

P R O H A

Business Review 2009



Combining people and technology

# The Proha Group is a global organization

Proha focuses on providing specialized expertise to help the customers manage complex projects that impact their enterprise value

## Legend

📍 Proha Group Offices

★ Project Locations





## GJØA FIELD, NORWAY

Statoil's Gjøa project is the largest project in the North Sea today. The oil will be sent through pipeline to Mongstad refinery near Bergen.



## YUZHNO-SAKHALINSK, RUSSIA

Dovre Fabcon was established to serve large oil and gas projects in the Sakhalin Island. Safran Project software is used by Aker Solutions on the Sakhalin II project.  
*Read more on page 11.*



## PAPUA NEW GUINEA

The liquefied natural gas project is being developed by Esso Highlands Ltd. and other partners.  
*Read more on page 9.*



## ESPOO, FINLAND

Camako assists its large customers, like Kone Corporation, in their global projects. Proha Plc's headquarters and the Camako offices are located in Espoo.  
*Read more on page 13.*



## BRISBANE, QUEENSLAND, AUSTRALIA

Dovre Fabcon was established to serve the oil and gas companies' projects in the area.

# Professional Project Management is our business

For over three decades, we have been passionate about consistently providing superior service



Proha, Dovre and Camako businesses are all about professional project management. How to manage and control projects professionally? What are the best practices in the industry for project management office and the best tools to support the business? We aim to be the best partner for our clients and help them deliver the projects successfully. We have over 1000 man years of experience doing that in our company.

## 2009 Positive result in despite the economical decline

The year 2009 was a tough year with many industries suffering and world finance market losing a lot of value. We executed well for our clients, but were hit by the decline in markets like Norway and the USA. Towards the end of the year, our market started to pick up again and has continued at stable levels since Q3. Our financials were also improving, but the efficiency measures taken have incurred one-off costs that took our result slightly below zero as can be seen in the Proha Financial Statements.

## Looking forward to 2010

The global market conditions have started to stabilize at the end of 2009. The key countries of the Proha businesses, such as Canada, Norway, Finland, Sweden and Australia, have a growth expectation for national GNP in 2010. .

The demand in the industry for Dovre's services has been steady all over the world. Major oil and gas companies have taken a more long-term view on capital investments and have not cut back as much as many other industries. For some time now, the oil price has been holding between 70 and 80 USD per barrel, which provides a good foundation for continuing investments. However, there are significant variations between customers and different market areas, so single markets and single customers still provide a risk for Dovre's business in 2010.

Dovre has maintained its position as the world-class provider of project services to major oil and gas companies. In fact, our international business has grown even during 2009 and we are following our major clients to new locations. We have opened two new companies: one in Brisbane, Australia and the other one in Yuzhno-Sakhalinsk, a city on Sakhalin Island in Russia. On both projects we are already having people in the projects delivering for our clients. We are also looking into further expansion during this year.

For Camako we are looking forward to a continuing growth with the corporate customers for project management. We got new customers in 2009, such as Kone, Tuko and Stocholm City. We will continue to focus on new customers as well as servicing well our current ones. Camako will be launching a new version of its project management software based on Microsoft SharePoint.

Safran is looking to bring its leading software, Safran Project, to new markets in northern Europe. It did get the first orders from a customer in North America just at the end of last year. Launching a new web based interfaces this year should help our customers use the software even easier than before.

**Overall**, Proha expects a better operating result and a positive result for 2010.

Ilkka Toivola,  
CEO, Proha PLC

# Proha's net result negative, operating result positive in 2009

## New strategy defined for Dovre and Camako

We have worked through the strategies of Dovre and Camako. The cornerstones of the approved strategy are twofold:

1. **Focus on the core business, and**
2. **Profitable growth**

Focusing on the core business means getting really good at the core and not looking at diversification on other business opportunities around the primary operations. The focus means becoming the recognized global and regional provider of professional project management services. Profitable growth means investing into the growth opportunities within the core business, and managing it so

that the investments are right in size. It is more pay-as-you-grow strategy than making major investments that are either great successes or maybe failures.

For Dovre, the strategy means focusing on professional services for the oil and gas industry. Dovre has already gained the position as the trusted and valued partner with many of the global energy companies in their large investment projects worldwide. At the same time the profitable growth entails for Dovre to expand with our global customers to new locations, where Dovre's services are needed. Good examples are the new subsidiaries established in Australia and Sakhalin Island, Russia.

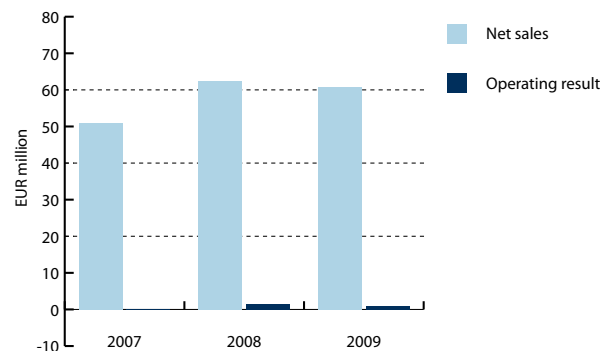
For our software businesses, Camako and Safran, the strategy means focusing on the core business as well, but also expanding to new countries one by one with the right level of investments.

An increasing share of today's business is project-based. The main business of the Proha Group is to supply knowledge and resources to manage projects and investments. We are confident that we are well positioned to continue to grow our business.

### Group Key Figures by the Divisions

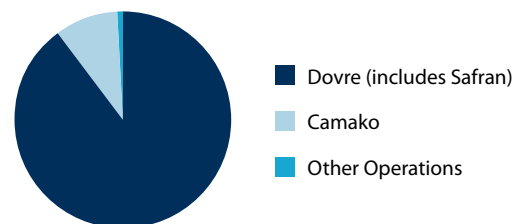
(EUR million)	2009	2008	2007
<b>Net Sales</b>			
Dovre	57.5	59.3	49.6
Camako	3.3	3.0	1.4
Other operations	0.1	0.4	0.4
Net sales between segments	-0.1	-0.3	-0.4
<b>Group Total</b>	<b>60.7</b>	<b>62.4</b>	<b>51.0</b>
<b>Operating Result</b> (Excluding non-recurring items)			
Dovre	2.0	2.7	2.1
Camako	-0.2	-0.4	-0.9
Other operations	-0.8	-0.9	-1.4
<b>Group Total</b>	<b>1.0</b>	<b>1.4</b>	<b>-0.2</b>

### Proha Group Key Figures



### Personnel in 2009

The distribution of personnel also reflects the distribution of the net sales between the divisions: Dovre accounted for 94.7% and Camako for 5.3% of the Proha Group's net sales. The Proha Group employed 408 people worldwide, out of which 367 were employed by Dovre, 38 by Camako and 3 by the Group administration.



# Successful provider of project services to the offshore industry

Globally approved by the world's largest oil and gas companies for procurement, contracts management and project management



Dovre's management team (from left to right): Arve Jensen, Mike Critch and Ilkka Toivola, who also acts as Dovre's CEO.

**Dovre** has a proven track record for providing diversified professional teams for major international projects around the world for over three decades. We have served the oil and gas industry in offshore projects in North Atlantic and other Arctic seas in North America, on land in the Canadian oil sands projects, and more recently in the southern hemisphere areas, such as a project in Papua New Guinea.

Our highly skilled professionals have the capability and knowhow to bring success to the customers' key investment projects.

## **Dovre in a nutshell**

Dovre was established 1977 in response to the oil and gas industry development in the North Sea Basin. Today, Dovre employs over 350 professionals working in 14 countries throughout the world.

Originally focused on providing project management services to offshore development projects, Dovre has expanded to serve industries in the energy sector. Dovre has produced several successful operations in related disciplines, such as emergency management, quality assurance, logistics and project planning software, as well as commissioning and start-up operations. In Norway, Dovre also has a strong offering in management consulting services.

Dovre serves its customers globally and continues to maintain operational hubs in most important locations for international expansion.

***"The factors that differentiate us include our focus on detailed front-end planning and our assessment of all options to determine the most robust service concept for the client's needs. With our expertise, we can identify potential risks early and help the client to take steps to mitigate them."***

# Dovre continues to grow in 2010

Our success is measured by achieving the highest marks in customer satisfaction

## What do we stand for?

For over three decades, we have been passionate about consistently providing superior service to our customers. Our aim is to become the best global supplier of professional services to the oil and gas industry. We strive to expand our market presence in the field by increasing our global customer base.

Our success is measured by achieving highest marks in customer satisfaction. The repeat business is also another proof of our excellent professional standards in serving our customers.

We also stand for our talented professionals. Our goal is to offer the best place to work in the professional services industry, and we are committed in building further the competence of our staff.

## Dovre's 2009 result was positive

The Dovre division's net sales were EUR 57.5 (59.3) million and declined by 3.1%. The operating result was EUR 1.4 (2.9) million.

In the international markets, the demand for services in Dovre's field has been constant. Especially operations in North America and international markets grew by 22% in 2009. The result of Dovre's operations in Norway was challenged by the economic decline, and the revenue decreased in Q4.

- In 2010, continuing growth is expected in Canada. Major projects, with spends of over USD 20 billion per year, are being kicked off including Kearn Oil Sands, Syncrude Oil Sands, Horizon Phase 2 Oil Sands, Northwest Upgrading Upgrader, Surmont Oil Sands Expansion, Lower Churchill Hydroelectric Project, Long Harbour, Hydrometallurgical Smelter, Hibernia South Extension, Hebron GBS, Laurentian and Orphan Deep-water Drilling, and several others.
- Dovre's North American and international operations have expanded to cover four continents and Dovre's professionals are working on six continents. Recent global expansion includes the opening of an office in Brisbane, Australia and Yushnoz, Russia, on Sakhalin Island. Alliances have been formed to operate in Papua New Guinea.

Based on the market forecasts, we expect Dovre's service business to grow in 2010.

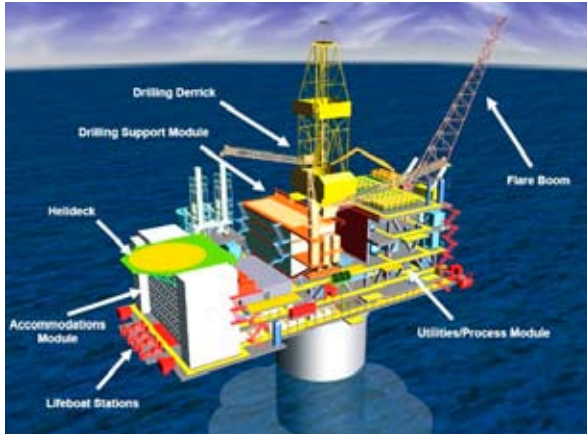


We provide experts in all project management areas within various disciplines:

- |   |   |  |
|---|---|--|
| <ul style="list-style-type: none"> <li>• Project management services               <ul style="list-style-type: none"> <li>• Contracts management</li> <li>• Procurement</li> <li>• Cost control</li> <li>• Planning</li> <li>• Processes</li> <li>• Risk</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>• Engineering disciplines               <ul style="list-style-type: none"> <li>• Structural, Mechanical and Electrical</li> <li>• HVAC (Heating, Ventilating, Air Conditioning)</li> <li>• Piping and Drilling</li> <li>• Instrumentation</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>• Technical and engineering areas               <ul style="list-style-type: none"> <li>• Technical safety</li> <li>• HSE (Health &amp; Safety Engineering)</li> <li>• QA (Quality Assurance)</li> <li>• Inspection</li> <li>• Construction</li> </ul> </li> <li>• Commissioning and start-up</li> </ul> |
|---|---|--|

# Dovre operates worldwide

Combining people and technology



■ Illustration of the Hebron platform off Newfoundland, Canada.



■ The Stena Carron is known as one of the most advanced deep water drilling ships.

## ■ HEBRON OIL AND GAS FIELD

Hebron is the sixth oil and gas mega project to hit Canada's eastern coast, located about 350 kilometers southeast of St. John's, Newfoundland.

### Project challenges

Hebron is a heavy oil field with estimated recoverable resources of between 400 - 700 billions of barrels. It lies beneath 92 meters of water, which adds to the complexity and challenge of recovering the oil. The project will require the construction of a standalone gravity-base (GBS) structure to withstand the harsh environment of the North Atlantic's sea ice and icebergs as well as other meteorological and oceanographic conditions. The project will see a life span of approximately 17 years from the concept to the end of the production in December 2025.

### Our services

Dovre is involved in the Hebron project providing personnel to help manage the project on behalf of the owners. Lead by Exxon Mobil Canada at 36% ownership, Hebron promises to be another key contributor in the economic stability of Newfoundland and Labrador as well as Canada.

## ■ CONOCOPHILLIPS IN THE LAURENTIAN BASIN

ConocoPhillips is currently drilling in the deep waters of the Laurentian Basin off the south coast of Newfoundland and Labrador.

### Project challenges

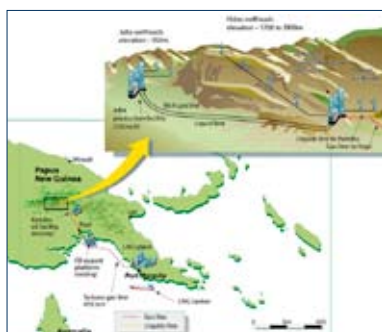
The project is a deepwater drilling project in harsh arctic waters. The client ConocoPhillips, is drilling in hopes of finding natural gas. Securing the Stena Carron as its drill ship allows the company to execute a 110-day drilling program that will see ConocoPhillips spud its first well in this area in 2010. The Stena Carron is capable of drilling in up to 10,000 feet of water, and it is known for its ability to drill deep into the ocean floor in harsh conditions facing with up to nine meter seas in the harsh conditions of the North Atlantic.

### Our services

ConocoPhillips sought the help of Dovre to compliment their drilling team. We have provided geological and logistical support and have integrated our people with theirs by locating our people onshore and offshore during the project. We look forward to continuing to provide key personnel to drilling projects worldwide.

*"Our global functional organization also ensures that lessons learned and best practices are systematically captured and shared around the world for the benefit of our clients."*





■ An artist's rendering of the LNG project

### ■ THE LIQUEFIED NATURAL GAS PROJECT IN PAPUA NEW GUINEA

The LNG project proposes to develop gas fields in the Southern Highlands and Western Province of PNG and transport the gas via pipeline to an LNG facility near Port Moresby for shipment to markets overseas. The LNG Project is operated by Esso Highlands Limited, a subsidiary of ExxonMobil, together with its partners.

#### Project challenges

The project owners are committed to investing close to \$12 billion (US) into the development of oil and gas construction and production. The gas will be conditioned for transportation by pipeline to a LNG facility on the coast of the Gulf of Papua. There the resulting LNG product (approx. 6.3 million tons per year) will be loaded into ocean-going LNG tankers and shipped to gas markets overseas.

The Project is past the front-end engineering design (feed) stage and is currently entering the engineering and construction phase in 2010. The preliminary schedule has a target for the first LNG cargo shipment in 2014. Once constructed, the useful life of the operation is expected to be about 30 years.

#### Our services

Dovre Fabcon Australia has been retained to handle orientation, safety and security services in Papua New Guinea together with our affiliates. Currently, Dovre is one of a limited number of the approved suppliers of project management personnel to this promising project.



■ The Service Jack 2 installation vessel for the Sheringham Shoal Offshore Wind Farm

### ■ MASTER MARINE'S JACK UP CONSTRUCTION VESSELS

Master Marine is an offshore service company specializing in transport and offshore installation of heavy structures for the oil and gas as well as offshore wind industries.

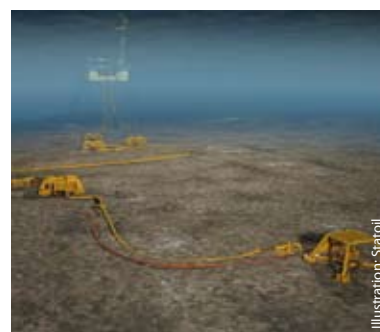
#### Project challenges

Two new self propelled Jack Up vessels are under construction in Indonesia and are expected to be delivered in 2010. The Service Jack 1 vessel will be used as an accommodation unit for ConocoPhillips for Ekofisk field in the North Sea. The Service Jack 2 vessel will be used to install wind turbines and underwater installations for Scira Offshore Energy (StatoilHydro and Statkraft) at Sheringham Shoal offshore wind farm in the United Kingdom.

#### Our services

Dovre Group placed its first consultants with Master Marine in 2009 for procurement and project management. Dovre had three senior consultants on the Service Jack 1 project management team throughout the year: project director, planning manager, and cost/contract manager. In addition, Dovre has provided a wind farm management specialist for the Service Jack 2.

***"We realize that one of the most important contributions we make to our customers is supporting their major investment projects, and thereby, their financial growth."***



■ Gjøa field contains both semi-submersible production platform and sub-sea templates.

### ■ STATOIL'S GJØA PROJECT IS THE LARGEST PROJECT IN THE NORTH SEA TODAY

Gjøa, including the Vega satellite development, is the largest project on the Norwegian continental shelf and a new part of the North Sea is being opened for oil and gas production.

#### Project challenges

The Gjøa field contains both oil and gas and is being developed with a semi-submersible production platform and five sub-sea templates. Gas will be transported in the British pipeline Flags to St. Fergus in Scotland, and oil will be piped via a tie-in to the Troll II pipeline and further to the Statoil-operated Mongstad refinery near Bergen. The Gjøa platform in the North Sea will be the first floating platform to get its electricity from the mainland. This will mean a reduction in emissions to the environment of 250,000 tons of carbon dioxide per year.

#### Our services

Dovre Group had on an average about ten consultants in 2009 dedicated to the Statoil's project management team of the Gjøa project.

The diversified consultants have been working in various responsible roles, such as site manager, QA manager, project control manager, as well as instrument, electrical and structural managers. The scope also included management positions in mechanical completion and commissioning. For the project, site work was performed in South Korea, Oslo and Stord.

# Safran Software Solutions AS

Safran is a leading supplier of project management software and consultancy



**Safran** was established in 1997, and today it offers a wide range of software for project management as well as consultancy and training for project planning and management.

Our key personnel have over 25 years of experience from various types of projects. We have been involved in large, time-critical, capital-intensive investment projects, as well as resource-critical and high risk research and development projects – and everything in between.

Safran is recognized as an innovative provider of enterprise project solutions. Industry leaders rely on their Safran implementation to improve business performance and manage critical projects, programs, and initiatives. Safran's solutions for project and program management offer superior functionality, scalability, and usability.

#### **Our portfolio of project management software:**

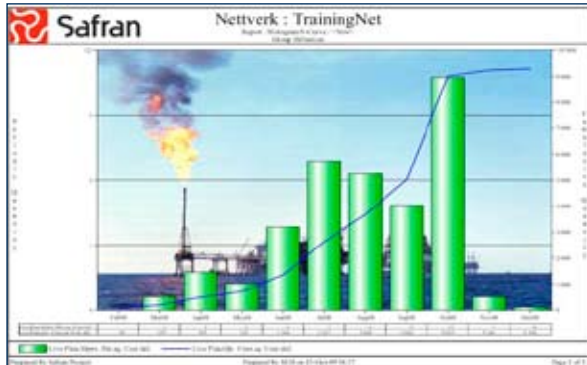
- Safran Project
- Safran Planner
- Safran for Microsoft Project

#### **Safran Project**

Our software has been developed in close collaboration with key players within the oil and gas industry. We have taken into account the strictest requirements for stability, performance and scalability. With a considerable market share within the offshore industry, Safran is the key player when it comes to solutions for project planning and control.

# Right tools for complex projects

90 % share of offshore projects in the Nordic region



■ Safran software provides superior reporting functionalities for project control.



■ The four-legged CGBS structure was constructed in the Vostochniy port.

## ■ BIS INDUSTRIER AND KAEFER ENERGY PLAN THEIR MAJOR PROJECTS WITH SAFRAN PROJECT

Safran Software Solutions has made license agreements with major upstream oil & gas companies regarding the high end project management software, Safran Project. Companies, like BIS Industrier and Kaefer Energy, rely on Safran Project to successfully execute their major projects. BIS Industrier has taken part in the majority of North Sea field developments. Kaefer Energy is a multidisciplinary enterprise with great expertise in serving oil and gas industry.

### **Safran offers comprehensive training program**

Safran offers education, training and knowledge sharing within the fields of project management and project planning. We are used for training and competence transfer by our key customers, and we envision expanding this practice to include new customers and offering a wider scope of courses with even more in-depth material. Our courses are also offered as on-site training programs, tailored to suit our customer's specific needs.

More information about the programs:

<http://kurs.safran.no>

## ■ THE SAKHALIN II PROJECT - ONE OF THE BIGGEST OIL AND GAS DEVELOPMENTS IN THE WORLD

Aker Kvaerner and other owners relied on Safran Project software for project execution and control.

### **Safran solutions**

Safran Software Solutions AS supplied Safran Project software to help the project teams - located at different sites, in different countries and in different time zones - keep their finger at the pulse of performance, working across geographical and corporate boundaries. Users from Aker Kvaerner (now Aker Solutions), Quattrogemini Oy, ABB, Sumitomo and more relied on Safran Project software for project execution and control.

### **Project challenges**

The Sakhalin II project is an oil and gas development in Sakhalin Island, Russia. It includes development of the Piltun-Astokhskoye oil field and the Lunskeye natural gas field offshore Sakhalin Island in the Okhotsk Sea and the associated infrastructure onshore. The project is managed and operated by Sakhalin Energy Investment Company Ltd. (Sakhalin Energy).

Two four-legged concrete gravity base substructures (CGBS) were engineered and constructed in Vostochniy port by Aker Kvaerner Technology and Quattrogemini.

*"Safran Project is developed and designed to handle the demands of large and complex projects."*

# Camako is the preferred partner

Customers expect Camako's services to increase productivity and improve business performance of their operations



## Our mission

We are passionate about bringing significant added value to our customers in their project and resource management. Time and time again our professionals provide our customers with wide and deep expertise in enterprise project management.

Camako operates in Finland and Sweden. The staff of over thirty project management professionals serves our customers in various industries – from R&D units in telecommunications to large Project Management Offices (PMOs) of global corporations. Camako also has a significant presence in the public sector having worked with the local and governmental projects in both Finland and Sweden.

Camako is built upon a solid foundation. We know how to combine the best project management practices and the latest technology. Proha's statement –Combining people and technology – is well manifested in Camako's offering. The repeat business steadily commissioned by our customers is yet another proof of our success in consistently delivering high quality services that benefit our customers.

## People combined with technology

Over the years, our professionals have delivered the most challenging and in-depth implementations of Microsoft Project Server software. With multiple stakeholders over many cultures and time zones, Microsoft Project is the tool of choice for managing complex projects. With Camako's professionals, the installation and imple-

mentation of the software, as well as the training of the users is successfully completed.

Camako offers an uninterrupted growth path for organizations to develop their project management practices. When Excel is no longer enough for an organization, Camako's own software Camako EPM - powered by SharePoint – offers all the project management functionalities, from time recording and resource allocation to combined view of the organization's project portfolio. This software was developed based on long experience and knowledge of customers' needs – to bridge the path to Microsoft Project. The innovative Camako EPM software is a flexible, scalable, and easy-to-use software, whose users are often industry leaders in their respective fields.

## Camako today

In November 2009, the Camako division's organization structure was streamlined. The division's companies, Camako Finland Oy and Datamar Oy, were merged with Camako Oy (previously Camako Nordic Oy). The merger brought cost savings in administrative expenses and efficiencies in management.

Camako's net sales were EUR 3.3 million in 2009. In the fourth quarter, the net sales and operating profit developed positively. Sales grew by 5% and the operative result was positive EUR 0.1 million before non-recurring items. Camako Oy in Finland and Camako Data AB in Sweden employ 38 professionals.

# Camako's goal is the customers' success in their projects



■ Naberezhnaya Tower is a three-tower complex including Europe's tallest building located in Moscow City, Russia.

## ■ CAMAKO ASSISTS KONE MAJOR PROJECTS UNIT IN GLOBAL DEPLOYMENT OF MS PROJECT SERVER

KONE is dedicated to People Flow solutions around the world. Camako and KONE defined the objectives of the work to answer seemingly simple questions: what is our existing project portfolio, what resources are needed, and when. This included compiling the project portfolio, projecting the capacity requirements, improving the quality of scheduling, implementing plans for sales proposals, managing project execution and providing information for production about the installation schedules.

The pilot project was first conducted with Moscow City projects, and after that we rolled out of the implementation and training. From January 2009 to March 2010, the team covered over twenty locations around the world in all continents from Shanghai to San Francisco. The training included about 200 project managers and about 100 web access users.

### Project challenges

Major Projects is KONE's global team of experts dedicated to People Flow solutions assisting customers through every stage of the building process. Major Projects is a one-stop shop for customers working with large and complex projects, like high-rise buildings, airports, metro stations, large medical facilities, stadiums and ships.

Dedicated to People Flow™ 

***"I remember well our first meeting in 2008. The cooperation with Camako has been professional from the very beginning. Now we are finishing the implementation of MS Project Server 2007. The next step is to learn to utilize its vast potential. This possesses a challenge for Camako as well."***

– Petri Jäntti, Director  
Project Management Development



■ Riskulla KVV, Mölndal's largest environmental investment ever.

## ■ CAMAKO SUPPORTS MÖLNDAL ENERGI TO DELIVER BIO-FUELED POWER PLANT ON TIME AND ON BUDGET

Mölndal Energi produces local and environmentally friendly electricity and district heating.

Mölndal Energi contributes to reducing the global emissions of greenhouse gas CO<sub>2</sub> with 182 000 ton/year (=60.000 cars/year).

### Project challenges

Karl-Axel Söderberg, Project Coordinator, was put before a big challenge: How could a billion SEK project with 10 sub-projects and about 40-50 suppliers be coordinated so that the power plant would start to deliver energy on the agreed date? *"I needed a tool that every supplier could be required to use and a database to coordinate all the deliveries in an easy and accessible way. Now we have used MS EPM throughout the project and we have delivered on time and within budget. The way we have worked within the project has been defined in our Project Handbook and through instructions in our supplier contracts. MS EPM and MS Project has been configured and implemented by Camako to support our needs. Everyone has been required to not only schedule their plans but also to report deviations and also a new forecast for delivery. Thanks to the way of work and the tool we have managed to foresee most deviations and to act upon these with a good margin."*



***"Our ability to visualize and engage all our project managers and suppliers across all disciplines has been vital for our timely delivery of our new bio-fueled power plant."***

– Jan Brännström, Project Director

# The Proha Board of Directors



The members of the Board (from left to right) are Hannu Vaajoensuu, Ilari Koskelo, Leena Mäkelä and Antti Manninen (the Chairman of the Board) as well as Proha's and Dovre's CEO Ilkka Toivola.

## Antti Manninen

1961, M.Sc.

Private investor and board professional

### Primary working experience:

Chairman of the Board, Rio Group Oy (1998 -); Director, Investments, Megavision S.A. Ltd. (1993-1998); Researcher, Basware Oy, (1991-1992)

### Other key positions of trust:

Chairman of the Board, Rio Group Oy; Member of the Board, Fenno Kvantum Oy; Member of the Board, Event Management Group Oy

## Ilari Koskelo

1959, M.Sc., MBA, B.Sc.

Navdata Oy, CEO

### Primary working experience:

Founder and Managing Director, Navdata Oy; Co-founder of Javad Positioning Systems Inc.; Founder, Global Satellite Solutions Inc.; Project Manager, Geo/Hydro Inc.

### Other key positions of trust:

Member of the Board, Navdata Oy

## Leena Mäkelä

1973, M.Sc.

Camako Oy (subsidiary of Proha Plc), Consultant

### Primary working experience:

Product Manager, Project Manager, Consultant, Artemis Finland Oy / Proha Plc (1997 -)

## Hannu Vaajoensuu

1961, M.Sc. Econ.

Basware Plc, Chairman of the Board

### Primary working experience:

Basware Plc: CEO (1999-2004), Partner, Executive Director (1991-1999), Consulting Director (1990-1991), Consultant (1987-1990)

### Other key positions of trust:

Chairman of the Board of Festum eServices, Profit Software Oy and Havacment Oy; Vice Chairman of the Board of Comptel Oyj and Efecte Oy; Member of the Board of Fenno Kvantum Oy, Biocomputing Platforms Ltd and Nevrogrid Oy

## Ilkka Toivola

1963, M.Sc.

Proha Plc, CEO

### Primary working experience:

Nokia Siemens Networks: Head of Global Sales, Business Support Systems 2007-2009, Vice President, Quality and Customer Satisfaction and Member of Nokia Networks Executive Board 2005-2007, Vice President and other positions during 2000 - 2005. Toivola started at Hewlett-Packard Company in 1989 and moved to Nokia Networks in 2000 from the position of Global Client Executive.

### Other key positions of trust:

Member of the Board of Basware Plc, and Comptel Plc (2005 - 2007)

# Investor Information

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**More information on Proha's**

- Board of Directors
- Corporate Governance
- Management Team

is available on the Proha website.

Proha's Annual Reports are published in Finnish and English at [www.proha.com](http://www.proha.com). Proha reports quarterly on its financial development in accordance with the International Financial Reporting Standards (IFRS).

**The 2010 Interim Reports will be released as follows:**

- Q1: January – March, 2010 on Tuesday, April 27, 2010
- Q2: January – June, 2010 on Friday, July 30, 2010
- Q3: January – September, 2010 on Thursday, October 28, 2010

Proha Plc's Annual General Meeting will be held on Wednesday, March 17, 2010 at 1 p.m. at the address: Pörssitalo, Peilisalibankki, Fabianinkatu 14, Helsinki.

**Annual Reports and Interim Reports can be ordered by:**

- phone +358 (0)20 436 2000
- fax +358 (0)20 436 2500
- email at [info@proha.com](mailto:info@proha.com).

The Proha shares (ART1V) are listed in NASDAQ OMX Helsinki Ltd.

For more information, please visit:

<http://www.nasdaqomxnordic.com>

**NASDAQ OMX**

# PROHA

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