

Important disclosures can be found  
at the end of the presentation

Oslo, 18. november 2010

# TERRA

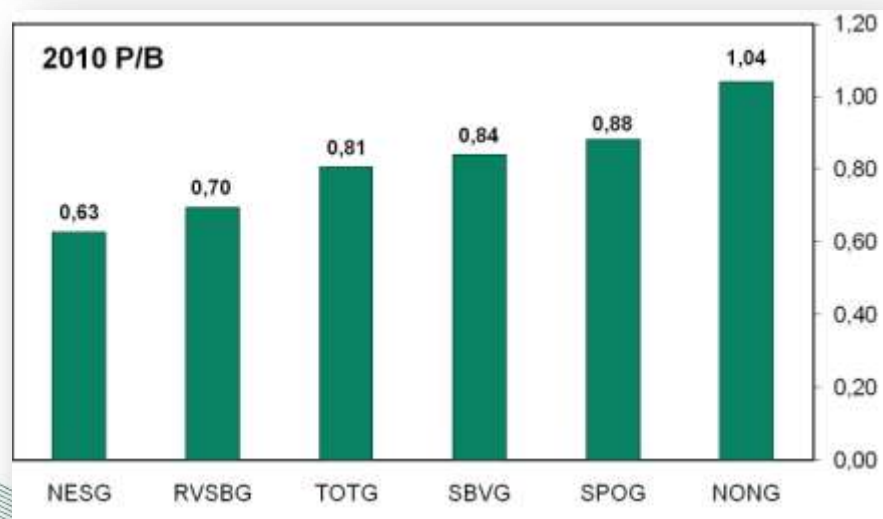
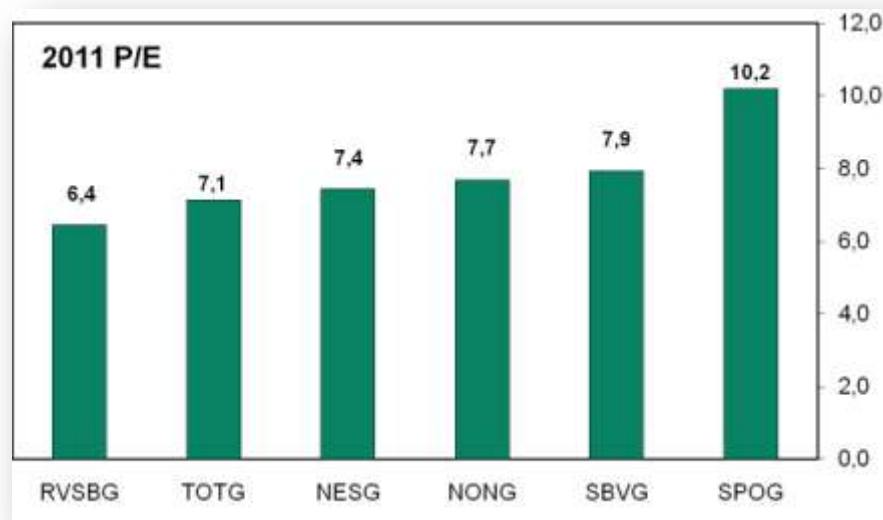
## Anbefalinger



Stig R. Myrseth  
Analysesjef

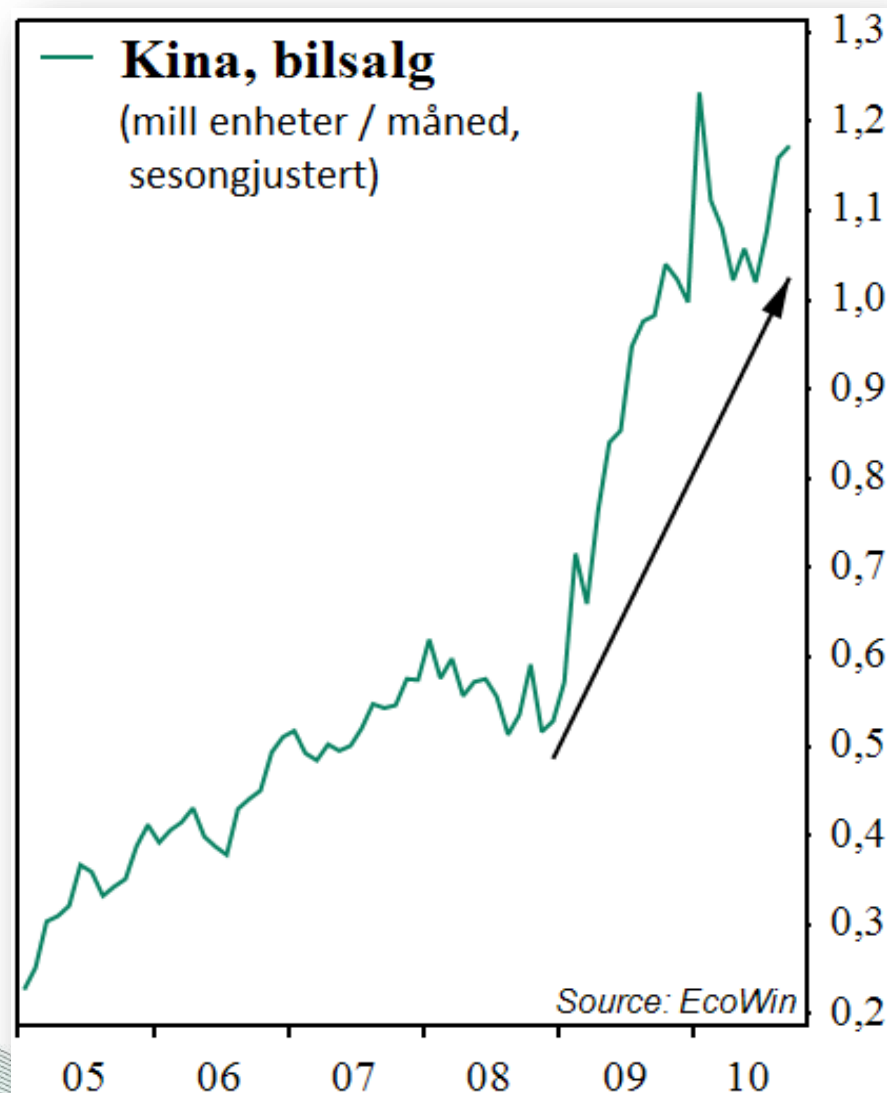
# Solid oppside og lav risiko i mange små sparebanker

- **Asymmetrisk risikoprofil.** Underskuddsbeskyttelsen gjør at egenkapitalbevis har lavere risiko enn aksjer.
- Sparebanksektoren gir en flott eksponering mot **Europas sterkeste økonomi, Norge.**
- Mange av de mindre sparebankene så som **Nes, Totens og Rygge-Vaaler** er helt feilpriset.
- Av de større sparebankene er vi mest positive til **Sparebanken Øst** og **Sparebanken Nord-Norge**. Øst tilbyr en tosifret direkte-avkastning!



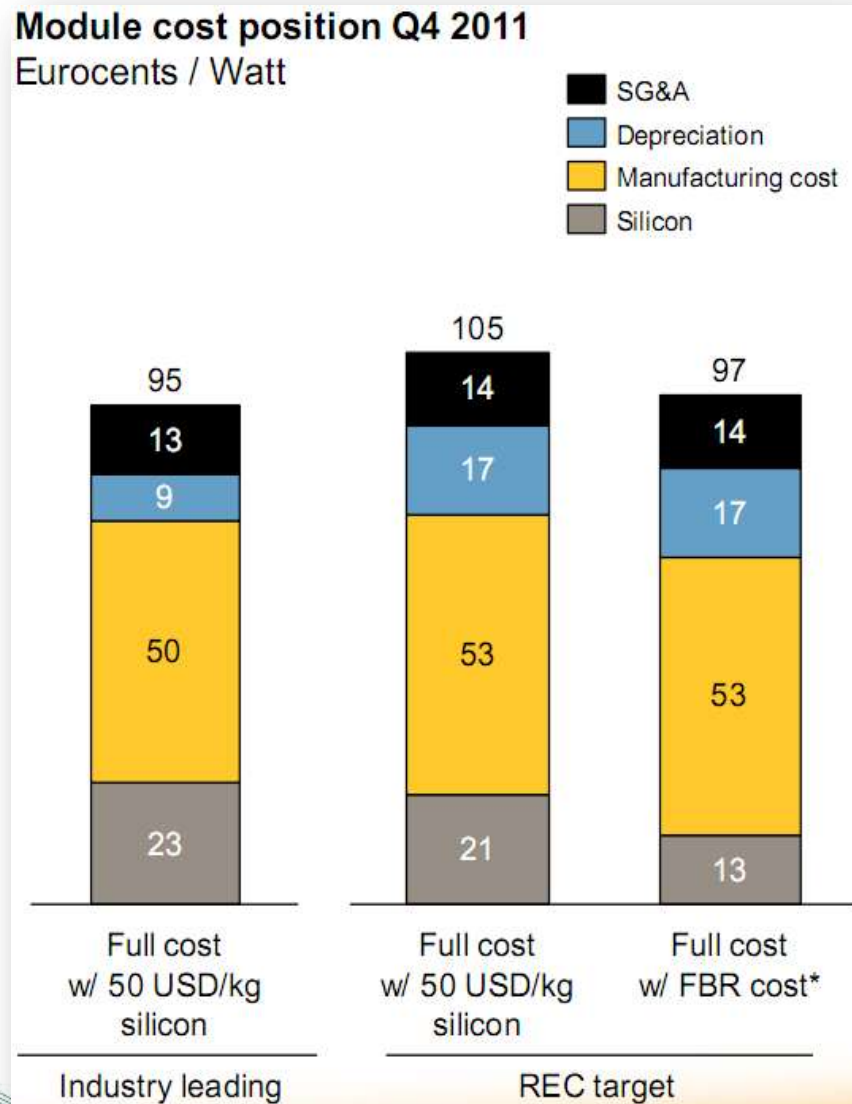
# Statoil – flott utbytteaksje, et spill på en sterk oljepris

- Statoil er en av børsens beste **utbytteaksjer** med en estimert direkteavkastning på over **5%** i årene fremover.
- Statoil er billig med en **forward P/E på kun 8,0** gitt dagens oljepris. Gjennomsnittlig historisk forward P/E er på 10,0.
- **QE2** i USA og sterk vekst i **Asia** vil trolig sende oljeprisen og oljeaksjer videre opp. Står vi foran en råvareboble?
- På et par års sikt skal nok både oljeprisen og Statoil opp og hilse på **toppnivåene fra 2008**.



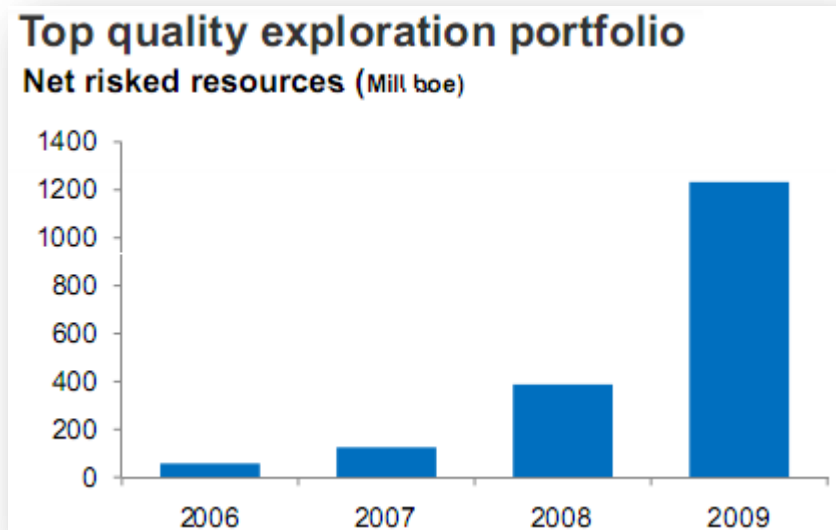
# REC – nettparitet rykker stadig nærmere

- Stigende priser på tradisjonell energi og fallende solenergikostnader gjør at **nettparitet** nærmer seg hurtig.
- Vi venter at interessen for solenergi tiltar i takt med **stigende oljepriser**.
- 63 land har subsidier. Når begynner **USA og Kina** å satse tungt på sol?
- REC verdsettes kun til **0,8 ganger bokført egenkapital**. Det er lavt for et selskap med en sterk global markedsposisjon i en vekstbransje.
- **Oppkjøpskandidat**. Dersom Oslo Børs ikke er villig til å verdsette REC høyere, vil det ikke overraske om noen andre gjør det.



# Rocksource – kvitt eller tredobbelt i 2011

- Rocksource er et **leteselskap** med blokker i Norge, Vest-Afrika, India og Mexico-golfen.
- Dagens børsverdi priser ressursbasen til lave **0,08 dollar per fat oljeekvivalent**.
- De neste to årene skal ressursbasen **de-risikes** gjennom en serie **high-impact** leteboringer.
- Med letesuksess er Rocksource en **mangedoblingskandidat**.
- **NB! Meget høy risiko!**



Terra Markets: Vi oppdager de  
uoppdagede aksjene!

**Takk for  
oppmerksomheten!**



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## Recommendation structure

### Company reports

Terra Markets' recommendations are based on a six-month time horizon and absolute performance adjusted for risk. Near-term dividends are included into return. The table below shows our general guidelines for determining our recommendations:

Risk	Buy / Strong Buy	Hold	Reduce / Sell
Low	> 10%	2% - 10%	< 2%
Medium	> 15%	3% - 15%	< 3%
High	> 30%	5% - 30%	< 5%

The percentages are defined as an upside to our price target plus eventual dividends within six months. Whether a Buy or Strong Buy / Reduce or Sell recommendation is given, depends on the analyst's conviction in the case.

Price targets are based on a combination of several valuation methods. The most frequently used are the Discounted Cash Flow (DCF), Sum Of The Parts (SOTP) and relative valuation methods, depending on the nature of the company.

Our risk assessments range from high risk to medium risk and low risk and are based on a subjective assessment of the following factors: 1) volatility in the share price, 2) liquidity in the share, 3) strength of the balance sheet, 4) the absolute earnings level and trend and 5) estimate risk.

### Recommendation distribution as of October 11, 2010

Company reports	Strong Buy	Buy	Hold	Reduce	Sell
Total	7	81	31	10	1
% of total	5%	62%	24%	8%	1%
Corporate clients	3	19	6	2	0
% of total	10%	63%	20%	7%	0%

The table above shows recommendation distribution for all company reports issued during the last three months.

Terra Markets plans to update its recommendations on the companies covered: 1) when new accounting figures are released, 2) if any material news on the company or industry is released, 3) in other important instances.

## Weekly Casebook

Terra Markets provides an updated assessments for all the companies in its research universe on a weekly basis in the Weekly Casebook product. Recommendations in Weekly Casebook are based on a 2 to 8-week time horizon and an expected absolute share price performance. In Weekly Casebook, Terra-rating of +2 is defined as Strong Buy, +1 as Buy, 0 as Hold, -1 as Reduce and -2 as Sell. Buy or Strong Buy recommendation is given when the analyst believes the stock price will appreciate in the coming 2 to 8 weeks, Hold recommendation is given when the analyst believes the share price will be flat in the coming 2 to 8 weeks, Reduce or Sell recommendation is given when the analyst believes the share price will depreciate in the coming 2 to 8 weeks. Whether a Buy or Strong Buy / Reduce or Sell recommendation is given, depends on the analyst's conviction in the case. The recommendations in the Weekly Casebook may differ from the recommendations in the company reports due to different time horizons.

### Recommendation distribution as of October 11, 2010

Weekly Casebook	Strong Buy	Buy	Hold	Reduce	Sell
Total	7	66	58	11	0
% of total	5%	46%	41%	8%	0%
Corporate clients	4	14	9	2	0
% of total	14%	48%	31%	7%	0%

## Trading recommendations

Terra Markets issues trading recommendations, Trading Buy and Trading Sell, which are based on a 1 to 5-day horizon. Trading Buy (Trading Sell) recommendation is given when the analyst believes the stock will rise (fall) on an absolute basis during a 1 to 5-day period. Trading Buy and Trading Sell recommendations may not coincide with our Buy and Sell recommendations given in the company reports on a six-month basis. There will not necessarily be any updates to the trading recommendations.

The selection of trading recommendations is based on the evaluation of short-term market fundamentals, performance of the peer stock prices, expected news flow as well as the companies' fundamental valuation. The comments given with the trading recommendations show the reasoning for them.

## Historic and future returns

Please note that historic returns do not guarantee future positive returns from suggested trades. The client may not be able to achieve the same entry and exit prices for his positions. The client return will then deviate from the reported results of the trading. The commission and clearing cost will further reduce the return achieved by the client. Any trade can give a substantial negative result.

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Bond issues: Borgestad, Simtronics.

Advisory: 24SevenOffice, Atea, Borgestad, CellCura, DiaGenic, Infratek, NattoPharma, Nio Security, Simtronics, Terra Gruppen, Transeuro Energy Corporation.

Market making: 24 Seven Technology Group, AF Gruppen, Aurskog Sparebank, Bionor Pharma, Borgestad, Borgestad Industries, CellCura, Comrod Communication, ContextVision, DiaGenic, Eitzen Maritime Services, Fairstar Heavy Transport, Fara, Goodtech, Hexagon Composites, Indre Sogn Sparebank, Infratek, Kitron, Kongsberg Automotive Holding, Melhus Sparebank, Nes Prestegjelds Sparebank, NorDiag, Nordic Health, Photocure, Sandnes Sparebank, Scana Industrier, Simrad Optronics, Simtronics, Teco Maritime, Totens Sparebank, Unison Forsikring.

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