



PSI Group ASA

4th Quarter & full year 2014 presentation, February 24th 2015

8:15 am

Jørgen Waaler, CEO





PSI Group mission

“Driving Retailers’ productivity by providing innovative integrated Technology Solutions”



Agenda



- P/L Highlights 4th quarter and full year 2014
- Selected Balance Sheet – and Cash Flow items
- Segment P/L & Segment market update
- Latest awarded contracts
- Q & A



Highlights 4th quarter 2014

Group operating revenues: MNOK 252.2 (MNOK 188.5)

An increase of 34 per cent.

Group EBITDA: MNOK 26.8 (MNOK 15.5)

An increase of 73 per cent

MNOK	Q4 2014		Q4 2013	
	Revenues	EBITDA	Revenues	EBITDA
PSI Technology	113,3	5,3	97,8	6,3
PSI Retail	96,4	17,1	53,8	8,7
PSI Label	44,1	8,5	36,8	3,6
Group	0,1	-4,6	0,1	-3,3
Eliminations	-1,8	0,5	0,1	0,1
Total	252,2	26,8	188,5	15,5

Cash flow from operations MNOK 62,3

Proposed dividend: NOK 0,35 per share; up 17 per cent

Highlights 2014

Group operating revenues: MNOK 828.5 (MNOK 718.9)

An increase of 15 per cent.

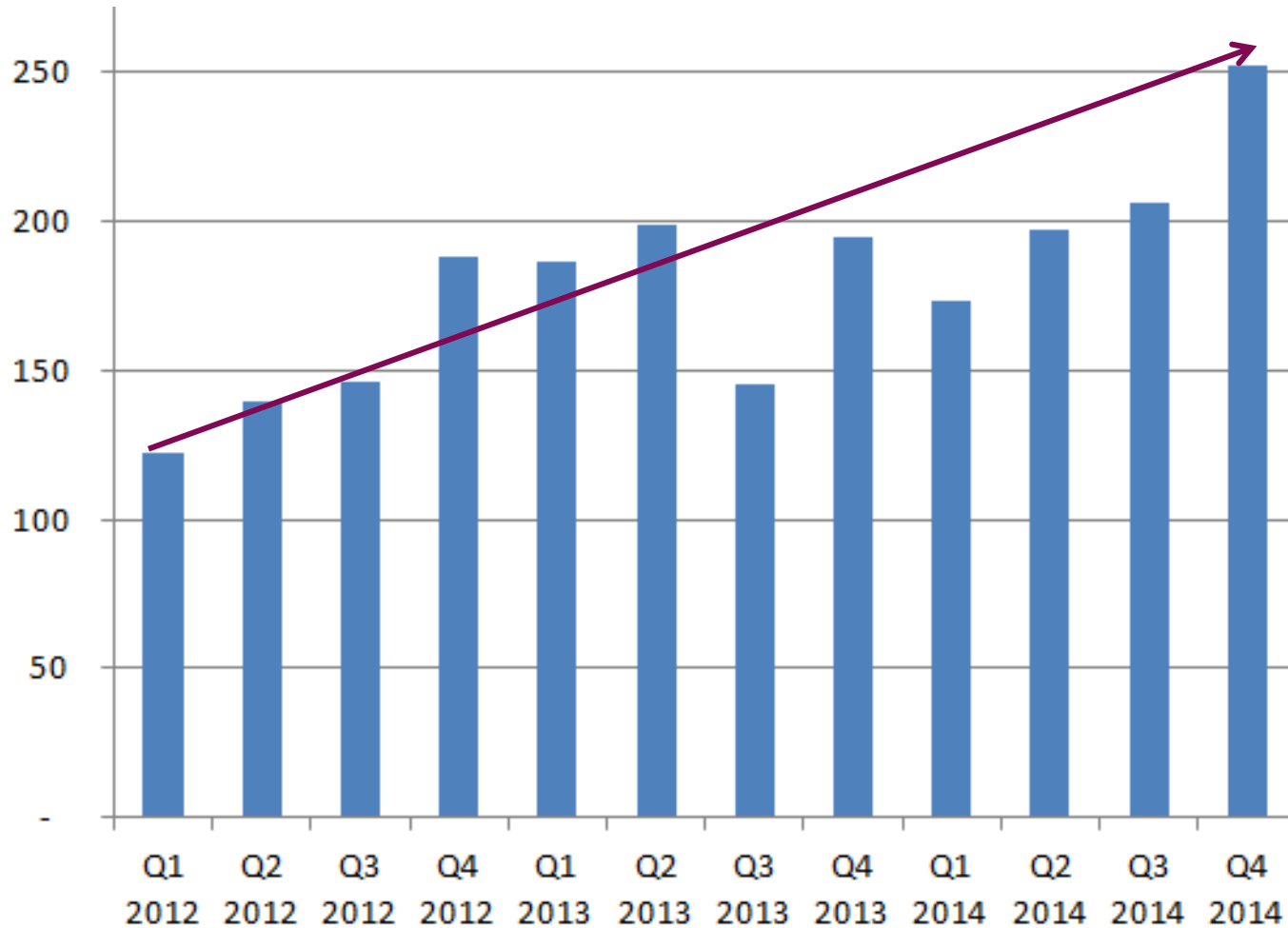
Group EBITDA: MNOK 61.0 (MNOK 54.2)

An increase of 13 per cent

MNOK	Year 2014		Year 2013	
	Revenues	EBITDA	Revenues	EBITDA
PSI Technology	445,8	32,0	355,7	24,7
PSI Retail	237,1	25,5	263,0	35,7
PSI Label	168,5	17,1	101,8	4,5
Group	0,5	-14,1	0,5	-11,2
Eliminations	-23,4	0,5	-2,2	0,4
Total	828,5	61,0	718,9	54,2

Cash flow from operations MNOK 45,9

Revenues last 12 quarters



Business segments – Geographical markets

MNOK	Q4 2014			Q4 2013		
	Norway	Sweden	Other markets	Norway	Sweden	Other markets
PSI Technology	39,9	37,6	35,9	30,8	43,2	23,8
PSI Retail	14,0	46,0	36,4	28,9	24,5	0,4
PSI Label	15,7	27,8	0,6	11,9	24,6	0,3
Group	0,1	0,0	0,0	0,1	0,0	0,0
Eliminations	0,2	-1,6	-0,4	0,6	-1,5	1,0
Total	69,8	109,9	72,5	72,2	90,8	25,5

MNOK	Year 2014			Year 2013		
	Norway	Sweden	Other markets	Norway	Sweden	Other markets
PSI Technology	133,6	192,1	120,1	125,1	129,5	101,1
PSI Retail	60,7	118,5	57,9	153,3	108,9	0,7
PSI Label	60,1	105,7	2,6	39,1	62,5	0,3
Group	0,5	0,0	0,0	0,5	0,0	0,0
Eliminations	-0,8	-21,9	-0,7	-0,2	-2,1	0,1
Total	254,1	394,5	179,9	317,8	298,8	102,3

Business segments - Type of sales

MNOK	Q4 2014		Q4 2013	
	New sales	Service	New sales	Service
PSI Technology	71,6	41,8	63,9	33,8
PSI Retail	59,7	36,6	39,7	14,1
PSI Label	44,1	0,0	36,8	0,0
Group	0,1	0,0	0,1	0,0
Eliminations	-1,8	0,0	0,1	0,0
Total	173,8	78,4	140,7	47,9

MNOK	Year 2014		Year 2013	
	New sales	Service	New sales	Service
PSI Technology	284,1	161,7	235,3	120,5
PSI Retail	162,7	74,4	195,4	67,6
PSI Label	168,5	0,0	101,8	0,0
Group	0,5	0,0	0,5	0,0
Eliminations	-23,4	0,0	-2,2	0,0
Total	592,4	236,1	530,8	188,0

Group balance sheet - Total assets

- A/R up by MNOK 2.6 compared to Q3
- Inventory down by MNOK 13.1 compared to Q3

KNOK	31.12.2014	31.12.2013	30.09.2014
ASSETS			
Intangible assets ¹⁾	86 175	113 747	114 132
Goodwill	141 759	110 779	128 274
Tangible assets	42 839	36 445	42 349
Long term investments	481	481	480
Other long term receivables	1 850	-	-
Deferred tax	39 221	18 084	26 668
Non-current assets	312 326	279 535	311 903
Financial investments	27	26	1 673
Goods	95 575	85 787	108 641
Accounts receivable	156 903	98 156	154 313
Prepaid expenses	10 323	13 899	11 665
Other receivables	16 721	8 285	10 207
Bank deposits	18 973	8 554	18 635
Current assets	298 522	214 706	305 134
TOTAL ASSETS	610 847	494 241	617 037

¹⁾ Year 2014 and 4th quarter: Included an impairment of MNOK 32.4 related to intangible assets in SQS Security.

Group balance sheet – Total equity & liabilities

- A/P down MNOK 0.7 compared to Q3
- Total net interest bearing debt MNOK 67.1 – down from 121.2 end Q3
- Disposable liquidity MNOK 53.2
- 104 544 own shares, representing 0.2 per cent

KNOK	31.12.2014	31.12.2013	30.09.2014
EQUITY AND LIABILITIES			
Share capital	27 513	27 513	27 513
Holding of own shares	-65	-409	-65
Other equity	219 072	223 694	202 171
Total equity	246 520	250 798	229 619
Long term interest bearing liabilities	39 481	43 603	46 998
Other long term liabilities	28 691	9 764	25 778
Total long term liabilities	68 172	53 367	72 776
Short term interest bearing liabilities	46 634	9 271	92 867
Accounts payable	105 502	71 163	106 210
Taxes payable	127	207	-
Dividend	-	-	-
Other short term liabilities	143 891	109 435	115 565
Total short term liabilities	296 155	190 076	314 642
TOTAL EQUITY AND LIABILITIES	610 847	494 241	617 037

Financials – Cash flow statement

KNOK	Q4 2014	Q4 2013	Year 2014	Year 2013
Net cash flow from operation	62 318	34 907	45 890	66 159
Net cash flow from investment	-1 600	-1 538	-29 529	16 887
Net cash flow from financing	-61 295	-34 843	-6 288	-78 416
Net change in cash	-577	-1 473	10 073	4 630
Effect of foreign exchange rate fluctuations on foreign currency deposits	914	30	345	254
Cash and cash equivalents at the start of the period	18 635	9 997	8 554	3 670
Cash and cash equivalents at the end of the period	18 973	8 554	18 973	8 554

- **Cash flow from operational activities: MNOK 62.3 (MNOK 34.9)**
- **Working capital decreased by MNOK 9.8 during 4th quarter**
- **Working capital increased by MNOK 34.4 during the year**

4th quarter 2014 - highlights

- Worlds largest CashGuard installation in South Africa – at President Hyper
- Awarded contract with Statoil Fuel & Retail Sweden
- Lost one tender in SEA
- Pilot installations in KL/Singapore on-going and planned in April



4th quarter 2014 & year 2014 - key figures

MNOK	Q4		Year	
	2014	2013	2014	2013
Product Sales	39,7	44,8	165,8	133,7
Service	27,7	24,2	109,0	88,2
Revenue	67,4	69,1	274,8	221,8
EBITDA	10,9	12,7	37,0	31,7
<i>EBITDA-margin</i>	<i>16,1 %</i>	<i>18,5 %</i>	<i>13,5 %</i>	<i>14,3 %</i>
EBT	7,2	10,5	29,3	19,5



CashGuard earns nominations for innovation and security in Spain

HOSTELCO

CASHGUARD NOMINATED FOR SHOWING EXCELLENCE IN INNOVATION FOR THE
HOSPITALITY INDUSTRY

SEGURITECNIA

CASHGUARD NOMINATED FOR OUR PRESIDIO INSTALLATION AT SODEXO IN
SPAIN IN THE BEST SECURITY INSTALLATION-CATEGORY

4th quarter 2014 - highlights

- Existing pilot with Kaiser Tängelman (acquired by Edeka) – uncertain
- First order with a large Italian supermarket chain in cooperation with Toshiba
- Frame agreement with Spar in Belgium signed – all new openings will be equipped with Vensafe

4th quarter 2014 and year 2014 - key figures

MNOK	Q4 2014	Year ¹⁾ 2014
Product Sales	9,0	29,9
Service	7,7	24,2
Revenue	16,7	54,1
EBITDA	-2,5	-3,3
<i>EBITDA-margin</i>	<i>-14,7 %</i>	<i>-6,1 %</i>
EBT	-1,9	-3,6

¹⁾ Period April - December



4th quarter 2014 - highlights

- Impairment of MNOK 32.4
- Awarded contract with Belgium's fastest growing CIT company – Cobelguard MNOK 10,4
- Quality issues solved and controlled - client confidence improving
- New partner in Russia

4th quarter 2014 & year 2014 - key figures

MNOK	Q4		Year	
	2014	2013	2014	2013
Product Sales	22,9	19,1	88,4	101,6
Service	6,3	9,6	28,5	32,3
Revenue	29,2	28,7	116,9	133,9
EBITDA	-3,1	-6,4	-1,7	-7,0
EBITDA-margin	-10,8 %	-22,5 %	-1,5 %	-5,2 %
EBT ¹⁾	-37,8	-9,8	-43,5	-18,5

¹⁾ Year 2014 and 4th quarter: Included an impairment of MNOK 32.4 related to intangible assets in SQS Security.



4th quarter 2014 - highlights

- **Systems integration & service of third party technologies**
- Awarded ESL Pricer contract with Meny supermarkets chain – MNOK 100
- We agreed with Pricer regarding representation in the Baltics & Finland
- New Vision revenue 4th quarter MNOK 36.4
- Significant rollout of new Digi scales in Norway



4th quarter 2014 & year 2014 - key figures

MNOK	Q4		Year	
	2014	2013	2014	2013
Product Sales	59,7	39,7	162,7	195,4
Service	36,6	14,1	74,4	67,6
Revenue	96,4	53,8	237,1	263,0
EBITDA	17,1	8,7	25,5	35,7
<i>EBITDA-margin</i>	<i>17,8 %</i>	<i>16,3 %</i>	<i>10,8 %</i>	<i>13,6 %</i>
EBT ¹⁾	14,8	8,3	20,1	65,3

¹⁾ Year 2013: Included a profit of MNOK 33 related to the sale of the minority shares InStore IT companies.



4th quarter 2014 - highlights

- 20 % increase in turnover
- Significantly improvement of EBITDA
- Integration of manufacturing facilities in Norway.
- New HP Indigo investment MNOK 8,8 installed at Tangen in February

4th quarter 2014 - key figures

MNOK	Q4		Year	
	2014	2013	2014	2013
Product Sales	44,1	36,8	168,5	101,8
Revenue	44,1	36,8	168,5	101,8
EBITDA	8,5	3,6	17,1	4,5
EBITDA-margin	19,3 %	9,7 %	10,2 %	4,4 %
EBT	5,4	0,9	4,8	-2,4



PSI Group – The Retail Solutions experts



Top 50 shareholders per December 31st 2014

No.	Name	No. of shares	%			
1	PINNÅS, ERIK (incl. fully owned companies) ¹	4 932 276	11,1 %	27	EVENSEN, TOR COLKA	250 000 0,6 %
2	STRØMSTANGEN AS	3 933 092	8,9 %	28	JOHANNESSEN, JAN TOMMY	238 363 0,5 %
3	SKAGEN VEKST	3 796 612	8,6 %	29	UGELSTAD, PER EINAR	213 000 0,5 %
4	GLAAMENE INDUSTRIER AS	3 606 081	8,1 %	30	FANA ELEKTRIKEREN AS	212 000 0,5 %
5	HOLMEN SPESIALFOND	2 500 000	5,6 %	31	PRIMA HOLDING AS	200 000 0,5 %
6	AVANZA BANK AB	2 008 005	4,5 %	32	BERNTSEN, HARALD	200 000 0,5 %
7	NORDNET BANK AB	1 717 850	3,9 %	33	ELLINGVÅG, INGVE	200 000 0,5 %
8	ZETTERBERG, GEORG (incl. fully owned companies)	1 541 304	3,5 %	34	PARTREDERIET MAST ANS	192 750 0,4 %
9	SKANDINAVISKA ENSKILDA BANKEN	1 396 941	3,1 %	35	DELTA INVEST AS	182 709 0,4 %
10	WAALER, JØRGEN (incl. fully owned companies) ¹	1 050 000	2,4 %	36	GRANBERG, KARL TRYGVE	172 000 0,4 %
11	GRESSLIEN, ODD ROAR	1 020 000	2,3 %	37	GAMMELSRØD, GUNNAR	169 658 0,4 %
12	V. EIENDOM AS	900 000	2,0 %	38	KAWA INVEST AS	160 000 0,4 %
13	RING, JAN	705 122	1,6 %	39	HAGEN, JOSTEIN MAGNUS	155 000 0,3 %
14	MP PENSJON PK	699 806	1,6 %	40	WEIBULL, JOAQUIM (incl. fully owned companies)	152 000 0,3 %
15	SVENSKA HANDELSBANKEN AB	636 855	1,4 %	41	HEIMDAL, MORTEN	150 000 0,3 %
16	ROMULD, ARVE	600 000	1,4 %	42	G-EIENDOM AS	140 627 0,3 %
17	BUDVILAITIS, EVALDAS (incl. controlled companies) ¹	555 709	1,3 %	43	BAKKEN, VIDAR	125 079 0,3 %
18	JACOBSEN, SVEIN (incl. fully owned companies) ¹	450 000	1,0 %	44	CK HOLDING AS	123 604 0,3 %
19	SAXO PRIVATBANK A/S	428 650	1,0 %	45	SHB INVESTERING AS	120 000 0,3 %
20	SWEDBANK AB (PUBL)	344 636	0,8 %	46	STOCK PROPERTY INVEST AS	106 500 0,2 %
21	NISTAD GRUPPEN AS	338 300	0,8 %	47	PSI GROUP ASA	104 544 0,2 %
22	FRANKMO, ÅGE	320 383	0,7 %	48	OPERA FINANS AS	100 000 0,2 %
23	BJØRNSTAD, DANIEL	282 522	0,6 %	49	KVAM, RUNE	100 000 0,2 %
24	ANDERSEN, BØRGE	274 084	0,6 %	50	PETTERSEN, ØYVIND	97 090 0,2 %
25	KONGSRUD, RUNE JACOB	270 250	0,6 %		Sum 50 largest shareholders	38 431 902 86,6 %
26	JOHANSEN, STEIN	258 500	0,6 %		Sum 1 319 other shareholders	5 944 138 13,4 %
				Sum all 1 369 shareholders		44 376 040 100 %

¹ Primary insiders

Questions?

