

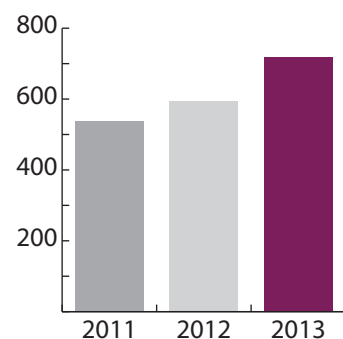
# ANNUAL REPORT 2013

THE  
**MONERO**  
EXPERIENCE

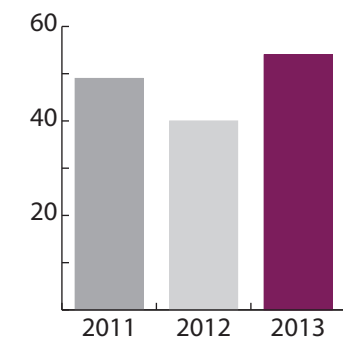
**PSI**  
Group

# FINANCIAL HIGHLIGHTS 2011 - 2013

## SALES REVENUE AND SHARE OF PROFIT ASSOCIATED COMPANIES (MNOK)



## EBITDA (MNOK)



	2013	2012	2011
Sales revenue and share of profit associated companies	718 873	595 919	537 210 KNOK
Annual growth	20,6 %	10,9 %	2,5 % %
EBITDA	54 155	40 170	49 884 KNOK
EBT	56 383	8 685	-57 375 KNOK
Return on total assets 1)	12,0 %	1,9 %	-11,6 % %
Return on equity 2)	25,7 %	4,4 %	-27,7 % %
Total assets	494 241	448 335	444 287 KNOK
Equity	250 798	188 359	210 375 KNOK
Equity ratio 3)	51%	42%	47% %
Current ratio 4)	1,13	0,96	0,93
Earnings per share 5)	1,16	-0,14	-2,03 NOK
Number of shares (average for year)	43 758	43 866	28 395 (1 000)
Number of shares 31.12.	44 376	44 376	44 376 (1 000)
Share price (Oslo Børs)	5,62	4,21	3,15 NOK
Number of employees 31.12.	314	301	300
Sales revenue and share of profit associated companies per employee	2 289	1 980	1 791 KNOK

### 1) Return of total assets

$\frac{\text{Profit before tax} \times 100}{\text{Average total assets}}$

### 2) Return on equity

$\frac{\text{Profit before tax} \times 100}{\text{Average equity}}$

### 3) Equity ratio

$\frac{\text{Equity 31.12.} \times 100}{\text{Total assets 31.12}}$

### 4) Current ratio

$\frac{\text{Current assets 31.12}}{\text{Current liabilities 31.12}}$

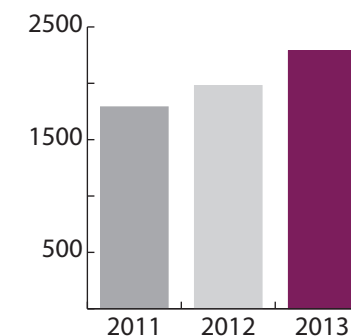
### 5) Earnings per share

$\frac{\text{Annual profit after tax}}{\text{Average no. of shares}}$

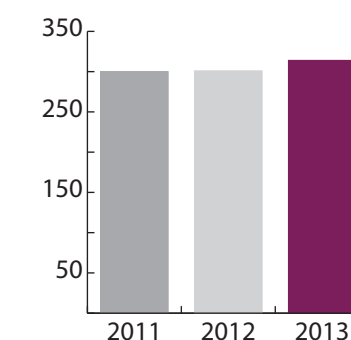
### 6) Sales revenue and share of profit associated companies per employee

$\frac{\text{Sales revenue} + \text{share of profit associated companies}}{\text{Number of employees 31.12}}$

## SALES REVENUE PER EMPLOYEE (KNOK)



## NUMBER OF EMPLOYEES



## 2013 – ANOTHER GOOD YEAR FOR PSI GROUP ASA!

### Dear shareholders!

We can look back at a very satisfying year. We have created revenue growth in all business areas in 2013. The Group had a turnover of MNOK 718.9, compared to MNOK 595.9 in 2012, an increase of 20.6 percent. 17.5 percent was organic growth. For the year 2013, EBITDA was MNOK 54.2, compared to MNOK 40.2 in 2012. EBT for the year shows a profit of MNOK 56.4 compared to MNOK 8.7 last year. EBT for 2013 includes a profit of MNOK 33.0 related to the sale of InStore IT companies. In addition to the dividend, the share price increased by 33 percent in 2013.

### CashGuard

2013 was a good year for CashGuard with focus on growth and large investment in development, product launches, sales and marketing. In February 2013, we presented our new Store Manager Mobile at the Euro CIS exhibition, an application that simplifies and streamlines the administration of the cash register. In addition, the company has developed a new product line, Monero, which was launched at Euro Shop in February 2014.

CashGuard has invested significantly in building an international sales and marketing department with direct focus on major international retail chains. Also, we have introduced a more aggressive partner program to increase distributors' focus on CashGuard's products. These planned investments have impacted operating profit in 2013.

***“CashGuard has invested significantly in building an international sales and marketing department with direct focus on major international retail chains.”***

### SQS Security

For the fourth consecutive year SQS Security showed a growth in turnover. The growth was 13.5 percent in 2013. A major contributor to this growth was the successful implementation of service and logistics services for ATM cassettes to Bankomat AB. These services are recurring and will continue in the coming years. All Bankomat ATM cassettes have been equipped with dyeing technology from SQS Security. The company is working to offer this solution to several potential customers.

Many years of hard work in Norway continues to bear fruit and also contributed to good growth in the business area in 2013. Solutions for CIT equipment and securing ATMs were delivered both to Nokas and Loomis.

The company delivered 900 newly developed SMP cases to a new customer in Croatia. The cases, which can be used both to transport notes, sealed money bags and ATM cassettes, has received international recognition.

SQS Security operating profit is characterized by large non-recurring costs related to the replacement of management and significant

warranty costs due to quality issues on deliveries in the last 12-24 months. Quality improvements are completed, and all parts that affects the quality of the company's products has been strongly focused by the new management. In 2014, the time-consuming efforts to restore confidence in the market and at our customers will continue.

***“The company delivered 900 newly developed SMP cases to a new customer in Croatia. The cases, which can be used both to transport notes, sealed money bags and ATM cassettes, has received international recognition.”***

### PSI Retail

2013 was a record year for PSI Retail - with the best results in the company's history. Revenues for the year 2013 increased by 19.5 percent to MNOK 554.7 (MNOK 464.1). Large and comprehensive deliveries of innovative technology solutions to retailers stores were made. Our skilled employees in Norway and

Sweden made installations at a record pace and with very positive feedback from our customers.

Electronic price labeling has further entrenched in the Norwegian and Swedish markets. PSI Retail, based on technology from Pricer, is the leading supplier of digital pricing and information systems. The business area has also achieved growth in Vensafe product machines and Repant vending machines in Sweden.

The number of CashGuard installations has increased significantly during the year. Partly due to the introduction of new technology and partly due to CashGuard solutions that must, and will, deal with new banknotes and coins in Sweden.

Adhesive labels are a growing niche - even in addition to our traditional deliveries of adhesive labels for scales and packaging machinery. Products are distributed and labeled in greater and greater extent in society. We have made many new major agreements. Focus on production, quality and reliability have been decisive. In 2013 we have strengthened this growing business area with the acquisition of two digital printing facilities in Norway and



Sweden. These are printing facilities specializing in digital production, which provides greater flexibility in the supply chain, which in turn contributes to increased customer value.

***“2013 was a record year for PSI Retail - with the best results in the company's history.”***

### Outlook

PSI Group's mission is to increase shop owners' profits through innovative technological solutions in the stores. This is realized by streamlining everyday life and to increase the well-being / safety of store employees and by providing retailers' customers a functional and efficient shopping experience. PSI Group's vision is to become a global provider of such innovative technological solutions. We have significant international activities today, and we focus on innovative processes that can strengthen us both technologically and geographically.

Point of sale solutions will always be an important part of a retail system regardless of industry. One of our core areas are to remain at the forefront of smart solutions that handle payment between customer and store. Today we possess world leading cash handling technology and expertise related to the cash register, cash movements in the store and cash transports to the bank. In the future we will possess the technology and expertise that can facilitate - and process electronic payments. We review among others, partnership with suppliers of mobile payment, which can be integrated with current CashGuard concept.

We have a product range that increasingly

make us suitable as a turnkey supplier to different customer groups within the retail sector. This role will be strengthened through an expansive strategy along own verticals, agencies and a geographical scope.

Our experience from Norway and Sweden shows that the recipe for achieving profitable growth in new markets is the right combination of own technologies, leading agencies, high and unique expertise in store operations systems integration and flexible service organizations.

Our customers always have a choice. We must always deliver greater customer value than our competitors. And we must have the ability to transform this customer value to attractive shareholder value.

Looking back at 2013, I can proudly say that we are well on track to deliver on this ambition. Today, the possibilities are greater than ever to bring the PSI Group into a higher league.

***“Our customers always have a choice. We must always deliver greater customer value than our competitors. And we must have the ability to transform this customer value to attractive shareholder value.”***



Jørgen Waaler  
CEO

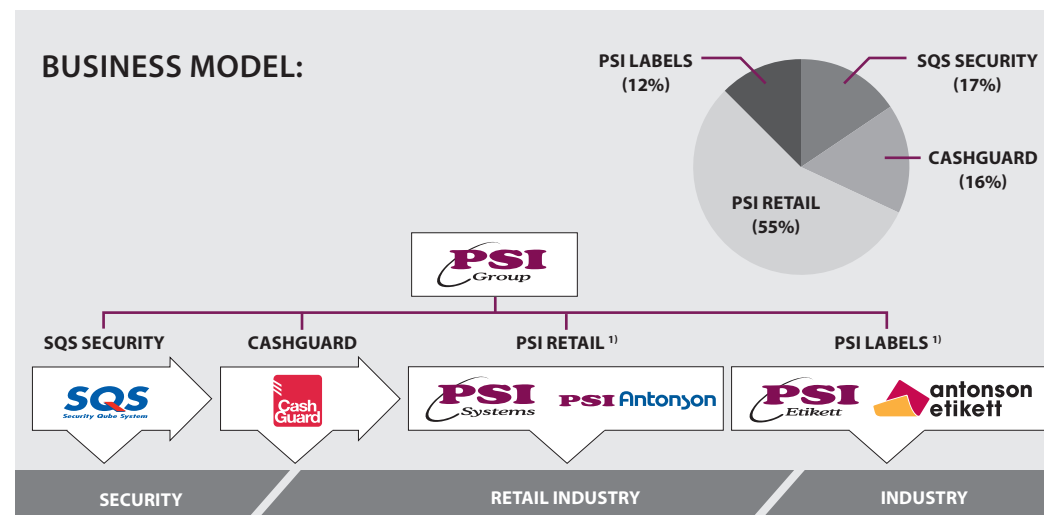




# PSI GROUP ASA

PSI Group's vision is to be a global provider of innovative technological solutions that enhance retailers' profitability and streamlining consumers' shopping experience. PSI Group consists of the business areas; PSI Retail, SQS Security, CashGuard and PSI Labels.

- Is headquartered in Rælingen (Norway) and has 314 employees in Scandinavia and Europe.
- MNOK 718.9 in turnover with an EBITDA of MNOK 54.2 in 2013.
- The company is listed on the Oslo Stock Exchange.



<sup>1)</sup> PSI Labels were included in PSI Retail in 2013, but will from 2014 be a separate business area.

## BUSINESS AREAS



PSI RETAIL



PSI LABELS



CASHGUARD



SQS SECURITY

# PSI RETAIL

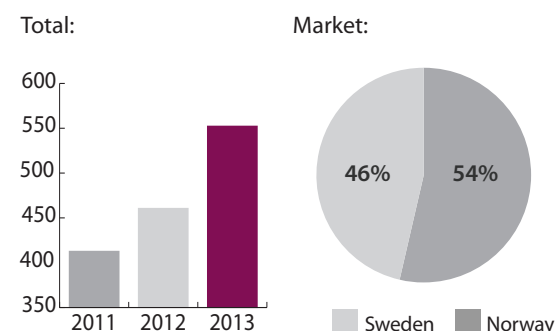
## - No 1 in Retail Technology

Retail Solutions comprises the sale of technological solutions to the retail industry - including systems integration, service/support and consumables. The goal is to enhance retailers' profitability by making store employees' working environment more efficient and streamlining consumers' shopping experience. The business area comprises PSI Systems AS and EtikettProdusenten AS in Norway, and PSI Antonson AB and Antonson Etikett AB in Sweden.

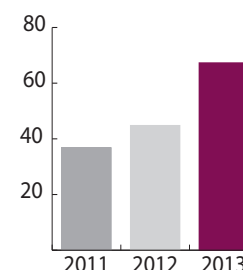
*“Comprehensive delivery of our technology solutions especially in electronic price labeling made 2013 a record year for PSI Retail - both in revenue and profit.”*

Per Haagenen, Managing Director of PSI Retail

### SALES REVENUE (MNOK)



### EBITDA (MNOK)



### PRODUCTS



SCALES AND PACKING



VENSAFE PRODUCT SAFETY



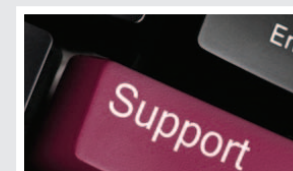
CLOSED CASH HANDLING



ELECTRONIC PRICE LABELING



REVERSE VENDING



SERVICE&SUPPORT



# "ALL TIME HIGH" FOR PSI RETAIL IN NORWAY AND SWEDEN



Electronic price label is now accepted as a standard in the Norwegian and Swedish retail industry. PSI Systems completed the delivery to Rema1000 stores in Norway, and was selected as the preferred partner of Coop Norge Handel. In Sweden, ICA has written a 2-year contract for the purchase of electronic price labels. The picture above is from Coop Rudshögda in Hedmark and a satisfied IT Manager at Coop Innlandet, Espen Rønningen.



MultiPos was introduced for the Norwegian market. The solution makes it possible to link multiple cash registers to one CashGuard. Right Price Tiles has so far installed the solution in three of its 11 stores. The picture above is from Right Price Tiles at Rud in Bærum.



Phasing of notes and coins in Sweden has given a boost in CashGuard sales in 2013.



## PSI LABELS

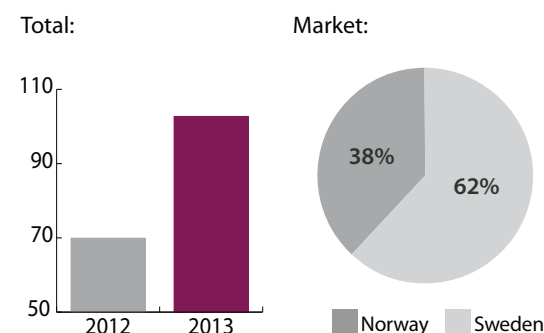
### - Labels for all purposes

PSI Labels offers a wide range of adhesive labels, printer solutions and related supplies to the Norwegian and Swedish retail and industry. The business area consists of EtikettProdusenten AS in Norway and Antonson Etikett AB in Sweden, and is part of PSI Retail in 2013.

*“We produce the labels digitally for small and tailored edition, or flexographic at larger deliveries to adapt and support our customers in the best possible way.”*

Leif Persson, Managing Director of Antonson Etikett AB

### SALES REVENUE<sup>1)</sup> (MNOK)



<sup>1)</sup> PSI Labels revenues is included in PSI Retail in the Annual report 2013.

## PRODUCTS



### PREPRINTED LABELS

We provide preprinted labels in digital and flexo printing customized with the customer's own company profile (logo, shape and colour).



### NEUTRAL LABELS

We sell and stock a variety of neutral standard label formats to both retail and industry.



### TICKETS AND TAGS

We offer all kinds of tickets and tags, as parking tickets, boarding passes and admission tickets.



### LABEL PRINTERS

We are supplier of label printers from Zebra and Intermec, and offering everything from portable to small and large label models.



### SOFTWARE

We sell the market leader BarTender for the design of professional label layout.



### SUPPLIES

We offer printer heads and cleaning products for all types of label printers on the market.

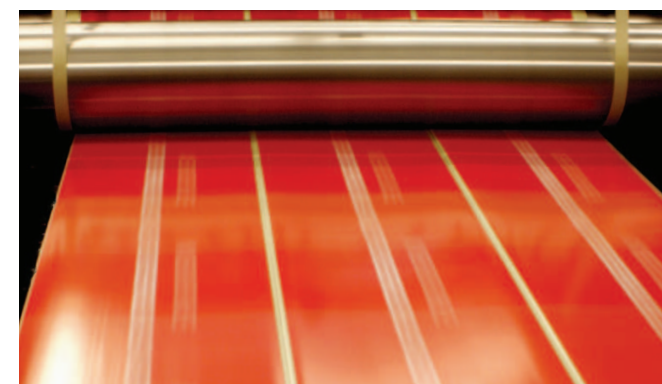
# FLEXIBLE AND TAILORED PRODUCTION OF LABELS



The market is increasingly demanding a complete supplier of adhesive labels that can offer them everything from large and regular deliveries to smaller and more customized editions. To meet this demand PSI Group has acquired the digital printing companies Etikett-Produsenten in Norway and Sydetikett in Sweden. The business area PSI Labels are now one of the leading suppliers of labels in Scandinavia.



The supplier agreements with FIAS and Norsk Kjøtthandel and the membership in the Emballasjeforeningen has increased foothold in the food industry in Norway. The picture above is from the signing of the agreement with salmon producer SalMar by Ken Schønningesen.



The deliveries of adhesive labels to Posten goes according to plan. PSI was in 2013 chosen as the main supplier of labels to Coop Norway and Sweden. During the year also Bama Dagligvare, SCA, DHL Stockholm and OneMed has been included in the customer list.

# CASHGUARD

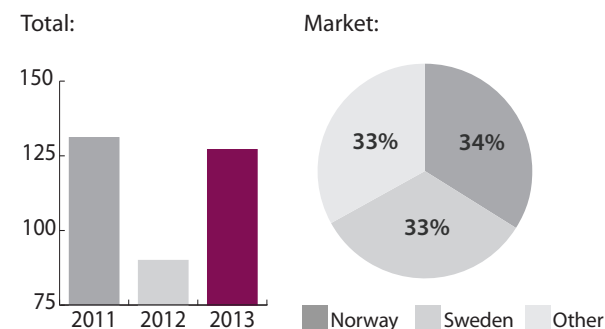
## - Securing your bottom line

CashGuard develops, produce and sells secure and closed cash handling solutions to its international network of partners and distributors.

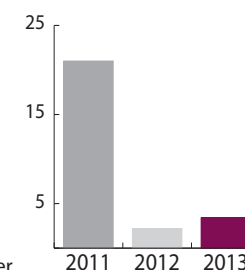
*“2013 was a good year with focus on growth and large investments in R&D, Product Management and sales / marketing. With this, Cash Guard has received a very strong and strategic management that makes it possible to expand rapidly both in Europe and in new markets.”*

Roine Gabrielsson, Managing Director of CashGuard AB

### SALES REVENUE (MNOK)



### EBITDA (MNOK)



### PRODUCTS



COIN RECYCLER



NOTE RECYCLER

**THE ONLY SHRINKAGE  
YOU'LL EXPERIENCE  
IS YOUR CASH  
HANDLING COSTS**

PRESIDIO CASH HANDLING



SOFTWARE AND POS INTEGRATION



NOTE MOVER



NOTE COLLECTOR



# INCREASED TURNOVER AND IMPORTANT BREAKTHROUGH

## PRESIDIO CLOSED CASH SYSTEM



CashGuard sales in Europe is increasing. The company has during the year entered into agreements with among others Monoprix in France, Copenhagen municipality and Sodexo in Spain. The international sales went from 342 units in 2012 to 785 in 2013. The company has also launched the software Store Manager Mobile and the cash handling solution Presidio.



[www.cashguard.com](http://www.cashguard.com)



CashGuard no 20.000 was duly marked at Kiwi Sandvika Kino in Norway. Store Manager Janne Stryken welcomes the visible proof.

## SQS SECURITY

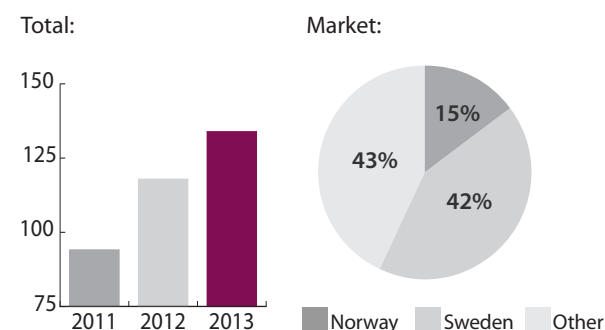
### - No losses wherever money moves

SQS Security develops, produces and sells the market's most advanced cash security solutions for ATM and CIT based on patented technology. In addition SQS is a sub-contractor of security technology to some of CashGuard's products.

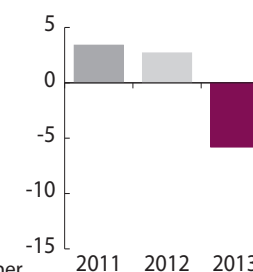
*“SQS Security Qube System is a company in development whose goal is a more customer- and market-oriented company, which always ensures to secure that services and products are of high quality.”*

Lars-Åke E Köpper, Managing Director of SQS Security Qube System AB

### SALES REVENUE (MNOK)



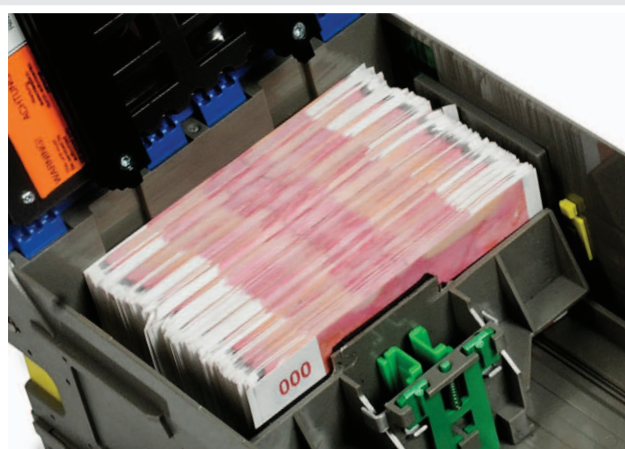
### EBITDA (MNOK)



### PRODUCTS



CIT CASES



ATM-SYSTEMS



RACK-SYSTEMS

## INCREASED DEMAND FOR SECURITY SOLUTIONS IN EUROPE



Solid growth and renewed confidence in Norway and Sweden including delivery of rack solutions, cases and ATM security to Loomis and Nokas.



Europe experienced an increase in the number of ATM robbery in 2013. The new portable ATM technology ASP has on the basis of this got a lot of attention in the market over the last year.



Launch of new Super MP family (SMP). Common for the SMP series is the design and that it has the highest security level on the market. SMP Mini was certified by SSF (Svenska Stölskyddsföreningen) in 2013.



## DIRECTORS REPORT FOR 2013

2013 was another strong year for the Group where the turnover increased by 20.6 per cent to MNOK 718.9 (MNOK 595.9). All business areas showed good growth in revenue. The Group strengthened its label operations significantly, by the acquisition of two digital printing facilities, and is now one of the leading manufacturers of labels in Scandinavia.

The business area PSI Retail's turnover was aided by increased demand for electronic shelf labels in the Norwegian market, and increased demand for cash handling systems from CashGuard in the Swedish market. The business area CashGuard had a very positive development in export markets, as well as in the domestic market in Sweden. SQS Security completed two important deliveries of CIT cases respectively to Croatia and Norway.

EBITDA increased to MNOK 54.2 (MNOK 40.2). PSI Retail was the main contributor. The business area CashGuard also contributed positively despite the fact that they have had a significant increase in costs in R & D, sales and marketing compared to the previous year. SQS Security affected EBITDA negatively. The business area has changed its management and has had significant quality issues on some products. It is invested heavily in new technology development, and to improve quality practices in the business area. Cash flow from operating activities increased by 156 per cent to MNOK 66.2 (MNOK 25.9), and is driven by the strong results of PSI Retail and positive contribution from the newly acquired companies, Sydetikett AB and Etikett-Produsenten AS. The Board proposes a dividend of NOK 0.30 per share, an increase of 20 per cent from the previous year.

The Board is very satisfied with the develop-

ment in the business area PSI Retail, and satisfied with the work done to professionalize the sales and marketing in the business area CashGuard, which will form basis for increased sales in the years ahead. The business area SQS Security has used 2013 to develop a new and more cost effective product family, Super Multi Purpose (SMP), while they have focused on improving the quality procedures in production and upgrade existing products at the customers, where there have been quality issues. The Board now wants to focus even more on growth in 2014. The group has hired a resource dedicated to acquisitions and the development of business areas. The Board believes that PSI Group is well positioned to enhance revenue and profitability in all business areas in 2014.

### PSI Retail

PSI Retail is market leader in retail technology for the Norwegian and Swedish markets (including distribution and service of CashGuard products). The business area is also a leading manufacturer of adhesive labels.

The business area has during the year acquired two printing facilities, Sydetikett AB and Etikett-Produsenten AS. Sydetikett AB changed its name to Antonson Etikett AB, and from 1 January 2014, the Swedish label activities of PSI Antonson was

incorporated into Antonson Etikett AB. In Norway PSI Production AS and Etikett-Produsenten AS merged and changed its name to EtikettProdusenten AS. From 2014, the label business will be reported as an independent business area.

The shares in five InStore IT companies (one subsidiary and four associated companies) were sold to Visma Norge Holding AS for MNOK 48.9. The companies performed services for PSI Systems AS in the regions where PSI does not have its own service organization in Norway. PSI Systems AS and Visma Retail simultaneously agreed to continue the long-term service cooperation in Norway.

The operating revenue in the business area increased by 19.5 per cent to MNOK 554.7 (MNOK 464.1). EBITDA increased by 50.1 per cent to MNOK 67.4 (MNOK 44.9). 15 per cent of the revenue growth was organic, while the rest came from acquisitions adjusted for drop-out of the sold companies.

Adhesive labels, cash handling solutions (CashGuard), electronic shelf labels (ESL), as well as related services are now the major product areas. This will still be the main products in 2014.

High rate of installation of capital goods, customer focus on operational efficiency and attractive service solutions has led to a positive

development in this business area in recent years. It has been important for PSI Retail to offer customers excellent products for the aftermarket, as this gives the business area predictable revenues and effective utilization of our nationwide service network in Norway and Sweden.

### CashGuard

CashGuard had a very positive trend in the export markets, mainly in France, Spain and South Africa. In addition, we have seen an improvement in Denmark and Germany. The turnover in the Swedish domestic market also strengthened significantly, while the turnover in Norway was somewhat weaker. CashGuard has strengthened its sales and marketing department both to increase monitoring of partners, and increase the focus on sales to the major European chains. In addition we are exploring opportunities in other selected markets outside the EU.

The operating revenue in the business area increased by 41.2 per cent to MNOK 127.1 (MNOK 90.0). EBITDA was MNOK 3.5 (MNOK 2.3).

### SQS Security

SQS Security has had challenges in their traditional markets in France, Belgium, Sweden and Norway, where competitors have taken market

shares. The business area has grown by selling through distributors in new markets such as Russia and Croatia. This contributed to a growth of 13.5 per cent in operating revenues to MNOK 133.9 (MNOK 117.9).

Sales to new markets via distributors have resulted in lower prices than what has traditionally been in the established markets where we have sold directly. In addition, there have been substantial costs associated with quality issues and improvements of these. In 2013 it was a major focus on upgrading the products at the clients to rectify these errors, and to improve quality procedures in production. The business area has charged extraordinary expenses for replacement of management at MNOK 2.4 and MNOK 2.9 in restructuring. In addition, it is charged MNOK 6.9 related to warranty costs and quality issues in production. Lower sales prices, as well as extraordinary costs are the main reasons why EBITDA in the business area has decreased with MNOK 8.5 to MNOK - 5.8 (MNOK 2.7).

It was in 2013 made significant changes in management, and developed a new product family, SMP, based on common components, which will reduce production expenses and lead to lower capital binding. In addition, the products are durable and of high quality. We strongly believe that this product line will be an important part of the efforts to improve the business area's profitability. The first product in the SMP family was launched in 2013 and in early 2014, the next product, SMP-mini, will be launched.

By the end of 2013 we completed an important delivery to Loomis and Nokas in Norway. The business area will in 2014 focus aggressively on regaining market share in Northern Europe

by strengthen the sales and marketing organization.

### Highlights

- PSI Group ASA acquired Etikett-Produsenten AS 26 June and Sydetikett AB 10 September. The companies are specialized commercial printing facilities aimed at small and medium circulations, with very short delivery times and high delivery precision. The acquisitions complement PSI Group ASA's existing commercial printing facilities that are focused on larger circulations. After the acquisition, PSI is one of the leading manufacturers of adhesive labels.
- PSI Group ASA completed 8th July the sales of their shares in five InStore IT companies (one subsidiary and four associated companies) to Visma Norge Holding AS. PSI Systems AS and Visma Retail simultaneously agreed to continue the long-term service cooperation in the regions in Norway through these companies.
- The Board proposed a dividend of NOK 0.25 per share. The proposal was approved at the Annual General Meeting on 26 April 2013, and it was paid NOK 10 942 in dividends in 2013. This was the second time PSI Group ASA paid cash dividends.
- SQS Security Qube System AB and their Croatian partner signed on 19 December 2012 an agreement on deliveries of SQS Security's solutions for ATM and CIT to Croatia's largest CIT and cash handling company. Deliveries were completed in the first quarter of 2013.
- SQS Security launched its new product family, SMP. The cases have been used in Croatia since 1 quarter of 2013, and has been robust and with the unique security SQS Security is known for.
- 15 January 2013 it was signed an agreement

with Reitan Convenience Norway AS for the delivery of CashGuard to the chains convenience stores in Norway; Narvesen, 7-Eleven and Shell/7-Eleven, which count for more than 550 stores in Norway.

■ PSI Group ASA conducted on 15 February 2013 its first share purchase program for employees in Norway. The employees were given the opportunity to subscribe for up to NOK 25 000 and get 20 per cent discount. The offer was appreciated by the employees and the company received acceptances of the offer for a total of 82,649 shares. The shares were transferred from the company's own holding.

■ The Norwegian Ministry of Trade and Industry granted 27th of June 2013 the application for permission to carry out a compulsory acquisition of shares owned by shareholders whose shares have a total value that did not exceed NOK 500. The acquisition was completed in the third quarter of 2013. In connection with the compulsory acquisition to a redemption price of NOK 6,00 per share 1,351 shareholders were exercised, and 71,141 shares transferred to PSI Group ASA.

■ New Managing Director for the business area SQS Security started 21 August. In connection with this, we have strengthened quality control, marketing and product management expertise in the business area.

### Post balance sheet events

- PSI Group ASA's market making agreement with Fondsfinans ASA terminated as of 8 February 2014. The purpose of the agreement was to increase the liquidity in the company's shares.
- PSI Systems AS, part of the business area PSI Retail signed 4 March 2014 a framework agree-

ement for the delivery, installation and service of Pricer's electronic shelf labels to a retail chain in Norway. The deliveries could start in the 2nd quarter.

■ SQS Security signed 6 March 2014 a framework agreement with a leading European CIT company to equip their fleet of vehicles with SQS Security's security cases and intelligent accessories. The first deliveries will start in April 2014.

**The Board would like to thank all employees for their excellent efforts in 2013.**

### Financial statements for 2013

The Group financial statements have been prepared in conformity with EU-approved IFRS and related interpretations, as well as in conformity with additional Norwegian requirements, applicable to financial statements dated 31 December 2013, concerning the provision of information pursuant to the Norwegian Accounting Act and Oslo Stock Exchange rules and regulations.

The Group financial statements show that PSI Group ASA achieved a 20.9 per cent increase in sales revenue to MNOK 716.5 (MNOK 592.4). Operating results before depreciation (EBITDA) show a profit of MNOK 54.2 (MNOK 40.2).

The Group's post-tax results show a profit of MNOK 51.2 for the year (MNOK -5.9). The tax rate in Norway was reduced from 28.0 per cent to 27.0 per cent from 1 January 2014. Deferred tax in the Norwegian companies is consequently reduced by NOK 27. The profit in 2013 includes a profit of MNOK 33.0 related to the sale of InStore IT companies.

The Group's total capital as at 31 December 2013 was MNOK 494.2, against MNOK 448.3 at the same time in 2012. The equity is MNOK 250.8. This gives an equity ratio of 50.7 per cent.

At year-end 2013, the group's net interest bearing debt, following deduction of cash and cash equivalents of MNOK 8.6, amounted to MNOK 44.3. The Group has a shared CashPool arrangement that generates benefits by streamlining the management of the Group's liquidity and cashflow.

The loan agreement with the main financial institution has a claim (covenant) in which the ratio of net interest bearing debt and moving 12-month earnings before depreciation (EBITDA) shall not exceed 3.5. This is measured quarterly. The company did meet this requirement in 2013 and 2012. The company do not expect to breach the covenant in the future.

The Group's cash and cash equivalents at year end 2013 amounted to MNOK 8.6, including restricted funds amounting to MNOK 0.1. Unused lines of credit amounted to MNOK 56.4.

The cashflow statement for 2013 shows positive cashflow from operational activities of MNOK 66.2 (MNOK 25.9). The increase is primary due to a stronger profit before depreciation (EBITDA) from the business area PSI Retail. The working capital has increased with MNOK 5.9 in 2013. The difference between cashflow from operating activities and operating result was mainly due to depreciation.

MNOK 4.6 has been recognized in the balance sheet as investments. This relates primarily to the acquisition of machines, IT investments and patents. In connection with the acquisition of Sydetikett AB and Etikett-Produsenten AS it is recognized an access on fixed assets of

MNOK 18.1, intangible assets MNOK 19.5 and goodwill MNOK 21.0. In connection with the sale of InStore IT Midt-Norge, it is recognized a disposal of fixed assets of MNOK 0.3.

### Risk

Historically, the company's home markets in Norway and Sweden have remained robust during economic downturns, since investments in the retail sector have traditionally been little affected by financial and macroeconomic trends. Internationally, the market is more cautious in terms of new investments, which affects CashGuard's distributors. The business area SQS Security has mainly end-customers in Europe within the financial and CIT sectors. The financial sector has in recent years been characterized by savings and closures of ATMs and branches, which has resulted in an increase in credit risk.

The Group's business is exposed to foreign exchange and interest-rate risks. No financial instruments are employed in order to reduce the level of this risk. Receivables and liabilities is also exposed financial risk. The group's interest bearing debt is subject to floating rates of interest. Prevailing market conditions may lead to increased challenges in relation to accounts receivables and as such may affect the company's credit risk.

In the light of the circumstances outlined above, the group's liquidity risk will also be affected. The Group manages liquidity risk by monitoring the expected future cash from operations and available cash and credit facilities are adequate to serve the operational and financial liabilities.

Based on a comprehensive evaluation of

customer satisfaction, market position, market needs and financial situation, the Board considers the basis for continued operations to be in place, and the financial statement is prepared based on these assumptions.

The Board considers the presented statement of comprehensive income along with the balance sheet and notes to portray a correct overview of the company's position and operational result in 2013. Beyond the aspects presented hereby and in the financial statements, the Board does not know of matters of importance to assess the company. The Board confirms that the basis for continued operations is at place.

### Corporate governance

The Group's corporate governance principles can be found at the back of the company's annual report, as well as on the company's website. These principles include information that must be provided pursuant to the provisions of Section 3.3b of the Norwegian Accounting Act.

The Group's strategy, capital structure, development and composition were the main focus of board meetings held during 2013.

The board has one sub-committee: the audit committee. The audit committee consists of three board members and had four meetings in 2013. The committee reviewed, among other matters, the quarterly and annual financial statements, together with the group's most important categories of risk. The committee also evaluated the group's internal control, including internal control of its financial reporting, together with the quality of its risk management systems and the work of the auditors.

### The Group's business

PSI's vision is to be the leading global supplier of closed and secure cash-handling solutions wherever cash moves in society, as well as the leading local supplier of technology to the retail sector in selected markets.

The company is listed on the Oslo Stock Exchange and is headquartered at Rælingen outside Oslo. The company's Swedish operations are managed from Skellefteå, Stockholm, Mölndal and Arlöv. PSI also conducts its business activities through subsidiaries or branches in the UK, France, Germany and Belgium.

The PSI Group is divided into three business areas: SQS Security, CashGuard and PSI Retail. Each of our business areas is a market leader in its respective field.

### PSI Retail

PSI Retail provides retail technology and associated consumables, service and support, as well as production and sales of labels for retail and industrial customers.

KNOK	2013	2012
Product Sales	399,6	318,3
Service	155,1	145,8
<b>Revenue</b>	<b>554,7</b>	<b>464,1</b>
EBITDA	67,4	44,9
EBITDA-margin	12,1 %	9,7 %
EBT <sup>1)</sup>	88,6	36,9

<sup>1)</sup> Included a profit of MNOK 33.0 related to the sale of InStore IT companies.

### Capital goods

PSI Retail's product strategy is to represent the leading producers of retail technology. Current-



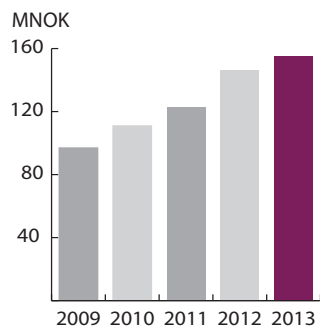
ly the business area offers the following range of solutions: electronic shelf labels (Pricer), scales and packaging machines (Digi), cash-handling solutions (CashGuard), vending machines (Vensafe) and reverse vending machines (Repant).

PSI Retail applies the following criteria when selecting its production partners: unique potential for market penetration, a significant requirement for POS integration and for expertise in this area, and finally significant requirements for servicing and consumables.

The strategy also aims to be the first choice for all manufacturers of international retail technology when they decide to establish a presence in our geographical market segments.

### Service/support

The business area has had a strong focus on building a unique and nationwide service network specializing in retail industry. This provides operational stability for the customer at competitive conditions. This area represents a significant and predictable revenue stream for PSI Retail which increases with the installed base. The graph below shows the trend in service revenues in MNOK in the last years.



### Consumables

PSI Retail' largest product area within consumables is adhesive labels. These are used in all types of industries and for our scales and packaging machine solutions. PSI Retail own four printing facilities for the production of adhesive labels. Other consumables comprise CashGuard cleaning kits, cartridges for label printers, packing materials for packaging equipment; and paper rolls for receipt printers.

### SQS Security

SQS Security comprises the operational activities of SQS Security Qube Systems AB and their subsidiaries. This business area develops, produce, sells and supports the market's most advanced cash security solutions for ATMs and CIT. The business area is also an important sub-supplier of corresponding dying technology to CashGuard products supplied to retailers with the highest security requirements.

The business area has its own offices in Sweden, Norway, the UK, Belgium and France. The business area is also focusing on building up its network of distributors in existing and new geographical markets. SQS Security has secured its position as one of the leading suppliers of intelligent equipment for CIT and ATM security.

MNOK	2013	2012
Product Sales	101,6	93,8
Service	32,3	24,1
<b>Revenue</b>	<b>133,9</b>	<b>117,9</b>
EBITDA	-5,8	2,7
EBITDA-margin	-4,4 %	2,3 %
EBT	-17,4	-10,1

### CashGuard

CashGuard comprises development, production and sale of new systems, as well as spare parts and software license to the secure and closed cash handling systems to all CashGuard's distributors which are dealing with the respective retail markets.

The international distribution channel strategy is fully adapted to future growth and focuses on markets in the Euro area, the UK, South Africa, and the domestic market in Norway and Sweden. In addition we now also explore markets on other continents.

The partner / dealer / distributor network is growing rapidly. The partner network consists not only of distributors in the retail segment, but also a number of vertical retailers that deliver to pharmacies, tobacco stores, petrol stations and bakeries are represented. During 2013, CashGuard conducted extensive Partner events and participated in a significant number of trade shows and in exhibitions both on our own and in collaboration with our partners.

Number of sold systems	2013	2012
Norway	565	574
Sweden	700	484
<b>Total domestic markets</b>	<b>1 265</b>	<b>1 058</b>
International	785	342
<b>Total</b>	<b>2 050</b>	<b>1 400</b>

The business area uses annually significant amounts on research and development to ensure that the business area develop their products so that they retain their position as the market leader, and maintains the solutions unique reliability. It's made significant product development

in recent years, including the launch of Presido, closed end-to-end solution, and the development of Monero, the next generation of CashGuard. Great emphasis is placed on developing software solutions that ensure cost-effective and efficient operation.

MNOK	2013	2012
Product Sales	114,5	85,8
Service	12,6	4,3
<b>Revenue</b>	<b>127,1</b>	<b>90,0</b>
EBITDA	3,5	2,3
EBITDA-margin	2,7 %	2,5 %
EBT	-3,4	-6,1

### Employees

The Group had 314 employees as at 31 December 2013. The CEO's salary for 2013 totaled NOK 1,822,666. In addition the CEO received a bonus of NOK 129 000 based on the results in 2012.

There are no share option schemes for employees in the company, but a share program is introduced for the group executive and the companies Norwegian employees. The Board want the members of the executive group to have shares in the company. It was therefore introduced a share program in 2013 for the group executive where members have the opportunity to buy shares for NOK 500 000 per year before discount with 20 % discount. In addition, the first employee share program was conducted, in which all employees in the Norwegian companies were allowed to buy shares for NOK 25 000 with 20 % discount.

The Board's policy regarding the CEO's remuneration involves mainly a fixed salary plus

a bonus in the range of up to 40 per cent of base salary. The criteria for payment of bonus will vary from year to year and may include elements of financial performance, balance development and organizational development. In 2014 it is paid NOK 733 000 in bonus to the CEO based on the results in 2013.

### Research & development

The group devotes substantial resources each year to research and development (R&D).

With regard to CashGuard, our focus on R&D has enabled the business area to be in a leading position in supplying closed and secure cash handling solutions to the retail sector. Development during 2013 has focused particularly on the new closed cash handling solution, Monero, and new software with additional functionality to the current generation of CashGuard. No development costs were activated in this segment during 2013.

With regard to SQS Security, we focus continually on the enhancement of existing systems for closed and secure cash handling during transport, as well as on improving ATM security. Development during 2013 has focused on the new SMP family, as well as further development of the SLS, which is a logistics and service which is currently used by several major ATM operators. No development costs were activated in this segment during 2013, beyond the purchase of two patents from Kjell Lindskog, the company's founder.

With regard to PSI Retail, this focus on R&D has enabled the business area to be in the leading position in the traceability and nutritional-content solutions (SmartScale) used in conjunction with scale and packaging machines for

food retailers' fresh-produce counters. Some of these projects has been partially financed under the SkatteFUNN scheme. All development costs during 2013 were activated under this segment.

### Ethics and Social Responsibility

Wide confidence and credibility is essential if we are to achieve our business objectives. We will achieve this by creating and maintaining a culture based on high ethical standards and responsible behavior in society.

Both managers and employees have a special responsibility to ensure that established laws and regulations are complied with and that the company acts in accordance with the general expectations of society. Everyone has a responsibility to set high ethical standards in their work both internally and with customers, thereby creating and maintaining the best possible confidence in our company.

Even the mildest degree of dishonesty invites to reduced judgment. A good reputation for responsible, honest and fair business practices is in itself invaluable to the company's success. It is important that our employees not only understand how important it is that we reach our goals, but also that it is of utmost importance that the results obtained in a responsible manner. All employees are encouraged to inform the management of its activities, record all transactions fully and correctly, and to be honest, and accommodating to the company's internal and external auditors. The company expects all employees to make management aware of possible violation of government laws and regulations and internal policies.

### Environmental considerations

Group entities comply with statutory procedures designed to prevent the pollution of the external environment. Some subsidiaries sell or store products classified as environmentally hazardous in the event of failure to comply with regulatory requirements for waste management. The disposal and manufacture of these products involves the use of solvent-based paints, solvents or lithium-ion batteries. The group has focused on this issue and the subsidiaries concerned have entered into contracts with authorized recovery and recycling organizations. None of the group's subsidiaries handles substances containing PCBs. Antonson Etikett AB and EtikettProducenten AS delivers surplus paint to an authorized facility. SQS Security Qube System AB has an agreement with an approved provider, Ragn-Sells AB, for disposal of solvent from the color involved in the company's products. There have been no discharge of environmentally harmful inks or solvents in 2013, and one has a clear goal that this will not occur in 2014.

Customers can return the products at the end of life to ensure that they are managed in an environmentally sound manner. This is a service many of our customers took advantage of and we will continue to give this service.

### Employee rights and social issues

The Group aims to provide a workplace with good working environment. The Group is implementing measures to promote the employees' professional development, prevent illness and improve the overall work environment. All employees in subsidiaries have standardized employment contracts.

The overall rate of sickness absence was 3.5

per cent, compared to 2.8 per cent for the previous year. This rate is considered normal for our type of business. No employees have been injured or involved in accidents at work during the year.

It was conducted employee surveys in 2011, 2012 and 2013 to identify employment and well-being of the individual companies within the group. Group Management and subsidiaries is actively working with the survey results, and implement measures aimed at departmental and company level to improve the areas that stand out. Overall it was an improvement in 8 of 10 areas in 2013 compared to the survey last year. The aim of this study is to increase the well-being and motivation and reduce sick leave. We expect this will contribute to increased efficiency and customer satisfaction. The company is working active to organize workplaces to prevent injuries and repetitive strain injuries.

### Human Rights

The Group aims to provide an inclusive workplace where there is full equality between women and men, based on qualifications, without regard to age, religion and origin. 40 per cent of the group's board of directors is female. As at year end 2013, 66 of the group's 314 employees were women. There are no women in the group's executive management. Three women are employed in a management position in the group's business areas. There are more female part-time employees than male part-time employees. This is a contributory factor to the statistic that the average wage for a female employee KNOK 349 is lower than that for a male employee where the average wage is KNOK 442.

The Group has not implemented special

measures to promote the inclusion of groups that are under-represented in the labour market. Qualifications will be the decisive factor in the recruitment of future employees, regardless of disability, nationality or religion.

Our work otherwise does not affect the fundamental human rights directly.

#### **Supplier and product responsibility**

We are aware that both human and labor rights may be affected in our supply chain. Therefore, the Group aims to select companies that are global leaders in their product range. This ensures that the supplier has documentation and procedures to ensure that products are produced ethically and responsibly. We have 2014's ambition is to introduce responsible supplier management.

#### **Corruption and whistle blowing**

PSI has a zero tolerance for corruption. This includes all employees of the Group and company and persons acting on behalf of the Group. The Group's zero tolerance means among others that it must not be offered or received gifts (beyond a symbolic value), offsets, etc. on behalf of either the Company or the employee as an individual. During 2014, we will draw up a Code of Conduct which describes what is accepted.

The CFO's in the subsidiaries will in 2014 participate in a seminar on corporate policies and dilemma training.

In order to detect improprieties PSI Group

ASA has extensive notification procedures. All employees are encouraged to report misconduct in PSI Group ASA, or any of its subsidiaries to their superior in a responsible manner. Warnings will not and can not be used against them under any circumstances. If employees still find it hard to take this up in the organization, they may contact the Audit Committee of PSI Group directly.

The guidelines are available in the subsidiaries' personnel handbooks, intranet or bulletin boards. 80 % of the employees has in the performance appraisal for 2013 confirmed that they recognize their duty to report illegal acts. It will be sent a reminder to all local financial managers and CEOs to go through these with their employees in 2014. The company has set a target that close to 100 % of the employees must be familiar with the company notification procedures.

#### **Shareholder relations**

As at 31 December 2013, the company had share capital of NOK 27,513,144.80 divided into 44,376,040 shares each with a par value of NOK 0.62. The company's holding of treasury shares was at year-end 2013 660,253 shares at an average cost price of NOK 5.91.

There were 1,711 shareholders in the company as at year-end 2013. The 20 largest shareholders accounted for 73.1 per cent of the total share capital. At year-end 2013, 715 sharehol-

ders (512 registered in Norway via VPS and 203 registered in Sweden via Euroclear) owned 1,000 or more shares.

The company's Articles of Association do not restrict the right to transfer shares in the company. To the best of the company's knowledge, no agreement exists between shareholders restricting either transfers of shares or the exercise of voting rights in respect of shares in the company. The loan agreement with the company's main bank contains a clause providing that company's loans may be called in prematurely in the event of material changes in ownership.

#### **Outlook**

The group's strategic priorities have been a topic for discussion by the board throughout 2013. The board prioritizes organic growth by strengthening international sales and dealership structures for SQS Security and CashGuard. The Board is continuing to assess possibilities other than organic growth. These may involve the acquisition of a technology company to complement CashGuard, expanding PSI Retail' geographical market, participating in a consolidation within the SQS Security market, or the sale of one or more divisions in order to promote shareholder value.

#### **Parent company – PSI Group ASA**

The primary function of the parent company is to maximize shareholder value. This shall

be achieved by increasing the share price and by implementing a predictable dividend policy. Shares in the parent company are listed on the Oslo Stock Exchange.

The parent company PSI Group ASA has four employees: the CEO, the group finance director, the VP business developer and the group controller.

The parent company PSI Group ASA posted a profit for the year of MNOK 68.7, compared to MNOK 15.9 in 2012. The net financial result was MNOK 84.8 for 2013 (MNOK 22.9). This is mainly attributable to received group contribution of MNOK 37.3 (MNOK 17.9) and profit related to the sales of InStore IT-companies of MNOK 41.4.

#### **Proposed allocation of profit for the year**

The board will make the following proposals to the annual general meeting regarding the allocation of the profit for the year for the parent company PSI Group ASA in respect of 2013:

##### **Profit for the year:**

NOK 68 664 960

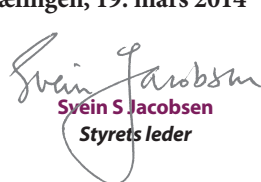
##### **Transfer to other reserves:**

NOK 55 550 224

##### **Proposed dividend:**

NOK 13 114 736, equivalent to NOK 0.30 per share.

Rælingen, 19. mars 2014

  
Svein S. Jacobsen  
Styrets leder

  
Erik Pinnås  
Styremedlem

  
Selma Kveim  
Styremedlem

  
Klaus de Vibe  
Styremedlem

  
Camilla AC Tøpfers  
Styremedlem

  
Jørgen Waaler  
Konsernsjef



## BOARD OF DIRECTORS IN PSI GROUP ASA



**Svein S. Jacobsen**  
**Chairman**

Svein S. Jacobsen was Group CEO of Tomra ASA for nearly ten years - during a period where the company expanded substantially - and currently he serves as Board Member of a several companies, including Vensafe ASA and Nordea AB. Mr. Jacobsen has a CPA and MBA from Norwegian School of Business. He has been a member of the board in PSI Group ASA since January 9, 2009.



**Erik Pinnås**  
**Director**

Erik Pinnås established Pinnås System Industri AS and Pinnås System International AS in 1993, the origin of the PSI Group ASA. He was CEO of PSI Group to 1 March 2006. Pinnås is also Chairman in Hitech Energy AS. He has been a member of the board in PSI Group ASA since December 21, 2005.



**Selma Kveim**  
**Director**

Selma Kveim has 21 years of experience from leading sales and marketing positions in the computer industry, of which 14 years in international jobs. She has worked for HP and Fujitsu Siemens Computers. Selma Kveim has education from Norwegian School of Management. She has been a member of the board in PSI Group ASA since May 7, 2010.



**Klaus De Vibe**  
**Director**

Klaus De Vibe has been working with investments in several companies. Since 2009 he has been Investment Director in Strømstangen AS. De Vibe has a MSc (Siviløkonom) with specialisation in Finance and Financial Economics from Norwegian School of Economics (NHH). He has been a member of the board in PSI Group ASA since October 28, 2011.



**Camilla AC Tepfers**  
**Director**

Camilla AC Tepfers has 18 years experience including from DnB NOR and NTNU. The last 13 years of her career she has worked with innovation. She is founder and partner of the analysis and advisory firm inFuture. She has written several textbooks, and she has a MSc (siv.ing) in computer engineering from NTNU. Tepfers has been a member of the board of PSI Group ASA since 26 April, 2013.



**Jørgen Waaler**  
**CEO**

Jørgen Waaler has been CEO of PSI Group since 2006 and prior to that he was PSI Group's vice CEO for four years. Waaler has worked within IT his whole career, as CEO in Norsk Computer Industri AS, sales manager in Norsk Data AS, managing director in European Trading Corporation AS and CEO in iGroup ASA. He has studied economics and has an MBA from University of Wyoming from 1983.

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# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

01.01-31.12 (KNOK)	note	2013	2012
Sales revenue	3	716 506	592 448
Share of profit associated companies	6	2 367	3 471
Cost of goods sold	12	378 473	298 422
Payroll	9	196 806	174 195
Depreciation	10, 11	25 872	22 749
Other operating expenses	5, 16, 22	89 438	83 131
<b>Total operating expenses</b>		<b>690 590</b>	<b>578 498</b>
<b>Operating profit</b>		<b>28 283</b>	<b>17 421</b>
Interest income	8	199	328
Other financial income	8	38 222	94
<b>Total financial income</b>		<b>38 422</b>	<b>421</b>
Interest expenses	8	4 513	5 094
Other financial expenses	6, 8	5 809	4 063
<b>Total financial expenses</b>		<b>10 322</b>	<b>9 157</b>
<b>Net financial items</b>		<b>28 100</b>	<b>-8 736</b>
<b>Profit before tax</b>		<b>56 383</b>	<b>8 685</b>
Income tax expense	26	5 214	14 558
<b>Profit for the year after tax</b>		<b>51 169</b>	<b>-5 872</b>

## Other income and expenses

Items that may be reclassified through profit or loss in later periods

Currency translation differences	22 628	-2 992
<b>Total comprehensive income</b>	<b>73 797</b>	<b>-8 865</b>

## Of which

Controlling interest	73 565	-9 199
Non-controlling interest	232	334
	<b>73 797</b>	<b>-8 865</b>

## Profit for the year after tax

Controlling interest	50 937	-6 206
Non-controlling interest	232	334
	<b>51 169</b>	<b>-5 872</b>

## Earnings per share

	note		
Earnings per share	23	1,16	-0,14
Fully diluted earnings per share	23	1,16	-0,14



# CONSOLIDATED BALANCE SHEET

KNOK	Note	31.12.2013	31.12.2012
<b>ASSETS</b>			
Intangible assets	11	113 747	97 564
Goodwill	11	110 779	80 584
Equipment	10	31 503	20 170
Land and buildings	10	4 942	5 211
Associated companies	6	-	12 585
Other long-term investments	7	481	4
Deferred tax assets	26	18 084	29 794
<b>Total fixed assets</b>		<b>279 535</b>	<b>245 913</b>
Short term financial investments	7	26	22
Inventories	12	85 787	83 419
Accounts receivables	13	98 156	94 325
Prepaid expenses	13	13 899	10 078
Other current receivables	13	8 285	10 906
Bank deposits etc.	14	8 554	3 670
<b>Total current assets</b>		<b>214 706</b>	<b>202 421</b>
<b>TOTAL ASSETS</b>		<b>494 241</b>	<b>448 335</b>

KNOK	Note	31.12.2013	31.12.2012
<b>EQUITY AND LIABILITIES</b>			
Share capital	24	27 513	27 513
Treasury shares	24	-409	-416
Other equity	24	223 694	160 694
Mintority interest		-	568
<b>Total equity</b>		<b>250 798</b>	<b>188 359</b>
Long term interest bearing liabilities	15	43 603	42 943
Long term provisions	22	9 764	5 909
<b>Total long term liabilities</b>		<b>53 367</b>	<b>48 852</b>
Current interest bearing liabilities	15	9 271	52 206
Accounts payable		71 163	70 826
Tax payable	26	207	643
Public duties payable		15 225	16 701
Other short term liabilities	22,27	94 210	70 746
<b>Total short term liabilities</b>		<b>190 076</b>	<b>211 124</b>
<b>Total liabilities</b>		<b>243 443</b>	<b>259 975</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>494 241</b>	<b>448 335</b>

Rælingen, 19.03.2014

  
Svein S Jacobsen  
Chairman

  
Erik Pinnås  
Director

  
Selma Kveim  
Director

  
Klaus de Vibe  
Director

  
Camilla AC Tøpfers  
Director

  
Jørgen Waaler  
CEO

## CONSOLIDATED CASH FLOW STATEMENT

01.01-31.12 (KNOK)	Note	2013	2012
Ordinary profit before tax		56 383	8 685
Net interest		4 314	4 767
Tax paid		667	650
Share of profit, associated companies	6	-2 367	-3 471
Ordinary depreciation	10, 11	25 872	22 749
Profit on sale of fixed assets	10	-169	-73
Unrealised loss on financial instruments	8	-	1 161
Realised profit on financial instruments	8	-32 969	-10
Change in inventories		4 712	-18 100
Change in accounts receivables		9 422	-13 762
Change in accounts payable		-6 480	32 655
Change in other accrued items		6 774	-9 384
<b>Net cash flow from operational activities</b>		<b>66 159</b>	<b>25 867</b>
Net payments for fixed assets	10	-4 550	-6 282
Net payments for long term shares	7	-476	-
Net effect acquisition Etikett-Produsenten AS		-2 578	-
Net effect acquisition Sydetikett AB		-24 732	-
Payment from sale of fixed assets	10	325	268
Net effect sale InStore IT companies	6	46 398	-
Interest income	8	199	328
Dividend received from associated companies	6	2 300	1 340
<b>Net cash flow from investment activities</b>		<b>16 887</b>	<b>-4 346</b>

01.01-31.12 (KNOK)	Note	2013	2012
Buying of treasury shares / compulsory acquisition	24	-680	-2 012
Sale of treasury shares	27	389	-
Change in long-term debt		-13 435	-12 498
Change in overdraft		-49 114	8 737
Interest expenses	8	-4 513	-5 094
Dividend paid		-10 943	-11 018
Dividend paid to minorities		-120	-120
<b>Net cash flow from financing activities</b>		<b>-78 416</b>	<b>-22 005</b>
Net change in liquid assets		4 630	-485
Cash and cash equivalents at the start of the period		3 670	4 219
Effect of foreign exchange rate fluctuations on foreign currency deposits		254	-64
<b>Cash and cash equivalents at the end of the period</b>	14	<b>8 554</b>	<b>3 670</b>

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

KNOK	Majority interest					Minority interest	Total equity
	Share capital	Treasury shares	Other paid-in equity	Translation variances	Other equity	Total	
<b>Equity at 31.12.2011</b>	<b>27 513</b>	<b>-185</b>	<b>351 262</b>	<b>9 472</b>	<b>-177 827</b>	<b>210 236</b>	<b>210 375</b>
Profit for the year after tax					-6 206	-6 206	-5 872
Other comprehensive income and expenses				-2 992		-2 992	-2 992
Purchase of treasury shares		-232			-1 271	-1 503	-1 503
Transaction costs on purchase of treasury shares					-509	-509	-509
Dividend 2011					-11 020	-11 020	-11 020
Dividend paid to minorities						-	-120
<b>Equity at 31.12.2012</b>	<b>27 513</b>	<b>-416</b>	<b>351 262</b>	<b>6 480</b>	<b>-196 834</b>	<b>188 006</b>	<b>188 359</b>
Profit for the year after tax and divestment minority					51 404	51 404	51 169
Other comprehensive income and expenses				22 628		22 628	22 628
Sale of own shares		51			338	389	389
Purchase of own shares / Compulsory acquisition		-44			-636	-680	-680
Dividend 2012					-10 947	-10 947	-10 947
Dividend paid to minorities						-	-120
<b>Equity at 31.12.2013</b>	<b>27 513</b>	<b>-409</b>	<b>351 262</b>	<b>29 108</b>	<b>-156 675</b>	<b>250 800</b>	<b>250 798</b>

Other paid in equity are funds which can be allocated by the General Assembly.



## Note 1: GENERAL INFORMATION

### General information

PSI Group ASA is based in Norway with its registered office at Slynga 10 in the municipality of Rælingen. The company is listed on the Oslo Stock Exchange with the ticker PSI. The consolidated financial statements include the parent company and subsidiaries (referred to collectively as "the group" or individually as "group companies" or "subsidiaries") as well as the group's shares in associated companies and jointly controlled entities. The group's main business is the supply of progressive and advanced technology solutions for the retail sector, efficient solutions and securing of cash for the retail sector, and secure transportation and ATM solutions for the handling of cash. The company is divided into three areas of business: PSI Retail, CashGuard and SQS Security. The proposed annual financial statements were adopted by the board and CEO on the date shown on the signed balance sheet. The annual financial statements will be reviewed by the ordinary general meeting for final approval.

## Note 2: ACCOUNTING PRINCIPLES

The consolidated financial statements have been prepared in accordance with the EU approved International Financial Reporting Standards (IFRS) and associated interpretations and with additional Norwegian disclosure requirements pursuant to the Accounting Act, Stock Exchange Regulations and stock exchange rules applicable to financial statements completed by 31.12.2013. The consolidated financial statements have been produced based on historical costs with the exception of certain financial instruments, which have been given at their fair value.

The group has incorporated all standards and statements required to financial statements prepared as at 31.12.2013. The introduction of changes and new standards has not resulted in

significant adjustments, as PSI Group not has engaged in transactions or events during 2013 that are affected by the changes.

The consolidated financial statements are presented in thousand Norwegian kroner unless otherwise stated.

### Estimates and judgements

The preparation of financial statements in compliance with IFRS involves judgements, estimates and assumptions that affect the accounting principles applied and the reported amounts for assets, liabilities, revenues and expenses. Actual amounts may deviate from estimated amounts.

Estimates and underlying assumptions are reviewed and evaluated continually. Changes in accounting estimates are factored in in the period the estimates are changed and in any future periods that are affected. Areas particularly affected by judgements and estimates include the recognition of intangible assets, deferred tax assets and goodwill. The judgements made are detailed in Note 25.

### Consolidation principles

The consolidated financial statements include those companies where the parent company and subsidiary directly or indirectly have a controlling influence. The consolidated financial statements give details of the companies financial position, the results of that year's activities and cash flow given as a collective financial unit. Uniform accounting principles have been applied to all companies forming part of the group. Newly acquired companies are included from the date a controlling influence was achieved. Companies are consolidated up until the date when the controlling influence ceases to exist. Any minority interests share of the profit and equity is shown as a separate item in the income statement but is included in the equity.

Any significant transactions or balances between companies within the group have been eliminated. Stakes in subsidiaries have been eliminated in the consolidated financial statements

using the acquisition method. The difference between the historical acquisition price of the assets and the book value of net assets at the time of acquisition is analysed and allocated to individual balance sheet items in accordance with their fair value. Any additional excess value caused by expected future earnings is recognised as goodwill. The compensation of an acquisition is measured at fair value at the time of acquisition. Any conditional compensation is classified as a liability in accordance with IAS 39 and is accounted for at fair value in subsequent periods with changes in value being booked over the result. For acquisitions carried out prior to 1.1.2010, conditional compensation was included, if it was likely that the amount would be paid out. In addition, changes in accrued compensation was treated as a change in acquisition cost and adjusted against goodwill. For acquisitions made after 1.1.2010, transaction costs are not part of acquisition price and such costs are expensed. For acquisitions made prior to 1.1.2010, transaction costs were included in the acquisition price. The adjustment is due to changes in IFRS 3 from 1.1.2010. Profit / loss on sale of subsidiaries are recognized as financial income / expense.

Associated companies are evaluated using the equity method within the group. Associated companies are entities over which the group has considerable influence but no overall control (normally in the case of stakes between 20% and 50%) over their financial and operational management. In the case of a transfer from shares available for sale to associated companies, former assets are valued at fair value, and unrealised increase in value which earlier have been recognised directly as income and costs in the statement of comprehensive income, will be reversed. In the case of reversal, no adjustments are made for previous shares of profit or loss, while goodwill is the total amount of goodwill related to each acquisition. Share of profit after tax in associated companies are recognized on a separate line in the P&L below the sales revenue. Profit / loss on sale of associated companies is recognized as financial income / expense.

Any other investments are considered to be investments available for sale and are recognised in accordance with IAS 39 at their fair value and with any change in value through equity.

### Translation of foreign currency

#### a) Functional currency and reporting currency

The accounts of individual entities within the group are measured in the currency predominantly used in the economic area in which the entity operates (functional currency). The functional currencies mainly consist of NOK and SEK. The consolidated financial statements have been prepared in NOK, which is both the functional currency and the reporting currency of the parent company.

#### b) Transactions and balance sheet items

Transactions in foreign currency are translated into the foreign currency using the transaction exchange rate. Foreign exchange gains and losses that occur when paying for such transactions and when translating monetary items (assets and liabilities) in foreign currency at the end of the year at the exchange rate on the balance sheet date are recognised in the income statement. Monetary items in foreign currency are translated into NOK using the exchange rate on the balance sheet date. Non-monetary items measured at their historic exchange rate in foreign currency are translated into NOK using the exchange rate on the transaction date. Non-monetary items measured at their fair value in foreign currency are translated using the exchange rate determined on the valuation date.

#### c) Group companies

The income statements and balance sheets for group companies whose functional currencies differ from the reporting currency are translated as follows:

- i. The balance is converted to the closing rate on the balance sheet date.
- ii. The income statement is converted to the average monthly exchange rate.
- iii. Currency translation differences are recognised in comprehensive income.



iv. Loans from an entity within the group to overseas entities where repayment has not been planned or is not likely in the foreseeable future, are considered as part of the net investment in overseas activities, while foreign exchange gains or losses linked to such loans are recognised as translation differences in the statement of comprehensive income.

### Fixed assets

Fixed assets are recognised at their acquisition cost less any accumulated write-downs and depreciation. The acquisition cost includes costs directly linked to the acquisition of the asset. Subsequent costs are added to the value of the asset as recognised on the balance sheet or are recorded on the balance sheet separately if it is likely that any future financial benefits in relation to the asset will fall to the group, provided these costs can be reliably measured. Any other repair and maintenance costs are recognized over the income statement in the period the costs are incurred.

The assets are subject to straight line depreciation in order that the acquisition cost of the assets is depreciated at the residual value after the expected useful life of the assets, which is:

Fixtures and equipment 3–5 years

Machinery 10 years

Plant and property (Production and warehouse facilities) 20 years

Land values are not depreciated

The useful life of the assets and their residual value are revalued on each balance sheet date and adjusted if necessary. When the balance sheet value of a fixed asset is higher than the estimated recoverable amount the value is reduced to the recoverable amount. Any profit and loss on disposal of the asset is recorded as the difference between sale price and balance sheet value. Any fixed assets hired on terms that predominantly sees the transfer of financial rights and commitments to PSI Group (financial leasing) are activated as fixed assets at the current value of the minimum hire amount, alternatively at their fair value if this is lower. The commitment is recognised as a long-term liability.

In the case of any other hire agreements the hire amount is carried as an operating cost and distributed systematically throughout the hire period (operational leasing).

### Financial leasing

Assets that have been financed by financial leasing are depreciated over the duration of the shortest period of the leasing contract or the asset's useful life.

### Intangible assets

Intangible assets are assessed at their cost price, less any accumulated write-downs and depreciation, and are revised periodically for depreciation in the case of a fall in value. Any losses in relation to fall in value are recognised as operating costs.

### Goodwill and other intangible assets on acquisitions

Any differences between the acquisition compensation and the fair value of net identifiable acquired assets are classified as goodwill. In the case of gradual acquisitions made in stages, former assets are valued at fair value at the time of acquisition. Any alterations related to booked value on former assets are recognized in the statement of comprehensive income. For acquisitions made before 1.1.2010, former assets were not adjusted and booked according to fair value in relation to acquisition of new assets. In the event of such acquisitions, the booked goodwill consists of the total goodwill related to each acquisition.

On the balance sheet date the group evaluates the book value of the goodwill. Expensing of loss due to fall in value is recognised if the recoverable amount related to the entity in question falls below book value of the corresponding goodwill.

Negative goodwill related to acquisitions is realized immediately as income on the date of acquisition.

Goodwill is not depreciated.

Identifiable intangible assets from acquisitions are booked at fair value at the time of acquisition. This includes items such as technology, brand and customer relationships. Brand value / trademarks are not depreciated, but they are tested an-

nually for impairment along with goodwill. The other items are depreciated throughout their estimated life cycle as with development cost.

### Development costs

Product development costs that can be reliably measured and if the products are likely to be finalized, utilized and provide future financial benefits, are capitalised as intangible assets and depreciated. Research into new products and maintenance of existing products are expensed as costs. In consideration of future economic benefits there are strict requirements for substantiation of the commercial possibilities of the product. Capitalised expenses include in-house payroll costs and outsourced services. Any government grants received are recognised as a cost reduction, and any government production grants recurring on capitalised products mean the capitalised costs become lower.

Capitalised development is depreciated over the period during which the products are expected to generate earnings. Activated development, expected earnings and any residual value are reassessed on each balance sheet date and adjusted if necessary.

### Decrease in value of non-financial assets

Fixed assets and tangible assets that are depreciated are assessed for a decrease in value when there are indications that future earnings cannot justify their balance sheet value. Write-down is stated as the difference between the balance sheet value and recoverable amount. The recoverable amount is the highest of fair value less sale costs and value in use. When assessing a decrease in value the fixed assets are grouped at the lowest level on which it is possible to extract independent incoming cash flows (cash-generating units). At each date of reporting, an assessment is made of the possibility of reversing previous depreciation of any non-financial assets. As a part of impairment testing of goodwill, the goodwill is allocated to cash-generating units or groups of cash-generating units.



The group tests goodwill for impairment at least annually as well as other non-depreciable intangible assets.

### **Inventories**

Inventories are assessed at its acquisition cost or net realisable value, whichever is lower. The acquisition cost of inventories is based on the "first in, first out method" (FIFO) and includes costs in relation to the acquisition, the cost of production or reworking, as well as any other cost of bringing the inventories to its present location and condition.

The net realisable value is the estimated sale price under ordinary condition less the estimated cost of preparation and completion at the transfer date.

Provisions for obsolescence are, where possible, made on an individual basis. If it is not possible to carry out an individual assessment, provisions for obsolescence are made based on the current speed of inventory turnover.

### **Accounts receivables**

Accounts receivable is measured in line with classification and measurement rules of IAS 39 for loans and receivables at amortised cost. Provisions are made for expected losses. Changes in provision are booked as other operating expenses.

Provisions for losses are based on an individual assessment of the specific receivables. In addition, unspecified provisions are made for other accounts receivable in order to cover potential losses. Provisions for bad debt are based on a percentage calculated provision in relation to the length of time that the claim remains unpaid. The percentage is progressive and increases in line with the age of the claim. Only overdue claims are included in the provision.

Receivables are recorded as losses only after attempted debt collection or if the company is liquidated.

### **Cash and cash equivalents**

Cash and cash equivalents comprise both cash and bank deposits.

### **Pension commitments, bonus schemes and other staff compensation schemes**

#### **a) Pension commitments**

Norwegian employees of the group have a contribution-based pension scheme, while Swedish staff have a pension scheme that is accounted for as a contribution-based scheme by which the pension premium is continually recognised as pension costs.

#### **b) Bonus schemes**

The group recognises a commitment and a cost for bonus schemes. The group recognises a provision where there are contractual obligations or a precedent that generates a self-imposed obligation.

#### **c) Share program**

The Group has a share program for the executive management where members have the opportunity to buy shares for up to NOK 500 000 per year with 20 per cent discount. In addition, all employees in the Norwegian companies were allowed to buy shares for up to NOK 25 000 with 20 per cent discount.

### **Income**

Income from the sale of goods and services is stated at its fair value, net after deductions for value added tax, returns, reductions and discounts. Intercompany sales are excluded. Revenue from the sale of goods is recorded when an entity within the group has delivered the goods to the customer, the customer has accepted the product and the customer's ability to settle the account has been satisfactorily confirmed. Services are recorded as income based on the number of hours supplied. Long-term service agreements are recognised over the period that the agreement is in force.

### **Tax**

Tax expenses are linked to the recorded profit and comprise tax payable and changes in deferred tax.

Deferred tax is calculated on temporary differences between the taxable value and consolidated accounting value of assets

and debts, with the exception of goodwill, which is not tax deductible. Deferred tax is calculated by applying rates of tax and tax legislation that are in force, or all but in force, on the balance sheet date and that are expected to be applied when the deferred tax asset is realised or when the deferred tax is settled. Positive and negative differences are assessed against each other within the same time interval. Deferred tax assets are recognised on the balance sheet to the extent that it is likely that future taxable earnings will be present and the temporary differences can be deducted from these earnings.

### **Equity and cost of equity**

#### **Debts and equity:**

Financial instruments are classified as debt or equity in accordance with the underlying financial realities.

Interest, dividends, profits and losses relating to a financial instrument classed as debts are reported as costs or income. Dividend to holders of financial instruments classed as equity will be recognised directly against the equity.

#### **Treasury shares**

In the case of a buyback of treasury shares the purchase price including 100 % of directly attributable costs is reported as changes in equity. Own shares are reported as a reduction in equity. Profit or loss on transactions in treasury shares are not recorded in the income statement. Forward contracts related to the purchase of treasury shares are booked as treasury shares.

#### **Cost of equity transactions**

Transaction costs directly linked to an equity transaction are recognised directly through equity after the deduction of tax.

#### **Other equity**

Translation differences occur in connection with currency differences when consolidating foreign entities. Currency differences on monetary items (debts or receivables) which in reality are part of a company's net investment in an overseas entity are also included as translation differences. When disposing of a foreign entity the accumulated translation difference linked

to the entity is reversed and recorded in the same period that the profit or loss incurred from the disposal is recorded.

### Provisions

A provision is recognised when the group has an obligation (legal or self-imposed) resulting from a previous event if it is likely (more likely than not) that there will be a financial settlement as a result of this obligation, and if the size of the amount can be reliably measured. If the effect is significant the provision is calculated by discounting expected future cash flows with a discount rate before tax that reflects the market's pricing of the time value of money and, if relevant, any risks specifically linked to the obligation. Provisions for warranties are recognised when the underlying products and services are sold. The provisions are based on historic information about warranties and on a weighting of the possible outcomes compared with the likelihood that they will occur.

### Financial instruments

In accordance with IAS 39, Financial Instruments: Recognition and Measurements, financial instruments are grouped within the scope of IAS 39 into the following categories: financial assets at fair value through profit or loss (held for sale), held-to-maturity investments, loans and receivables, available-for-sale financial assets and other commitments. In 2012 and 2013 the Group has financial instruments within the categories loans and receivables, financial liabilities as well as shares available for sale. Loans and receivables and financial liabilities are recognised at their amortised cost, while available for sale instruments are recognised at their fair value as observed in the market place without reduction for sale costs.

Unrealised profit incurred as a result of changes in the actual value of financial investments classed as available for sale are

recognised directly against comprehensive income until the investment is disposed. Upon disposal any accumulated profit or loss on the financial instrument previously recognised against comprehensive income is reversed, and any profit or loss is recognised.

Forward contracts and other financial derivatives that are not hedging are included at their fair value and with any change in value recognized through profit and loss. Financial assets classified as available for sale are written down when there are objective indications that the asset has fallen in value. Such indications are normally considered to be present when the impairment is above 20 % or if it has lasted for more than six months. The accumulated loss recognised directly into comprehensive income (the difference between acquisition cost and current fair value less impairment previously recognised into the accounts and any amortisation) is recognised into the income statement. The impairment of an investment in an equity instrument is not reversed through the income statement.

Investments in associated companies are impairment tested based on the principles given in IAS 39. If there are objective indications of a fall in value an impairment test shall be carried out in accordance with IAS 36. Any recoverable amount shall be based on sale value or value in use, whichever is higher. The value shall be written down if the carrying amount exceeds the recoverable amount.

### Borrowing costs

Borrowing costs are recorded when the borrowing costs occurs. Borrowing costs are capitalized when directly related to the purchase or manufacture of a fixed asset.

### Segment reporting

For management purposes the group is divided into three se-

parate units according to their product/service definition. The units form the basis for segment reporting.

### Government grants

Government grants are recognised if there are reasonable grounds to believe that the company will meet the criteria of the grant and the grant will be awarded. The recognition of operating grants shall be recognised systematically during the grant period.

### Fixed assets held for sale and discontinued operations

Fixed assets and groups of fixed assets and debts are classified as held for sale if their carrying amount primarily can be recovered through a sales transaction rather than continued use.

### All IFRSs and IFRIC that became effective before 31.12.2013 are adopted.

The changes in IAS 19 and IFRS 13 has not had a material effect on the financial statements in 2013 and is not expected to impact significantly in future periods.

New and changed standards and interpretations effective in 2014:

IFRS 10-12 are not expected to have material effect on the financial statements.

## Note 3: SEGMENT INFORMATION

The segment information is based on reported revenues, EBITDA, EBT and assets for the legal entities included in the segment, with eliminations of internal items within the segment. Intra-group items are included in the column Eliminations. Internal sales are based on market prices.

Management fee invoiced from PSI Group ASA to subsidiaries are not included in the numbers below.

### a) Business segment

	CashGuard		PSI Retail		SQS Security		PSI Group ASA		Elimination		Consolidated	
KNOK	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012
Sales revenue, external customers	43 902	20 357	551 916	460 190	120 687	111 900	-	-	-	-	716 506	592 448
Sales revenue, internal customers	83 228	69 666	395	431	13 214	6 037	480	480	-97 316	-76 614	-	-
<b>Total sales revenue</b>	<b>127 130</b>	<b>90 023</b>	<b>552 311</b>	<b>460 621</b>	<b>133 901</b>	<b>117 937</b>	<b>480</b>	<b>480</b>	<b>-97 316</b>	<b>-76 614</b>	<b>716 506</b>	<b>592 448</b>
Share of profit associated companies	-	-	2 367	3 471	-	-	-	-	-	-	2 367	3 471
<b>Spesification sales revenue and share of profit associated companies:</b>												
Sale of products, external customers	39 260	19 931	399 218	317 849	88 487	87 798	-	-	-	-	526 965	425 578
Sale of products, internal customers	75 252	65 829	395	431	13 104	6 037	480	480	-89 231	-72 776	-	-
Sale of service, external customers	4 643	426	155 065	145 813	32 200	24 102	-	-	-	-	191 908	170 341
Sale of service, internal customers	7 976	3 838	-	-	110	-	-	-	-8 086	-3 838	-	-
EBITDA	3 478	2 258	67 354	44 887	-5 842	2 688	-11 199	-9 212	363	-452	54 155	40 170
EBT	-3 384	-6 071	88 563	36 915	-17 371	-10 064	73 587	13 656	-85 012	-25 751	56 383	8 685
Assets	249 456	203 104	166 033	171 086	126 154	122 211	359 756	304 185	-407 158	-352 252	494 241	448 335
Liabilities	118 196	89 053	123 120	126 264	84 181	76 694	100 121	99 788	-182 174	-131 825	243 443	259 974
Working capital	8 469	3 501	87 623	88 868	22 716	18 949	-1 978	-53	-4 051	-4 346	112 780	106 918
Book value associated companies			-	12 585							-	12 585
Investment in fixed assets	214	734	1 158	3 795	3 136	1 753	41	-	-	-	4 550	6 282

EBITDA is operating profit before depreciation and amortization

EBT is profit before tax

Working capital is inventory plus accounts receivables minus accounts payables



**Business area**

The group is divided into three business area, each focusing on a separate area of business. This forms the basis of the various segments and of reporting to the group management and board. The group management has in the fiscal year followed up the business areas based on reported sales revenues, EBITDA and EBT.

**CashGuard**

Comprises development, production and sale of secure and closed cash-handling solutions to all of CashGuard's global retail partners and distributors which in turn operates on their specific local markets. Partners that are 100 per cent owned by PSI Group ASA forms the business area PSI Retail.

**SQS Security**

Comprises the activities of SQS Security Qube System AB. The business area supplies the most advanced cash security solutions for ATMs and cash transport available on the market. SQS Security is also a significant sub-supplier of associated dyeing technology for CashGuard products aimed at retailers who require the highest level of security.

**PSI Retail**

Comprises sale of technology solutions to the retail sector - including system integration, service/support and consumable objective of making the everyday life for retail employees easier and the shopping experience for customers more effective. The solutions includes cashhandling, weight and packing machines, Reverse Vending Machines (RVMs), product machines, handheld terminals as well as electronic price labels.

**B) Geographical information**

	Norway		Sweden		Other markets		Consolidated	
KNOK	2013	2012	2013	2012	2013	2012	2013	2012
Sales revenue:								
CashGuard	43 323	42 781	41 837	29 342	41 970	17 900	127 130	90 023
SQS Security	19 981	4 430	56 595	35 478	57 326	78 029	133 901	117 937
PSI Retail	298 154	251 245	255 486	209 081	1 039	295	554 678	460 621
Group	480	480	-	-	-	-	480	480
Elimination	-44 271	-43 590	-53 045	-33 024	-	-	-97 316	-76 614
	317 666	255 347	300 872	240 877	100 335	96 223	718 873	592 447
Fixed assets	37 454	19 519	246 492	225 479	325	915	284 271	245 913
Book value associated companies	-	12 585					-	12 585
This years investments in fixed assets	150	2 061	4 333	4 221	67	-	4 550	6 282

In the business area SQS Security income from three customer accounted for 31 % of the revenue, of which one customer 11 % and two customers with 10 %. Revenue per customer is based on sales to legal entities and not the chains.

## Note 4: CHANGES IN THE GROUP STRUCTURE

### Changes in 2013:

PSI Group ASA sold its InStore IT shares to Visma Norge Holding AS for MNOK 49.8. PSI Group ASA owned from 30 per cent to 40.55 per cent each in the four InStore IT companies in Sør, Vest, Innland and Nord (associated companies). In addition PSI Group ASA owned 80 per cent in the InStore IT company Midt-Norge (subsidiary).

In the accounts the profit contribution after tax from associated companies have been reported as income, while the subsidiary in Midt-Norge has been consolidated. PSI Group ASA's reported service revenues and results will not be affected by the sale, with the exception of the future loss of profit contribution after tax from associated companies and the loss of consolidation of the subsidiary.

The sale resulted in a gain of MNOK 33.0.

### Liquidations

PSI Systems AB and PSI Media Solutions GmbH was liquidated in 2013. The liquidation has not had any material impact on the Group.

### Acquisition of Sydetikett AB:

10 September 2013, PSI Group ASA acquired 100 % of the shares and 100 % of the votes in Sydetikett AB for MSEK 40.0. The purchase price was funded with MSEK 30.0 in cash and a vendor loan of MSEK 10.0.

Sydetikett AB is a company headquartered in Arlöv, Sweden. The company has a digital printing facility which produces adhesive labels.

The acquisition resulted in a goodwill of MNOK 19.0. Sydetikett is one of Sweden's leading digital printing facilities for labels aimed at small and medium circulations. This complement PSI Group ASA's existing commercial printing facilities that has been based on flexographic fo-

cused on larger circulations. The management believes that the acquisition will result in significant synergies in sales, management, purchasing and production, as well as a strengthening of the Group's knowledge of labels and give the group access to new technology and production equipment. The acquisition will lead to a streamlining of label activities in the group in a separate business area "PSI Labels" from 2014, which will increase the focus on profitability in the Group's existing label production in Sweden. This is expected to influence future earnings beyond the value of the individual assets.

Sydetikett AB has changed name to Antonson Etikett AB.

### Acquisition of Etikett-Produsenten AS:

26 June 2013, PSI Group ASA acquired 100 % of the shares and 100 % of the votes in Etikett-Produsenten AS for MNOK 8.7. The purchase price was funded with MNOK 4.35 in cash and a vendor loan of MNOK 4.35.

Etikett-Produsenten AS is a company headquartered in Rælingen, Norway. The company has a digital printing facility which produces adhesive labels. The acquisition resulted in a goodwill of MNOK 2.0. Etikett-Produsenten is a specialist in circulation aimed at customers who require short delivery times, high delivery precision and small and medium volume.. This complement PSI Group ASA's existing commercial printing facilities that has been based on flexographic focused on larger circulations. The management believes that the acquisition will result in significant synergies in management, purchasing and production, as well as a strengthening of the Group's knowledge of labels and give the group access a new product range, as well as to new technology and production equipment. The acquisition will lead to a streamlining of label activities

in the group in a separate business area "Label Solutions" from 2014, which will increase the focus on profitability in the Group's existing label production in Norway. This is expected to influenced future earnings beyond the value of the individual assets.

Etikett-Produsenten AS was merged with EtikettProdusenten AS (former PSI Production AS) in October 2013.

### The acquired companies contributed with the following revenue and profit before tax for the period between the acquisition and 31.12.2013:

	Revenue	Profit before tax
Sydetikett AB	16 869	1 644
Etikett-Produsenten AS	6 589	169

Deferred tax liabilities mainly consist of differences between accounting and tax depreciation on tangible and intangible assets.

If the acquisitions had been completed as of 01.01.2013, the Group's total revenue for the period had been MNOK 760.9, and the Group's ordinary profit before tax had been MNOK 61.2.

Included in the value of goodwill is employees with special skills and expected synergies with PSI Group ASA's existing business. These intangible assets do not meet the recognition criteria in IAS 38 and are therefore not recorded separately.

Recorded goodwill is allocated to the cash-generating units Antonson Etikett AB and EtikettProdusenten AS. Goodwill is not amortized. However, it is subject to impairment tests annually.

**Allocation of excess values related to acquisitions distributed as follows:**

KNOK	Sydetikett AB	Etikett-Produsenten AS
<b>Assets</b>		
Fixed assets (note 10)	13 524	1 497
Deferred tax assets	-	181
Cash and cash equivalents	2 466	1 747
Accounts receivables	10 428	2 465
Inventories	1 567	672
	<b>27 986</b>	<b>6 562</b>
<b>Liabilities</b>		
Accounts payable	-1 969	-852
Interest bearing liabilities	-13 166	-1 218
Other short term debt	-4 386	-801
	<b>-19 521</b>	<b>-2 870</b>
Net identifiable assets at fair value	8 465	3 692
Excess value machine	-	2 011
Excess value customers	16 601	2 875
Goodwill	19 039	2 000
Deferred tax assets	-7 841	-1 928
<b>Purchase amount</b>	<b>36 264</b>	<b>8 650</b>
Cash	27 198	4 325
Vendor loan	9 066	4 325
<b>Purchase amount</b>	<b>36 264</b>	<b>8 650</b>
Paid in cash	27 198	4 325
Cash received	-2 466	-1 747
<b>Net cash out</b>	<b>24 732</b>	<b>2 578</b>

**Changes in 2012:**

- There was no significant changes in 2012.
- SCI Taby was liquidated in 2012. The liquidation has not had any material impact on the Group.

**Note 5: OTHER OPERATING EXPENSES**

KNOK	2013	2012
Rent, electricity, cleaning	26 299	22 225
Marketing	9 093	8 957
Vehicles	10 951	10 149
Other fees	10 150	8 776
Travel	7 253	7 073
Maintenance machinery/tools	3 262	2 265
IT/ICT	9 153	5 096
Communications	4 283	4 517
Bad debts	853	2 181
Audit etc.	1 336	1 315
Government grants (Skattefunn)	-1 100	-1 100
Stock exchange and VPS costs	705	615
Consumables	6 157	5 539
Other costs	1 043	5 525
<b>Total</b>	<b>89 438</b>	<b>83 131</b>

Specification of recognised auditors fee:	2013	2012
Fee for auditing services	1 248	1 120
Fee of other attestation services	22	15
Fee for tax advise	16	93
Fee for other services	51	87
<b>Total</b>	<b>1 336</b>	<b>1 315</b>

Auditors fee are exclusive of VAT.

## Note 6: INVESTMENT IN ASSOCIATED COMPANIES

PSI has owned stakes in strategically important companies in the business area PSI Retail. The Instore IT companies carry out servicing on behalf of PSI Systems AS in areas where the company does not have its own service organisation. PSI Finance AS offers financing to PSI

customers in Norway and Sweden. PSI has sold all the shares in the associated companies in 2013.

### PSI Group ASA have the following investments in associated companies:

KNOK			Stake	Share of net profit	Book value	Dividend paid in	Share of net profit	Balance on time of sale	Profit sale of shares	Book value
Entity	Country	Industry	31.12.2012	2012	31.12.2012	2013	2013	2013	2013	31.12.2013
Instore IT Innland AS	Norway	Service company	40,0 %	715	2 790	-640	510	2 661	3 679	-
Instore IT Sør AS	Norway	Service company	40,0 %	1 148	3 892	-1 000	732	3 624	7 673	-
Instore IT Nord AS	Norway	Service company	40,6 %	568	2 476	-	236	2 712	3 022	-
Instore IT Vest AS	Norway	Service company	30,0 %	871	3 150	-660	888	3 378	7 650	-
PSI Finance AS	Norway	Financing	49,0 %	112	-	-	-	-	-	-
CashPos Systems AS	Norway	Wholesale	20,0 %	57	277	-	-	137	-137	-
<b>Total</b>				<b>3 471</b>	<b>12 585</b>	<b>-2 300</b>	<b>2 367</b>	<b>12 513</b>	<b>21 886</b>	<b>-</b>

Profit of MNOK 33.0 related to the sale of InStore IT companies has been booked as other financial income.

KNOK		2012			
Entity		Assets	Debt	Equity	Turnover Profit for year
Instore IT Innland AS		7 683	3 465	4 217	13 075 1 788
Instore IT Sør AS		12 581	7 279	5 302	34 385 2 870
Instore IT Nord AS		5 846	3 027	2 819	15 199 1 313
Instore IT Vest AS		15 010	7 529	7 481	29 958 2 904
PSI Finance AS		3 183	812	2 371	843 228
CashPos Systems AS		2 793	1 148	1 646	9 164 281
<b>Total</b>		<b>47 097</b>	<b>23 260</b>	<b>23 836</b>	<b>102 623 9 384</b>



## Note 7: SHARES IN OTHER COMPANIES

KNOK		2013		2012		
Company	Number	Cost price	Market value	Number	Cost price	Market value
Short term financial investments:						
Other financial investments	-	26	26	-	22	22
Total		26	26		22	22
Other long term investments:						
mCash	17 000	476	476			
Other companies		5	5		4	4
Total		481	481		4	4

The shares are classified as assets available for sale, and any increase in their fair value are recorded in comprehensive income. Any write-down are included in net profit. The shares are classified as available for sale when they are not of strategic importance for the Group.

## Note 8: FINANCIAL ITEMS

KNOK	2013	2012
Interest income	199	328
Currency adjustment bank and paid receivables and liabilities	5 225	59
Profit related to the sale of InStore IT Midt-Norge AS	11 083	-
Profit related to the sale of associated InStore IT companies	21 886	-
Other financial income	28	35
<b>Total financial income</b>	<b>38 422</b>	<b>421</b>
Interest expense	-4 513	-5 094
Currency adjustment bank and paid receivables and liabilities	-4 903	-2 285
Write-down investments in associated companies	-	-1 161
Other financial expenses 1)	-905	-617
<b>Total financial expenses</b>	<b>-10 322</b>	<b>-9 157</b>
<b>Net financial expenses</b>	<b>28 100</b>	<b>-8 736</b>

1) Other financial expenses is primarily related to financial liabilities. Currency differences relating to the payment of purchases are recorded as cost of goods and constitutes a cost of KNOK 1 289 in 2013 (revenue of KNOK 1 942 in 2012). Currency differences relating to the payment of sales revenues are recorded as sales revenues and constitutes a cost of KNOK 1 022 in 2013 (revenue of KNOK 989 in 2012).



## Note 9: PAYROLL COSTS AND NUMBER OF EMPLOYEES

KNOK	2013	2012
Salaries	141 741	126 091
Severance packages (paid in 2013)	3 202	-
Director's fee	1 300	1 292
Social fee	36 282	33 004
Pension costs	10 159	8 927
Other payroll costs	4 122	4 880
<b>Total payroll costs</b>	<b>196 802</b>	<b>174 195</b>
Number of full-time employees employed during the year:	309	307
Number of employees at the end of the year:	314	301

The Norwegian employees have a pension schemes in line with the statutory and obligatory company pension scheme. The contribution represented 4 percent of the employee's salary between 1 G and 6 G, and 5 percent of the employee's salary between 6 G and 12 G until 30.04.2013. From 01.05.2013 the contribution represented 5 percent of the employee's salary between 1 G and 6 G, and 8 percent of the employee's salary between 6 G and 12 G. The Swedish subsidiaries have collective pension schemes in place for their employees. The pension schemes are signed in the following companies: SEB Trygg Liv, Collectum, SPP Livsförsäkring, Storebrand Livsförsäkring, Skandia Livsförsäkring, Danica Fondsförsäkring, Nordea Livsförsäkring, FORA AB and AMF Pensionsförsäkring. A total of 217 employees in Sweden are included in the schemes. Due to the lack of data available and the structure of the plan it is considered a multi-employer plan in accordance with IFRS and is recognised as a contribution-based plan. The pension premium and costs in Sweden was KNOK 8 191 in 2013. In 2012 the pension premium and costs in Sweden totalled KNOK 7 445.

*The Board of Directors will submit the following declaration in accordance with the Norwegian Public Limited Companies Act §6-16a for the General Meeting's approval:*

### Declaration of determination of salaries and other remuneration to the CEO and other executive management

The main principle of PSI Group ASA's managerial salary is that the executive management should be offered terms that are competitive when salaries, fringe benefits and bonus are seen as whole. Regarding salaries and other remuneration to executives this year it will take place in accordance with the above principle. As a guideline for the executive management there may

be an allowance in addition to the salary (bonus), but then limited to a percentage of the salary and linked to the achievement of quantitative and qualitative targets set by the Board.

The company currently has no option schemes for executive employees and does not plan to introduce this. The company has no pension plans for executive employees other than the statutory. The Board wants the members of the executive management to have shares in the company. It was therefore introduced a share program in 2013 for the executive management where members have the opportunity to buy shares for up to NOK 500 000 per year with 20 % discount. In addition, the first employee share program was conducted, in which all employees in the Norwegian companies were allowed to buy shares for up to NOK 25 000 with 20 % discount. Executive employees have company car, free phone, internet and newspaper by appointment, but no fringe benefits beyond this. Regarding severance the CEO has, if terminated from the company, a right of 6 months severance beyond salary during the notice period of 6 months. The board sets the CEO's compensation package on an annual basis. Other executives do not have severance beyond the notice period of 6 months for employees in Norway and 12 months for employees in Sweden.

The Board has set a limit regarding performance-based remuneration for the CEO and other executive management. It cannot exceed 40% of the salary. The basis for bonuses consists of both financial and non-financial criteria.

### Salaries and remuneration for Group management and Directors:

KNOK	2013	2012
	Director's fee	Director's fee
<b>Board of Directors at PSI Group ASA</b>		
Svein S. Jacobsen, Chairman	400	387
Erik Pinnås, Director	205	231
Guri Kogstad, former Director	72	196
Selma Kveim, Director	220	194
Camilla Tepfers, Director	133	
Patrick Sandahl, former Director 1)		70
Klaus De Vibe, Director	220	194
<b>Total Board of Directors 2)</b>	<b>1 250</b>	<b>1 272</b>

1) The remuneration of KNOK 70 to Patrick Sandahl was booked as a provision per 31.12.2011 and paid in 2012.

2) There are also additional transactions with close associates, described in note 18.

KNOK	2013					2012				
	Salary	Bonus	Company car	Other remuneration	Pension expenses	Salary	Bonus	Company car	Other remuneration	Pension expenses
<b>Group management</b>										
Jørgen Waaler, CEO	1 822	129	-	17	62	1 801	320	-	15	46
Anders Nilsen, CFO	1 029	40	-	14	65	1 007	350	-	70	50
Per Herseth, Business development fra 31.10.13	183	-	-	1	11	-	-	-	-	-
Per Haagensen, CEO PSI Retail	1 061	328	-	14	62	1 039	249	-	12	46
Sven Calissendorff, COO PSI Retail	918	58	106	-	354	775	52	112	16	291
Torgeir Abusdal, CEO CashGuard to 28th February 2012	-	-	-	-	-	381	466	-	2	8
Roine Gabrielsson, CEO CashGuard from 2nd May 2012	1 047	45	55	2	242	772	-	70	16	41
Erik Svedmark, CEO SQS Security to 5th March 2013	1 027	43	34	560	187	1 002	64	57	-	289
Lars-Åke Ericson Köpper, CEO SQS Security from 21th August 2013	460	-	19	-	60	-	-	-	-	-
<b>Total Group management</b>	<b>7 549</b>	<b>644</b>	<b>214</b>	<b>609</b>	<b>1 044</b>	<b>6 778</b>	<b>1 501</b>	<b>239</b>	<b>130</b>	<b>771</b>
<b>Total Board of Directors and Group management</b>	<b>8 799</b>	<b>644</b>	<b>214</b>	<b>609</b>	<b>1 044</b>	<b>8 050</b>	<b>1 501</b>	<b>239</b>	<b>130</b>	<b>771</b>

1) The bonus payments to the CEO in 2013 are based on the achieved operating profit before depreciation in relation to the budget in 2012.

2) Bonus payments to Executive Management in 2013 is based on the achieved EBITDA compared to budget and achievement of individual goals that are not based on sales and profit in relation to the budget in 2012.  
The bonus is not related to the development in the stock-price..

3) No loans have been given or security put up on behalf of members of the management team or board of directors.

4) The Executive Management have a pension scheme in line with the statutory and obligatory company pension scheme. The contribution represented 4 percent of the employee's salary between 1 G and 6 G, and 5 percent of the employee's salary between 6 G and 12 G until 30.04.2013. From 01.05.2013 the contribution represented 5 percent of the employee's salary between 1 G and 6 G, and 8 percent of the employee's salary between 6 G and 12 G.

	Share as at 31.12.13	Share as at 31.12.12
Svein S. Jacobsen, Chairman <sup>1)</sup>	450 000	450 000
Erik Pinnås, Director <sup>2)</sup>	4 932 276	4 932 276
Selma Kveim, Director	20 500	20 500
Klaus de Vibe, Director <sup>3)</sup>	78 660	78 660
Jørgen Waaler, CEO <sup>4)</sup>	1 005 315	930 000
Anders Nilsen, CFO	38 315	33 000
Per Haagensen, CEO PSI Retail	15 315	10 000
Torgeir Abusdal, CEO CashGuard to 28th February 2012	-	68 000
Erik Svedmark, CEO SQS Security to 5th March 2013	50 000	50 000
<b>Total</b>	<b>6 590 381</b>	<b>6 572 436</b>

### The following members of the management team and board of directors own shares or share options in the company as at 31.12:

- 1) Svein S. Jacobsen's shares are owned through the company Sveinja Invest AS.
- 2) Erik Pinnås shares are privately owned, and owned through the companies Pinnås Eiendom AS and Probitas Holding AS.
- 3) Klaus de Vibes shares are owned through the company De Vibe AS.
- 4) The CEO's shares are privately owned and owned through the company Waaler AS.

No employees or Directors have stock options.

## Note 10: FIXED ASSETS

Building and land (KNOK)	Land Norway	Buildings Sweden	Buildings Norway	2013 total	2012 total
Acquisiton costs 01.01.	825	1 997	6 126	8 948	8 847
Acquired by aquisition		57		57	
Acquired	-	-	-	-	102
Translation differences	-	2	-	2	-
<b>Acquisiton costs 31.12</b>	<b>825</b>	<b>2 056</b>	<b>6 126</b>	<b>9 007</b>	<b>8 948</b>
Accumulated depreciations 01.01.	-	-1 997	-1 739	-3 736	-1 780
Accumulated depreciations 31.12.	-	-2 002	-2 063	-4 065	-3 736
Translation differences	-	-	-	-	-
<b>Book value 31.12</b>	<b>825</b>	<b>54</b>	<b>4 063</b>	<b>4 942</b>	<b>5 211</b>
Depreciations of the year	-	-5	-323	-328	-317
Depreciation ratio	0%	5%	5%		
Depreciation method		Straight line	Straight line		



Equipment, vehicles, inventories (KNOK)	Equipment	Financial leasing carried on	2013 total	2012 total
Acquisiton costs 01.01.	63 586	18 362	81 948	76 943
Acquired by acquisition/divestment by sale of subsidiary	2 803	14 974	17 777	-
Acquired	3 120	-	3 120	5 499
Divestment	-694	-	-694	-192
Translation differences	944	360	1 304	-301
<b>Acquisiton costs 31.12</b>	<b>69 758</b>	<b>33 696</b>	<b>103 454</b>	<b>81 948</b>
Accumulated depreciations 01.01.	-47 842	-13 937	-61 779	-53 581
Acquired by acquisition/divestment by sale of subsidiary	72	-	72	-
Accumulated depreciations 31.12.	-55 185	-16 766	-71 951	-61 779
<b>Book value 31.12</b>	<b>14 573</b>	<b>16 930</b>	<b>31 503</b>	<b>20 170</b>
Depreciations of the year	-7 416	-2 829	-10 245	-8 198
Depreciation ratio	10-33%	10-33%		
Depreciation method	Straight line	Straight line		

Financial leasing relates to production equipment for EtikettProdusenten AS, Antonson Etikett AB and PSI Antonson AB, and ICT/IT equipment and software for PSI Antonson AB. See note 16 for information about the commitments related to the financial leasing. Some equipment has been fully depreciated as of 31 December 2013 but is still in use. PSI has no contractual purchasing obligations.



## Note 11: INTANGIBLE ASSETS

Other intangible assets (KNOK)	CashGuard				SQS Security			PSI Systems	Etikett- Produsen- ten AS	Sydetikett AB		2013	2012
	Technology	Brand	Customer	Other	Technology	Brand	Customer	Systemedia	Customer	Customer	Other		
Acquisition costs 01.01.	84 362	21 502	4 555	168	66 977	14 851	22 789	1 742			381	217 326	216 299
Acquired	-	-	-	-	1 430	-	-	-	2 875	16 601	-	20 906	1 028
<b>Acquisition costs 31.12.</b>	<b>84 362</b>	<b>21 502</b>	<b>4 555</b>	<b>168</b>	<b>68 407</b>	<b>14 851</b>	<b>22 789</b>	<b>1 742</b>	<b>2 875</b>	<b>16 601</b>	<b>381</b>	<b>238 232</b>	<b>217 326</b>
Accumulated write-downs and depreciations 01.01.	-52 994	-	-4 543	-115	-32 372	-	-18 506	-1 742			-243	-110 515	-96 280
Accumulated write-downs and depreciations 31.12.	-58 050	-	-4 543	-115	-39 009	-	-20 634	-1 742	-479	-943	-300	-125 814	-110 515
Translation differences	-1 395	1 023	-12	-28	-706	706	1 010	0	-	723	7	1 328	-9 247
<b>Book value 31.12.</b>	<b>24 917</b>	<b>22 524</b>	<b>-</b>	<b>25</b>	<b>28 692</b>	<b>15 558</b>	<b>3 166</b>	<b>-</b>	<b>2 396</b>	<b>16 381</b>	<b>88</b>	<b>113 747</b>	<b>97 564</b>
Depreciations of the year	-5 056	-	-	-	-6 636		-2 127	-	-479	-943	-57	-15 299	-14 235
Write-downs of the year	-	-	-	-	-	-	-	-	-	-	-	-	-
This year change in translation differences	2 692	2 195	-	3	3 015	1 516	420	-	-	723	12	10 576	-1 918
Depreciation schedule	10 and 15 years	Impairment test	1 and 7 years	3 years	10 years	Impairment test	4 and 7 years	3 years	3 years	6 years	3 years		
Depreciation ratio	7-10%	0%	14-100%	33%	10%	0%	14-25%	33%	33%	17%	33%		

Intangible assets relate to product development at SQS and CashGuard as well as intangible assets identified in relation to the merger between CashGuard and PSI in 2008 and related to the acquisition of Etikett-Produsenten AS and Sydetikett AB in 2013. In 2013 there have been expensed KNOK 25 750 (KNOK 26 842 in 2012) in research and development costs.

Goodwill (KNOK)	Other Goodwill	Acquisition of INIT Rekvista AS	Acquisition of PSI Media Solutions AS	Acquisition of PSI Antonson AB	Merger with CashGuard, allocated to CashGuard AB	Merger with CashGuard, allocated to SQS	Acquisition of Systemedia	Acquisition of Etikett-Produsenten AS	Acquisition of Sydetikett AB	Total 2013	Total 2012
Acquisition costs 01.01.	300	1 279	8 263	2 612	81 127	246 587	6 433			346 602	346 602
Acquired								2 000	19 039	21 039	-
<b>Acquisition costs 31.12.</b>	<b>300</b>	<b>1 279</b>	<b>8 263</b>	<b>2 612</b>	<b>81 127</b>	<b>246 587</b>	<b>6 433</b>	<b>2 000</b>	<b>19 039</b>	<b>367 641</b>	<b>346 602</b>
Accumulated write-downs and depreciations 01.01	-300	-1 279	-8 263	-229	-	-237 787	-5 147			-253 005	-253 005
Accumulated write-downs and depreciations 31.12.	-300	-1 279	-8 263	-229	-	-237 787	-5 147			-253 005	-253 005
Translation differences	-	-	-	-	4 092	-8 800	-		853	-3 855	-13 012
<b>Book value 31.12.</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2 383</b>	<b>85 219</b>	<b>-</b>	<b>1 286</b>	<b>2 000</b>	<b>19 891</b>	<b>110 779</b>	<b>80 584</b>
Write-downs of the year	-	-	-	-	-	-	-	-	-	-	-
This year change in translation differences	-	-	-	-	8 305	-	-	-	-	8 305	-1 367
Depreciation schedule	Impairment test	Impairment test	Impairment test	Impairment test	Impairment test	Impairment test	Impairment test	Impairment test	Impairment test		

Goodwill is not depreciated. Impairment tests are carried out every year. Impairment tests have been carried out for the following cash generating units with significant goodwill or trademarks items stated on the balance sheet:

		Goodwill (KNOK)	
Name	Cash generating unit	31.12.2013	31.12.2012
PSI Systems AS (former Systemedia)	PSI Systems AS (PSI Retail)	1 286	1 286
PSI Antonson AB	PSI Antonson AB (PSI Retail)	2 383	2 383
Etikett-Produsenten AS	EtikettProdusenten AS (PSI Retail)	2 000	0
Sydetikett AB	Sydetikett AB (PSI Retail)	19 891	0
CashGuard	CashGuard	85 219	76 914
SQS Security	SQS Security	-	-
<b>Total goodwill</b>		<b>110 779</b>	<b>80 584</b>

### Impairment test

Impairment tests are carried out in order to assess the prospects of each cash flow-generating entity based on value in use. Value in use is then measured against net book value for the cash

flow-generating entity. For goodwill relating to CashGuard and SQS Security the cash flow-generating entity is defined as the business area. For other goodwill items the definition of a legal entity has been applied. By analysing the product portfolio and market position a conclusion has been reached on expected growth for the entities. Next, the current value of future cash flows has been estimated to determine whether the goodwill item is justifiable or not. The budget/forecast period is five years, after which the terminal value is estimated.

### Impairment test - CashGuard

The expected cash flows are based on the budgeted revenue for 2014, followed by 12 % annual growth in external sales until 2018 as a result of expected increased turnover outside Norway and Sweden, then a terminal value with a growth in net cash flow corresponding to an expected inflation by 2.5 % annually. Sales to units in the group remain unchanged. Gross margin is expected to be increased from 40 % achieved margin in 2013 to 46 % in the period 2014-2018. 2.0 % annual growth is applied for other operating expenses. These assumptions give a EBITDA margin of 8 % in 2014, 9 % in 2015, 10 % in 2016, 11 % in 2017 and 12 % in

2018. No change in working capital is expected, and MSEK 4 has been applied as expected investment in 2014 and MSEK 1 in yearly investment the period 2014-2018. The current value is estimated by discounting the cash flow with a discount rate equal to the weighted cost of capital (WACC) of 12.02 % before tax (10,16% after tax). Significant assumptions are related to turnover growth, achieved EBITDA margin and discount rate. A sensitivity analysis for the period 2014 to 2018 shows that if growth is reduced to 5.5 % annually, and other assumptions remain unchanged the calculated value is still higher than the book value. A reduction in EBITDA margin to 7 % and an increase in WACC to 14.16 % after tax gives the same result. Changes beyond this will result in an impairment.

#### ***Impairment test - PSI Retail***

##### ***Sydetikett AB***

The item include goodwill from the acquisition of Sydetikett AB, a modern printing facility in Sweden. The expected cash flows are based on the budgeted revenue for 2014, followed by 2.5 % annual growth in external sales until 2018, then a terminal value with a growth in net cash flow corresponding to an expected inflation by 2.5 % annually. Gross margin is expected to decrease from 62 % achieved margin in 2013 to 55 % in the period 2014-2018. 2.0 % annual growth is applied for other operating expenses. These assumptions give a EBITDA margin of 16 % in the period 2014 - 2018. No change in working capital is expected, and MSEK 1 has been applied as expected in yearly investment in the period 2015-2018. The current value is estimated by discounting the cash flow with a discount rate equal to the weighted cost of capital (WACC) of 12.02 % before tax (10,16% after tax). Significant assumptions are related to turnover growth, achieved EBITDA margin and discount rate. A sensitivity analysis for the period 2014 to 2018 shows that if growth is reduced to - 1.5 % annually, and other assumptions remain unchanged the calculated value is still higher than the book value. A reduction in EBITDA margin to 9 % and an increase in WACC to 15.2 % after tax gives the same result. Changes beyond this will result in an impairment.

##### ***PSI Antonson AB***

The items include goodwill from the acquisition of PSI Antonson AB, which makes up the business area's Swedish activities. Cash flow is determined by applying 2.5 % turnover growth per year in the budget for the coming seven years, with no terminal value applied at the end of the seventh year. The current value is estimated by discounting the cash flow with a discount rate equal to the weighted cost of capital (WACC) of 12.02 % before tax (10.16 % after tax).

##### ***Impairmenttest - SQS Security***

The expected cash flows are based on the budgeted revenue for 2014, then 2.5 % annual growth in external sales until 2018, then a terminal value with growth in net cash flow corresponding to the expected inflation rate of 2.5 % annually. Sales to companies in the group are expected to be unchanged. Gross margin expected to be increased from 50 % margin achieved in 2013 to 54 % in the period 2014-2018. For other operating costs it is used 2.0 % annual growth. The assumptions give a EBITDA margin of 5 % in the period 2014-2018. It is expected a yearly change of MSEK 1 in working capital, and MSEK 3,2 is used as the expected investment in 2014 and MSEK 1 in annual investments in the period 2015 to 2018. Present value is calculated by discounted cash flows using a discount rate equal to the weighted cost of capital (WACC) of 12.02 % before tax (10.16 % after tax). A sensitivity analysis shows that if growth in external sales is reduced to 1,2 % annually, and other assumptions remain unchanged the calculated value is still higher than the book value. A reduction in EBITDA margin to 3,0 % and an increase in WACC to 15.0 % after tax gives the same result. Changes beyond this will result in an impairment.

On the basis of the impairment test the goodwill in Cash Management CIT / ATM was written down to 0 in 2011.



## Note 12: INVENTORIES

Inventories (KNOK)	2013	2012
Raw materials	39 915	32 478
Work in progress	363	599
Finished products	52 837	57 383
Provision for obsolete stock	-7 327	-7 041
<b>Total</b>	<b>85 787</b>	<b>83 419</b>

The respective companies' stock is valued at fair value or acquisition cost, whichever is lower. Reported provision for obsolete stock is KNOK 7 327 compared with KNOK 7 041 in 2012.

The stock is used as security for loans, see note 15.

Provision for obsolete stock (KNOK)	2013	2012
Provision for obsolete stock, opening balance	-7 041	-5 535
Taken to income/charged to expense (-) change in provision	-286	-1 506
<b>Provision for obsolete stock, closing balance</b>	<b>-7 327</b>	<b>-7 041</b>

The cost of goods sold of KNOK 378 473 includes direct costs of goods with KNOK 302 837.

## Note 13: OTHER RECEIVABLES

Receivables (KNOK)	2013	2012
Accounts receivables	98 156	94 325
Prepaid expenses	13 899	10 078
Other receivables	8 285	10 906
<b>Total receivables 31.12</b>	<b>120 339</b>	<b>115 310</b>

Other receivables includes MNOK 1.1 in expected government grants (skattefunn) refunds for development costs in 2013 and MNOK 1.1 in 2012.

Changes in provision for bad debts (KNOK)	2013	2012
01.01.	3 149	2 235
Applied provisions	-165	-172
Reversed provisions	-2 983	-2 235
New provision for bad debt	4 147	3 321
<b>Total 31.12</b>	<b>4 147</b>	<b>3 149</b>

Provisions for bad debts in 2013 totalled KNOK 4 417 compared with KNOK 3 149 in 2012. There has been made provisions for bad debts of KNOK 2 085 related to one client, the remaining provisions per 31.12.2013 are not directly related to individual customers.

Losses on bad debts are classified as other operating expenses in the income statement.

Aging of accounts receivables (KNOK)	2013	2012
Not due	74 354	71 336
0-3 months	23 317	21 633
3-6 months	367	1 027
6-12 months	46	317
Older than 12 months	72	12
<b>Total 31.12</b>	<b>98 156</b>	<b>94 325</b>

When exporting to new markets we require advance payment or bank guarantee. In most of the cases it is used prepayment. There is no bank guarantee on outstanding receivables per 31.12.2013.

## Note 14: CASH AND CASH EQUIVALENTS

KNOK	2013	2012
Cash and bank deposits	8 554	3 670
Overdraft	-5 618	41 095
<b>Cash and cash equivalents in cash flow statement</b>	<b>8 554</b>	<b>3 670</b>

The Group had liquid assets (bank deposits and unused overdraft facilities) of MNOK 65.0 as at 31.12.2013 (2012: MNOK 22.6). KNOK 90 are restricted funds pr. 31.12.2013 (2012: KNOK 210).

## Note 15: INTEREST-BEARING DEBT AND SECURED DEBT

### Debt as at 31.12. and borrowing terms. Figures in KNOK

Type of loan	2013	2012	Borrowing terms	Average nominal interest for 2013
Multi-currency, group credit account <sup>1</sup>	-5 618	41 095	Overdraft limit MNOK 50.82, not time limited	3,15%
Financial leasing, Printing presses (EtikettProdusenten AS)	-	572	Quarterly repayments, last payment 01.11.2013	7,48%
Financial leasing, Printing presses (EtikettProdusenten AS)	562	-	Monthly repayments, last payment 13.05.2014	8,15%
Financial leasing, Printing presses TSEK 13 465 (Sydetikett AB)	12 754	-	Monthly repayments, last payment 01.05.2018	2,91%
Financial leasing, Printing presses KSEK 3 484 (PSI Antonson AB)	3 300	3 405	Monthly repayments, last payment 31.03.2019	4,96%
Financial leasing, IT equipment KSEK 838 (PSI Antonson AB)	794	888	Quarterly repayments, last payment 31.01.2017	5,54%
Financial leasing, Turret machine KSEK 344 (PSI Antonson AB)	326	345	Monthly repayments, last payment 31.03.2017	9,06%
Repayment loan, businesses <sup>1</sup> , KSEK 3 900 (SQS AB)	3 694	6 412	Quarterly repayments, last payment 20.03.2015	3,79%
Repayment loan, businesses <sup>1</sup> (PSI Group ASA)	19 142	23 142	Quarterly term loans, last payment 01.07.2016	4,40%
Repayment loan, businesses <sup>1</sup> (EtikettProdusenten AS)	3 249	3 484	Quarterly term loans, last payment 20.12.2027	4,46%
Long-term debts <sup>1</sup> KSEK 1 938 (PSI Antonson)	1 835	2 319	Quarterly repayments, last payment 30.06.2016	3,79%
Long-term debts <sup>1</sup> KSEK 13 550 (PSI Antonson)	12 835	13 486	Monthly repayments, last payment 03.03.2020	3,79%
	<b>52 873</b>	<b>95 148</b>		

1) The Groups' main bank connection has loan agreements in relation to the ratio between NIBD/EBITDA. The loan agreements are measured on a quarterly basis. See note 17 for more information. All loans are secured, except a long-term loan of SEK 13.6 million to PSI Antonson.

### Distribution of long-term and short-term interest-bearing debts:

KNOK	2013	2012
Due within one year	14 888	11 111
Bank overdraft	-5 618	41 095
Due after one year	43 603	42 943
<b>Total interest-bearing debts</b>	<b>52 873</b>	<b>95 148</b>

**Pledged assets as at 31.12.2013 and book value:**

Asset	Book value / nominal security (KNOK)
Operating equipment, accounts receivables and inventories for PSI Systems AS	48 759
Lien over Företagsinnteckning SQS Security Qube Systems AB <sup>1</sup>	49 254
Lien over Företagsinnteckning CashGuard AB <sup>1</sup>	34 099
Lien over Företagsinnteckning PSI Antonson AB <sup>1</sup>	29 363

CashGuard AB and SQS Security Qube System AB's liabilities are limited to the amount the guarantor at any time has drawn.

1) Företagshypotek is equivalent to a priority lien over the company's assets.

**Note 16: HIRE- AND LEASING COMMITMENTS****Operational leasing agreements****PSI Systems AS**

Tenancy agreement for the company's premises at Slynga 10 in Rælingen running until March 2015. Total annual rent was KNOK 3 367 in 2013 (KNOK 3 305 in 2012). The rent may be index-regulated in accordance with the tenancy agreement. This agreement runs until 2015. PSI subleases parts of the premises and has a contract with the sub-tenant until March 2015. Annual rent is approx KNOK 1 100 including common service charges. Leasing contracts on vehicles has a running period of 3-5 years. Annual liability is KNOK 297.

**PSI Antonson AB**

Leasing contracts on vehicles has a running period of 3-5 years. Annual liability is approx KNOK 1 572. Tenancy agreement on the company's premises in Mølndal, Gothenburg, is running until 31 desember 2017. Total annual rent is KNOK 4 405. Tenancy agreements on other premises including a warehouse in Grums, is running for 0,5 to 3,5 years. Total annual rent for these premises is KNOK 974.

**Antonson Etikett AB**

Leasing contracts on vehicles has a running period of 1-2 years. Annual liability is approx KNOK 189. Leasing of inventory is running for 1-3 years. Annual liability is approx KNOK 318. Tenancy agreements on other premises including the location in Arlöv, is running for 1 to 2 years. Total annual rent for these premises is KNOK 765.

**SQS Security Qube System AB**

Leasing of company cars is running for 1-3 years. Annual liability is approx KNOK 287.

Leasing of inventory is running for 3-5 years. Annual liability is approx KNOK 117. Tenancy agreements on premises including Skellefteå, are running for 1 to 5 years. Total annual rent for these premises is KNOK 9 301.

**CashGuard AB**

Leasing of company cars is running for 3 years. Annual liability is approx KNOK 228.

Leasing of inventory is running for 3-5 years. Annual liability is approx KNOK 109.

**Future minimum rent for the contracts  
31.12 is as follows:**

KNOK	2013	2012
Within one year	21 710	21 313
After one year, but within five years	27 784	32 358
After more than five years	-	-
<b>Total</b>	<b>49 494</b>	<b>53 671</b>

**The present value  
of future payments**

2013
19 463
21 041
-
<b>40 503</b>

**Financial leasing agreements**

The carrying amount of finance leases are included in note 10.

**Etikettprodusenten AS**

Leasing agreement on printing presses and production equipment is running until 13.05.2014. Annual liability is approx KNOK 562.

**PSI Antonson AB**

Leasing agreement on printing presses and IT equipment is running until 01.01.2019. Annual liability is approx KNOK 906.

**Antonson Etikett AB**

Leasing agreement on printing presses until 31.05.2018. Annual liability is approx KNOK 3 896.

**Future minimum rent for the contracts as  
at 31.12 is as follows:**

KNOK	2013	2012
Within one year	5 364	1 468
After one year, but within five years	12 603	2 836
After more than five years	48	1 159
<b>Total</b>	<b>18 014</b>	<b>5 463</b>

**The present value  
of future payments**

2013
4 808
9 150
25
<b>13 983</b>

## Note 17: FINANCIAL INSTRUMENTS

### Financial risks

PSI Group ASA's activities expose the group to exchange rate-, interest-, credit- and liquidity risks.

#### (i) Credit risks

The Group's credit risk is related to the sale of goods on credit. The group has little credit risks beyond accounts receivables.

The Group has common guidelines to ensure that sales are only made to customers who have not had significant payment problems earlier and that the outstanding amount do not exceed credit limits. Exporting to new markets require advance payment or bank guarantee. In most cases advance payment are chosen. There are also guidelines to prevent the company incurring the risk associated with loans and guarantees related to employees and customers.

As at 31.12.2013 the Group had KNOK 98 156 in outstanding accounts receivables. Of this KNOK 23 802 were overdue. This relatively high figure is mainly due to customer paying on the due date, but the payment is recognised by the recipient a few days later. Historical speaking the Group has incurred few losses on accounts receivables because the bulk of sales of solutions is done through leasing companies and since the after sales marked is characterised by a large number of repeatable purchases. This year's expenses in relation to bad debts amounting to KNOK 853, including realized losses and changes in the provision for bad debts.

The business areas' accounts receivable are reported to the group monthly, in which risk is assessed in relation to non-performing credits. The group considers its maximum risk exposure to be the balance sheet value of its account receivables (see note 13).

Credit exposure is spread over a large customer base, and as at 31.12.2013 only 9 customers had an account receivable greater than KNOK 1 000. The total exposure to these nine customers were KNOK 19 489, of which KNOK 13 129 was not due or past due with less than 31 days. The nine customers spread over 3 customers in Sweden (KNOK 7 285) and 6

European customers (KNOK 12 204). With the exception of three customers in Europe, have all the customers paid the open items per 31.12.2013 by the end of February 2014. For more information on loss and aging see note 13.

#### (ii) Interest rate risk

The company's interest bearing debt was reduced in 2013. As a result, interest rate risk is also reduced.

The risk is measured by the Group Treasury department by simulating the effect of a change in interest rates. The simulation illustrates the cash effect of a change in interest rates given the loan size and the level of any existing interest rate hedging. The results from the simulation are used to support decisions concerning the possible conclusion of fixed-rate contracts. In addition, the fact that interest rates usually move opposite to the general economic development, and that floating rates within certain limits can help to stabilize the Group's results.

As a result of this the Group's interest-bearing debt has a floating interest rate at year-end. It has not been used fixed rate contracts or other hedging instruments in 2013 or 2012.

Based on the financial instruments in existence as of 31 December 2013, a general increase in interest rates of two per cent will reduce pre-tax profits by KNOK 1 036.

#### The average effective rate of interest on financial instruments was as follows:

	2013	2012
Bank overdraft	3,15%	3,75%
Financial leasing contracts	5,74%	6,84%
Loans secured with a lien	4,04%	4,48%

The interest rate on overdraft are based on 1 month NIBOR for the draft in NOK, and 1 month DANBOR SEK and 1 month DANBOR EUR for the other currencies. The interest rate on long-term loans secured by mortgages are based on 3 month NIBOR, 7 days STIBOR and 1 month STIBOR. The interest rate is determined daily. See note 15 for information about long-term loans and note 16 for information about liabilities in relation to financial leasing agreements.

#### (iii) Liquidity risk

The Group manages liquidity risk by monitoring the expected future cash from operations and available cash and credit facilities are adequate to serve the operational and financial obligations. This is done by preparing cash flow forecasts 12 months ahead, and detailed monthly cash monitoring, based on different outcomes in turnover and productmix. Capital tied up in the individual business units are supervised by the central finance department,

### Debt ratio:

KNOK	2013	2012
Total interest bearing debt	52 873	95 148
Cash	8 554	3 670
Net interest bearing debt	44 319	91 478
Total capital adjusted for Goodwill	383 462	367 751
<b>Debt ratio</b>	<b>12%</b>	<b>25%</b>



focusing on inventory, accounts receivable, financing and accounts payable.

It is the group's strategy to have sufficient cash, cash equivalents or credit facilities available at any time to be able to finance operations and investments for the next 6 months. Excess liquidity is mainly located in the Groups cashpool which is netted against overdraft. Unused credit facilities are described in note 14.

The loan agreement with the main financial institution has a claim (covenant) in which the ratio of net interest bearing debt and moving 12-month earnings before depreciation

(EBITDA) shall not exceed 3.5. This is measured quarterly. The company did meet this requirement in 2013 and 2012.

The company sold their shares in the InStore IT-companies and acquired Etikett-Produzenten and Sydetikett AB. Interest bearing debt was totally decreased by MNOK 47.2 during 2013. This combined with the EBITDA increased to MNOK 54.2 (from MNOK 40.2 in 2012) resulted in net debt divided by 12 month rolling income before depreciation (EBITDA) as at 31.12.2013 was 0.8. As at 31.12.2012 it was measured 2,3.

#### Overview of maturity structures of financial liabilities:

KNOK	Balance sheet amount	0-5 months	6-12 months	1-2 year	2-3 year	over 3 years	Undefined
Secured loans (long and short term interest bearing debt)	40 755	5 243	5 243	7 360	13 850	9 059	-
Secured loans, interest	NA	771	665	537	323	NA	-
Overdraft (short-term interest bearing debt) <sup>1</sup>	-5 618	-	-	-	-	-	-5 618
Overdraft, interest	NA	-177	-177	-177	-177	NA	-
Financial leasing (long-term and short-term interest bearing debt)	17 736	2 649	2 590	4 455	4 248	5 654	-
Operational leasing	NA	2 034	2 034	2 851	1 894	630	-
Accounts payable	71 163	71 163	-	-	-	-	-
Government charges	15 432	15 432	-	-	-	-	-
<b>Net liabilities financial instruments</b>	<b>139 468</b>	<b>97 116</b>	<b>10 355</b>	<b>15 027</b>	<b>20 139</b>	<b>15 344</b>	<b>-5 618</b>

1) The Group's bank overdraft is renewed continuously by one year at a time. It is not defined any expiration date on the overdraft, and the contract runs until renegotiated by either party. Time of payment of financial obligations is intended to be covered by the payment of accounts receivable, sale of goods and services, and available cash and available credit facilities.

#### (iv) Currency risks

The Company has no material debt or bank deposits in foreign currency, except Norwegian and Swedish kroner. The main exposure to foreign currency derived from accounts payable and accounts receivable in connection with the purchase and sale of goods in foreign currency, and contracts where the sales price is determined in a currency other than the cost of goods sold. The Group is mainly exposed to fluctuations in the price of goods bought in foreign currencies, primarily in SEK, USD, EUR and GBP, and sale of goods in EUR.

It is normally not used forward contracts to hedge this exposure, as the agreed volume of the agreements are usually informal and runs for several years. In such agreements it is agreed with the customer how changes in exchange rates beyond certain limits shall be compensated by selling price. The operating profit of individual companies is therefore rather insensitive to changes in exchange rates.

#### A change of 5% exchange rate as at 31 December 2013 would have resulted in the following effects on the profit in the group;

Sensitivity currency exposure;	
SEK reduced by 5% against EUR	-644
SEK reduced by 5% against GBP	-2
SEK reduced by 5% against USD	48
NOK reduced by 5% against SEK	98
NOK reduced by 5% against EUR	48
NOK reduced by 5% against GBP	5
NOK reduced by 5% against USD	166

**(v) Financial investments**

Excess liquidity is placed in the Group's cashpool to reduce its short-term interest-bearing debt. The company uses a small degree of financial investments.

**(vi) Price fluctuation**

The Group is not affected by changes in the price of raw materials to any significant extent because it mainly sells technology, servicing, services and labels, the main cost element of which is labour and/or capital investment. Price changes occurs normally in the form of exchange rate changes, see paragraph (iv) currency risk.

**(vii) Capital structure**

The Board aims to maintain a strong capital base in order to retain the trust of shareholders, creditors and the market in order to continually develop the enterprise. The Board want to create a balance between higher return, which is made possible by higher borrowing levels, and the benefits and security provided by a solid equity.

**(viii) Determining of fair value**

TNOK	2013		2012	
	Balance sheet value	Fair value	Balance sheet value	Fair value
Financial assets				
Cash	8 554	8 554	3 670	3 670
Accounts receivable	98 156	98 156	94 325	94 325
<b>Total financial assets at amortized cost</b>	<b>106 710</b>	<b>106 710</b>	<b>97 996</b>	<b>97 996</b>
Assets held for sale	506	506	26	26
Financial debts				
Overdraft	5 618	5 618	-41 095	-41 095
Accounts payable	-71 163	-71 163	-70 826	-70 826
Bank loans	-40 755	-40 755	-49 188	-49 188
Financial leasing liabilities	-17 736	-17 736	-4 866	-4 866
<b>Total financial debts at amortized cost</b>	<b>-124 036</b>	<b>-124 036</b>	<b>-165 974</b>	<b>-165 974</b>

The Board aims to ensure that PSI Group shareholders will over time gain a competitive return on their investment through a combination of cash dividends and increased value of their shares. In determining the annual dividend, the Board will take into account the expected cash flow, investments in organic growth, plans for growth through mergers and acquisitions, and the need for adequate financial flexibility.

The level of net debt is measured in terms of cash flow. The company is comfortable with the level of debt as at 31.12.13.

Available for sale investments are carried at fair value and the value increases towards the total comprehensive income. All other items are recorded based on amortized cost.

The balance sheet value of cash and cash equivalents and overdrafts is approximate to the fair value as these instruments have a short expiry period. Similarly, the balance sheet value of accounts receivables and accounts payable is approximate to the fair value as they are agreed on "ordinary" terms.

Book value of debt is deemed to be equivalent to market value, since the company should be able to refinance the loan at the same rate in the market.

## Note 18: TRANSACTIONS WITH RELATED PARTIES

### Transactions with Board Directors

- The subsidiary PSI Systems AS has entered into a 10-year tenancy agreement for the premises at Slynga 10 with Pinnås Eiendom AS. Board director Erik Pinnås owns 100 % of the shares in Pinnås Eiendom AS. The agreement expires in 2015. The rent for 2013 was KNOK 3 367 (KNOK 3 305 in 2012).
- In the third quarter 2012 Strømstangen AS, where board member Klaus De Vibe is CEO, made MNOK 3.5 available to the company in the form of a short-term credit which was repaid 30 November 2012. It was paid KNOK 47 in interest expenses and KNOK 35 in startup fees associated with this loan.
- In 2012 the company paid KNOK 100 to Sveinja Invest AS related to the Chairman Svein S. Jacobsen extensive additional work through 2011. The fee were adopted at the Annual General Meeting on 8 May 2012.
- The above is not included in the directors' remuneration detailed in note 9.

### Transactions with associated companies

The group has carried out a number of transactions with associated companies. All transactions were carried out as part of its ordinary activities and at arm's length prices. The shares in associated companies were sold in 2013. The share in InStore IT companies were sold 8th July 2013 and the shares in PSI Finance AS was sold 20th August 2013. Sales to and purchases from associated companies are as follows in the period before PSI Group sold the shares:

KNOK	2013		2012	
	Sale	Purchase	Sale	Purchase
Instore IT Sør AS	434	7 370	1 917	12 353
Instore IT Vest AS	1 647	8 029	2 631	11 547
Instore IT Innland AS	369	3 106	552	4 387
Instore IT Nord AS	115	3 246	756	4 826
PSI Finance AS	-	-	4 098	260
<b>Total</b>	<b>2 565</b>	<b>21 751</b>	<b>9 954</b>	<b>33 373</b>

*The balance includes the following amount resulting from transactions with associated companies:*

KNOK	2013	2012
Accounts receivables	-	720
Other receivables	-	-
Accounts payable	-	-3 268
<b>Net</b>	<b>-</b>	<b>-2 548</b>

### Binding future transactions with related parties

	2014	2015
Pinnås Eiendom AS (rent)	3 367	842

## Note 19: POST BALANCE SHEET EVENTS

There are no significant changes after the balance sheet date.

## Note 20: OVERVIEW OF SUBSIDIARIES

The following subsidiaries are included in the consolidated accounts:

Company	Address	Main area of business	Share of votes	Stake
PSI Systems AS	Rælingen	Service and product provider	100%	100%
EtikettProdusenten AS	Tangen	Printing	100%	100%
PSI Antonson AB	Göteborg (Sweden)	Service and product provider	100%	100%
Antonson Etikett AB	Malmö (Sweden)	Printing	100%	100%
CashGuard AB <sup>1</sup>	Täby (Sweden)	Hardware and software	100%	100%
SQS Security Qube Systems AB <sup>2</sup>	Skellefteå (Sweden)	Production and sales	100%	100%

1) CashGuard AB owns 100% of its sales companies in France and Germany.

2) SQS owns 100% of its sales companies in Norway, the UK, Germany and France and the branch in Belgium.

## Note 21: EXCHANGE RATES

	2013													2012	
	Average exchange rate												Exchange rate	Average	Exchange
	January	February	March	April	May	June	July	August	September	October	November	December	31.12	exchange rate	31.12
SEK	0,856	0,873	0,897	0,893	0,882	0,891	0,910	0,912	0,919	0,928	0,924	0,938	0,947	0,859	0,855
Euro	7,382	7,423	7,485	7,544	7,563	7,739	7,884	7,939	7,973	8,121	8,206	8,405	8,383	7,475	7,341

Profit or loss items in the overseas subsidiaries are converted to NOK monthly, based on the average exchange rate of that month.

Balance sheet items for the overseas subsidiaries are converted to NOK, based on the exchange rate as at 31.12.2013.



## Note 22: PROVISIONS

### Royalty agreement

SQS Security Qube System AB has a limited royalty obligation until January 2015. The net present value of the royalty obligation is estimated to a maximum of MNOK 4.3, which is reserved as long term and short term debt in the balance sheet.

Long term provision (KNOK)	2013	2012
<b>Balance 01.01.</b>	<b>5 909</b>	6 695
Translation differences	638	-117
Interest effect	2 850	-
Provision reversed	-5 069	-669
<b>Balance 31.12.</b>	<b>4 328</b>	5 909
Of which provisions due within 1 year	4 036	

Warranty provisions (KNOK)	2013	2012
<b>Balance 01.01.</b>	<b>2 965</b>	5 652
Provision	9 236	3 359
Translation differences	333	-122
Provision reversed	-	-1 006
Provision used	-7 472	-4 917
<b>Balance 31.12.</b>	<b>5 063</b>	2 965
Of which warranties due within 1 year	5 063	2 965

## Note 23: EARNINGS PER SHARE

The Group's time-weighted earnings per share	2013	2012
Profit for year	50 937	-6 206
-----	= 1,16	----- = -0,14
Time-weighted average of outstanding ordinary shares	43 758	43 866

Number of outstanding shares (numbers in thousand)	2013	2012
<b>01.01: Number of shares (after deductions for own shares)</b>	<b>43 704</b>	44 078
Sale of own shares during the year	83	-
<b>Purchase of own shares during the year</b>	<b>-71</b>	-374
31.12: Number of shares (after deductions for 660.3 thousand own shares)	43 716	43 704

## Note 24: SHAREHOLDER INFORMATION

### Shareholders as at 31.12.2013

No.	Name	No. of shares	%
1	PINNÅS, ERIK (incl. fully owned companies) <sup>1</sup>	4 932 276	11,1 %
2	GLAAMENE INDUSTRIER AS	4 176 417	9,4 %
3	STRØMSTANGEN AS	3 933 092	8,9 %
4	SKAGEN VEKST OG SKAGEN VEKST III	3 921 280	8,8 %
5	HOLMEN SPESIALFOND	2 100 000	4,7 %
6	AVANZA BANK AB	1 670 938	3,8 %
7	NORDNET BANK AB	1 600 811	3,6 %
8	ZETTERBERG, GEORG (incl. fully owned companies)	1 530 404	3,4 %
9	SKANDINAVISKA ENSKILDA BANKEN	1 333 022	3,0 %
10	WAALER, JØRGEN (incl. fully owned companies) <sup>1</sup>	1 005 315	2,3 %
11	GRESSLIEN, ODD ROAR	910 000	2,1 %
12	DELTA INVEST AS	776 018	1,7 %
13	V. EIENDOM AS	715 000	1,6 %
14	MP PENSJON PK	699 806	1,6 %
15	PSI GROUP ASA	660 253	1,5 %
16	RING, JAN	645 322	1,5 %
17	SWEDBANK AB (PUBL)	567 767	1,3 %
18	NORDEA BANK AB (PUBL)	458 063	1,0 %
19	JACOBSEN, SVEIN (incl. fully owned companies) <sup>1</sup>	450 000	1,0 %
20	SAXO PRIVATBANK A/S	353 000	0,8 %
<b>Total 20 largest shareholders</b>		<b>32 438 784</b>	<b>73,1 %</b>
<b>Total 1 691 other shareholders</b>		<b>11 937 256</b>	<b>26,9 %</b>
<b>Total all 1 711 shareholders</b>		<b>44 376 040</b>	<b>100,0 %</b>

1) Primary insiders.

2) Board member Klaus De Vibe is CEO of Strømstangen AS.

As at 31.12.2013 PSI Group ASA had a share capital of NOK 27 513 144 spread over 44 376 040 shares with a nominal value of NOK 0,62. As at 31.12.2013 PSI Group ASA has no outstanding options. All shares have equal voting rights.

### Changes in share capital:

KNOK	Number of shares		Share capital	
	2013	2012	2013	2012
Ordinary shares 01.01.	44 376	44 376	27 513	27 513
Reduced share premium account				
Net share issue				
Sales of own shares				
<b>31.12</b>	<b>44 376</b>	<b>44 376</b>	<b>27 513</b>	<b>27 513</b>

### Own shares:

Numbers in 1000	2013	2012
<b>01.01</b>	<b>672</b>	<b>298</b>
Purchase of own shares	71	374
Sales of own shares	(83)	
<b>31.12</b>	<b>660</b>	<b>672</b>
Nominal value	0,62	0,62
Own shares specified in equity (KNOK):	409	185

As at 31.12.2013 the Group owned 660 253 own shares. Cost price of these was KNOK 3 902, giving an average share price of NOK 5,91.

It was paid KNOK 10 922 in dividend in 2013, which was NOK 0,25 per share. The Board has proposed a dividend of NOK 0,30 per share in 2014. Total dividends to external shareholders will be TNOK 13 115. The tax effect of dividends does not affect the company's current or deferred tax.

## Note 25: ESTIMATION UNCERTAINTIES

When preparing the annual accounts in accordance with IFRS the company management has used estimates based on best judgement and assumptions that are considered to be realistic. Situations or changes in market conditions may occur that may lead to estimates being adjusted, thus affecting the company's assets, debts, equity and profit.

### The company's most significant accounting estimates are linked to the following items:

- Depreciation and write-down of intangible assets.
- Impairment assessment of goodwill
- Recognition of deferred tax on balance sheet
- Obsolete stock and warranty provisions

PSI must allocate the cost price of acquired entities to acquired assets and transferred debts based on estimated fair value. Significant intangible assets that PSI has recognized includes customer contracts, customer base, brands, own technology and commitments in relation to any royalty agreements entered into. Assumptions taken into account when valuing assets include, but are not limited to, the replacement cost of fixed assets and fair value. The management's estimates of fair value are based on assumptions that are considered to be reasonable, but that are by nature uncertain. As a result the actual results may differ from the estimates. Depreciation periods and amounts are given in note 11.

Goodwill and brands as stated on the balance sheet are evaluated for impairment annually. The valuation is based on value in use when discounting expected future cash flows. The valuation is carried out with starting points in next year's budget and in a forecast for the next four years. Next, a terminal value is calculated based on 2.5% growth in net cash flow. The most sensitive assumption used in the estimates is that of future turnover growth, but EBITDA and discount rate are also important. The assumptions and sensitivity analysis are detailed in note 11.

The company recognises deferred tax assets on the balance sheet. At the end of 2013 deferred tax assets of NOK 18 million have been recognised. When assessing the recognition of deferred tax assets on the balance sheet, the reversal of deferred tax liabilities has been taken into account, as has their utilisation in relation to future profit and the utilisation of tax planning opportunities. Further details are provided in note 26.

The management has used estimates and assessments when making provisions for obsolete stock and future warranty costs. The provisions have been made with basis in a historical

assessment of provision requirements, past figures for returns and under-warranty repairs and the age distribution of stock. Further details are provided in note 12 for stock and note 22 for warranty provisions.

## Note 26: TAX

### Tax expense:

KNOK	2013	2012
Tax payable	207	643
Tax items relating to previous years	-	117
Change from 26.3 % to 22.0 % tax in Sweden	-	5 703
Change from 28.0 % to 27.0 % tax in Norway	-27	-
Impairment of deferred tax assets		7 120
Change in deferred tax	5 034	974
<b>Tax expense</b>	<b>5 214</b>	<b>14 558</b>
Included as tax expense in the financial statements	5 214	14 558
Reconciliation of the nominal tax rate	28%	28%

KNOK	2013	2012
<b>Profit before tax</b>	<b>56 383</b>	<b>8 685</b>
Tax calculated at a rate of 28%	15 787	2 432
Taxing related to Sweden at a rate of 22 % (26,3 % in 2012)	160	112
Change from 26.3 % to 22.0 % tax in Sweden	-	5 703
Change from 28.0 % to 27.0 % tax in Norway	-27	-
Non-taxable items (28% of permanent differences) 1)	-7 997	-386
Non-listed deferred tax	536	981
Impairment of deferred tax assets		7 120
Effect corrections previous years	-3 311	117
Other	66	-1 521
<b>Tax expense</b>	<b>5 214</b>	<b>14 558</b>

1) Non-taxable items in 2013 are mainly due to profit related to the sale of InStore companies.

**Deferred tax assets and deferred tax liabilities:**

	Consolidated balance sheet		Consolidated income statement	
KNOK	2013	2012	2013	2012
<b>Deferred tax assets</b>				
Current assets	630	774	144	-659
Liabilities	1 104	1 211	107	397
Fixed assets	-20 109	-9 915	3 559	3 680
Losses carried forward	36 459	37 724	1 266	10 380
<b>Deferred tax assets</b>	<b>18 083</b>	<b>29 794</b>	<b>5 076</b>	<b>13 797</b>

The Company has no liabilities / deferred tax assets that effect Total comprehensive income.

The Group gained an access of deferred tax assets of MNOK 9.8 in connection with the acquisition of Sydetikett AB and Etikett-Produsenten AS.

From fiscal year 2014, the tax rate on ordinary income in Norway is reduced to 27 percent. Deferred tax assets and deferred tax liabilities as at 31.12.2013 is measured using the new tax rate. The effect on net cost of tax amounts to KNOK 27.

The Group has total losses of MNOK 2.7 to be carried forward as at 31 December 2013 in the Norwegian entities. Deferred tax asset of MNOK 0.7 associated with this are included in the balance sheet as at 31.12.2013. The deficits have no due date. This year's decrease in these losses amounted to MNOK 9.6. The expectations for future operations in Norway, the Group considers that one will be able to utilize the remaining deficit over the five coming years.

The remaining portion of deferred tax assets on losses carried forward amounted to MNOK 35.8 and is related to losses carried forward in the Swedish units. Most of the deficit is related to SQS Security Qube System AB. Net deferred tax assets in SQS Security Qube System AB per 31.12.2013, after taking into account deferred tax liability on unrealized gains, amounted to MNOK 26. This advantage is expected used in part by future profits in the SQS Security Qube System AB and partly through group contributions from the other Swedish units.

The group also has around MNOK 36.6 in losses to be carried forward in relation to other overseas entities. These are sales entities that are in their start-up phase, and no deferred tax asset has been recognised on the balance sheet in relation to these losses.

**Note 27: OTHER SHORT TERM DEBT**

KNOK	2013	2012
Holiday pay owed	13 378	11 553
Accrued expenses	12 587	6 663
Deferred income on balance sheet	50 489	43 032
Warranty provisions	5 063	2 965
Other short term debt	12 694	6 533
<b>Total other short term debt</b>	<b>94 210</b>	<b>70 746</b>



## FINANCIAL STATEMENTS PSI GROUP ASA

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## INCOME STATEMENT

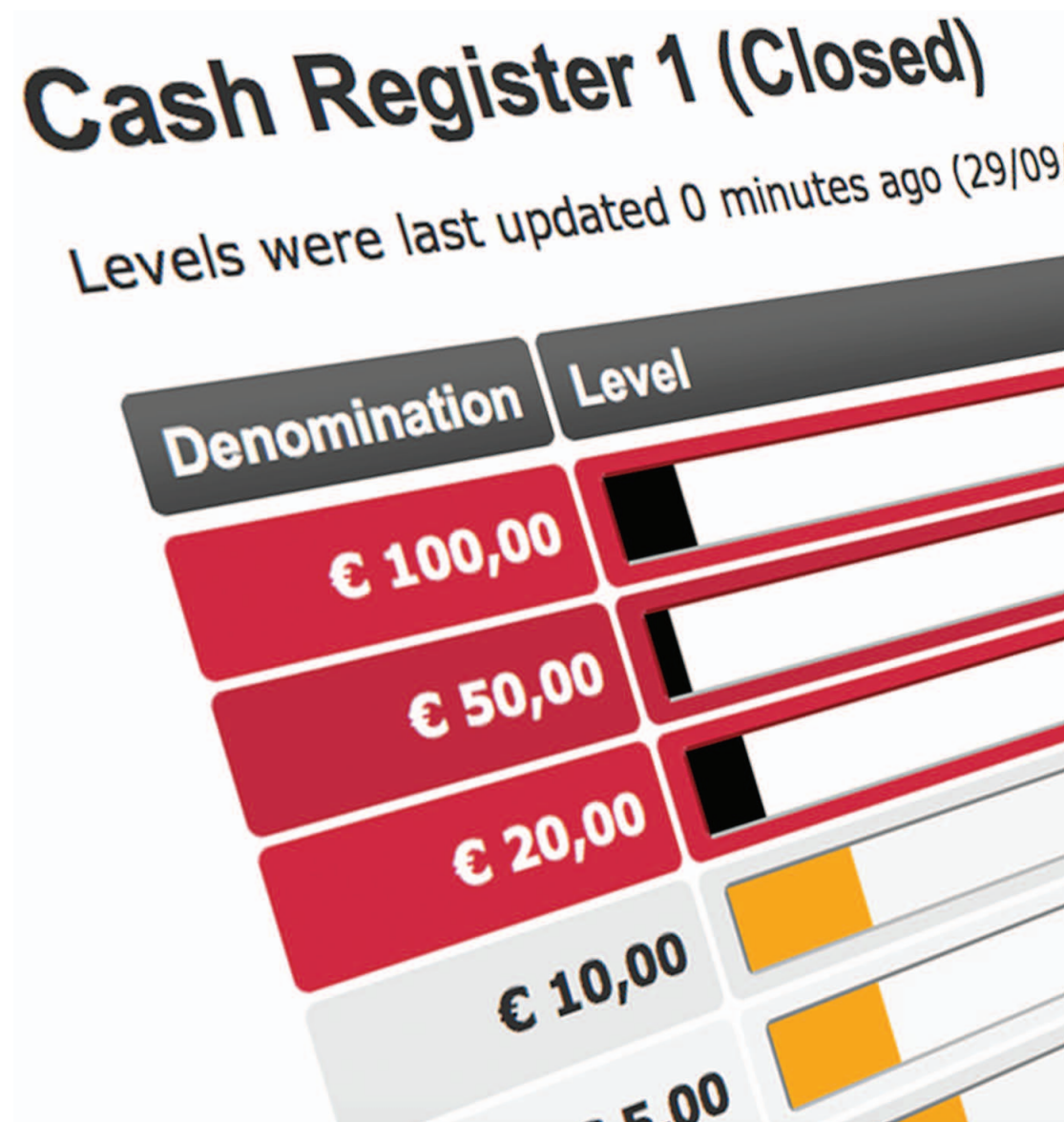
01.01-31.12 (KNOK)	note	2013	2012
Other operating income	3	5 080	6 320
<b>Total operating income</b>		<b>5 080</b>	<b>6 320</b>
Payroll	2	7 703	5 908
Depreciation	5	2	18
Other operating expenses	2	3 976	3 784
<b>Total operating expenses</b>		<b>11 681</b>	<b>9 709</b>
<b>Operating profit</b>		<b>-6 601</b>	<b>-3 389</b>

### FINANCIAL INCOME AND EXPENSES

Interest income from group companies		1 129	2 621
Other interest income		68	-
Other financial income	6	85 760	24 537
Other interest expenses		1 563	2 116
Other financial expenses	6	606	2 157
<b>Net financial result</b>		<b>84 788</b>	<b>22 885</b>
<b>Profit before tax</b>		<b>78 187</b>	<b>19 496</b>
Income tax expense	13	9 522	3 642
<b>Ordinary profit</b>		<b>68 665</b>	<b>15 854</b>
<b>PROFIT FOR YEAR</b>		<b>68 665</b>	<b>15 854</b>

### DISTRIBUTIONS

Transfer to / from other equity	8	55 550	4 928
Proposed dividend	8	13 115	10 926
<b>Total distributions</b>		<b>68 665</b>	<b>15 854</b>



# BALANCE SHEET

KNOK	note	31.12.2013	31.12.2012
<b>ASSETS</b>			
Tangible assets	5	39	-
Investments in subsidiaries	11	270 315	223 914
Loans to group companies	10	38 439	34 693
Investments in associated companies	12	-	6 833
Other long term investments		476	-
Deferred tax	13	606	10 128
<b>Total fixed assets</b>		<b>309 875</b>	<b>275 568</b>
Intra-group receivable	10	49 720	35 337
Prepaid expenses		160	59
<b>Total current assets</b>		<b>49 879</b>	<b>35 396</b>
<b>TOTAL ASSETS</b>		<b>359 755</b>	<b>310 964</b>

KNOK	note	31.12.2013	31.12.2012
<b>EQUITY AND LIABILITIES</b>			
Share capital	7,8	27 513	27 513
Holding of own shares	8	-409	-416
Other paid in equity	8	232 532	177 301
<b>Total equity</b>		<b>259 636</b>	<b>204 397</b>
Long term liabilities to credit institutions	9	15 142	19 142
Long term liabilities to group companies	10	-	2 993
Other long term liabilities		9 472	-
<b>Total long term liabilities</b>		<b>24 614</b>	<b>22 135</b>
Current liabilities to credit institutions	9	48 719	71 865
Short term liabilities to group companies	10	4 749	-
Accounts payable		1 978	53
Public liabilities		534	517
Proposed dividend		13 115	10 928
Other short term liabilities	4	6 411	1 068
<b>Total short term liabilities</b>		<b>75 505</b>	<b>84 432</b>
<b>Total liabilities</b>		<b>100 119</b>	<b>106 567</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>359 755</b>	<b>310 964</b>

Rælingen, 19.03.2014

  
Svein S Jacobsen  
Chairman

  
Erik Pinnås  
Director

  
Selma Kveim  
Director

  
Klaus de Vibe  
Director

  
Camilla AC Tepfers  
Director

  
Jørgen Waaler  
CEO

## CASH FLOW STATEMENT

01.01-31.12 (KNOK)	Note	2013	2012
Ordinary profit before tax		78 187	19 496
Ordinary depreciation	5	2	18
Realised gain on shares	12	-42 029	-10
Unrealised loss on shares	12	-49	49
Change in accounts receivables		-	335
Change in accounts payable		1 924	-336
Change in short term group accounts		-17 871	-9 505
Change in other accrued items		1 333	-621
<b>Net cash flow from operational activities</b>		<b>21 498</b>	<b>9 424</b>
Payments for fixed assets		-41	-
Sale of shares in InStore IT companies		48 900	-
Liquidation of PSI Systems AB		23	-
Payment shares in mCASH		-476	-
Acquisition of Etikett-Produsenten AS		-4 325	-
Acquisition of Sydetikett AB		-27 198	-
Dividend paid from PSI Antonson AB		-	10 441
<b>Net cash flow from investment activities</b>		<b>16 883</b>	<b>10 441</b>
Purchase / sale of treasury shares	8	389	-2 013
Compulsary acquisition		-680	-
Change in long-term debt		-4 000	-5 500
Change in long term group accounts		-	1 194
Dividend paid		-10 943	-11 018
Change in overdraft		-23 147	-2 530
<b>Net cash flow from financing activities</b>		<b>-38 380</b>	<b>-19 866</b>
Net change in liquid assets		0	0
Cash and cash equivalents at 01.01		0	0
<b>Cash and cash equivalents at 31.12</b>		<b>0</b>	<b>0</b>



## Note 1: ACCOUNTING PRINCIPLES

The financial statements, prepared by the company's board and management, should be interpreted in light of the Directors' report. The financial statements comprise income statement, balance sheet, cash flow statement and notes and have been prepared in accordance with laws and generally accepted accounting principles in Norway.

### Principal rules for valuation and classification of assets and liabilities

Assets intended for permanent ownership or use are classified as fixed assets. Other assets are classified as current assets. Receivables due within one year are classified as current assets. Similar criteria are applied when classifying short-term and long term liabilities.

Fixed assets are valued at the acquisition cost less accumulated depreciation. If the fair value of fixed assets is lower than the carrying amount and the reduction is not expected to be temporary, it is written down to fair value. Fixed assets with limited useful lives are depreciated using the straight line method over their economic life.

Shares in other companies are recorded using the cost method. Dividends and group contributions from subsidiaries are recognized in the year the amount is set aside as a liability in the paying companies. Dividends from other companies are recognized in the year it is paid.

Tangible assets are capitalized and depreciated over the useful life if they have a useful life of more than 3 years. Maintenance costs

are expensed as incurred, while improvements are added to the tangible assets and depreciated over the remaining useful life.

Current assets are valued at lower of cost or fair value.

Other long-term liabilities and short-term liabilities are valued at nominal value.

### Subsidiaries / associated companies

Subsidiaries and associated companies are valued at cost in the financial statements. The investments are valued at acquisition cost for the shares unless impairment has been required. It is written down to fair value if impairment is not considered to be temporary and it is deemed necessary by generally accepted accounting principles. Impairment losses are reversed when the reasons for the impairment no longer exists.

Dividends, group contributions and other distributions from subsidiaries are recognized in the same year as appropriated in the subsidiary's accounts.

### Foreign currency

Transactions in foreign currencies are translated at the exchange rate on the transaction date. Monetary items in foreign currencies are translated into Norwegian kroner by using the exchange rate at the balance sheet date. Non-monetary items measured at historical cost in a foreign currency are translated into Norwegian kroner at the exchange rate on the transaction date. Non-monetary items measured at fair value in a foreign currency are translated

using the exchange rate at the time of measurement. Changes in foreign currency exchange rates are recorded in the accounting period under other financial items.

### Intangible assets

Intangible assets purchased individually are capitalized at cost. Intangible assets obtained through acquisitions are capitalized at cost when the criteria for capitalization are met.

Intangible assets with a limited useful life are depreciated according to a schedule. Intangible assets are written down to fair value if the expected economic benefits do not cover the carrying value and any remaining production expenses.

### Pensions

The company has a statutory obligatory company pension scheme for its employees. The company pension scheme meets the requirements of the law.

### Receivables

Accounts receivables and other receivables are stated at nominal value less provisions for expected losses. Provisions for losses are based on an individual assessment of each receivable. For others receivables, a general provision is made to cover any expected losses.

### Bank deposits, cash etc.

Cash and cash equivalents include cash, bank deposits and other forms of payment that become due within three months of acquisition.

### Tax

Tax expenses are matched with the accounting profit before tax. Tax related to equity transactions are recorded in equity. Tax expensed comprises tax payable (tax on the taxable income for the year) and changes in net deferred tax. Deferred tax is calculated at 27 % on the basis of temporary differences between accounting and tax values and tax losses carried forward at year end. Taxable and deductible temporary differences that reverse or may reverse in the same period are netted. Other deductible temporary differences is not assessed, but recognised on the balance sheet if it is likely that the company can utilise them and net recorded if appropriate. Deferred tax and deferred tax assets are presented at net value in the balance sheet.

### Cash flow statement

The cash flow statement is prepared using the indirect method. Cash and cash equivalents include cash, bank deposits and other short term liquid investments.

## Note 2: PAYROLL, NUMBER OF EMPLOYEES, BENEFITS, LOANS TO EMPLOYEES, ETC.

Payroll (KNOK)	2013	2012
Salaries	6 540	4 839
Social fee	778	792
Pension costs	176	126
Other benefits	209	151
<b>Total</b>	<b>7 703</b>	<b>5 908</b>
Number of full-time equivalents employed during the year:	3	3
Number of employees at the end of the year:	4	3

### Salaries and remuneration for Group management and Directors

	Directors' fee	
KNOK	2013	2012
Svein S. Jacobsen, Chairman	400	387
Guri Kogstad, former Director	72	196
Erik Pinnås, Director	205	231
Selma Kveim, Director	220	194
Camilla Tepfers, Director	133	-
Patrick Sandahl, former Director 1)	-	70
Klaus de Vibe, Director	220	194
<b>Total Board of Directors 2)</b>	<b>1 250</b>	<b>1 272</b>

1) The remuneration of KNOK 70 to Patrick Sandahl was booked as a provision per 31.12.2011 and paid in 2012.

2) There are also additional transactions with close associates, described in note 18 in the consolidated report.

	2013				2012			
KNOK	Salary	Bonus	Other remuneration.	Pension expenses	Salary	Bonus	Other remuneration.	Pension expenses
Jørgen Waaler, CEO	1 822	129	17	62	1 801	320	15	46
Anders Nilsen, CFO	1 029	40	14	65	1 007	409	11	50
Per Herseth, VP Business development from 31.10.13	183	-	1	11				
<b>Total Group management</b>	<b>3 035</b>	<b>169</b>	<b>33</b>	<b>139</b>	<b>2 808</b>	<b>729</b>	<b>26</b>	<b>96</b>
<b>Total</b>	<b>4 285</b>	<b>169</b>	<b>33</b>	<b>139</b>	<b>4 080</b>	<b>729</b>	<b>26</b>	<b>96</b>

The CEO has a severance arrangement that involves a compensation of 6 months salary after the end of the 6 months notice period if the employment was terminated as a result of a decision by the board. There are no loans or security for members of the management team or board members.

### The following members of the management team and board of directors own shares or share options in the company at the end of the year:

Name, position	Shares as at 31.12.13	Shares as at 31.12.13
<b>Board of Directors</b>		
Svein S. Jacobsen, Chairman <sup>1)</sup>	450 000	450 000
Erik Pinnås, Director <sup>2)</sup>	4 932 276	4 932 276
Selma Kveim, Director	20 500	20 500
Klaus de Vibe, Director <sup>3)</sup>	78 660	78 660
<b>Group management</b>		
Jørgen Waaler, CEO <sup>4)</sup>	1 005 315	930 000
Anders Nilsen, CFO	38 315	33 000
<b>Sum</b>	<b>6 525 066</b>	<b>6 444 436</b>

1) Svein S. Jacobsen's shares are owned through the company Sveinja Invest AS.

2) Erik Pinnås shares are privately owned, and owned through the companies Pinnås Eiendom AS and Probitas Holding AS.

3) Klaus de Vibes shares are owned through the company De Vibe AS.

4) The CEO's shares are privately owned and through the company Waaler AS.

No employees or Directors have stock options.

Salaries and remuneration of the CEO, CFO and other senior executives are described in note 9 in the Group's financial statements.

Remuneration to Ernst & Young for audit and audit-related services account in 2013 was NOK 396 674 (against NOK 296 000 in 2012). Remuneration for other services was NOK 32 600 (against NOK 129 900 in 2012, of which NOK 64 000 was tax-related assistance).

### Note 3: OTHER OPERATING INCOME

KNOK	2013	2012
Received management fee from Norwegian subsidiaries	1 150	1 460
Received management fee from Swedish subsidiaries	3 450	4 380
Other operating income	480	480
<b>Total operating income</b>	<b>5 080</b>	<b>6 320</b>

### Note 4: OTHER SHORT TERM DEBT

KNOK	2013	2012
Holiday pay owed	411	386
Accrued expenses	1 674	683
Other short term debt 1)	4 325	-
<b>Total other short term debt</b>	<b>6 411</b>	<b>1 068</b>

1) Vondor loan to the previous owner of Etikett-Produsenten AS.

### Note 5: FIXED ASSETS

Office machines		
KNOK	2013	2012
Acquisition costs 01.01.	172	172
Acquired	41	-
<b>Acquisition costs 31.12.</b>	<b>213</b>	<b>172</b>
Accumulated depreciations 01.01.	172	155
Accumulated depreciations 31.12.	174	172
Accumulated depreciations and write-downs 31.12.	174	172
<b>Book value as at 31.12.</b>	<b>39</b>	<b>-</b>
Depreciations of the year	2	18
Useful economic life	3 years	3 years
Depreciation method	Straight line	Straight line

### Note 6: OTHER FINANCIAL ITEMS

KNOK	2013	2012
Realised profit sale of shares	42 078	10
Group contributions received from subsidiaries	37 251	17 942
Dividend received from associated companies	2 300	1 340
Dividend received from subsidiaries	-	5 235
Profit on exchange	4 130	-
Other	1	10
<b>Other financial income</b>	<b>85 760</b>	<b>24 537</b>

KNOK	2013	2012
Loss on exchange	565	2 108
Other financial expenses	42	49
<b>Other financial expenses</b>	<b>606</b>	<b>2 157</b>

## Note 7: SHARE CAPITAL AND SHAREHOLDER INFORMATION

### Overview of shareholders as at 31.12.2013:

No.	Name	No. of shares	%
1	PINNÅS, ERIK (incl. fully owned companies) <sup>1</sup>	4 932 276	11,1 %
2	GLAAMENE INDUSTRIER AS	4 176 417	9,4 %
3	STRØMSTANGEN AS	3 933 092	8,9 %
4	SKAGEN VEKST OG SKAGEN VEKST III	3 921 280	8,8 %
5	HOLMEN SPESIALFOND	2 100 000	4,7 %
6	AVANZA BANK AB	1 670 938	3,8 %
7	NORDNET BANK AB	1 600 811	3,6 %
8	ZETTERBERG, GEORG (incl. fully owned companies)	1 530 404	3,4 %
9	SKANDINAVISKA ENSKILDA BANKEN	1 333 022	3,0 %
10	WAALER, JØRGEN (incl. fully owned companies) <sup>1</sup>	1 005 315	2,3 %
11	GRESSLIEN, ODD ROAR	910 000	2,1 %
12	DELTA INVEST AS	776 018	1,7 %
13	V. EIENDOM AS	715 000	1,6 %
14	MP PENSJON PK	699 806	1,6 %
15	PSI GROUP ASA	660 253	1,5 %
16	RING, JAN	645 322	1,5 %
17	SWEDBANK AB (PUBL)	567 767	1,3 %
18	NORDEA BANK AB (PUBL)	458 063	1,0 %
19	JACOBSEN, SVEIN (incl. fully owned companies) <sup>1</sup>	450 000	1,0 %
20	SAXO PRIVATBANK A/S	353 000	0,8 %
<b>Total 20 largest shareholders</b>		<b>32 438 784</b>	<b>73,1 %</b>
<b>Total 1 691 other shareholders</b>		<b>11 937 256</b>	<b>26,9 %</b>
<b>Total all 1 711 shareholders</b>		<b>44 376 040</b>	<b>100,0 %</b>

1) Primary insiders.

2) Board member Klaus De Vibe is CEO of Strømstangen AS.

### The company's share capital as at 31.12.2013 comprises the following share classes:

	Number	Nominal value	Book value
Shares	44 376 040	0,62	27 513 145
<b>Total</b>	<b>44 376 040</b>		<b>27 513 145</b>

## Note 8: EQUITY

KNOK	Share capital	Treasury shares	Other paid-in equity	Total 2013
<b>Equity as at 01.01.</b>	<b>27 513</b>	<b>-416</b>	<b>177 300</b>	<b>204 397</b>
<b>Change of equity for the year:</b>				
Insufficient provision for dividend in 2012			-21	-21
Proposed dividend			-13 115	-13 115
Sale of own shares		51	338	389
Compulsary acquisition		-44	-383	-427
Cost regarding compulsory acquisition			-253	-253
Profit for the year			68 665	68 665
<b>Equity as at 31.12.</b>	<b>27 513</b>	<b>-409</b>	<b>232 531</b>	<b>259 636</b>

### Own shares:

Numbers in thousand	2013	2012
<b>01.01.</b>	<b>672</b>	<b>298</b>
Sale of own shares	-83	-
Purchase of own shares	71	374
<b>31.12.</b>	<b>660</b>	<b>672</b>
Nominal value	0,62	0,62
Treasury shares specified in equity (KNOK)	409	416



As at 31.12.2013 the Group owned 660 253 own shares. Cost price of these was KNOK 3 902, giving an average share price of NOK 5,91.

It was paid KNOK 10 923 in dividend in 2013, which was NOK 0,25 per share. The Board has proposed a dividend of NOK 0,30 per share in 2014. Total dividends to external shareholders will be TNOK 13 115. The tax effect of dividends does not affect the company's current or deferred tax.

## Note 9: INTEREST BEARING DEBT

Distribution repayment loans (KNOK)	2013	2012
Due within one year	4 000	4 000
Debt, not time-restricted (group credit account)	44 719	67 865
<b>Total short term liabilities to credit institutions</b>	<b>48 719</b>	<b>71 865</b>
Due after more than one year	15 142	19 142
<b>Total long term liabilities to credit institutions</b>	<b>15 142</b>	<b>19 142</b>

### Debts and terms of borrowing

Lender (KNOK)	2013	2012	Borrowing terms	Interest terms
Multi-currency, group credit account	44 719	67 865	Overdraft limit MNOK 50.82, not time limited	3,15 %
Repayment business loan	19 142	23 142	Quarterly term loans, last payment 01.07.2016	4,40 %
<b>Total interest bearing debt</b>	<b>63 861</b>	<b>91 007</b>		

The group's main bank has covenants on the relationship between EBITDA and net interest bearing debt. The group is not in breach of the terms pr. 31.12.13. The loans are secured.

### Loan security as at 31.12.2013

Asset (KNOK)	Book value / nominal security
Co-surety Norway, SQS and CashGuard *	145 000

\* CashGuard AB and SQS Security Qube System AB's liabilities are limited to the amount the guarantor at any time has drawn.

## Note 10: INTERCOMPANY BALANCES

KNOK	2013	2012
Debts		
Group companies	4 749	2 993
<b>Total debts</b>	<b>4 749</b>	<b>2 993</b>
Receivables		
Short term intercompany balances	49 720	35 337
Long term intercompany balances	38 439	34 693
<b>Total receivables</b>	<b>88 159</b>	<b>70 030</b>

## Note 11: SHARES IN SUBSIDIARIES

Company	Address	Main area of business	Stake	Book Value
PSI Systems AS	Rælingen	Service and product provider	100%	25 415
EtikettProdusenten AS	Tangen	Printing	100%	17 126
Antonson Etikett AB	Malmö (Sweden)	Printing	100%	36 264
PSI Antonson AB	Göteborg (Sweden)	Service and product provider	100%	22 752
CashGuard AB	Täby (Sweden)	Hardware and software	100%	122 379
SQS Security Qube Systems AB	Skellefteå (Sweden)	Production and sales	100%	46 380
<b>Total</b>				<b>270 315</b>

## Note 12: SHARES IN ASSOCIATED COMPANIES

The shares in associated companies were sold in 2013.

## Note 13: TAX EXPENSE

Tax expenses for the year are as follows (KNOK):	2013	2012
Change in deferred tax	9 522	3 499
Tax on share issue costs recognised in equity	-	143
<b>Tax expense ordinary profit</b>	<b>9 522</b>	<b>3 642</b>
Tax expense	9 522	3 642

### Reconciliation from nominal to actual tax rate:

KNOK	2013	2012
Ordinary profit before tax	78 187	19 496
Expected income tax based on nominal rate of tax (28 %)	21 892	5 459
Tax effect of the following items:		
Permantet differences	-12 393	-1 960
Tax on share issue costs recognised in equity	-	143
Change in tax rate from 28 % to 27 %	22	-
Tax expense	9 522	3 642
<b>Effectiv tax rate</b>	<b>12,2 %</b>	<b>18,7 %</b>

Overview of deferred tax assets (KNOK):	2013	2012
Fixed assets	-152	-206
Profit and loss account	616	770
Losses carried forward	-2 709	-36 735
<b>Net negative differences</b>	<b>-2 245</b>	<b>-36 171</b>
Deferred tax assets	606	10 128

Deferred tax assets are recognised on the balance sheet, as they are expected to be utilised through future group contribution from subsidiaries in Norway.

## Note 14: CASH AND CASH EQUIVALENTS

KNOK	2013	2012
Cash and bank deposit	-	-
<b>Unused overdraft facility</b>	<b>56 438</b>	<b>18 905</b>
Cash and cash flow in the cash flow statement	0	0

The parent company shares an overdraft facility with the rest of the group. The group as whole or the parent company alone may withdraw up to KNOK 50 820 from the group's overdraft facility.

### Statement

We confirm that the financial statements for the period 1 January 2013 to 31 December 2013 have been prepared in accordance with applicable accounting standards and that the information in the financial statements give a true view of the assets, liabilities, financial position and results of operations, and that the report includes a correct overview of the development and performance and position of the company and the Group, together with a description of the principal risks and uncertainties the company faces.

Rælingen, 19.03.2014

  
Svein S Jacobsen  
Chairman

  
Erik Pinnås  
Director

  
Selma Kveim  
Director

  
Klaus de Vibe  
Director

  
Camilla AC Tøpfers  
Director

  
Jørgen Waaler  
CEO

# CORPORATE GOVERNANCE

PSI Group ASA's objective is to create the greatest possible value for its shareholders over time. Good corporate governance is vital to the success of PSI Group ASA. Thus, corporate governance is a key concern for PSI Group's Board and employees, and in PSI Group's relations with its underlying companies. The Board has reviewed and updated the company's corporate governance practice. It is in line with the Accounting Act, paragraph 3-3b and the Norwegian Code of Practice for Corporate Governance published in the revised version in October 2010, and amendments and adjustments to the recommendation issued in October 2012. The Board's overall presentation of PSI Group's corporate governance policy follows. The presentation adheres to the same order of topics as the fifteen items in the Code of Practice recommendations. There is a great deal of concurrence between the recommendations and PSI Group's practice. Deviations from Code recommendations are listed in the table below and discussed under the item in question.

## 1. Implementation and reporting on corporate governance

PSI Group ASA's corporate governance principles are determined by the Board of Directors and are set forth in the company's management documents. The Board's role should be based on the principle of independence in relation to the executive management and the principle of equality and responsibility towards the company's shareholders. The company's shares are freely tradable and the Board/executive management considers it a priority to focus on activities that strengthens the liquidity of its shares. The company's shareholder policy is based on the principle of one share – one vote. Related

to potential acquisitions and restructuring situations the Board will exercise particular concern so that all shareholder's values and interests are considered closely. One of the Board's main tasks is to ensure that the company is based on an optimized capital structure. Equity transactions, including mandates of rights issues and private placements, are to be justified in terms of extent, form and timing.

The Board and executive management must ensure that the company's information politics are carried out such a matter that information regarding the company is to be published correctly, comprehensive and timely, to provide as

Chapters in the recommendation	Comment
1. Implementation and reporting on corporate governance	PSI complies with the recommendations in the chapter
2. Business	PSI complies with the recommendations in the chapter
3. Equity and dividends	PSI complies with the recommendations in the chapter, with the exception: The board has authorization to make an overall capital increase of up to 4.500.000 shares that is not limited to the defined circumstances. The shareholders' preferential rights according to cf. section 10-4 of the Public Limited Liability Companies Act can be disregarded. The board has authorization to acquire up to 4.400.000 own shares that is not limited to the defined circumstances.
4. Equal treatment of shareholders and transactions with close associates	PSI complies with the recommendations in the chapter
5. Freely negotiable shares	PSI complies with the recommendations in the chapter
6. General meetings	With the exception of two items, PSI complies with the recommendations of the chapter. Board members, members of the nomination committee and the auditor are encouraged to participate the general meeting. It is not used independently proxy. Chairman of the Board or the person designated by him chairs the general meeting..
7. Nomination committee	PSI complies with the recommendations in the chapter
8. Corporate assembly and board of directors: composition and independence	PSI complies with the recommendations in the chapter
9. The work of the board of directors	PSI complies with the recommendations in the chapter
10. Risk management and internal control	PSI complies with the recommendations in the chapter
11. Remuneration the board of directors	PSI complies with the recommendations in the chapter
12. Remuneration of executive personnel	PSI complies with the recommendations in the chapter
13. Information and communication	PSI complies with the recommendations in the chapter
14. Take-overs	PSI complies with the recommendations in the chapter
15. Auditor	PSI complies with the recommendations in the chapter

correct pricing of the company's share as possible. Further the information policy should give shareholders the best available foundation to form decisions related to investments and voting at general meetings as possible.

#### ***Values, ethical guidelines and guidelines for corporate social responsibility***

The Group's operations shall be conducted in accordance the company's values, ethical guidelines and guidelines for social responsibility determined by the Board and Executive Management. In addition we shall through our activities contribute to solutions on local and global societal challenges. PSI Group ASA's ethical guidelines and guidelines for corporate social responsibility are presented on the company's website.

## **2. Business**

### ***The company's business objective is described in the company's articles of association.***

PSI Group ASA's mission is to be a leading developer, manufacturer, integrator and marketer of retail technology with a focus on cash handling solutions. The business objective ensures that shareholders have control of the business and its risk profile, without limiting the Board or management's ability to carry out strategic and financially commercial correct decisions within the defined purpose. The article of association of PSI Group ASA is entirely on the group's website: [www.psigroup.no](http://www.psigroup.no). The company's objectives and main strategies are presented in the annual report and the Board of Directors' report.

## **3. Equity and dividends**

### ***Equity***

The Group's equity as of 31 December 2013 amounted to MNOK 250.8 million, corresponding to an equity ratio of 50.7 per cent.

The company's share capital is NOK 27 513 145, divided into 44,376,040 shares with a nominal value of NOK 0,62.

### ***Dividends***

PSI Group's shareholders should over time get a competitive return on their investment through a combination of cash dividends and increased value of their shares.

When deciding the annual dividend level, the Board of directors will take into consideration expected cash flows, investments in organic growth, plans for growth through mergers and acquisitions, and needs for appropriate financial flexibility. In addition to cash dividends, PSI Group ASA may buy back shares as part of its total distribution of capital to the shareholders.

### ***Board authorizations***

The Board's proposals for future Board authorizations accord with the recommendations with one exception. This is the Board's authorization to increase share capital of up to 4,500,000 shares that are not limited to specified conditions. The authorization is valid until the next annual general meeting.

The Board has authorizations to acquire treasury shares at par value of up to NOK 2,728,000 and an overall capital increase of up to 4,400,000 shares (the authorizations are valid to 30 June 2014) are however not limited to the defined circumstances. The Board has asked the General Assembly for authorization to

increase the Groups maneuverability.

## **4. Equal treatment of shareholders and transactions with close associates**

The company has a single class of shares, and all shares carry the same rights in the company. Equal treatment of all shareholders is crucial. Transactions in own (treasury) shares are executed on the Oslo Stock Exchange, except for the repurchase of shares towards the shareholders with 500 shares or fewer. In the event of material transactions between the company and a shareholder, Board member, member of executive management, or a party closely related to any of the beforementioned, the Board will ensure that independent valuations are available.

Board members and members of executive management shall report to the chairman of the board and the group CEO if they directly or indirectly has a significant interest in agreements entered into by PSI Group ASA or companies where PSI Group ASA has significant interests. Additional information on transactions with related parties appears in note 18 in the consolidated accounts. Existing shareholders shall have pre-emptive rights to subscribe for shares in the event of share capital increases, unless otherwise indicated by special circumstances. If the pre-emptive rights of existing shareholders are waived in respect of a share capital increase, the reasons for such waiver shall be explained by the board of directors and be published through Nasdaq OMX, Newsweb, the Oslo Stock Exchange (ticker: PSI) and on the company website.

## **5. Freely negotiable shares**

PSI Group ASA's shares are freely negotiable. No restrictions on transferability are found in the company's articles of association.

## **6. General meetings**

### ***Meeting notification, registration, and participation***

The company encourages all shareholders to participate in general meetings. Notice of general meetings and comprehensive accompanying information are made available to shareholders on the company's website and sent to shareholders within the deadlines stated in the Norwegian Public Limited Liability Companies Act. The deadline for shareholders to register to attend a general meeting is set as close to the date of the meeting as possible, normally two or three days prior to the meeting.

The company is of the opinion that no adequate systems for handling electronic participation at general meetings are currently available. Thus, the Board has decided not to allow such participation at PSI Group ASA general meetings.

### ***Proxy***

Shareholders who are unable to attend a meeting may vote by proxy. The company has prepared proxy forms that enable shareholders to vote on individual issues. Procedures for using such proxies are available on the company's website. The company does not appoint an independent proxy to vote on behalf of shareholders. The company considers shareholders' interests are adequately maintained by the option of participation via an appointed proxy or by shareholders authorizing the Chairman of the





Board or a person designated by him to vote according to specific proxy instructions.

Procedures for attendance registration and granting proxy are presented in the notice of meeting, on the attendance and proxy form, and on the company website.

#### ***Meeting chair, voting, etc.***

Board members, the chairman of the nomination committee, and the company's auditor are encouraged to attend general meetings. The Board elects indefinitely to deviate from the recommendation that the Board should look at that "there are arrangements to ensure an independent chairman of the general meeting", and continue to practice that the general meeting are led by the Chairman of the Board or one elected by the Annual General Meeting.

The nomination committee focuses on composing a board that works as a team, that meets legally established regulations as to equal gender representation on boards of directors, and whose members' experience and qualifications complement each other.

Minutes of general meetings are published as soon as practical via Nasdaq OMX, Newsweb, the Oslo Stock Exchange (ticker: PSI) and on the company website

### **7. Nomination committee**

The company has a nomination committee, as stated in the articles of associations which comprises of: Kim Wahl (Chairman), Ross Porter and Egil Wickstrand Iversen. The nomination committee is to comprise no fewer than three members. Each member is normally elected for a two-year period. The composition of the nomination committee should reflect the interests of shareholders and independen-

ce from the Board and executive management.

Nomination committee members and its chairman are elected by the company's general meeting, which also determines remuneration payable to committee members.

Pursuant to PSI Group ASA's articles of association, the nomination committee recommends candidates for election to the Board of Directors. In addition the nomination committee promotes proposal for Chairman. The nomination committee also makes recommendations as to remuneration of Board members. The nomination committee is to justify its recommendations, how it takes care of the shareholders interests and the company's need for expertise, capacity and diversity. It should be taken into account to enable the Board to function effectively as a collegiate organ. Proposals for Board candidates are to be submitted in reasonable time before the general meeting.

The annual general meeting will, in accordance with the Code of Practice, be presented with the guidelines governing the duties of the nomination committee for approval. The duties of the nomination committee are found on the company website.

### **8. Corporate assembly and board of directors, composition and independence**

The company does not meet the requirements to have a corporate assembly.

Pursuant to the company's articles of association, the Board comprises between 3 and 12 members. Board members are elected for a period of one year.

The Board members are independent of the company's executive management and its significant business associates. Erik Pinnås has

personal economic interests as the company's main shareholder.

No member of the company's executive management is a Board member. CEO Jørgen Waaler has ownership interests in PSI Group ASA privately and through his fully owned company Waaler AS

The current composition of the Board is presented on the company website. The Board members' expertise is also presented. In 2013, the Board of Directors had 9 meetings. Average participation at the meetings has been 93%. Two board members have in total been absent from three meetings.

Board members' shareholdings are presented in note 9 to the consolidated accounts. Board members are encouraged to invest in the company's shares. The Board members represent a combination of expertise and experience from finance, industry and organizations.

The nomination committee's proposal and reasons for candidates will be presented on the company website. The General Assembly elects the Chairman of the Board.

### **9. The work of the Board of Directors**

The Board of PSI Group ASA annually adopts a plan for its work, emphasizing goals, strategies, and implementation. Also, the Board has adopted board instructions that regulate areas of responsibility, tasks, and division of roles of the Board, the Chairman of the Board, and the Managing Director. The Board instructions also feature rules governing Board schedules, notice and chairing of Board meetings, decision-making, the Managing Director's duty and right to disclose information to the Board, professional secrecy, impartiality, and other issues.

To reinforce independent treatment of is-

sues in which the Chairman of the Board has material interests, a practice has been established according to which the Deputy Chair or other Board member chairs the Board's discussions of such issues.

The Board evaluates its own performance and expertise once a year.

The Board has an audit committee, which consists of Chairman of the Board Svein Jacobsen and the Board members Selma Kveim and Klaus de Vibe. The audit committee review procedures including the company's in-house reporting systems, risk management, and internal control, keeps in contact with the company's auditor regarding company audits and prepares the Board's review of financial reporting.

## 10. Risk management and internal control

The Board of Directors of PSI Group ASA is the group's main responsible for business operations and is to ensure that the company maintains solid in-house control practices and appropriate risk management and systems tailored to the company's business activities.

As becomes apparent from its balance sheet, PSI Group ASA is exposed to currency and interest risk, market risk, credit risk, and operational risk at its underlying companies. Management of operational risk primarily takes place at each underlying operating company. Nevertheless, PSI acts as a driver through its work on their boards of directors. As a rule, all companies have established effective risk management procedures.

Management of financial market exposure, including currency, interest, and counterparty risk, is presented in greater detail in note 17 to

the parent company accounts.

PSI Group has adopted a series of policies to support this, including:

- financial reporting, financial and risk management
- ethics and social responsibility
- authorization conditions, including instructions for the Board and CEO, as well as certification authority
- audit committee

PSI Group has an accounting manual that all companies in the group are following. It contains rules for internal control and accounting, among other things:

- No one can sign for their own costs or acquisition of own equipment
- All bank transactions must be approved by two employees
- Seller Mandate establishing authority and limits for Sellers
- Hiring of new employees must be approved local CEO
- Agreements and contracts that exceed the amount stipulated in the instructions must be approved by the Group CEO
- Derivatives and foreign exchange contracts must be approved by the Group CFO. There are limits for the amount that can stand on foreign currency accounts to reduce the financial risk.

The Audit committee annually reviews the company's most important risk areas and internal control systems and procedures, and the main elements of these assessments are presented in the Board of Directors' report. The audit committee also serves as a preparatory group in connection with the quarterly report and reviews the major events, the directors' report,

balance sheet, income statement items and notes to the interim financial statements together with the administration before the report is presented to the Board.

## 11. Remuneration of the board of directors

Board remuneration reflects the Board's responsibility, expertise, time spent, and the complexity of the business. Remuneration does not depend on PSI's financial performance. There are no option programs for any Board members but the majority has chosen to buy shares in the company. The annual general meeting determines Board remuneration following recommendations by the company's nomination committee

Board members are elected because of their expertise and knowledge. Directors or company to which they are attached should not undertake special assignments for the company in addition to their appointment. If they still do that the whole board should be informed. Fees for such assignments must be approved by the Board. All remunerations are specified in the financial statement. Additional information on remuneration paid to Board members for 2013 is presented in note 9 to the consolidated accounts.

## 12. Remuneration of executive personnel

The Board has adopted guidelines for remuneration of executive management in accordance with section 6-16a of the Norwegian Public Limited Liability Companies Act. The Board of Directors determines the remuneration of the CEO.

PSI Group ASA does not have stock option



plans or other such share award programs for employees. Further information on remuneration for 2013 for members of PSI's executive management is presented in note 9 to the consolidated accounts. The company's guidelines for remuneration to executive management are discussed in note 9 to the consolidated accounts and will be presented to shareholders at the annual general meeting. Some members of PSI's executive management maintain the company's interests as board members of other PSI companies. They do not personally receive board remuneration for these memberships. The Board has limited the performance based reward of the Group CEO to a maximum of 40 % of the fixed salary.

### 13. Information and communications

The company has prepared a policy for investor relations (IR), which determines guidelines for contact with shareholders outside the general meeting. The company's reporting of financial and other information is based on transparency and equal treatment of interested parties.

The long-term purpose of PSI's IR activities is to ensure access to capital at competitive terms for the company and correct pricing of shares for shareholders. These goals are to be accomplished through accurate and timely

distribution of information that can affect the company's share price; the company is also to comply with current rules, regulations, and market practices, including the requirement of equal treatment.

All stock exchange notices and press releases are published on the company's website. Stock exchange notices are also available at: [www.newsweb.no](http://www.newsweb.no). All information that is distributed to shareholders is simultaneously through Nasdaq OMX, Newsweb, the Oslo Stock Exchange (ticker: PSI) and on the company website. The company endeavours to hold public presentations of its financial reporting; these meetings are often broadcast simultaneously via the Internet.

The company's financial calendar is found on the company website.

### 14. Take-overs

In a bid situation, PSI's Board of Directors and management have an independent responsibility to help ensure that shareholders are treated equally, and that the Company's business activities are not disrupted unnecessarily.

The Board has a particular responsibility to ensure that shareholders are given sufficient information and time to form a view of the offer. The Board of Directors will not seek to hinder

or obstruct take-over bids for the Company's activities or shares unless there are particular reasons for this. Agreements with providers to limit the company's ability to obtain other offerings on the company's shares will only be entered into when it clearly can be attributed to the company and shareholders' common interest. The same applies to an agreement on compensation to the provider if the offer is not completed. Any compensation shall be limited to the cost the provider has upon the submission of the bid.

Agreements between the company and provider of importance for the market's assessment of the offer should be made public and no later than the alert that the offer is made. In the event of a take-over bid for the Company's shares, the Company's Board of Directors will not exercise mandates or pass any resolutions with the intention of obstructing the take-over bid unless this is approved by the general meeting following announcement of the bid. If an offer is made for the Company's shares, the Company's Board of Directors will issue a statement making a recommendation as to whether shareholders should or should not accept the offer. The Board's statement on the offer will make it clear whether the views expressed are unanimous, and if this is not the case it should

explain the basis on which specific members of the board have excluded themselves from the Board's statement. The Board will arrange a valuation from an independent expert. The valuation will include an explanation, and will be made public no later than at the time of the public disclosure of the Board's statement.

### 15. Auditor

The auditor participates in the Board meeting that deals with the annual accounts, and the auditor has with the Board reviewed any material changes in the company's accounting principles and assessments of material accounting estimates.

Further the auditor has provided the Board with written confirmation that the requirement of independence is met. The Board and the audit committee meet with the auditor without the presence of representatives of executive management. The audit committee determines guidelines for executive management's access to use the auditor for services other than auditing and receives an overview of services rendered by the auditor to the company.

Remuneration of auditing and other services are presented in note 5 to the PSI Group ASA accounts. Such details are presented to the annual general meeting.

Rælingen, 19.03.2014

  
Svein S Jacobsen  
Chairman

  
Erik Pinnås  
Director

  
Selma Kveim  
Director

  
Klaus de Vibe  
Director

  
Camilla AC Tøpfers  
Director

  
Jørgen Waaler  
CEO



# AUDITOR'S REPORT



Statsautoriserte revisorer  
Ernst & Young AS

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Medlemmer av Den norske revisorforening

Til generalforsamlingen i  
PSI Group ASA

## REVISORS BERETNING

### Uttalelse om årsregnskapet

Vi har revidert årsregnskapet for PSI Group ASA, som består av selskapsregnskap og konsernregnskap. Selskapsregnskapet består av balanse per 31. desember 2013, resultatregnskap og kontantstrømpstilling for regnskapsåret avsluttet per denne datoen og en beskrivelse av vesentlige anvendte regnskapsprinsipper og andre noteopplysninger. Konsernregnskapet består av oppstilling over finansiell stilling per 31. desember 2013, oppstilling over totalresultat, oppstilling over endringer i egenkapitalen og kontantstrømpstilling for regnskapsåret avsluttet per denne datoen, og en beskrivelse av vesentlige anvendte regnskapsprinsipper og andre noteopplysninger.

### Styrets og konsernsjefs ansvar for årsregnskapet

Styret og konsernsjef er ansvarlig for å utarbeide årsregnskapet og for at det gir et rettvisende bilde i samsvar med regnskapslovens regler og god regnskapskikk i Norge for selskapsregnskapet og i samsvar med International Financial Reporting Standards som fastsatt av EU for konsernregnskapet, og for slik intern kontroll som styret og konsernsjef finner nødvendig for å muliggjøre utarbeidelsen av et årsregnskap som ikke inneholder vesentlig feilinformasjon, verken som følge av misligheter eller feil.

### Revisors oppgaver og plikter

Vår oppgave er å gi uttrykk for en mening om dette årsregnskapet på bakgrunn av vår revisjon. Vi har gjennomført revisjonen i samsvar med lov, forskrift og god revisjonsskikk i Norge, herunder International Standards on Auditing. Revisjonsstandardene krever at vi etterlever etiske krav og planlegger og gjennomfører revisjonen for å oppnå betryggende sikkerhet for at årsregnskapet ikke inneholder vesentlig feilinformasjon.

En revisjon innebærer utførelse av handlinger for å innhente revisjonsbevis for beløpene og opplysningene i årsregnskapet. De valgte handlingene avhenger av revisors skjønn, herunder vurderingen av risikoene for at årsregnskapet inneholder vesentlig feilinformasjon, enten det skyldes misligheter eller feil. Ved en slik risikovurdering tar revisor hensyn til den interne kontrollen som er relevant for selskapets utarbeidelse av et årsregnskap som gir et rettvisende bilde. Formålet er å utforme revisjonshandlinger som er hensiktsmessige etter omstendighetene, men ikke for å gi uttrykk for en mening om effektiviteten av selskapets interne kontroll. En revisjon omfatter også en vurdering av om de anvendte regnskapsprinsippene er hensiktsmessige og om regnskapsestimaterne utarbeidet av ledelsen er rimelige, samt en vurdering av den samlede presentasjonen av årsregnskapet.

Etter vår oppfatning er innhentet revisjonsbevis tilstrekkelig og hensiktsmessig som grunnlag for vår konklusjon om selskapsregnskapet og vår konklusjon om konsernregnskapet.



2

### Konklusjon om selskapsregnskapet

Etter vår mening er selskapsregnskapet for PSI Group ASA avgitt i samsvar med lov og forskrifter og gir et rettvisende bilde av selskapets finansielle stilling per 31. desember 2013 og av dets resultater og kontantstrømmer for regnskapsåret som ble avsluttet per denne datoen i samsvar med regnskapslovens regler og god regnskapskikk i Norge.

### Konklusjon om konsernregnskapet

Etter vår mening er konsernregnskapet for PSI Group ASA avgitt i samsvar med lov og forskrifter og gir et rettvisende bilde av konsernets finansielle stilling per 31. desember 2013 og av dets resultater og kontantstrømmer for regnskapsåret som ble avsluttet per denne datoen i samsvar med International Financial Reporting Standards som fastsatt av EU.

### Uttalelse om øvrige forhold

#### Konklusjon om årsberetningen og om redegjørelser om foretaksstyring og samfunnsansvar

Basert på vår revisjon av årsregnskapet som beskrevet ovenfor, mener vi at opplysningene i årsberetningen og i redegjørelsene om foretaksstyring og samfunnsansvar om årsregnskapet og forutsetningen om fortsatt drift er konsistente med årsregnskapet og i samsvar med lov og forskrifter.

#### Konklusjon om registrering og dokumentasjon

Basert på vår revisjon av årsregnskapet som beskrevet ovenfor, og kontrollhandlinger vi har funnet nødvendig i henhold til internasjonal standard for attestasjonsoppdrag (ISAE) 3000 «Attestasjonsoppdrag som ikke er revisjon eller forenklet revisorkontroll av historisk finansiell informasjon», mener vi at styret og konsernsjef har oppfylt sin plikt til å sørge for ordentlig og oversiktlig registrering og dokumentasjon av selskapets regnskapsopplysninger i samsvar med lov og god bokføringsskikk i Norge.

Oslo, 19. mars 2014  
ERNST & YOUNG AS

Asbjørn Ler  
statsautorisert revisor

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