

Year-end Report January-December 2018



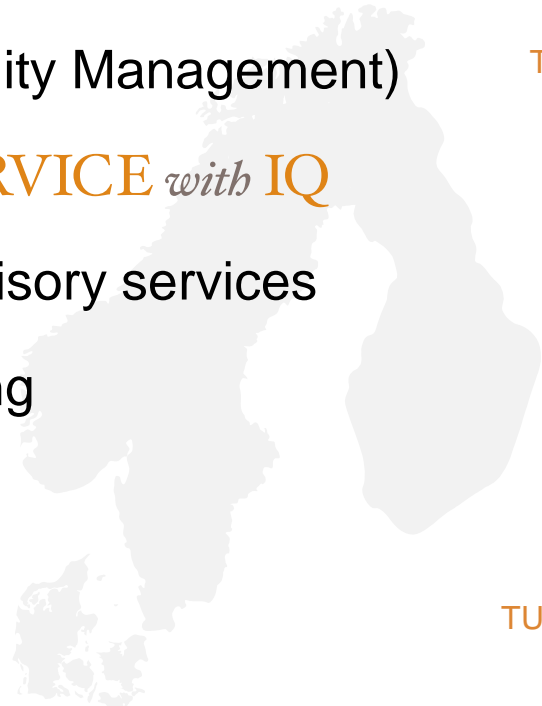
Mikael Stöhr, President and CEO
Olof Stålnacke, CFO and IR Director

February, 2019

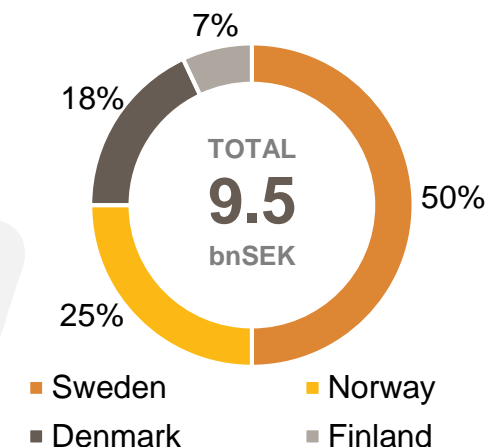


Coor is the Nordic market leader in IFM

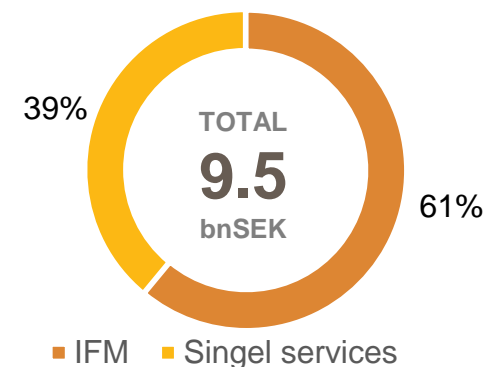
- No.1 in Nordic IFM (Integrated Facility Management)
- Tailored customer proposition - **SERVICE** *with IQ*
- Soft FM, hard FM and strategic advisory services
- Both self-delivery and subcontracting



TURNOVER BY COUNTRY



TURNOVER BY CONTRACT TYPE



Note: All figures are Q4 2018 LTM and excludes Damage Service

Growth in the Nordics, increased operating profit and a strong cash flow creates room for extra dividend

KEY TARGETS	Q4 2018	FY 2018	FY 2017	MID-LONG TERM
Organic Growth	9%	10%	6%	4-5% <i>Organic net sales growth over a business cycle</i>
Acquired Growth	11%	10%	N/A	N/A
EBITA-Margin	5.2%	5.2%	6.1%	~5.5% <i>Adjusted EBITA margin</i>
Cash Conversion	80% 97%*	80% 97%*	103%	>90% <i>(Adj EBITDA – CAPEX – ΔWC) / Adj EBITDA</i>
Leverage	2.4x	2.4x	1.4x	<3.0x <i>Net debt / Adjusted EBITDA LTM</i>
Dividend	N/A	4.00 SEK <i>per share</i>	4.00 SEK <i>per share</i>	~50% <i>of profit after tax and before amortisation and impairment of customer contracts over a business cycle</i>

* Cash conversion proforma adjusted for double (incorrect) salary payment in December

Business highlights Q4

BUSINESS HIGHLIGHTS Q4

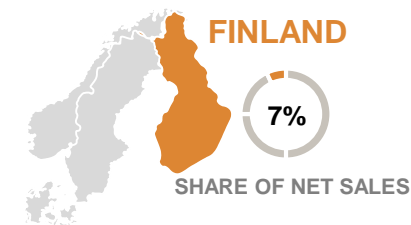
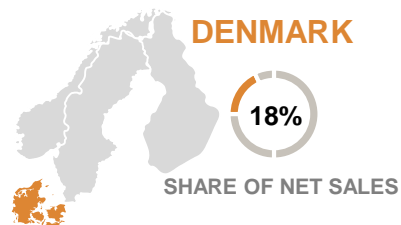
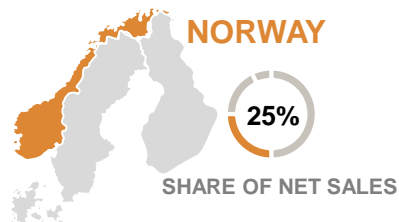
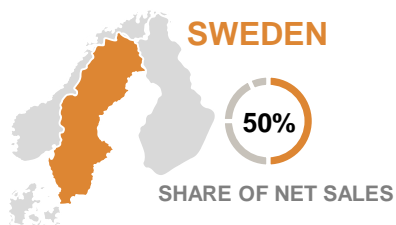


- Large IFM agreements ramp up
 - Storebrand (Norway)
 - NKS (Sweden)
- Steady stream of small and mid-sized contracts signed in all countries
- Strong year for contract extensions
 - 91% retention rate
 - ~2,6 bnSEK volumes renegotiated
- Acquisitions in Denmark and Norway integrated well into Coor

– SERVICE *with* IQ –



Country by country



	Q4	FY 2018
Organic Growth	4%	6%
Acquired Growth	n/a	n/a
EBITA Margin	9.1%	9.1%

	Q4	FY 2018
Organic Growth	16%	15%
Acquired Growth	11%	8%
EBITA Margin	6.1%	6.4%

	Q4	FY 2018
Organic Growth	14%	18%
Acquired Growth	79%	78%
EBITA Margin	5.2%	3.9%

	Q4	FY 2018
Organic Growth	20%	19%
Acquired Growth	n/a	n/a
EBITA Margin	-0.5%	1.1%

- Continued growth vs tough comparables, driven by new SME contracts and high variable volumes
- Margin effect from Ericsson extension and contract starts

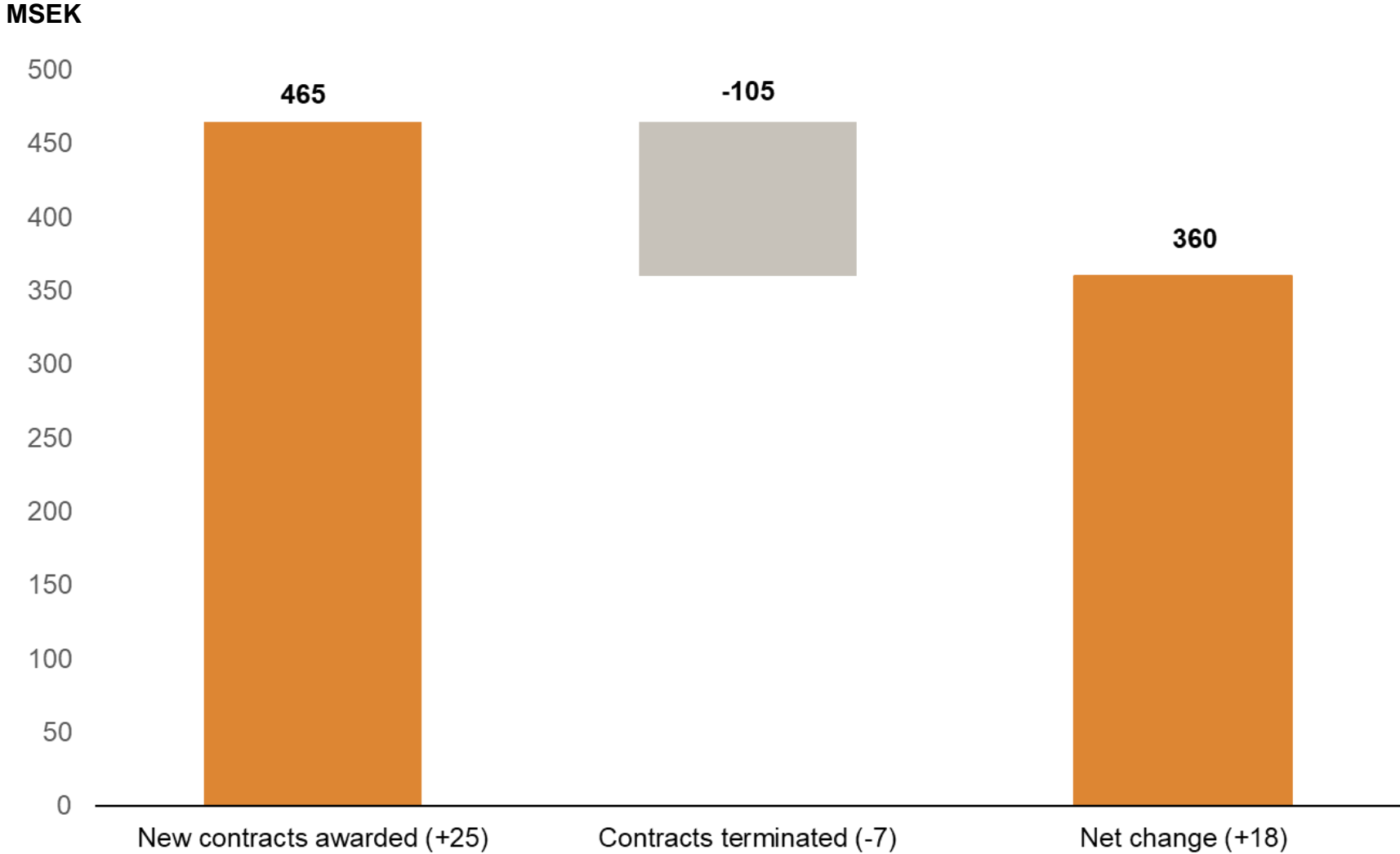
- Significant organic growth in Q4, solid flow of project volumes in existing contracts and new contract with Storebrand
- Acquisition of West; adds +11% growth together with OBOS, performance and synergy realization in line with plan

- Continued significant organic growth from Copenhagen Municipality, new SME-contracts and project volumes
- Acquisition of Elite Miljø, adds +79% growth, performance and synergy realization in line with plan
- Negative margin impact from project volumes and Elite mix effect

- Significant growth from Sokotel and new SME contracts and ABB
- Negative margin effect from credit loss and cleaning contracts

Contract portfolio development

FY 2018 CONTRACT PORTFOLIO CHANGES (Contracts >5 MSEK in annual sales)

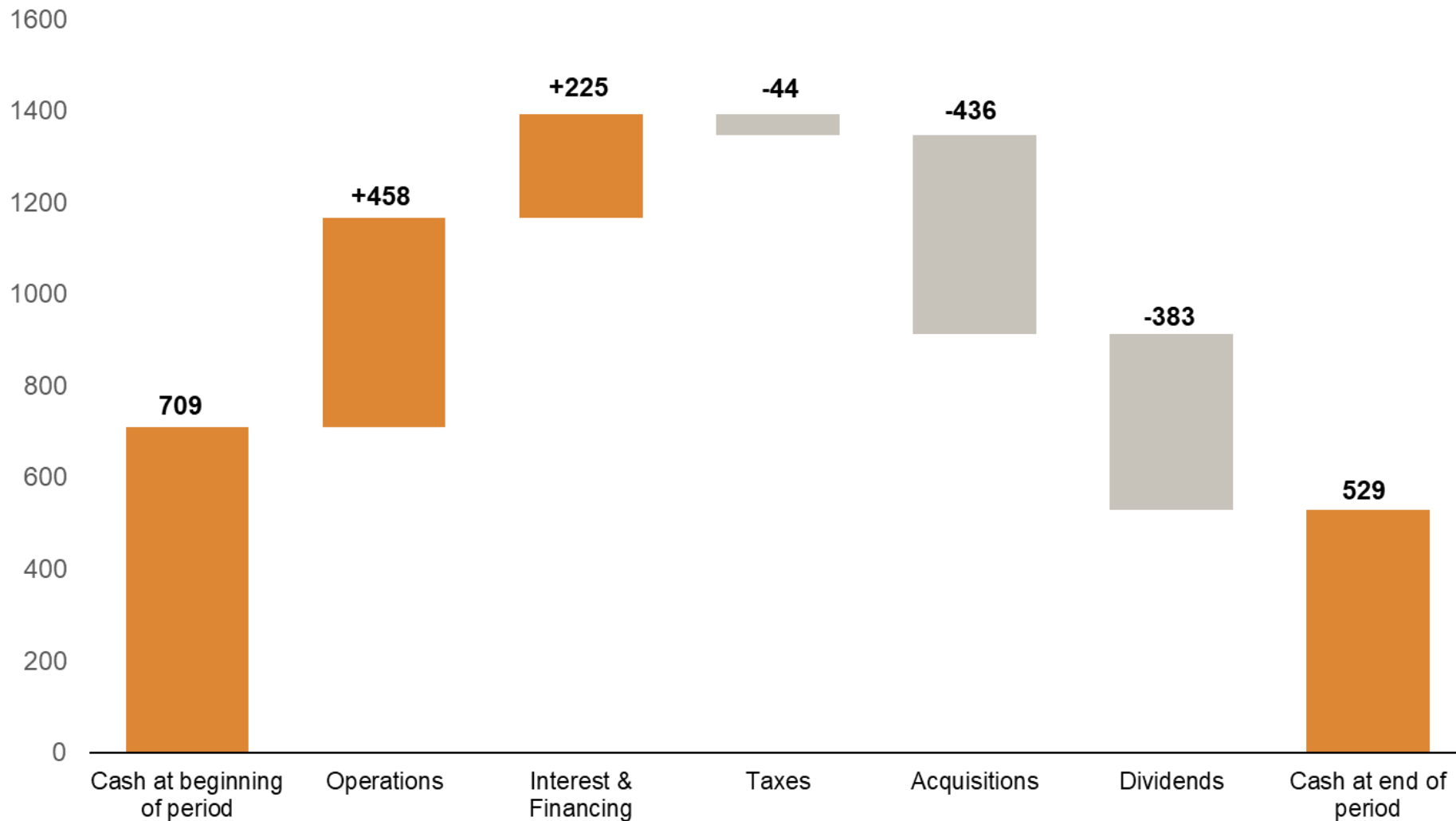


Profit & Loss Statement

P&L (SEK m)	Q4			FY		
	2018	2017	Chg.	2018	2017	Chg.
Net sales	2 613	2 112	501	9 489	7 722	1 767
Adjusted EBITA	135	125	10	490	468	22
<i>Adjusted EBITA margin</i>	<i>5,2%</i>	<i>5,9%</i>	<i>-0,8%</i>	<i>5,2%</i>	<i>6,1%</i>	<i>-0,9%</i>
EBIT	55	71	-16	219	268	-50
Financial net	5	-7	13	-62	-24	-38
Income tax expense	-18	-16	-2	-53	-56	3
Net income	42	48	-6	104	188	-84
Add-back amortization	46	43	3	176	170	6
Adjusted Net income	88	91	-2	280	358	-78

Cash flow – Pro Forma

CASH FLOW FY 2018



Note: Cash Flow adjusted for double salary payment in December 2018

Cash Flow

(SEKm)	Q4			FY		
	2018	2017	Chg.	2018	2017	Chg.
Adjusted EBITDA	154	139	15	558	517	41
Capex	-24	-27	3	-84	-75	-9
Changes in working capital	188	203	-15	-27	89	-116
Adjusted operating cash flow	317	315	2	447	531	-84
Cash conversion (%)	206%	227%	-21%	80%	103%	-23%
Other operating items	-58	-37	-22	-182	-112	-70
Cash flow from operations	259	278	-19	265	420	-154
Cash flow from investments	0	0	0	-436	0	-436
Cash flow from financing	-132	17	-149	-114	-278	163
Total cash flow	127	295	-168	-285	142	-427
<i>Total cash flow excl. dividend</i>	127	295	-168	98	429	-331

Balance Sheet

(SEK m)	Dec	
	2018	2017
Net Working Capital	-626	-630
<i>NWC, % of NS (LTM)</i>	-6,6%	-8,2%
<i>Equity/Assets Ratio</i>	33%	40%
Cash	435	709
Net debt	1 318	699
<i>Leverage</i>	2,36x	1,39x

Summary 2018

Growth

23% FY total
10% Organic
10% Acquired



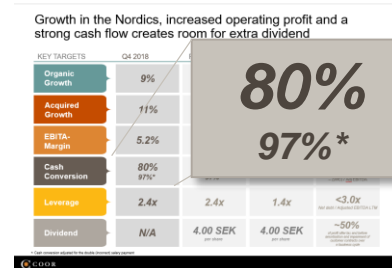
EBITA margin

5.2% in Q4
5.2% LTM



Cash conversion

80% LTM
97% LTM (excluding double (incorrect) salary payment)



Opportunities

Interesting business opportunities across the Nordics



Q & A



SERVICE *with* IQ