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## Vensafe chooses PartnerTech for strategic cooperation

Vensafe ASA, which develops and markets a safe system for the automated sale of high-cost, small-sized items at retail outlets, has chosen PartnerTech for long-term strategic cooperation. The agreement, which covers production of mechanical and electronic components and assembly for Vensafe's new dispenser sales concept, Zervio, is expected to boost PartnerTech's sales by approximately SEK 100 million over three years. Orders worth approximately SEK 20 million are scheduled for delivery in the next two quarters. Production has started at PartnerTech's plant in Moss, which has specialist mechanical and assembly expertise.

*Arve Kristoffersen, CEO of Vensafe, says, "PartnerTech offers long-term strategic cooperation that satisfies our needs. I am very pleased that our technical collaboration has already generated proposed cost-effectiveness measures, which will make our product even more competitive."*

*Per Sølvsberg, MD of PartnerTech AS, says, "This is a very important strategic order for us, offering major potential for the future. Vensafe's choice of PartnerTech demonstrates the strength and competitiveness of our concept, which is based on the combination of high capacity and technical expertise in close cooperation with our customers."*

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**About Vensafe**

Vensafe ASA ([www.vensafe.com](http://www.vensafe.com)) was established in 1998. The company's early years were characterized by the development of prototypes and the initiation of system testing at selected stores. The development of a system that meets the demands of retailers when it comes to design and functionality was more time-consuming than initially expected. Much effort was also put into convincing retailers to adopt an entirely new concept. After further development and market adaptations of the earlier systems, the first generation of the new Zervio model was introduced in August 2006. Thanks to the introduction of the new Zervio family and successful marketing, the sales and order backlog has steadily increased.

**About PartnerTech**

PartnerTech ([www.partnertech.com](http://www.partnertech.com)) develops and manufactures products under contract for leading companies, primarily in telecommunications, IT, the engineering industry and medical technology. With approximately 2,000 employees at its plants in Sweden, Norway, Finland, Poland, the UK, the United States and China, PartnerTech reported sales of approximately SEK 3 billion for the past 12 months. PartnerTech AB, the parent company, has its head office in Malmö and is listed on the OMX Nordic Exchange in Stockholm.