28 August 2013

bouvet

QUARTERLY REPORT

Q213

About Bouvet

Bouvet provides services in the fields of information technology, digital communication and enterprise management. At 30 June, it had 894 employees divided between 14 offices in Norway and Sweden.

The company is a strategic partner for a number of enterprises, helping them to shape digital solutions which create new business opportunities. Clients appreciate Bouvet's good grasp of their operations, and a broad range of services allows it to act as a turnkey supplier. Bouvet is committed to maintaining long-term client relationships.

Bouvet's regional model with local offices confers clear benefits in marketing work and competitiveness. Many enterprises consider it important that the supplier of business-critical systems has a local presence and expertise. This also makes it easier to establish a long-term relationship and thereby acquire knowledge of the client's business and systems.

As a result of its clear concentration on the principles for managing the business, Bouvet comes across as a solid, well-run and reputable company. In addition to its standards for delivering good solutions, the company sets strict requirements for ethics, conflicts of interest, security, openness and accountability. Bouvet's close relations with clients are possible because the company and its employees execute their assignments with a high degree of integrity.

Highlights of the second quarter 2013

- Improved profitability and very good billing ratio
- Operating revenues of NOK 284.3 million, up from NOK 250.7 million in the same period of 2012
- Operating profit of NOK 28.5 million, up from NOK 20.9 million in the same quarter of last year
- Major contracts secured from Statoil and Statnett

Key figures

MILLIONS NOK	APR-JUN 2013	APR-JUN 2012	CHANGE %	JAN-JUN 2013	JAN-JUN 2012	CHANGE %	HELÅR 2012
Revenue	284,3	250,7	13,4 %	565,4	532,7	6,1 %	1 030,3
Operating profit (EBIT)	28,5	20,9	36,4 %	50,7	50,0	1,5 %	78,2
Ordinary profit before tax	28,7	21,3	34,9 %	51,7	51,0	1,5 %	80,2
Profit for the period	20,8	15,0	38,0 %	37,4	36,7	1,9 %	56,6
Net cash flow operations	-2,2	29,7	-107,5 %	-14,0	13,0	-207,5 %	97,4
Cash and cash equivalents	55,6	67,6	-17,7 %	55,6	67,6	-17,7 %	137,8
Number of employees (end of period)	894	845	5,8 %	894	845	5,8 %	881
Number of employees (average)	893	836	6,9 %	891	825	7,9 %	848
Earnings per share	2,00	1,44	38,7 %	3,59	3,51	2,3 %	5,41
Diluted earnings per share	1,97	1,42	39,1 %	3,55	3,47	2,3 %	5,35
EBIT margin	10,0 %	8,3 %		9,0 %	9,4 %		7,6 %
Equity ratio	32,8 %	33,8 %		32,8 %	33,8 %		34,7 %

Financial results

Operating revenues

Bouvet had operating revenues of NOK 284.3 million in the second quarter, compared with NOK 250.7 million in the same period of 2012. That represented an increase of 13.4 per cent. Rates for the group's hourly based services increased by 3.2 per cent compared with the second quarter of last year. The billing ratio for Bouvet's consultants rose by 3.8 percentage points from the same quarter of 2012. Operating revenues from the sale of services by sub-contractors totalled NOK 40.2 million, down by NOK 5.3 million from the second quarter of 2012. The average number of employees increased by 6.9 per cent from the same period of 2012. Collectively, these factors contributed to the growth in operating revenues from the second quarter of last year.

Operating revenues for the first half came to NOK 565.4 million, compared with NOK 532.7 million in the same period of 2012. That represented an increase of 6.1 per cent. The first half of 2013 had three fewer working days than the same period of last year, representing a reduction of 2.4 per cent in working hours.

Sales to existing clients made good progress during the quarter. Clients who also used the group in the second quarter of 2012 accounted for 89.5 per cent of operating revenues. In addition, clients acquired since 30 June 2012 contributed a total of NOK 29.7 million to second-quarter operating revenues.

Bouvet's strategy is to use services from sub-contractors when it lacks the capacity to meet demand with its own personnel or when clients require leading-edge expertise outside the group's priority areas. The sub-contractor share of total revenues was 14.1 per cent, compared with 18.1 per cent in the second quarter of 2012. The group's long-term target is that this share should be 15 per cent of total operating revenues.

Operating costs

Bouvet's operating costs, including depreciation and amortisation, were NOK 255.8 million for the second quarter, up from NOK 229.9 million in the same period of 2012. That represents a rise of 11.3 per cent. Payroll costs increased because the average number of employees rose, in addition to the general growth in pay rates. The group experienced a general rise in pay of 4.1 per cent over the past 12 months. The cost of sales was NOK 45.6 million, compared with NOK 44 million in the second quarter of 2012, and primarily comprised procurement of sub-contractor services and the hire of course instructors. Other operating costs rose by 9.8 per cent from the second quarter of 2012 to NOK 28.1 million. This NOK 2.5 million increase from the same period of 2012 primarily reflected rises of 1.8 million in the cost of premises and NOK 1.5 million in social expenses, while costs associated with recruitment, expertise development, travel and consultancy declined by NOK 2.5 million.

Profit

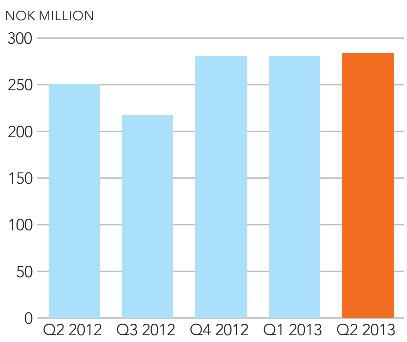
Operating profit (EBIT) for the second quarter came to NOK 28.5 million, compared with NOK 20.9 million in the same period of 2012. The EBIT margin thereby came to 10 per cent, compared with 8.3 per cent in April-June last year. Net profit came to NOK 20.8 million, up from NOK 15 million in the same period of 2012. Diluted earnings per share were NOK 1.97 for the quarter, compared with NOK 1.42 in the same period of 2012. That represents an increase of 39.1 per cent.

First-half operating profit amounted to NOK 50.7 million, compared with NOK 50 million in the same period of 2012. That represented a rise of 1.5 per cent. The EBIT margin was thereby nine per cent, compared with 9.4 per cent for the first half of last year. Net profit came to NOK 37.4 million, up from NOK 36.7 million in January-June 2012. Diluted earnings per share were NOK 3.55 for the first half, compared with NOK 3.47 in the same period of 2012. That represents an increase of 2.3 per cent.

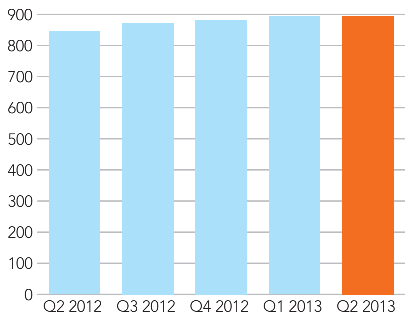
Cash flow, liquidity and capital adequacy

Cash flow from operations for the group was negative at NOK 2.2 million in the second quarter, compared with a positive NOK 29.7 million in the same period of 2012. Cash flow was affected negatively because working capital related to

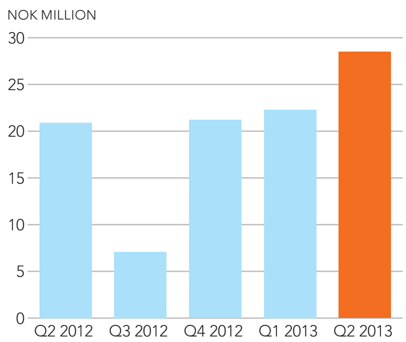
Revenues



Employees (end of period)



Operating profit (EBIT)



accounts receivable, work in progress and other current receivables rose by NOK 10.6 million from the first quarter of this year. A further negative effect was provided by a reduction of NOK 15.7 million in current liabilities from the first quarter of 2013. This decline reflected cuts of NOK 1.9 million in accounts payable and NOK 5.7 million in tax payable and public charges. Consolidated cash flow from operations for the first half was negative at NOK 14 million, compared with a positive NOK 13 million in the same period of last year. Consolidated cash flow from operations for the 12 months to 30 June was NOK 70.4 million, while net profit for the same period came to NOK 57.3 million

The group's client portfolio consists mainly of large, solid listed companies and public enterprises. No bad debts were suffered during the second quarter, and the group has good oversight and control of its receivables.

Bouvet has no interest-bearing debt. Bank deposits at 30 June totalled NOK 55.6 million, compared with NOK 67.6 million a year earlier. The company held 153 913 of its own shares at 30 June. Bouvet paid NOK 51.3 million in dividend during the second quarter. Equity at 30 June totalled NOK 119 million, representing an equity ratio of 32.8 per cent. Corresponding figures a year earlier were NOK 124.8 million and 33.8 per cent. Bouvet's long-term target is to maintain an equity ratio in excess of 30 per cent.

Segment reporting

The group does not report internally by business areas or segments in an accounting sense. Its business is homogenous and pursued within the Nordic market for IT consultancy services. Risk and return are followed up at departmental level within homogenous consultancy departments with shared markets, on a project basis and per consultant. This does not provide a basis for segment reporting, which is accordingly not presented. Should changes be made to the group's business, the possibility that these changes might provide a basis for segment reporting will be assessed.

Developments and market

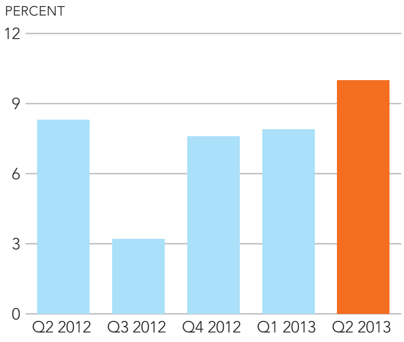
Bouvet is still experiencing a positive market for its services. Combined with efficient operation and a high billing ratio, this allowed the company to achieve good results in the second quarter. Demand is particularly high in the oil/gas, energy supply and public sectors.

An important element in Bouvet's strategy is developing long-term partnerships and supporting clients with a wide range of services. This is achieved through frame agreements and management contracts, and by accepting turnkey responsibility for client systems or functions. Major new contracts were secured during the second quarter from clients who have collaborated with Bouvet for many years. Statoil and Statnett provide examples. Frame agreements with large clients were also renewed and extended during the quarter. While collaboration with existing clients has been further developed, Bouvet is building up new clients with a big potential. Examples include the South-East Norway Regional Health Authority, the City of Trondheim and DNV.

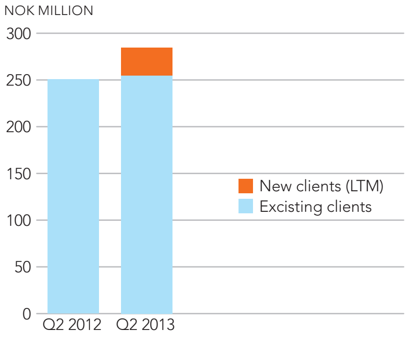
Bouvet is constantly strengthening its expertise and market position for supporting clients in core business processes. A contract was secured from Statoil for business process services during the quarter. This makes Bouvet responsible for deliveries related to the design and implementation of governing documents and on-going support with them. These services will be delivered from several of the company's offices. Accenture is Bouvet's sub-contractor and will be responsible for delivering the services outside Norway.

Demand is good for technical infrastructure, enterprise resource planning (ERP) systems, collaboration solutions and digital client experiences. Clients want solutions where mobile applications are integrated with functionality in business applications and with links to social media.

EBIT-margin



Revenues – client split



Regional developments

Rogaland region

Bouvet is constantly winning new assignments in Rogaland from both new and existing clients. Its services are well tailored to market demand. Big clients in the region include Statoil, GDF SUEZ, Total, Wintershall, Nortura, ENI, Aibel and ConocoPhillips. Many of them purchase large parts of the service range offered by Bouvet in Rogaland. A steadily increasing proportion of turnover in this region occurs through delivery models which assign greater responsibility to the company as the contractor.

A strong team for process understanding and enterprise development is maintained at Bouvet's Stavanger offices. The new contract with Statoil for business process services represents a major recognition of this team, and will help its continued development. Establishment of these services is in full swing at Statoil.

Good progress continued during the quarter at the Olavstoppen subsidiary, which delivers services in Rogaland within digital communication.

Eastern region

A number of major clients in the eastern region showed renewed confidence in Bouvet. Ranked as the largest client in the region, the armed forces exercised an option for a one-year extension of the frame agreement and commissioned further development of one of their major systems. Statnett extended its frame agreement with Bouvet for system development, and also awarded the company a major contract to develop its platform for market systems and planning tools for the submarine power cables to Denmark. The Norwegian Directorate for Education and Training again chose to enter into a frame agreement with Bouvet and has commissioned further development of its tools for quality assessment in schools.

DNV extended its frame agreement with the company by two years, with options for a further two. Statkraft extended its frame agreement for SAP. Bouvet's sales to the South-East Norway Regional Health Authority, a relatively new client, are increasing.

The company also secured interesting assignments from consumer-oriented sectors during the quarter, with Color Line commissioning further development of its booking and internet solutions, and Rema1000 obtaining support for its promotional activities in social media.

At the government's digitalisation conference in May, the State Agency for the Recovery of Fines, Damages and Costs was hailed as a good example of the way dialogue with the public sector can be organised on the user's terms. Bouvet is the agency's partner in this work. During the quarter, the company secured a contract for further development and management of one of the agency's administrative systems.

Statoil has purchased services from Bouvet in the Oslo area for many years. Several other oil companies in the region have now also become clients, including Lundin and Bayerngas.

Bouvet made a number of interesting deliveries during the quarter related to digital user experiences. The company has quality-assured the user-friendliness of solutions for casting votes over the internet in the Norwegian general election. An internet-based game – www.settrenta.no – has also been delivered to the Bank of Norway to teach young people about the mechanisms used in determining the bank rate.

Northern region

Growth has been strong for Bouvet in the northern region over the past year. The market is good, particularly within system and web development as well as digital user experiences. The oil/gas and public sectors are the most important sources of business in the region.

Bouvet won its first frame agreement from the City of Trondheim, covering project management, process and change management, modelling, system development, quality assurance, testing, start-up, business development and architecture. The public sector has ambitious goals for its digital agenda, and this contract is expected to be important for Bouvet. The first assignment under it has already kicked off.

The company was also awarded new assignments during the quarter by Statoil, the Mid-Norway Regional Health Authority, the Norwegian University of Science and Technology (NTNU) and Adresseavisen.

Bergen Region

The Bergen region continued its progress in all service areas during the second quarter. Renewed confidence was shown in Bouvet by the City of Bergen with the exercise of an option for a frame agreement within ICT services. That means the city will remain one of the biggest clients in Bergen.

Statoil has also increased its uptake of consultants under several of its agreements with Bouvet, including the new contract for business process services. German oil company Wintershall is now purchasing project management services from the Bergen region.

Progress continued in the banking, financial and insurance sector, with new system development and security services for Skandiabanken, Sparebanken Vest and DNB Liv. In the transport sector, mobile-friendly web pages have been delivered to Skyss and mobile applications for travel planning in Agder and Troms.

Bouvet's possession of both technical expertise and knowledge concerning digital user experiences is appreciated by clients. TV2 commissioned the company to design and develop its "election automat", which allows users to get help in determining the party they should vote for.

The Ombudsman for Children in Norway, the Norwegian Road Supervisory Authority and the Norwegian Institute of Public Health are new clients for the Bergen region.

Southern region

I The southern region is experiencing good demand, and activity has increased over the past year. Aker Solutions, Statoil, Gassnova and the Norwegian Post and Telecommunications Authority are major clients for this region.

A major player in environmental certification in Norway, the Eco-Lighthouse Foundation has commissioned Bouvet to implement a change programme which will provide an updated architecture and a new environmental portal.

Bouvet has begun delivering services under its new frame agreement with the Directorate for Civil Protection and Emergency Planning.

Sweden region

Although the IT consultancy market in Sweden remains demanding and highly competitive, Bouvet made good progress during the quarter.

A number of new assignments for the public sector were won in the period. One of these involves developing a solution for making public data sets available in the Skåne region. Mobile applications which present this information will also be developed for the iPhone and the Android. Governments in many countries are working to make data more open and available in this way. The Swedish Transport Administration and the Swedish Transport Agency in Örebro are extending and expanding the assignments for architecture, infrastructure services and project management. Another new public-sector client is Ale local authority.

Several large projects in Malmö mean that Bouvet is well positioned for assignments involving the development of collaboration solutions based on Microsoft's SharePoint technology. Bouvet's clients in this area include SonyEricsson and Procordia.

The company is well position for assignments from clients with operations in both Norway and Sweden, such as SAS and Affinion. Bouvet is supporting SAS with the development of customer experiences in strategically important areas. An agreement has been entered into with Affinion for management and further development of its Nordic Online platform.

ICA remains an important client, with a growing volume of assignments and interesting projects covering digital strategy and multichannel services.

Employees

Being an attractive workplace and having satisfied employees are important success factors for Bouvet. Satisfied personnel yield good deliveries and contented clients. The company accordingly pursues a number of measures to ensure that its workforce thrives, which includes facilitating expertise enhancement and individual development. A job satisfaction survey was conducted during the second quarter in cooperation with the Great Place to Work Institute. This produced very positive results and showed an improvement on the previous survey. Ninety-one per cent of employees responded "Always true" or "Almost always true" to the statement that "All in all, I believe this is a great place to work."

The workforce grew by one person during the second quarter to reach 894 at 30 June, which represents an increase of 49 people from a year earlier. This growth is lower than in earlier years, which accords with the company's goal of concentrating more on profitability than on growth in 2013.

Risk

The group is exposed at any time to various forms of operational, market and financial risk. The board and executive management work continuously on risk management and control. This is described in more detail under corporate governance in the annual report for 2012 (section 9: risk management and internal control). In the board's view, no significant changes occurred over the past three months in the various risks to which the group is exposed.

Prospects

Bouvet expects the market for services in IT, digital communication and consultancy to remain good. Profitability will continue to be more important for Bouvet than rapid growth in the coming period. Transferring services offshore to low-cost countries is a trend in a number of Norwegian sectors. Bouvet delivers services which are closely integrated with business processes at its clients. The company is accordingly positioned in such a way that this trend will have little impact on demand for its services.

Contacts

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Declaration by the board and the chief executive

We confirm, to the best of our knowledge, that the interim financial statements and preliminary accounts for 1 January-30 June 2013 have been prepared in accordance with IAS 34 and that the information in these statements provides a true and fair view of Bouvet ASA's assets, liabilities, financial position and results of operations as a whole. We also confirm, to the best of our knowledge, that the interim directors' report provides a fair review of important events in the accounting period and their influence on the interim financial statements, the most important risk and uncertainty factors facing the business during the next accounting period, and significant transactions with close associates.

Oslo, 28 August 2013
The board of directors of Bouvet ASA

Åge Danielsen
Chair of the board

Randi Helene Røed
Deputy chair

Grethe Høiland
Director

Ingebrigt Steen Jensen
Director

Kay Vare Johnsen
Worker director

Axel Borge
Worker director

Sissel Johnsen Mannsåker
Worker director

Sverre Hurum
President and CEO

Consolidated income statement

NOK 1000	UNAUDITED APR-JUN 2013	UNAUDITED APR-JUN 2012	CHANGE	CHANGE %	UNAUDITED JAN-JUN 2013	UNAUDITED JAN-JUN 2012	CHANGE	CHANGE %	YEAR 2012
REVENUE	284 263	250 731	33 532	13,4 %	565 421	532 687	32 734	6,1 %	1 030 349
Other income	1	0	1		2	0	2		0
OPERATING EXPENSES									
Cost of sales	45 644	43 961	1 683	3,8 %	86 877	91 772	-4 895	-5,3 %	171 763
Personell expenses	179 500	157 855	21 645	13,7 %	370 892	333 024	37 868	11,4 %	659 412
Depreciation fixed assets	2 231	2 280	-49	-2,1 %	4 808	4 322	486	11,2 %	9 317
Amortisation intangible assets	302	157	145	92,4 %	602	319	283	88,7 %	774
Other operating expenses	28 136	25 622	2 514	9,8 %	51 497	53 270	-1 773	-3,3 %	110 847
Total operating expenses	255 813	229 875	25 938	11,3 %	514 676	482 707	31 969	6,6 %	952 113
Operating profit	28 451	20 856	7 595	36,4 %	50 747	49 980	767	1,5 %	78 236
FINANCIAL ITEMS									
Other interest income	575	581	-6	-1,0 %	1 329	1 224	105	8,6 %	2 788
Other financial income	24	19	5	26,3 %	95	26	69	265,4 %	65
Other interest expense	-93	-38	-55	144,7 %	-137	-112	-25	22,3 %	-492
Other finance expense	-231	-126	-105	83,3 %	-336	-167	-169	101,2 %	-418
Net financial items	275	436	-161	-36,9 %	951	971	-20	-2,1 %	1 943
Ordinary profit before tax	28 726	21 292	7 434	34,9 %	51 698	50 951	747	1,5 %	80 179
Income tax expense									
Tax expense on ordinary profit	7 970	6 248	1 722	27,6 %	14 332	14 285	47	0,3 %	23 622
Total tax expense	7 970	6 248	1 722	27,6 %	14 332	14 285	47	0,3 %	23 622
Profit for the period	20 756	15 044	5 712	38,0 %	37 366	36 666	700	1,9 %	56 557
Assigned to:									
Shareholders in parent company	20 374	14 725			36 747	36 021			55 455
Non-controlling interests	382	319			619	645			1 102

Statement of other income and costs

NOK 1000	UNAUDITED APR-JUN 2013	UNAUDITED APR-JUN 2012	CHANGE	CHANGE %	UNAUDITED JAN-JUN 2013	UNAUDITED JAN-JUN 2012	CHANGE	CHANGE %	YEAR 2012
Currency translation differences	4	-28	32	-114,3 %	184	20	164	820,0 %	46
Sum other income and costs	4	-28	32	-114,3 %	184	20	164	820,0 %	46
Profit for the period	20 756	15 044	5 712	38,0 %	37 366	36 666	700	1,9 %	56 557
Total profit	20 760	15 016	5 744	31,6 %	37 550	36 686	864	2,4 %	56 603
Assigned to:									
Shareholders in parent company	20 378	14 697			36 931	36 041			55 501
Non-controlling interests	382	319			619	645			1 102
Diluted earnings per share	1,97	1,42	0,55	39,1 %	3,55	3,47	0,08	2,4 %	5,35
Earnings per share	2,00	1,44	0,56	38,7 %	3,59	3,51	0,08	2,4 %	5,41

Consolidated balance sheet

NOK 1000	UNAUDITED 30.6.2013	UNAUDITED 30.6.2012	CHANGE	CHANGE %	31.12.11
ASSETS					
NON-CURRENT ASSETS					
INTANGIBLE ASSETS					
Deferred tax asset	0	2 955	-2 955	-100,0 %	0
Goodwill	18 592	18 469	123	0,7 %	18 457
Other intangible assets	6 572	3 324	3 248	97,7 %	5 543
Total intangible assets	25 164	24 748	416	1,7 %	24 000
FIXED ASSETS					
Office equipment	8 234	5 459	2 775	50,8 %	7 815
Office machines and vehicles	1 863	1 819	44	2,4 %	2 011
IT equipment	10 794	13 488	-2 694	-20,0 %	12 802
Total fixed assets	20 891	20 766	125	0,6 %	22 628
FINANCIAL NON-CURRENT ASSETS					
Other long-term receivables	11	10	1	10,0 %	11
Total financial non-current assets	11	10	1	10,0 %	11
Total non-current assets	46 066	45 524	542	1,2 %	46 639
CURRENT ASSETS					
Work in progress	107 990	113 180	-5 190	-4,6 %	78 073
Trade accounts receivable	131 103	118 886	12 217	10,3 %	125 499
Other short-term receivables	21 866	24 071	-2 205	-9,2 %	22 239
Cash and cash equivalents	55 644	67 598	-11 954	-17,7 %	137 845
Total current assets	316 603	323 735	-7 132	-2,2 %	363 656
TOTAL ASSETS	362 669	369 259	-6 590	-1,8 %	410 295

Consolidated balance sheet

NOK 1000	UNAUDITED 30.6.2013	UNAUDITED 30.6.2012	CHANGE	CHANGE %	31.12.11
EQUITY AND LIABILITIES					
EQUITY					
PAID-IN CAPITAL					
Share capital	10 250	10 250	0	0,0 %	10 250
Own shares - nominal value	-155	0	-155	I/A	-1
Share premium fund	10 000	10 000	0	0,0 %	10 000
Total paid-in capital	20 095	20 250	-155	-0,8 %	20 249
EARNED EQUITY					
Other equity	96 686	102 648	-5 962	-5,8 %	119 756
Total earned equity	96 686	102 648	-5 962	-5,8 %	119 756
Non-controlling interests	2 183	1 880	303	16,1 %	2 336
Total equity	118 964	124 778	-5 814	-4,7 %	142 341
LONG-TERM DEBT					
Pension obligations	0	6 191	-6 191	-100,0 %	0
Deferred tax	653	0	653	I/A	1 723
Total long-term debt	653	6 191	-5 538	-89,5 %	1 723
SHORT-TERM DEBT					
Trade accounts payable	33 325	40 458	-7 133	-17,6 %	37 534
Income tax payable	6 934	23 001	-16 067	-69,9 %	19 390
Public duties payable	85 879	73 882	11 997	16,2 %	98 897
Other short-term debt	116 914	100 948	15 966	15,8 %	110 410
Total short-term debt	243 052	238 289	4 763	2,0 %	266 231
Total liabilities	243 705	244 481	-776	-0,3 %	267 954
TOTAL EQUITY AND LIABILITIES	362 669	369 259	-6 590	-1,8 %	410 295

Consolidated statement of cash flows

NOK 1000	UNAUDITED APR-JUN 2013	UNAUDITED APR-JUN 2012	UNAUDITED JAN-JUN 2013	UNAUDITED JAN-JUN 2012	YEAR 2012
CASH FLOW FROM OPERATING ACTIVITIES					
Ordinary profit before tax	28 726	21 293	51 698	50 951	80 179
Paid tax	-13 610	-9 302	-27 221	-17 561	-27 280
Ordinary depreciation	2 231	2 280	4 808	4 322	9 317
Amortisation intangible assets	302	157	602	319	774
Share based payments	999	2 571	1 998	3 776	4 658
Changes in work in progress, accounts receivable and accounts payable	-20 354	27 201	-39 730	2 960	28 530
Difference between expensed pension and payments/ disbursements in pension schemes	0	3 698	0	-7 917	-6 191
Changes in other accruals	-512	-18 167	-6 137	-23 838	7 397
Net cash flow from operating activities	-2 218	29 731	-13 982	13 012	97 384
CASH FLOWS FROM INVESTING ACTIVITIES					
Purchase of fixed and intangible assets	-1 392	-3 433	-4 658	-7 742	-17 219
Net cash flow from investing activities	-1 392	-3 433	-4 658	-7 742	-17 219
CASH FLOWS FROM FINANCING ACTIVITIES					
Purchase of own shares	-11 539	0	-11 539	0	-9 450
Sales of own shares	0	0	0	0	4 802
Dividend payments	-52 022	-52 027	-52 022	-52 027	-52 027
Net cash flow from financing activities	-63 561	-52 027	-63 561	-52 027	-56 675
Net changes in cash and cash equivalents	-67 171	-25 729	-82 201	-46 757	23 490
Cash and cash equivalents at the beginning of the period	122 815	93 327	137 845	114 355	114 355
Cash and cash equivalents at the end of the period	55 644	67 598	55 644	67 598	137 845

Consolidated statement of changes in equity

NOK 1000	SHARE CAPITAL	OWN SHARES	SHARE PREMIUM FUND	TOTAL PAID-IN EQUITY	OTHER EQUITY	NON-CONTROLLING INTERESTS	TOTAL EQUITY
Equity at 01.01.2013	10 250	-1	10 000	20 249	119 757	2 336	142 341
Total comprehensive income				-	36 931	619	37 550
Employee share scheme				-	2 635	-	2 635
Purchase of own shares		-154		-154	-11 386	0	-11 540
Dividend				0	-51 250	-772	-52 022
Equity at 30.06.2013 (Unaudited)	10 250	-155	10 000	20 095	96 687	2 183	118 964
Equity at 01.01.2012	10 250	0	10 000	20 250	115 357	2 011	137 618
Total comprehensive income				-	36 041	645	36 686
Employee share scheme				-	2 500		2 500
Dividend				-	-51 250	-777	-52 027
Equity at 30.06.2012 (Unaudited)	10 250	0	10 000	20 250	102 648	1 879	124 778

Notes

Note 1: Accounting principles

The group made no changes to the accounting principles applied in 2013. This interim report is presented in accordance with the International Financial Reporting Standards (IFRS) and interpretations determined by the European Union, and have been prepared in accordance with IAS 34. The interim financial statements have not been audited, do not include all the information required in annual financial statements and should be viewed in conjunction with the group's annual report for 2012.

Key figures group

NOK 1000	APR - JUN 2013	APR - JUN 2012	CHANGE %	JAN - JUN 2013	JAN - JUN 2012	CHANGE %	YEAR 2012
INCOME STATEMENT							
Operating revenue	**284 263**	250 731	13,4 %	565 421	532 687	6,1 %	1 030 349
EBITDA	**30 984**	23 293	33,0 %	56 157	54 621	2,8 %	88 327
Operating profit (EBIT)	**28 451**	20 856	36,4 %	50 747	49 980	1,5 %	78 236
Ordinary profit before tax	**28 726**	21 292	34,9 %	51 698	50 951	1,5 %	80 179
Profit for the period	**20 756**	15 044	38,0 %	37 366	36 666	1,9 %	56 557
EBITDA-margin	**10,9 %**	9,3 %	17,3 %	9,9 %	10,3 %	-3,1 %	8,6 %
EBIT-margin	**10,0 %**	8,3 %	20,3 %	9,0 %	9,4 %	-4,3 %	7,6 %
BALANCE SHEET							
Non-current assets	**46 066**	45 524	1,2 %	46 066	45 524	1,2 %	46 639
Current assets	**316 603**	323 735	-2,2 %	316 603	323 735	-2,2 %	363 656
Total assets	**362 669**	369 259	-1,8 %	362 669	369 259	-1,8 %	410 295
Equity	**118 964**	124 778	-4,7 %	118 964	124 778	-4,7 %	142 341
Long-term debt	**653**	6 191	-89,5 %	653	6 191	-89,5 %	1 723
Short-term debt	**243 052**	238 289	2,0 %	243 052	238 289	2,0 %	266 231
Equity ratio	**32,8 %**	33,8 %	-2,9 %	32,8 %	33,8 %	-2,9 %	34,7 %
Liquidity ratio	**1,30**	1,36	-4,1 %	1,30	1,36	-4,1 %	1,37
CASH FLOW							
Net cash flow operations	**-2 218**	29 731	-107,5 %	-13 982	13 011	-207,5 %	97 384
Net free cash flow	**-3 610**	26 298	-113,7 %	-18 640	5 270	-453,7 %	80 165
Net cash flow	**-67 171**	-25 729	I/A	-82 201	-46 757	I/A	23 490
Cash flow margin	**-0,8 %**	11,9 %	-106,6 %	-2,5 %	2,4 %	-203,0 %	9,5 %
SHARE INFORMATION							
Number of shares	**10 250 000**	10 250 000	0,0 %	10 250 000	10 250 000	0,0 %	10 250 000
Weighted average basic shares outstanding	**10 198 320**	10 250 000	-0,5 %	10 223 551	10 250 000	-0,3 %	10 249 900
Weighted average diluted shares outstanding	**10 316 214**	10 370 012	-0,5 %	10 341 445	10 370 012	-0,3 %	10 369 686
EBIT per share	**2,74**	1,99	37,5 %	4,88	4,79	1,9 %	7,49
Diluted EBIT per share	**2,71**	2,01	34,7 %	4,82	4,73	1,9 %	7,41
Earnings per share	**2,00**	1,44	38,7 %	3,59	3,51	2,3 %	5,41
Diluted earnings per share	**1,97**	1,42	39,1 %	3,55	3,47	2,3 %	5,35
Equity per share	**11,61**	12,17	-4,6 %	11,61	12,17	-4,7 %	13,89
Dividend per share	**5,00**	5,00	0,0 %	5,00	5,00	0,0 %	5,00
EMPLOYEES							
Number of employees (year end)	**894**	845	5,8 %	894	845	5,8 %	881
Average number of employees	**893**	836	6,9 %	891	825	7,9 %	848
Operating revenue per employee	**318**	300	6,1 %	635	646	-1,7 %	1 215
Operating cost per employee	**286**	275	4,1 %	578	585	-1,2 %	1 123
EBIT per employee	**32**	25	27,4 %	57	61	-6,6 %	92

Definitions

Cash flow margin	Net cash flow operations / Operating revenue
Diluted earnings per share	Profit after tax / weighted average diluted shares outstanding
Diluted EBIT per share	EBIT / weighted average diluted shares outstanding
Dividend per share	Paid dividend per share througout the year
Earnings per share	Profit after tax / weighted average basic shares outstanding
EBIT	Operating profit
EBIT per employee	EBIT / average number of employees
EBIT per share	EBIT / weighted average basic shares outstanding
EBIT-margin	EBIT / operating revenue
EBITDA	Operating profit + depreciation fixed assets and intangible assets
EBITDA-margin	EBITDA / operating revenue
Equity per share	Equity / number of shares
Equity ratio	Equity / total assets
Liquidity ratio	Current assets / Short-term debt
Net free cash flow	Net cash flow operations - Net cash flow investments
Number of shares	Number of issued shares at the end of the year
Operating cost per employee	Operating cost / average number of employees
Operating revenue per employee	Operating revenue / average number of employees
Weighted average basic shares outstanding	Issued shares adjusted for own shares on average for the year
Weighted average diluted shares outstanding	Issued shares adjusted for own shares and share scheme on average for the year

Local presence gives closeness to our customers

The Group has offices in Oslo, Trondheim, Bergen, Haugesund, Stavanger, Kristiansand, Arendal, Skien, Sandvika, Sandefjord, Malmö, Örebro and Stockholm. Our philosophy is that competence should be utilized across the company, while projects are attached locally. This means that our customers will have a local account manager and project manager, but access to competence independent of its location.

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