

# Q2 Report 2018



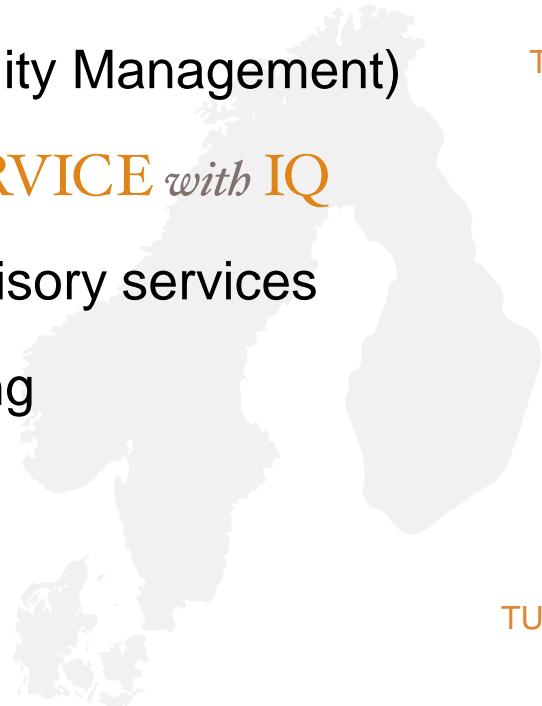
Mikael Stöhr, President and CEO  
Olof Stålnacke, CFO and IR Director

July 18, 2018

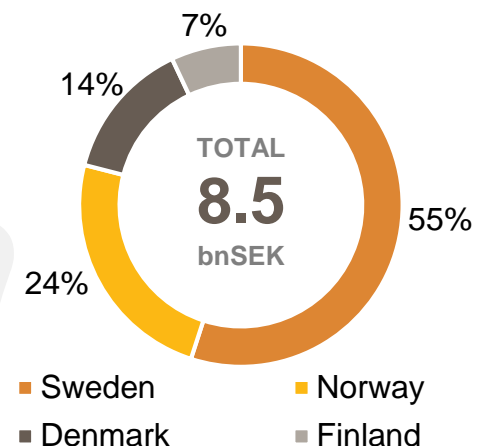


# Coor is the Nordic market leader in IFM

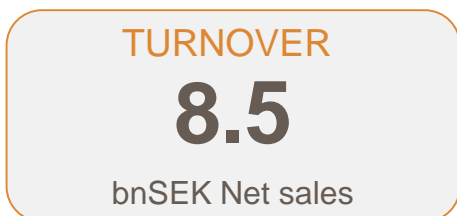
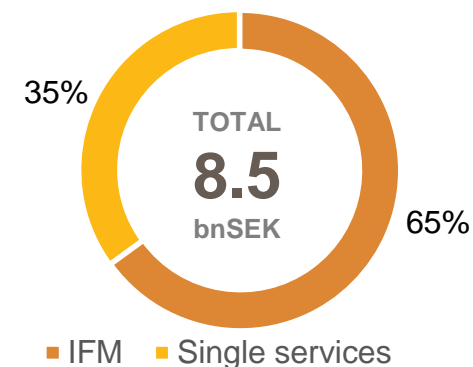
- No.1 in Nordic IFM (Integrated Facility Management)
- Tailored customer proposition - **SERVICE with IQ**
- Soft FM, hard FM and strategic advisory services
- Both self-delivery and subcontracting



TURNOVER BY COUNTRY



TURNOVER BY CONTRACT TYPE



Note: All figures are Q2 2018 LTM

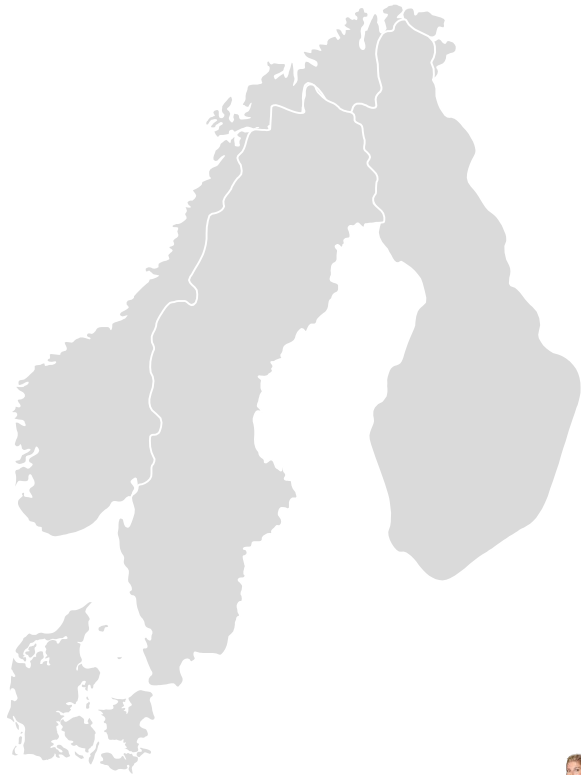
# Strong organic growth supplemented by acquisitions

KEY TARGETS	Q2 2018	Q2 2017	LTM	MID-LONG TERM
<b>Organic Growth</b>	<b>11%</b>	<b>3%</b>	<b>9%</b>	<b>4-5%</b> <i>Organic net sales growth over a business cycle</i>
<b>Acquired Growth</b>	<b>11%</b>	<b>N/A</b>	<b>4%</b>	<b>N/A</b>
<b>EBITA-Margin</b>	<b>5.8%</b>	<b>6.1%</b>	<b>5.7%</b>	<b>~5.5%</b> <i>Adjusted EBITA margin</i>
<b>Cash Conversion</b>	<b>69%</b>	<b>98%</b>	<b>69%</b>	<b>&gt;90%</b> <i>(Adj EBITDA – CAPEX – ΔWC) / Adj EBITDA</i>
<b>Leverage</b>	<b>2.7x</b>	<b>1.8x</b>	<b>2.7x</b>	<b>&lt;3.0x</b> <i>Net debt / Adjusted EBITDA LTM</i>

# Business highlights Q2

## BUSINESS HIGHLIGHTS Q2

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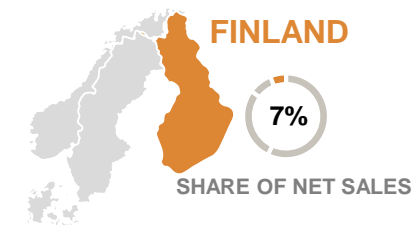
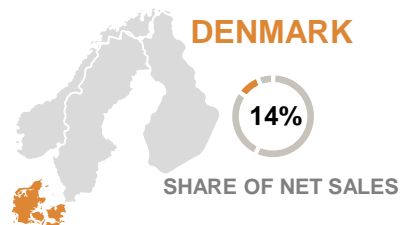
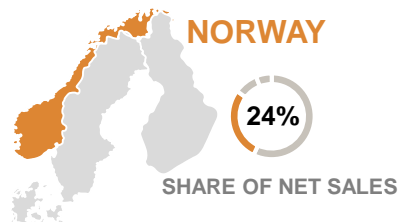
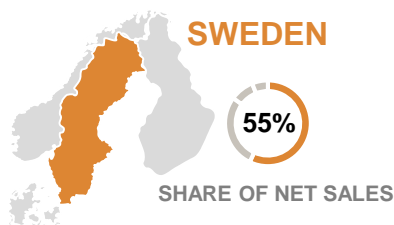


- Continued ramp-up of new and renegotiated contracts
  - ABB (Sweden, Norway, Finland), NKS (Sweden), Sokotel (Finland), Bergen University (Norway), Copenhagen Municipality (Denmark)
- New large IFM contract signed with Storebrand in Norway
- Steady stream of small and mid-sized contracts signed in all countries, e.g.
  - IKEA and Attendo (Finland), MAN Diesel (Denmark), H&M (Sweden)
- Acquisition of West FM in Norway finalized
- Integrations of earlier acquisitions in Denmark and Norway well underway

— SERVICE *with* IQ —



# Country by country



	Q2 18	LTM
Organic Growth	8%	8%
Acquired Growth	n/a	n/a
EBITA Margin	10.2%	9.9%

	Q2 18	LTM
Organic Growth	14%	7%
Acquired Growth	4%	2%
EBITA Margin	6.4%	6.3%

	Q2 18	LTM
Organic Growth	22%	15%
Acquired Growth	98%	34%
EBITA Margin	4.0%	3.9%

	Q2 18	LTM
Organic Growth	13%	16%
Acquired Growth	n/a	n/a
EBITA Margin	0.9%	2.5%

- Continued growth from NKS, ABB, new SME-contracts and project volumes
- Margin effect from new and extended contracts balanced by project margins

- Significant organic growth in Q2, solid flow of project volumes in existing contracts and new SME-contracts
- Acquisition of OBOS closed; adds +4% growth, performance and synergy realization in line with plan
- Negative margin effect from new contracts

- Continued significant organic growth from Copenhagen Municipality, new SME-contracts and project volumes
- Acquisition of Elite Miljø closed, adds +98% growth, performance and synergy realization in line with plan
- Positive margin effect from project volumes

- Significant growth from Sokotel, ABB, new SME contracts and projects
- Negative margin effect from new contracts

# Contract portfolio development

## H1 2018 CONTRACT PORTFOLIO CHANGES

MSEK

400

355

-55

350

300

300

250

200

150

100

50

0

New contracts awarded (+18)

Contracts terminated (-3)

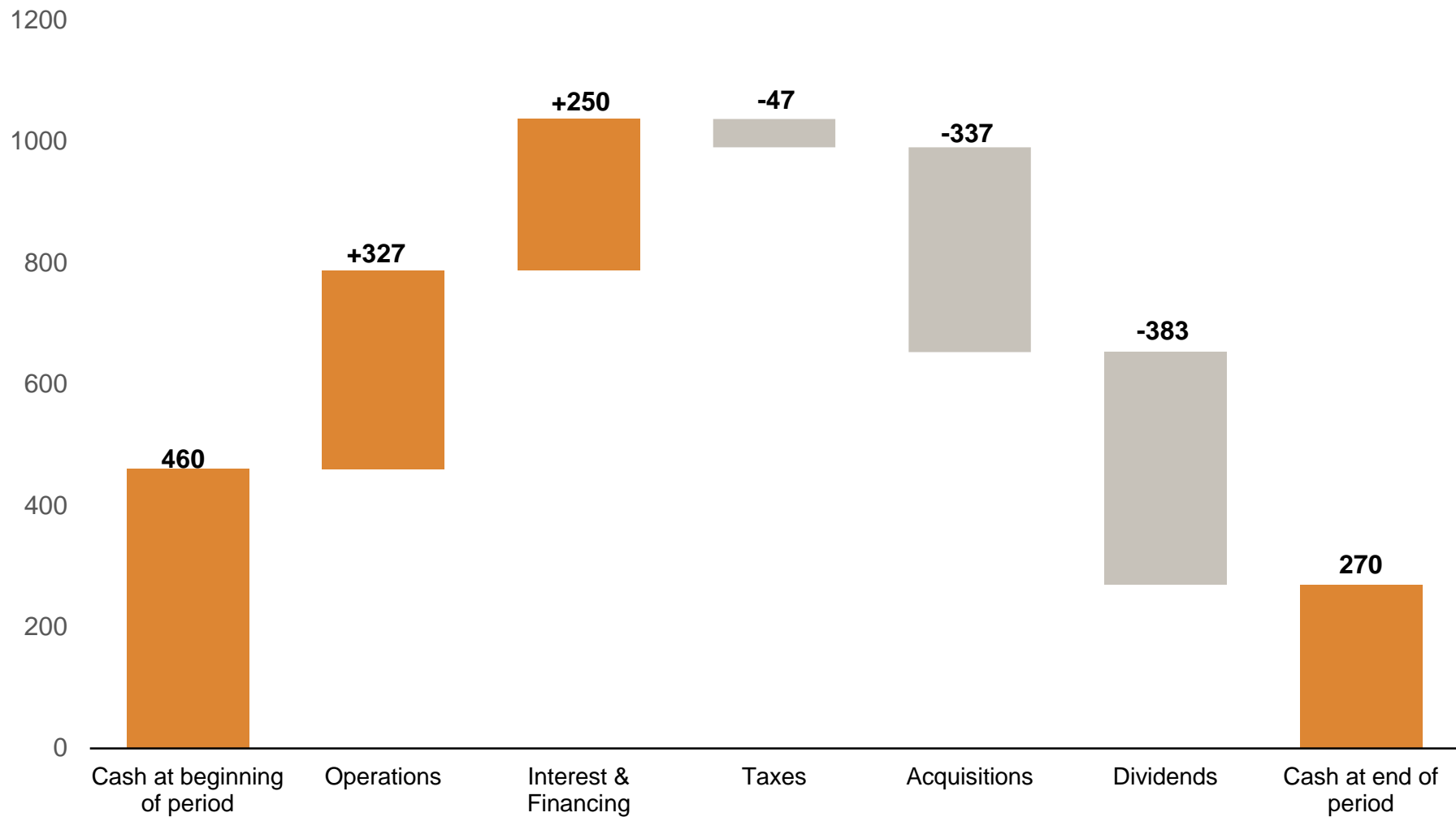
Net change (+15)

# Profit & Loss Statement

P&L (SEK m)	Q2			YTD			LTM	FY
	2018	2017	Chg.	2018	2017	Chg.	Q2	2017
<b>Net sales</b>	<b>2 380</b>	<b>1 900</b>	<b>480</b>	<b>4 507</b>	<b>3 757</b>	750	<b>8 473</b>	<b>7 722</b>
<b>Adjusted EBITA</b>	<b>138</b>	<b>115</b>	<b>22</b>	<b>253</b>	<b>238</b>	14	<b>482</b>	<b>468</b>
<i>Adjusted EBITA margin</i>	5,8%	6,1%	-0,3%	5,6%	6,3%	-0,7%	5,7%	6,1%
<b>EBIT</b>	<b>70</b>	<b>68</b>	<b>2</b>	<b>127</b>	<b>144</b>	-18	<b>251</b>	<b>268</b>
Financial net	-26	0	-25	-59	-6	-53	-77	-24
Income tax expense	-22	-16	-6	-29	-32	3	-53	-56
<b>Net income</b>	<b>22</b>	<b>51</b>	<b>-30</b>	<b>39</b>	<b>107</b>	-68	<b>121</b>	<b>188</b>
Add-back amortization	44	42	1	83	84	-1	169	170
<b>Adjusted Net income</b>	<b>65</b>	<b>94</b>	<b>-28</b>	<b>123</b>	<b>191</b>	-68	<b>290</b>	<b>358</b>

# Cash flow

CASH FLOW LTM Q2 2018





# Cash flow

(SEKm)	Q2			LTM	FY
	2018	2017	Chg.	Q2	2017
<b>Adjusted EBITDA</b>	<b>155</b>	<b>127</b>	<b>28</b>	<b>540</b>	<b>517</b>
Capex	-28	-19	-8	-93	-75
Changes in working capital	-27	35	-61	-77	89
<b>Adjusted operating cash flow</b>	<b>100</b>	<b>143</b>	<b>-42</b>	<b>370</b>	<b>531</b>
<b>Cash conversion (%)</b>	<b>65%</b>	<b>112%</b>	<b>-47%</b>	<b>69%</b>	<b>103%</b>
Other operating items	-49	-24	-25	-149	-112
<b>Cash flow from operations</b>	<b>52</b>	<b>119</b>	<b>-67</b>	<b>221</b>	<b>420</b>
<b>Cash flow from investments</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-337</b>	<b>0</b>
<b>Cash flow from financing</b>	<b>-90</b>	<b>-294</b>	<b>204</b>	<b>-95</b>	<b>-278</b>
<b>Total cash flow</b>	<b>-38</b>	<b>-175</b>	<b>137</b>	<b>-211</b>	<b>142</b>
<b><i>Total cash flow excl. dividend</i></b>	<b>345</b>	<b>112</b>	<b>233</b>	<b>172</b>	<b>429</b>

# Balance Sheet

	Jun		Dec
<b>(SEK m)</b>	<b>2018</b>	<b>2017</b>	<b>2017</b>
<b>Net Working Capital</b>	<b>-480</b>	<b>-532</b>	<b>-630</b>
<b><i>NWC, % of NS (LTM)</i></b>	<b>-5,7%</b>	<b>-7,1%</b>	<b>-8,2%</b>
<b><i>Equity/Assets Ratio</i></b>	<b>36%</b>	<b>42%</b>	<b>40%</b>
<b>Cash</b>	<b>270</b>	<b>460</b>	<b>709</b>
<b>Net debt</b>	<b>1 451</b>	<b>930</b>	<b>699</b>
<b><i>Leverage</i></b>	<b>2,69x</b>	<b>1,84x</b>	<b>1,35x</b>

# Summary Q2 2018

## Growth

**11%** organic  
**11%** acquired  
**14%** LTM total



## EBITA margin

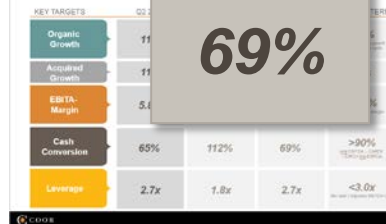
**5.8%** in Q2  
**5.7%** LTM



## Cash conversion

**69%** LTM

The year starts with strong organic growth supplemented by acquisitions



## Opportunities

Interesting business opportunities across the Nordics



# Q & A



SERVICE *with* IQ