



PROSEGUR COMPAÑÍA DE SEGURIDAD, S.A. AND CONTROLLED COMPANIES

QUARTERLY INTERIM FINANCIAL INFORMATION
Interim statement for the third quarter of 2015



PROSEGUR



RESULTS FOR THE PERIOD JANUARY TO SEPTEMBER 2015

Millions of euros

| CONSOLIDATED INCOME STATEMENT | 2014 | 2015 | % Var. |
|---------------------------------------------------|----------------|----------------|---------------|
| Revenues | 2,776.3 | 2,942.5 | 6.0% |
| EBITDA | 303.2 | 325.7 | 7.4% |
| <i>Margin</i> | <i>10.9%</i> | <i>11.1%</i> | |
| Depreciation property, plant and equipment | (59.5) | (70.1) | 17.8% |
| Amortisation intangible assets | (27.9) | (27.6) | -1.3% |
| EBIT | 215.8 | 227.9 | 5.6% |
| <i>Margin</i> | <i>7.8%</i> | <i>7.7%</i> | |
| Financial results | (44.8) | (29.2) | -34.8% |
| EBT | 171.0 | 198.7 | 16.3% |
| <i>Margin</i> | <i>6.2%</i> | <i>6.8%</i> | |
| Tax | (62.3) | (72.4) | 16.1% |
| Net profit | 108.6 | 126.4 | 16.3% |
| Minority interests | 0.1 | (0.6) | |
| Consolidated net profit | 108.5 | 127.0 | 17.1% |
| <i>Margin</i> | <i>3.9%</i> | <i>4.3%</i> | |
| Basic earnings per share (euros per share) | 0.2 | 0.2 | 17.1% |

PERFORMANCE IN THE PERIOD

- ☉ Turnover has grown 6.0% in 2015, with 6.5% attributed to pure organic growth, 0.2% to inorganic growth, and a negative impact of 0.7% due to the effect of exchange rate fluctuations.
- ☉ EBIT is up 5.6% in relation to 2014, currently standing at 227.9 million euros, with a margin of 7.7%.
- ☉ The consolidated net profit has risen to 127.0 million euros, up 17.1% in relation to 2014.



INTERIM STATEMENT (JANUARY – SEPTEMBER 2015)

(In millions of euros)

1. BUSINESS PERFORMANCE

The performance of the most relevant items in the consolidated income statement for the period January to September in 2015 and 2014 is explained below:

a) Revenues

In the period January to September 2015 Prosegur earned revenues of 2,942.5 million euros, compared with 2,776.3 million euros in the same period in 2014, representing an increase of 6.0%. Of the total growth, 6.5% corresponds to pure organic growth and 0.2% to inorganic growth following the acquisitions made in 2014, while the effect of exchange rate fluctuations has been a decline of 0.7%.

The following key aspects related to the Prosegur consolidation perimeter impact on the variation in the revenues figure, specifically as regards inorganic growth:

- In Singapore, the company Evttec Management Services PTE LTD was included in the consolidation perimeter in February 2014. The turnover reported in January 2015 was 0.8 million euros.
- In Germany, the company Chorus Security Service GmbH & Co. KG was included in the consolidation perimeter in March 2014. The turnover reported in the period January to February 2015 was 0.5 million euros.
- In Brazil, the company Transvig – Transporte de Valores e Vigilancia LTDA was included in the consolidation perimeter in November 2014. The turnover reported in the period January to September 2015 was 3.9 million euros.



The following table provides a breakdown of Prosegur revenues by geographical area and business line:

| Millions of euros | | | | | | | | | |
|------------------------------------|---------------------|----------------|--------------|----------------|----------------|--------------|----------------|----------------|--------------|
| Revenues | Europe-Asia-Pacific | | | LatAm | | | Total Prosegur | | |
| | 2014 | 2015 | % Var. | 2014 | 2015 | % Var. | 2014 | 2015 | % Var. |
| Integral Security Solutions | 721.7 | 702.3 | -2.7% | 706.3 | 776.4 | 9.9% | 1,428.0 | 1,478.6 | 3.5% |
| <i>% of total</i> | 61.3% | 59.5% | | 44.2% | 44.0% | | 51.4% | 50.3% | |
| CIT | 381.8 | 397.1 | 4.0% | 832.5 | 910.7 | 9.4% | 1,214.3 | 1,307.8 | 7.7% |
| <i>% of total</i> | 32.4% | 33.7% | | 52.1% | 51.7% | | 43.7% | 44.4% | |
| Alarms | 74.2 | 80.3 | 8.2% | 59.8 | 75.7 | 26.6% | 134.0 | 156.1 | 16.4% |
| <i>% of total</i> | 6.3% | 6.8% | | 3.7% | 4.3% | | 4.8% | 5.3% | |
| Total revenues | 1,177.7 | 1,179.8 | 0.2% | 1,598.6 | 1,762.8 | 10.3% | 2,776.3 | 2,942.5 | 6.0% |

In relation to the geographical distribution of revenues, the Europe-Asia-Pacific region earned 1,179.8 million euros, up 0.2% on the previous year. Revenues in the LatAm region grew 10.3% to 1,762.8 million euros. Exchange rate fluctuations had a negative impact of 1.5% in the LatAm region.

In relation to the breakdown of revenues by business line, in the period January to September 2015 Integral Security Solutions earned 1,478.6 million euros, representing an increase of 3.5% on the same period last year. Cash in Transit (CIT) revenues grew 7.7% to 1,307.8 million euros, and Alarms revenues were 156.1 million euros, up 16.4%.



The next table shows revenue growth by country, including the effects of the changes in the consolidation perimeter and the impact of exchange rate fluctuations:

Millions of euros

| Revenues | Total Prosegur | | | Organic % Var. | Inorganic % Var. | Exchange rate % Var. |
|-----------------------|----------------|----------------|-------------|-------------------|---------------------|-------------------------|
| | 3Q 2014 | 3Q 2015 | % Var. | | | |
| Spain | 642.5 | 655.4 | 2.0% | 2.0% | 0.0% | 0.0% |
| France | 174.3 | 157.7 | -9.5% | -9.5% | 0.0% | 0.0% |
| Portugal | 106.5 | 108.4 | 1.8% | 1.8% | 0.0% | 0.0% |
| Germany | 153.6 | 155.8 | 1.4% | 1.1% | 0.3% | 0.0% |
| Asia - Pacific (1) | 100.7 | 102.5 | 1.8% | -3.5% | 0.8% | 4.4% |
| Argentina Area (2) | 485.9 | 723.5 | 48.9% | 38.1% | 0.0% | 10.9% |
| Brazil | 770.0 | 684.5 | -11.1% | -0.4% | 0.5% | -11.2% |
| Chile | 97.3 | 111.1 | 14.2% | 7.0% | 0.0% | 7.2% |
| Colombia | 102.3 | 81.9 | -20.0% | -11.3% | 0.0% | -8.7% |
| Peru | 115.7 | 129.7 | 12.1% | 3.1% | 0.0% | 9.0% |
| Mexico | 27.5 | 32.1 | 16.9% | 13.8% | 0.0% | 3.1% |
| Total revenues | 2,776.3 | 2,942.5 | 6.0% | 6.5% | 0.2% | -0.7% |

(1) Includes Singapore, China and Australia.

(2) Includes Argentina, Uruguay and Paraguay.

b) Earnings before interest and tax

Earnings before interest and tax (EBIT) for the period January to September 2015 were 227.9 million euros, compared with 215.8 million euros in the same period in 2014, representing an increase of 5.6%. The EBIT margin for the period January to September 2015 was 7.7%, while the margin for the previous year was 7.8%.

The performance of EBIT by geographical area is summarised in the table below:

Millions of euros

| EBIT | Europe | | | LatAm | | | Total Prosegur | | |
|----------|---------|---------|--------|---------|---------|--------|----------------|---------|--------|
| | 2014 | 2015 | % Var. | 2014 | 2015 | % Var. | 2014 | 2015 | % Var. |
| Revenues | 1,177.7 | 1,179.8 | 0.2% | 1,598.6 | 1,762.8 | 10.3% | 2,776.3 | 2,942.5 | 6.0% |
| EBIT | 43.3 | 45.6 | 5.1% | 172.4 | 182.4 | 5.8% | 215.8 | 227.9 | 5.6% |
| Margin | 3.7% | 3.9% | | 10.8% | 10.3% | | 7.8% | 7.7% | |



EBIT in the Europe-Asia-Pacific region for the period January to September 2015 was 45.6 million euros, compared with 43.3 million euros in the same period in 2014, representing an increase of 5.1%. The EBIT margin in the Europe-Asia-Pacific region for the period January to September 2015 was 3.9%, while the margin for the previous year was 3.7%. This growth reflects the positive business performance, especially in Spain and Portugal which are both experiencing a satisfactory economic recovery and where margin protection strategies were introduced two years ago.

EBIT in the LatAm region is up 5.8%, having reached 182.4 million euros in the period January to September 2015, compared with 172.4 million euros in the same period in 2014. The EBIT margin in the LatAm region for the period January to September 2015 was 10.3%, while the margin for the previous year was 10.8%. This slight decline is principally explained by the economic recession in Brazil, where the pressure on prices is greater and increased labour costs have yet to be transferred to the market.

c) Financial results

Prosegur's net financial expenses in the period January to September 2015 were 29.2 million euros, compared with 44.8 million euros in the same period in 2014, which represents a decline of 15.6 million euros. The main variations in financial expenses are as follows:

- Net financial expenses due to interest in the period January to September 2015 were 30.2 million euros, compared with 33.1 million euros in 2014. This represents a decline of 2.9 million euros, which is explained by the partial cancellation in 2014 of the debenture for limited public distribution issued by the Brazilian entities in 2012 and the improved price in corporate financing.
- Net financial income from exchange fluctuations was 7.6 million euros in the period January to September 2015, while net financial expenses due to differences in the exchange rate and value of derivatives were 1.9 million euros in 2014, representing an increase of 9.5 million euros.
- Additionally, the period January to September 2015 saw losses of 6.6 million euros, mainly due to the impairment of financial investments, compared with 9.8 million euros in the same period in 2014.



Net profit

The consolidated net profit in the period January to September 2015 was 127.0 million euros, compared with 108.5 million euros in the same period in 2014, representing an increase of 17.1%.

The effective tax rate remained steady at 36.4% in the period January to September 2015, repeating the pattern observed in the same period in 2014.

2. SIGNIFICANT FACTS AND OPERATIONS

Significant facts

No significant transactions or events occurred in the period January to September 2015.

3. CONSOLIDATED FINANCIAL INFORMATION

The consolidated financial information has been prepared in line with International Financial Reporting Standards (IFRS) in force at 30 September 2015. These accounting principles have been applied in both 2015 and 2014.



| Millions of euros | | |
|----------------------------------------------------------------|-------------------|-------------------|
| CONSOLIDATED BALANCE SHEET | 31/12/2014 | 30/09/2015 |
| Non-current assets | 1,614.7 | 1,514.4 |
| Property, plant and equipment | 506.5 | 520.4 |
| Goodwill | 532.2 | 493.0 |
| Intangible assets | 324.3 | 242.0 |
| Investment property | 46.5 | 82.3 |
| Investments in associates | 12.6 | 11.7 |
| Non-current financial assets | 11.6 | 8.8 |
| Other non-current assets | 181.0 | 156.1 |
| Current assets | 1,397.5 | 1,331.5 |
| Inventory | 59.6 | 76.3 |
| Debtors | 1,043.9 | 1,011.2 |
| Other current assets | 0.4 | 0.4 |
| Cash and other financial assets | 293.5 | 243.6 |
| ASSETS | 3,012.3 | 2,845.8 |
| Equity | 864.1 | 770.9 |
| Share capital | 37.0 | 37.0 |
| Treasury shares | (53.5) | (53.5) |
| Accumulated earnings and other reserves | 880.5 | 787.3 |
| Non-current liabilities | 1,066.2 | 978.9 |
| Debts with credit institutions and other financial liabilities | 712.3 | 689.2 |
| Other non-current liabilities | 354.0 | 289.7 |
| Current liabilities | 1,082.0 | 1,096.1 |
| Debts with credit institutions and other financial liabilities | 251.6 | 302.4 |
| Trade and other payables | 791.7 | 760.6 |
| Other current liabilities | 38.7 | 33.1 |
| EQUITY AND LIABILITIES | 3,012.3 | 2,845.9 |



The main variations in the balances of the consolidated balance sheet at 30 September 2015 compared with the close of 2014 are summarised below:

a) Property, plant and equipment and Investment property

Investments in property, plant and equipment during the period January to September 2015 amounted to 98.0 million euros. Investment property in the period January to September 2015 amounted to 70.5 million euros, of which 32.5 million euros represent assets currently under construction.

b) Goodwill

The variation in goodwill during the period January to September 2015 is explained by the cancellation of the goodwill associated with the business combination carried out by Imperial Dragon for the sum of 2.7 million euros.

c) Equity

The variations in equity during the period January to September 2015 are explained by the net profit for the period and the performance of the reserve for cumulative exchange differences.

d) Net debt

Prosegur calculates net debt as the total debt with credit institutions (current and non-current), minus cash and cash equivalents, and minus other current financial assets.

The net debt at 30 September 2015 was 686.1 million euros, representing an increase of 88.4 million euros on the figure at 31 December 2014 (597.7 million euros).

At 30 September 2015, the annualised total net debt to EBITDA ratio was 1.4 and the total net debt to own funds ratio was 0.9.

At 30 September 2015 the liabilities arising from debts with credit institutions mainly corresponded to:

- Issue of individual bonds for the sum of 504.7 million euros (including interest).
- Syndicated loan agreement formalised in 2014 for the sum of 72.8 million euros (the syndicated loan agreement formalised in 2010 was cancelled in total on 30 June 2014).



- Debenture for limited public distribution issued by the Brazilian entities in 2012 for the sum of 16 million euros (with partial early cancellation in 2014).
- In December 2013 Prosegur, through its subsidiaries Prosegur Australia Holdings PTY Limited and Prosegur Australia Investments PTY Limited, took out a three-year syndicated loan agreement for the sum of 70 million Australian dollars.

The total net cash flow for the period January to September 2015 is shown below:

| Millions of euros | |
|------------------------------------------------------------------------|-------------------|
| CONSOLIDATED CASH FLOW | 30/09/2015 |
| EBITDA | 325.7 |
| Provisions and other movements that do not generate the movement of ca | 65.5 |
| Income tax | (97.0) |
| Variation in net working capital | (119.5) |
| Interest payments | (23.9) |
| OPERATING CASH FLOW | 150.8 |
| Acquisition of property, plant and equipment | (98.0) |
| Investment property | (70.5) |
| Payments acquisitions of subsidiaries | (28.2) |
| Payment of dividends | (47.9) |
| Other cash flows from investment / financing activities | (3.0) |
| CASH FLOW FROM INVESTMENT / FINANCING | (247.7) |
| TOTAL NET CASH FLOW | (96.9) |
| INITIAL NET DEBT (31/12/2014) | (597.7) |
| Net (decrease)/increase of cash | (96.8) |
| Impact of exchange differences | 8.4 |
| FINAL NET DEBT (30/09/2015) | (686.1) |