



FOR SALE
DRONNING MAUDS GATE 15
INVESTMENT OPPORTUNITY
WITH UPSIDE POTENTIAL

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CONTENT

Introduction	4
Investment highlights	6
Location and communication	8
Market information	10
Future development plans in Vika	14
Property facts	18
Joint ownership – Sameie	22
Floor plans	24
Rent roll	26
Financials	28
Tenants	30
Possible development potential	32
The sales process	36
Bidding guideline	37
Appendices	39
Contact information	39

INTRODUCTION

Eksporthfinans ASA, (the “Seller”) intends to sell all shares in Eiendomsselskapet Dronning Mauds gate 15 AS (the “Company”), which partly owns the property Dronning Mauds gate 15 in Oslo, Norway (the “Property”). The transaction will be structured as a transfer of 100 % of the shares in the Company.

Malling & Co Corporate Real Estate AS (‘Malling & Co’) has been commissioned by the Owner to compile this Sales Memorandum and to act as the Owner’s advisor during the sales process. The Sales Memorandum is based on information supplied by the Owner and from other sources. Although the Owner and Malling & Co believe that the information contained in this Sales Memorandum is entirely correct, they hereby disclaim all liability for any errors or omissions in the Sales Memorandum or in any other information, oral or written, provided to any potential purchaser. Thus neither the Owner, nor Malling & Co, guarantee that the content of this Sales Memorandum is correct or complete. The information in the Sales Memorandum should therefore be checked in consultation with the Owner before any agreement is signed. Potential buyers of the Property are requested to engage technical, financial and legal experts to assist them in their purchase, if any. This Sales Memorandum’s sole purpose is to serve as a foundation for further discussions regarding the transaction. The Owner of the Property reserves the right, at any time and without explanation, to terminate any or all discussions regarding disposal of the Company.



View from rooftop

INVESTMENT HIGHLIGHTS

- › Prime location in Vika, Oslo CBD
- › 300 metres from The National Theater Station. Hub to all forms of public transportation Bus, Tram, Metro (T-bane), Train, and airport express train
- › Good technical quality office building with seven floors above ground and an underground floor with parking facilities
- › The Company for sale owns 11 of total 16 sections of the property, with a majority voting right
- › The 11 sections comprise of five of the total seven floors above ground (*see details on page 22*)
- › Presumably up side rent potential on the upcoming vacant space
- › Feasible development potential by adding two new floors on top (*see details on page 32*)

QUICK FACTS

Address	Dronning Mauds gate 15, Oslo
Land registry	Gnr 209, bnr 430, Snr 1, 2, 3, 8, 10, 11, 12, 13, 14, 15, 16 in the municipality of Oslo
Sales object	100 % of the shares of Eiendomsselskapet Dronning Mauds gate 15 AS (org. no. 912 195 996)
Vendor	Eksporthfinans ASA
Gross annual rent 2015	NOK 23.5 million
CPI adjustment	100 %
Lease duration	2.6 years from 01.11.2015
Est. gross area, BTA	9 357 sq. m
Plot	2 213 sq. m, freehold
Construction year	1979
Parking capacity	22 indoor spaces accessed by two car elevators



LOCATION AND COMMUNICATION

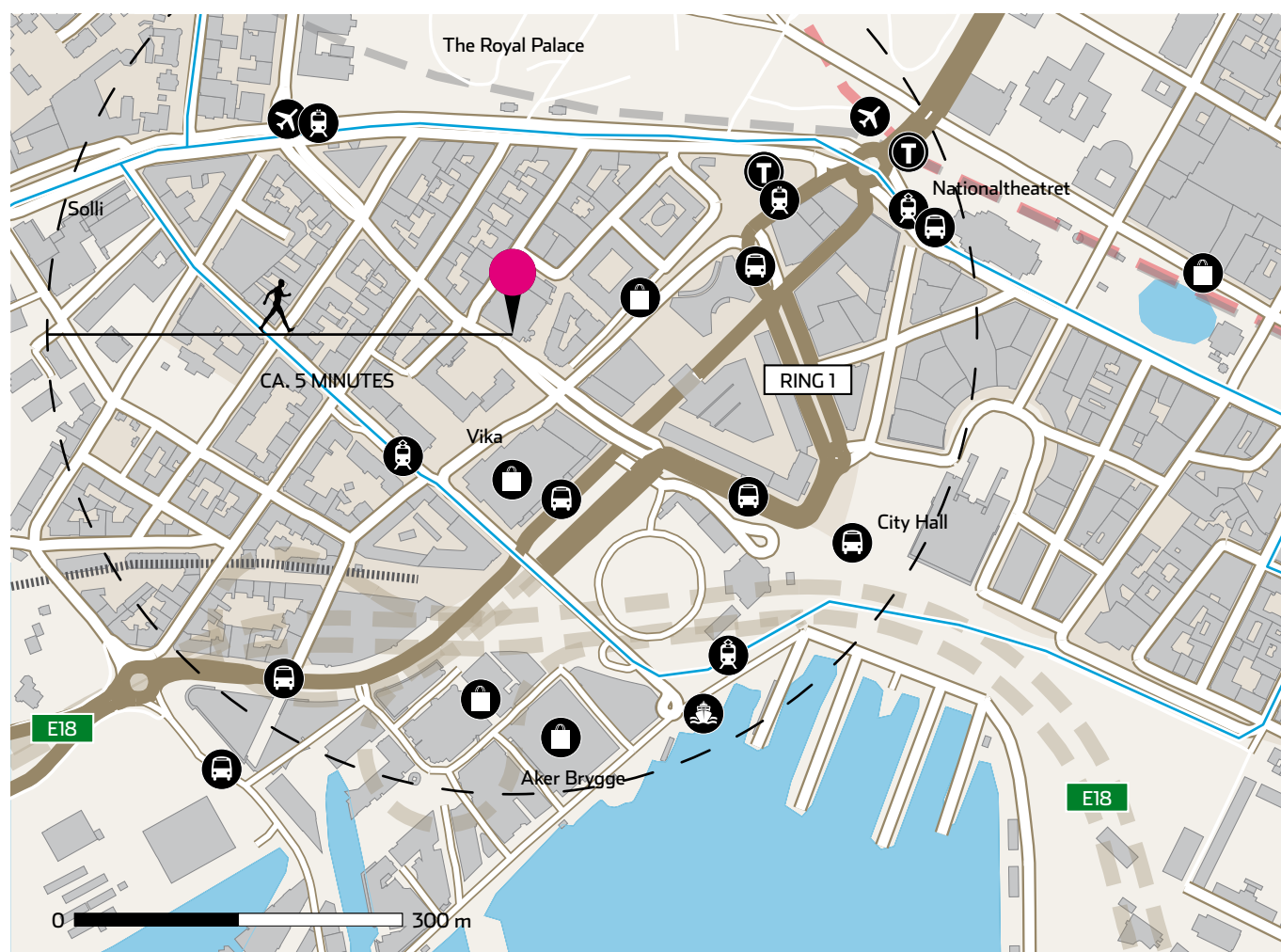
OSLO CBD

Dronning Mauds gate 15 has a prime CBD location in the Oslo city centre, with the new National Museum, the City Hall and the Parliament in the immediate vicinity.

The area achieves the highest rents in Oslo and attracts tenants within law, financial services and consultancy.

The Shopping areas at House of Oslo, Aker Brygge and Karl Johans gate are within short walking distances. The area also offers concert halls, cinemas and some of Norways best restaurants.

The airport express train, metro, busses and trams are all within a few minutes walk from the property.

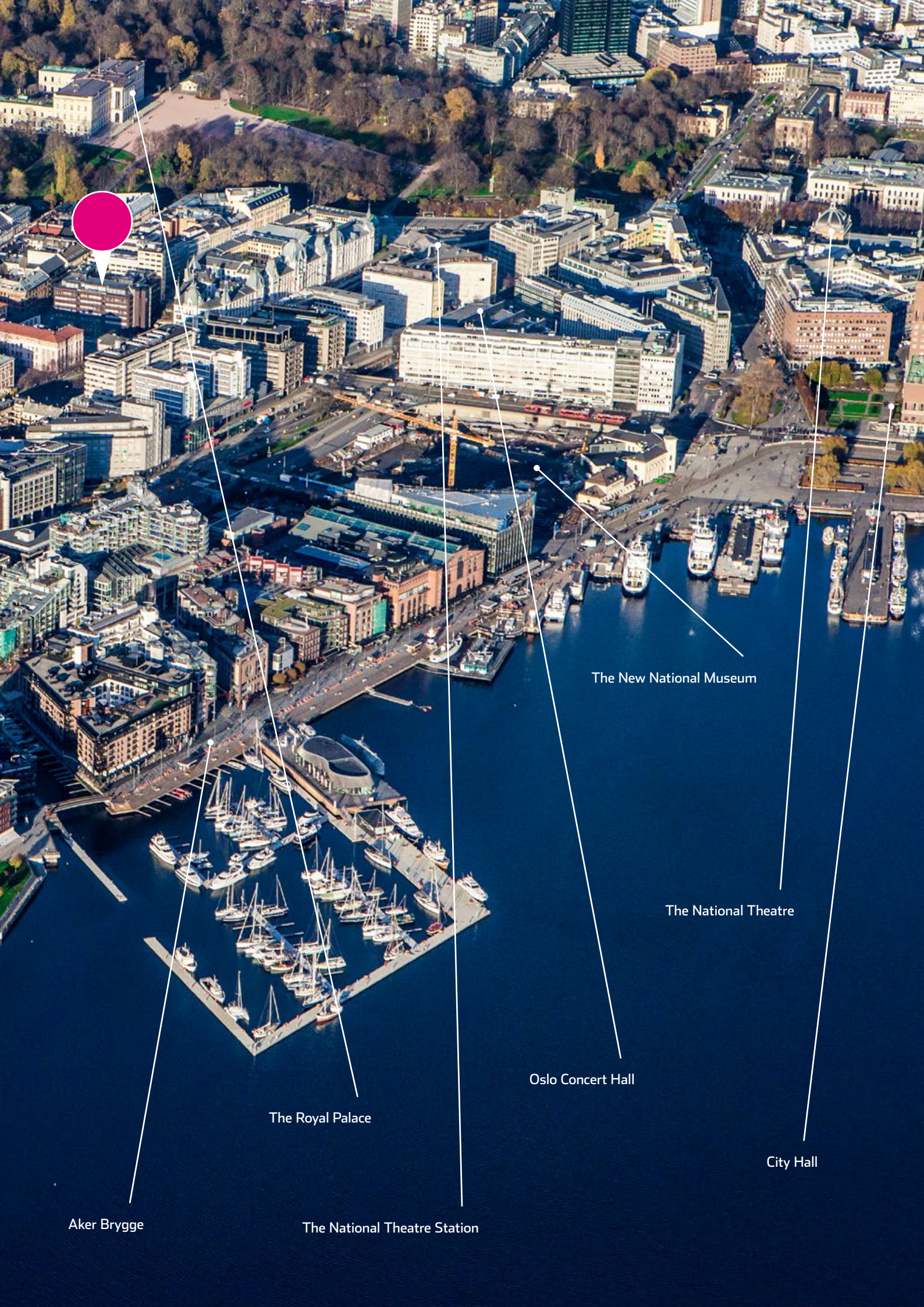






The Astrup Fearnley Museum

Tjuvholmen



The New National Museum

The National Theatre

Oslo Concert Hall

City Hall

The Royal Palace

The National Theatre Station

Aker Brygge

MARKET INFORMATION

Positive outlook for CBD

The CBD remains very attractive, and half of all rental searches from 2009-2015 have CBD as a potential area. The prime location is not only supported geographically by being at the epicenter of Oslo both for public and private transport, shopping and dining, but visually stunning scenery close to the harbor and Oslo fjord makes the surroundings appeal to the high end business segment.

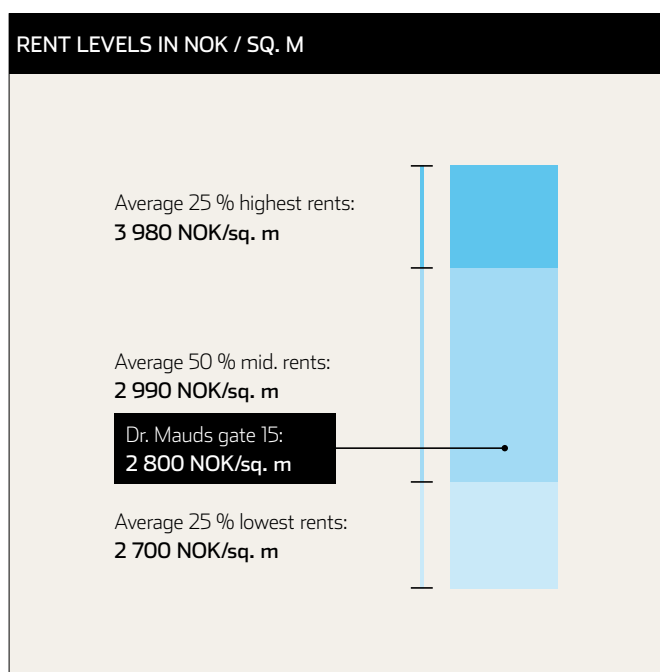
Several properties that are contributing to the vacant space is only available short term as they are set for rehab within a few years. The forecasted vacancy balance is favorable in the medium term for upholding the rents in what could be an otherwise challenging market for the fringe areas of Oslo.

There is a limited amount of expansion possibilities in the CBD, limiting the supply side both medium and long term.

Several prestigious properties have in recent months been filled with very attractive tenants, including two law firms each taking almost all space in two nearby sepearate properties, Dronning Mauds Gate 11 and Cort Adelers Gate 33. The rent levels agreed support the fundamental market sentiment of continued high rents in the CBD.

ASSUMPTIONS / SELECTIONS	
Period	01.01.2015 – 18.08.2015
Segment	Office
Contract length	> 12 months
Contract size	> 1 000 sq. m
Number of contracts	16
Number of sq. m	27 756
Average size (sq. m)	1 735
Largest size (sq. m)	3 299
Smallest size (sq. m)	1 122
Average length	6.7 years

Source: Arealstatistikk



Source: Arealstatistikk



FUTURE DEVELOPMENT PLANS IN VIKA





1

CORT ADELERS GATE 33

New construction / rehabilitation.
6 300 sq. m leased out to Steenstrup
Stordrange law firm.
Planned completion: 2017



2

RUSELØKKVEIEN 26

New construction / rehabilitation.
59 000 sq. m office and retail.

Plan under process



3

THE NATIONAL MUSEUM

The Norwegian government is building a
new "all-arts" museum in Oslo. 54 600 sq. m.

Under construction, completion in 2020



4

DRONNING MAUDS GATE 10-11

New construction / rehabilitation.
Three floors extension in no. 11. 8 500 sq. m
leased to Wikborg & Rein law firm.
Planned completion: 2017/2020



5

VIKA TERRASSE

Retail promenade revitalization 6 000 sq. m
retail area. MNOK 400 invested.

Completion: 2016



6

HEMSENGÅRDEN

Extension of additional 10th floor.
720 sq. m prime office space.

Under construction



7

THIIS-GÅRDEN

Extension of additional 10th floor.
1 389 sq. m office.

Completed in 2015





Newly rehabilitated canteen

PROPERTY FACTS

Architect and design

The Property was constructed in 1980, and was designed by the architects Lund + Slaatto Arkitekter. The 6th floor was added in 1990.

The property's energy class as of 12.12.2011:



Zoning

The Property is zoned for office purposes. The Property is listed on the Yellow list – the Cultural Heritage Office's official listing of protected buildings, sites and monuments in Oslo.

Technical report September 2015

In September 2015 Bygg og Eiendomsrevisjon AS ('BER') conducted a technical inspection of the Property, and produced a technical report. The full technical report is available as an appendice to this Sales Memorandum. All bidders are expected to get familiar with the content of the report prior to submitting bids.

Fire report

In April 2014 Multiconsult ASA conducted a fire inspection of the Property, and produced a fire report.

The two most important findings in the fire report were:

1. Upgrading / changing of doors to fire doors according to new regulations.
2. Installation of fire sprinkler system in common areas, garage and in Teknas premises.

A program of upgrading the doors in the property has started up, and is expected to be concluded in Q1 2016 with a budget of NOK 1 400 000.

The full fire report is available as an appendice to this Sales Memorandum. All bidders are expected to get familiar with the content of the report prior to submitting bids.

Recent investments in the property

The property has since 2010 undergone a substantial technical upgrading program, and approximately of MNOK 87 incl. VAT has been invested in the property. *See details below.*

INVESTMENTS IN THE PROPERTY 2010 - 2015		
Project	Period	Investment, NOK incl. VAT
Ventilation and energy efficiency project	2010-2011	12 500 000
Renovation of premises in 5, 6 and 7th floor	2011-2013	33 000 000
Facade	2011-2013	800 000
Elevators	2010-2011	7 500 000
Emergency lighting	2013-2015	2 200 000
Roof	2013-2015	5 700 000
Control panel	2015	4 500 000
New canteen and meeting room facilities	2015	18 100 000
Terrasse	2015	1 000 000
Planned upgrading of fire doors	2015-2016	1 400 000
Total		86 700 000







JOINT OWNERSHIP – SAMEIE

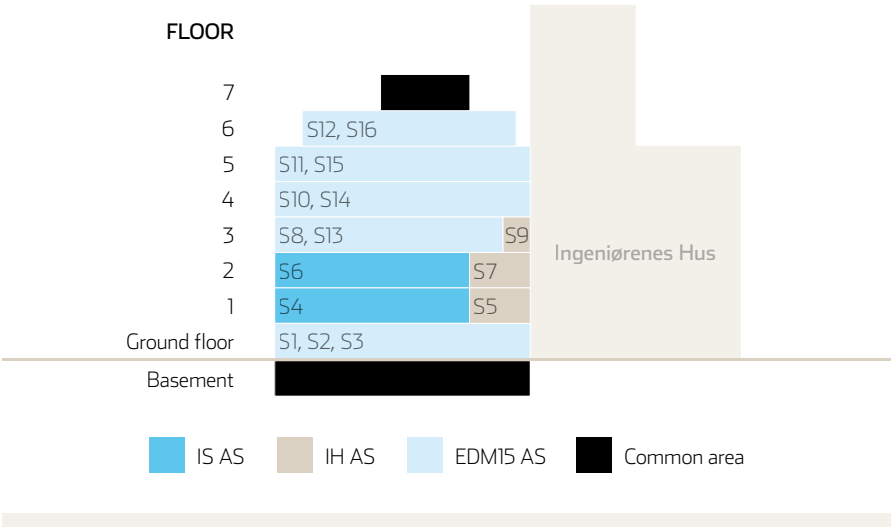
Dronning Mauds gate 15 comprises of 16 separate sections of which the Company (‘EDM15 AS’) owns 11 sections, Ingeniørenes Serviceselskap AS (‘IS AS’) owns 3 sections and Ingeniørenes Hus AS (‘IH AS’) owns 2 sections. The three section owners have organized a joint ownership (Norw: Sameie), through the company Sameiet Dronning Maudsgt 15, org no.: 971 280 360. (‘Sameiet’)

Sameiet is responsible for the common interests of the section owners regarding the facility management of the property. Sameiet has engaged Basale as business manager (Norw: Forretningsfører) and Mitie Norge AS as Techinal Property Manager.

According to the statutes of Sameiet each unique section has one voting right, and 2/3 (66,67 %) majority is needed for decisions of larger importance to the other section owners. The Company owns 11 og the 16 sections, thus votes for 68,75 %.

See the full statute in the appendices to the Sales Memorandum.

SECTION OWNERSHIP	
Section	Owner
S1 – S3	EDM15 AS
S4	IS AS
S5	IH AS
S6	IS AS
S7	IH AS
S8	EDM15 AS
S9	IH AS
S10 – S16	EDM15 AS



SAMEIET DRONNING MAUDSGT 15						
Owner	Owned by	No of sections	Share of sections (voting right)	Ownership in Sameiet	Share of owners cost	Ownership sq.m BTA according to share of ownership in Sameiet
Eiendomsselskapet Dronning Mauds gate 15 AS (EDM15 AS)	Eksportfinans ASA (100 %)	11	68,75 %	68,16 %	68,28 %	9 357
Ingeniørenes Serviceselskap AS (IS AS)	Tekna - Teknisk-Naturvitenskapelig Forening (100%)	2	12,50 %	25,42 %	25,07 %	3 490
Ingeniørenes Hus AS (IH AS)	Tekna Oslo Avdeling (50 %) Eiendomsspar AS (50 %)	3	18,75 %	6,42 %	6,65 %	881
Total		16	100,00 %	100,00 %	100,00 %	13 728

LETTABLE FLOOR SPACE TABLE (INCL. SECTIONS OWNED BY IS AS AND IH AS)					
Floor	Section owner	Owner	Type	Sq. m. BTA	Parking No. spaces
Basement			Leased area	1 270	33
Basement			Common area	685	1
Total basement				1 954	
Ground floor (incl. 705 sq. m. canteen)	S1, S2, S3	EDM15 AS	Leased area	1 747	
Ground floor			Common area	1 086	
Total ground floor				2 127	
1st floor	S4	IS AS	Leased area	1 212	
1st floor	S5	IH AS	Leased area	239	
1st floor			Common area	376	
Total 1st floor				1 827	
2nd floor	S6	IS AS	Leased area	1 261	
2nd floor	S7	IH AS	Leased area	375	
2nd floor			Common area	182	
Total 2nd floor				1 818	
3rd floor	S8	EDM15 AS	Leased area	1 010	
3rd floor	S9	IH AS	Leased area	48	
3rd floor	S13	EDM15 AS	Leased area	336	
3rd floor			Common area	171	
Total 3rd floor				1 564	
4th floor	S10, S14	EDM15 AS	Leased area	1 388	
4th floor			Common area	176	
Total 4th floor				1 564	
5th floor	S11, S15	EDM15 AS	Leased area	1 397	
5th floor			Common area	167	
Total 5th floor				1 564	
6th floor	S12, S16	EDM15 AS	Leased area	903	
6th floor			Common area	111	
Total 6th floor				1 014	
7th floor			Common area	296	
Total 7th floor				296	
Total leased area incl. 705 sq. m canteen				11 184	
Total common area excl. 705 sq. m canteen				2 544	
Totalt area				13 728	34
Total leased area basement				1 270	
Total section area owned by EDM15 AS				6 780	22
Total section area owned by IS AS				2 473	9
Total section area owned by IH AS				662	2
Total common area				2 544	1
Totalt area				13 728	34

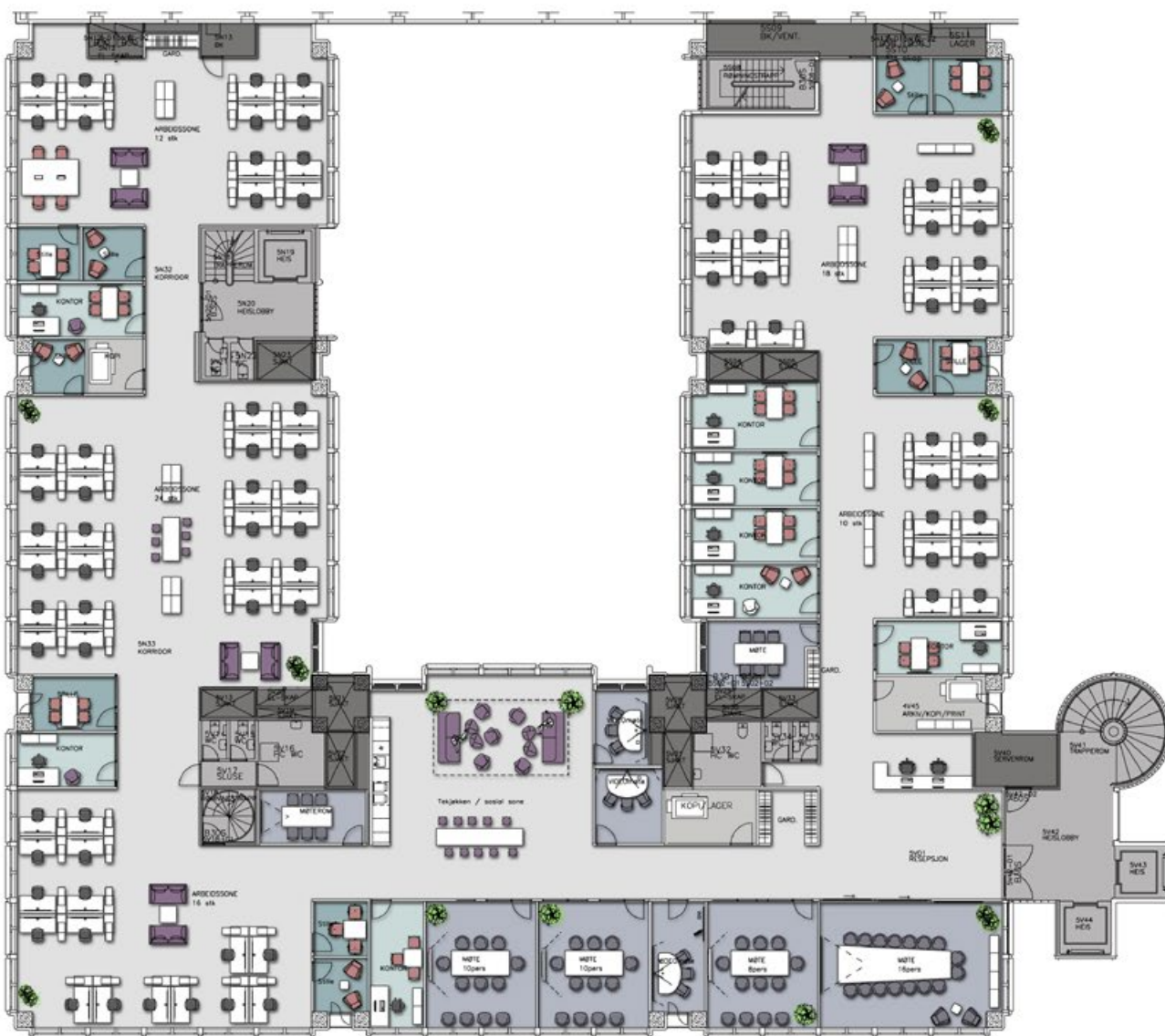
An area measurement of the property was conducted by OPAK in November 2013. The full measure report is available in the appendices to the Sales Memorandum.

GROUND FLOOR

- › New canteen and meeting room facilities
- › Fully renovated in 2015



- › Suggested premises layout as presented for new potential tenants



RENT ROLL

TENANT	TYPE	FLOOR	CONTRACT AREA SQ. M, BTA	ANNUAL RENT 2015, NOK	RENT / SQ. M	PARKING, NO. SPACES	RENT / PARKING SPACE, NOK
Eksportfinans ⁽²⁾	Office	5					
Eksportfinans ⁽²⁾	Storage / gym	G					
Eksportfinans ⁽²⁾	Canteen / meeting rooms	G					
Eksportfinans ⁽²⁾	Parking	U					
GIEK ⁽³⁾	Office	3-4					
GIEK ⁽³⁾	Storage	U					
GIEK ⁽³⁾	Canteen / meeting rooms	G					
GIEK ⁽³⁾	Parking	U					
EMGS	Office	6					
EMGS	Canteen / meeting rooms	G					
EMGS ⁽⁴⁾	Parking	U					
C F Møller AS ⁽⁵⁾	Office	4					
Econpartner	Office	G					
Econpartner	Storage	U					
Econpartner	Parking	U					
Tekna ^{(6) (7)}	Canteen / meeting rooms	G					
Vacant	Parking	U					
Total							

1) WALT from 01.11.15

2) Eksportfinans can terminate the contract with 6 months notice from 30.06.2016

3) GIEK will not extend their lease contract

4) Parking rent shall be adjusted to market rent from 01.07.2016

5) C F Møller will not extend their lease contract

6) Tekna can terminate contract if it sells its premises or moves from the Property

7) VAT is paid on the canteen part (56 %), but not on the meeting rooms part (44 %)



WALT ⁽¹⁾	EXPIRY DATE	SUBJECT TO VAT	CPI	PERIOD, YRS	CONDITIONS	GUARANTEE	PERIOD
[Redacted content]							

Tenant responsibility

The tenant is responsible for covering all operating costs associated with use of the asset, including internal maintenance.

Landlord responsibility

The landlord is responsible for external maintenance of the building and replacement of technical installations such as elevators, ventilation, cooling, etc. if they no longer can be properly maintained, as specified in the individual lease agreements. The landlord is also responsible for insuring the building and premises.



FINANCIALS

Depreciation tax values (Norw: Saldoverdier) of the Property as of 31.12.2014 is:

TYPE	RATE	NOK
Building (i)	2 %	55 904 696
Technical (j)	10 %	29 948 695
Machinery and cars (d)	20 %	26 264 415
Total		112 117 806

Tax loss carryforward

Tax loss carryforward as of 31 December 2014 is NOK o.

Property tax

Property tax assessment value is not yet determined. Property tax on commercial property is likely to be imposed in Oslo as from 2017. Property tax assessment values to be made during 2016.



TENANTS

Eksportfinans ASA

Eksportfinans was established in 1962 to provide long-term financing for the Norwegian export sector. The company is owned by a consortium of banks operating in Norway (85 %) and the Norwegian Government (15 %). The company employs approx. 50 highly qualified professionals.
www.eksportfinans.no



On November 18, 2011, the Norwegian government announced that it would assume responsibility for the state-supported export financing scheme managed by Eksportfinans since 1978. Since then Eksportfinans has continued to manage its existing portfolio of loans, in addition to its other assets and liabilities in the same manner as earlier, but does not offer new loans.

Eksportfinans ASA	2014	2013
Net interest income, NOK		
Profit after tax, excluding unrealized effect, NOK		
Total Assets, NOK		
Regulatory Equity ratio		

EMGS ASA

EMGS uses its proprietary electromagnetic (EM) technology to support oil and gas companies in their search for offshore hydrocarbons. EMGS supports each stage in the workflow, from survey design and data acquisition to processing and interpretation. EMGS operates on a worldwide basis with main offices in Trondheim and Oslo. The company is listed on the Oslo Stock Exchange under the symbol EMGS.
www.emgs.com



EMGS ASA	2014	2013
Revenue, NOK		
Result before tax, NOK		
Total assets, NOK		
Equity in percent		

Econpartner AS

Econpartner AS is an accounting firm established in 1961. The company employs approximately 25 people offering services within accounting, pay roll services, invoicing and consultancy.
www.econpartner.no



Econpartner AS	2014	2013
Revenue, NOK		
Result before tax, NOK		
Total assets, NOK		
Equity in percent		

Tekna

Tekna (Norwegian Society of Graduate Technical and Scientific Professionals) is a union for graduate technical and scientific professionals in Norway. It was established in 1874 under the name ('the Norwegian Engineer and Architect Association'). It was renamed to Tekna in 2004. The union has more than 69 000 members. The organisation is non-profit, and as such not taxable.
www.tekna.no



Tekna	2014	2013
Revenue, NOK		
Result before tax, NOK		
Total assets, NOK		
Equity in percent		

POSSIBLE DEVELOPMENT POTENTIAL

Dronning Mauds gate 15 has a very central location just 150 meters off the public transport hub Nationaltheateret. Nearly all of the office properties in the vicinity are under expansion, or expansion plans are under consideration. In the new municipality plan (Norw: Kommuneplan) for Oslo 2015 – Oslo towards 2030, Vika is suggested as a transformation area where increased expansion is encouraged.

Based on the above, the Owner engaged MAD Arkitekter in September 2015 to conduct a feasibility study to explore of the Property's expansion possibilities. (Mulighetsstudie)

MAD Arkitekter suggestion is to expand the Property with 4 645 sq. m, mainly through three steps:

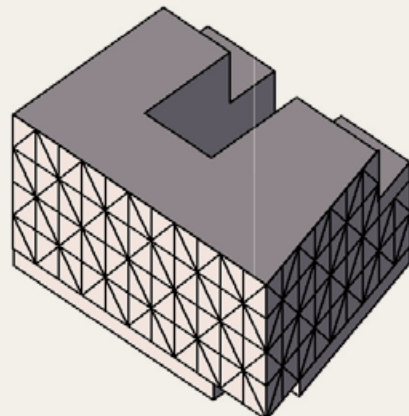
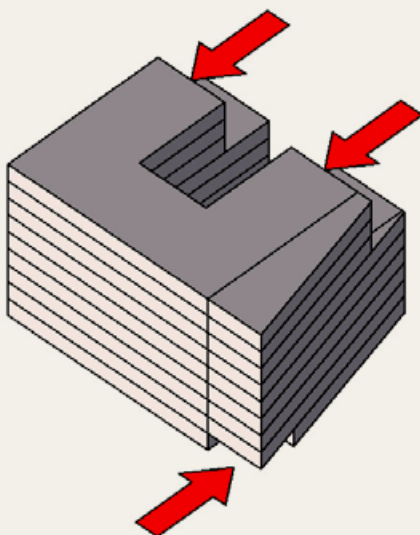
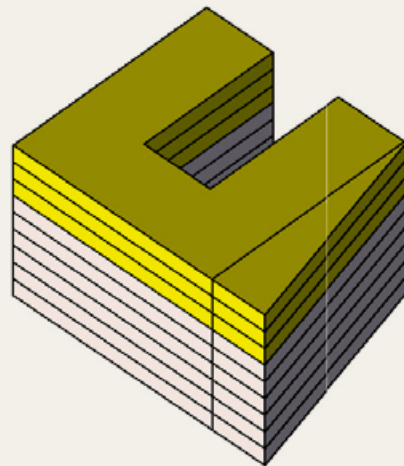
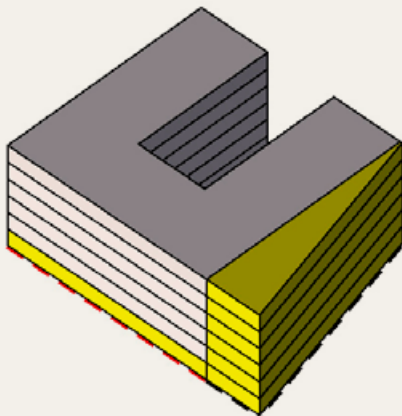
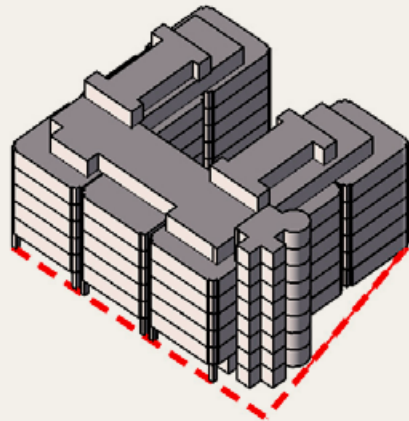
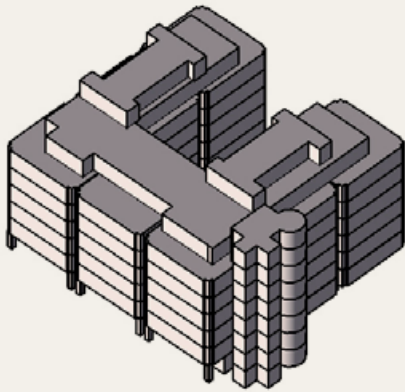
1. Increase use of plot
2. Additional two new floors
3. New façade

See the full study from MAD Arkitekter in the appendices to the Sales Memorandum.

ASSUMPTIONS / SELECTIONS		
Floor	New sq. m, BTA	
Ground floor	390	Expansion towards Dronning Mauds gate and Victoria Terasse
1st floor	236	Expansion towards Victoria Terasse
2nd floor	236	Expansion towards Victoria Terasse
3rd floor	236	Expansion towards Victoria Terasse
4th floor	236	Expansion towards Victoria Terasse
5th floor	236	Expansion towards Victoria Terasse
6th floor	1 400	Expansion of current 6th floor
7th floor	1 400	New additional floor plan
8th floor	1 400	New additional floor plan
Existing 7th floor	-1 125	Removal of existing 6th floor
Totalt new sq. m, BTA	4 645	



Please note that the illustrations are made by MAD Arkitekter and are intended to demonstrate possible expansion of the property. The illustrations have not yet been presented or approved by the Planning Authorities and are only meant to provide views on how the property can be taken to its full potential. The Vendors presume no warranty as to whether any potential can be carried out.





Please note that the illustrations are made by MAD Arkitekter and are intended to demonstrate possible expansion of the property. The illustrations have not yet been presented or approved by the Planning Authorities and are only meant to provide views on how the property can be taken to its full potential. The Vendors presume no warranty as to whether any potential can be carried out.



THE SALES PROCESS

The transaction will be structured as a sale of 100 % of the shares in Dronning Mauds gate 15 AS.

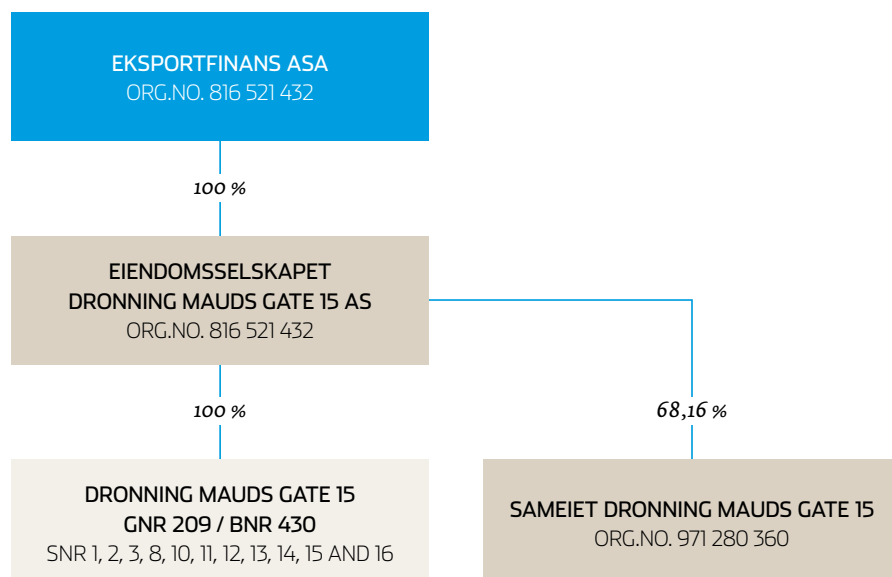
Potential bidders are invited to submit offers for the shares based on the gross value of the Property

The purchase price shall be paid in NOK, in cash on closing (net of all taxes)

The Company are presumed refinanced in connection with closing

The Property and shares are being offered for sale on the assumption that potential bidders will carry out a due diligence investigation of the Property and the Company based on documents provided by Mallings & Co, including the technical reports by BER and Multiconsult, and publicly available information. During the due diligence investigation, the potential bidders may request additional information at their discretion.

The purchase agreement shall be based on the most recent market standard, a copy which is included in the appendices to the Sales Memorandum.



BIDDING GUIDELINE

Any offer for the Property must relate to the acquisition of the Shares. Bidders are requested to submit a bid based on property value, expressed in NOK, for the property. In addition, bidders are requested to state the deduction and/or the premium, if any, for tax related issues. Bidders are requested to assume a market value of the plot at 50 % of the gross property value.

Financing

A description of how the offer is intended to be financed, including details of financiers and the impact of the financing on the time schedule for the transfer.

Conditions

Any conditions applying to the offer, including information about which approvals from a governing board, Unit holders, public agencies or other parties are required or assumed, and also any other conditions to which completion is subject.

Other assumptions

Disclosure of the other assumptions on which the offer is based, including a description of the principal factors, if any, that may result in the offer being adjusted, and also information about other factors that the potential purchaser deems relevant to further participation in the sale process.

Due diligence

A description of the scope of the due diligence that the potential purchaser intends to undertake.

Purchaser details

Information about who the purchaser is, including particulars of the corporate group or other information about ultimate ownership. In the event that the purchaser is a consortium or syndicate, the owners' participations and the distribution of functions among the parties included should be specified.

Appendices

The appendices with additional information forms an integral part of this Sales Memorandum. Any offer must refer to this Sales Memorandum and all of the appendices.

Other matters

The Seller reserves the right to enter into exclusive negotiations with a potential buyer at any point in time and without further notice. The Seller also reserves the right to terminate the sales process without any further explanation.



APPENDICES

Access to sales memorandum appendices

Appendices with additional information forms an integral part of this Sales Memorandum. Potential investors are encouraged to contact Malling & Co in order to receive the appendices.

Appendices

1. Certification of land size
2. Entries recorded in the land register
3. Zoning
4. Lease Contracts
5. Financial statements for Eiendomsselskapet Dronning Mauds gate 15 AS
6. Statute and financial statements for Sameiet Dronning Maudsgt 15
7. Floor Plans
8. Environmental Certification
9. Technical report BER
10. Fire report Multiconsult
11. Mulighetsstudie from MAD Arkitekter
12. Area measurement report OPAK
13. SPA

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