Results Presentation | Q4 2023

February 22nd, 2024

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The presentation also contains certain non-GAAP financial information. The Group's management believes these measures provide valuable additional information in understanding the performance of the Group or the Group's businesses because they provide measures used by the Group to assess performance. Although these measures are important in the management of the business, they should not be viewed in isolation or as replacements for but rather as complementary to, comparable GAAP measures.

Agenda

- Key developments
- Financial review
- Q&A

Q4 performance highlights

Highlights

- Strong operating and financial performance in Q4 2023
- Excellent growth in revenue and profitability
- Customer Portfolio +9% to 5,173k driven by new installations of 199k and attrition of 7.6% in the quarter
- Further deleverage of 0.1x in the quarter, down to 5.3x
- New financial policy targeting reported net leverage < 4.5x
- €500m of available liquidity

Key operating & financial metrics

		Q4 22	Q4 23	*Change*	*Change @ constant currency*
Group Revenue	(€m)	725	785	*+8%*	*+9%*
Adjusted Group EBITDA [1]	(€m)	297	338	*+14%*	*+15%*
Portfolio Services EBITDA	(€m)	435	484	*+11%*	*+12%*
New Installations	(000)	196	199	*+2%*	
Customer Portfolio	(000)	4,752	5,173	*+9%*	

Notes: [1] Excluding Separately Disclosed Items

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2023 performance highlights

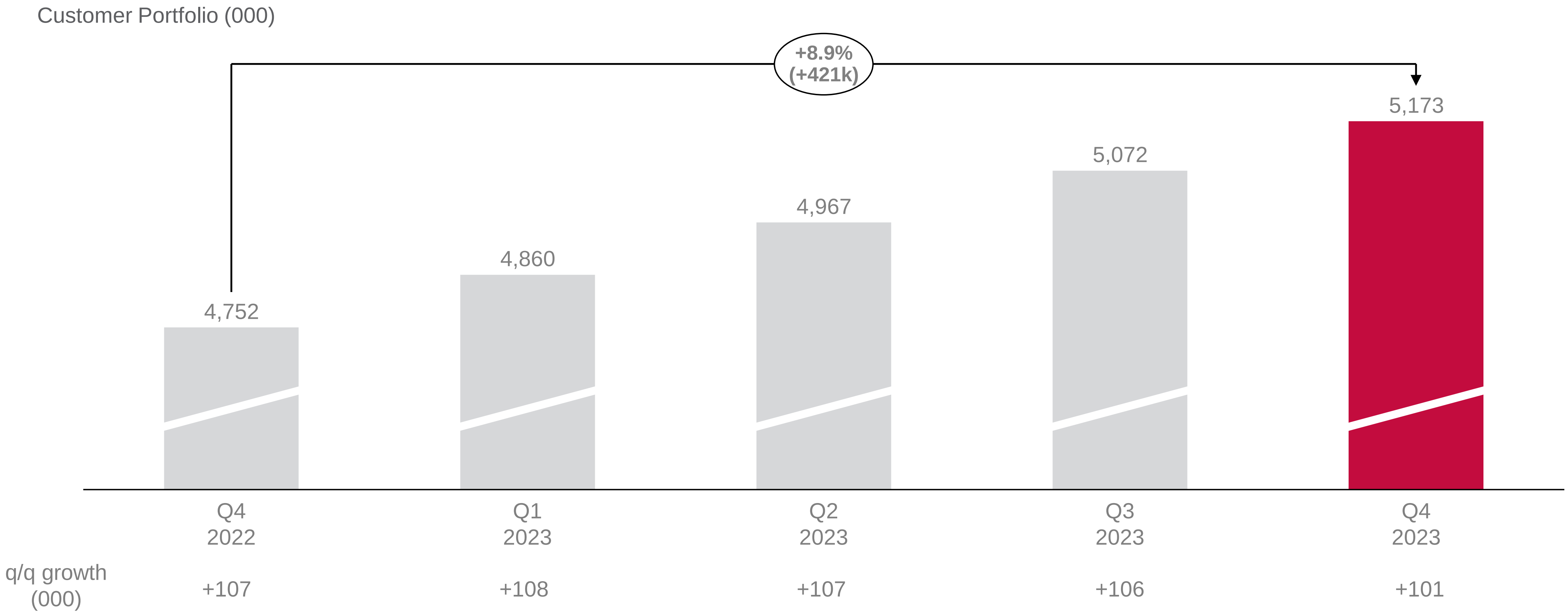
Key operating & financial metrics

		2022	2023	*Change*	*Change @ constant currency*
Group Revenue	(€m)	2,827	3,090	*+9%*	*+11%*
Adjusted Group EBITDA [1]	(€m)	1,152	1,340	*+16%*	*+18%*
Margin	*(%)*	*40.7%*	*43.4%*		
Portfolio Services EBITDA	(€m)	1,694	1,885	*+11%*	*+13%*
Margin	*(%)*	*71.9%*	*71.5%*		
Adjusted EBIT [1]	(€m)	577	694	*+20%*	*+22%*
Margin	*(%)*	*20.4%*	*22.5%*		
New Installations	(000)	802	797	*(1%)*	

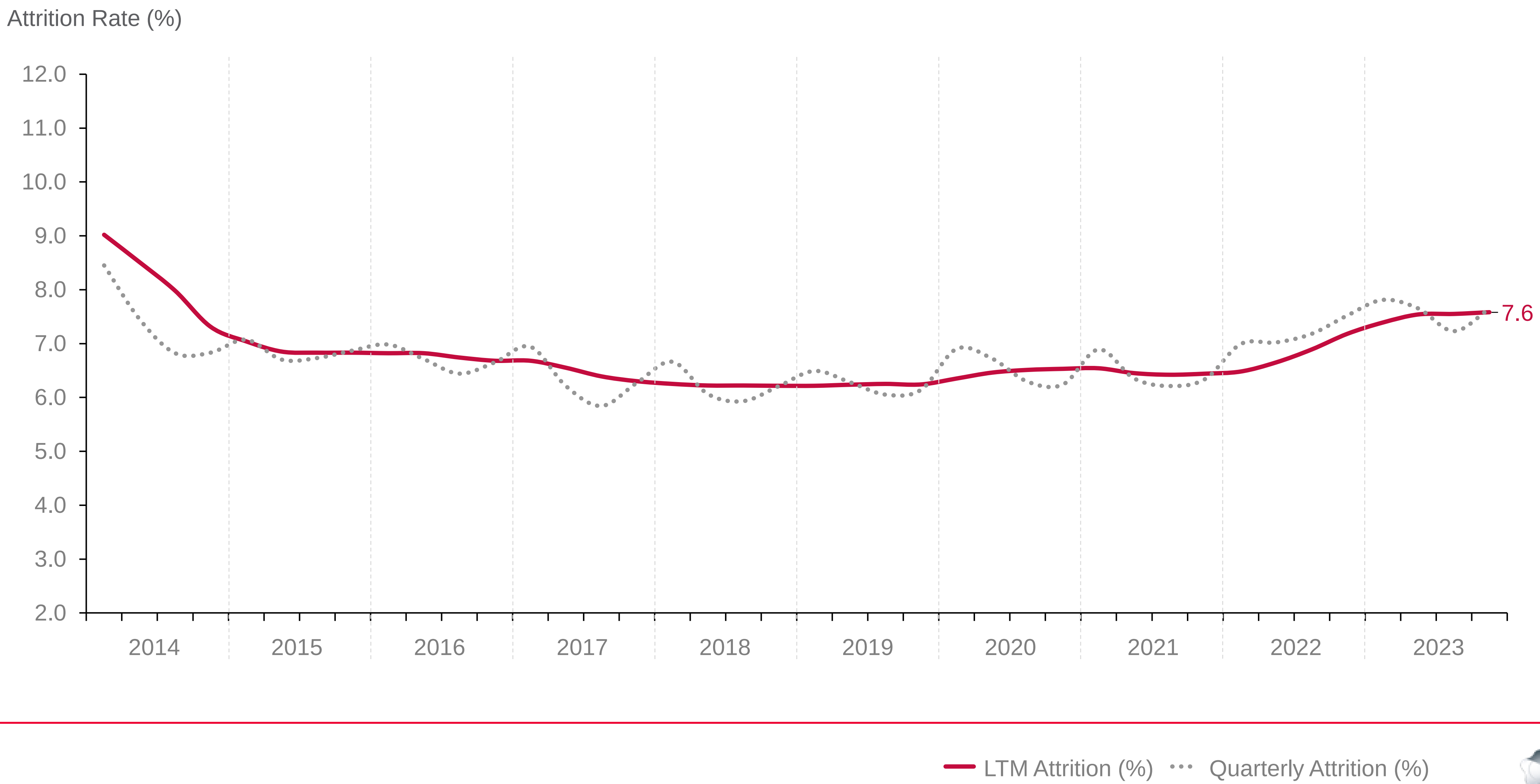
Notes: [1] Excluding Separately Disclosed Items

Strong customer portfolio growth

Highly consistent customer growth, +421k vs. prior year



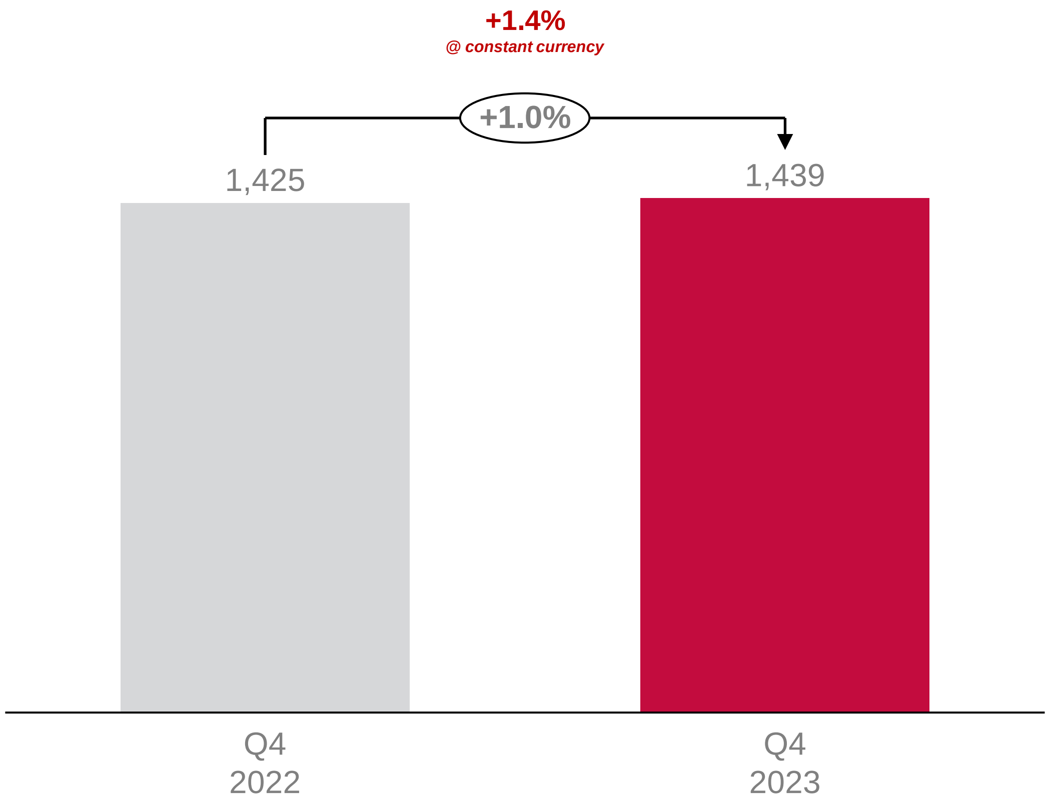
Sustained low attrition



Excellent customer unit economics

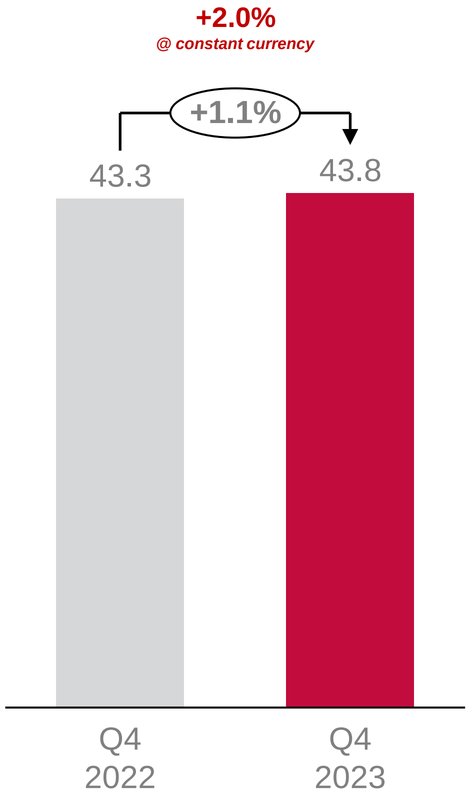
Customer acquisition segment

CPA (€)

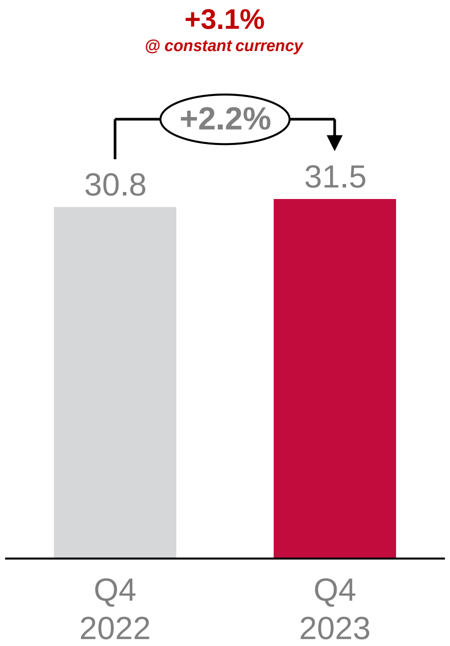


Portfolio segment

ARPU (€)



EPC (€)

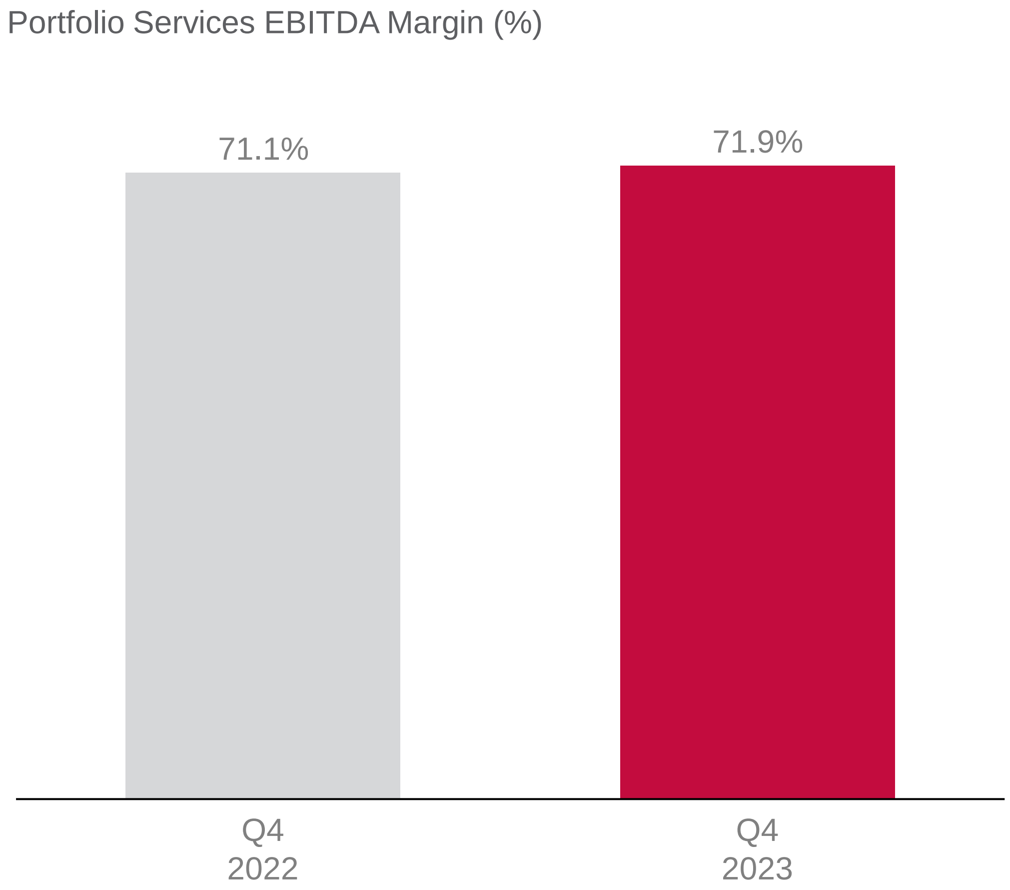


Key financial headlines

Strong financial metrics

(€m)	Q4 22	Q4 23	Change	Change @ constant currency
Group Revenue	725	785	+8%	+9%
Adjusted Group EBITDA [1]	297	338	+14%	+15%
Portfolio Services EBITDA	435	484	+11%	+12%
CF from Operating Activities	284	344	+21%	
Total Capex	235	234	(0%)	
Net Debt [2]	7,383	7,408	+0%	
Cash & Unutilized Credit Facilities	279	500	+79%	

Sustained high profitability



Notes: [1] Excluding Separately Disclosed Items; [2] Net Debt as per our Senior Facilities Agreement dated 25 January 2021

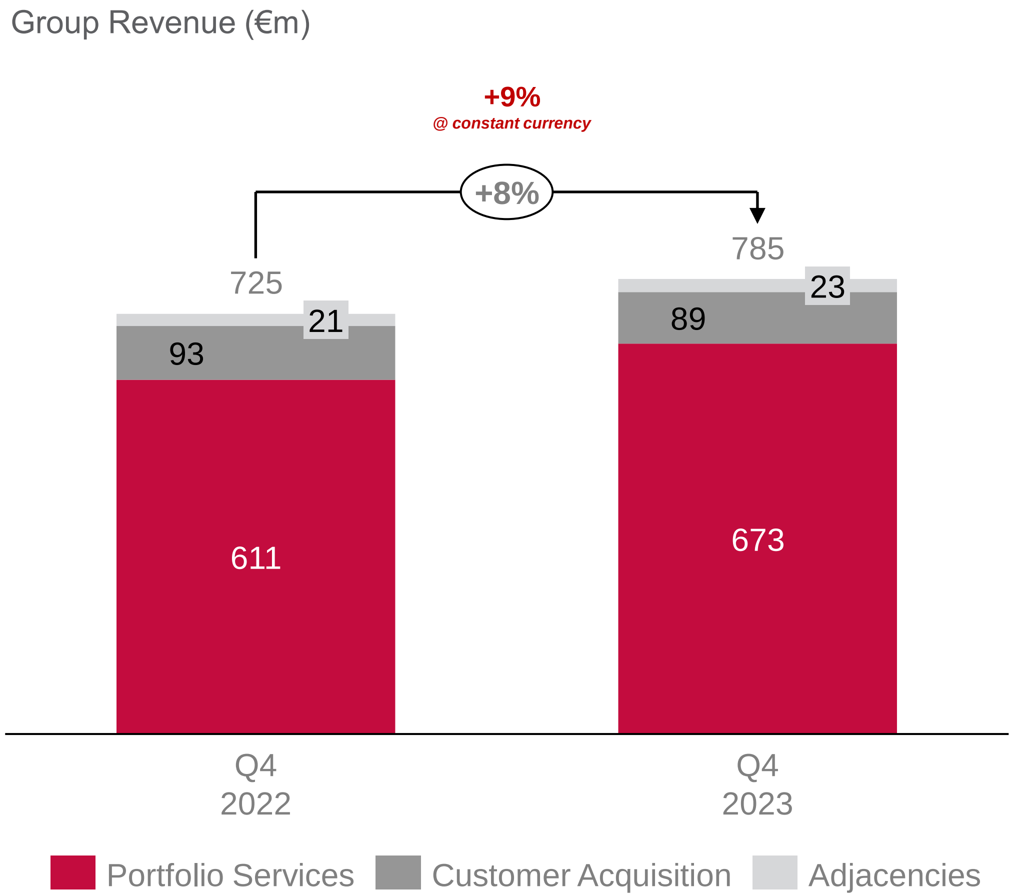
Income statement

Income statement - Q4 23

(€m)

	Reported	SDIs [1]	Adjusted [2]	Change	Change @ constant currency
Group Revenue	785	-	785	+8%	+9%
Net Op. Exp.	(467)	(19)	(447)		
Group EBITDA	319	(19)	338	+14%	+15%
D&A	(146)	(9)	(137)		
Assets Retirement	(29)	-	(29)		
Operating Profit	144	(28)	172	+18%	19%
Net Int. Exp.	(116)	-	(116)		
Other Fin. Items	(60)	(72)	13		
Profit Before Tax	(32)	(101)	69	+27%	33%
Income Tax	9				
Net Income	(22)				

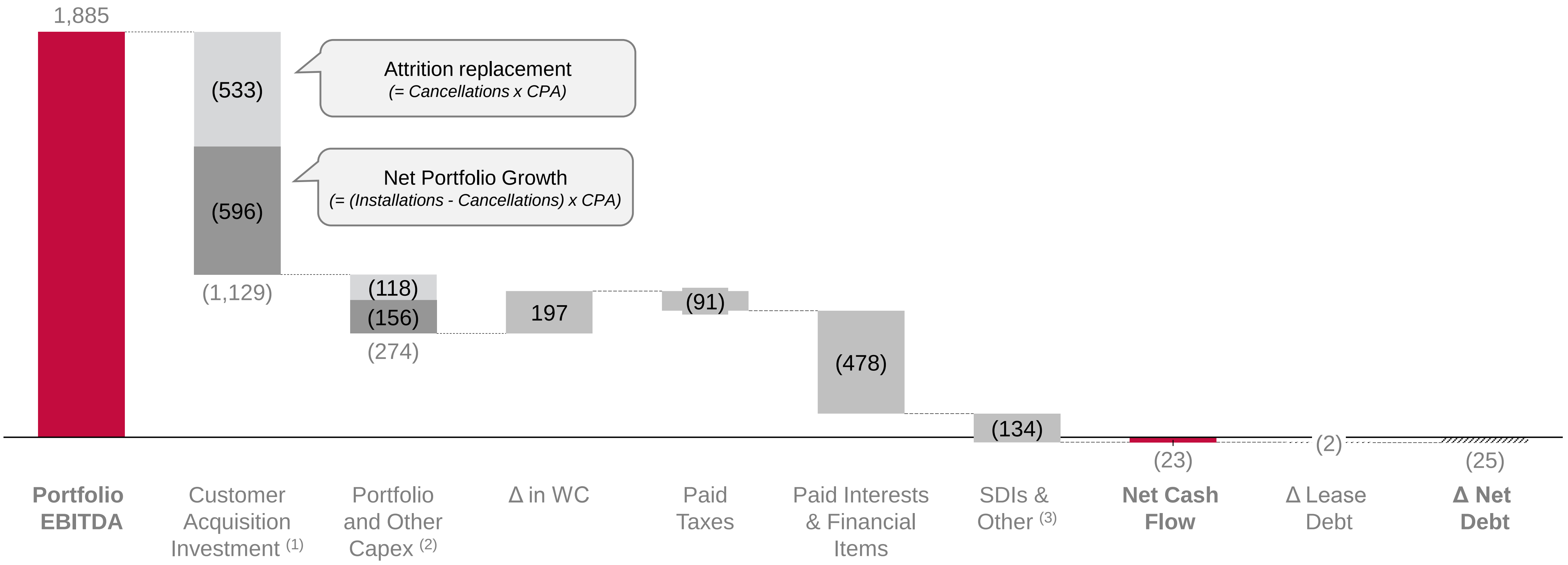
Strong revenue growth



Notes: [1] Separately Disclosed Items; [2] Excluding Separately Disclosed Items

Cash flow generation and change in net debt

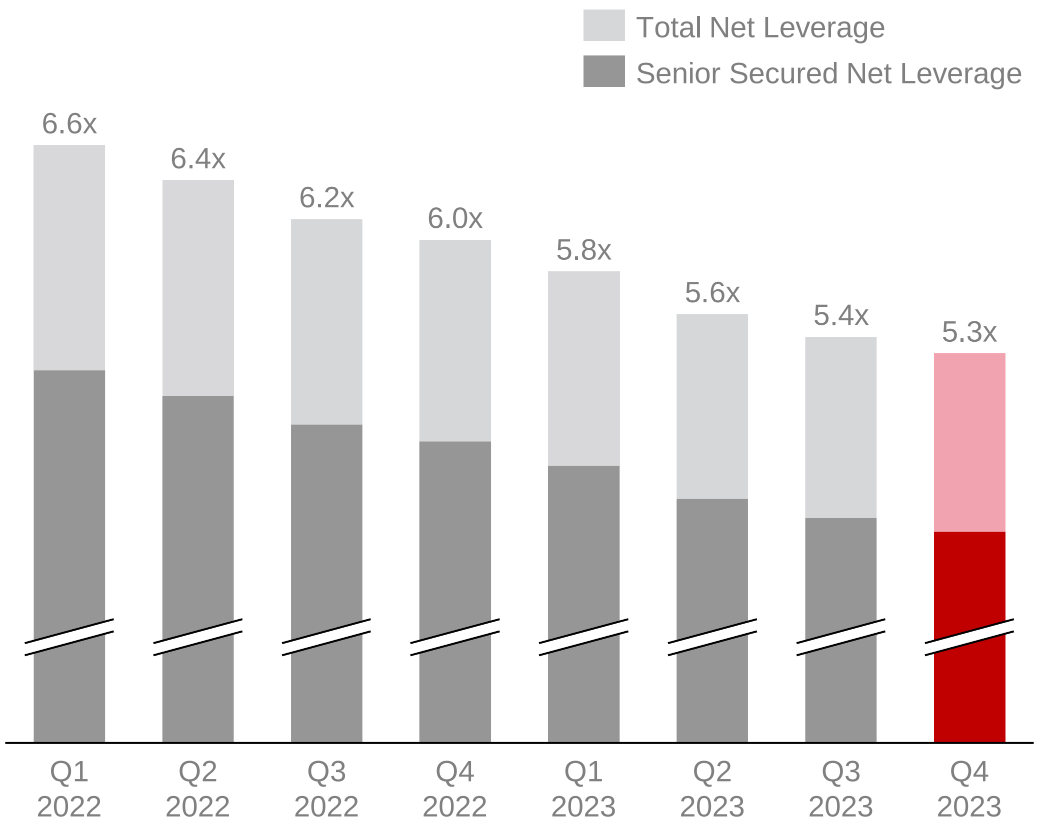
Jan-Dec 2023 Cash Flow Generation and Change in Net Debt, €m



Notes: [1] Customer Acquisition Investment = Customer Acquisition EBITDA + Customer Acquisition Capex; [2] Portfolio capex (€118m) relates to new equipment for existing customers and Other Capex (€156m) includes capex related to R&D, IT and premises; [3] Includes Separately Disclosed Items, adjacencies, M&A, and IFRS adjustments

Leverage overview

Continued deleveraging trajectory



2022-23 net leverage

	2022				2023			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Net Debt (€m)	7,216	7,287	7,345	7,383	7,423	7,400	7,388	7,408
Adjusted EBITDA L2QA (€m)	1,090	1,140	1,192	1,224	1,270	1,327	1,362	1,389
Senior Secured Net Leverage (x)	5.2x	5.1x	4.9x	4.8x	4.6x	4.4x	4.3x	4.2x
Total Net Leverage (x)	6.6x	6.4x	6.2x	6.0x	5.8x	5.6x	5.4x	5.3x

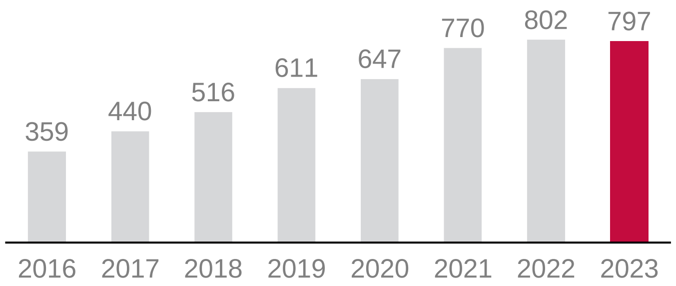
Verisure financial policy

- Continue to deliver consistent reductions in leverage, in line with recent track record
- Target reported net leverage <4.5x, and we anticipate further guidance once this leverage target is achieved
- Retain appropriate levels of available liquidity
- Actively manage maturity profile of our debt structure
- Financial strategy may adjust in cases of significant M&A activity, however continuing to target leverage reduction to <4.5x

Resilient high-quality growth model

Strong Customer Intake

New Installations (000)



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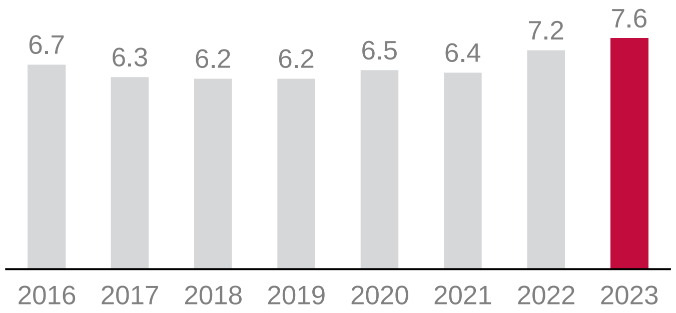
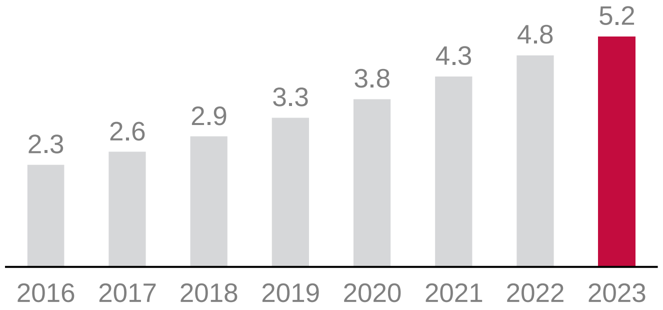
Sustained Low Attrition

LTM Attrition (%)



Strong Portfolio Growth

Customer Portfolio (m)



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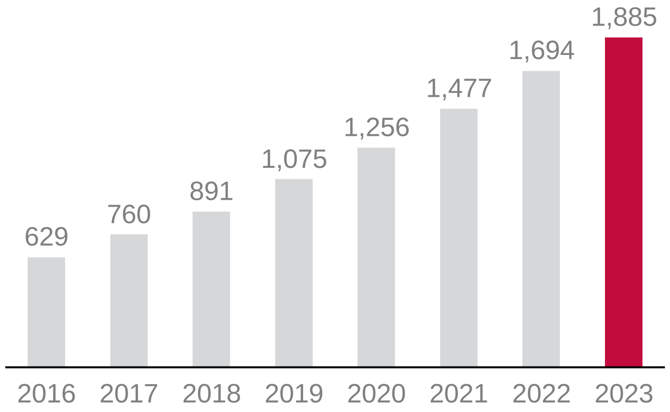
Improving Unit Economics

EPC (€)

Quality Portfolio EBITDA Growth

Portfolio EBITDA (€m)



Q&A

Thank you

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