

#### **FOR IMMEDIATE RELEASE**

# MAGAL SECURITY SYSTEMS REPORTS RECORD FOURTH QUARTER AND FULL YEAR 2011 FINANCIAL RESULTS

YAHUD, ISRAEL, April 4, 2012 -- Magal S3 Ltd. (NASDAQ GMS: MAGS) today announced its financial results for the three and twelve month period ended December 31, 2011. Management will hold an investors' conference call later today, at 10:00 a.m. Eastern Time and 5:00 p.m. Israel time, to discuss the results.

#### **FOURTH QUARTER 2011 RESULTS SUMMARY**

**Revenues** in the fourth quarter of 2011 increased year-over-year by 122.9% to a record \$33.7 million, compared with \$15.1 million in the fourth quarter of 2010.

**Gross profit** in the quarter was \$15.4 million, or 45.8% of revenues, an increase of 174.8% compared to gross profit of \$5.6 million, or 37.1% of revenues, in the fourth quarter of 2010.

**Operating profit** in the quarter was \$5.0 million, or 14.8% of revenues, compared to an operating loss of \$0.6 million in the fourth quarter of 2010.

**Financial expenses** in the quarter amounted to \$73,000 compared to financial expenses of \$405,000 in the fourth quarter of 2010.

**Tax expenses** in the quarter were \$668,000, compared with \$556,000 in the fourth quarter of 2010.

**Net income** in the quarter was \$4.3 million, compared with a net loss of \$1.5 million in the fourth quarter of 2010.

**Earnings per share** in the fourth quarter of 2011 were \$0.27, compared with a net loss per share of \$0.14 in the same period last year.

### **FULL YEAR 2011 RESULTS**

**Revenues** for the year ended December 31, 2011 were \$88.6 million, a 78.3% increase compared \$49.7 million in 2010.

**Gross profit** for the year was \$39.5 million, representing 44.6% of revenues, compared with \$18.3 million, representing 36.8% of revenues in 2010.

**Operating profit** for 2011 was \$9.8 million, representing 11.1% of revenues, compared with an operating loss of \$4.7 million in 2010.

**Financial income** in 2011 amounted to \$756,000 compared to financial expenses of \$967,000 in 2010.

**Tax expenses** in 2011 were \$723,000 compared with \$602,000 in 2010.



**Net income** for 2011 was \$9.8 million, compared with a net loss of \$6.2 million in 2010.

**Earnings per share** for the year ended December 31, 2011 was \$0.78, compared with a net loss per share of \$0.60 in 2010.

Cash and short term deposits net of current bank debt, as of December 31, 2011, were \$32.5 million, or \$2.06 per share, compared with net cash and equivalents of \$9.5 million, or \$0.91 per share, on December 31, 2010.

As of December 31, 2011, the Company's backlog was \$50.1 million, compared with \$50.2 million on December 31, 2010.

### **MANAGEMENT COMMENT**

Commenting on the results, Mr. Eitan Livneh, President and CEO of Magal, said, "I am very proud of our 2011 results, which reflect strong improvement across all financial parameters. We achieved an all-time record in revenues and net income, generating significant positive operating cash flow of \$20.4 million."

Continued Mr. Livneh, "Our success is the result of the strenuous efforts we have made over the past two years in transitioning Magal into a leader in delivering full-scale homeland security projects. Our two-pronged strategy is to strengthen and build on our market leadership in PIDS products, while at the same time establishing a strong local presence in various key geographic areas. A recent example of this strategy can be found in our announcement concerning our new joint venture in India. Our now exceptionally strong balance sheet, with \$32.5 million in net cash, opens many new growth avenues for us enabling both organic investments and synergistic acquisitions."

Mr. Jacob Perry, Chairman of the Board of Magal added, "I would like to congratulate the management team as well as all the employees at Magal on a highly successful and profitable year. Magal has built a strong brand and reputation in the developing regions of Africa, Latin America and Asia. The successful conclusion of projects in those regions places Magal in a strong position to compete for large projects and opportunities, and we look forward to continued success in the future."

#### INVESTORS' CONFERENCE CALL INFORMATION

The Company will host a conference call later today, April 4, 2012, at 10:00 a.m. Eastern Time and 5:00 p.m. Israel time.

To participate, please call one of the following teleconferencing numbers:

US: 1 888 668 9141; Israel: 03 918 0609; UK: 0 800 917 5108; Intl.: +972 3 918 0609

Please begin placing your calls at least 10 minutes before the conference call commences. If you are unable to connect using the toll-free numbers, please try the international dial-in number.

A replay of the call will be available from the day after the call for three months. The link to the replay will be accessible from Magal's website at: <a href="https://www.magal-s3.com">www.magal-s3.com</a>.



### **ABOUT MAGAL S<sup>3</sup>**

Magal S3 is a leading international provider of security, safety and site management solutions and products. Over the past 42 years, Magal S3 has delivered tailor-made solutions and turnkey projects to hundreds of satisfied customers in over 80 countries in some of the world's most demanding locations.

Magal S3 offers the broadest portfolio of unique homegrown **Perimeter Intrusion Detection Systems (PIDS)** as well as **Fortis<sup>4G</sup>** - a new generation of cutting edge **Physical Security Information Management** system (PSIM) with comprehensive **CCTV** solutions and leading **Intelligent Video Analytics** (IVA).

This press release contains forward-looking statements, which are subject to risks and uncertainties. Such statements are based on assumptions and expectations which may not be realized and are inherently subject to risks and uncertainties, many of which cannot be predicted with accuracy and some of which might not even be anticipated. Future events and actual results, financial and otherwise, may differ from the results discussed in the forward-looking statements. A number of these risks and other factors that might cause differences, some of which could be material, along with additional discussion of forward-looking statements, are set forth in the Company's Annual Report on Form 20-F filed with the Securities and Exchange Commission.

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\*\* Financial Tables to Follow \*\*



### MAGAL S3 LTD. CONSOLIDATED STATEMENTS OF OPERATIONS

(All numbers except EPS expressed in thousands of US\$)

	AUDITED Year Ended December 31,			UNAUDITED Three months Ended December 31,		
	<u>2011</u>	<u>2010</u>	% change	<u>2011</u>	<u>2010</u>	% change
Revenues	\$88,591	\$49,699	78.3	\$33,731	\$15,133	122.9
Cost of revenues	49,089	31,400	56.3	18,284	9,512	92.2
Gross profit Operating expenses:	39,502	18,299	115.9	15,447	5,621	174.8
Research and development, net	3,898	4,105	(5)	980	1,041	(5.9)
Selling and marketing	19,415	11,261	72.4	7,033	3,413	106.1
General and administrative	8,682	7,593	14.3	2,431	1,729	40.6
Other income (expense)	(2,304)			6	-	
Total operating expenses	29,691	22,959	29.3	10,450	6,183	. 69
Operating income (loss)	9,811	(4,660)		4,997	(562)	
Financial income (expense), net	756	(967)		(73)	(405)	
Income (loss) before income taxes	10,567	(5,627)		4,924	(967)	
Income tax expense	723	602		668	556	
Net income (loss)	9,844	(6,229)		4,256	(1,523)	
Less: net loss attributable to non- controlling interest		24			43	•
Net income (loss) attributable to Magal shareholders'	\$9,844	\$(6,205)		\$4,256	\$(1,480)	
Basic and diluted income (loss) per share from continuing operations	\$0.78	\$(0.60)		\$0.27	\$(0.14)	
Number of basic and diluted shares	12,645,283	10,396,548		15,819,822	10,396,548	
	AUDITED Twelve Months Ended December 31,			UNAUDITED Three months ended December 31,		
	<u>2011</u>	2010		<u>2011</u>	<u>2010</u>	
	<u>%</u>	<u>%</u>		<u>%</u>	<u>%</u>	
Gross margin Research and development, net as a % of	44.6	36.8		45.8	37.1	
revenues	4.4	8.3		2.9	6.9	
Selling and marketing as a % of revenues General and administrative as a % of	21.9	22.7		20.9	22.6	
revenues	9.8	15.3		7.2	11.4	
Operating margin	11.1	(9.4)		14.8	(3.7)	
Net margin	11.1	(12.5)		12.6	(9.8)	



### MAGAL S3 LTD. AUDITED CONSOLIDATED BALANCE SHEETS

(All numbers expressed in thousands of US\$)

(Au numbers expressed in mousulus o	December 31, 2011	December 31, 2010
CURRENT ASSETS:		
Cash and cash equivalents	\$32,622	\$16,596
Short-term bank deposit	3,005	-
Restricted deposit	2,299	2,692
Trade receivables, net	13,230	15,106
Unbilled accounts receivable	4,855	2,927
Other accounts receivable and prepaid expenses  Deferred income taxes	5,438 508	2,630 474
Inventories	9,664	10,340
Total current assets	71,621	50,765
Total Cultent assets	71,021	30,703
LONG TERM INVESTMENTS AND RECEIVABLES:		
Long-term trade receivables	1,423	1,568
Long-term deposits and restricted bank deposits	2,202	2,196
Severance pay fund	2,121	2,148
Total long-term investments and receivables	5,746	5,912
PROPERTY AND EQUIPMENT, NET	6,460	6,794
OTHER INTANGIABLE ASSETS, NET	190	213
GOODWILL	1,970	2,026
TOTAL ASSETS	\$85,987	\$65,710
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CURRENT LIABILITIES: Short-term bank credit	\$5,357	\$9,327
Current maturities of long-term bank debt	33	503
Trade payables	6,724	3,937
Customer advances	5,877	2,428
Other accounts payable and accrued expenses	13,137	7,958
Total current liabilities	31,128	24,153
LONG-TERM LIABILITIES:		
Long-term bank debt	38	50
Loan from related party	-	9,907
Deferred income taxes	205	190
Accrued severance pay	3,605	3,394
Total long-term liabilities	3,848	13,541
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SHAREHOLDERS' EQUITY		
Ordinary shares of NIS 1 par value - Authorized: 39,748,000 shares at		
December 31, 2011 and 19,748,000 shares at December 31, 2010;		
Issued and outstanding: 15,819,822 shares at December 31, 2011 and 10,396,548 shares at December 31, 2010	4,813	2 225
Additional paid-in capital	4,813 64,920	3,225 49,971
Accumulated other comprehensive income	4,486	5,075
Foreign currency translation adjustments (Company's stand alone	7,700	5,015
financial statements)	603	3,400
Accumulated deficit	(23,811)	(33,655)
TOTAL SHAREHOLDERS' EQUITY	51,011	28,016
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TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	\$85,987	\$65,710