PSI Group ASA

1st Quarter 2013 Presentation, April 26th 2013 – 8:15am

Jørgen Waaler, CEO

PSI Group

Business Vision

The leading global provider of closed and secure cash handling solutions where ever money moves & the leading local provider of retail technology in selected markets.

PSI Group

Agenda

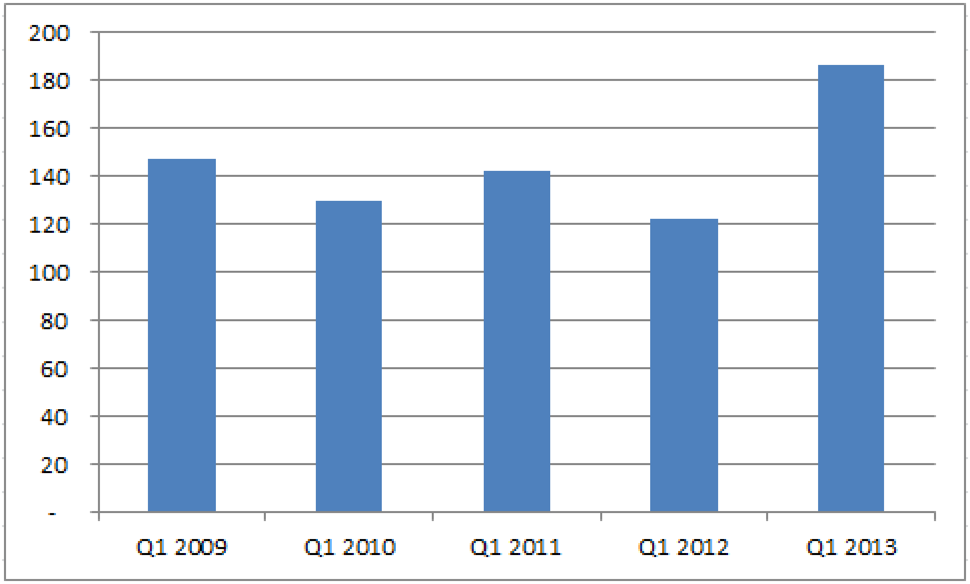
- Highlights 1st quarter 2013
- Group P/L, Group BS & Group CF
- Segment P/L & Segment market update
- Q & A

Highlights

- Significant growth in REVENUES and EBITDA compared to corresponding quarter last year.
- Key figures Q1 2013:
  - Operating revenues of NOK 186.8 million, up 52,6 % from NOK 122,4 million in Q112
  - EBITDA of NOK 13,1 million, up from NOK -0.1 million in Q112
  - Positive cash flow from operations of NOK 1,0 million, up from NOK -9,7 million Q112
- SQS has delivered 900 Super Multi Purpose cases to Croatia in Q1
- CashGuard has delivered 100 systems to South Africa in Q1
- Continued Rema1000 Pricer installations – 126 stores in Q1
- Dividend proposal of NOK 0,25 per share – ex date: 26th of April 5pm

Highlights

Sales last five **first** quarters



Revenue growth in all three business units

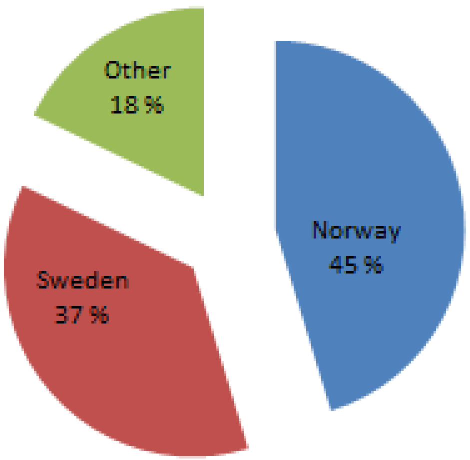
Group financials – P&L statement

- **Operating income up 52,6 %**
- **Gross margin from 53 % to 47 %**

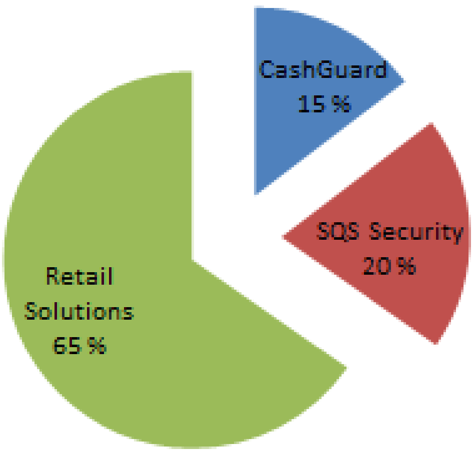
KNOK	Q1 2013	Q1 2012	Chg. %	YTD 2013	YTD 2012	Chg. %	Year 2012
Sales revenues	186 213	121 908	52,7 %	186 213	121 908	52,7 %	592 448
Profit from AC, Service companies	563	525	7,3 %	563	525	7,3 %	3 471
Cost of goods sold	99 920	57 352	74,2 %	99 920	57 352	74,2 %	298 422
Payroll	52 124	44 755	16,5 %	52 124	44 755	16,5 %	174 195
Other operating expenses	21 652	20 418	6,0 %	21 652	20 418	6,0 %	83 131
Total operating expenses	173 696	122 524	41,8 %	173 696	122 524	41,8 %	555 749
EBITDA	13 080	-92		13 080	-92		40 170
Depreciation tangible assets	2 431	1 911	27,2 %	2 431	1 911	27,2 %	8 514
Depreciation intangible assets	3 269	3 709	-11,9 %	3 269	3 709	-11,9 %	14 235
Write down intangible assets	-	-	-	-	-	-	-
Write down goodwill	-	-	-	-	-	-	-
EBIT	7 380	-5 712	229,2 %	7 380	-5 712	229,2 %	17 421
Interest	-1 462	-1 191	-22,7 %	-1 462	-1 191	-22,7 %	-4 767
Other financial income	-802	-1 064	24,6 %	-802	-1 064	24,6 %	-3 969
EBT	5 115	-7 967	164,2 %	5 115	-7 967	164,2 %	8 685

YTD revenue breakdown 2013

YTD revenue per country 2013

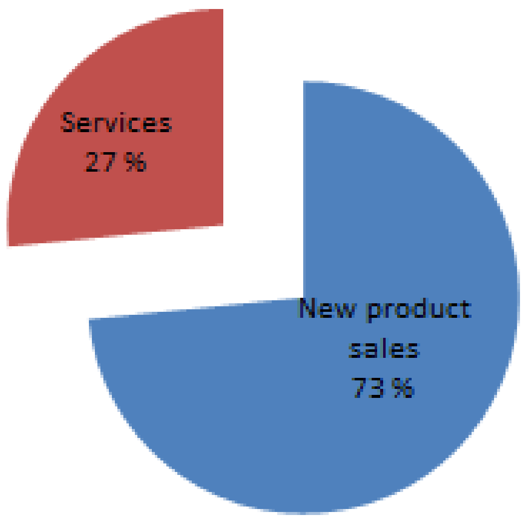


YTD revenue per business area 2013

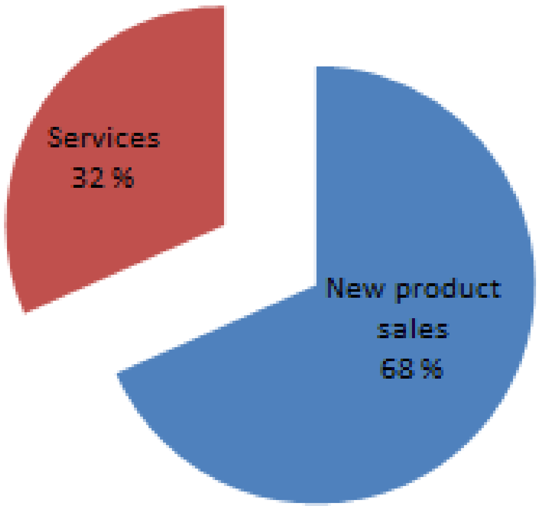


New products sales versus service revenues

YTD 2013



YTD 2012



Group balance sheet - Total assets

- A/R up by NOK 23,2 million compared to Q4 2012
- mCASH 0,5 investment

KNOK	31.03.2013	31.12.2012	31.03.2012
ASSETS			
Intangible assets	98 995	97 564	107 604
Goodwill	84 354	80 584	81 007
Tangible assets	24 519	25 381	27 464
Long term investments	12 329	12 590	12 165
Deferred tax	29 465	29 794	45 880
Non-current assets	249 661	245 913	274 120
Financial investments	23	22	23
Goods	76 121	83 419	66 260
Accounts receivable	117 563	94 325	90 669
Prepaid expenses	9 780	10 078	7 302
Other receivables	8 808	10 906	10 922
Bank deposits	4 110	3 670	4 014
Current assets	216 404	202 421	179 190
TOTAL ASSETS	466 065	448 335	453 310

Group balance sheet – Total equity & liabilities

- Net interest bearing debt up by NOK 2,5 million compared to Q4 2012
- Total net interest bearing debt NOK 94.0 million end Q1 2013
- Disposable liquidity NOK 19.2 million
- 589,112 own shares, representing 1.4 per cent (671,761)

KNOK	31.03.2013	31.12.2012	31.03.2012
EQUITY AND LIABILITIES			
Share capital	27 513	27 513	27 513
Holding of own shares	-365	-416	-185
Other equity	174 526	161 262	174 921
Total equity	201 674	188 359	202 250
Long term interest bearing liabilities	41 919	42 943	43 380
Other long term liabilities	6 199	5 909	8 669
Total long term liabilities	48 117	48 852	52 048
Short term interest bearing liabilities	56 213	52 206	66 937
Accounts payable	65 464	70 826	48 305
Taxes payable	210	643	805
Dividend	2	2	-
Other short term liabilities	94 384	87 448	82 965
Total short term liabilities	216 274	211 124	199 012
TOTAL EQUITY AND LIABILITIES	466 065	448 335	453 310

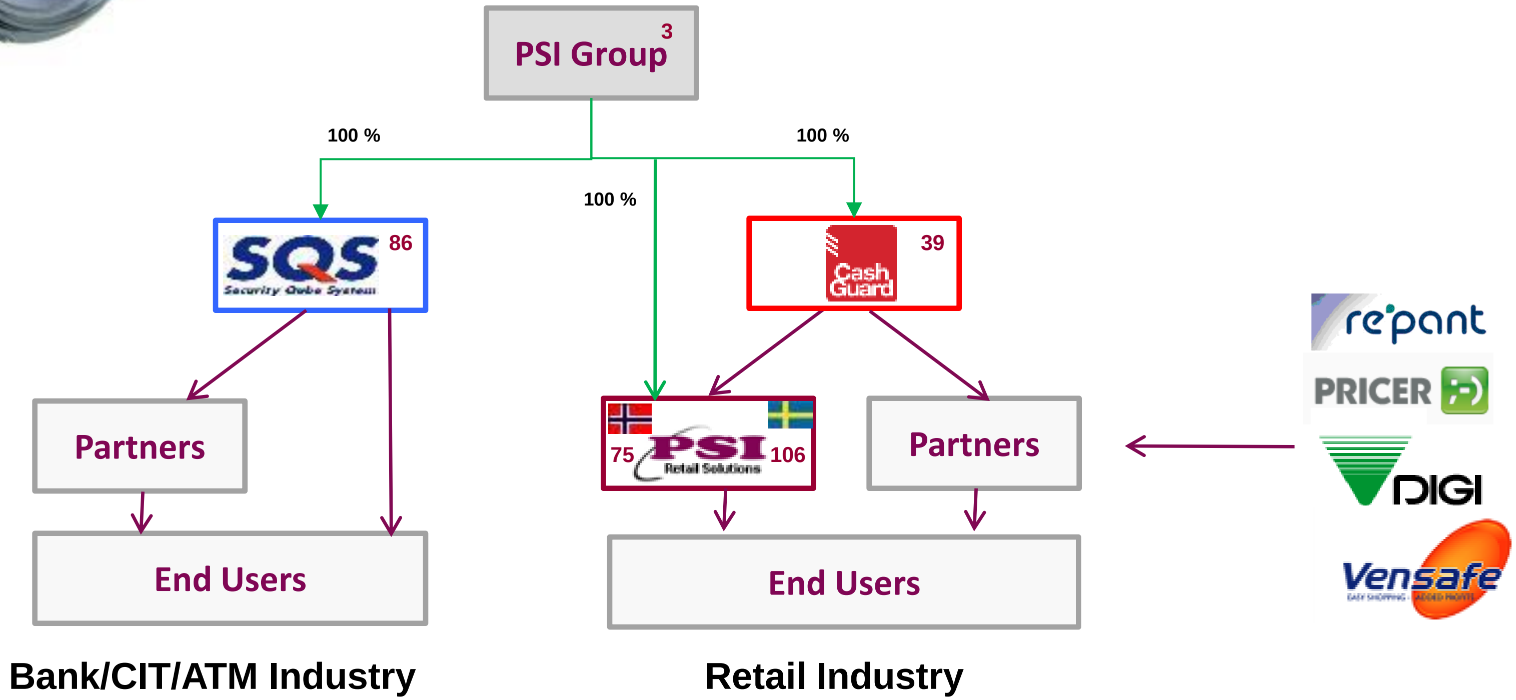
Financials – Cash flow statement

NOK thousand	Q1 2013	Q1 2012	YTD 2013	YTD 2012	Year 2012
Net cash flow from operation	986	-9 695	986	-9 695	25 867
Net cash flow from investment	-8	100	-8	100	-4 346
Net cash flow from financing	-648	9 428	-648	9 428	-22 005
Net change in cash	329	-167	329	-167	-485
Effect of foreign exchange rate fluctuations on foreign currency deposits	110	-38	110	-38	-64
Cash and cash equivalents at the start of the period	3 670	4 219	3 670	4 219	4 219
Cash and cash equivalents at the end of the period	4 110	4 014	4 110	4 014	3 670

- Working capital increased by NOK 21.3 million during 1st quarter (-7,6 previous quarter)

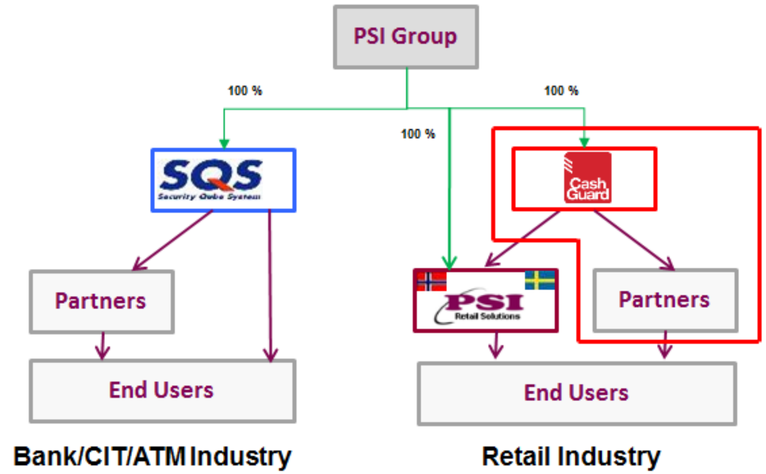
Operations – Business units

PSI Group business model



- **Total workforce: 309**

CashGuard



- Develops & markets the most reliable cash handling solutions for retailers.
- Outsourced manufacturing.
- Channel strategy: Sales through partners only.
- **Presidio solution successful**
- **CIT channel**

"Creating a world class point of sale experience by making cash payments competitive"

CashGuard

1st quarter 2013 highlights

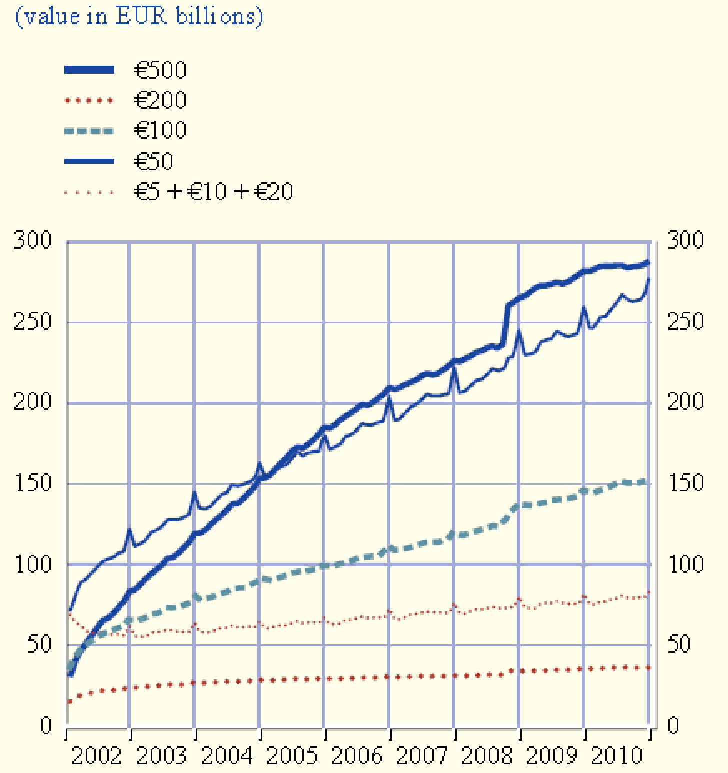
- 50.1 % increase in turnover
- 217 CashGuard systems delivered outside Scandinavia (75)
- 330 system delivered in Norway & Sweden (250)
- **No breaks** on R&D and S&M

1st quarter 2013 Key Figures

	Q1		YTD		Year
MNOK	2013	2012	2013	2012	2012
New Sales	29,5	19,2	29,5	19,2	85,8
Service/repairs	1,1	1,2	1,1	1,2	4,3
Total revenue	**30,6**	**20,4**	**30,6**	**20,4**	**90,0**
Total EBITDA	**0,3**	**0,6**	**0,3**	**0,6**	**2,3**
EBITDA-margin	1,1 %	2,7 %	1,1 %	2,7 %	2,5 %
EBT	-1,8	-2,1	-1,8	-2,1	-6,1

Cash is KING

Cash is KING



Source: ECB Currency Information System.

Table 1 Share of respondents withdrawing cash

(percentages)

	At least every two weeks		Never	
	ATM	OTC	ATM	OTC
Belgium	73	14	13	48
Germany	65	10	11	44
Spain	52	25	35	29
France	68	11	12	59
Italy	46	16	36	40
Luxembourg	74	16	9	34
Netherlands	75	2	4	84
Austria	65	14	14	30
Average	60	14	20	46

Source: ECB household survey on the use of cash.

Cash is KING

The worlds largest Cash Handling Solution installation – South Africa

president HYPER

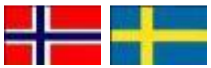
South Africa's Leading Supermarket

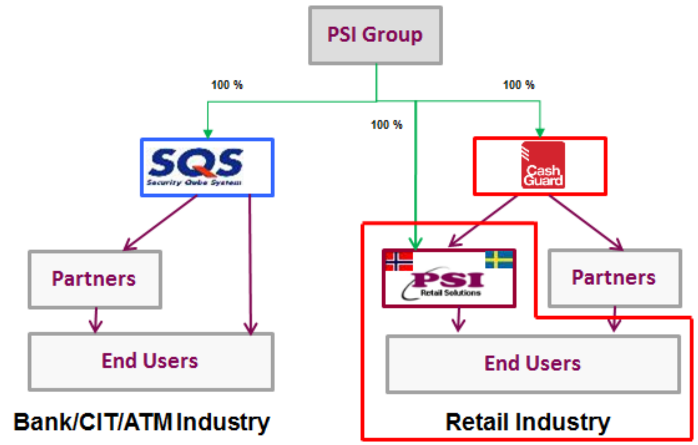
Cash Guard

Retail Solutions

"Driving store owner's profitability by increasing store employees efficiency "

75 106





- In Store Retail Technology Solutions
  - System integrator of leading technologies
  - Complex integration knowledge
  - Significant after market revenues

- Presence in Norway and Sweden
  - Dominating position in both countries
  - Independent supplier to retail stores
  - Country-wide service organizations

Retail Solutions

1st quarter 2013 highlights

- Revenue growth of 41 per cent
- NOK 11.1 million EBITDA growth to NOK 15,2 million
- 330 CashGuard systems sold in Q113 compared to 250 in Q112
- 126 REMA1000 stores installed with Pricer

1st quarter 2013 Key Figures

	Q1		YTD		Year
MNOK	2013	2012	2013	2012	2012
New Sales	95,7	67,9	95,7	67,9	318,3
Service/repairs	40,9	30,2	40,9	30,2	145,8
Total revenue	**136,6**	**98,1**	**136,6**	**98,1**	**464,1**
Total EBITDA	**15,2**	**4,1**	**15,2**	**4,1**	**44,9**
EBITDA-margin	11,2 %	4,2 %	11,2 %	4,2 %	9,7 %
EBT	12,7	2,5	12,7	2,5	36,9

CashGuard no 20 000 installed at Kiwi Sandvika

Handelsbladet FK

GJØR GOD BUTIKK BEDRE

Nyheter | Tall og trender | Produktnytt | Butikktesten | Karriere | Etter

Cashguard nummer 20 000

Paul Haukedahl i PSI Systems med butikksjef Janne Stryken ved Kiwi Sandvika, og Cashguard -punkt nummer 20 000.

Cashguard har nådd en ny milepæl. Nylig ble Cashguard nummer 20 000 installert ute i butikk. Det skjedde på Kiwi i Sandvika.

09.04.2013

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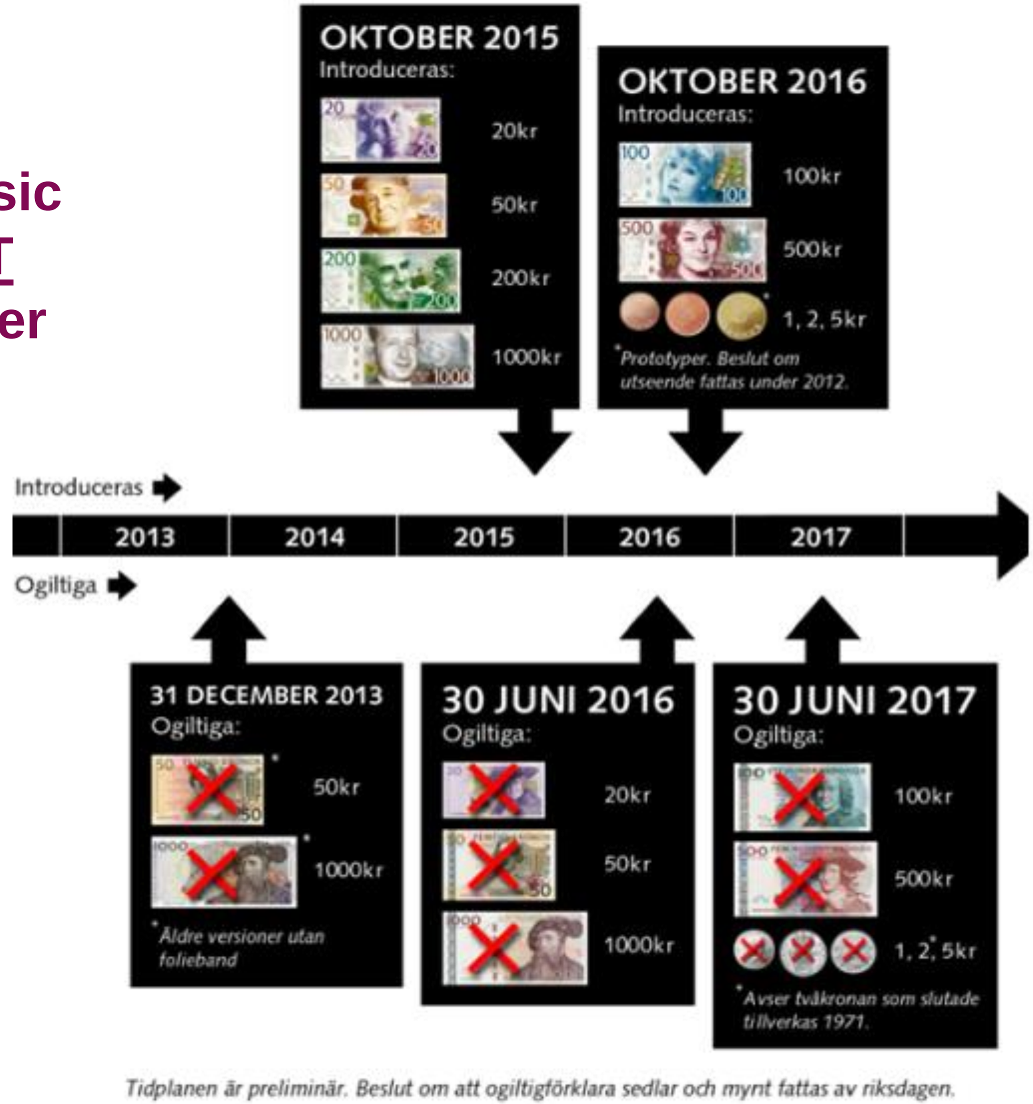
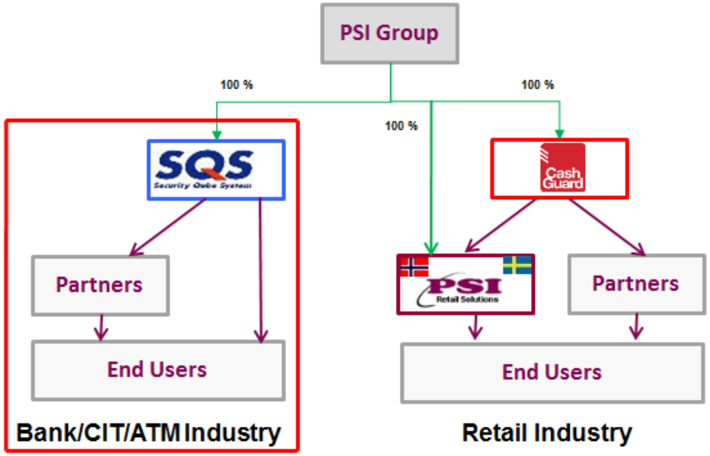
New notes & coins in Sweden

CashGuard Classic systems will <u>NOT</u> work after October 2015



All new CashGuard systems sold in Sweden guaranteed new notes & coins compatibility

SQS Security Qube Systems



"Zero losses wherever money moves"

- Providing proprietary closed cash handling solutions to ATM & CIT market segments
- Market leader – most secure. advanced and most expensive products
- In-house final assembly
- Outsourced shield production successfully as of January 2013

SQS Security

1st quarter highlights

- 98.6 per cent growth in turnover
- Quality issues in Russia close to be solved and controlled
- MNOK 2,4 non recurring costs due to management changes.

1st quarter 2013 Key Figures

	Q1		YTD		Year
MNOK	2013	2012	2013	2012	2012
New Sales	34,4	13,8	34,4	13,8	93,8
Service/repairs	7,6	7,3	7,6	7,3	24,1
Total revenue	**42,0**	**21,1**	**42,0**	**21,1**	**117,9**
Total EBITDA	**-0,4**	**-2,4**	**-0,4**	**-2,4**	**2,7**
EBITDA-margin	-1,0 %	-11,4 %	-1,0 %	-11,4 %	2,3 %
EBT	-3,5	-5,7	-3,5	-5,7	-10,1

73 7 2 3 1

Top 50 shareholders per March 31st 2013

No.	Name	No. of shares	%
1	PINNÅS, ERIK (incl. fully owned companies) [1]	4 932 276	11,1 %
2	GLAAMENE INDUSTRIER AS	4 176 417	9,4 %
3	SKAGEN VEKST OG SKAGEN VEKST III	4 000 798	9,0 %
4	STRØMSTANGEN AS	3 933 092	8,9 %
5	HOLMEN SPESIALFOND	2 100 000	4,7 %
6	SKANDINAVISKA ENSKILDA BANKEN	1 713 921	3,9 %
7	AVANZA BANK AB	1 565 162	3,5 %
8	NORDNET BANK AB	1 537 781	3,5 %
9	ZETTERBERG, GEORG (incl. fully owned companies)	1 508 904	3,4 %
10	DYVI CAPITAL AS	1 183 024	2,7 %
11	WAALER, JØRGEN (incl. fully owned companies) [1]	1 005 315	2,3 %
12	GRESSLIEN, ODD ROAR	900 000	2,0 %
13	DELTA INVEST AS	818 835	1,8 %
14	MP PENSJON PK	699 806	1,6 %
15	V. EIENDOM AS	691 150	1,6 %
16	RING, JAN	601 322	1,4 %
17	PSI GROUP ASA	589 112	1,3 %
18	SWEDBANK	539 299	1,2 %
19	NORDEA SECURITIES AB	452 195	1,0 %
20	JACOBSEN, SVEIN (incl. fully owned companies) [1]	450 000	1,0 %
21	NISTAD GRUPPEN AS	338 300	0,8 %
22	FRANKMO, ÅGE	325 383	0,7 %
23	ISAKSEN, NILS-OLAV	295 810	0,7 %
24	KONGSRUD, RUNE JACOB	280 213	0,6 %
25	FANA ELEKTRIKEREN AS	270 500	0,6 %
26	RUUD, CHRISTIAN	210 000	0,5 %
27	JOHANSEN, STEIN	210 000	0,5 %
28	SAXO PRIVATBANK A/S	204 000	0,5 %
29	BJØRNSTAD, DANIEL	202 500	0,5 %
30	PRIMA HOLDING AS	200 000	0,5 %
31	BERNTSEN, HARALD	200 000	0,5 %
32	PARTREDERIET MAST ANS	192 750	0,4 %
33	FLISA EIENDOMSINVEST AS	191 554	0,4 %
34	KARLSSON, HENRIK	176 158	0,4 %
35	HEIMDAL, MORTEN	160 000	0,4 %
36	SHB STOCKHOLM CLIENTS ACCOUNT	154 076	0,3 %
37	ANDERSEN, BØRGE	144 481	0,3 %
38	WEIBULL, JOAQUIM (incl. fully owned companies)	138 000	0,3 %
39	KAWA INVEST AS	132 100	0,3 %
40	JOHANNESSEN, JAN TOMMY	130 000	0,3 %
41	CK HOLDING AS	123 604	0,3 %
42	SHB INVESTERING AS	120 000	0,3 %
43	GRANBERG, KARL TRYGVE	120 000	0,3 %
44	DANSKE BANK A/S	118 131	0,3 %
45	EVENSEN, TOR COLKA	110 000	0,2 %
46	OPERA FINANS AS	100 000	0,2 %
47	KLAKEGG INVEST AS	93 400	0,2 %
48	GEHRKEN INVEST AS	88 627	0,2 %
49	TØMTE, JAN ÅGE	88 333	0,2 %
50	LEKNESUND, TORE	85 528	0,2 %
	Sum 50 largest shareholders	38 601 857	87,0 %
	Sum 3 163 other shareholders	5 774 183	13,0 %
	Sum all 3 213 shareholders	**44 376 040**	**100 %**

[1] *Primary insiders*

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Questions?