### A WORLD OF SERVICE

# Investor Presentation - H1 2009 Results -

25 August 2009



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### **Forward-looking Statements**

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This presentation may contain forward-looking statements. Statements herein, other than statements of historical fact, regarding future events or prospects, are forward-looking statements. The words "may", "will", "should", "expect", "anticipate", "believe", "estimate", "plan", "predict," "intend' or variations of these words, as well as other statements regarding matters that are not historical fact or regarding future events or prospects, constitute forward-looking statements. ISS has based these forward-looking statements on its current views with respect to future events and financial performance. These views involve a number of risks and uncertainties, which could cause actual results to differ materially from those predicted in the forward-looking statements and from the past performance of ISS. Although ISS believes that the estimates and projections reflected in the forward-looking statements are reasonable, they may prove materially incorrect, and actual results may materially differ, e.g. as the result of risks related to the facility service industry in general or ISS in particular including those described in the annual report 2008 of ISS Holding A/S and other information made available by ISS.

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The Annual Report 2008 of ISS Holding A/S is available from the Group's website, www.issworld.com.



# Agenda

- Key Events
- Interim Report
- Capital Structure
- Outlook







### **Key Events**

### Key Events H1 2009

- Robust performance in bleak macro economic environment
- Focus on operational priorities sustained

#### 1. Cash Flow

- LTM cash conversion of 105%
- Debtor Days improved year-onyear

### 2. Operating Margin

- Nordics and Latin America stable margins
- Asia/Pacific increased margins
- Eastern Europe hit by severe macro economic downturn
- Parts of Western Europe impacted by slowdown in manufacturing industries

#### 3. Organic Growth

- Contract portfolio growth continues, new international contract wins
- Demand for non-portfolio additional work significantly down in current environment
- Some projects cancelled or postponed (e.g. in landscaping)



# Key Events H1 2009 (cont.)

- Major new international IFS contracts with EDS and Shell
- Adjustment of cost base
  - Restructuring projects to adapt capacity in Western Europe to current demand
  - Project to reduce fixed cost structure initiated globally
- Refinancing of 2010 EMTNs
  - Partial refinancing of EUR 500 mill. successfully completed in July
  - Securitization of trade receivables is progressing as planned



# Key Events H1 2009 (cont.)

Implementation of The ISS Way strategy continues

- Deep deployment of the ISS Value Chain in the current regional/country strategy process
- Strategic approach to portfolio decisions
  - Acquisitions, divestments, organic growth targets
- Restructurings in key Western European countries
- Continued expansion of International IFS contracts



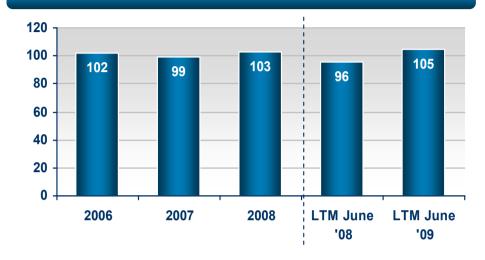




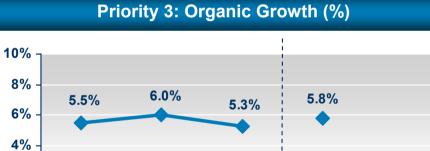
### **Interim Report**

January - June 2009

### **Key Operational Priorities - Sustained**

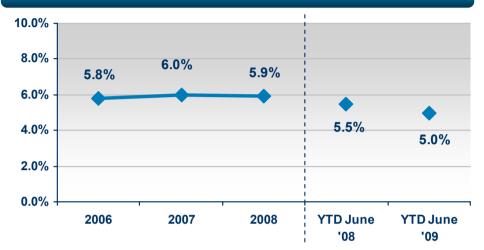


Priority 1: LTM Cash Conversion (%)<sup>1</sup>



2008





0.7%

**Operational Performance** 

- Solid cash conversion of 105% LTM June
- 5% top line growth at constant exchange rates
- Organic growth of 0.7%
- **Operating margin at 5.0%**

Cash conversion is defined as operating profit before other items plus Changes in working capital as a percentage of operating profit before other items 1

**YTD June** 

'08

**YTD** June

'09



2007

2%

0%

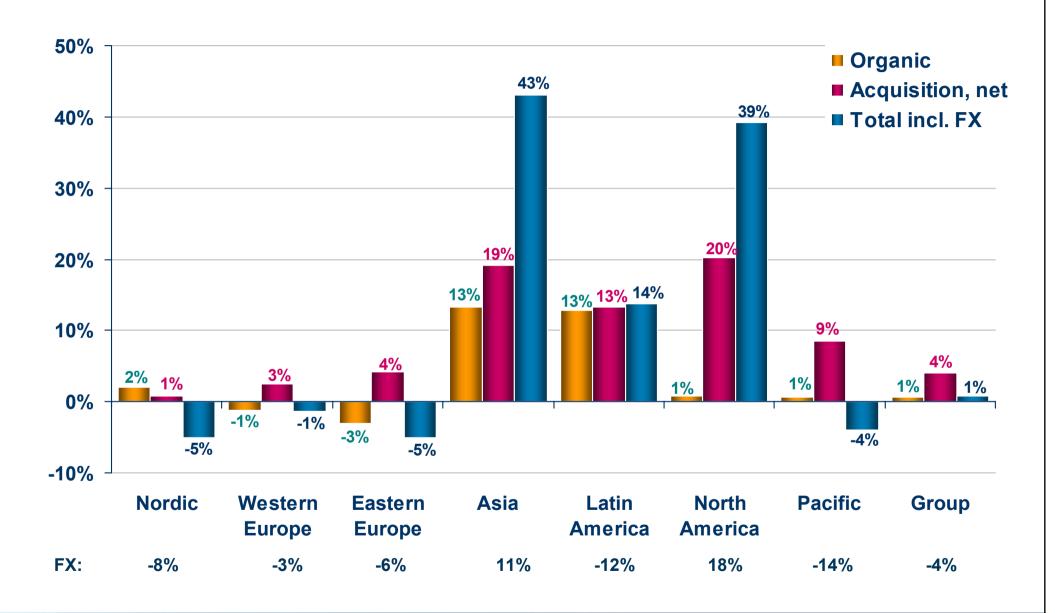
2006

# **YTD June 2009 Key Figures**

DKKm	2009	2008	Δ	FX	<b>C*</b> )
Revenue	34,022	33,734	+1%	-4%	+5%
Operating profit before other items	1,699	1,860	-9%	-4%	-5%
Operating margin before other items	5.0%	5.5%			
Operating profit	1,473	1,764	-17%	-3%	-14%
Organic growth	0.7%	5.8%			

\*) C: Growth at constant exchange rates

### YTD June 2009 Revenue Growth - By Region





# YTD June 2009 Operating Margin - By Region

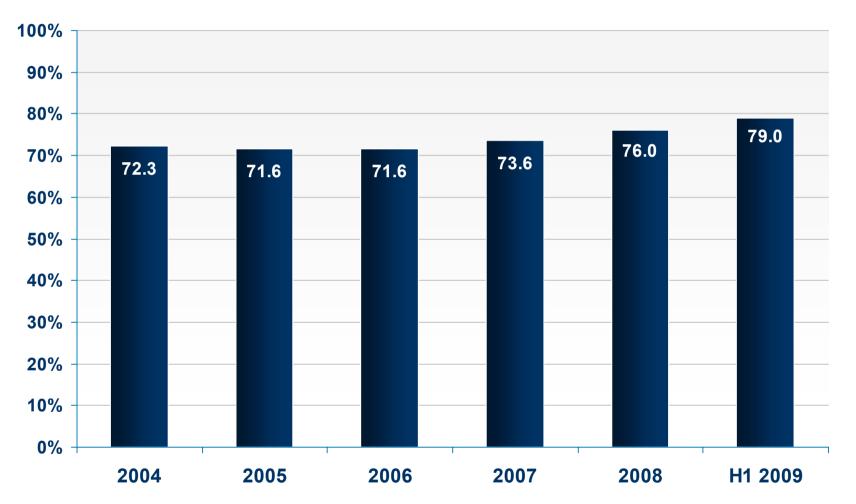


% of June 2009 Revenue YTD



### **YTD June 2009 Portfolio Share %**

Positive trend in portfolio share - underpins degree of stability in business profile



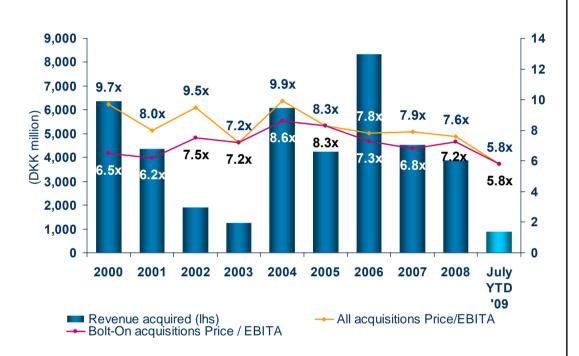


### **YTD July 2009 - Acquisitions**

### Acquisitions

- Strategic decision to slow-down acquisitions
- 20 acquisitions completed until 31 July 2009
  - Average multiple: 5.8x EBITA
  - Average revenue: DKK 46m
  - Average revenue bolt-ons: DKK 17m

#### Average EV/EBITA acquisition multples





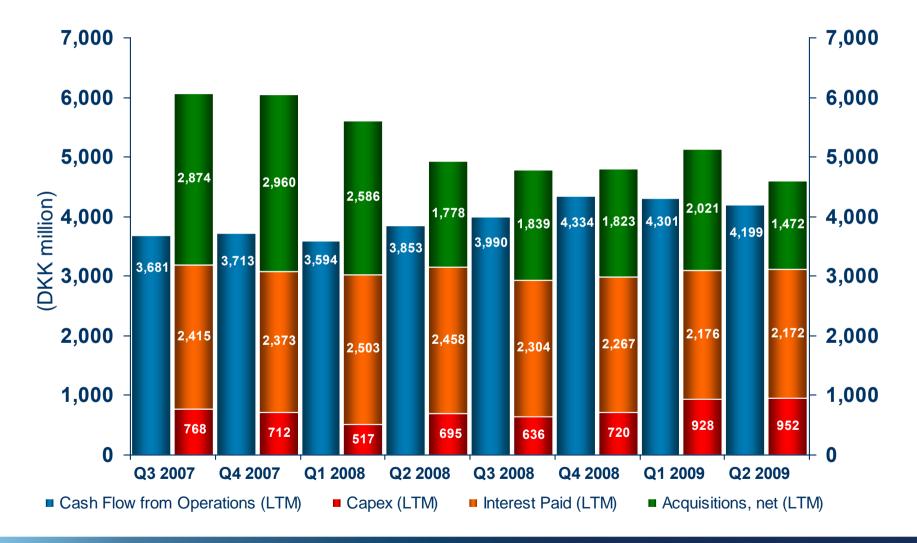
### YTD July 2009 - Acquisitions (cont.)

	Revenu	le, DKKm <sup>(1)</sup>
Platform Developers		
Mettek Hizmet (Cleaning, Security)	Turkey	137
Central Property Services (Cleaning)	USA	182
Sunparking (Security)	Indonesia	107
Karmak (Cleaning)	Italy	100
Chubb Security (Security)	Ireland	134
<b>Others, incl. small and medium</b> Total of 15 acquisitions		258
Total - 20 acquisitions		918
I OTAL - 20 acquisitions		918

Note: (1) Unaudited approximate figures based on information available at the time of acquisition.



### **Debt Service Capacity**







### **Capital Structure**

### **Capital Structure**

Pro Forma calculation <sup>(1)</sup>	
DKKm	12 months ended 30 June, 2009
Adjusted EBITDA	4,784
Estimated PF adjusted EBITDA of acquired and divested businesses	87
Estimated PF Adjusted EBITDA	4,871



### **Capital Structure (cont.)**

### Pro Forma Capital Structure – 30 June, 2009 (incl. Jul. 09 refinancing)

Capitalisation <sup>(1)</sup>	DKKm <sup>(2)</sup>	% of Total	
Cash and securities	(1,765)	(5%)	
Other Indebtedness	452	1%	
Senior Facilities	18,274	57%	
EMTNs	3,428	11%	
Senior Notes	3,910	12%	
Total Net Senior Debt	24,299	76%	
Second Lien	4,468	14%	
Senior Subordinated Notes	3,381	10%	
Total Net Cash Pay Debt	32,148	100%	

Notes:

(1) This Capitalisation table reflects the Capitalisation Table included in ISS Holding A/S Interim Report January – June 2009. Please note that it is pro forma for the refinancing completed in July 2009. (2) Converted to DKK as per exchange rate of 30 June, 2009.

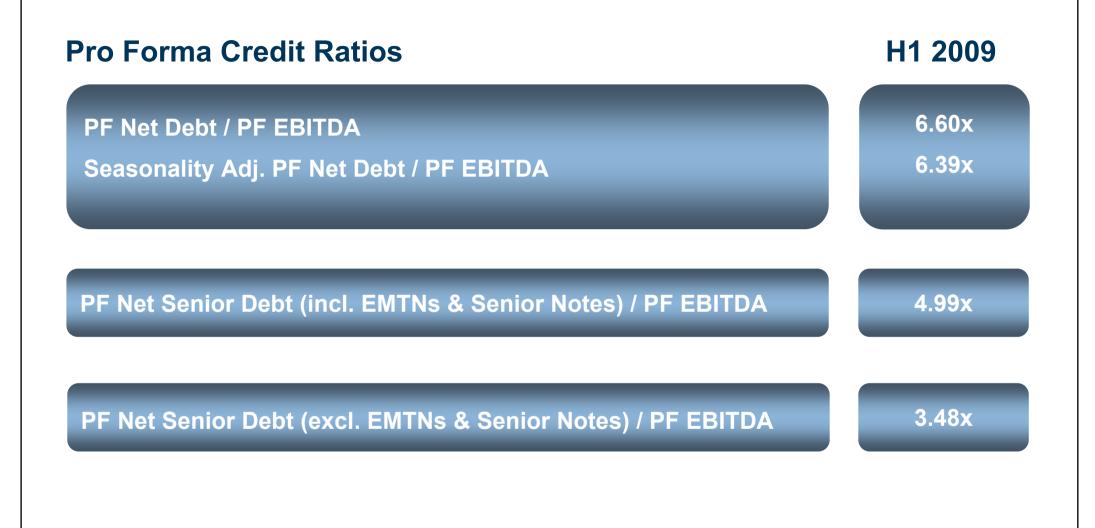


### **Pro Forma Credit Ratio**

CAPITALISATION (DKKm)	H1 2009
Total Net Cash Pay Debt	32,148
△ Working Capital YTD 2009	(843)
△ Working Capital LTM	(177)
= Seasonality Adj. Pro Forma Net Debt	31,128
PF Adjusted EBITDA	4,871
Seasonality Adjusted PF Net Debt / PF EBITDA	6.39x



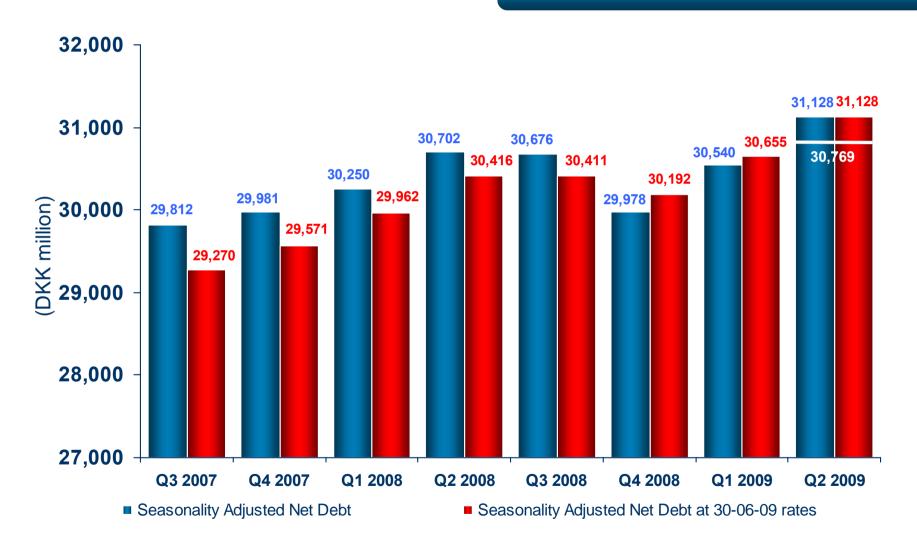
### **Pro Forma Credit Ratios**





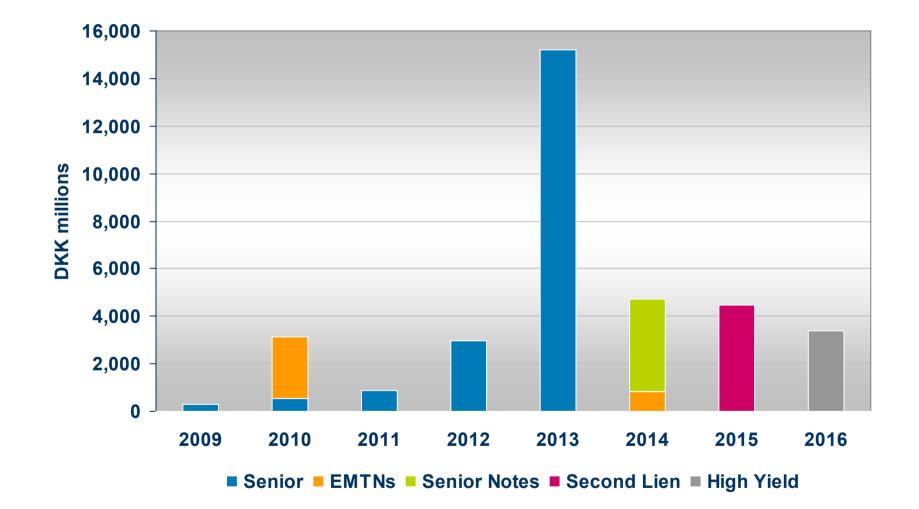
### **Focus on Absolute Debt Level**

Not adjusted for July 2009 Refinancing, Seasonality Adjusted Net Debt would have been 30,769





### **Maturity Of Credit Facilities**





### **Refinancing July 2009 - Sources & Uses**

SOURCES	EURm	USES	EURm
11.0% Senior Notes due 2014 Cash	525 23	Prepayment of EMTN 2010s - Accrued Interest & Fees	500 48
Total Sources	548	Total Uses	548





### Outlook

### Outlook

The outlook set out below should be read in conjunction with "Forward-looking statements" on page 2 of this presentation

### The Group will continue focusing on

- Broadening facility services and strengthening single service excellence
- Key operational objectives
  - (i) cash flow, (ii) operating margin and (iii) profitable organic growth
- Implementation of "The ISS Way" the strategy plan
- Refinancing of the remaining 2010 EMTN's

### Outlook<sup>(1)</sup>

- Organic revenue growth is expected to continue to be broadly flat in the second half of 2009
- The operating margin is expected to be slightly lower compared with 2008
- ISS will focus on managing the absolute level of debt supported by significantly less acquisition spend and a continued high cash conversion

(1) See the Outlook section on page 8 in the interim report



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