



Stockholm 7 November 2002

## **Royal Mail - New client for BTS**

**-assignment worth approximately 4 MSEK**

**Royal Mail, the UK's postal group, has asked BTS to develop a programme for initially up to 200 senior managers. The assignment, worth approximately 4 MSEK, will start during 2002. Royal Mail is a new client for BTS.**

The purpose of the programme, which includes a tailored computerized business simulation, is to support the necessary learning and behavioural change to internalise the use and maximise the value of Royal Mail's newly implemented decision support systems.

"BTS continued success in winning projects in the postal services sector has strengthened our position in this segment," says Henrik Ekelund, President and CEO BTS Group.

Royal Mail, is a public limited company wholly owned by the Government, with annual sales in excess of £8 billion and more than 220,000 employees.

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

### **For further information please call :**

Henrik Ekelund, President and CEO of BTS Group, phone: +1 415 362 9567

Johan Strömsäter, CEO BTS UK, phone: +44 207 348 18 00

Christian Ankarcrona, Investor Relations, phone: 08-58 70 70 00

Homepage: [www.bts.com](http://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 2001, BTS generated a turnover of SEK 197 million and has today 103 employees.*