## **Presentation 1st quarter 2002**

### Kjell Aamot President and CEO

Schibsted

**Trond Berger CFO** 

Catharina Thorenfeldt / Elisabeth Blom Tindlund IR

## Agenda

### • Hightlights

- Main figures 1<sup>st</sup> quarter 2002
- Status Productivity and Profitability Program
- Business areas
- Accounts 1<sup>st</sup> quarter 2002
- Outlook



## **Highlights**

- Productivity and profitability program progresses according to plan
- Good results despite weak advertising market
- Casual sales newspapers show good circulation figures
- Svenska Dagbladet has established a lower cost level and continues to gain market shares
- TV / Film shows weaker results than expected
- O Minutes Paris temporary negotiation peace with union



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- → Main figures 1<sup>st</sup> quarter 2002
  - Status Productivity and Profitability Program
  - Business areas
  - Accounts 1<sup>st</sup> quarter 2002
  - Outlook



### Main figures 1<sup>st</sup> quarter 2002

0	3/31/02	03/31/01
Operating revenues	1 989	2 033
Operating profit (EBITA)	129	90
Income from associated companies	(42)	(78)
Profit before taxes	60	2



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## **Productivity and Profitability Program**

#### • Program progresses according to plan

- Expected profitability improvement in NOK 370-450 million in 2002
- Lower cost level established in Aftenposten, Svenska Dagbladet and for multimedia activities
- Target of operating margin before goodwill and other revenues and expenses at 6-7% is maintained



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# Aftenposten

#### • Cost reduction program continues

- Operating expenses NOK 26 million lower 1<sup>st</sup> quarter 2002 compared to same period last year (incl. avis1 operating expenses are down by NOK 35 million)
- Operating profit (EBITA) of NOK 11 million, compared to 45 million the same period last year (incl. avis1 operating profit is NOK 5 million, compared to 32 million last year)
- Circulation revenues maintained despite a smaller decrease in circulation on weekdays to 267,601 copies
- Advertising revenue of NOK 334 million, a reduction of 11% compared to last year.
  - Still weak market for recruitment advertising
- Finn.no's leading position maintained and strengthened operating revenues up 20% compared to 1<sup>st</sup> quarter last year





• Expected effects of Cost Reduction Program:

Actual cost reduction in 2001:	25 million
Additional expected result improvement in 2002:	125 million

Total result improvement:

150 million



## SVENSKA DAGBLADET

Positive development after extensive changes

- A new and lower cost level established costs down SEK 35 million in 1<sup>st</sup> quarter 2002 compared to same period 2001
- Operating profit (EBITA) of SEK -15 million, compared to SEK -28 million in 2001
- Increased circulation from 176,040 on weekdays 1<sup>st</sup> quarter 2001 to 182,819 in 1<sup>st</sup> quarter 2002
  - Circulation revenues slightly down due to discounts
  - High rate of subscription renewals, especially in the Stockholm region, gives rise to expectations of higher circulation revenues in the future
  - Circulation in Stockholm 1<sup>st</sup> quarter 119,400, compared to 108,400 last year
- Advertising revenues down by 18% in the 1<sup>st</sup> quarter compared to last year, but reduction rate tends to decrease
- SvD.se shows positive results after change in business model





### Good results and high circulation in a weak advertising market

- Operating profit (EBITA) of NOK 64 million, compared to NOK 74 million last year
- Circulation in 1<sup>st</sup> quarter 2002 of 386,600 copies
  - Further strengthened market position circulation increase on weekdays and Sundays of, respectively, 16,800 and 5,400 copies
- Downturn in advertising revenue by 15% in 1<sup>st</sup> quarter 2002, compared to 1<sup>st</sup> quarter 2001
- VG.no is the Norwegian newspaper website that has the highest increase in visitor numbers gives effect on ad revenues





• High circulation and cost control give good results

- Operating profit (EBITA) of SEK 37 million, compared to SEK 8 million in the period 2001
- Circulation in 1<sup>st</sup> quarter 2002 reached 433,400 copies on weekdays, compared to 371,900 in same period 2001
  - Increase in circulation revenues of SEK 38 million compared to last year
- Advertising revenue reduced by 7% in 1<sup>st</sup> quarter compared to the same period last year, but smaller decrease than average market downturn
- Maintains its strong position vs. Expressen/GT/Kvällsposten
  - Gap: 107,200 copies
- Aftonbladet.se, with reduced cost level improves result





#### • Negotiation peace in Paris

- Schibsted's share of the 20 Minutes result in 1<sup>st</sup> quarter: NOK -31 million
- Weaker development than expected in advertising revenues due to market downturn
- France: Launch in Paris March 15th 20 Minutes Paris prints about 300,000 copies – temporary negotiation peace with the union
- Switzerland: Gains market shares Advertising revenues at same level as last year, despite total market downturn of 8%
- Spain: Increase in advertising revenues of 72% compared to 1<sup>st</sup> quarter last year – Total market down 6% in the same period



Estonia Eesti Meedia Kanal 🥖

#### Positive development continues

- Operating revenues in 1st quarter of NOK 54 million, an increase of 6% compared to 2001
- Operating profit (EBITA) equals zero, an improvement of NOK 1 million compared to 2001
- Growth in the overall advertising market slightly reduced compared to last six months of 2001, and TV increases in market share
- Eesti Meedia:
  - Positive results in weak advertising market
  - Circulation development continuously positive for the newspapers
- Kanal 2:
  - The number of advertisement-based TV channels reduced from four to two (TV1 went bankrupt in autumn 2001 and the state channel will be disallowed using advertisement financing from July 1<sup>st</sup> 2002)





Same result as last year, but lower than expected - increased uncertainty in TV production market

- Increase in operating revenues by 28% in 1<sup>st</sup> quarter compared to same period last year - operating margin (EBITA) SEK 5 million in 1<sup>st</sup> quarter 2002 compared to SEK 4 million in same period last year
  - Growth due to take over of European Film Group (EFG) in 4<sup>th</sup> quarter 2001 - Metronome now the biggest player in the Nordic countries in commercials production
- Commercials production shows positive results for 1st quarter, after volume downturn and negitive results in 2001
- TV channels hold back new orders and productions due to weak advertising market
- Several actors in the business are in trouble Metronome reports decrease in operating revenues for TV in Norway and Denmark in 1<sup>st</sup> quarter



# SANDRE A ETRONOME

# Further growth in operating revenues - somewhat reduced results

- Increase in operating revenues by 3% to SEK 304 million in 1<sup>st</sup> quarter compared to same period last year
- Operating margin (EBITA) of SEK 11 million, SEK 6 million lower than in 1<sup>st</sup> quarter 2001
- Film and video distribution as well as the broadcast rights business develop at satisfying rate
- Movie theatre operations did not live up to expectations in the first three months of 2002
- Video and DVD release of "Harry Potter and the Sorcerer's Stone", launched in May, is expected to improve results



## **Publishing**

All publishing companies maintain or improve on 1st quarter results for 2001

- Increase in operating revenues by 3% to NOK 75 million in 1<sup>st</sup> quarter compared to same period last year
- Operating profit (EBITA) of NOK 5 million, compared to NOK 1 million in 2001
- Publishing rights to fashion magazine Tique taken over in 1<sup>st</sup> quarter of 2002
- All of Schibsted's Norwegian publishing companies, except for the Dine Penger editorial staff, have moved into common premises in Oslo





# Traditionally weak 1st quarter - but advertising revenues and viewer figuers gives promising outlook

- Operating profit reduced compared to last year
  - Costs reated to the Olympic Games in Salt Lake City of NOK 45 million
  - Early Easter gave had negative effect on operating revenues in 1st quarter
  - Discontinued news production for TVNorge gave negative effect on revenues
- TV2 Interaktiv reduced costs by NOK 14 million compared to same period last year
- Avertising revenues on last year's level TV 2 takes market shares from TVNorge and TV 3
- Strong position in viewer market and gives good GRP production



### **Other operations**

- Activities within Multimedia are integrated in the other business areas as of 2002
  - European Media Ventures (EMV) counts as part of business area Newspapers
  - Schibsted Telecom and Bokkilden are reported under Other operations
    - Comparison figures for previous years are recalculated
- Operating profit for Other operations 1st quarter 2002 is NOK 19 million, compared to NOK –6 million same period last year, partly due to:
  - Result improvement in Schibsted Telecom, but still uncertainty regarding future
    market growth
  - Net profit from the sale of the Internet portal Alt om København KS
- Schibsted Telecom has no longer any obligation in the UMTS market, after sale of its shares in Orange



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### **Income statement Schibsted Group**

	Pr. 31.03		
(NOK million)	2002	2001	2001
Operating revenues	1 989	2 033	7 972
Operatingexpenses	(1 766)	(1 846)	(7 309)
Depreciation	(94)	(97)	(391)
Operating result before GW			
and other revenues and expenses	129	90	272
Amortisation and write-downs goodwill	(16)	(14)	(85)
Other revenues and expenses	0	0	(131)
Operating profit (loss)	113	76	56
Income from associated companies	(42)	(78)	(338)
Net financial items	(11)	4	(105)
Profit (loss) before taxes	60	2	(387)
Taxes	(38)	(38)	(36)
Net income (loss)	22	(36)	(423)



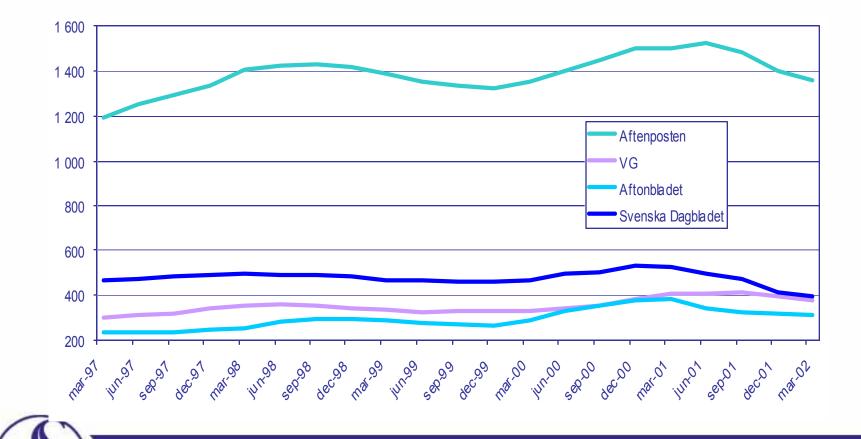
As of March 31	Volum e´ 2002	Change 2001-2002	Revenues (mNOK)	Change 2001-2002
Aftenposten	13 672	(6.5)%	312	(12.6)%
Verdens Gang	1 676	(9.8)%	84	(15.2)%
Aftonbladet <sup>2)</sup>	1 862	(18.3)%	64	(7.2)%
Svenska Dagbladet <sup>2)</sup>	4 747	(6.6)%	92	(17.9)%

Column meters
 SEK



### **Advertising market development**

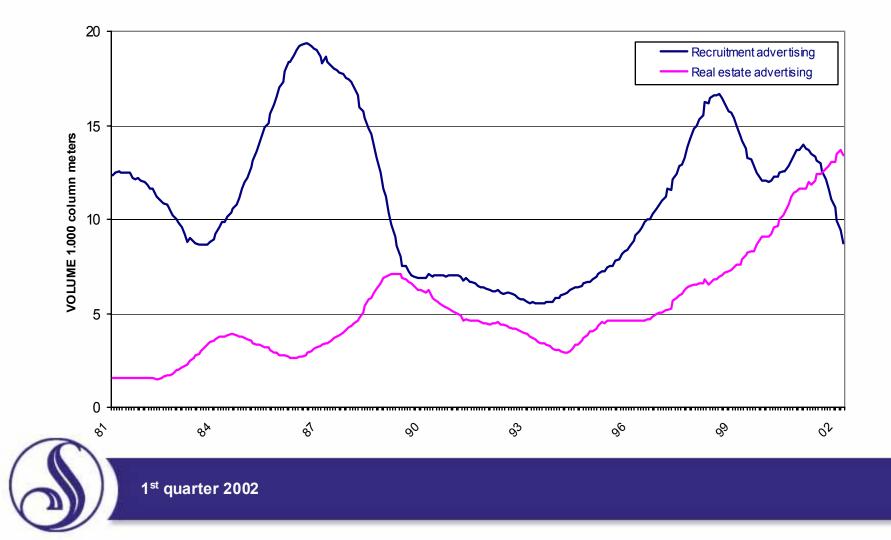
#### Advertising revenues, rolling 12 months



1<sup>st</sup> quarter 2002

# Aftenposten

## **Development recruitment/real estate advertising**



	Change in	Change in
	costs	costs
	Q1-02 vs. Q1-01	Q1-02 vs. av. Q3/Q4-01
Svenska Dagbladet	-44	-31
Aftenposten incl. avis1	-35	-16
Other	-3	-56
Schibsted total	-83	-102



### **Result - Schibsted's Online Newspapers**

	As of March 31				
(NOK million)	2002	2001	2001		
Advertising revenues	45	36	154		
Other revenues	12	11	31		
Total operating revenues	57	47	185		
Operating costs <sup>1)</sup>	(60)	(70)	(304)		
Other revenues and expenses	0	0	(52)		
Operating profit (loss)	(3)	(23)	(171)		

FINN Norway is included in the figures 1) Includes all costs except editorial content



### **Associated Companies**

#### Schibsted's share

As of March 31									
(NOK million)	2002	2001	2001						
New spapers	(32)	(30)	(152)						
TV / Film	(10)	(12)	(5)						
Publishing	0	0	(1)						
Other	0	(36)	(180)						
Total	(42)	(78)	(338)						



### 20 Minutes - proforma<sup>1</sup> - Associated company

	As of Mar	rch 31	
(EUR mill.)	2002	2001	2001
Operating revenues	6	4	20
Operating costs	14	13	71
Operating profit (loss)	(8)	(9)	(51)
Out share of 20 Minutes in NOK	(31)	(31)	(154)

1) Consolidation of our total investment in 20 Minutes. Schibsted's ownership in 20 Min Holding AG and 20 Minutes France SAS is 41%.



### **Financial Key Figures**

As of March 31									
(%)	2002	2001	2001	2000	1999	1998	1997		
Operating margin (EBITA) <sup>1)</sup>	6.5	4.4	3.4	6.2	4.0	7.7	12.0		
EBITDA margin <sup>1)</sup>	11.2	9.2	8.3	11.1	9.4	11.9	16.3		
Interest bearing debt ratio	30.8	25.8	29.9	23.3	31.5	23.8	9.1		
Equity ratio	33.1	38.2	32.0	37.8	33.3	37.3	50.6		
Net income (loss) attr. to maj. interests	18	(35)	(431)	608	42	172	517		
Avarage numbers of shares	68.300	69.108	68.689	69.250	69.250	69.250	69.250		
EPS	0.27	(0.50)	(6.28)	8.78	0.61	2.48	7.47		
Cash flow per share	1.50	1.99	5.44	15.15	8.76	9.95	10.00		

1) Not recalculated according to new classification of operating result 1997



### **Cash Flow / Investments**

	As of March 31				
(NOK million)	2002	2001	2001		
Cash flow from operations	103	137	374		
EBITDA	223	187	663		
Operational investments	126	74	387		
Shares and other holdings	108	117	239		
Total investments	234	191	626		
Interest bearing debt	2 048	1 853	2 035		
Net interest bearing debt	1 624	1 325	1 396		



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## Outlook

- Newspapers with good circulation development, but limited expectations on results due to weak advertising markets
- Schibsted's companies within TV / Film improves market position in an uncertain market
- Continued focus on group core business, the Productivity and Profitability Program as well as cash flow







## Circulation

As of March 31	Circulation 2002	Change 2001-2002	Change	Circulation revenues <sup>1)</sup>	Change 2001-2002
Aftenposten morning	267 601	(6 655)	(2.4)%		
Aftenposten evening	170 164	(6 017)	(3.4)%	165	4.4%
Aftenposten Sunday	238 531	1 367	0.6%		
Verdens Gang weekdays	386 600	16 800	4.5% 1.8% <b>}</b>	302	1.3%
Verdens Gang Sunday	308 000	5 400	1.8% 🥇	302	1.070
Aftonbladet weekdays	433 400	61 500	16.5% <b>ا</b>	355	12.0%
Aftonbladet Sunday	481 533	48 833	11.3% 🥇	000	12.070
Svenska Dagbladetweekdays	182 819	6 779	3.9%	81	(3.6)%
Svenska Dagbladet Sunday	193 804	3 488	1.8% 🕽		(0.0)/0

1) NOK/SEK Million



As of March 31	Operating profit before EOI and	· · ·	Goodwill		II Operating profit (los	
(NOK million)	2002	2001	2002	2001	2002	2001
Newpapers	96	84	(5)	(5)	91	79
Estonia	0	(1)	(5)	(5)	(5)	(6)
TV / Film	9	12	(4)	(3)	5	9
Publishing	5	1	(3)	(1)	2	0
Other	19	(6)	1	0	20	(6)
Total	129	90	(16)	(14)	113	76

GW: Goodwill



### **Cash flow**

	As of Marc	ch 31	
(NOK million)	2002	2001	2001
Profit (loss) before taxes	60	2	(387)
+ Depreciation and amortisation	110	111	529
+/- Net changes in pensions	(71)	(29)	(73)
+/- Income from associated companies	42	91	402
- Taxes payable	(38)	(38)	(97)
Cash flow from operations	103	137	374
Change in working capital etc.	(122)	(267)	(76)
Cash flow from operating activities	(19)	(130)	298
Cash flow from investing activities	(203)	(63)	(335)
Cash flow before financing activities	(222)	(193)	(37)
Cash flow per share (NOK)	1.50	1.99	5.44



### **Financial Result Schibsted Group**

	As of March 31			
(NOK million)	2002	2001	2001	
Net interest income (expense)	(21)	(21)	(85)	
Net foreign exchange gains (losses)	7	10	12	
Net gains (losses) on shares etc.	3	15	(32)	
Net financial items	(11)	4	(105)	



	As of March 31			
(NOK million)	2002	2001	2001	
Fixed assets	5 121	5 421	5 033	
Current assets	1 536	1 775	1 783	
Total assets	6 657	7 196	6 816	
Equity	2 201	2 746	2 182	
Provisions	584	617	628	
Long term liabilities	2 059	1 861	2 042	
Current liabilities	1 813	1 972	1 964	
Total equity and liabilitites	6 657	7 196	6 816	



### **Newspapers – Operating profit (loss)**

	As of March 31		
(NOK million)	2002	2001	2001
Operating revenues	1 527	1 613	6 263
Operating expenses	(1 431)	(1 529)	(6 024)
Operating profit (loss) before GW			
and other income and expenses	96	84	239
Amortisation and write-downs goodwill	(5)	(5)	(21)
Other revenues and expenses	0	0	(127)
Operating profit (loss)	91	79	91
Income from associated companies	(32)	(30)	(152)
Operating margins (EBIT)			
Aftenposten Group	0.9%	5.3%	(3.3)%
Verdens Gang Group	16.1%	18.2%	16.2%
Aftonbladet Group	8.5%	2.0%	5.7%
Svenska Dagbladet Group	(7.7)%	(12.7)%	(28.1)%
		GW:	Goodwill



# Operating profit (loss) **Aftenpoften**

	As of March 3 <sup>°</sup>	1	
(NOK million)	2002	2001	2001
Circulation revenues	165	158	630
Advertising revenues	334	374	1 401
Other revenues	36	63	153
Total operating revenues	535	595	2 184
Raw materials	42	47	177
Personnel expenses	218	217	881
Other operating expenses	226	250	967
Depreciation	23	19	84
Royalty	15	17	37
Ohter revenues and expenses	0	0	71
Total operating expenses	(524)	(550)	(2 217)
Operating profit (loss) incl. avis 1	11	45	(33)
avis 1	(6)	(13)	(41)

The operating profit (loss) is for the Aftenposten Group



### **Operating profit (loss)**



	As of March 31				
(NOK m ill.)	2002	2001	2001		
Advertising revenues	18	13	57		
Other revenues	2	4	6		
Total operating revenues	20	17	63		
Total operating expenses	(19)	(16)	(69)		
Operating profit (loss)	1	1	(6)		



### **Operating profit**



	As of March 31			
(NOK million)	2002	2001	2001	
Circulation revenues	302	298	1 226	
Advertising revenues	90	104	392	
Other revenues	5	5	22	
Total operating revenues	397	407	1 640	
Raw materials	31	32	137	
Personnel expenses	90	88	342	
Other operating expenses	196	196	828	
Depreciation	4	5	20	
Royalty	12	12	48	
Total operating expenses	(333)	(333)	(1 375)	
Operating profit	64	74	265	

The operating profit includes VG AS, VG Multimedia AS and Avisretur AS



### **Operating profit**



	As of March 31			
(NOK million)	2002	2001	2001	
Circulation revenues	355	317	1 364	
Advertising revenues	71	80	320	
Other revenues	7	4	32	
Total operating revenues	433	401	1 716	
Raw materials	61	56	221	
Personnel expenses	74	75	318	
Other operating expenses	259	256	1 068	
Depreciation	2	6	25	
Ohter revenues and expenses	0	0	(14)	
Total operating expenses	(396)	(393)	(1 618)	
Operating profit	37	8	98	
Exchange rate: NOK/SEK	85.27	91.00	87.04	

The operating profit is for the Aftonbladet Group



## **Operating profit (loss)** SVENSKA DAGBLADET

	As of March	31		
(NOK m illion)	2002	2001	2001	
Circulation revenues	81	84	329	
Advertising revenues	96	116	413	
Other revenues	3	3	17	
Governmentsubsidies	16	15	65	
Total operating revenues	196	218	824	
Raw materials	24	23	93	
Personnel expenses	56	67	286	
Other operating expenses	125	149	581	
Depreciation	6	7	27	
Other revenues and expenses	0	0	69	[
Total operating expenses	(211)	(246)	(1 0 56)	The operation
Operating profit	(15)	(28)	(232)	profit (loss is for the
Exchange rate: NOK/SEK	85.27	91.00	87.04	Dagblade







As of March 31				
(NOK million)	2002	2001	2001	
Operating revenues	167	162	730	
Operating expenses	(161)	(175)	(694)	
Operating profit (loss)	6	(13)	36	



#### **Ad Volume - Regional Newspapers**

Q1 02	Q1 01	Change	Volume <sup>1)</sup>	2001
6 514	7 196	(9.5)%	Adresseavisen	28 085
6 298	7 036	(10.5)%	Bergens Tidende	27 900
3 040	3 414	(11.0)%	Fædrelandsvennen	13 568
1 361	1 265	(7.6)%	Harstad Tidende	5 242
5 731	6 878	(16.7)%	Stavanger Aftenblad	27 148

1) Column meters





	As of March 31		
(NOK million)	2002	2001	2001
Operating revenues	54	51	220
Operating expenses	(54)	(52)	(220)
Operating profit (loss) before GW			
and other income and expenses	0	(1)	0
Amortisation and write-downs goodw ill	(5)	(5)	(25)
Operating profit (loss)	(5)	(6)	(25)

GW: Goodwill



### **Operating profit TV / Film**

	As of March 31		
(NOK million)	2002	2001	2002
Operating revenues	310	286	1 107
Operating expenses	(301)	(274)	(1 055)
Operating profit (loss) before GW			
and other income and expenses	9	12	52
Amortisation and write-downs goodwill	(4)	(3)	(30)
Other revenues and expenses	0	0	4
Operating profit (loss)	5	9	26
Income from associated companies	(10)	(12)	(5)

GW: Goodwill



### **Operating profit**



	As of March	31	
(SEK million)	2002	2001	2001
Operating revenues	212	166	707
Raw materials	148	127	504
Personnel expenses	34	20	98
Other operating expenses	20	11	56
Depreciation	5	4	15
Total operating expenses	(207)	(162)	(673)
Operating profit (loss) before GW			
and other income and expenses	5	4	34
Amortisation and write-downs GW	(1)	0	(2)
Operating profit	4	4	32
Operating margin (EBITA)	2.4%	2.8%	4.9%
Exchange rate NOK/SEK	85.27	91.00	87.04



## **Operating profit SANDRE ETRONOME**

	As of March 3 <sup>4</sup>	1	
(SEK million)	2002	2001	2001
Operating revenues	304	296	1 128
Raw materials	188	177	671
Personnel expenses	43	40	163
Other operating expenses	40	40	162
Depreciation	22	22	81
Total operating expenses	(293)	(279)	(1 077)
Operating profit (loss) before GW			
and other income and expenses	11	17	51
Amortisation and write-downs GW	(2)	(2)	(42)
Other revenues and expenses	0	0	10
Operating profit	9	15	19
Operating margin (EBITA)	3.5%	5.9%	4.5%

Accounts for Sandrew Metronome Group. 50% is included in the consolidated accounts. Schibsted owns 50% of the Group.



### **Operating profit (loss)**



	As of March 31		
(NOK million)	2002	2001	2001
Operating revenues	353	366	1503
Programming expenses	154	152	521
Personnel expenses	108	106	396
Other operating expenses	103	89	388
Depreciation	16	19	73
Total operating expenses	(381)	(366)	(1378)
Operating profit (loss)	(28)	0	125
Net financial items	2	(21)	(57)
Income from as sociated companies	(15)	(24)	(61)
Taxes	8	5	(36)
Net income (loss)	(33)	(40)	(29)
Net income (loss) attributable to minority interests	0	0	2
Net income (loss) attributable to majority interests	(33)	(40)	(27)

Schibsted owns 33% of the company.



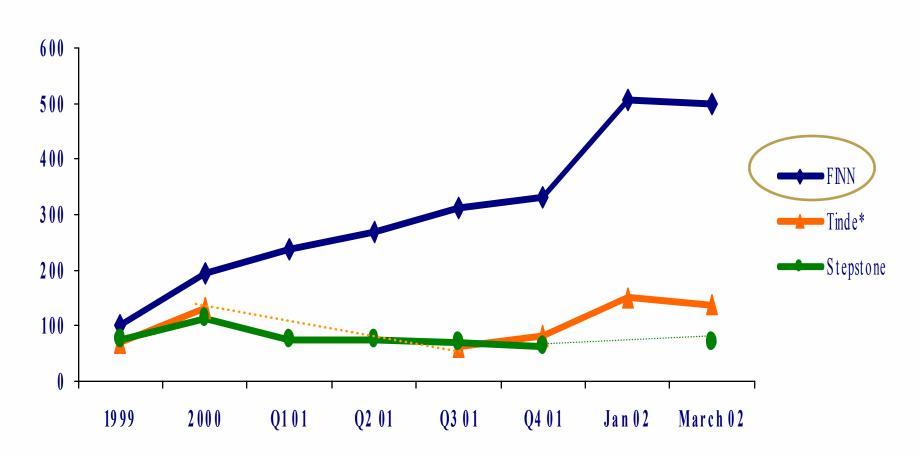
### **Operating profit Publishing**

	As of March 31		
(NOK million)	2002	2001	2001
Operating revenues	75	73	320
Operating expenses	(70)	(72)	(301)
Operating result before GW			
and other income and expenses	5	1	19
Amortisation and write-downs goodwill	(3)	(1)	(10)
Other income and expenses	0	0	(4)
Operating profit	2	0	5
Income from associated companies	0	0	(1)

GW: Goodwill



# Development of the largest online classifieds in Norway

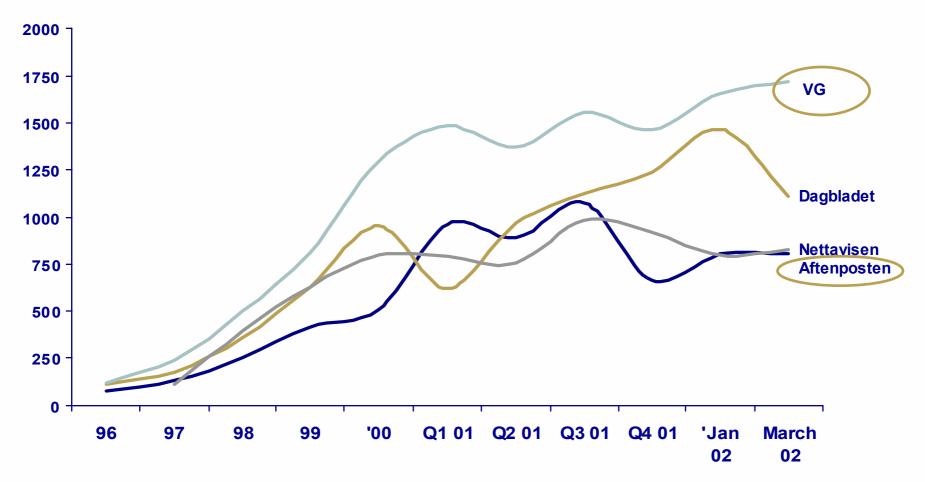


\* No official statistics released in Q1 and Q2 2001

Source: Norsk Gallup Figures in 1000 - figures 1999-2001 calculated - unique visitors monthly

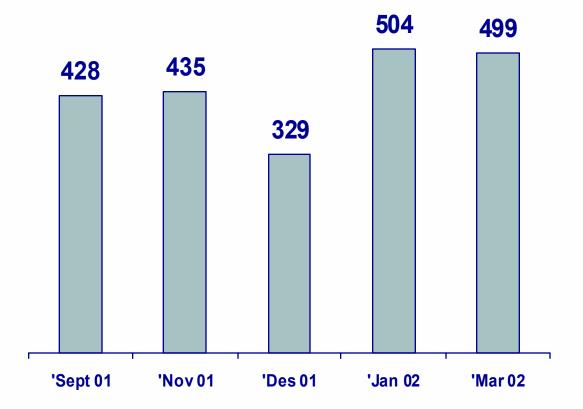


# Development of the largest online newspapers in Norway



Source: Gallup - figures in 1000 - unique visitors monthly (1996-2001 calculated)

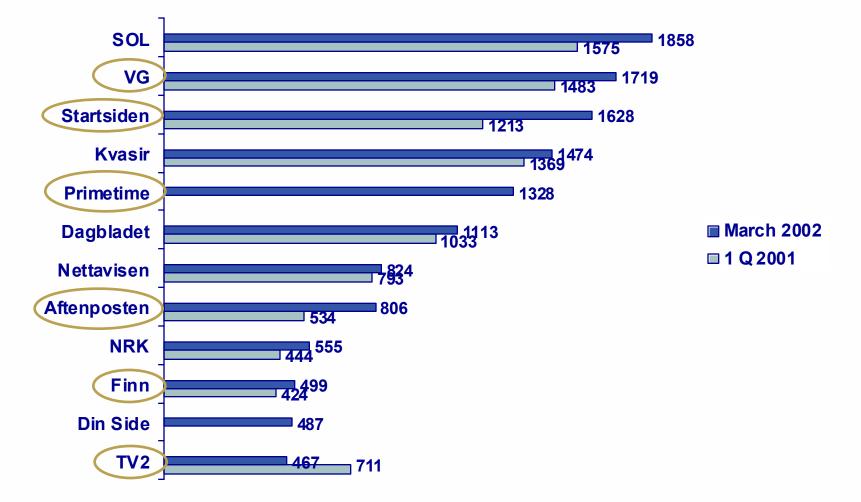
### FINN - unique visitors (monthly)





Source: Gallup Web Measure - figures in 1000

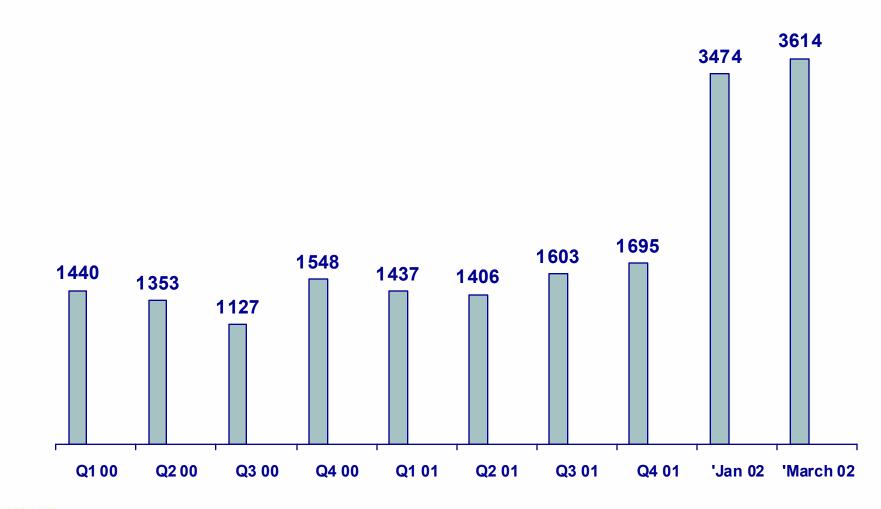
### Norway – top list unique visitors March 2002





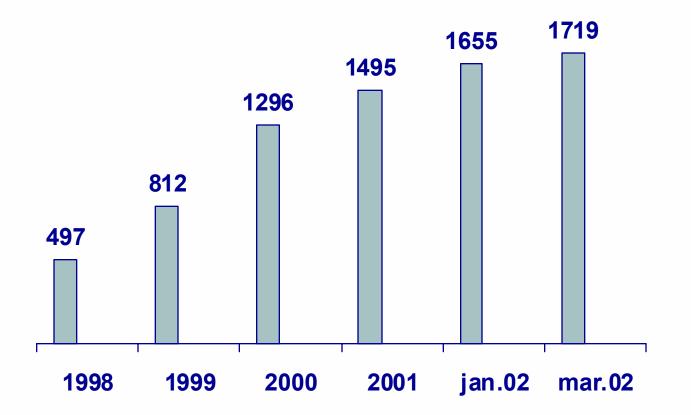
Source: Norsk Gallup

### Aftonbladet – unique visitors (monthly)



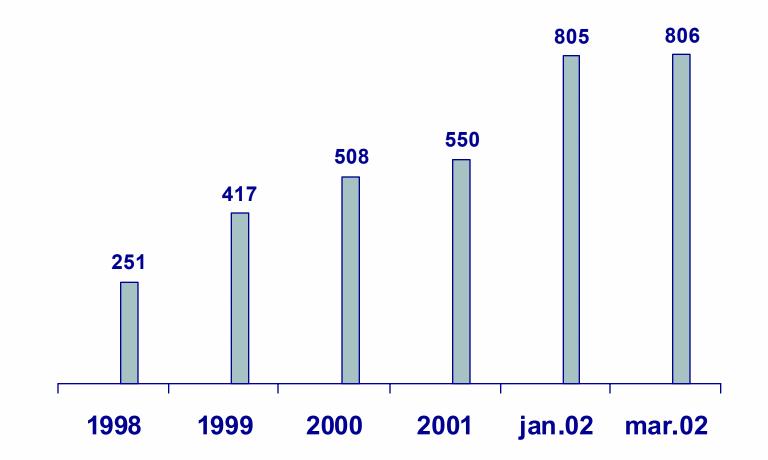
Source: WIS - figures in 1000

### VG - Unique visitors (monthly)



Source: Norsk Gallup/figures in 1000 - figures 1998-2001 average & calculated

### Aftenposten Unique visitors (monthly)



Source Norsk Gallup/figures in 1000 including www.oslopuls.no - figures 1998-2001 average & calculated

### **Schibsted - Historical Development**

- 1839 Chr. Schibsted Publishing House founded
- 1860 Aftenposten launched in Oslo
- 1966 Takeover of VG
- 1989 Reorganisation from a private family company to a limited company
- 1992 Listing at the Oslo Stock Exchange with a growth strategy declaration
- 1992 First TV and Film investments
- I995 First New Media/Internet investments
- 1996 Acquisition of Aftonbladet
- 1998 Acquisition of Svenska Dagbladet
- 1999 The free newspaper concept 20 Minutes launched



## **The Marketplace**

Newspaper Rea	adership
Worldwide	
Sweden	88%
Norway	86%
Finland	86%
Hong Kong	81%
Japan	80%
USA	57%

Inhabitants Norway 4.5m Sweden 8.9m Denmark 5.3m

Penetration rates Norway mobile 75% - Internet 68% Sweden mobile 71% - Internet 64% Denmark mobile 68% - Internet 49%





#### Schibsted web sites www.schibsted.no

www.aftenposten.no www.finn.no www.mediearkivet.no www.oslopuls.no www.vg.no www.enter.vg www.avis1.no www.aftonbladet.se www.mediearkivet.se www.svd.se www.postimees.ee www.sloleht.ee www.kroonika.ee www.kanal2.ee www.adresseavisen.no www.trondheimpuls.no www.bergens-tidende-no www.bergenpuls.no www.aftenbladet.no www.stavangerpuls.no www.fedrelandsvennen.no www.20min.ch www.20min.fr www.ntb.no www.scanpix.com www.picturegate.com www.primetime.net

www.inpoc.com www.bokkilden.no www.europeanmediaventures.com www.skiinfo.no www.huginonline.no www.datek.no www.basefarm.no www.yabet.com www.acta.no www.lovesearch.se www.allready.net www.resfeber.se www.adressdirekt.se www.ekonomi24.se www.lenswav.se www.bluemarx.com www.signalsoft.com www.ingo.se www.mediafabriken.com www.zoovillage.com www-swedenunited.com www.ticnet.se www.startsiden.no www.safetel.no www.crossroads.se www.ecomda.com

www.tv2.no www.tv2.no/caesar www.gotogate.no www.sandrewmetronome.se www.sandrewmetronome.dk www.sandrewmetronome.no www.sandrewmetronome.fi www.metronome.se www.meterfilm.se www.meterfakta.se www.helikoptermedia.se www.mekanofilm.se www.mekaniken.se www.rubicontv.no www.metronomeprod.dk www.nordicent.no www.kinopalatsi.fi www.filmlance.se www.witit.se www.prodidea.fi www.europeanfilmgroup.com www.bigbrother.no www.smspublishing.se www.schibsted-forlag.no www.sch-ib.no www.bladkompaniet.no www.dinepenger.no www.dagensmedisin.no www.tique.no

### Schibsted's 10 major shareholders

As of 4/26/2002	No of shares <b>∌rcent</b> of	shares, total
1. Blommenholm Industrier	18 083 520	26.11
2. Folketrygdfondet	5 013 700	7.16
3. Fidelity	3 843 711	5.55
4. Marathon Asset Management	3 234 349	4.67
5. JP Morgan Chase Bank	3 082 661	4.45
6. Orkla ASA	2 668 731	3.85
7. Boston Safe Deposit	2 339 910	3.32
8. Avanse	1 855 900	2.68
9. SEB Merchant Banking	1 552 362	2.24
10. Storebrand Livsforsikring	1 516 450	2.19
	Number of shares outstanding <sup>1</sup> : 69 250 000	
	Number of shareholders:	5 756
	Foreign ownership:	32.46%
	<sup>1</sup> 950 000 of these shares owned by Schibsted	

### **Investor Information**

- Please visit Schibsted's homepages:
  - <u>www.schibsted.no</u>
  - Register to subscribe for press releases
- Investor Relations:
  - Elisabeth Blom Tindlund

elisabeth.blom.tindlund@schibsted.no

Catharina Thorenfeldt

catharina.thorenfeldt@schibsted.no

• Tel: +47 23106600

