

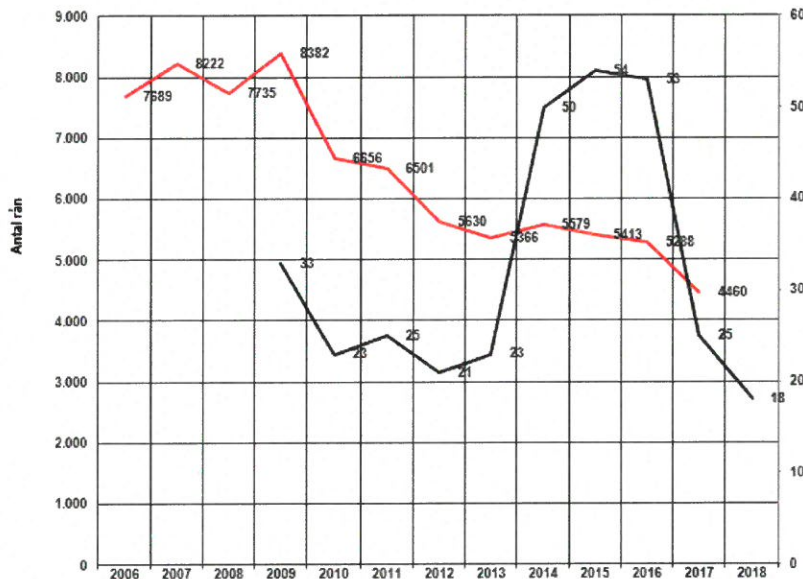
To whom it may concern,

Some years ago, we experienced a huge problem with burglars who frequently visited our stores to steal e.g. tobacco. Between 2013 and 2015 our burglary rate increased with 170%, far higher than the average of comparable stores in Sweden.

Our insurance company did not oversee our problems. In 2012 we were required to build safer stores. That, of course, would be very expensive for us. Even if we would use security glass, the burglars would destroy it, and we predicted some very high costs to rebuild our stores.

Instead, we installed security fog machines from PROTECT in all new stores, and stores that have had burglaries. Almost immediately, and because the effect of the fog machines was already well-known among the burglars, the number of burglaries and attempts halved. Reitan's burglary rate had dropped back to the same level as in 2005.

In 2017 we reached that magical point, and in 2018 we continued our sweet journey: The statistics say, that we have not been lower for 10 years. Our insurance company rewarded us with a lower deductible.

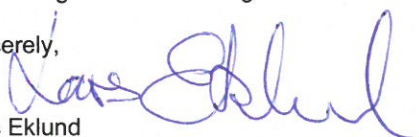


The diagram shows the number of burglaries and attempts in whole Sweden (red) and for Reitan (black). Due to the security package from PROTECT, the criminal events dropped dramatically in 2017 to the lowest level in 10 years in 2018.

The security fog plays a key role in our success story and security strategy, because it protects the assets until the police or security guards arrive. It has a preventive effect. By avoiding broken windows and doors, we save both 'down-time' and money.

We choose PROTECT because the products are simple, the service costs are low, and they are easy to integrate with the existing alarm systems in our stores.

I'm looking forward to a long collaboration between Reitan and PROTECT. A warm thanks to you!

Sincerely,

 Lars Eklund

Security Manager
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