



Q3-2009

INTERIM RESULTS

30th October 2009

15:30 CET



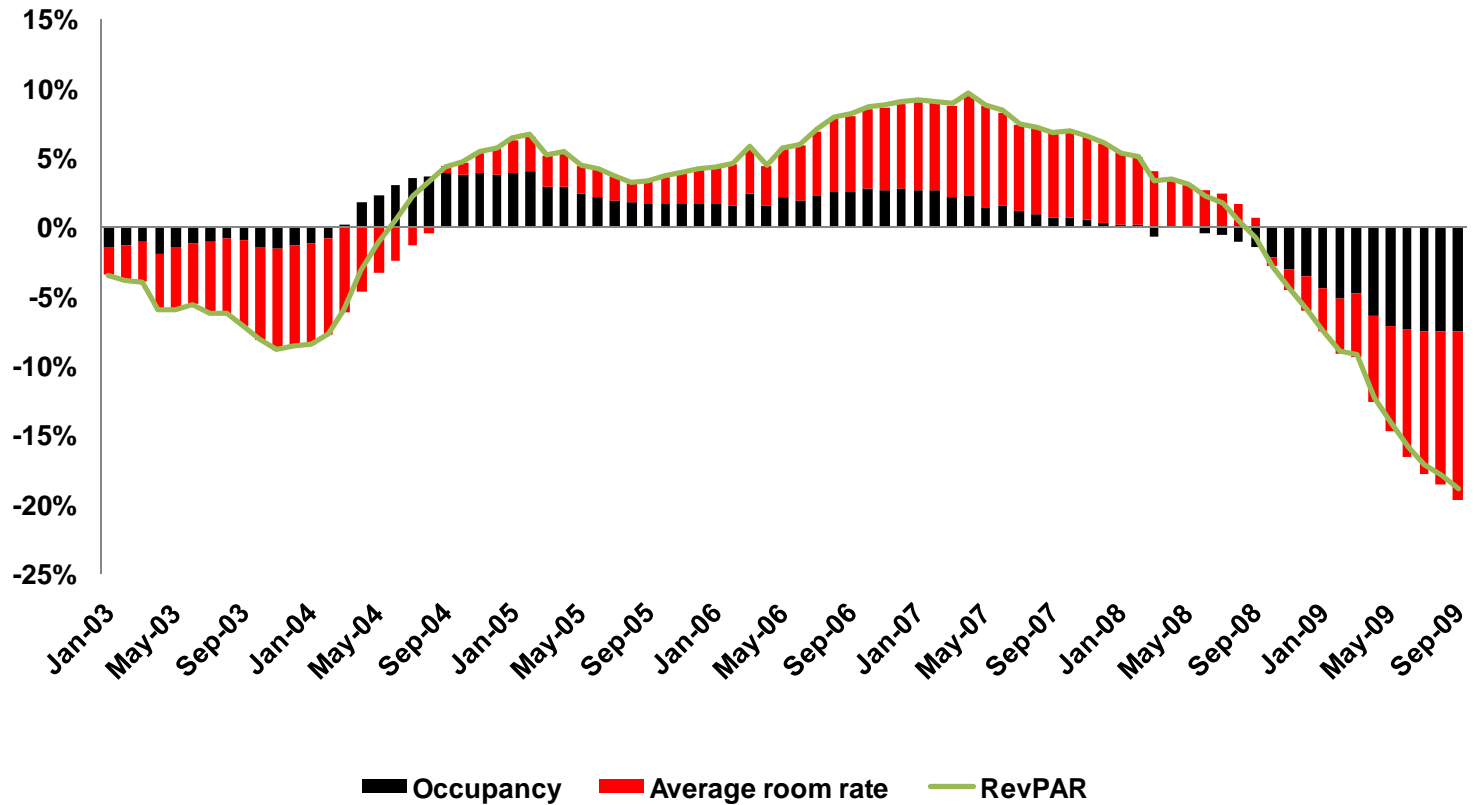
MARKET DEVELOPMENT

- Weak business travel demand
- Increased leisure travel during the summer
- RevPAR drop now mainly attributed to declining room rates
- Still limited visibility
- Easier comparison base going forward

Trading remains weak

EUROPEAN REVPAR DEVELOPMENT

MARKET DATA



Occupancy decline flattening out

REZIDOR'S FOCUS

- Cash protection and cost savings
- Fee based growth in emerging markets and strategic locations
- Portfolio management
- Conversions



Radisson Blu Hotel, Tbilisi, Georgia

OTHER REZIDOR HIGHLIGHTS

- BDRC - Radisson Blu most preferred hotel chain in the Nordics
- J.D. Power - Park Inn ranks highest in guest satisfaction
- HVS - Rezidor's European Corporate Governance No. 1
- E&Y - Rezidor No. 1 in Russia (in operation & under development)



Radisson Blu Hotel, Dubrovnik, Croatia



BUSINESS DEVELOPMENT



INDUSTRY UPDATES

- Lack of financing
- Shrinking industry pipeline
- Independent hotels looking for brands, but difficult to finance renovations or rebranding
- Emerging markets offering the best opportunities for asset light growth

BUSINESS DEVELOPMENT HIGHLIGHTS

Q3 2009

- 5 hotels (ca 1,000 rooms) signed
 - 100% fee based
- 7 hotels (ca 1,800 rooms) opened
 - 90% fee based

YTD 2009

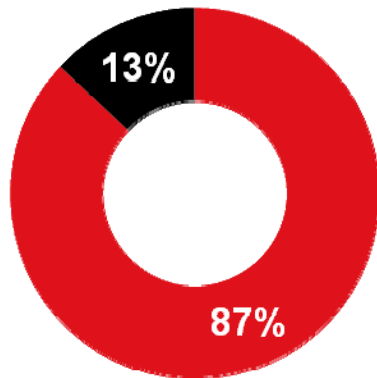
- 30 hotels (ca 6,000 rooms) signed
 - 10 conversions (ca 2,100 rooms)
 - 100% fee based
- 27 hotels (ca 4,900 rooms) opened
 - 88% fee based

Openings to surpass last year's record

SIGNINGS YTD 2009

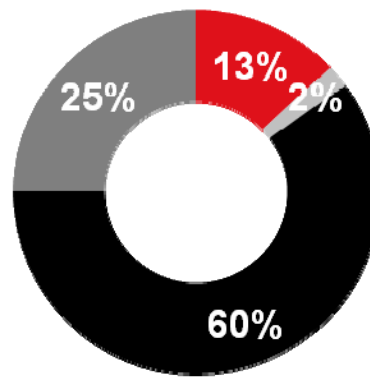
6,000 ROOMS

BY CONTRACT TYPE



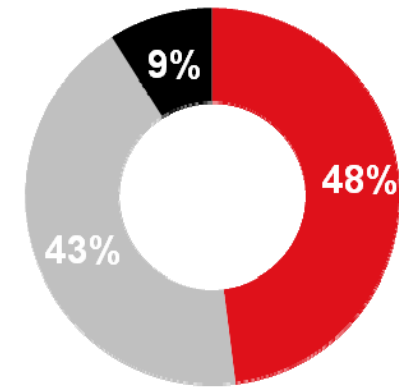
■ Managed ■ Franchised

BY REGION



■ ROWE ■ NO
■ MEAO ■ EE

BY BRAND



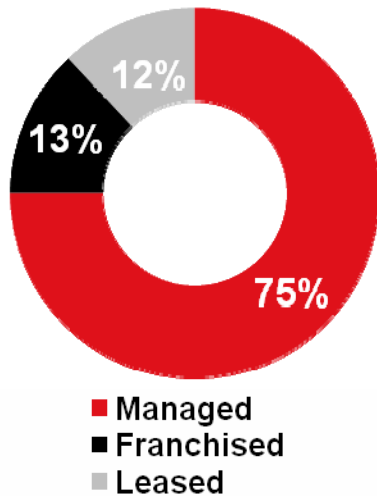
■ Radisson Blu ■ Park Inn ■ Missoni

Growth continues despite tough times

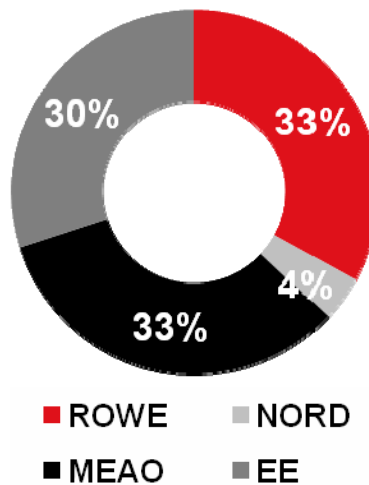
OPENINGS YTD 2009

4,900 ROOMS

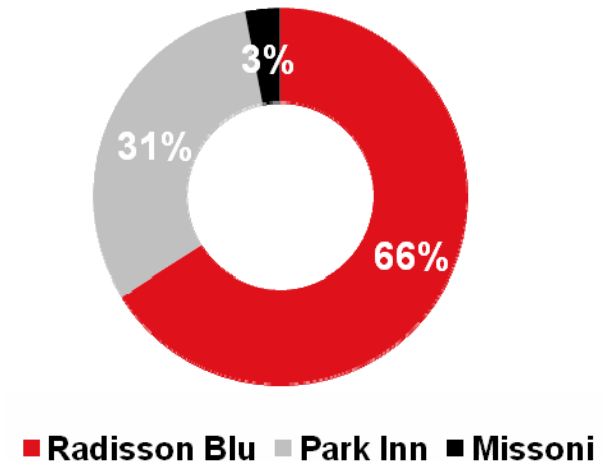
BY CONTRACT TYPE



BY REGION



BY BRAND

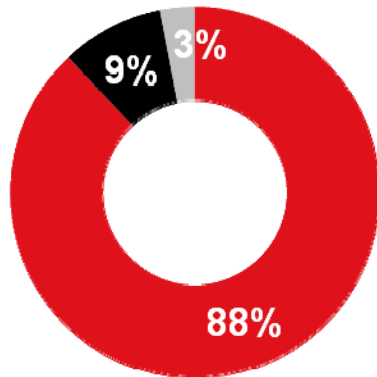


Fee based, high margin growth

UNDERSTANDING THE PIPELINE

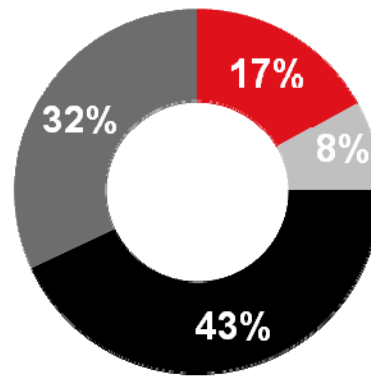
23,000 ROOMS

BY CONTRACT TYPE



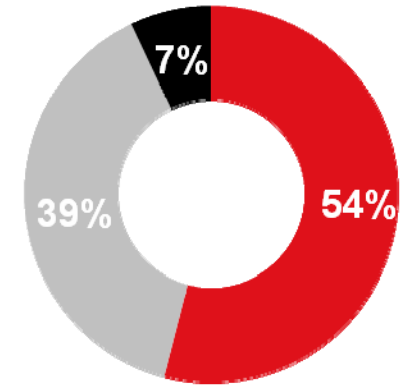
■ Managed ■ Leased ■ Franchised

BY REGION



■ ROWE ■ NO
■ MEAO ■ EE

BY BRAND



■ Radisson Blu ■ Park Inn ■ Other

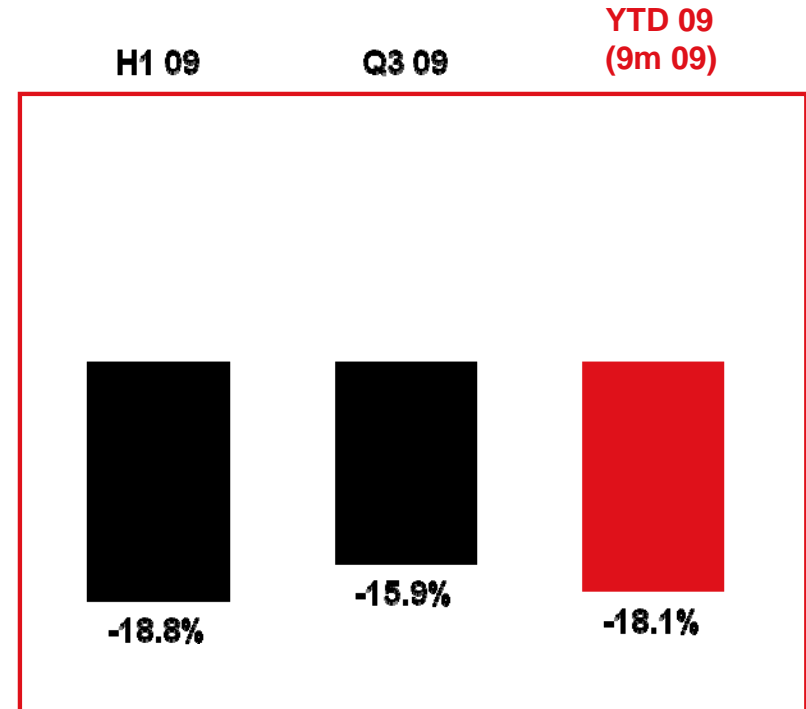
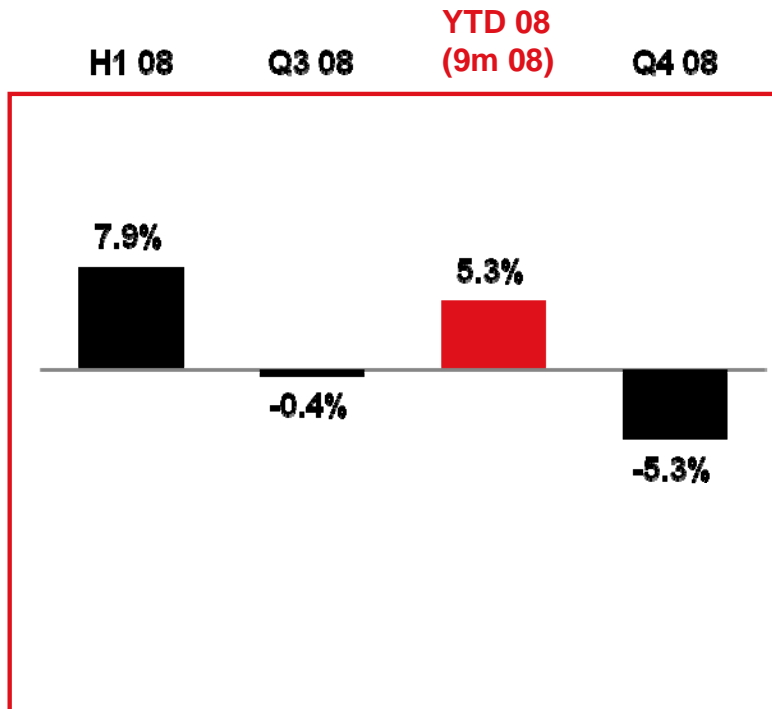
50% of pipeline under construction



FINANCE






L/L REVPAR ANALYSES



RevPAR in Q3 09 positively impacted by leisure travel and easier comparison base

REVPAR STILL WEAK

L/L REVPAR BY BRAND		
% CHANGE	Q3 09	YTD 09
	-15%	-18%
	-21%	-21%
	-16%	-18%

L/L REVPAR BY REGION		
% CHANGE	Q3 09	YTD 09
NO	-14%	-14%
ROWE	-13%	-17%
EE	-30%	-32%
MEAO	-9%	-15%

Less decline in the UK, Germany and Sweden

A CLOSER LOOK AT REPORTED REVPAR & REVENUE

L/L REVPAR		
% CHANGE	Q3 09	YTD 09
L/L GROWTH	-16%	-18%
CURRENCY	-4%	-3%
NEW OPENINGS	-2%	-2%
REPORTED	-22%	-23%

L/L REVENUE		
% CHANGE	Q3 09	YTD 09
L/L GROWTH	-13%	-15%
CURRENCY	-4%	-5%
NEW OPENINGS	3%	3%
REPORTED	-14%	-17%

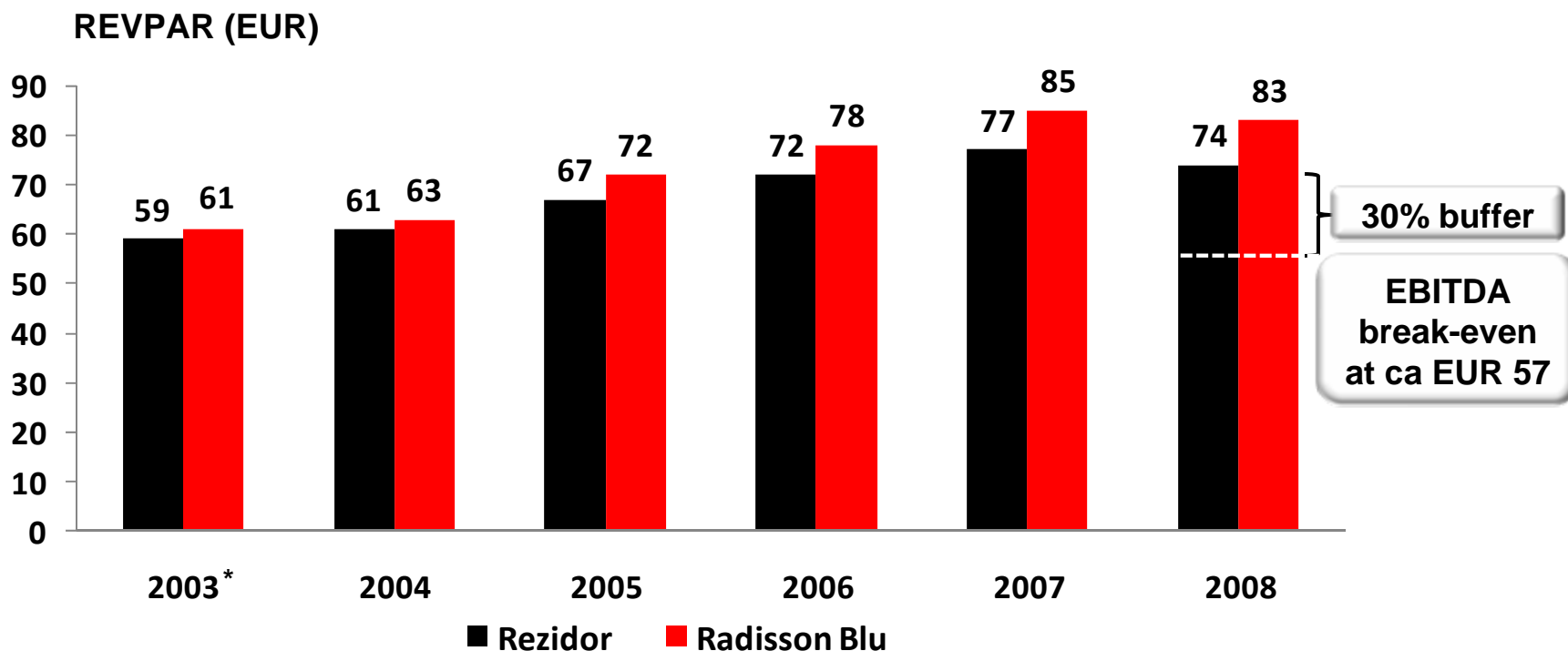
Depreciation of SEK, NOK and GBP
Appreciation of USD and CHF

KEY FINANCIAL DEVELOPMENTS

IN MEUR	Q1 09	Q2 09	H1 09	Q3 09	YTD 09
REVENUE	153	173	326	165	491
EBITDA	-15	7	-8	3	-5
CASH FLOW FROM OPERATIONS	-21	2	-19	8	-11
INVESTMENTS	-8	-8	-16	-5	-21
FREE CASH FLOW	-29	-6	-35	3	-32
NET SAVINGS	5	8	13	9	22

Improving cash flow trend and cost savings on target

REVPAR SENSITIVITY AND EBITDA BREAK-EVEN



EUR 1 change in RevPAR expected to impact EBITDA by MEUR 5-6

INCOME STATEMENT HIGHLIGHTS

IN MEUR	Q3 09	Q3 08	VAR	YTD 09	YTD 08	VAR
REVENUE	165	193	-14%	491	591	-17%
EBITDAR	54	71	-23%	149	212	-30%
<i>% EBITDAR Margin</i>	<i>32.7%</i>	<i>36.8%</i>	<i>-4.1pp</i>	<i>30.3%</i>	<i>35.8%</i>	<i>-5.5pp</i>
EBITDA	3	20	-85%	-5	57	-108%
<i>% EBITDA Margin</i>	<i>1.9%</i>	<i>10.4%</i>	<i>-8.5pp</i>	<i>-1.0%</i>	<i>9.7%</i>	<i>-10.7pp</i>
NET RESULT	-6	10	-160%	-28	25	-212%

EBITDAR and EBITDA negatively affected by RevPAR drop however partly offset due to cost savings

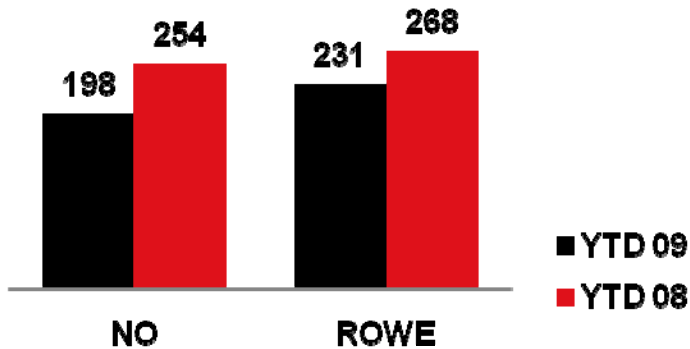
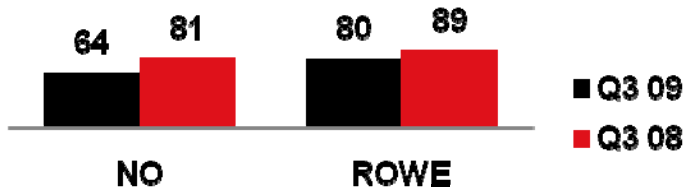
COST RATIOS

IN MEUR	Q3 09	Q3 08	VAR	YTD 09	YTD 08	VAR
COGS ¹⁾	29.1%	28.7%	-0.4pp	27.0%	26.4%	-0.6pp
PERSONNEL ²⁾	35.5%	35.4%	-0.1pp	37.1%	35.0%	-2.1pp
OTHER OPERATING EXPENSES ²⁾	22.6%	18.8%	-3.8pp	23.2%	20.1%	-3.1pp
RENT ³⁾	33.1%	29.6%	-3.5pp	32.5%	28.8%	-3.7pp
GUARANTEES ²⁾	2.5%	0.9%	-1.6pp	3.2%	1.2%	-2.0pp

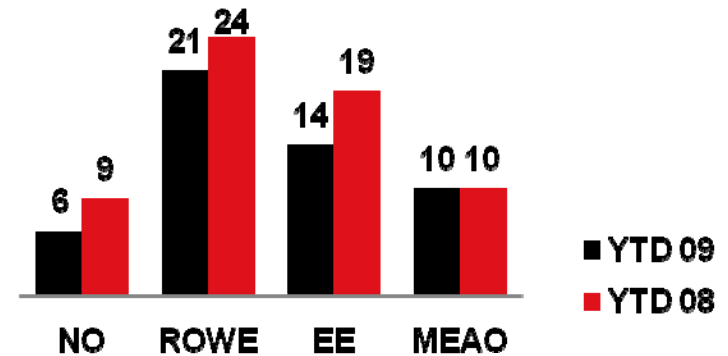
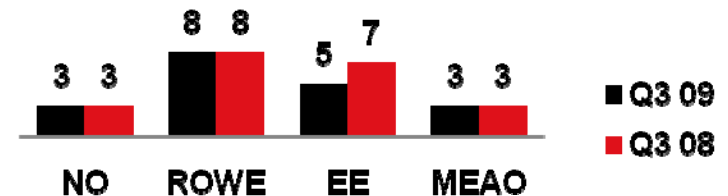
Positive impact from savings on cost ratios

REVENUE SEGMENTATION

LEASED REVENUE – IN MEUR



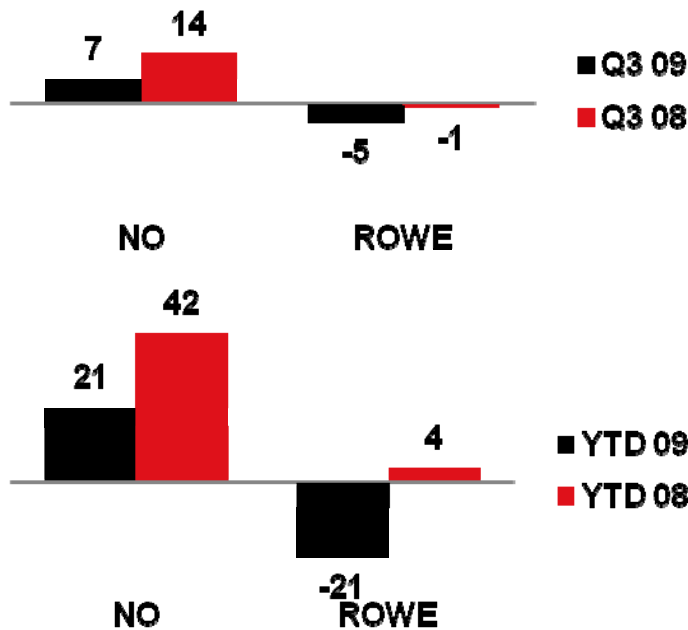
FEE REVENUE – IN MEUR



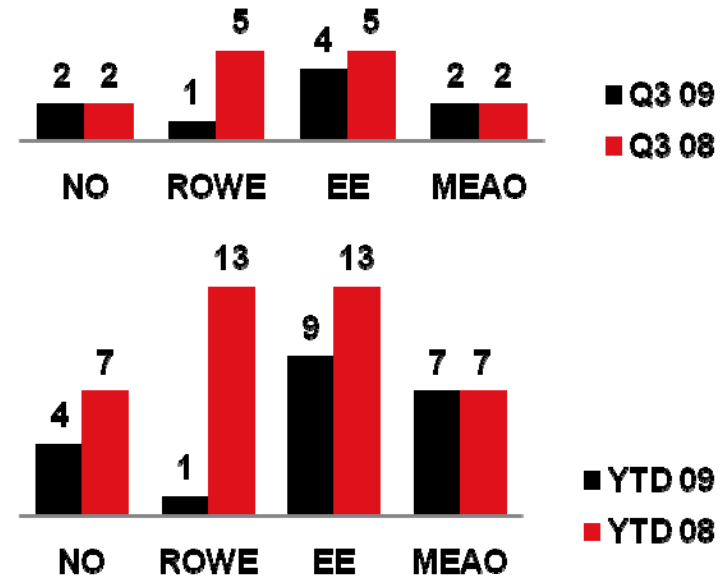
Fee revenue more resilient and positively impacted by ramp-ups and new openings

EBITDA SEGMENTATION

LEASED EBITDA – IN MEUR



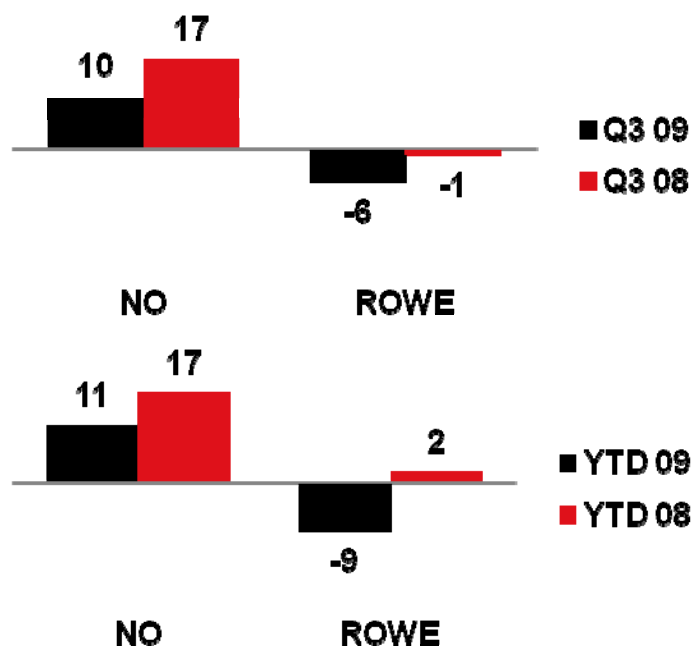
FEE EBITDA – IN MEUR



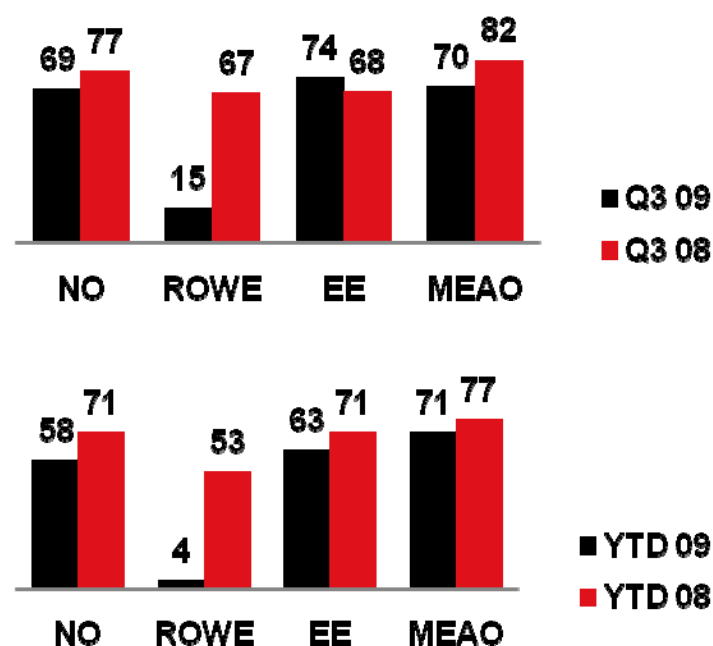
Fee revenue more resilient and positively impacted by ramp-ups and new openings

EBITDA MARGIN SEGMENTATION

LEASED EBITDA MARGIN – IN %



FEE EBITDA MARGIN – IN %



Margins in fee business remains high

FINANCIAL POSITION

- MEUR 10 in cash and MEUR 83 in unused overdrafts/credit lines
- Asset light balance sheet

IN MEUR	YTD 2009	YTD 2008
CASH FLOW FROM OPERATIONS	-10.2	48.6
CHANGE IN WORKING CAPITAL	0.5	0.5
INVESTMENTS	-20.8	-26.3
FREE CASH FLOW	-30.5	22.8

Tight control on working capital and CAPEX

MAJOR CASH PROTECTION INITIATIVES

OPERATIONAL SAVINGS

- Fixed costs – mainly labour
- Purchasing negotiations

2009				
Q1	Q2	Q3	Q4E	FYE
4.5	8.0	9.2	7.5	29.2

**Confident in achieving
saving target**

OTHER INITIATIVES

- Central costs –10% reduction
- Re-negotiation of hotel contracts
- CAPEX
- Working capital

