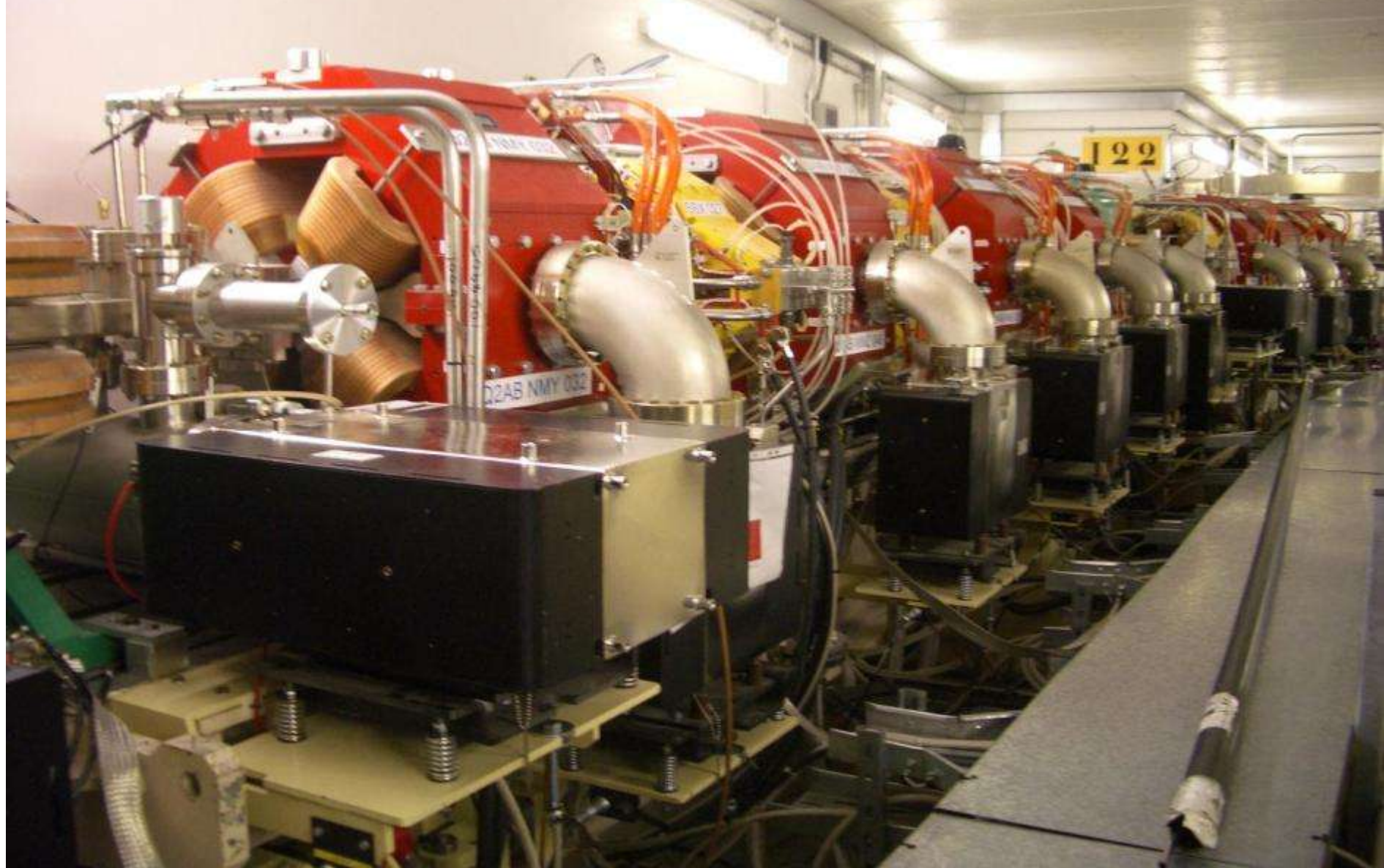
- Reduction of the project cost compared to the agreed reference price results in an in a linear increased margin for the Real Estate Company of 0,30 points/million SEK. A 10% save gives 0,3 % increased margin.
- Increase of the project cost compared to the agreed reference price with up to 10 % is punished with a linear decreased marine of 0,30 point/million SEK . A 10% increase gives a max of 0,3 % decreased margin.
- Increase above 10% is subject to a 50% incentive i.e. only 50 % of the cost increase exceeding 10 % is added to the project cost as basis for the rent.
- Program changes, additions and deductions, is not subject to incentive.



	2008-05-01	2009-03-01	2010-12-02	2011-03-15	2011-03-18	2011-04-21
	SWECO	SWECO	ML4	ML4	LU	ML4
Byggprojektkostnad exkl moms	1 022 349 111	929 891 985	1 522 510 000	2 071 447 000	1 260 000 000	1 217 422 000
m2	39 400	32 000	37 850	38 320	38 320	38 320
Byggprojektkostnad*	971 310 848	936 287 114	1 037 351 000	1 409 446 000	1 135 000 000	1 217 422 000
kr/m2	24 653	29 259	27 407	36 781	29 619	31 770
COV 11%	0	0	114 105 000	155 039 000	125 000 000	133 916 420
Byggherrekostnader	56 225 241	37 608 937	80 599 000	109 514 000	60 000 000	93 741 494
Myndighetskostnader	23 757 144	22 122 728	21 154 000	25 000 000	23 000 000	20 700 000
Finansiering	126 270 410	121 717 325	138 169 000	219 008 000	147 550 000	164 351 970
Oföutsett	63 352 384	51 619 698	131 168 000	153 441 000	100 000 000	100 000 000
SUMMA	1 240 916 027	1 169 355 802	1 522 546 000	2 071 448 000	1 590 550 000	1 730 131 884

* exkl moms, index E84 till feb 2011, exkl COV, inkl. projektering

Inredning och utrustning tillkommer med 33.847.000 kr



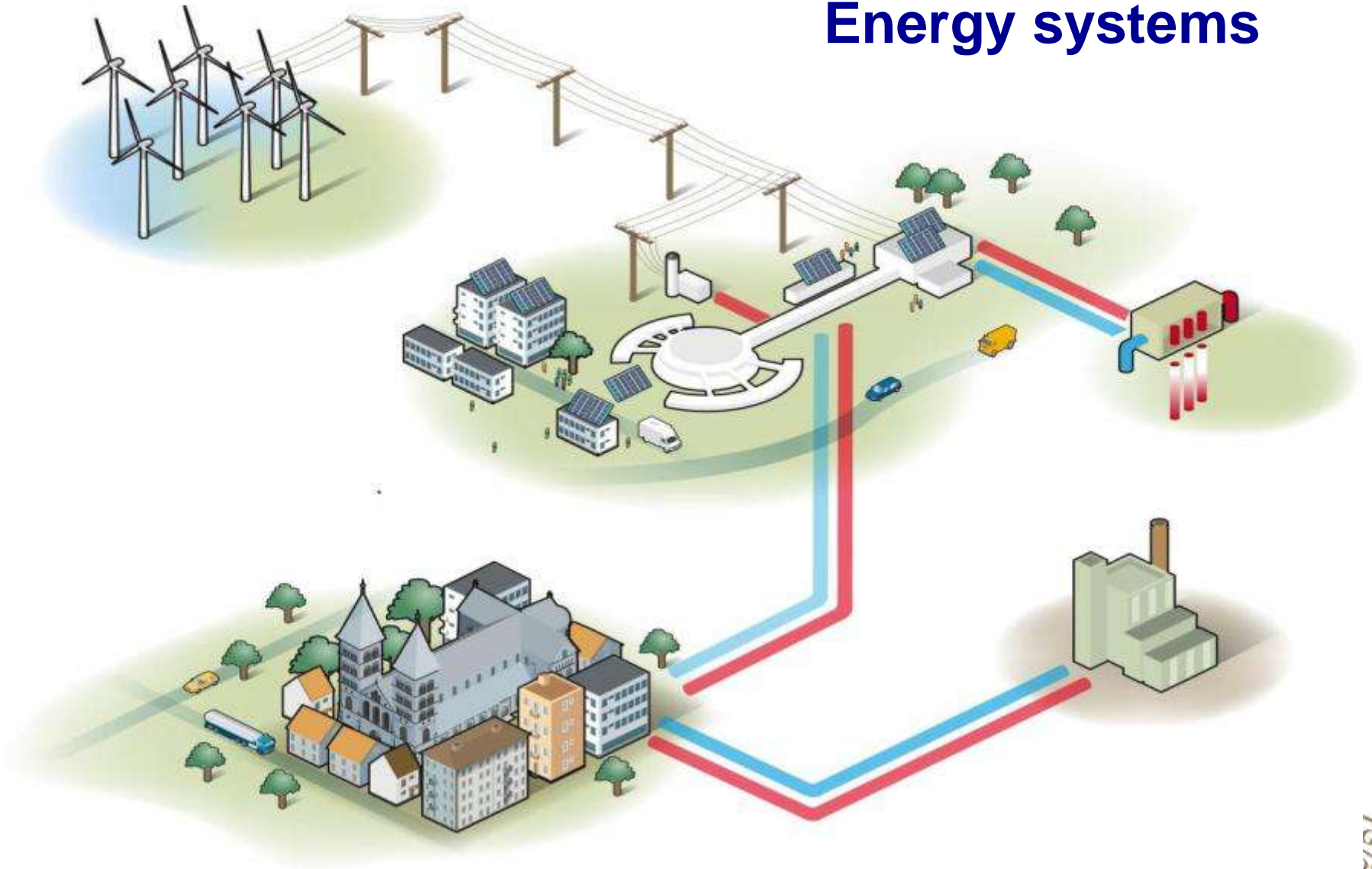
NIB, EIB and others

Tenants investments as basis for the landlords financing

Lund University Vice Chancellors Office Projects Director Lars Lavesson 2011-06-15



Energy systems



Cooling of process via recycling

Alternative solutions:

1. Connection to the local district cooling system, same as for the existing MAX-lab.
2. Local solution without recycling, cooling towers and chillers.
3. Common solution between MAX/LEKAB (the local heating/cooling company) Recycling of heat from the process cooling directly to the local heating system and partly via heat pump to boost temperatures.



Alternative cooling “cost” for MAX IV

Cooling 40 GWh/år, 6 MW power

- 1: Connection fee (once): 5 MSEK.
Power fee: 200 SEK/kW=1,2 MSEK/y
Energy fee SEK/MWh= 10 MSEK/y
2. Investment 14 MSEK
Running cost 2,2 MSEK/y
Excluding O&M
3. Total investment 34 MSEK whereof MAX pays 7 MSEK
Pay off time 5 years
After that a rising income starting around 2,2 MSEK/y
Including O & M





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Thank you

