PSI Group ASA

Q3 2009

Financial report and status for the third quarter 2009

HIGHLIGHTS OF THE THIRD QUARTER

- Operating revenues of NOK 116.3 million, down by 3.8 per cent from Q3 2008
- EBITDA came to NOK 0.3 million, down from NOK 12.6 million in Q3 2008
- Cash flow from operations NOK 13 million, down by NOK 5.9 million from Q3 2008
- Retail Solutions Norway affected by one-off expenses. Measures to improve profitability initiated.

KEY FIGURES

	Third quarter		Year to date		Full year
NOK million	2009	2008	2009	2008	2008
Operating revenues	116.3	120.9	411.5	354,2	553,3
EBITDA	0.3	12.6	30.4	29.5	76.3
Profit/ loss before tax	-10.2	1.5	0.6	-3.8	25.2
Diluted earnings per share	-0.35	0.05	0.06	-0.41	0.75
Cash Flow from operations	13.0	18.9	4.7	20.5	52.3
EBITDA-margin	0.3%	10.4%	7.4%	8.4%	13.8 %

NØKKELTALL FORRETNINGSOMRÅDER

	Third quarter		Year to date		Full year
NOK million	2009	2008	2009	2008	2008
Retail Solutions					
Sales revenues	87.0	86.4	288.8	303.7	430.1
EBITDA	0.1	8.9	12.8	27.2	37.9
Cash Management Retail					
Sales revenues	18.2	21.9	82.2	26.3	62.8
EBITDA	-0.8	1.4	6.8	-0.0	6.9
Cash Management CIT/ATM					
Sales revenues	27.5	33.9	119.5	49.2	121.6
EBITDA	1.5	4.2	16.9	7.0	37.8
Group/ Eliminations					
Sales revenues	-16.7	-21.4	-80.6	-26.8	-63.6
EBITDA	-0.5	-1.8	-6.1	-4.7	-6.4

GROUP

Consolidated operating revenues were NOK 116.3 million for the third quarter, compared with NOK 120.9 million in the same period of 2008. Corresponding figures for the first nine months were NOK 411.5 million and NOK 354.2 million.

Reduced turnover in the Cash Management CIT/ATM business area were the principal reason for the decline in operating revenues during the quarter. However, a number of contracts secured by this area in the period mean that activity is now at a satisfactory level. Turnover growth for the first nine months primarily reflects the merger with CashGuard.

The deployment rate for CashGuard systems in Norway and Sweden was good, and contributed to stable revenues for Retail Solutions.

Operating profit before depreciation (EBITA) developed weakly in the third quarter, and declined by NOK 12.3 million to NOK 0.3 million. The trend was more stable for the first nine months, with EBITDA rising from NOK 29.5 million in 2008 to NOK 30.4 million.

Excessive costs in the Norwegian part of Retail Solutions had a negative effect on EBITDA. These include NOK 4.5 million in one-off expenses, with impairment of obsolete inventory accounting for NOK 3 million. Measures were also adopted to reduce payroll costs by NOK 7.5 million on an annual basis, and these will take gradual effect over the next two quarters.

Payroll costs increased by 10.6 per cent from the third quarter of 2008, driven in part by general pay growth averaging three per cent and in part by an expansion in the workforce. The number of employees in PSI Group increased by eight workyears from the third quarter of last year, and averaged 361 work-years over the period.

The pre-tax loss was NOK 10.6 million for the third quarter, compared with a profit of NOK 1.5 million in the same period of 2008. Pre-tax profit for the first nine months was NOK 0.6 million, up by NOK 4.4 million from January-September last year.

Turnover and profit for the group are otherwise influenced by a high level of intra-group transactions, which reduces its consolidated turnover and strengthens profit margins.

BUSINESS AREAS

Reporting covers the following business areas:

Retail Solutions – comprises the sale of solutions and after-market sales directly to retail outlets, industry and the public sector. This means, for instance, that added value related to the sale of CashGuard systems to end users by PSI Group's Norwegian and Swedish businesses appears here.

Cash Management Retail – comprises all development, production and sale of systems to all CashGuard's global retailing partners and distributors, including the group's own subsidiaries dealing with the end-user market.

Cash Management CIT/ATM – comprises development, production and sale of the market's most advanced cash security solutions for ATMs and cash in transit (CIT). SQS is also a sub-contractor for this security technology to CashGuard's products, and thereby to the retail distribution segment which requires the highest level of security on the market.

RETAIL SOLUTIONS

	Third quarter		Year t	FY	
million NOK	2009	2008	2009	2008	2008
Sales revenues	87.0	86.4	288.8	303.7	430.1
EBITDA	0.1	8.9	12.8	27.2	37.9
EBITDA-margin	0.2%	10.3%	4.4%	9.0%	8.8%

Turnover in this business area made stable progress and totalled NOK 87 million for the third quarter. However, EBITDA was weak and came to NOK 0.1 million.

CashGuard continued to develop positively in the third quarter, when 293 systems were delivered in Norway and Sweden compared with 212 in the same period of 2008. That represents an increase of 40 per cent. Progress for service and labelling was also good.

Profit development showed relatively substantial geographical variation. The Swedish business made good progress, with high and stable demand and a positive development for profits. However, profitability in Retail Solutions Norway was negatively affected by an excessive level of costs. In addition, NOK 4.5 million in one-off costs was recognised in the area. NOK 3 million of this related to the impairment of obsolete inventory.

Measures have been adopted to improve operational efficiency in Retail Solutions Norway, and the workforce will be downsized by 12 work-years. That reduces annual costs by NOK 7.5 million, which will take gradual effect over the next two quarters.

PSI Systems secured an order from the City of Oslo in the third quarter to deliver hand-held terminals for its nursing and care services. This three-year contract has an overall value in the order of NOK 10-15 million.

The group entered into a number of strategically important contracts during the first nine months, including frame agreements with two major grocery chains concerning delivery and services related to cash management solutions. These contracts are being executed on schedule, and the first machines were delivered to Rema 1000 in August.

CASH MANAGEMENT RETAIL

	Third quarter		Year t	FY	
million NOK	2009	2008	2009	2008	2008
Sales revenues	18.2	21.9	82.2	26.3	62.8
EBITDA	-0.8	1.4	6.8	-0.0	6.9
EBITDA-margin	-4.4%	6.3%	8.2%	-0.1%	10.9

Turnover in this business area declined by NOK 3.7 million to NOK 18.2 million for the third quarter. EBITDA fell by NOK 2.2 million and was negative at NOK 0.8 million.

Efforts to optimise working capital in the group led to a reduction in the inventory of CashGuard machines in Retail Solutions Norway. That helped to cut turnover in Cash Management Retail by roughly NOK 5 million. This effect has been eliminated in the consolidated accounts, but the underlying market trend for Cash Management Retail is good.

During the third quarter, the group initiated a review to improve its partnership structure and collaboration with the dealer network. Cash Management Retail has appointed new key account managers for Finland and Denmark and for the Netherlands in order to improve collaboration with dealers, while working actively to strengthen the business area's brand and market position.

Cash Management Retail is working actively to establish more partnership agreements and to ensure that further expansion occurs through these channels. As part of this strategy, the workforce in the French and German subsidiaries has been reduced and now totals six people. This will contribute to more efficient utilisation of resources in these countries.

Cash Guard AB in Sweden concluded a partnership agreement during the quarter with Scanvægt Nordic AS covering distribution of and service for CashGuard cash management solutions in Denmark. This represents a strategically important commitment in a market with big opportunities.

A partnership agreement was also established during the period in Slovenia, which will provide availability and a presence for Slovenian customers seeking CashGuard's cash management systems. Work is under way on similar deals in other European countries where the business area currently lacks representation.

Cash Management Retail will continue to concentrate attention on product development and the implementation of new technology. CashGuard AB launched a new model in the CashGuard Blue series, based on SQS' unique colouring technology. In addition to offering substantial savings for customers, this unit saves space and is easy to install. CashGuard Blue is the only cash management system for retailing, post offices and banks approved by the Swedish Theft Prevention Association (SSF).

CASH MANAGEMENT CIT/ATM

	Third quarter		Year t	FY	
million NOK	2009	2008	2009	2008	2008
Sales revenues	27.5	33.9	119.5	49.2	121.6
EBITDA	1.5	4.2	16.9	7.0	37.8
EBITDA-margin	5.5%	12.2%	14.2%	14.2%	31.1%

Turnover in this business area declined by NOK 6.5 million to NOK 27.5 million for the third quarter. Operations in the business area are order-based, and fluctuations in turnover must accordingly be expected. EBITDA fell by NOK 2.7 million to NOK 1.5 million.

Ongoing deliveries were made to customers in Scandinavia and the rest of Europe during the quarter, and efforts were also devoted to new potential contracts with international security companies.

The activity in Cash Management CIT/ ATM will increase in the fourth quarter as a consequence of new agreements. The business area has entered into a new contract for delivery of approximately 500 security cases to a leading European security and cash handling company. The cases will be delivered during the fourth quarter and the beginning of 2010.

Market activity in Cash Management CIT/ATM rose and was simultaneously extended to new geographical areas. That included new measures and operations in Russia, Germany and South Africa during the period.

Income from ongoing service agreements is becoming increasingly important as the installed product base grows. The group gives high priority to ongoing development of new products and continuous improvement of the existing range.

A substantial market exists for cash security solutions for ATMs and CIT on a global basis, with a corresponding potential. As a result of leading-edge expertise among customers in this area and the complexity of the security products, virtually all sales in the segment are made directly to end users.

CASH FLOW AND EQUITY OVERVIEW

Cash flow from operations in the quarter amounted to NOK 13 million, compared with NOK 18.9 million in the same period of last year.

Working capital declined by NOK 13.5 million from 30 September 2008. This reflected reductions both to accounts receivable and to inventories.

Net interest-bearing debt fell by NOK 10.3 million from the second quarter of 2009 to NOK 221.8 million. Disposable liquidity rose by NOK 9.8 million from 30 June to reach NOK 27.3 million at 30 September.

The group held 1 197 927 of its own (treasury) shares at 30 September, corresponding to 5.4 per cent of outstanding shares. That figure was unchanged from 30 June.

EVENTS AFTER THE PERIOD

In the end of October, PSI announced to the market that CashGuard AB introduced a new model in the CashGuard Blue series. The new model is downsized compared to previous models to better fit ordinary checkouts. This is expected to increase the market potential for the CashGuard Blue products.

Also, PSI informed the market that Repant ASA, through PSI Antonsen AB in Sweden had entered into an important strategic frame agreement with ICA Sweden for delivery and offering of Repant Revere Vending Machines to all ICA stores in Sweden.

On 11 November, the Board of Directors of PSI Group elected Svein S. Jacobsen as new Chairman of the Board. Jacobsen assumes the position after Leif Flemming Bakke, who has been the Chairman of PSI Group ASA for 5 years.

Svein S. Jacobsen was elected as member of the Board of PSI Group in January 2009 to strengthening the Board's competences, particularly within internationalisation of the company's technology. The appointment of Jacobsen as new Chairman is part of a planned process, as Leif Flemming Bakke has signaled his intention to resign from the Board to be able to prioritize other tasks.

OUTLOOK

Cash Management Retail is in a build-up phase in a number of international markets with a big long-term potential, which calls for substantial resources. As a clear market leader, the group is well positioned to achieve a sales and marketing breakthrough outside Scandinavia.

Cash Management CIT/ATM is experiencing a positive level of demand from new and existing customers, with activity generally good.

The market outlook for Retail Solutions is promising for cash handling solutions and electronic shelf labelling.

A number of important contracts have recently been secured, while the level of activity in the group's principal markets is good. At the same time, the group has launched a programme to improve profitability in Retail Solutions Norge. Taken together, these considerations provide a good basis for a positive view of the group's prospects.

STATEMENT FROM THE BOARD

The board and group CEO have today considered and approved PSI Group's financial statements for the third quarter of 2009, including summary comparative consolidated figures for the second quarter of 2008. This report has been prepared in accordance with IAS 34 on interim financial reporting as determined by the European Union, and with supplementary requirements pursuant to the Norwegian Securities Trading Act.

The board and CEO hereby declare, to the best of their knowledge, that the financial statements for the second quarter of 2009 have been prepared in accordance with prevailing accounting principles and that the information in the financial statements gives a true and fair view of the assets, liabilities, financial position and profit of the group taken as a whole at 30 September 2009 and 30 September 2008. To the best of their knowledge, the report gives a true and fair overview of important events during the accounting period and the impact of these events on the financial statements.

Board of Directors of PSI Group ASA, Rælingen, 11 November 2009

Leif Flemming Bakke	Erik Pinnås	Svein S. Jacobsen
Chairman of the Board	Board member	Board member
Guri Kogstad	Bente Holm Mejdell	Jørgen Waaler
Board member	Board member	CEO

GROUP INCOME STATEMENT

	Thir	d quarter		YTD		
thousand NOK	2009	2008	2009	2008	2008	
Sales revenues	115 915	120 828	409 929	352 441	550 904	
Profit from AC - Service companies	373	108	1 615	1 724	2 383	
Operating revenues	116 289	120 936	411 545	354 165	553 287	
Cost of goods sold	55 492	56 209	177 764	185 026	274 573	
Payroll	38 276	34 605	132 909	93 804	152 423	
Other operating expenses	22 191	17 497	70 474	45 864	50 029	
Total operating expenses	115 959	108 312	381 147	324 694	477 025	
EBITDA	329	12 625	30 398	29 471	76 262	
Depreciations taginble assets	2 915	1 862	7 058	4 197	17 784	
Depreciations intaginble assets	4 054	4 571	12 247	5 159	6 178	
		C 400	44.000	2011		
EBIT	-6 640	6 192	11 093	20 115	52 300	
Net financial income/(cost)	-3 595	-4 730	-10 482	-13 217	-16 366	
Profit from AC - CashGuard/SQS	-5 595	-4 /30	-10 462	-13 217	-10 500	
Profit/loss before tax	- 10 235	1 462	612	-10 097 - 3 798	25 237	
Fibrity loss before tax	-10 233	1 402	012	-5 / 30	25 257	
Taxes	-2 786	437	-631	2 886	12 034	
Tuxes	2 700	437	031	2 000	12 034	
Profit/loss after tax	-7 449	1 025	1 242	-6 685	13 203	
Earnings per share						
Number of shares outstanding	22 188 020	22 188 020	22 188 020	22 188 020	22 188 020	
Average number of shares outstanding	20 990 093	22 188 020	20 990 093	16 251 942	17 616 000	
Earnings per share	-0.34	0.05	0.06	-0.30	0,60	
Diluted earnings per share	-0.35	0.05	0.06	-0.41	0,75	
EBITDA per share	0.01	0.57	1.37	1.33	3,44	
Diluted EBITDA per share	0.02	0.57	1.45	1.81	4,33	

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thousand NOK	30.09.2009	30.08.2008	31.12.2008
Other intangible assets	156 559	187 774	177 370
Goodwill	318 517	268 226	346 602
Total intangible assets	475 076	455 999	523 973
Tangible assets	39 600	38 890	44 699
Long term investments	9 531	10 266	9 361
Deferred tax	20 921	42 477	38 306
Non-current assets	545 128	547 632	616 338
Financial investments	25	930	707
Goods	84 182	93 061	98 402
Accounts receivables	114 081	129 933	115 862
Prepaid costs	13 502	13 749	6 607
Other receivables	13 771	11 319	9 849
Bank deposits	6 426	8 740	21 018
Current assets	231 987	257 732	252 446
TOTAL ASSETS	777 115	805 365	868 784
Share capital	13 757	13 757	13 757
Holding of own shares	-743	-24	-743
Other equity	353 750	329 302	408 297
Total Equity	366 764	343 034	421 311
The contract Colored Land Con Pal (1992)	00.005	404.774	440.250
Long term interest bearing liabilities	90 895	104 774	110 258
Other long term liabilities	12 456	32 859	15 941
Total long term liabilities	103 351	137 633	126 199
Short term interest bearing liabilities	137 363	132 913	130 153
Accounts payable	75 385	86 609	80 916
Taxes payable	0	0	2 760
Other short term liabilities	94 251	105 175	107 446
Total short term liabilities	307 000	324 698	321 275
Total liabilities	410 351	462 331	447 474
TOTAL EQUITY AND LIABILITIES	777 115	805 365	868 784

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thousand NOK	Q3 2009	YTD 2009	YTD 2008
Equity OB	378 766	421 311	120 488
Shares bought by company & employees stock options	0	0	-406
Comprehensive Income (see note 4)	-12 002	-54 547	-8 281
Net effect of meger with CashGuard AB			231 234
Equity CB	366 764	366 764	343 034
CASH FLOW STATEMENT			
thousand NOK	Q3 2009	YTD 2009	YTD 2008
Net cash flow from operational activities	12 988	4 699	20 500
Net cash flow from investment activities	-2 452	-7 743	-49 854
Net cash flow from financing	-13 577	-10 113	34 081
Net change in cash	-3 041	-13 158	4 727
Exchangevariance	-413	-1 435	0
Cash and cash equivalents at the beginning of the period	9 879	21 018	4 013
Cash and cash equivalents at the end of the period	6 426	6 426	8 740

NOTE 1 CONFIRMATION OF FINANCIAL FRAMEWORK

The condensed and consolidated quarterly financial statements are prepared in accordance with IAS 34 Interim Financial Reporting. The quarterly financial statements do not comprise a complete set of the information such as required in the annual financial statements and should be read in connection with the Group financial statements for 2008.

NOTE 2 KEY ACCOUNTING PRINCIPALS

The accounting principles for 2008 are described in the annual financial statements for 2008. The Group financial statements for 2008 were prepared in accordance with the IFRS principals and belonging interpretations as defined by the EU, as well as other disclosure requirements pursuant to the Norwegian Accounting Act and the Oslo Stock Exchange regulations and rules which were to be applied as per 31.12.2008. The quarterly report and the interim financial statements have not been revised by auditor.

NOTE 3 SEGMENT INFORMATION PRIMARY SEGMENT: BUSINESS AREA

	Third quarter		YTD		Full year
NOK million	2009	2008	2009	2008	2008
Retail Solutions					
Sales revenues	87.0	86.4	288.8	303.7	430.1
EBITDA	0.1	8.9	12.8	27.2	37.9
Cash Management Retail					
Sales revenues	18.2	21.9	82.2	26.3	62.8
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Cash Management CIT/ATM					
Sales revenues	27.5	33.9	119.5	49.2	121.6
EBITDA	1.5	4.2	16.9	7.0	37.8
Group/ Eliminations					
Sales revenues	-16.7	-21.4	-80.6	-26.8	-63.6
EBITDA	-0.5	-1.8	-6.1	-4.7	-6.4

SECONDARY SEGMENT: SALES REVENUES GEOGRAPHIC AREAS

	Third	quarter	YTD		Full year
thousand NOK	2009	2008	2009	2008	2008
	47 549	51 145	188 024	169 744	47 549
Norway	79 737	78 685	243 547	197 343	79 737
Sweden	5 378	10 821	58 975	12 146	5 378
Other markets	-16 749	-19 823	-80 617	-26 792	-16 749
Group/Eliminations	115 915	120 828	409 929	352 441	115 915
Total	47 549	51 145	188 024	169 744	47 549

NOTE 4 COMPREHENSIVE INCOME

million NOK	Q3 2009	YTD 2009	YTD 2008
Profit/loss after tax	-7 449	1 242	-6 685
Translation differences	-4 553	-55 788	-885
Changes due to reclassifications of PSI Finance to AC	0	0	-711
Comprehensive Income	-12 002	-54 547	-8 281

NOTE 5 RELATED PARTIES

There were no special transactions between the Group and related parties as per 30 September 2009.

1 PSI GROUP ASA (HQ)

PSI Systems AS PSI Media Solutions AS PSI Production AS

Slynga 10, 2005 Rælingen Postboks 134, 2011 Strømmen, Norway Tel: +47 03254

E-mail: psi@psi.no Web: www.psi.no

9 PSI ANTONSON AB

Johannefredsgatan 2

P.O.Box 275, 431 24 Mölndal, Sweden Tel: +46(0)31 706 80 00 E-mail: info@antonson.se

Web: www.antonson.se

©CASHGUARD AB

P.O.Box 2960, Propellervägen 10-12 SE-187 29 Stockholm, Sweden Tel-46 8 732 222 00 E-mail: info@cashguard.se Web: www.cashguard.se

CASHGUARD SAS

17 Square Edouard VII FR-75009 Paris, France Tel: +33 1 53 43 92 51

6 CASHGUARD GMBH

Pankstrasse 8-10

Aufgang Q D-13127 Berlin, Germany Tel: +49 30 221 99 450 0

O SQS SECURITY QUBE SYSTEM AS

Haslevollveien 3L NO-0579 Oslo, Norway Tel: +47 22 80 12 00

OSQS SECURITY QUBE SYSTEM AB

P.O.Box 715, Maskinvägen 13 SE-931 Skellefteå, Sweden Tel: +46 910 71 41 00

SQS INTERNATIONAL

89. Chaussèe de Bruxelles BE-1410 Waterloo, Belgium Tel: +32 2354 0642

SQS GmbH

RheinStrasse 45-46 Hof 2-Aufgang 4-5 121 61 Berlin, Germany

SQS Sarl

Burocampus Bât C 3, rue de Verdun FR-78590 Noisy-le-Roi, France

OSQS SECURITY QUBE SYSTEM (UK) LTD

20 Queens Parade Friern Barnet Road London, N11 3DA, UK Tel: +44 (0)20 8361 6633

