

Annual general meeting 2023 in Securitas

CEO's speech



This is Securitas – a security solutions partner with world-leading technology and expertise

- Securitas is the leading provider of security services globally
- Operations in 45 markets
- Capabilities spanning from guarding to tech-enabled security
- Europe and North-America are the largest regions
- 358 000 employees
- Securitas' purpose is: "We help make your world a safer place."





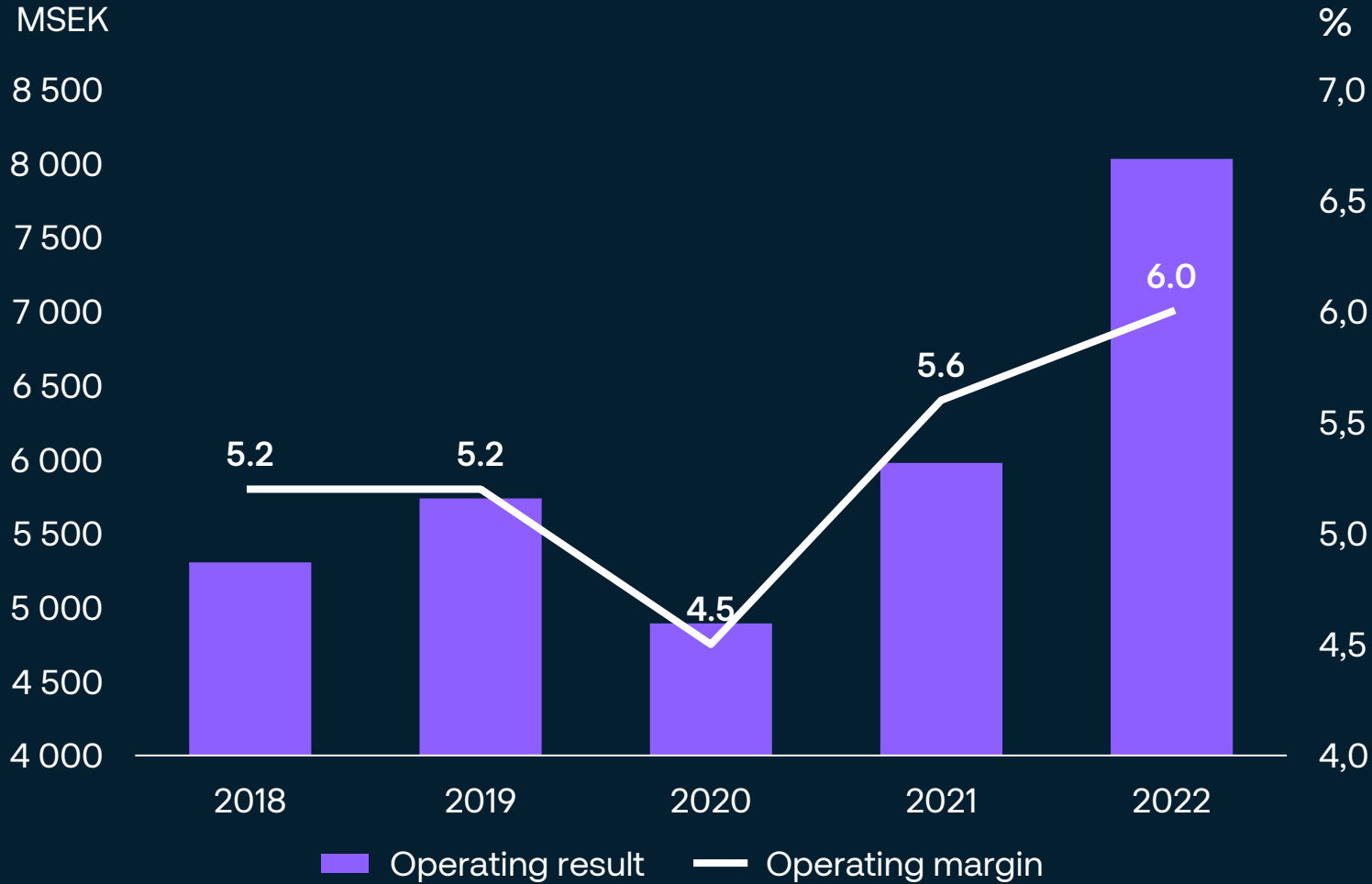
2022 - A year of strong performance and strategic milestones

- Solid growth, profitability and cash flow
- STANLEY Security - a transformative acquisition
- Well received rights issue
- New financial targets
- A comprehensive sustainability agenda - we signed the commitment, as the first large security company, to Science Based Targets initiative
- Toolbox updated – our internal leadership tool
- We shape the future Securitas



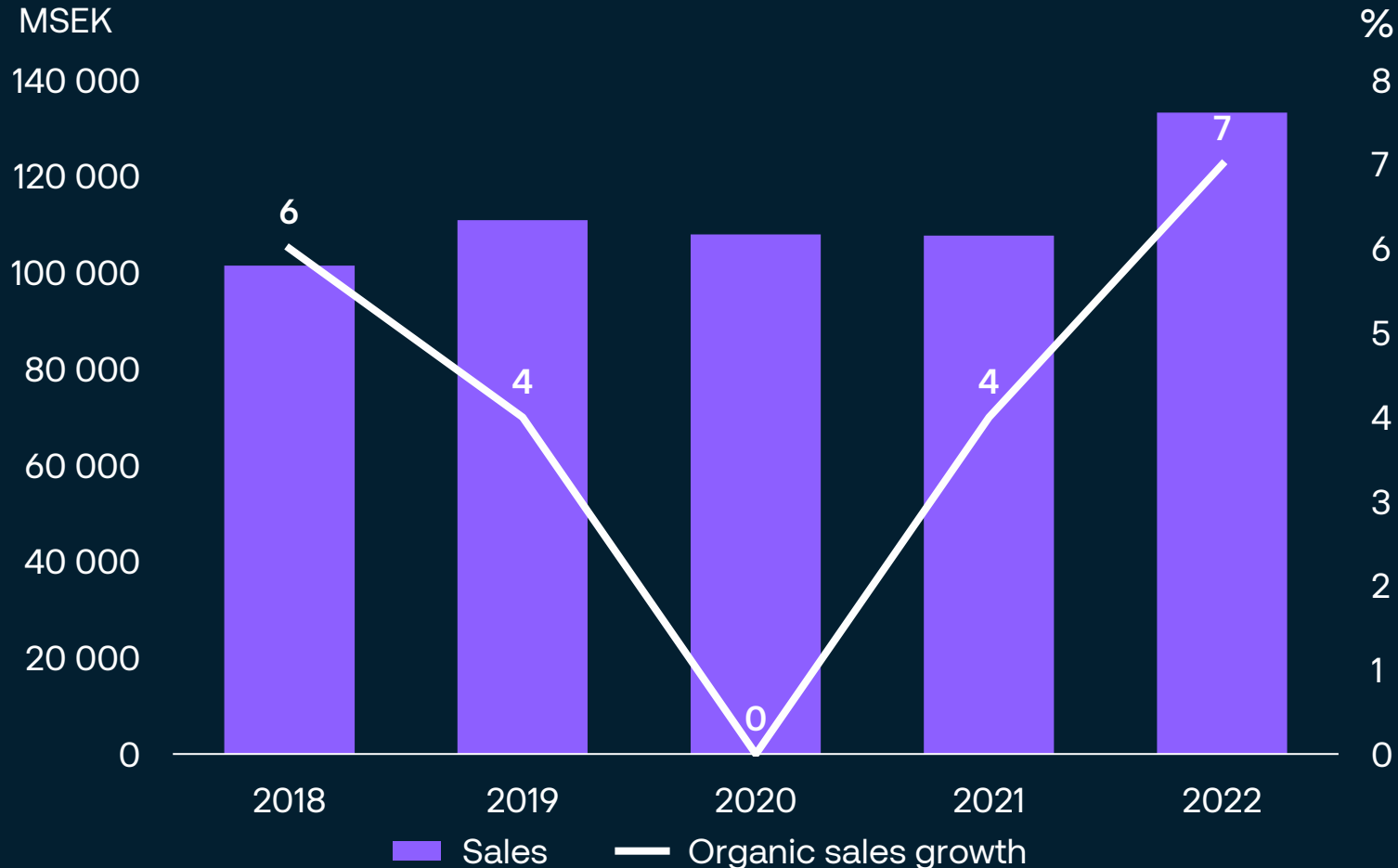


The improved operating margin was driven by all segments and STANLEY Security





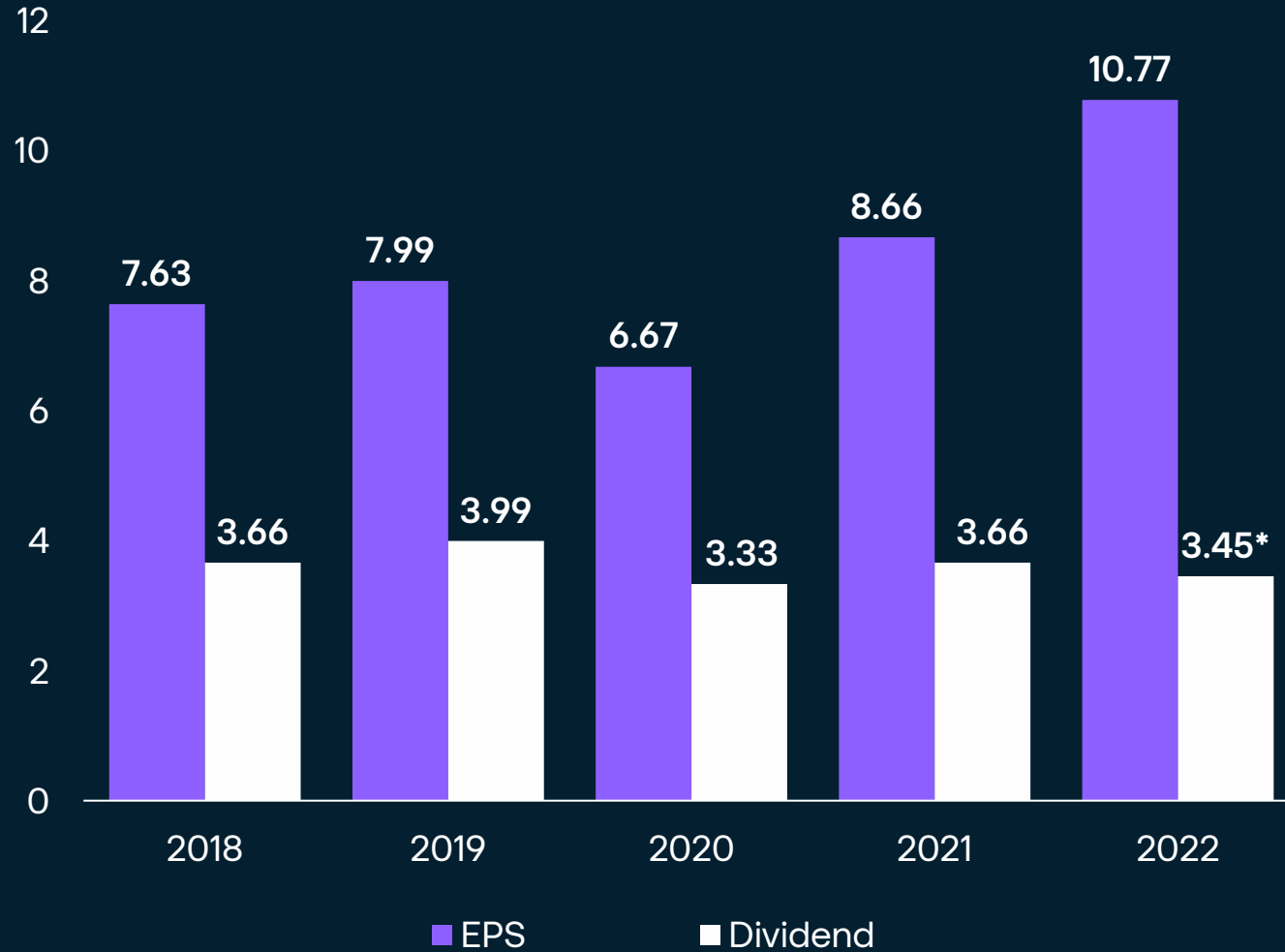
The growth in the Group was mainly driven by Europe and Ibero-America with price increases, increased sales of technology and solutions and aviation business





Long-term stable earnings development and dividend

SEK/share

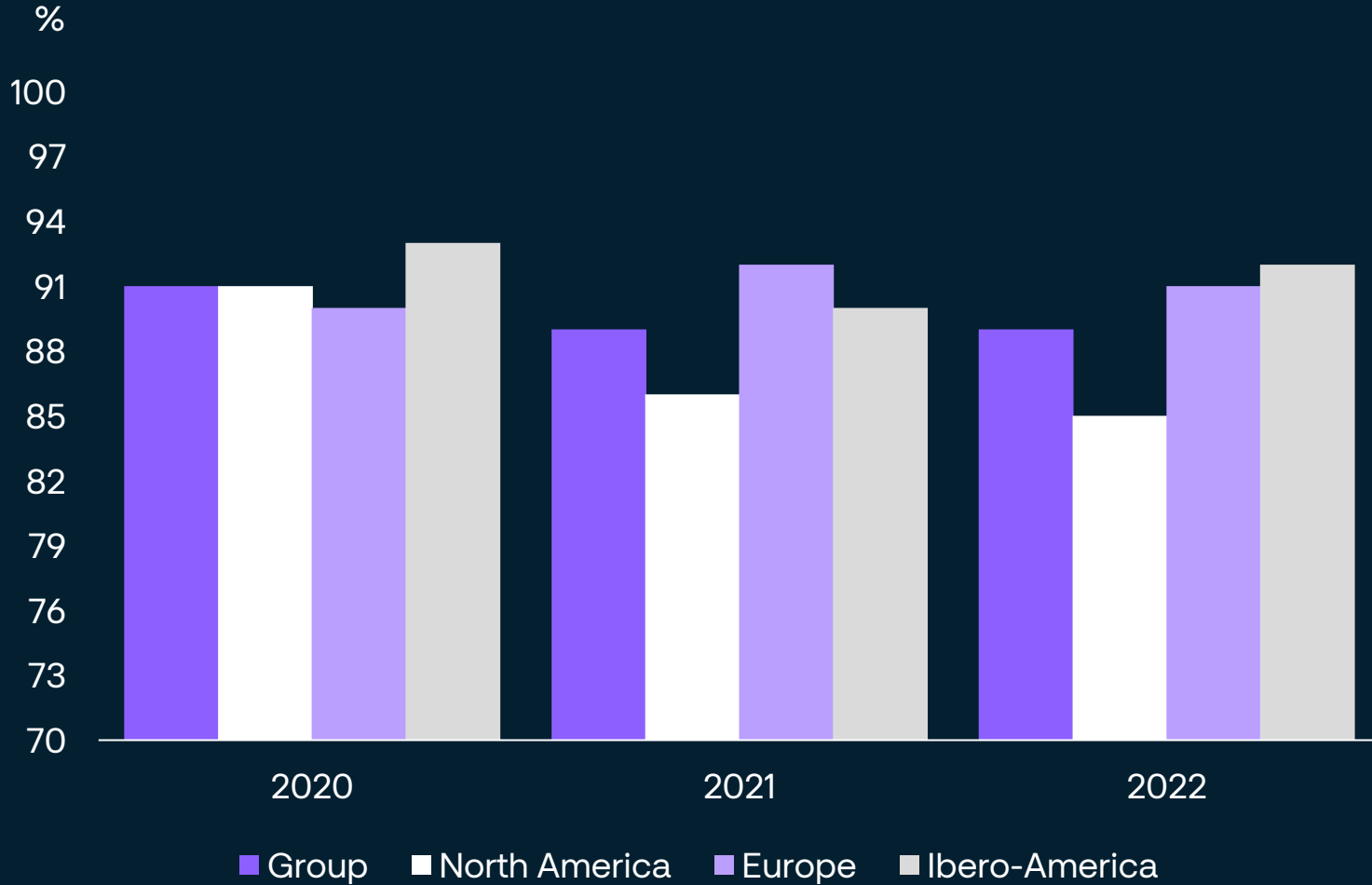


*Proposed

All numbers for previous years have been restated following the rights issue

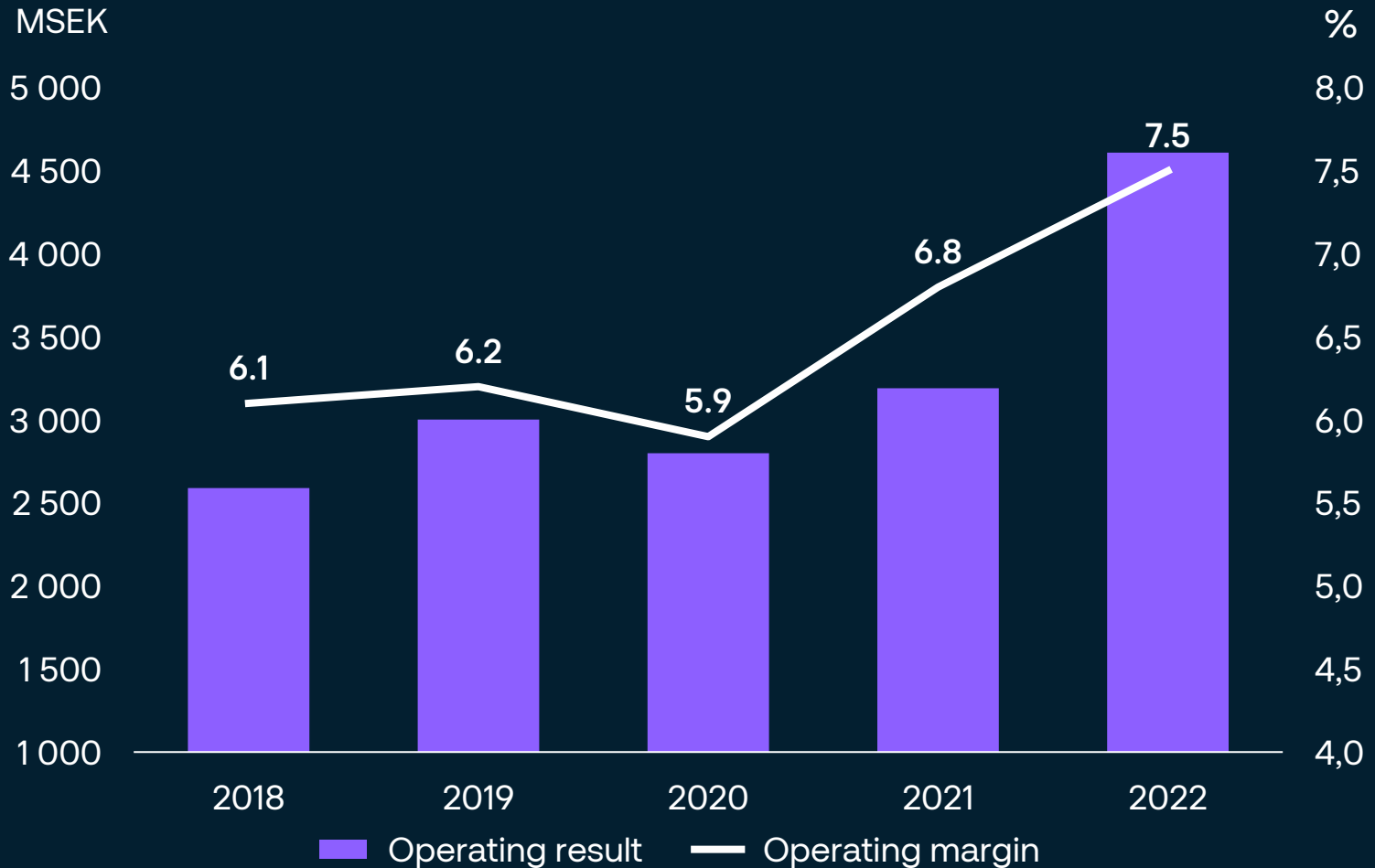


Long and good client relations with a retention rate of 89% give stability in the business over time



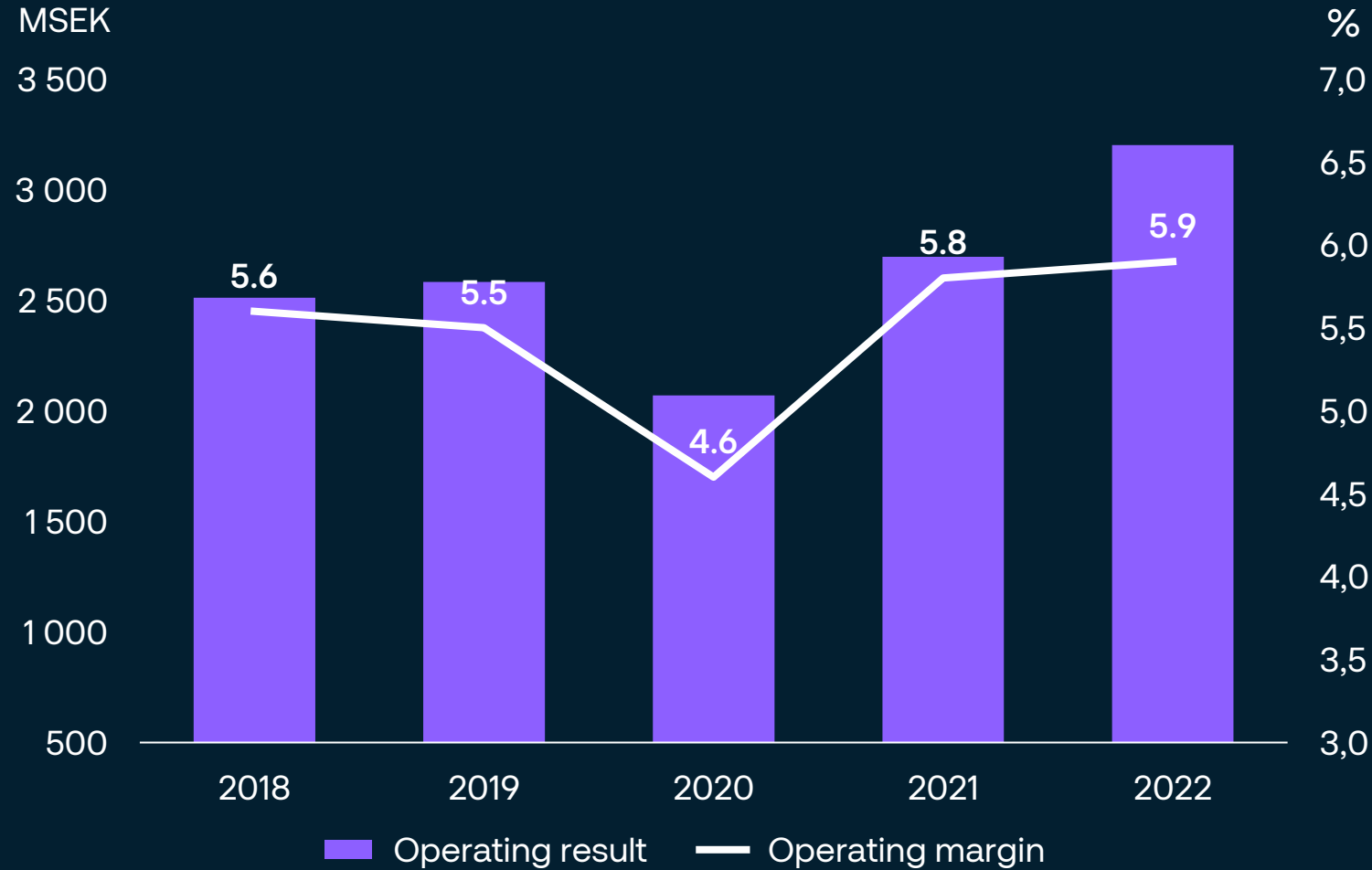


North America – All segments including STANLEY Security drove the improvement



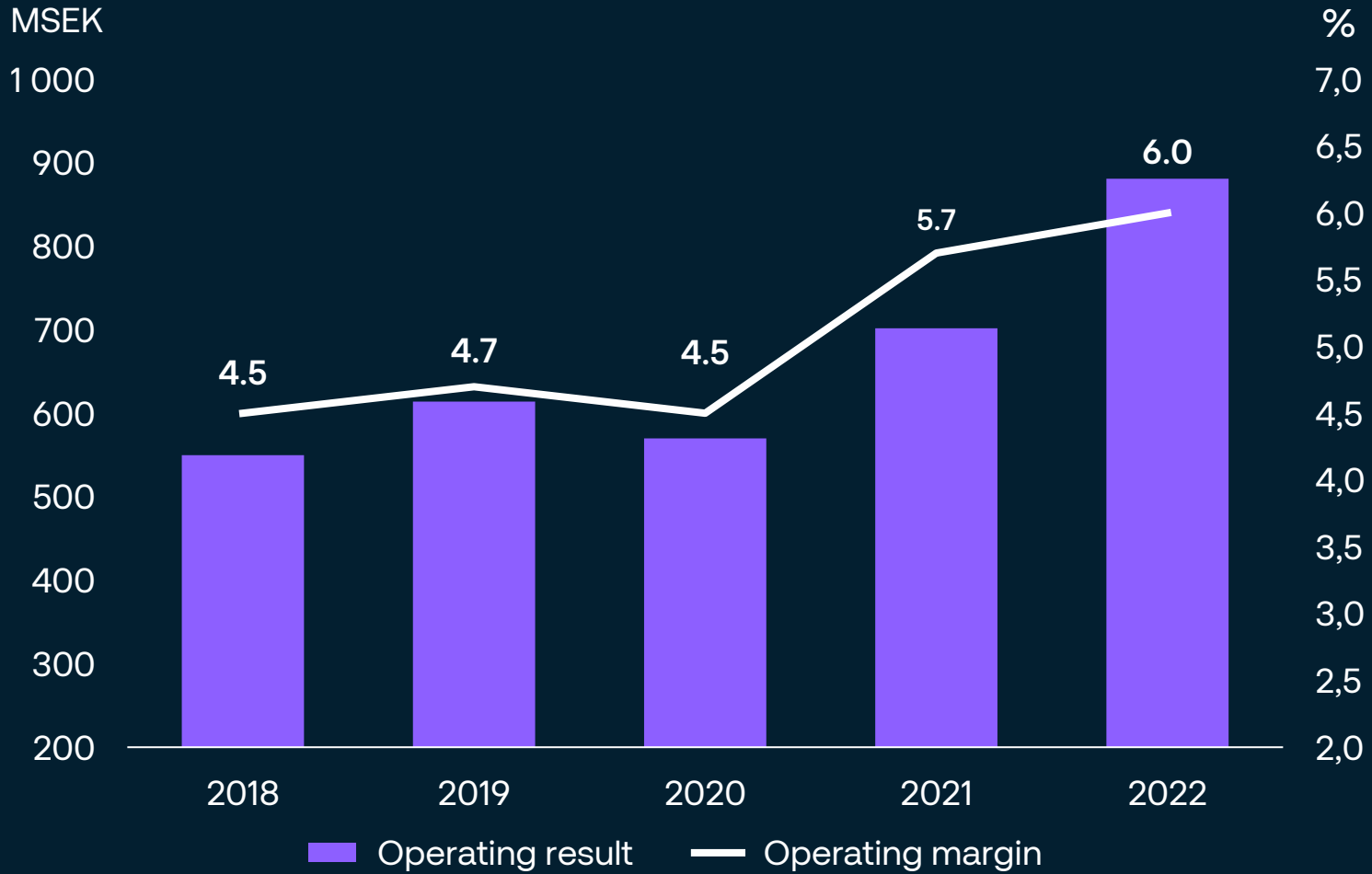


Europe – Higher sales of technology and solutions supported but higher costs for labor shortage hampered the development





Ibero-America – Positive development in Spain and Portugal



We are now building the future Securitas





A leading guarding company
with electronic security &
solutions capabilities



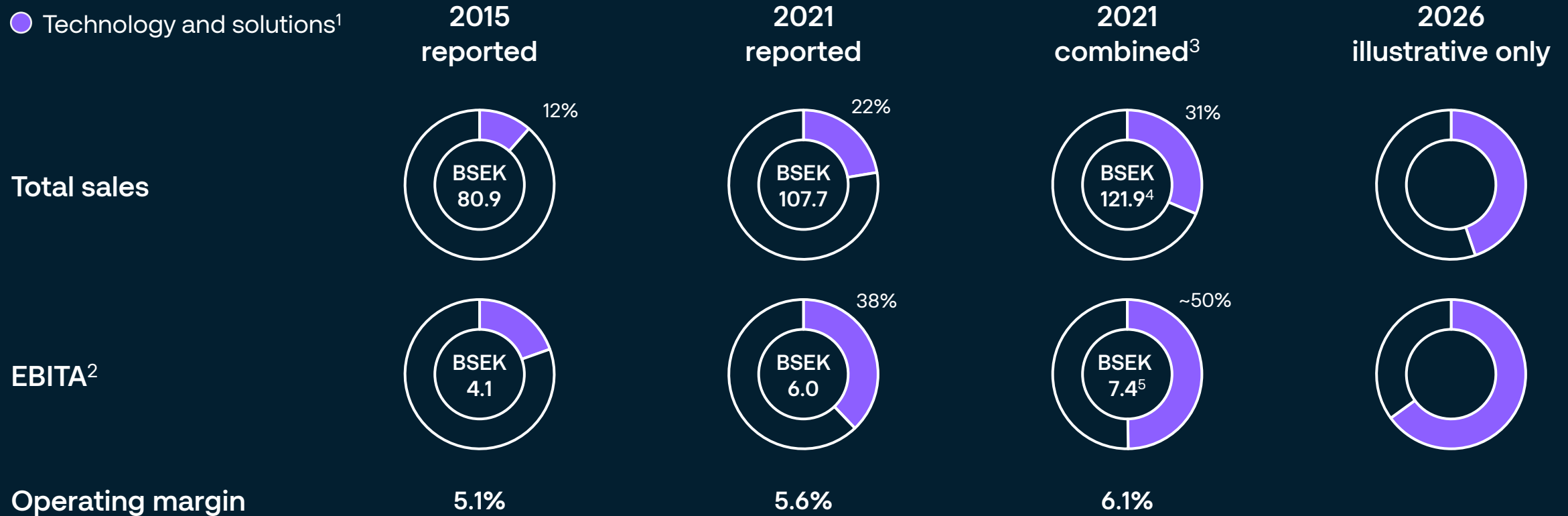
A leading commercial
electronic security provider
with highly innovative solutions





Securitas - a technology and solutions company

● Technology and solutions¹



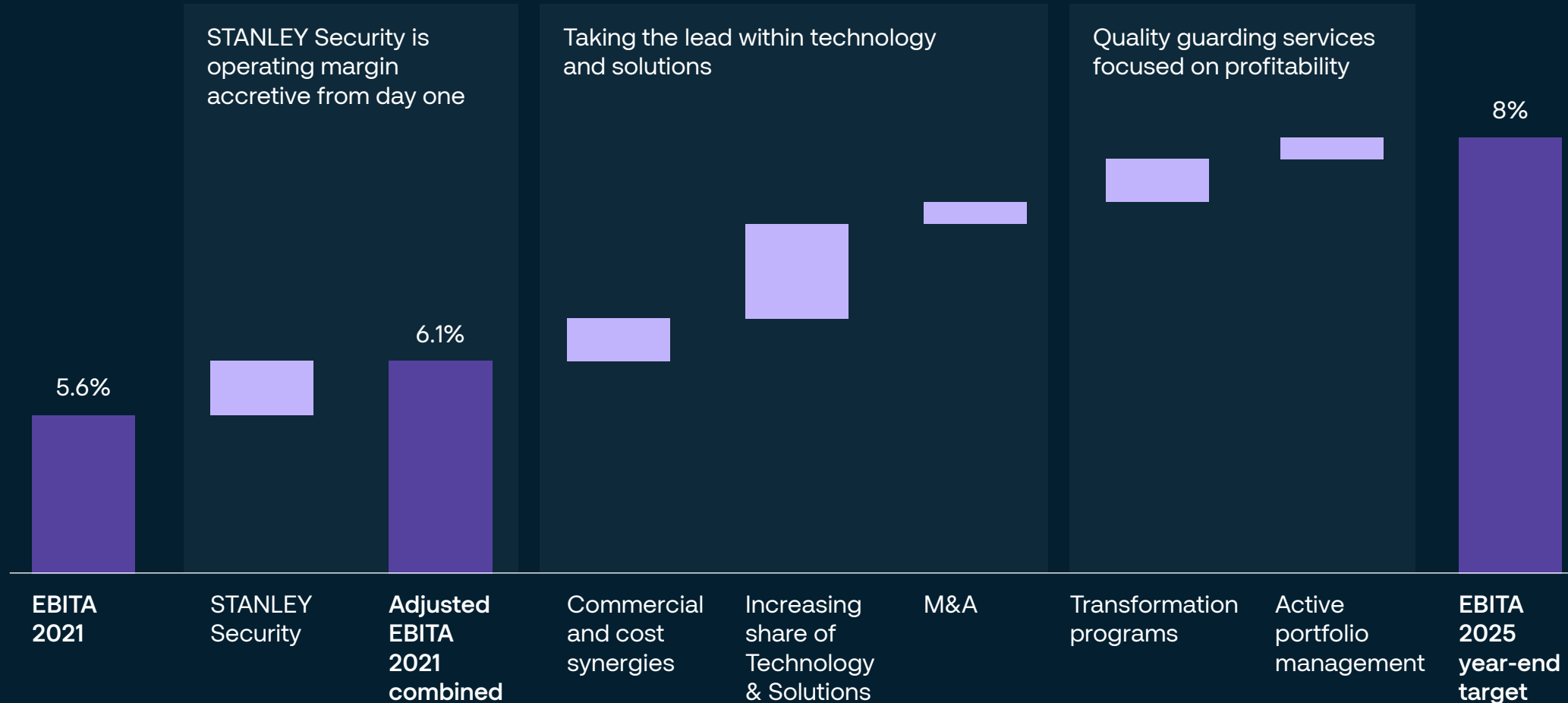
1) STANLEY Security is accounted for as Technology 2) Operating income before amortization. Group cost has been allocated to each business

3) Securitas and STANLEY Security combined. STANLEY Security financials converted using an average USD/SEK rate of 8.603 for 2021

4) STANLEY Security based on adjusted 2021 sales 5) Based on STANLEY Security adjusted EBITA



Together with STANLEY Security we have a clear roadmap to achieve the margin target



Note: Size of bridge components indicative



New financial targets

Superior growth

8-10%

Technology & Solutions annual average real sales growth¹

- A leading global Technology & Solutions provider with strong position in key geographical markets
- Compelling solutions and cross-selling opportunities
- Attractive M&A opportunities after deleveraging phase

Higher margins

8%

Group EBITA margin by year-end 2025

>10%

Long-term EBITA margin ambition

- Increased exposure to high-margin Technology & Solutions market
- Strong cost synergies
- Margin enhancement through business transformation programs
- Active portfolio management and continuous review of non-performing contracts

Operating cash flow

70-80%

of operating income before amortization

Capital structure

<3x

Net debt to EBITDA-ratio

Dividend policy

50-60%

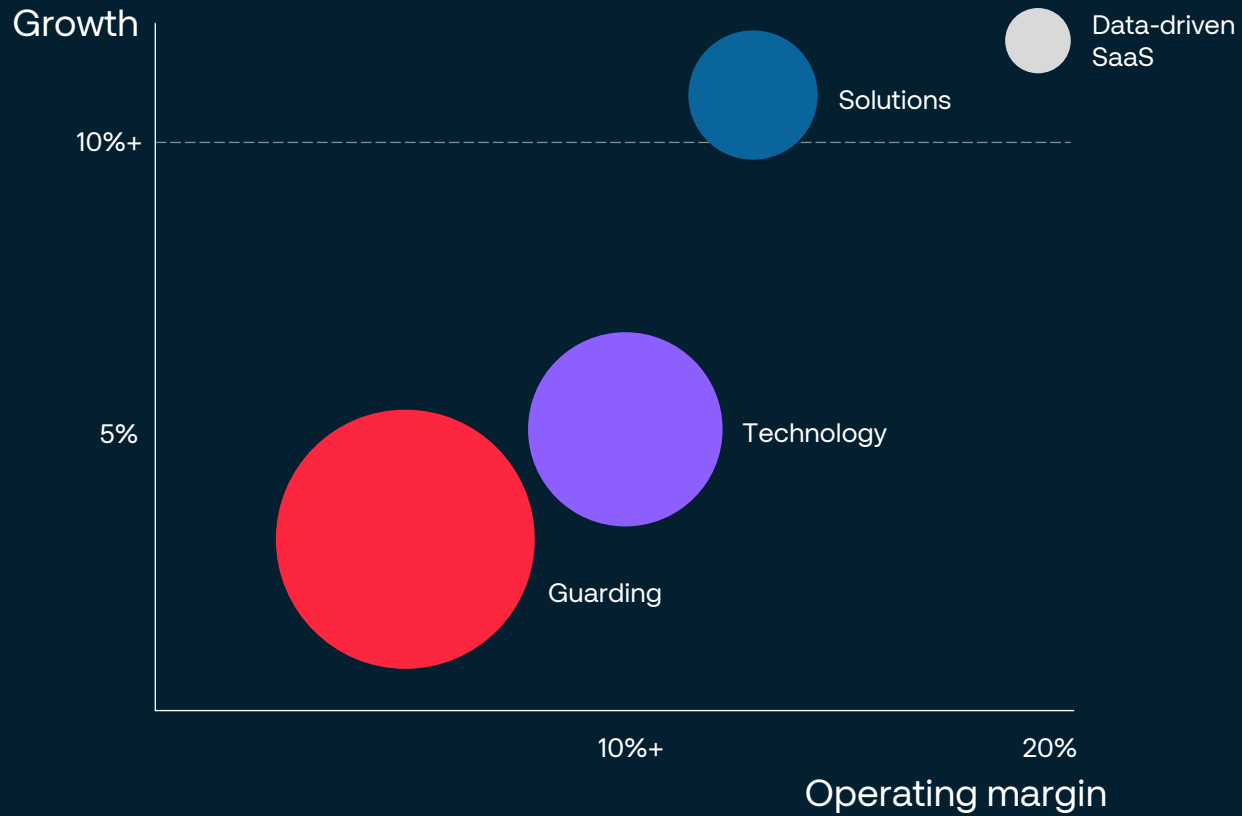
of annual net income over time

New additional disclosure from Q1 2023:

Sales and operating income for **guarding, technology & solutions and risk management and costs for Group functions**



Positioning Securitas in higher growth and margin markets



Market size

2022

Technology

BUSD 70

Solutions

Fast growth

Guarding

BUSD 135



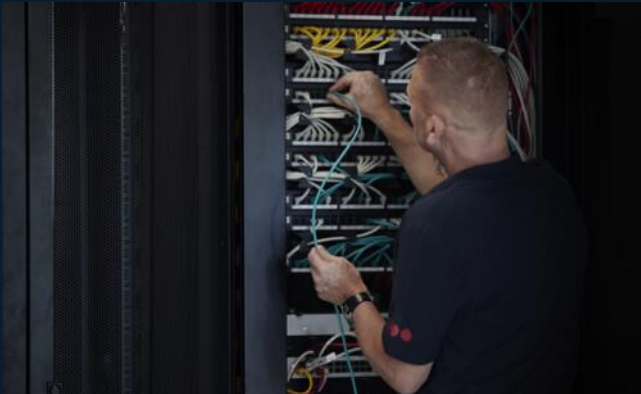
Focus areas for reaching our targets

Taking the lead within Technology

Quality guarding services focused on profitability

A global security solutions partner

A global platform to drive innovation



- Outstanding position in the technology market by teaming up with STANLEY Security to deliver superior growth
- High recurring revenue, with technology platform further driving shift to cloud and subscription-based business models and growing recurring revenue

- Profitability focus through active portfolio management in the high recurring revenue guarding business with a client retention rate of approximately 89%
- Scale, transparency and efficiency gains with digital leadership and acceleration towards solutions

- A security solutions partner with leading technology and expertise
- Well positioned to serve the comprehensive and increasingly complex needs from global clients to SMEs, through client-specific combination of six protective services

- A strong global technology platform future proofing the business for next-generation solutions
- Strengthened proposition and profitability upside by scaling technology and solutions



An ambitious sustainability agenda

Ambitious goals underpin an already ambitious sustainability strategy, as demonstrated by Securitas being rated AAA by Net Impact

Securitas is the first global security company to commit to Science Based Target initiative (SBTi), ongoing work to finalize targets



Health & safety

5% annual decrease of company injury



Business ethics

Workshops completed in all countries by end of 2023



Environment

Validated targets by Science Based Targets initiative no later than Q4 2023



Diversity & inclusion

Share of female managers at all levels >20% 2025



Learning & development

Completion of Group mandatory courses i.a. ethics and diversity



SCIENCE
BASED
TARGETS

DRIVING AMBITIOUS CORPORATE CLIMATE ACTION



What we promise and how we win together with our clients

Deep understanding our client's business and needs



Sustainable, reliable and dynamic solutions
by values-driven people,
empowered by intelligent digital services



Trusted advisor with
holistic expertise



Expert security and safety services
on-site, remotely and mobile



Proficiency, scale and
innovation in technology



Intelligent SOC for monitoring,
action and reporting





Securitas – an attractive employer for 358 000 people

The Securitas values and Toolbox

- Group-wide mandatory e-learning

Inclusive, empowering and sustainable culture

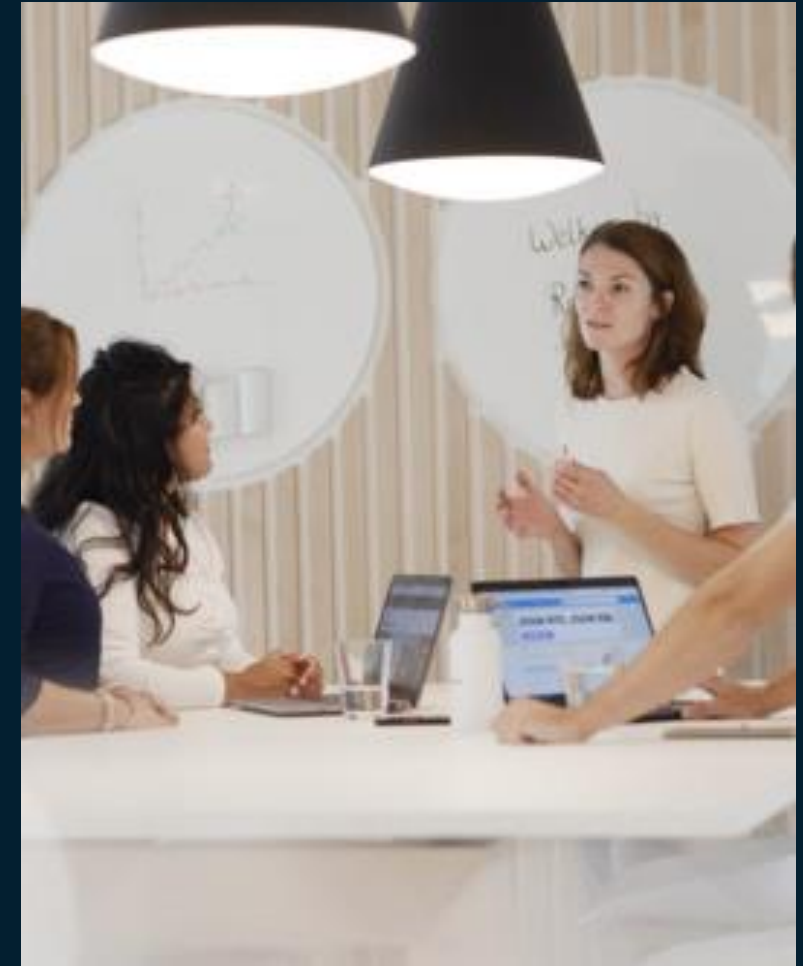
- DE&I: mandatory inclusion awareness training
- Global integrity line
- Purpose awards

Training & leadership development

- Annual talent and succession planning reviews
- Leadership framework and leadership programs
- Learning Hub: on demand Learning Management System-platform with courses for both professional and personal development for all employees

Communication & engagement

- Workplace and global employee engagement survey measuring engagement and inclusion





The Securitas Toolbox

Our most important internal leadership tool was updated during the year



- Describes who we are, how we work and engage with our clients and the world around us
- Seven core principles
- Our clients are at the heart of everything we do



Summary 2022

Increased operating result by 22 percent real change

Strong operating margin of 6.0 percent (5.6)

Good momentum in technology and solutions sales across all segments

Strategic milestones 2022

- Transforming acquisition of STANLEY Security
- First security company to commit to SBTi
- Solid progress of digitization and modernization of our systems and applications
- New financial targets

