

Presentation Fourth Quarter 2009

CEO Sverre Hurum CFO Erik Stubø 19 February 2010



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Highlights in the fourth quarter

Revenues up and EBIT down

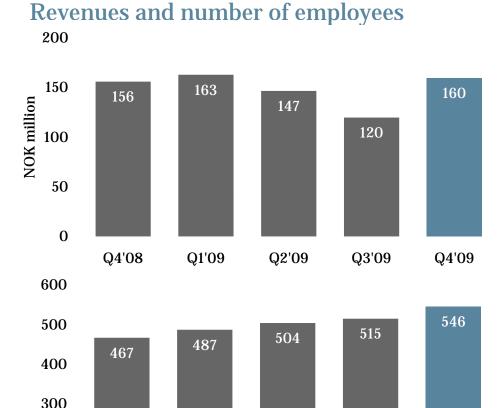
- Revenues increased 2.2 percent YOY to NOK 159.6 million
- EBIT fell 29.1 percent to NOK 14.7 million YOY
- The cash flow from operations increased 10.8 percent to NOK 61.4 million vs. Q4'08

• Important client development

- The number of frame agreements increased 30 percent in 2009
- ICA reduced number of suppliers;
 Bouvet kept as preferred partner

Bouvet positioned for further growth

Service offering expanded to include technical infrastructure



200

100

Q4'08

Q1'09

Q2'09



Q4'09

Q3'09

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Operational Review



Strategy – achieving our vision

Focus on **long term** relationships with **large customers**

Offer a range of services in which demand is increasing

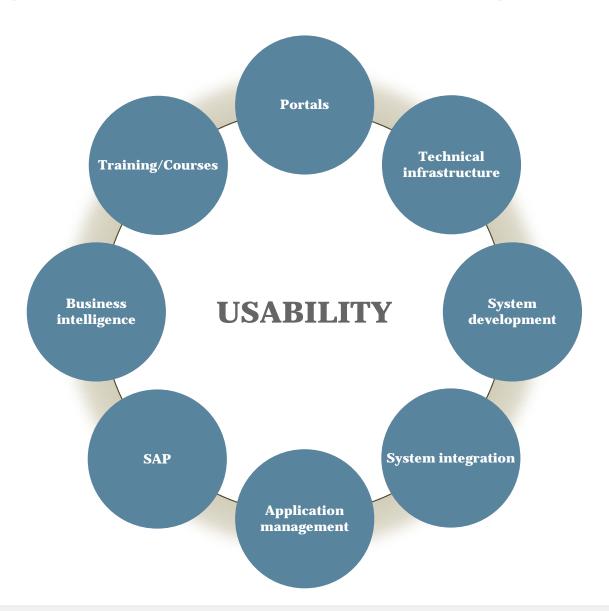
Combine **organic growth** with selected **strategic acquisitions**

Utilize **strong position** when attracting employees

Leading
Scandinavian
consultancy in
selected service
segments



An integrated service offering





Public client roster























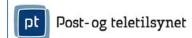




















Private client roster







































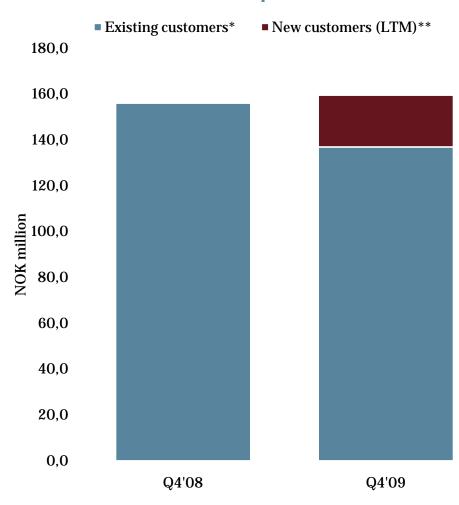




Strengthening the customer base

- Sales to existing clients at a high level
 - The existing customers* represent
 85,8 percent of revenues in Q4'09
 - Revenues from existing customers* decreased by 12,3 percent Y/Y
- Expanding the customer base
 - Revenues increased by NOK 22.6 million from retaining new customers **

Revenues – customer split





^{*} **Existing customers** defined as customers that were invoiced in the corresponding quarter last year

^{**} **New customers** defined as customers won since end of corresponding quarter last year

Constant project and customer mix

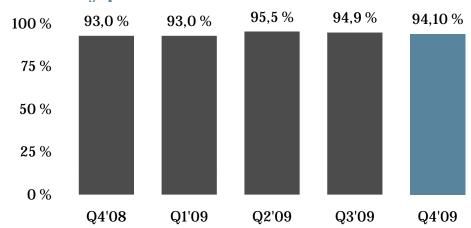
Project mix

 The variably priced contracts share of total revenues is continuing at the stable level

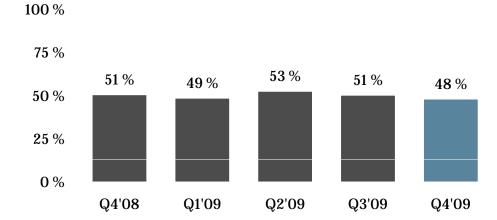
Customer mix

- Revenues from the three largest customers decreased by NOK 1.1 million, or 2.0 percent
- The 10 largest customers represent
 48 percent of total revenues
- The 20 largest customers represent
 64 percent of total revenues

Variably priced contracts share of revenues



10 largest customers share of revenues





A growing workforce

Bouvet: an attractive workplace

- Bouvet attractive workplace,
 especially in a challenging market
- Bouvet considered a leading specialist environment

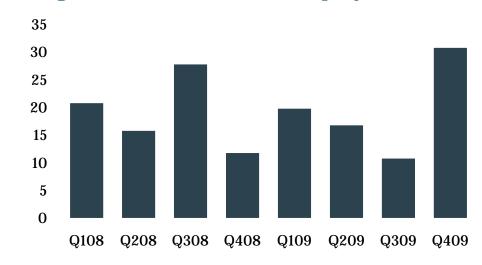
546 employees as of 31 December '09

- Net 31 new hires in the Q4'09
- Net 79 new hires last twelve months

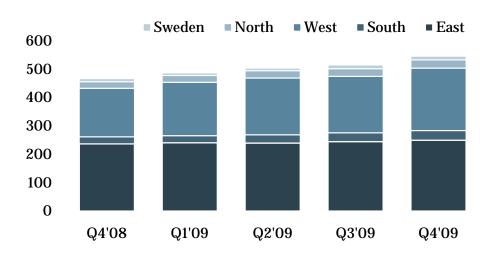
Geographical differences

Growth in all regions, but especially strong growth in Stavanger

Changes in total number of employees



Number of employees





Fourth Quarter 2009 **Financial Review**



Key Figures

Three months ending

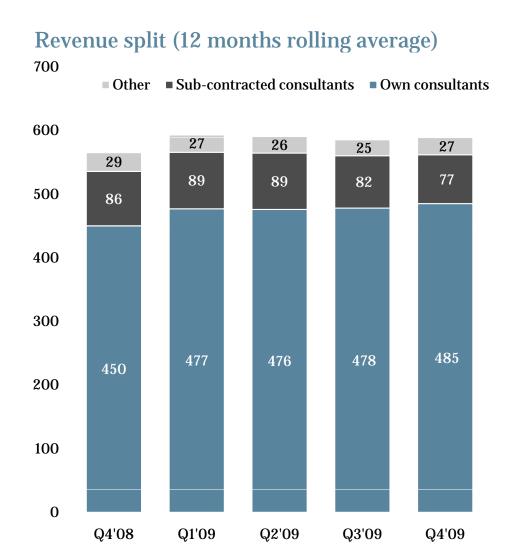
Twelve months ending

			8			8
NOK millions	31.12.2009	31.12.2008	Change	31.12.2009	31.12.2008	Change
Operating revenue	159.6	156.1	+2.2 %	589.1	565.4	4.2 %
Operating profit (EBIT)	14.7	20.7	-29.1 %	57.1	69.5	-17.9 %
EBIT margin	9.2 %	13.3 %		9.7%	12.3 %	
Ordinary profit before tax	15.4	23.0	-33.1 %	60.4	77.0	-21.5 %
Profit for the period	10.6	16.4	-35.7 %	42.5	55.3	-23.2 %
EPS (fully diluted)	1.04	1.63	-36.3 %	4.18	5.50	-23.9 %
Net cash flow operations	61.4	55.5	+10.8 %	61.9	85.8	-27.8 %
Equity ratio	42.1 %	43.5 %		42.1 %	43.5 %	
Cash and cash equivalents	146.8	128.4	14.3 %	146.8	128.4	14.3 %
Number of employees (end of period)	546	467	16.9 %	546	467	16.9 %
Number of employees (average)	534	461	15.8 %	505	436	15.8 %



Revenues growing at a slower pace

- Revenues increased by2.2 percent compared to Q4'08
 - Revenues from own consultants increased by 9.4 percent to NOK 135.7 million
 - Revenues from sub-contracted consultants decreased by 23.7 percent to NOK 17.9 million
 - Other revenues decreased by 30.7 percent to NOK 6.0 million
- Utilization rate of 74.4 percent in Q4'09 vs. 75.4 percent in Q4'08
- Average price per hour down 5.3 percent compared to Q4'08

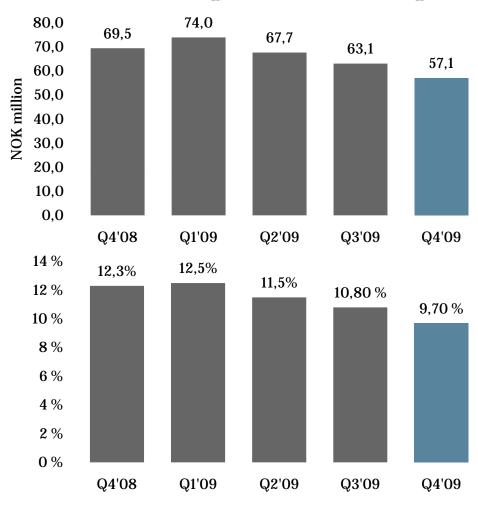




EBIT margin close to long term target

- EBIT decrease YOY*
 - EBIT-margin decreased to 9.2
 percent from 13.3 percent in Q4'08
- OPEX up 7.0 percent
- Average salary increased
 1.5 percent in the last twelve months
 - Average number of consultants up
 15.8 percent
- Other OPEX up 9.5 percent
- EBIT margin of 10 percent; close to long term target in a challenging market

EBIT and EBIT margin (12 months rolling)



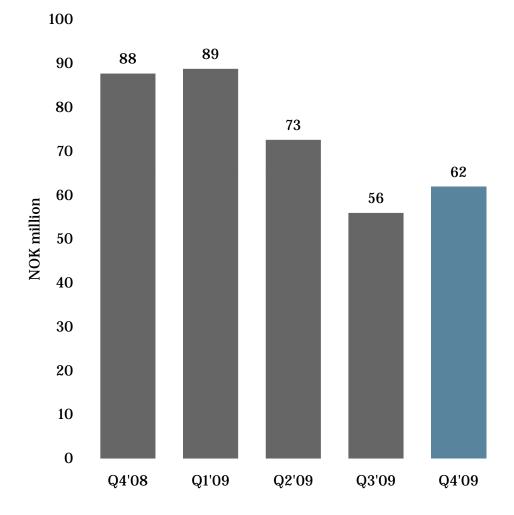
^{*}YOY (Year over year) compares a time period, against the same time period last year.



Cash flow from operations

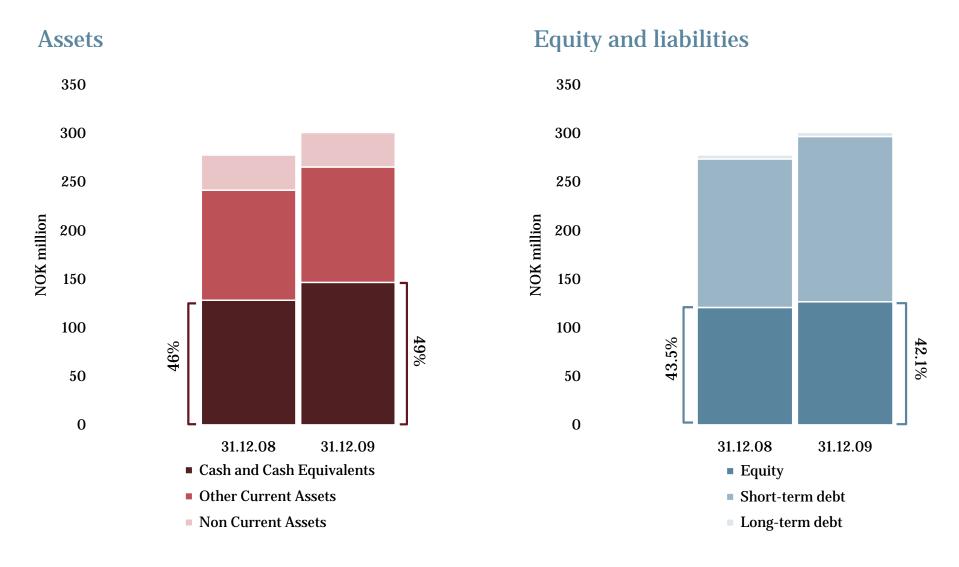
- Improved cash flow from operations
 - NOK 61.4 million, up from NOK 55.5 million in Q4'08
 - Tax payments of NOK 10.0 million in Q4'09
- Two days increase in DSO vs. Q4'08
 - Visibility and control of trade accounts receivable is good

Cash flow from operations (12 months rolling)





Capital structure





Fourth Quarter 2009

Outlook and Closing Remarks



Outlook

- Focus on regional structure
 - Strong local market position
- Service range well adapted to market demand
 - Technical infrastructure introduced in 2009
 - Focus on increasing number of frame agreements further
- Bouvet positioned for further growth in 2010
 - Gained market share in 2009
 - Still tough competition, but increased activity and enquiries
 - As a consequence of increased market activity, Bouvet will continue to increase number of employees



Summary

- Profitable growth continued in a challenging market
 - Operating revenues of NOK 589.1 million in 2009 (+2.2 percent)
 - EBIT of NOK 57.1 million
 - EBIT margin of 9.7 percent close to long-term target of 10 percent
- Strong market position and continued to gain market shares in 2009
 - Bouvet's business model is well adapted to the current market situation
- Bouvet is well positioned for 2010
 - Number of frame agreements up 30 percent in 2009



Shareholders as of 15 February 2010

	Shareholder	% of total shares	Number of shares
1	JPMORGAN CHASE BANK	9,84%	1 008 781
2	HURUM SVERRE FINN	7,05%	722 697
3	DNB NOR NORDIC TECHNOLOGY VPF	5,79%	593 454
4	MP PENSJON	5,67%	581 000
5	KLP LK AKSJER	4,68%	480 000
6	STUBØ ERIK	3,24%	332 197
7	MORGAN STANLEY & CO INTERNAT. PLC	2,93%	300 550
8	SKANDINAVISKA ENSKILDA BANKEN	2,76%	283 193
9	KLP AKSJENORGE	2,49%	255 000
10	NERGAARD NILS OLAV	2,36%	242 170
11	NORDEA NORDIC EQUITY HEDGE FUND	2,11%	215 915
12	SHB STOCKHOLM CLIENT ACCOUNT	1.90%	195 000
13	TELENOR PENSJONSKASSE	1,82%	186 800
14	DNB NOR SMB VPF	1,81%	185 121
15	STOREBRAND LIVSFORSIKRING AS	1,34%	137 680
16	WARRENWICKLUND NORGE	1,30%	132 800
17	VOLLE ANDERS	1,28%	131 564
18	MIDELFART INVEST AS	1,20%	122 600
19	RIISNÆS STEIN KRISTIAN	1,17%	120 435
20	STOREBRAND VEKST	1,17%	119 900
		61,91%	6 346 857

