



Stockholm 19 December, 2003

Ingersoll-Rand – New client with BTS

Ingersoll-Rand has commissioned the training and consultancy company BTS to develop and deliver a Global Business Acumen workshop for their top 250 managers.

The assignment includes a tailored, computer based business simulation. The objective is to increase business acumen skills around creating shareholder value and a global competitive advantage for Ingersoll-Rand.

“We are happy for the chance to work with a growing and innovative company such as Ingersoll-Rand and feel confident that they will benefit from our global experience with other industrial companies. This is further validation that the market recognizes that BTS can deliver high-quality executive solutions for large corporations,” says Henrik Ekelund, President and CEO of BTS Group.

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

Ingersoll-Rand is a global innovation and solutions provider with powerful brands and leading positions within its markets and a portfolio of worldwide businesses of leading industrial and commercial brands.

For further information please contact:

Henrik Ekelund, President and CEO of BTS Group AB, tel: +46 (0) 733 500 150

Christian Ankarcrona, Investor Relations, tel: + 46 8 58 70 70 00

Homepage; www.bts.com

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 100 employees.