

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)



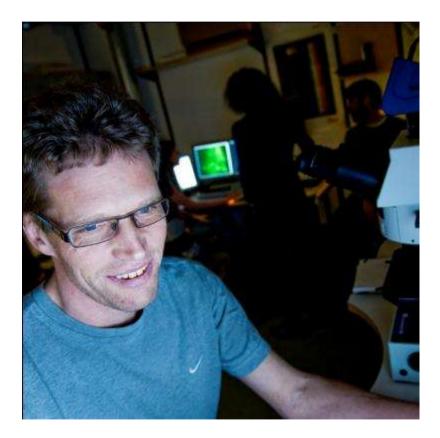
Research – strategic areas



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



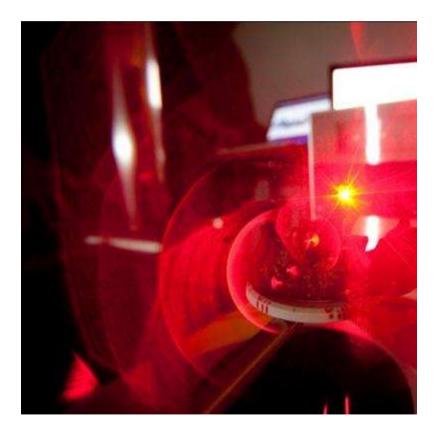
Cross-disciplinary research – examples



- 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.

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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

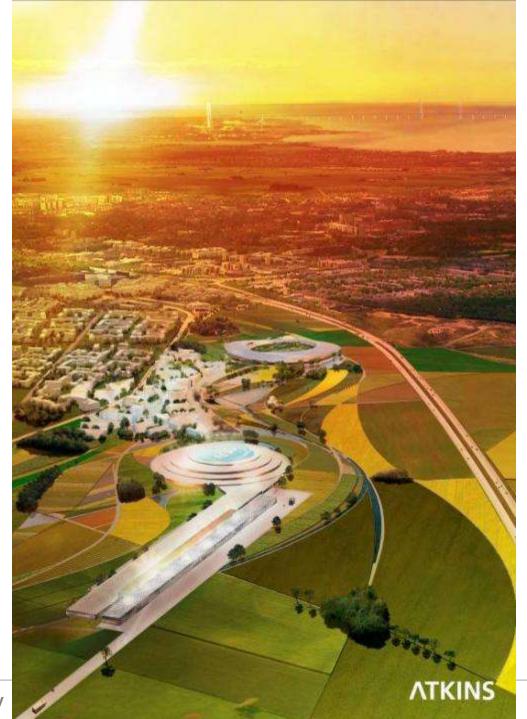
MAX IV

- 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 University







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 renal agreement after finalisation, containing the final project cost

Utvärderingsberäkning Beräkningsversion

Nedanstående rödmarkerade poster fylls i av anbudslämnare.

Evaluation form Example

Anbodslämnare Nisso Räntemarginal % på STIBOR 90 dagar Efter varje ändring i cell C13 måste målsökning göras i 1.00% (antagen i dokument "Beräkning kapitalhyra" utvärderingen till 2.5%) Efter varje ändring i cell C15 måste målsökning göras i Restvärde efter 25 år. 33 dokument "Beräkning kapitalhyra" anges i % ÅTA-tillägg % på Efter varje ändring i cell C17 måste målsökning göras i 7.00% antaget 50 miljoner dokument "Beräkning kapitalltyra" Drift- och Summa av nedanstående poster är underlag för "Beräkning 81 underhållskostnad, kr DoU hyra" /kym Uppvärmning, varmvatten och kyla Fastighetsel Vattenförbrukning Avfallshantering 6 HV Försäkringar 15 HV Planerat underhåll 25 HV Reparationer Fastighetsskötsel 25 HV Övrigt Andel % av årlig KPIförändring (antagen i 60.00% utvärderingen till 2% per år) som ska indexera DoU-hyran Summa utvärderingshvra 1 359 536 489 enligt underliggande beräknings dokument

Excel file makes the process transparent and interactive for the tenderers



Berdikking av hyrengrundarisk berger

discounter!

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Beräkning drift- och underhållshyra

O & M rent

År		100 procent	Andel av	Okning jämfört	Årshyra
~	KPI	KPI	KPI	föreg års hyra	
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7,5%				
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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
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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.

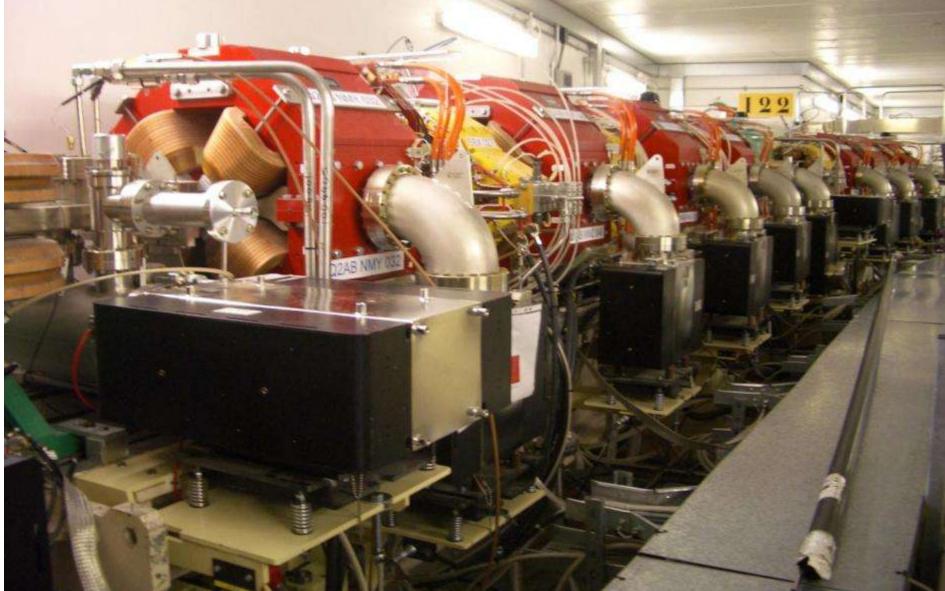


Incentive Real Estate Company - Tenant

- 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.

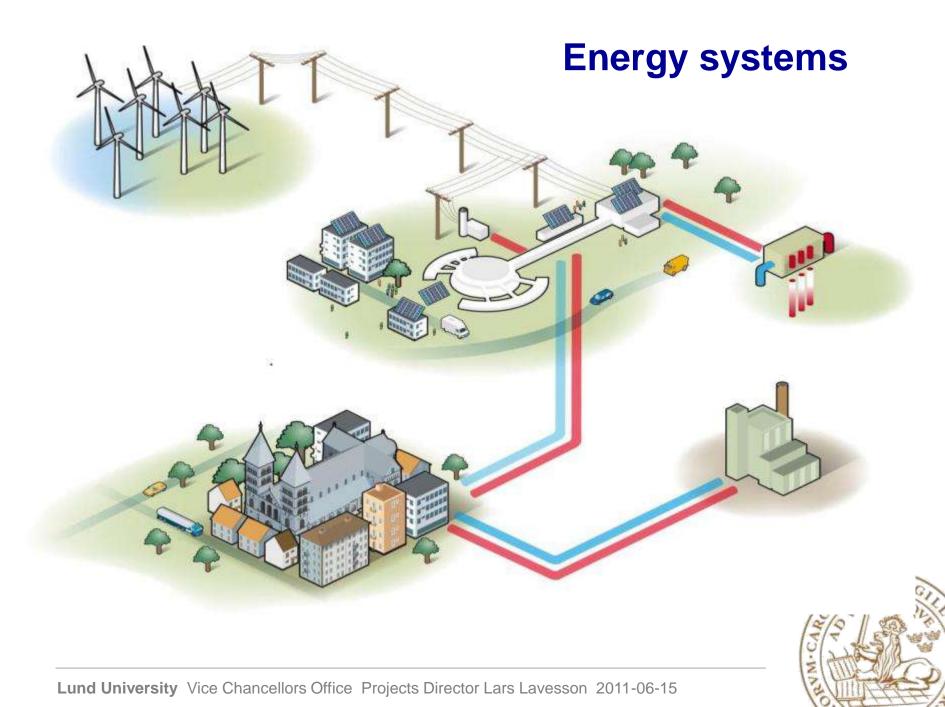
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* exkl moms, index E84 till feb 2011, exkl COV, inkl. projektering Inredning och utrustning tillkommer med 33.847.000 kr



NIB, EIB and others Tenants investments as basis for the landlords financing





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
- 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





Thank you

