

## Summary of Gunnebo's Capital Market Day

Today the Gunnebo Security Group held its annual Capital Market Day in Stockholm. It was attended by over 30 analysts, fund managers, investors and journalists.

The agenda was as follows:

- Update on the Group's strategic agenda
- Financial update
- Presentation of Gunnebo's Sales Regions
- Presentation and demonstration of products selected from Gunnebo's offering: electronic security solutions for banks, closed cash handling for retail, and entrance security for mass transit and public & commercial buildings.
- Summary and Q&A

The day was opened by Gunnebo's President and CEO, Per Borgvall:

"Our business has continued to develop in the right strategic direction during 2013. We have seen continued strong growth on markets in the Asia-Pacific and Americas regions, and in Europe we have noticed the first signs of stabilisation.

"At Gunnebo, we are working to move the point of gravity in relation to three aspects of our business: geographical focus, resource allocation and value chain.

"Geographically, we are moving the Group's point of gravity to markets where we see continued growth within our core businesses. For resource allocation, we have continued to invest in production capacity and quality improvements in the Asia-Pacific and Americas regions.

"For Gunnebo, moving up the value chain means making the transition from a product supplier to a solutions provider. The first important step in this direction was already made several years ago when we established a global business area for services. As a part of this, we defined our service portfolio and ensured that we had the right skills and processes in place to optimise service delivery. Within the new regional structure, this work is now being driven directly in the sales regions with support from a central service function.

"Another important aspect of moving up the value chain is of course how we develop our business proposition. During 2013 we launched several new products and systems, some of which we have chosen to show you during our Capital Market Day.

"For Gunnebo, 2014 will mean continuing down the road to delivering improved financial results. We will continue to move our point of gravity geographically as well as in terms of how we allocate our resources and move up the value chain. We will also continue to reduce costs in Europe in order to improve our gross margins and further strengthen our cash flow."

During the day, the following press releases were published.

- Gunnebo Plans to Close its Production Facility in Uckfield, UK
- New Contract Strengthens Gunnebo Partnership with La Poste
- Brazilian Fidelity's Invests in Cash Handling from Gunnebo
- Gunnebo Wins Large Order with Guanfu Museum in Shanghai

A webcast from the Capital Market Day will be available on [www.gunnebogroup.com](http://www.gunnebogroup.com) from late afternoon on Wednesday, 5 March.

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*The Gunnebo Security Group is a global leader in security products, services and solutions with an offering covering cash handling, safes and vaults, entrance security and electronic security for banks, retail, CIT, mass transit, public & commercial buildings and industrial & high-risk sites.*

*The Group has an annual turnover of €610 million, employs 5,600 people and has sales companies in 33 countries across Europe, Middle East & Africa, Asia-Pacific and the Americas as well as Channel Partners on over 100 additional markets.*

***We make your world safer.***