



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



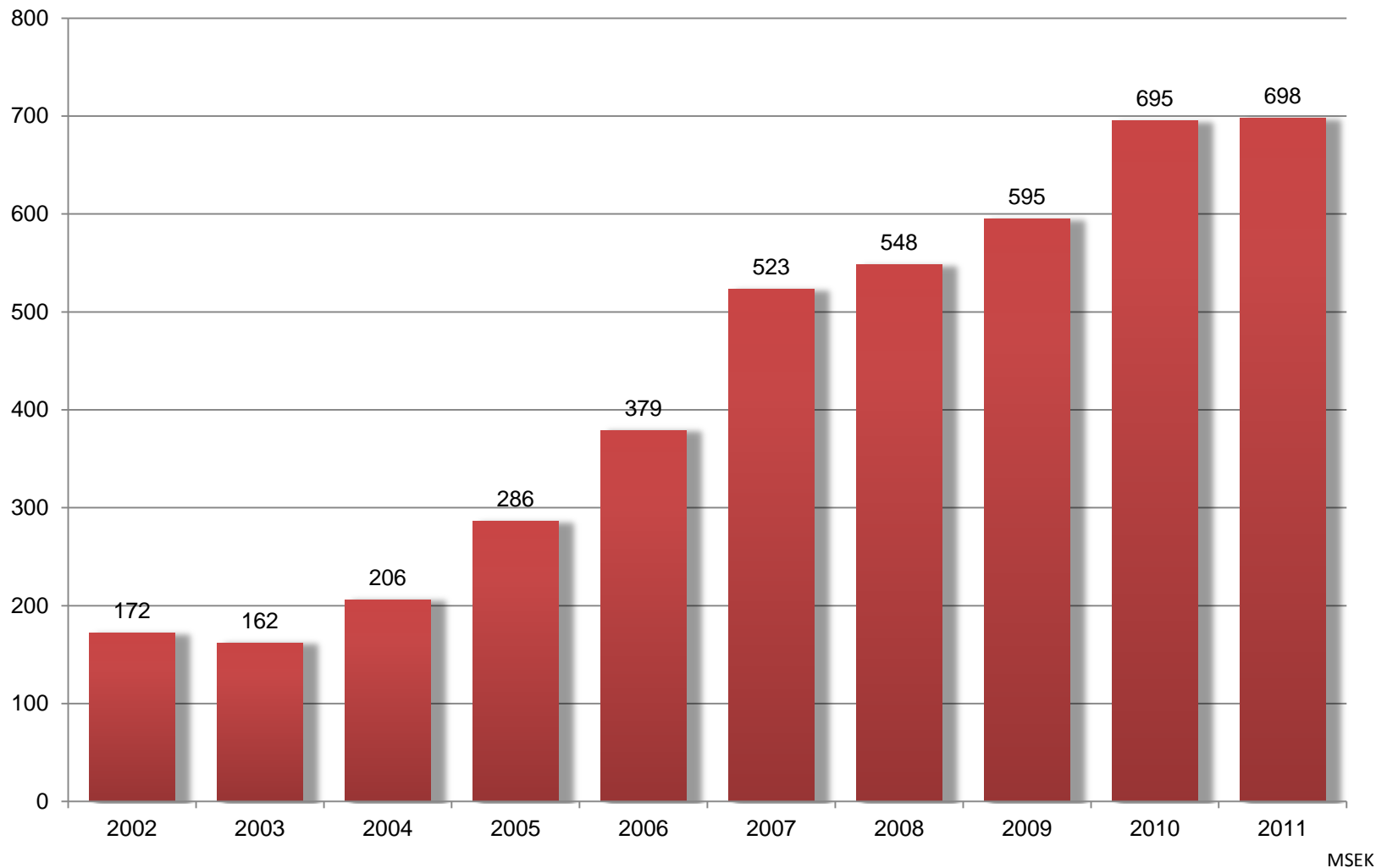
“How do we engage and align thousands of talented engineers to develop products which fit our new strategy?”



“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.”

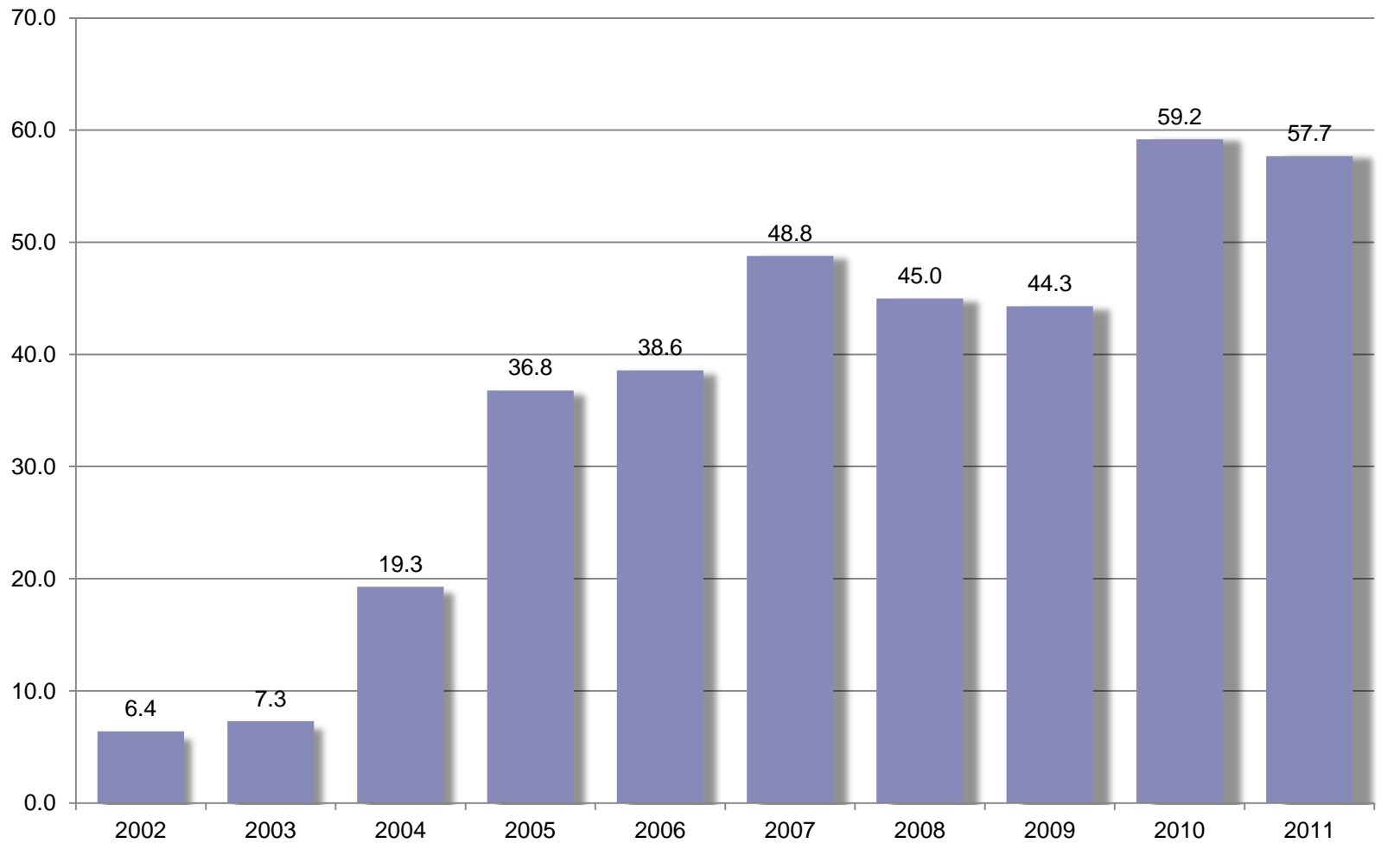
Paul Maritz
CEO

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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