

# Interim Results First Quarter - 2006

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**International Maritime Exchange ASA**

**Oslo, 24<sup>th</sup> May 2006**



# Highlights for Q1 2006

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## FINANCIAL

- ▶ Revenues down 9 % compared to Q1 05
- ▶ Result of NOK 0,9 million (NOK 2,9 million in Q105)

## MARKET PLACE OPERATIONS

- ▶ New records set for number of trades and nominal values traded
  - ▶ 2 144 transactions (1 677)
  - ▶ USD 1 216 million traded (936)
  - ▶ 50 % customer growth since Q105
  - ▶ 123 members (82)

## BUSINESS DEVELOPMENT

- ▶ Agreed merger of ownerships with NOS ASA
- ▶ Acquired M3 and Starsupply (Oslo)



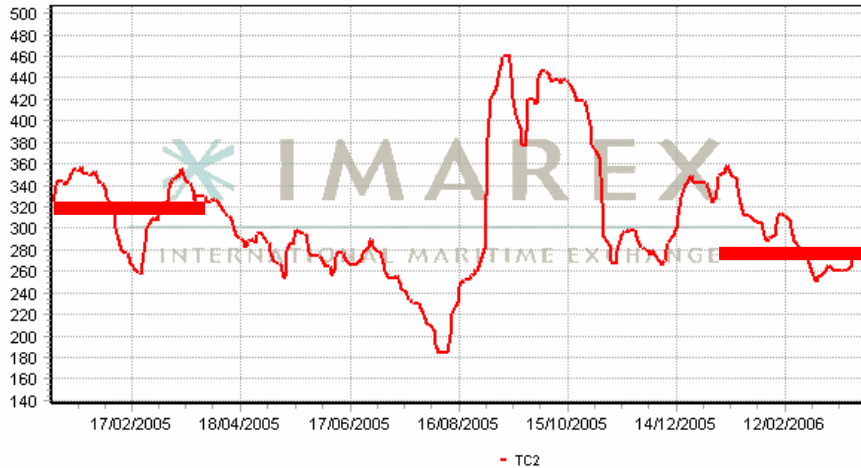
# Highlights - financial

## Group key figures

IFRS, figures in NOK 1,000	Q1 06	Q1 05	YTD 06	FY 2005
<b>Operating revenue</b>	<b>26 869</b>	<b>29 675</b>	<b>26 869</b>	<b>104 482</b>
Operating result	-281	4 520	-281	7 988
<i>Operating margin</i>	-1,0 %	15,2 %	-1,0 %	7,6 %
Ordinary result before tax	930	5 687	930	11 238
<b>Result for the period</b>	<b>930</b>	<b>2 924</b>	<b>930</b>	<b>7 488</b>
<i>Profit margin</i>	3,5 %	9,9 %	3,5 %	7,2 %
Earnings per share				
Basic	0,13	0,43	0,13	1,07
Diluted	0,13	0,42	0,13	1,05
Total assets	163 449	207 631	163 449	186 745
Total equity	148 836	180 909	148 836	172 493
<i>Equity ratio</i>	91,1 %	87,1 %	91,1 %	92,4 %

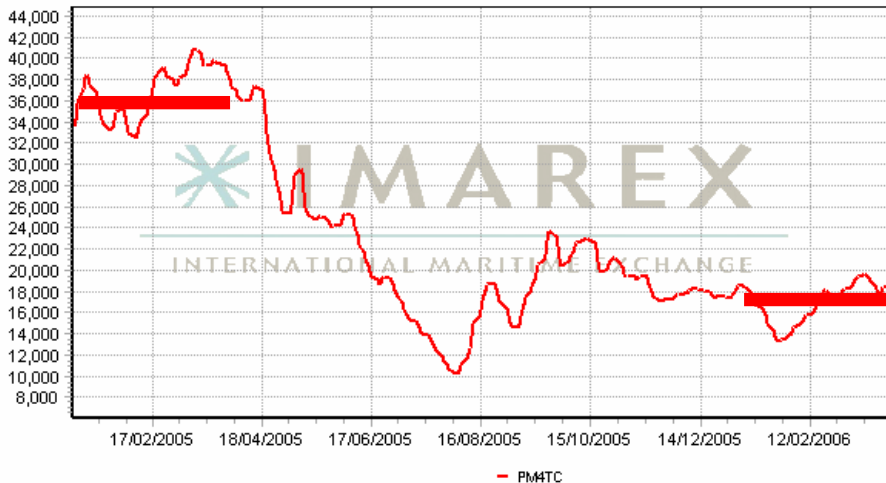


## Underlying markets down



**TC2 spot down WS 30,7 = - 10.4%**

- ▶ Clean tanker market rates down >10%
- ▶ Dirty tanker market rates falling



**PM4TC spot down \$19 850 = - 54%**

- ▶ All TC AVG market rates down >40%
- ▶ Voyage market rates falling



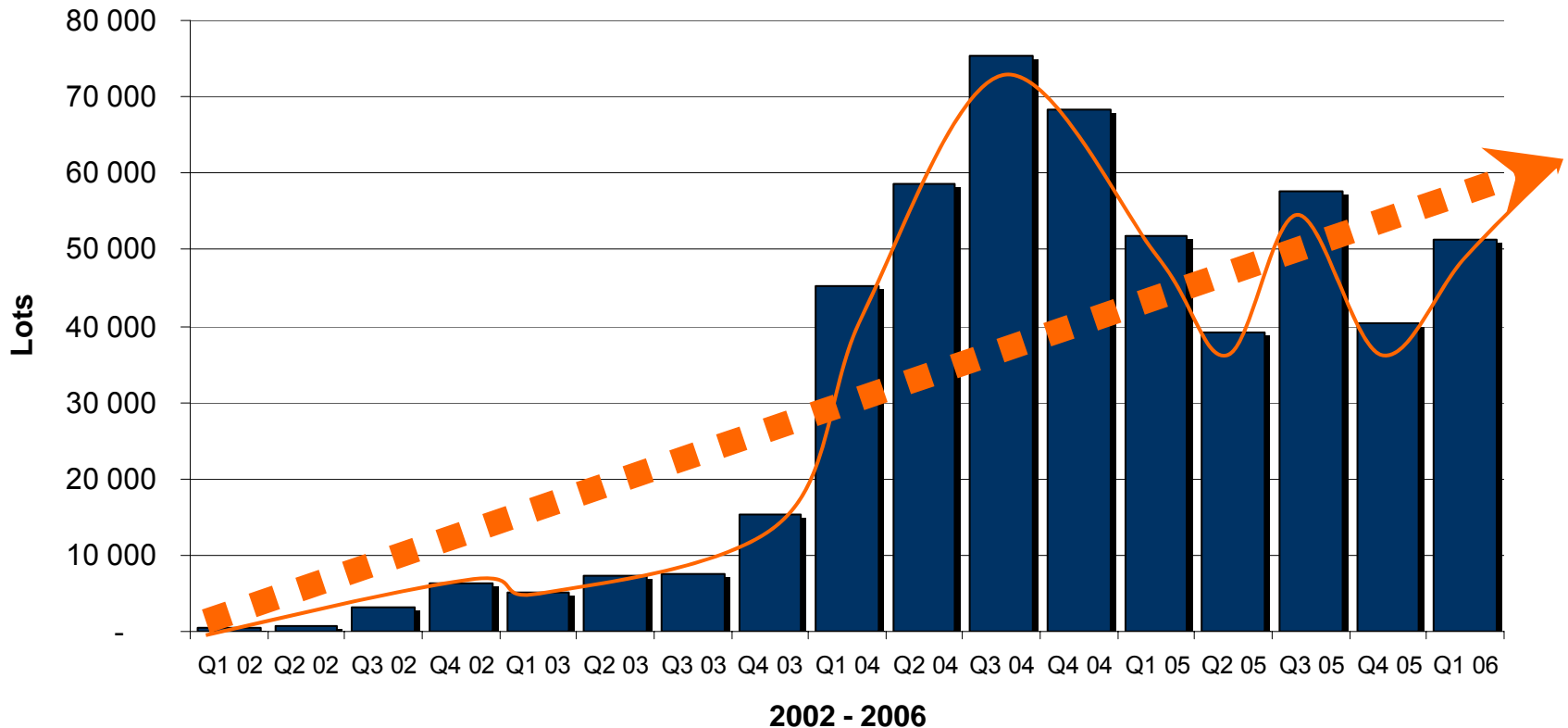
# Trading statistics

	Q1 06	Q1 05	YTD 06	FY 2005
<b><i>Tankers</i></b>				
# Trades	1 647	1 593	1 647	5 663
Lots (1 000 tonnes)	31 345	41 387	31 345	135 993
Value (\$m)	529	636	529	2 217
<b><i>Dry Bulk</i></b>				
# Trades	317	84	317	570
Lots (days)	18 719	10 405	18 719	52 475
Value (\$m)	280	300	280	1 067
<b><i>Bunker Fuel Oil</i></b>				
# Trades	180	0	180	23
Lots (1 000 tonnes)	1 351	0	1 351	260
Value (\$m)	407	0	407	57
<b><i>Total</i></b>				
# Trades	2 144	1 677	2 144	6 256
Lots (k/tons + days)	51 415	51 792	51 415	188 728
Value (\$m)	1 216	936	1 216	3 341



# Trading volumes quarter by quarter

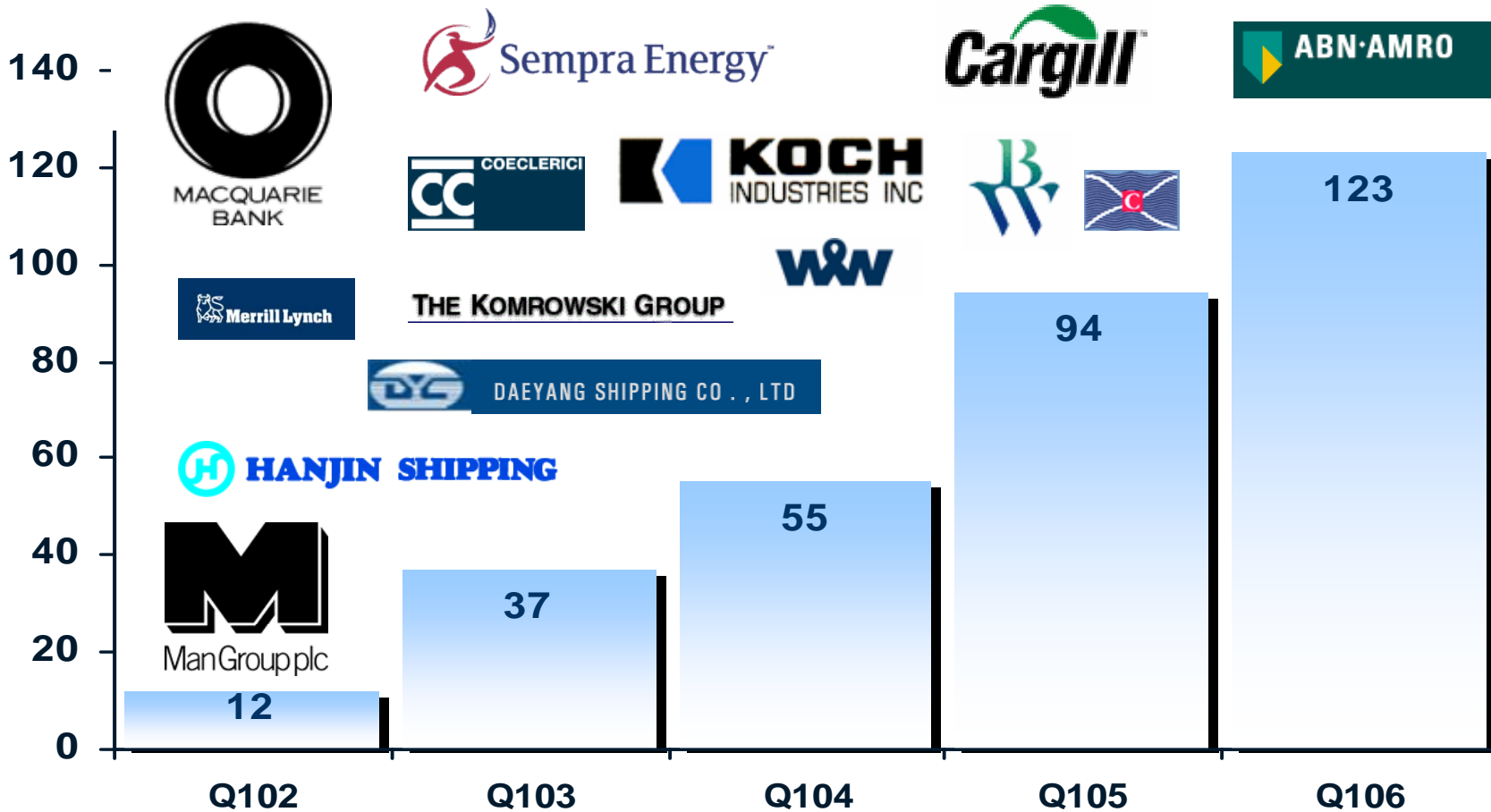
## Volumes traded via IMAREX - Lots



1 lot = 1000 metric tonnes, or 1 day of timecharter



## 50% Customer growth from Q105



► 11 new members in Q106 – 20 new members so far in 2006



# Building a stronger IMAREX



▶ Start of multi-commodity expansion – Fuel / Freight / Power / Emissions

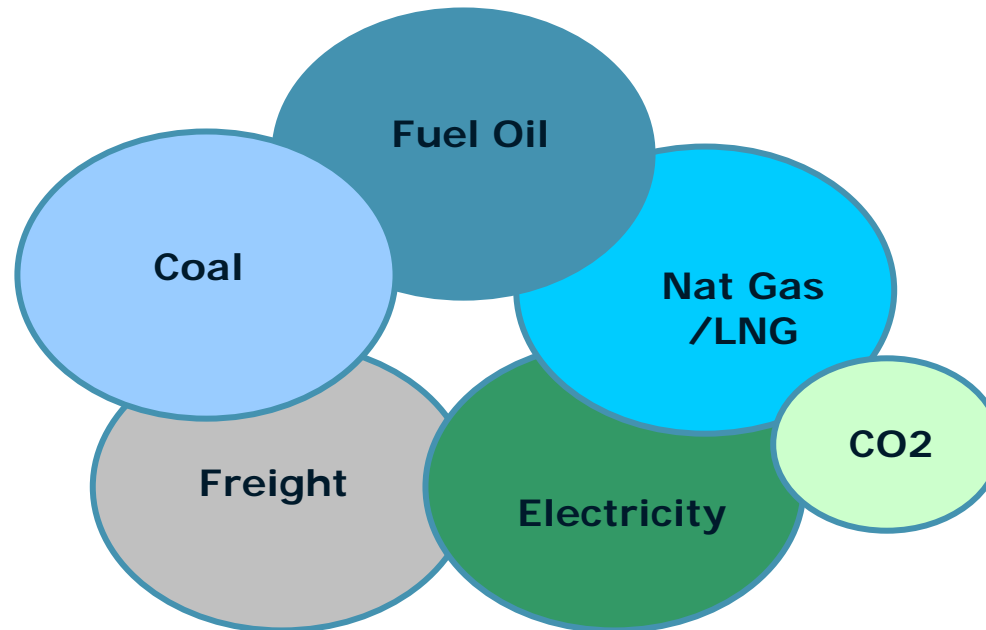
▶ Marketplace and clearing commercially aligned

- ▶ New organisation has 70 employees
- ▶ Market capitalisation NOK 885 million (23 May at NOK 86)



## Commodity markets are highly price-dependant

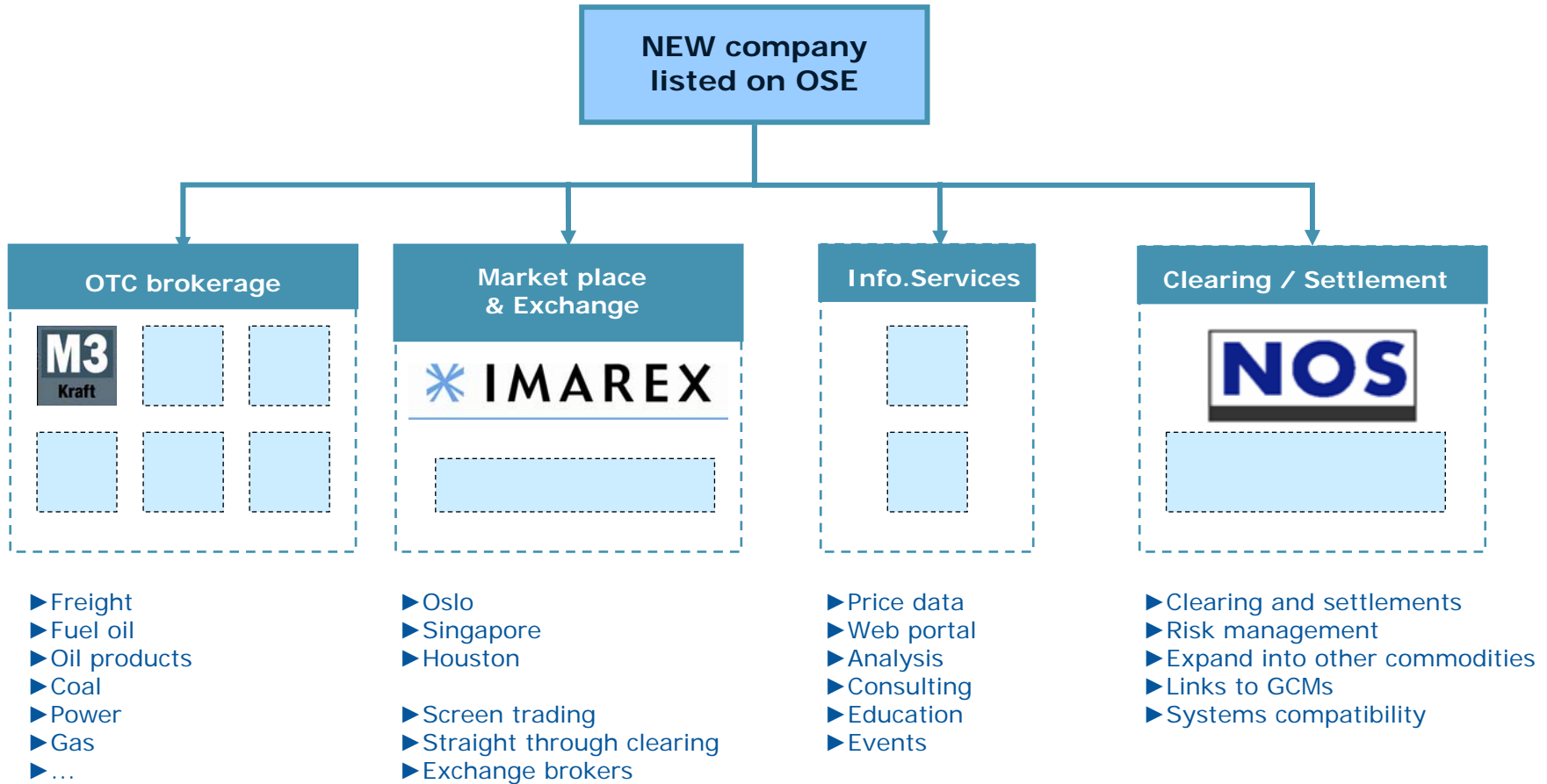
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- ▶ Base commodities are interchangeable depending on supply and price
- ▶ Freight is essential price component in commodities



# Building a leading multi-commodity market place





# NOS Merger

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## STRATEGIC

Stronger competitive position

- ▶ NOS complements marketplace operations and creates integrated commodity company
- ▶ Platform for organic and acquisitive growth into new commodity markets
- ▶ Faster product development cycle and time to market

## FINANCIAL

Very positive financial transaction

- ▶ Net price for commodity clearing business = NOK 290 Mill, incl NOK 165 Mill in cash
- ▶ Equity clearing business sold to VPS for NOK 227 Mill
- ▶ Commodity revenues approx NOK 62 Mill – positive contribution to profits (2005)
- ▶ Outstanding shares increase 48 % to 10.3 mill.
- ▶ Market capitalisation NOK 886 Mill (23 May @ NOK86)
  
- ▶ Q1 2006 – NOS profit before tax NOK 10,0 million on NOK 21,8 million revenues

**NOS will give positive financial contribution to 2006 accounts**



# M3 Acquisition

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## STRATEGIC

Adds attractive products, skills and customers

- ▶ M3 broker team is best-in-business with incentives in place to perform
- ▶ Significant client overlap with IMAREX/NOS
- ▶ M3 is strong in the options market and will contribute to the building of a stronger IMAREX

## FINANCIAL

Positive financial transaction

- ▶ Revenues in 2005 = NOK 13 Mill
- ▶ Profit before tax in 2005 = NOK 6.5 Mill
  
- ▶ 2006 so far shows positive revenue development

**M3 will give positive financial contribution to 2006 accounts**



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# Appendix



# Group Profit and Loss Account

IFRS, figures in NOK 1,000	Q1 06	Q1 05	YTD 06	FY 2005
<b>Operating revenue</b>	<b>26 869</b>	<b>29 675</b>	<b>26 869</b>	<b>104 482</b>
Clearing costs	10 056	9 993	10 056	37 578
Payroll expense	9 386	10 715	9 386	34 220
Depreciation	797	488	797	2 497
Other operating expenses	6 911	3 961	6 911	22 199
<b>Operating result</b>	<b>-281</b>	<b>4 518</b>	<b>-281</b>	<b>7 988</b>
Net financial items	1 211	1 169	1 211	3 250
<b>Ordinary result before tax</b>	<b>930</b>	<b>5 687</b>	<b>930</b>	<b>11 238</b>
Tax on ordinary result	0	2 765	0	3 750
<b>Result for the period</b>	<b>930</b>	<b>2 922</b>	<b>930</b>	<b>7 488</b>



# Group Balance Sheet

IFRS, figures in NOK 1,000

	31.03.06	31.03.05	31.12.05
<b>Assets</b>			
Intangible fixed assets	16 630	6 415	4 981
Tangible fixed assets	4 919	3 509	4 500
Financial fixed assets	45 930	44 229	65 744
<b>Total non-current assets</b>	<b>67 479</b>	<b>54 153</b>	<b>75 225</b>
Accounts receivable	14 429	65 439	16 085
Liquid funds	81 541	88 039	95 435
<b>Total current assets</b>	<b>95 970</b>	<b>153 478</b>	<b>111 520</b>
<b>Total assets</b>	<b>163 449</b>	<b>207 631</b>	<b>186 745</b>
<b>Equity and liabilities</b>			
Total paid-in capital	109 707	105 554	109 766
Other equity	39 129	75 355	62 727
<b>Total equity</b>	<b>148 836</b>	<b>180 909</b>	<b>172 493</b>
Company taxes		1 120	
Current liabilities	14 613	25 603	14 252
<b>Total current liabilities</b>	<b>14 613</b>	<b>26 722</b>	<b>14 252</b>
<b>Total equity and liabilities</b>	<b>163 449</b>	<b>207 631</b>	<b>186 745</b>

\* The carrying amount of negative goodwill is not recognised. Negative goodwill does not satisfy the definition of liabilities in accordance with IFRS 3.



# Group Cash Flow Statement

IFRS, figures in NOK 1,000	Q1 06	Q1 05	YTD 06	FY 2005
<b>Cash flow from operating activities</b>				
Ordinary result before taxes	930	5 687	930	11 238
Depreciation	797	488	797	2 497
Revaluation of negative goodwill				
Taxes paid				-1 120
Cost of employee options	1 268	2 781	1 268	5 940
Difference between pension premiums paid and pension expense	250		250	696
Change in accounts receivable	1 656	-42 891	1 656	6 463
Change in accounts payable	463	1 506	463	-8 145
Change in other short-term operating assets and liabilities	-1 477	1 420	-1 477	-2 085
<b>Net cash flow from operating activities (A)</b>	<b>3 887</b>	<b>-31 009</b>	<b>3 887</b>	<b>15 484</b>
<b>Cash flow from investing activities</b>				
Investment in subsidiaries	-1 455		-1 455	
Purchase of tangible fixed assets	-1 215	-1 245	-1 215	-3 645
Purchase of shares, net of purchased cash and cash equivalents	-10 925	-31 966	-10 925	-33 367
<b>Net cash flow from investing activities (B)</b>	<b>-13 595</b>	<b>-33 211</b>	<b>-13 595</b>	<b>-37 012</b>
<b>Cash flow from financing activities</b>				
Share issue proceeds	-4 186	30 466	-4 186	34 677
Change in short-term interest bearing debt				
Change in long-term interest bearing debt				
Dividends paid				-39 507
<b>Net cash flow from financing activities (C)</b>	<b>-4 186</b>	<b>30 466</b>	<b>-4 186</b>	<b>-4 830</b>
<b>Net change in cash and cash equivalents for the period (A+B+C)</b>	<b>-13 894</b>	<b>-33 754</b>	<b>-13 894</b>	<b>-26 358</b>
<b>Cash and cash equivalents at the beginning of the period</b>	<b>95 435</b>	<b>121 793</b>	<b>95 435</b>	<b>121 793</b>
<b>Cash and cash equivalents at the end of the period</b>	<b>81 541</b>	<b>88 039</b>	<b>81 541</b>	<b>95 435</b>



## Shareholders as of 23 May 2006

Name	Holding	Percentage
FRONTLINE LTD	1 714 544	24.49
XERAMI AS	753 729	10.76
R S PLATOU VENTURE C	595 867	8.51
SUNDT AS	348 500	4.98
WATERFRONT SHIPPING	300 000	4.28
WIECO AS	266 600	3.81
BOCIMAR INTERNATIONA	261 712	3.74
SKAGEN VEKST	256 400	3.66
CNC SHIPPING CORPORA	164 800	2.35
FID. FUNDS-EUR. SM. BROWN BROTHERS HARRI	125 800	1.80
TACONIC AS	122 750	1.75
DEUTSCHE BANK AG LON PRIME BROKERAGE FULL	117 435	1.68
SPENCER TRADING INC.	107 300	1.53
SELVAAG INVEST A/S	99 874	1.43
KAS DEPOSITARY TRUST CLIENTS ACCOUNT	96 700	1.38
TELENOR PENSJONSKASS V/TELENOR KEY PARTNE	76 450	1.09
ORKLA FINANS INVESTM VERDIPAPIRFONDET	74 700	1.07
BEAR STEARNS SECURIT A/C CLEARING ACCOUNT	73 600	1.05
WIECO INVEST AS	63 400	0.91
PARETO AS	61 490	0.88
Sum	5 681 651	81.15