

Accelerate outsourcing and increased ambitions with **SafePoint**

Lars Blecko
Regional President USA

Managing **cash** in society.



Performing well with substantial **growth opportunities** ahead

Increased **performance**

Recent revenue development very positive – gaining market share and driving profitability

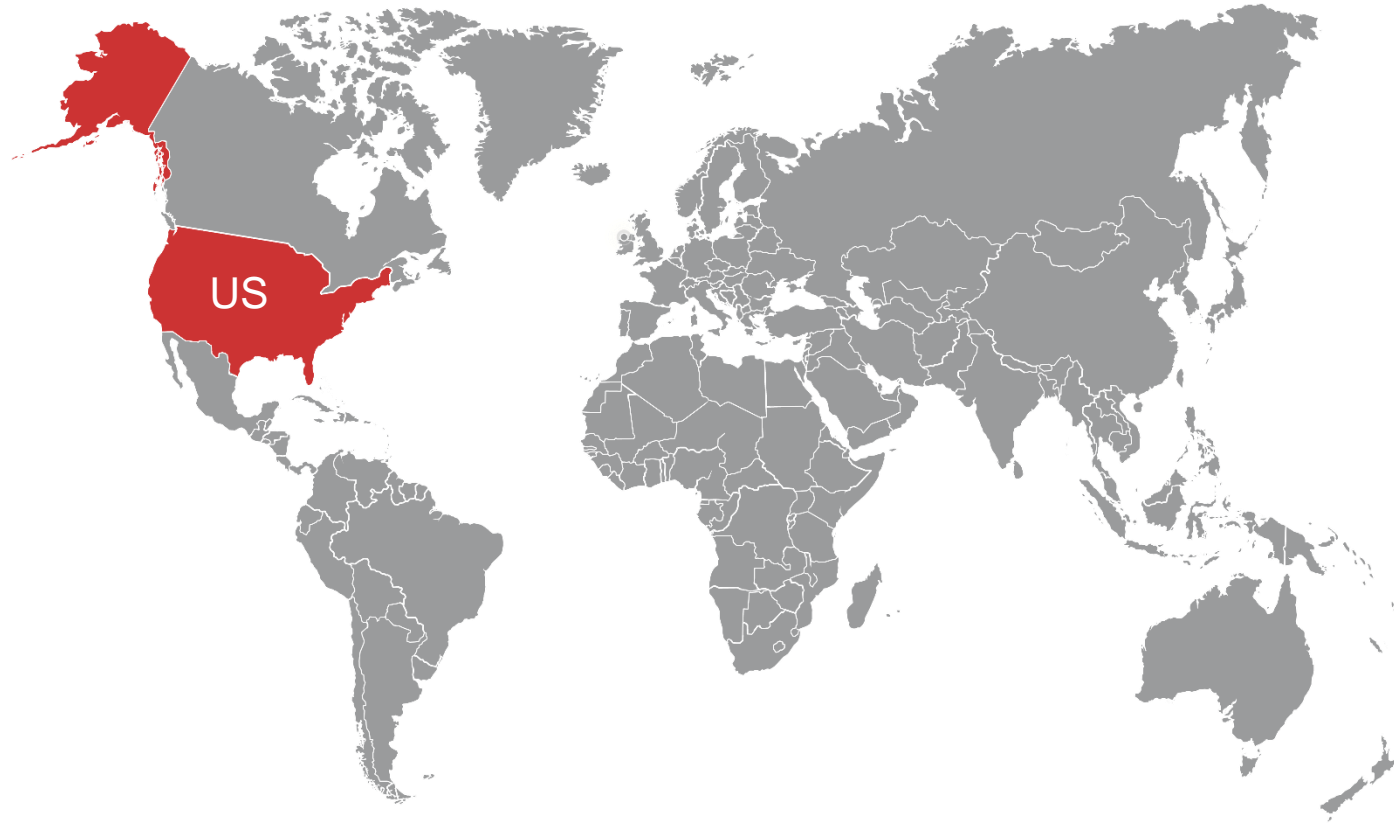
Quality of service driving market

Key competitive advantage in the marketplace

Great CMS and SafePoint **potential**

Outsourcing of CMS will continue and we are increasing ambitions for SafePoint

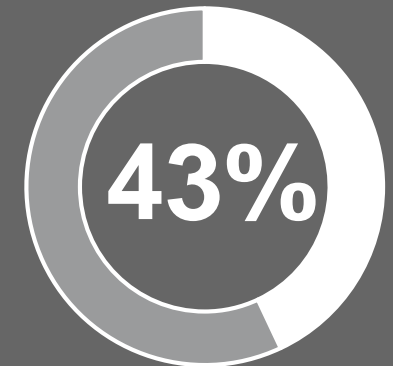
Loomis has a **#1 position** in the US market



Key ratios

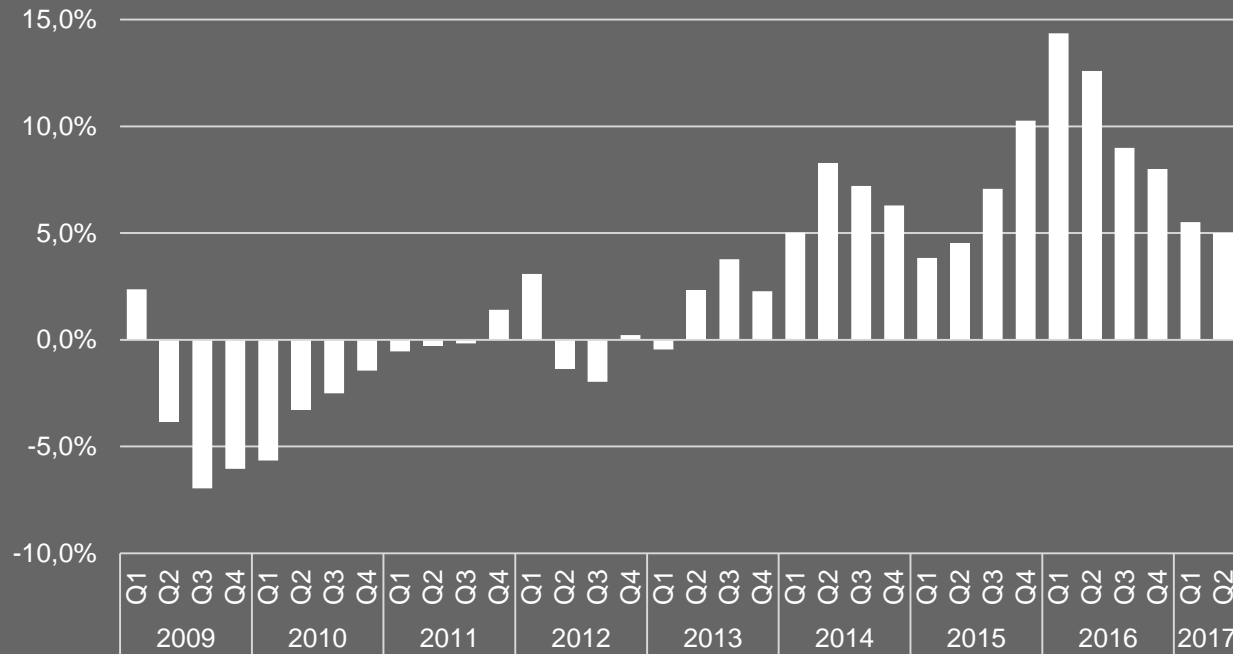
USA	2016	2015
Revenue, SEK million	7,325	6,428
Operating income (EBITA), SEK million	842	692
Operating margin, %	11.5	10.8

Segment US share of Group total revenue in 2016



Healthy, sustainable revenue growth

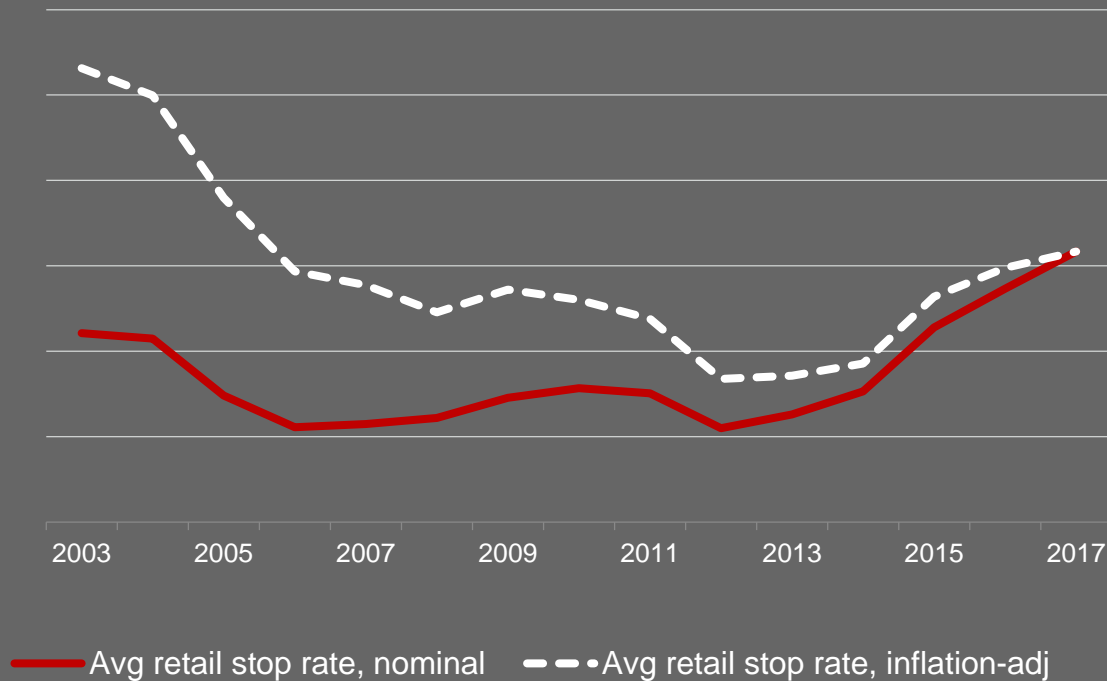
Organic Growth 2009 – Q2 2017



→ Annual growth of 5–10%
between 2018–2021

Rate increases are crucial

Loomis US Pricing – Bank pick-up Rates



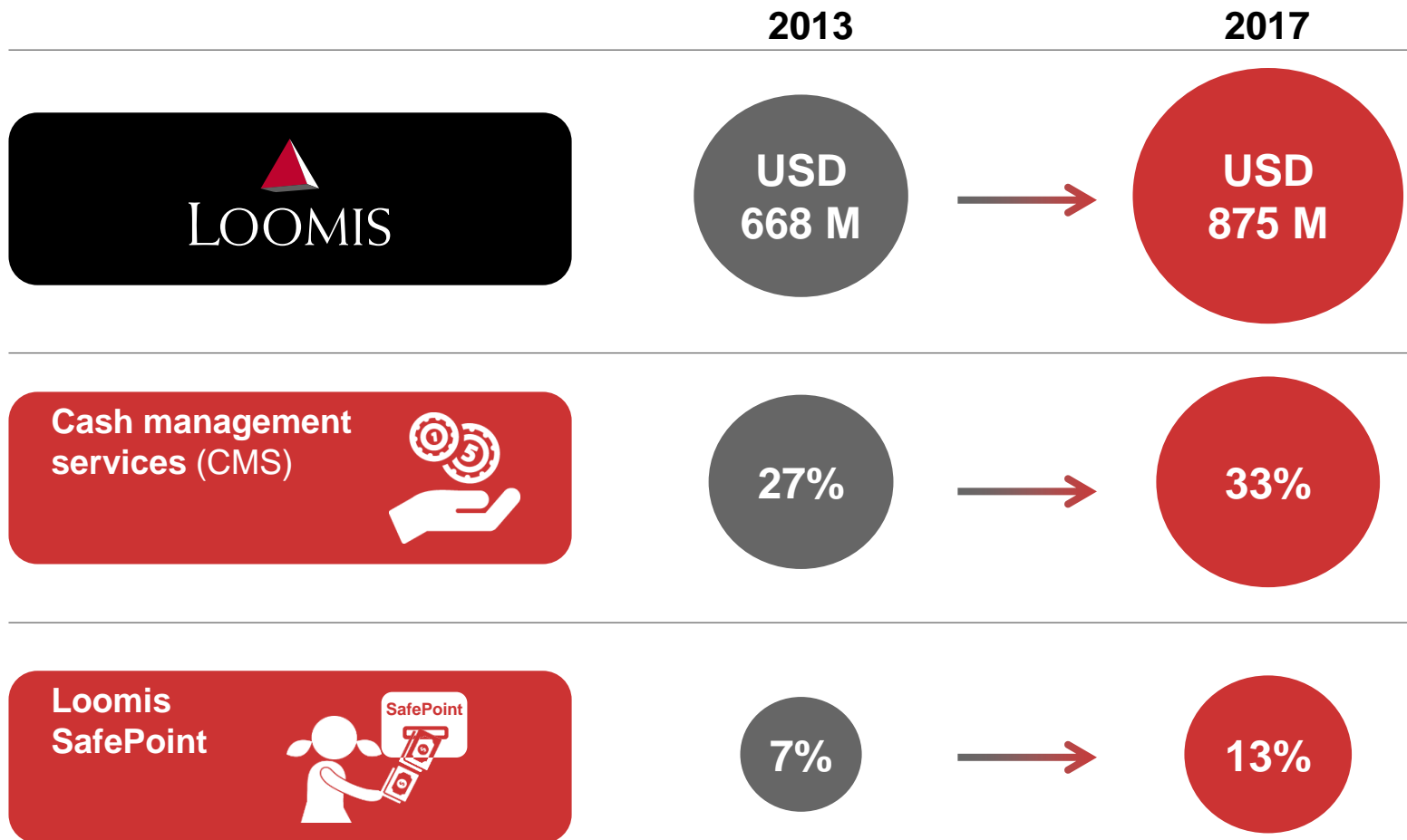
→ Wage costs represent more than 50% of our revenue

→ US organization has been successful in increasing prices. Based on excellent quality

Healthy, improving Operating Profit

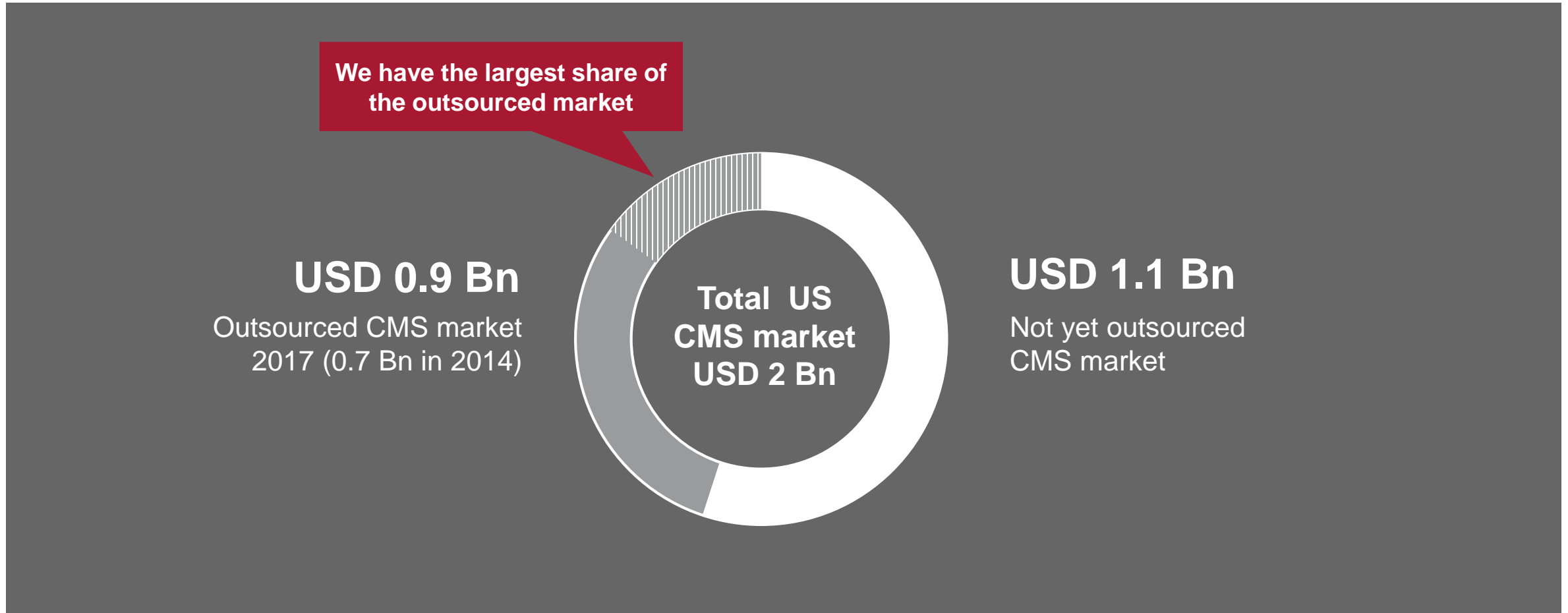


CMS and SafePoint are driving growth



Since last CMD (2014) sales of SafePoint have more than doubled

Loomis has >1/3 of the outsourced US CMS market



What can Loomis do to increase **outsourcing in CMS**?

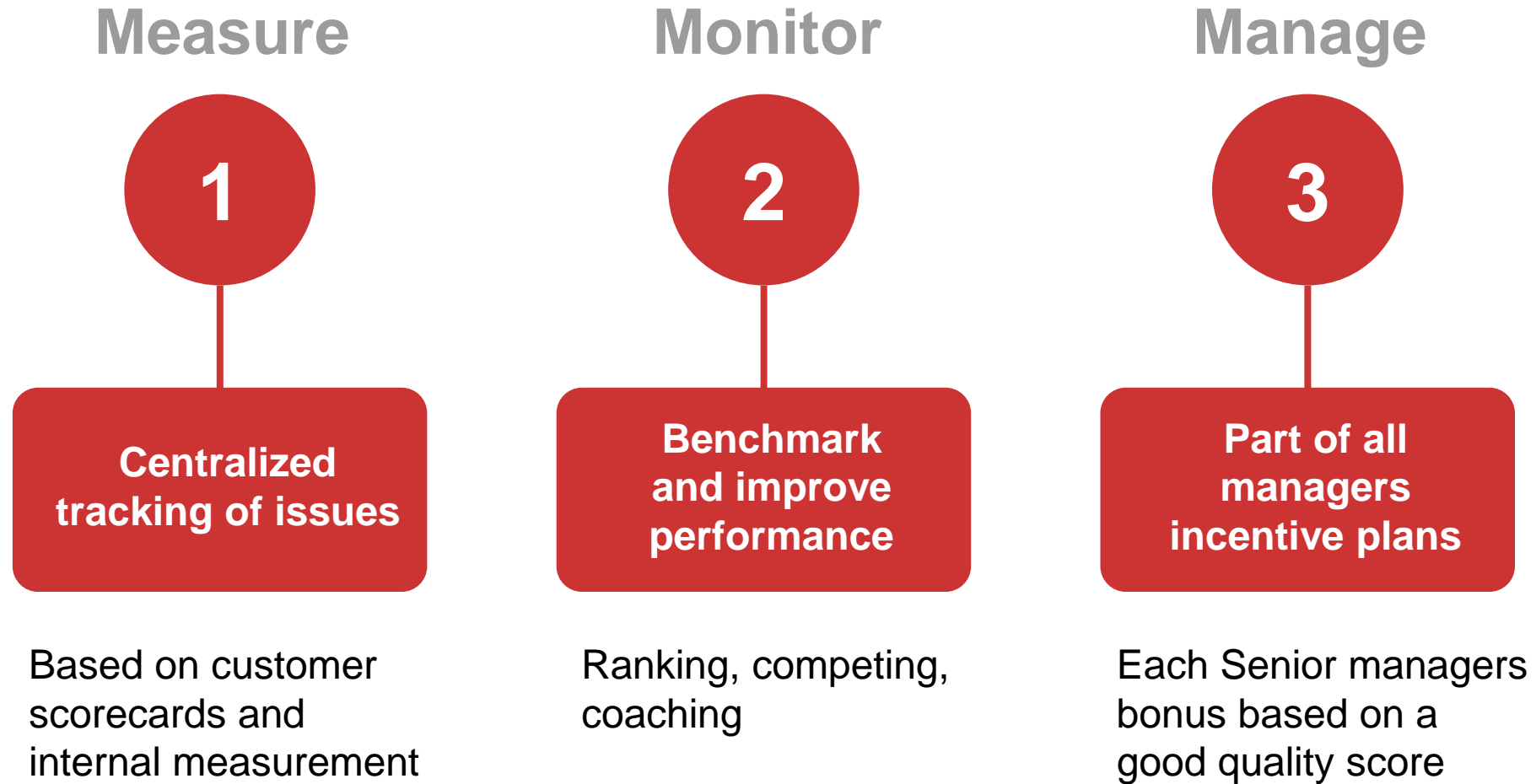
**Remove
obstacles like
cost of fixed
assets and
staff**

**Provide a cost
effective service
to the bank**

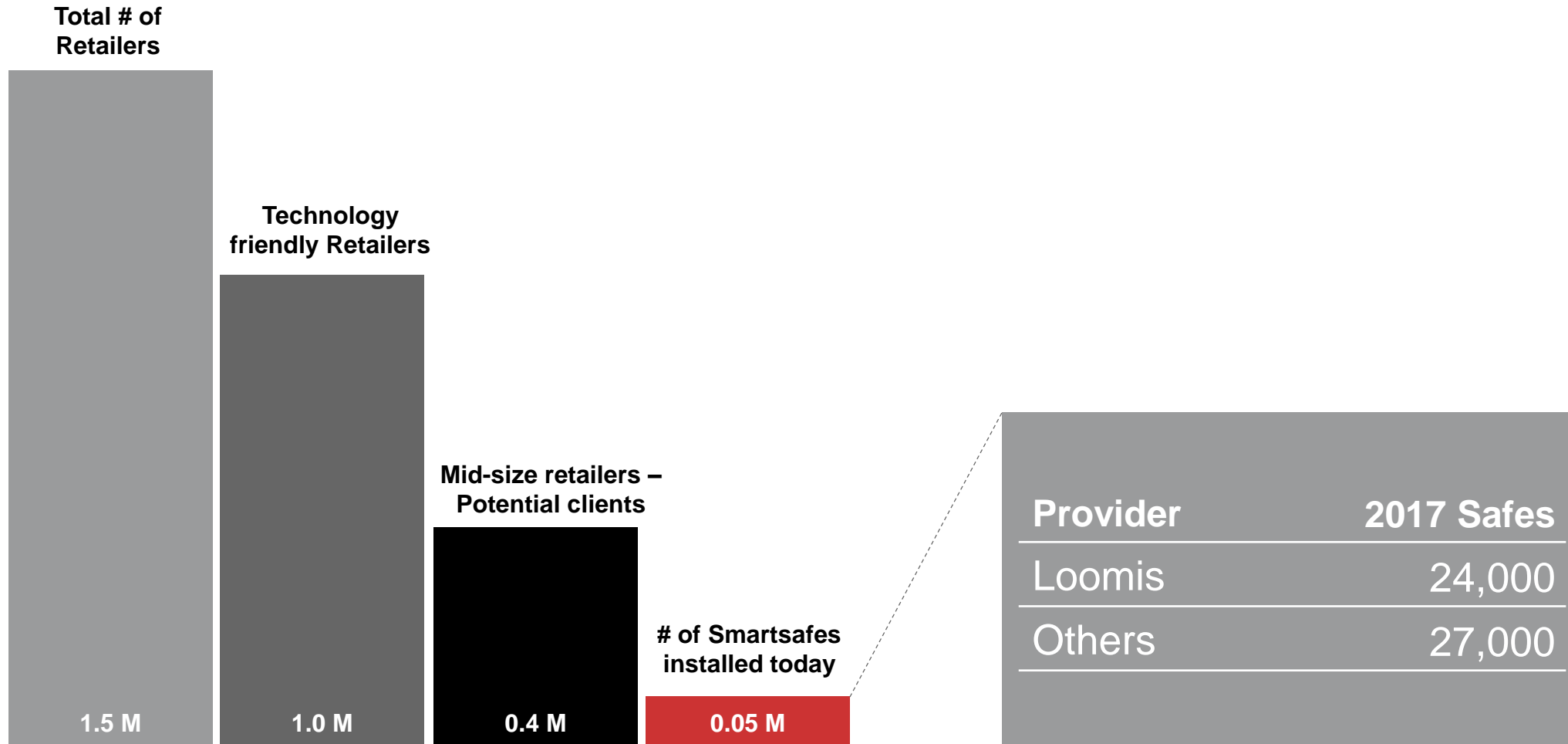
**Perform a quality
service to gain
confidence**

“Go Green” is our route to Quality

Our monthly scorecard



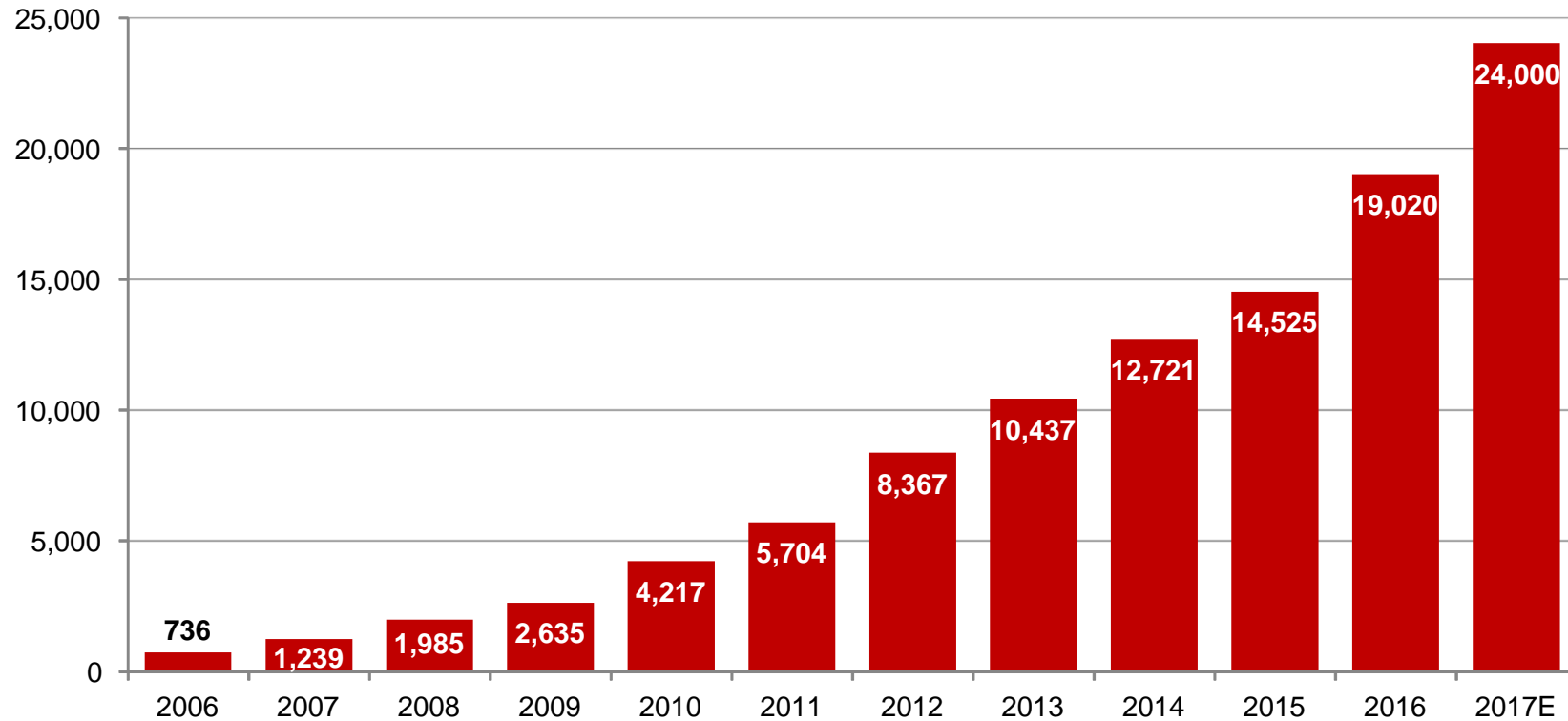
SafePoint potential is **at least 400,000** (up from 300,000 in 2014)



Source: ATMIA Industry Association, 2017

Pace of SafePoint roll-out **will increase**

Units of SafePoint



During 2018–2021
annual
installations
should increase to
10,000 per year

Case study **SafePoint**



20 restaurants are still serviced by a Loomis competitor due to existing contractual obligations, but Loomis now services 148 of our restaurants. We prefer Loomis because they provide superior service.”

The benefits to Border Foods of installing SafePoint

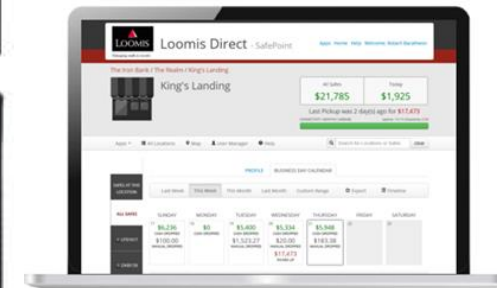
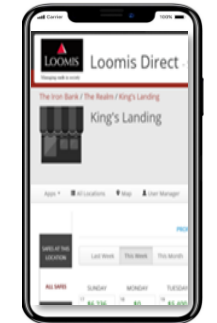
Mitigating the risks associated with robbery and injury

→ Increase profitability by:

- Reduce costs associated with inefficient cash handling processes
- Reduce costs associated with cash shrinkage

New developments boosting growth for **SafePoint**

SafePoint features	Customer Benefits
SafePoint Direct	Accurate Reporting
SafeSync – <i>from 20k to 100k</i>	Real time information Direct integration with the clients POS
SafePoint App – <i>in the palm of your hand</i>	Provide information and service details through mobile phone app
SafePoint Virtual support	Remote Desktop for safes
SafePoint Service	One-stop-shop



➔ Recyclers are being evaluated as it might present an interesting alternative to major retailers

Setting up a Center of Excellence for Retail Service in Houston

- Leveraging competence throughout the Group
- Increase pace in innovation and implementation



Performing well with substantial **growth opportunities** ahead

Increased **performance**

Recent revenue development very positive – gaining market share and driving profitability

Quality of service driving market

Key competitive advantage in the marketplace

Great CMS and SafePoint **potential**

Outsourcing of CMS will continue and we are increasing ambitions for SafePoint