

# Fourth quarter 2007

- Net sales amounted to MSEK 102.0 (111.5)
- Operating loss of MSEK 2.4 (profit: 11.7)
- The loss after taxes was MSEK 1.8 (profit: 8.4)
- Loss per share of SEK 0.02 (profit: 0.08)
- The company received its first order on the Spanish market
- Cooperation agreement with West
  International
- Agreement with PSI Group relating to compensation claim
- Price adjustment on the Norwegian
   market
- MSEK 3.7 in nonrecurring costs impacted on result

## Full year

Net sales increased to MSEK 387.4 (322.6)

CashGuard

- The operating result was a loss of MSEK 19.9 (profit: 12.9)
- Nonrecurring costs of MSEK 25.4
- The after-tax result was a loss of MSEK 21.1 (profit: 5.8)
- Loss per share of SEK 0.21 (profit: 0.06)
- Business area Retail increased the turnover by 73 per cent
- Cash-handling system deliveries pass
   10,000 mark
- Increased international sales within Retail business area
- Panaxia signs five-year framework
   agreement

# Events after period end

- Decision not to sell or separately list SQS
- Launch of Note Collector H1 (Blue Emptying Box) in February

| Group in Brief                                    |                           |                           |                   |                   |
|---|---------------------------|---------------------------|-------------------|-------------------|
|   | Fourth<br>quarter<br>2007 | Fourth<br>quarter<br>2006 | Full year<br>2007 | Full year<br>2006 |
| Net sales, MSEK                                   | 102.0                     | 111.5                     | 387.4             | 322.6             |
| Operating profit/loss, MSEK                       | -2.4                      | 11.7                      | -19.9             | 12.9              |
| Operating margin, %                               | -2.3                      | 10.5                      | -5.1              | 4.0               |
| Profit/loss after financial items, MSEK           | -1.6                      | 9.8                       | -20.9             | 10.3              |
| Net profit/loss for the period, MSEK              | -1.8                      | 8.4                       | -21.1             | 5.8               |
| Cash flow operating activities, MSEK              | -7.3                      | 9.4                       | -18.0             | -24.0             |
| Earnings per share before and after dilution, SEK | -0.02                     | 0.08                      | -0.21             | 0.06              |
| Shareholders' equity per share, SEK               | 2.46                      | 2.69                      | 2.46              | 2.69              |
| Average number of shares, (000)                   | 99 206                    | 99 206                    | 99 954            | 99 206            |

## Group in Brief

# Fourth quarter 2007



#### Sales

CashGuard's sales during the fourth quarter totalled MSEK 102.0 (111.5), which is 8.5 per cent below that of the same period last year.

#### Earnings

The Group has reported an operating loss of MSEK 2.4 (profit: 11.7) compared with the same period last year. The result for the period has been affected by nonrecurring costs totalling MSEK 3.6. These nonrecurring costs are mainly attributable to final agreement with PSI Group ASA.

The operating profit for the period excluding nonrecurring costs amounted to MSEK 1.2 (11.7).

The result after tax amounted to a loss of MSEK 1.8 (profit: 8.4), or loss SEK 0.02 (profit: 0.08) per share.

Cash flow from operating activities was a negative MSEK 7.3 (positive: 9.4) during the quarter.

#### CIT/ATM business area (Cash in Transit/Automatic Teller Machine)

During the period, sales in the CIT/ATM business area did not meet expectations. This is due to customers postponing decisions on investments in new equipment for secure transportation of cash, known as "end-to-end" systems.

The business area CIT/ATM has implemented a major cost-cutting programme during the period. The programme has comprised staff cutbacks and reduced external costs. The full effect of these savings, which amount to around MSEK 22, will be achieved during 2008.

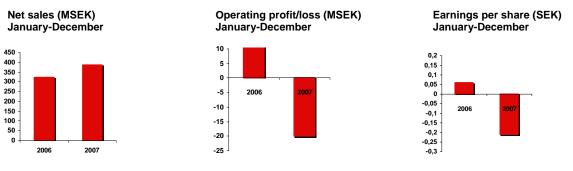
#### **Retail business area**

In connection with the streamlining of the business, Retail has continued to work on strengthening its market presence on new and existing markets in Europe. As a result of this a new distribution agreement has been signed with the French company Tiega, which will sell Retail's products to French bakeries. Furthermore, CashGuard has received its first order on the Spanish market. An agreement has been signed with West International on the sales and development work relating to the next generation of self-service systems in-store.

Cooperation with our German partner, Pharmatechnik, has continued to develop well and installations are being carried out on a continual basis on the German pharmacy market.

Price adjustments have been implemented on the Norwegian market, which are expected to have a positive impact on the company's result during 2008.

# Full year 2007



#### Sales

CashGuard's sales during the year amounted to MSEK 387.4 (322.6), which is an increase of 20 per cent compared to the previous year. The increase in sales is largely attributable to the growth in sales for the Retail business area. Sales for the CIT/ATM business area dropped by 3 per cent compared to the previous year.

#### Earnings

The operating result for the Group as a whole was negative. The Group has reported an operating loss of MSEK 19.9 (profit: 12.9) compared with the same period last year.

Nonrecurring costs during the period totalled MSEK 25.4. This figure includes costs relating to the change of CEO, arbitration, change of supplier, guarantee costs, the compensation claim from PSI Group ASA and accounts receivable. Nonrecurring costs also included costs attributable to the streamlining of the businesses and preparations for the sale or separate listing of the subsidiary SQS Security Qube System AB.

Operating profit excluding nonrecurring costs amounted to MSEK 5.5 (12.9).

The result after tax was a loss of MSEK 21.1 (profit: 5.8), or loss SEK 0.21 (profit: 0.06) per share.

Cash flow from operating activities during the period was a negative MSEK 18.0 (neg: 24).

### Operations during the year

The Retail business area has seen sales grow by 73 per cent during the year. This increase is slightly below the target for 2007, due to lower than expected demand during the fourth quarter. The increase is a result of additional sales to Norgesgruppen in Norway, via our distributor PSI Group ASA. The number of systems sold to countries outside the Nordic region also rose sharply during the second half of the year.

An important feature of international expansion within Retail has been to reach out to a wider market in Europe. This is why a number of new distributor agreements have been signed during the year. In January CashGuard signed a cooperation contract with LaSer Symag in France, which will act as distributor and service partner with regard to cash-handling systems on the French market.

In February a distributor agreement regarding CashGuard's cash-handling system was signed with Pharmatechnik in Germany. Pharmatechnik will market and sell CashGuard products and services to the German pharmacy market, which consists of over 20,000 pharmacies. Several installations have been carried out at Pharmatechnik's customers and installations at German pharmacies are continuing. Furthermore, cooperation agreements have been concluded with West International. During the year distributor agreements were concluded with Swedish VismaRetail and French Tiega.

During the second quarter products were delivered for closed cash-handling systems in department stores to a customer with a global business. The product offers closed cash-handling, since CashGuard Blue, which is installed at checkouts, can be emptied using Note Collector H1 (Blue Emptying Box)

without any possibility of open access to bank notes. The product offers an optimum level of security, featuring the inking and destruction of notes in the event of an attempted robbery.

Note Collector H1 (Blue Emptying Box) is the first in a new generation of CashGuard products for closed cash-handling in stores. The product will be launched on all markets during spring 2008. A project is underway within the business area to develop a new generation of products aimed at further increasing the customer benefit.

In the CIT/ATM business area, an order for security cases to Luxembourg was received during the second quarter. The order totalled MSEK 4. Furthermore, security cases have been delivered to Brink's in Belgium during the first and second quarters, with an order value of MSEK 13.

In July a five-year framework agreement was concluded with security transport firm Panaxia Security AB, worth up to MSEK 150, for end-to-end systems for secure cash-handling during transportation.

During the second half of the year the CIT/ATM business area has experienced lower growth than expected and efforts have been made to adapt costs to the current market situation.

A new dye plant for the CIT/ATM business area was completed during the year for researching and producing the company's unique security dye. Another complete end-to-end product for CIT companies was also developed during the year, including specially-adapted CIT vehicles complete with tracking equipment. The product was launched in Sweden in 2007, with an international launch planned for 2008.

| Sales and operating profit/loss per business area (MSEK) |                                |                           |                           |                           |                   |                          |                   |                   |
|--|--------------------------------|---------------------------|---------------------------|---------------------------|-------------------|--------------------------|-------------------|-------------------|
|  | Operating<br>Sales profit/loss |                           | 0                         | Sales                     |                   | Operating<br>profit/loss |                   |                   |
|  | Fourth<br>quarter<br>2007      | Fourth<br>quarter<br>2006 | Fourth<br>quarter<br>2007 | Fourth<br>quarter<br>2006 | Full year<br>2007 | Full year<br>2006        | Full year<br>2007 | Full year<br>2006 |
| CIT/ATM business area                                    | 68.3                           | 76.6                      | 7.1                       | 14.1                      | 218.4             | 225.0                    | 0.2               | 39.0              |
| Retail business area                                     | 33.8                           | 34.9                      | -9.5                      | -2.4                      | 169.0             | 97.6                     | -20.1             | -26.1             |
| Group total  | 102.1                          | 111.5                     | -2.4                      | 11.7                      | 387.4             | 322.6                    | -19.9             | 12.9              |

CIT/ATM has been working on the establishment of a new service organisation during the year, with the aim of boosting service revenue during 2008.

### **Business areas**

#### CIT/ATM business area

The CIT/ATM business area offers unique security cases for the transport and storage of cash, as well as products for the secure restocking and protection of cash in ATMs.

Net sales for the CIT/ATM business area fell during the 2007 full-year by 3 per cent (including group eliminations) to MSEK 218.4 (225.0). The operating result was a loss of MSEK 0.2 (profit: 39.0). The fall in the result was due to costs relating to the expansion of production capacity. Furthermore, nonrecurring costs totalling MSEK 11.1 impacted on the year's result. The nonrecurring costs mainly comprise accounts receivable, guarantees and product upgrades. Sales for SQS as an independent company increased by 7.8 per cent during the year, compared with the previous year.

Each new product within CIT/ATM requires certification at national level. In December another of the business area's main products was certificated on the French market and in the same month the first test order was received.

| CIT/ATM business area  |                           |                           |                   |                   |
|------------------------|---------------------------|---------------------------|-------------------|-------------------|
|                        | Fourth<br>quarter<br>2007 | Fourth<br>quarter<br>2006 | Full year<br>2007 | Full year<br>2006 |
| Sales, MSEK            | 68.3                      | 76.6                      | 218.4             | 225.0             |
| Operating profit, MSEK | 7.1                       | 14.1                      | 0.2               | 39.0              |
| Operating margin, %    | 10.4                      | 18.4                      | 0.0               | 17.3              |

#### Sale or separate listing of SQS

Work on streamlining the structure of the company was concluded during the year. This means a streamlining of the business to the Retail business area in CashGuard AB and the CIT/ATM business area in subsidiary SQS Security Qube System AB.

The Board has decided that a sale or separate listing of SQS is not of interest at present, since SQS's result does not currently reflect the company's long-term earning capacity.

| SQS's sales* as an independent company   |                           |                           |                   |                   |  |  |
|--|---------------------------|---------------------------|-------------------|-------------------|--|--|
|  | Fourth<br>quarter<br>2007 | Fourth<br>quarter<br>2006 | Full year<br>2007 | Full year<br>2006 |  |  |
| Sales, MSEK  | 73.9                      | 85.4                      | 259.4             | 240.9             |  |  |
| EBITA result<br>* Pertains to sales without<br>elimination of internal<br>transactions | 7.0                       | 14.2                      | 0.5               | 39.0              |  |  |

The above figures describe SQS as an independent group without group eliminations. Group costs have been redistributed, rising by MSEK 6 compared with the previous year.

#### **Retail business area**

The Retail business area offers efficient systems for automatic cash-handling in checkout.

Net sales for the Retail business area increased during the period by 73 per cent to MSEK 169.0 (97.6). The operating result was a loss of MSEK 20.1 (loss: 26.1). The result was not improved by increasing sales due largely to nonrecurring costs of MSEK 14.3, which impacted on the result during the year. These nonrecurring costs comprise mainly the compensation claim from PSI Group, Norway, and costs relating to the sale or separate listing of the CIT/ATM business area.

| Retail business area |                           |                           |                   |                   |
|----------------------|---------------------------|---------------------------|-------------------|-------------------|
|                      | Fourth<br>quarter<br>2007 | Fourth<br>quarter<br>2006 | Full year<br>2007 | Full year<br>2006 |
| Sales, MSEK          | 33.8                      | 34.9                      | 169.0             | 97.6              |
| Operating loss, MSEK | -9.5                      | -2.4                      | -20.1             | -26.1             |
| Operating margin, %  | -28.1                     | -6.9                      | -11.9             | -26.7             |

## Market position and future outlook

CashGuard is one of the world's leading suppliers of systems for closed cash-handling. To date CashGuard has delivered over 11,000 systems, which is around 10 times more than our closest competitor. CashGuard intends to further strengthen its market position by intensifying its marketing efforts both in the Nordic region and on the international market. Product development, which is pursued within CashGuard, is of considerable significance in relation to boosting demand for the company's products.

CashGuard's primary market for its products in the Retail business area comprises checkouts across the whole of Europe, which is an immature and untapped market for the company's products. The product Note Collector H1 (Blue Emptying Box) will be launched within the Retail business area on all of CashGuard's markets during the first quarter of 2008. The product offers a system for closed cash-handling for the retail sector. Note Collector H1 (Blue Emptying Box) is the first in a new generation of CashGuard products for closed cash-handling in stores.

There is a huge potential demand within the CIT segment of the CIT/ATM business area for security cases and closed handling of ATM cassettes with inking and accompanying intelligent technical solutions. The number of robberies is increasing in many countries in Europe, which in many places has resulted in the introduction of more stringent legal requirements. This will in turn lead to an increased demand for SQS products.

In relation to the ATM segment, discussions are taking place in many countries on the introduction of more stringent regulations regarding cash distribution and other cash supply issues within banking and retail, via the use of end-to-end solutions. Such regulations were introduced in Sweden as of 1 September 2007. Demand for CashGuard's products within CIT/ATM is expected to increase when similar developments take place in the rest of Europe. The technology within the CIT/ATM business area is unique and based on intelligent shield protection, special inking and tracing technology and destruction to protect value in the form of bank notes.

The international share of sales within the Retail business area is expected to rise sharply during the second half of 2008. Increased sales and measures adopted with the CIT/ATM business area are expected to lead to an improvement in results compared with the previous year. Consolidated sales for the year are expected to rise by 15-25 per cent compared with 2007.

### Profitability

The return on capital employed during the year was negative at 5.8 per cent (positive 4.4).

### **Risks and uncertainties**

The Group's revenues derive mainly from sales of products and services for secure and effective cashhandling and cash logistics. Since CashGuard's markets are still at a very early stage of development, they must be regarded as uncertain, but have enormous growth potential.

CashGuard has a proprietary manufacturing unit in Skellefteå for the manufacture of products within the CIT/ATM business area. Manufacturing is dependent on a number of small suppliers, who are unique for a certain type of component, which gives rise to risks pertaining to prices and deliveries. In the Retail business area, manufacturing is outsourced to a few suppliers, which results in exposure if these suppliers experience delivery problems. CashGuard has operations outside Sweden and is thus exposed to risks relating to exchange rate fluctuations. These primarily relate to transaction, translation and financial risks. Transaction exposure is generated from sales and purchasing transactions. Through the translation of foreign subsidiaries' balance sheets to SEK the Group is exposed to exchange rate fluctuations. The Group has a policy of normally not hedging translation exposure in foreign currency. The Group has interest-bearing liabilities in SEK and EUR. The EUR-denominated loan has been raised

to hedge the holding in the property in France. CashGuard's finance policy provides a framework of guidelines and regulations for the management of financial risks. The company aims to minimise and centralise the management of the currency risk affecting its commercial flows. Trading between the parent company and subsidiaries must be conducted in the subsidiary's currency.

## Financial position and cash flow

The equity/assets ratio at the end of the period was 61 per cent, compared with 75 per cent at the beginning of the fiscal year. Shareholders' equity per share was SEK 2.46, compared with SEK 2.69 at the beginning of the fiscal year. The Group's net indebtedness at the close of the period amounted to MSEK 69.0, compared to MSEK 20.2 at the beginning of the year. Cash flow from operating activities was a negative MSEK 18.0 (neg: 24). Net investments in tangible fixed assets totalled MSEK 9.3 (3.0). During the year, development costs of MSEK 21.4 (9.6) were capitalised.

### Personnel

The number of employees at the close of the period was 182, compared with 173 at the beginning of the fiscal year. The average number of employees during the period was 178, compared with 151 during the preceding fiscal year.

## Share distribution

At the end of the period, share capital amounted to KSEK 7,936. The distribution by class of shares was as follows:

| Class of shares        |                    |
|------------------------|--------------------|
|                        | Shares outstanding |
| Series A shares        | 1 000 000          |
| Series B shares        | 98 205 633         |
| Total number of shares | 99 205 633         |

## Accounting principles

This interim report has been compiled in accordance with IAS 34, Interim Financial Reporting. The new or revised IFRS standards or IFRIC interpretations that have become effective since January 1, 2007 had no significant impact on the Group's income statement or balance sheet. The accounting principles in accordance with IFRS are presented in the Annual Report for the 2006 fiscal year. The Parent Company has compiled its interim report in accordance with the Annual Accounts Act (1995:1554) and the Swedish Financial Accounting Standards Council's recommendation RR 32:06, Accounting by Legal Entities. The interim report for the Parent Company has been prepared in accordance with the same accounting principles and calculation methods as the Annual Report for 2006.

As of January 1, 2007, CashGuard has switched to a function-divided income statement in order to better highlight the Group's results.

### Parent Company

The Parent Company reported net sales of MSEK 171.0 (98.8) and a loss of MSEK 21.8 (loss: 19.8) after financial items. Net investments in tangible fixed assets totalled MSEK 0.7 (0.1). During the year, development costs of MSEK 9.7 (8.7) were capitalised. The Parent Company's financial net assets at the end of the period amounted to MSEK 195.9, compared with MSEK 191.9 at the beginning of the fiscal year. During the year marketing contributions totalling MSEK 13.9 were granted to CashGuard

SAS, France. In the Parent Company an additional MSEK 11.7 has been charged against shareholders' equity due to previously unrecorded accumulated deficits in subsidiaries. This adjustment does not affect the Group's result.

## Nomination Committee

The Nomination Committee has been appointed in accordance with a resolution passed at a General Meeting. The company's Nomination Committee comprises the following members: Morthen Johanessen, Chairman of the Board, CashGuard AB Leif Flemming Bakke, representing PSI Group ASA Ulf Davidson, representing Detaljhandelsekonomi in Enköping Christer Zetterberg, representing SQS in Skellefteå KB

### **Related parties**

Closely related companies

The SQS Group is to be sold or listed separately. Transactions between SQS AB and the Parent Company are presented in the table below.

CashGuard has a close relationship with PSI Group ASA, the company's principal owner, which is why the value of the year's transactions between the companies is reported below.

### **Related-party transactions**

|           |      | GROUP   |       |            | PARENT COMPANY |       |            |  |
|-----------|------|---------|-------|------------|----------------|-------|------------|--|
| KSEK      | Year | Sakes   | Debt  | Receivable | Sales          | Debt  | Receivable |  |
| PSI Group | 2007 | 115 360 | 1 480 | 9 696      | 115 360        | 1 480 | 9 696      |  |
| SQS AB    | 2007 | 40 306  | 693   | 9 800      | 16 172         | 693   | 9 800      |  |

## Management changes

In February 2007, Agne Pettersson became Managing Director and Chief Executive Officer of CashGuard.

During the second quarter, Pontus Ljungberg became the new service manager. Chief Financial Officer Lars Ingman chose to resign from his position in November 2007. Christer Ericsson has been appointed as the new Chief Financial Officer and will take up his position on 1 March.

## Events after the period end

The Board has decided not to sell or separately list SQS, which is why there will be no Extraordinary General Meeting during the first quarter of 2008.

A new distribution agreement has been signed with PSI Antonson AB.

### Telephone conference and presentation material

Due to the publication of the year-end report, CashGuard will be holding a telephone conference on Thursday February 14 at 3:30 p.m., via telephone number +46-8-672 8150. The interim report will be presented by CEO Agne Pettersson. A presentation of the Group's year-end report will be available on CashGuard's website www.cashguard.se.

# Forthcoming financial reports

- Interim report for January 1 March 31, 2008 will be presented:
- Annual General Meeting scheduled for:

• Interim report for January 1 – June 30 2008 will be presented:

• Interim report for January 1 – September 30, 2008 will be presented:

Thursday 15 May, 2008 Friday 18 April, 2008 Thursday 24 July, 2008 Thursday 25 October, 2008

Täby, February 14, 2008

Agne Pettersson CEO

#### For further information, please contact;

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This year-end report has not been reviewed by the Company's auditors.

## Consolidated income statement, KSEK

|  | Oct-Dec<br>2007 | Oct-Dec<br>2006 | Full-year<br>2007 | Full-year<br>2006 |
|--|-----------------|-----------------|-------------------|-------------------|
| Net sales  | 102 039         | 111 473         | 387 424           | 322 633           |
| Cost of goods and services sold                          | -76 049         | -73 499         | -285 924          | -208 437          |
| Gross profit   | 25 990          | 37 974          | 101 500           | 114 196           |
| - gross margin, %  | 25.7            | 34.1            | 26.2              | 35.4              |
| Other operating expenses                                 | -28 358         | -26 314         | -121443           | -101 285          |
| Operating profit/loss                                    | -2 368          | 11 660          | -19 943           | 12 911            |
| - operating margin, %                                    | -2.3            | 10.5            | -5.1              | 4.0               |
| Net financial items                                      | 745             | -1 906          | -979              | -2 654            |
| Profit/loss after financial items                        | -1 623          | 9 754           | -20 922           | 10 257            |
| - profit margin, %                                       | -1.6            | 8.8             | -5.4              | 3.2               |
| Tax  | -195            | -1 339          | -195              | -4 501            |
| Net profit/loss for the period                           | -1 818          | 8 415           | -21 117           | 5 756             |
|  |                 |                 |                   |                   |
| Earnings per share before and after dilution, SEK        | -0.02           | 0.00            | -0.21             | 0.06              |
| Average number of shares, thousands                      | 99 206          | 99 206          | 99 206            | 99 206            |
| Average number of shares after dilution, thousands       | 99 206          | 100 206         | 99 954            | 100 206           |
| Number of shares at period end, thousands                | 99 206          | 99 206          | 99 206            | 99 206            |
| Number of shares at period end after dilution, thousands | 99 206          | 100 206         | 99 206            | 100 206           |

# Consolidated balance sheet, KSEK

|  | Dec 31, 2007 | Dec 31, 2006 |
|--|--------------|--------------|
| Intangible fixed assets                    | 142 872      | 125 087      |
| Tangible fixed assets                      | 16 058       | 10 105       |
| Long-term receivables                      | 442          | 546          |
| Deferred tax assets                        | 72 228       | 72085        |
| Total financial fixed assets               | 72 670       | 72 631       |
| Total fixed assets                         |              |              |
| Inventories                                | 54 682       | 52 323       |
| Accounts receivable                        | 104 967      | 82 902       |
| Other current assets                       | 4 186        | 4 560        |
| Cash and cash equivalents                  | 3 833        | 7 814        |
| Total current assets                       | 167 668      | 147 599      |
| Total assets                               | 399 268      | 355 422      |
| Shareholders' equity                       | 243 913      | 266 566      |
| Long-term liabilities                      | 20 489       | 12 379       |
| Current liabilities                        | 134 866      |              |
| Total shareholders' equity and liabilities | 399 268      | 355 422      |
|  |              |              |

## Consolidated cash flow statement, KSEK

|   | Full-year<br>2007 | Full-year<br>2006 |
|---|-------------------|-------------------|
| Total cash flow from operating activities               | -18 038           | -23 966           |
| Total cash flow from investment activities              | -30 403           | -12 029           |
| Total cash flow from financing activities               | 44 651            | -4 751            |
| Total cash flow during the period                       | -3 790            | -40 747           |
| Total cash and cash equivalents at the beginning of the |                   |                   |
| period  | 7 814             | 48 806            |
| Total exchange rate differences in cash and cash        |                   |                   |
| equivalents   | -191              | -245              |
| Total cash and cash equivalents at period end           | 3 833             | 7 814             |

## Changes in consolidated shareholders' equity, KSEK

|                                      | Full-year 2007 F | ull-year 2006 |
|--------------------------------------|------------------|---------------|
| Opening balance                      | 266 566          | 260 238       |
| Year's change in translation reserve | -1 536           | 572           |
| Profit/loss for the period           | -21 117          | 5 756         |
| Amount at period end                 | 243 913          | 266 566       |

## Quarterly data

| -                                | 2007    |        |         | 2006    |         |        |        |        |
|----------------------------------|---------|--------|---------|---------|---------|--------|--------|--------|
| Sales per business<br>area, KSEK | Q4      | Q3     | Q2      | Q1      | Q4      | Q3     | Q2     | Q1     |
| CIT/ATM business area            | 68 200  | 49 081 | 49 039  | 52 007  | 76 530  | 49 620 | 59 669 | 39 232 |
| Retail business area             | 33 800  | 32 779 | 52 806  | 49 673  | 34 943  | 19 526 | 18 821 | 24 292 |
| Group                            | 102 000 | 81 860 | 101 845 | 101 680 | 111 473 | 69 146 | 78 490 | 63 524 |

|   | 2007   |         |        |       | 2006   |         |         |        |
|---|--------|---------|--------|-------|--------|---------|---------|--------|
| Operating profit/loss<br>per business area, |        |         |        |       |        |         |         |        |
| KSEK  | Q4     | Q3      | Q2     | Q1    | Q4     | Q3      | Q2      | Q1     |
| CIT/ATM business area                       | 7 100  | -8 017  | -1 205 | 2 256 | 14 028 | 11 252  | 10 658  | 3 064  |
| Retail business area                        | -9 500 | -8 342  | -3 199 | 1 132 | -2 369 | -10 145 | -10 614 | -2 963 |
| Operating profit/loss                       | -2400  | -16 358 | -4 404 | 3 388 | 11 659 | 1 107   | 44      | 101    |
| - operating margin, %                       | -2.4   | -20.1   | -4.4   | 3.3   | 10.5   | 1.6     | 0.1     | 0.2    |

# Consolidated key figures

|   | Oct-Dec<br>2007 | Oct-Dec<br>2006 | Full-year<br>2007 | Full-year<br>2006 |
|---|-----------------|-----------------|-------------------|-------------------|
| Change in net sales, %                        | -8.5            | 55.2            | 20.0              | 50.5              |
| Gross margin, %                               | 25.5            | 34.1            | 26.2              | 35.4              |
| Operating margin, %                           | -2.3            | 10.5            | -5.1              | 4.0               |
| Profit margin, %                              | -1.6            | 8.8             | -5.4              | 3.2               |
| Return on capital employed, %                 | neg             | 3.7             | neg               | 4.4               |
| Return on equity, %                           | neg             | 3.2             | neg               | 2.2               |
| Equity/assets ratio, %                        | 61.1            | 75.0            | 61.1              | 75.0              |
| Interest coverage ratio, times                | -1.6            | 8.9             | -5.7              | 4.5               |
| Financial net indebtedness, MSEK              | 69.0            | 20.2            | 69.0              | 20.2              |
| Shareholders' equity per share, SEK           | 2.46            | 2.69            | 2.46              | 2.69              |
| Average number of employees during the period | 185             | 170             | 178               | 151               |
| Number of employees at period end             | 182             | 173             | 182               | 173               |
|   |                 |                 |                   |                   |

### Parent Company income statement, KSEK

|                                   | Oct-Dec<br>2007 | Oct-Dec<br>2006 | Full-year<br>2007 | Full-year<br>2006 |
|-----------------------------------|-----------------|-----------------|-------------------|-------------------|
| Net sales                         | 35 772          | 35 518          | 171 059           | 98 756            |
| Cost of goods and services sold   | -34 228         | -28 629         | -145 896          | -72 168           |
| Gross profit                      | 1 544           | 6 889           | 25 163            | 26 588            |
| - gross margin, %                 | 4.3             | 19.4            | 14.7              | 26.9              |
| Other operating expenses          | -9 223          | -10 740         | -49 528           | -47 223           |
| Operating profit/loss             | -7 679          | -3 851          | -24 365           | -20 635           |
| - operating margin, %             | -21.5           | -10.8           | -14.2             | -20.9             |
| Net financial items               | 1 085           | -798            | 2 585             | 798               |
| Profit/loss after financial items | -6 593          | -4 649          | -21 780           | -19 837           |
| - profit margin, %                | -18.4           | -13.1           | -12.7             | -20.1             |
| Тах                               | 4 429           | 7 985           | 4 429             | 7 985             |
| Profit/loss for the period        | -2 164          | 3 336           | -17 351           | -11 852           |

| Parent Company balance sheet, KSEK         |                |                |  |  |
|--|----------------|----------------|--|--|
|  | Dec 31<br>2007 | Dec 31<br>2006 |  |  |
| Intangible fixed assets                    | 18 574         | 9 045          |  |  |
| Tangible fixed assets                      | 744            | 205            |  |  |
| Shares in Group companies                  | 157464         | 157464         |  |  |
| Receivables from Group companies           | 10164          | 10650          |  |  |
| Deferred tax assets                        | 28257          | 23829          |  |  |
| Total financial fixed assets               | 195 855        | 191 943        |  |  |
| Inventories                                | 18 161         | 14 224         |  |  |
| Accounts receivable                        |                |                |  |  |
| Other current assets                       | 14 784         | 11 499         |  |  |
|  | 68 558         | 92 827         |  |  |
| Cash and cash equivalents                  | 365            | 50             |  |  |
| Total current assets                       | 101 868        | 118 550        |  |  |
| Total assets                               | 317 041        | 319 793        |  |  |
| Shareholders' equity                       | 258 915        | 288 019        |  |  |
| Long-term liabilities                      | 3 489          | 4 118          |  |  |
| Current liabilities                        | 54 637         | 27 656         |  |  |
| Total shareholders' equity and liabilities | 317 041        | 319 793        |  |  |

CashGuard develops and sells products and services for secure and fully automatic cash handling and cash logistics. Via direct sales and distribution partners, the Company focuses on retail companies, post offices and banks, as well as on security companies. The CashGuard Group has approximately 190 employees. CashGuard shares are listed on the Stockholm Stock Exchange.

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