



LOOMIS

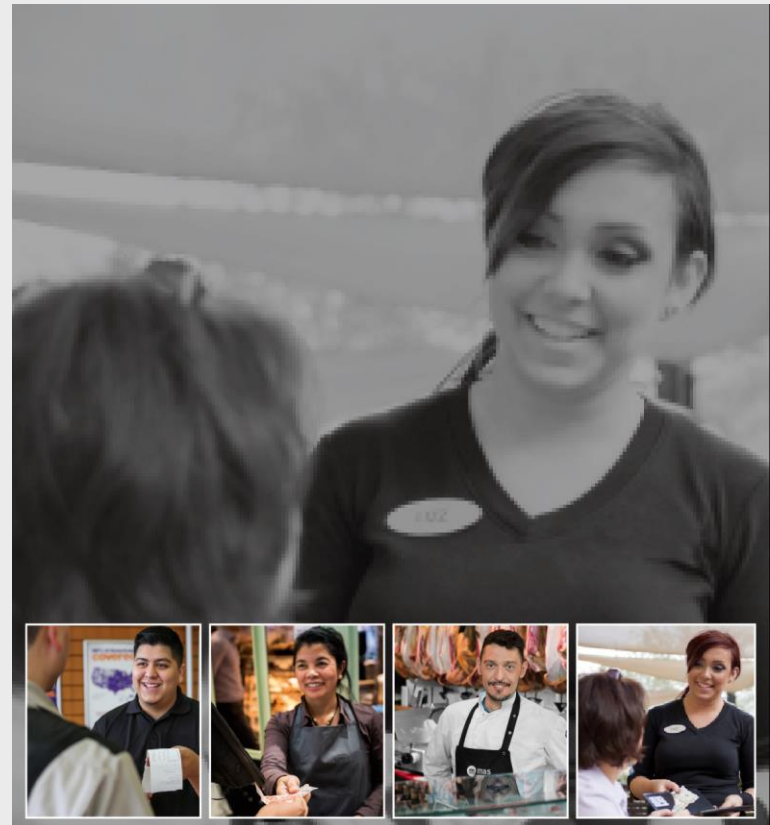
Q4 - 2016

President & CEO
Patrik Andersson

Stockholm
February 1, 2017

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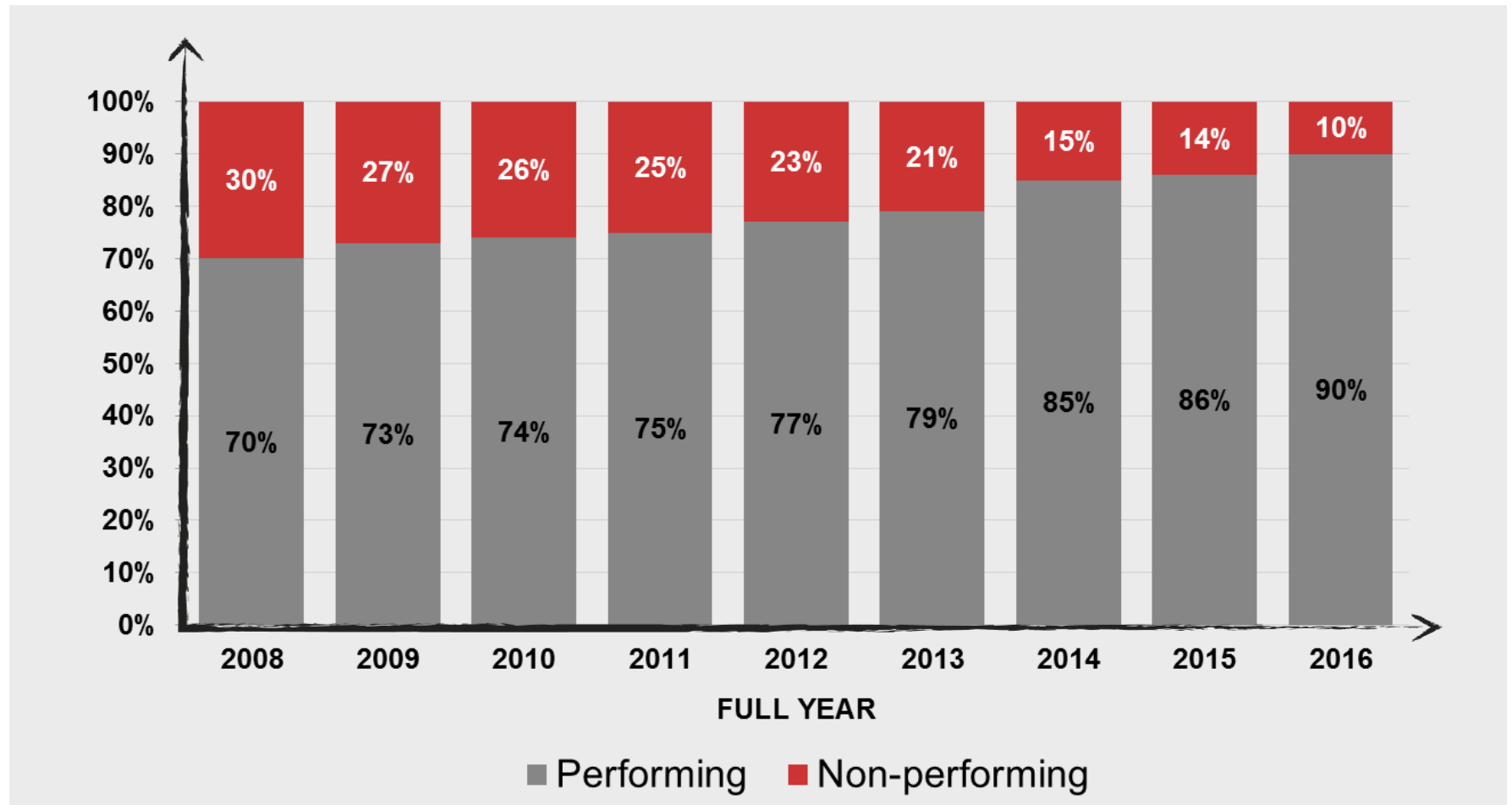
Highlights Q4 2016

- **Organic growth 4 percent (3)**
 - Strong growth in the US
 - Continued positive development in Spain, Turkey and Argentina
- **Operating margin 12.3 percent (11.6)**
 - Margin improvement in all segments
 - Branch efficiency continues to improve
 - Increased CMS and SafePoint volumes in the US
- **EPS improved 15 percent to SEK 4.55 (3.97)**
- **Strong operating cash flow**
- **Proposed dividend SEK 8.00 (7.00) per share**
- **Acquisition of Cobelguard in Belgium, January 2017**



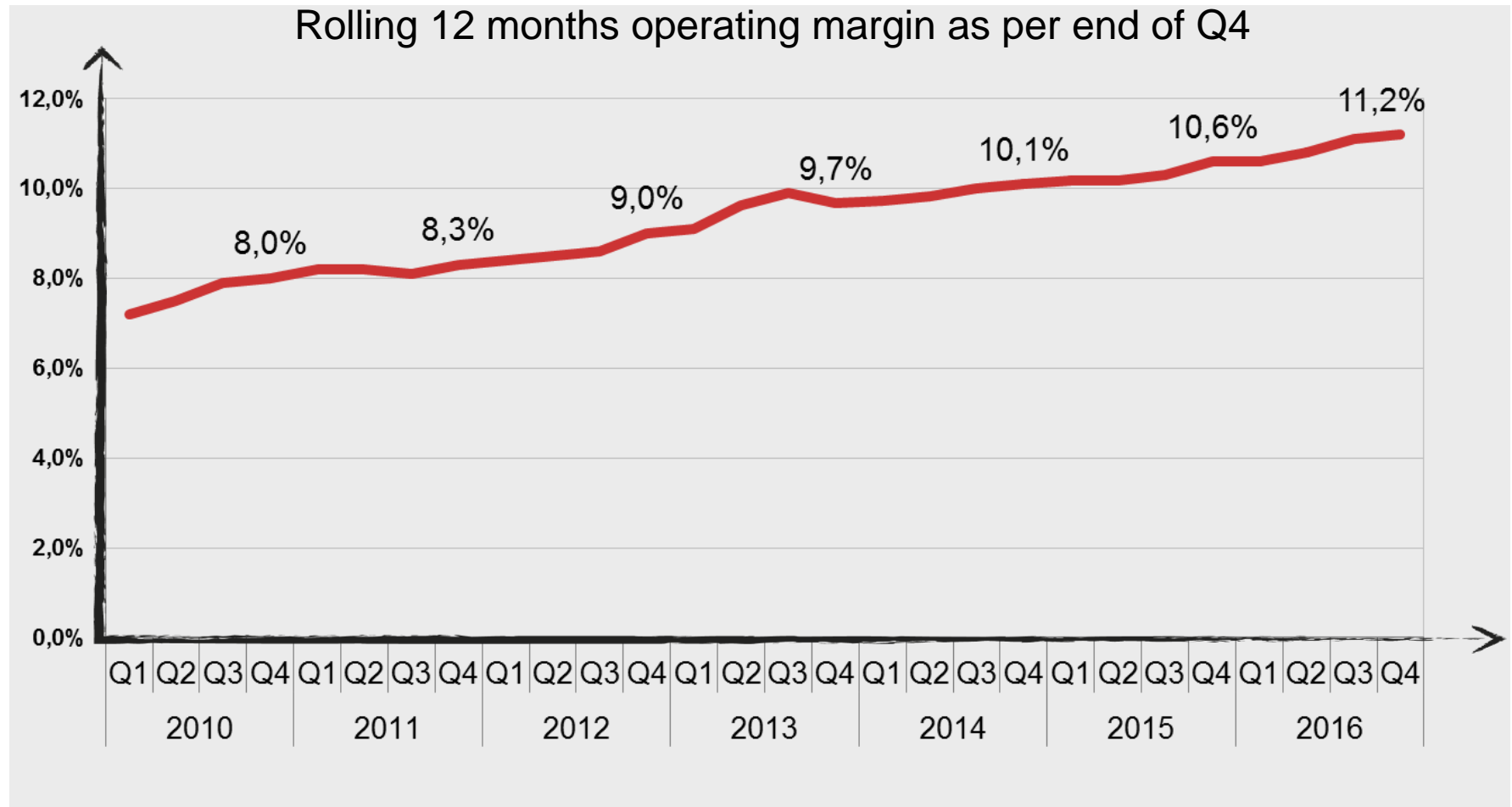
Highlights

Branch performance

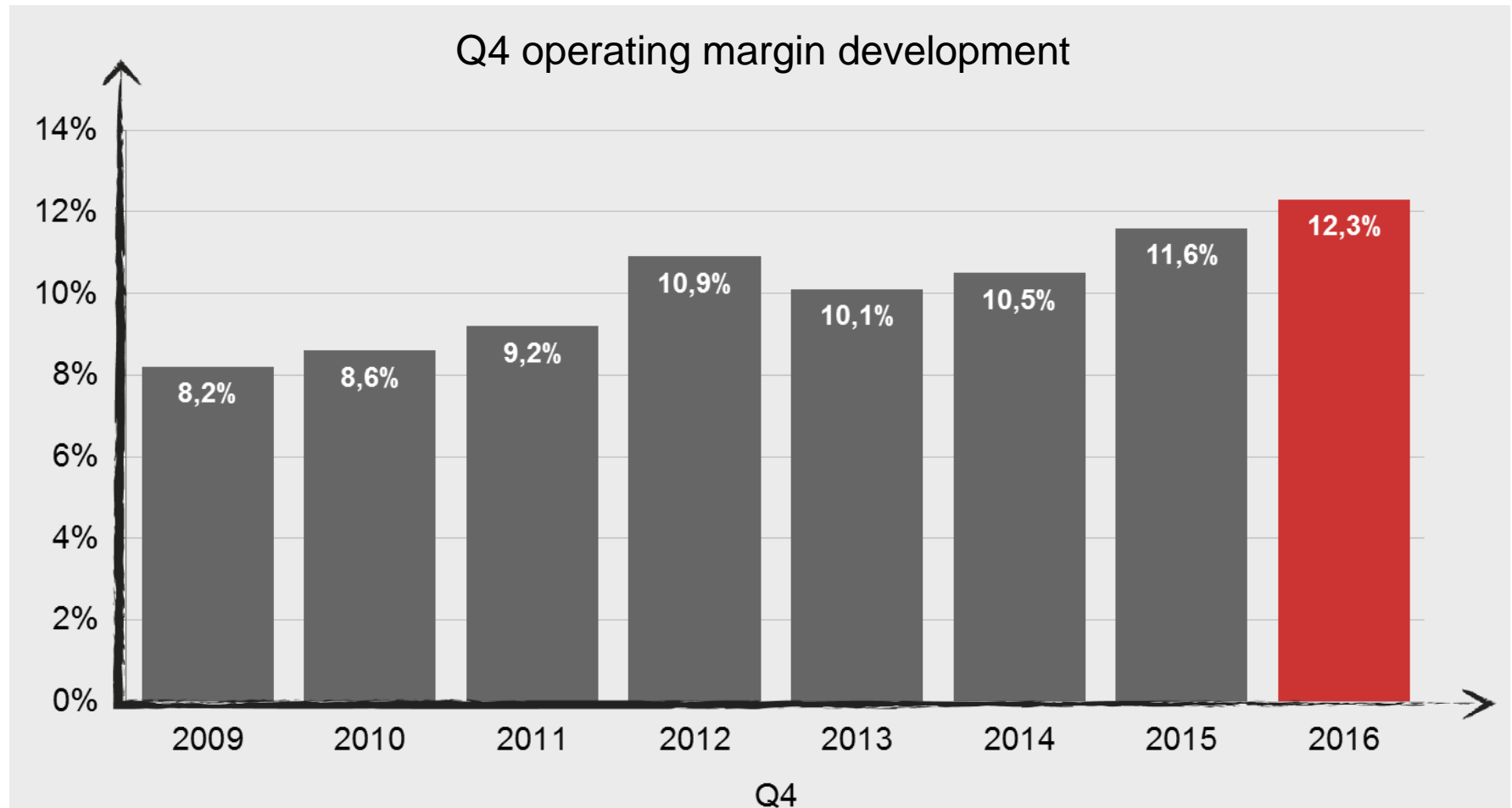


Highlights

Operating margin development



Operating margin development



USA Q4 2016

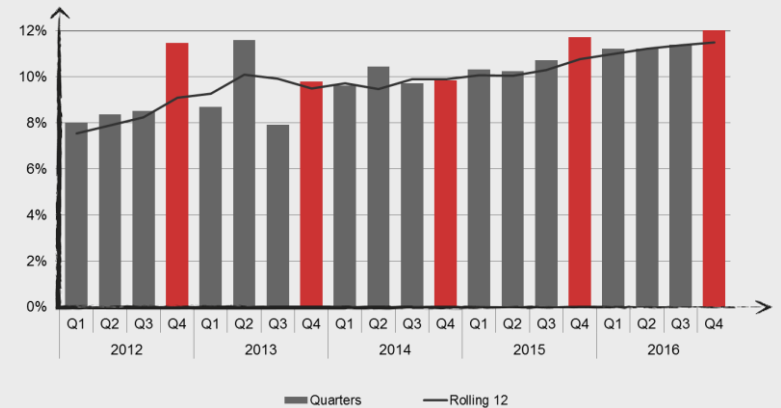
- **Organic growth 8 percent (10)**
 - Growth in all business lines
 - Increased volumes and market share
 - SafePoint revenue growth of 21%

- **Operating margin 12.1 percent (11.7)**
 - Economies of scale due to increased volumes in CMS and SafePoint
 - Continued focus on branch efficiency

Revenue development



Operating margin development



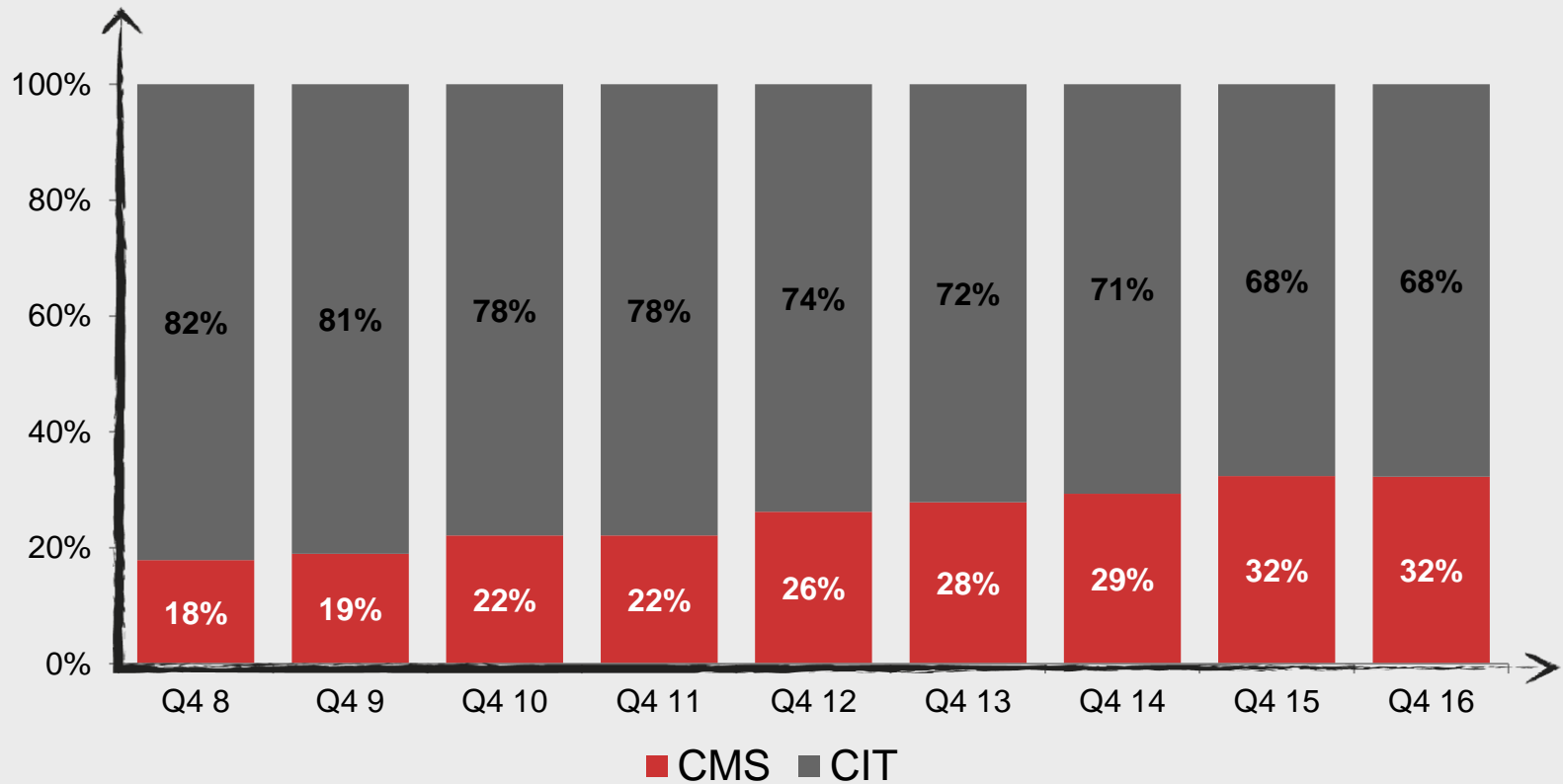
SafePoint in the USA as of year-end 2016

- 19,020 SafePoints installed
 - 520 installed in Q4
 - 4,394 installed during 2016
- More than 2,200 customers
- More than 170 provisional credit banks



USA Q4 2016

Revenue development by line of business

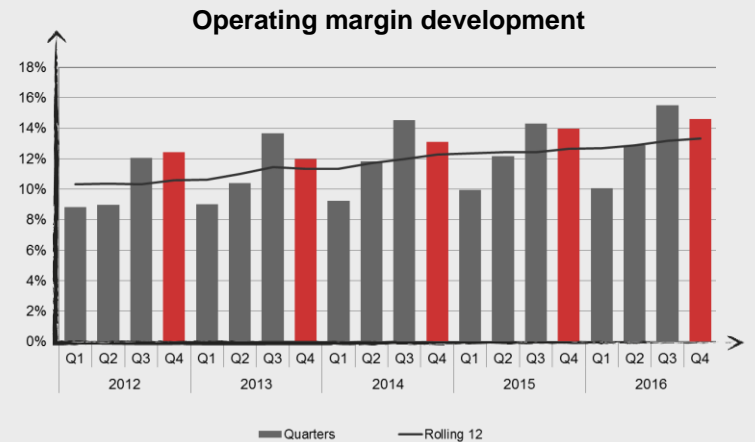
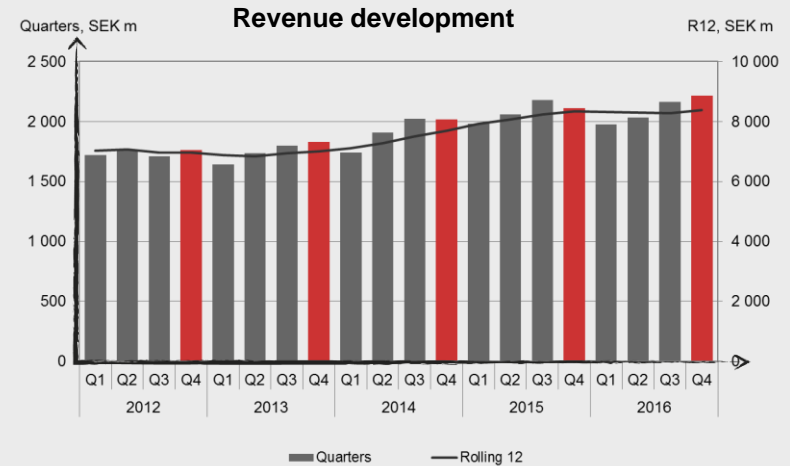


Europe Q4 2016

- **Organic growth 0 percent (1)**
 - Growth driven by Spain, Turkey and Argentina
 - Growth offset by a slight decline in the Nordic countries
 - UK volumes have stabilized
 - Market potential for SafePoint ~ 200.000 units

- **Operating margin 14.6 percent (14.0)**
 - Efficiency improvements continue to yield results in several countries
 - UK profitability continues to improve

- **Acquisition of Cobelguard in Belgium, January 2017**



International Q4 2016

- **Organic growth 6 percent (-12)**
 - Increased demand for transportation of bank notes
 - Still low demand for gold deliveries to India but increasing volumes vs previous quarters
- **Operating margin of 8.1 percent (6.8)**
 - Higher profitability in remaining core business

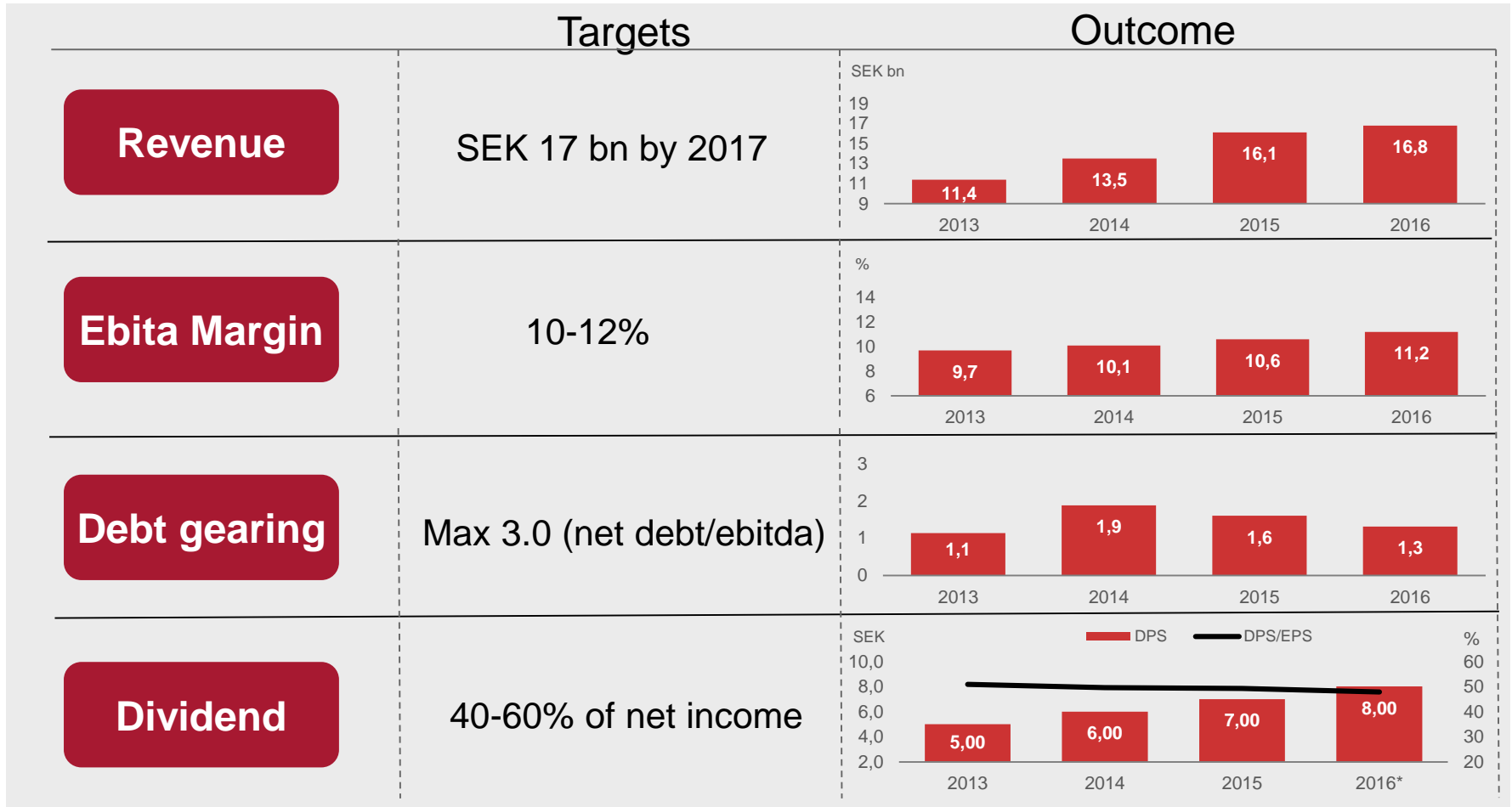


Statement of income

Statement of income	2016	2015	2016	2015
SEK m	Oct-Dec	Oct-Dec	Jan-Dec	Jan-Dec
Revenue	4,421	4,144	16,800	16,097
<i>Real growth, %</i>	4	5	5	7
<i>Organic growth, %</i>	4	3	5	2
Operating income (EBITA)	543	479	1,890	1,703
<i>Operating margin, %</i>	12.3	11.6	11.2	10.6
Amortization	-15	-16	-62	-62
Acquisition related costs	-15	-18	-56	-79
Items affecting comparability	-	-	81	12
Net financial items	-35	-30	-117	-114
Income before taxes (EBT)	477	415	1,735	1,461
Net income	342	299	1,258	1,069
<i>Net margin, %</i>	7.7	7.2	7.5	6.6
Earnings per share, diluted (SEK)	4.55	3.97	16.73	14.21

- Proposed DPS SEK 8.00, equals 48% of the EPS

Financial targets



* Proposed dividend

Capital Markets Day

- **Updated strategy and financial targets**
- **September 28, 2017**
- **London**



Q&A