



# Grupo Amper

Discovery Meeting -- Bolsa de Madrid

**D. Jaime Espinosa de los Monteros** – Chairman

May, 27<sup>th</sup> 2014

A **Spanish multinational group** focused on the telecommunications sector

We supply **multi-vendor technology solutions** for **large corporates** and **public sector customer**

# Amper Group

- Multi-sectoral solutions
- Focused on high growth markets
- Geographical diversification



19 COUNTRIES

+4.000 CUSTOMERS

285 M€ REVENUE 2013

38 OFFICES

+1.700 EMPLOYEES

Miami | Brazil | Argentina | Colombia | Costa Rica | Ecuador | El Salvador | Guatemala | Honduras | Mexico  
Nicaragua | Panamá | Trinidad & Tobago | Venezuela | Samoa | Spain | France | United Arab Emirates | India

# A global systems integrator



IN-HOUSE  
TECHNOLOGY

CUSTOMERS

PARTNERS



CENTRES OF  
EXCELLENCE



## Communication



- GLOBAL INFRASTRUCTURE MANAGEMENT
- NETWORKING INFRASTRUCTURE
- CLOUD SOLUTIONS
- COLLABORATION WITH CUSTOMERS
- NEW GENERATION NETWORKS

## Telecommunication



- FIXED AND MOBILE TELEPHONY
- CABLE TV
- INTERNET ACCESS

## Homeland Security



- EMERGENCY CENTRES
- CRITICAL INFRASTRUCTURE PROTECTION
- SECURITY FORCES COMMUNICATION SYSTEMS
- BORDER CONTROL



# AMPER: Past and future

FUTURE



AMPER



PAST

AMPER

- ⦿ High financial debt caused by companies acquired from 2005 to 2007
- ⦿ Negative return from acquisitions
- ⦿ Economic crisis



Need to **Refound** the Company

- Banking
- Energy
- Health
- Transport
- PP.AA.
- Operators
- Industry



- 8,5 M€ in 2013
- 116 employees

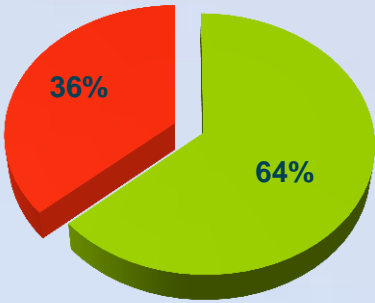
- Increase international activity:
  - Latin America
  - South Pacific



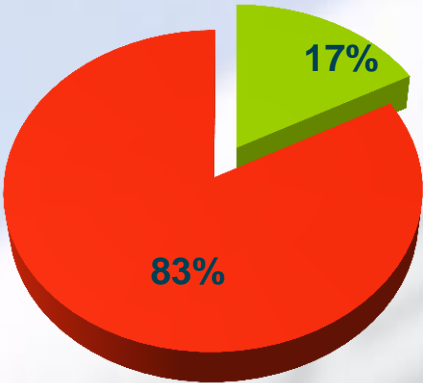
# Focused on the international markets

PAST

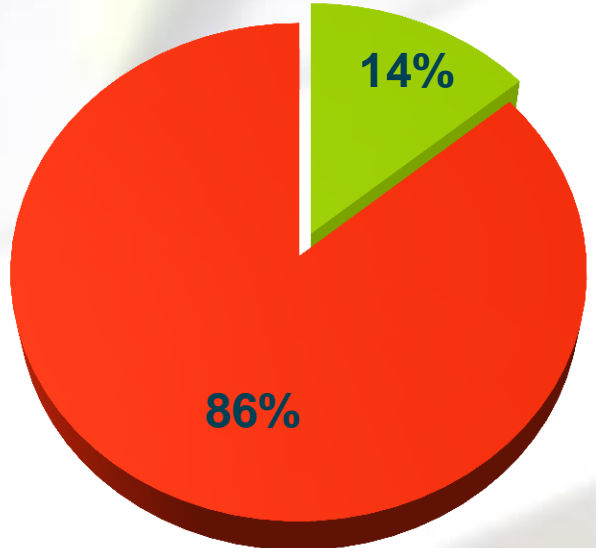
2010 R




2013 R



2018 SP



-  National
-  International

Legend:  
% Revenue

# AMPER: Past and future



## ● TRANCHE A: € 30 Million

- Repayable in five years.
- Interest rate : Euribor + 3%

## ● TRANCHE B: € 90 Million (estimated)

- Convertible debt that grants the right to conversion into shares of the Company (maximum 35% of the new Company).
- Mandatory convertible at 10th year.



## ● Capital Issue: € 20 Million (with preferential subscription rights)

- Slon Capital underwrites €15 million of new money through equity or convertible debt (with the limit of 30% of the share capital to avoid de obligation to make a mandatory take over bid).

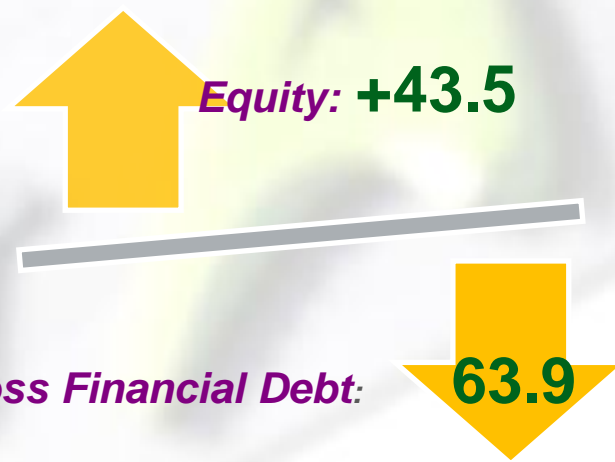
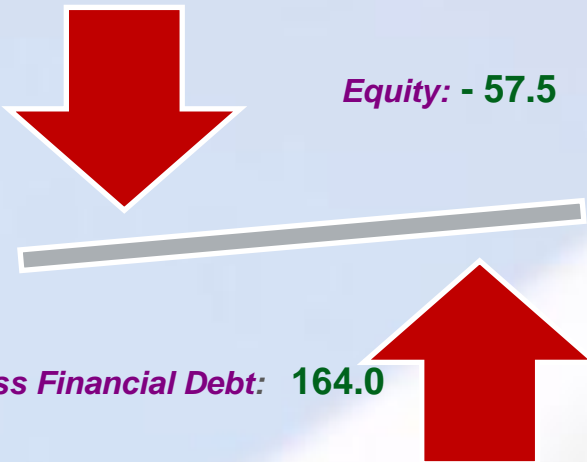
# Reinforce of the financial structure



€ millions

## Pre- Refinancing

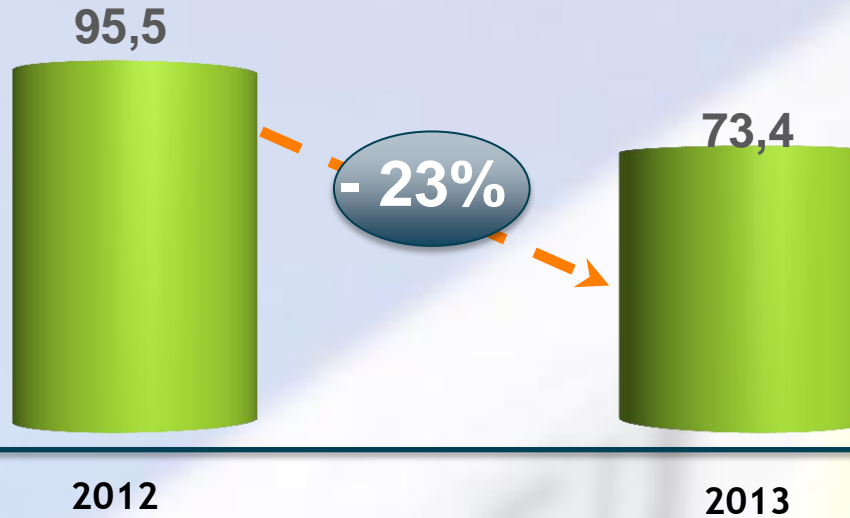
## Post - Refinancing (\*)



(\*) Estimated post-refinancing operation

## ○ Personnel cost optimization

Legend:  
Personnel cost  
€ million



## Improve efficiency



# Debt / Equity Restructuring:

FUTURE

## Calendar for implementation

Submit Term Sheet to the Banks  
Report to CNMV

General shareholders meeting:  
•Reduction of share capital  
•Capital issuance  
•Debt restructuring

Start Stand- Still Period

April 9

April 18

April 23-25

May 26

4/23: 78% of the debt eligible  
for refinancing (met with 14 of  
22 banks)

4/25: General shareholders  
meeting announcement

Signing  
Refinancing  
Agreement

Closing  
Refinancing  
Agreement

Subscription  
period for the  
capital issuance

Advance  
Payment

New Money

Issuance  
Convertible Debt

# Key figures of the Strategic Plan

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## Consolidated Revenue



Average rate of growth :  
Consolidated Revenue: 7.3%

## Consolidated EBITDA

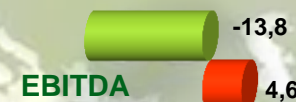


Average rate of growth:  
Adjusted EBITDA: 19.9%

Latam



Spain



South Pacific



Brazil



Legend:

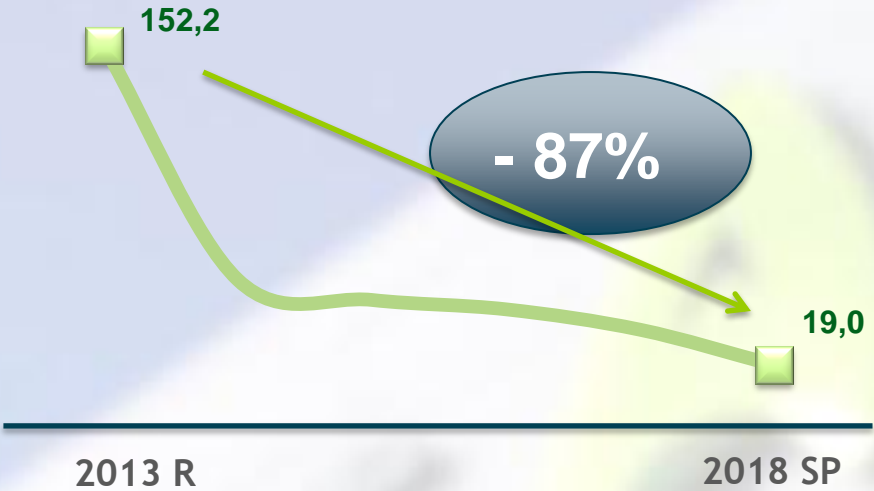
- 2013 R
  - 2018 SP
- € Million

# Net financial debt evolution

FUTURE

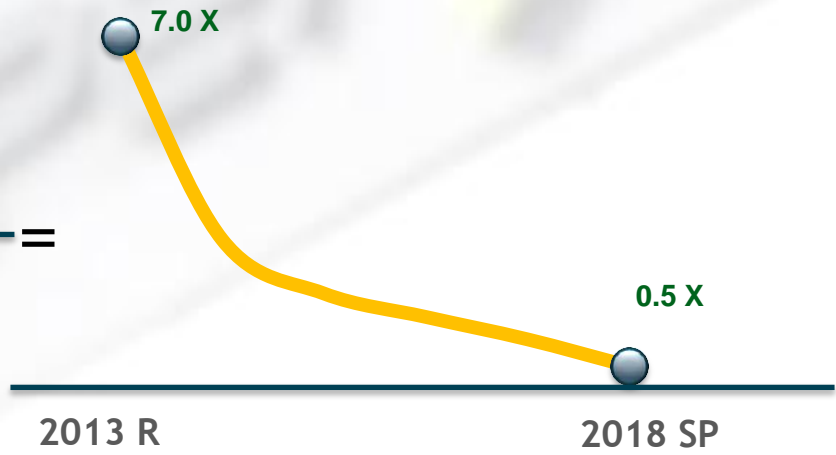
## Net financial debt

€ Million



## Debt equity ratio

$$\frac{\text{Net financial debt}}{\text{Adjusted EBITDA}} =$$





Financial Strength



Maximum Efficiency



Continuing Growth



**Create** shareholders value



# Grupo Amper

