

# Q3 Report 2017



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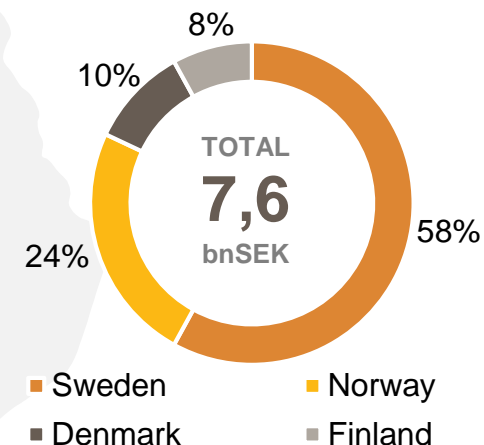
October 27, 2017



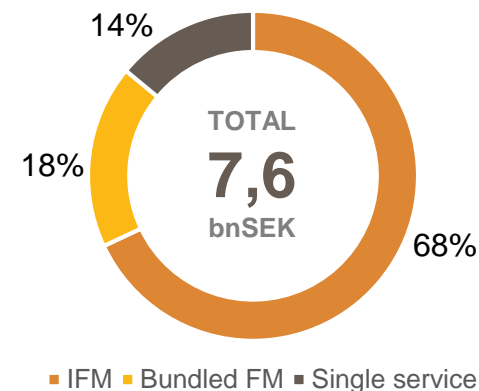
# Coor is the Nordic market leader in IFM

- No.1 in Nordic IFM (Integrated Facility Management)
- Tailored customer proposition - **SERVICE with IQ**
- Soft FM, hard FM and strategic advisory services
- Both self-delivery and subcontracting

TURNOVER BY COUNTRY



TURNOVER BY CONTRACT TYPE



Note: All figures are Q3 2017 LTM and exclude Damage Service

# Strong growth in Q3

KEY TARGETS	Q3 2017	Q3 2016	LTM	MID-LONG TERM
<b>Organic Growth</b>	<b>7%</b>	<b>1%</b>	<b>3%</b>	<b>4-5%</b> <i>Organic net sales growth over a business cycle</i>
<b>EBITA-Margin</b>	<b>5.6%</b>	<b>5.6%</b>	<b>6.1%</b>	<b>~5.5%</b> <i>Adjusted EBITA margin</i>
<b>Cash Conversion</b>	<b>85%</b>	<b>103%</b>	<b>85%</b>	<b>&gt;90%</b> <i>(Adj EBITDA – CAPEX – ΔWC) / Adj EBITDA</i>
<b>Capital structure</b>	<b>1.9x</b>	<b>2.1x</b>	<b>1.9x</b>	<b>&lt;3.0x</b> <i>Net debt / Adjusted EBITDA LTM</i>

# Business highlights Q3

## BUSINESS HIGHLIGHTS Q3

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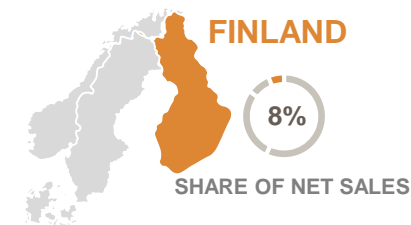
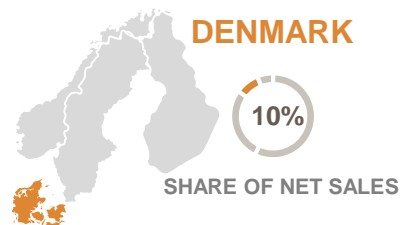
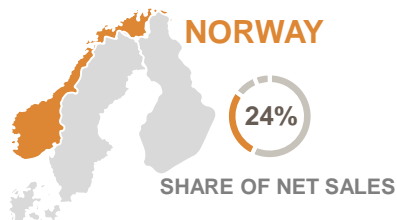
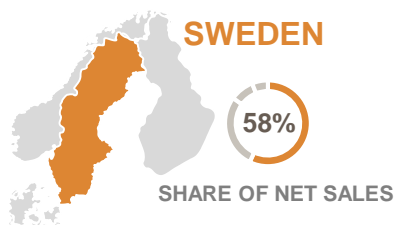


- Continued integration and ramp-up of large Nordic IFM-agreements underway
  - ABB (Sweden, Norway, Finland)
  - NKS (Sweden)
- Solid progress on contract prolongations across the Nordics
  - Telia Company
  - Borealis
  - GKN Aerospace
- Steady stream of new small and mid-sized contracts signed in all countries (Sokotel, Western Geco, Zenuity, etc.).
- Launch of Coor SmartClimate™ - automated and real time measurement of indoor climate
- Damage services in Norway divested

— SERVICE *with* IQ —



# Country by country



	Q3 17	Q3 16
Organic Growth	8%	6%
EBITA Margin	8.7%	8.2%

	Q3 17	Q3 16
Organic Growth	-1%	2%
EBITA Margin	6.1%	7.3%

	Q3 17	Q3 16
Organic Growth	10%	-20%
EBITA Margin	5.2%	5.4%

	Q3 17	Q3 16
Organic Growth	17%	-5%
EBITA Margin	7.1%	5.6%

- Continued growth from expanding contracts (e.g. NKS and VCC), project volumes and new small/mid-size contracts
- Improved margin from strong Q3 LY with high efficiency and positive mix effects

- Growth coming down from Q3 2016
- Margin effects from contract extensions and price adjustment to large customer
- Enhanced focus on FM business after divestment of Damage Services

- Continued growth from new mid-size contracts
- Internal efficiencies maintain margins, despite new volumes with initially lower profitability

- Significant growth after the start-up of ABB in Q2
- Continued efforts to gain volume and increase efficiency paying off

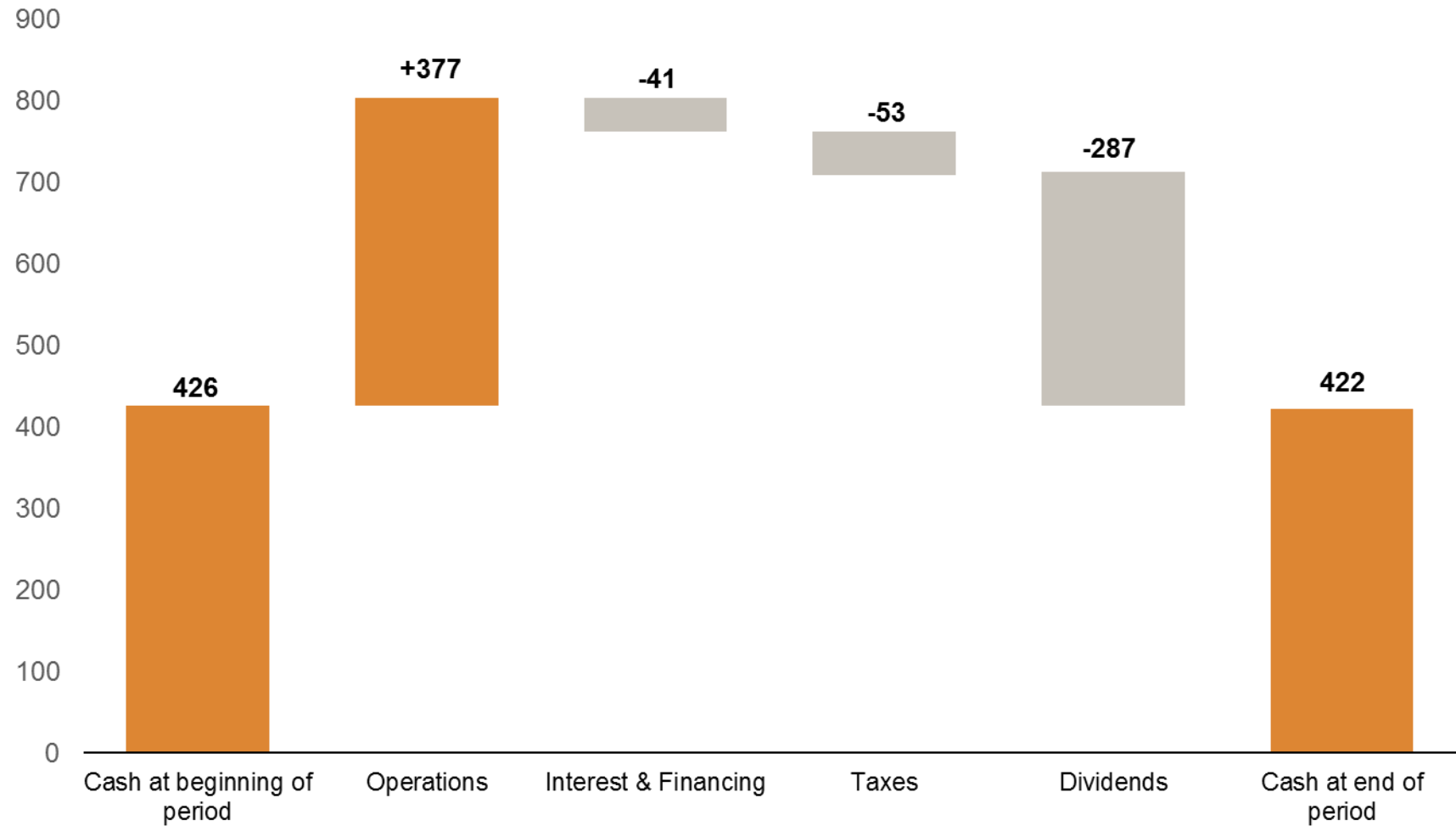
# Profit & Loss Statement

P&L (SEK m)	Q3			YTD			LTM	FY
	2017	2016	Chg.	2017	2016	Chg.	Q3	2016
<b>Net sales</b>	<b>1 853</b>	<b>1 740</b>	<b>113</b>	<b>5 610</b>	<b>5 315</b>	<b>295</b>	<b>7 567</b>	<b>7 272</b>
<b>Adjusted EBITA</b>	<b>104</b>	<b>97</b>	<b>7</b>	<b>343</b>	<b>314</b>	<b>29</b>	<b>464</b>	<b>435</b>
<i>Adjusted EBITA margin</i>	<i>5,6%</i>	<i>5,6%</i>	<i>0,0%</i>	<i>6,1%</i>	<i>5,9%</i>	<i>0,2%</i>	<i>6,1%</i>	<i>6,0%</i>
<b>EBIT</b>	<b>53</b>	<b>47</b>	<b>7</b>	<b>197</b>	<b>169</b>	<b>29</b>	<b>270</b>	<b>242</b>
Financial net	-11	-30	19	-17	-69	53	-22	-75
Income tax expense	-9	-4	-5	-41	-26	-15	-59	-44
<b>Net income</b>	<b>33</b>	<b>12</b>	<b>21</b>	<b>140</b>	<b>74</b>	<b>66</b>	<b>190</b>	<b>123</b>
Add-back amortization	43	47	-4	127	133	-6	171	176
<b>Adjusted Net income</b>	<b>76</b>	<b>59</b>	<b>17</b>	<b>267</b>	<b>206</b>	<b>61</b>	<b>360</b>	<b>300</b>

# Cash flow

CASH FLOW LTM Q3 2017

MSEK



# Cash flow

(SEKm)	Q3			LTM
	2017	2016	Chg.	Q3 2017
<b>Adjusted EBITDA</b>	<b>116</b>	<b>107</b>	<b>9</b>	<b>513</b>
Capex	-17	-10	-6	-70
Changes in working capital	-100	-37	-63	-8
<b>Adjusted operating cash flow</b>	<b>0</b>	<b>60</b>	<b>-60</b>	<b>435</b>
<b>Cash conversion (%)</b>	<b>0%</b>	<b>56%</b>	<b>-56%</b>	<b>85%</b>
Other operating items	-23	-10	-13	-123
<b>Cash flow from operations</b>	<b>-24</b>	<b>50</b>	<b>-73</b>	<b>311</b>
<b>Cash flow from investments</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Cash flow from financing</b>	<b>0</b>	<b>-20</b>	<b>20</b>	<b>-295</b>
<b>Total cash flow</b>	<b>-24</b>	<b>29</b>	<b>-53</b>	<b>16</b>
<b><i>Total cash flow excl. dividend</i></b>	<b>-24</b>	<b>29</b>	<b>-53</b>	<b>304</b>



# Balance Sheet

	Sep		Dec
(SEK m)	2017	2016	2016
<b>Net Working Capital</b>	<b>-433</b>	<b>-443</b>	<b>-552</b>
<b><i>NWC, % of NS (LTM)</i></b>	<b>-5,7%</b>	<b>-6,1%</b>	<b>-7,6%</b>
<b><i>Equity/Assets Ratio</i></b>	<b>42%</b>	<b>45%</b>	<b>44%</b>
<b>Cash</b>	<b>422</b>	<b>426</b>	<b>603</b>
<b>Net debt</b>	<b>970</b>	<b>987</b>	<b>807</b>
<b><i>Leverage</i></b>	<b>1,89x</b>	<b>2,15x</b>	<b>1,70x</b>

# Summary Q3 2017

## Growth

7% Net sales growth  
7% EBITA growth



## Cash conversion

85% LTM

Improved profitability in all Nordic countries

KEY TARGETS	Q3 2017	Q3 2016	LTM	MID-LONG TERM
Organic Growth	7%			
EBITA-Margin	5.6%			
Cash Conversion	85%			
Capital structure	1.9x	2.1x	1.9x	<3.0x <small>Net debt / Adjusted EBITDA LTM</small>

85%

## Opportunities

Interesting business opportunities across the Nordics



# Q & A



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