



***Security solutions  
For multinational and global customers***



**We would like to get to know you better**

- What type of company or organization do you belong to?
- What is the mission of your organization?
- What kind of challenges does your company or organization face?
- What is important in your company culture?
- Where do you operate?

**Securitas is a knowledge leader in security. We service a wide range of customers in a variety of industries and customer segments. Our organization is capable of servicing both international and local customers who require standard security solutions as well as clients with very specific needs.**

## **Security is our only business**

Securitas focuses on security; it is our only business. Our overall mission is to protect homes, workplaces and communities.

## **A value-driven organization**

The three red dots in our logotype reflect our core values: Integrity, Vigilance and Helpfulness - which are the foundation of Securitas' operations.

## **Understanding the market**

Various customer segments have increasingly specialized needs, related to the specifics of their industry. We have a deep understanding of the security need of each customer segment.

## **Solutions developed with our customers**

Securitas works in close cooperation with our customers. The combination of specialized security officers and intelligent technology proves to be a flexible and cost efficient

solution. Securitas is your single point of contact.

## **Our people make the difference**

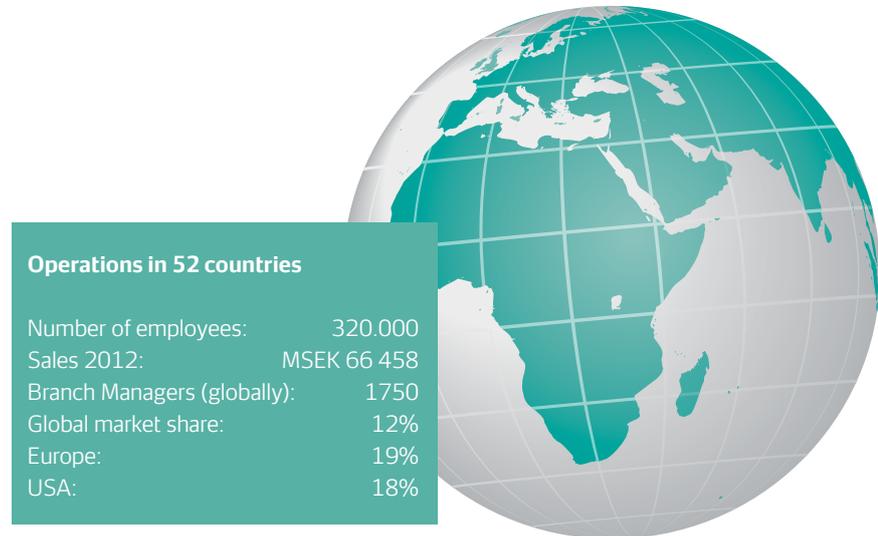
Our security officers and Branch Managers are the cornerstones of our operations. We continually strive to train our employees, since we believe competence and knowledge are key.

## **Security knowledge leadership**

Our employees are trained in a Securitas education program, which aims to strengthen local leadership and firmly establish Securitas' culture and business. The purpose of this training program is to ensure that all employees have the right security knowledge and expertise.

## **Customer cases**

To find out about cases explaining how we develop solutions for our clients, please visit [www.securitas.com](http://www.securitas.com).



**Securitas is a world leader in security solutions. We have operations in 52 countries in North America, Europe, Latin America, Asia, Middle East and Africa. We have an extensive network of carefully selected strategic partners to assist our customers in countries where we do not yet operate ourselves.**

#### **Market leader in Europe and the USA**

Securitas has an unrivalled footprint in both Europe and North America and is the clear market leader in these geographies.

#### **Growing fast in new markets**

One of the cornerstones of Securitas' strategy is to grow in new markets, and beside our operations in Europe and North America we currently conduct operations in Latin America,

the Middle East, Asia and Africa. A large part of our growth is achieved through acquisitions, but we also substantially grow organically. By expanding in new geographical markets, we are able to fully support our international customer portfolio. Together with our strategic partners Securitas operates in most countries in the world.

For more information about Securitas global operations, please visit [www.securitas.com](http://www.securitas.com).



In Europe, Securitas currently has operations in:

Country	Employees as of 1 Jan 2013
Austria	2,052
Belgium	5,900
Bosnia & Herzegovina	1,581
Croatia	2,000
Czech Republic	4,500
Denmark	850
Estonia	627
Finland	1,500
France	17,000
Germany	19,000
Hungary	550
Ireland	400
Latvia	250
Luxemburg	420
Montenegro	350
Morocco	2,800
Netherlands	5,600
Norway	5,300
Poland	4,750
Portugal	6,000
Romania	3,300
Serbia	5,600
Slovakia	450
Spain	15,000
Sweden	9,000
Switzerland	2,500
Turkey	8,712
United Kingdom	16,450

## Leading the security industry in Europe

- In Europe, we operate in 28 countries with more than 130.000 employees.
- Our market share is 19 percent.
- We provide specialized guarding, mobile security and monitoring services. Furthermore we also specialize in consulting and investigations / corporate risk management through our subsidiary Pinkerton.
- Our combined security solutions of smart technology and security expertise create unprecedented efficiency.
- We share our extensive experience to create solutions based on the specific risks and business needs in the different customer segments.
- We focus on HR activities in order to recruit, train, develop and maintain the best people in our company and industry.
- Our extensive network of branch offices guarantees that we are always closely located to you.
- Our widely connected European Track & Trace network is available for you.

We can provide you with a full range of specialized security services.

#### Advanced risk analysis and consulting

- Risk assessment and mitigation plans.
- Securitas Risk Scan.
- Security and safety procedures.
- Design and implementation of the Security Programs.
- Business continuity plans.

#### Adding Technology in our Security Solutions

One vital part of Securitas strategy is to a larger extent incorporate technology to our security solutions. Technology, in combination with guarding, enhances the efficiency, increases the productivity and improves the quality of our services delivered and is hence a cost effective alternative. A recent addition to our variety of security services is remote video solutions managed by Securitas. These remote services give you state-of-the-art security in innovative service packages.

Cutting edge cameras and software create real-time security that prevents incidents, optimizes security officers' time and reduces costs – no new investment required. Remote video solutions cover patrolling, escorts, alarm verification, entry/exit management, perimeter protection, business intelligence applications and more.

#### Investigation services

- Fraud investigations.
- Due diligence.
- Computer forensics.
- Intellectual property and brand protection services.

#### Environmental services that cut costs

- Reducing energy consumption.

#### Track & Trace

- Watch over your people and mobile assets 24/7 all over Europe.
- European network of monitoring rooms – roaming of services across borders.





## Efficient security solutions based on operational excellence results in reducing your costs

**Mitigating risks requires a combination of operational excellence and cost efficiency. That is exactly what Securitas stands for.**

### **Operational excellence**

- Selection of specific guard profiles tailored to your needs.
- Intensive training and education.
- Engineered systems and tools supporting front-office and back-office.
- Intensive benchmarking as a driver of excellent operations and continuous improvement.
- Organizational model operating close to and with the customer.
- Committed management.

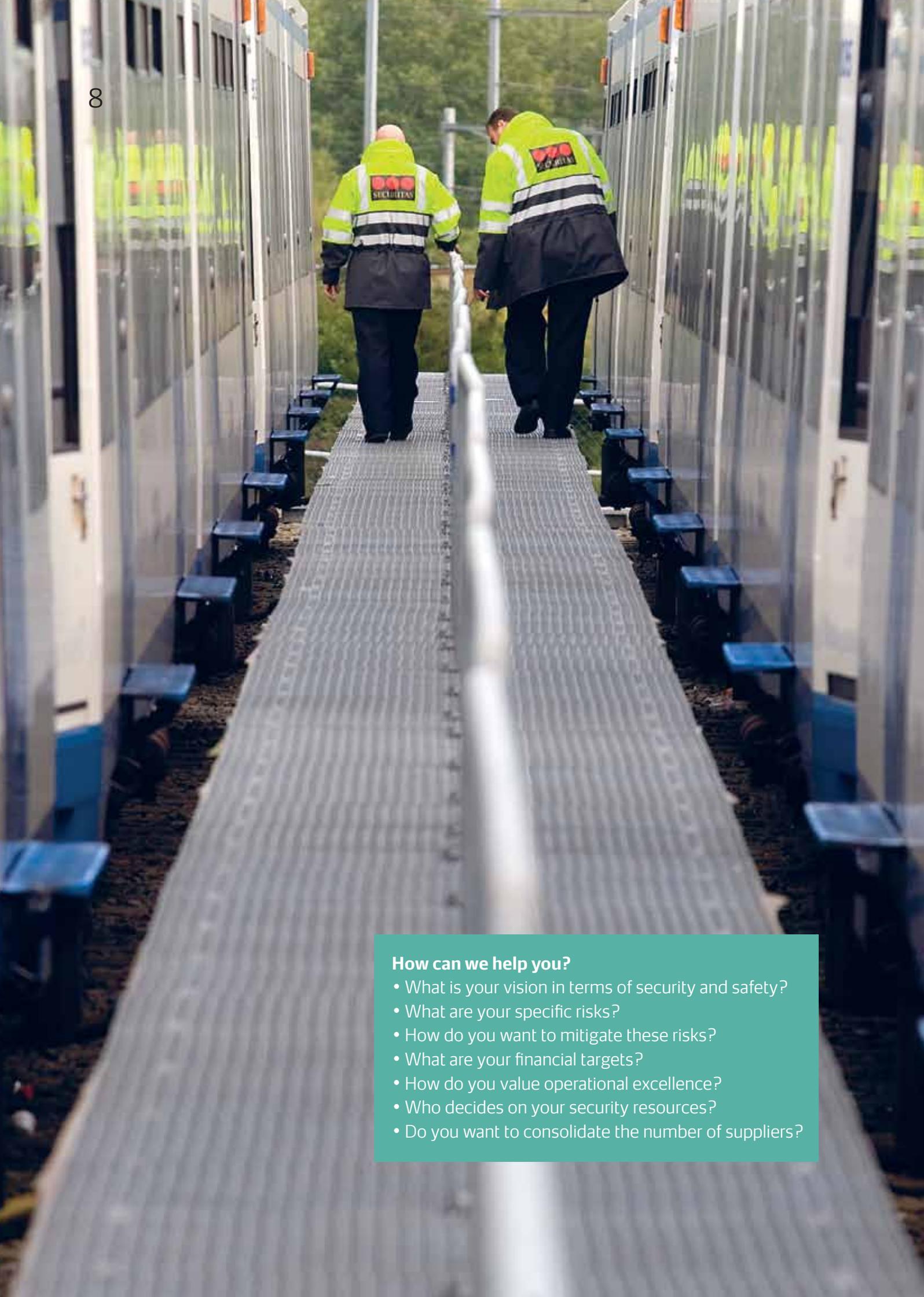
### **Internal cost efficiency**

- Securitas' total cost structure is best-in-class.
- We have an efficient overhead organization.
- The benefit of our scale and the results of our purchase capacity are re-invested into the operational organization.

### **Cost efficient solutions**

- Ideal combinations of different security services and technology to reduce costs.
- Know-how and capacity are invested in cost efficient solutions.
- Collaboration with market leading suppliers of advanced technology to combine security services with state-of-the-art hardware and software.

Above all, Securitas is the security provider taking pride in continuously delivering the best security solutions. Security and safety are growing concerns in our complex society. We support you in reducing the costs connected to such risks.



#### How can we help you?

- What is your vision in terms of security and safety?
- What are your specific risks?
- How do you want to mitigate these risks?
- What are your financial targets?
- How do you value operational excellence?
- Who decides on your security resources?
- Do you want to consolidate the number of suppliers?

# Global expertise, true commitment and local excellent delivery

**Securitas uses its global reach and local strength as a platform to provide international customers with committed security solutions.**

Imagine a company that shares best practice from around the world to suit the security needs within your customer segment. Securitas is such a company that brings substantial benefits to your international organization, from both an operational and a financial perspective.

## **Single point of contact**

As an optimal foundation for servicing international clients, Securitas has created the organization Securitas European and Global Accounts Department. This organization works directly with all Securitas operations around the globe.

## **Increased specialization**

Dedicated customer segment experts from each country meet on a regular basis and share knowledge from their own experiences. These competence networks constitute the foundation of our successful solutions worldwide and deliver results directly to your business.

## **Synergies and best practices**

Our scale guarantees the benefits of synergies and best practices to your company.

## **Consolidation of suppliers**

Securitas supports you to significantly reduce the number of suppliers in order to optimize your internal resources.

## **Compliance**

Securitas guarantees continuous full compliance with local, national and European laws, all industrial regulations such as company licensing, guard licensing and guard training, collective bargaining agreements, as well as social and tax laws.

## **International reporting**

We deliver international quality monitoring, including:

- Customized reporting
- Operational cross-border supervision
- Monitoring local and international synergies

For more information on the Securitas European & Global Accounts Department, please visit <http://www.securitas.com/en/Services/International-security-solutions/>.









*Securitas is a knowledge leader in security. By focusing on providing security solutions to fit each customer's needs, Securitas has achieved sustainable growth and profitability in 52 countries in North America, Europe, Latin America, Asia, Middle East and Africa. Everywhere from small stores to airports, our 320,000 employees are making a difference.*

**Integrity | Vigilance | Helpfulness**