



Q3 Report 2019

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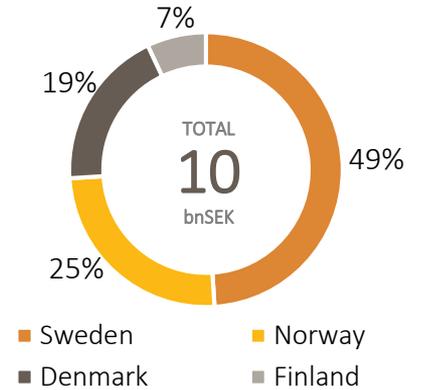


Coor is the Nordic market leader in IFM

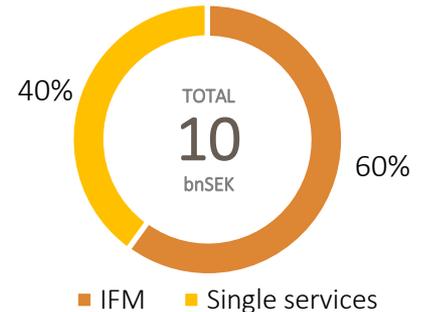
- Tailored customer proposition - **SERVICE** *with IQ*
- Workplace services, property services and strategic advisory services
- Both self-delivery and subcontracting



TURNOVER BY COUNTRY



TURNOVER BY CONTRACT TYPE



Substantial increase in operating profit, strong cash flow and acquisition of Norrlands Miljövård

KEY TARGETS	Q3 2019	Q3 2018	LTM	MID-LONG TERM
Organic Growth	5%	10%	7%	4-5% <i>Organic net sales growth over a business cycle</i>
Acquired Growth	0%	13%	5%	N/A
EBITA-Margin	5.1%	4.3%	5.2%	~5.5% <i>Adjusted EBITA margin</i>
Cash Conversion	105%	82%	105%	>90% <i>(Adj EBITDA – CAPEX – ΔWC) / Adj EBITDA</i>
Leverage	2.6x	2.8x	2.6x	<3.0x <i>Net debt / Adjusted EBITDA LTM</i>

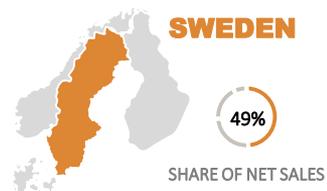
BUSINESS HIGHLIGHTS Q3

- Successful renegotiations. Approximately 500 MSEK of yearly volumes prolonged in immediate connection to Q3
 - Volvo Cars (SE)
 - Aker Solutions (NO)
 - Velux (DK)
- Ongoing integration of major contracts, ramping up in Q4
 - Danish Police (DK)
 - ICA (SW)
- Finalized acquisition of Norrlands Miljövård
 - Complements and strengthens Coor both in terms of geographical spread and competences
 - Norrland Miljövård won the award “Cleaning Company of the Year 2018 in Sweden”



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Country by country



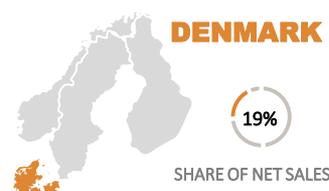
	Q3 19	Q3 18
Organic Growth	6%	4%
Acquired Growth	n/a	n/a
EBITA Margin	7.6%	6.4%

- Continued growth vs. tough comparables, driven by NKS and high variable volumes and new SME contracts
- Margin improvement primarily driven by efficiency enhancement across the organization and a more balanced volume mix vs Q3 LY
- The negative margin effects from Ericsson is declining



	Q3 19	Q3 18
Organic Growth	6%	17%
Acquired Growth	0%	13%
EBITA Margin	6.9%	6.8%

- Organic growth from project volumes in existing contracts and new contract with Storebrand
- Positive margin impact from variable volumes and efficiencies, partly offset by contractual price adjustment for major customer



	Q3 19	Q3 18
Organic Growth	3%	24%
Acquired Growth	0%	95%
EBITA Margin	4.2%	4.3%

- Organic growth from new SME contracts and the extended and expanded contract with the Danish Police
- Positive effects from increased focus on continuous efficiencies were offset by integration of new and renegotiated contracts



	Q3 19	Q3 18
Organic Growth	-8%	17%
Acquired Growth	n/a	n/a
EBITA Margin	5.6%	4.8%

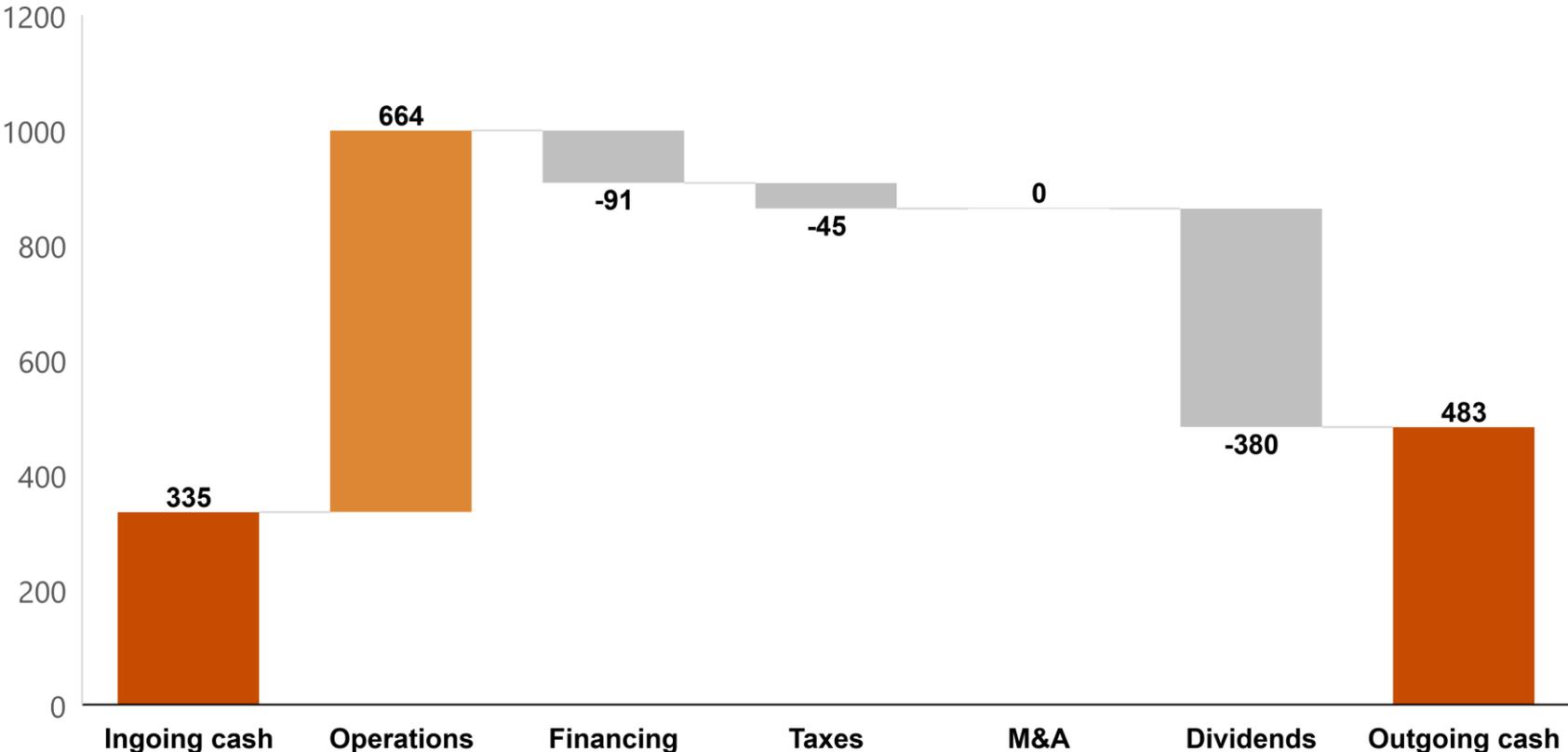
- Negative growth from closure of Ericsson Finland and Estonia and termination of contracts with very low margins
- Margin improvements in several contract
- Closure of Ericsson continues to also have negative impact on margins

Profit & Loss Statement

P&L (SEK m)	Q3			YTD			LTM	FY
	2019	2018	Chg.	2019	2018	Chg.	Q3	2018
Net sales	2 490	2 369	121	7 581	6 876	705	10 194	9 489
Adjusted EBITA	127	102	25	398	355	43	533	490
<i>Adjusted EBITA margin</i>	<i>5,1%</i>	<i>4,3%</i>	<i>0,8%</i>	<i>5,2%</i>	<i>5,2%</i>	<i>0,1%</i>	<i>5,2%</i>	<i>5,2%</i>
EBIT	70	37	33	224	164	61	279	219
Financial net	-16	-9	-8	-54	-67	13	-48	-62
Income tax expense	-14	-6	-8	-43	-35	-8	-61	-53
Net income	40	22	18	127	62	66	170	104
Add-back amortization	46	46	0	137	130	8	183	176
Adjusted Net income	86	69	18	265	191	73	353	280

Cash Flow

CASH FLOW LTM Q3 2019



Cash flow

(SEKm)	Q3			LTM	FY
	2019	2018	Chg.	Q3	2018
Adjusted EBITDA	179	119	59	697	558
Capex	-12	-10	-2	-70	-84
Changes in working capital	1	-35	35	106	-27
Adjusted operating cash flow	167	74	93	732	447
Cash conversion (%)	94%	62%	31%	105%	80%
Other operating items	-28	-35	6	-182	-182
Cash flow from operations	139	39	99	551	265
Cash flow from investments	0	-99	99	0	-436
Cash flow from financing	-50	129	-180	-411	-114
Total cash flow	88	70	18	140	-285
<i>Total cash flow excl. dividend</i>	88	70	18	520	98

Balance Sheet

(SEK m)	Sep 30		Dec 31
	2019	2018	2018
Net Working Capital	-573	-454	-626
<i>NWC, % of NS (LTM)</i>	<i>-5,6%</i>	<i>-5,0%</i>	<i>-6,6%</i>
<i>Equity/Assets Ratio</i>	<i>29%</i>	<i>35%</i>	<i>33%</i>
Cash	483	335	435
Net debt	1 855	1 516	1 318
<i>Leverage</i>	<i>2,6x</i>	<i>2,8x</i>	<i>2,4x</i>

Growth

5 % Organic
0 % Acquired
12 % LTM total



EBITA margin

5.1 % in Q3
5.2 % LTM



Cash conversion

105 % LTM



Opportunities

Interesting business opportunities across the Nordics





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