

# PROHA

## Annual General Meeting 2011

**Proha Plc**

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**Helsinki**

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# Esityslista

1. Kokouksen avaaminen
2. Kokouksen järjestäytyminen
3. Pöytäkirjantarkastajien ja ääntenlaskun valvojien valitseminen
4. Kokouksen laillisuuden toteaminen
5. Läsnä olevien toteaminen ja ääniluettelon vahvistaminen
6. Vuoden 2010 tilinpäätöksen, toimintakertomuksen ja tilintarkastuskertomuksen esittäminen
  - Toimitusjohtajan katsauksen esittäminen
7. Tilinpäätöksen vahvistaminen
8. Taseen osoittaman voiton käyttäminen ja osingonmaksusta päättäminen
9. Vastuuvapaudesta päättäminen hallituksen jäsenille ja toimitusjohtajalle
10. Hallituksen jäsenten palkkioista päättäminen
11. Hallituksen jäsenten lukumäärästä päättäminen
12. Hallituksen jäsenten valitseminen
13. Tilintarkastajan palkkiosta päättäminen
14. Tilintarkastajan valitseminen
15. Yhtiöjärjestyksen muuttaminen
16. Sijoitetun vapaan oman pääoman rahaston purkaminen ja osakepääoman alentaminen
17. Kokouksen päättäminen

# Topics

1. Financial Review of 2010
2. Strategy

# 2010 in brief

The operating result improved significantly; The increase was **EUR 3.1 million** to EUR 3.4 million.

The net sales grew by 16.5% and was **EUR 71 million**. Growth in both divisions was ~ 16%.

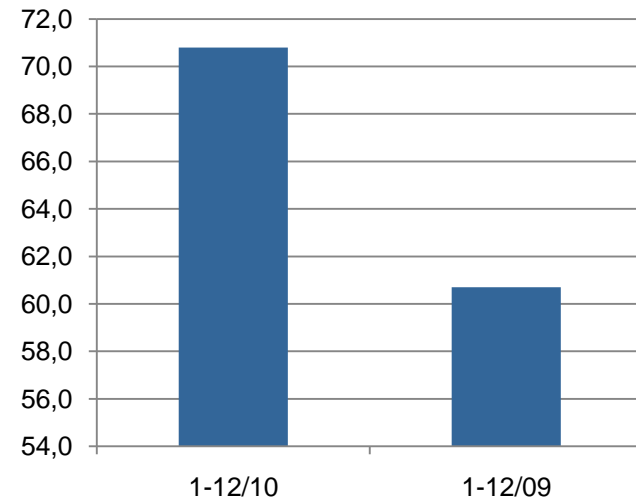
The work on **new strategy** was taking place. It was published in February, 2011.

**International growth** continued. New subsidiaries in Australia and Russia became profitable.

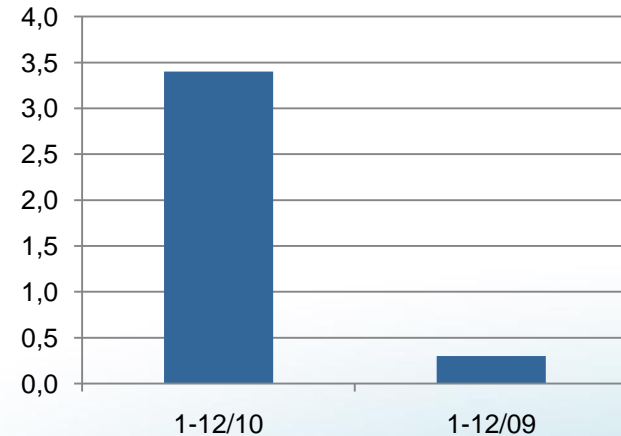
# Proha – financial year 2010

- **Net sales EUR 70.8** (60.7) million – growth 16.5%
- **Operating result EUR 3.4** (0.3) million – increase EUR 3.1 million
- Operating result 4.8% (0.4%) of net sales
- **Result EUR 2.3** (-0.7) million
  
- Net cash flow from operating activities EUR 3.4 (-1.3) million
- Earnings per share EUR 0.04 (-0.01)

Net sales



Operating result



# Net sales and operating result 2008 - 2010

(EUR million)	2008	2009	2010
<b>Net Sales</b>			
Oil & Gas Services	56.5	54.9	64.1
Software Solutions	5.8	5.9	6.9
Other operations	0.4	0.1	0.6
Net sales between segments	-0.3	-0.2	-0.9
<b>Group Total</b>	<b>62.4</b>	<b>60.7</b>	<b>70.8</b>
<b>Operating Result</b>			
Oil & Gas Services	2.5	1.6	2.9
Software Solutions	-0.4	-0.3	0.5
Other operations	-1.5	-0.8	0.1
Net sales between segments	-0.2	-0.2	-0.2
<b>Group Total</b>	<b>0.4</b>	<b>0.3</b>	<b>3.4</b>

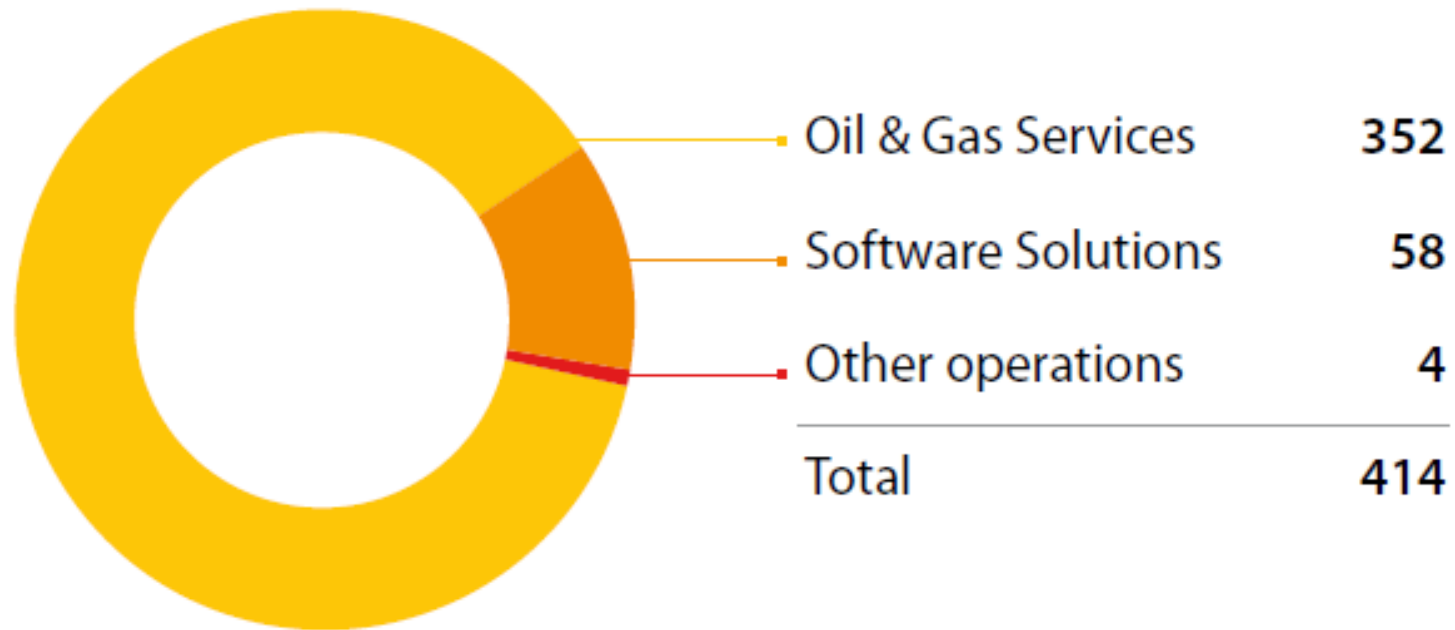
2010 (2009):

- Oil & Gas Services accounted for 90 (89) % of the Group's net sales.
- Software Solutions accounted for 10 (11) % of the Group's net sales.

# Net sales by market area

(EUR million)	2010	2009	Growth %
EMEA	33.5	34.8	-4 %
AMERICAS	34.9	26.5	32 %
APAC	3.1	0.7	343 %
Net sales between market areas	-0.7	-1.3	
<b>Group total</b>	<b>70.8</b>	<b>60.7</b>	<b>17 %</b>

# Personnel by reporting segment (average) in 2010





# Cash flow, financing and investments

- Balance sheet total: EUR 30.8 million (EUR 29.9 million in 2009)
- Cash and cash equivalents: EUR 5.5 (3.8) million
- Cash flow from operating activities: EUR 3.4 (-1.3) million
- Equity ratio: 55.5 (46.5) %
- Debt-equity ratio (gearing): -27.2 (-2.0) %

# Outlook 2011



# Market outlook 2011

- Total amount of investment in energy industry has been estimated to reach USD 33,000 billion by 2035
- Proha's key market areas – Canada, the United States, the Nordic Countries, Russia, and Australia – all expect their GDP to grow in 2011
- Oil price has been holding between USD 80-100 per barrel. This provides a solid foundation for continuing investment
- IT-sector estimated to grow 7-9% in most North European countries in 2011

## Guidance 2011

- Net sales and operating result in 2011 expected to grow from 2010.

## Long-term objectives

- Annual revenue growth of more than 10% and continuous improvement in the operating result to the level of EBIT 5-10%

# 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**

**P R O H A**

Climate change –  
driver for market growth in energy industry

**\$33 000 billion**

Energy-supply infrastructure

**\$16 600 billion**

Power sector

**\$5 700 billion**

Renewable energy

Source: World Energy Outlook 2010, OECD, IEA International Energy Agency

# Our mission and vision 2014

## **Mission**

We provide world class project management expertise.

## **Vision 2014**

We will become a globally recognized company.





# Vision 2014

Dovre Group is an established player in fast growing energy markets.

**Dovre Group** provides high level of customer satisfaction.

**Dovre Group** grows profitably in all its business areas.

**Dovre Group** is a trusted company that offers professional growth.

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**Project Personnel** is a globally recognized project personnel agency in energy sector. We are serving our customers in all continents.

**Consulting** is a well known Management Consulting and Project Management Consulting player in all Nordic countries and other key market areas.

**Software** provides highly valued software for large and complex projects. We will be successful in international market.



Dovre business divisions

**P R O H A**

# Dovre Project Personnel

- Energy companies look for partners with wide service portfolio, scalable human resources and close presence
- Our commitment to customer and employee satisfaction sets us apart
- We are a successful supplier of personnel within project management, supply chain management, engineering, construction, commissioning and operations



In Canada offshore Newfoundland and Labrador , Dovre's project personnel have worked on the Hibernia (in the picture) and Hebron projects for ExxonMobil, which recently decided to invest an estimated \$10 B into the new Hebron oil platform.

# Dovre Consulting

- Customers require increased effectiveness and efficiency in managing their project-oriented businesses and investments
- We advise owners and management in areas of project management and procurement
  - Ministry of Finance in Norway
  - Kone Corporation
  - Försvarmaktens Material Verket
- Our focus is strategic consulting and third party analyses, organizational improvement and key professional resources
- Our consulting services have an excellent track record of delivering valuable results to our customers. The foundation of our services is our competence, tools and methods – built on best practices

- ▶ Concept and project evaluation
- ▶ Decision gate models and organization
- ▶ Governance and portfolio management
- ▶ Risk and opportunity management
- ▶ Technical-economical analyses

**P R O H A**



- ▶ Project execution strategies
- ▶ Program and project management
- ▶ Contract and procurement management
- ▶ Microsoft Project Server implementations
- ▶ Training and support

# Dovre Software

- Successful project management is built up on reliable, clear and timely information as well as efficient and smooth processes.
- To enable our customers worldwide to improve efficiency in their projects and to outperform their competition we provide them with:
  - masterpiece project management software tools
  - best practice methodologies
  - associated services
- The foundation of successful project is laid with the right people using the right tools providing, for example, project health analysis and full history data

## Project Kristin (by Aker Solutions)

- Taming the wild mistress with the help of Safran Project
- A multi million man hour project peaking at approximately 500 engineers and 3500 laborers
- Reservoir characteristics of extremely high pressure (900 bar) and temperature (170 C) required lots of innovative ideas



## Our products

- ▶ Safran Project
- ▶ Safran Planner
- ▶ Safran Web Access
- ▶ Implementations
- ▶ Training





# Goals and strategic programs

**PROHA**

# Our change

Heritage in Oil & Gas

**ENERGY INCLUDING  
RENEWABLE**

Dispersed companies

**ONE GLOBAL COMPANY**

Specialized services

**INTEGRATED SERVICE  
PORTFOLIO**

# Long-term goals



## GROWTH

- Revenue growth over 10 % annually
- Acquisitions to support strategy



## CONTINUOUS IMPROVEMENT OF PROFIT MARGINS

- EBIT% 5 -10



## BUSINESS FOUNDATION

- Customer satisfaction best in the industry
- High employee satisfaction



# Three strategic programs to enable best possible value creation



Build global presence



Grow in energy sector



Develop service portfolio

# Build global presence – Grow globally with our major customers



# Grow in energy sector – Nuclear and renewable energy



- Establish market expansion strategy to grow in nuclear and wind sectors
- Focus on nuclear energy opportunities starting from Europe
- Expand cooperation with our existing customers (wind, hydro, renewables)
- Investigate opportunities in other renewable energy during 2011

# Q & A