



Scope of business

Din Utvikling Consulting AS

Miami, 27.04.2018

Since last meeting... (new owners)



Scope of business - 2018

OUTPLACEMENT



- Several group processes (from 20-130.000 euros each case)
- More direct request of individual programs
- More focus on sale in 2018 (dedicated sales persons)

RECRUITMENT



- Same as 2017, but OK with the capacity we have
- The new owners have to decide to invest more in this segment

LEADERSHIP AND MANAGEMENT COURSES



- Increased number of tenders in the public sector
 - We are a stronger provider together with Frisk HMS
 - We are now also delivering several leadership and management programs for their existing customers

TEAM DEVELOPMENT PROGRAMS



- Invested 40 000 euros in new tools and certifications in 2016-2017
- Increased number of customers

COACHING



- Growing as a part of at leadership program and between meetings
- Less of individual coaching requests