

BLOM ASA

1Q 2011 RESULTS

**Presentation by
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Thon Hotel Vika Atrium, Oslo



Forward Looking Statements

This presentation contains forward-looking statements that involve risks and uncertainties. All statements other than statements of historical facts are forward-looking. You should not place undue reliance on these forward-looking statements for many reasons.

These forward-looking statements reflect current views with respect to future events and are by their nature subject to significant risk and uncertainties because they relate to events and depend on circumstances that will occur in the future. There are a number of factors that could cause actual results and developments to differ materially from those expressed or implied by these forward-looking statements.

Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot assure you that our future results, level of activity or performance will meet these expectations. Moreover, neither we nor any other person assumes responsibility for the accuracy and completeness of the forward-looking statements. Unless we are required by law to update these statements, we will not necessarily update any of these statements after the date of this presentation, either to conform them to actual results or to changes in our expectations.



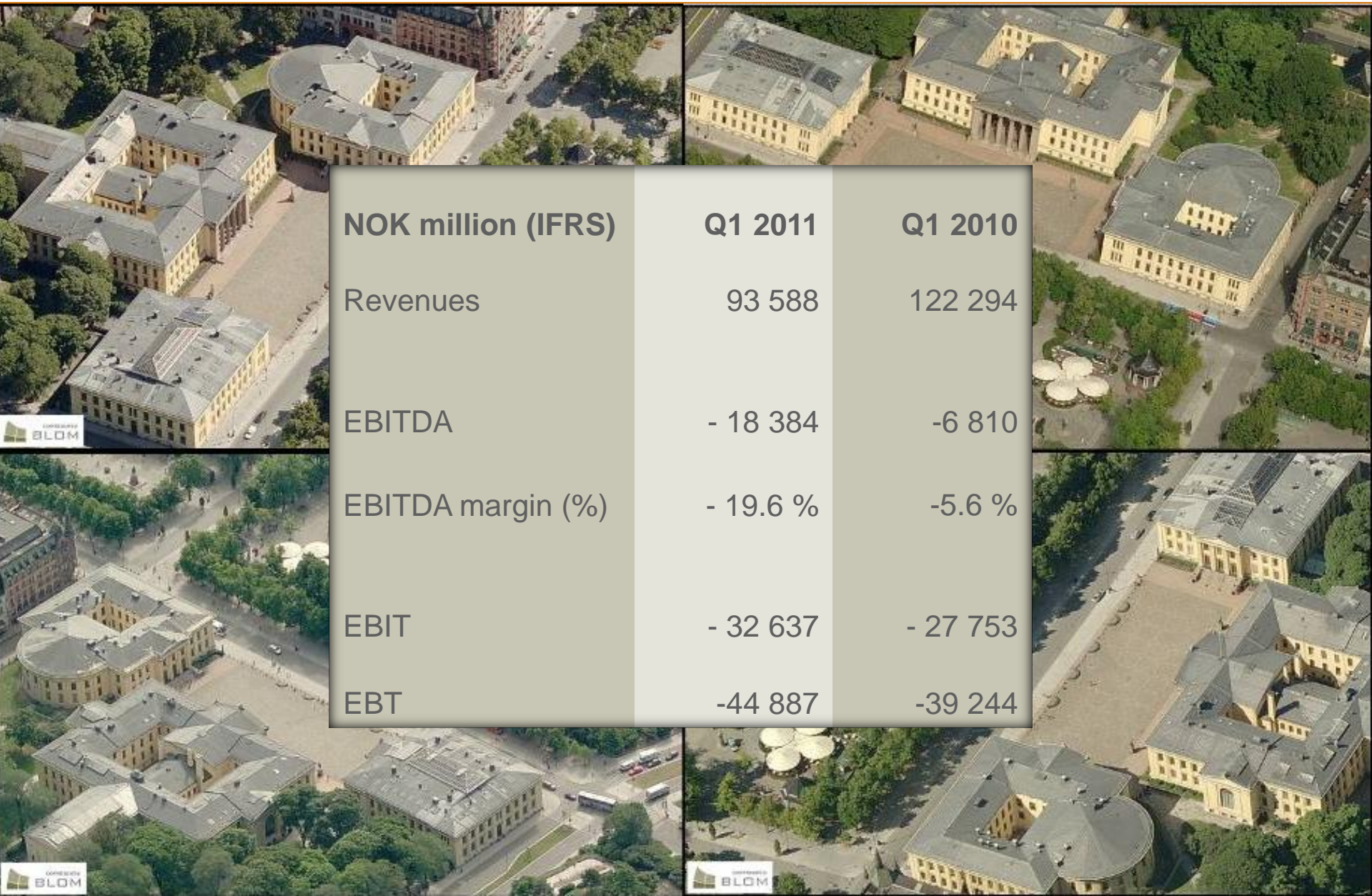
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- Financial restructuring
 - New equity issue of 64 MNOK and ~213 million shares
 - New senior note loan of 50 MNOK
 - Company's financial platform secured
- Blom risk exposure reduced
 - Improved capital structure
 - Leaner balance sheet structure due to 2010 write downs
 - Lower cost base
 - Satisfactory volume of contracts awarded year to date
- Q1 results in line with Blom's expectations
 - Profitable operating margins for 2011 expected



Key Figures – Profit & Loss 1Q 2011



NOK million (IFRS)	Q1 2011	Q1 2010
Revenues	93 588	122 294
EBITDA	- 18 384	-6 810
EBITDA margin (%)	- 19.6 %	-5.6 %
EBIT	- 32 637	- 27 753
EBT	-44 887	-39 244

Q1 Annual Segments & Margins



(NOK million)	Q1 2011	Q1 2010
Revenues		
BIS	11 225	16 337
BGES	82 363	105 957
Total revenues	93 588	122 294
EBITDA		
BIS	3 332	3 764
BGES	-12 990	-59
Other	-8 726	-10 515
Total EBITDA	-18 384	-6 810
EBIT		
BIS	-1 153	-6 948
BGES	-22 706	-10 251
Other	-8 508	-10 554
Total EBIT	-32 637	-27 753

Key Figures – Q1 2011 Balance Sheet



NOK million (IFRS)	Per 31.03.11	Per 31.03.10	Per 31.12.10
Fixed Asset	350 518	730 614	352 537
Current Assets	418 279	610 051	455 757
- Cash	86 319	145 397	95 888
Total Assets	768 797	1 340 665	808 294
Shareholder's Equity	69 195	651 845	107 853
Long Term Liability Int bearing	39 867	341 010	38 930
Other Long term Liability	40 897	40 688	25 502
Current Liab. Int. Bearing	413 415	106 885	389 423
Other Current Liabilities	205 423	200 238	246 586
Total Equity and Debt	768 797	1 340 665	808 294
Net Interest Bearing Debt	366 963	302 498	332 465
Equity Ratio (%)	9.0 %	48.6 %	13.3 %
Current Ratio	0.68	1.99	0.72

- Uncertainty still persists in the macroeconomic environment in Western Europe
- Despite challenges in Western Europe, Blom has experienced better than expected Q1 contract bookings
- New Infrastructure contract has been signed in Romania of 2 MEUR
- Defense and security sector awarded a new frame contract of 5 MEUR
- Blom UK contract awards released today



- Unlawful breach of Technology License Agreement (TLA) not yet resolved
- TLA still in force and oblique images are still being captured
- Future revenue will increasingly be created by delivery of online content using the BlomURBEX™ solution



Financial Highlights

- A successful rights issue completed in April increasing equity of MNOK 64
- A 1 year senior note of MNOK 50 will improve the company's liquidity reserves
- A strengthened financial platform improves Blom's ability to efficiently handle new market opportunities
- Equity ratio expected to improve to 15% during April
- Reduced net interest bearing debt
- Continued focus on maintaining lean working capital levels

(NOK million)								
Balance sheet values	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11
Work in progress / inventory	363	416	264	253	284	280	155	165
Accounts receivables	218	216	240	171	149	125	164	122
Total	581	663	504	424	433	405	319	287



- To support a renewed and reinforced market approach a new Executive Management Team has been appointed
 - Dirk Blaauw Group CEO
 - Lars Bakklund Group CFO
 - Dave Fox Executive VP – Group Operations
 - Giovanni Banchini Executive VP – Key Strategic Projects
 - Jan Skybak Executive VP – Group Sales & Marketing
- The Executive Team represents extensive international management and industry experience
- Secure the performance of Blom's strategic and operational initiatives and actions across the five key segments



Future Outlook – reinforced market approach

- Blom will adapt a more market oriented approach targeting key segments
 - Government and Municipalities
 - Defense & Security
 - Forestry & Engineering
 - Minerals, Oil & Gas
 - Mobility Solutions
- Stronger commercial focus on improved margins and operational effectiveness
- Based on the strong current technical platform, Blom will continue to meet present and future customer needs without substantial investments
- BlomURBEX™ with its robust online Geo Services solution is a key component in serving client needs



- Reduced risk exposure through
 - Successful completion of financial restructuring
 - Reduced cost base

- Improved operational platform through
 - Strengthened executive management team
 - Enhanced commercial market and sales approach



Q&A

