
NORSCAN PARTNERS AS



Unique resources for international business development and networking

Norscan Partners is a professional business development group founded in 1991.

We provide domestic and international business development services to Norwegian and International companies.

Our main customer base is Norwegian companies that want to develop their business in new and existing markets, through international partnerships, joint ventures, strategic business alliances and / or project development.

We also serve major foreign companies interested in establishing or expanding their business in Norway.

What we bring to our clients

Business Development

- Top management experience
- Shareholder / Board perspective

International networking

- Business network
- Capital providers
- Track record in international transactions

Implementation

- We do take management responsibilities
- We work with the client organisation

Independence

Core business areas

Strategic Management

- Ownership strategies
- Corporate/Business unit strategies
- Business development program
- Management for hire, business development / restructuring

Corporate finance

- Financial strategy
- Corporate and project financing
- Mergers and Acquisitions
- Restructurings
- Valuations
- Transaction support

International services

- Feasibility studies
- Licencing agreements
- Government relations
- New market introductions

Travel and Leisure expertise

- Developments, operation, management and financing of tourism projects, abroad and in Norway
- Funding techniques for timeshare companies in Europe



Gerhard Heiberg, Partner and Chairman
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Former President & CEO of Aker and Lillehammer Winter Olympics, Presently Chairman of IOC Marketing Commission and member of the IOC Executive Board.

Selected directorships, present and former: Chairman Den Norske Bank, Chairman Norwegian Trade Council, Petroleum Geo-Services.



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Former President Christiania Bank Capital Markets, Chairman of EuroNordic/Fondspartner and CEO of Anfi del Mar.

Selected directorships, present and former: Waaren Wicklund Asset Management, EuroNordic Group, Eksportfinans, Norsk Medisinaldepot, Euro Venture Nordica, New York Stock Exchange European Advisory Committee member, Board of Management Tennis Europe, Anfi Group, Boligeiendom Berlin and Trysil Hotellutvikling.



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Former Managing Director of Christiania Fonds.

Selected directorships: Møllerguppen, CentraGruppen, Agra Holding, Acta Holding ASA.



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Former President of Kværner Eureka Group, Corporate Vice President of Kværner. Former President and CEO of Norconsult Group. Former Managing Director of Blom ASA during restructuring.



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Former CFO IBM, Leasing Service, Ted Bates.

Selected directorships, present and former: BN Kreditt ASA, BN Bank ASA, BnBoligkreditt AS, Nydalens Compagnie AS, EOS Industriplast Aps, Nor-Bygg AS, Thor Dahl AS.



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Selected directorships, present and former: Industribanken, Norsk Skipshypothekbank, EuroVenture Nordica, Arbaflame, ISS Personalhuset.



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Former CFO of Norsk Hydro, former President of Norsk Hydro
Deutschland, Senior Adviser to Greenhill & Co. International LLP.

Selected directorships, present and former: Chairman of the Boards
of Storebrand ASA, Storebrand Liv AS and GRIP – Stiftelsen Grønt i
Praksis. Member of the Board of Yara ASA. Former Chairman of the
Board of Rieber & Son ASA and former member of the Boards of
Tinfos AS and of the Norwegian Mountain Tourist Association.



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Former Head of Nordea Private Banking Norway, Executive Vice President
of Christiania Bank and Head of Christiania Markets, Managing Director
of DnB Securities, CFO of Elkem and Vice President Finance of Norcem.

Selected directorships, present and former: Chairman of the Board of
Argentum, member of the Board of Holta Invest, Vice Chairman of the
Board of Oslo Stock Exchange, Chairman of Norwegian Options Clearing
House and Simonsen Elektro.



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Former CEO of Bluewater Insurance ASA, Deputy Managing Director Gresvig ASA, Deputy Managing Director Protector Forsikring AS.

Selected directorships, present and former: Chairman CEFOR, Counsel Member Det norske Veritas, Alternate Board Member FNH.



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Former President & CEO, Nora Industrier AS, President of Norwegian School of Management and President of Confederation of Norwegian Business and Industry, NHO and Member of Parliament.

Selected Directorships, present and former: Present member of the boards of Marine Harvest ASA, Akershus Universitetssykehus HF, Standard Parking Corporation, Chicago. Former Chairman Orkla ASA, Netcom ASA, Narvesen ASA, Løvenskiold Vækerø AS.

Strategic Management

A.L.Industrier ASA, one of Norscan's partners acts temporarily as CEO, leading a strategic restructuring of the company.

Aqualyng Holding AS, Norscan has advised with regard to financing of large, international projects, and one of the partners has temporarily acted as CFO and COO.

Blom ASA, one of Norscan's partners acted temporarily as CEO, leading a strategic restructuring of the company.

Clean Marine AS, one of Norscan's partners acts as chairman and strategic adviser to this start-up company that is developing green technology for the maritime industry.

Firmament AS, two of Norscan's partners advised on international real estate development, as project director and financial adviser.

Fosen Mek Verksteder AS, Norscan advised on recapitalization and restructuring of ownership, and two of the partners acted as chairman of the board and CFO during all phases of the process.

Johan G. Olsen AS, one of Norscan's partners acted temporarily as CEO, leading a strategic restructuring of the company.

Joma International AS, one of Norscan's partners acts as chairman and strategic adviser to this start-up company that is developing nanotechnology.

Norway Trade Fair, Norscan has since 15 years advised Norway Trade Fair on all major strategic issues.

Synsam Invest AS, two of Norscan's partners acted temporarily as CEO and Investment Director, advising on the development of the Synsam optical chain.

Chairmen/members of board of directors, the partners of Norscan have been on the board of directors of a large number of companies where strategic issues have been essential.

Corporate Finance - Mergers & Acquisitions

A.L.Industrier AS, Norscan acted as adviser to the board of directors and participated in the negotiation in connection with the sale of shareholdings in Alpharma Inc USA, transaction value NOK 1.800 millions.

Agra Industrier AS, Norscan advised on the acquisitions of a Danish food processing company, transaction value NOK 100 millions.

Chr Krohsgt 32 AS, Norscan advised and negotiated the sale of this property, transaction value NOK 230 millions.

EOS AS, one of Norscan's partners acted as chairman of the board of directors and managed and negotiated a restructuring and refinancing when this Danish company went into bankruptcy.

Gran Grafisk AS, Norscan advised on the sale of the Company to 07 Gruppen AS, transaction value NOK 58 millions. Norscan had previously advised Gan Grafisk AS on the acquisition of Optimal Gruppen and supervised due diligence and the legal merger and demerger to achieve the desired legal structure.

Gresvig AS, Norscan acted as adviser to the board of directors and participated in the negotiation in connection with the acquisition of Choice AS, transaction value NOK 900 millions.

Gulmar Energy S.A., Sharjah, Norscan advised on recapitalization, transaction value NOK 150 millions.

Macquire Bank Ltd., UK, Norscan acted as an agent for identifying private and institutional Norwegian investors for European Infrastructure Funds.

Nor-Hold AS, Norscan advised on sale of the assets of one housing development subsidiary, transaction value NOK 65 millions.

Norsk Synskirurgi AS, Norscan advised on structuring and capitalization of the Scandinavian Eye Laser Group, Memira AB, transaction value NOK 350 millions.

Norway Trade Fair, Norscan advised on the acquisition of the operation and real estate of Oslo Spektrum, and supervised the due diligence, transaction value NOK 240 millions.

OBOS, Norscan advised on the acquisitions of Basale AS, transaction value NOK 70 millions.

Ocean Technology AS, one of Norscan's partners initiated the formation and capitalization of the company, transaction value NOK 15 millions.

Q-Free International AS, Norscan acted as adviser to the owner in connection with the sale of a controlling interest in Q-Free ASA, transaction value NOK 430 millions.

Reiten & Co Private Equity AS, Norscan advised on the acquisition of Malthus AS, transaction value NOK 365 millions.

Scansense AS, one of Norscan's partners advised the board of directors on a financial restructuring and recapitalization, transaction value NOK 10 millions.

Synsam Norge AS, Norscan advised the board of directors and shareholders on the restructuring and the capitalization from a voluntary franchise chain to an owner integrated chain.

Stolt Offshore S.A, one of Norscan's partners advised on the sale of Serima Dasa S.A. France, transaction value NOK 400 millions.

Telenor Mangement Partners AS, Norscan advised on the sale of Transacty Slovakia a.s., transaction value NOK 127 millions.

International Services

Georgi Energi & Miljø AS, Danmark, Norscan advised and carried out due diligence of a purchase of technology and product rights from Heizeram GmbH, Germany.

Green Global Energy AS, Norscan advised and negotiated a license agreement to a Russian company.

Greenhill & Co International, LLP, UK, one of Norscan's partners acts as senior adviser with regard to business opportunities, particularly in Scandinavia.

Ocean Technologies AS, Norscan advised on the restructuring of Resident Sea (The World).

OsloBanken AS, Norscan managed the sale of assets, rescheduling of loans and bankruptcy proceedings for a portfolio of loans in USA.

Plastic Pallet Systems AS, Norscan advised and negotiated a license agreement to a Swedish manufacturer which also acquired 50% of the Norwegian company.

Telenor Management Partners AS, Norscan carried out a fact finding mission in UAE.

The Conference Board Europe, one of Norscan's partners acts as Council Director, responsible for the meetings of the European Council of CFOs.

First Data CEE and Nordic AS, Norscan advised on market entry into Romania.

Travel and Leisure Expertise

Alpine Palace Mürren AG, Norscan acted as adviser in restructuring and sale of this ski in ski out resort in Switzerland.

Anfi del Mar SA, Norscan has advised on development, operation, management and financing of this leading European Vacation Club company at Gran Canary, Spain.

Grecotel SA, Norscan has advised on development, operation and management of tourist projects in Greece and New EU.

Starwood Inc, Norscan has advised on potential acquisitions for its Vacation Club operations in Europe.

Trysil Hotel Utvikling AS, Norscan has been instrumental in the development and financing of this new ski in ski out hotel and resort, Radisson SAS Resort Trysil.