

BTS Group AB (publ)

Year End Report 2011

Stockholm, Tuesday Feb 21, 2012

Henrik Ekelund

President & CEO

△ BTS

Catalysts for Profitability and Growth

Summary

MSEK	2011	2010	Growth (currency adjusted)
Revenues	697.7	694.6	9%
Pretax Profit	88.3	90.4	8%
	Q4 2011	Q4 2010	Growth (currency adjusted)
Revenues	203.2	200.2	3%
Pretax Profit	34.2	26.9	30%

Sample new customers: Bangkok Bank, ING Insurance Asia, Johnson Controls, National Semiconductor, Orange, SSE Scottish Power, Taishin Bank, Oracle Asia & Australia, Trelleborg, UPC and Prudential

2011, October – December



	Oct – Dec 2011	Oct – Dec 2010	Change
Net Revenue	203.2	200.2	+3%*
EBITA	34.6	29.5	+17%
EBIT	34.3	27.3	+26%
Profit Before Tax	34.2	26.9	+27%
Net Profit	22.1	18.1	+22%
EPS	1.22	1.00	+22%
EBITA Margin	17%	15%	
EBIT Margin	17%	14%	

(MSEK)

* Adjusted for changes in exchanges rates

2011 – Revenue per Business Unit



	Jan – Dec 2011	Jan – Dec 2010	Change*	EBITA Margin
Total	697.7	694.6	+9%	13%(14%)
BTS USA	345.8	345.8	+11%	17%(20%)
BTS Europe	123.9	119.1	+9%	9%(9%)
BTS Other markets	107.9	88.0	+24%	15%(17%)
APG	120.1	141.7	-6%	4%(3%)

(MSEK)

* Adjusted for changes in exchanges rates

2011 Q4 – Revenue per Business Unit



	Oct – Dec 2011	Oct – Dec 2010	Change*	EBITA Margin
Total	203.2	200.3	+3%	17%(15%)
BTS USA	104.5	91.7	+14%	19%(16%)
BTS Europe	37.5	43.7	-13%	18%(25%)
BTS Other markets	33.5	27.1	+27%	19%(15%)
APG	27.7	37.7	-26%	6%(0%)

(MSEK)

* Adjusted for changes in exchanges rates

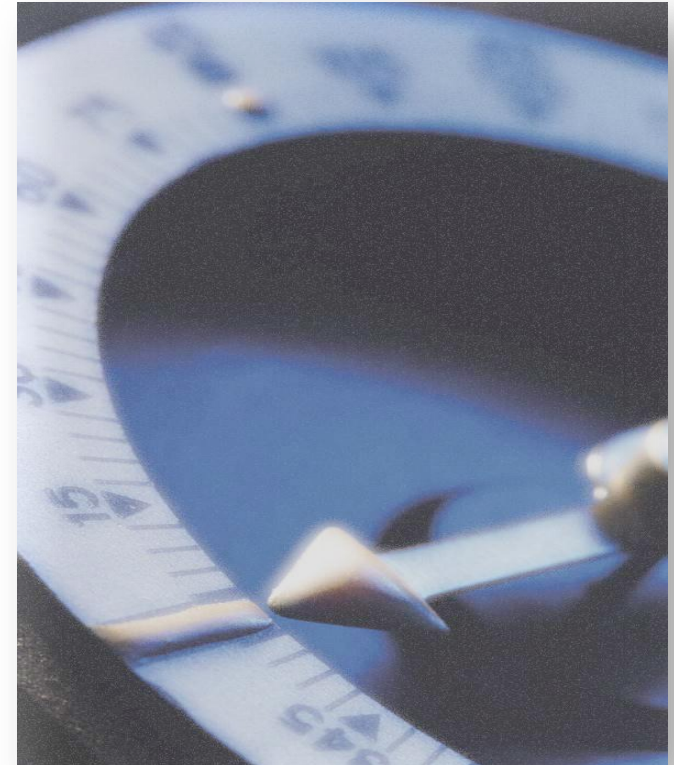
BTS in Perspective

Last 10 years

- 18% average growth per year, of which;
- 13% has been organic
- 4 x revenue growth
- 10 x earnings growth

Growth drivers

- We are operating in a growing market
- Our offering has strong competitive advantages
- We invest in growth
- Our people are the best in the industry



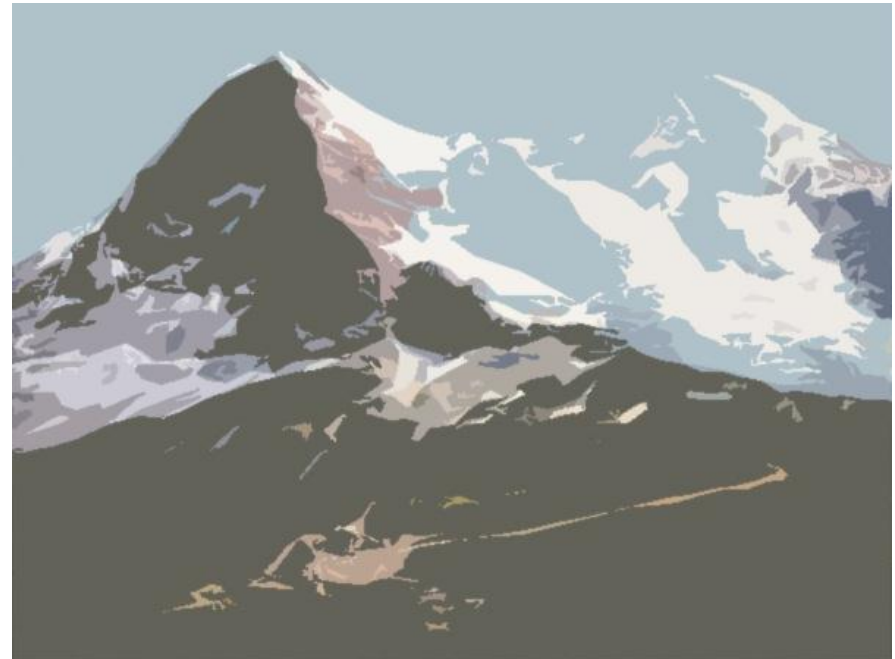
The Fourth Growth Phase, 2010 –

1. Strengthen our core!
2. Serve our clients wider & higher
 - deliver more value!
3. Expand into selected new markets!



Outlook for 2012

The result before tax is expected to be better than last year



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