BTS Group AB (publ) Q2 – 2012

Remium Stockholm August 22, 2012

Henrik Ekelund President and CEO



Jan – June, 2012

Business summary

- BTS continues to do well in a challenging market; 23% profit growth during 1H.
- BTS core operation is growing; 19% during 1H and 13% during Q2 (excl. APG, currency adjusted).
- APG; significant negative growth, -30% during 1H. New strategy.
- Market overview:
 - Solid growth in USA
 - Fast growth in Other Markets
 - Turn around in Europe during Q2





1H, 2012

	Jan – Jun 2012	Jan – Jun 2011	Change		
Net Revenue	378,3	330,2	+9%*		
EBITA	46,1	38,8	+19%		
EBIT	45,4	37,4	+21%		
Profit Before Tax	45,1	36,7	+23%		
Net Profit	29,1	24,0	+21%		
EPS	1,61	1,33	+21%		
EBITA Margin	12%	12%			
EBIT Margin	12%	11%			

(MSEK)

* Adjusted for changes in exchanges rates



1H 2012 – Revenue per Business Unit

	Jan – Jun 2011	Jan – Jun 2010	Change*	EBITA Margin	
Total	378,3	330,2	+9%	12%(12%)	
BTS USA	202,2	159,1	+19%	18%(16%)	
BTS Europe	65,1	59,7	+8%	7%(9%)	1
BTS Other markets	60,4	43,7	+35%	8%(11%)	
APG	50,6	67,7	-30%	-2%(4%)	

(MSEK)

* Adjusted for changes in exchanges rates



Q2 – 2012

	Apr – Jun 2012	Apr – Jun 2011	Change
Revenue	210,9	186,7	+6%*
EBITA	33,1	30,5	+9%
EBIT	32,8	29,8	+10%
Profit before tax	32,6	29,3	+11%
Profit after tax	21,4	19,2	+12%
Earnings per share	1,19	1,06	+12%
EBITA Margin	16%	16%	
EBIT Margin	16%	16%	(MSEK)



* adjusted for changes in exchanges rates



Q2 – 2012, Revenue per Business Unit

	Apr - Jun 2012	Apr – Jun 2011	Change.*	EBITA Margin
Total Revenue	210,9	186,7	+6%	16%(16%)
BTS USA	109,2	96,0	+4%	19%(20%)
BTS Europe	38,9	31,7	+21%	12%(9%)
BTS Other Markets	36,6	26,3	+37%	22%(26%)
APG	26,3	32,7	-26%	-1%(5%)



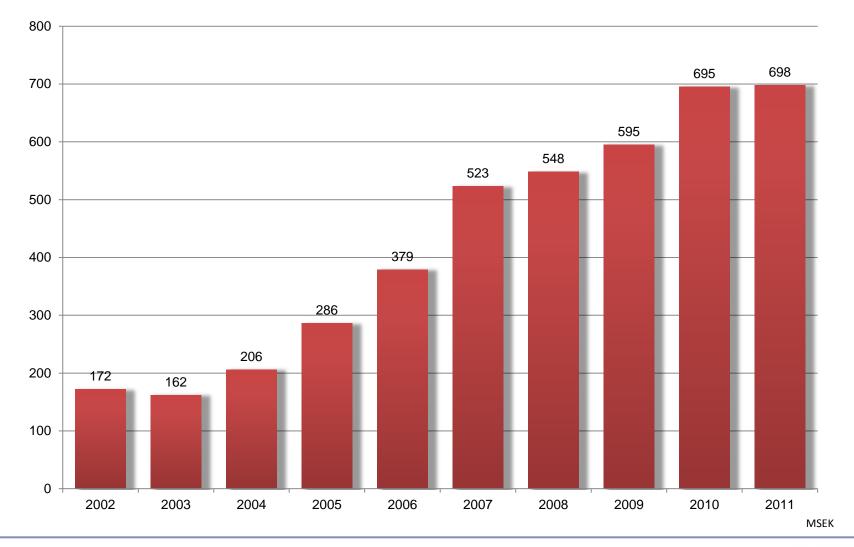
(MSEK)

* adjusted for changes in exchanges rates

10 years as a Public Company

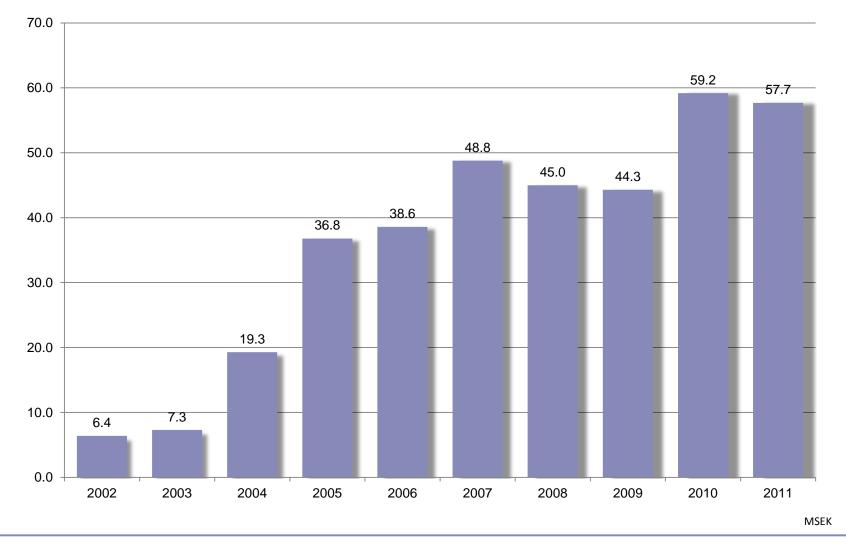


BTS Revenues 2002 - 2011



Catalysts for Profitability and Growth

Profit after Tax 2002 – 2011



Catalysts for Profitability and Growth

Customer Case

sodex **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



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





BTS Group AB (publ)

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