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Gunnebo's capital market day on 19 December 2007 in Stockholm

International security group Gunnebo's annual capital market day attracted more than fifty analysts, fund managers and journalists. Apart from a run through of its strategies and plans, Gunnebo gave an account of its progress in France and of three business cases of current interest – airport security, automated bank deposit boxes and the SafePay™ closed cash handling system.

The conference opened with an address by Anders Ågren, Gunnebo's country manager in France, in which he provided an update on the extensive Gunnebo One Company integration project, which will be completed in France by the end of 2007, and on what effects it will have and what priorities will apply during the 2008 financial year.

Göran Gezelius, Gunnebo's President and CEO, then gave an account of the company's overall plans and security solutions for the customers Gunnebo is focusing on, namely banks, retailers and high-risk installations. It emerged from Mr Gezelius' presentation that Gunnebo is market leader within EMEA (Europe, Middle East and Africa) in the areas of Secure Storage and Entry Security, in each of which the market is worth around 1000 MEUR and is growing at an annual rate of 5%.

Stephen Bates, Business development manager at Gunnebo's Entrance Control Competence Centre gave an account of three promising system solutions to improve airport security: PasSec, the automated one-way security gate; ImmSec, the automated immigration security gate; and BoardSec, a system to provide faster, automated embarkation control.

Manuel Mundl, product manager at Gunnebo's Secure Storage Competence Centre, gave an account of SafeStore Auto, Gunnebo's automated bank box system, which allows bank customers round-the-clock access to their bank deposit box. SafeStore Auto is an innovative solution for both the banks and their customers, and Gunnebo is one of very few companies that can offer such a system.

Gunnebo currently has some 800 automated bank box systems installed in Germany. The company has also recently booked large orders from Spain, Portugal, Denmark, Russia and Canada. If the use of automated bank boxes becomes as common elsewhere as in Germany the market within EMEA will be worth around 100 MEUR a year.

Finally, Gunnar Konkell, development manager for SafePay™, and Jerker Krabbe, business unit manager Retail within Gunnebo Nordic went through the latest commercial and

Gunnebo security group has an annual turnover of MEUR 730 and 6,800 employees. We are suppliers of integrated security solutions for bank, retail and sites in need of high security protection. Our experience and presence make your world safer.

technical development of SafePay™, Gunnebo's system for secure and closed cash handling in the retail trade.

Gunnebo's CFO/CIO, Hans af Sillén, described how within three years Gunnebo will have introduced a new cost-effective business system and a new IT platform. The first two of around 45 system installations were completed during the autumn of 2007.

Göran Gezelius, Gunnebo's President and CEO, had this to say about the past year:

“During the year most of the Customer and Competence Centres began to realise the cost-reduction benefits that we had planned when we launched the Gunnebo One Company integration project, apart from in France. By the end of 2007, we will be more or less ready with the integration process in France as well.

“The invoiced sales for the fourth quarter 2007 are expected to be at the same level as the same quarter last year, but the operating result will be substantially higher than last year.

“Invoiced sales for 2007 are expected, for this reason, to be around MSEK 6,950 and the operating result around MSEK 340. Last year's operating result including items affecting comparability was a loss of MSEK 26; excluding items affecting comparability it was a profit of MSEK 217.

“In 2008 it is time to take advantage of the business opportunities that our customer-based organisations can offer. We expect to continuously have the same rate of earnings growth in both 2008 and 2009.”

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