



## Quarter 1 2008 presentation

15 May, 2008  
Lars Nilsen, CEO

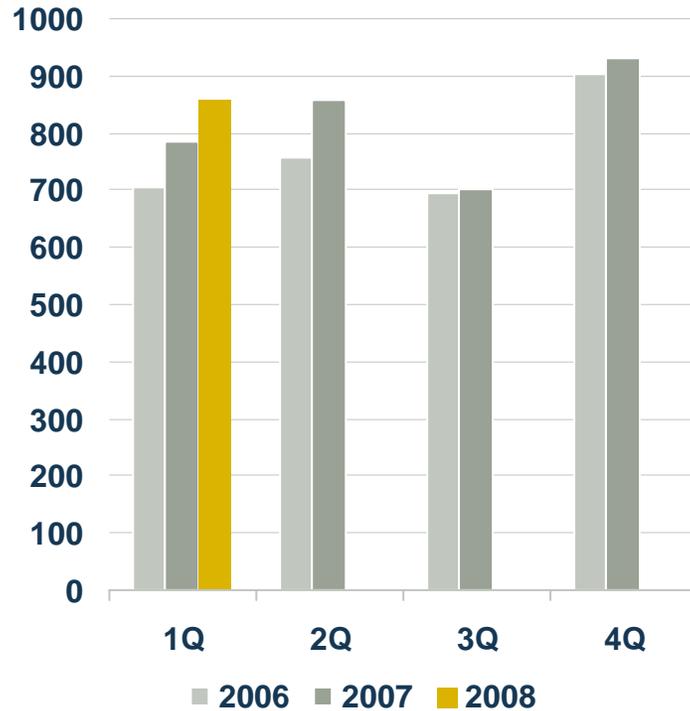
# Q1 2008 Highlights – Group

- Revenues up 114.6% (9.4% pro forma)
- EBITDA up 82.1% (17.2% pro forma)
- EBIT up 75.9% (10.2% pro forma)
- New orders up 73.8% (down 20.9% pro forma)
- Order backlog up 87.5% (down 8.5% pro forma)
- Increased revenues and strong margins
- Hetlandhus to be re-launched in the Norwegian market

# Key figures Q1 2008 and pro forma Q1 2007

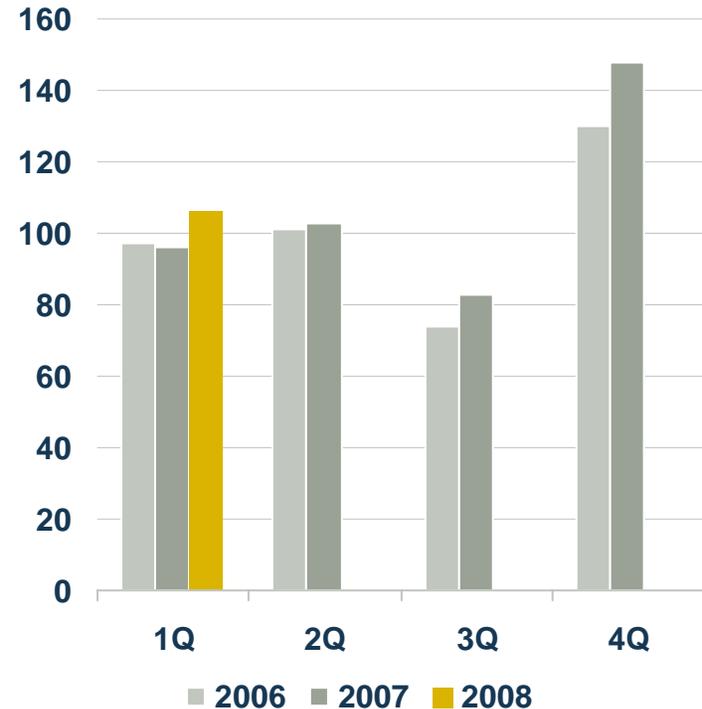
NOK million	Q1-2008		Q1-2007		Y/Y
Operating revenue	<b>858</b>		785		+9.4 %
EBITDA	<b>113</b>	<b>13.1 %</b>	96	12.2 %	+17.2 %
EBIT before results from associates	<b>107</b>	<b>12.5 %</b>	91	11.6 %	
EBIT	<b>106</b>	<b>12.4 %</b>	96	12.3 %	+10.2 %
Profit before tax	<b>74</b>	<b>8.6 %</b>	75	9.5 %	- 0.6 %
Net profit	<b>54</b>	<b>6.2 %</b>	55	7.0 %	- 2.4 %
EPS (NOK)	<b>0.81</b>		0.83		
New orders	<b>736</b>		931		- 20.9 %
Order backlog	<b>1 821</b>		1 990		- 8.5 %
No of employees	<b>1 333</b>		1 140		

# Quarterly development: Revenues: + 9.4 %



Revenue Q1-2008: NOK 858 million.  
Revenue pro forma Q1-2007: NOK 785 million.

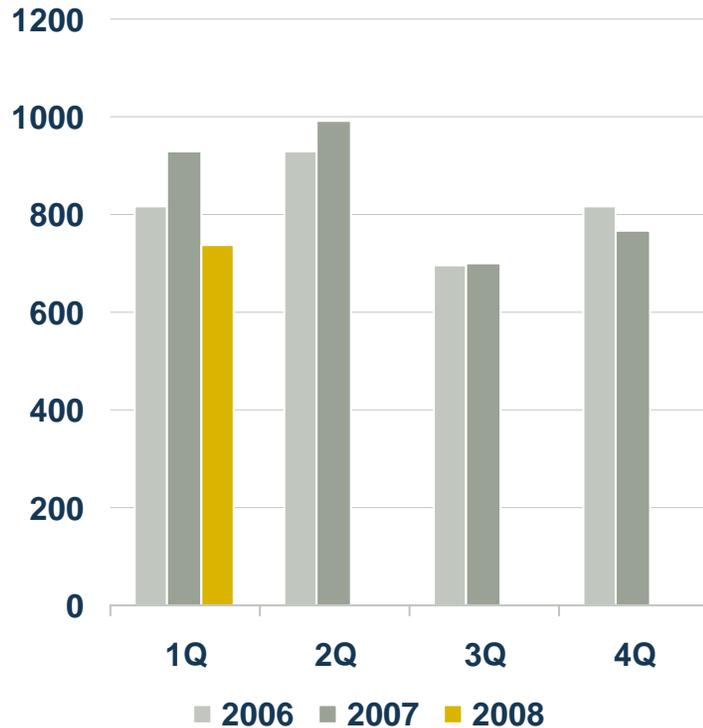
# EBIT: + 10.2 %



EBIT Q1-2008: NOK 106 million, 12.4% margin.  
EBIT pro forma Q1-2007: NOK 96 million, 12.3% margin.

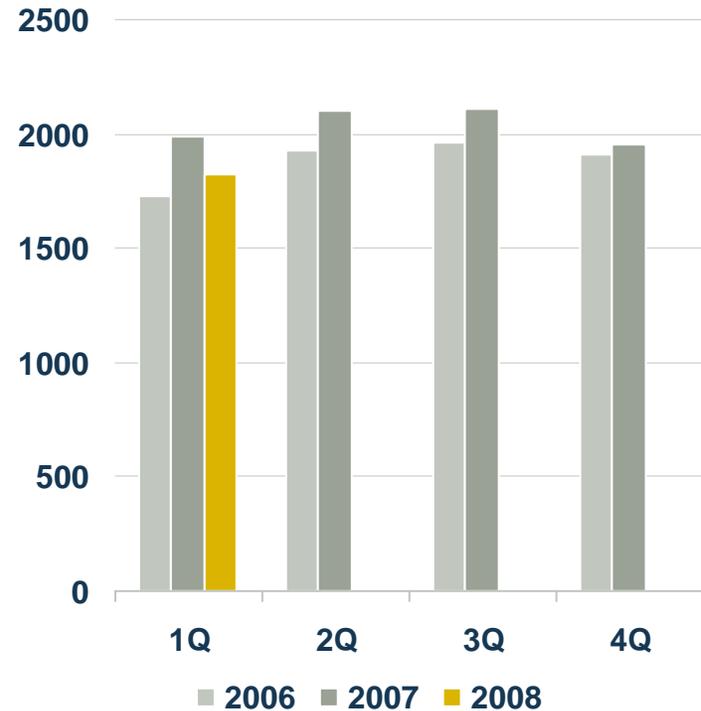
# Quarterly development:

## New orders: - 20.9 %



New orders Q1-2008: 736 million.  
 New orders pro forma Q1-2007: 931 million.

# Order backlog: - 8.5 %



Order backlog Q1-2008: NOK 1 821 million.  
 Order backlog pro forma Q1-2007: NOK 1 990 million.



## The Norwegian operation

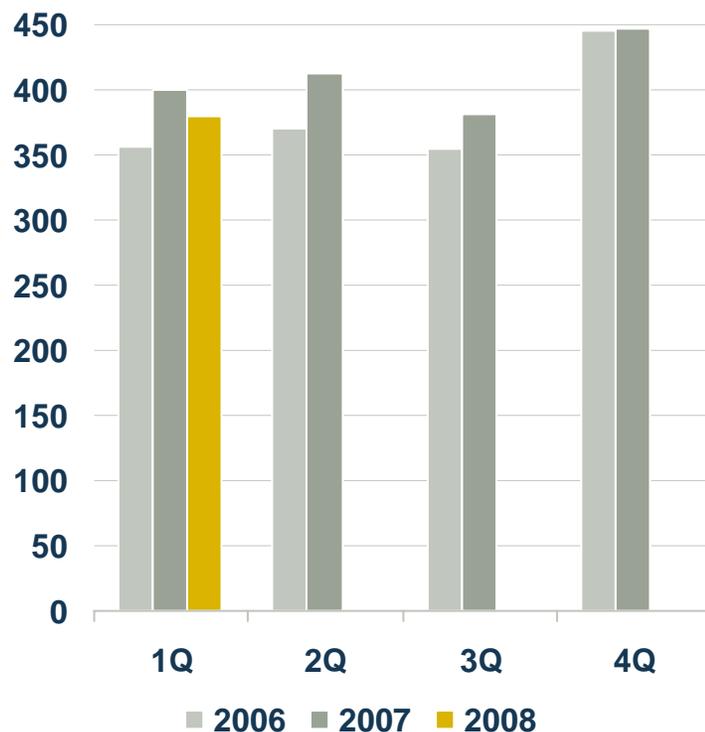
# Norway: Q1 2008 Financials



- Revenue down 4.9 %
- New orders down 13.4 %
- Strong margins

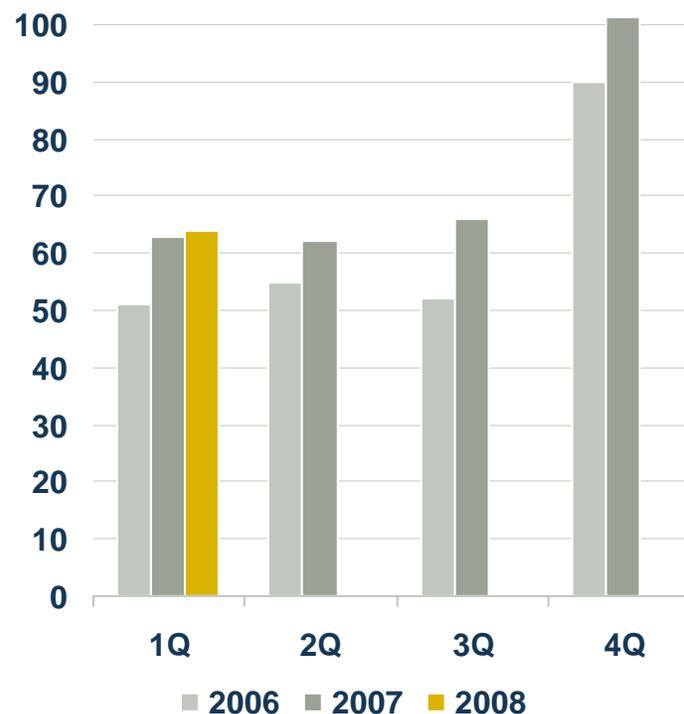
NOK million	Q1-2008		Q1-2007		Y/Y
	Operating revenue	<b>380</b>		400	
EBITDA	<b>66</b>	<b>17.5 %</b>	64	16.1 %	+3.4 %
EBIT	<b>64</b>	<b>16.9 %</b>	63	15.7 %	+2.5 %
No of employees	<b>682</b>		659		

# Norway Q1-08: Operating revenue – 4.9 %



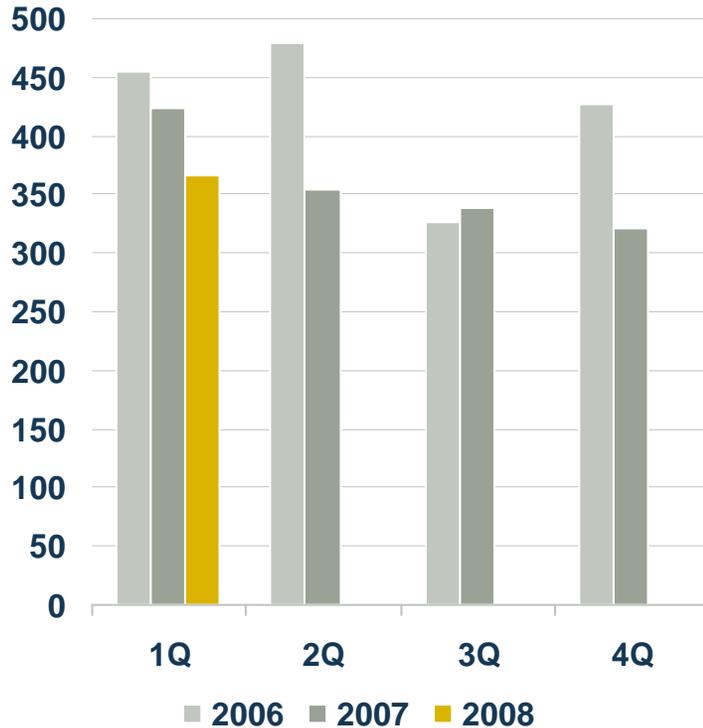
Revenue Q1-2008: 380 million.  
Revenue Q1-2007: 400 million.

# EBIT + 2.5 %



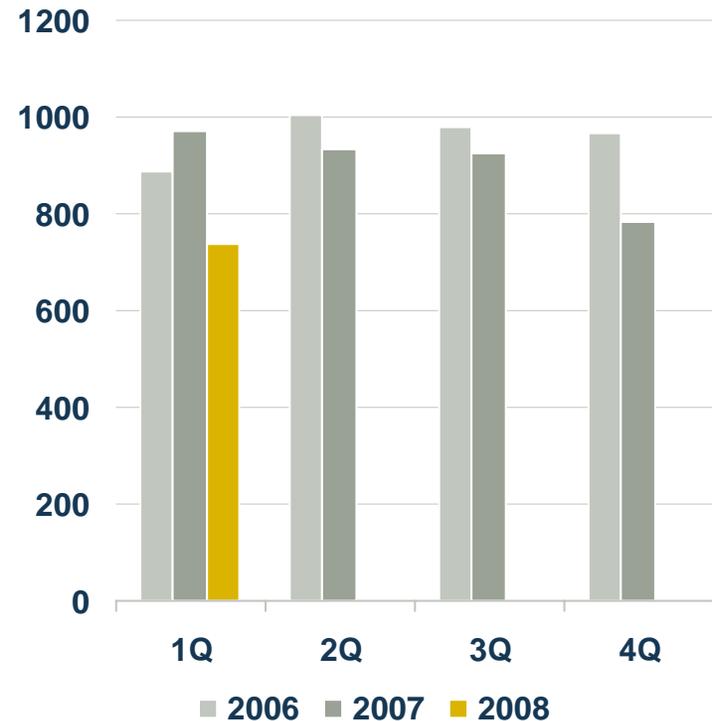
EBIT Q1-2008: NOK 64 million.  
EBIT Q1-2007: NOK 63 million.

# Norway Q1-08: New orders – 13.4 %



New orders Q1-2008: 367 million.  
New orders Q1-2007: 424 million.

# Order backlog – 24.1 %



Order backlog Q1-2008: NOK 737 million.  
Order backlog Q1-2007: NOK 971 million.

# Norway: Q1 2008 Highlights

- Strong margin development reflecting effective operations
- Demanding market situation
- Focused marketing and sales activities
- Strong sales in April 2008



# Norway: Hetlandhus

HetlandHus

- Hetlandhus to be re-introduced in the Norwegian market.
- Highly standardized product in the “value for money” segment, based on SmålandsVillan
- Recruiting of management is in process
- First sales expected within Q3-08





## The Swedish operation

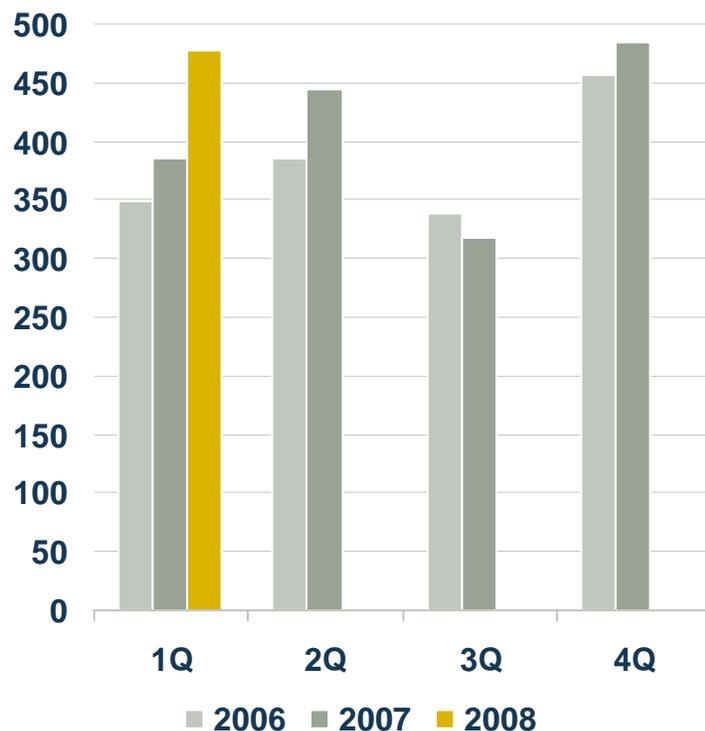
# Sweden: Q1 2008 Financials

- Revenue increased by 24.2 %
- New orders reduced by 27.3 %
- Strong order backlog
- Positive margin development

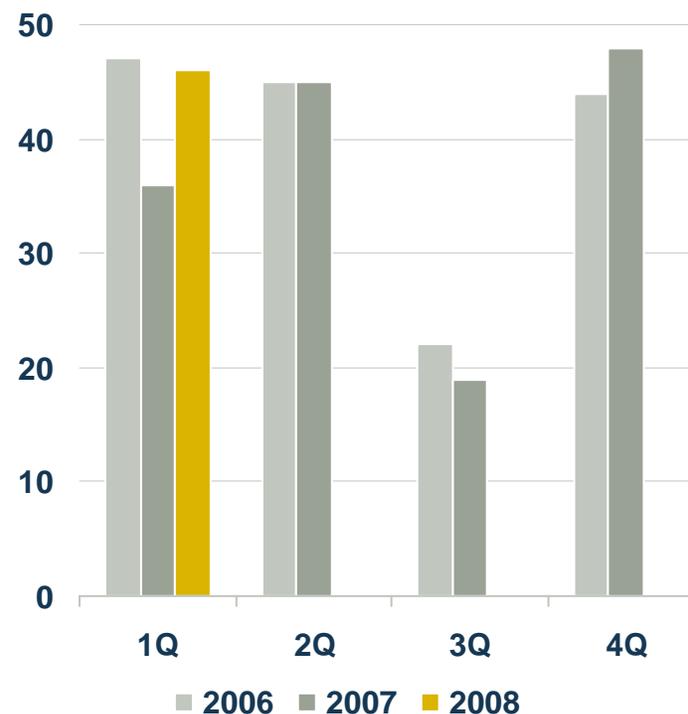
NOK million	Q1-2008		Q1-2007 proforma		Y/Y
Operating revenue	<b>478</b>		385		+24.2 %
EBITDA	<b>50</b>	<b>10.5 %</b>	34	8.9 %	+46.9 %
EBIT before results from associates	<b>47</b>	<b>9.8 %</b>	31	8.0 %	
EBIT	<b>46</b>	<b>9.6 %</b>	36	9.3 %	+28.1 %
No of employees	<b>646</b>		516		

# Sweden Q1-08: Operating revenue + 24.2 %

# EBIT + 28.1%

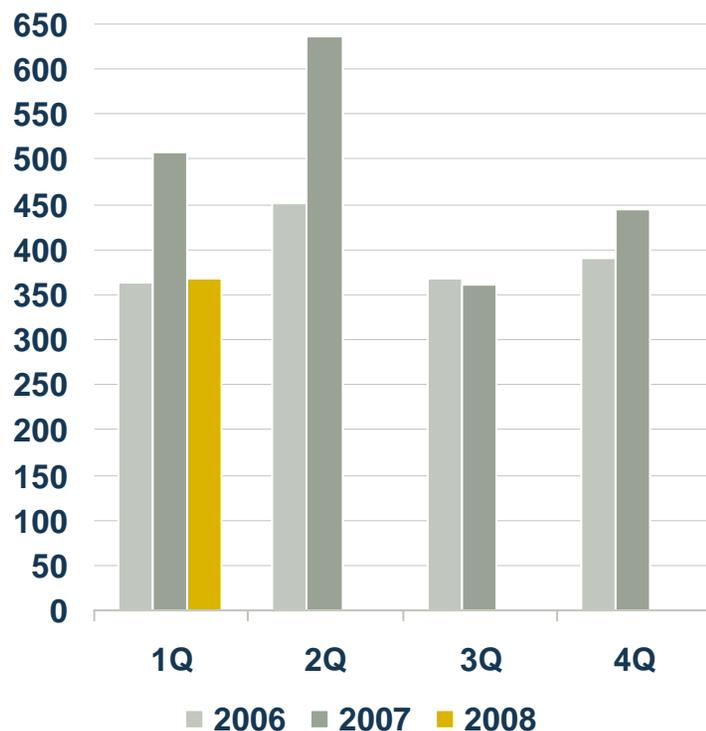


Revenue Q1-2008: 478 million.  
Pro forma revenue Q1-2007: 385 million.



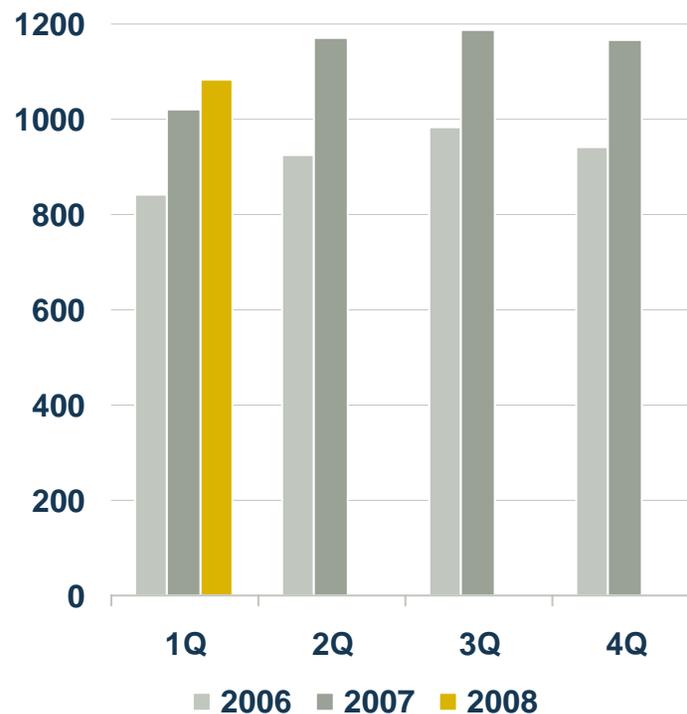
EBIT Q1-2008: NOK 46 million.  
Pro forma EBIT Q1-2007: NOK 36 million.

# Sweden Q1-08: New orders – 27.3 %



New orders Q1-2008: 369 million.  
Pro forma new orders Q1-2007: 508 million.

# Order backlog + 6.4 %



Order backlog Q1-2008: NOK 1 084 million.  
Pro forma order backlog Q1-2007: NOK 1 019 million.

# Sweden: Q1 2008 Highlights

- Myresjö plant (Myresjöhus) and Vrigstad plant (SmålandsVillan) in ordinary production
- Sundsvall plant (SmålandsVillan) still on low production speed
- Solid order backlog
- SmålandsVillan – another four new house types to be introduced August 2008. Will increase efficiency in logistics, stocks and production





## Summary Q1 2008

# Shareholder Information



<b>10 LARGEST SHAREHOLDERS PER 13.05.2008</b>	<b>% TOTAL</b>
Lani Industrier AS	30.62%
Pareto Aksje Norge	5.30%
Lani Development AS	5.22%
Bank of New York, Brussels Br, S/A Alpine	3.53%
Vital Forsikring ASA	3.19%
JPMorgan Chase Bank (NOM)	2.58%
Industri Kapital 2004, II	2.53%
Pareto Aktiv	2.36%
Industri Kapital 2004, III	2.31%
Industri Kapital 2004, I	2.09%

➔ CEO Lars Nilsen has 36.3 % holding through his companies

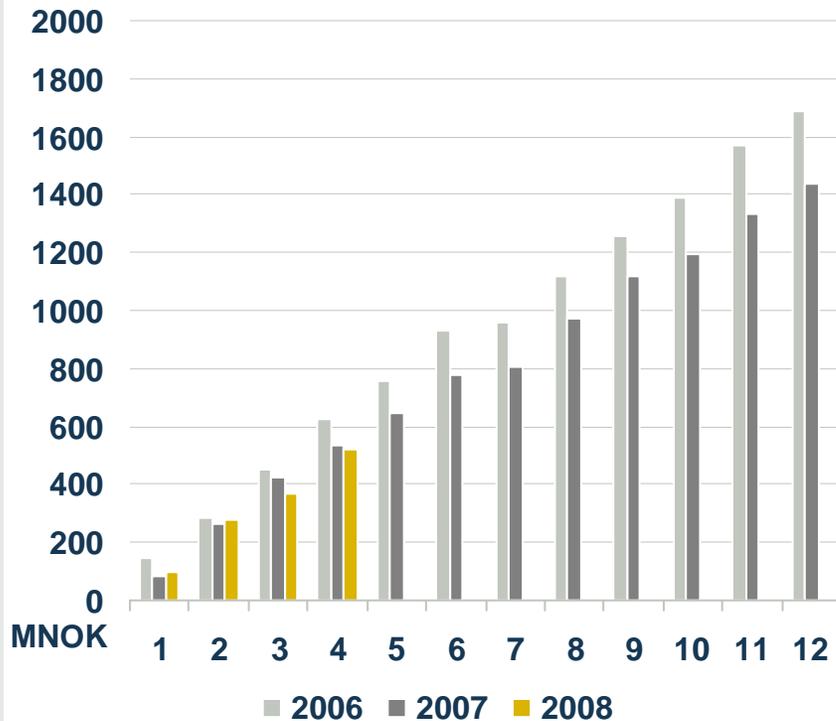
# The market situation: Sales are still the challenge

- Interest hikes in Norway and Sweden
- Short term pressure on prices on used homes

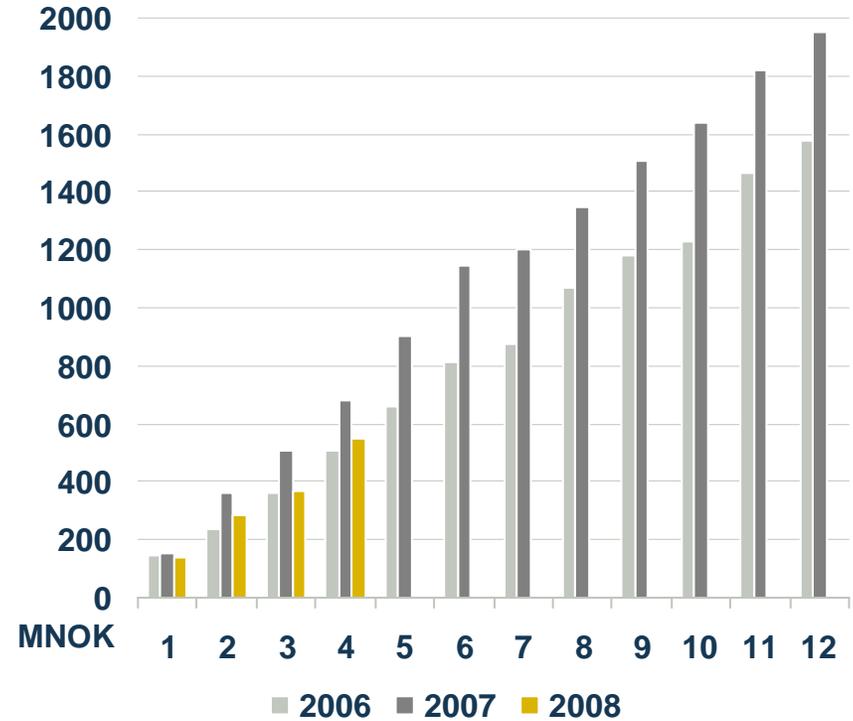
However:

- The macro picture in Norway and Sweden is positive long term
- A build-up of consumer reserve will eventually enter the market as buyers
- New orders in April 2008 increased by 19 % on April 2007 figures

# Monthly development in sales: Norway

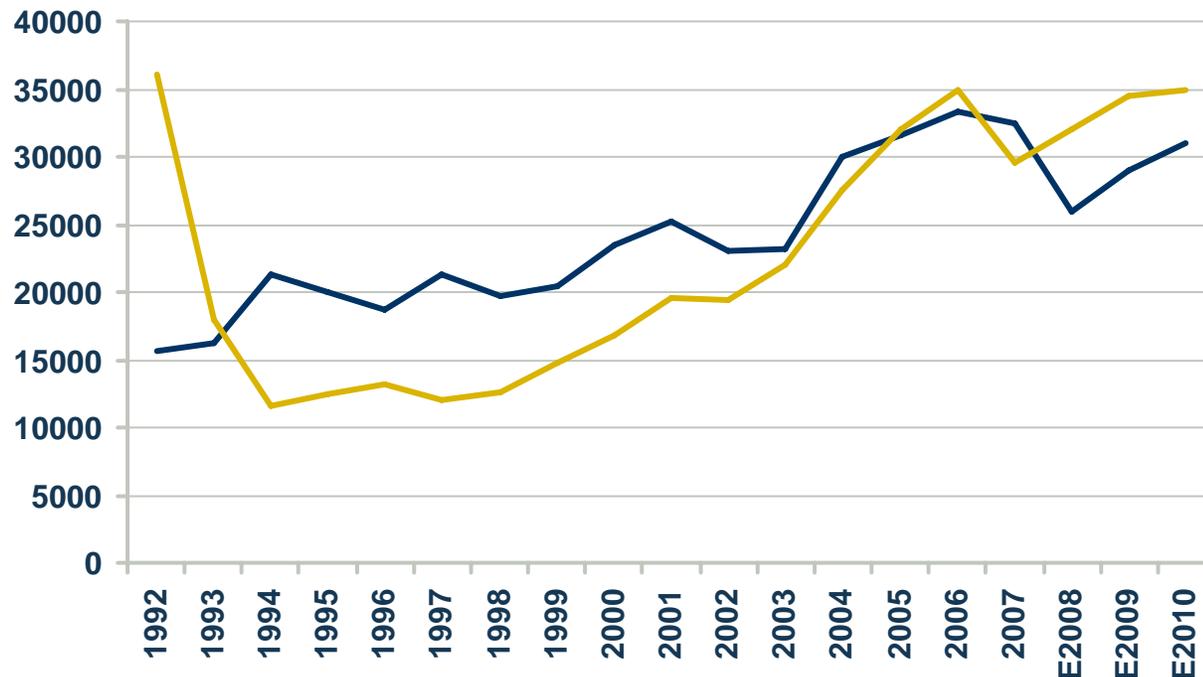


# Sweden



# Operations in two differing markets reduce the group's cyclical exposure

Total housing starts in Norway and Sweden 1992 - 2010E



- Level of construction in Sweden still low in a historical context and relative to neighbouring countries
  - Homes built per 1 000 inhabitants 2007:
    - Sweden: 4.2
    - Norway: 6.0
- Norway  
— Sweden

Source: Prognosesenteret – Norway, Sweden

# Q1 2008 key points

→ “Shaky” market situation continued in Q1

However:

- Increased revenue and results
- Positive development in margins
- Key drivers and macro factors are positive long term



Welcome back

2nd quarter 2008: 20 August 2008 at 11:00 hrs

