

May 7, 2013



January – March 2013



Alf Göransson, President and CEO

Highlights January - March



- Organic sales growth 0 percent (1)
- Tough macro economic situation in important European countries
- The price/wage balance on par
- Operating margin 4.7% (4.4), mainly driven by restructuring and cost savings program
- Cost savings achieved in Q1 according to our restructuring plan
- FCF to net debt ratio 0.20 (0.12)



Financial Highlights



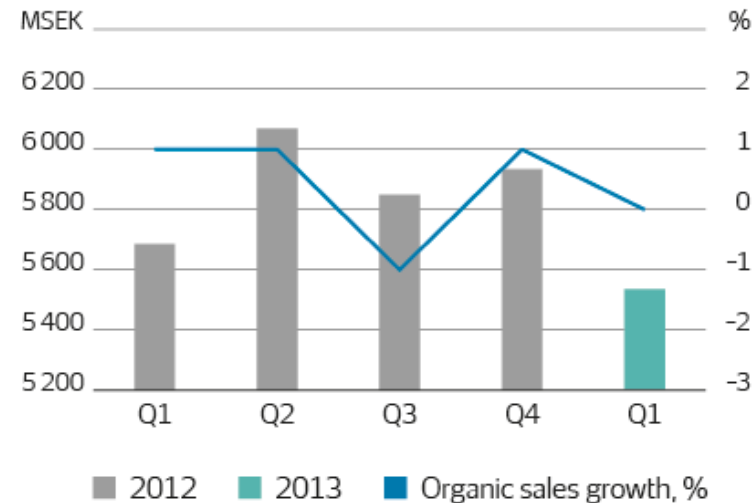
MSEK	Q1 2013	Q1 2012	Total change %	Real change %	FY 2012	Total change %
Sales	15 860	16 264	-2	2	66 458	4
<i>Organic sales growth, %</i>	<i>0</i>	<i>1</i>			<i>0</i>	
Operating income before amortization	749	720	4	9	3 027	-9
<i>Operating margin, %</i>	<i>4.7</i>	<i>4.4</i>			<i>4.6</i>	
Amortization and impairment of acquisition related assets	-64	-64			-297	
Acquisition related costs	-8	-28			-49	
Items affecting comparability	-	-			-424	
Operating income after amortization	677	628	8	13	2 257	-23
Financial income and expenses	-136	-134			-573	
Income before taxes	541	494	10	14	1 684	-31
Net income for the period	380	347	10	14	1 175	-31
Earnings per share (SEK)	1.04	0.95	9	14	3.22	-31

Comparatives have been restated due to the adoption of IAS 19 (revised).

Security Services North America – Sales Development Q1 2013



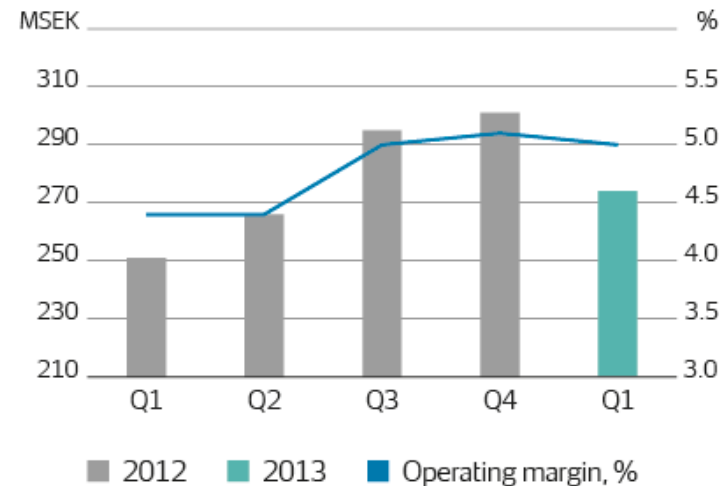
- Organic sales growth 0% (1), adjusted for leap day 2012 organic sales growth was 1 percent
- Positive development in business units federal government services and Pinkerton Corporate Risk Management
- Affordable Care Act (ACA)
 - expected cost increase in the range of 10% as of January 1, 2014
 - internal training finalized
 - renegotiation of contracts starts Q2
 - introduce technology options to minimize cost impact



Security Services North America – Income Development Q1 2013



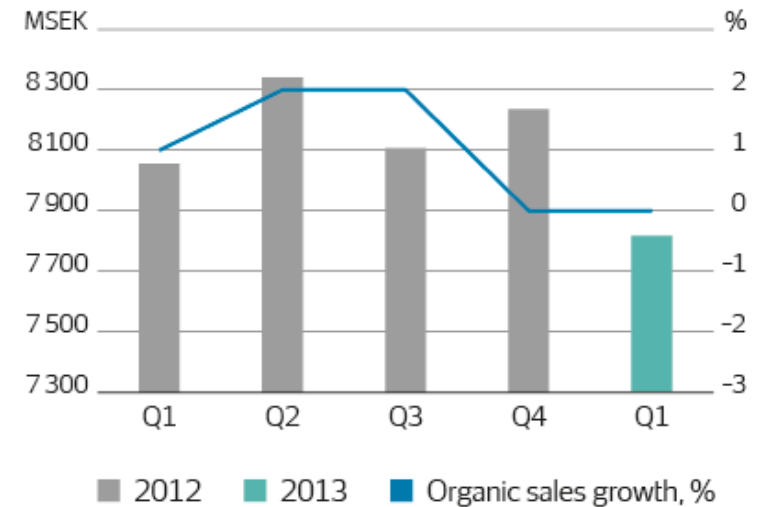
- The operating margin was 5.0% (4.4)
- Improvement mainly due to restructuring and cost savings program
- Improvements also in the guarding regions and in business units federal government services, critical infrastructure, Pinkerton Corporate Risk Management and in Canada



Security Services Europe – Sales Development Q1 2013



- Organic sales growth 0% (1)
- The Nordic countries had lower growth and France and the United Kingdom were negative with -9 and -5 percent respectively
- Positive development in Germany and Belgium supported organic sales growth

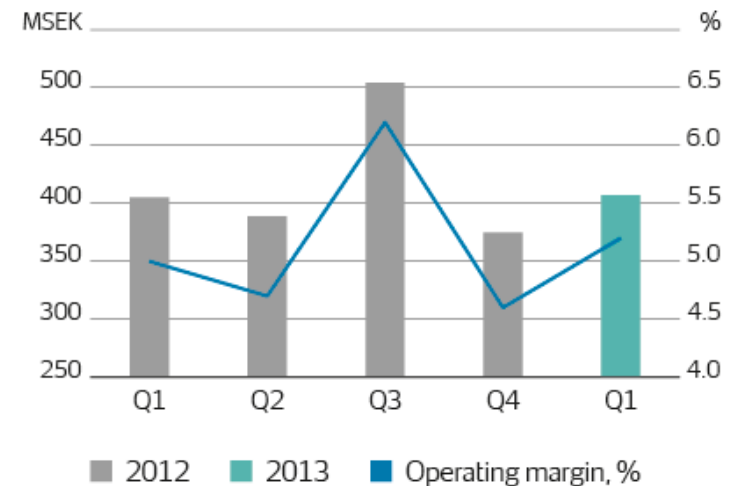


Comparatives have been restated due to the organizational changes in the Group as of January 1, 2013 and adoption of IAS 19 (revised).

Security Services Europe – Income Development Q1 2013



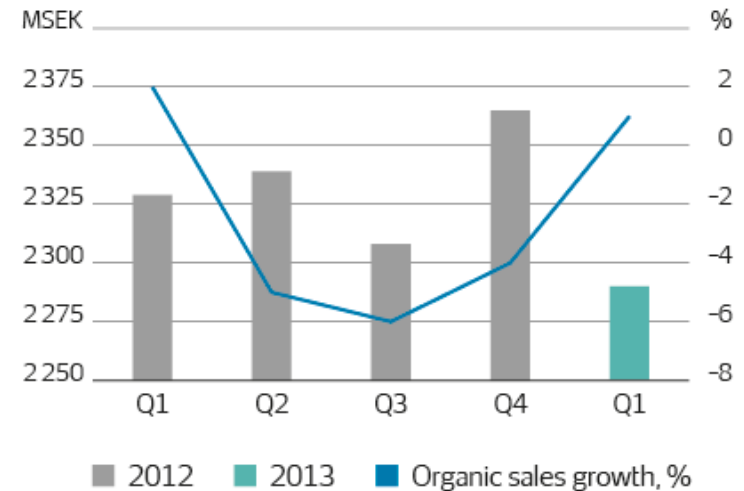
- Operating margin 5.2% (5.0)
- Improvement mainly due to restructuring and cost savings program
- Negative impact from increased wage costs due to Easter and negative leverage from lower sales in the United Kingdom
- Germany and France supported the positive development



Security Services Ibero-America – Sales Development Q1 2013



- Organic sales growth 1% (2)
- Organic sales growth in Spain -14% which is in line with the weak Spanish security market
- In Latin America the organic sales growth was 23%, driven by price increases in Argentina and price increases and portfolio growth in Chile, Colombia, Peru and Uruguay

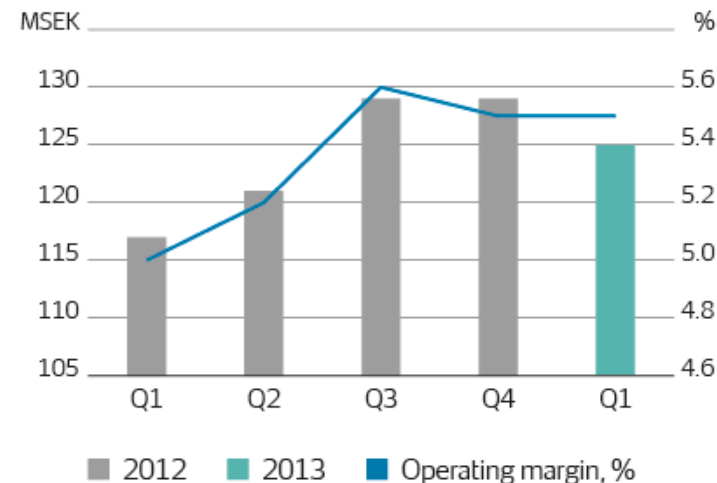


Comparatives have been restated due to the organizational changes in the Group as of January 1, 2013 and adoption of IAS 19 (revised).

Security Services Ibero-America – Income Development Q1 2013



- Operating margin 5.5% (5.0)
- Improvement mainly due to restructuring and cost savings program in Spain
- Lower sales and increased payroll taxes had a hampering effect
- Operating margin declined slightly in Latin America due to timing differences in recovering wage increases through price increases



Comparatives have been restated due to the organizational changes in the Group as of January 1, 2013 and adoption of IAS 19 (revised).

Cash flow



MSEK	Q1 2013	Q1 2012	FY 2012	FY 2011
Operating income before amortization*	749	720	3 027	3 335
Investments in non-current tangible and intangible assets	-194	-249	-1 039	-1 010
Reversal of depreciation	235	235	946	902
Change in accounts receivable	-35	-41	205	-723
Change in other operating capital employed*	-602	-487	61	-397
Cash flow from operating activities	153	178	3 200	2 107
<i>Cash flow from operating activities, %</i>	<i>20</i>	<i>25</i>	<i>106</i>	<i>63</i>
Financial income and expenses paid	-159	-79	-532	-475
Current taxes paid	-117	-107	-583	-764
Free cash flow	-123	-8	2 085	868
<i>As % of adjusted income</i>	<i>-26</i>	<i>-2</i>	<i>108</i>	<i>40</i>
<i>Free cash flow to net debt</i>	<i>0.20</i>	<i>0.12</i>	<i>0.21</i>	<i>0.08</i>

* Comparatives have been restated as an effect of a change in accounting principle IAS 19 (revised).

Net Debt Development



MSEK

Net debt January 1, 2013	-9 865
Free cash flow	-123
Acquisitions	-50
IAC payments	-165
Change in net debt	-338
Translation and revaluation	142
Net debt March 31, 2013	-10 061



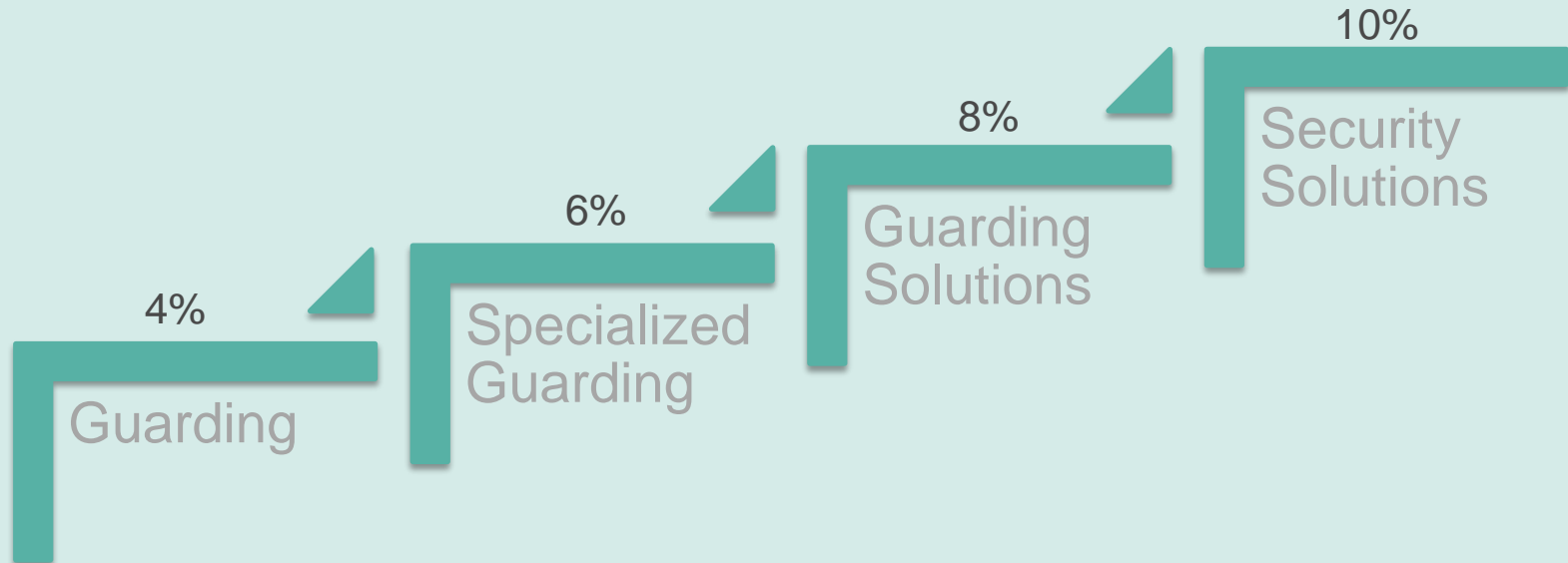
Focus areas in 2013 – Technology investments



- Investments in technology resources and sales of security solutions
 - Re-organization completed – the new platform has been created
 - CTO functions established
 - Roll-out of remote video solutions offering "intelligent cameras" as part of security solutions contracts
- As of Q1 2013, external reporting of the sales development of security solutions and technology
- 6% of sales in 2012 and 6.5% in Q1 2013 – target to triple share by end of 2015
- We will continue to selectively acquire technology operations to build and strengthen our technology platform



Strategic direction in the Group



Questions and Answers





Integrity | Vigilance | Helpfulness

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