



Lars Blecko

Extraordinary General Meeting Securitas AB
December 3, 2008

Loomis' history

1860

2008



Overview

- ❑ Previously Securitas Cash Handling Services
 - Acquired Loomis, Fargo & Co, one of the largest US cash handling companies in 2001
 - Operates cash in transit, cash management services and technical services
- ❑ Headquartered in Stockholm, Sweden and has more than 20,000 employees
- ❑ Operates in 11 countries in Europe and in the US
 - Market leader in Sweden and France and number two in all other markets except Switzerland and Portugal
- ❑ Approximately 370 branches (of which ~170 in the US and 200 in Europe)
- ❑ Customers mainly banks and retailers
- ❑ Sales of ~SEK 11.4 billion in 2007
 - ~SEK 7.7 billion in Europe (67%)
 - ~SEK 3.7 billion in the US (33%)

Market trends

Outsourcing

- Banks increasingly outsource cash handling operations, large potential in the US
- Retailers very interested in efficient and safe cash handling solutions

Consolidation

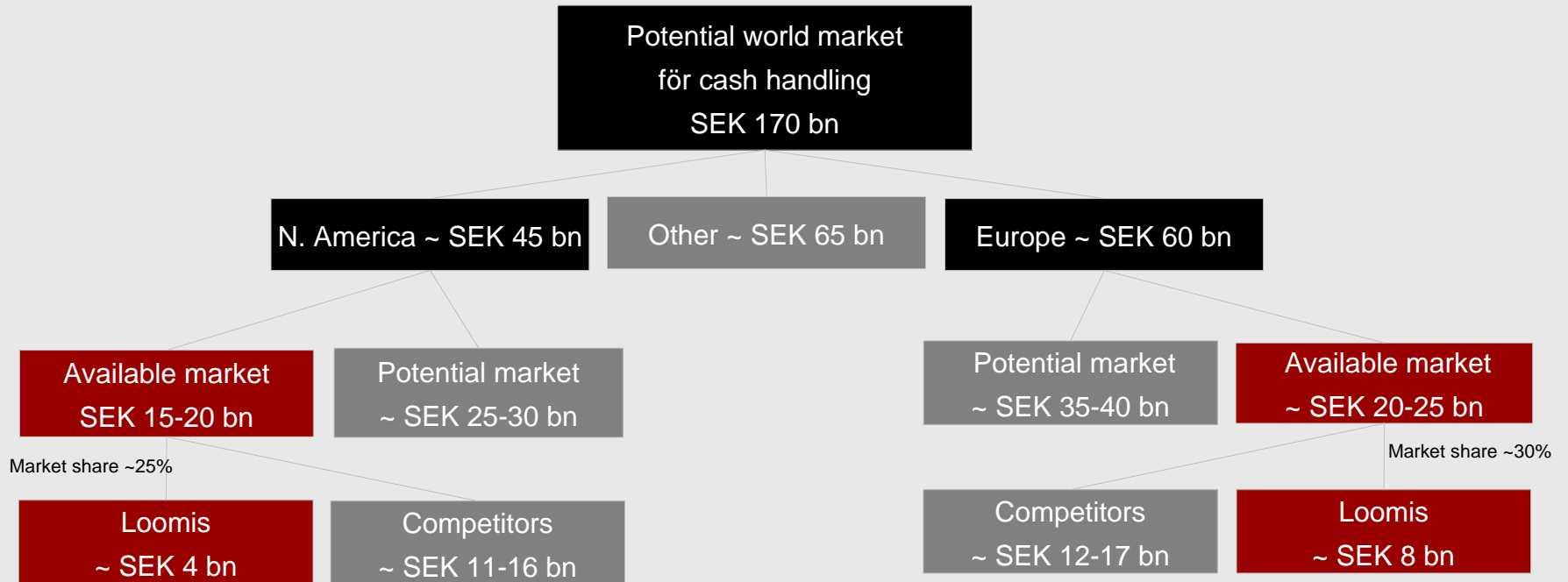
- Fragmented market
- Barriers to entry

Growth

- Cash in circulation expected to keep growing

- ***Favourable market for Loomis***

Potential market - estimated by Loomis



- ❑ Available market is given the current level of outsourcing
- ❑ Potential market is if all markets would have the same level of outsourcing as more mature markets

Long term Objectives

- ❑ EBITA-margin of at least 10%, short term target of at least 8% in 2010
 - Up to 8%: Price/Branch/Risk
 - 8-10%: Price/Branch/Risk + product mix (increase in CMS proportion)
- ❑ Operational cash flow >85% of EBITA
- ❑ Global leader in cash handling and number one or two in each market
- ❑ Long-term goal of an annual dividend of 30-50 percent of the Group's income after tax for the financial year

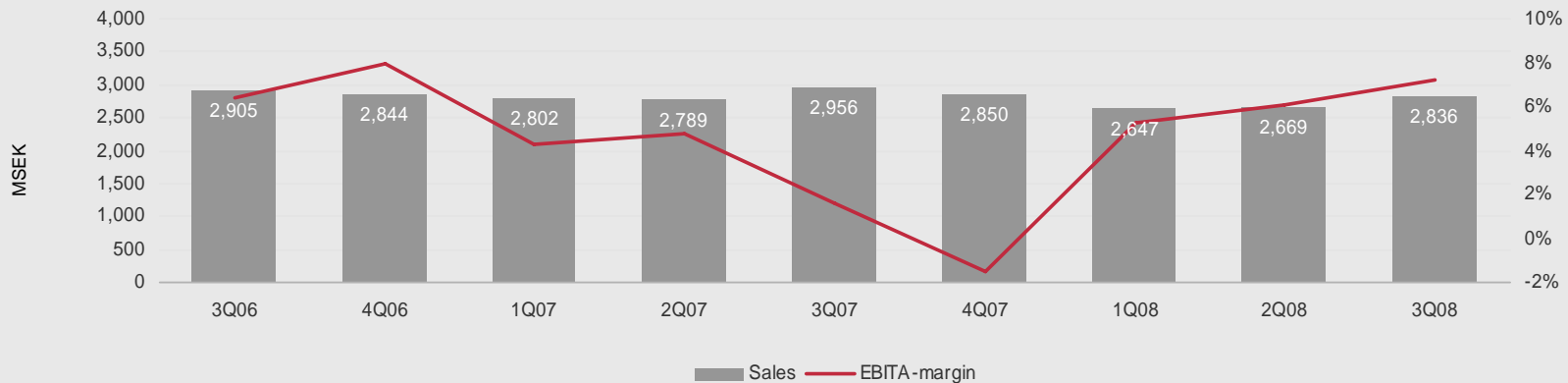
Track record

	2007 proforma	2007	2006	2005
EBITA margin, %	5.3	2.3	5.7	7.4
Cash flow of EBITA, %	119.6	119.6	51.6	85.6

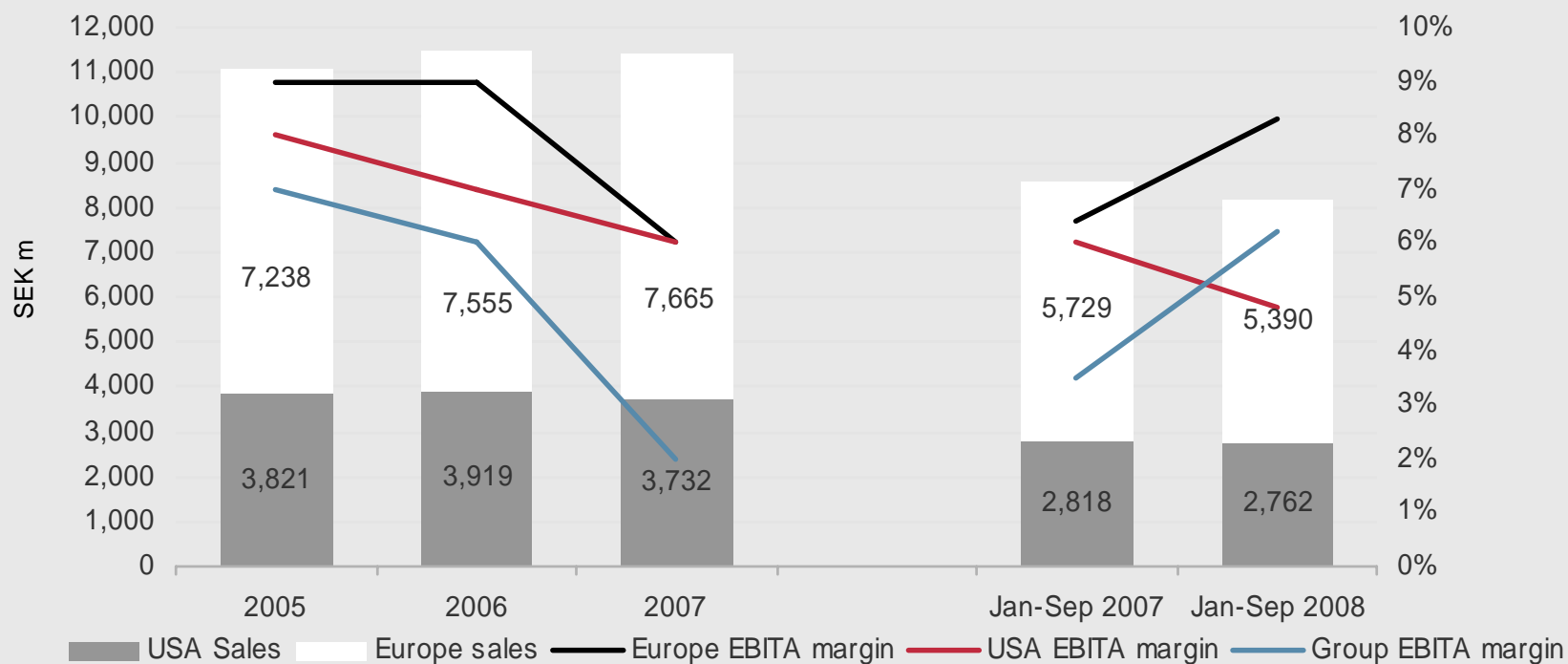
Q3 results

- ❑ Revenues of SEK 2,836 million
- ❑ Organic growth of 4%
- ❑ EBITA-margin of 7.2% (1.6% in Jul-Sep 2007)
- ❑ EPS of SEK 1.15
- ❑ Two acquisitions in the US and Sweden

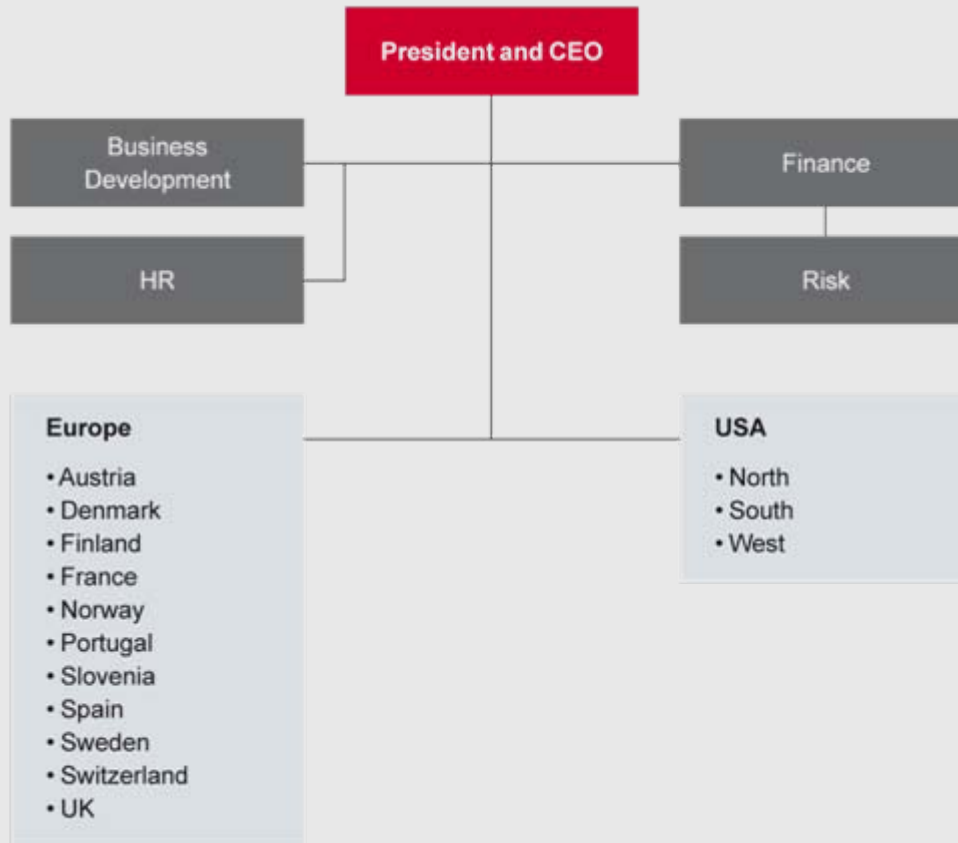
Sales and EBITA-margin



Sales and EBITA margin by segment



Slim decentralized organization



- ❑ High degree of responsibility to countries requires:
 - Full accountability
 - Strong financial and risk control
- ❑ Streamlined HQ functions

Outlook

- ❑ Recent turbulence on financial markets
 - Positive effects: Increase in proportion of cash purchases, lower staff turnover and increased outsourcing as banks to focus on their core business.
 - Negative effects: Increased risk of robbery, reduced consumption and possible increased risk of bad debts

- ❑ A number of trends may increase demand
 - Increased outsourcing of cash handling by banks and retail chains
 - Increased globalization (increases demand for global operators)
 - Growth of cash in society

- ❑ Loomis ability to supply complete solutions and greater product value will provide opportunity for improved profitability in the future



Managing Cash in Society