

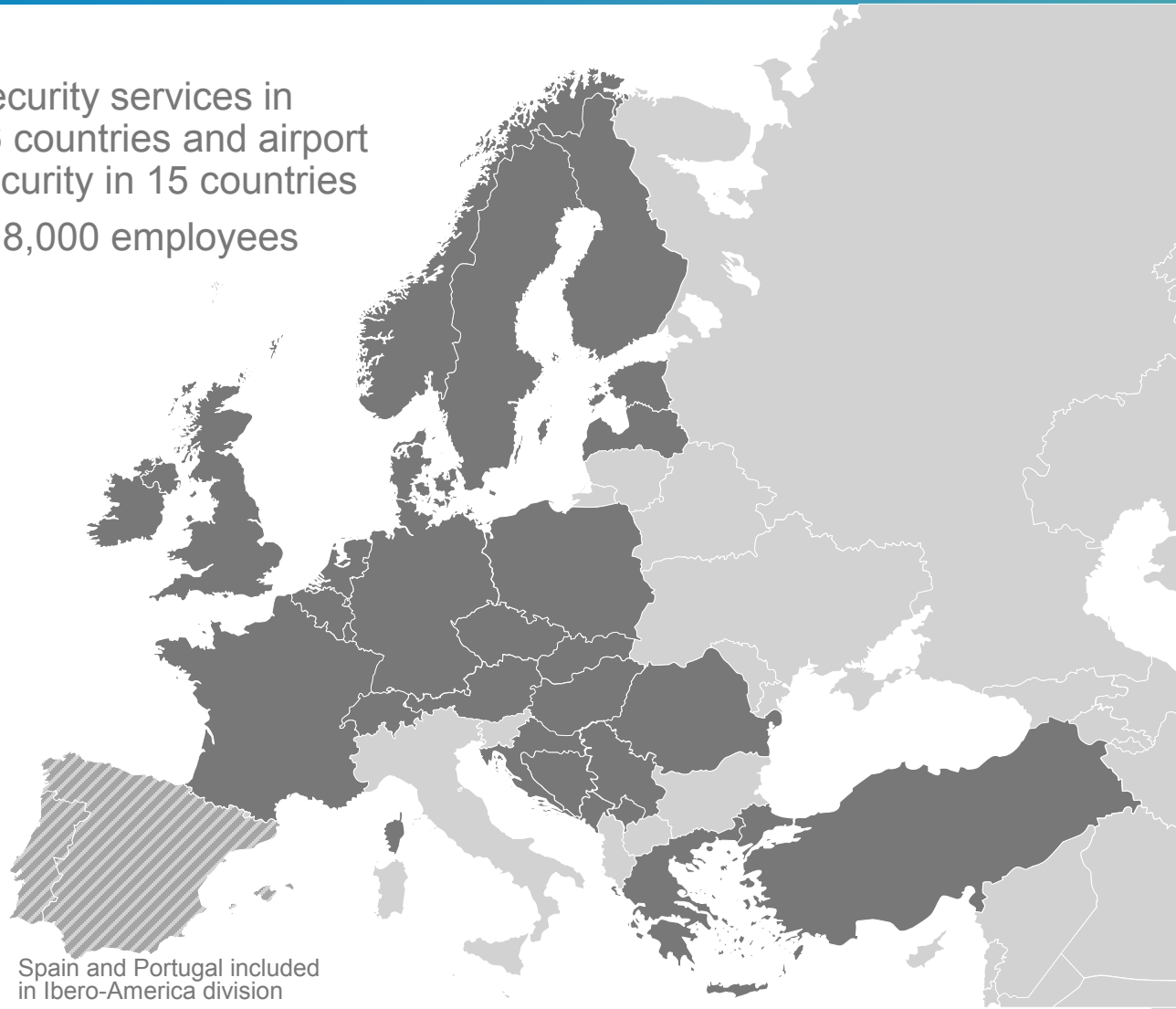
A Strong Position as the Only Pan-European Security Company



Magnus Ahlqvist
Divisional President, Security Services Europe

A pan-European Organization

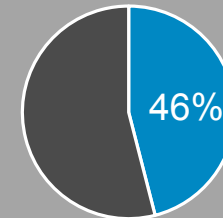
- Security services in 26 countries and airport security in 15 countries
- 118,000 employees



Spain and Portugal included in Ibero-America division

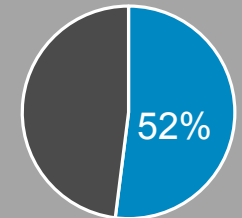
Share of Group January-March 2016

Sales



MSEK 9,534

Operating income



MSEK 516



Creating Opportunities in a Changing Market



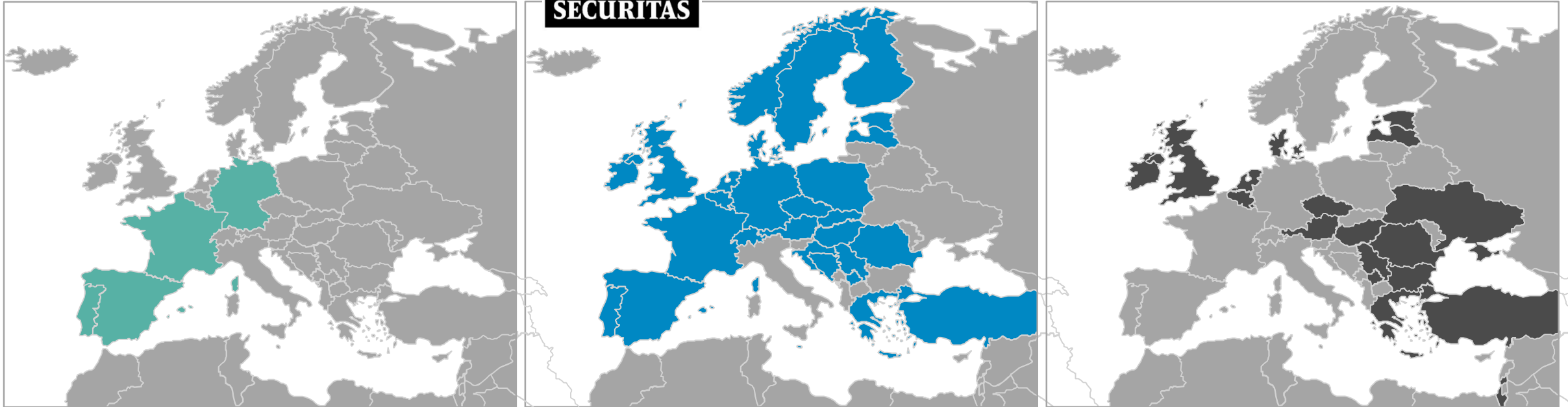
Key trends

- Continued increased labor cost
- Customers look for innovation and cost management
- Refugee situation and terror drive temporary needs
- Public services budgetary pressures

Opportunities

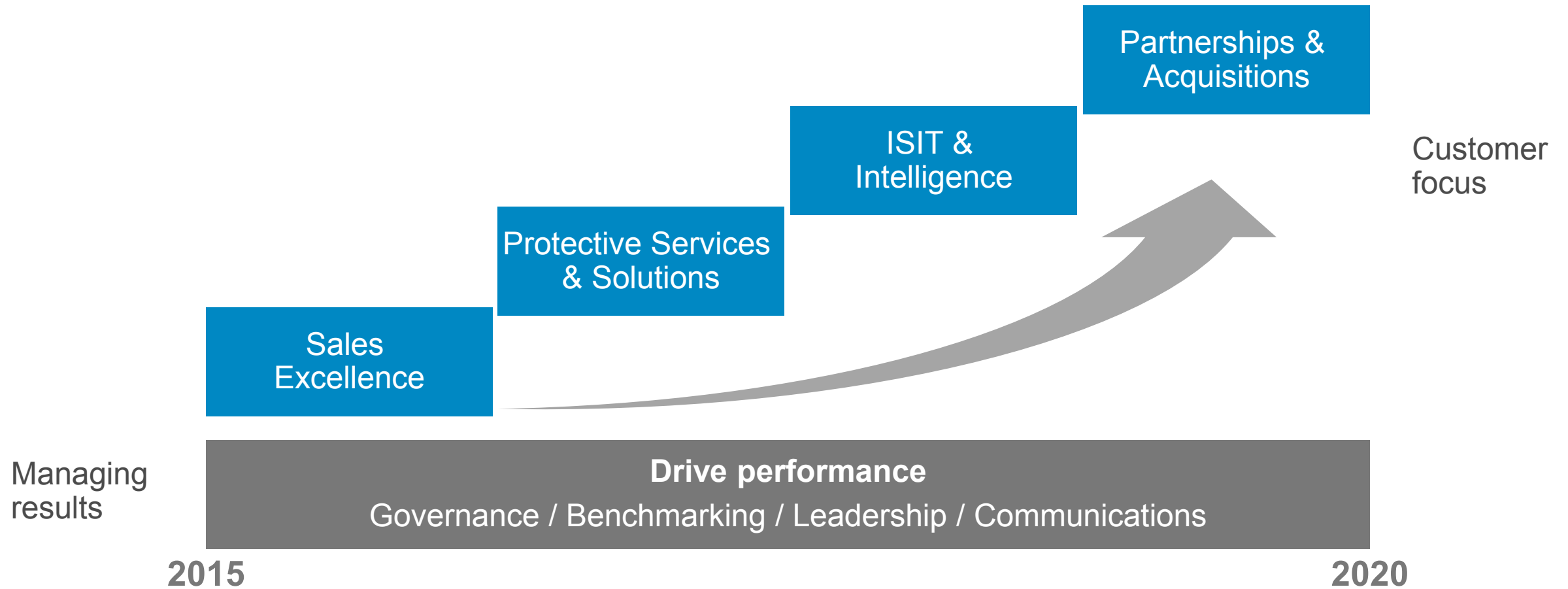
- Security solutions and electronic security to enhance offering
- Broadening scope to protective services
- Cross-border solutions for customers

Securitas and the Main Competitors in Europe



Securitas – the only pan-European security services provider

Focus Areas – Vision 2020 Europe

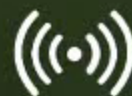


Customer case:
Kanyon



Customer case

One-stop security shopping



From Guarding to Security Solution Shopping Mall Kanyon – Turkey



Multi-purpose complex

- Daily 40,000 visitors
- Shopping and office tower
- Residential block
- 9 theater halls for 1,600 spectators
- Parking facility for 2,300 vehicles

Customer needs

End to end
solution

24/7 Security
surveillance

Loss prevention

Securitas proposal:

Extensive security solution including

- Securitas officers on site
- IP cameras with video analytics
- Access control with X-ray of bags
- Real time video surveillance, monitoring center
- Intercom system
- Guard reporting system with PDA
- Remote video services
- Cost saving and budget optimization
- Increased security level

Customer case:

German Chemical Site – Bitterfeld



Customer case Chemical Park Bitterfeld-Wolfen
Innovative Fire & Safety Services



From Guarding to Security Solution Chemical Park Bitterfeld – Germany



- Largest chemical site in Europe
- 1,200 hectares
- More than 360 companies on the premises, eg. AkzoNobel, Bayer, Evonik, Heraeus, Guardian
- 11,000 jobs in the park
- Investments amounting to approximately BEUR 4.5

Securitas proposal:

Full service contract including

- Security officers on site
- Investments in premises, fleet and technology of about MEUR 1.5 (2015) and over MEUR 10 in total
- Fire brigade with 69 fire fighters
- Security and safety services
- On-site monitoring centre
- Cost saving and budget optimization
- Increased security level
- Latest project: The “FD8ex” drone

Customer needs

New and competent service provider

Highest international standards

24/7 fire brigade

Professional & innovative prevention

Instant crisis management

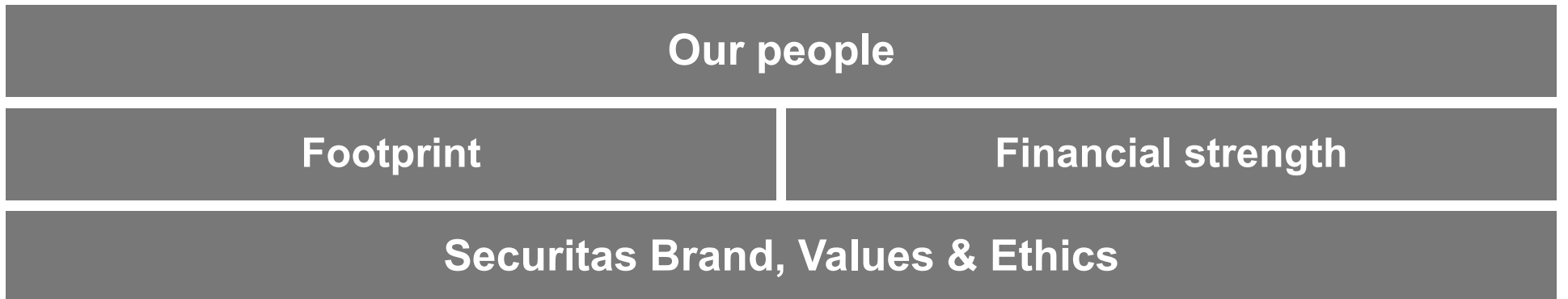
Why Choose Securitas in 2020?

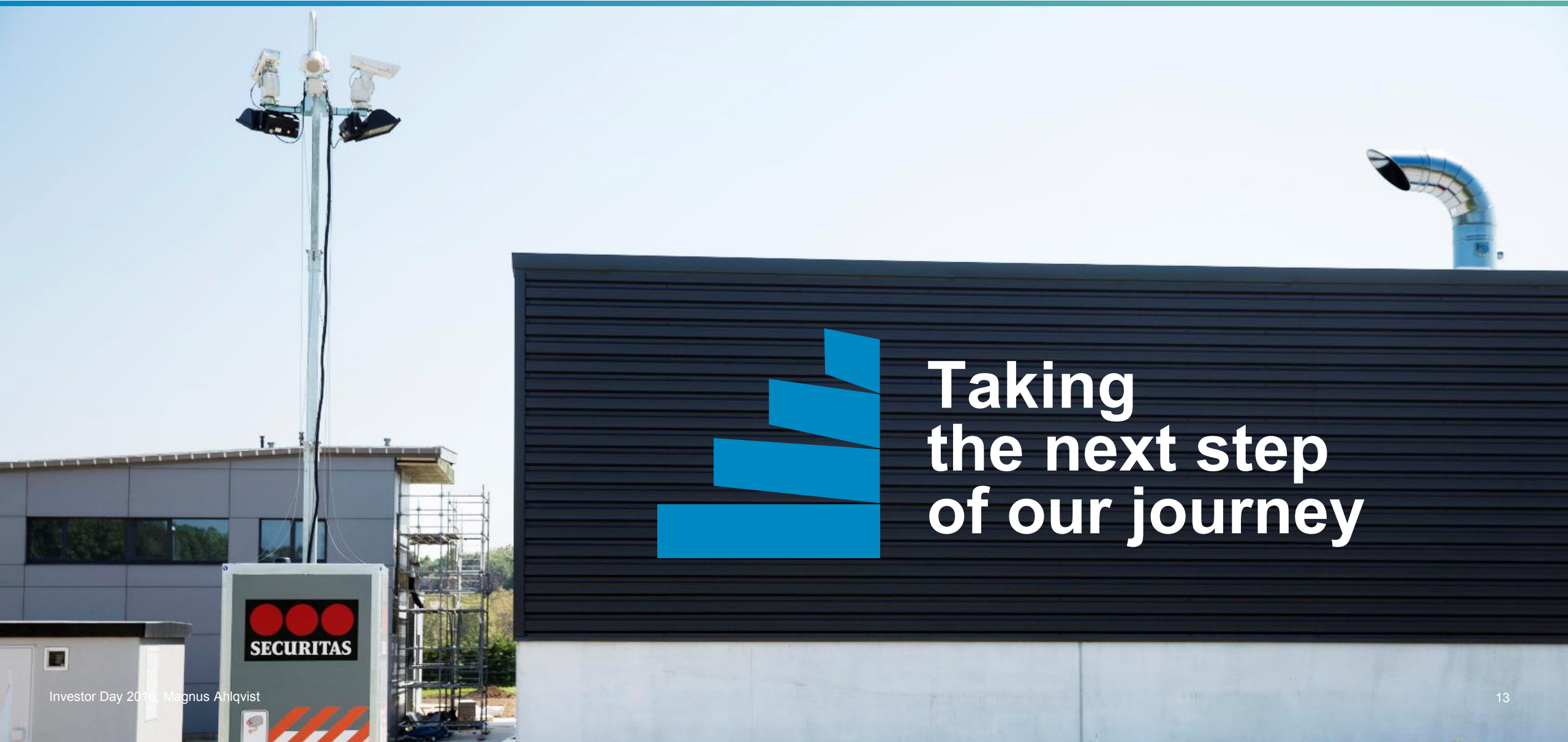


Clear Differentiators



A Strong Foundation





**Taking
the next step
of our journey**