



**BTS Group AB (publ)**

**Q1 – 2012**

Pareto Öhman

Stockholm, Friday April, 27

**Henrik Ekelund**

President and CEO

 **BTS**

*Catalysts for Profitability and Growth*

# Q1 – 2012

	Jan – Mar 2012	Jan – Mar 2011	Change
Revenue	167,3	143,5	+13%*
EBITA	13,0	8,3	+56%
EBIT	12,6	7,6	+66%
Profit before tax	12,5	7,4	+68%
Profit after tax	7,7	4,8	+61%
Earnings per share	0,42	0,26	+61%
EBITA Margin	8%	6%	
EBIT Margin	8%	5%	(MSEK)



\* adjusted for changes in exchanges rates

# Q1 – 2011, Revenue per Business Unit

	Jan – Mar 2012	Jan – Mar 2011	Change.*	EBITA Margin
Total Revenue	167.3	143.5	+13%	8%(6%)
BTS USA	93.0	63.1	+42%	18%(11%)
BTS Europe	26.2	28.0	-5%	0%(8%)
BTS Other Markets	23.8	17.4	+34%	-12%(-12%)
APG	24.3	35.0	-33%	-2%(3%)

(MSEK)



\* adjusted for changes in exchanges rates

# Customer Case



Quality of Daily Life Solutions

*“How do we engage 1,000 senior managers around the world in our new strategy - and show how to make it into reality?”*

“Sodexo’s growth curve continues to rise, and milestone after milestone shows that this program is working”

“84% of the senior managers ranked the BTS program as “highly effective” for their development and understanding of the new strategy”



# Customer Case



Human Energy™

*“How do we allow our leaders to practice strategy execution in a competitive risk-free environment – managing Chevron’s total business from exploration to final customer”?*

“The program enabled participants to think more strategically, built financial acumen, and provided an understanding of geopolitical decisions, competitive dynamics and customer and investor expectations”



# Customer Case



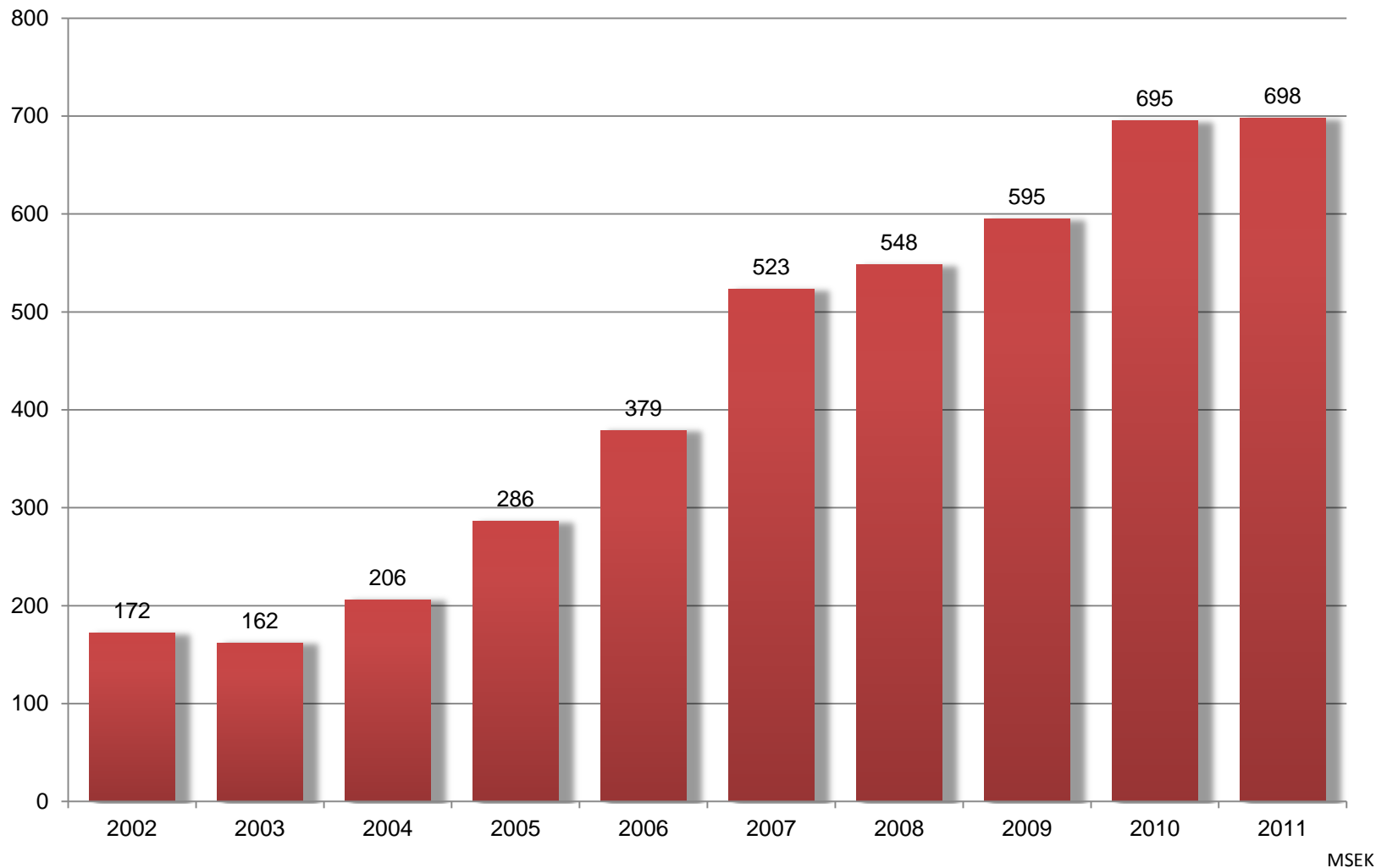
*“How do we engage and align thousands of talented engineers to develop products which fit our new strategy?”*



“BTS, through their unique simulation-based approach, is in the business of enabling people to better fish for themselves as opposed to providing a fish that will only last a day.”

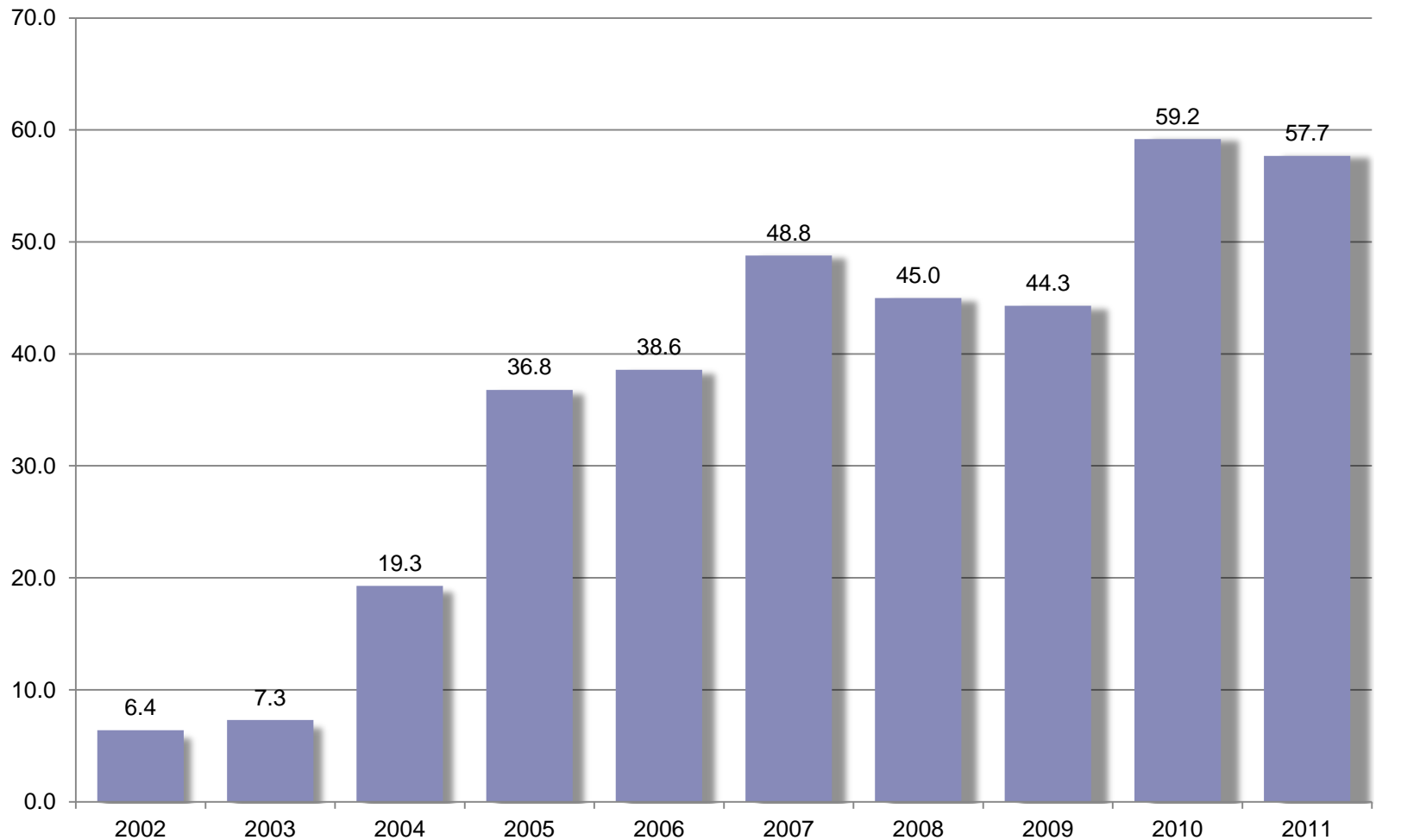
Paul Maritz  
CEO

# BTS Revenues 2002 - 2011



MSEK

# Profit after Tax 2002 – 2011



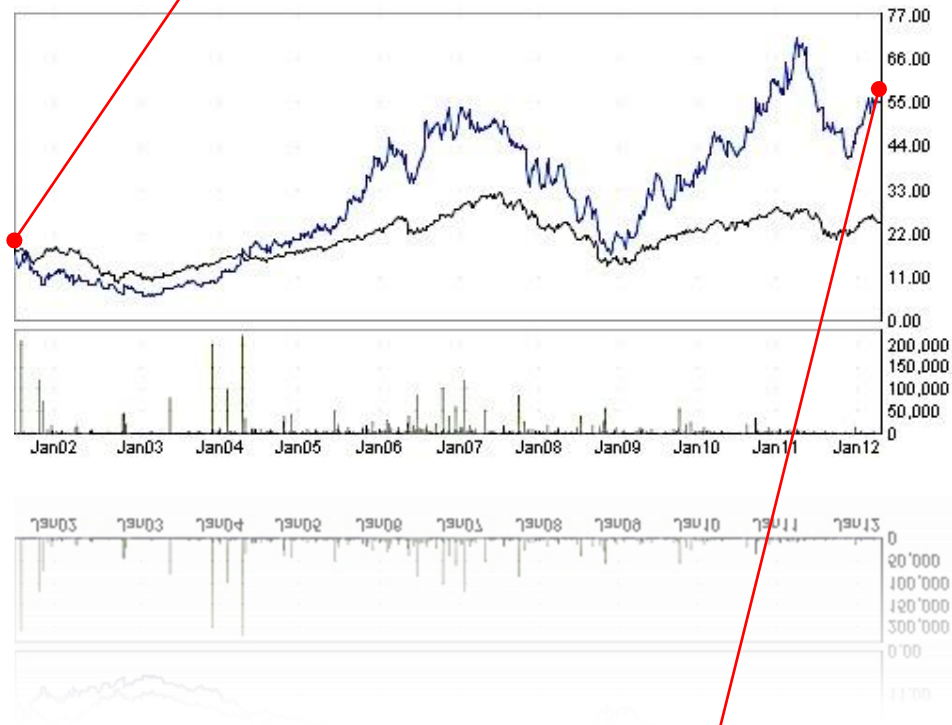
MSEK



# 10 years as a Public Company

- 5 x Revenues\*
- 9 x Profit after Tax
- 18 % growth per year where
  - 13% was organic growth
- Share price + 200 %
- Average Annual Returns 11 %
  - including dividend

June 6, 2001 SEK 19:00



April 26, 2012 SEK 58:00

\* adjusted for changes in exchanges rates

# Fourth Growth Phase

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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