GUNNEBO
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The Magazine for the Gunnebo Group

Gunnebo strengthens its customer offering

**The new Gunnebo will be a total supplier of security solutions.
In this issue of Gunnebo Global we present Gunnebo – One Company.**

DEAR READER

IN THE PAST THREE issues of Gunnebo Global we've looked at "The new customer's demands", "New markets" and "New technology". In this issue we are focusing on "Gunnebo – One Company" and the new growth-oriented organisation taking effect on 1 January 2006.

Gunnebo – One Company basically means that we are organising all the companies into a single customer centre in the countries where we are currently represented by one or more companies.

IN THE NEW year we will have a total of around 30 customer centres supplying our customers with innovative, integrated security solutions. On the 100 or so markets where we do not have our own customer centres, Gunnebo's distributors and agents will continue to be very important business partners for supplying our customers with integrated security solutions. Our customer centres will work very closely with six competence centres which are responsible for business development, design, product development, production and product sourcing, along with sales in countries where Gunnebo is represented by distributors and agents.

In each customer centre, our security offerings will primarily be targeted at the groups which currently make up the customer base for Gunnebo's sales – i.e. banks (currently 37%), the retail sector (10% and growing strongly) and high security in outdoor and indoor perimeter protection (currently around 20%).

IN THREE ARTICLES of this issue of Gunnebo Global we describe a customer in each segment:

- on page 8 we look at how Gunnebo Nordic has supplied a complete security system for the new Sparbanken office in Varberg.
- on page 11 Bernard Maugein, head of security for France's largest sports retail chain, gives his views on the need for a complete security provider.
- and on page 13 we talk about the efficient way Gunnebo is protecting Statoil's enormous Snøhvit project in northern Norway with a solution including 1.5 kilometres of the highest security class perimeter protection. Gunnebo has already secured the entrance to the tunnel that was dug under the sea out to the island where the plant has been built. With winds often above gale force, severe cold and only a couple of hours' daylight a day, this is an extremely tough task for Gunnebo's customer centre in Norway.

No doubt most of us prefer to stay warm indoors – or indeed outdoors in those parts of the world currently enjoying their summer.

Pleasant reading

JANERIK DIMMING
DIRECTOR OF GROUP COMMUNICATION
GUNNEBO AB

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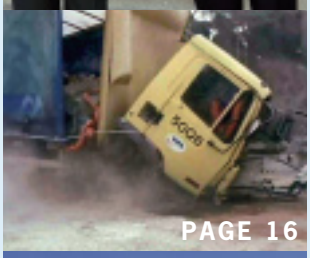

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Time for Gunnebo – One Company

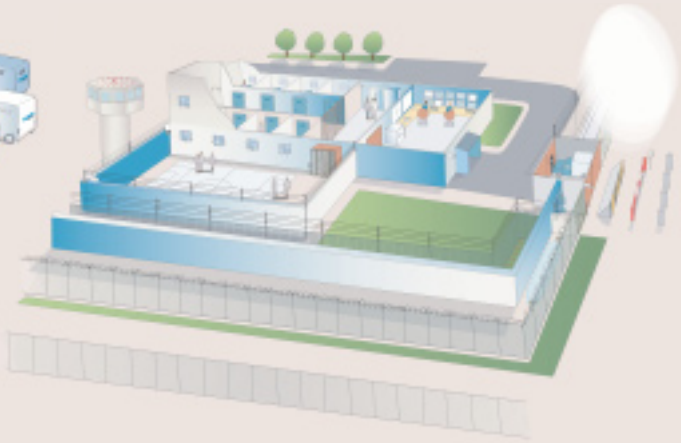
The past 10 years have been a time of expansion for Gunnebo.

Through acquisitions and organic growth, the Group has built up such a product portfolio that it can now offer its customers complete security solutions.

The time has now come to put all this strength into effect: to build an organisation that in every respect makes the most of the synergies and expertise of around 90 Gunnebo companies.

Previous issues of Gunnebo Global have had themes such as the new customer, the new market and the new technology.

This time it's the turn of Gunnebo – One Company.



CEO Göran Gezelius on the new organisation:

"Streamlining and becoming more customer oriented"

The Gunnebo of the future is a company that focuses on customer needs for system solutions rather than individual products.

"We have to meet our customers' needs for complete security solutions if we're to increase organic growth in the Group," says Göran Gezelius, Gunnebo's President and CEO.

For several years Gunnebo has been growing dramatically, primarily through acquisitions. The global security corporation has been built up, and much energy has gone into streamlining and restructuring production within the Group. The next major step towards change is being taken on the sales, logistics and marketing side.

"In Europe Gunnebo has an average of five companies in each country," says Göran Gezelius. "It must be more efficient for our main customers to be served by a single Gunnebo company in each country, and that's what this latest venture is all about."

MARKET LEADING

Gunnebo's aim is to take a larger share of the steadily growing security market. Its strategy is to co-ordinate all available resources in order to meet customers' increasingly apparent need for total security solutions.

"We have to be more receptive to what our customers need, and the only way to do that is to use all the knowledge and expertise in each country to deal with the customer as one company.

"This work approach will fundamentally change Gunnebo as a corporation. It will affect how we're structured and how we approach our customers, as well as the way we report our operation to our owners and the capital market. I am absolutely convinced that these changes will increase customer benefit, especially for our key groups in bank, retail and other site protection with high demands on security."

In practice the new strategy means that uniform organisations – Customer Centres – will be established in each country where Gunnebo operates, replacing the companies that have previously been in that country. Each Customer Centre will have a manager for that country. The countries in Europe are being co-ordinated into two regions. The existing operation in Asia will remain under its current form, although it too will have separate Customer Centres for each country in the region.

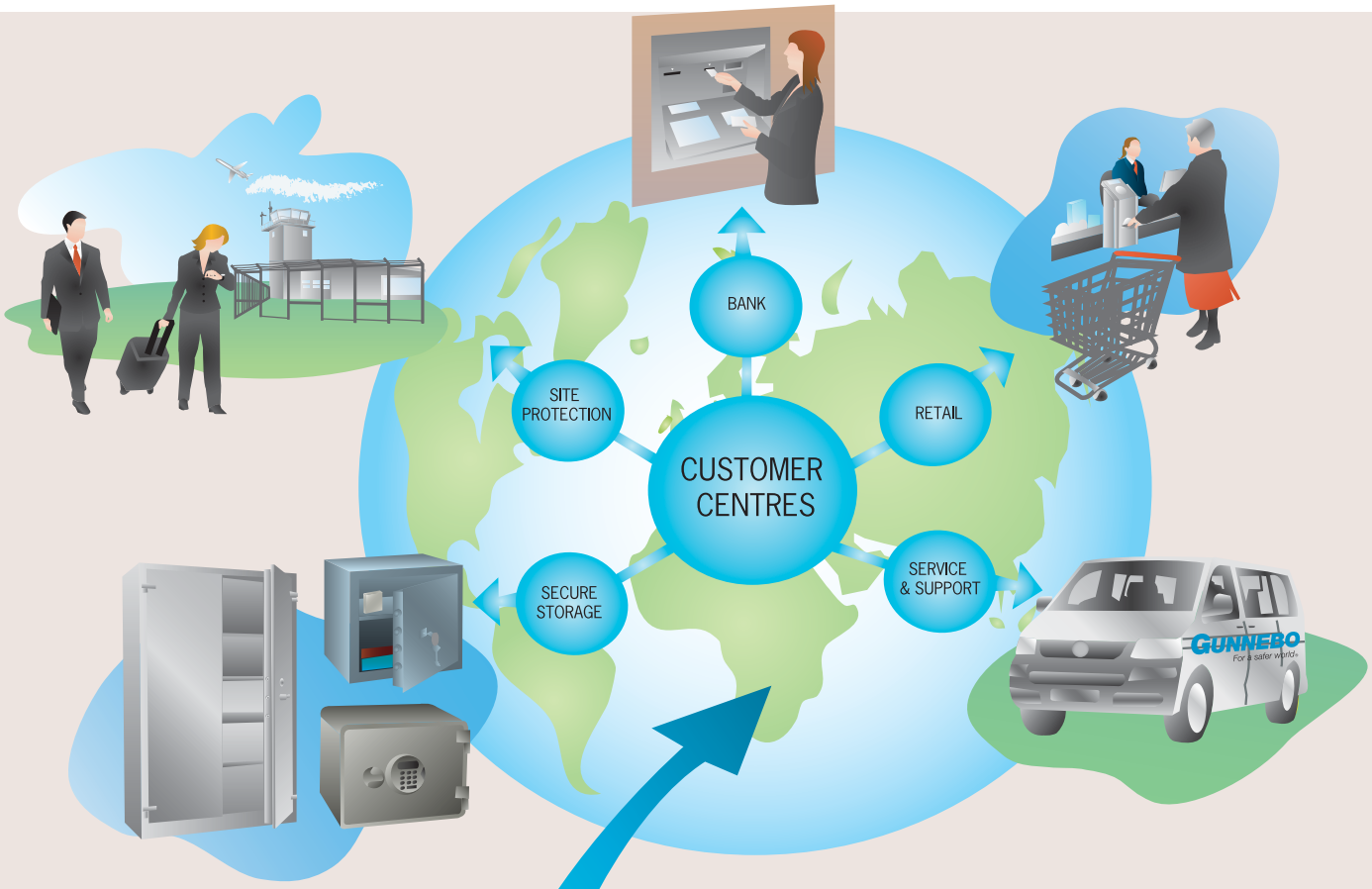
"Gunnebo has developed into a global security corporation, and we intend to exploit the synergies this offers in the optimum way. To do that we have to bring together all the strength in each country under one umbrella.

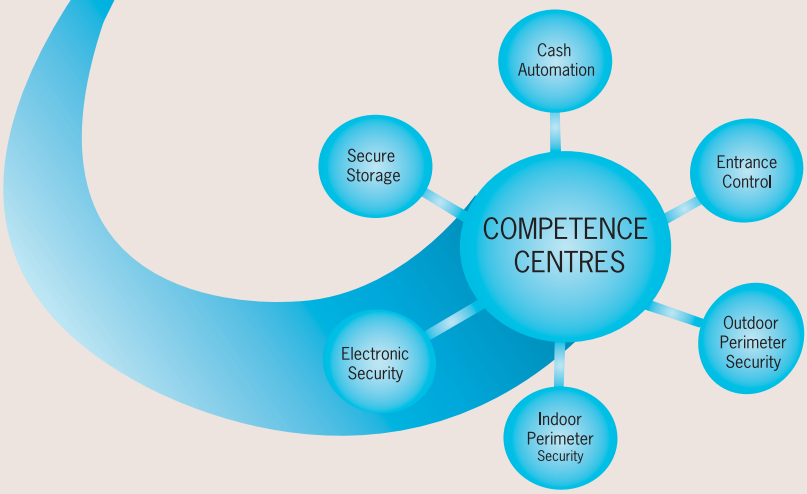
"We will remain in all the countries where we operate at the moment, although we will not expand geographically outside the EU, the Indian Ocean Rim, Canada and the Middle East in the near future."

"In Europe Gunnebo has an average of five companies in each country. It must be more efficient for our customers to be served by a single Gunnebo company in each country, and that's what this latest venture is all about."

With a single Gunnebo company in each country, a completely customer-oriented organisation is not far off. Starting in the new year, each country organisation will be divided up into different business lines, the main ones being Bank, Retail and a line focusing on high-security installations – Site Protection. Moreover, safes sold outside the bank and retail segments will be marketed by business line Secure Storage in each country.

"Within these areas we will be offering our customers a complete programme of Gunnebo products in line with their needs," Göran Gezelius explains. "We anticipate sharp growth in retail, solid





growth for site protection and a more steady development in the bank segment."

To support all this customer orientation there will be a number of Competence Centres. These will be divided into product segments and will cut across all geographical boundaries in the organisation. They will act as a product sourcing and service function for all the country organisations.

"The role of the Competence Centres will be important in the new organisation," says Göran Gezelius. "They will be central resources for business development, design, product development, manufacture and other product sourcing.

"They basically have an internal remit. Our customers will only have contact with the various country organisations, apart from the markets where we sell through agents and distributors. Sales to those markets will be co-ordinated from the Competence Centres."

SIX COMPETENCE CENTRES

Starting in January 2006 there will be six Competence Centres – Secure Storage, Cash Automation, Electronic Security, Entrance Control, Outdoor Perimeter Security and Indoor Perimeter Security. Each centre will have a manager responsible for the technical and commercial development of that particular product area. Göran Gezelius points out one product as being of particular strategic importance for the future: SafePay, the sealed cash management system for retail. Gunnebo's explicit strategy is to prioritise installations of this system and to become Europe's leading supplier of sealed, secure cash management in stores.

"I can see strong growth in retail security in the future," he says, "and SafePay is an extremely important system for Gunnebo."

Ramon Julia, head of sales at Fichet Sistemas y Servicios, and José Ortuño, country manager for Gunnebo Spain, have long worked in line with the organisational model now being introduced throughout Gunnebo.

Spain – the good example

Gunnebo's new strategy is to target specific customer groups with complete security solutions. This method already exists in practice – Spanish Fichet Sistemas y Servicios has been working along the lines of the 'new' Gunnebo model for a long time, and the Spanish working method has influenced the approach in Gunnebo's new organisation.

"By having a single contact for the customer, we sell more with fewer co-workers," says José Ortuño, country manager for Gunnebo Spain.

"The actual integration between various companies will lead to major savings, while the division into different business lines gives a more focused organisation"

Fichet Sistemas y Servicios has been Fichet Bauche's sales company in Spain since 1918. The business has focused on three large customer segments: banks, public services and industrial/commercial properties.

"We have offered these three customer groups physical and electronic security products, as well as service," explains José Ortuño. "We've also been receptive to any needs regarding entrance security or security gates, collaborating with other Gunnebo companies such as Gunnebo Entrance Control and Ritzenthaler."

SAME CONTACT AT THE COMPANY

Internally the business is structured so that there is one person with the main responsibility for each major customer, known as a key account manager. The most important customers therefore always have the same inward channel to Gunnebo's complete range.

"This has many benefits," says José Ortuño. "The person responsible for a customer learns about that customer's specific security needs and can offer a solution to meet those needs. We become experts in their situation.

"Naturally we also increase sales when we have an entire product range to offer, rather than just one particular segment. Our 20 key account managers probably represent around 70 per cent of sales."

The person responsible for sales to a particular customer then put together a team of experts, based entirely on the solutions required. In larger projects the project manager may need to be an engineer, but it is still the key account manager who handles contact with the customer.

"After all the account manager is not a technical expert in the various systems," says Ramon Julia, sales manager at Fichet Sistemas y Servicios. "He or she calls in the engineers if the solution is technically complex. They have to build the system

and put together the tender, and they often also meet the customer.

"Nevertheless, the account manager must still have extensive knowledge of all Gunnebo's products to be able to offer the right solutions. We therefore have our own experts who continuously travel round and train sales personnel, explain all the new applications and provide information about successful orders. Lessons learnt in one sector can then be applied in another."

SECURITY SOLUTION FOR MUSEUM

And there have been plenty of successful orders in Spain. Fichet Sistemas y Servicios has supplied an electronic system for access control together with 25 Hidden Gates and 3 GlasStile S from Gunnebo Entrance Control for Spanish bank BBVA. The company has also built up a security solution both for the artworks and premises of the Museu Nacional d'Art de Catalunya in Barcelona, installations which have also included CCTV cameras and a system for controlling the number of visitors in the exhibition rooms. On the commercial side, insurance company Mutua General is a large customer. The company's integrated security solution encompasses biometric entrance control, intrusion protection, fire protection and entrance security.

"Our focus on specific customer groups means we are becoming a better supplier to the organisations we work with, which leads to increased sales," says José Ortuño.

GREAT SYNERGY EFFECTS

Working with key account managers produces great synergies, according to José Ortuño and Ramon Julia. They believe a more concerted, customer-focused approach will yield major gains in the Gunnebo Group.

"The actual integration between various companies will lead to major savings, while the division into different business lines gives a more focused organisation," says José Ortuño. "It also means far better solutions for customers.

"Moreover, I think that support from the Competence Centres could be very productive. The people there will give us even better information about the products we're selling. I'm very much in favour of the new organisation." ■

In Singapore, Gunnebo has sold and installed 40 SpeedStiles at the Singapore Management University. The system ensures that only personnel and the 5,000 students have access to the institution.

Asia Pacific changes name to Region Indian Ocean Rim

Asia Pacific has been the only division in Gunnebo based on a geographical region rather than a product segment.

The division's personnel are continuing to focus on marketing and selling Gunnebo's entire range country by country.

From the beginning of next year, the new Gunnebo will be divided into different geographical regions. For the division formerly known as Asia Pacific, which already has this type of structure, the new organisation will basically only entail a change of name to Region Indian Ocean Rim. The focus on marketing and selling a complete range through a single sales organisation is continuing.

In Singapore, for example, Gunnebo Singapore has sold and installed 40 SpeedStiles from Gunnebo Entrance Control to Singapore Management University, SMU.

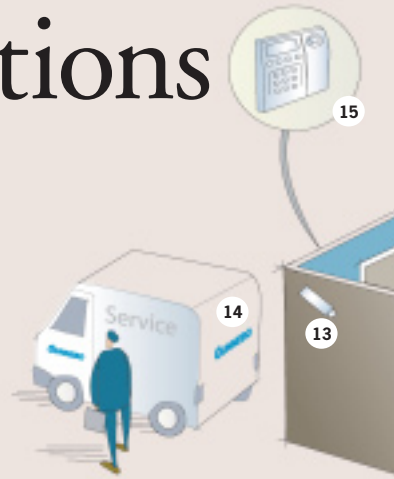
UNIQUE SYSTEM AT UNIVERSITY

SMU's new campus is the only university in central Singapore, and it has been fitted with SpeedStile security gates connected to an access control system. The system creates an open impression for the university while also ensuring that only personnel and the 5,000 students have access to the premises.

"We had a period of eight weeks between order and delivery, and we managed it thanks to tremendous support from Gunnebo Entrance Control's factory in UK," says Elsie Tay, General Manager for Gunnebo Singapore. ■

Business Line: Bank

Complete system solutions for bank security



There is increasing demand in the banking sector for secure cash flows for manual and automated services. Gunnebo now aims to offer complete system solutions for bank security on all its primary markets.

Modern bank users place high demands on accessibility. Not only do they want to be able to withdraw money at any time, they also want to be able to make deposits, change money and access their safety deposit boxes round the clock.

Meanwhile, the banks themselves require increasingly high security when it comes to valuables-management, monitoring and access to bank premises. Gunnebo has anticipated this development and can now offer a complete range of products for an efficient modern bank.

150,000 BRANCHES

There are currently some 150,000 bank branches in Western Europe. Traditional bank products in the shape of safes and fire-resistant safes, vaults, vault doors and safety deposit boxes still represent an important segment for these customers, although other product groups are growing strongly.

This is particularly true of bank automation products, a segment that has undergone a veritable revolution. Many banks in Europe now offer certain round-the-clock services in the lobby. Cash depositing has also developed rapidly. Products such as the RSB 30 service box and the SafeCash Eco banknote deposit box enable customers and the bank to have total control over their cash management. Not to mention SafeNet software, which for example enables a bank to link all Gunnebo's machines together in a self-service system, while easily keeping a check on banknote levels and synchronising filling/emptying to demand rather than a time schedule.

DOUBLE SECURITY GATES

Other bank products in which Gunnebo is a leader are electronic security and entrance/access control where Ritzenthaler, for example, is a market leader in Southern Europe for various types of double security gates.

Electronic security today is used not only in surveillance cameras and alarm systems, but also in products such as safety deposit boxes and safes. Using integrated security solutions from Fichet Bauche or E A Rosengrens Alarms, customers have access to tailored systems linking together all the bank's various security solutions.

1 & 10: SkyRitz security booth
2, 9 & 22: Entrance control systems
3. Bomb- and bullet proof glass
4: Coin deposit – SafeCoin C
5: Cash Deposit: SafeCash Eco
6: Cash Deposit and withdrawal: SafeCash R
7: Coin-roll machine: SafeCoin
8, 13, 24 & 25: CCTV
– An internal surveillance system
11: AVM safety deposit robot
12. Deposit box
14: Support & Service

…and a bank in Sweden

When Sparbanken in Varberg, Sweden, opened a new head office, it was looking for a complete, integrated security system.

Gunnebo Nordic AB supplied a solution comprising both electronic and physical security.

Gunnebo Nordic likes to offer its bank customers total security concepts. This is particularly true when it comes to new establishments or major reconstructions.

"In large projects like these, customers often review everything from scratch – burglar alarms, attack alarms, sabotage alarms, access control and even solutions for safes, strongrooms and deposit box systems," says Roine Wängstedt, head of sales for electronic alarm systems.

The integrated security solutions are based on special software, Spectra, which makes it possible to connect e.g. alarms, CCTV systems, access control, safes, service boxes, safety deposit boxes and operational alarms into a single system. If one of the systems is activated – if, say, an alarm sounds in the deposit box vault – the system can automatically close a particular security gate and tell a specific surveillance camera to start recording.

"We like to be involved in the planning as early on as possible so we can design the best system possible."

For the new Sparbanken office in Var-

15: Entrance control system based on biometric identification
16 & 23: Security door
17 & 33: Seismic detector
18: High-graded fire resistant data-media safe

19: Hard drive for an integrated security system and access control, hard drive for e.g. image transfer and software for automated solutions in the self-service wall
20: Banknote counters
21,26 & 32: Movement detector/IR

27: Bullet-resistant glass partitioning
28: Secure storage and depositing of cash at the counter
29: Prefabricated vaults
30: Control system for remote electronic opening and control of safety deposit boxes
31: Vault door doors
34: Safety deposit boxes
35. Fire and smoke detection systems

wanted the very latest system

berg, Gunnebo Nordic has supplied alarm systems, a swipecard system for entrance control, CCTV cameras inside, outside and in the ATMs, safety deposit boxes with gates and vault doors, along with safes.

"Naturally we've also supplied software and hardware for controlling the system," says Roine Wängstedt. "For example, the safes with authorisation and time control are integrated into the alarm system."

AWARE OF OPPORTUNITIES

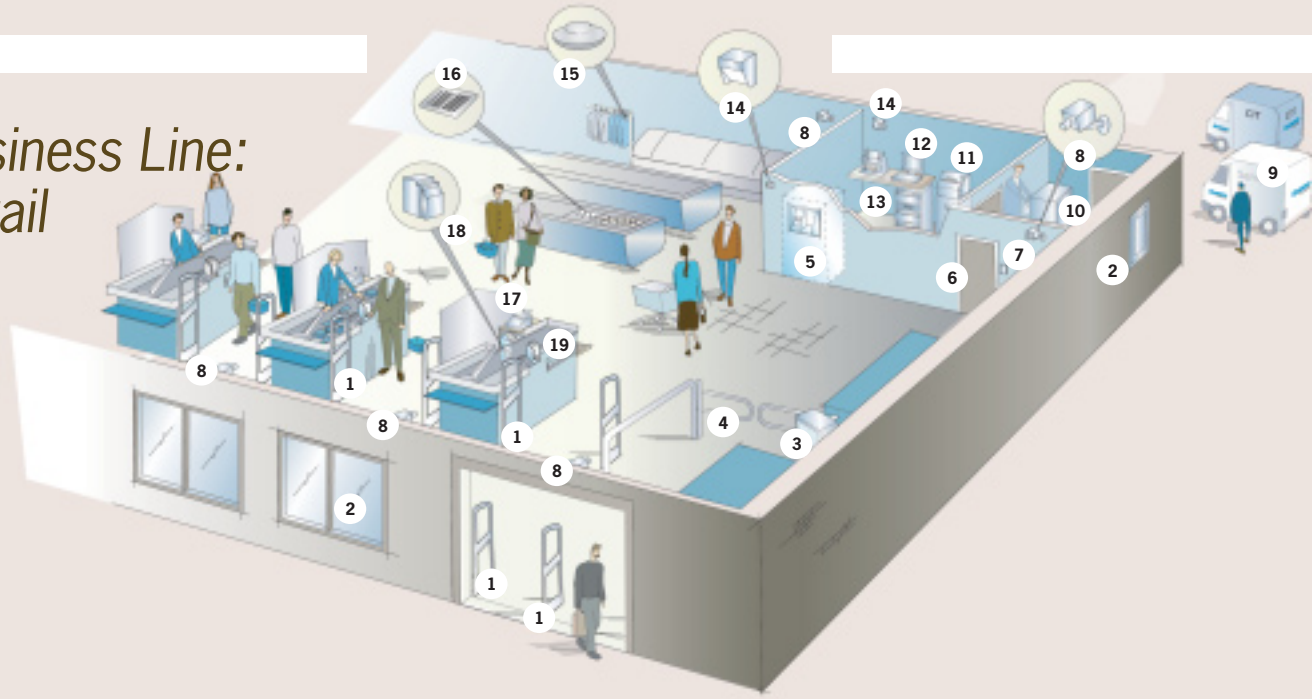
"Sometimes customers want products that Gunnebo primarily markets outside the Nordic region, so it's important to be aware of opportunities and be familiar with the range. For example, we recently supplied Ritzenthaler double security gates for Securitas' counting centre in Malmö."

In addition to security solutions, Gunnebo Nordic has a wide range of service to offer customers. Every installation is followed up by audit-based inspection agreements, an easy way for customers to ensure they fulfil statutory functional requirements. Customers can also take out various kinds of service agreement, with some opting for a full service agreement.

"With a full service agreement we're always ready to respond if anything happens in the system," Roine Wängstedt explains. "Service is an essential part of our proposition. We work proactively to offer our customers continuous system upgrades."

Sparbanken in Varberg opted for a total solution.

Business Line: Retail



1: EAS alarm antennas
2: Bomb- and bullet proof glass
3: TV monitor, part of an integrated surveillance system
4: Point Of Sale
5: Cash Transfer Unit, CTU
6: Security door
7: Entrance control
8: CCTV: An internal video surveillance system
9: Service
10: High-graded fire resistant safe
11: Transfer and deposit of daily takings
12: SafePay Controller system for an electronic surveillance system
13: Banknote counter with authentication
14: Movement detector/IR
15: Galaxy hard tags
16: RF paper labels
17: SafePay Note unit
18: SafePay Intelligent Deposit Unit, IDU
19: SafePay Coin unit

Retail security – a growing market

An increasing proportion of cash management is being moved from the bank to the retail outlet.

This makes retail an extremely important customer segment for the Gunnebo of tomorrow.

Retail is an area where security demands are constantly increasing, for several reasons. Many stores handle large amounts of cash and are in acute need of solutions that reduce the risk of robbery.

At the same time, every year the retail sector loses enormous amounts of money in various kinds of loss. Another important incentive for stores to invest in new cash management solutions is to reduce overheads – and indeed to reduce the risk of nickel allergy among employees.

Gunnebo offers a range of products in its concept for minimising losses and reducing the risk of theft and robbery, including alarm systems for various parts of the store, CCTV monitoring, safes and double security gates.

However, perhaps the most important products in Gunnebo's retail range are the sealed cash management system SafePay and Gateway's electronic product alarm system. Both products are crucial to Gunnebo's success on the massive future market that is retail security.

THE ONLY COMPANY

Gunnebo is the only company in the world to develop and sell solutions based on all three available technologies for electronic product alarm systems. The offering also includes combined solutions involving various technologies.

SafePay, launched in 2002, is also the only completely sealed cash management system on the market. The system increases both security and efficiency in stores. It maintains complete control over cash management: there are no discrepancies in the tills, and cash is never accessible by checkout personnel, thus effectively reducing the risk of robbery.

In the totally sealed system, any banknotes that are not re-used are immediately transferred from special security boxes into a safe, which is then emptied by the security transport company.

SafePay is a system that re-uses banknotes and can also be connected to various self-scan solutions – something else that dramatically reduces the store's costs.

In its retail concept, Gunnebo can offer solutions that link SafePay with other security systems, such as CCTV monitoring or electronic product alarms. ■

Decathlon is France's largest sports retail chain

Welcoming a total supplier

Bernard Maugein, head of security for Decathlon, France's largest sports retail chain, has long been seeking a complete security provider for the retail operation.

"It's of great interest to me to have a single supplier, someone who knows me well as a customer and is familiar with my needs," he says.

Bernard Maugein is the security chief looking for a single supplier.

Decathlon is France's largest sports retail chain with over 220 stores nationwide. It also has stores in 16 other countries including Italy, Belgium and Spain.

Decathlon recently signed a contract with Gunnebo's French subsidiary Fichet Bauche Télésurveillance for remote alarm monitoring of all its stores in France. The next stage of the project is an ADSL-based system for monitoring the stores in real time, a solution being installed in a number of stores by Fichet Sécurité Electronique.

"We were looking for a solution that monitored all our stores from a single site, and Fichet Bauche Télésurveillance showed the desire and the ability to work with us on this. It's a company with extensive experience and know-how," says Bernard Maugein.

Walid Matta of Fichet Bauche Télésurveillance has been working with Decathlon on both recent agreements, and believes the customer will appreciate the new organisation.

"This is exactly the kind of customer Gunnebo's new organisation is for," he says. "At present there are several different Gunnebo companies supplying security equipment to Decathlon, and it would be easier for us to offer the Group's entire range through a single customer contact."

Decathlon's stores currently have safes from one Gunnebo company, alarm monitoring is dealt with by another, and a third company has installed the system for real-time monitoring. Bernard Maugein is very interested in a complete concept for retail security.

"I have different contacts at each company, so it would certainly be easier to have a single contact person.

"That person would get to know us and our needs, and would than act as a link to Gunnebo's various technical departments.

"It would also be a great advantage from a legal perspective. A single supplier would mean I avoid having to draw up contracts with different legal entities." ■

Sealed cash system a reality in Norway

SafePay™ gives stores a completely sealed cash management system, from the customer's hand to collection by the security transport company.

The first major installation of the sealed cash management system, including the SafePay Cash Transfer Unit, is now under way at ICA Maxi in Norway.

SafePay is a sealed cash management system for depositing and recycling banknotes and coins. With the more advanced system, which includes a SafePay CTU (Cash Transfer Unit), personnel need never handle cash at all. High-denomination notes are forwarded to a deposit unit that is then removed and emptied into the CTU elsewhere in the store.

"The surplus from the tills is emptied in a sealed system into the SafePay CTU, which is also a safe. Inside the safe the notes are sealed in a special bag which is then collected by the security transport company," explains Tormod Løvseth, former head of sales for SafePay in Norway and now manager of After Sales Service for Gunnebo Nordic.

Eighteen ICA Maxi supermarkets in Norway with around 180 checkouts in all have now invested in the complete solution.

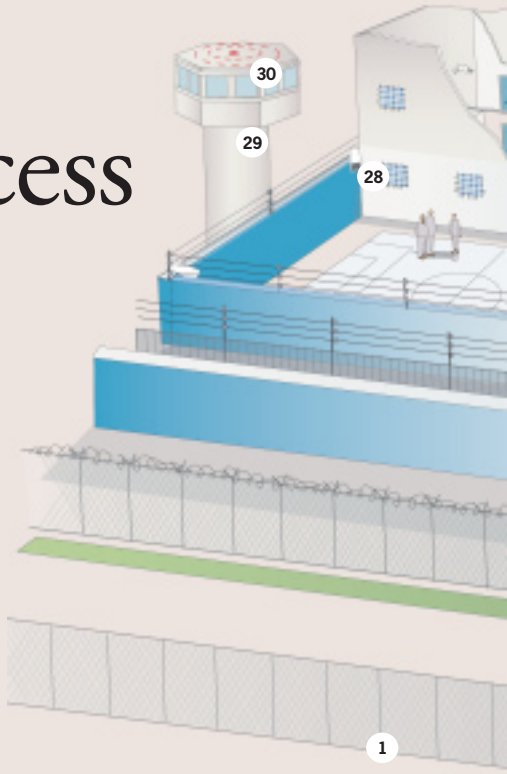
"It's firm proof that we've taken the right approach. Customers want a completely sealed system, and the SafePay CTU eliminates the borderland between store and security transport.

"The cash never sees the light of day in store."

Installation of the ICA Maxi systems began in Norway in August 2005, and is expected to continue into early 2006. ■

Business Line: Site Protection

No unauthorised access



These days, more and more sites require advanced solutions for controlling the flow of people and preventing unauthorised access.

The Gunnebo Group offers a complete range of products for areas that require high security.

There has always been a need to protect sensitive areas and installations, but probably more so in the early years of this century than ever before. Offices, airports and embassies are just some of the sites that maintain high security levels today. One of Gunnebo's prioritised customer segments in the new organisation is Site Protection. Many of the sites are high-security installations such as military bases, embassies, chemical plants, airports and seaports. Gunnebo has a wide range of extremely advanced high-security products for this type of facility. One specific segment is anti-terrorist products which are sold all over the world.

For outdoor perimeter security Gunnebo develops fencing, palisades and gates that can even be hooked up to microwave-controlled alarm systems. Several products also control vehicle flows, including boombarriers, road blocks, hinged and sliding gates, and hydraulically operated bollards. For industrial sites and other activities there is also a vast array of indoor perimeter security in the shape of wire-mesh panelling, machine protection and patented locking devices.

CONTROL SYSTEMS

At the majority of sensitive sites, it is crucially important to be able to control access to different areas and prevent unauthorised access and intrusion. Gunnebo's entrance control systems can be linked to a range of different types of security gate. These systems can also be governed by biometric identification. One particular adaptation of access control is ImmSec, an immigration gate for air and sea terminals developed by Gunnebo. ImmSec is a single-access gate for large flows of people, developed in line with modern demands for biometric passports.

For security inside buildings Gunnebo supplies integrated security solutions which, in addition to entrance/access control, encompass intrusion protection,

Gunnebo Canada has supplied the security systems for the Shaw Tower in Vancouver.

Specific security demands f

Vancouver's latest addition to the city skyline is the 149-metre-high Shaw Tower which was completed early this year.

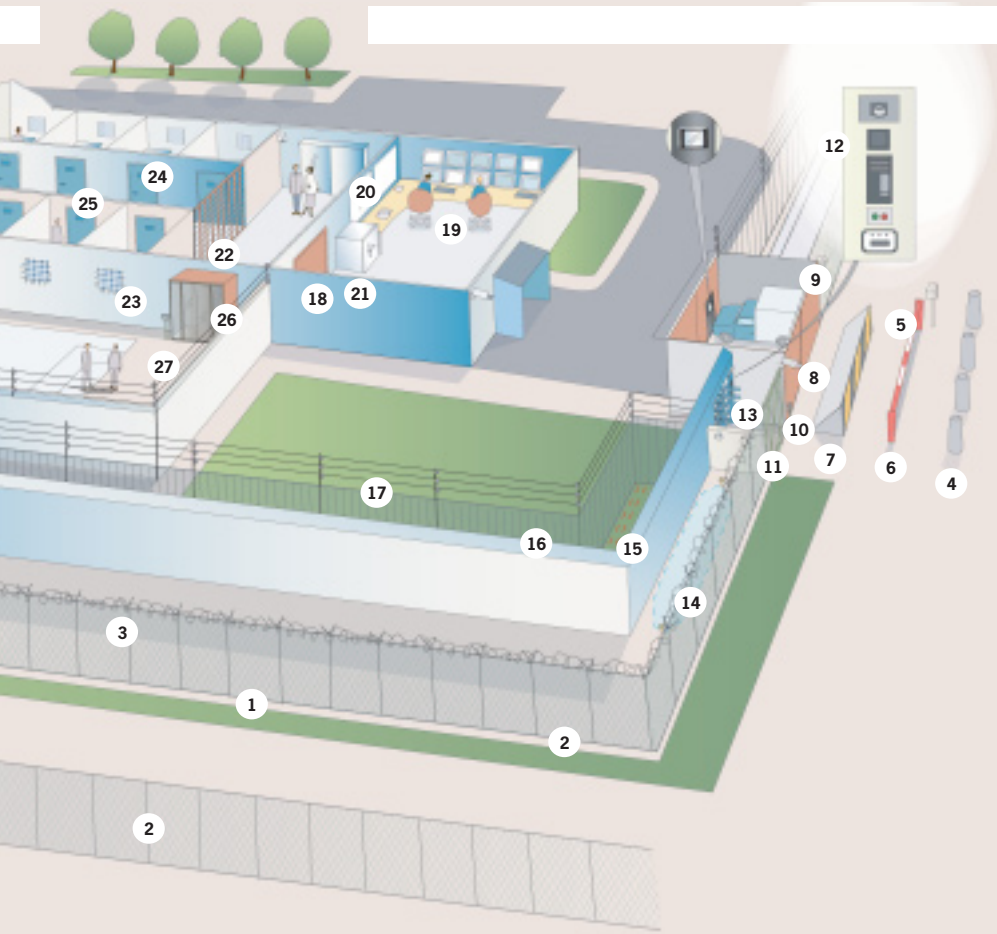
Gunnebo Canada is the company behind the building's entire security solution.

The Shaw Tower is a 49-floor complex that contains offices and private apartments. Canadian media and communication group Shaw Communications Inc. is a co-owner of the tower and has offices in the building, as well as three floors of TV studios, control rooms and production/broadcast facilities. The top floors, from 19 to 42, are devoted to private apartments, and many people both live and work in the tower.

"Gunnebo takes care of all security for Shaw Communications, which is one of the reasons why we were invited to design a complete security solution for the Shaw Tower," explains Andreas Dahms of Gunnebo Canada, who helped with the design.

"They stipulated from the start that they wanted a complete security solution including electronic access control, CCTV cameras, telephone entry systems, a two-way emergency communication system and an overall control system."

Gunnebo was in fact one of the first



1. Welded mats
2. Posts
3. Concertina wire / Barbed tape
4. Hydraulic bollards
5. Access control
6. Motorized boombarriers in left or right design
7. Roadblocker
8. CCTV – An internal video surveillance system
9. Megaphone, part of the integrated surveillance system
10. Access Control System for entrance control
11. Motorised gate
12. Secure access and control
13. Turnstile
14. Alarm with microwave barriers
15. Ground alarm
16. Palisades
17. Powerfence electrical power alarm system
18. Security door
19. Surveillance control centre
20. Bomb and bullet-proof glass for withstanding attacks
21. High-graded fire-resistant data-media safe
22. Motorised swing- or folding gate
23. Window bars
24. Cell modules
25. Cell doors
26. Revolving door
27. Access control: Systems for entrance control
28. Infrared cameras
29. Watchtower
30. Alarm with laser detectors

CCTV systems, and in some countries monitoring via surveillance centres.

Using special software, the various systems can be linked together into an alarm centre and in effect control one another. For instance, an alarm in one section of a building can activate surveillance cameras or lock a security gate. ■

or 149 m Shaw Tower, Vancouver

subcontractors to be signed up back when the Shaw Tower was in the design phase. Because Gunnebo is well known as a world-leading company in complete security solutions, Gunnebo Canada were asked to be involved early on and produce the demand specification for the security system.

SEPARATE SYSTEMS

"We were already familiar with Shaw Communications' security requirements," explains Andreas Dahms. "However, because they were working with two partners, Westbank Projects and Ledcor Construction, it was necessary to sit down and discuss their security needs and concerns as well.

"One of the main demands was that the system should work separately for different areas – offices, private apartments and car park – but also be seamlessly integrated."

Today the Shaw Tower is equipped with four complete systems for access control governing 80 doors, along with three CCTV systems with over 100 surveillance cameras in all connected to a digital recording system. There is also an emergency communication system for the entire car park area, a telephone entry system for access to the residential parts of the tower, and a control system for the 150 doors inside the building. Everything is connected to a control room.

"One of the major challenges with the system was connecting the access control system for the office sections and Shaw's own offices to the central Shaw database in Calgary, while alarms and surveillance data had to be sent to Shaw's control room and the security guard station in the building itself.

"We also worked alongside the company responsible for the pay parking solution, so that our access control system enables them to monitor the entrance and exit of all vehicles remotely from their own headquarters." ■

Gunnebo's new organisation means not only a new way of working, but is also resulting in a number of new managerial positions and new faces.

Gunnebo Global has drawn up a summary of the new organisation and the people who will be leading Gunnebo into the future.

The people heading

COMPETENCE CENTRES

Secure Storage

Robert Hall

Cash Automation

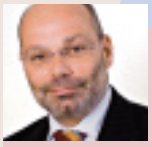
Torbjörn Browall

Electronic Security

Jean Marie Betermier

Entrance Control

Rob Wheeler



Outdoor Perimeter Security

Philip Mozes

Indoor Perimeter Security

Stefan Andersson

REGION NORTH

Torbjörn Browall

Nordic

Sven Boëthius

Germany/ Austria

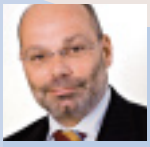
Olle Magnusson

United Kingdom/ Ireland

Jay Wright

Belgium/ Luxembourg

Laurent Mussilier



Netherlands

Philip Mozes

EU-East

Jerzy Szkalej

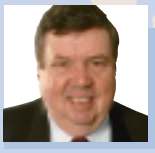
Canada

Tom O'Doherty

up the new Gunnebo

REGION SOUTH

Christian Selosse

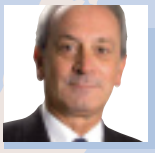


France

Christian Selosse

Spain

José Ortuño



Italy

Maurizio Casali

Switzerland

Mike Finders

Portugal

Carlos Valpradinhos

West Asia
North Africa
Southeast Europe
("Wanasee")

Fred Mertens

REGION INDIAN OCEAN RIM

Deepak Khetrapal

Singapore

Elsie Tay

India

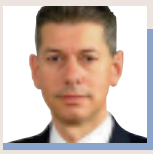
Deepak Khetrapal

Indonesia

William Mouat

Australia/
New Zeeland

Dan Turner



Thailand

Nicholas Roberts

South Africa

Robert Hermans

In the crash tests, the products must be able to withstand a truck travelling at up to 80 kilometres an hour.

Elkosta tests to US security standard

Certification an important competitive edge

Elkosta is certifying its road security products in line with US Department of State norms.

The certification will be an important competitive tool in bringing home orders worldwide.

The USA has many high-security facilities around the world, including embassies and military facilities, for example. There are now increasing demands for all facilities to be equipped with products certified in line with the norms laid down by the US Department of State. Gunnebo's German subsidiary, Elkosta, is leading the way and expects the company's road blocks, boombarriers and hydraulic bollards to be certified by early 2006 at the latest.

"This kind of certification enables us to focus more clearly on American installations as a target group," says Thomas Reinke, product manager at Elkosta.

"There are a host of important facilities in Germany alone. Elkosta sells around 30-40 per cent of its security products for those installations to the US military."

TOUGH DEMANDS

Elkosta has already sent the products to the American institute which will be carrying out the crash tests that will form the basis for certification. In the crash tests, the products must withstand a truck approaching at speeds of up to 80 kilometres per hour.

"We carried out similar tests on a bollard and a crash gate in the UK in spring," says Thomas Reinke. "The truck overturned when it was driven into the bollard."

The USA's facilities around the world represent a large, important market for Elkosta, but the certification is important in several respects.

"Most of our competitors are also working on certification, but with individual products. We have a complete range and certification for all our products will give us a good edge.

"Moreover, American certification would also mean a lot for other customers. There's no certification standard for these products at moment, so the American standard is a kind of global standard." ■

Fire protection systems important business in India

India is becoming an increasingly large and important market for Gunnebo.

Gunnebo India has won a host of important orders over the past two years, including its second biggest contract ever – fire protection for a thermal power station in Punjab.

India, together with China, is one of the world's fastest-growing economies today. Gunnebo has been on the market since its acquisition of Steelage Industries in 2000, and since then it has made considerable investments in the country, including a project to modernise and expand a production plant in Halol.

One of Gunnebo's main business areas in India is fire safety, and a fire protection system with a total order value of 124 million Indian rupees (approx. 2.3 million euro) is currently being installed. The system is being fitted at a coal power station in Punjab and includes pumps, pipelines, sprinkler systems, detectors and alarm systems for all areas throughout the plant.

India is one of the fastest growing economies in the world today.

The banking sector is also growing strongly in India. Deutsche Bank has made a strategic decision to invest in more branches in order to enter the private market and opened its first seven customer branches in the major cities in September 2005. Gunnebo India began actively cultivating customers to discuss deliveries of the physical security. As a result, Gunnebo India was awarded the entire contract for vault doors, safes, safety deposit boxes and fire-resistant safes worth a total of 4 million rupees (approx. 74,000 euro).

"This was a very important order for us, because we know Deutsche Bank will be opening more branches in India over the next few months," says Deepak Khetrapal, Managing Director for Gunnebo India.

"In fact once the installations were finished, they were so pleased with our work that they wanted to place future orders with us as well."

Gunnebo India has also supplied entrance security for HSBC bank in India for new projects in Colombo, Hyderabad and Kolkatta. In collaboration with Gunnebo Entrance Control, the company has supplied SpeedStile and GlasStile products worth six million rupees (110,000 euro).

Hotel ships converted into a prison in the Netherlands.

Floating prison solves acute lack of space

Overcrowding in Dutch prisons has led the Ministry of Justice to take extraordinary measures.

Gunnebo Holland is delivering steel doors and observation panels for a total of five floating prison ships.

Two prison ships are already finished and in service, and the other three will be ready early next year. With an acute lack of places at the Dutch institutions, the Ministry of Justice has been forced to turn to prison ships.

"Building new prisons with sufficient capacity would take too long," says John J. Korkers, advisor to the prisons department at the Dutch Ministry of Justice. "These places are needed quickly, and prison ships proved to be an option.

"Dutch prisons are currently overcrowded. This is a quick solution we could implement on a limited budget."

Initially, three former hotel ships were converted. The rooms were turned into cells for 2, 4 or 6 people while new doors and external grating were installed. Gunnebo has supplied the steel doors for the isolation cells on the ships – 16 for each ship. The company has also delivered 200 observation panels for the standard cell doors on each ship.

"Each ship has room for 400 inmates," explains Eric Jan Van Dam of Gunnebo Holland. "Two of the vessels are currently in Rotterdam harbour. It's an extremely flexible solution: if the ships are needed in some other part of the Netherlands they can simply be relocated."

The prison ships are only a temporary solution. The first two ships are owned by a UK company, one is owned by a Dutch company and all of them are being leased by the Ministry of Justice for five years. The project has now progressed with a further two ships. They are owned by the government and will also be leased by the Ministry of Justice for five years.

Hans Stach, Project and Installation Manager, Gunnebo Entrance Control, and Bill Young, Facility Project Engineer, Ericsson.

Product training for Ericsson

Ericsson Panda in Nanjing, China, has upgraded its security with an investment in double security gates worth 700,000 Swedish kronor (around 74,000 euro). In mid-September, Bill Young from Ericsson Panda Nanjing visited Gunnebo Entrance Control's plant in the Swedish town of Norsborg for project planning and service training for the CompactSave and HiddenGate double security gates the company had acquired. The training also included visits to a selection of Ericsson plants in Sweden with entrances installed by Gunnebo. ■

Increased sales of alarmed fencing

The need for better perimeter protection and entrance control has resulted in strong growth for Gunnebo Protection as regards Power Fence electric fencing fitted with alarms. The alarmed electric fencing gives off electric shocks and issues an alarm in the event of any attempt to inactivate the system. During 2005 Power Fence has been installed by builders' merchants, car dealers, medical plants and around waterworks and seaports. ■

Troax behind storage rooms in Turning Torso

In early November 2005, the first tenants moved into one of Sweden's most spectacular buildings: Turning Torso in Malmö. The 192 storage rooms have been supplied and installed by Gunnebo subsidiary Troax.

Next door to the 190 metre tall Turning Torso is a five-storey property. On the top floor, NCC has built almost 200 storage rooms.

VARYING SIZES

The storage rooms vary somewhat in size, although most measure around 6 m2. Troax has installed all the storage room walls.

"We have taken on responsibility for everything, from design and production to delivery and installation of the stores. The installation was completed in early autumn," says Pär Wallin.

Pär is a salesperson at Troax and, together with colleague Daniel Svensson, he has been responsible for the deal with the developer HSB Malmö.

"We're involved right from the tendering stage up until the project manager receives the materials specification and drawings. It's nice to work like this – not just selling the project, but seeing it get under way."

MORE EFFICIENT PRODUCTION

The storage rooms in Turning Torso are one of the first installations to incorporate Troax's new product range.

"The new range mainly entails a more efficient production process, although the gates have also been given a new, more attractive design," explains Pär Wallin.

The installation at Turning Torso is actually not a particularly large project for Troax, although it is perhaps one of the most spectacular – partly because the tower has attracted so much attention, but also because the storage building is so special.

"The building, with storage rooms and a garage, is connected to the tower via an underground culvert."

HSB Malmö estimates that all the tenants will have moved in by March 2006.

HSB Turning Torso. Photo: Pierre Mens

Gunnebo Troax – Facts

Troax is a European leader in mesh protection and metal walls for the industrial and construction sectors. In a number of European countries, such as Sweden, it also works with burglary protection and subdivision of storage rooms and garages. The products are otherwise mainly used by companies in logistics and materials handling, as well as the automotive industry. They divide up and protect everything from warehouses to robots and production lines.

Turning Torso – Facts

Turning Torso was designed by Spanish architect Santiago Calatrava. The tower comprises nine cubes with a total of 54 floors. The bottom two cubes are set aside for office space, the remainder being apartments. The two top floors in cube 9, floors 53 and 54, house meeting rooms.

NCC is responsible for project management and the developer is HSB Malmö. The tower was officially opened on 27 August 2005.

Gunnebo is delivering outdoor perimeter protection with a total value of 8-10 million Norwegian kroner for the plant. Photo: Statoil.

Snøhvit a billion kroner project

An assignment of many challenges

Statoil's enormous Snøhvit project in northern Norway has entailed new orders for Gunnebo in Norway.

In the dark and cold of the winter, 3.5 kilometres of outdoor perimeter protection are being installed on the island of Melkøya, just off Hammerfest.

Once completed, Statoil's billion kroner Snøhvit project will be the world's most northerly installation for liquid natural gas. Natural gas from the Barents Sea will be routed to Melkøya just off the northern Norwegian town of Hammerfest, where it will be converted into liquid form for onward shipping to the USA. The entire project will cost an estimated 55 billion kroner, and will be completed in 2006.

"We're installing perimeter protection out on the island this winter," says Øystein Hansen of Gunnebo Nordic.

"There will be two kilometres of class I protection and 1.5 kilometres of the highest security class."

For Gunnebo's Norwegian operation, Statoil's enormous investment in the Snøhvit project has entailed significant challenges. A couple of years ago this entailed securing the entrance to the tunnel that was dug under the sea out to the island, while this time the installation work is taking place on Melkøya itself.

"The island is situated just off Hammerfest, only a few hundred metres from land," explains Øystein Hansen. "The order this time involves securing certain sensitive areas on the island, including fencing around two combustion towers."

TOUGH ASSIGNMENT

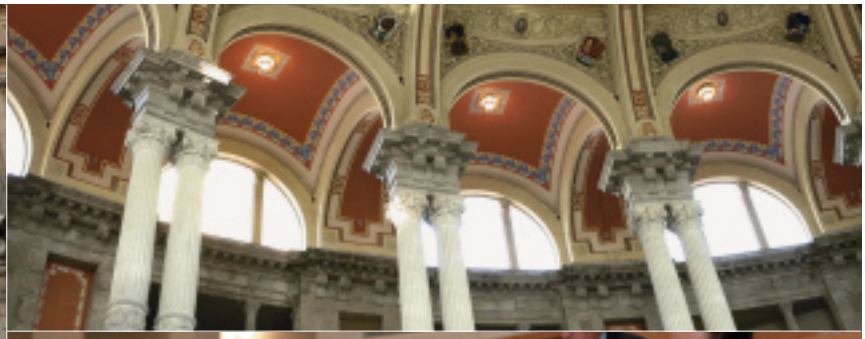
The installation is a tough assignment for the installers. To begin with, the fence is being cast into the meandering rock. Of course, northern Norway in the winter also means cold and difficult weather conditions. Out by the coast the snowfall is not as great as inland, although the dark and wind make the job particularly difficult.

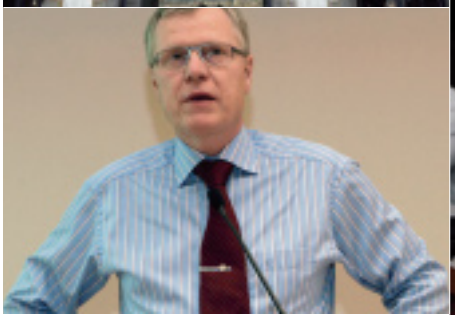
"Our staff up there have around three or four hours of poor daylight a day. It's more or less dark all winter that far north."

BIGGEST EVER ORDER

Much of the installation work for security class 1 fencing has already been completed, and installation of security class 2 fencing began in November. By May, 3.5 kilometres of fencing will have been delivered and installed. Gunnebo's total outdoor perimeter protection order is worth 8-10 million Norwegian kroner for the plant off Hammerfest.

"In total, deliveries for the Snøhvit project have been one of our biggest ever orders," says Øystein Hansen. ■





This year's capital market day was held at the Museu Nacional d'Art de Catalunya (MNAC) in Barcelona. Gunnebo's President and CEO Göran Gezelius took the opportunity to describe the new organisation to the participants.

Financial market positive towards new organisation

"The new organisation within Gunnebo primarily entails increasing organic growth and profit levels, and secondly cutting back on costs."

That was how Göran Gezelius, President and CEO of Gunnebo, described the changes being implemented in the new year to around 25 analysts, portfolio managers and journalists during the company's capital market day in Barcelona.

After seven months as President and CEO, Göran Gezelius used the capital market day to characterise Gunnebo as a company that had enjoyed tremendous development during the 1990s. However, he felt that reduced growth since 2001 and insufficient profitability required new paths, paths that have been impossible to tread before now. Gunnebo has to increase its organic growth, become more efficient and in the long term win a larger share of the growing security market. The recipe for this is increased integration between various parts of the Group.

"Seventy-five per cent of Gunnebo's business relates to security systems, with design, installation and service all being important factors. However, pushing through integration has been difficult. If companies are organised into product groups, it is not reasonable to request integration in the day-to-day work – companies just don't work that way.

"The companies that Gunnebo has acquired can jointly supply complete security for various customer areas, but Gunnebo itself cannot.

"For example, we want the bank to know that whatever they need, Gunnebo can arrange it. The new organisation will be a consequence of this approach."

Another new feature of the new Gunnebo will be that the Gunnebo brand will be clearer. Gunnebo will be the brand name in the future in all areas apart from fire and burglar-resistant safes. Fichet Bauche, Chubbsafes, Rosengrens and Secure Line will live on, but only as brands in the specific field of safes.

HERE TO DO BUSINESS

"In the immediate future, we will be working to build up a strong Gunnebo brand, although we're primarily here to do business. So apart from safes, we will have a single brand – Gunnebo."

Other changes that Gezelius presented to the gathered assembly of analysts, portfolio managers and journalists

included the fact that the previously announced aggressive growth plans for manufacture in the field of perimeter security have been abandoned. There will also be significantly fewer corporate acquisitions in the immediate future.

Gunnebo's capital market day was held in Spain, at the Museu Nacional d'Art de Catalunya (MNAC) in Barcelona. For several years, Gunnebo's organisation in Spain has resembled the one now being introduced throughout the Group, and Gunnebo Spain's President José Ortuno provided details. José Ortuno and his team in Spain market and sell complete systems including both physical and electronic security. They collaborate closely with Gunnebo Entrance Control and Ritzenthaler in Spain.

"Museums are a particularly strong customer segment for us," he explained. "Gunnebo has now installed security at all the museums in Catalonia, including MNAC, which has undergone a thorough renovation over the last 14 years."

GUIDED TOUR

The visitors were also given a guided tour of the museum, during which they were shown the security system. One of the most impressive components was the 360° camera in the ceiling of the enormous entrance dome that could zoom into detailed images such as individual locking devices.

Gunnebo's Executive Vice President, Torbjörn Browall, head of the new Cash Automation and Region North Competence Centre, reported on developments within cash automation and described the most recent developments for SafePay.

"We are witnessing an exciting trend, with increased demand for connecting the technology in SafePay with tailored self-scan solutions for example, partly in Germany."

He also presented a film that clearly illustrated the closed cash handling systems of the future, with no store personnel at all at the checkout.

Christian Selosse, Executive Vice President of Gunnebo AB, manager of Region South and head of the customer centre in France from the new year, gave his view of the new country organisation. He used casinos as an example of specific customer groups where Gunnebo can provide complete expert knowledge on the basis of an integrated system approach.

"If a casino were to start up in France today, I wonder if they would even bother calling any of our competitors with regard to their security solutions. Everyone is aware of the expertise we possess in this area."

SYSTEM PACKAGES

"In France we already work in a highly integrated way. The advantage of the new organisation is that we know exactly what we have to sell in order to meet our customers' needs. It's important that we focus on developing standardised system packages that at the same time are unique for each customer."

The day finished off with a brief presentation of the interim report for the third quarter by Chief Financial Officer Lennart Gustavsson, followed by a Q&A session and then a joint dinner. Some questions were raised regarding the cost of the reorganisation.

"There is of course a price to pay for this integration," said Göran Gezelius. "Some premises will have to close, and a number of employees will leave or have to be given notice.

"However, I would be surprised if the costs were more than 200 million Swedish kronor – or less than 100 million."

At the same time, of course, the reorganisation will have positive effects on the cost side, which will produce results within a year or two. ■

What do you think about Gunnebo's new organisation?

Henrik Fröjd, analyst, Alfred Berg, ABN AMRO:

"I think it will be good. The product area organisation has made it more difficult to monitor and understand Gunnebo. I think the new organisation not only means a better way of working, but also makes the company easier for outsiders to understand. I believe that in turn could impact on the share price."

Staffan Hentze, responsible for portfolio management, If:

"The company has already been working on the basis of country organisations in Asia, and I and many other owners have asked the former corporate management why they haven't implemented the same solution in the rest of the world. Gunnebo has acquired a lot of companies without really gaining any synergy effects. I believe they will achieve such effects using this approach. I am extremely positive towards the change, as long as they get everything working smoothly from the start."

Mats Larsson, analyst, Swedbank Capital Market & Securities:

"It's good that they're increasing customer orientation within the organisation. However, this is a major change, and I feel Gunnebo is not going directly for the type of organisation it actually wants. It's opting for a matrix organisation based on 'Customer Centres' and 'Competence Centres', but at the same time it'll be reporting based on 'Business Lines'. I feel it's a little unclear who will be deciding what. I think the change could produce the desired effect in the long run, but it's important not to lose too many sales when switching over."

Stefan Mattson, analyst, Enskilda Securities:

"It's the right way to go, but a difficult way. Gunnebo is making a major transformation, and it's been working with the old approach for such a long time. In the short term there's a risk of lost sales, but I still believe the new organisation is the right way to go to secure long-term growth."

Johan Ågren, capital manager, Banco:

"I think a more customer-oriented focus seems sensible, as does strengthening Gunnebo's own brand. The Group has felt a bit fragmented before. Of course, the market may wonder about the cost of the whole reorganisation process."

Björn Enarson, analyst, Carnegie:

"We've been waiting for Gunnebo to bring everything together. After several years of acquisition, no actual synergies have been realised, but this will hopefully go some way towards achieving the desired effect. This is a much-needed change, and if Gunnebo does a good job the growth figures may be in line with the rest of the market. If I had to pick fault, there is perhaps a need for a change in the mix, which the company is now implementing thanks to the focus on retail security."

Michael Anstrin presents bank products to the delegation from China

Visit from the East

For several years, Gunnebo has put a great deal of effort into building up a close relationship with a number of customers in China, and the aim now is to further develop this business. A delegation from China recently visited Stockholm to learn more about Gunnebo's product range. The group was made up of representatives from the security ministry and managers from several banks, who were given the opportunity to visit various banks in central Stockholm to take a closer look at Gunnebo's products. The person responsible for the visit was Du Qiang of Beijing Forgoal, Gunnebo's agent in China, and the group was guided by Hans Schröder and Michael Anstrin from Gunnebo Sweden. The delegation was very interested in automated safety deposit boxes, as well as the rest of the range for the banking sector. ■

Successful fair in Croatia

Via its Croatian agent, Salon Bankarske, Gunnebo took part in the Interprotex 2005 security fair in Zagreb. Gunnebo's products were well represented at the stand, and the Group had a couple of representatives on site, in addition to the owner of Salon Bankarske, Mladen Ozimec. Salon Bankarske has completed several major deals in Croatia, including supplying almost 40 RSB 30 service boxes. In addition to products for physical security, Gunnebo entrance control and electronic product alarm systems were also demonstrated at the fair. ■

Major order for Greece

The major French bank Société Generale, which is currently expanding into the Greek market, has chosen Gunnebo's double security gates from Ritzenthaler to secure its offices. In all, between 100 and 140 SAS double security gates will be supplied to the bank this year in order to achieve a more secure flow of people. The order was won by Gunnebo's Greek agent CH. Theodossis in stiff competition with other players, and the order is worth around 2 million euro. There is also considerable hope in Greece that the important order for Société Generale will entail a breakthrough for Gunnebo in relation to other Greek banks as well. ■

Safety deposit robots delivered in Qatar

Doha Bank in Qatar has recently invested in six automated safety deposit robots (AVM) from Gunnebo. Communications between the various AVM robots were centralised in conjunction with the final installation, which means they can be operated and controlled from the bank's head office. ■

Production in Salzkotten expands

Production at Gunnebo Wego's plant in the German town of Salzkotten is due to expand as production is transferred from the Elkosta factory in Salzgitter. The plant in Salzkotten has been undergoing major restructuring for four years, with production being focused on surface treatment as well as final mechanical and electronic assembly. ■

Contacts from security fair in Finland

At the beginning of October, Gunnebo Finland exhibited at Finland's largest security fair, FinnSec 2005. The fair, with a total of 183 exhibitors, attracted 17,600 visitors. Gunnebo enjoyed three successful days that will hopefully result in plenty of business.

Gunnebo made many new contacts, and its participation also generated good media coverage. ■

New syndicated loan

Gunnebo has taken out a five-year syndicated loan for 200 million euro with a group of nine banks. The loan is intended to cover general financing requirements, as well as to replace the syndicated loan for 200 million euro the company took out in 2003. The loan was oversubscribed by 65 million euro.

The Mandated Lead Arrangers for the transaction are Nordea Bank and SEB Merchant Banking. The other banks in the syndicate are: Arrangers: CALYON, DnB NOR Stockholm, Svenska Handelsbanken and Swedbank.

Co-arrangers: BNP Paribas, HSH Nordbank AG Copenhagen Branch and ING.

The loan runs with an interest margin of between 0.25% and 0.55% per annum depending on Gunnebo's debt-equity ratio. ■

Advanced fire system for Banco de España

The Madrid headquarters of Spain's central bank, Banco de España, is having a brand new fire protection system fitted in conjunction with a renovation of the building. The order, worth 2.4 million euro, has been won by Gunnebo Spain.

The company was given the opportunity to win this major contract as a result of good contacts with the main building contractor for the project.

The order was awarded after a long and rigorous process, during which Banco de España took a close look at references, technical expertise and financial stability.

The new fire protection system includes 4,000 fire detectors and a digital voice evacuation system with 2,700 loudspeakers.

The system has been installed in one of Madrid's most representative buildings, which has stipulated high design requirements. The building also houses an extensive art collection, and the total area protected amounts to around 100,000 square metres.

Access control to China and Colombia

Gunnebo Entrance Control has entered into an agreement for delivery of barriers for Beijing's underground, and will also supply turnstiles for Colombia's extensive bus network. The combined order is worth 18 million kronor (about 1.9 million euro).

The Japanese company Omron and Gunnebo Entrance Control have entered into a business agreement for the supply of barriers for 16 stations on Line 5 of the Beijing underground. Deliveries will take place in stages, starting in December 2005.

Gunnebo Entrance Control has also signed agreements with Colombian companies Recisa and SAR/Angelcom for installations at bus terminals in the cities of Pereira and Bogotá.

In Pereira, 350 turnstiles will be supplied for installation at entrances and exits. Transmilenio's bus terminals in Bogotá are already equipped with 500 Hercules mechanisms supplied by Gunnebo, and are now being expanded with 80 turnstiles, half of which are equipped with 'drop arm' for rapid evacuation in the event of a power failure or an emergency.

Indian authority invests in gas extinguishers

The Indian Civil Aviation Authority has invested 2.5 million rupees (about 47,000 euro) in Minimax Halotron 1 gas extinguishers from Gunnebo India. The new gas extinguishers will replace the authority's existing CO_2 extinguishers. The order encompasses a total of 1,800 kg of Halotron.

Gunnebo Wego 30 years

Gunnebo Wego, which has production in Salzkotten, is celebrating its 30th anniversary this year. The company was established in 1975 and became part of the Gunnebo Group in 1997. Since then Gunnebo Wego has developed a range of products for outdoor perimeter protection. In 2003, for example, it launched EntraSec, a brand new generation of sliding gates.

Certification of hinged gates

Gunnebo Protection's automatic hinged gates have been tested and certified to European standard EN 13241-1, which came into force on 1 May 2005. The new European standard specifies the requirements for function and security in gates. Gunnebo will CE-mark the gates and provide a declaration of conformity with the standard in conjunction with all deliveries and installations of the automatic gates.

New SafePay applications in Germany

Gunnebo's sealed cash management system SafePay combines security and efficiency, which is something customers genuinely appreciate. There is now increasing demand for SafePay in order to further rationalise cash handling in the retail trade.

Several retail chains in Germany have begun using SafePay in combination with self-service and even self-scanning of goods. The system is available in a number of versions, with everything from checkouts where personnel scan goods and customers then make payment in SafePay, to systems where customers do everything themselves. SafePay is the only system on the market that can be used for self-service in combination with self-scanning of goods, thanks to banknote authentication.

The German retail chain Metro is also testing a combination of SafePay and SafeCash Eco in order to manage large self-service transactions.

New IT manager for Gunnebo

Gunnebo has a new IT manager. Hans af Sillén has been appointed Senior Vice President with responsibility for Information Technology within the Gunnebo Group, and will also be a member of the corporate management. He will take up the position by 1 April 2006, and will take over the position of Chief Financial Officer (CFO) on 1 January 2007 when Lennart Gustavsson retires as previously agreed.

MSc Economics Hans af Sillén has many years' experience in leading positions within Atlas Copco, and is currently head of the Distribution and IT operation in the Industrial Technique business area. Part of Hans af Sillén's work within Gunnebo will be to create a central IT structure with Group-wide guidelines and a coordinated IT platform.

GUNNEBO
For a safer world®

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New large order for Gateway

Things are going well for Gateway, the company acquired by Gunnebo in December 2004. It supplies anti-theft systems for the retail trade worldwide. Customers include UK clothes chain New Look, which has ordered 2,500 deactivators, which deactivate the alarms, and 900 antennas.

The Warner Group is targeting young girls with its new store concept WOW. Gateway has supplied the product alarms for the chain. Pictured here, the opening of one of the new stores in Norway, with the tape being cut by the owner of the Warner Group. Photo: KJEDEMAGASINET – www.kjedemagasinet.no

"The predominant order this autumn has been the delivery to UK company New Look. We won the order at the end of the summer, and since then the factory in Motala has been working flat out," says Sofie Steen, market co-ordinator at Gateway.

New Look has 550 stores around the UK, selling clothes for men and women as well as accessories. Almost 2,500 deactivators have already been supplied to the chain. Gateway has also delivered around 900 antennas with integrated people counters. There is also the chance of another major order during the spring.

> *"Our customers will see many new solutions in 2006"*

The Warner Group is targeting young girls with its new store concept WOW. There will be eight stores in Sweden and Norway. Gateway has won the assignment to install product alarms. The delivery includes antennas of Gateway's latest model, Designergate.

FRENCH MARKET

Business is also going well for Gateway further south in Europe. Many major French chains have been in touch regarding projects.

"We've installed equipment in our fourth store in the Match Supermarket chain in France. In 2006 we could be delivering to an impressive 64 Match stores. We've also been commissioned by Casino Supermarket and perfume chain Nocibé," says Sofie Steen.

"Moreover, in France we've entered into agreements with two stores in the Intermarché chain, one of Europe's biggest retail chains."

The French media department store chain FNAC has opened a new store in Greece, and Gateway has received an order for installations there.

"Greece is the fifth country where we're carrying out installations for FNAC," says Sofie Steen.

In September Gateway won its very first order in Bulgaria. The order comprised installation at one tax free shop at Varna International Airport and one at the Orange Centre in Sofia. Other assignments in Eastern Europe include jobs for Tesco in Hungary, Poland and Slovakia.

However, the company's operations also extend beyond Europe's boundaries. The largest HiFi chain in Australia, BG High-Fi, has installed Gateway's EM system in ten stores during the autumn, and a total of 20 during the year as a whole.

"To sum up, it's true to say we've had a very good year so far. One reason why things are going so well is that we always strive to follow market trends and to be receptive to what our customers want. This means that we are constantly developing new products. Our customers will see many new solutions in 2006." ■

Facts

- EM (electromagnetic systems) The alarm element is a magnetic material with a unique hysteresis curve.
- AM (acousto magnetic systems) The alarm element is magnetised and vibrates when it enters the field between the antennas. This produces a measurable signal in the system.
- RF (Radio Frequency) systems create a magnetic field in the MHz range and the alarm element is tuned to oscillatory circuits for the same frequency. When the alarm elements take in energy from the field, they can be detected by the system.
- RM (combination of RF and EM). RM, radio magnetic, technology is based on a combination of radio frequency and electro magnetic technology.