



### Dominion will double its net income in 4 years

- **Dominion publishes its new Strategic Plan 2019-2022 with the aim of doubling the net profit over a period of 4 years.**
- **The plan intends to achieve it organically, although the company's usual M&A activity could trigger an accelerated accomplishment of the objectives.**
- **The company announces that they will start distributing dividends from 2019.**

Bilbao, 6th of May 2019.

With this Strategic Plan, Dominion devises a roadmap to consolidate itself as a large B2B2C Services platform, leveraged in a Solutions segment that is a source of profitability, processes knowledge and new services. The company keeps focused on developing its two segments, a dual model that provides financial strength and stability in the face of economic cycles.

The core element of the company's new commitment with its shareholders is to double the net income in 4 years, accompanied by a sales growth of at least 5% per year, despite the uncertain macroeconomic scenario.

The financial discipline remains essential in the 2019-2022 Plan, committing RONA returns above 20% and a cash conversion of at least 75% of the generated EBITA.

In addition, for the first time the company has announced that it will distribute approximately 1/3 of the generated net income as a dividend.

To achieve the quantitative objectives mentioned in the plan, the company will work on five main core initiatives: to deepen into their differential value propositions (One Stop Shop provider to get closer to the end customer, Smart House project in B2C services and 360° approach in Solutions); to optimize its position in the value chain; to deepen in the diversification and digitalization of its activity and to carry out the necessary organizational evolution to allow the achievement of the objectives.

The company's management model remains at the core of this new plan. Digitalization, Diversification, Decentralization and Financial Discipline as a mantra, which translate into the use of technology to achieve more efficient processes, the focus on "how" over "what" and flexibility. "We have the appropriate management model to continue growing in an increasingly disruptive environment," says Mikel Barandiaran, CEO of Dominion.

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#### About DOMINION

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Dominion is a technologic multi-national specialized in multi-technical Services and specialized engineering Solutions, which operates in three main activity areas: Technology and Telecommunications, Industry and Renewable Energies.



Dominion applies its knowledge on processes, technology and innovation to achieve efficiency in the business processes of its clients; and it believes in Digitalization as the catalyst and differential value of its business model.

With presence in more than 30 countries, more than 1,000 clients and 8,000 employees, it reached a turnover of 745 million euros in 2017. The company bases its strategy in a unique culture and management model and in an ambitious growth plan. Dominion is publicly listed in the Spanish stock market since April 2016 (DOM:BME).

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