



Sense Communications International ASA

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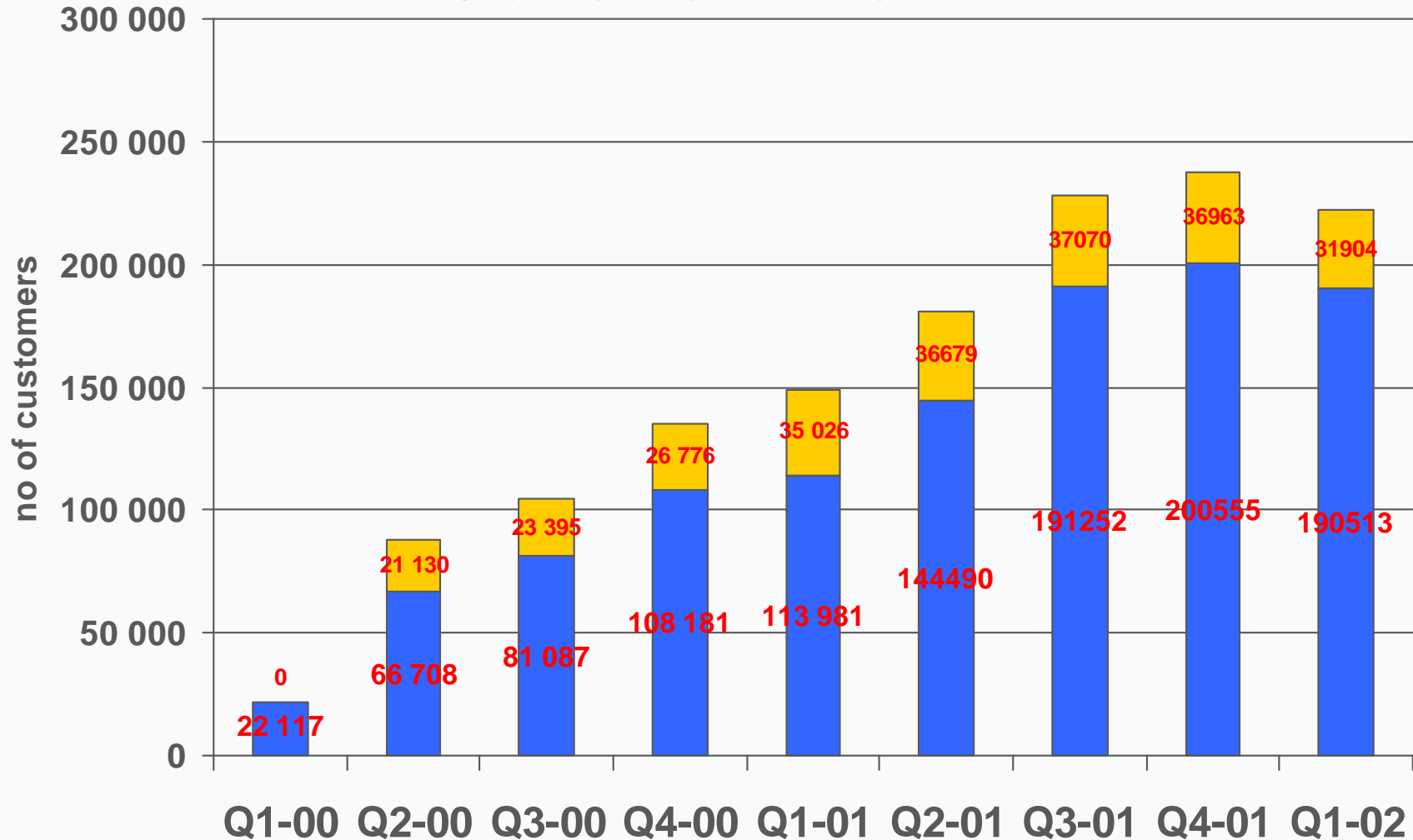
1st Quarter results 2002
April 30, 2002

Highlights Q1-2002

- Continued gross margin improvement (41% in Norway)
- First time positive operating result (EBIT)
- Continued reduction in operating costs per customer
- Sense first to offer choice of networks on same subscription in the Nordics
- New partners for own production of services (eSolutions and Carrot Communications)

Customers

18% churn last 12 months



Q1

* IB net no of customers; 237,518

* OB net no of customers; 222,439

* Net increase; -15,079

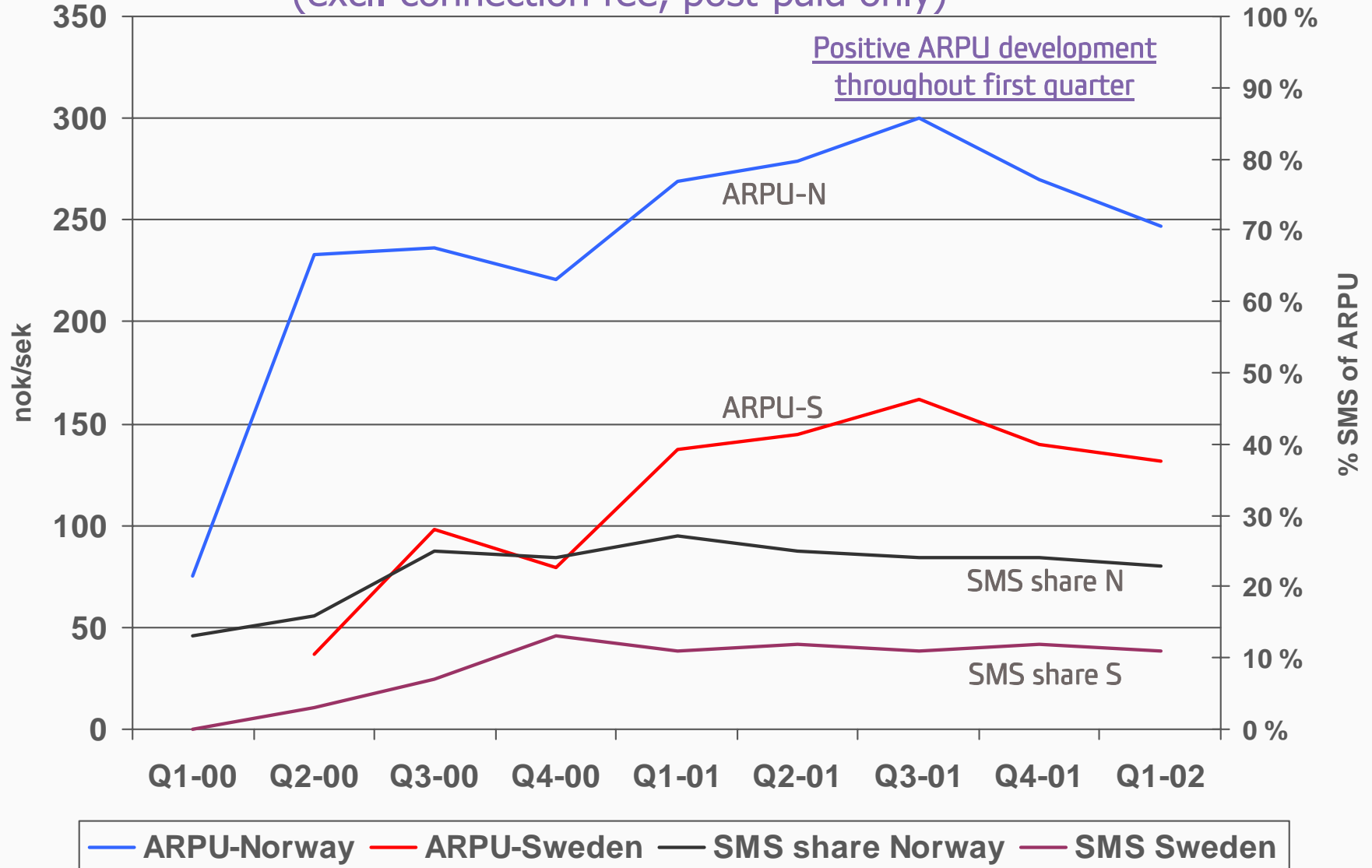
* Churn; 18,254

* Gross increase; 3,175

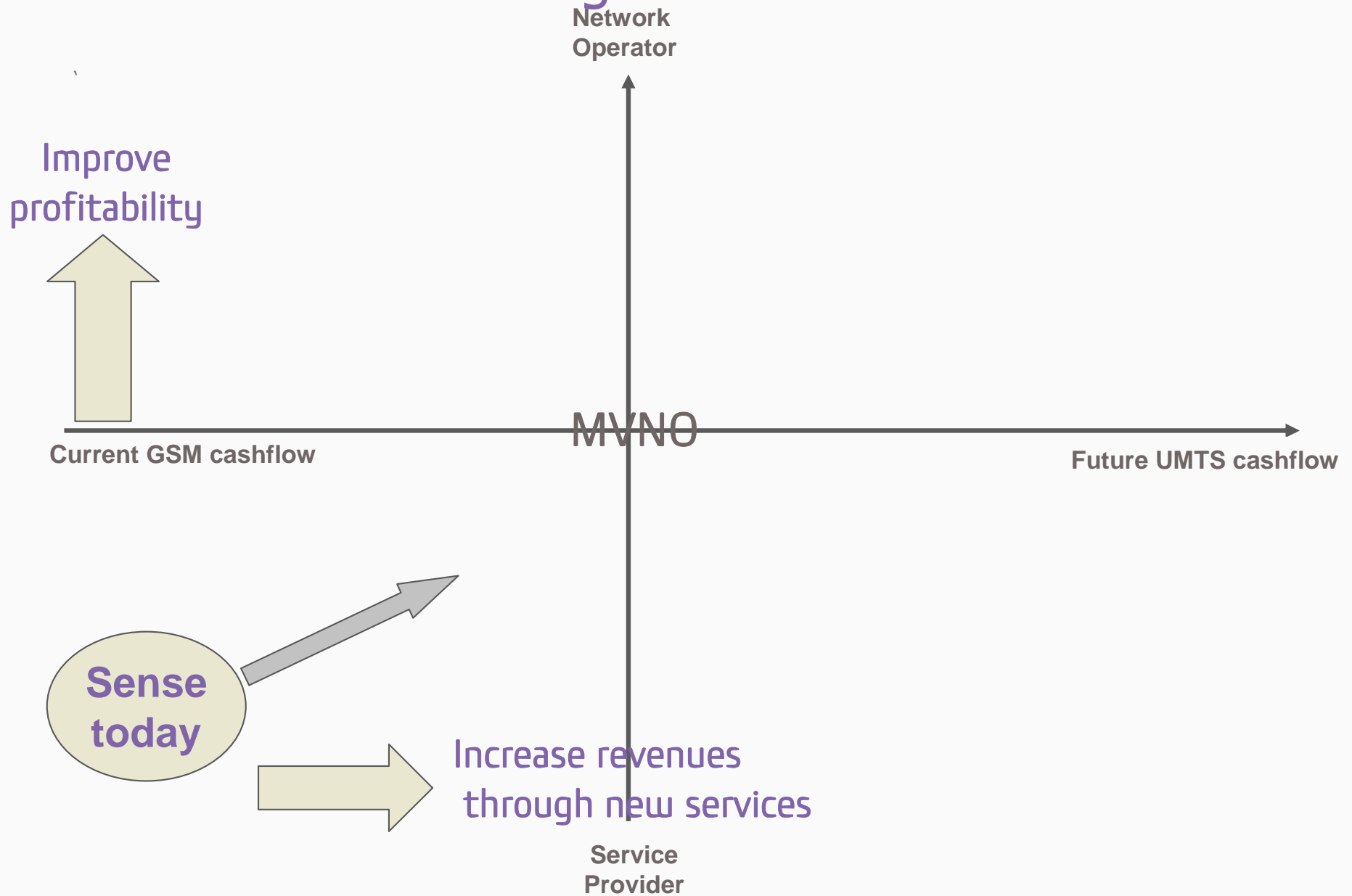
■ Net cust Norway ■ Net cust Sweden

ARPU & SMS share

(excl. connection fee, post-paid only)



Strategic overview



New partners for service production

eSolutions

- Will give Sense larger share of SMS content revenues (Q3)
- Flexible billing and account solutions, m-commerce (future)

Carrot Communications

- Provides Sense access to advanced solutions for customer interactions (today)
- Develops new Sense specific services (future)

=> Supports Sense strategy of using partners for services

Profit & Loss summary

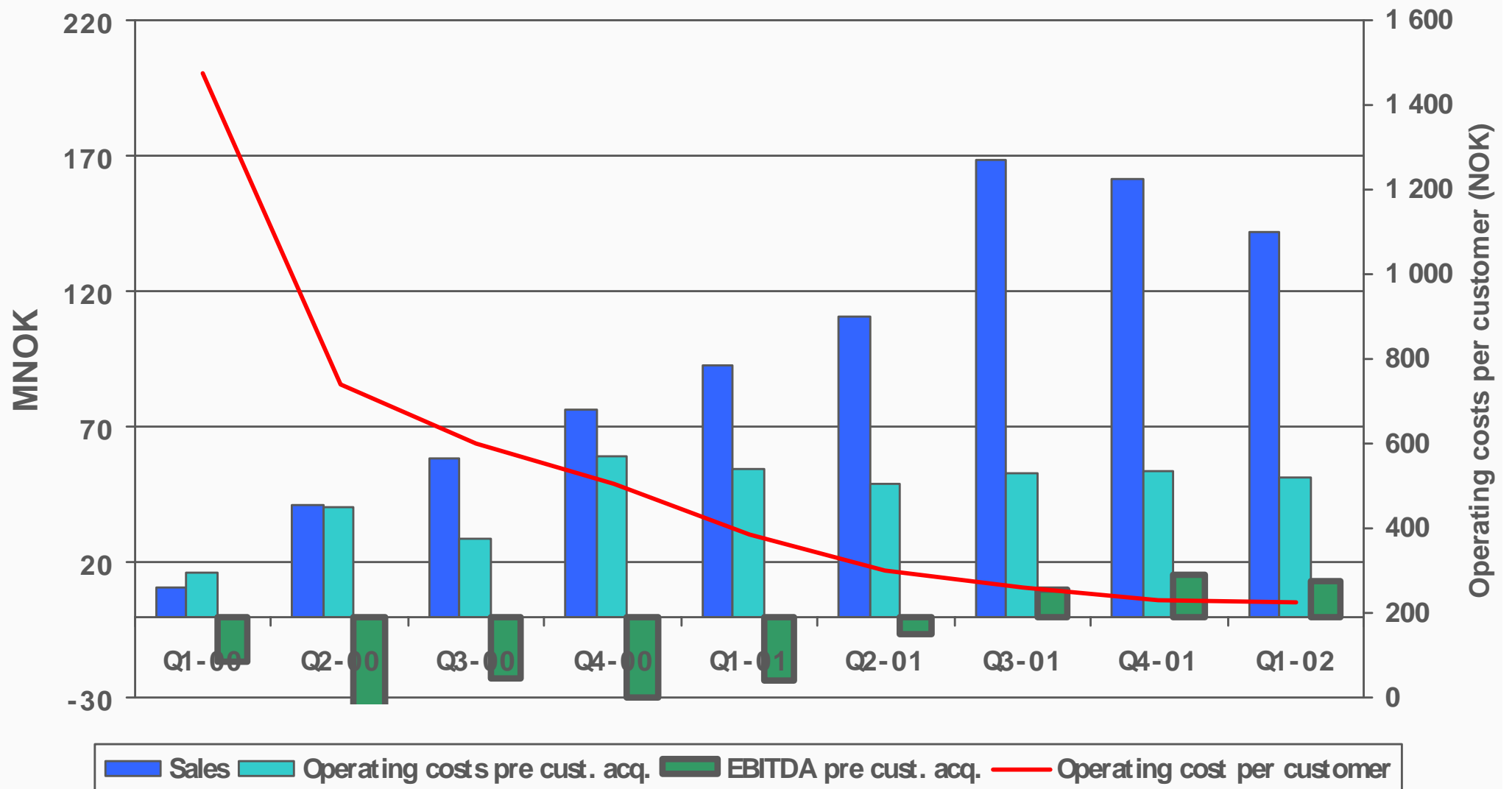
- profitable operations in Q1

MNOK

	Q1-2002	Q1-2001	Variance
Sales	141,6	92,6	53 %
Cost of goods sold	84,7	65,3	30 %
Gross Margin	56,8	27,3	108 %
	40 %	29 %	
Operating costs*	56,0	78,0	-28 %
EBIT	0,9	-50,7	102 %
One time items	0,0	0,0	
EBIT	0,9	-50,7	102 %
EBITDA	8,5	-47,2	118 %
EBITDA pre customer acquisition	12,5	-23,6	153 %
<i>Cash-on-hand</i>	112,9	182,1	
<i>No of shares end of period</i>	77 940 347	63 733 200	

Operating cost efficiency

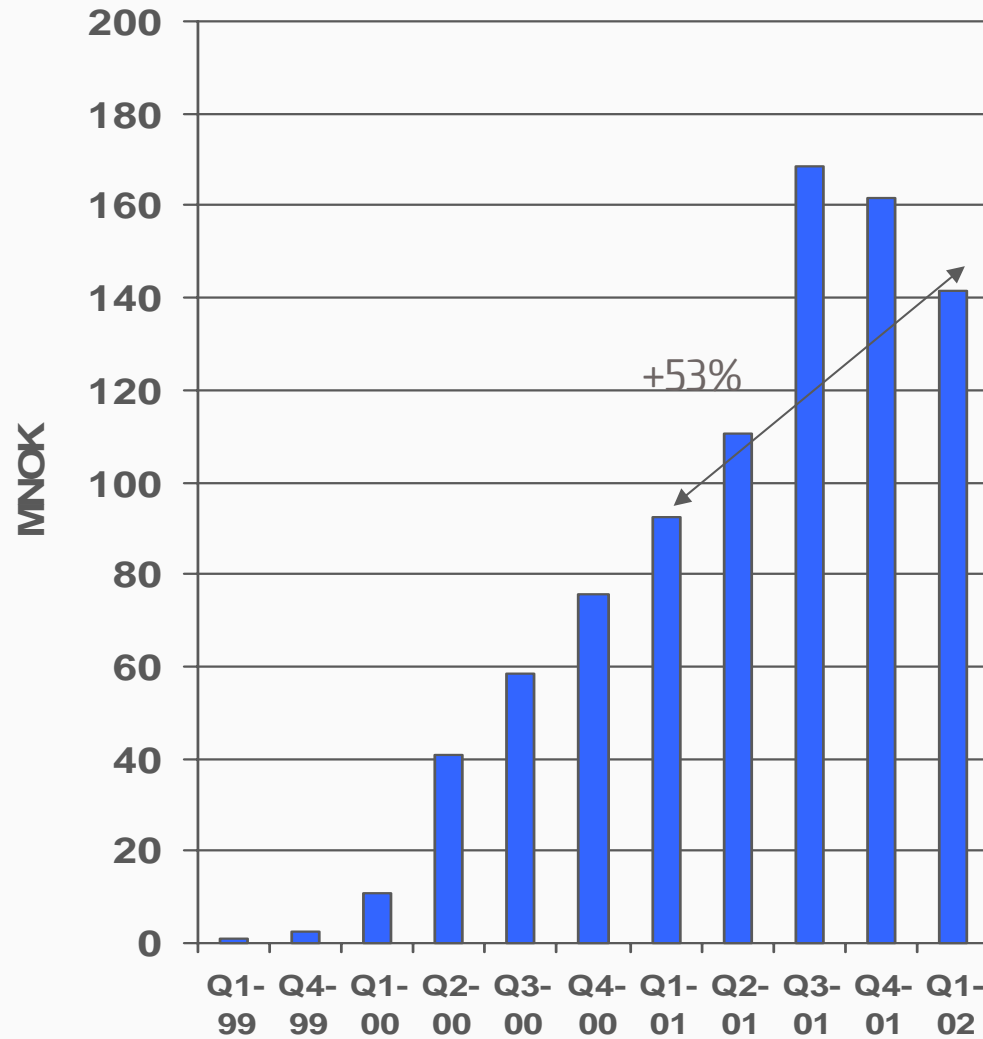
- continued improvement



Sales

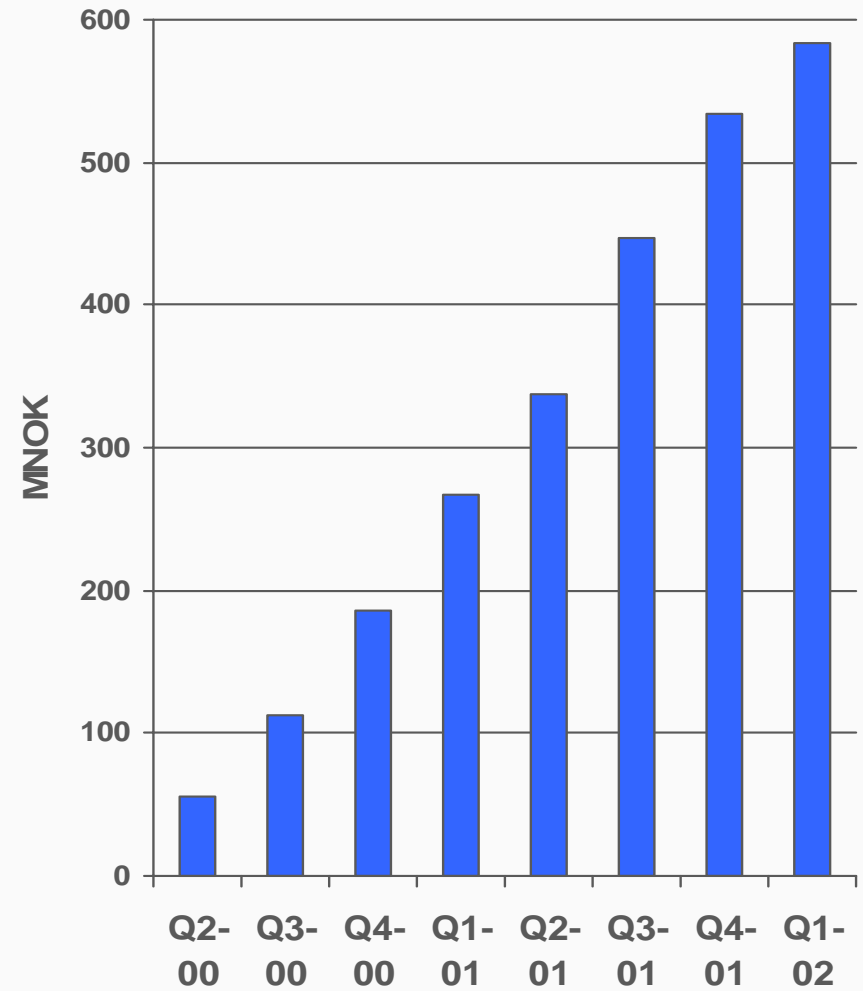
- annualized sales close to MNOK 600

Pr quarter



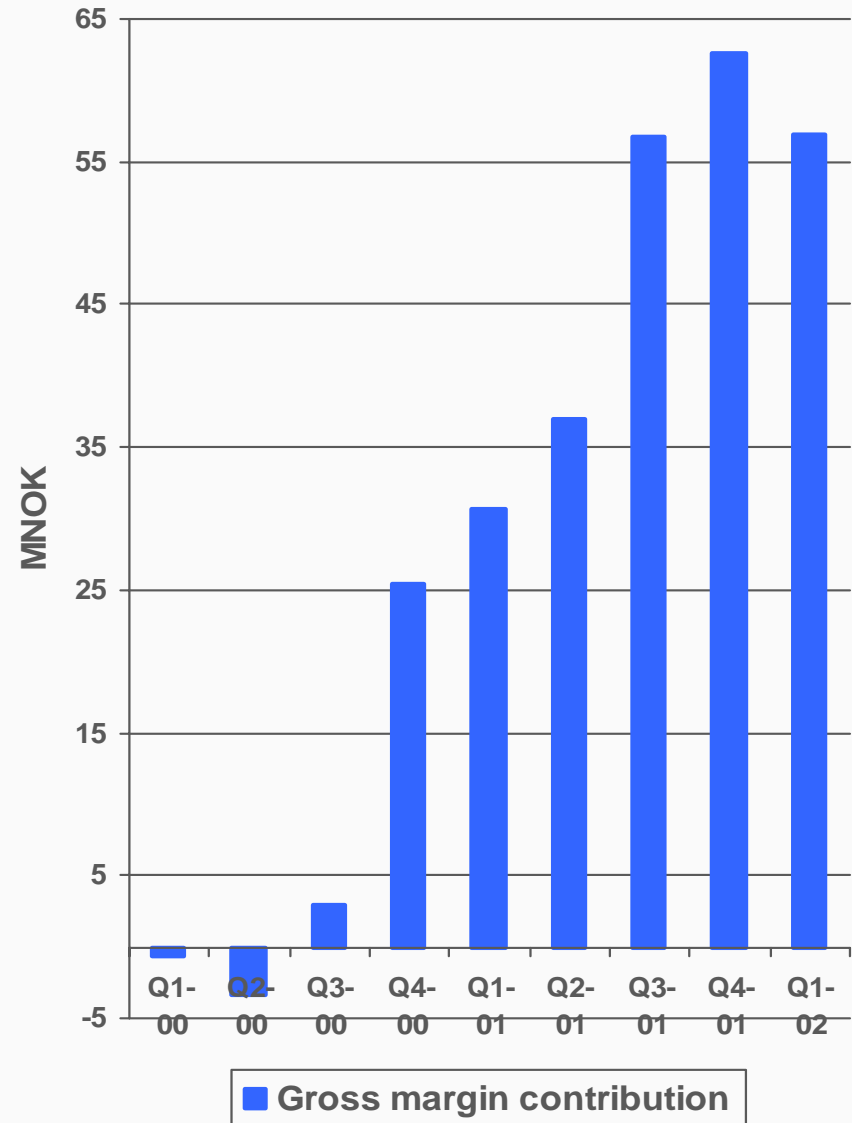
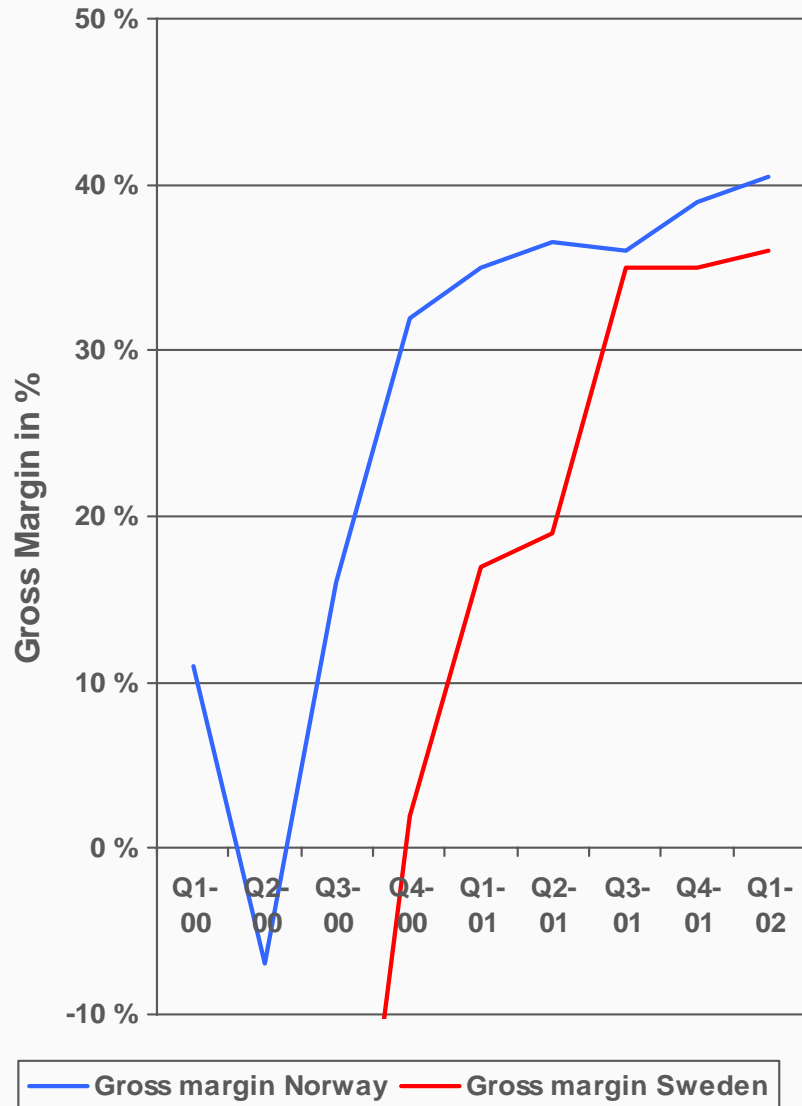
Financial presentation Q1-2002, Apr. 30,2002

Accumulated 12 months



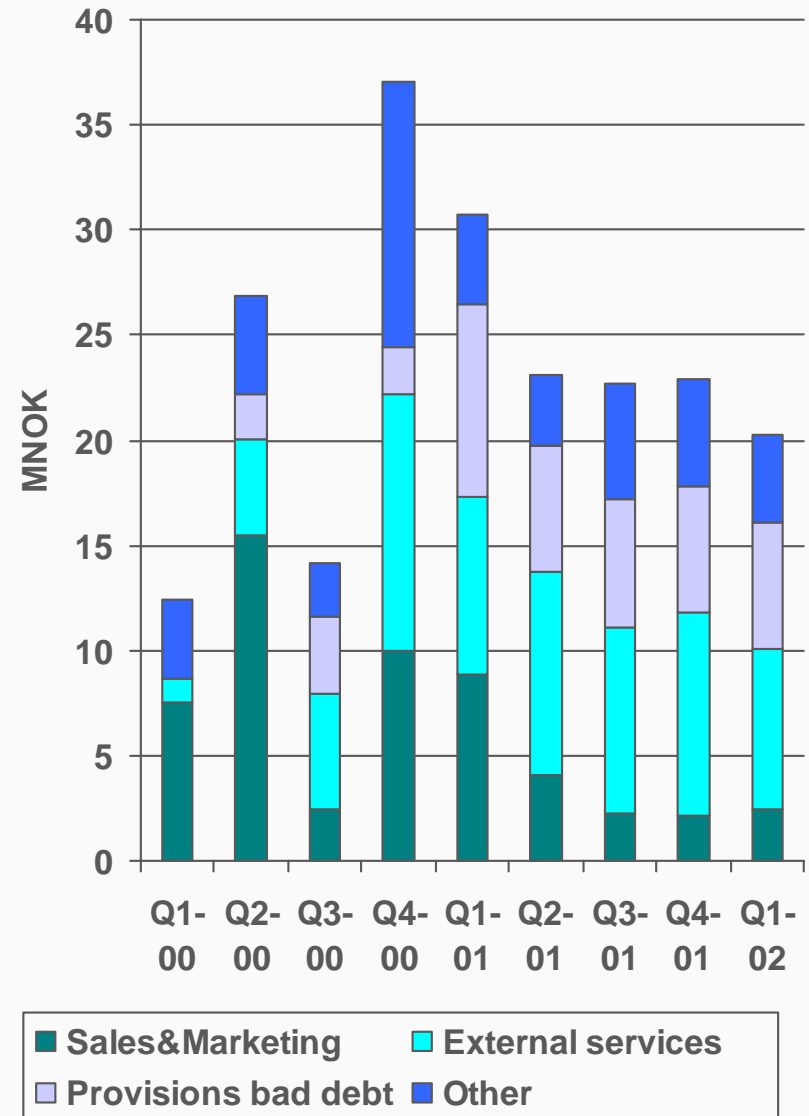
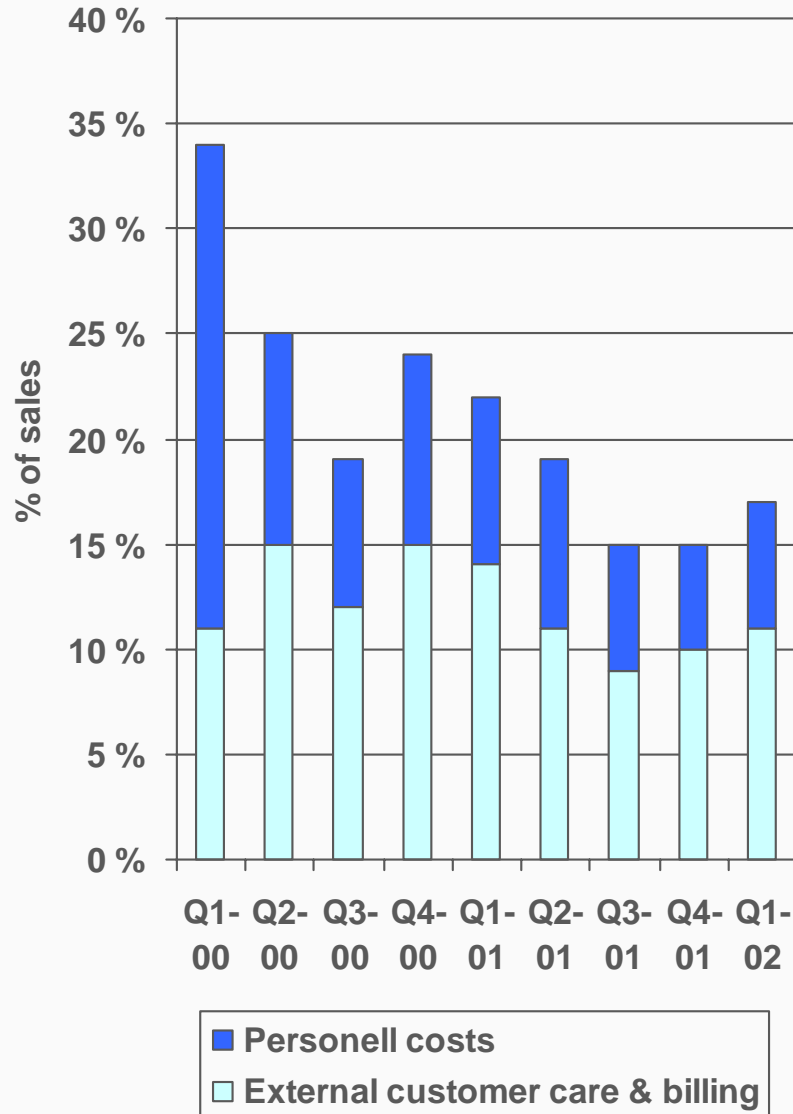
Gross Margin

- continuous improvement

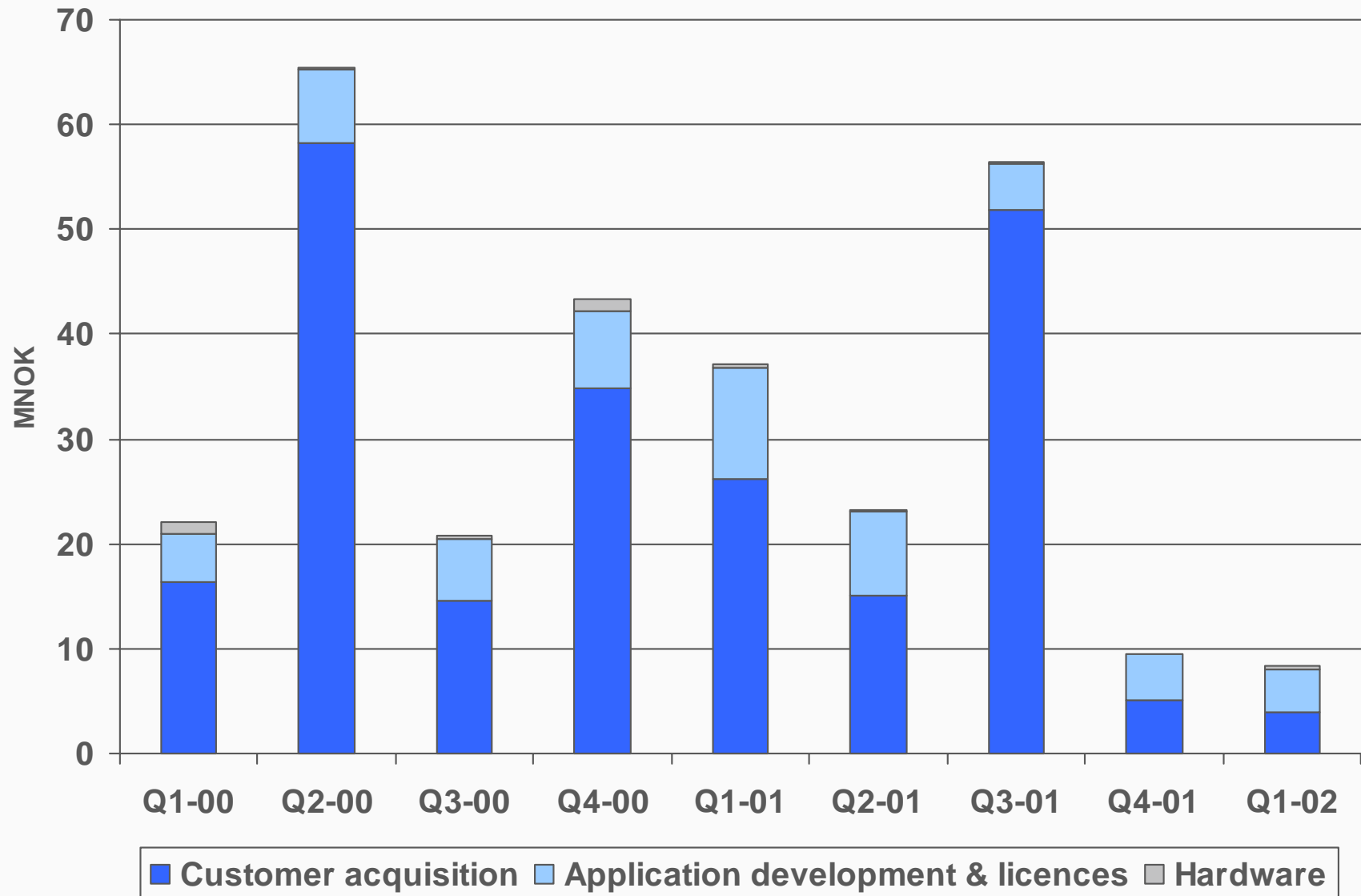


Operating costs

- continues to be under control



Investments*



* customer acquisition excludes customers paid for by shares

Cash flow

- first time positive cash flow

	MNOK
= EBIT	0,9
+ depreciaton & amortization	7,6
+ net finance	-0,8
+ investments (capex)	-4,3
+ change working capital	0,5
+ change long term debt	-1,1
+ other	-1,5
= change cash position	1,3

Balance sheet

MNOK	31.03.02	31.12.01
FIXED ASSETS		
Intangible assets	201,6	203,9
Tangible assets	6,5	7,5
Financial assets	0,5	0,5
<u>Total fixed assets</u>	<u>208,6</u>	<u>211,9</u>
CURRENT ASSETS		
Inventories	7,9	8,3
Accounts receivables	136,9	137,3
Pre-paid expenses	5,1	3,7
Other	10,1	11,5
<u>Bank deposits, cash etc.</u>	<u>112,9</u>	<u>111,7</u>
<u>Total current assets</u>	<u>272,9</u>	<u>272,6</u>
TOTAL ASSETS	481,5	484,5
EQUITY	261,2	262,6
LONG-TERM LIABILITIES	77,0	78,2
SHORT-TERM LIABILITIES	143,3	143,7

Summary Q1-2002

- Improved financials
- Improved consumer value proposition (choice of network)
- Increased service opportunities through new partners

Outlook Q2-2002

- Continued Gross margin improvement
- Moderate gross customer growth
- Increased ARPU

- Continue activities to improve our terms as service provider through;
 - mediation with Telenor Mobil
 - active contact with the authorities



Thank you for your attention!