

Coor Service Management

Second Quarter 2015 presentation



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A second quarter 2015 on track

Key targets	Q2	Q1	YTD	Medium- to long-term
Growth	+9%	+23%	+15%	4-5% <i>Organic net sales growth over a business cycle</i>
Margin	5.0%	5.4%	5.2%	~5.5% <i>Adjusted EBITA margin</i>
Cash conversion	181%	-21%	74%	>90% <i>(Adj EBITDA – CAPEX – ΔWC) / Adj EBITDA</i>
Capital structure	2.8x	6.5x	2.8x	<3.0x <i>Net debt / Adjusted EBITDA LTM</i>

Business Highlights Q2

Business highlights Q2

- Extended contract with Ericsson
- New IFM contract with Frontica in Norway
- Significant start-up activities for contracts awarded in Q1 (Volvo Cars, AB Volvo, Statoil offshore, and others)
- Central purchasing project gaining traction
- Listed on Nasdaq Stockholm June 16



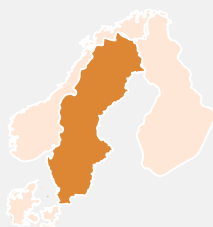
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Country by country

Sweden

	Q2	YTD
Net Sales Growth	-1%	+1%
EBITA Margin	9,4%	9,9%

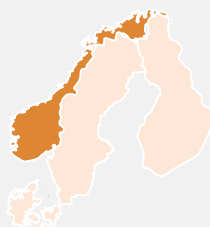
- Growth affected by single service contract terminated in 2014
- Contract wins in Q1 still ramping up; Contract start-up activities key focus during Q2



Norway

	Q2	YTD
Net Sales Growth	+44%	+72%
EBITA Margin	5,1%	5,3%

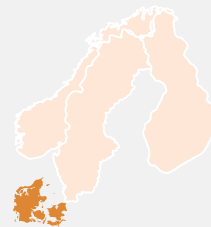
- Continued strong growth on the back of Statoil
- Ongoing interest from oil & gas sector



Denmark

	Q2	YTD
Net Sales Growth	+4%	+13%
EBITA Margin	+1,6%	1,9%

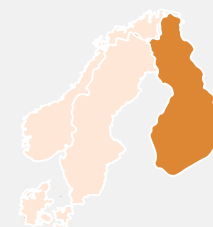
- Continued growth on the back of contract wins in 2014
- Efficiencies implemented in major contracts



Finland

	Q2	YTD
Net Sales Growth	-1%	+2%
EBITA Margin	-0,8%	-0,8%

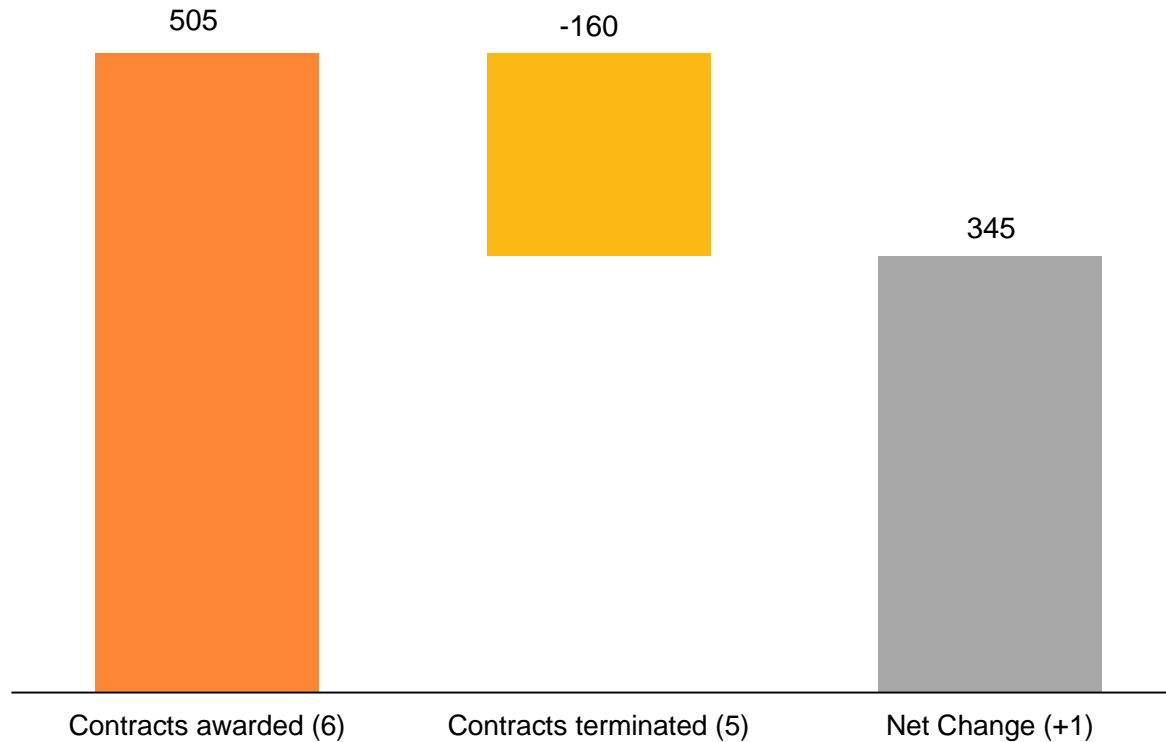
- Challenging development in Q2
- Finnish market still demanding and focused on single services



Contract portfolio development

H1 Contract Portfolio Changes*

MSEK



*Changes in the contract portfolio comprise of all contracts with annual sales exceeding SEK 10 million and are reported on a six-monthly basis. For new agreements which have been concluded during the period, the contracted or estimated annual sales volume is indicated. For contracts which have been terminated during the period, the total annual volume of full service sales is indicated



IPO has created stronger financial platform



- Deleveraging to 2.8x EBITDA
- New 5-year term loan in place with substantially lower interest rate – very limited effect in Q2, but fully visible from Q3
- Recognition of full tax asset in Q2, securing lower effective tax rate going forward

Profit & Loss Statement

(SEKm)	Q2			YTD		
	2015	2014	Chg.	2015	2014	Chg.
Net sales	1 786	1 642	9%	3 634	3 149	15%
Gross Profit	224	214	5%	461	421	10%
<i>Gross margin</i>	12,5%	13,1%		12,7%	13,4%	
Selling and administrative expenses	-123	-121	2%	-249	-236	6%
<i>SG&A % of Sales</i>	-6,9%	-7,4%		-6,8%	-7,5%	
Adjusted EBITDA	101	93	8%	213	186	15%
Depreciation	-12	-11	11%	-24	-23	7%
Adjusted EBITA	88	82	8%	188	163	16%
<i>EBITA margin</i>	5,0%	5,0%		5,2%	5,2%	
IACs	-8	-19	-59%	-12	-34	-63%
Transaction cost	-78	0	n/a	-78	0	n/a
Amortization and impairment	-45	-52	-14%	-89	-103	-14%
EBIT	-42	11	n/a	9	26	-64%
Financial net	-89	-86	3%	-122	-141	-13%
Income tax expense	258	6	n/a	253	9	n/a
Net Income	128	-69	n/a	140	-107	n/a



Items Affecting Comparability

(SEKm)	2014 FY	2015 YTD
Integration		
M&A	-6	0
Statoil	-54	-5
Other	-17	-5
Total integration	-76	-10
Total restructuring	-11	0
Other		
Cinven monitoring fees	-4	-2
Other	-2	0
Total other	-7	-2
Total IACs	-94	-12
Transaction costs	-12	-78
Total IACs including transaction costs	-106	-90

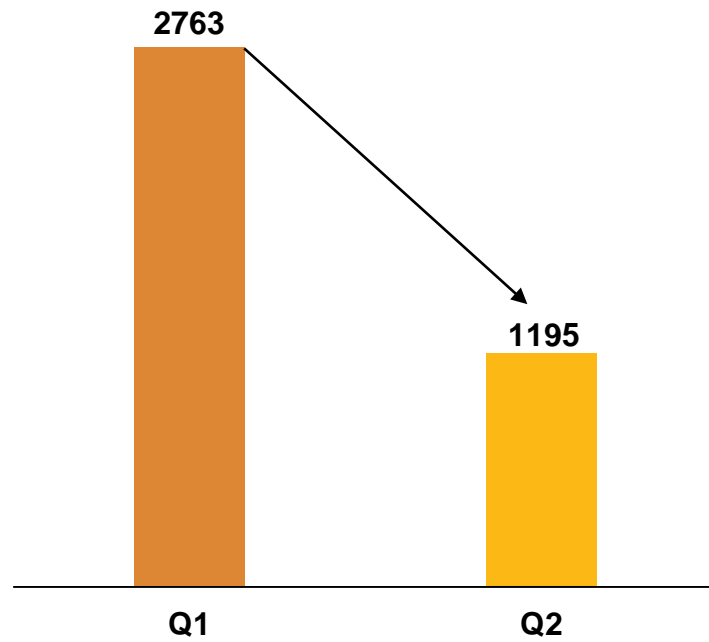
Transaction costs	
P&L	78 MSEK
Equity	49 MSEK
Total	126 MSEK
Main components:	
- Bank fees	
- Advisor/consulting fees	



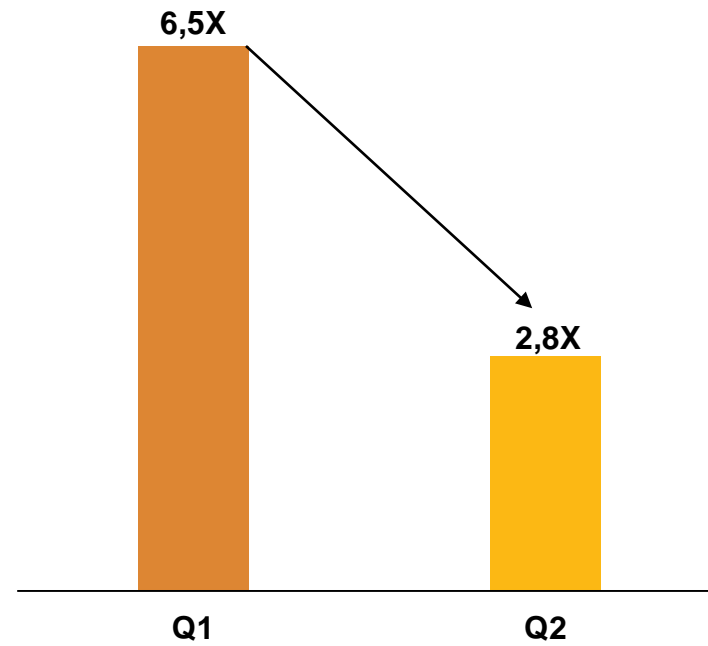
Net Debt and Leverage

Net Debt

SEK thousands



Leverage



Balance Sheet

ASSETS (SEKm)	June	
	2015	2014
Tangible assets	74	131
Intangible assets	3 999	4 475
Financial Assets	292	17
Total non-current assets	4 365	4 623
Current assets	1 335	1 874
Cash and cash equivalents	213	51
Total current assets	1 549	1 925
Total assets	5 914	6 549
NWC, Continuing Operations	-358	-99
NWC, % of Net Sales	-4,9%	-1,6%

EQUITY & LIABILITIES (SEKm)	June	
	2015	2014
Total equity	2 724	1 528
Borrowings	1 402	2 822
Other non-current-liabilities	65	88
Total non-current liabilities	1 467	2 928
Interest bearing liabilities	16	201
Other current liabilities	1 707	1 598
Total current liabilities	1 723	1 799
Total equity and liabilities	5 914	6 549
Equity/Assets Ratio	46%	23%



Cash Flow

(SEKm)	Q2			YTD			FY
	2015	2014	Chg,	2015	2014	Chg,	LTM
Adjusted EBITDA	101	93	8	213	186	27	430
Capex	-13	-10	-4	-21	-14	-7	-39
Changes in working capital	95	-150	244	-34	-227	193	256
Adjusted cash flow from operating activities	182	-66	248	158	-55	213	647
Cash conversion (%)	181%	-71%	252%	74%	-30%	104%	150%
IACs and transaction costs	-134	-19	-66	-90	-34	-57	-163
Adjustment for items not affecting cash flow	-3	-22	19	-6	-36	31	-23
Interest and other financial items	-74	-66	-9	-121	-96	-25	-213
Income tax paid	-1	-3	2	-2	-7	5	-6
Cash flow from operating activities	-30	-177	195	-61	-228	167	243
Cash flow from investing activities	0	0	0	0	0	0	-23
Change in borrowings	-1 583	60	-1 644	-1 603	60	-1 664	-1 620
New share issue	1 675	0	1 675	1 675	0	1 675	1 675
Other financial cash flow	-2	-2	1	-4	-5	1	-9
Cash flow from financing activities	90	58	32	68	55	12	46
Cash flow excl. discontinued operations	60	-119	227	6	-173	180	266

Q & A



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Disclaimer

Disclaimer statement

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