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BTS wins agreement with Aetna - worth approximately 3,5 MSEK

Aetna, a new client for BTS and one of America's leading providers of health insurance, has commissioned BTS to develop and customize a business simulation for Aetna's top100 managers. The purpose of the program is to teach Aetna's general managers business acumen and corporate agility in a competitive market. The program, initially targeting Aetna's top100 managers, is to be delivered during 2003.

"Our success within the insurance business and our leading position within simulations were deciding factors when Aetna decided to cooperate with BTS," says Henrik Ekelund, President and CEO of BTS Group AB.

Aetna is one of America's leading providers of health insurance, with a membership of 14 million members. Aetna has approximately 30,000 employees and as of 2001 had revenues of over SEK 200bn.

BTS is listed on the Stockholm Stock Exchange since the 6 June 2001.

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BTS Group AB is an international training and consultancy company in the field of business acumen. BTS uses tailor-made business simulations to support company managers in implementing change and improving profitability. BTS train the entire organisation to analyse and to take decisions centred on the factors that promote growth and profitability. This generates increased emphasis on profitability and market focus, and supports day-to-day decision-making, which in turn leads to tangible, sustainable improvements in profits. BTS customers are often multinational companies. In 2002, BTS generated a turnover of SEK 172 million and has today 102 employees.