



Interim presentation Third quarter 2017

Sverre Hurum, CEO

Erik Stubø, CFO

9 November 2017



Finansavisen 6 November 2017

0.29% OSLO 120.22 -0.33% OLJE 63.82 0.17% S&P 2585.51 0.30% EURO 9.47 0.60% DOLLAR 8.18 SP LOGG INN MENY

Kåring: Vinmonopolet har Norges beste nettbutikk

Norges største nettbutikker må se seg forbigått av det statlige monopoliet.

ALKOHOL PÅ NETT: Selv om de fleste fremdeles handler alkohol på polet, får Vinmonopolet stadig flere kunder på nett, og har sett 30 prosent økning fra i fjor.

FOTO: GORM KALLESTAD NTB SCANPIX

Sindre Hopland
(E24) Publisert: 16:54 - 06.11.2017

Vinmonopolet kommer ut på topp i en ny rapport hvor konsultantselskapet Bearingpoint har analysert 70 norske selskapers digitale modenhet.

Basert på tusenvis av selskapers data er 255 objektive kriterier

NYHET!

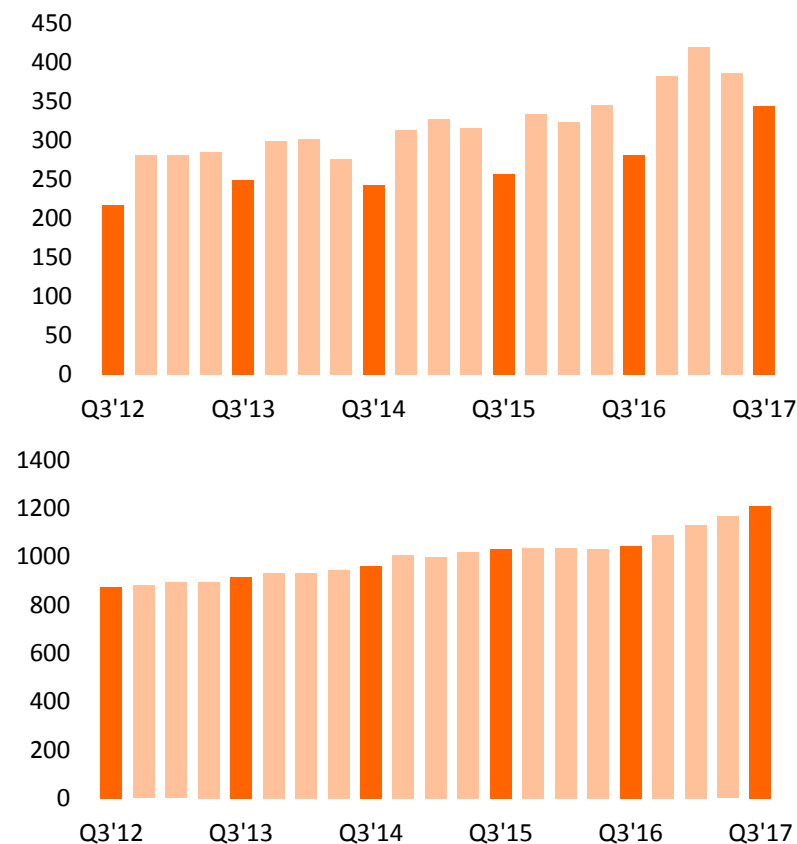
Finansavisen 7 November 2017

Highlights in the quarter

- Revenue and EBIT
 - Operating revenues increased by 22.8 percent to NOK 344.2 million (y-o-y)
 - EBIT increased by 41.0 percent to NOK 17.1 million (y-o-y)
- 1 211 employees
 - Up 45 from Q2'17
 - An increase of 166 in the past 12 months
- Still strong market

Revenue and number of employees

MNOK and number

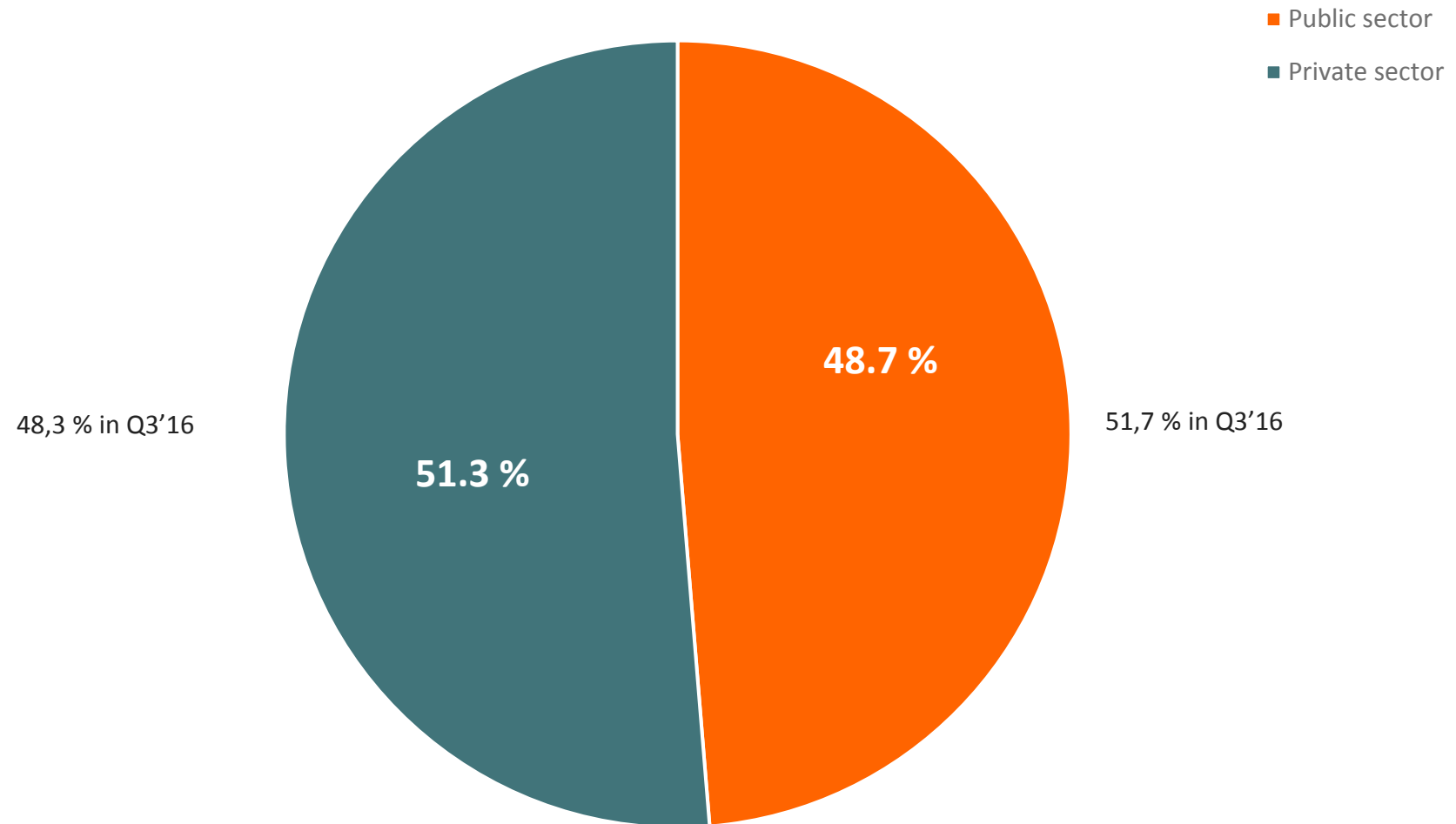




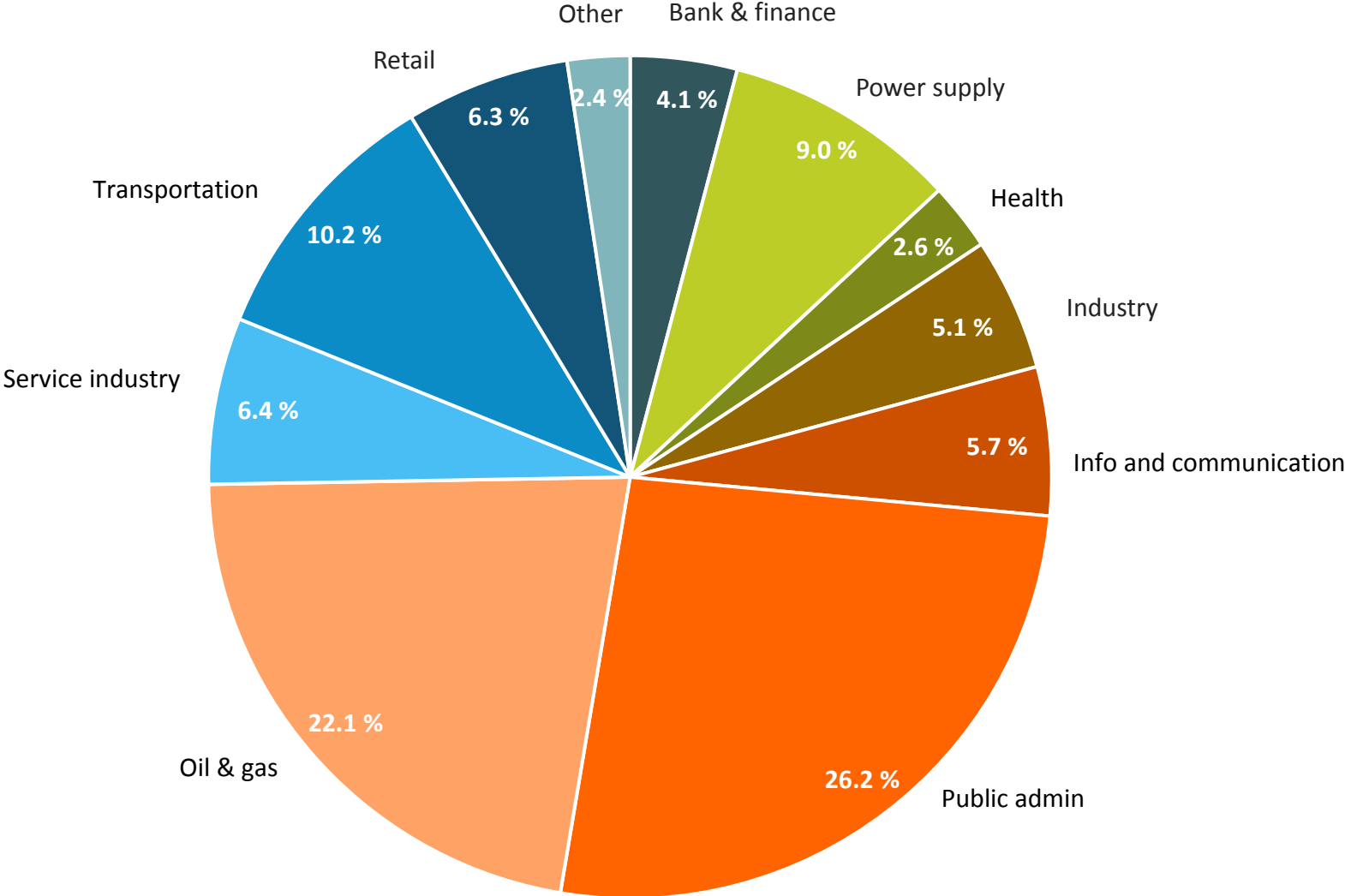
Operational Review



Public and private sector



Business sectors Q3 2017



20 largest new customers (y-o-y)



SKIEN KOMMUNE

VOLMAX



FÖRSVARSMAKTEN



metier®



Stiftelsen
Norsk Luftambulans



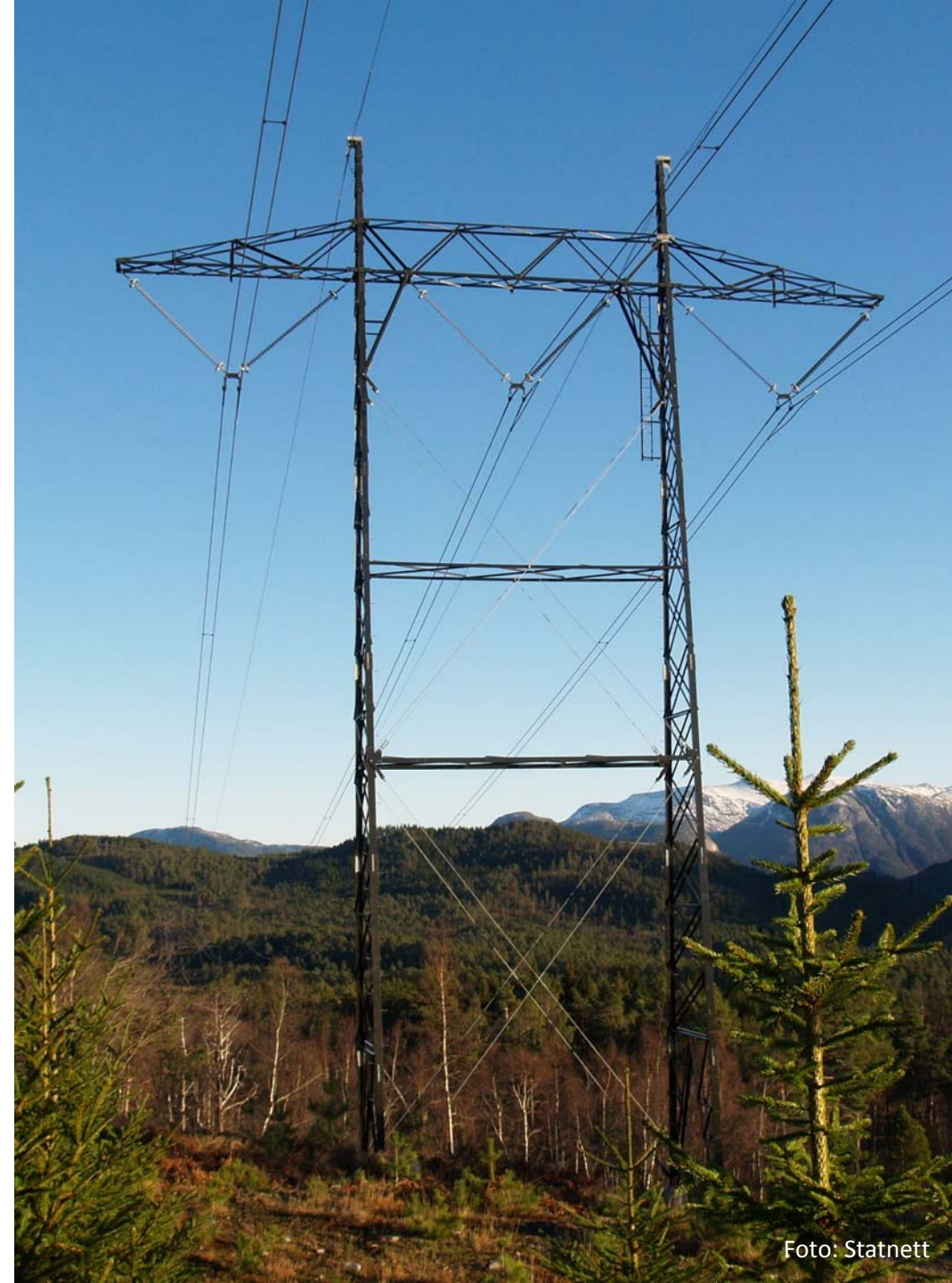
svt



Stockholms
stad

Fifty - a common platform for energy management

- Fifty is a system for balancing the production and the reserves
- Developed for Svenska kraftnät and Statnett
- Deployed in operation during Q3
- Bouvet delivers three development teams
- 4 +1 +1 year contract



The Norwegian Armed Forces

- In cooperation with the Norwegian Armed Forces, Bouvet contributes to the exchange of information and integration between F-35 ALIS and the Norwegian Armed Forces systems.

De første av de nye kampflyene landet i Norge i ettermiddag

FRANK CADAMARTERI | MARTIN ANDERSEN | CAMILLA KILNES | HÅVARD HAUGSETH JENSEN

OPPDATERT: 03.NOV.2017 19:29 | PUBLISERT: 03.NOV.2017 14:00



Mellom 15.57 og 16.00 var alle de tre flyene som ble levert fredag, trygt nede på rullebanen etter en mellom 10 og 11 timer lang flytur fra Texas i USA.

FOTO: Ned Alley, NTB Scanpix

Klokken 15.57 fredag ettermiddag landet det første F35-flyet på norsk jord.

A platform for collaboration and knowledge sharing

- Finansinspektionen is going to develop a new information, communication and collaboration platform
- The objective is to:
 - Increase competence sharing
 - Improve collaboration and project execution across the organisation
 - Increase internal efficiency
- Bouvet will deliver a pre-project including visual concept



Connected health devices violate users privacy

- On behalf of the Norwegian Consumer Council, Bouvet has carried out the technical part of the test

[Forside](#) > [Siste Nytt](#) > Connected health devices violate users privacy

Connected health devices violate users privacy

28. september, 2017

The health devices that were tested are intended to simplify and improve everyday life for people. However, several app-connected blood pressure gauges and blood glucose-monitoring devices fall short of properly protecting the privacy and consumer rights of users, according to the Norwegian Consumer Council.

The Norwegian Consumer Council encourage users to think twice about connecting health devices, which collect sensitive personal information, to the internet.

- Although the features of these services can be useful to people, it is unacceptable that some apps contribute to users losing control their own health data, says Anne Kristin Vie, Director of Public Services and Health at the Norwegian Consumer Council.

They have investigated the consumer and privacy-related aspects of four blood pressure gauges and three blood glucose-monitoring devices used together with smartphone apps. The consultancy company Bouvet has carried out the technical part of the test on behalf of the Norwegian Consumer Council.

- Unfortunately, users often have to waive basic consumer rights in order to use the apps that are used with the devices, says Vie.

Test report: [Health data for sale?](#)

Technical report by [Bouvet](#)



Guro Birkeland Tangen
Pressekontakt /
Kommunikasjonsrådgiver
(+47) 995 69 273
gbt@forbrukerradet.no

Press contact:

Anne Kristin Vie, Director of Public Services and Health at the Norwegian Consumer Council.
Phone: (+47) 995 68 816
E-mail: anne.kristin.vie@forbrukerradet.no

Press photo: [Anne Kristin Vie](#)

Ten requirements for the industry

Do you represent the health tech industry and want satisfied users and increased trust? [Read our 10 consumer demands to digital services.](#)

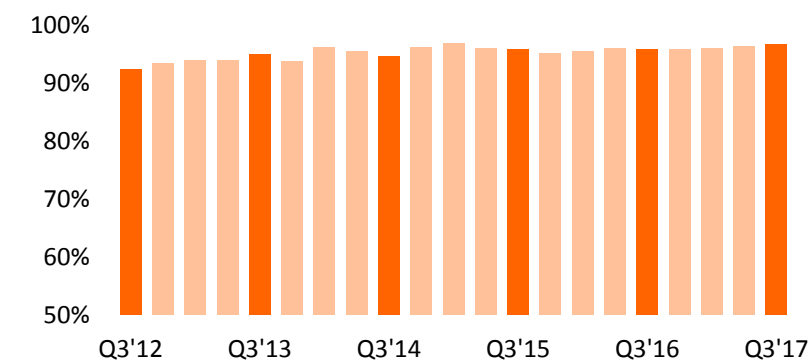
Press photo:

Customer and project mix

- Project mix
 - Variable contracts account for 96.8 percent of total revenues
- Customer portfolio
 - The 10 largest customers represent 36.4 percent of total revenues – down from 36.5 percent in Q3'16
 - The 20 largest customers represent 49.4 percent of total revenues – up from 48.4 percent in Q3'16

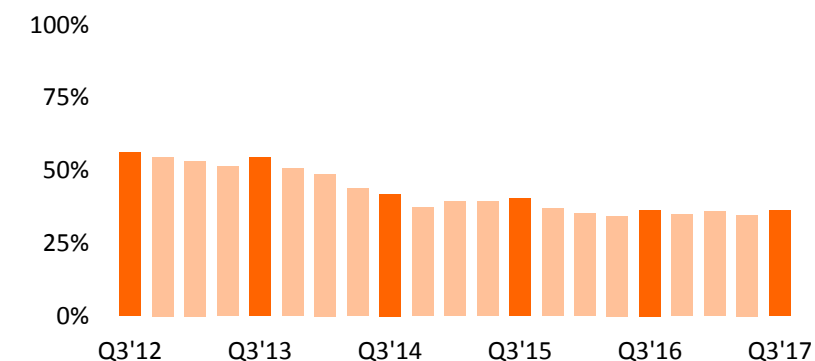
Variably priced contracts share of revenues

Percentage



10 largest customers share of revenues

Percentage



Customer development

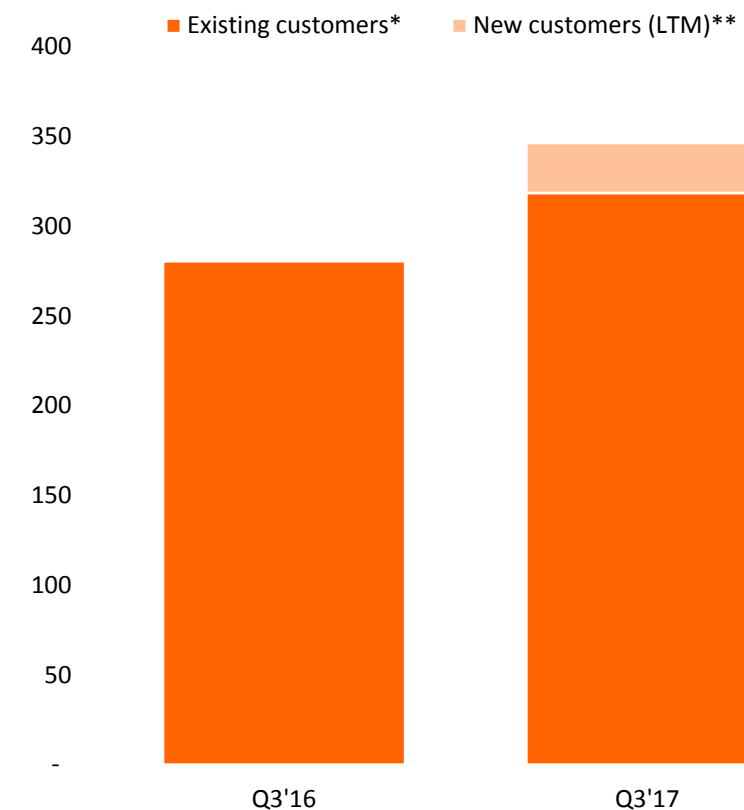
- Existing customers*
 - Accounted for 92.0 percent of revenues in Q3'17
- New customers**
 - Customers won over the past year generated revenues of NOK 27.9 million in Q3'17

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

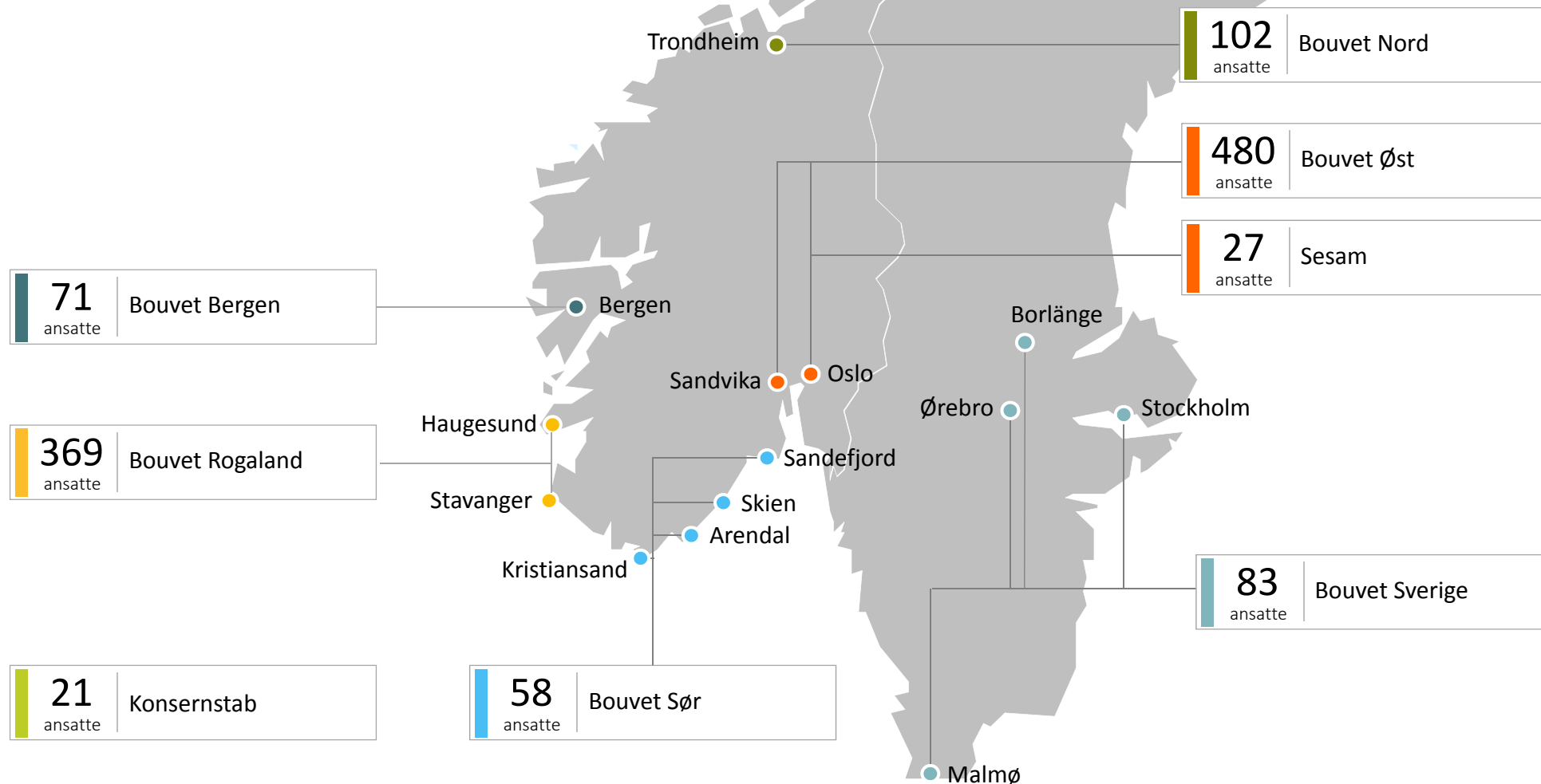
** New customers defined as customers won since end of corresponding quarter last year

Revenue customer split

MNOK



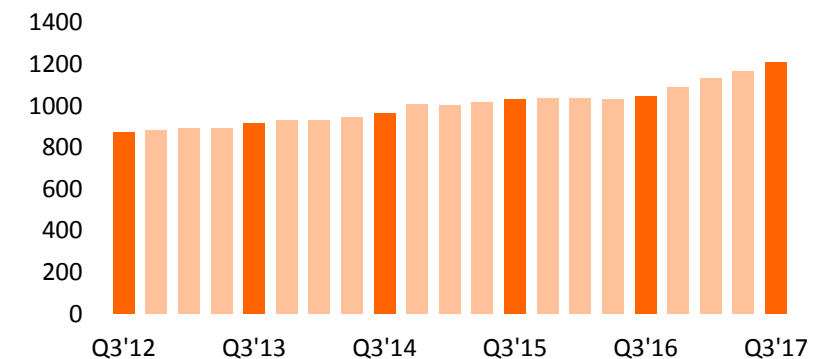
Regional organisation



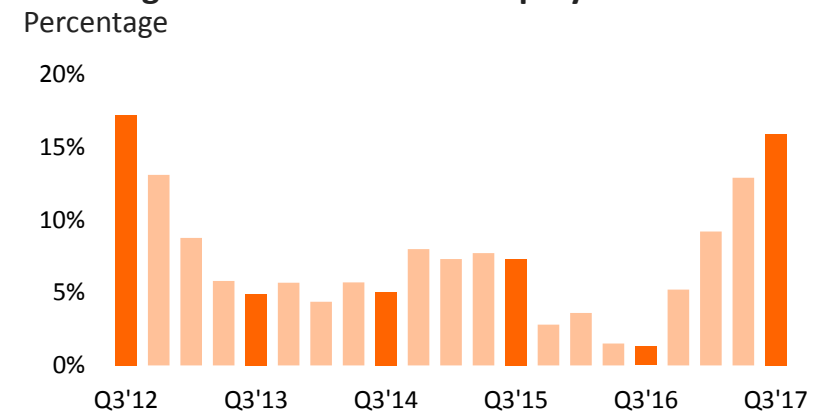
Enthusiastic and competent employees

- 1 211 employees at the end of the quarter
 - Up 45 from Q2'17
 - 166 more employees in the past 12 months
 - Average number of employees in the quarter up 15.0 percent from Q3'16

Number of employees end of quarter



Annual growth in number of employees





Financial Review

Key figures

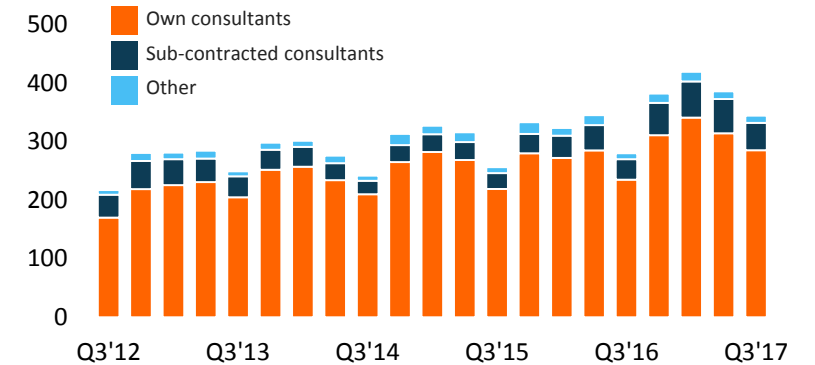
MNOK	Three months ending			Twelve months ending		
	30.09.2017	30.09.2016	Change	30.09.2017	30.09.2016	Change
Operating revenue	344.2	280.4	22.8 %	1 531.2	1 281.6	19.5 %
Operating profit (EBIT)	17.1	12.1	41.0 %	127.9	99.5	28.6 %
EBIT margin	5.0 %	4.3 %		8.4 %	7.8 %	
Ordinary profit before tax	17.0	11.4	48.9 %	129.3	99.9	29.4 %
Profit for the period	12.5	8.2	52.8 %	98.7	74.2	32.9 %
EPS (fully diluted)	1.22	0.80	52.9 %	9.64	7.19	34.0 %
Net cash flow operations	-2.5	-13.7	N/A	108.9	85.6	27.2 %
Equity ratio	34.2 %	34.0 %		34.2 %	34.0 %	
Cash and cash equivalents	41.6	62.1	-33.1 %	41.6	62.1	-33.1 %
Number of employees (end of period)	1 211	1 045	15.9 %	1 211	1 045	15.9 %
Number of employees (average)	1 193	1 038	15.0 %	1 139	1 035	10.0 %

Revenue

- Revenues increased by 22.8 percent y-o-y
 - Revenues from own consultants increased by 21.5 percent to NOK 285.2 million
 - Revenues from sub-contracted consultants increased by 32.2 percent to NOK 46.6 million
 - Other revenues increased by 18.7 percent to NOK 12.4 million

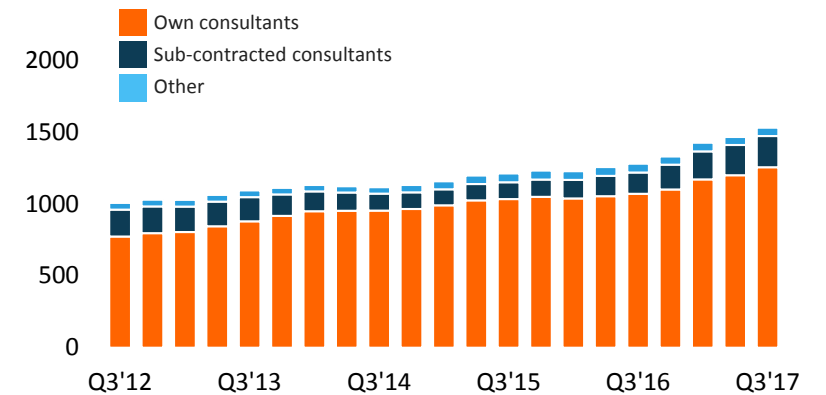
Revenue split (quarterly figures)

MNOK



Revenue split (12 months rolling average)

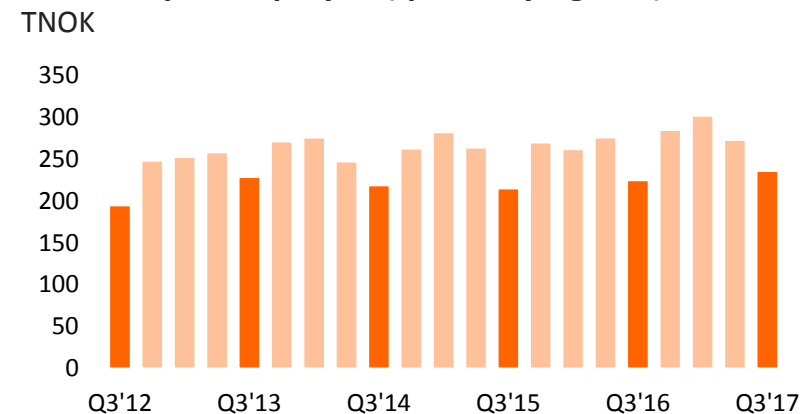
MNOK



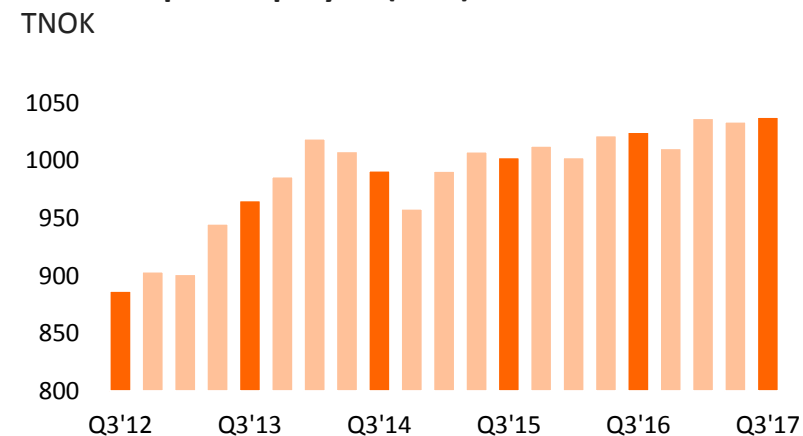
Revenues from own consultants

- Increased 21.5 percent y-o-y
 - Positive impact from increase in billing ratio by 2.0 percentage points
 - Positive impact from 15.0 percent increase in average number of employees
 - Positive impact from 2.1 percent increase in prices for group hourly services
 - 65 workdays in Q3'17– one less than Q3'16

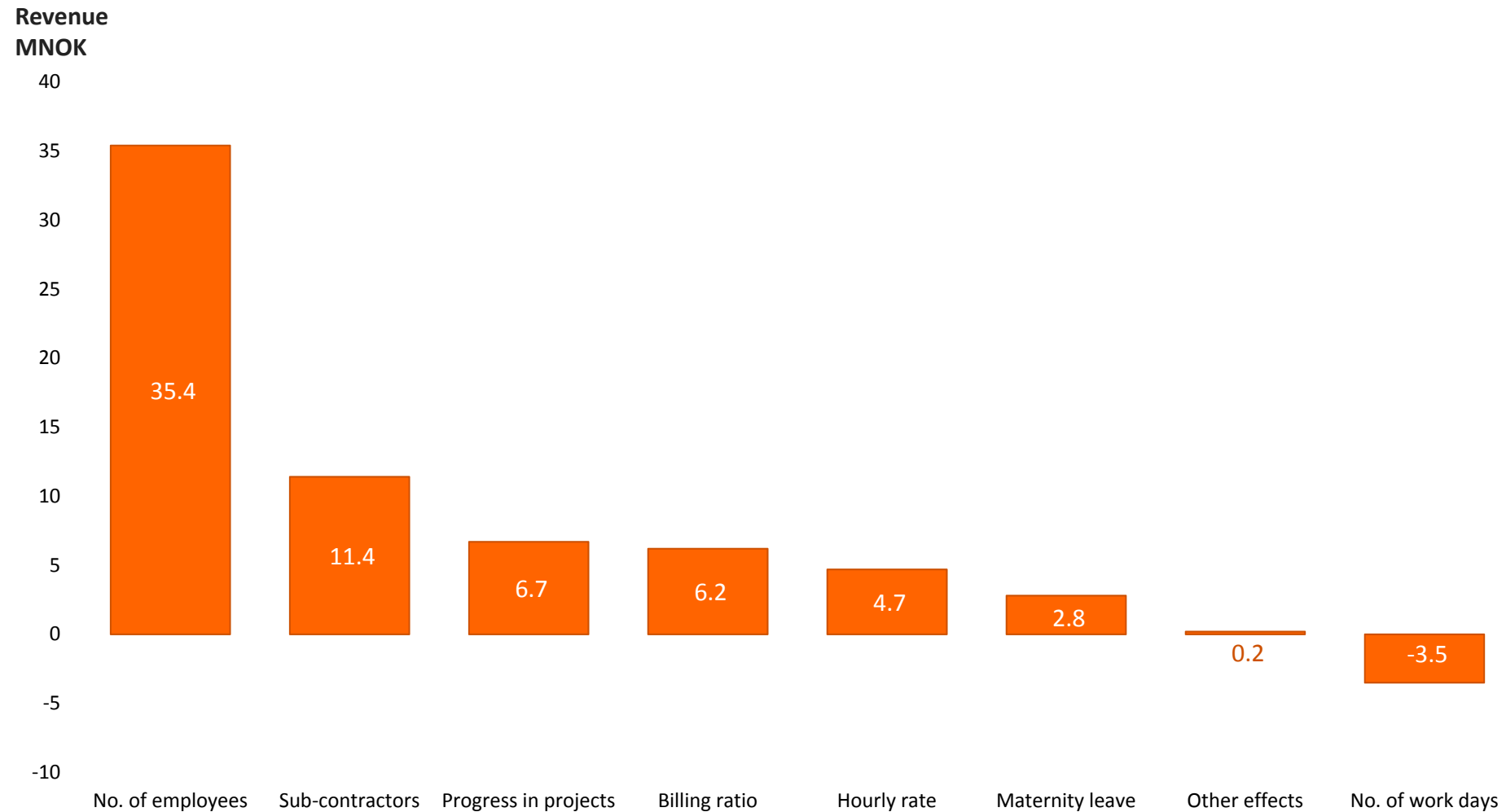
Revenue per employee (quarterly figures)



Revenue per employee (LTM)

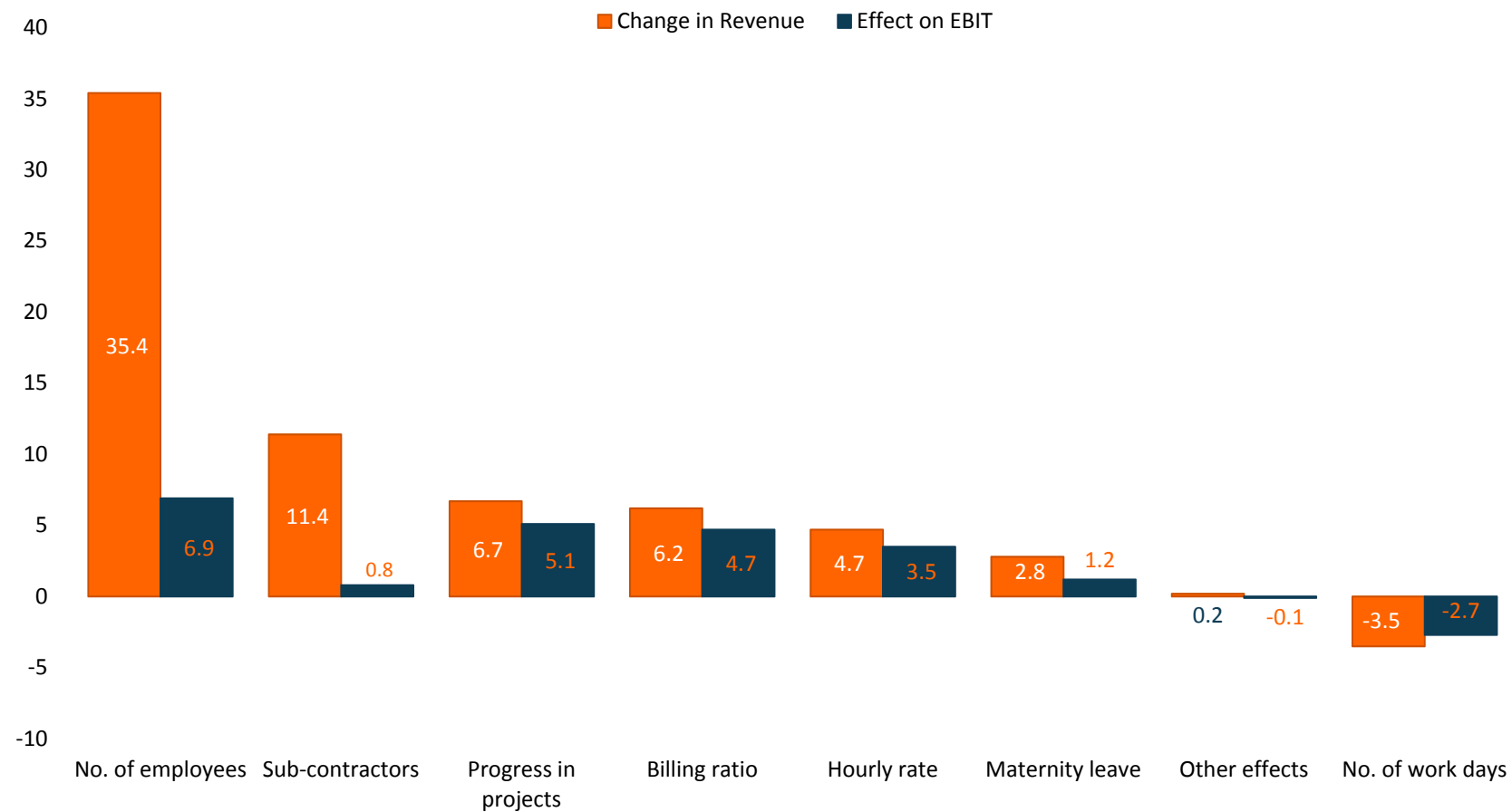


Analysis of change in revenues y-o-y



Change in revenues – effect on EBIT

Revenue
MNOK

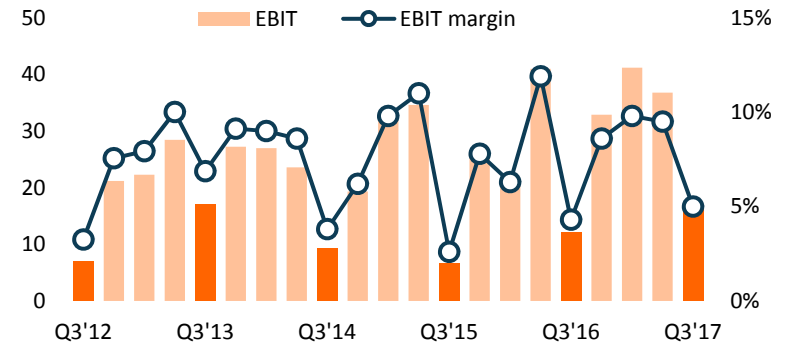


Earnings

- Operating profit increased y-o-y in Q3'17
 - EBIT margin of 5.0 percent compared to 4.3 percent in Q3'16
- Operating expenses increased by 22.0 percent compared to Q3'16
- General growth in pay rate 0.6 percent y-o-y
- Other operating expenses increased 27.3 percent

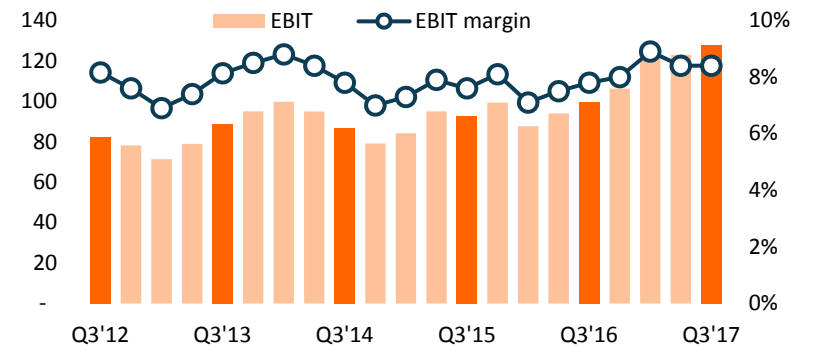
EBIT and EBIT margin

MNOK and Percent



EBIT and EBIT margin (LTM)

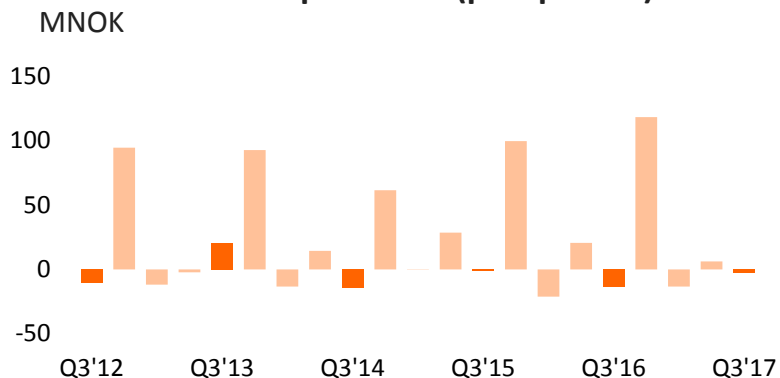
MNOK and Percent



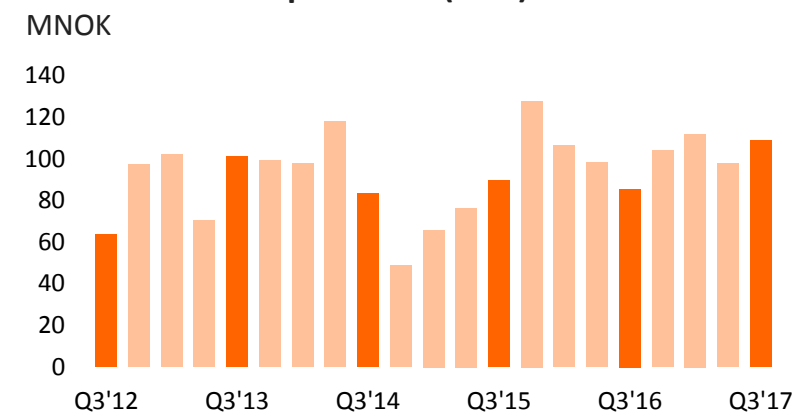
Cash flow

- Cash flow from operations
 - Negative NOK 2.5 million in Q3'17 compared to negative NOK 13.7 million in Q3'16
- Last 12 months
 - Operational cash flow over the last 12 months was NOK 108.9 million
- Cash flow from investing activities
 - Negative NOK 7.1 million compared to negative NOK 4.8 million in Q3'16

Cash flow from operations (per quarter)



Cash flow from operations (LTM)





Outlook



Outlook

- Recruiting in a tough and challenging market
- Rapid adoption of artificial intelligence and machine learning in every sector
- A good market



Shareholders as of 08.11.2017

Investor	Number of shares	% of total
VARNER KAPITAL AS	1 070 000	10,44 %
VPF NORDEA AVKASTNING	943 020	9,20 %
STENSHAGEN INVEST AS	770 402	7,52 %
PROTECTOR FORSIKRING ASA	720 000	7,02 %
HURUM SVERRE FINN	507 873	4,95 %
MP PENSJON PK	504 904	4,93 %
VEVLEN GÅRD AS	420 000	4,10 %
VIRTUS KAR INTERNATIONAL	247 945	2,42 %
STUBØ ERIK	237 373	2,32 %
UBS SWITZERLAND AG	203 900	1,99 %
SIX SIS AG	200 000	1,95 %
DYVI INVEST AS	200 000	1,95 %
STOREBRAND NORGE I VERDIPAPIRFOND	194 789	1,90 %
TELENOR PENSJONSKASSE	186 800	1,82 %
BOUVET ASA	168 682	1,65 %
STOREBRAND VEKST VERDIPAPIRFOND	143 463	1,40 %
VOLLE ANDERS	119 590	1,17 %
RADIG NILS-HÅKAN	79 754	0,78 %
VERDIPAPIRFONDET STOREBRAND OPTIMA	73 847	0,72 %
TALLAKSRUD OLE-JØRGEN	70 873	0,69 %
Number of shares held by the 20 largest shareholders	7.063.215	68,92 %