

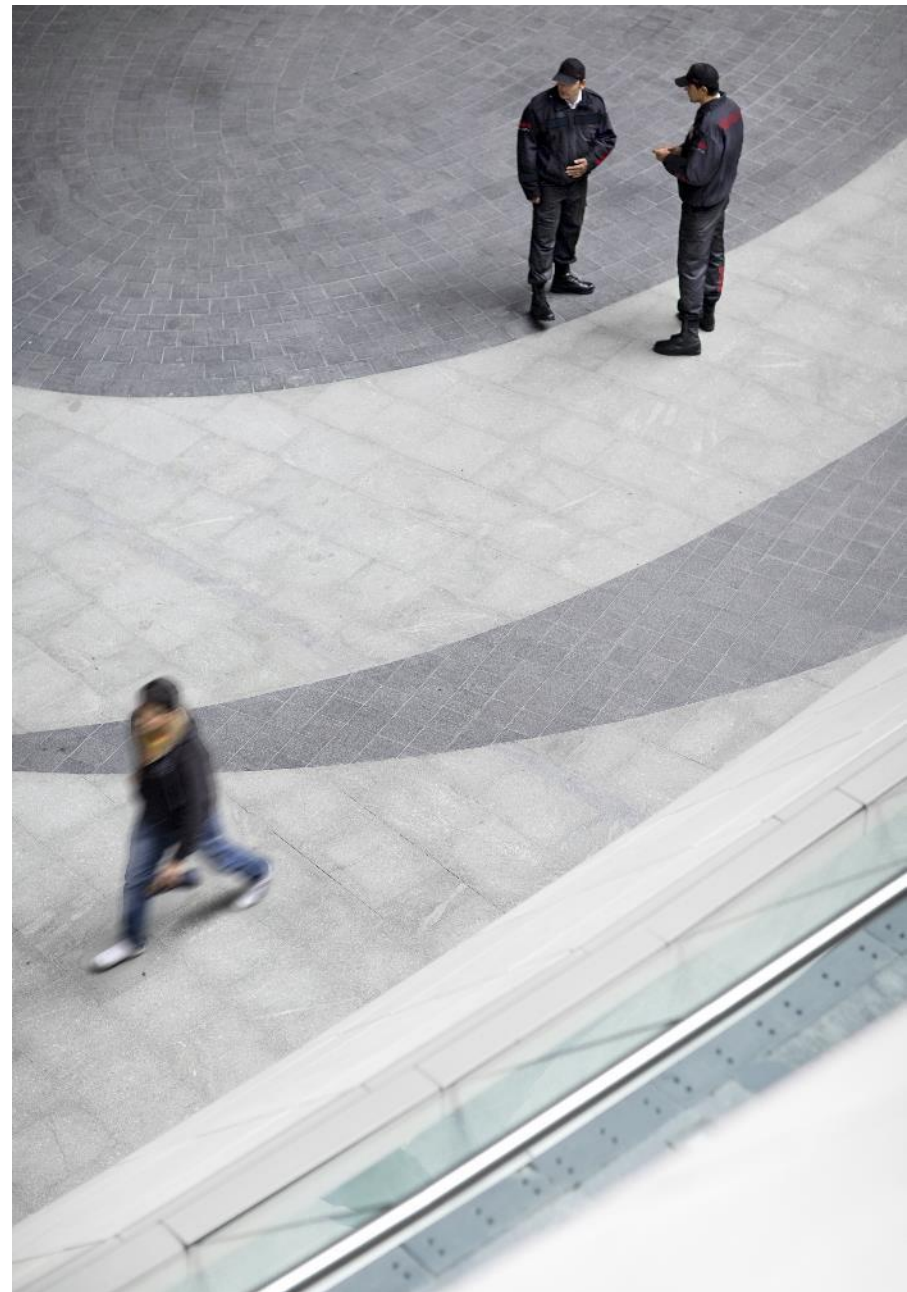
Interim Report January-June 2022

Magnus Ahlqvist, President and CEO
Andreas Lindback, CFO



Strong operational results and closing the Stanley Security acquisition

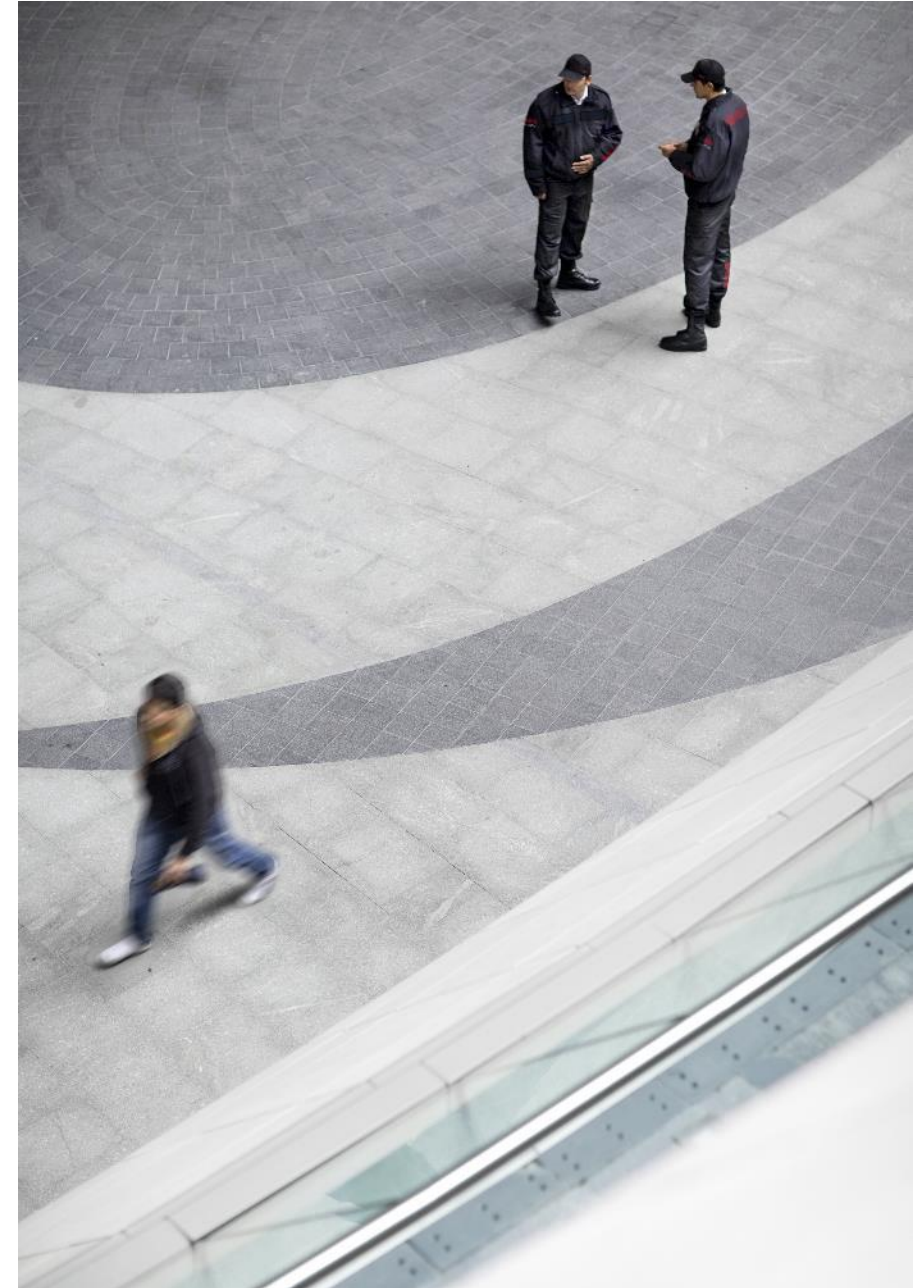
- **6 percent organic sales growth (8)**
 - Accelerated business momentum, driven by strong sales growth in Europe and Ibero-America. Positive organic sales growth in North America expected in Q3
- **Operating margin of 5.8 percent (5.6)**
 - Driven by North America and Ibero-America
 - Significantly higher than the pre-pandemic years
- **Positive price and wage balance**
 - Dynamic price increase management a key priority going forward
- **High focus on profitability is generating results**
 - Higher sales of security solutions and electronic security across all segments, with 13 percent real sales growth, now representing 23 percent (22) of total sales
 - Positive impact from active portfolio management and transformation programs
- **Committed to the Science Based Targets initiative (SBTi) as first major security company**
 - Now developing and validating targets





Closing of Stanley Security acquisition

- The acquisition of Stanley Security closed on July 22
- Our joint integration preparation work has been solid
- We are looking forward to accelerate our journey together and immediate execute on our value creation plan
- We will update on the strategy for the new Group, with new financial targets, at the Investor update on August 24

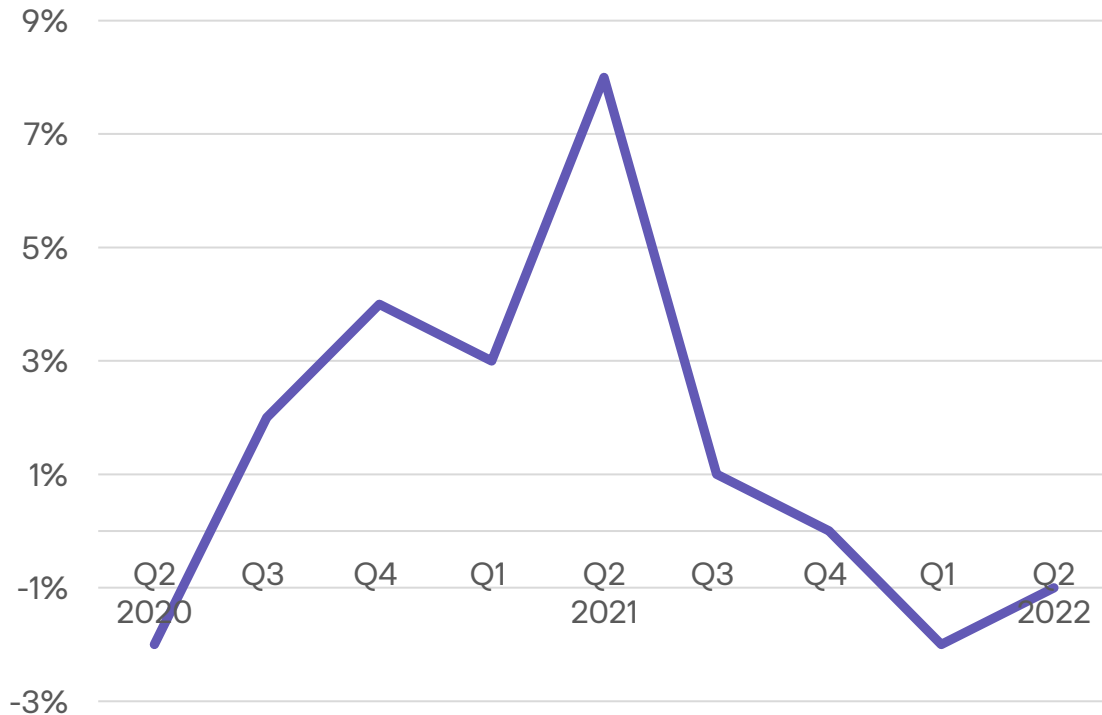




Security Services North America

Growth hampered mainly by terminated contacts and lower extra sales, but outlook is positive

Organic sales growth



Organic sales growth -1% (8) in Q2, -1% (5) in H1

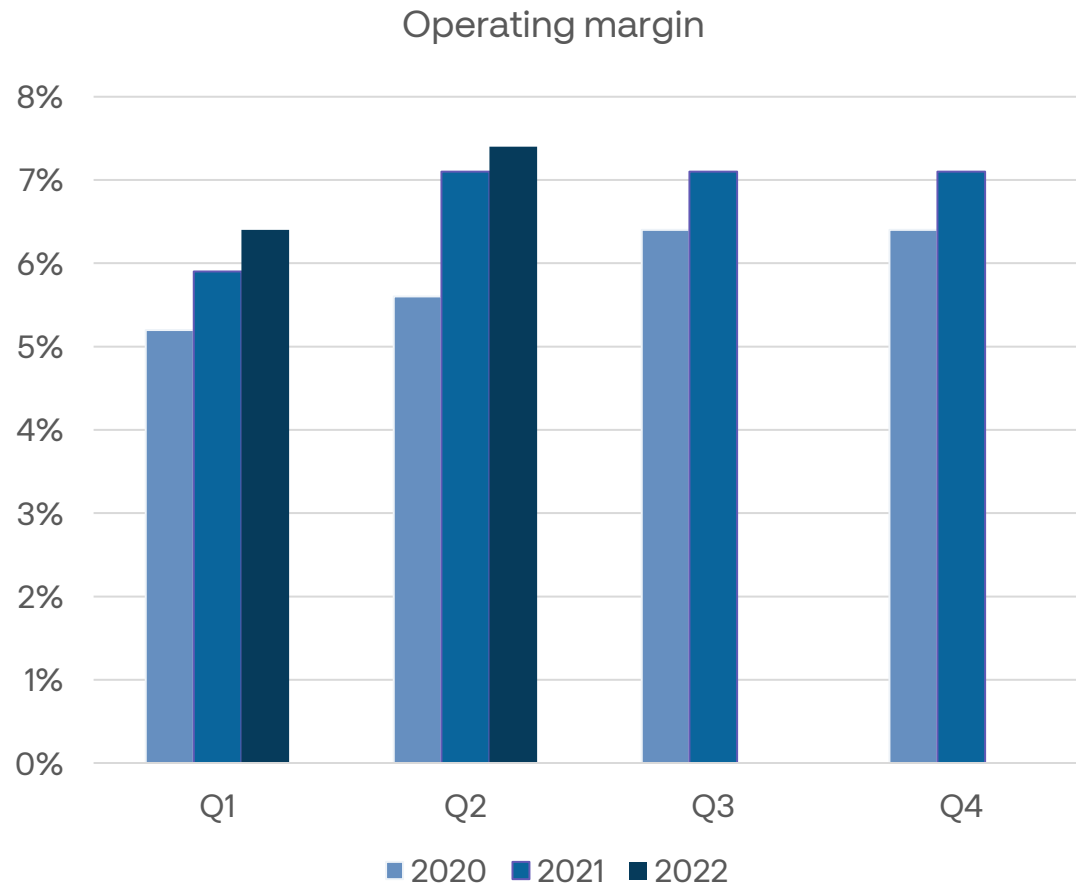
- Previously announced terminated contracts, lower corona-related extra sales main reasons for the decline
- Positive organic sales growth expected in Q3
- Successful price increase campaigns and good commercial activity
- Installation business improved in Q2, with record-level backlog although still hampered by supply-chain issues and labor shortage
- Security solutions and electronic security sales represented 19 percent (18) of total sales in H1
- Client retention rate 85 percent (90)





Security Services North America

Margin improvement supported by all business units



Operating margin 7.4% (7.1) in Q2, 6.9% (6.5) in H1

- In Guarding the finalized business transformation impacted positively but was hampered by lower corona-related extra sales
- Strong margin development in Electronic Security driven by good business mix and solid operational execution
- Pinkerton performed well supported by strong sales leverage
- Critical Infrastructure Services improved supported by active portfolio management

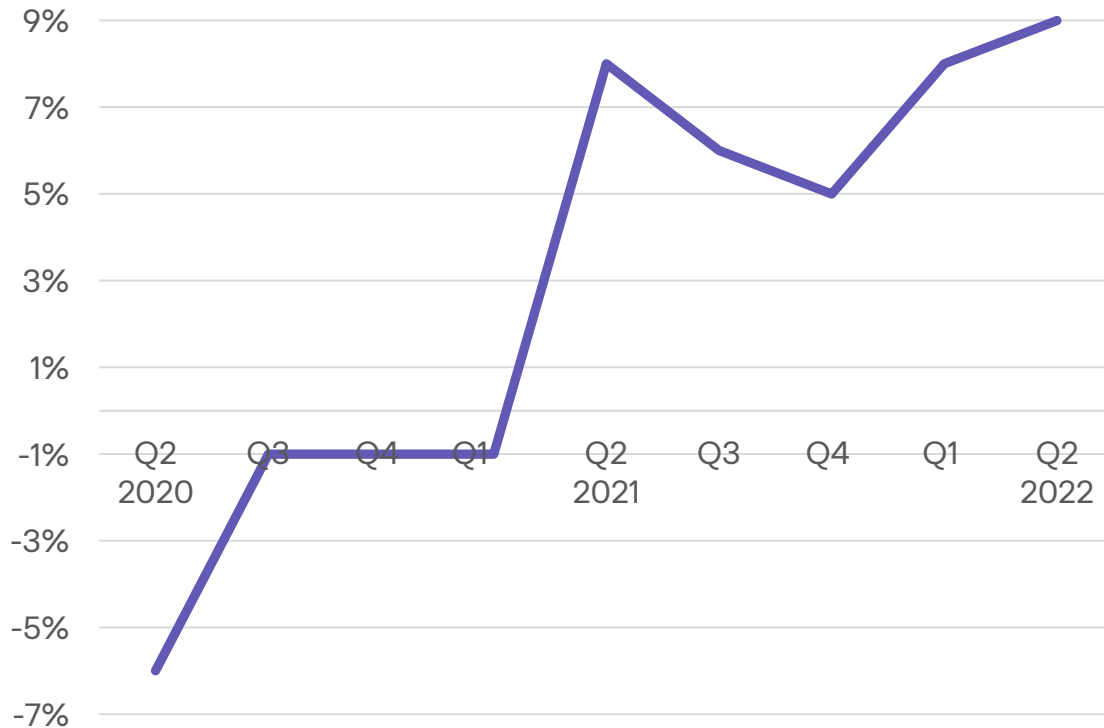




Security Services Europe

Positive portfolio development contributed to organic sales growth improvement

Organic sales growth



Organic sales growth 9% (8) in Q2, 9% (3) in H1

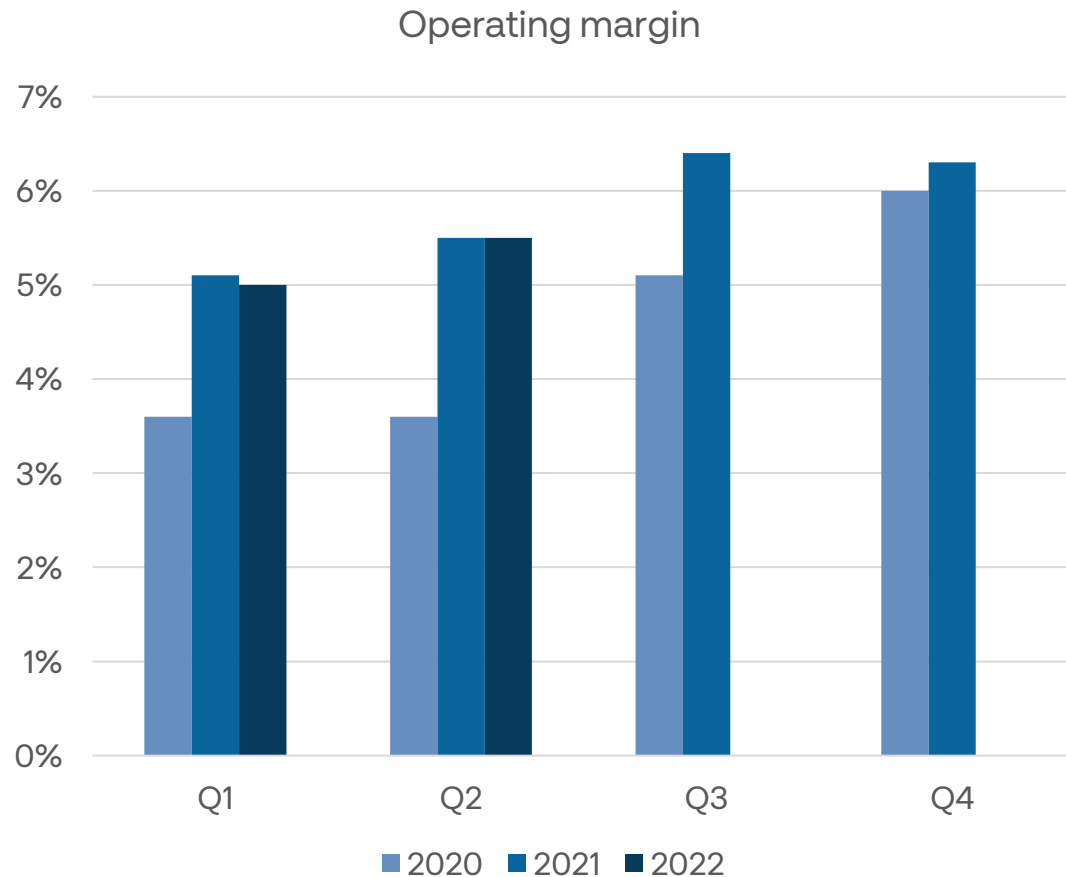
- Continued post corona recovery, particularly in the airport security business
- Strong price increases supported organic sales growth including impacts from the high inflationary environment in Türkiye
- Good momentum within security solutions and electronic security, represented 25 percent (24) of total sales in H1
- Client retention rate 91 percent (92)





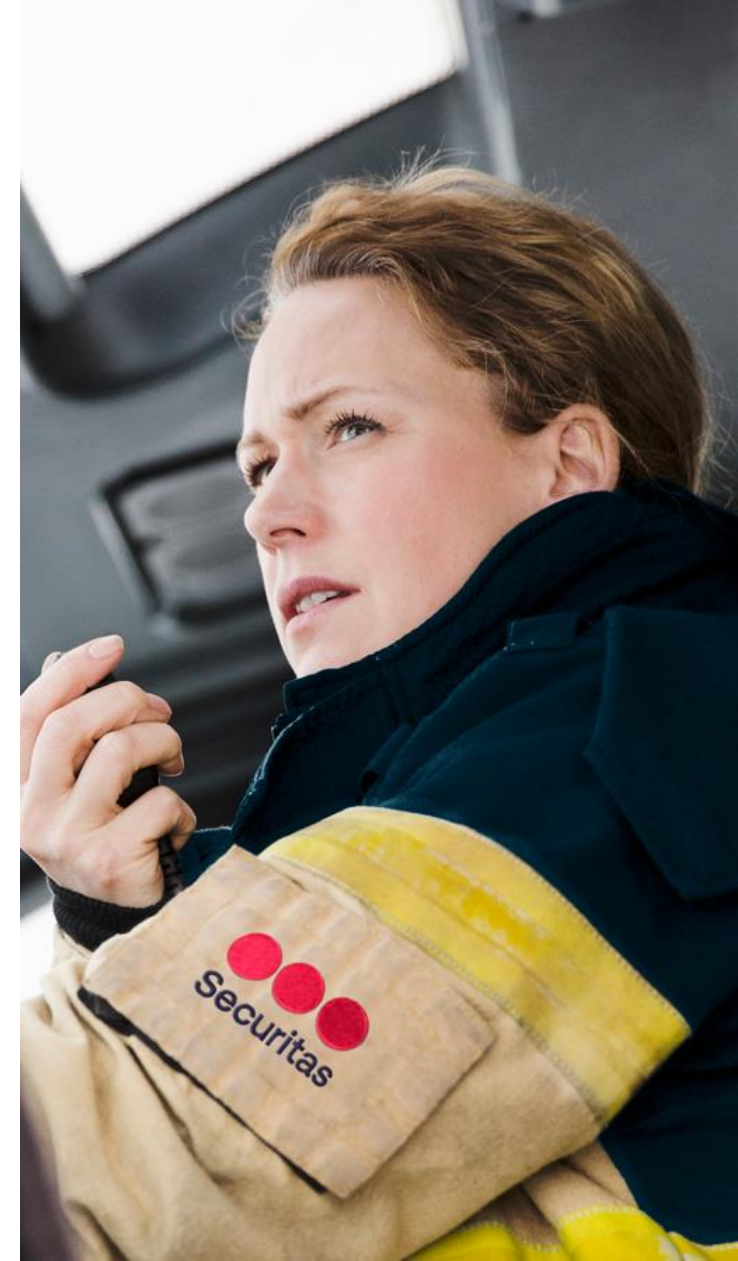
Security Services Europe

Active portfolio management supported the margin



Operating margin 5.5% (5.5) in Q2, 5.2% (5.3) in H1

- Positive impact from active portfolio management as well as previously acquired electronic security businesses
- Negatively impacted by corona-related sickness costs and increased costs related to labor shortage
- Cost measures and cost leverage on the strong sales growth also impacted positively

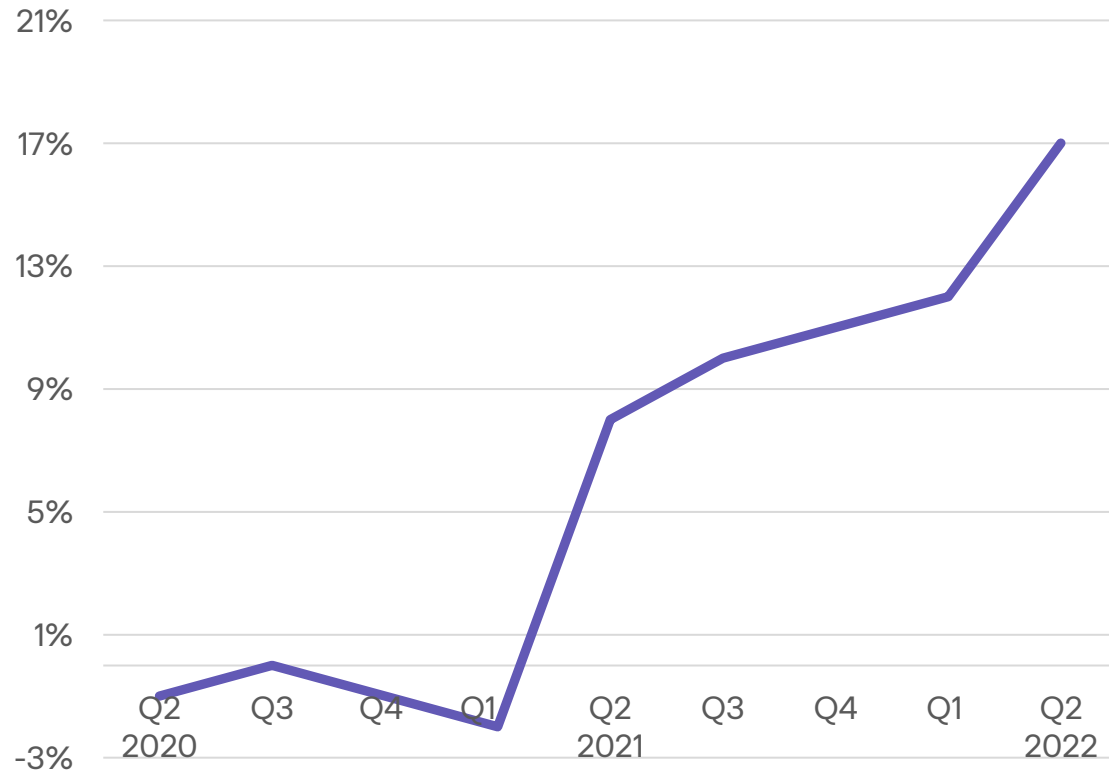




Security Services Ibero-America

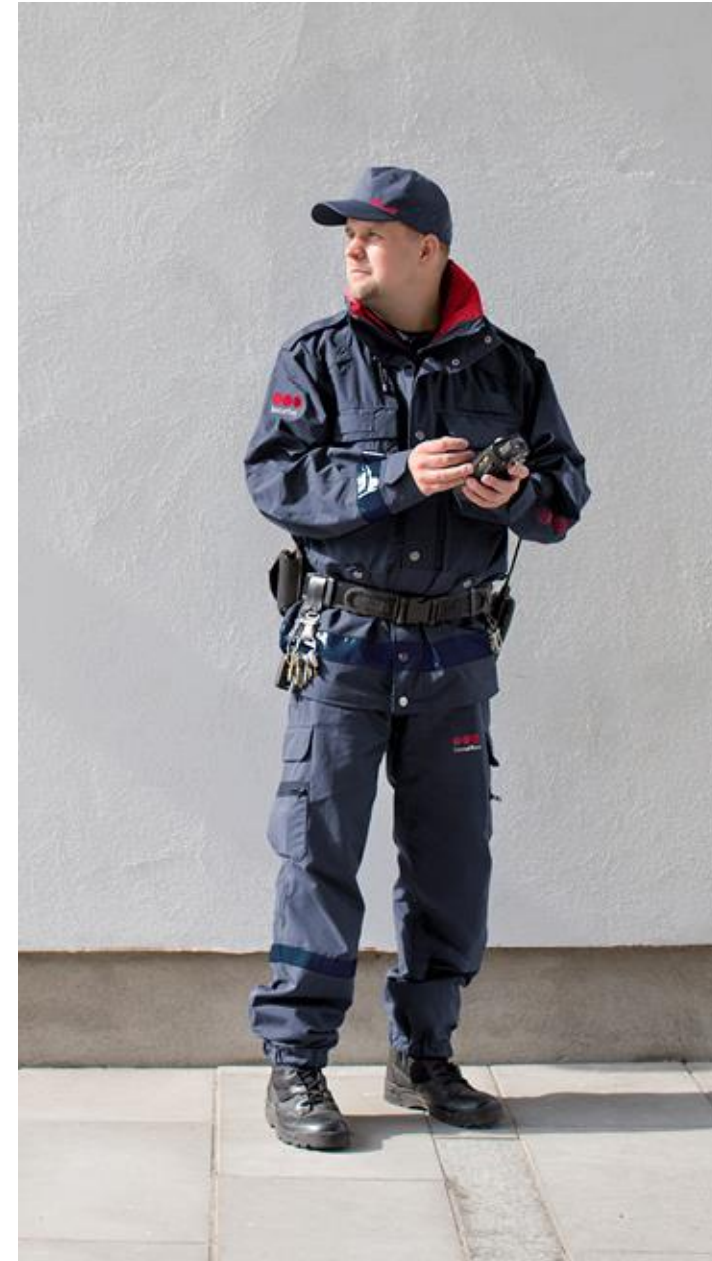
Strong organic sales growth

Organic sales growth



Organic sales growth 17% (8) in Q2, 15% (2) in H1

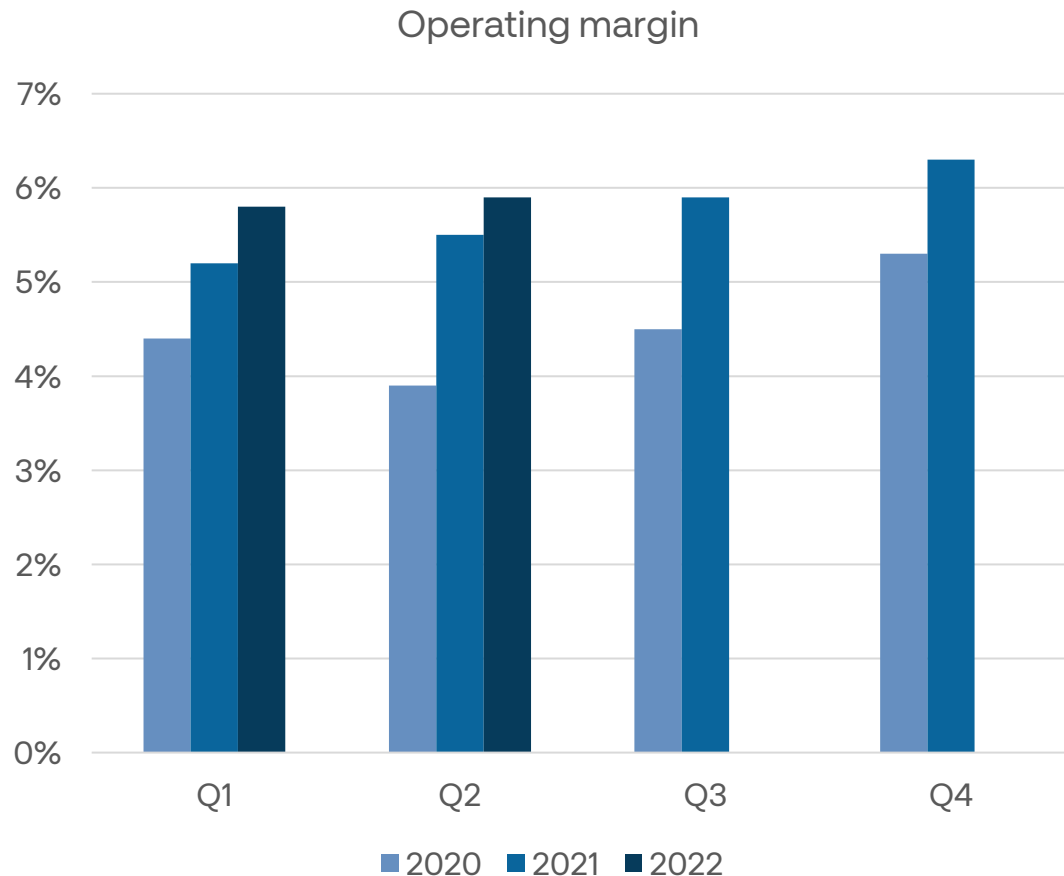
- In Spain, organic sales growth was 10 percent (9) in Q2 with a strong development across the business
- Latin America improved compared to last year but price increases in Argentina was the primary driver
- Good momentum of security solutions and electronic security sales representing 30 percent (30) of total sales in H1
- Client retention rate 92 percent (88)





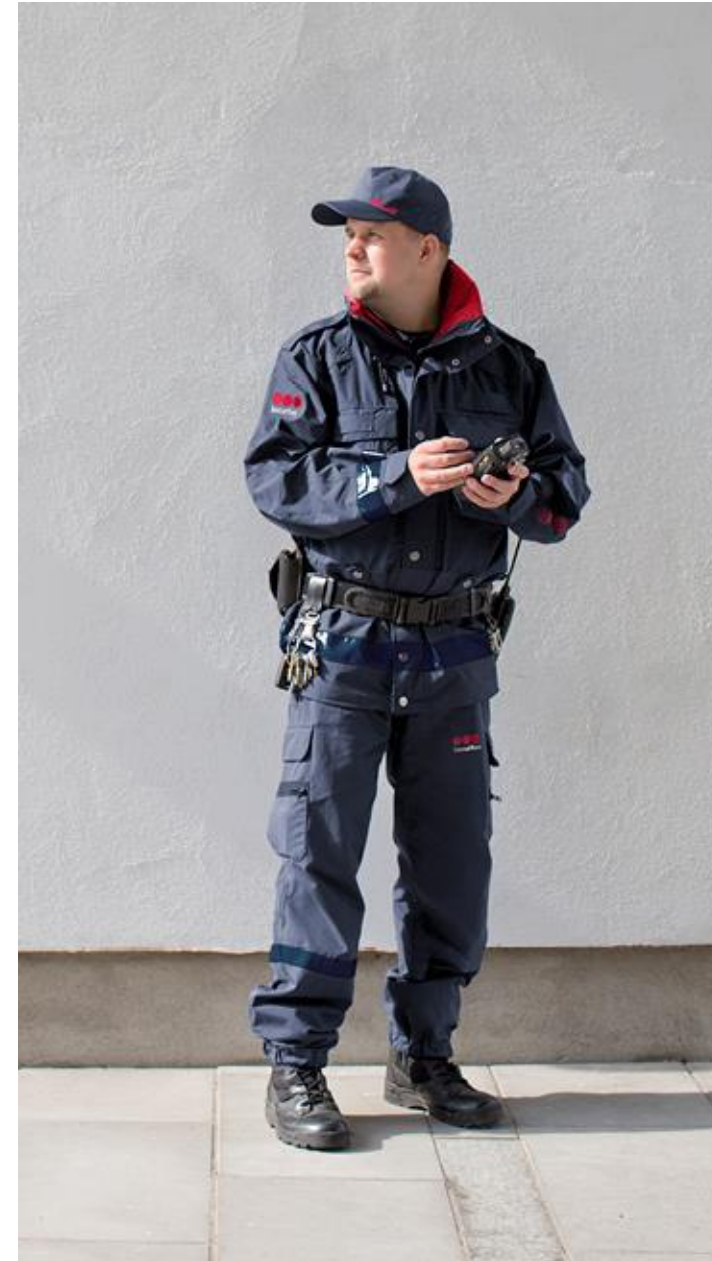
Security Services Ibero-America

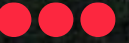
Strong performance in Spain and Portugal



**Operating margin 5.9% (5.5)
in Q2, 5.8% (5.3) in H1**

- Improvement driven by Spain and Portugal
- Latin America improved compared to last year, supported by most countries
- Market conditions in Argentina remained challenging





Financials



Andreas Lindback
CFO



Strong margin improvement, also compared to the pre-pandemic years

MSEK	Q2 2022	Q2 2021	H1 2022	H1 2021	FY 2021
Sales	30 535	26 499	59 133	52 313	107 700
<i>Organic sales growth, %</i>	6	8	5	4	4
Operating income before amort.	1 760	1 471	3 212	2 727	5 978
<i>Operating margin, %</i>	5.8	5.6	5.4	5.2	5.6
Amort. of acquisition-related intangible assets	-61	-63	-122	-128	-290
Acquisition-related costs	-15	-13	-25	-42	-122
Items affecting comparability	-226	-259	-360	-395	-871
Operating income after amortization	1 458	1 136	2 705	2 162	4 695
Financial income and expenses	-61	-91	-156	-185	-364
Income before taxes	1 397	1 045	2 549	1 977	4 331
<i>Tax, %</i>	27.0	27.0	27.0	27.0	27.6
Net income for the period	1 020	763	1 861	1 443	3 134
EPS, SEK	2.79	2.09	5.09	3.95	8.59
EPS, SEK before IAC	3.33	2.64	5.90	4.75	10.41

- Continued solid operating margin improvement
- No material support from Corona-related government grants
- Türkiye considered hyperinflationary under IAS 29 as per April 1
- IAC of MSEK –226 (–259) in H1, mainly related to transformation programs in Europe and Ibero-America
- Financial income and expenses: negative impact from higher interest rates offset by MSEK 30 (3) positive IAS 29 impact and FX



Items affecting comparability

- Three programs closed in Q4 2021 with solid value realization ongoing
- Europe and Ibero-America programs executing according to plan
- Transaction and integration-related Stanley cost according to announced plan

YTD June 2022

Programs	MSEK	-290
Stanley	MSEK	-70
IAC	MSEK	-360

Transformation programs – Europe and Ibero-America, announced Q4 2020

- Total program cost announced: MSEK -1 400 over the period 2021-2023
- Cloud computing: MSEK ~250 CAPEX to IAC transfer (non-cash) over 2022-2023. No material historical impact
- Total IAC Q2 2022: MSEK -169

Estimated IAC-range of MSEK -550 to -600 in FY 2022

Stanley Security acquisition, announced in Q4 2021, completed on July 22, 2022

- Total MUSD -135 (app. BSEK -1.4) acquisition-related cost, majority in 2022-2023
- Q2 2022: MSEK -57
- Total cost since announcement: MSEK -132



Strong tailwind from FX

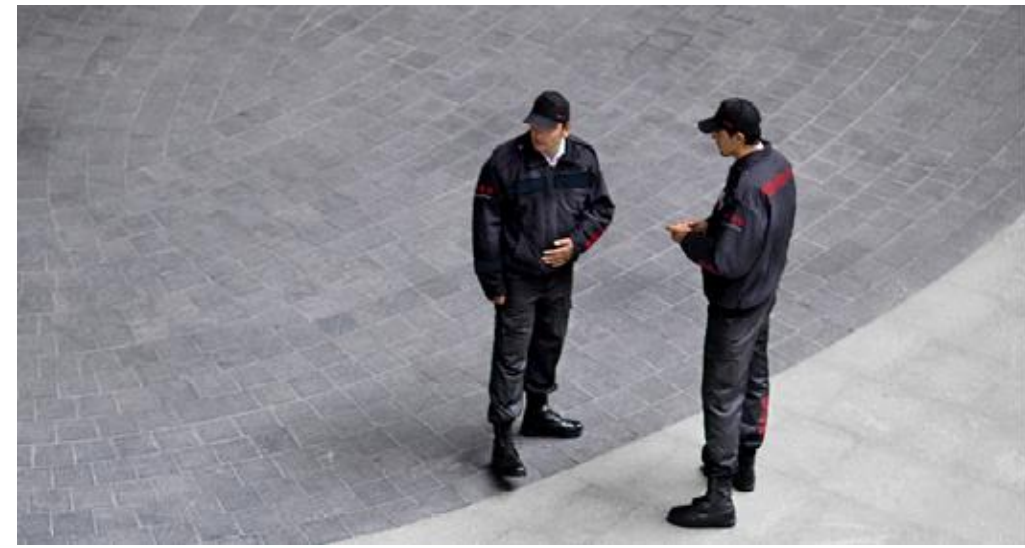
MSEK	Q2 2022	Q2 2021	Change	
			Total, %	Real*, %
Sales	30 535	26 499	15	6
Operating income	1 760	1 471	20	8
EPS, SEK	2.79	2.09	33	17
EPS, SEK, before IAC	3.33	2.64	26	10

* Including acquisitions and adjusted FX

MSEK	H1 2022	H1 2021	Change	
			Total, %	Real*, %
Sales	59 133	52 313	13	5
Operating income	3 212	2 727	18	8
EPS, SEK	5.09	3.95	29	16
EPS, SEK, before IAC	5.90	4.75	24	11

FX SEK END-RATES

	Q2 2022	Q2 2021	%
USD	10.16	8.52	19.2
EUR	10.69	10.15	5.3





Stable cash flow in the second quarter

MSEK	Q2 2022	Q2 2021	H1 2022	H1 2021	FY 2021
Operating income before amortization	1 760	1 471	3 212	2 727	5 978
Net investments in non-current assets	-151	-38	-194	-33	-120
Change in accounts receivable	-873	-380	-1 321	-240	117
Change in other operating capital employed	191	-123	-899	-241	-399
Cash flow from operating activities	927	930	798	2 213	5 576
<i>Cash flow from operating activities, %</i>	<i>53</i>	<i>63</i>	<i>25</i>	<i>81</i>	<i>93</i>
Financial income and expenses paid	-37	-16	-273	-258	-312
Current taxes paid	-394	-537	-716	-782	-1 265
Free cash flow	496	377	-191	1 173	3 999
<i>Free cash flow, %</i>	<i>39</i>	<i>34</i>	<i>-8</i>	<i>60</i>	<i>95</i>

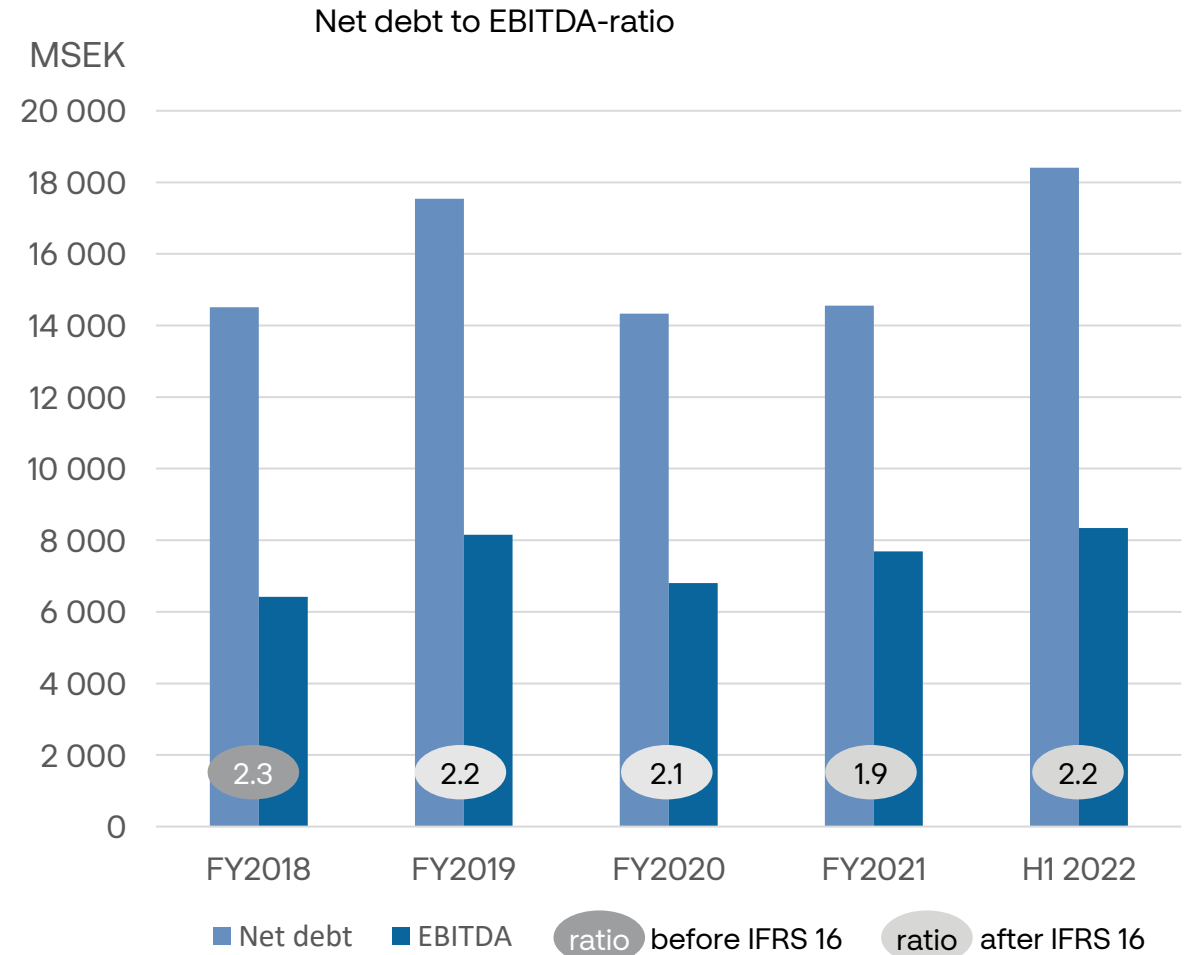
- Net investments of MSEK -151 (-38) in Q2
 - CAPEX of MSEK -861 and reversal of depreciation of MSEK 710
 - CAPEX <3% of Group sales annually
- Strong organic sales growth and slightly increased DSO impacted accounts receivables negatively in the second quarter
- Free cash flow negatively impacted last year by higher tax payments in the US
- H1 cash flow behind last year:
 - Q1 2021 exceptional cash flow due to flat organic sales growth and positive impact from payroll timing in North America and the Netherlands of approximately MSEK 600
 - Q1 2022 impacted by increased DSO from a low level at year-end 2021
- Remaining approximately MSEK 600 corona-related government payment relief measures in North America from 2020 to be paid in Q4 2022



Stable net debt to EBITDA-ratio

MSEK

Net debt Jan 1, 2022	-14 551
Free cash flow	-191
Acquisitions/Divestitures	-38
IAC	-508
Dividend paid	-1 604
Lease liabilities	-160
Change in net debt	-2 501
Revaluation	-15
Translation	-1 342
Net debt June 30, 2022	-18 409

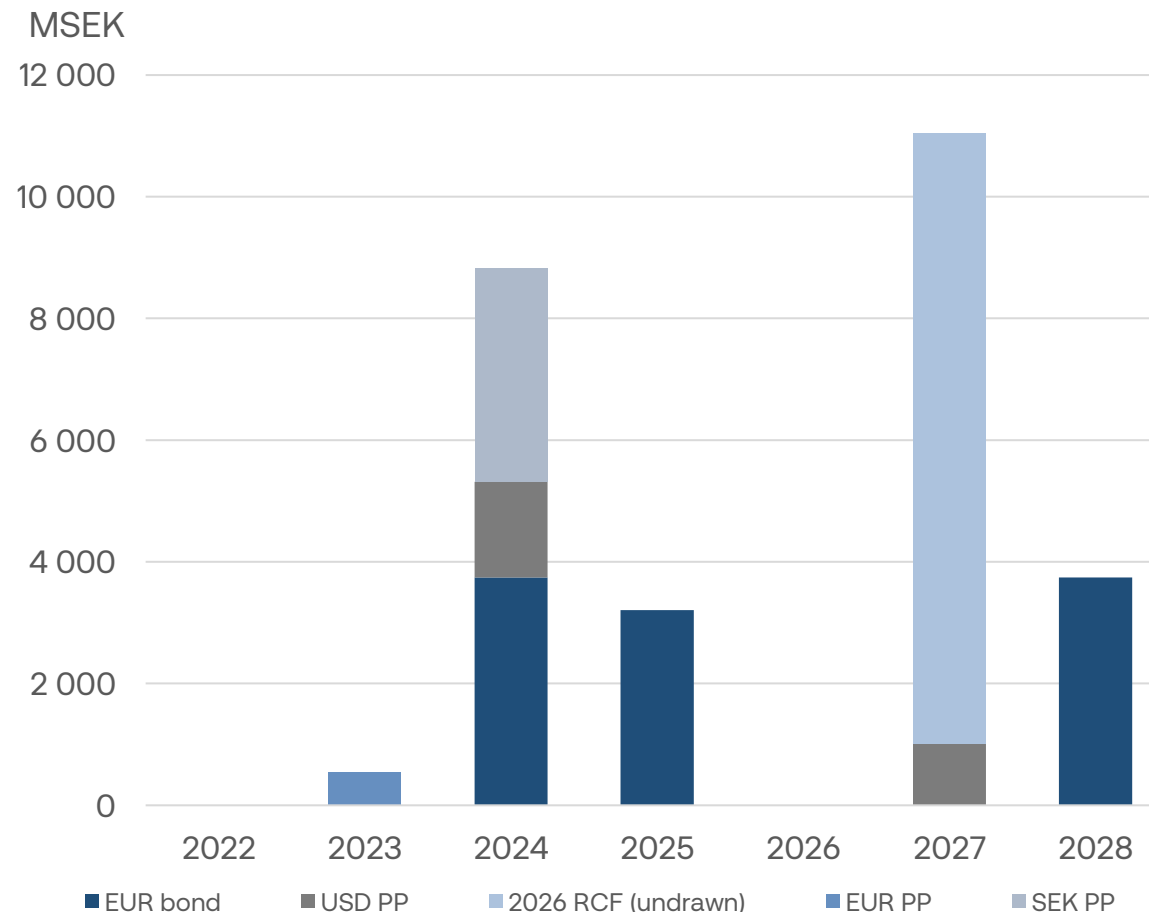




Solid financing in place

- Solid financing in place, no financial covenants
- Good liquidity at end of Q2: BSEK 3.3
- RCF extended to 2027 in April and is fully undrawn
- One additional bank joining RCF in July, increasing facility from MEUR 938 to MEUR 1 029
- Bridge facility connected to the BUSD 3.2 Stanley Security transaction in place. Facility was utilized to close the transaction on July 22
- The bridge will be refinanced by a mix of long-term debt and a rights issue which we expect to launch in September. The rights issue will amount to the SEK equivalent of approximately MUSD 915 as previously communicated
- On July 26, 2022, S&P downgraded Securitas credit rating to BBB- with stable outlook after the acquisition completion
- Remain committed to investment grade rating

Committed funding maturity profile, excluding bridge facility



Debt maturity chart shows Q2 end position



Accelerating our leadership in the industry





Solid progress with the transformation programs

The first three programs closed at the end of 2021

Modernization and efficiency

MODERNIZING GLOBAL IS/IT  

SSNA BUSINESS TRANSFORMATION  

COVID-19 COST SAVINGS AND 11 MARKET EXITS  

SSEU & SSIA BUSINESS TRANSFORMATION 



Targeted impacts

Group: MSEK 300 savings upon completion by 2022

SSNA: Up to 0.5% margin benefit by 2022, gradual improvement in 2021

COVID-19: 2 year pay-back period

Exit: Focus and less complexity

SSEU: Around 6.5% OPM by 2024. First impact 2022

SSIA: Around 6.0% OPM by 2024



Transforming the profile of Securitas



Securitas

A leading guarding company with
electronic security & solutions
capabilities



A leading
security solutions
partner with world-
leading technology
& expertise

STANLEY
Security

A leader in commercial electronic
security with highly innovative
solutions





We continue to execute on our strategy, and it is generating results

- All time high profitability, increased real operating result by 8 percent and solid operating margin at 5.8 percent (5.6) in Q2
- EPS, before IAC, 11 percent real growth, SEK 5.90 (4.75) in H1
- Good momentum of security solutions and electronic security sales across all segments
- Continued strong focus on profitability
 - Active portfolio management and transformation programs
- Positive price and wage balance
 - Dynamic price increase management a key priority going forward





Securitas