



Press Kit
Prosegur

October 2016



PROSEGUR



PROSEGUR COMPAÑÍA DE SEGURIDAD

Year of incorporation	1976
Management team	Helena Revoredo, Chairman Christian Gut, Chief Executive Officer
Employees	More than 160,000 employees
Earnings (2015)	Turnover: 3,959 million euros EBIT: 324 million euros Net profit: 183 million euros
Investment in R&D (2015)	More than 8 million euros
Countries where Prosegur is present	18 countries over five continents: Europe (Germany, Spain, France, Luxembourg and Portugal); America (Argentina, Brazil, Chile, Colombia, Mexico, Paraguay, Peru and Uruguay); Asia (China, India and Singapore); Oceania (Australia) and Africa (South Africa)
Beneficiaries of the	More than 33,900 direct beneficiaries in 10 countries
Prosegur Foundation (2015)	www.prosegur.com
Corporate website	www.linkedin.com/company/prosegur www.twitter.com/prosegur www.youtube.com/prosegur

PROSEGUR ALARMS

Number of alarm connections	More than 410,000
Alarm Reception Centres (ARC)	9 company-owned fully redundant ARC
Countries where Prosegur Alarms is present	9 countries (Argentina, Chile, Colombia, Spain, Paraguay, Peru, Portugal, South Africa and Uruguay)
Employees of Prosegur Alarms	More than 5,000 employees

PROSEGUR SECURITY

Number of security guards	More than 100,000
Surveillance cameras installed	More than 500,000
Countries where Prosegur Security is present	15 countries (Germany, Argentina, Brazil, Chile, China, Colombia, Spain, France, Luxembourg, Mexico, Paraguay, Peru, Portugal, Singapore and Uruguay)

PROSEGUR CASH

Armoured vehicles	More than 7,000
ATMs managed	More than 100,000
Countries where Prosegur Cash is present	15 countries (Germany, Argentina, Australia, Brazil, Chile, Colombia, Spain, France, India, Mexico, Paraguay, Portugal, South Africa and Uruguay)
Employees of Prosegur Cash	More than 51,000 employees



1. A history of success

Prosegur is a global leader in the private security sector. Across its three business lines - Prosegur Alarms, Prosegur Security and Prosegur Cash - Prosegur provides companies and households with reliable security services using the most advanced market solutions.

Since its incorporation in 1976, at the hands of Herberto Gut, the company has remained strong in its areas of operation. As a result, Prosegur's strategy combines organic and inorganic growth, a strong commitment to innovation, top quality human resources and, especially, client-focussed organisational procedures. All this has thrust Prosegur into a position of leadership, both in terms of geography and in terms of its business lines.

With an international presence that now spans 18 countries over five continents, Prosegur's turnover reached 3,959 million euros in 2015, it is listed on the Madrid and Barcelona Stock Exchanges under the ticker PSG, and it now has a team of more than 160,000 employees.

The company exercises its commitment to society using an inter-disciplinary approach and channels its social efforts through the Prosegur Foundation which, with more than 33,900 beneficiaries in 2015, works on four focal points: education, the inclusion of people with mental disabilities in the workforce, corporate volunteering and cultural development.

Main milestones

- 1976: Prosegur is established, initially with services focussed on secure logistics and cash management.
- 1977: Prosegur adds surveillance activities, wagering on the provision of services in new markets.
- 1980: Prosegur begins its international expansion with the opening of a local office in Portugal.
- 1983: The Prosegur Foundation begins its operations, promoting culture and the arts.
- 1987: Prosegur is listed on the Madrid Stock Exchange.
- 1992: Prosegur creates the Alarms division.
- 1995: Prosegur begins operations in Latin America.
- 2001: Prosegur celebrates its 25th Anniversary and begins operations in France.
- 2004: Helena Revoredo becomes Chairman of the company.
- 2005: The Prosegur Foundation focusses its operations and goals on social programmes.
- 2008: Prosegur appoints Christian Gut as Chief Executive Officer.
- 2011: Prosegur moves forward with its globalisation process, entering the Asian (Singapore and India) and German markets.
- 2012: Prosegur begins offering security services in China and consolidates its position in Brazil.
- 2013: Prosegur successfully issues five year bonds for 500 million euros. Prosegur arrives in Australia.
- 2014: Prosegur adds Cybersecurity to its range of services, establishing a Security Operation Centre (SOC) in Madrid.
- 2016: Prosegur celebrates its 40th Anniversary and begins operations in South Africa.



2. One Group, Three Businesses

Prosegur offers comprehensive security solutions to companies, specialised cash management services and alarm systems for homes and businesses. All these solutions are technologically advanced and integrate an innovative vision of security.

In 2016, Prosegur presented its new organisational structure, which involved transforming the country-based management model to a business-based model, with the full operation of the Prosegur Alarms, Prosegur Security and Prosegur Cash divisions.

The purpose of the business-based management model – “One Group, Three Businesses” - is to accelerate the growth of each unit and to improve the profitability of Prosegur, given the significant opportunities which have been identified in each division. The result of the new organisational structure is a significant improvement in the efficiency of operations, an increase in the quality of the services and reinforced specialisation of the businesses. Furthermore, Prosegur has managed to render the management of the entire company more flexible and dynamic.

According to the data available for the last financial year, Prosegur registered a consolidated net profit of 183 million euros in 2015, which represents an increase of 15.5% compared with 2014. With regards to its turnover, this increased to 3,959 million euros, 4.7% more than in the last financial year. The EBIT - earnings before interest and tax - was 324 million euros, which is also a 5.5% improvement compared with the previous year. Furthermore, the EBITDA rose by 5.3%, to 448 million euros. Both indicators are rising above sales and demonstrate the effectiveness of Prosegur’s business model, including in adverse economic environments.

It is noteworthy that these earnings confirm Prosegur’s commitment to profitability, cash generation and the optimisation of its debt structure. In this regard, the improvement in working capital measures in 2015, which led to very strong operating cash flow, is remarkable.

As regards net debt, the company closed 2015 with a leverage ratio of 1.3 times EBITDA, from 1.4 times in 2014. This, alongside the increase in cash flow and the very low cost credit lines available, confirm Prosegur’s financial stability.

The company’s financial stability has been assessed by rating agencies. Both Standard & Poor’s and Moody’s upheld their assessments in 2016. It is noteworthy that S&P improved Prosegur’s liquidity assessment in 2015 from “stable” to “strong” and, as in this year confirmed the company’s rating as BBB with a stable outlook.

Business lines

Prosegur understands that the innovation, research and development of new services and products are the only methods for securing its leadership in the international private security market. In its drive for continued improvement, Prosegur develops new products and services which are tailored to the needs of each client and are designed to form a part of their value chain, thus providing added value and improving competitiveness.



Currently, Prosegur is developing a range of services which are structured based on the following business units:

PROSEGUR ALARMS

Prosegur Alarms, present in nine countries, has a wide range of products which contribute to improving the security of families and businesses. These customised security solutions also include other services such as the support service, mobile surveillance and GPS tracking. Furthermore, Prosegur has launched Smart solutions for the “Smart Home” on the market. These solutions are already operational in three countries, and are gradually being implemented in the remaining markets where the company operates.

The company has also launched the Triple Security concept. In this way, Prosegur Alarms offer protection from intruders, attempted alarm disabling and sabotage.

Moreover, in order to meet the needs of other groups, Prosegur Alarms has fire protection services, technical anti-leak alarms, medical alarms, fog generators and mobility alarms, among others.

PROSEGUR SECURITY

Prosegur Security offers surveillance, security consulting, international security, electronic security systems, bodyguards, fire protection among other ancillary services.

This portfolio of services is the result of an effective combination of the latest technologies, using the best professionals. Focussing on specialisation in various activity sectors, Prosegur Security provides comprehensive security services with high added value to companies. These services are provided based on knowledge and experience of the risk areas on the value chain of each business segment.

Furthermore, in 2014, Prosegur created the Cybersecurity department, which offers services ranging from managed security, including monitoring and connection to the latest generation of SIEM technology; vulnerability management; security analysis in apps; permanent protection of any online brand and cyber intelligence, which also includes protection against digital fraud.

PROSEGUR CASH

Prosegur Cash covers the entire cash cycle and processes more than 450 billion euros each year. Services in this area allow clients to optimise their cash management costs. Prosegur Cash has a fleet of more than 7,000 armoured vehicles - the second largest in the world - with the most advanced security features, guaranteeing real time traceability and tracking. This business unit includes more than 50,000 people who operate more than 500 centres in fifteen countries and manages more than 100,000 ATMs.

Prosegur Cash is the second company in the sector and in the world with a market share of 12 percent, in terms of turnover, and is experiencing significant growth in the outsourcing of services such as the automatism of cash management for the client, staff specialising in cash management and back-office cash management tools.

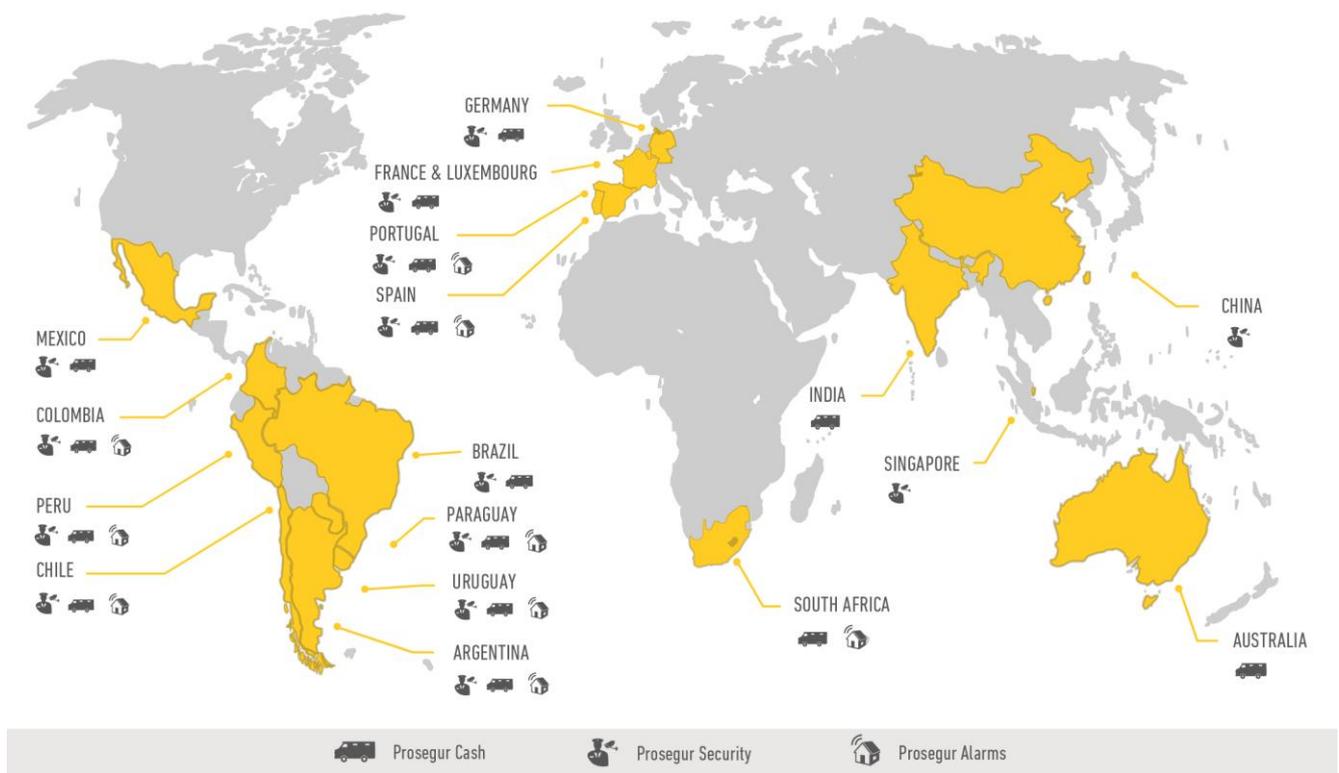


3. A global company

Prosegur's goal is to be a leader in each of the markets where it operates. The company is present in 18 countries over five continents, where the challenge is offering services with greater added value and holding a position of leadership in the private security sector in each market.

As a result, Prosegur is aiming for a strong geographical presence based on a robust business model. In addition to its global approach, Prosegur is also active at a local level. The company operates according to the specific characteristics of each country, since the security market is highly regulated and varies based on the legislation of each country.

International presence





4. Prosegur, committed to people

Prosegur's most important assets are its people, the more than 160,000 professionals who work for the company. All these people work in accordance with the values of the company, most notably: a focus on the client, proactivity, excellence and team work.

Investment in talent

Prosegur works to increase respect for the sector and is committed to the goal of helping society understand, value and appreciate the function of private security professionals.

The company does not limit its role to merely generating jobs but also offers high quality employment where the qualifications and degree of specialisation of its professionals are one of the company's main differentiating factors. The company also invests in the development of its employees. In order to do this, the company facilitates internal promotion and acknowledges and rewards excellence on the job.

Prosegur University: continued education

Prosegur University is a space for sharing knowledge, experiencing the values of the company, developing talent and encouraging leadership via a common culture. The sole objective of all this is to improve the efficiency and training of employees. An effective combination of online and class-based training programmes helps employees with their professional development, thus guaranteeing compliance with Prosegur's Strategic Plan.

Personal health and safety

Prosegur, via its Global Health and Safety Policy, is extremely rigorous in safeguarding the physical safety and integrity of all its employees, in line with standards regarding occupational hazard prevention in the sector. Likewise, Prosegur encourages the adoption of health and safety at work policies and undertakes the preventive measures provided according to current legislation in each country. Prosegur therefore guarantees that its employees perform their duties in safe and healthy environments.

Equality, diversity and social benefits

Prosegur encourages equal treatment and respect among employees and ensures that nobody is subjected to employment or occupation discrimination.

The company does not permit any kind of physical, sexual, psychological or verbal harassment or abuse. Nor does the company employ anyone who is not of legal age.

Likewise, the company respects working hours and schedules and facilitates the balance necessary between employees' working life and personal life.



5. A responsible company

Prosegur understands that responsible management must be a key part of the corporate culture of a company. As a global leader in the private security sector, the company knows that, when performing its activities, it must focus on those social, environmental or economic matters that are relevant and which influence decision-making by its interest groups.

The purpose of Prosegur's Corporate Responsibility Policy is to establish guidelines for the development of responsible business management and to promote a culture, in the company, which contributes to creating long-term value for its employees, clients, shareholders, providers and society as a whole.

Furthermore, since 2002, Prosegur has adhered to the United Nations Global Compact, thus signing the Ten Principles regarding human rights, labour standards, the environment and the fight against corruption.

In order to offer clients the best service, Prosegur encourages continued improvement via its quality policy. With a view to meeting this goal, the company manages the quality of the service and the efficiency of resources using a common process management methodology which forms the basic pillar of the 3P Management System, which is an acronym for "Prosegur Policies and Processes".

Prosegur Foundation

The Prosegur Foundation is a charitable organisation that channels the social and cultural efforts of the Company in an active and transparent manner with a view to helping build a more supportive society and generating opportunities of development for individuals.

Established in 1983 with a clear focus on patronage of the arts, from 2005 its activities developed in the direction of social actions. Since then, this institution has been undertaking specific projects in countries where the company is present, focussing its efforts on education, the inclusion of people with mental disabilities in the workforce, corporate volunteering and cultural development.

Aware of local needs and with a single goal in mind, social projects are implemented gradually in the various geographical areas and bearing in mind sustainability and transparency matters, in addition to replicating best practices. Team work and continued improvement processes govern the activities of the Prosegur Foundation, which aims to generate shared value for society, the company and its interest groups.

For more information:

Pablo de Santiago
Global Communications Manager
comunicacion.corporativa@prosegur.com
Telephone: +34 91 589 84 31