

Grupo Prosegur: Preliminary Earnings Results 2006

Madrid, 26 February 2007



PROSEGUR

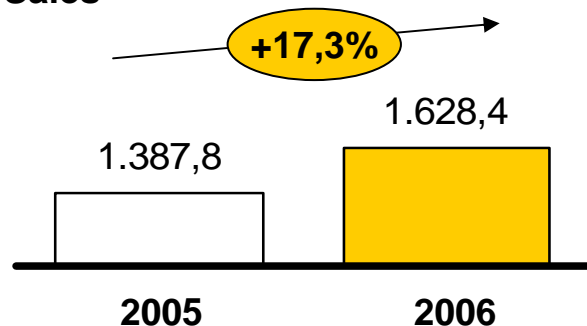
Executive summary

Euro millions

 Total growth

Growth

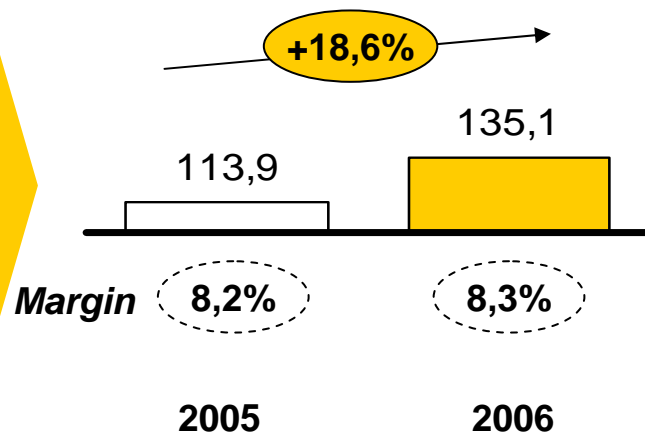
Sales



- Consolidation of an strong growth trend, at a organic level (+13,3%) plus the positive impact of the acquisitions

Profitability

EBITA



- Margins improvement compared with year 2005, due to good performance of all the markets/ countries in general and particularly due to:
 - Good performance of the business in Brazil (mainly, areas of valuables logistic and cash management)
- EBITA Margin for 2006 was 8,4%, without considering the “start up” costs of the new markets Mexico and Romania

Overview of 2006 Results



Euro millions

				Margins	
	2006	2005	Dif.	2006	2005
Sales	1.628,4	1.387,8	17,3%		
EBITDA	178,0	152,3	16,9%	10,9%	11,0%
Depreciation	-42,9	-38,4			
EBITA	135,1	113,9	18,6%	8,3%	8,2%
Financial costs	-13,0	-17,0			
Profit before taxes	122,0	96,9	25,9%	7,5%	7,0%
Taxes	-44,6	-35,7			
Profit from continuing ops.	77,4	61,2	26,5%	4,8%	4,4%
Results from discontinued ops.	0,0	4,1			
Net profit	77,4	65,3	18,5%	4,8%	4,7%
Minority Interest	0,0	0,0			
Net Consolidated Profit	77,4	65,3	18,5%	4,8%	4,7%

The main keys of the period 2006: consolidation of strong growth and a margins improvement trend

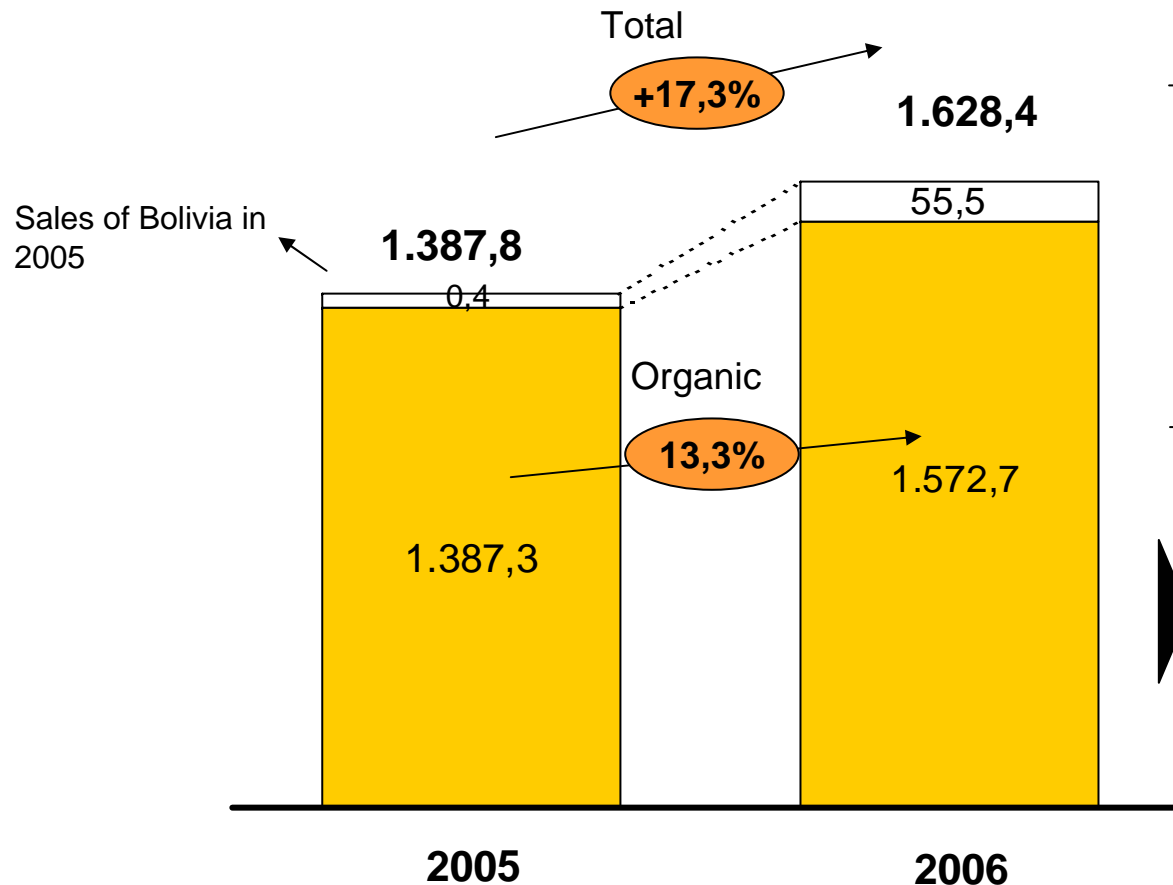


- The total revenues of the group in the year 2006 have achieved an amount of 1.628 million of euros, what implies a total increase of 17,3%. This increase is due to both the solid organic growth of 13,3% (+12,1% without considering the exchange rate effect) and the positive impact of the acquisitions
- By division, Corporate Security has seen strong sales growth of 17,8%, of which almost 14% is due to organic growth. Residential Business Security has grown by 9,7% (all organic)
- By region, Europe has increased its sales by 12,3%, due to acquisitions in Spain, the high organic growth of all the countries in the region and the incorporation of the Romania revenues. Latin America has also registered an strong sales growth of 30%, derived mainly from acquisitions in Brazil, the high organic growth of all the countries and the positive impact of the exchange rates in Brazil and Chile. Moreover, in the second half of the year, the Group started operations in Mexico (Active Guarding), reaching a total revenues of around €0,1million for 2006
- Both the EBITDA and the EBITA have shown significant growth in absolute terms. The yearly margin improvement trend, mainly during the last two quarters, has raised the Group EBITA margin to 8,3% in 2006. Without considering the start up costs of the new markets (Mexico and Romania), the EBITA margin would be 8,4%. The good performance of the Brazilian business (mainly in the areas of valuables logistic and cash management) has been the major driver for the margin improvement at Group level
- The consolidated net profit of the group in 2006 has increased by 18,5% reaching a net amount of €77 million. The total Capex in the period was €53,9 million and the net banking debt reached the level of €220 million

Overview of growth in sales

Euro millions

Sales



Comments

Sales of:

- CESS& ECS: Jan. and Feb. 2006
- Nordés: from Jan. to April 2006
- Transpev: from Jan. to April 2006
- Preserve: from Jan. to March 2006
- Romania: proportional consolidation

- Strong organic growth, improving significantly against 2005 organic growth: +11,8%
- Break down of the organic growth:
 - + 12,1% "pure" growth
 - + 1,2% due to exchange rate

Corporate security services and Residential security services

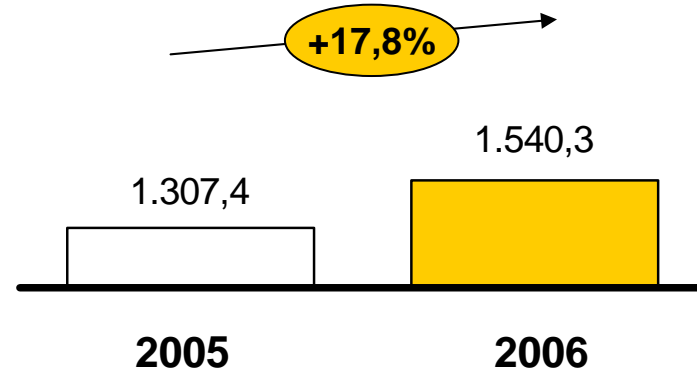


Euro millions

Total growth

Corporate security services

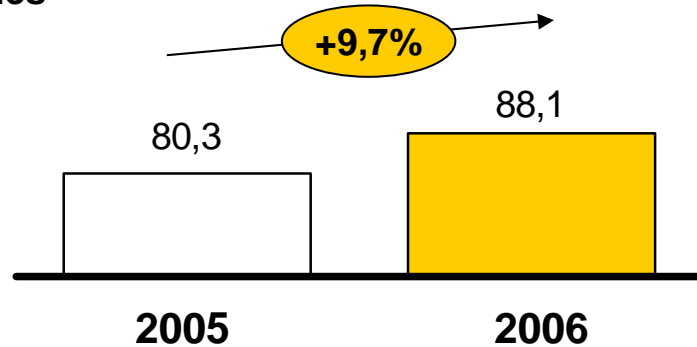
Sales



- High growth, due both to acquisitions and organic growth (+13,6%). In 2005, the organic growth was +11,9%

Residential security services

Sales

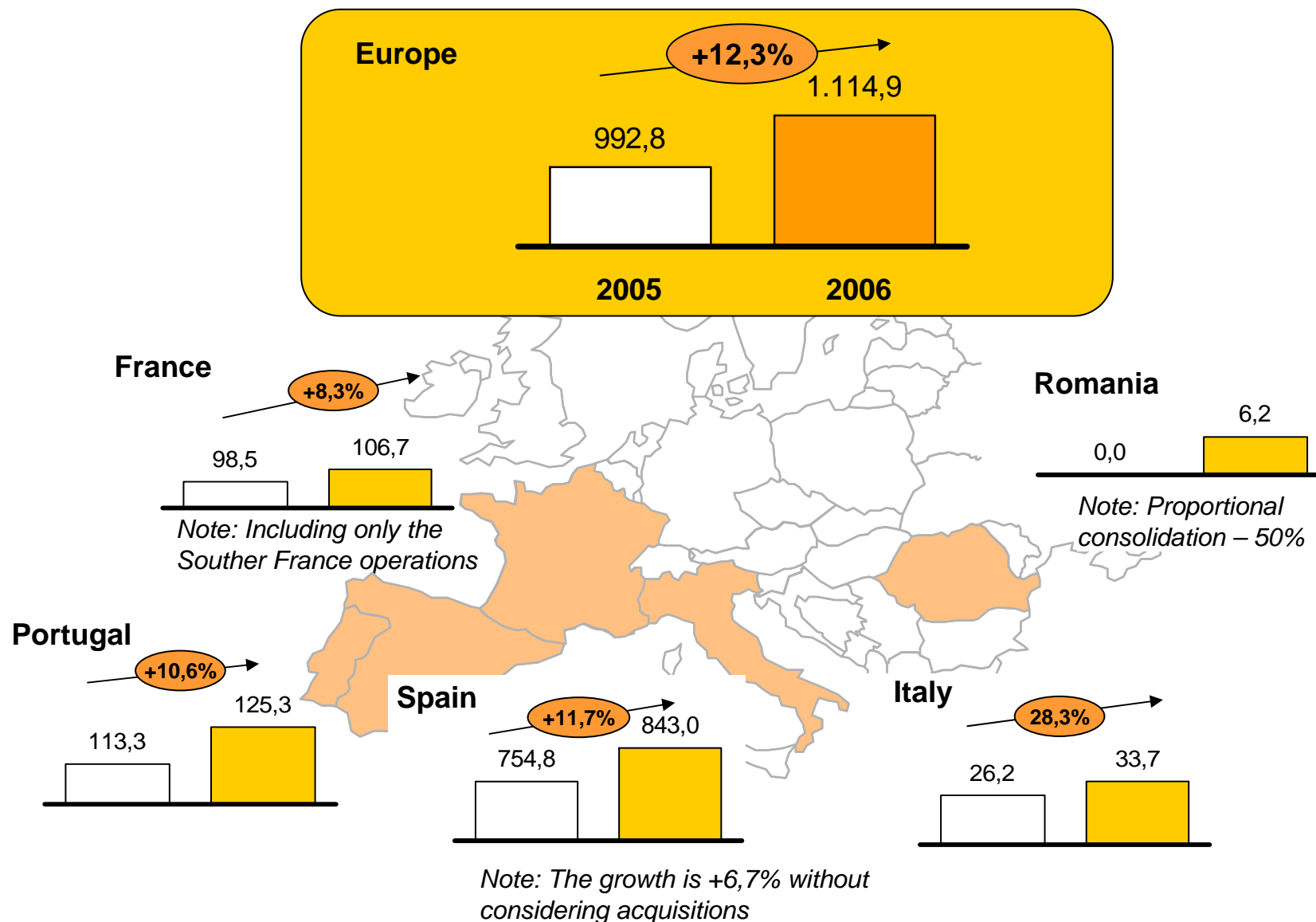


- All organic growth. In 2005, the organic growth was +11,2%

Overview of Europe results

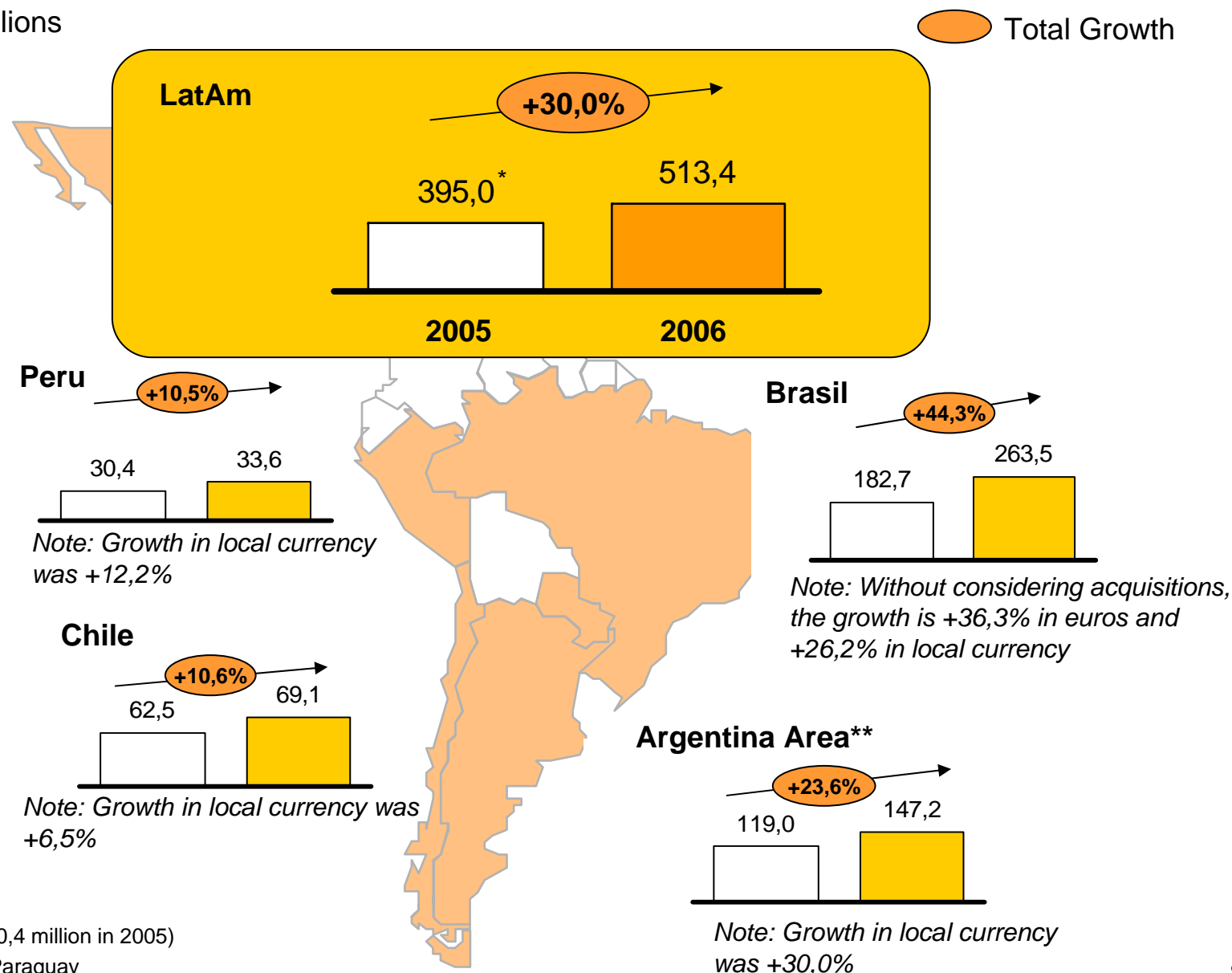
Total sales. Euro millions

 Total Growth



Overview of Latinoamerica results

Total sales. Euro millions



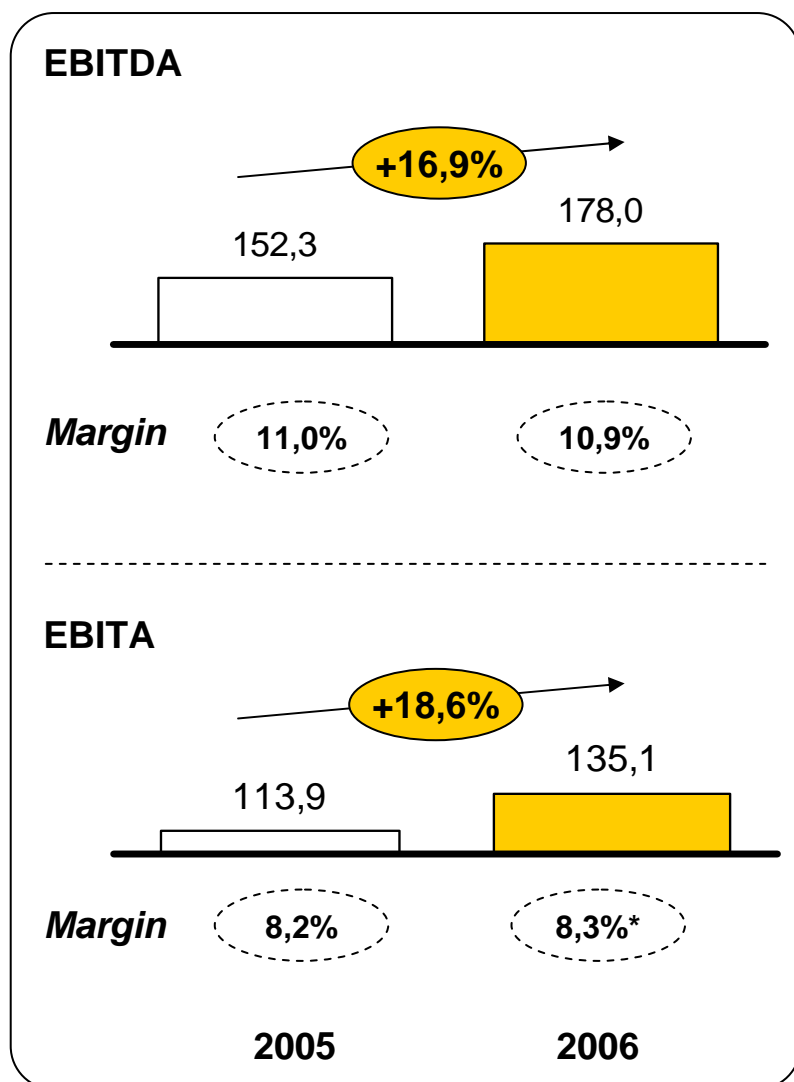
* Including Bolivia sales (€0,4 million in 2005)

** Argentina, Uruguay and Paraguay

Overview of business margins

Euro millions

 Total growth



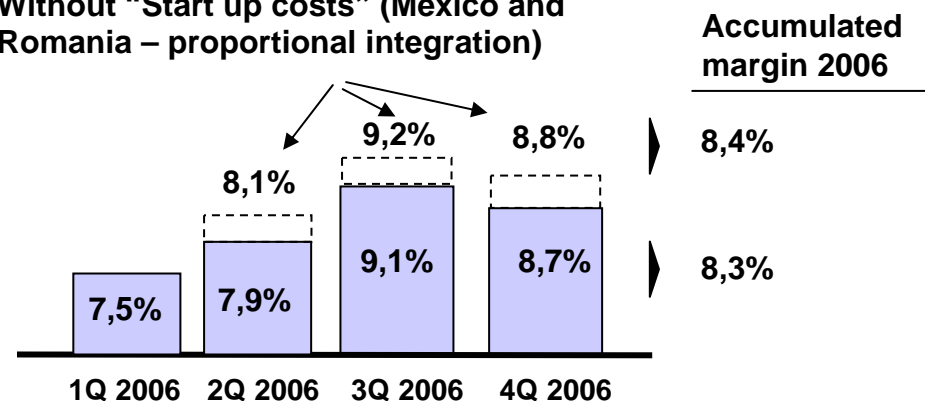
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Evolution of EBITA margin

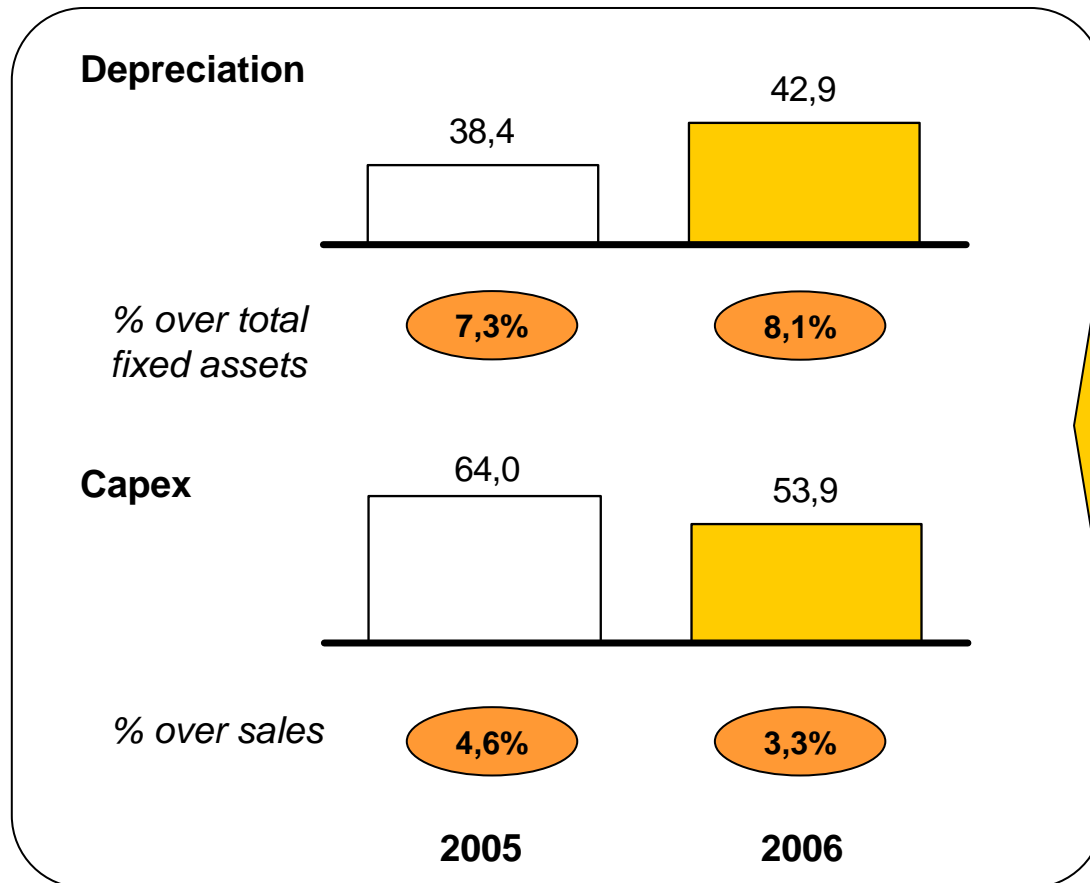
Without “Start up costs” (Mexico and Romania – proportional integration)



* The EBITA margin was 8,4% in 2006, without considering the start up costs of the new markets (Mexico and Romania)

Depreciation and investments

Euro millions



- Increase in the percentage of depreciation over total fixed assets due to acquisitions accomplished
- Maintenance of Company's investment effort with high levels of Capex, mainly in: (i) renewal of the armoured fleet in LatAm, (ii) technology in cash management and valuables logistics in Spain, and (iii) efficiency improvements in the Brazilian Cash Management Centres

Net consolidated profit

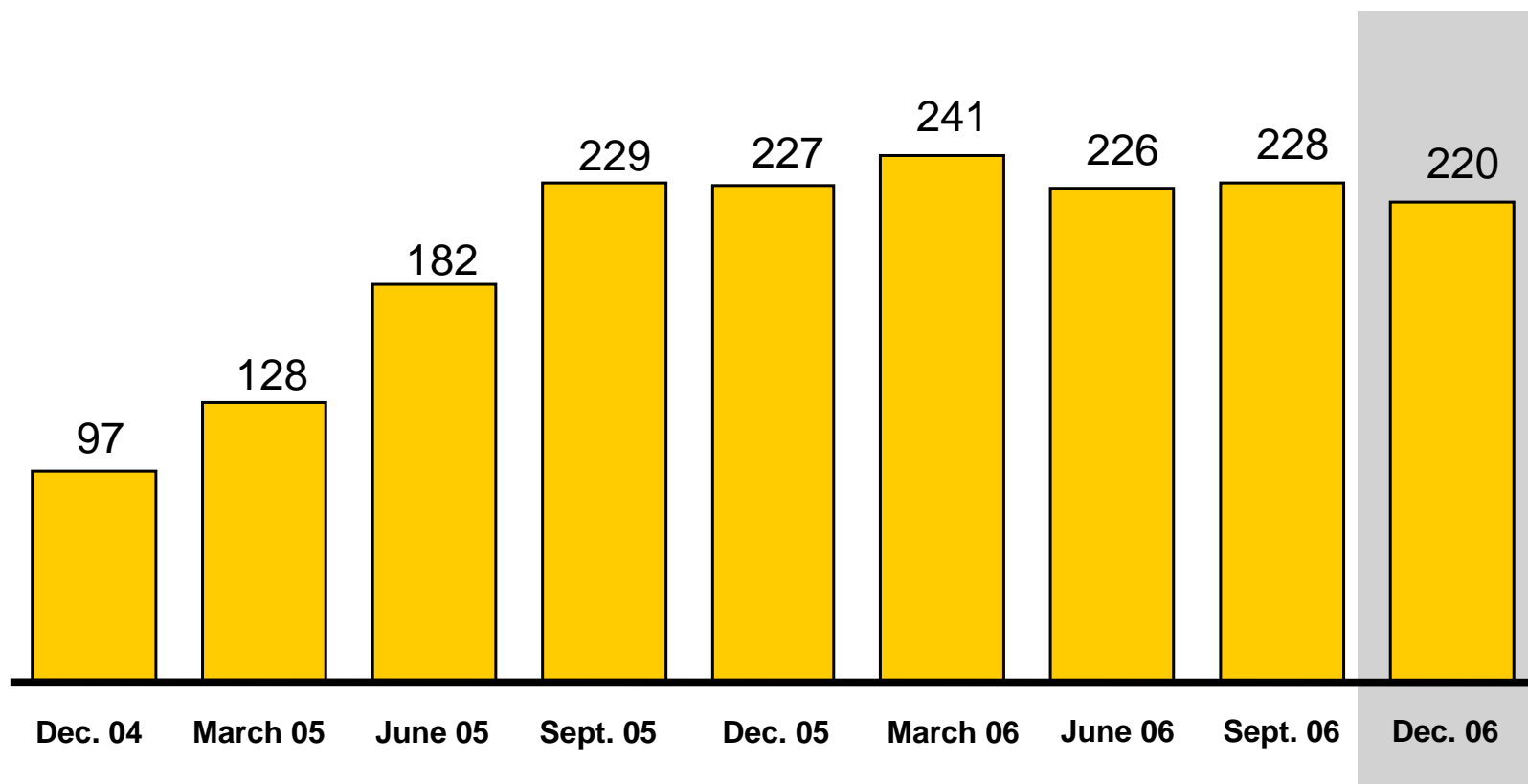
Euro millions

		2005	2006	
Financial costs		-17,0	- 13,0	<ul style="list-style-type: none"> • Decrease in the overall financial costs, although interest financial expenses increase due to a higher level of debt to finance the acquisitions • The fair market value of the derivatives instruments has produced a positive impact of €2 million in 2006 (vs. €1,1 m. in 2005) • The exchange rates effect in 2006 was: <ul style="list-style-type: none"> – Due to the US dollar evolution against the Euro a positive impact of € 1,3 million (vs. - €4,5 m. in 2005) – Due to operations in other currencies, a positive impact of € 1,5 million (vs. - €0,8 m. in 2005)
	<i>Net cost of debt (average)</i>	(6,4%)	(5,3%)	
Taxes		- 35,7	- 44,6	<ul style="list-style-type: none"> • Decrease of the tax rate in 0,2 p.p., moving from 36,8% in 2005 to 36,6% in 2006
	<i>% over net profit before taxes</i>	(36,8%)	(36,6%)	
Results from discontinued operations		4,1	0	<ul style="list-style-type: none"> • The results of Prosegur's Paris operations (BAC Sécurité, SEEI y Force Gardiennage) are not consolidated in the Group accounts since April 6th 2005. In 2005, the results of these operations were + € 4,1 million
Net Consolidated Profit		65,3	77,4	<ul style="list-style-type: none"> • 18,5% increase

Evolution of Group net debt

Euro millions

Evolution of net banking debt (including financial derivatives instruments)



- The consolidated financial information for 2005 and 2006 has been presented in accordance with the International Accounting Standards

- Incorporation of new acquisitions into the Group accounts:
 - Grupo CEES: from March 3, 2005
 - Grupo Nodés: from May 1, 2005
 - Client portfolio of Preserve: from April 1, 2005
 - Client portfolio of Transpev: from May 1, 2005
 - Dragon Star: from January 1, 2006 (proportional integration 50%)
 - Mexico: since the beginning of operations (2Q 2006)

Acquisitions accomplished in December 2006 (Escol and Fireless) have not consolidated in the 2006 period



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