









**Strictly Confidential** 



# **Investor Presentation**

# **Acquisition of Norgani Hotels**

August 2007



## **Headlines – the offer**

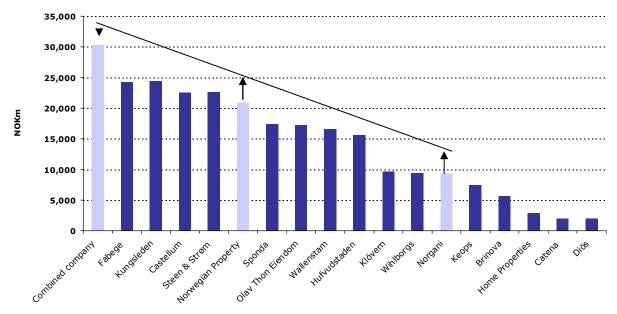
## • The offer to acquire Norgani Hotels ASA;

- Offer price is NOK 82.50 per share valuing the equity in Norgani at NOK 3,265m
- Norwegian Property has already received pre acceptance from 60.3% of Norgani Hotels' shareholders
- The offer will be financed through bank debt (NOK 1.7bn), a rights issue (NOK 0.81bn), a directed issue towards Norgani Hotels' shareholders (NOK 0.69bn) and available cash
  - Both the rights issue and directed issue have already been fully guaranteed



## **Headlines**

• Creates the biggest listed Nordic property company (created in the course of only 14 months)



- The biggest acquisition of properties in Norway ever
- Norwegian Property becomes the fifth largest hotel investor in Europe
- Strengthens the basis for increased return on equity



## Why hotel property?

## High growth in the hotel market

- Growth in the hotel market over time is correlated with the underlying growth in the economy (GDP)
- Mainly caused by the international tourist industry which is experiencing high growth
- Revenue based rental contracts give direct exposure to this market development

### Low risk due to market- and contract structure

- Long contracts with solid tenants with agreed minimum rent levels
- The hotel business is represented by few and solid operators
- Risk diversification in relation to other property investments (relatively low correlation with office)
- Norgani Hotels predominantly have revenue based rental contracts, some fixed contracts and no management contracts

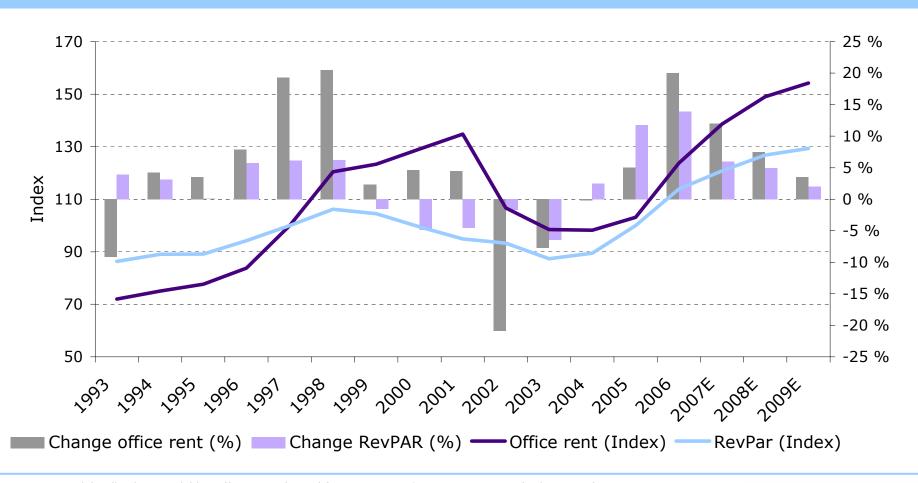
## More attractive yield levels than other property segments

- Higher yield than e.g. office property, but still very good long term growth potential
- Increasing popularity among investors, but not yet at the level of office properties



# Less volatility: RevPAR is less volatile than office rent

## RevPAR compared with office rent in Oslo in the period 1993 to 2009E\*



Source: ABG Sundal Collier/SEB Enskilda; Office rent adjusted for vacancies \*Basis year = 1997 (Index = 100)



# Offer price

• Offer price: NOK 82.5

Average NAV estimate: NOK 83.0

Norgani Hotels - NAV estimates 2007 year-end (sell-side analysts);

- SEB Enskilda; NOK 83

- ABG Sundal Collier: NOK 81

- Orion Securities: NOK 85

Avg. weighted share price last 90 days:

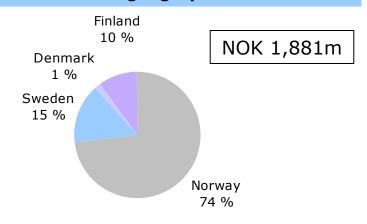
-NOK 73.6 (Premium of 12% paid)

- Avg. weighted share price last 30 days:
  - -NOK 69.8 (Premium of 18% paid)

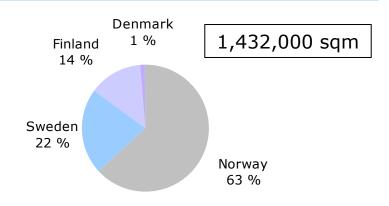


# The combined company - well-diversified

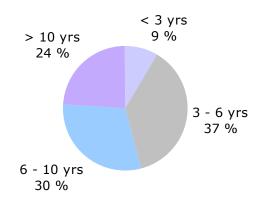
## **Gross rent 2008E - geographical market**



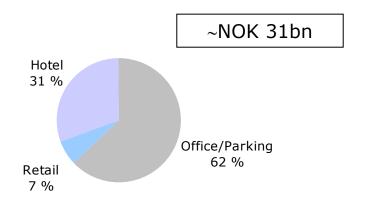
## Sqm property - geographical market



## **Estimated remaining contract duration**

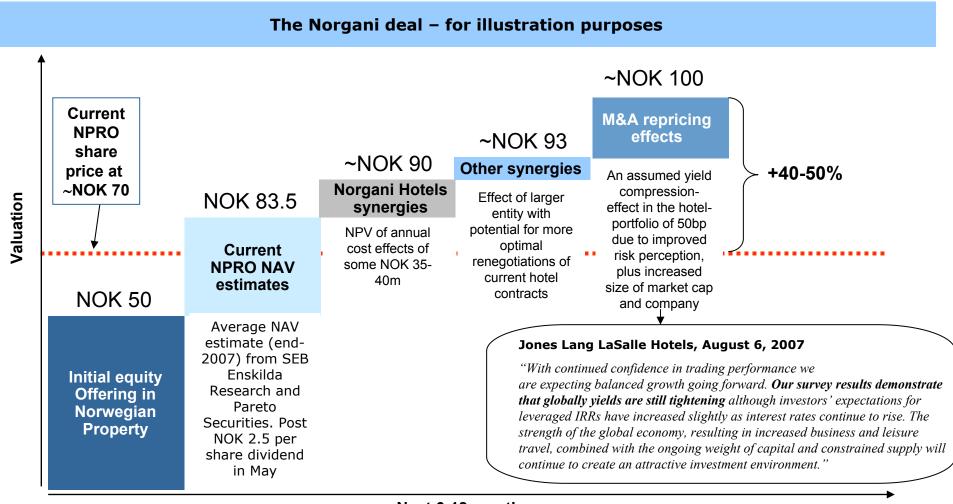


### Distribution based on property value





# **Assumed value creation in Norwegian Property**







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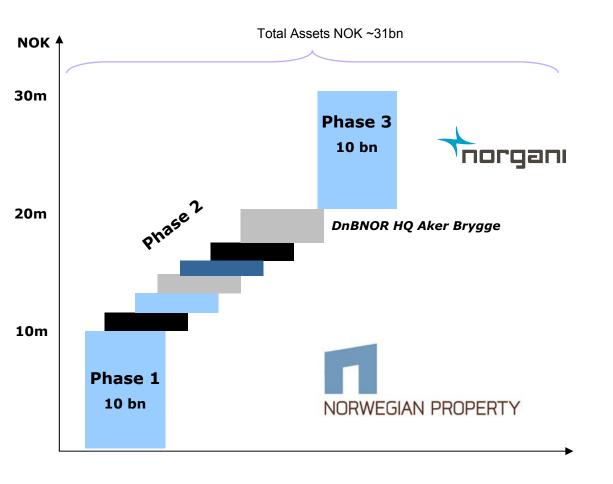


## **Summary: The Offer in Short**

- Voluntary Offer for all outstanding shares in Norgani Hotels ASA
  - Offer Price of NOK 82.5
  - Settlement (two alternatives at the discretion of the Norgani Hotels shareholders):
    - Settlement in cash (NOK 82.50 per share in cash)
    - Settlement in a combination of cash and shares (78.9% in cash and 21.1% in NPRO shares)
      - The directed issue (share component) will be limited to 9,851,280 shares (NOK 689.6m) at a subscription price of NOK 70 per NPRO share
      - The directed issue will be offered to all current shareholders of Norgani Hotels (pro-rata)
      - The shareholders have the right, but no obligation, to oversubscribe for shares in the directed issue
      - The directed issue is fully guaranteed by a consortium of larger Norgani Hotels shareholders
  - Acceptance Period: From and including 3 September 2007 to and including 16:30 (Norwegian time) on 14 September 2007
- Pre-acceptances for ~23.8 million shares representing 60.3 per cent of the voting rights and share capital in Norgani Hotels
- Settlement: 20/21 September 2007 (subject to any extension pursuant to the terms of the Offer)
- Conditions:
  - Receipt of acceptances for more than 90 per cent of the outstanding Shares and votes
  - All necessary approvals and clearances from authorities
  - The operations of the Company between announcement and completion of the Offer shall have been conducted in the ordinary course of business
  - No material adverse changes to value, business, assets (including intangible assets), liabilities, capitalisation, financial conditions or results or operations
    of the Company
  - Norwegian Property's general meeting will vote in favour of the rights issue which is fully underwritten prior to announcement of the offer)



# The leading Nordic property company is set to redefine the real estate market in the years to come...



### Phase 1: Pre IPO - the first NOK 10bn:

Structuring the company and reaching critical mass. Building a solid base of high quality properties in the Norwegian real estate market

### Phase 2: Accretive growth - NOK 20bn:

The company reaches NOK 20bn well ahead of its targets through further strategic and accretive acquisitions within the Norwegian office market

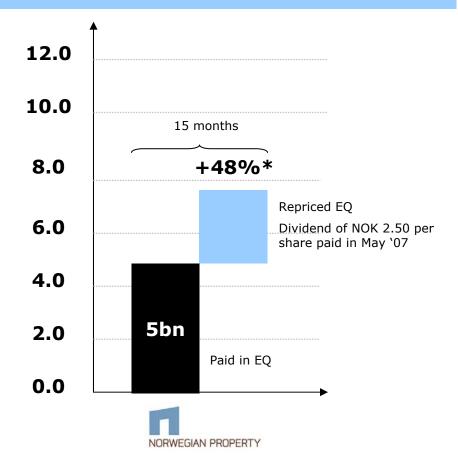
## **Phase 3: Acquisition of Norgani Hotels**

Phase 4: Creating the leading Nordic real estate company – NOK 30-60bn

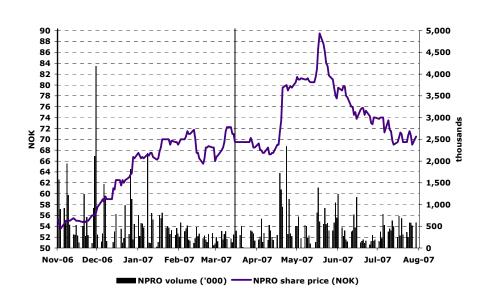


## ... and create further shareholder value

## Market cap (NOKbn)



# **Share Price Norwegian Property** (Since IPO in November 2006)



- NPRO Average traded volume per day:
  - 575.000 shares
- NORGANI Average traded volume per day:
  - 100.000 shares



<sup>\*</sup> Since establishment of company in May 2006 (incl. NOK 2.50 in dividend)

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# Rationale for an acquisition of Norgani Hotels

## **Strategic**

**Creating the leading Nordic real estate company**: The Combined company will be the leading Nordic real estate company in terms of size (EV) and high quality properties

**Norgani Hotels:** offers exposure to a strong performing hotel market in a strong performing Nordic economy

**Diversified sector exposure**: Increased growth gives strengthened solidity, flexibility and platform for further growth. Diversification reduces cyclicality

### **Financial**

Accretive: Norgani Hotels is valued at an implied net yield of 6.1%\* and an expected pre-tax return on equity of well above 15%

**Refinancing:** The combined company will have substantial potential to refinance debt at lower margins and to increase gearing of the total portfolio

**Synergies**: Attractive value creation potential through cost reductions and other synergies due to economics of scale

Value creation for shareholders: Size matters in pricing of property companies

**Diversification:** Creates lower risk premium (i.e. higher multiples)

## **Equity market**

Increased EV: From NOK 21 bn to NOK 31 bn (before re-pricing)

100% free float: implies increased liquidity in the share

**Increased attention**: Increased size, increased news flow and marketing of the transaction will create greater interest

**NAV-discount**: Higher NAV with lower discount gives a double positive effect



<sup>\*</sup>source: SEB Enskilda and Pareto Research

# High growth in the hotel market

## Strong growth in RevPAR\* in 2007\*\*:

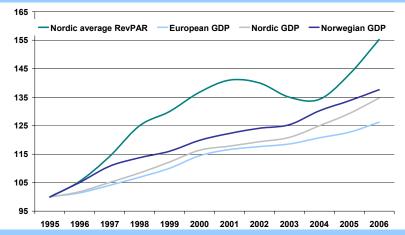
- Norway: 14%

- Sweden: 8%

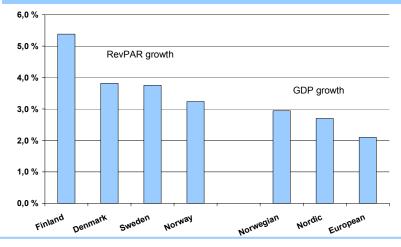
- Finland: 10%

- Growth in the hotel market over time is correlated with (though somewhat higher than) the underlying growth in the economy (GDP)
- The Nordic hotel market had an annual growth in RevPAR of 4,1% over the 1995 to 2006 period
- The World Travel and Tourism Counsel expects the industry to continue to grow across the world, averaging around 5 percent per cent annually over the next ten years. Travel increases with economic activity

## Index RevPar & GDP (1995-2006)



## Annualized growth RevPAR & GDP (1995-2006)



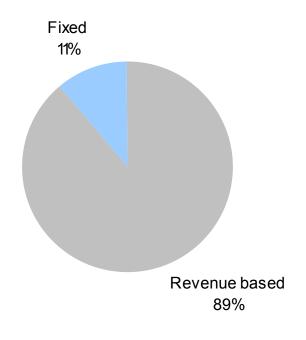


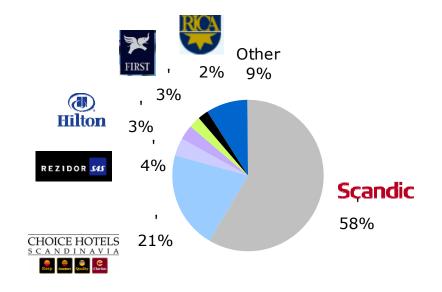
<sup>\*</sup> Definition RevPAR: Revenue per available room \*\* National Statistics; Jan – June 2007 for Norway, Jan – May 2007 for Sweden and Finland.

# Revenue based contracts & solid hotel operators as tenants

Revenues (contract structure) - Norgani Hotels

**Tenant distribution\* - Norgani Hotels** 





+ Seller guarantees for a large part of the portfolio

Total: 12,830 hotel rooms



<sup>\*</sup>based on number of rooms

# **Combined company – Considerable evident synergy potential**

## **Size matters**

- Increased bargain power
- Economics of scale
- One listing on stock exchange

# Diversified risk exposure

More solid company



## **ESTIMATED COST SAVINGS**

**NOK 35 - 40m yearly** 

- Finance
- Opex/admin



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# The combined company - A leading Nordic property company







Current shareprice/bid Market cap: Net debt**: Enterprise value	82.5 3,265 6,719 9,984
Equity ratio of EV:	33%
Gross rent 2008E* Net rent 2008E*	701 610
Rent distribution: Norway: Sweden: Denmark: Finland:	28% 41% 4% 27%
Key figures No of sqm (approx.) EV/sqm Gross yield'08E Net yield'08E Number of employees	670,000 14,901 7.0% 6.1% 20



70.5 7,436 13,740 21,176
1,180
1,114
100%
762,000 27,791 5.6%
5.3% 10



<sup>\*</sup>Source: Norgani figures: SEB Enskilda Research and Pareto Securities, NPRO figures = run rate + 2,2% (inflation and rent adjustments)

<sup>\*\*</sup>including estimated balance sheet impact (cash and debt) from acquisition of four hotels for Norgani and DnB NOR headquarters for Norwegian Property

## Combined balance sheet - comments

	NPRO	Norgani
	per 30.06	per 31.03
Investment properties	17,199	9,124
Development properties	1,340	
Cash	1,100	153
Interest bearing debt	12,861	6,265
Equity	6,585	3,021
Net other assets / liabilites	193	-9
Equity ratio	32.1 %	32.0 %

- Proforma balance sheet will be established as soon as Norgani Hotels releases the 2Q07 results. Preliminary
  calculations indicate a combined balance sheet with a book equity ratio of around 25% as of 30 June 2007
- Acquisition financing consist of new equity issues in Norwegian Property of NOK 1,500m, debt financing of NOK 1,700m and available cash in Norwegian Property
- Norwegian Property's balance sheet data is based on 2Q07 Report released early August. Since 30 June Norwegian Property has agreed to acquire the DnB head office at Aker Brygge for an acquisition price of NOK 1,740m. The transaction is expected to be completed during 3Q07
- Norgani's balance sheet data is based on the latest available report, 1Q07 report. Since 31 March Norgani has
  released information about the sale of one property (Jönköping, property value SEK 42m) and acquisition of
  four properties (Rica Hotel Bodø (NOK 87m), two Scandic hotels in Stockholm (SEK 702m) and Clarion
  Collection Hotel Bastionen in Oslo (NOK 128m). Norgani has also paid a dividend of nok 4.00 per share (NOK
  158m)

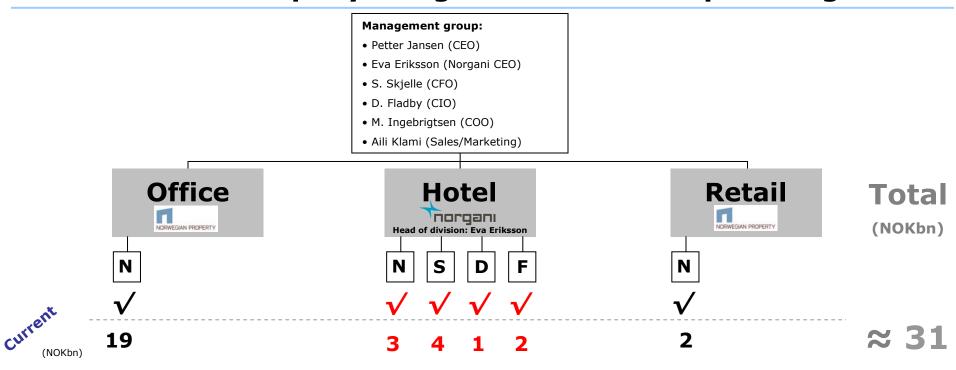


# Combined company will own ~1.4 mill sqm of prime office, retail and hotel properties across the Nordic Region





# The combined company - organisational set-up & integration



- Norwegian Property aims to establish Norgani Hotels as a separate business unit in the combined company
- Norwegian Property agrees with the current strategic focus of Norgani Hotels and intends to continue this strategy;
  - Nordic focus
  - Acquisition of more blue-chip and centrally located hotels
  - Sale of smaller and less central hotels in order to optimise current portfolio
- The work with this integration will be performed in consultation with the management in Norgani Hotels



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## Financing – Part 1: acquisition financing

- Total acquisition price of NOK 3.3bn to be financed as follows:
  - Rights issue (fully guaranteed) of NOK 0.81bn
  - Directed share issue to Norgani Hotels' shareholders (fully guaranteed) NOK 0.69bn
  - Debt financing of NOK 1.7bn from SEB and Nordea
    - Fully committed
    - 3 years maturity
    - Commercial terms
      - Margins from 100 bp to 150 bp depending on LTV (Loan to Value)
      - Repayment through free cash flow from Norgani Hotels
    - Other terms are substantially in the form normal for this type of facility with pledge in shares of Norgani Hotels, financial covenants
  - Rest of acquisition price, NOK 0.1bn, plus expenses will be financed by available cash (Norwegian Property cash in balance of NOK 1.1 bn as of 30 June 2007)
- Liquidity bridge in the period 20/21 September 16/17 October to secure payment according to voluntary offer prior to settlement of rights issue



# Financing - Part 2: Norgani Hotels' current debt

- Back up of NOK 6.8bn for Norgani Hotels current interest bearing debt established and committed
  - NPRO will immediately after announcement initiate dialogue with current Norgani Hotels banks
    - Waive possible "change of control clauses" in current Norgani Hotels financing
    - Thereafter, initiate process to renegotiate on equal or better terms than the terms in the committed back up
  - NOK 6.8bn facility established as back up for Norgani Hotels' existing interest bearing debt if waiver/amendment of "change of control" provisions does not succeed
    - NOK 6.25bn related to existing properties and NOK 0.55 bn relating to recently announced Norgani Hotels acquisitions
    - 5 years maturity (except for NOK 0.55 bn relating to most recent acquisition)
    - Favourable terms compared to Norgani Hotels' current financing
      - Margins of 85 basis points
      - Amortisation based on LTV ratio for Norgani Hotels stand alone (1.00% based on LTV as of March 31)
    - Other terms are substantially in the form normal for this type of facilities, including change of control, first priority pledge, financial covenants



## Financing - rights issue and directed issue - term sheets

### • Rights issue;

- **Size:** NOK 810m

 Subscription price: Equal to the volume weighted average last three days prior to the subscription period, less 10%

- The rights issue is fully guaranteed by a consortium

### - Time schedule:

• 14 August: Announcement of rights issue

• 28 August: Extraordinary general meeting

• 1 – 15 October: Subscription period rights issue

• 18 October: Allotment rights issue

• 23 October: Payment rights issue

### Directed issue;

- **Size:** NOK 690m

- **Subscription price:** NOK 70 per share

- The directed issue is fully guaranteed by a consortium of the largest Norgani Hotels' shareholders

### - Time schedule:

• 14 August: Announcement of directed issue

• 20/21 September: Directed issue and settlement (in connection with settlement voluntary offer)



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## Time table

- 14 August:
  - -Voluntary offer is launched
  - -Announcement of rights issue and directed issue
- 3 14 September: Offering period voluntary offer
- 20 21 September: Planned settlement voluntary offer
- 1 15 October: Subscription period rights issue
- 18 October: Allotment rights issue
- 23 October: Payment rights issue



## **Summary**

- An acquisition of Norgani Hotels will create the biggest listed property company in the Nordic region – size matters
  - Better positioned for further growth
  - Fconomics of scale
  - Increased EV, attention and liquidity re-pricing potential
  - Main exposure Norway
- Substantial synergies
- Diversified risk exposure +/- 30% (sector and geographical)
  - Strong economy in Nordic countries
  - Sectors with strong outlook the next years
- Good investment case well above IRR pre-tax 13-15%



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- Norwegian Property ownership facts and combined company's investment strategy
  - Norwegian Property property portfolio
  - Norgani Hotels property portfolio
  - Contact information



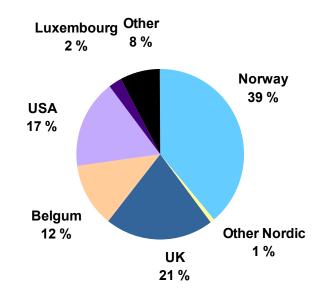
# **Norwegian Property – ownership facts**

## 20 largest shareholders (August '07)

Name	Country	% stake
1 WILHELMSEN CAPITAL AS	NO	11,5 %
2 STATE STREET BANK AND TRUST CO.	US	9,5 %
3 CREDIT SUISSE SECURITIES	UK	8,8 %
4 FRAM HOLDING AS	NO	3,8 %
5 FRAM REALINVEST AS	NO	3,8 %
6 VITAL FORSIKRING ASA	NO	3,4 %
7 BANK OF NEW YORK, BRUSSELS BRANCH	BL	3,4 %
8 AWECO INVEST AS	NO	2,7 %
9 MELLON BANK AS AGENT FOR ABN AMRO	US	2,5 %
10 FORTIS GLOBAL CUSTODY SERVICES NV	NL	2,3 %
11 BANK OF NEW YORK, BRUSSELS BRANCH	BL	2,3 %
12 BANK OF NEW YORK, BRUSSELS BRANCH	BL	2,1 %
13 OPPLYSNINGSVESENETS FOND	NO	1,6 %
14 BNP PARIBAS SEC. SERVICES LONDON	FR	1,6 %
15 MELLON BANK AS AGENT FOR CLIENTS	US	1,5 %
16 LANI DEVELOPMENT AS	NO	1,4 %
17 JPMORGAN CHASE BANK	UK	1,4 %
18 BANK OF NEW YORK, BRUSSELS BRANCH	BL	1,2 %
19 MORGAN STANLEY & CO. INC.	UK	1,2 %
20 INVESTORS BANK & TRUST COMPANY	US	1,2 %
Others		32,8 %
TOTAL		100,0 %

As of 2 August 2007

## **Shareholders by country (August '07)**



Market cap ≈ NOK 7.5 bn

Number of shareholders: 1,039

Source: VPS



# Combined company's investment strategy

- The combined company is a unique investment case with high quality properties in the Nordic region with main focus on Norway
- Prime market
  - The Nordic countries and especially the Norwegian economy have very strong growth prospects and there is significant upside potential in rent levels
- Prime properties
  - The properties have a very high technical standard
- Prime locations
  - Mainly in the largest Nordic cities (+85% in the four largest cities in each country)
- Prime tenants
  - Solid blue chip companies and governmental tenants
- Prime lease contracts
  - Average duration of approximately seven years







# **Norwegian Property Portfolio (1/2)**

		Retail /							Duration	Gross
OSLO/AKERSHUS										
CBD										
Aker Brygge - total	29.166	21.609	4.606	2.061	491	57,933	0.0 %	95 %		149.4
DnB Aker Brygge	23.016	3.814	0	0	4.906	31,736	0.0 %	100 %		82.5
Drammensveien 60	8,593	797	1.483	0	0	10,873	0.0 %	100 %		19.5
Grev Wedels plass 9	17,357	0	724	5.363	3,818	27.262	0.0 %	100 %		43.9
Ibsenkvartalet	31,758	1,555	3,421	0	857	37,591	1.4 %	100 %		65.0
Stortingsgaten 6	4,709	726	244	560	0	6,239	0.0 %	100 %		20.3
Total CBD	114,599	28,501	10,478	7,984	10,072	171,634	0.3 %	98 %	5.3	380.6
	,	,	,	.,	,	,				
Skøyen										
Drammensveien 134 - building 2-5	19,866	0	3,194	5,432	0	28,492	1.2 %	75 %		39.8
Drammensveien 134 - building 1 and 6	15,301	640	1,779	4,009	0	21,729	0.0 %	100 %		39.5
Drammensveien 144	9,150	0	148	1,450	107	10,855	0.0 %	100 %		18.0
Drammensveien 149	10,402	0	2,083	4,006	0	16,491	10.9 %	87 %		23.8
Hovfaret 11	4,377	0	569	0	696	5,642	0.0 %	100 %		10.6
Nedre Skøyen vei 24	3,630	0	1,215	0	0	4,845	0.0 %	100 %		8.6
Nedre Skøyen vei 26 A-E	11,444	0	696	398	5,084	17,622	0.0 %	100 %		34.0
Nedre Skøyen vei 26 F	8,767	0	0	4,235	497	13,499	0.0 %	100 %		22.4
Total Skøyen	82,937	640	9,684	19,530	6,383	119,174	1.5 %	93 %	8.8	196.7
Oslo West/Lysaker/Fornebu										
Aker Hus	40,254	0	0	18,089	0	58,343	0.0 %	100 %		77.5
Forskningsveien 2	19,902	0	0	4,106	0	24,008	0.0 %	100 %		38.1
Lysaker Torg 35	14,422	0	412	7,100	0	21,934	0.0 %	100 %		38.5
Magnus Paulssons vei 7	5,357	0	0	1,861	0	7,218	0.0 %	100 %		9.8
Middelthunsgate 17	26,847	0	3,473	3,000	0	33,320	0.0 %	100 %		43.8
Oksenøyveien 3	10,200	0	0	2,700	0	12,900	0.0 %	100 %		16.5
Total Oslo West/Lysaker/Fornebu	116,982	0	3,885	36,856	0	157,723	0.0 %	100 %	9.0	224.2
Nydalen										
Gjerdrums vei 8	8,158	0	109	2,389	0	10,656	4.7 %	96 %		11.6
Gjerdrums vei 10 D	2,052	0	0	0	0	2,052	0.0 %	97 %		2.9
Gjerdrums vei 14	634	0	812	0	0	1,446	0.0 %	100 %		1.4
Gjerdrums vei 16	4,224	0	757	3,172	0	8,153	0.0 %	96 %		7.0
Gjerdrums vei 17	803	0	0	0	0	803	0.0 %	100 %		1.3
Gullhaug Torg 3	7,868	0	0	0	0	7,868	0.0 %	40 %		9.4
Gullhaugveien 9-13	23,231	0	7,498	12,628	0	43,357	7.1 %	99 %		42.4
Maridalsveien 323	11,646	0	2,600	5,573	1,096	20,915	5.3 %	100 %		26.2
Nydalsveien 15	3,001	750	85	0	0	3,836	0.0 %	100 %		5.9
Nydalsveien 17	0	1,560	0	0	0	1,560	0.0 %	100 %		3.4
Sandakerveien 130	6,520	0	0	3,560	0	10,080	0.0 %	100 %		14.7
Total Nydalen	68,137	2,310	11,861	27,322	1,096	110,726	3.8 %	95 %	5.1	126.1



# **Norwegian Property Portfolio (2/2)**

Average						12,923				19.0
GROSS TOTAL	522,127	40,754	40,990	102,903	55,693	762,467	0.8 %	94 %	6.9	1,154.
Total Bergen	8,600	0	0	0	13,466	22,066	0.0 %	50 %	4.3	17.3
Kokstadveien 23	8,600	0	0	0	13,466	22,066	0.0 %	50 %		1
BERGEN										
Total Stavanger	108,075	7,603	2,625	1,163	3,700	129,766	0.0 %	83 %	6.7	147.
	•	7,603	2,625	7,763	3,700			83 %	6.7	147.
Finnestadveien 44	22,032	0	0	0	0	22,032	0.0 %	100 %		29
Stavanger - other	3,010	- 0	- 0	0	U	3,010	0.0 %	10 %		•
Mauritz Kartevolds plass 1	3,610	0	0	0	0	3,610	0.0 %	70 %		;
Elvegaten 25	6,096	0	0	0	0	6,096	0.0 %	70 %		
Sandnes	2,003	0,000	0	0	U	9,403	0.0 %	100 %		
Svanholmen 2	2,059	6,580	0	0	0	9,463	0.0 %	100 %		;
Strandsvingen 10	2,059	0	0	0	0	2.059	0.0 %	80 %		
Maskinveien 32	4,561	0	0	525	0	5,086	0.0 %	100 %		
Grenseveien 21	5,390 27,721	0	0	0	0	27,721	0.0 %	98 % 50 %		2
Grenseveien 19	17,674 5,390	0	0	3,750	0	21,424 5,390	0.0 %	98 %		2
Forus/Airport Forusbeen 35	17.674	0	0	3,750	0	21 424	0.0.9/	100 %		2
Nedre Holmegate 30-34	3,076	1,023	85	1,173	0	5,357	0.0 %	100 %		
Badehusgaten 33-39	12,973	1,023	2,540 85	2,315	3,700	21,528 5,357	0.0 %	70 % 100 %		2
CBD	40.070	^	0.540	2 245	2.700	24 522	0.0%	70.0/		•
STAVANGER										
TOTAL OSLO / AKERSHUS	405,452	33,151	38,365	95,140	38,527	610,635	0.9 %	97 %	7.0	989.
Total Oslo North / East	22,797	1,700	2,457	3,448	20,976	51,378	0.1 %	93 %	7.9	61.
Østre Aker vei 22	2,339	0	1,637	0	0	3,976	2.7 %	92 %		4.
Østre Aker vei 20	6,163	0	820	1,203	0	8,186	0.0 %	75 %		8.
Økernveien 9	8,816	1,700	0	2,245	0	12,761	0.0 %	100 %		17.
Oslo Airport Gardermoen	0	0	0	0	20,976	20,976	0.0 %	100 %		23.
Kolstadgaten 1	5,479	0	0	0	0	5,479	0.0 %	75 %		8.
Oslo North/East										
Property	sqm	sqm	sqm	sqm	sqm				30.06.07	(NOKm
	Offices			parking	Other					
		Retail / Rest-	Ware-			Total	Vac-		Duration as of	



# **Norgani Hotels - Property portfolio overview**

Hotel	Municipality	Operator		
1 Scandic Hotel Malmen	Stockholm	Scandic	327	15,130
2 Scandic Alvik	Stockholm	Scandic	325	12,075
3 Scandic Hotel Star Sollentuna	Stockholm	Scandic	269	18,573
4 Scandic Hotel Kungens Kurva	Stockholm	Scandic	257	11,581
5 Scandic Hotel Helsingborg Nord	Helsingborg	Scandic	237	9,399
6 Scandic Hotel Backadal	Gothenburg	Scandic	232	9,397
7 Scandic Hotel Elmia	Jönköping	Scandic	220	9,576
8 Quality Hotel Luleå	Luleå	Choice	209	12,166
9 Scandic Hotel Örebro Väst	Örebro	Scandic	204	7,621
10 Scandic Hotel Gävle Väst	Gävle	Scandic	201	7,382
11 Quality Hotel Prins Phillip	Stockholm	Choice	201	7,400
12 Quality Hotel Ekoxen	Linköping	Choice	190	14,671
13 Ibis Stockholm Syd	Stockholm	Accor Hotels	190	8,339
14 Scandic Hotel Uppsala Nord	Uppsala	Scandic	184	7,518
15 Scandic Hotel Västerås	Västerås	Scandic	174	7,285
16 Scandic Hotel Ferrum Kiruna	Kiruna	Scandic	170	11,100
17 Scandic Hotel Umeå Syd	Umeå	Scandic	162	5,955
18 Scandic Hotel Segevang	Malmö	Scandic	161	6,284
19 Scandic Hotel Luleå	Luleå	Scandic	159	5,565
20 Scandic Hotel Sundsvall Nord	Sundsvall	Scandic	159	4,948
21 Best Western Royal Corner	Växjö	Revhaken Hotels	158	7,112
22 Scandic Hotel Linköping Väst	Linköping	Scandic	150	6,105
23 Scandic Hotel Norrköping Nord	Norrköping	Scandic	150	6,768
24 Quality Hotel Grand Kristianstad	Kristianstad	Choice	149	7,524
25 Scandic Hotel Kalmar Väst	Kalmar	Scandic	148	5,485
26 Scandic Hotel Bromma	Stockholm	Scandic	144	6,800
27 Scandic Hotel Klarälven	Karlstad	Scandic	143	5,694
28 Hotel Mora	Mora	Private operator	135	9,161
29 Scandic Hotel Uplandia	Uppsala	Scandic	133	5,402
30 First Hotel Linköping	Linköping	Tribe/First	133	6,540
31 Scandic Hotel Södertälje	Södertälje	Scandic	131	5,630
32 Scandic Hotel Östersund	Östersund	Scandic	129	4,019
33 Scandic Hotel Växjö	Växjö	Scandic	123	3,982
34 Quality Hotel Winn, Göteborg	Gothenburg	Choice	121	5,800
35 Scandic Hotel Bollnäs	Bollnäs	Scandic	111	5,150
36 Quality Hotel Prisma	Skövde	Choice	107	3,687
37 First Hotel Mårtenson	Halmstad	Tribe/First	103	6,657
38 First Hotel Royal Star	Stockholm	Cadhotels/First	103	4,900
39 Scandic Hasselbacken	Stockholm	Scandic	112	10,025
40 Stadshotellet Princess Sandviken	Sandviken	Stadshotellet AB	84	7,003
Total Sweden (40 hotels)		<del></del>	6,798	315,409

			Number of	
Hotel	Municipality	Operator	rooms	Sam
41 Radisson SAS Lillehammer Hotel	Lillehammer	Franchise	303	18,000
42 Quality Hotel Kristiansand	Kristiansand	Choice	210	9,940
43 Quality Hotel Hafjell	Øver	Choice	210	9,940
44 Comfort Hotel Børsparken	Oslo	Choice	198	7,900
45 Scandic Bergen Airport	Bergen	Scandic	197	9,654
46 Radisson SAS Hotel Bodø	Bodø	Radisson SAS	191	15,546
47 Scandic KNA	Oslo	Scandic	189	11,218
48 Rica Olrud Hotel	Ringsaker	Rica	176	9,250
49 Quality Hotel Alexandra	Molde	Choice	163	17,033
50 Comfort Hotel Holberg	Bergen	Choice	140	5,720
51 Quality Hotel & Resort Fagernes	Fagernes	Choice	139	10,310
52 Rica Hotel Bodø*	Bodø	Rica	113	6,604
53 Clarion Collection Hotel Bastion*	Oslo	Choice	99	5,786
54 Quality Hotel Arcticus	Harstad	Choice	75	3,540
Total Norway (14 hotels)			2,403	140,441
55 Comfort Hotel Europa	Copenhagen	Choice	230	8,000
56 The Mayfair Hotel	Copenhagen	Choice	105	3,805
57 Comfort Hotel Excelsior	Copenhagen	Choice	99	3,600
Total Denmark (3 hotels)			434	15,405
	Helsinki	Scandic	<b>434</b> 512	
Total Denmark (3 hotels)	Helsinki Helsinki	Scandic Scandic		15,405
Total Denmark (3 hotels) 58 Scandic Continental			512	<b>15,405</b> 30,000
Total Denmark (3 hotels) 58 Scandic Continental 59 Scandic Grand Marina	Helsinki	Scandic	512 462	15,405 30,000 23,660 14,457 23,291
Total Denmark (3 hotels) 58 Scandic Continental 59 Scandic Grand Marina 60 Scandic Tampere City	Helsinki Tampere	Scandic Scandic	512 462 263	<b>15,405</b> 30,000 23,660 14,457
Total Denmark (3 hotels) 58 Scandic Continental 59 Scandic Grand Marina 60 Scandic Tampere City 61 Hiltion Helsinki Kalastajatorppa	Helsinki Tampere Helsinki	Scandic Scandic Hilton	512 462 263 238 235 213	15,405 30,000 23,660 14,457 23,291 10,468 14,662
Total Denmark (3 hotels)  58 Scandic Continental  59 Scandic Grand Marina  60 Scandic Tampere City  61 Hiltion Helsinki Kalastajatorppa  62 Scandic Kajanus  63 Scandic Rosendahl  64 Comfort Hotel Pilotti	Helsinki Tampere Helsinki Kajaani	Scandic Scandic Hilton Scandic	512 462 263 238 235 213 211	15,405 30,000 23,660 14,457 23,291 10,468 14,662 8,414
Total Denmark (3 hotels)  58 Scandic Continental  59 Scandic Grand Marina  60 Scandic Tampere City  61 Hiltion Helsinki Kalastajatorppa  62 Scandic Kajanus  63 Scandic Rosendahl	Helsinki Tampere Helsinki Kajaani Tampere	Scandic Scandic Hilton Scandic Scandic	512 462 263 238 235 213	15,405 30,000 23,660 14,457 23,291 10,468 14,662 8,414 10,250
Total Denmark (3 hotels)  58 Scandic Continental  59 Scandic Grand Marina  60 Scandic Tampere City  61 Hiltion Helsinki Kalastajatorppa  62 Scandic Kajanus  63 Scandic Rosendahl  64 Comfort Hotel Pilotti  65 Hilton Helsinki Strand  66 Serena Korpilampi	Helsinki Tampere Helsinki Kajaani Tampere Vantaa Helsinki Espoo	Scandic Scandic Hilton Scandic Scandic Bonfinn	512 462 263 238 235 213 211 192 150	15,405 30,000 23,660 14,457 23,291 10,468 14,662 8,414 10,250 9,777
Total Denmark (3 hotels)  58 Scandic Continental  59 Scandic Grand Marina  60 Scandic Tampere City  61 Hiltion Helsinki Kalastajatorppa  62 Scandic Kajanus  63 Scandic Rosendahl  64 Comfort Hotel Pilotti  65 Hilton Helsinki Strand  66 Serena Korpilampi  67 Scandic Jyväskylä'	Helsinki Tampere Helsinki Kajaani Tampere Vantaa Helsinki Espoo Jyväskylä	Scandic Scandic Hilton Scandic Scandic Bonfinn Hilton Savonlinnan Scandic	512 462 263 238 235 213 211 192 150	15,405 30,000 23,660 14,457 23,291 10,468 14,662 8,414 10,250 9,777 7,360
Total Denmark (3 hotels)  58 Scandic Continental  59 Scandic Grand Marina  60 Scandic Tampere City  61 Hiltion Helsinki Kalastajatorppa  62 Scandic Kajanus  63 Scandic Rosendahl  64 Comfort Hotel Pilotti  65 Hilton Helsinki Strand  66 Serena Korpilampi  67 Scandic Jyväskylä'  68 Scandic Kuopio	Helsinki Tampere Helsinki Kajaani Tampere Vantaa Helsinki Espoo Jyväskylä Kuopio	Scandic Scandic Hilton Scandic Scandic Bonfinn Hilton Savonlinnan Scandic Scandic	512 462 263 238 235 213 211 192 150 150	15,405 30,000 23,660 14,457 23,291 10,468 14,662 8,414 10,250 9,777 7,360 7,113
Total Denmark (3 hotels)  58 Scandic Continental  59 Scandic Grand Marina  60 Scandic Tampere City  61 Hiltion Helsinki Kalastajatorppa  62 Scandic Kajanus  63 Scandic Rosendahl  64 Comfort Hotel Pilotti  65 Hilton Helsinki Strand  66 Serena Korpilampi  67 Scandic Jyväskylä'  68 Scandic Kuopio  69 Airport Hotel Bonus Inn	Helsinki Tampere Helsinki Kajaani Tampere Vantaa Helsinki Espoo Jyväskylä Kuopio Vantaa	Scandic Scandic Hilton Scandic Scandic Bonfinn Hilton Savonlinnan Scandic Scandic Citymac Travels	512 462 263 238 235 213 211 192 150	15,405 30,000 23,660 14,457 23,291 10,468 14,662 8,414 10,250 9,777 7,360 7,113 3,068
Total Denmark (3 hotels)  58 Scandic Continental  59 Scandic Grand Marina  60 Scandic Tampere City  61 Hiltion Helsinki Kalastajatorppa  62 Scandic Rosendahl  64 Comfort Hotel Pilotti  65 Hilton Helsinki Strand  66 Serena Korpilampi  67 Scandic Jyväskylä'  68 Scandic Kuopio  69 Airport Hotel Bonus Inn  70 Scandic Espoo	Helsinki Tampere Helsinki Kajaani Tampere Vantaa Helsinki Espoo Jyväskylä Kuopio Vantaa Espoo	Scandic Scandic Hilton Scandic Scandic Bonfinn Hilton Savonlinnan Scandic Scandic Scandic Scandic	512 462 263 238 235 213 211 192 150 150 137 112	15,405 30,000 23,660 14,457 23,291 10,468 14,662 8,414 10,250 9,777 7,360 7,113 3,068 5,245
Total Denmark (3 hotels)  58 Scandic Continental  59 Scandic Grand Marina  60 Scandic Tampere City  61 Hiltion Helsinki Kalastajatorppa  62 Scandic Kajanus  63 Scandic Rosendahl  64 Comfort Hotel Pilotti  65 Hilton Helsinki Strand  66 Serena Korpilampi  67 Scandic Jyväskylä'  68 Scandic Kuopio  69 Airport Hotel Bonus Inn  70 Scandic Espoo  71 Imatran Valtionhotelli	Helsinki Tampere Helsinki Kajaani Tampere Vantaa Helsinki Espoo Jyväskylä Kuopio Vantaa Espoo Imatra	Scandic Scandic Hilton Scandic Scandic Bonfinn Hilton Savonlinnan Scandic Scandic Scandic Citymac Travels Scandic Rantasipi	512 462 263 238 235 213 211 192 150 150 137 112 96	15,405 30,000 23,660 14,457 23,291 10,468 14,662 8,414 10,250 9,777 7,360 7,113 3,068 5,245 10,097
Total Denmark (3 hotels)  58 Scandic Continental  59 Scandic Grand Marina  60 Scandic Tampere City  61 Hiltion Helsinki Kalastajatorppa  62 Scandic Kajanus  63 Scandic Rosendahl  64 Comfort Hotel Pilotti  65 Hilton Helsinki Strand  66 Serena Korpilampi  67 Scandic Jyväskylä'  68 Scandic Kuopio  69 Airport Hotel Bonus Inn  70 Scandic Espoo  71 Imatran Valtionhotelli  72 Scandi Kiannon Kuohut	Helsinki Tampere Helsinki Kajaani Tampere Vantaa Helsinki Espoo Jyväskylä Kuopio Vantaa Espoo Imatra Suomussalami	Scandic Scandic Hilton Scandic Scandic Bonfinn Hilton Savonlinnan Scandic Scandic Citymac Travels Scandic Rantasipi Scandic	512 462 263 238 235 213 211 192 150 137 112 96 92	15,405 30,000 23,660 14,457 23,291 10,468 14,662 8,414 10,250 9,777 7,360 7,113 3,068 5,245 10,097 5,028
Total Denmark (3 hotels)  58 Scandic Continental  59 Scandic Grand Marina  60 Scandic Tampere City  61 Hiltion Helsinki Kalastajatorppa  62 Scandic Rosendahl  64 Comfort Hotel Pilotti  65 Hilton Helsinki Strand  66 Serena Korpilampi  67 Scandic Jyväskylä'  68 Scandic Kuopio  69 Airport Hotel Bonus Inn  70 Scandic Espoo  71 Imatran Valtionhotelli  72 Scandi Kiannon Kuohut  73 Scandic Luosto	Helsinki Tampere Helsinki Kajaani Tampere Vantaa Helsinki Espoo Jyväskylä Kuopio Vantaa Espoo Imatra Suomussalami Luosto	Scandic Scandic Hilton Scandic Bonfinn Hilton Savonlinnan Scandic Scandic Citymac Travels Scandic Rantasipi Scandic Scandic	512 462 263 238 235 213 211 192 150 150 137 112 96 92 73	15,405 30,000 23,660 14,457 23,291 10,468 14,662 8,414 10,250 9,777 7,360 7,113 3,068 5,245 10,097 5,028 4,230
Total Denmark (3 hotels)  58 Scandic Continental  59 Scandic Grand Marina  60 Scandic Tampere City  61 Hiltion Helsinki Kalastajatorppa  62 Scandic Rosendahl  64 Comfort Hotel Pilotti  65 Hilton Helsinki Strand  66 Serena Korpilampi  67 Scandic Jyväskylä'  68 Scandic Kuopio  69 Airport Hotel Bonus Inn  70 Scandic Espoo  71 Imatran Valtionhotelli  72 Scandi Kiannon Kuohut  73 Scandic Luosto  74 Marina Congress Center	Helsinki Tampere Helsinki Kajaani Tampere Vantaa Helsinki Espoo Jyväskylä Kuopio Vantaa Espoo Imatra Suomussalami Luosto Helsinki	Scandic Scandic Hilton Scandic Scandic Bonfinn Hilton Savonlinnan Scandic Scandic Citymac Travels Scandic Rantasipi Scandic	512 462 263 238 235 213 211 192 150 150 137 112 96 92 73 59 na	15,405 30,000 23,660 14,457 23,291 10,468 14,662 8,414 10,250 9,777 7,360 7,113 3,068 5,245 10,097 5,028 4,230 11,500
Total Denmark (3 hotels)  58 Scandic Continental  59 Scandic Grand Marina  60 Scandic Tampere City  61 Hiltion Helsinki Kalastajatorppa  62 Scandic Rosendahl  64 Comfort Hotel Pilotti  65 Hilton Helsinki Strand  66 Serena Korpilampi  67 Scandic Jyväskylä'  68 Scandic Kuopio  69 Airport Hotel Bonus Inn  70 Scandic Espoo  71 Imatran Valtionhotelli  72 Scandic Kiannon Kuohut  73 Scandic Luosto	Helsinki Tampere Helsinki Kajaani Tampere Vantaa Helsinki Espoo Jyväskylä Kuopio Vantaa Espoo Imatra Suomussalami Luosto Helsinki	Scandic Scandic Hilton Scandic Bonfinn Hilton Savonlinnan Scandic Scandic Citymac Travels Scandic Rantasipi Scandic Scandic	512 462 263 238 235 213 211 192 150 150 137 112 96 92 73	15,405 30,000 23,660 14,457 23,291 10,468 14,662 8,414 10,250 9,777 7,360 7,113 3,068 5,245 10,097 5,028 4,230
Total Denmark (3 hotels)  58 Scandic Continental  59 Scandic Grand Marina  60 Scandic Tampere City  61 Hiltion Helsinki Kalastajatorppa  62 Scandic Kajanus  63 Scandic Rosendahl  64 Comfort Hotel Pilotti  65 Hilton Helsinki Strand  66 Serena Korpilampi  67 Scandic Jyväskylä'  68 Scandic Kuopio  69 Airport Hotel Bonus Inn  70 Scandic Espoo  71 Imatran Valtionhotelli  72 Scandic Kuopio  73 Scandic Luosto  74 Marina Congress Center  Total Finland (16 hotels & 1 co	Helsinki Tampere Helsinki Kajaani Tampere Vantaa Helsinki Espoo Jyväskylä Kuopio Vantaa Espoo Imatra Suomussalami Luosto Helsinki	Scandic Scandic Hilton Scandic Bonfinn Hilton Savonlinnan Scandic Scandic Citymac Travels Scandic Rantasipi Scandic Scandic	512 462 263 238 235 213 211 192 150 150 137 112 96 92 73 59 na	15,405 30,000 23,660 14,457 23,291 10,468 14,662 8,414 10,250 9,777 7,360 7,113 3,068 5,245 10,097 5,028 4,230 11,500 198,620
Total Denmark (3 hotels)  58 Scandic Continental  59 Scandic Grand Marina  60 Scandic Tampere City  61 Hiltion Helsinki Kalastajatorppa  62 Scandic Rosendahl  64 Comfort Hotel Pilotti  65 Hilton Helsinki Strand  66 Serena Korpilampi  67 Scandic Jyväskylä'  68 Scandic Kuopio  69 Airport Hotel Bonus Inn  70 Scandic Espoo  71 Imatran Valtionhotelli  72 Scandi Kiannon Kuohut  73 Scandic Luosto  74 Marina Congress Center	Helsinki Tampere Helsinki Kajaani Tampere Vantaa Helsinki Espoo Jyväskylä Kuopio Vantaa Espoo Imatra Suomussalami Luosto Helsinki	Scandic Scandic Hilton Scandic Bonfinn Hilton Savonlinnan Scandic Scandic Citymac Travels Scandic Rantasipi Scandic Scandic	512 462 263 238 235 213 211 192 150 150 137 112 96 92 73 59 na	15,405 30,000 23,660 14,457 23,291 10,468 14,662 8,414 10,250 9,777 7,360 7,113 3,068 5,245 10,097 5,028 4,230 11,500



<sup>\*</sup>Number of square meters are estimated figures (Rica Hotel Bodø and Clarion Collection Hotel Bastion)

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### More information about the subject companies can be found at:

Norwegian Property website: www.npro.no Norgani Hotels website: www.norgani.no

