



# Securitas – Advancing Security through New Technology

## **We are the leading international security company, specializing in protective services**

- Well positioned in a rapidly changing security industry
- On-site, mobile and remote guarding combined with electronic security services
- #1 market position in North America and Europe – operating in 53 countries globally
- 2015 total sales: ~ 81 BSEK (security solutions and technology: 9.3 BSEK)
- Responsible business for sustainable growth – CSR integral part of everyday work

## **A new security market is emerging, driven by:**

- Traditional guarding growing in-line with GDP
- Rapid growth of technology driven security solutions in mature markets
- Customers looking for complete, cost efficient security solutions
- Increasing complexity and scale of customers' security requirements

## **Our security solutions provide customers with better security at lower or equal cost**

- Complete solutions combining electronic security and traditional manned guarding
- Extends customer contract terms from 1 to 4 yrs
- Increases customer retention levels to > 90%
- Improves operating margin in customer contracts from app. 5 to 10%
- Drives growth faster than security market average

## **Competitive advantage supports our market leadership**

- Early adopter in integrating digital technology with traditional guarding services
- Strong balance sheet fund investments in customer site equipment
- Our integrated organizational structure supports increased sales

## **Consistent and attractive shareholder returns**

- Growth of security solutions and technology sales: 38% (2015)
- EPS growth: average 10% over cycle
- FCF/net debt: 0.2
- Stable dividend: 50-60% of net income

