





Industrifinans portfolio

December 2006



# Industrifinans portfolio



# Purchase of Industrifinans portfolio

- Norwegian Property purchases 13 office properties from Rasmussengruppen for NOK 2,199 millions (after deduction related to deferred tax)
- The transaction will be completed mid-January 2007
- For accounting purposes the properties will be transferred as of 1 January 2007
- Norwegian Property:
  - "Norwegian Property ASA regards the transaction as attractive for the company both operationally and financially. The Nydalen properties are purchased at an attractive yield level in the current tight market. The properties have great potential when it comes to re-negotiation of rental contracts at current high market rent level. In addition, one of the main properties has an interesting development potential. We believe owning commercial properties in Nydalen will be attractive in the years to come"



# Main points regarding Industrifinans portfolio

- 13 attractive office properties of approx. 116,200 sqm and gross rent of approx. NOKm 135.2\* in Nydalen and Økern
- Average return on equity is 14% (pre-tax) given:
  - The conditions which Norwegian Property achieves i the current market
  - A conservative projection of current market rent level
  - Not including development potential
- Great potential for increased rental income due to re-negotiation of lease contracts
  - Average office rent per sqm in the portfolio is approximately NOK 1,270
  - Office market rent in Nydalen is, according to Akershus Eiendom, approximately NOK 1,470 per sqm
  - 24 % of the leases expire within 3 years and 67 % expire within 5 years
- Considerable development potential in Gullhaugveien 9-13 in Nydalen
  - 6,000 sqm office
  - A conservative estimate of added value is approximately NOKm 50



NORWEGIAN PROPERTY

# **Key figures – Industrifinans portfolio**

- Number of properties: 13
  - 11 properties in Nydalen (91%\*)
  - 2 properties at Økern (9%\*)
- Number of square meters: Approx. 116,200 sqm
  - Including parking
  - Approx. 94,400 sqm lettable area (ex. parking)
  - Mainly office premises
- Number of parking spaces: Total approx. 1,460
  - Approx. 1,040 indoor parking spaces
  - Approx. 420 outdoor parking spaces
- Largest tenants:
  - Get (former UPC), Netcom, TDC Song, The Norwegian State Educational Loan Fund (Lånekassen), Schibsted

- Gross rent (estimated 2007):
  - NOKm 135.2
- Owner costs (estimated ca 8 %):
  - NOKm 10.8
- Net rent (estimated 2007):
  - NOKm 124.4
- Annual CPI adjustment (2007)
  - Average annual CPI rent adjustment for the portfolio is approx. 94 %
- Average remaining lease contract duration:
  - Approx. 4.9 år
- The four largest tenants accounts for approx. 55 % of total rental income
- Vacancy: Approx. 2.5 %

NORWEGIAN PROPERTY

# **About Nydalen**

- Norwegian Property will be the 2nd largest property owner in Nydalen after the transaction
- Nydalen is one of the most attractive commercial areas in the Oslo area
- Around 300 companies are located in Nydalen
- More than 10,000 people work in Nydalen
- BI, the Norwegian School of Management, in Nydalen has approximately 19,000 students
- Nydalen has a great growth potential and strong development potential
- 11 of the properties in the Industrifinans portfolio are located in Nydalen
  - -...within a radius of 500 meters
  - -...within 1,000 meters from the central Torv building/hotel, BI-complex and the new Subway station



# Nydalen - Infrastructure and public transportation





# Industrifinans portfolio – Key figures







	2007E
Portfolio	
Number of properties	13
Number of sqm	116,167
Avrg sqm size per property	8,936
Avrg value per sqm	18,912
Avrg value per property (NOKm)	169
Avrg rent per gross sqm	1,164
Valuation (NOKm)	
Value	2,197
Gross rent	135.2
Opex	-10.8
Net rent	124.4
Gross yield (2007E)	6.3%
Net yield (2007E)	5.8%
Duration (years)	4.9
CPI adj (2007)	94 %
Vacancy (rent)	2.4%

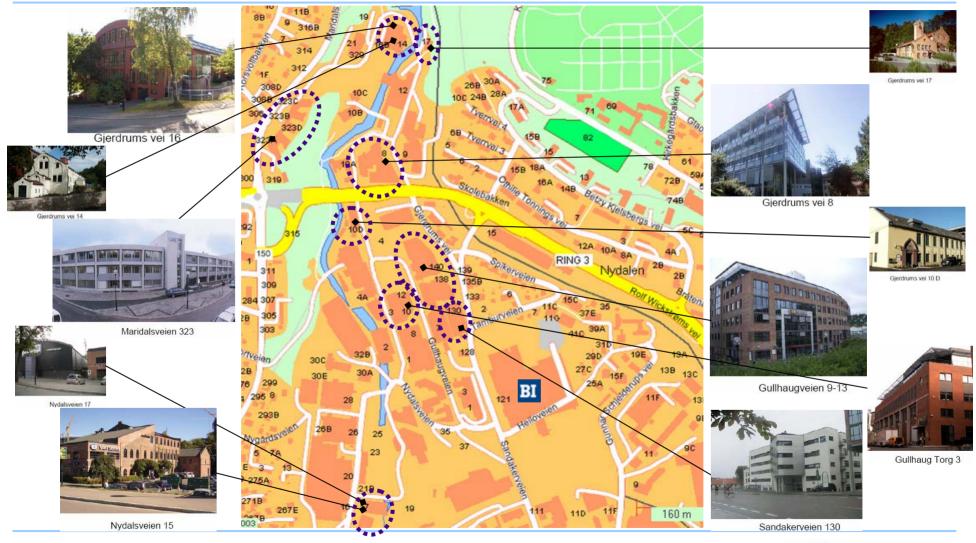






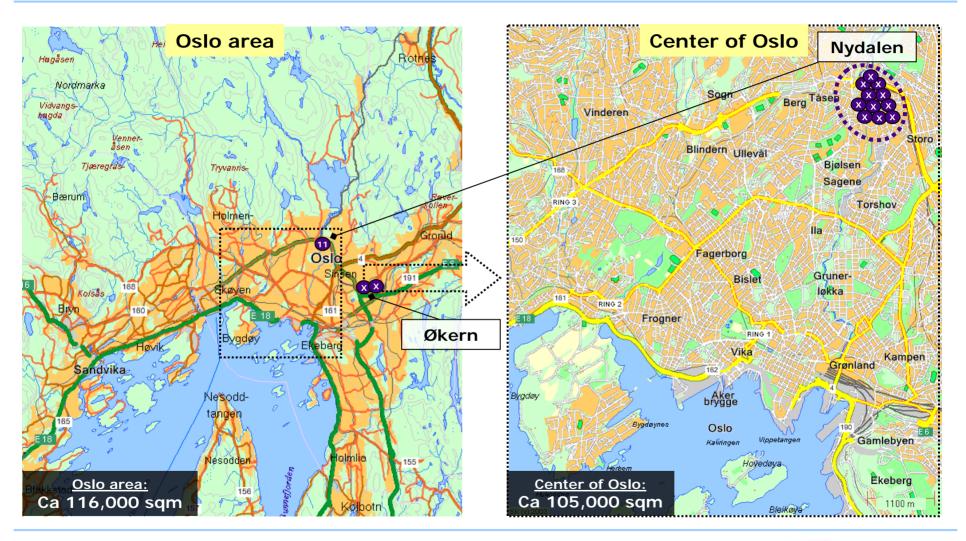


# Nydalen – a cluster of 11 attractive office properties



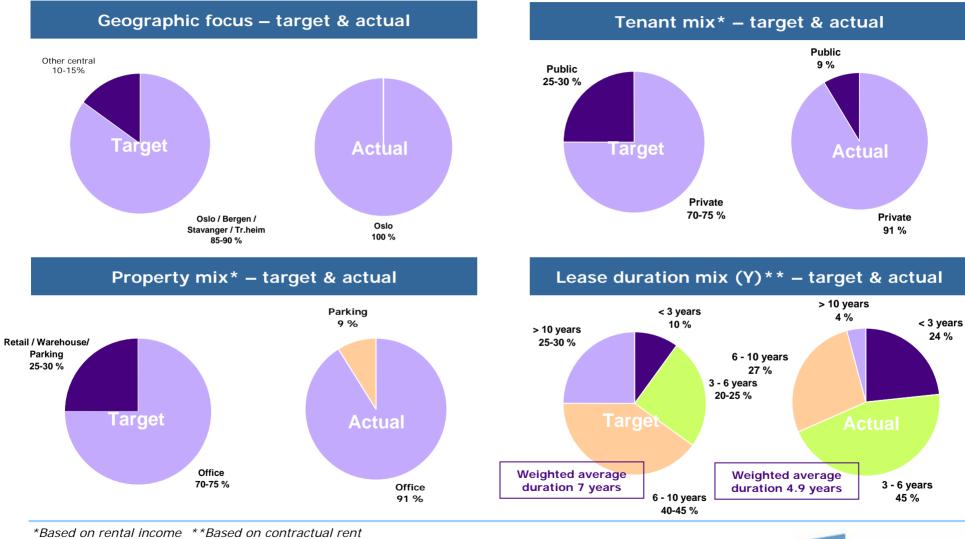
# Industrifinans portfolio

- Centrally located office properties in the Oslo area



# Industrifinans portfolio

- exceeds several of the main targets





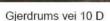
# 11 properties in Nydalen (1/2)



Largest tenant : Velux-Norge AS

Gross rent 2006 : NOKm 2.3 : 2,052 sam Size Contract duration : 7.9 years Annual CPI-adjust. : 100%

Vacancy : 0.0%





Gjerdrums vei 14

Largest tenant : Ambience Produksjon

Gross rent 2006 : NOKm 1.4 Size : 1,446 sqm : 3.4 years Contract duration

Annual CPI-adjust : 100% Vacancy : 0.0%



Gierdrums vei 16

Largest tenant : Ullevål Sykehus HF

Gross rent 2006 : NOKm 5.2 Size : 4,981 sqm

Contract duration : 8.3 years Annual CPI-adjust : 95.4%

Vacancy : 7.8%



Gierdrums vei 17



Gjerdrums vei 8

Larges tenant : Schibsted Eiendom AS

Gross rent 2006 : 7,868 sqm Size

Contract duration : 7.6 years Annual CPI-adjust : 100%

: 0.0% Vacancy

Gross rent 2006

Contract duration

Annual CPI-adjust

Gross rent 2006

Contract duration

Annual CPI-adjust

Size

Vacancy

Size

Vacancy



Gullhaug Torg 3



: Levende Verksted AS

: NOKm 1.1

: 803 sqm

: 6.9 years

: Océ-Norge AS

: NOKm 9.4

: 8,267 sqm

: 6.0 years

: 82.1%

: 9.1%

: NOKm 9.3

: 100%

: 0.0%

# 11 properties in Nydalen (2/2)



Largest tenant : NetCom AS Gross rent 2006 · NOKm 35 3 Size : 30,729 sqm

Contract duration : 4.9 years Annual CPI-adjust : 100%

: 4.4%



Nydalsveien 17

Gross rent 2006 Size

: 1,560 sgm Contract duration : 19.2 years Annual CPI-adjust : 100%

: Studentenes Hus AS

: NOKm 3.3

: 0.0%

Largest tenant

Vacancy



Maridalsveien 323

Largest tenant : UPC

Gross rent 2006 : NOKm 23.3

Size : 15,342 sqm

Contract duration : 5.0 years

Annual CPI-adjust : 100%

Vacancy : 0.0%



Sandakerveien 130

Largest tenant : TDC Song AS Gross rent 2006 : NOKm 12.6

Size : 6,520 sqm

Contract duration : 5.1 years

Annual CPI-adjust : 100%

Vacancy : 0.0%



Nydalsveien 15

Largest tenant : Vakt Service AS Gross rent 2006 : NOKm 5.3 Size : 3,836 sqm Contract duration : 11.8 years Annual CPI-adjust : 100%

Vacancy

: 0.1%



# 2 properties at Økern



Østre Aker vei 20



Larges tenant : Norpost (43% Statens lånekasse)

: Statens Lånekasse

: NOKm 7.8

: 6,983 sqm

: 2.8 years

: 75.0% : 0.0%

Gross rent 2006 : NOKm 3.8 Size : 3,976 sqm Contract duration : 3.7 years Annual CPI-adjust : 91.7% Vacancy : 1.6%

Largest tenant

Size

Vacancy

Gross rent 2006

Contract duration

Annual CPI-adjust



Østre Aker vei 22



# **Attractive large tenants**



### **Get** (former UPC – UPC Norge AS)

Annual gross rent from Get is NOKm 25.5 (2006), ca. **20 % of the portfolio's total rental income**. Get is a leading distributor of TV, broadband internet and phone services. The company offer it's services in Oslo, Asker, Buskerud, Østfold, Bergen, Stavanger, Haugesund, Kristiansand and Trondheim. As of 31 December 2005, Get had 491,300 Norwegian customers. The revenue in 2004 was NOKm 771 and EBITDA was NOKm 186. Get is 100 % owned by the company Candover.



### **NetCom AS**

Annual gross rent from NetCom is NOKm 22.1 (2006), ca. **17 % of the portfolio's total rental income**. NetCom is one of the dominating players in the market for cellular phone services in Norway. In 2005 NetCom had 1.26 million customers in the Norwegian market and revenues were NOKm 6,336. Profit before tax in 2005 was NOKm 1,471. NetCom is 100 % owned by TeliaSonera.



### **TDC Song AS**

Annual gross rent from TDC Song is NOKm 14.8 (2006), ca. **11 % of the portfolio's total rental income**.

TDC Song is one of the leading Nordic players within data communication towards the business market. TDC Song was established through an intergration of TDC Norge AS and Song Networks AS.



### The Norwegian State Educational Loan Fund (Lånekassen)

Annual gross rent from Lånekassen is NOKm 9.5 (2006), ca. **7 % of the portfolio's total rental income**. Lånekassen was established in 1947 and is owned by the Norwegian government.

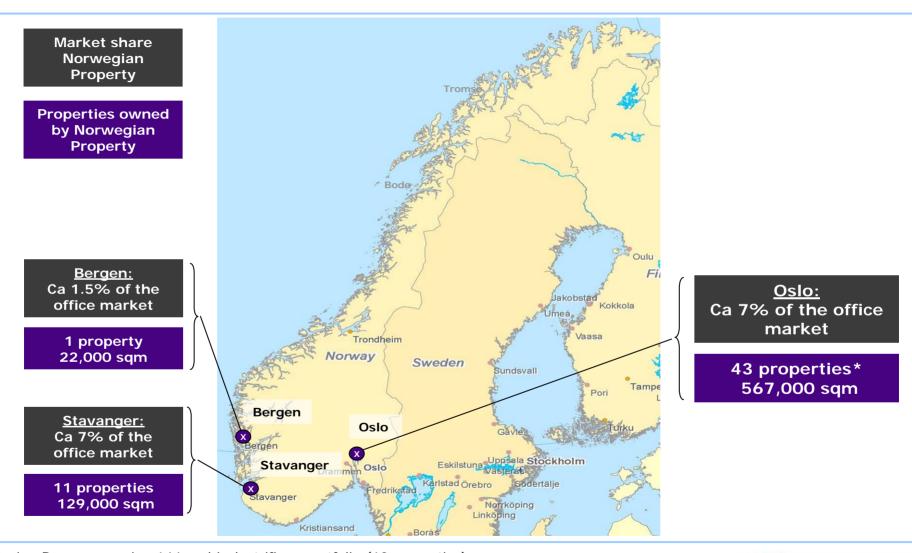
The four largest tenants make up approx. 55 % of total rental income



# Norwegian Property including Industrifinans portfolio



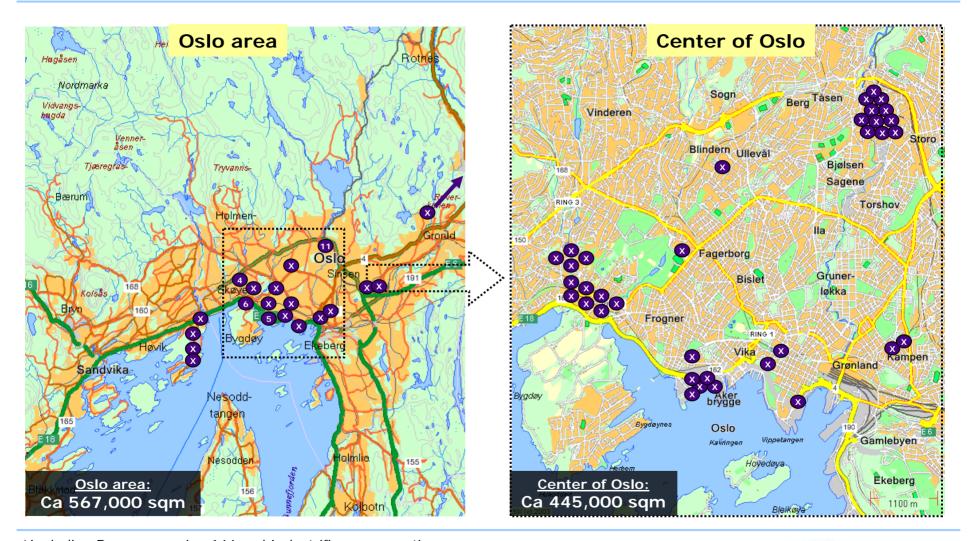
# **Norwegian Property in Norway**



<sup>\*</sup>Indlucing Drammensveien 144 and Industrifians portfolio (13 properties)



- Centrally located properties in the Oslo area



<sup>\*</sup>Including Drammensveien 144 and Industrifinans properties



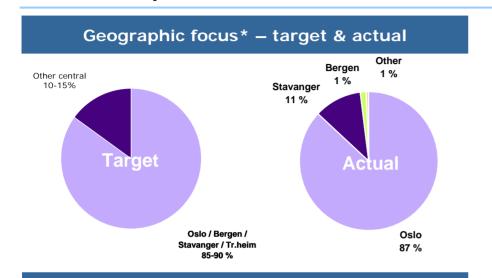
# - Attractive property portfolio, large well-known tenants

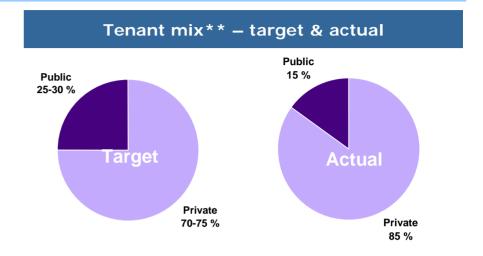


<sup>\*</sup>Including Drammensveien 144 and Industrifinans properties

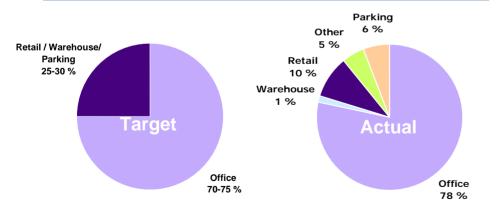


# - Present portfolio° fulfills all the main targets

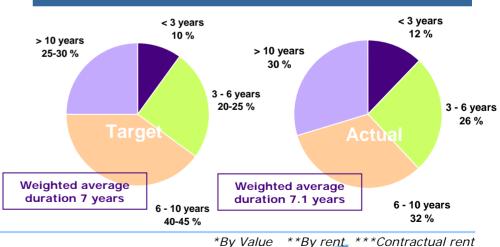








# Lease duration mix (Y) \* \* \* - target & actual





<sup>°</sup>Including Drammensveien 144 and Industrifinans properties

# Portfolio - Oslo CBD

Stortingsgt. 6

Aker Brygge





C.J. Hambros pl 2



## Portfolio - Oslo CBD



Stortingsgaten 6 Fokus Bank/ Danske Bank Oslo



Ibsenkvartalet Simonsen Advokatfirma, Aetat Oslo



Drammensveien 149 Esso Norge Oslo

6,300 sqm



Grev Wedels plass

Astrup Fearnley, **ABM Amro** Oslo

28,300 sqm



Drammensveien 134 Leif Höegh,

**TietoEnator** Oslo

20,600 sqm

38,200 sqm

Drammensveien 134 (building 5)

**Ementor Norge** Oslo

8,400 sqm



Drammensveien 144 **Hafslund ASA** Oslo

11,000 sqm



Middelthunsgate 17 Nordea Oslo

33,300 sqm



# Portfolio - Oslo, Lysaker, Fornebu and Stavanger



Oksenøyveien 3 SAS **Bærum** 



Badehusgaten 33-39 Aker Kværner Offshore Partners Stavanger



Forskningsveien 2 Rikshospitalet GlaxoSmithKline Oslo

24,000 sqm



Grenseveien 19 Statoil, **DnB NOR** 



Drammensveien 60 Skanska Norge Oslo



Lysaker Torg 35 IF Skadeforsikring Lysaker



Nedre Skøyen vei

26а-е **EDB Business** Partner HQ Oslo





Nedre Skøyen vei 26f **EDB Business** Partner HQ (new building) Oslo

13,500 sqm

10,900 sqm



Aker Hus Aker/Aker Kværner Fornebu

58,000 sqm

