

**NOTE 3****BUSINESS AREAS**

Ferd's segment reporting complies with IFRS 8. Ferd is an investment company, and the Company's management makes decisions and monitors and evaluates these decisions based on the fair value of the Company's investments and their changes in value. The operating segments are identified on the basis of capital and resource allocation. Ferd is operating the following five business areas:

**Ferd Capital** is an active and long-term investor in privately owned and listed companies. Ferd Capital has an overall approach to investments in the area going from an expansion phase to mature companies. Ferd Capital prioritises investments in companies where we have the relevant expertise. The team comprises highly qualified staff with operational experience from finance, strategic consultancy and manufacturing. Ferd Capital manages the Group's long-term active equity investments, the largest investments being:

- Elopak (100 percent stake) is one of the world's leading manufacturers of packing systems for fluid food articles. With an organisation and cooperating partners in more than 40 countries, the company's products are sold and marketed in more than 100 countries on all continents.

- Aibel (49 percent stake) is a leading supplier to the international upstream and gas industry concentrating on the Norwegian shelf. The company is engaged in operating, maintaining and modifying offshore and land based plants, and is also supplying complete production and processing installations.

- TeleComputing (96 percent stake) is a leading supplier of IT services to small and medium-sized enterprises in Norway and Sweden. The company supplies a broad range of netbased applications and customised operating and outsourcing services in addition to system development, customer assistance and other consultancy services.

- Interwell (34 percent stake) is a preeminent Norwegian supplier of high-tech well tools to the international oil and gas industry. The company's most important market is the Norwegian shelf, but it has in recent years also gained access to several significant markets internationally, both in Europe, the USA and the Middle-East.

- Swix Sport (100 percent stake) is developing, manufacturing and marketing ski wax, ski sticks, accessories and textiles for sporting and active leisure time use under the brands Swix, Ulvang, Original and Lundhags. The company has extensive operations in Norway as well as abroad through subsidiaries in, i.a., Sweden, USA, Japan and Germany.

- Mestergruppen (92 percent stake) is a prominent actor in the Norwegian building materials market concentrating on the professional part of the market. The company's operations include the sale of building materials and developing land and projects, housing and cottage chains.

- Servi (100 percent stake). Servi develops and manufactures customer specific hydraulics systems, cylinders and vents to the offshore, maritime and land based industries. The company offers a broad range of components within hydraulics, pneumatics and slide bearings in addition to service and maintenance of hydraulics systems.

**Ferd Invest** is an active investor managing a considerable portfolio of Nordic listed shares. The business area primarily invests in individual shares assumed to have a large potential. The portfolio is measured against a total Nordic index.

**Ferd Special Investments** (SI) has a wide mandate to make investments, but so far only hedge fund shares in the second-hand market have been purchased. SI makes investments where Ferd assumes there are opportunities within this niche.

**Ferd Hedgefond** invests in various types of hedge funds managed by hedge fund environments abroad. The business area shall give a satisfactory risk-adjusted return and ensure a diversification of risk for Ferd.

**Ferd Eiendom** is an active property investor responsible for the Group's efforts concerning property. Operations focus on developing, leasing and managing office, warehouse and logistic properties and developing housing property for sale, mainly in the Oslo area. The projects are partly carried out in-house, partly together with selected external cooperating partners. Ferd Eiendom also invests in foreign property funds.

**Other areas** mainly comprises investments in externally managed private equity funds that do not require much daily follow-up and are monitored by management rather than allocated to a separate business area. Hence, these securities are part of Other areas. The "Small Caps" mandate, comprising individual stakes in listed companies, where the time perspective has a potential for being somewhat longer than for Invest, is also included in Other areas. In addition, Other areas comprises some financial instruments acquired by management to adjust the total risk exposure. Costs to the company's management, staff and internal bank are also included.

NOK 1 000	<b>Ferd AS</b>	<b>Ferd Capital</b>	<b>Ferd Invest</b>	<b>Ferd Special Investments</b>	<b>Ferd Hedgefond</b>	<b>Ferd Eiendom</b>	<b>Other areas</b>
<b>Result 2013</b>	<b>5 410</b>	2 418 707	1 489	573 620	106 366	101 812	510 488

Operating income	<b>746</b>	2 440 134	658	373 023	190 300	191 012	310 400
Operating expenses	<b>- 177 658</b>	- 62 682	- 18 455	- 21 153	- 4 894	- 9 278	- 61 196
<b>Operating profit</b>	<b>5 233 089</b>	<b>2 386 111</b>	<b>1 471 203</b>	<b>552 476</b>	<b>191 472</b>	<b>182 534</b>	<b>449 292</b>

#### Balance sheet at 31 December 2013

Investments in subsidiaries	<b>11 403 639</b>	9 468 879		44 547		1 304 661	585 551
Investments classified as current assets	<b>12 539 232</b>	158 290	4 985 020	1 992 851	2 227 204	130	3 175 738
Bank deposits/drawings on group account	<b>274 870</b>	1 190 694	53 737	184 636	30 896	238 910	-1 424 003
Other assets	<b>275 473</b>	29 211	1 235	144 604	25 300	47 889	27 234
<b>Total assets</b>	<b>24 493 214</b>	<b>10 847 074</b>	<b>5 039 992</b>	<b>2 366 638</b>	<b>2 283 400</b>	<b>1 591 591</b>	<b>2 364 520</b>

NOK 1 000	Ferd AS	Ferd Capital	Ferd Invest	Ferd Special Investments	Ferd Hedgefond	Ferd Eiendom	Other areas
<b>Result 2012</b>							
Operating income	3 936 778	1 731 345	654 655	174 584	137 678	72 390	1 166 127
Operating expenses	- 196 627	- 91 091	- 24 005	- 12 411	- 8 292	- 13 409	- 47 418
<b>Operating profit</b>	<b>3 740 151</b>	<b>1 640 254</b>	<b>630 650</b>	<b>162 173</b>	<b>129 385</b>	<b>58 981</b>	<b>1 118 709</b>

#### Balance sheet at 31 December 2012

Investments in subsidiaries	8 610 741	6 781 355		35 438		1 168 849	625 100
Investments classified as current assets	12 320 087	1 241 127	3 473 772	1 464 558	1 607 396	130	4 533 104
Bank deposits/drawings on group account	911 028	117 936	31 048	202 900	82 788	222 206	254 150
Other assets	969 273	772 645	21 623	71 360		41 828	61 816
<b>Total assets</b>	<b>22 811 130</b>	<b>8 913 063</b>	<b>3 526 443</b>	<b>1 774 256</b>	<b>1 690 185</b>	<b>1 433 013</b>	<b>5 474 171</b>