Designed for safety – made for life

4th Quarter 2009 Results Presentation

A challenging quarter

SIMTRONICS group

Contents

Q4 09 Headlines

- Challenging quarter for Simtronics
- Results affected by non-recurring costs in Kristiansand and Korea
- A number of projects postponed into 2010
- Positive development in the Middle East; first fire fighting system delivered
- Financial platform strengthened through convertible loan

Designed for safety – made for life

Contents

- Headlines
- Financial results
- Operations and market
- Going forward

SIMTRONICS group

Designed for safety – made for life

Fourth quarter 2009 results

MNOK	*Q4 09*	*Q4 08*	*Change*
Operating income	**63.5**	94.9	-33%
Operating expenses	**-70.0**	-86.7	-19%
EBITDA before restructuring charges	**-6.5**	8.2	-179%
Non-recurring expenses and restructuring charges	**-8.4**	0	
EBITDA after restructuring charges	**-14.9**	8.2	-282%
EBITDA %	**-23.5%**	8.6%	
Depreciations excess values	**-1.3**	-1.4	
Depreciations ordinary items	**-1.2**	-2.1	
EBIT	**-17.4**	4.7	
EBIT %	**-27.4%**	5.0%	
Net financial items	**-4.6**	-2.5	
EBT	**-22.0**	2.2	

Non-recurring costs in fourth quarter include:

Korea shut-down and Kristiansand integration *NOK 8.4 million*

SIMTRONICS group

Designed for safety – made for life

Full year 2009 results

MNOK	2009	2008	Change
Operating income	**288.5**	359.7	-20%
Operating expenses	**-292.6**	-325.1	-10%
EBITDA before restructuring charges	**-4.1**	34.6	-112%
Non-recurring expenses and restructuring charges	**-15.6**	0	
EBITDA after restructuring charges	**-19.7**	34.6	-157%
EBITDA %	**-6.8%**	9.6%	
Depreciations excess values	**-5.4**	-5.4	
Depreciations ordinary items	**-5.3**	-3.7	
EBIT	**-30.4**	25.5	
EBIT %	**-10.5%**	7.0%	
Net financial items	**-13.0**	-8.8	
EBT	**-43.4**	16.7	

Non-recurring costs in 2009 include:

Technor acquisition initiative	*NOK 7.2 million*
Korea shut-down and Kristiansand integration	*NOK 8.4 million*

SIMTRONICS group

Designed for safety – made for life

Segment figures – full year 2009

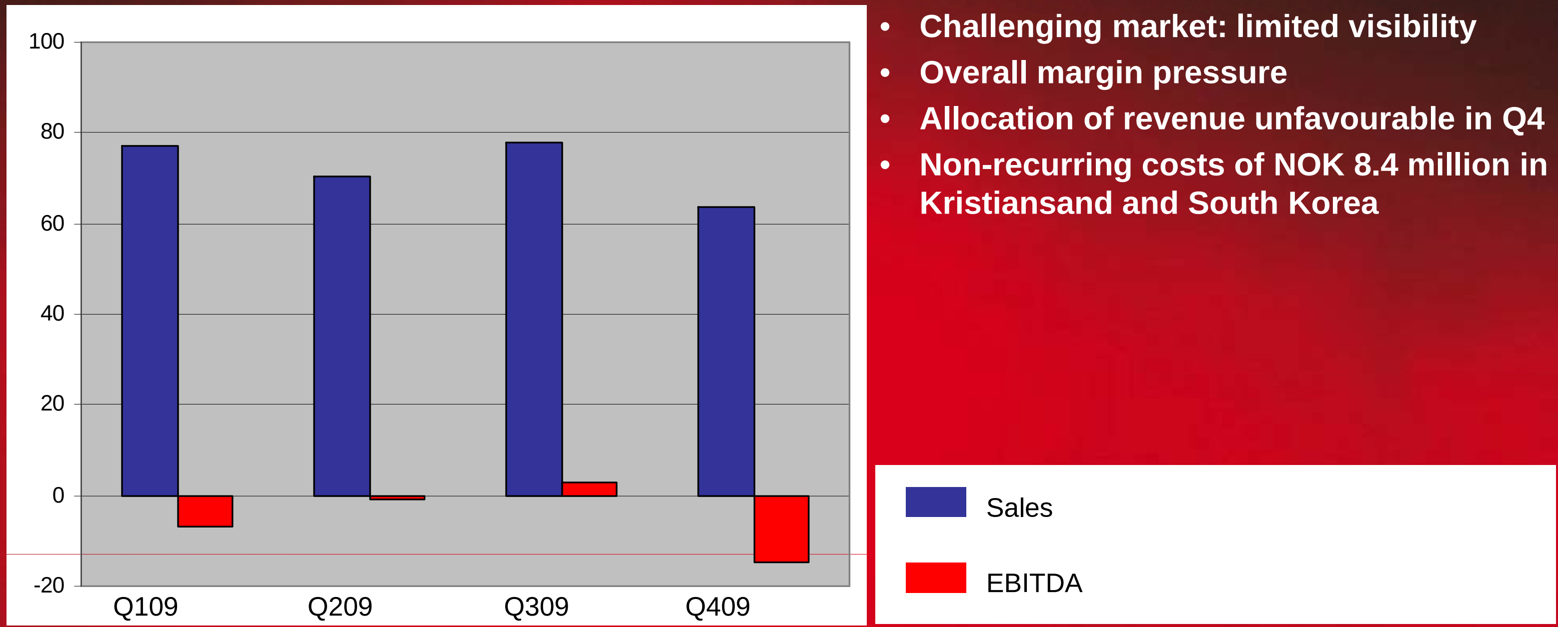
MNOK	**Detection**	**Extinguishing**	**Eliminations**	**Corporate**	**Group**
Operating income	106.4	195.4	-13.3	0	288.5
Operating expenses	-96.1	-198.7	-13.3	-11.2	292.6
EBITDA before non-recurring	10.3	-3.3	0	-11.2	-4.1
Non-recurring costs	0	-8.4	0	-7.2	-15.6
EBITDA after non-recurring	10.3	-11.6	0	-18.4	-19.7

Corporate expenses include (in addition to running operating costs) approx. NOK 4 million in costs related to financial and legal advisers, Board remuneration and costs related to the Company's stock option programme.

SIMTRONICS group

Designed for safety – made for life

Setback in fourth quarter



- **Challenging market: limited visibility**
- **Overall margin pressure**
- **Allocation of revenue unfavourable in Q4**
- **Non-recurring costs of NOK 8.4 million in Kristiansand and South Korea**

SIMTRONICS group

Improved cash flow in 2009

MNOK	*2009*	*2008*
Cash flow from operating activities	**-5.0**	**-18.3**
Cash flow from investing activities	**-16.2**	**-71.4**
Cash flow from financing activities	**26.7**	**58.6**
Net change in cash and cash equivalents	**5.5**	**-31.1**
Cash and cash equivalents at the beginning of period	**38.2**	**69.3**
Cash and cash equivalents at the end of period	**43.7**	**38.2**

Balance sheet summary

MNOK	*31.12.2009*	*31.12.2008*
Intangible non-current assets	**166.1**	194.3
Tangible/ fin. non-current assets	**15.3**	10.9
Inventories	**61.2**	63.0
Receivables	**87.5**	123.8
Bank deposits	**43.7**	38.2
Total assets	**373.8**	430.2
Total equity	**112.2**	160.4
Convertible loan	**64.2**	0
Total non-current liabilities	**18.1**	117.2
Total current liabilities	**179.5**	152.7
Total equity and liabilities	**373.8**	430.3

- **Equity ratio of 30%**
  (down from 37% end of 2008)
- **Bank deposits include restricted cash of MNOK 30**
- **Covenant requirements not fully met in Q4; waiver given by DnB NOR**
- **Bank loan is consequently transferred to current liabilities (IFRS procedure)**
- **Convertible loan provided by Autronica (26% shareholder)**

Designed for safety – made for life

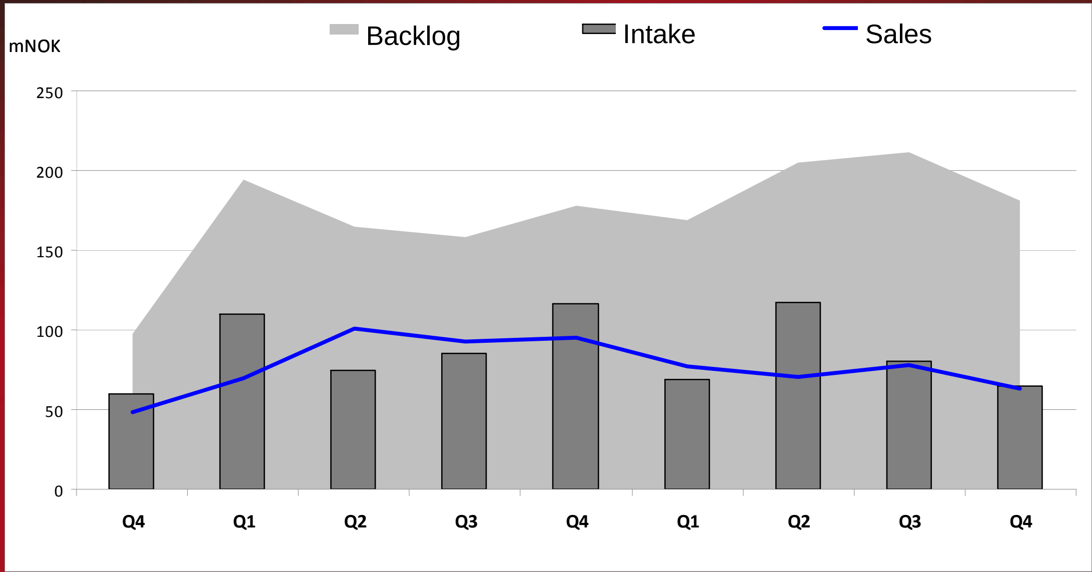
Contents

- Headlines
- Financial results
- Operations and market
- Going forward

SIMTRONICS group

Designed for safety – made for life

Order backlog, intake and income



Contract situation

- **Q4 order intake MNOK 64**
- **31 Dec order backlog of MNOK 181**

Operational snapshot

- **Overall market remained difficult**
- **Soft market in Europe**
- **Positive market in the Middle East**
- **Continued long lead time Standstill in Asian shipbuilding; postponements of nitrogen generator deliveries**
- **Satisfactory performance in Singapore**
- **Pipeline still looking positive, however delays expected also in Q1**
- **Service and maintenance component is taken out of order backlog - reduced by 30 MNOK**

SIMTRONICS group

Significant fourth quarter contracts

Customer	*Business area*	*MNOK*	*Delivery*
Bjørge Safety Systems	**Detection**	**4.8**	**2010/2011**
Undisclosed Middle East customer	**Extinguishing**	**>4.0**	**2010**
Undisclosed Middle East customer	**Detection**	**4.0**	**Q4 2009**
Undisclosed turbine/building project	**Extinguishing**	**3.8**	**Q3 2010**
Undisclosed Middle East offshore project	**Detection**	**3.5**	**Q2 2010**

Designed for safety – made for life

Operational developments in the fourth quarter

Detection Systems

- Postponements of projects
- Order backlog remains satisfactory

Extinguishing Solutions

- Sale of nitrogen generators slow; considerable revenue decrease
- First extinguishing systems delivery to the Middle East
- Customers operate short term
- Satisfactory order backlog and pipeline for 2010

Europe

- Key markets remains soft
- Postponements in the North Sea
- Positive in nuclear/ military segments

Middle East

- Positive development continues

Asia Pacific

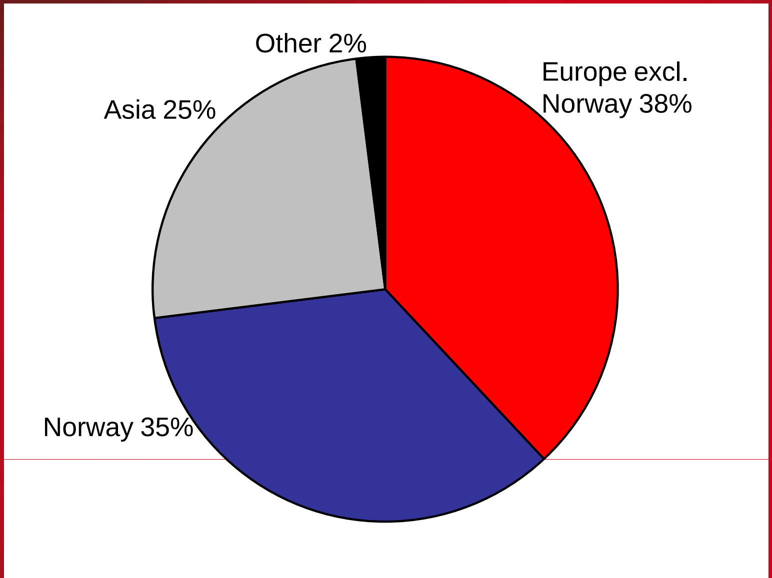
- Affected by standstill in shipbuilding
- Singapore branch remains satisfactory
- Korea branch shut down in quarter

North America

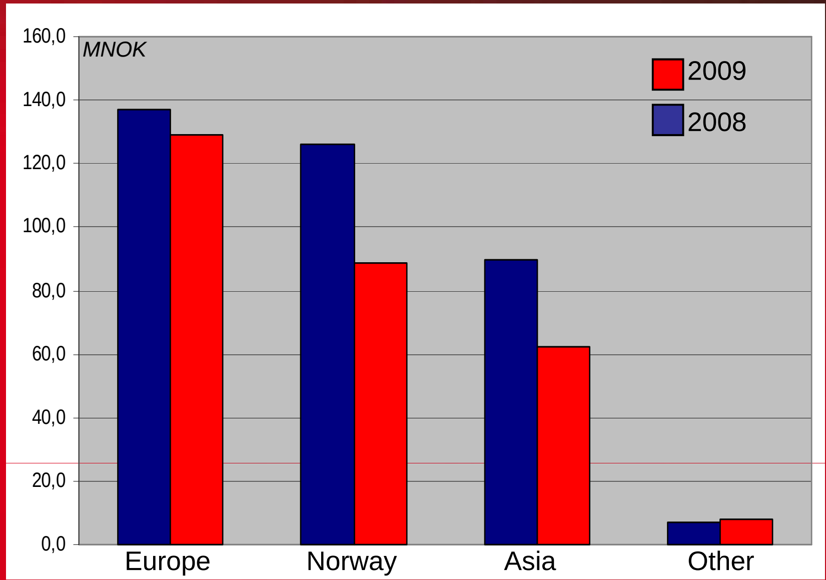
- Slow development due to recession

General trends:
Move from single components towards systems deliveries – improved geographical balance

Geographical distribution 2009



Sales 2009



Sales development 2008-2009

Designed for safety – made for life

Contents

- Headlines
- Financial results
- Operations and market
- Going forward

SIMTRONICS group

Priorities going forward

- **Pursue opportunities to regain top line growth**
  - *Move from single components towards delivering systems*
  - *Continued strong focus on Cross sales*
- **Further penetrate new markets and segments**
  - *Gas Detectors, Approvals for the Brazilian market obtained*
  - *Inergen Systems, Approvals for the Chinese market in good progress*
  - *Nitrogen Generators, Increasing pipeline in the Offshore & FPSO segment*
  - *Low Pressure Water Mist solutions, strong order intake in the Building segment*
- **Cost reduction programme initiated; target is 15% reduction**
  - *Target is to reduce OPEX with 15% in 2010, all stones will be turned in order to adjust the cost level*
- **Maintain strong focus on working capital**
  - *Supply Chain has been improved and will be further improved → reduced stock*
  - *Progress payments on larger projects have been obtained*
  - *Strong focus on timely execution of projects and documentation packages*
  - *Strong focus on account receivables*

Designed for safety – made for life

Outlook

- Reduced demand on Extinguishing Systems expected also in the short term
- Satisfactory order backlog and pipeline will give positive effects in 2010
- Cost reduction programme will provide effects from Q2

SIMTRONICS group

Designed for safety – made for life

Financial calendar 2010

- Q1: 6 May 2010
- Q2: 20 August 2010
- Q3: 29 October 2010
- Q4: 25 February 2011

SIMTRONICS group

Designed for safety – made for life

Thank you

SIMTRONICS group

Designed for safety – made for life

Contact

CEO Rune Martini
P: +47 48 07 80 80
M: rune.martini@simtronics.no

CFO Frode Arnesen
P: +47 92 01 53 21
M: frode.arnesen@simtronics.no

Simtronics ASA
P: +47 22 64 50 55
F: +47 22 64 50 18
M: mail@simtronics.no

www.simtronics.eu

SIMTRONICS group