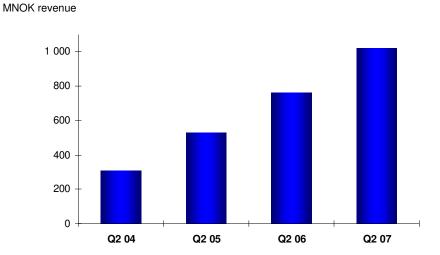
### **Norwegian (NAS) Q2 2007** Bjørn Kjos (CEO) Oslo, 19. July 2007



#### **Strong revenue growth continues in Q2 07**

• 1,019 MNOK in total revenue, 33 % growth since last year

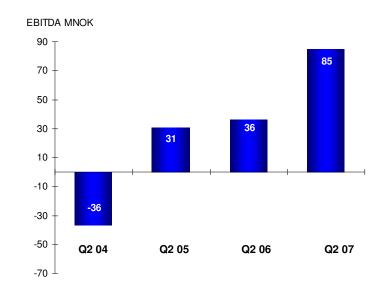


	Q2 04	Q2 05	Q2 06	Q2 07
Revenue	311	531	765	1 019
Domestic revenue	204	280	381	459
International revenue	107	251	384	560
Domestic revenue growth		37 %	36 %	20 %
International revenue growth		135 %	53 %	46 %



# **Q2 07 margin improves on growing international traffic and ancillary revenue**

- Earnings (EBITDA) of 85 MNOK in Q2 07
- Earning 44.7 MNOK after tax
- Margin (EBITDA) of 8 % (5 % in Q2 06)

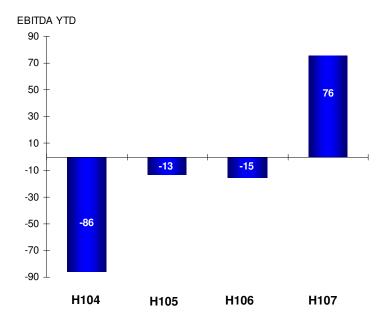


	Q2 04	Q2 05	Q2 06	Q2 07
EBITDA MNOK	-36	31	36	85
EBITDA margin %	-12 %	6 %	5 %	8 %
Earnings after tax MNOK	-27	15	18	45
Earnings pr share	-1,50	0,81	0,92	2,27



#### Strong results in the first half year

- Earnings (EBITDA) of 76 MNOK in the first half of 07
- Margin (EBITDA) of 4 % (-1 % in the first half of 06)

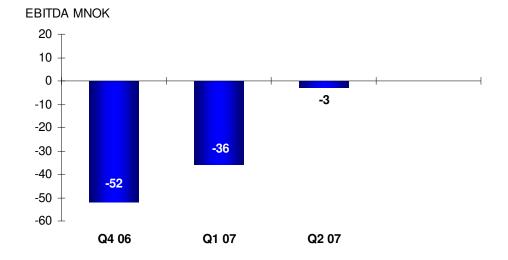


	YTD 04	YTD 05	YTD 06	YTD 07
Revenue	547	851	1304	1757
EBITDA MNOK	-86	-13	-15	76
EBITDA margin	-16 %	-2 %	-1 %	4 %



#### Polish operations on track and close to breaking even in Q2 07

- Polish operations EBITDA 3 MNOK
- 33 million improvement since Q1 2007





#### **Positive cash flow from operations 257 MNOK**

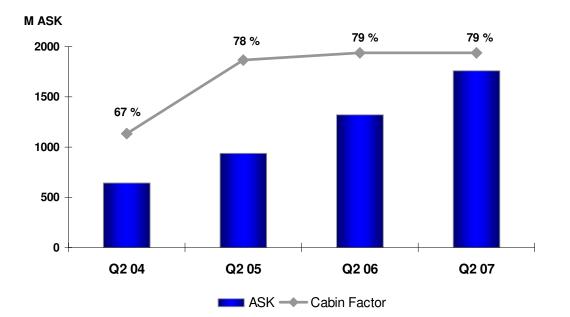
- Net change 520 MNOK in Q2
  - mainly driven by strong sales
  - financial activities linked to bond issue
- Available cash 1 048 MNOK

SH FLOW (TNOK) Second quarter	Second guarter	
Form: 2007 2006	-	
Operation activites 257 222 141 493	2 141	493
Investments -43 939 -128 525	-128	525
Financial activities 302 184 -4	4	-4
Exchange rate effect on cash 4 937	7	
Net change in cash and cash equivalents 520 405 12 936	5 12	936
Opening balance 528 213 522 538	3 522	538
Closing balance 1 048 618 535 501	3 535	501
	-	



# Production growth of 33 % absorbed by 34 % traffic growth

- 33 % production growth since last year, international growth of 44 %
- Stable load factor at 79 %, international load factor is leveling out at 80 %

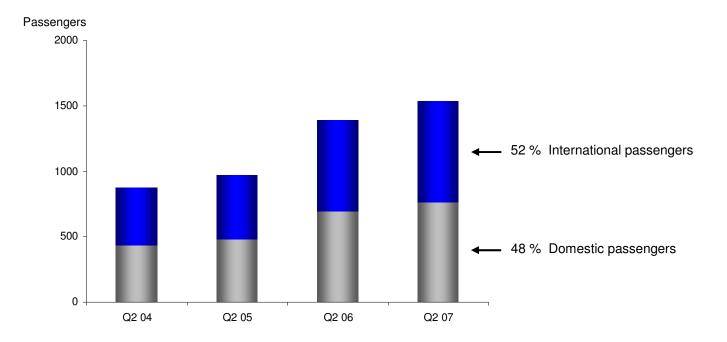


	Q2 04	Q2 05	Q2 06	Q2 07
LOAD FACTOR	67 %	78 %	79 %	79 %
ASK	642	940	1324	1763



#### **1.6 million passenger carried through Norwegian's 103 routes and 65 destinations last three months**

- Domestic passenger traffic steadily growing at approx 10 %
- International passenger growth approx 40 %

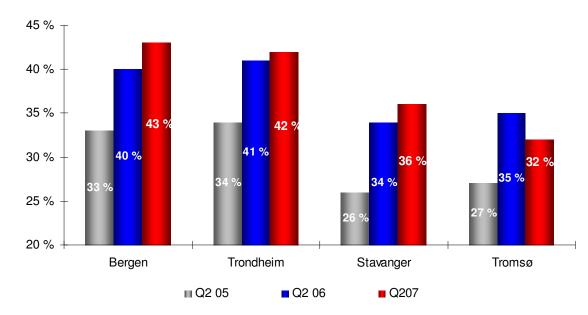


	Q2 04	Q2 05	Q2 06	Q2 07
Passengers (000)	572	868	1289	1595
Domestic passengers	437	484	695	768
International passengers	135	384	594	827



#### **Domestic market share approaching 45 % on key routes as low fares stimulates and increase the total market**

- Price and product enhancements stimulates business and leisure travel and increase the total market
- Increased production on Bergen and Trondheim attracts business travelers

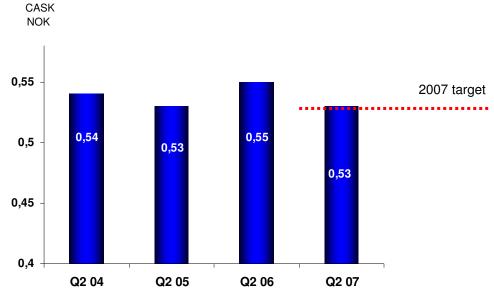


norwegian.no

% Market Share

#### **Cost development**

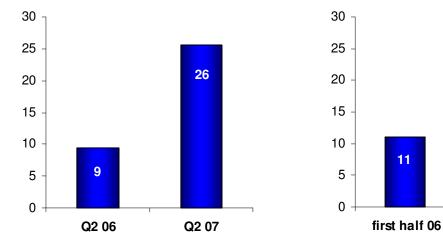
- Unit cost of 0.53 in Q2 2007, down 4 % since last year
  - Last year's cost initiatives implemented
  - Longer sector lengths from international expansion
  - Added cost from wet lease of two aircraft





## Ancillary revenue grows as new products are introduced to the market – still upside potential

- Q2 07 ancillary revenue 26 NOK per passenger (170 % growth)
- Driven by new and improved products maturing;
  - seating, baggage/carry on, commission from hotel and rental car bookings
- Major LCC's ancillary revenue ranging from 50-70 NOK per passenger



#### Ancillary revenue per passenger

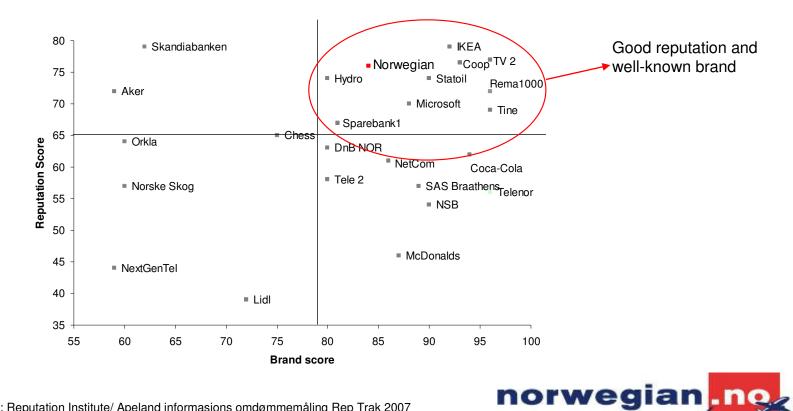


22

first half 07

#### **Building the brand**

- Norwegian recognized among the strongest brands in Norway
- Well-known brand is not the same as popular ~ a positive reputation and a well-known brand name builds a strong brand



12 Source: Reputation Institute/ Apeland informasjons omdømmemåling Rep Trak 2007

### **Norwegian to acquire 100 % of FlyNordic**

- Purchase agreement entered into on 30 June 2007
- The transaction is pending approval from the Norwegian Competition Authorities
- Norwegian will publish an information memorandum on the transaction, as required by Oslo Stock Exchange
- The integration process will start immediately upon approval
  - Booking systems, route network and asset utilization, contracts
  - Common product base and service level
- FlyNordic is expecting positive results for 2007 on existing operation





- Recommendation for banking license given by Securities
  Commission in June Finance Ministry to conclude fall 2007
- Conditional upon
  - Norwegian Air Shuttle ASA to hold max 20 %
  - Minimum share capital of 270 MNOK
- Project on track planning equity issue in September and the bank to be fully operational October/ November 2007
- The net bank startup has received attention in media and with investors in Norway and Europe



### **Expectations for remaining 2007**

Expected business environment:

- Increased competition on international routes
- Stable competition in Sweden and Poland

Expected results (ex FlyNordic):

- Unit cost for 2007 in the area of NOK 0.53
  - At current fuel and currency levels, and flight program
  - USD hedged 65 % H2 07 and 20-25 % H1 08
- Increased revenue from third party sales

Expected results Poland start up:

 Flight program will continuously be monitored in order to break even in the second half 2007

Acquisition of FlyNordic:

• Pending approval



