





## This is Dovre Group



#### **Project Personnel**

 Global project management resourcing

#### **Consulting**

 Management and project management consulting services

#### **Software**

 Powerful software for major projects

**Project Professionals for energy industry** 

**Integrated Service Portfolio for Project Management** 





# Global Presence





### CEO comments on Q1/2012

(1/3)

- Overall, Dovre Group had a strong Q1/2012
  - Net sales EUR 22.2M growth 19.5% from Q1/2011
  - Comparable operating result improved from EUR 0.8M in Q1/2011 to EUR 1.2M
  - Comparable result increased from EUR 0.2M in Q1/2011 to EUR 0.8M
- Demand for Project Personnel services remained stable
  - Net sales increased by 16.5% and comparable operating result by 15.5%
  - Business in Norway continued developing positively
    - Customer demand has remained high
    - Recruitment campaign successful
  - Canada still feeling the effects of the end of 2 major projects, but number of consultants on the rise
  - Investment in Asia and the Middle East continues



### CEO comments on Q1/2012

(2/3)

- Consulting business grew strongly
  - Net sales up by 40.5% and operating result by 214%
  - High customer demand and billability in Norway
  - Business developed according to plan in Finland and Sweden

- Software division's (i.e. Safran) success continued
  - Net sales grew 31.7% and operating result 45.1%
  - Increased license sales



### CEO comments on Q1/2012

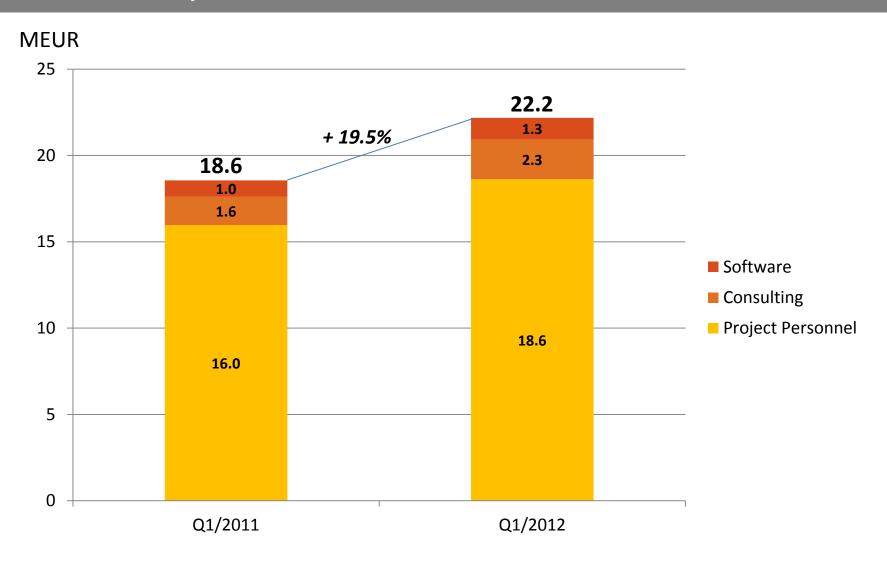
(3/3)

- Changes in Q1/2012
  - Mikko Marsio appointed to the Executive Team as of March 5, 2012
    - Marsio responsible for the Group's operations in the Asia-Pacific and the Middle East and the company's other business development activities
  - Merger of Dovre Group Plc's Finnish subsidiary Camako Oy into its parent company approved on March 23, 2012
    - Merger to be registered on May 1, 2012
  - Change in Dovre Group's Executive Team on March 30, 2012
    - Michael Critch leaving the company, Lockhart Burck appointed as acting head of Project Personnel operations in North America





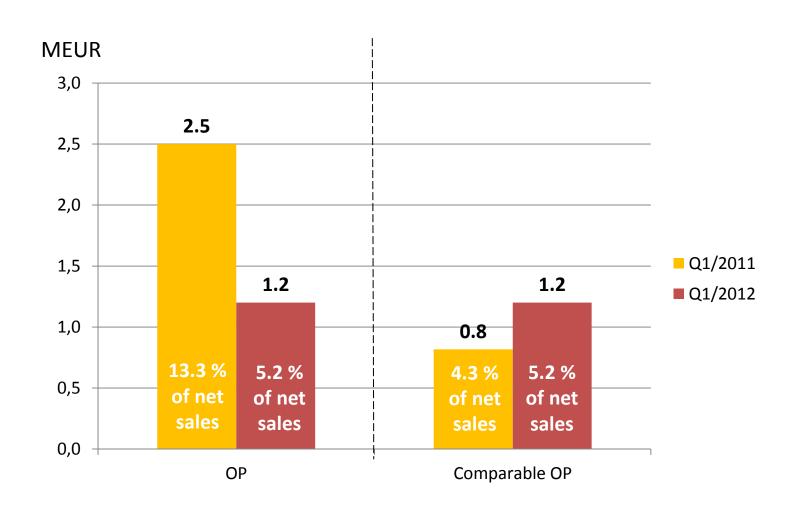
## Dovre Group External Net Sales Q1/2012







## Dovre Group OP and Comparable OP







# OP and Comparable OP by Business Division

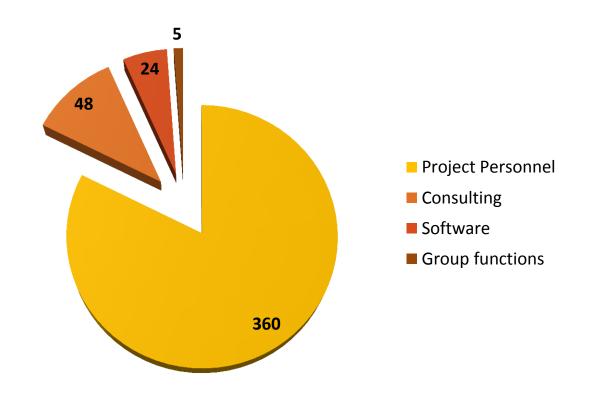
	Project Personnel		Consulting		Software	
(EUR million)	Q1/2012	Change from Q1/11	Q1/2012	Change from Q1/11	Q1/2012	Change from Q1/11
ОР	0.9	-62.4%	0.3	214.0%	0.2	45.1%
Comparable OP	0.9	15.5%	0.3	214.0%	0.2	45.1%

**Note:** The total of Dovre Group consists of the Business divisions, Group functions and Operating results between segments.





## Headcount on March 31, 2012



Total headcount: 437 (400)





## Selected financial figures at Q1/2012

#### **Balance Sheet (MEUR)**

•	Balance sheet total	37.8 (30.8)
---	---------------------	-------------

- Cash and cash equivalents
  8.3 (5.9)
- Long-term liabilities, interest-bearing 0.0 (0.3)
- Short-term liabilities, interest-bearing 1.2 (0.4)
- Shareholders' equity 20.6 (17.9)
- Gearing -34.5% (-28.9%)
- Equity per share (EUR) 0.33 (0.29)

#### P&L (MEUR)

- Result for the period
  0.8 (1.4)
- Comparable result 0.8 (0.2)
- EPS (EUR) 0.01 (0.02)
- Comparable EPS (EUR) 0.01 (0.00)





### Future outlook

- Markets remains positive
  - General economic insecurity has not affected investment levels in the Oil & Gas sector, demand for Project Personnel remains stable
    - However, increased competition may affect gross margin levels across the industry
  - Current market outlook in the Nordic countries is positive
- ➤ In short term, in 2012, we expect our
  - Net sales to grow from 2011
  - Comparable operating result to remain at the same level as in 2011
- ➤ In longer term, we continue developing the Group in accordance with our strategy and long-term goals





### Other events

- Dovre Group's dividend policy approved by the Board of Directors on Feb. 14, 2012
  - The company seeks growth and follows a conservative dividend policy
  - The company pays dividend to its shareholders based on the company's financial performance. The needs to finance the company's growth will be considered when deciding on dividend pay-out.
  - AGM held on March 15, 2012, decided on the distribution of a dividend of EUR 0.01 per share. Payment of dividend conditional on creditor protection procedure
- Dovre Group acquired a minority share in a renewable energy project developer based in Singapore and invested in the company's first development project
  - Stock exchange release on March 5, 2012
  - Partnership has arisen as part of a strategic study launched at the beginning of the year





Thank you.