

A close-up, blue-tinted photograph of a target with a pencil tip pointing at the bullseye. The target is circular and has a dark center. The pencil tip is sharp and yellowish, pointing towards the center. The background is dark, and the target's surface has some faint markings.

BTS Group AB (publ)

9 months 2011

Stockholm, Wednesday Nov 9, 2011

Henrik Ekelund
President & CEO

 **BTS**

Catalysts for Profitability and Growth

2011 – 9 month summary

Jan – Sept

- Revenue + 11%*
- Profit before tax - 15%
- Profit before tax - 2% *

Q3

- Revenue + 4%*
- Profit before tax - 18%
- Profit before tax - 5% *



* Adjusted for changes in exchange rates

2011 – 9 month summary cont.

- Q4 2011 results before tax is anticipated to increase compared to Q4 2010
- Profit before tax for 2011 is expected to be in line with the preceding year
- Sample new customers: Bangkok Bank, ING Insurance Asia, Johnson Controls, National Semiconductor, Orange, Prudential, Trelleborg, Taishin Bank, Joy Global, London Underground, SSE Scottish Power and Oracle Asia & Australia



When failure is not an option!



Commercial Flight Simulator



Advanced Surgical Simulator



Heathrow Control Simulator



Nuclear Power Plant Simulator

BTS Value Proposition

“Making execution happen”

– *We deliver better results,
faster*

*The unique BTS process offers
fast strategic alignment and
rapid capability building.*



Some of our clients



Making a strategy happen



“How do we accelerate the leaders understanding and buy-in to the new CEO’s vision?”

“The BTS custom business simulation accurately modeled our business challenges and anticipated our future evolution. The experience allowed our top 500 leaders to not just see the new strategy, but to practice making our strategy and vision a reality.”

Tod Nielsen, COO WM-ware



Developing great leaders



“How do we develop the next generation of commercially astute, people-focused and innovative leaders who will support the next growth phase for Telstra?”

“Every leader who wants to ensure they’re heading in the right direction should go through a BTS experience”

GM, Access Strategy & Technologies, Telstra.



Winning more business



“How can we motivate employees to serve our customers better and win more business?”

Customer satisfaction and loyalty rate grew as a result of this initiative, which led to an increase in the Group’s share of wallet



2011 – 9 months

	Jan – Sept 2011	Jan – Sept 2010	Change
Net Revenue	494.5	494.4	+11%*
EBITA	57.0	69.5	-18%
EBIT	54.9	64.7	-15%
Profit Before Tax	54.1	63.5	-15%
Net Profit	35.6	41.2	-14%
EPS	1.97	2.28	-14%
EBITA Margin	12%	14%	
EBIT Margin	11%	13%	(MSEK)

* Adjusted for changes in exchanges rates

2011 – 9 months Revenue per Business Unit

	Jan – Sept 2011	Jan – Sept 2010	Change*	EBITA Margin
Total	494.5	494.4	+11%	12%(14%)
BTS USA	241.3	254.1	+9%	16%(22%)
BTS Europe	86.4	75.4	+21%	6%(0%)
BTS Other markets	74.4	60.9	+26%	14%(17%)
APG	92.4	104.0	+2%	3%(4%)

(MSEK)

* Adjusted for changes in exchanges rates

2011 – Q3 Revenue per Business Unit

	Jul – Sept 2011	Jul – Sept 2010	Change*	EBITA Margin
Total	164.3	173.3	+4%	11%(13%)
BTS USA	82.2	89.9	+3%	15%(20%)
BTS Europe	26.7	26.6	+5%	0%(2%)
BTS Other markets	30.7	24.8	+27%	18%(21%)
APG	24.7	32.0	-13%	2%(0%)

(MSEK)

* Adjusted for changes in exchanges rates

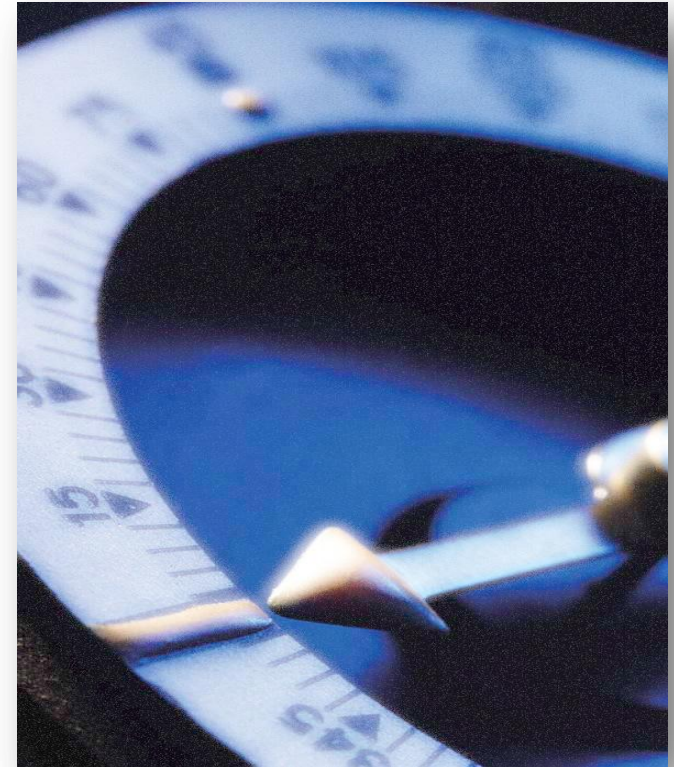
BTS in Perspective

Last 10 years

- 18% average growth per year, of which
- 13% has been organic

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



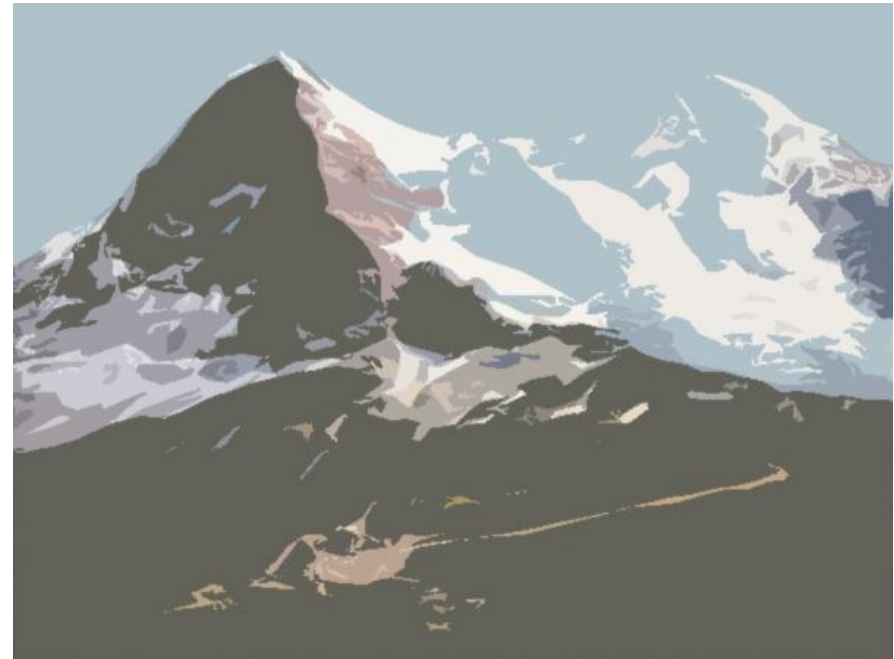
The Fourth Growth Phase, 2010 –

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



Outlook for 2011

The result before tax is expected to be in line with the preceding year



BTS Group AB (publ)

Investor Relation Contact:

Thomas Ahlerup
Senior Vice President
Corporate Communication and Investor
Relations
thomas.ahlerup@bts.com

Mobile: +46-768-966 300

