

## P R E S S R E L E A S E

Stockholm September 18, 2009

### BTS Group AB launches strategic alignment project with Repsol, a major integrated oil and gas player

**Stockholm, Sweden and New York, USA – BTS Group AB (publ)**, BTS, the world's leading consulting and training company within the segment of business simulations and discovery based learning, has signed an agreement with Repsol, a major integrated oil and gas player, to deliver a program focused on aligning the top executives and managers with the company's strategic plan. At least 200 top executives and more than 1,200 middle managers are targeted to go through the program worldwide, with BTS delivering more than 25 workshops during 2009, and continuing the roll-out in 2010.

BTS was called in to this project to align the organization with Repsol's strategic plan, recently defined together with a leading strategic consulting firm, with whom BTS has been cooperating to design the program launched in May.

*"For Repsol, this program is a groundbreaking experience in the training and development of our professionals. It is groundbreaking because of the objectives it aims to achieve and the target group it is designed for. However, it is the applied learning methodology centered around a customized business simulation developed for Repsol and based on the company's strategic model that is particularly pioneering."* says Esther Villar, Training Director in the Corporate Division of HR Management in a comment and continues

*"The results obtained and the satisfaction of those who have personally lived the program experience are clear evidence that we can be proud of the work done and rely on the experience, professionalism and high level of quality delivered by the team from the first class consultancy BTS. I'm convinced that this initiative will help us to achieve one of the key success factors of any organization: to unite, align and commit the management team to the current and future challenges of the company."*

"This engagement with one of the biggest Spanish companies is another proof of the recognition BTS has been achieving in our markets, and is key to further the trust around our brand and strengthen our expansion into the Latin American market", says Dr. Philiou Andreou, Managing Director for BTS Iberia & Mexico. "We are proud that Repsol has chosen us as a recognized trusted advisor to deliver a top quality project for such an important project within a large and complex organization".

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#### **About Repsol**

Repsol YPF, is Spain's and Latin America's largest energy company in assets, and is one of the ten largest private oil companies in the world.

It is a fully integrated oil and gas company, which operates in Latin America, the Middle East, and North Africa. The firm holds an important stake of YPF, Argentina's number 1 oil company, and has operations in more than 30 countries. Repsol YPF operates five refineries in Spain and four in Latin America and produces chemicals, plastics, and polymers. It sells gas under the brands Campsa, Petronor, and Repsol at more than 6,500 service stations in Europe and Latin America. It is one of Spain's largest sellers of liquefied petroleum gas and liquefied natural gas. In recent years, Repsol YPF has reported big increases in its proved reserves, and participates in 3 of the 5 biggest oil and gas findings in the world in 2008, and in 2 of the 5 in 2009.

Repsol has more than 35,000 employees all over the world, and focuses on technological innovation, social development and commitment with safety and environment as its pillars for a sustainable growth. Repsol has joint ventures with many other major companies, such as Petrobras, Chevron and BG.

#### **About BTS Group AB**

BTS partners with leading companies to accelerate change and improve business results. BTS is the world leader in customized business simulations and discovery-based learning solutions that enable leading corporations to grow and become successful through change and improvement processes. BTS adds value to its clients through three practice areas: Strategic Alignment & Business Acumen, Leadership & Management, and Sales. BTS also has strong capabilities in Operational Excellence & Project Management and offer an innovative Engage for Change process.

BTS has more than 250 highly talented employees serving more than 500 clients including more than 50 of the US Fortune 100 companies and more than 25 of the Global Fortune 100 largest corporations in the world. In 2008 BTS recorded revenues of SEK 548 millions. Recent selected BTS clients include Accenture, Ericsson, Kimberly-Clark, Nokia, Sony, Toyota, Unilever and Xerox. BTS serves its clients from Stockholm, Helsinki, Oslo, London, Madrid, Bilbao, Brussels, Johannesburg, Singapore, Bangkok, Beijing, Sydney, Melbourne, Mexico City, San Francisco, Philadelphia, Stamford, New York, Chicago and Scottsdale.

BTS is a public company listed on the Swedish Stock Exchange and trades under the symbol BTS B.

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