

4th quarter 2014

Oslo, 24th February 2015



Agenda



- **Highlights in the quarter**
- Operations and market
- Financial update
- Closing remarks
- Q&A

Highlights in the quarter

- Rental income of 449 NOKm (416 NOKm)*
- Net income from property management of 328 NOKm (274 NOKm)*
- Positive value changes of 560 NOKm (-111 NOKm)
- Proposed dividend of NOK 2.50 per share
- Net letting of 27.4 NOKm (~ 14,958 sqm)
- Start-up of project “MediaCity Bergen” through Entra OPF



Posthuset, Biskop Gunnerus' gt 14, Oslo

* The numbers are restated as a result of changed accounting principle for three properties from IFRIC12 to IAS 40

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Letting and occupancy

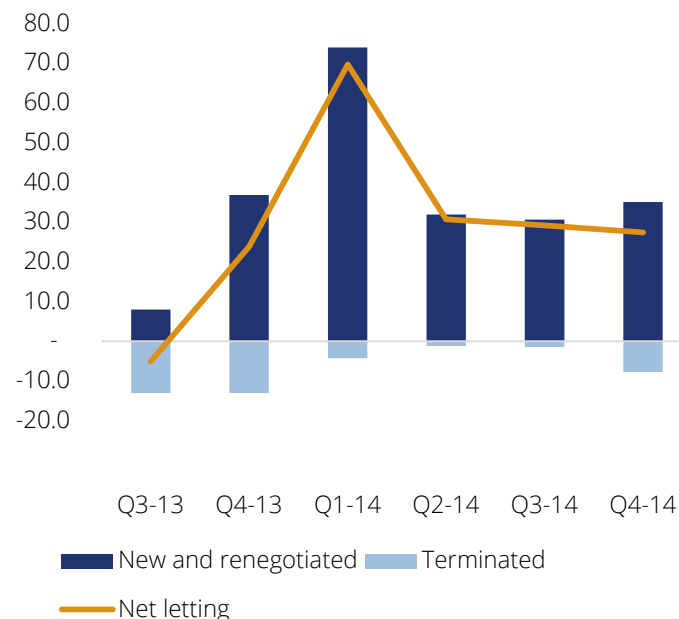


- New and renewed leases, 35.1 NOKm (21,192 sqm)
- Lease-up of 7 % on renegotiated contracts
- Terminated contracts, 7.7 NOKm (6,234 sqm)
- Occupancy at 94.6 %, WAULT at 7.7 yrs

Largest new and renegotiated contracts

Property:	Tenant:	Sqm:	Contract:
Kalfarveien 31, Bergen	Bergen University	6,882	Renegotiation
Strømgaten 1, Bergen	Bergen Academy of Art and Design	6,336	Renegotiation
Schweigaardsgate 16, Oslo	Dinamo Norge AS	1,498	New
Langkaia 1 (Lossebalkongen), Oslo	Lund+Slaatto Arkitekter	958	New

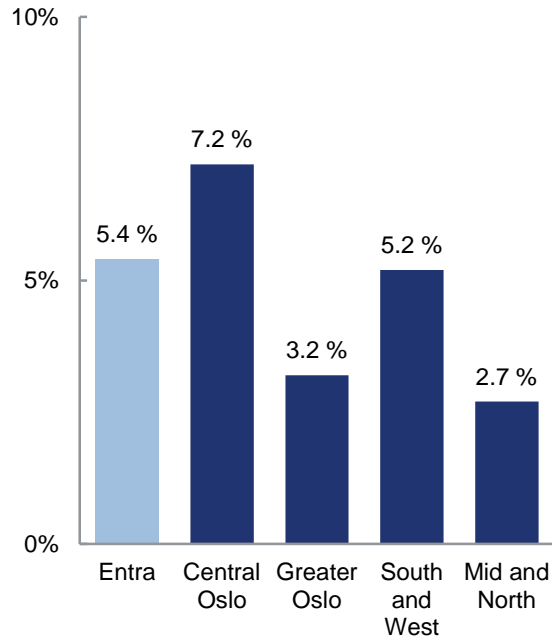
Quarterly net letting (Annual rent, NOKm)



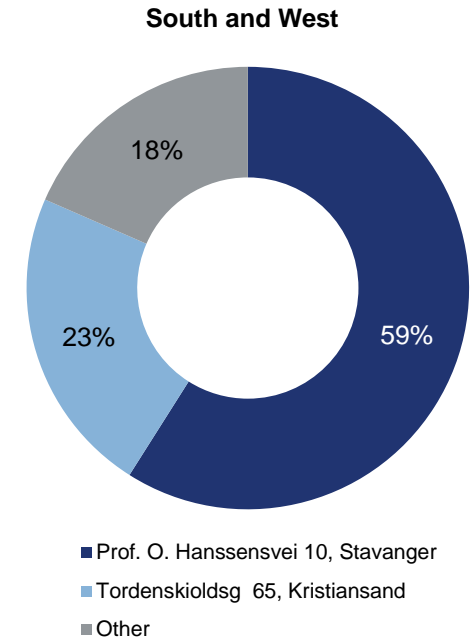
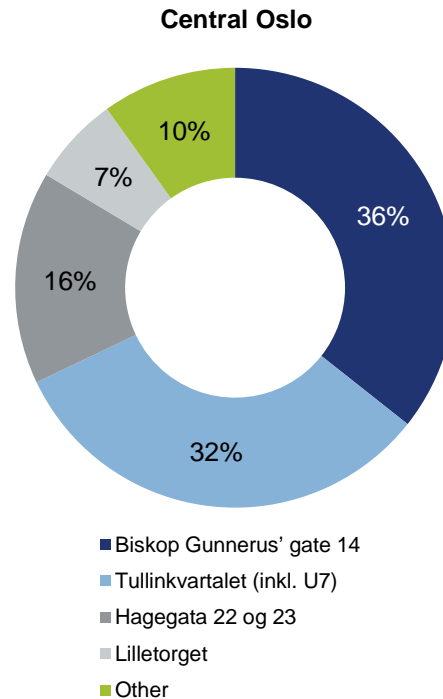
Portfolio vacancy per 31.12.14



Vacancy per region



Vacancy breakdown

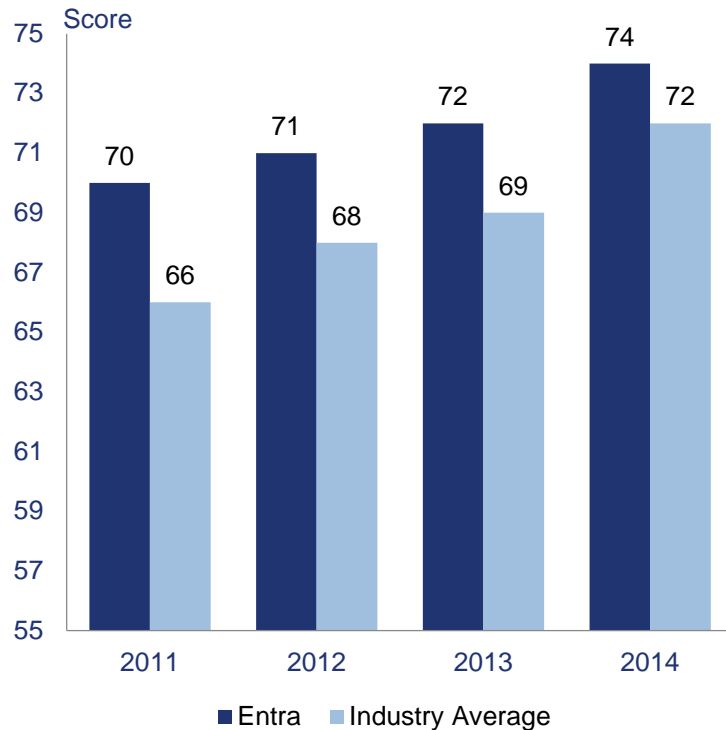


Customer satisfaction and energy consumption

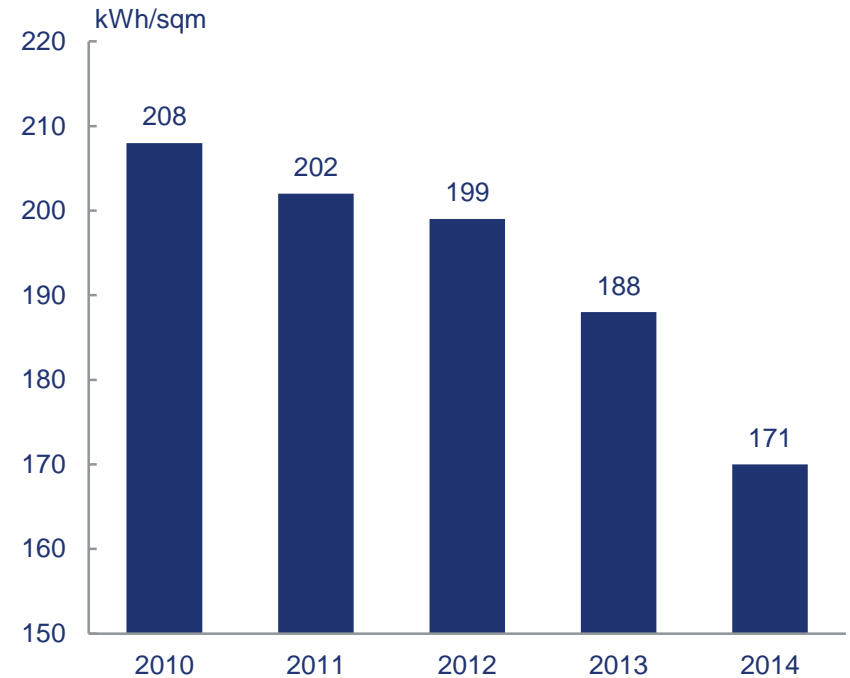


- Key performance indicators

Customer satisfaction (score)



Energy consumption in portfolio (kWh/sqm)



New project – «MediaCity Bergen»



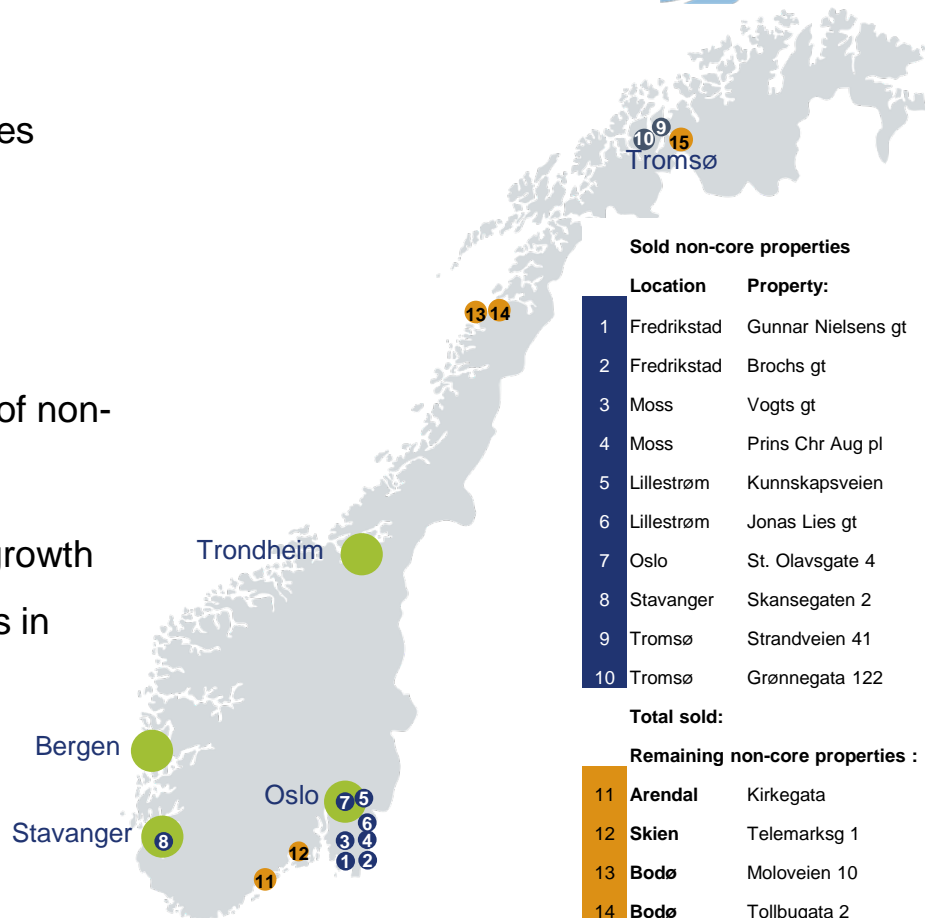
- Innovative, multi-tenant office building in Lars Hilles gt 30
 - 45,000 sqm (35,000 renovation + 10,000 new)
- Co-locating the media industry in Bergen
 - ~ 60 % let to TV2, NRK, BA, BT, UiB and Vizrt
- Total project cost of NOK 1.7 bn (incl. initial value)
- Estimated YoC 6.1 %
- Expected completion in Q3-2017
- 50 % owned through Entra OPF Utvikling AS



Status sales of non core assets

- Q4 14 and YTD 15

- Since 30.09.14 Entra has sold 10 properties
 - Total sales price NOK 1.7 bn
 - 17 % above book value as of 30.09
 - 84.500 sqm
- In line with Entra's strategy of divestment of non-core assets
- Increased financial flexibility for targeted growth through value accretive projects/properties in core markets



Sold non-core properties

Location	Property:	Sqm:
1	Fredrikstad Gunnar Niensens gt	4 370
2	Fredrikstad Brochs gt	4 130
3	Moss Vogts gt	9 582
4	Moss Prins Chr Aug pl	5 041
5	Lillestrøm Kunnskapsveien	27 135
6	Lillestrøm Jonas Lies gt	12 660
7	Oslo St. Olavsgate 4	4 100
8	Stavanger Skansegaten 2	4 379
9	Tromsø Strandveien 41	6 533
10	Tromsø Grønnegata 122	6 600

Total sold: 84 530

Remaining non-core properties :

11	Arendal Kirkegata	5 807
12	Skien Telemarksg 1	4 292
13	Bodø Moloveien 10	5 531
14	Bodø Tollbugata 2	943
15	Tromsø Strandveien 13	11 561

Total remaining: 28 134

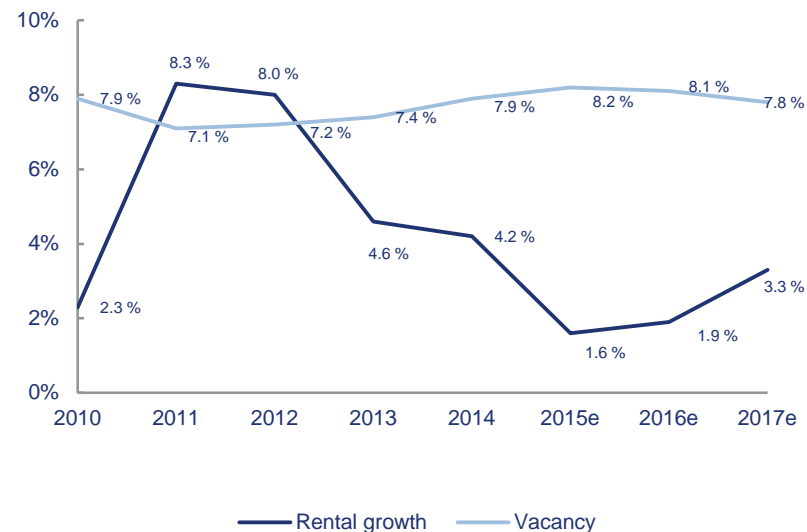
Market development

- Rent and vacancy



- Competitive letting market/signs of increasing vacancies
- Oslo market continues to perform, although slower rental growth expected going forward
- Stable rent levels in Bergen and Trondheim,
- Increasing vacancies and pressure on rent levels in Stavanger
 - Particularly for less attractive locations/buildings

Rental growth and vacancy Oslo



Source: Entra consensus report, average of estimates from leading market specialists in Norwegian market

Entra in Stavanger



Key facts

Management properties:

No of properties	6
Total rent:	135 NOKm
No of sqm:	76,319 sqm
WAULT:	9.0 yrs
Public tenants:	49 %
Age (since new/refurbished):	~ 3 yrs
% of total portfolio value	8 %

Projects:

Ongoing projects:	1 (17,800sqm office)
Development potential:	44,900 sqm office

RESPONSIBLE | AMBITIOUS | HANDS-ON

1

Professor O. Hanssensvei 10
No of sqm: 36 946
Occupancy: 98 %

2

Lervigsvn32/Tinngt 8
No of sqm: 6,398
Occupancy: To be vacated

3

Nytorget 1
No of sqm: 5.205
Occupancy: 100 %

4

Jättåvågeveien 18
No of sqm: 9,179
Occupancy: 100 %

5

Jättåvågeveien 7
No of sqm: 5,381
Occupancy: 98 %

6

Laberget 22
No of sqm: 13,211
Occupancy: 100%

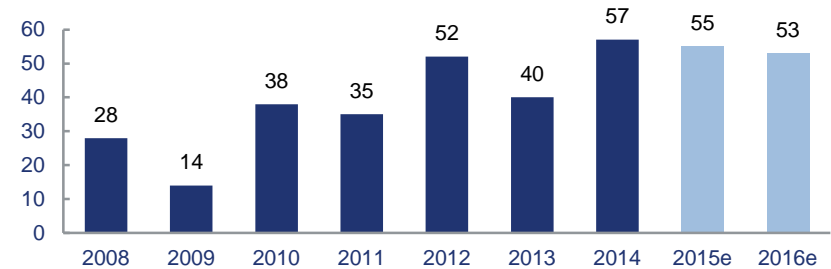
Market development

- Transactions and yields

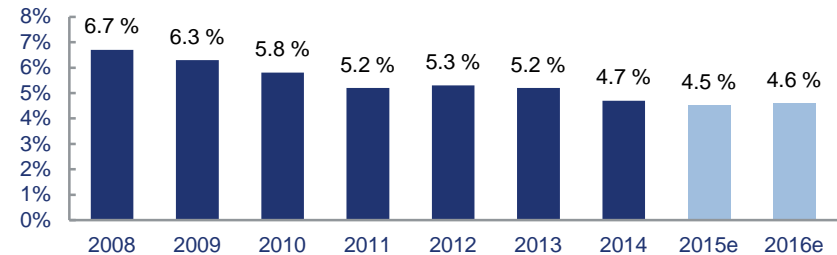


- Booming transaction market
 - International investors contributed to ~25 % of volume in 2014
- Continued yield compression
 - Current yield gap at historical high level, 10 yr swap at 1.8 %.
- Entra has taken advantage of the favourable market conditions to exit non-core assets

Total transaction volume (NOKbn)



Prime yield Oslo



Source: Entra consensus report, estimates from leading market specialists in Norwegian market

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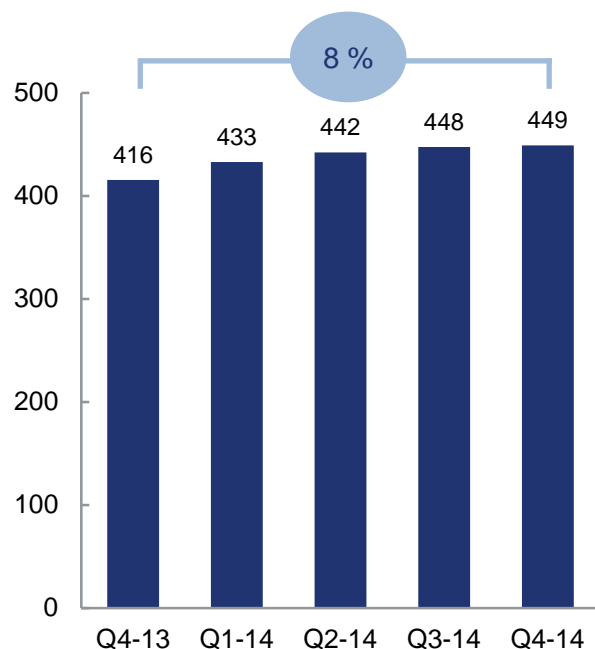


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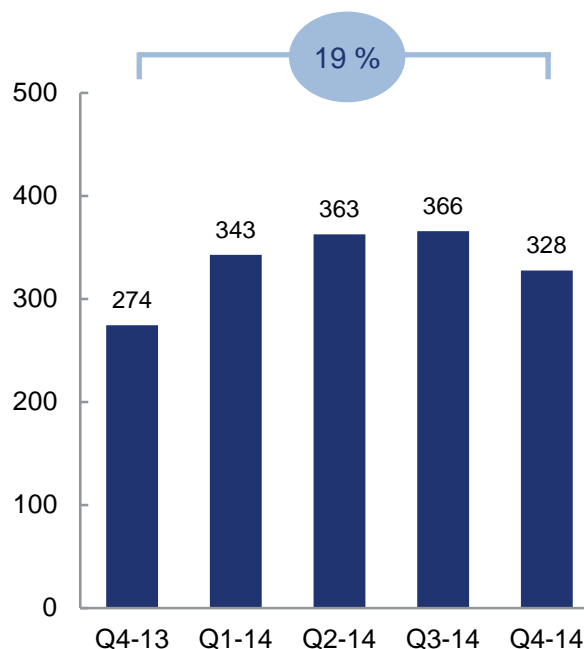
Key Financials*



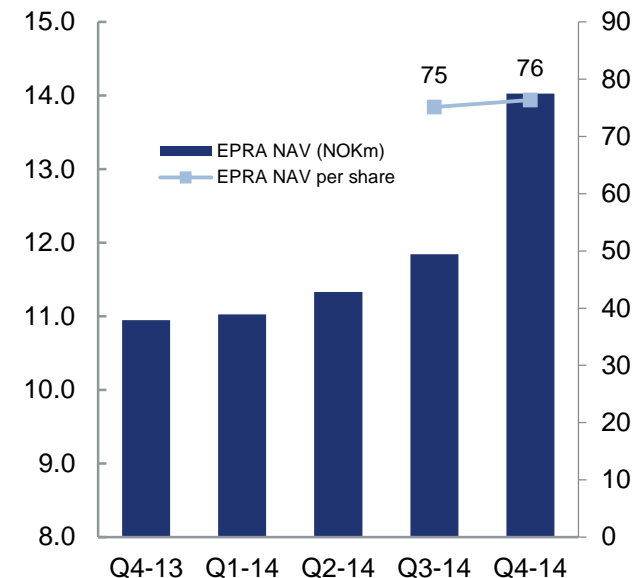
Rental income (NOKm)



Net income from property management (NOKm)



EPRA NAV (NOKbn / NOK per share)



Post IPO pro forma EPRA NAV = 13,8 NOKbn / 75 NOK per share

* The numbers are restated as a result of changed accounting principle for three properties from IFRIC 12 to IAS 40

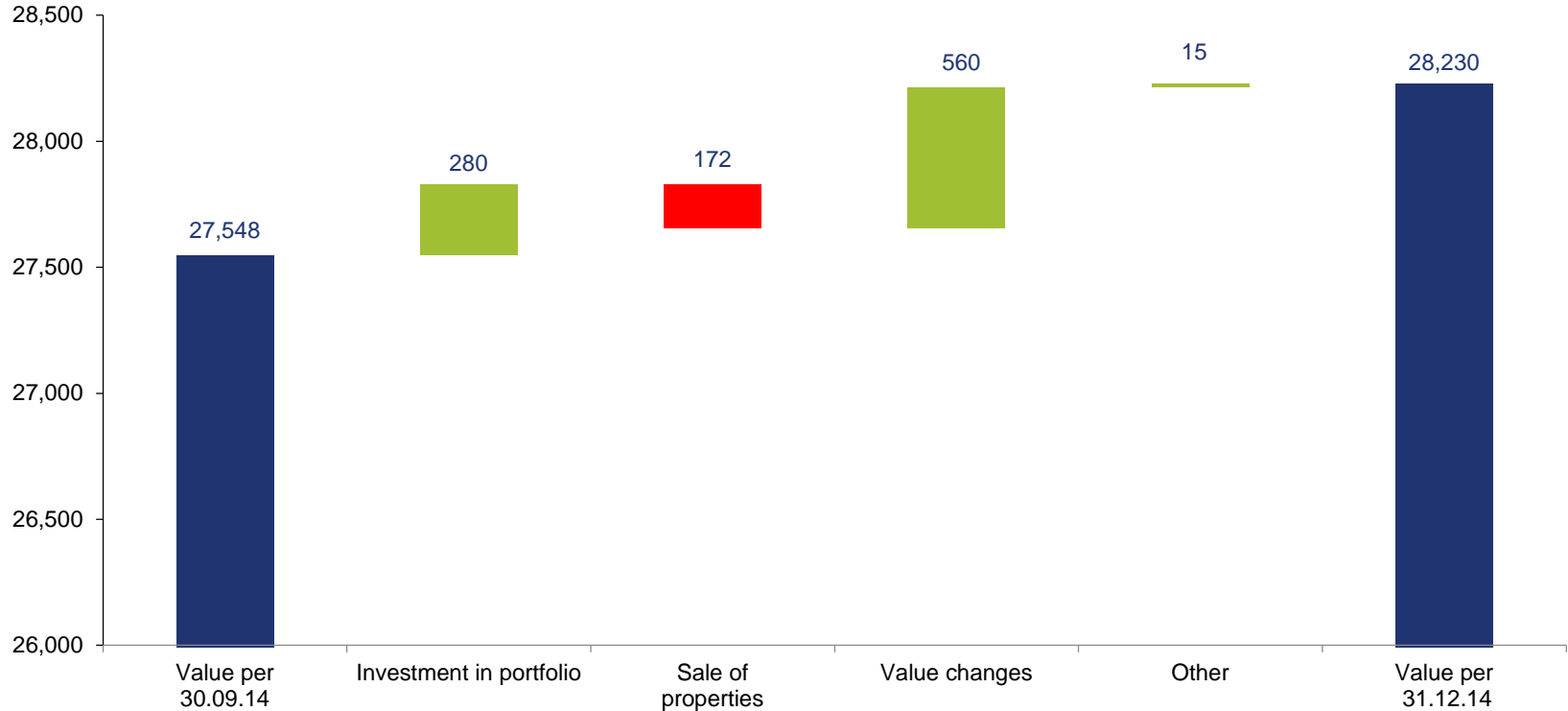
Results*



All figures in NOKm	Q4-14	Q4-13	2014	2013
Rental income	449	416	1,772	1,632
Other operating revenue	113	5	225	25
Total operating revenue	562	420	1,997	1,657
Repairs and maintenance	21	26	52	66
Operating costs	25	25	96	91
Other property costs	124	28	223	88
Administrative owner costs	64	67	227	223
Total operating costs	234	146	598	469
Net income from property management	328	274	1,399	1,189
Changes in value from investment properties	560	-111	1,195	-507
Share of profit from associates and jointly controlled entities	-6	217	36	236
Operating profit	881	381	2,629	918
Net realised financials	-155	-161	-645	-644
Unrealised changes in value of financial instruments	-292	10	-607	184
Net financials	-447	-151	-1,252	-460
Profit before tax	435	230	1,377	458
Tax payable	0	0	0	0
Change in deferred tax	-109	67	-351	8
Profit after tax	326	298	1,026	466

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Investment property value development*



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Project Portfolio



Property	Ownership (%)	Location	Expected Completion	Project area ('000 sqm)	Occupancy (%)	Est. total project cost* (NOKm)	Of which accrued* (NOKm)	Yield on cost** (%)
Ringstadbekkveien 105	100	Sandvika	Q1-2015	11,923	84.4 ↑	486	482	-
Langkaia 1	100	Oslo	Q1-2015	8,532	76.1 ↑	161 ↓	161	13.5 ↑
Schweigaards gate 16	100	Oslo	Q2-2015	15,502	87.2 ↑	578 ↓	519	6.5 ↑
Akersgata 34-36	100	Oslo	Q3-2015	6,212	98.6	240	178	6.8
Papirbredden 3	60	Drammen	Q4-2015	11,354	48.3	266	98	8.0
Gullfaks ***	50	Stavanger	Q3-2016	17,821	100.0	539	92	6.7
Total group				71,344		2,270	1,531	
Joint ventures:								
Sundtkvartalet	50	Oslo	Q4-2016	31,356	27.5	1,055	376	6.7
MediaCity Bergen	50	Bergen	Q3-2017	44,958	59.5	1,677	589	6.1
Total Joint ventures				76,314		2,733	965	

* Total project cost (Including book value at date of investment decision/cost of land)

** Estimated net rent (fully let) at completion/total project cost (including cost of land)

*** Gullfaks; Occupancy is reported as 100 % let due to a rental guarantee included in the purchase transaction of Hinna Park AS

Balance sheet*



All figures in NOKm	31.12.14	31.12.13
Intangible assets	180	31
Book value of property portfolio	28,434	25,052
Associated companies	1,137	1,128
Financial derivatives	550	203
Other current assets	350	217
Cash and cash equivalents	198	177
Total assets	30,850	26,809
Equity	11,064	8,131
Interest bearing debt	14,647	14,608
Deferred tax	2,984	2,515
Financial derivatives	1,353	848
Other liabilities	802	706
Total equity and liabilities	30,850	26,809

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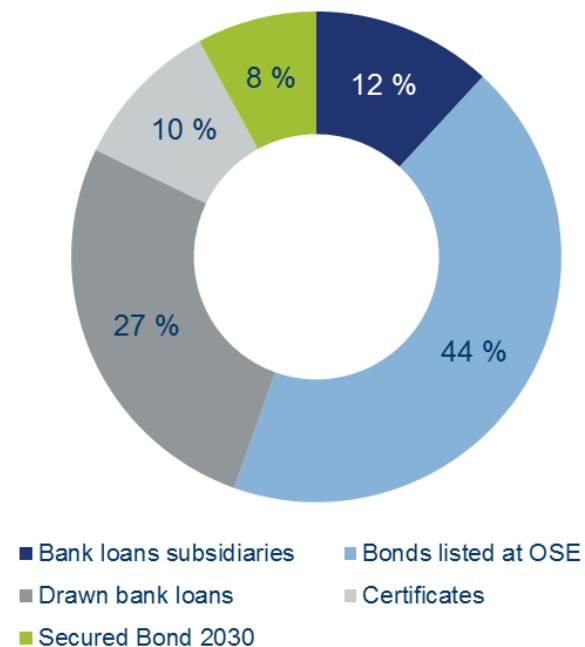
Financial update



Key debt metrics as of 31.12.14

Interest bearing nominal debt	14,088 NOKm
Unutilised credit facilities	3,965 NOKm
Loan-to-value	48.4 %
Weighted average maturity	5.0 yrs
Average interest rate	4.5 %
Share at fixed rate	63 %
Average duration of interest rate hedges	3.2 yrs

Composition of interest bearing debt

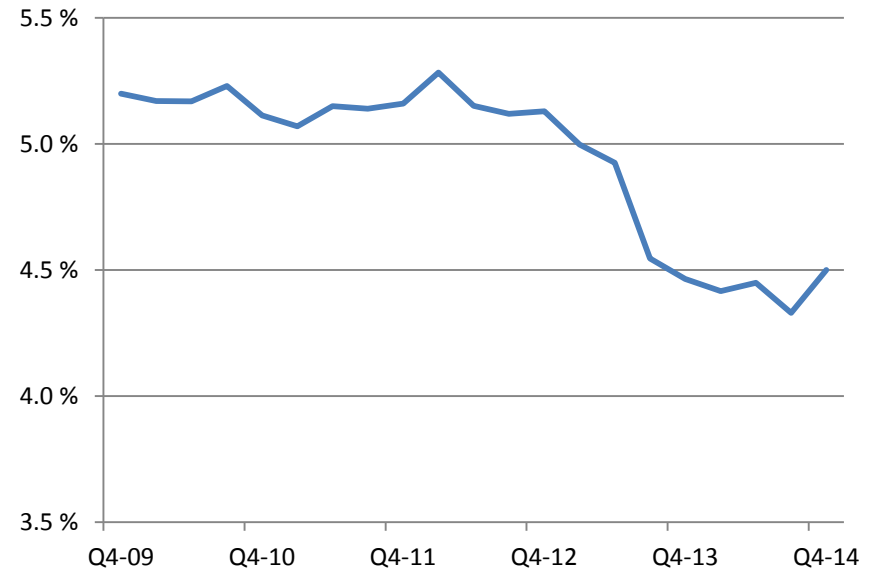


Financial update



- Average interest rate at 4.45 % as of 31.12.14
- Paid down net debt of NOK 1.9 bn in the quarter
- Short term increase in average interest rates
 - lower floating interest rate exposure/higher relative share of contribution from old swaps

Development in average interest rate



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Closing remarks



- Back to core/focus on operations
 - Reducing administrative owners costs
 - Letting activities
 - Project risk management
 - Value accretive projects/acquisitions
 - Divestment of non core assets strategy far progressed



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Business Village