

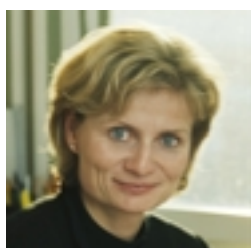
BusinessMap® Testimonial



JETPAK Group is a Nordic company with headquarters in Stockholm that offers door-to-door express deliveries, primarily within 12 hours throughout the Nordic region. JETPAK commands a fine meshed Nordic point-to-point network comprising more than 140 locations, franchise based ground transportation with access to 700 vehicles and an extensive air route network of more than 2,500 flight departures around the clock. The Group employs 242 people, but through cooperation with franchisees and agents there are more than 1500 people engaged within the JETPAK Network. The company has an annual revenue of over Euro 65 million (2006) and is owned by Accent Equity and Polaris Private Equity.

www.jetpak.com

JETPAK AB Sweden



Charlotte Hansson, Managing Director, Jetpak Sverige.

Turnaround within 9 months:

JETPAK, Sweden had low sales revenue and were not maximising the company's potential. With a new MD on board, JETPAK has in less than a year secured a turnaround.

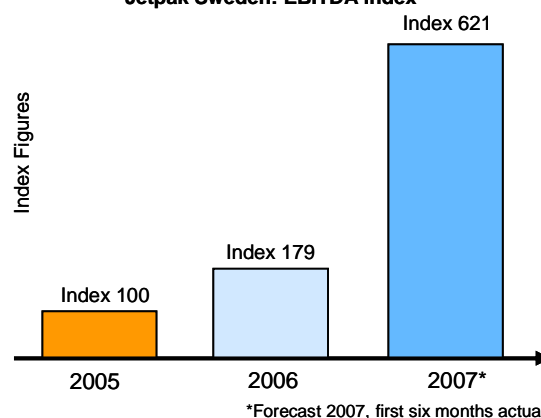
Charlotte Hansson, MD, JETPAK Sweden:

"BUSINESSWARE set realistic goals. They focused on the essential business drivers and created a structure for a more performance-orientated culture, in which key employees take responsibility and deliver results. The master plan helped us to focus on daily measurables and to follow up daily progress".

JETPAK, Sweden was faced with a historically low sales turnover. Management felt that the potential within the Swedish market was far from optimised. In March 2006 Charlotte Hansson, previously an elite rower, was appointed MD. Her first assignment was to secure the turnaround.

BUSINESSWARE supported the process and after just 9 months the Swedish team had turned things around.

Jetpak Sweden: EBITDA Index



BUSINESSWARE's Involvement

BUSINESSWARE coached Charlotte Hansson and helped her to:

- Overcome a strong company culture and embed a more performance driven culture.
- Reduce expenses and reinforce the operational platform.
- Secure increased sales by focusing on growth and volume within the product groups: Logistic and Express.
- Turn the sales curve around for Jetpak Express.

JETPAK's Yield

- Change of culture with increased focus on sales, profitability and daily performance.
- Noticeable cost savings and a new and better foundation for increased sales.
- Reduced expenditure and optimised utilisation of production capacity.
- JETPAK used the management tool BusinessMap® to draw up concrete and operational activity plans for JETPAK's turnaround.



BUSINESSWARE A/S

Hornemansgade 36 A
2100 København Ø.
Tlf. +45 3526 4646
Fax +45 3526 4608
sales@businessware.dk
www.businessware.dk