



Connecting the global valuables market in a **transforming** Cash Ecosystem

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Managing **cash** in society.



Increasing growth and improving margins to Group average

Strong global presence

Servicing over 100 countries.
Doubling own network and
using Loomis CIT platforms

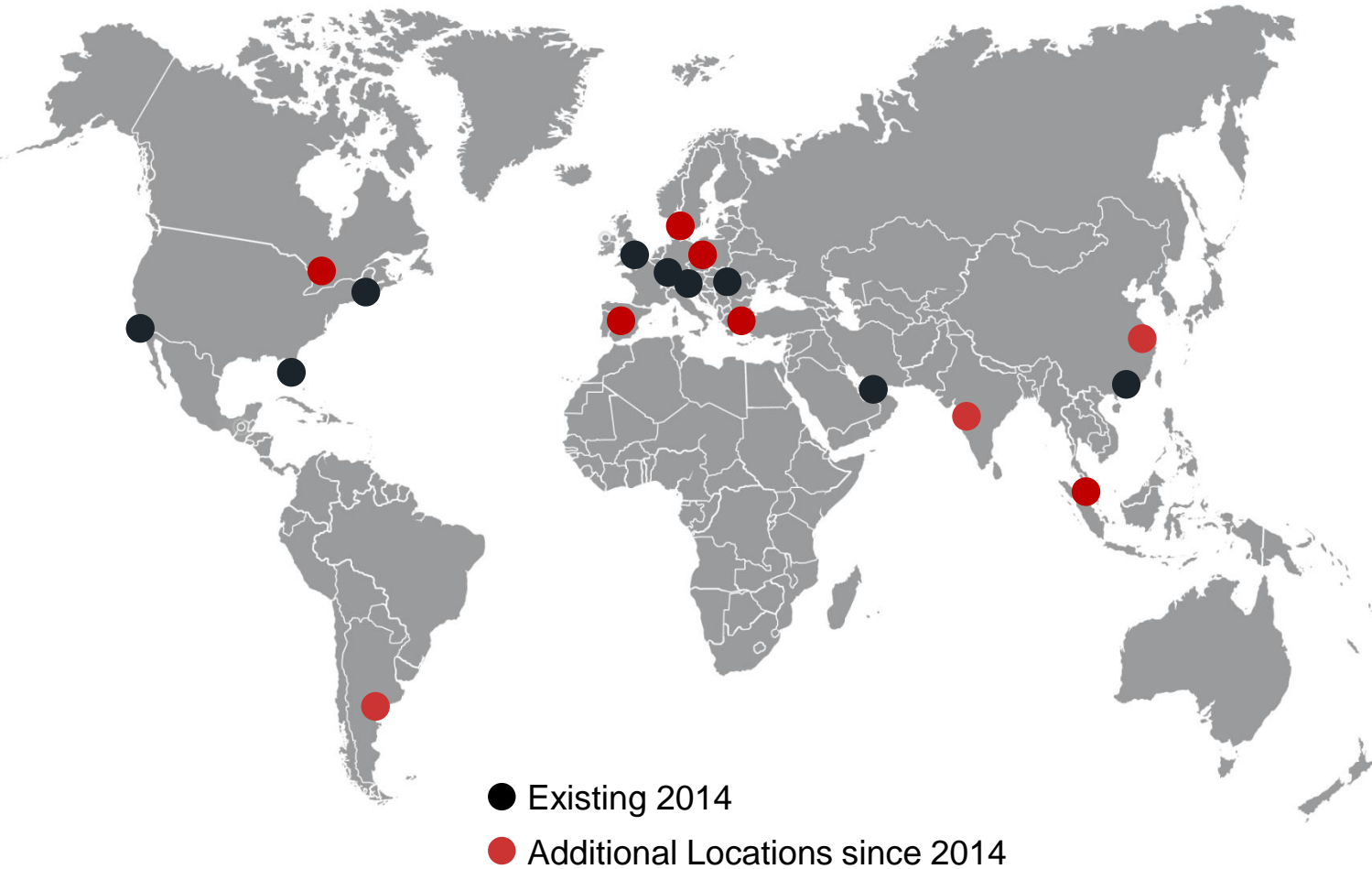
One-stop-shop for global flows

Strong international coordination.
One global IT, contract and
insurance solution

Expanding across the value chain

Expanding existing platform in
notes and metals into other
valuables

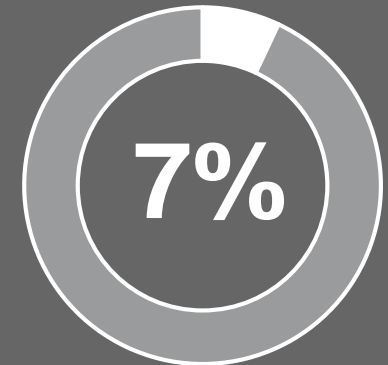
Loomis International – #2 in the global bullion and banknote market



Key ratios

International	2016	2015
Revenue, SEK million	1,149	1,419
Operating income (EBITA), SEK million	77	87
Operating margin, %	6.7	6.1

Segment international's share of Group total revenue in 2016



Creating **added value** by combining Loomis CIT Footprint with global network

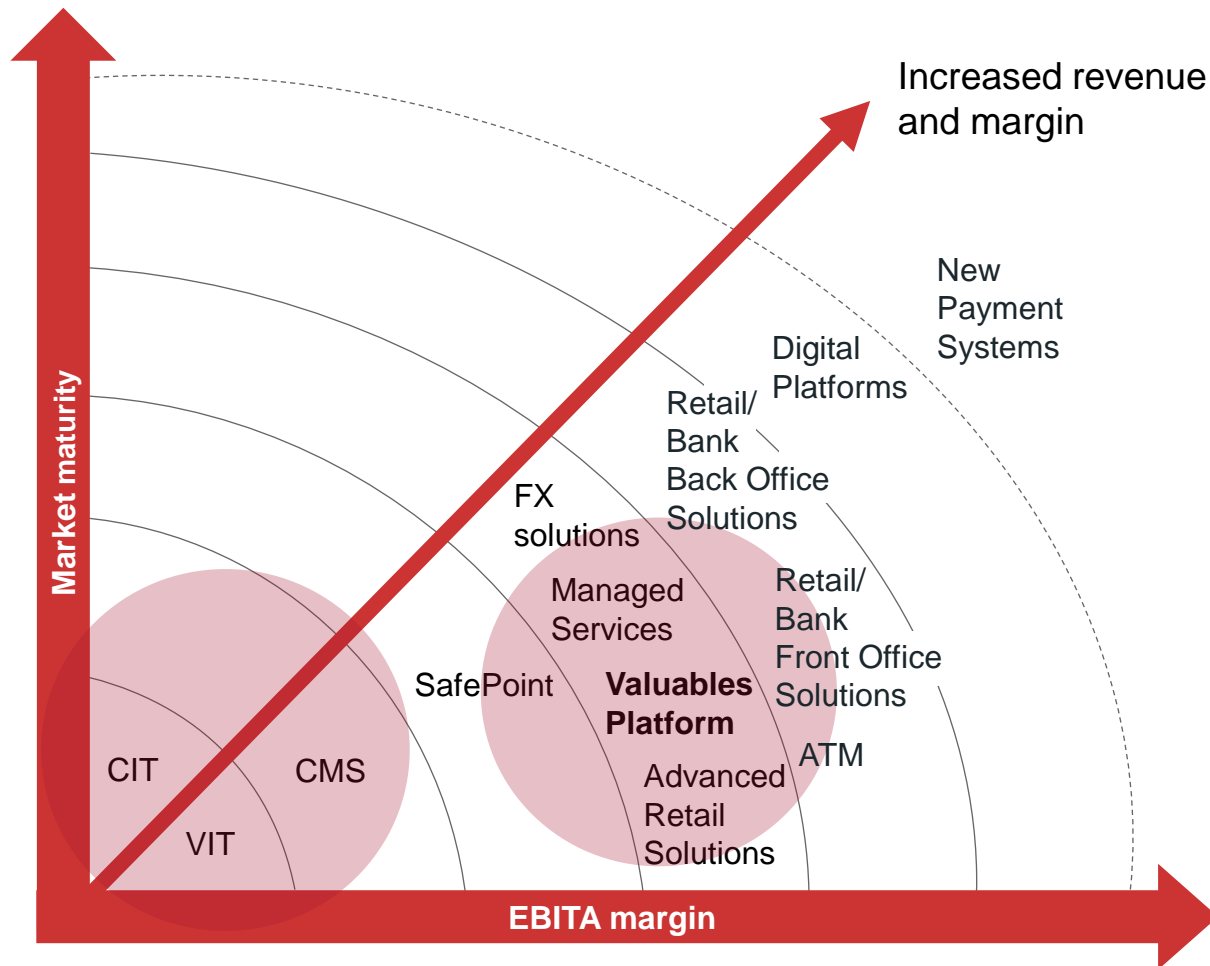


- Forwarding expertise to combine Loomis network with international agent network to service more than 100 countries
- Services by Road, Sea and Air
- Integrated logistic solutions to clients for global product streams
- Using local CIT structure of Loomis wherever available



Case – Refinery wants to distribute its new coin release to global market

New services are **adding value** to customers: **one-stop-shop**



- Moving from Valuables In Transit to integrated logistics solutions based on own Valuables platforms
 - Own specialist teams at key financial centers
 - High security vaults close to international airports combined with armoured trucking capacity for local delivery
 - High security logistic platform with online storage reporting system to enable easy trading or transfers
- Adding other valuables to the same platform (Diamonds & Jewelry, tax stamps, watches)
 - Bringing scale to current platforms increases margins

Focus areas to **capture growth** and **increase efficiency**

Footprint

- Add valuables platform on global level
- Focus on expansion in Asia/ME/LATAM

Product portfolio

- Expand market with servicing other high value commodities through own valuables platform network
- Develop new services for Precious Metals and Banknotes

Enhanced service

- Use new technologies (IT) for online order and shipment tracking
- Interfaces to clients

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