

NEAS



# NEAS ASA – A leading facility management company

---







First quarter presentation 2007

Tor Rønhovde, CEO

# A complete supplier of property related services



Two business areas

			
		NEAS Operations	NEAS Consulting
Main services		<ul style="list-style-type: none"> <li>▪ Property Management</li> <li>▪ Property Operations and Maintenance</li> </ul>	<ul style="list-style-type: none"> <li>▪ Property Consulting</li> <li>▪ Facility Management</li> </ul>
Brands		 	   <p>NEAS Brannconsult AS</p>

Highlights

Market

Financial review

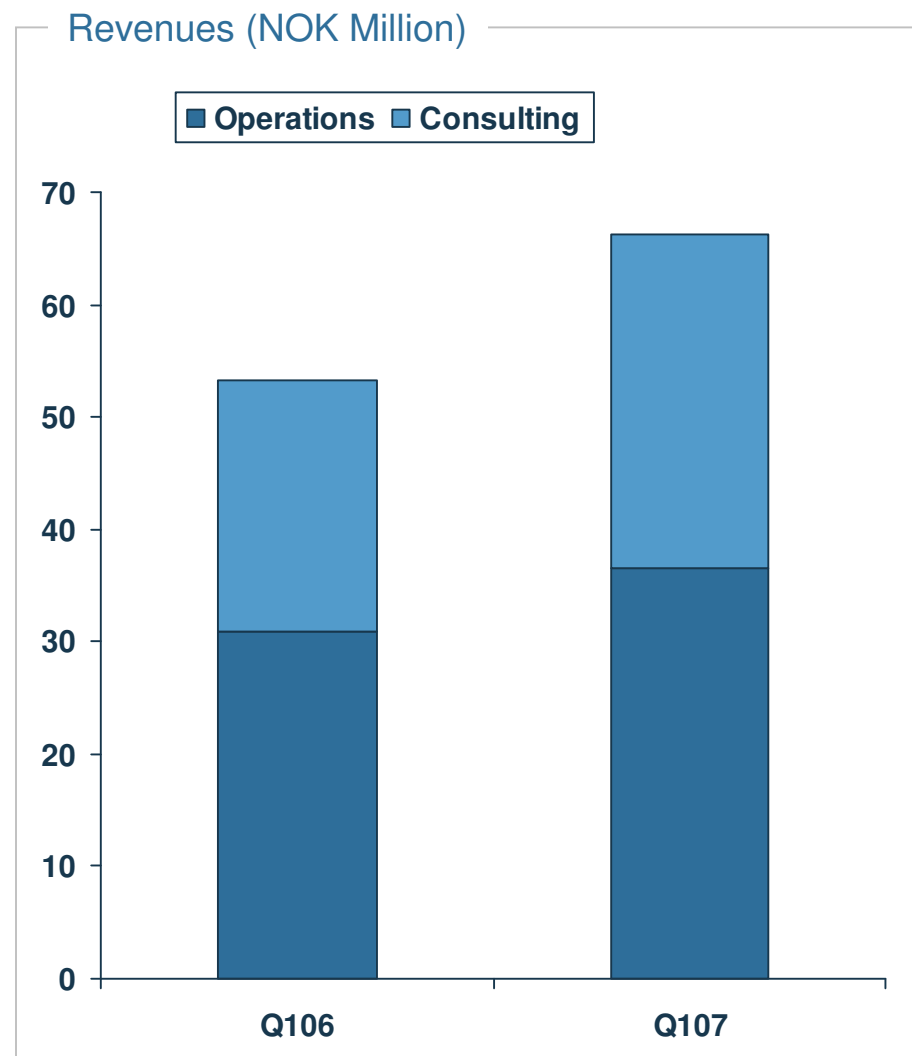
Operational review

Summary and outlook

Q&A

# Highlights first quarter 2007

- Strong market – revenues increased with 24 per cent compared to first quarter 2006
- EBITDA of minus NOK 4.5 million mainly due to extraordinary loss on accounts receivables of NOK 2.8 million
- Successful IPO



Highlights

**Market**

Financial review

Operational review

Summary and outlook

Q&A

# Significant market growth expected

## Growth drivers

- Strong outsourcing trend
- Low penetration in Norway
- Increase of financial owners
- Restructuring in the public sector increases demand for professional and larger service providers

- More than 70 new contracts - all time high with more than NOK 100 million in new revenue
  
- New large contracts
  - VITAL Eiendom
  - Pitney & Bowes
  - Norsk Hydro

Highlights

Market

**Financial review**

Operational review

Summary and outlook

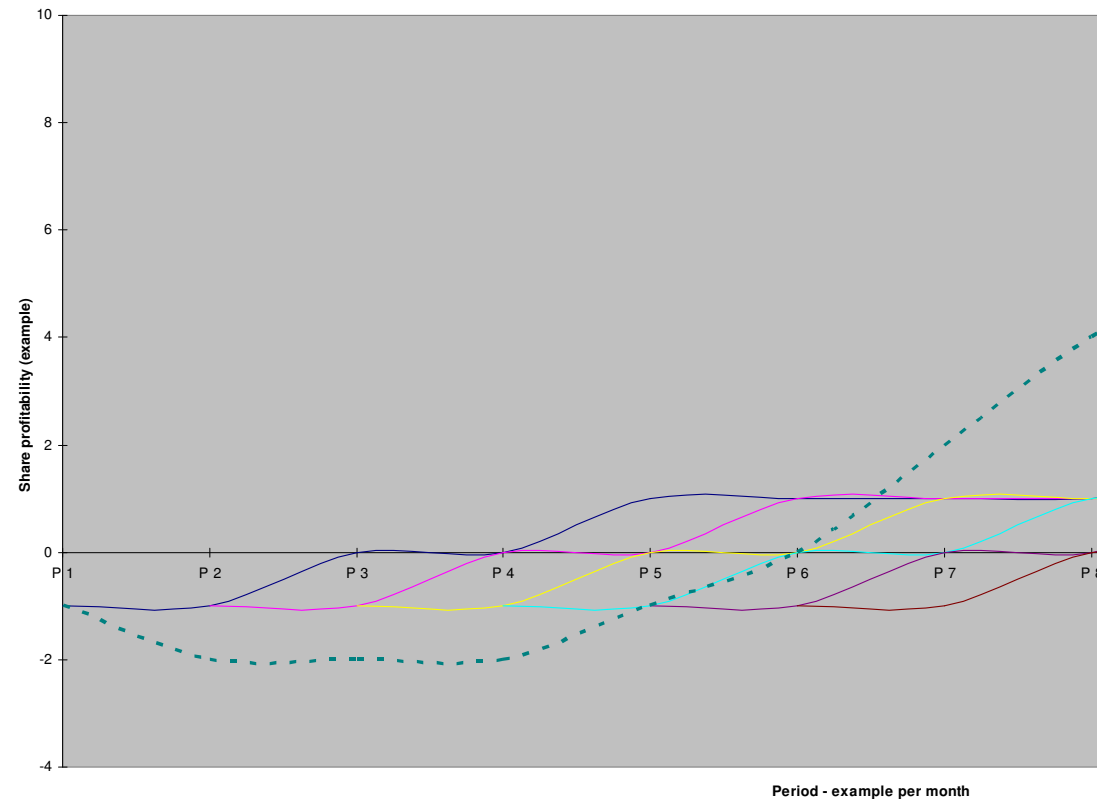
Q&A

# Business Case: Illustration of start-up of new contracts



- Larger contracts have start-up costs and profitability is expected to be lower in the first phase of the contract period.
- Past experience show development in large business cases

Normal development of profitability for larger given one new case each period



# Key figures in first quarter 2007 – Income Statement



- First quarter historically low season
- Loss due to
  - Loss on accounts receivables
  - Start-up costs new large contracts

NOK thousand	Q1 2007	Q1 2006	2006
<b>Operating revenues</b>	66 222	53 263	261 258
Goods consumed	18 758	15 699	79 041
Operating expenses	51 932	37 450	168 569
<b>EBITDA</b>	<b>(4 467)</b>	<b>114</b>	<b>13 648</b>
Depreciation and amortization	1 678	962	6 987
<b>EBIT</b>	<b>(6 145)</b>	<b>(848)</b>	<b>6 660</b>
Net financial items	(1 284)	(877)	2 243
<b>Earnings Before Tax (EBT)</b>	<b>(7 429)</b>	<b>(1 725)</b>	<b>4 417</b>
Taxes	1 998	483	1 096
<b>Earnings After Tax</b>	<b>(5 431)</b>	<b>(1 242)</b>	<b>3 320</b>

# Key figures in first quarter 2007 – Balance Sheet



- Equity ratio of 53 percent

- Reduced trade debt

- Strong liquidity

- Financial base for future growth

NOK thousand	Q1 2007	Q1 2006	2006
<b>ASSETS</b>			
Intangible assets	92 786	79 803	89 777
Tangible fixed assets	9 733	8 192	10 453
Long-term receivables	426	681	498
Trade debtors	45 987	41 197	58 100
Inventories	1 300	277	1 284
Prepayment and other receivables	10 341	9 817	12 028
Cash and cash equivalents	103 840	2 365	12 860
<b>Total assets</b>	<b>264 413</b>	<b>142 332</b>	<b>185 000</b>
<b>EQUITY AND LIABILITIES</b>			
Paid-in capital	141 026	43 938	58 330
Retained earnings			
Non-current liabilities	29 490	36 677	21 403
Current liabilities	93 897	61 717	105 267
<b>Total equity and liabilities</b>	<b>264 413</b>	<b>142 332</b>	<b>185 000</b>

Highlights

Market

Financial review

**Operational review**

Summary and outlook

Q&A

## NEAS Operations

### Management

Business Area Manager: Bjørn Forwald

### Location

- Lysaker
- Oslo
- Bergen
- Trondheim
- Kristiansand
- Stavanger
- Sarpsborg
- Gjøvik

### Brands



### Large customers



- Financials
  - Revenues of NOK 36.5 million, **up 18 per cent** from first quarter 2006.
  - EBITDA of minus NOK 5.5 million, partly due to loss on accounts receivables.
  
- New Contracts
  - Vital Eiendom
  - Pitney Bowes
  
- Optimalisation in allocation of resources

NOK thousand	Q1 2007	Q1 2006	Full year 2006
Revenues Operations	36 462	30 873	161 292
EBITDA	(5 475)	(2 030)	5 558
EBIT	(6 862)	(2 521)	896

## NEAS Consulting

### Management

Business Area Manager: Anders Bjerke

### Location

- Lysaker
- Bergen
- Trondheim
- Skien
- Luleå (Sweden)

### Brands



TOTALREFORM



### Large customers



- Financials
  - Revenues of NOK 29.8 million, **up 33 per cent** from first quarter 2006.
  - EBITDA of NOK 1.0 million.
  
- New Contracts
  - Norsk Hydro
  - Several management contracts

NOK thousand	Q1 2007	Q1 2006	Full year 2006
Revenues Consulting	29 760	22 390	99 966
EBITDA	1 008	2 144	8 090
EBIT	717	1 673	5 765

Highlights

Market

Financial review

Operational review

**Summary and outlook**

Q&A

# NEAS – Summary and outlook



## Summary

- Strong market and revenue growth of 24 percent compared with first quarter 2006.
- Loss on EBITDA mainly due to extraordinary loss on accounts receivables
- All-time high closing of new contracts
- Successful IPO

## Outlook

- Leading FM company with strong market position
- Market growth – and positive international trends
- Financial base for future growth
- Focus on more efficient operations

# NEAS 20 largest shareholders



## NEAS 20 largest shareholders as of April 30, 2007

	<b>NAME</b>	<b>HOLDINGS</b>	<b>SHARE - %</b>
1	NCP IV AS	3 833 183	48.98 %
2	DRESDNER BANK AG LONDON BRANCH	390 000	4.98 %
3	SKAGEN VEKST	378 800	4.84 %
4	LUNDHS LABRADOREKSPORT AS	303 000	3.87 %
5	VERDIPAPIRFONDET ODIN EIENDOM	303 000	3.87 %
6	INVESTIGATE AS	283 333	3.62 %
7	TOTALREFORM MANAGEMENT AS	231 173	2.95 %
8	GOLDMAN SACHS INTERNATIONAL	224 201	2.87 %
9	GRIFFIN UMBRELLA FUND PLC	198 300	2.53 %
10	HOLBERG NORDEN	181 800	2.32 %
11	SEB PRIVATE BANK S.A. LUXEMBOURG	181 800	2.32 %
12	MP PENSJON	180 000	2.30 %
13	MORGAN STANLEY AND CO. INTL. PLC	100 000	1.28 %
14	TOR RØNHOVDE	95 000	1.21 %
15	HOLBERG NORGE	91 000	1.16 %
16	STATE STREET BANK AND TRUST CO.	86 899	1.11 %
17	INGERØ REITEN INVESTMENT COMPANY AS	69 000	0.88 %
18	WARRENWICKLUND UTBYTTE	63 400	0.81 %
19	NB AKSJEFOND	60 000	0.77 %
20	VISSIT AS	52 876	0.68 %
	<b>Total holdings 20 largest</b>	<b>7 306 765</b>	<b>93.37%</b>
	<b>Other</b>	<b>518 663</b>	<b>6.63 %</b>
	<b>SUM</b>	<b>7 825 428</b>	<b>100.00%</b>

Highlights

Market

Financial review

Operational review

Summary and outlook

**Q&A**