

FACILITY SERVICES SWEDEN

MIKKO TAIPALE
SENIOR VICE PRESIDENT



FACILITY SERVICES SWEDEN

**WELL-FUNCTIONING
FACILITIES IN HIGHLY
DEMANDING
ENVIRONMENTS**



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WE ENSURE WELL-FUNCTIONING FACILITIES IN HIGHLY DEMANDING ENVIRONMENTS



BUSINESS LINES

Technical services and property maintenance

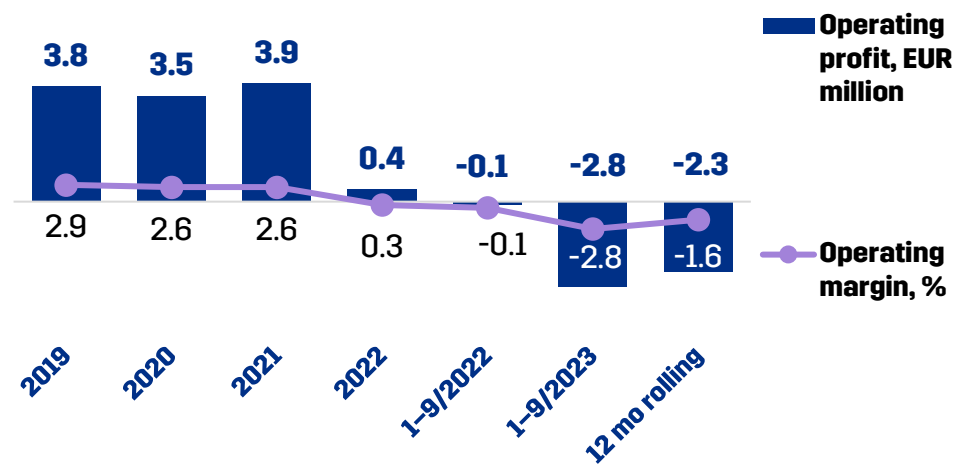
- Technical maintenance
- Ventilation and heating systems maintenance
- Energy efficiency services
- Advisory services

Cleaning and support services

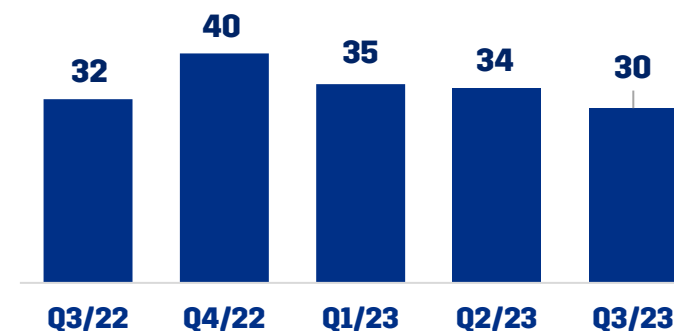
- Office and property cleaning
- Special cleaning services



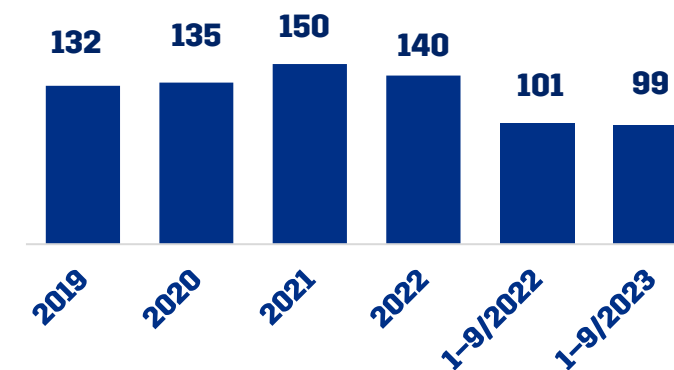
Operating profit and margin



Net sales by quarter (MEUR)



Net sales (MEUR)



ROOM FOR GROWTH IN THE MARKET – GOOD POSITION IN SELECTED CUSTOMER SEGMENTS



	FACILITY MANAGEMENT	CLEANING SERVICES
L&T POSITION IN CURRENT MARKET	# 4-5	>10
RELEVANT MARKET SIZE (BEUR)	3	2
ANNUAL MARKET GROWTH	3-5%	

Sources: L&T management estimate

Tailwinds

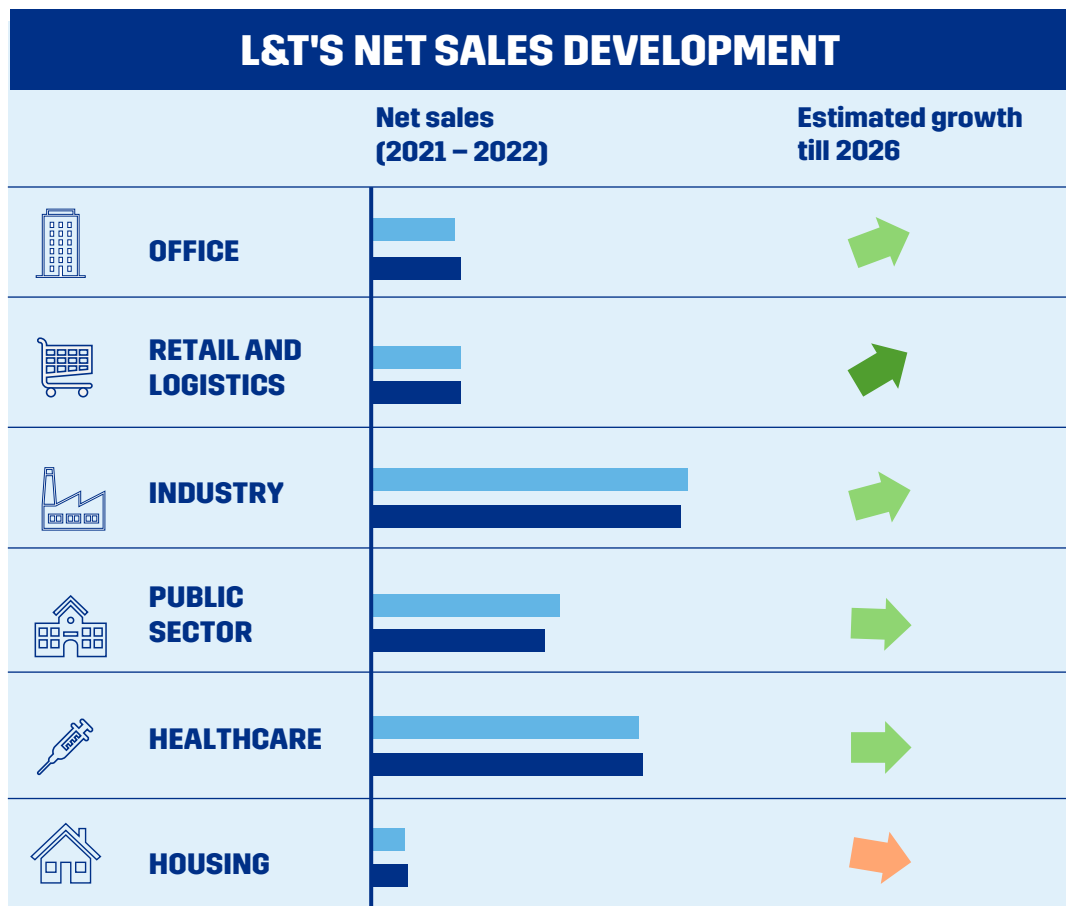
- Facility maintenance backlog growing
- Facilities and buildings are becoming more technically demanding and digital
- Climate change mitigation increases the importance of energy efficiency

Headwinds

- Availability of skilled labour
- Contract structures of the industry in the public sector customers

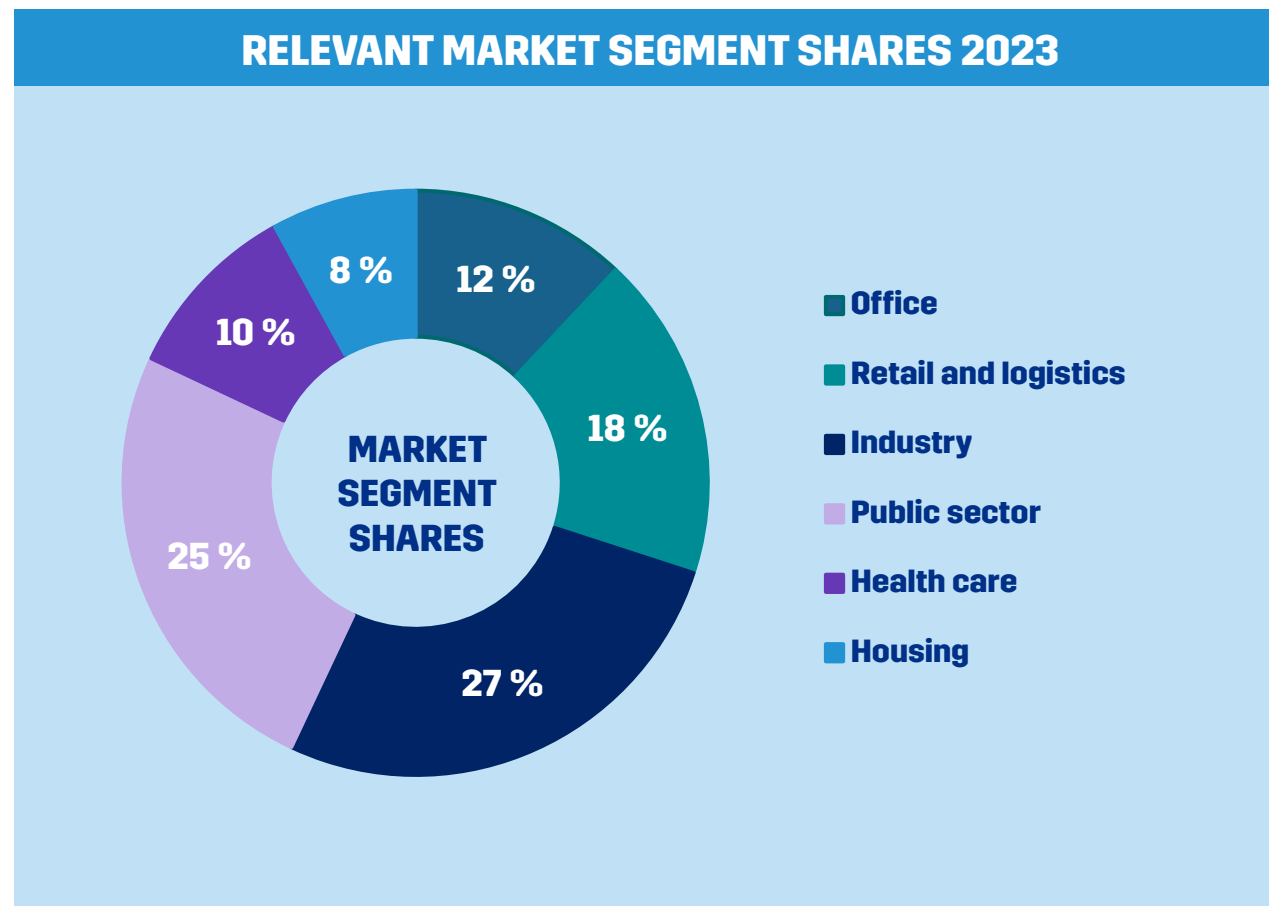


STRONG POSITION IN PUBLIC SECTOR AND ROOM FOR GROWTH IN COMMERCIAL SEGMENTS



Illustrative image

■ 2021 ■ 2022



Source: L&T management estimate



A COMPETITIVE POSITION IN THE FACILITY SERVICES VALUE CHAIN



Sources: L&T management



PROFITABILITY IMPROVEMENT ON THE WAY

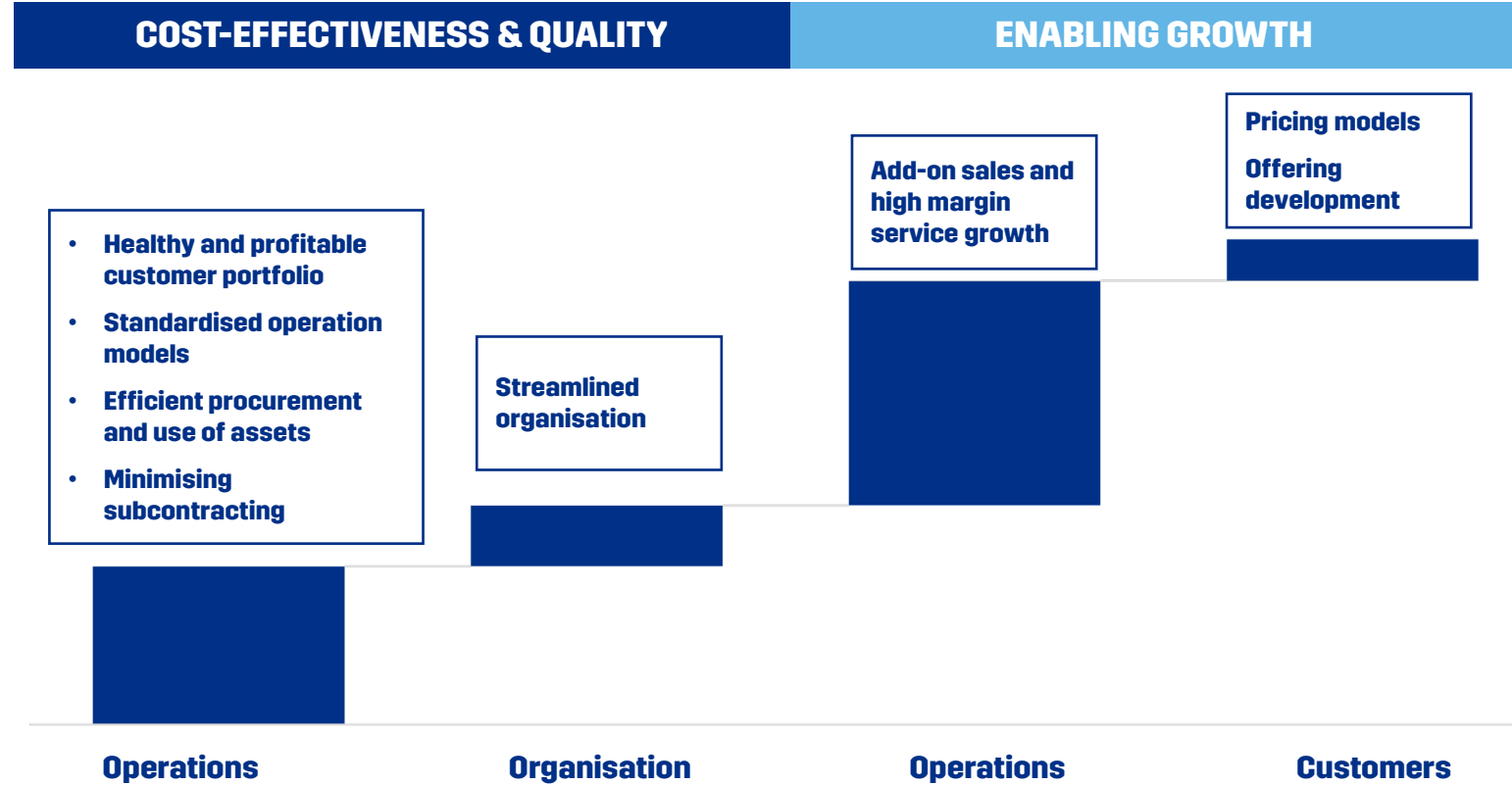


TURNAROUND OF THE BUSINESS IS PROGRESSING

ESTIMATED EBIT IMPACT OF TURNAROUND PROJECTS



MEUR	1-9/2023	2022
Net sales	98.7	140.4
EBITDA	0.9	6.3
EBIT	-2.8	0.4
EBIT-%	-2.8%	0.3%



Illustrative image

OPPORTUNITIES FOR CONTINUED ORGANIC GROWTH



WE DIFFERENTIATE BY

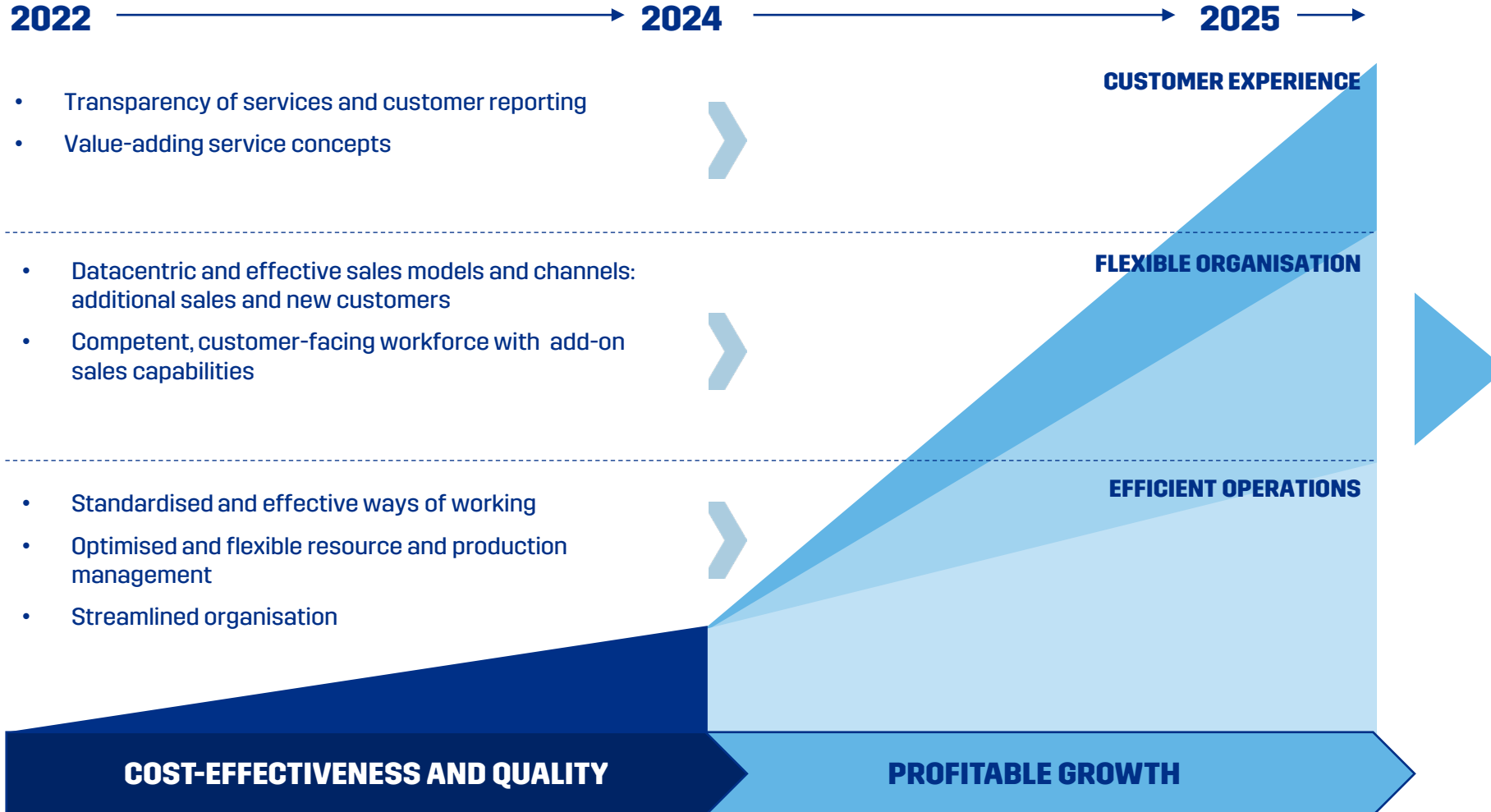
- Segment-specific capabilities and technical expertise
- Strong customer base and references
- Quality and reliability in demanding customer environments
- Strong offering of environmental responsibility solutions for facilities, e.g. energy efficiency

OUR FUTURE POTENTIAL

PROPERTY MAINTENANCE & TECHNICAL SERVICES	CLEANING AND SUPPORT SERVICES
 <p>DEMANDING SERVICE INSTALLATIONS</p>	 <p>SEGMENT EXPERTISE IN FOOD HYGIENE, OFFICES AND RETAIL</p>
 <p>ADVISORY SERVICES & ENERGY EFFICIENCY SERVICES TO EXISTING BUILDINGS</p>	 <p>SUSTAINABLE CLEANING CONCEPTS</p>



PROFITABILITY IMPROVEMENT CREATES A FOUNDATION FOR GROWTH



TARGETS AND GROWTH AMBITION

- **Strong position in chosen customer segments**
- **Grow faster than the market**
- **Achieve higher ROCE than main competitors**
- **Strong customer satisfaction**

Illustrative image





**A TRUSTED
PARTNER IN
SELECTED
CUSTOMER
SEGMENTS**





ByggVesta

STRATEGIC PARTNERSHIP IN MAINTENANCE AND TECHNICAL MANAGEMENT

- **Nationwide customer with 4000 rental agreements**
- **Needed expertise for fulfilling fire prevention regulations and performing controls.**
- **L&T delivery**
 - Professional drawings and control plans
 - Number of controls -75 %
 - Cost savings in base service
- **Customer feedback**
 - Significant improvements in safety for the tenants
 - Big improvement in customer satisfaction



DEMANDING FOOD HYGIENE SERVICES TO SWEDEN'S PREMIUM BRANDS

Guld Fågeln
*Det bästa
av Svenska Kycklingar*



SUMMARY

VALUE CREATION AND NEW OPENINGS

BEST-IN-CLASS TECHNICAL EXPERTISE

- Customer reporting
- Utilising data & analytics

SEGMENT SPECIALISATION

- Expert competencies in selected segments
- Sustainability-focused service concepts
- Sales and commercial expertise

Cost-effectiveness

**Proven
track-record
and segment
competencies**

**Customer
satisfaction and
sales opportunities**

**Employee
satisfaction**

PROFITABLE BASE-BUSINESS



THANK YOU



