

May 7, 2012



Annual General Meeting 2012

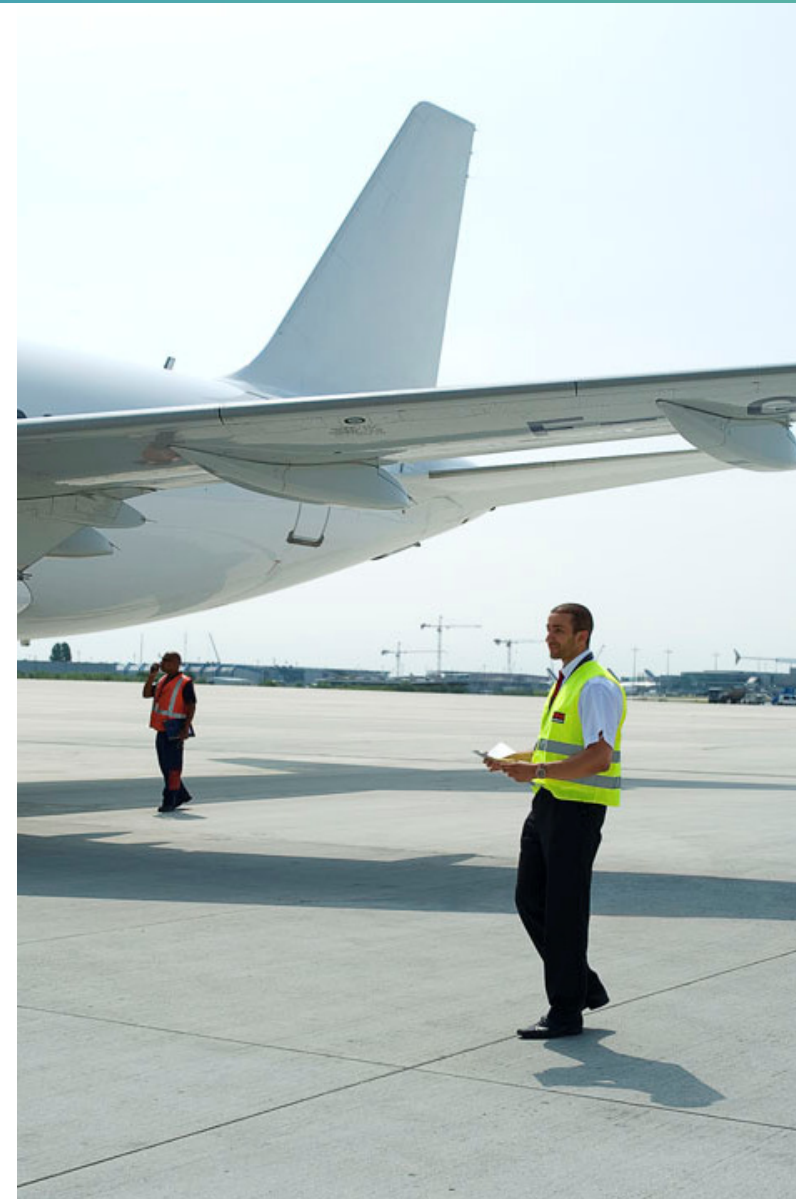
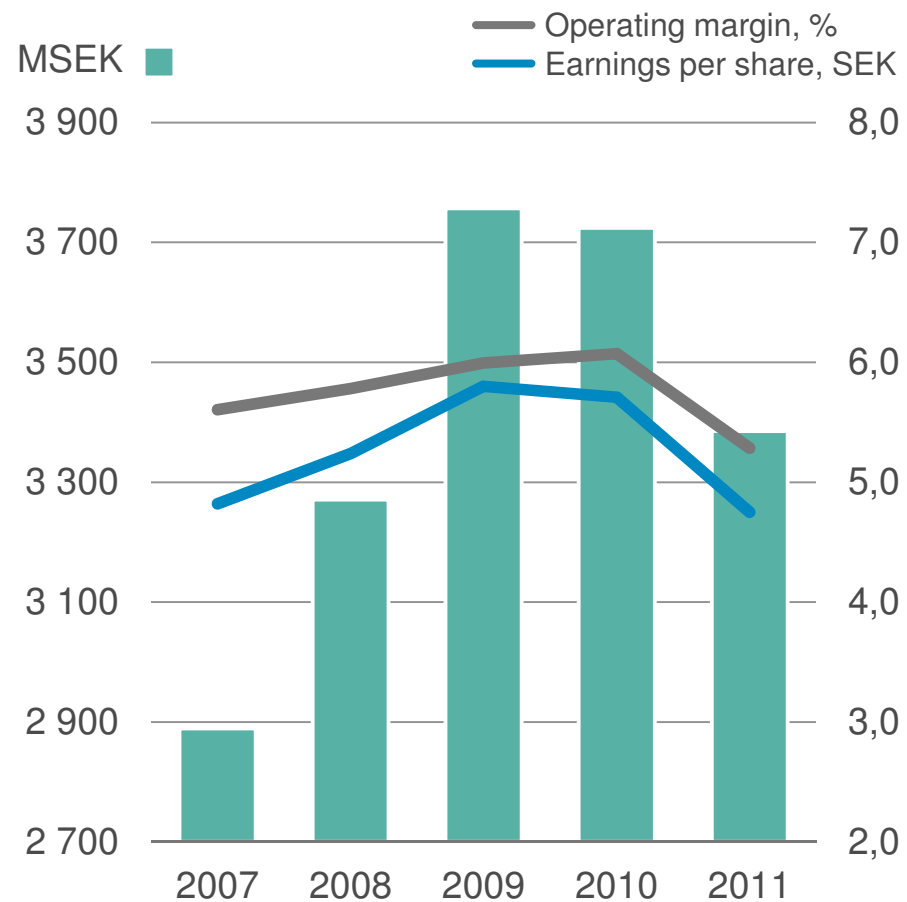


Alf Göransson
President and CEO

Group Operating Income



Operating income and operating margin

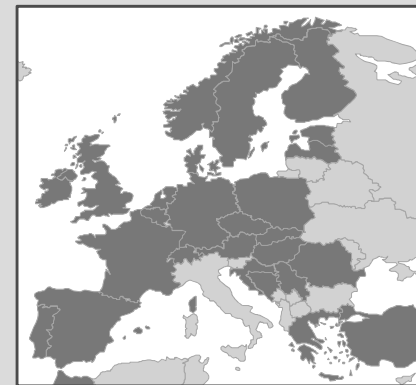
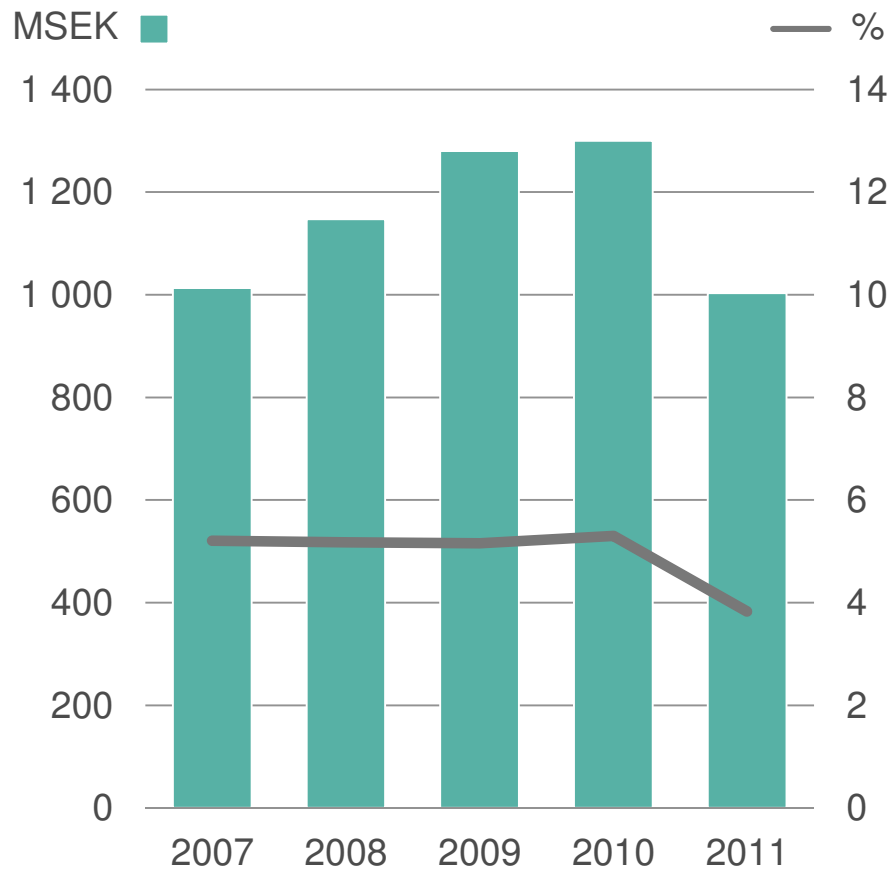


Security Services Europe

–Income Development



Operating income and operating margin

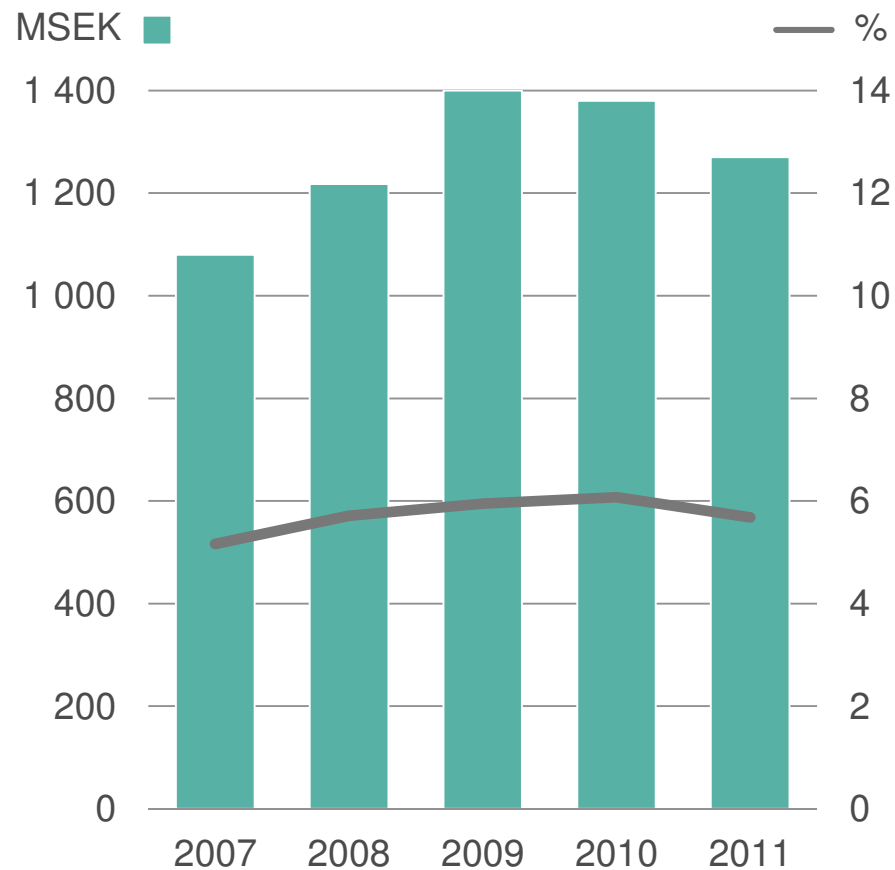


Security Services North America

– Income Development



Operating income and operating margin



We are Responsible for Security Services at 32 Airports in Canada

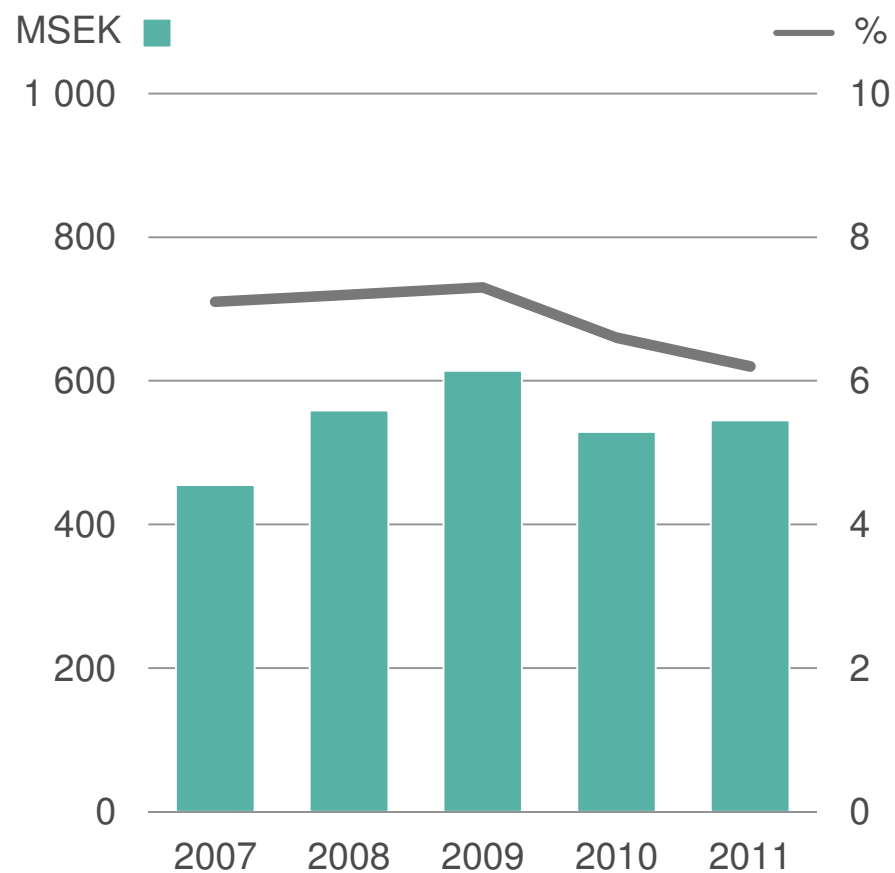


Security Services Ibero-America

– Income Development



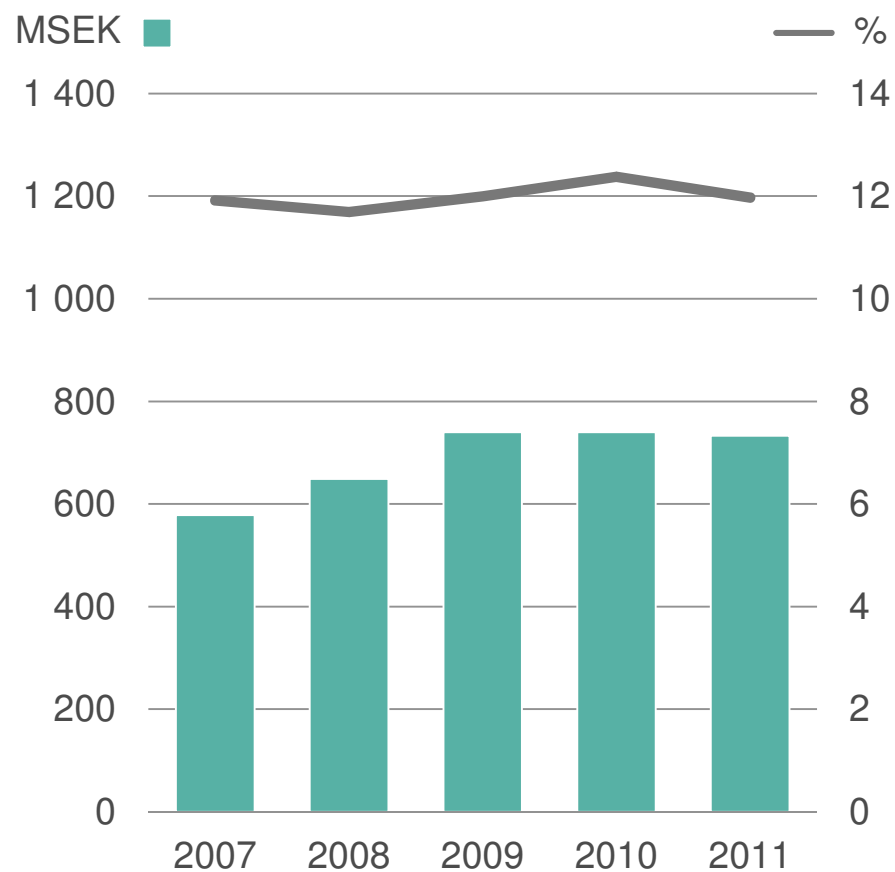
Operating income and operating margin



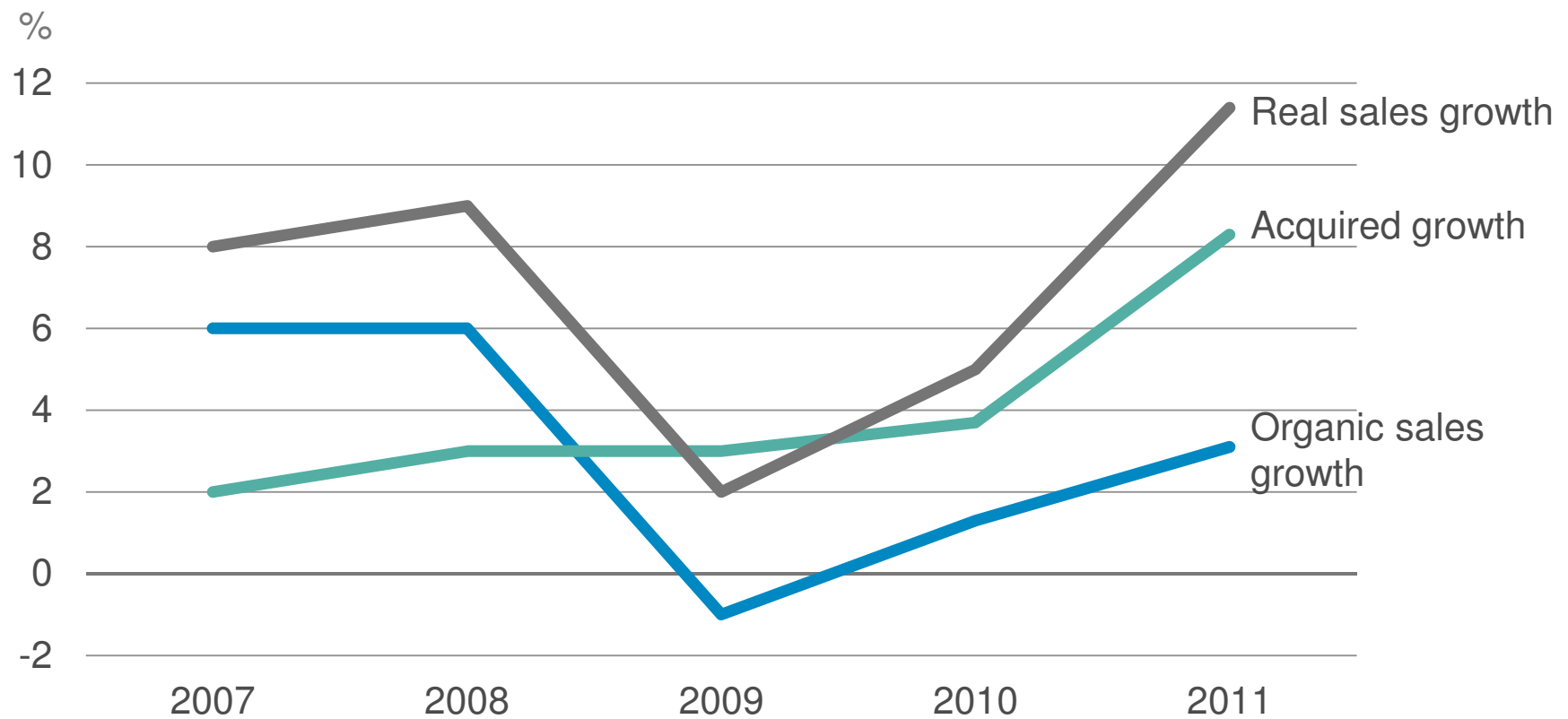
Mobile and Monitoring – Income Development



Operating income and operating margin






We Grow on a Difficult Market

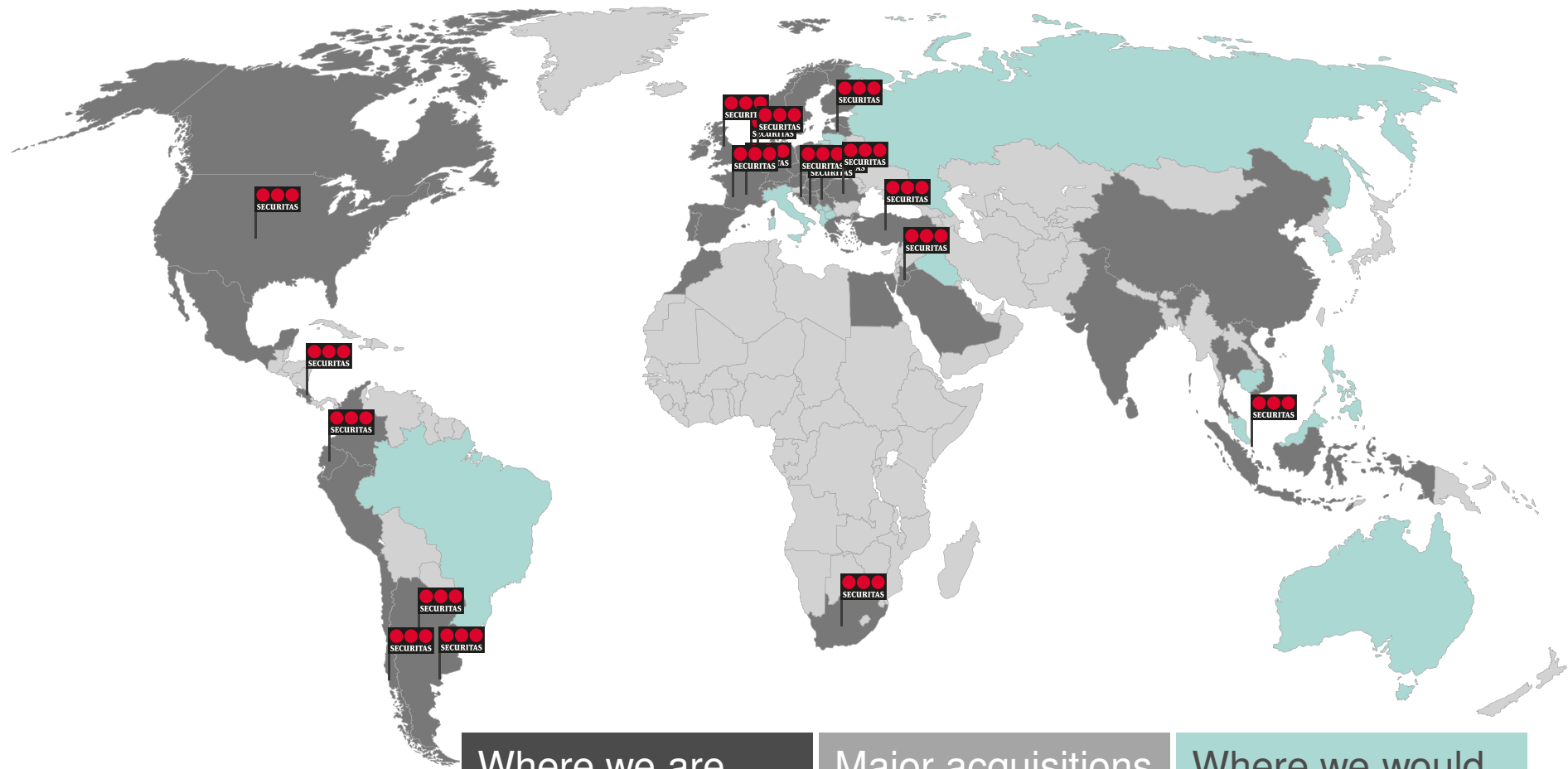


We are Building a Strong Platform in the United Kingdom



			
Market share	4%	10%	5%
Market position	7	3	5
Locations	32	34	19
National presence: 17,000 employees			
Mobile teams:	215		
Market position:	2		
Market share:	19%		

Our Global Presence



Where we are
today

Major acquisitions
during 2011

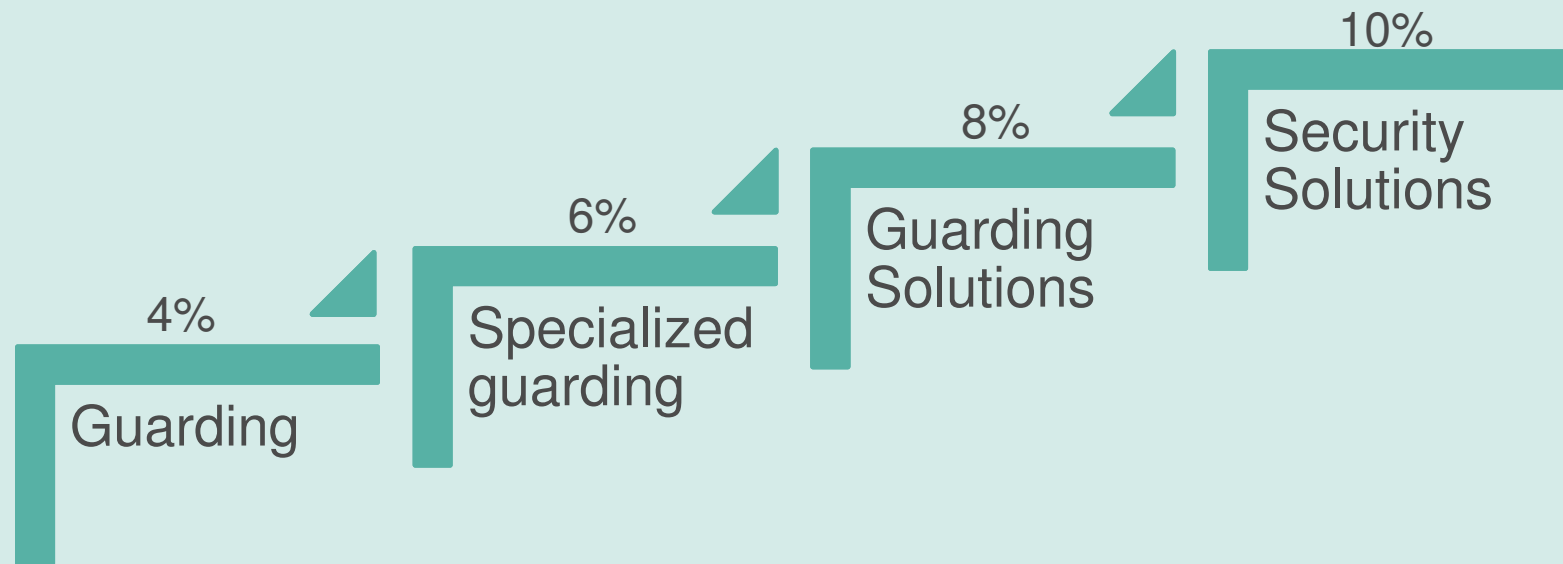
Where we would
like to be

Major Acquisitions during 2011



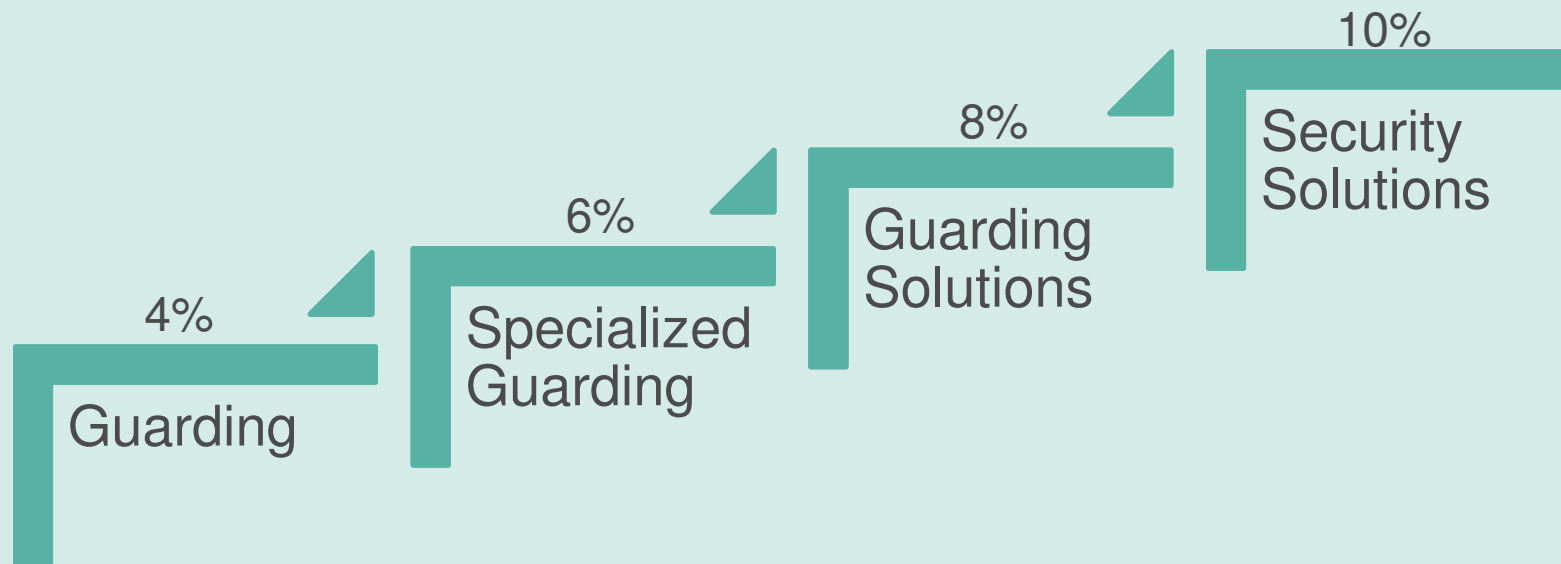
-
- A light gray world map with a grid overlay. Several Securitas logos are placed on the map to indicate global presence: one in North America, one in Europe, and several in Asia and Australia.
- **19** major acquisitions in mature and new markets
 - **24 900 employees**
 - Annual sales equivalent to approx. MSEK **4 500**

From Guarding to Security Solutions



Value-added creations drives margin

To Create Value



Manufacturing Facility (USA)



Manufacturer of geophysical and meteorological testing equipment

Contract

- Existing customer since 2007

Situation

- Multi-site customer desired decreased guarding hours and lower cost

Solution

- SecuritasVision, nine video camera system with remote monitoring capability and reduction of 128 hours of guarding

Financials

- 3 year contract renewal with automatic yearly price increases
- Annual sales approx. MSEK 3.7
- Operating margin improved by 3%-points 2012 vs 2011



Leading Consulting Engineering Company (Europe)



Contract

- New combined contract signed 2011

Situation

- Customer asked for review on their existing solution at their HQ – served by competitor for many years

Solution

- Full risk assessment and proposal of a full service solution, including guarding and a fully integrated technology solution of alarm systems, access control, CCTV and fire alarm system
- Potential next step: Implementation of the solution also at the customer's other European sites

Financials

- 5 year contract
- Total contract value approx. MSEK 13
- Operating margin >10 procent



We Develop our Core Business



State-of-the-art Client Web Portals support the Customers



PINKERTON
POWERED BY **ODD** ties

[Kiosk | Events & Conditions](#) [Kiosk | Occupy Wall Street Movement](#)

OWS Alerts

Title	Date
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OccupyWallStreet on Twitter

Occupy Wall Street Plans Global Disruption of Stat.
<http://twitter.com/garyc3/statuses/196961873579614210>

RT @AngryVoters: Banks & Police share intelligenc
<http://twitter.com/CaptainOmega/statuses/196961860619223042>

RT @OccupyTOMedia: Tomarrow is MAY DAY! What
http://twitter.com/Fifth_Business/statuses/196961837168861184

RT @OccupyWallStNYC: City drops charges against
<http://twitter.com/jjpoopoo/statuses/196961837101748224>

#Occupy #OWS The World's Biggest Companies Re
http://twitter.com/Vote_Online/statuses/196961801710211072

Occupy Wall Street Plans Global Disruption of Stat.
<http://twitter.com/TradersLog/statuses/196961803341807617>

"Right to protest but not to disrupt" ha sure RT @.
http://twitter.com/Sara_Jeans/statuses/196961775093161984

Occupy Wall Street Plans Global Disruption of Stat.
<http://twitter.com/USpace123/statuses/196961760446565512>

RT @TheNewDeal: The Top 1% Must Realize That T
<http://twitter.com/Deanabella/statuses/196961754734010368>

#Occupy #OWS Emma Frost, raped by father who f
http://twitter.com/Vote_Online/statuses/196961733779267586

#Occupy #OWS Government blames horrendous H
http://twitter.com/Vote_Online/statuses/196961735066918913

#Occupy #OWS Munich nymphomaniac: Second vi.
http://twitter.com/Vote_Online/statuses/196961736430063617

Tomorrow's going to be so annoying: <http://t.co/G>
<http://twitter.com/RobertGibson111/statuses/196961724979613698>

Occupy Live Stream Video and Locations

Social Media Search | Occupy Wall Street

From the 1500's to 1800's, the word "occupy" was ...
<http://twitter.com/onemillionfacts/status/196960731076378625>

Mayor warns Occupy May Day could turn violent
<http://www.wnd.com/2012/04/mayor-warns-occupy-may-day-could-...>

0.26% of Americans gave two-thirds of all campai...
http://twitter.com/occupy_data/status/196956867359027202

The Working Class Took the Beating of the Recessi...
<http://twitter.com/thenewdeal/status/196956862623657984>

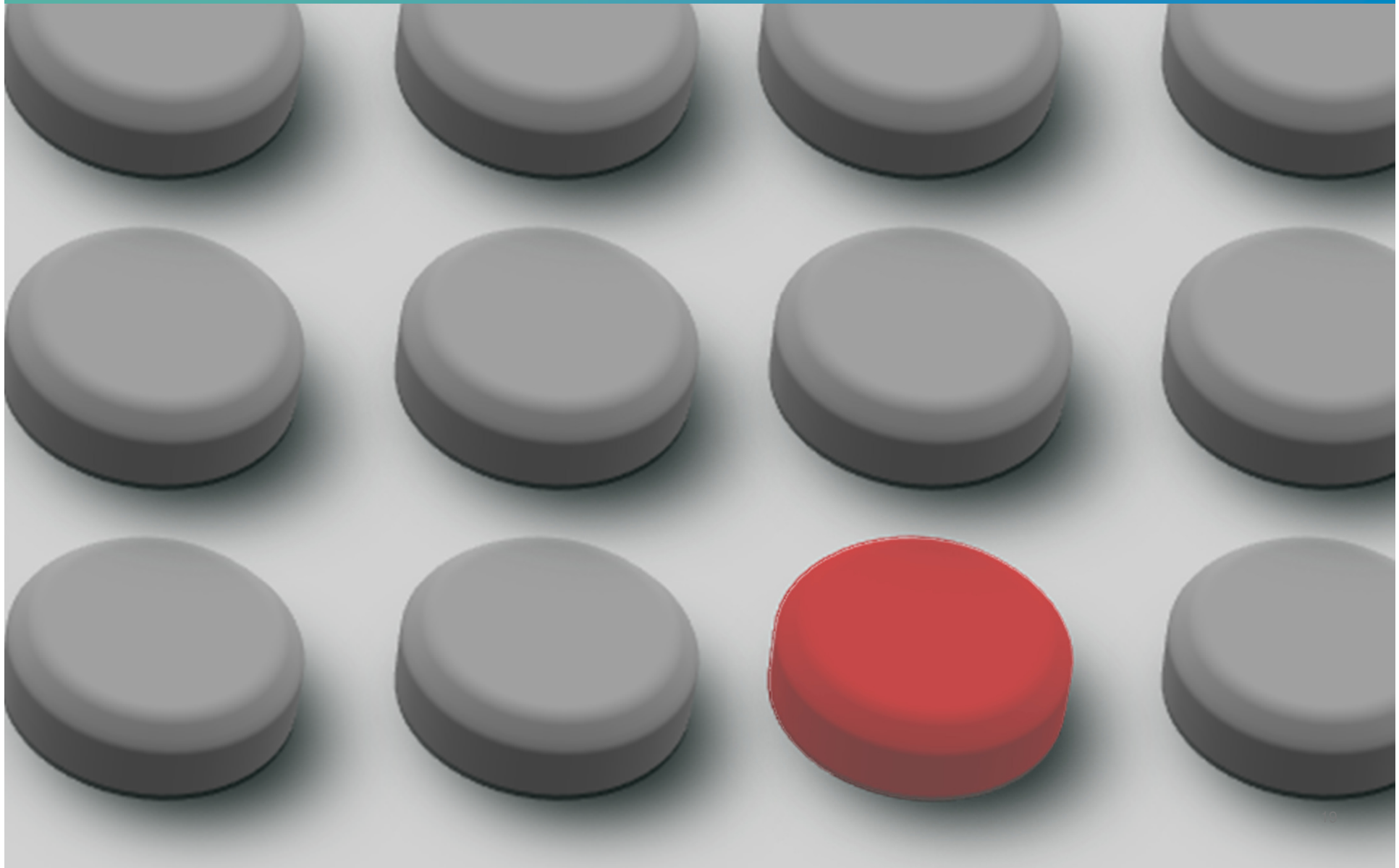
Apparently the #occupy morons want to be the ne...
<http://twitter.com/daggy1/status/196955803452833792>

Fast Facts | United Republic
<http://unitedrepublic.org/fast-facts>

Advanced Surveillance Systems



We Make a Difference



Questions and Answers





Integrity | Vigilance | Helpfulness

securitas.com