

CEO Sverre Hurum CFO Erik Stubø 30 May 2007



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#### The hottest market for IT services

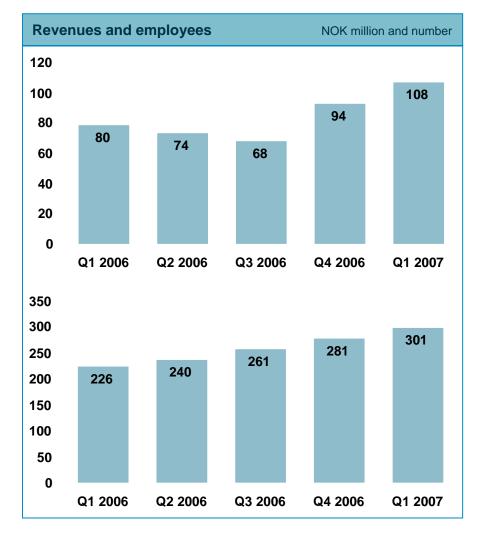
- The project services market was no doubt the hottest market for IT Services 2006
- There were considerable funds made available throughout the year and many new projects were started
- This led to a situation were many skills became difficult to find
  - SAP competence
  - Architect competencies
  - Consultants with deep business process understanding

Source: IDC "Norway IT Services 2006 - 2007"



## Highlights and Key Events

- Revenues increased 35 percent Y/Y to NOK 107,6 million (NOK 79,8 million
- EBIT increased with 23 percent to NOK 12,5 million
- Revenues from the 20 largest clients increased with 35 percent Y/Y
- Bouvet had 301 employees at the end of the quarter, an increase of 33 percent Y/Y





# Bouvet in brief



#### Vision

Focus on long term relationships with large customers

Offer a specter of services in which demand is increasing

Combine organic growth with selected strategic acquisitions

Utilise strong position when attracting employees

Leading
Norwegian
consultancy
in selected
service
segments



## Strategy Pyramid

#### 1. Innovation

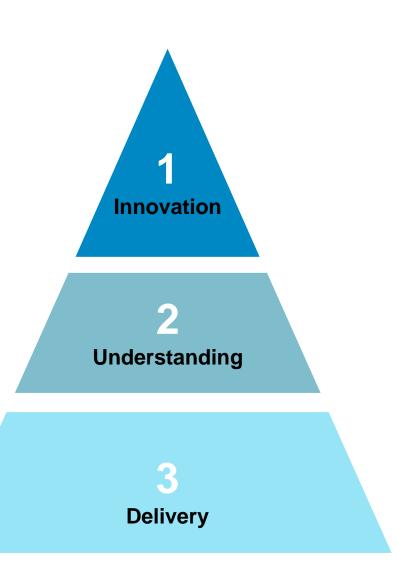
 Our ability to deliver, combined with business understanding as well as cutting edge technology, enable us to be innovative solving our clients challenges

#### 2. Understanding

 To provide superior advise, our consultants have thorough knowledge of technology as well as business understanding

#### 3. Delivery

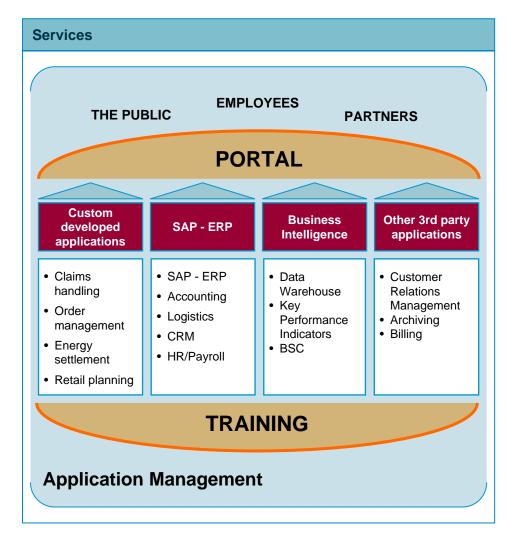
 Our ability to deliver projects on time and on budget is at the heart of our business strategy and the foundation of our client relationships





## The Bouvet Service Spectre

- Portals
- Custom Application Development
- SAP
- Business Intelligence
- System Integration
- Education and training
- Application management





# **Operational Review**



## Long Standing Customer Relations



- Proven track record when it comes to creating long term customer relationships
- Customer base include a wide range of financially sound companies

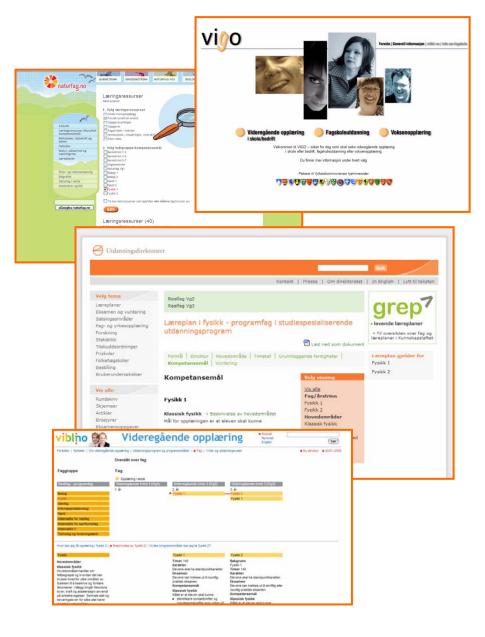


## **Topic Maps**

- ISO-standard developed for organizing data
- Information is organized based on its meaning, and on which topics that are connected.
- Easier retrieval, connection and sharing of information
- Natural and associative
- Topic Maps from different sources can be mapped together

#### Some solutions based on Topic Maps

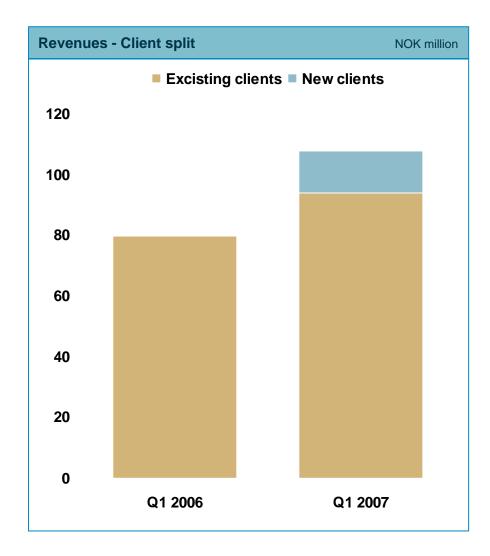
- Intranet for Norway Post
- Norway's official consumer portal
- Portal for Wilh. Wilhelmsen worldwide
- Municipality portal for Bergen





# **Customer Development**

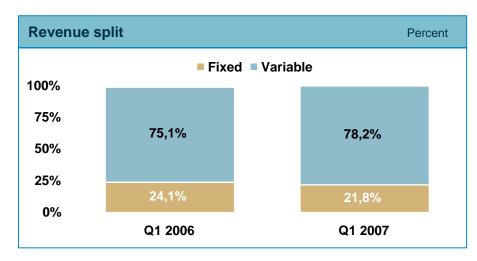
- Growing existing customer base
  - Statoil
  - ICA Ahold
  - Utdanningsdirektoratet
  - Avinor
- Expanding customer base
  - Vital
  - NRK
  - NAV
  - TerraGruppen

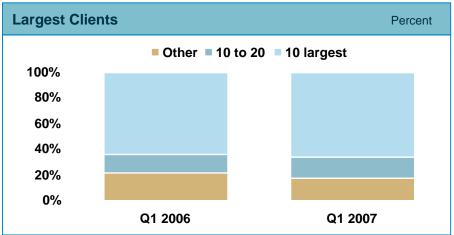




# Client Figures

- Improved project mix
  - Increased share of variable contracts
- Optimal client mix
  - Revenues from 3 largest clients increase by NOK 10 million
  - 10 largest client represents 66 percent of revenues
  - Increased share of revenues from 20 largest clients

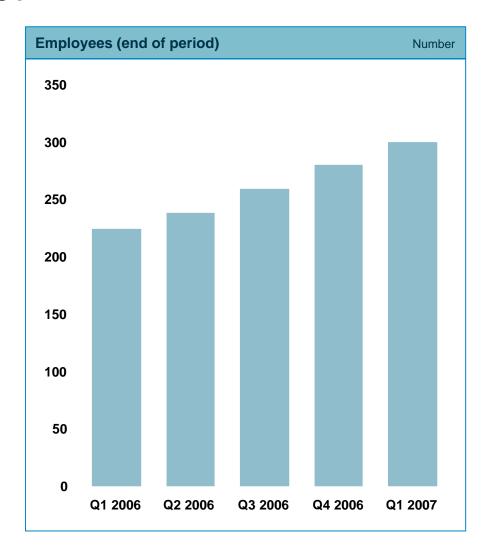






#### Winner in the labour market

- Attractive employer, the company focuses on:
  - Culture
  - Personal development
  - Salary
  - Professional environment
- 301 employees as of 31 March 2007
  - Additionally, 65 new hires to date
- The majority of former employees end up as customers







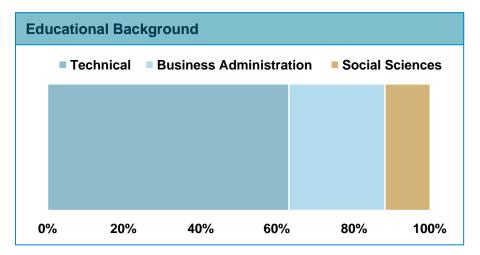
- Geographical diversification facilitates growth
- Customer proximity
- Easier to recruit and keep employees

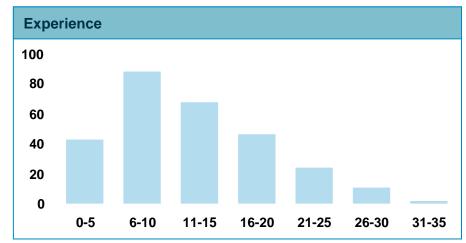


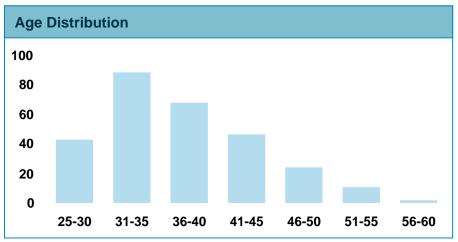
# Highly qualified work force

#### **Description**

- 95% with university degrees
- 24% female employees
- Average age is 37 years
- On average 12 years of experience









# **Financial Review**



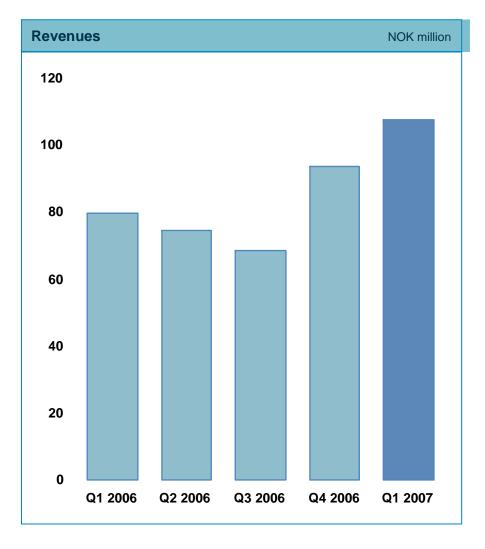
# Key Figures

NOK millions	Q1 2007	Q1 2006	Change %	2006
Operating revenue	107.6	79.8	34.8 %	316.4
Operating profit (EBIT)	12.5	10.2	22.7 %	32.6
EBIT margin	11.6 %	12.8 %	N/A	10.3 %
Ordinary profit before tax	13.1	10.4	25.8 %	34.0
Profit for the period	9.4	7.5	25.8 %	24.3
EBIT per share	1.55	1.32	17.4 %	4.08
Profit per share	1.17	0.96	21.9 %	3.04
Net cash flow operations	4.3	-3.1	N/A	53.9
Equity ratio	37.5 %	45.9 %	N/A	34.9 %
Cash and cash equivalents	70.6	29.3	140.9 %	61.7
		,		
Number of employees (end of period)	301	226	33.2 %	281
Number of employees (average)	295	222	32.9 %	236



#### Revenues

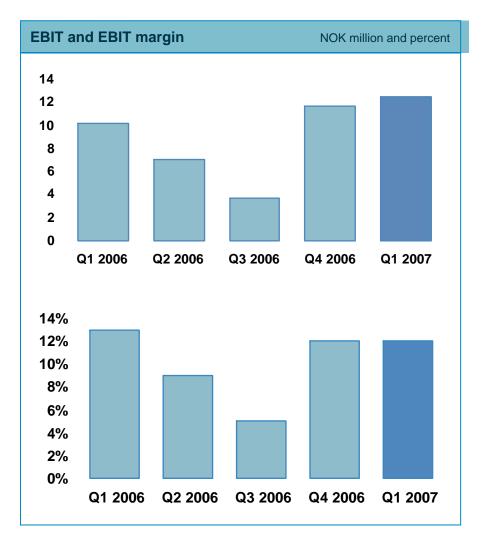
- Revenues increased by 35% Y/Y
  - Consultants fees increased with 32% to NOK 78,6 million
  - Revenues from sub-contracted consultants increased with 64% to NOK 22,9 million
  - Other revenues increased with 4% to NOK 6,1 million
- 80% utilisation rate in Q1 2007 versus 78% in Q1 2006
- Number of working days was 64 in Q1 2007 versus 65 in Q1 2006





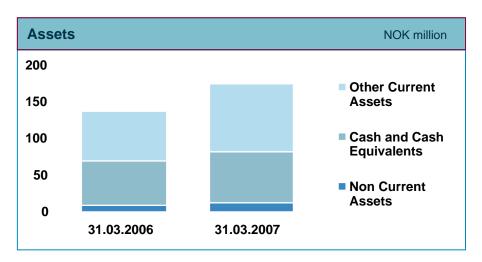
#### **Earnings Before Interest and Taxes**

- Average price per hour increased by 4,5%
- Average salary increased 4,1%
- Other OPEX increased by NOK 3,1 million (36%) due to:
  - Recruiting
  - Travelling
  - Training and education
  - Infrastructure
  - IFRS
- Increase in EBIT
  - EBIT increased to NOK 12,5 million from NOK 10,2 million Y/Y
  - EBIT-margin reduced to 11,6% compared to 12,8% in Q1 2006
- One lost work day = 0,9% EBIT margin





## Capital Structure





#### Solid balance sheet

- Equity ratio of 38% (46%)
- Cash and cash equivalent of NOK 70,6 million
- Working capital improvement
  - NOK 55,9 million in Q1 2007 versus NOK 46,2 million in Q1 2006
  - From NOK 205 thousand to NOK 186 thousand per employee
  - No interest bearing debt

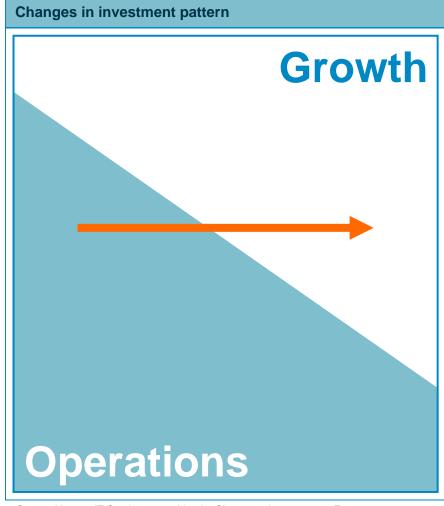


# **Outlook and Closing Remarks**



#### Situation Overview

- Macro factors
  - The Norwegian economy has grown by 4.5 % three years in a row
  - Lack of people is significant in the IT sector
- Positive market conditions leads to
  - Increasing the top line through increased activity rather than increasing the bottom line through cutting costs
- Project services market; the hottest market for IT services



Source: Norway IT Services 2006 Vendor Shares and 2007 - 2011 Forecast



#### Listing of Bouvet on Oslo Axess

- A share offering of 3,072,000 shares at NOK 40 per share
- Listed on Oslo Axess on 15 May 2007
- 1,300,000 new shares and
   1,772,800 secondary shares
- 1.4 times oversubscribed
- Gross proceeds amounted to NOK 52 million
- Trading under the ticker `BOUVET`





# Shareholders

POS	SHAREHOLDER	% OF TOTAL SHARES	SHARES
1	FIRMAMENT AS	16,65%	1 590 000
2	NORDEA BANK PLC FINLAND NIFC	9,29%	887 600
3	HURUM SVERRE	7,56%	722 000
4	ERIK STUBØ	3,47%	331 500
5	MP PENSJON	3,47%	331 000
6	NORDEA BANK SWEDEN AB	3,29%	314 400
7	DNB NOR NORDIC TECHNOLOGY VPF	2,81%	268 809
8	NERGAARD NILS OLAV	2,53%	241 817
9	NORDEA BANK PLC FINLAND	1,93%	184 000
10	SEB PRIVATE BANK S.A. LUXEMBOURG	1,88%	180 000
11	VOLLE ANDERS	1,35%	128 467
12	RIISNÆS STEIN KRISTIAN	1,26%	120 082
13	OLSEN HANS PETER	1,24%	118 594
14	TELENOR PENSJONSKASSE	1,22%	116 500
15	VERDIPAPIRFONDET DANSKE FUND NOR	1,17%	112 000
16	ABG SUNDAL COLLIER NORGE ASA	1,01%	96 200
17	WARRENWICKLUND UTBYTTE VPF	0,99%	95 000
18	VEFSNMO EIRIK ARNE MARTIN	0,94%	90 000
19	SVENDSEN PAUL HALLAN	0,90%	86 000
20	RADIG NILS-HÅKAN	0,89%	85 000