

May 4, 2011



January – March 2011

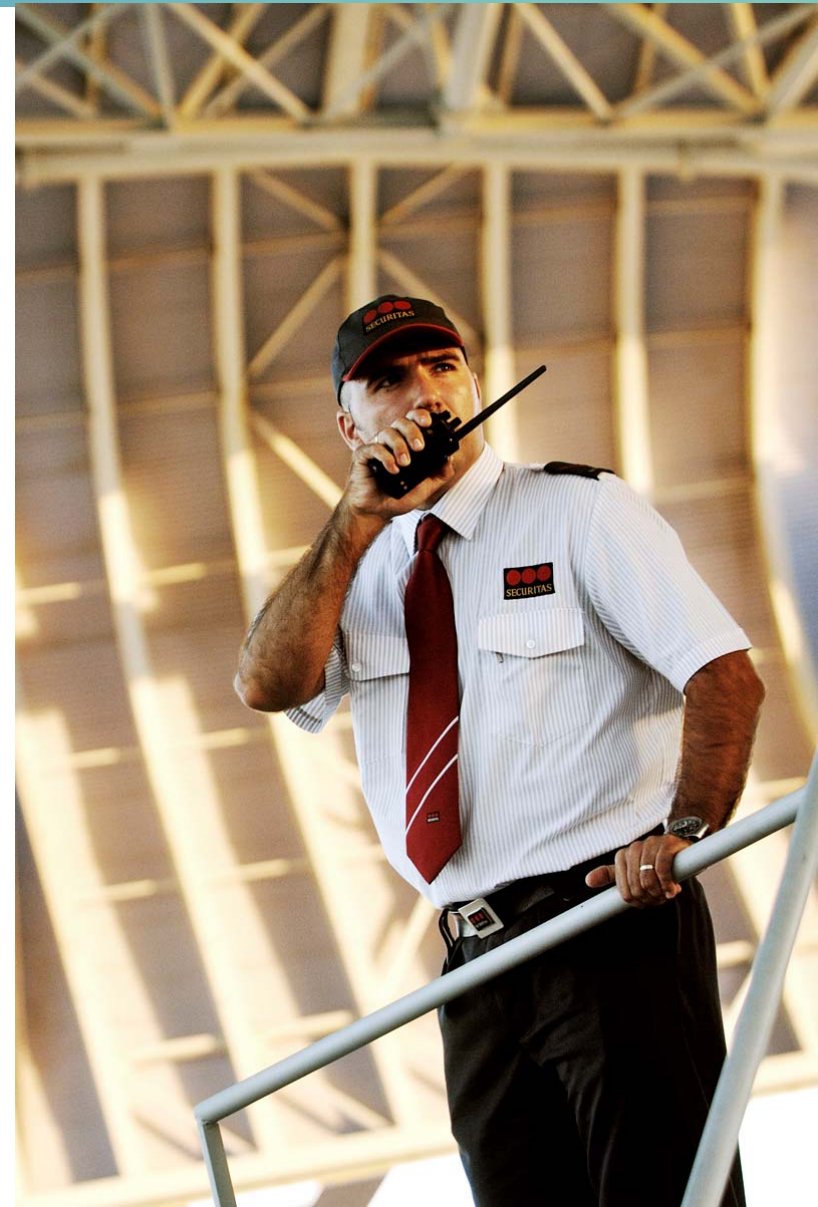


Alf Göransson, President and CEO

Highlights Q1



- The positive organic sales trend from Q4 2010 continued in Q1 2011
 - Organic sales growth 3% (-1), real sales growth including acquisitions 10%
- The security market in North America recovering well. In Europe, the price pressure is high and contract losses exceptional
 - Operating margin 4.8% (5.5)
- 8 major acquisitions in 2011, adding approximately MSEK 2,700 in sales and 14,500 employees



Financial Highlights

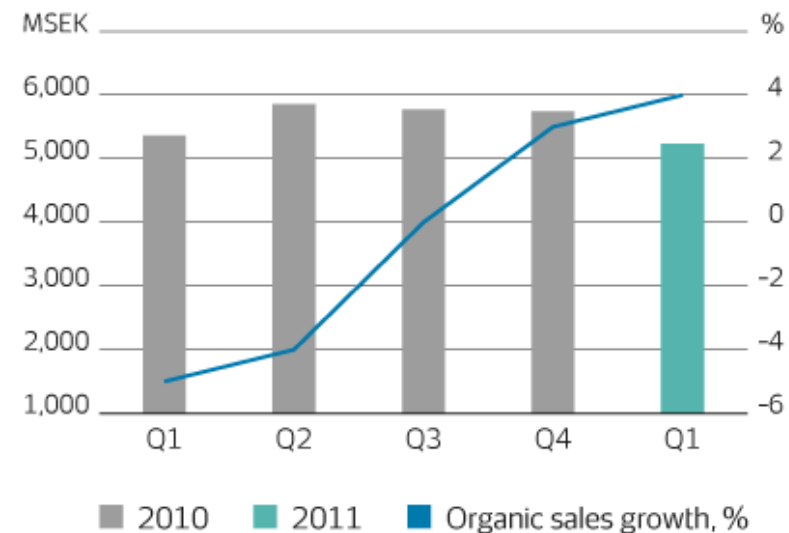


MSEK	Q1 2011	Q1 2010	Total change %	FY 2010	Total change %
Sales	14,775	14,870	-1	61,340	-2
<i>Organic sales growth, %</i>	3	-1		1	
<i>Real sales growth, incl. acq. %</i>	10	1		5	
Operating income before amortization	712	818	-13	3,724	-1
<i>Operating margin, %</i>	4.8	5.5		6.1	
<i>Real change, %</i>	-3	5		6	
Income before taxes	527	643	-18	2,968	-2
<i>Real change, %</i>	-9	1		5	
Net income	370	450	-18	2,081	-2
Earnings per share (SEK)	1.01	1.24	-19	5.71	-2

Security Services North America – Sales Development Q1



- Improved organic sales growth 4% (-5)
- The sales of specialized solutions as percentage of total sales has increased in the quarter

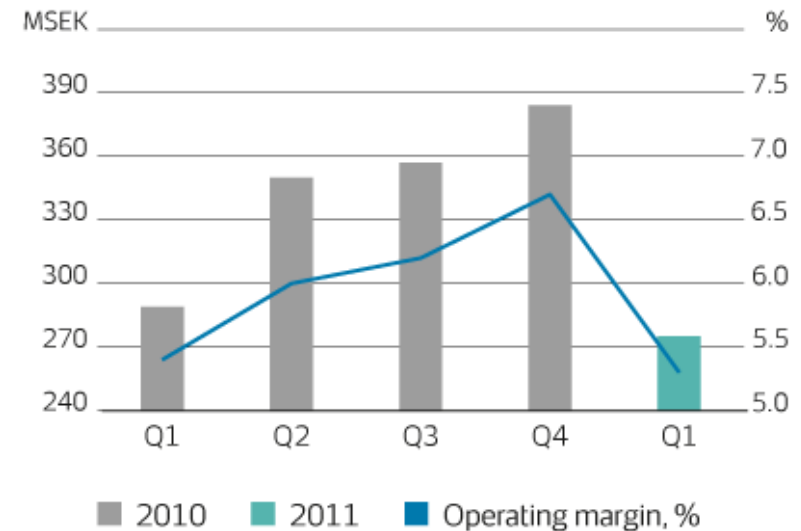


Security Services North America – Income Development Q1



- The operating margin 5.3% (5.4)
- The operating margin in the core business flat
- The consolidation of Paragon Systems had a diluting impact of -0.1 percent in the quarter

The real change improvement was 8% in the first quarter

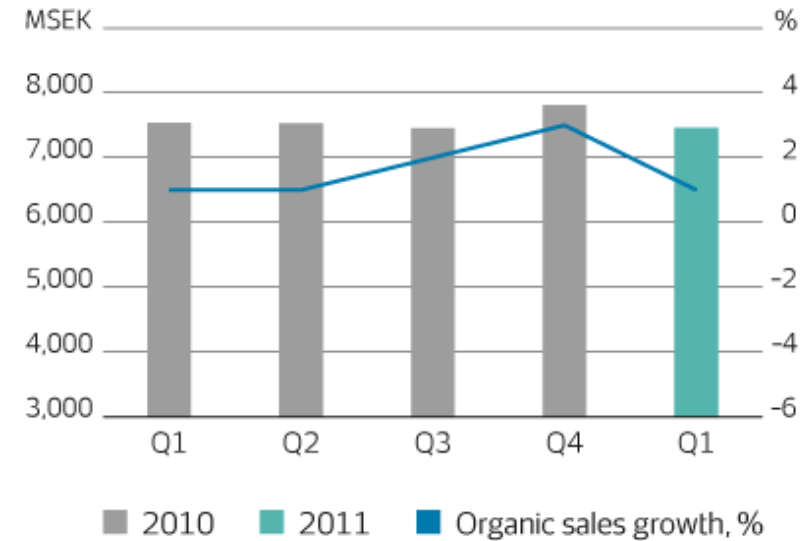


Security Services Europe

– Sales Development Q1



- Organic sales growth 1% (1)
- Most countries had positive organic sales growth and Spain is no longer negative
- As reported in 2010, two major contracts were lost in Q1 with an annual impact of -2 percent on organic sales growth
- Another major contract, worth 36 MEUR with the European Commission, was lost as of April 1
- The price pressure in the security market remains difficult



Security Services Europe

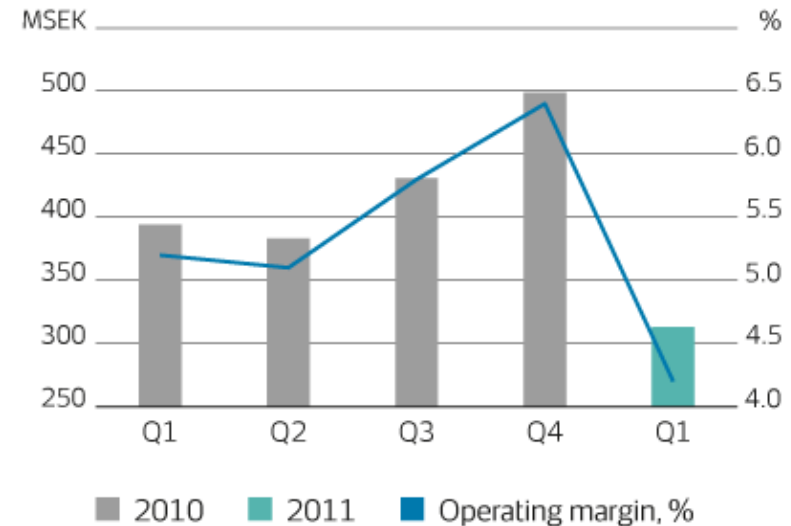
– Income Development Q1



- Operating margin 4.2% (5.2*)
- The negative development is explained by
 - The loss of major contracts with higher than average margins and inefficiencies and redundancy costs, in total -0.3 percent
 - The acquisition of Reliance diluting by -0.3 percent
 - Discrepancies between price and wage cost increases of -0.4 percent

The remedy is to continue with the specialization and added value strategy, to prioritize profitability when managing the price/wage balance and reduce overhead costs where major contracts are lost

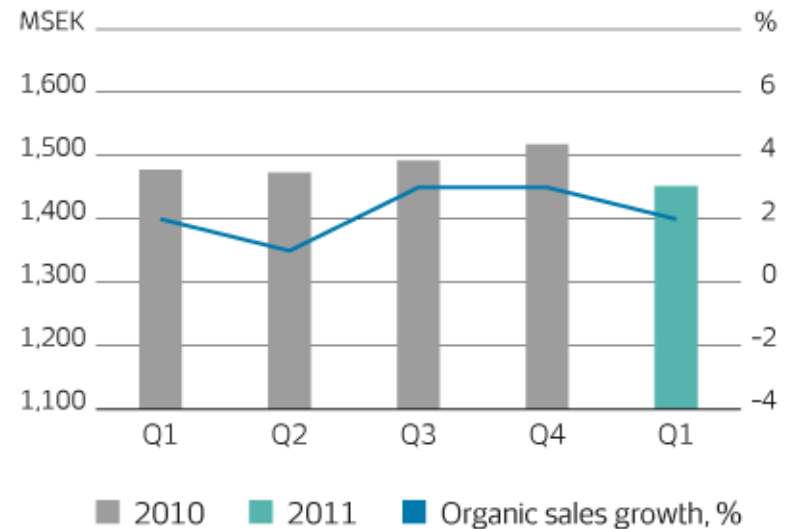
* Restated due to operations moved between the segments Security Services Europe and Mobile and Monitoring.



Mobile and Monitoring – Sales Development Q1



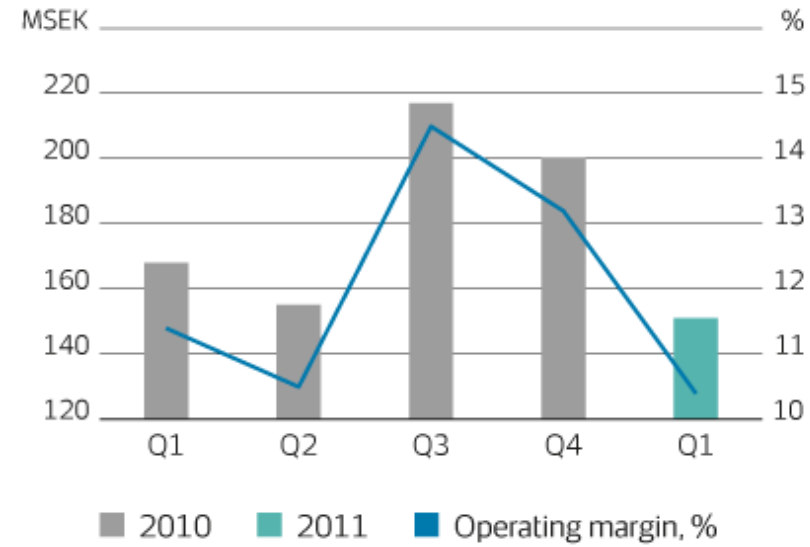
- Organic sales growth 2% (2)
- In Mobile, positive organic sales growth in most countries.
- Most countries in the Monitoring operation had positive organic sales growth



Mobile and Monitoring – Income Development Q1



- Operating margin 10.4% (11.4*)
- The operating margin in Mobile negatively affected by fewer call outs and increased fuel costs
- In Monitoring, the operating margin was affected by restructuring costs in Belgium and Spain due to the negative sales growth



** Restated due to operations moved between the segments Security Services Europe and Mobile and Monitoring.*

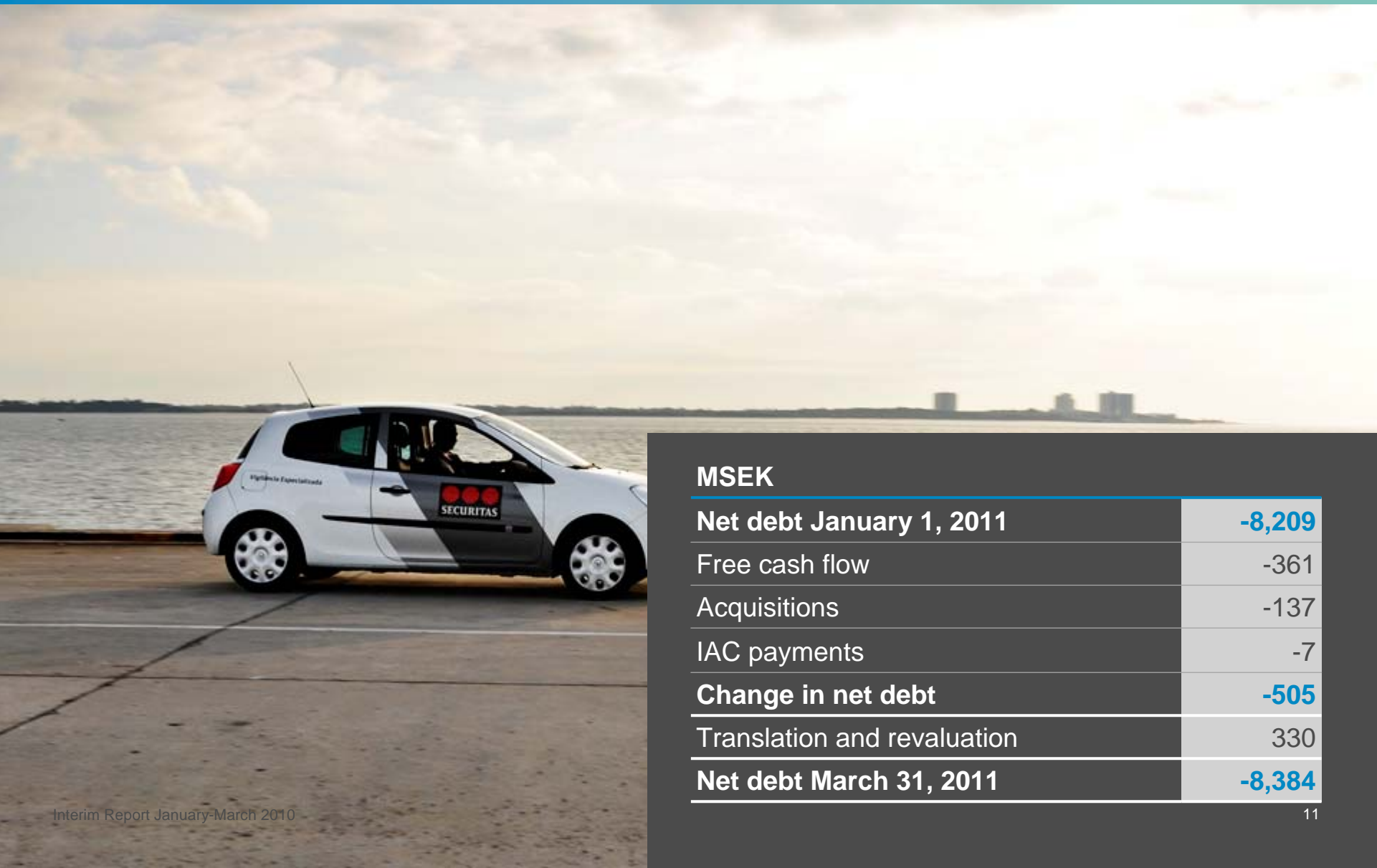


Cash flow



MSEK	Q1 2011	Q1 2010	FY 2010	FY 2009
Operating income before amortization	712	818	3,724	3,756
Investments in non-current tangible and intangible assets	-217	-221	-902	-951
Reversal of depreciation	219	228	901	928
Change in accounts receivable	-258	-291	-769	198
Change in other operating capital employed	-647	185	313	-556
Cash flow from operating activities	-191	719	3,267	3,375
<i>Cash flow from operating activities, %</i>	<i>-27</i>	<i>88</i>	<i>88</i>	<i>90</i>
Financial income and expenses paid	-61	-86	-521	-482
Current taxes paid	-109	-109	-735	-728
Free cash flow	-361	524	2,011	2,165
<i>As % of adjusted income</i>	<i>-78</i>	<i>101</i>	<i>81</i>	<i>88</i>
<i>Free cash flow to net debt</i>	<i>0.13</i>	<i>0.35</i>	<i>0.24</i>	<i>0.26</i>

Net Debt Development



MSEK

Net debt January 1, 2011	-8,209
Free cash flow	-361
Acquisitions	-137
IAC payments	-7
Change in net debt	-505
Translation and revaluation	330
Net debt March 31, 2011	-8,384

Summary Q1



- The security market is recovering, organic sales growth 3% (-1)
- Real sales growth including acquisitions 10%
- Operating margin 4.8% (5.5), negatively affected by the margin development in Security Services Europe and Mobile and Monitoring
- 8 major acquisitions in 2011, adding app. MSEK 2,700 in sales and 14,500 employees
- Securitas has operations in 45 countries with 280,000 employees and targets to be in 60 countries within 3 years



How to improve EPS 10% in average annually?

Organic sales growth



Acquisitions



Improving the operating margin



How to improve EPS 10% in average annually?



Manage the machine

Booming

- + Leverage
- Unbilled
- + Pricing
- Recruitment
- + Inflation

Recession

- + Cut costs
- + Unbilled
- Volume chase
- Bad debt
- + Acquisitions

Improve the operating margin year on year



Develop the core business

- Focus on security / specialization and segmentation
- Add value
- Solutions, technology and innovations



Solution – One partner to manage and deliver a complete Security Program



Physical Security Solutions



Customizing a solution that meets Client's needs

Technology Solutions
Security



Consulting & Investigation
Solutions

Questions and Answers





Integrity | Vigilance | Helpfulness

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