Prosegur Q1 2013 Results

May 7th, 2013

*Moving to **different business dynamics***

2011-2012

Growth mainly driven by acquisitions

2013-2014

Consolidate growth and improve margins

P&L

Consolidated Results *Million Euros*		Q1 2012	Q1 2013	Var.
Turnover		838	**919**	9.6%
EBITDA		98	**108**	9.4%
	Margin	*11.7%*	*11.7%*	
Amortization		(19)	(20)	
Depreciation of intangibles and other		(4)	(10)	
EBIT		75	**77**	2.6%
	Margin	*9.0%*	*8.4%*	
Financial Results		(8)	(24)	
Profit before taxes		67	**53**	
	Margin	*8.0%*	*5.8%*	
Taxes		(23)	(17)	
	Tax rate	*34.2%*	*32.8%*	
Net profit		44	**36**	
Minority interests		(0.1)	(0.1)	
Net consolidated profit		44	**36**	

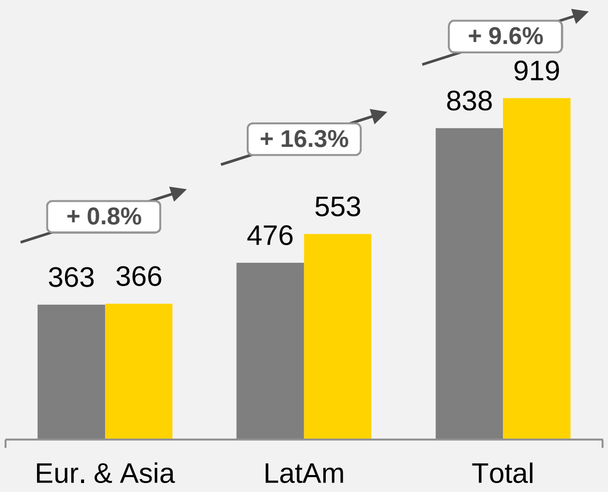
- Total sales growth of **9.6%** to **€ 919 million.**
- Relevant impact on total sales volume due to **increased FX rate** (-6.9% in Q1 2013 vs. -0.6% in Q1 2012)
- Organic growth of **7.1%**
- EBITDA growth of **9.4%**
- EBIT **stands at € 77 million**
- EBIT Margin stood at **8.4%**
- Net consolidated profit **decreased** to **€ 36 million.**

Main Figures

2012
2013

Sales Growth

Million Euros

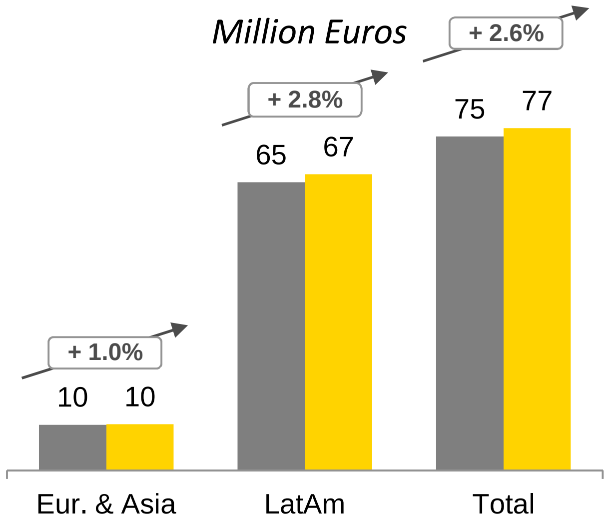


	Eur. & Asia	LatAm	Total
Organic	-2.2%	14.2%	7.1%
Inorganic	3.1%	14.2%	9.4%
Exchange rate	-0.01%	-12.1%	-6.9%

2012
2013

EBIT Growth

Million Euros



	Eur. & Asia	LatAm	Total
Organic	-5.0%	12.0%	9.7%
Inorganic	5.9%	2.2%	2.7%
Exchange rate	0.2%	-11.4%	-9.8%

Full focus on ***Debt reduction, Margin Protection****, and* ***Cash Flow Generation***

1. **Debt reduction**
2. **Full Integration** of acquired companies
3. Sales activity oriented to **margin protection**
4. Investment in **cost control standardized platforms, business security** and **IT infrastructures**
5. Focus on **value added** products

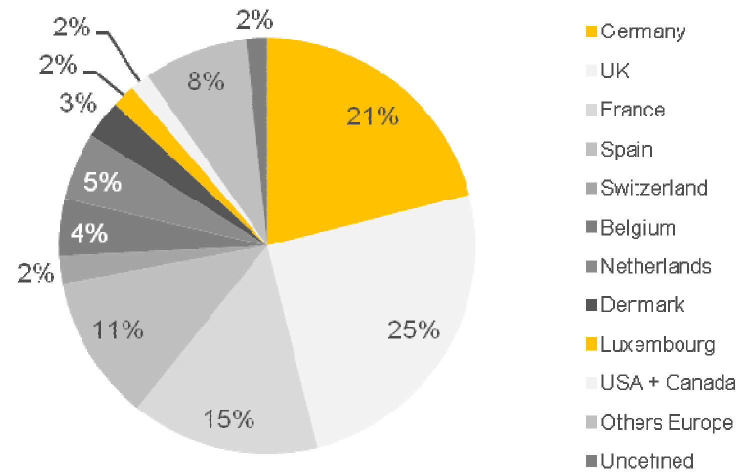
Debt optimization *- €500 million Bond*

Transaction Terms	
Issuer:	• **Prosegur Compañía de Seguridad, S.A.**
Rating:	• BBB (stable) issued by S&P
Total:	• EUR 500mn
Maturity:	• 5 years
Interest Rate	• **YIELD 2.83% -** (CUPON 2.75%)
Demand:	• EUR 2,398.7 mn (4.8x overdamand)
Listing:	• Irish Stock Exchange

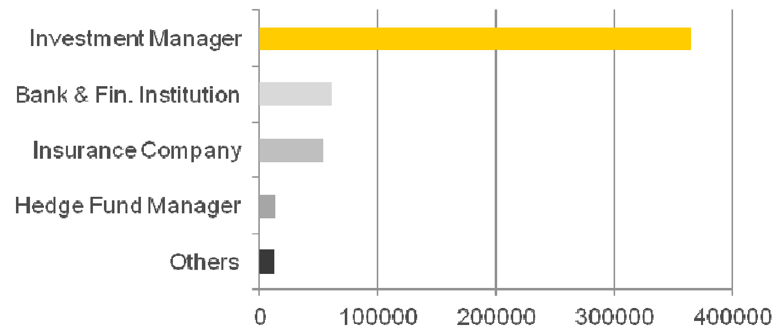
- Significant reduction of the average cost of debt (0.25% aprox.)
- 3 years increase on the maturities of Debt (from 2015 to 2018)
- Diversification of the group's financing sources. Deleveraging the dependency on bank institutions as main financing sources
- Prosegur has been granted access to capital markets with an excellent acceptance.
- Change from variable interest rates to fixed.
- **The lowest coupon price of the Iberian Market history**
  (source: Barclays Corporate Banking)

Debt optimization *- €500 million Bond*

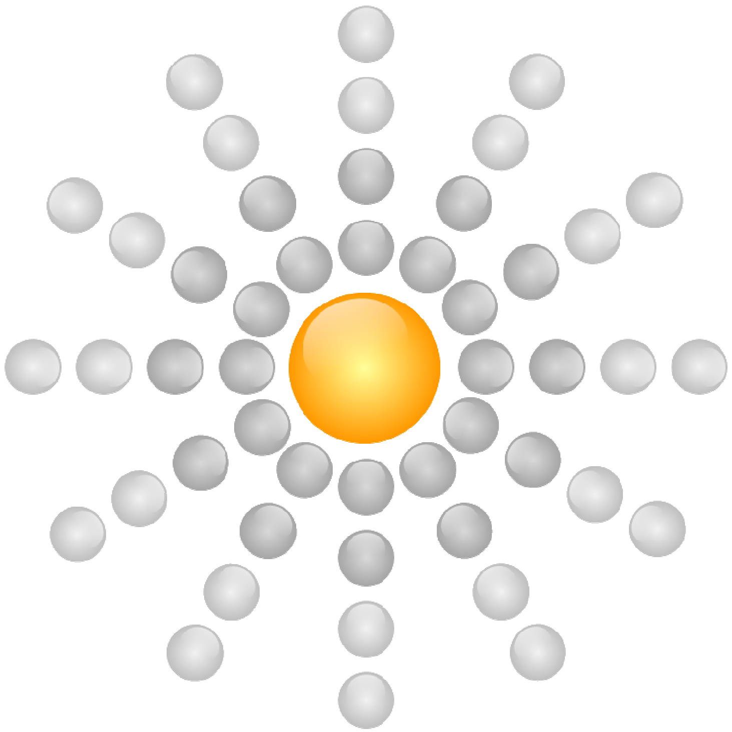
- Overdemand of 4.8x and a very balanced allocation throughout Europe



- High-quality investors



*Centralization and **Integration***



- Main integrations almost complete
- 2 LatAm Shared Services Centres fully operational
  - Buenos Aires to service Argentina area, Brazil and Chile
  - Lima to service Peru, Colombia and Mexico
- Strong project on deploying a common IT platform across all countries
- Higher cost control on all countries with faster reaction to deviations

Q1 2013 Results per region

Sales per business line

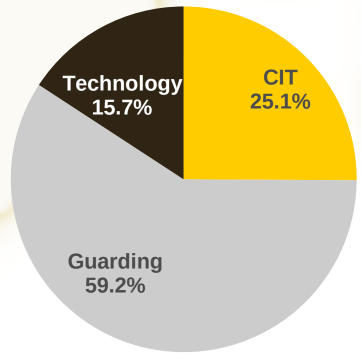
	GUARDING			C.I.T.			TECHNOLOGY		
	Q1 2012	**Q1 2013**	*Var. %*	Q1 2012	**Q1 2013**	*Var. %*	Q1 2012	**Q1 2013**	*Var. %*
Europe & Asia	222	**218**	*-1.7%*	91	**91**	*-0.1%*	49	**56**	*14.0%*
LatAm	164	**203**	*23.7%*	269	**299**	*10.8%*	42	**52**	*22.4%*
Total	386	**421**	*9.1%*	361	**390**	*8.1%*	91	**108**	*17.9%*
% over sales		**45.9%**			**42.4%**			**11.7%**	

Europe & Asia

Million Euros	Q1 2012	Q1 2013	Var.	Organic	Inorganic	Exchange rate
Spain	238	**228**	-3.8%	-3.8%	-	-
France*	46	**56**	21.2%	3.6%	17.6%	-
Germany	36	**37**	1.1%	1.1%	-	-
Portugal	36	**35**	-2.3%	-2.3%	-	-
Asia **	5	**8**	62.3%	2.6%	60.5%	-0.8%
Other	2	**2**	-20.2%	-20.2%	-	-
Total	**363**	**366**	0.8%	-2.2%	3.1%	-0.01%
EBITDA	19	**21**	8.4%			
Margin	*5.3%*	*5.7%*				
EBIT	10	**10**	1.0%			
Margin	*2,8%*	*2.8%*				

** Includes Luxembourg*
*** Includes Singapore, India and China*

- EBITDA margin improves **8.4%**
- EBIT stands despite the adverse economical environment
- Strong sales policies to protect margin over volume
- Germany keeps improving according to plan

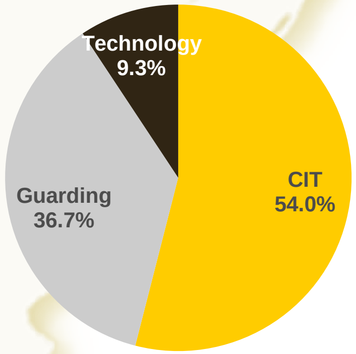


LatAm

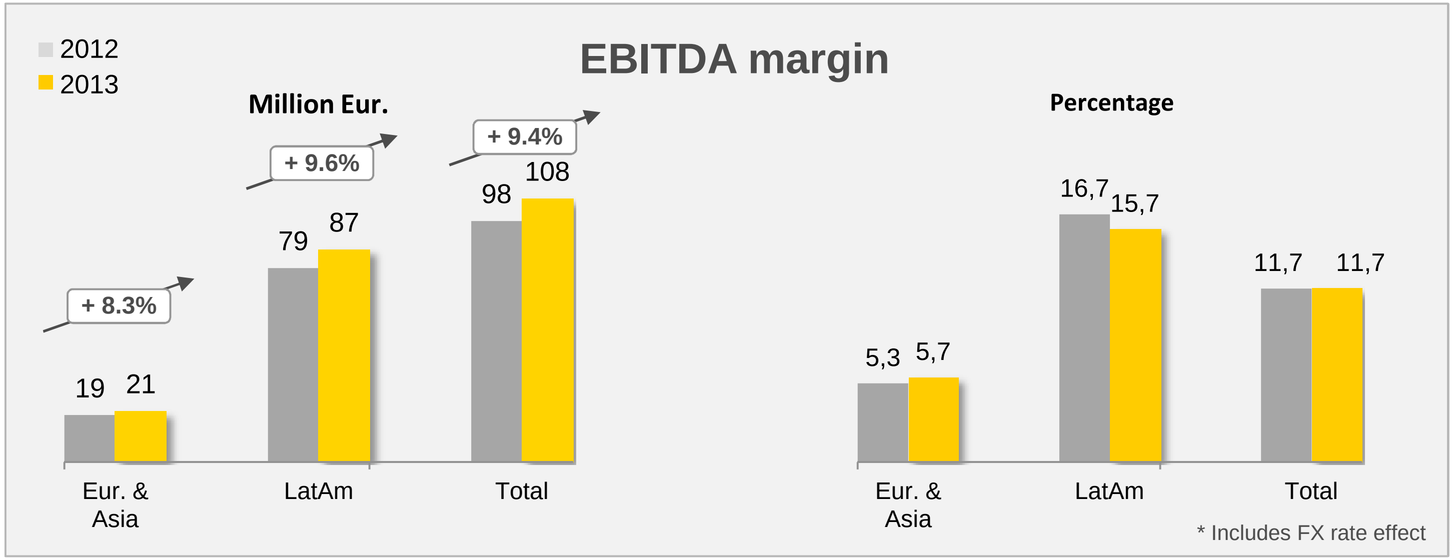
Million Euros	Q1 2012	Q1 2013	Var.	Organic	Inorganic	Exchange rate
Brazil	224	**267**	19.6%	11.6%	24.4%	-16.4%
Argentina Area*	145	**174**	19.7%	27.2%	8.4%	-15.9%
Peru	37	**41**	10.5%	6.7%	-	3.8%
Chile	32	**35**	8.8%	5.9%	-	2.9%
Colombia	31	**28**	-8.4%	-8.2%	-	-0.2%
Mexico	6	**7**	15.7%	1.1%	12.6%	2.0%
Total	475	**553**	16.3%	14.2%	14.2%	-12.1%
EBITDA	79	**87**	9.6%			
Margin	*16.7%*	*15.7%*				
EBIT	65	**67**	2.8%			
Margin	*13.7%*	*12.1%*				

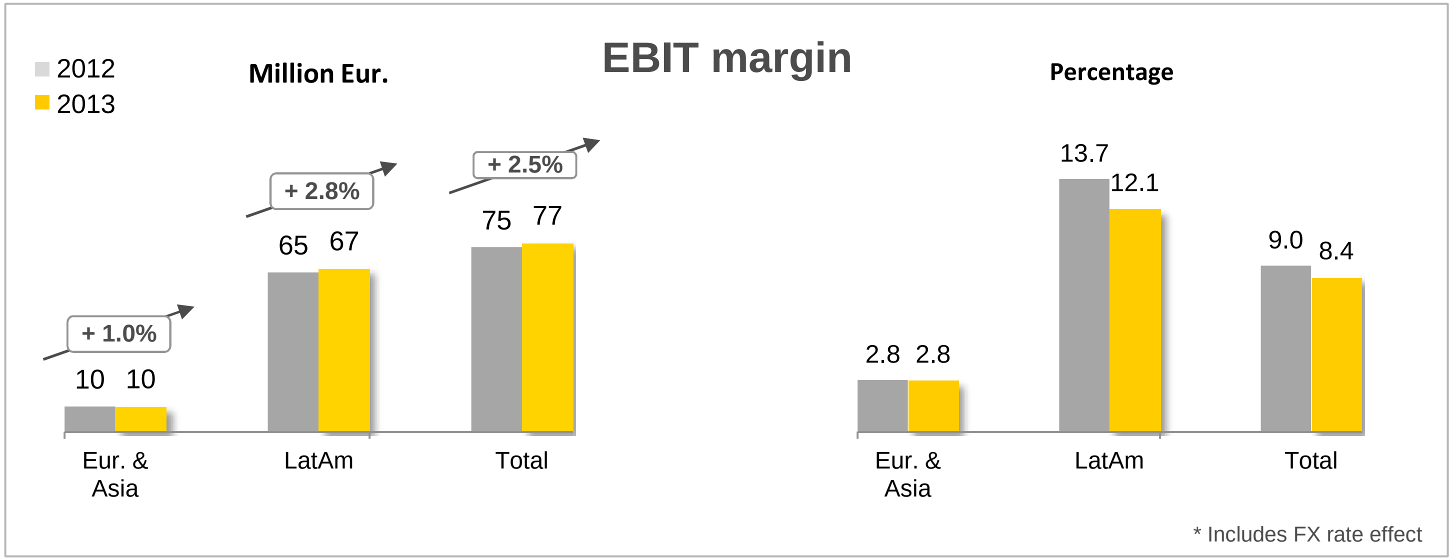
Includes Paraguay and Uruguay

- EBITDA grows **9.6%**
- EBIT reflects amortizations deriving from M&A activity and devaluation of main currencies (9.8% drop)
- Organic growth on the region over **14%**
- EBIT margin shows the effect of increased guarding business on the region



Margin





- While EBITDA margins grow in Europe, FX depreciation shows its impact on LatAm.
- LatAm affected by depreciations from M&A operations
- Business model solidly remains
- EBIT margin reflects strong seasonality consequences

Composition of financial result

Million Euros	Q1 2012	Q1 2013
Net financial expenses	7	13
Depreciation of financial investments	-	7
Exchange differences	1	4
Financial Result	8	24

Net profit

Consolidated Results *Million Euros*		*Q1 2012*	*Q1 2013*	*Var.*
Profit before taxes		67	**53**	
	Margin	8.0%	*5.8%*	
Taxes		(23)	(17)	
	Tax rate	34.2%	*32.8%*	
Net profit		44	**36**	
Minority Interests		(0.1)	(0.1)	
Net consolidated profit		44	**36**	-19.1%
	Margin	5.3%	3.9%	
EPS		**0.8**	**0.6**	-19.2%

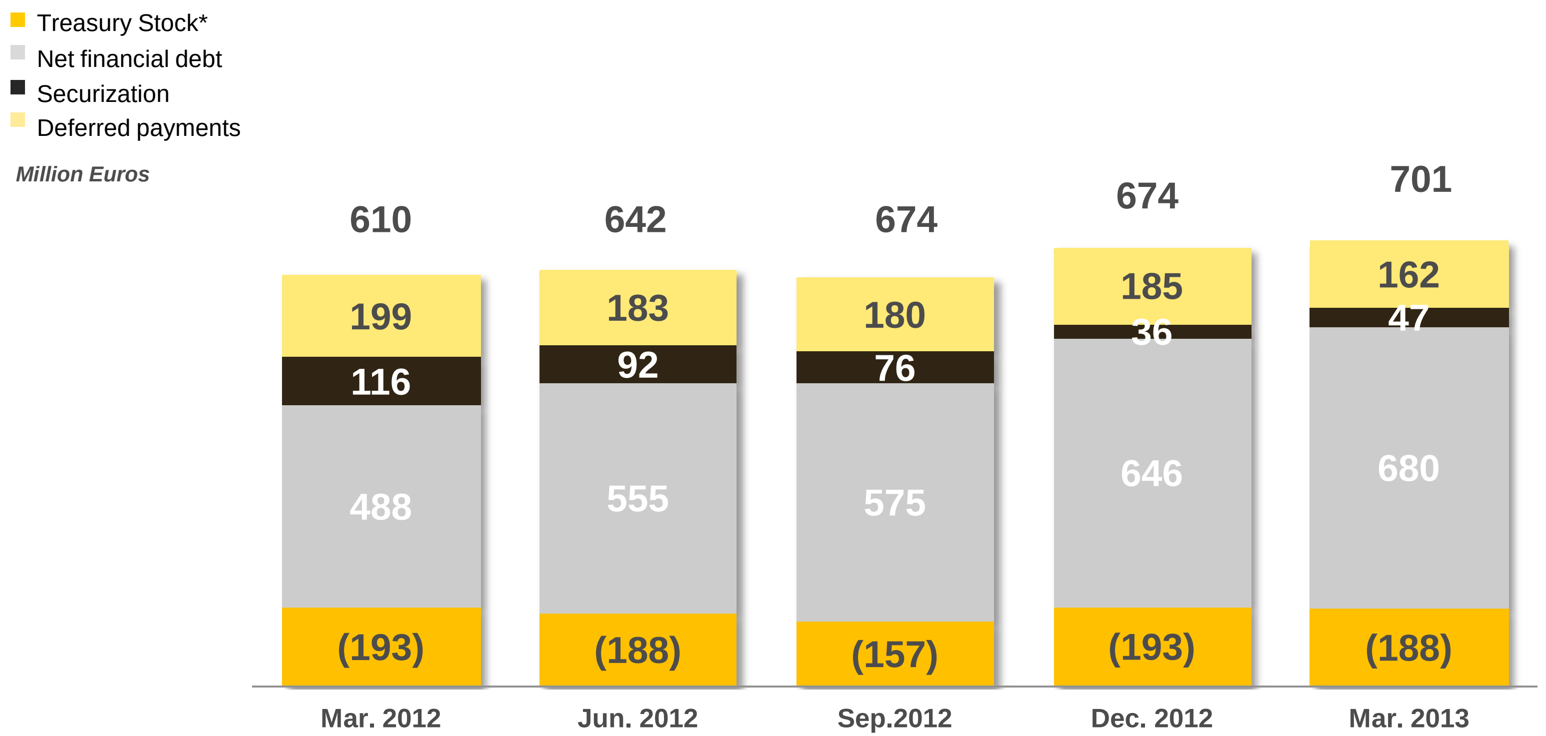
- Net profit decreases to **€ 36 million** due to higher amortization of intangibles and higher extraordinary financial results
- Tax rate below **33%** thanks to strong tax optimization policies

Consolidated cash flow

- Operating cash flow decreases non-structurally owing to administrative delays on collection processes in LatAm as a result of integrations
- Noticeable seasonality effects (holidays concentration) and corresponding impact on collections
- Expectation of improving the conversion ratio from profit into cash throughout the year

Consolidated cash flow statement *Million Euros*	*Q1 2012*	*Q1 2013*
Profit before taxes	67	53
Adjustments to profit/(loss)	31	55
Tax on profit	(24)	(15)
Changes in working capital	(15)	(65)
Interest payments	(8)	(13)
Operating cash flow	**51**	**14**
Changes in the securitization program	(10)	11
Acquisition of property, plant and equipment	(16)	(20)
Payments for acquisition of subsidiaries	(138)	(23)
Dividend payment	(15)	(15)
Other flows from investment/financing activities	-	(1)
Cash flow from investment/financing	**(179)**	**(48)**
Total net cash flow	**(128)**	**(34)**
Initial net debt (31/12/2012-11)	**(360)**	**(646)**
Net increase/(decrease) in cash	(128)	(34)
Financial net debt (31/03/2013-12)	**(488)**	**(680)**

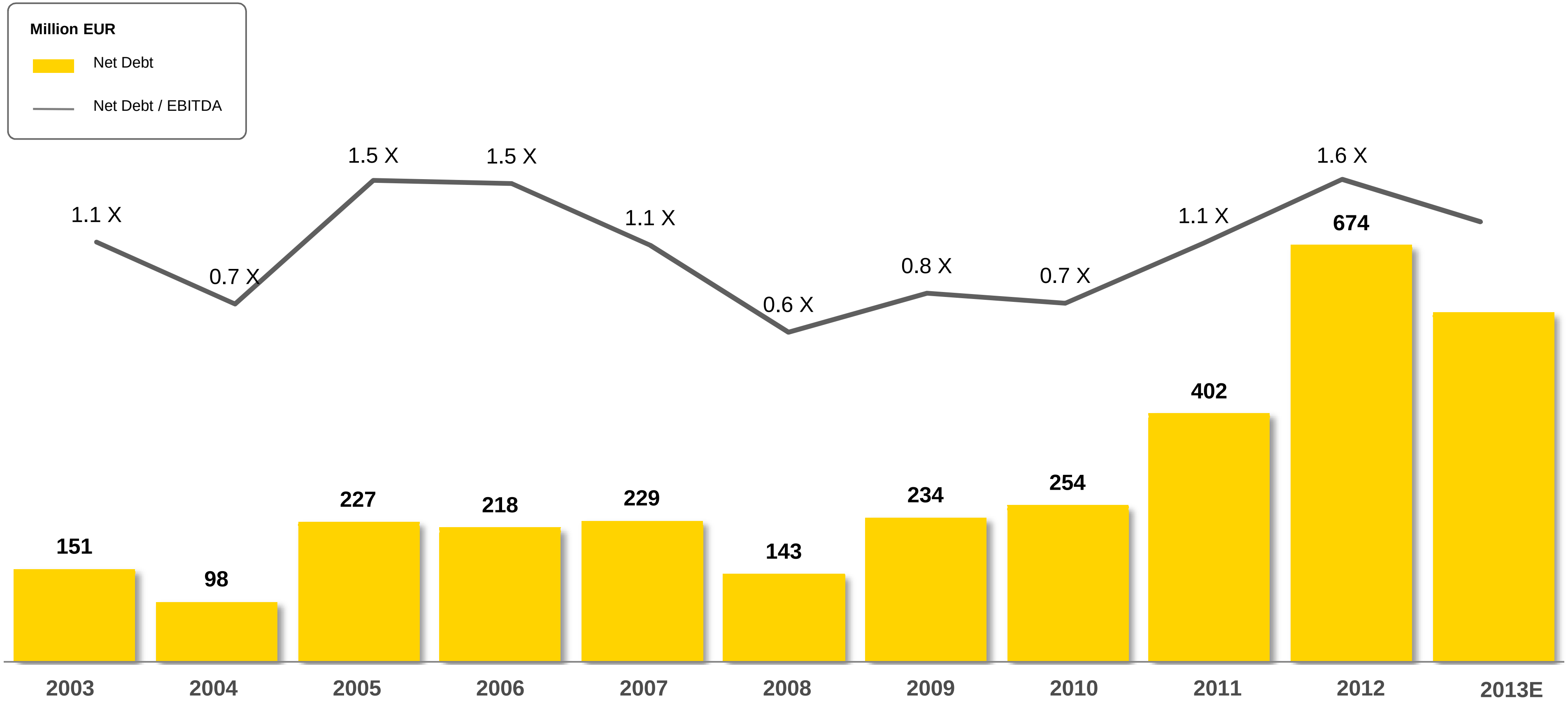
Total debt



- In comparison with 2012, the company's total debt has increased by **€ 27 million**
- Decrease in the average cost of debt near to 0.27%.
- Average cost of debt for the period is **3.92%**
  - **Ratio** Total debt / EBITDA ***(annualized)*** **1.6**
  - **Ratio** Net debt / Equity Ratio **0.9**

* Current market value

Net financial debt



Net debt of years 2010, 2011,2012 and 2013 include deferred payments, securization and treasury stocks

Balance sheet

Million Euros	*2012*	*Q1 2013*
Non Current Assets	**1,591**	**1,581**
Tangible fixed assets	461	471
Goodwill	530	530
Intangible Assets	361	352
Non current financial assets	37	35
Other non current assets	202	194
Current Assets	**1,295**	**1,443**
Inventories	61	60
Customers and other receivables	1,064	1,235
Other current assets	0	0
Derivative financial instruments	-	-
Cash equivalents and other financial assets	169	148
ASSETS	**2,886**	**3,024**
Net Equity	**732**	**770**
Share capital	37	37
Treasury shares	(125)	(125)
Accumulated difference and other reserves	820	859
Non Current Liabilities	**1,092**	**1,115**
Bank borrowings	616	636
Other financial liabilities	122	127
Derivative financial instruments	5	3
Other non current liabilities	350	349
Current liabilities	**1,063**	**1,139**
Bank borrowings	195	189
Other financial liabilities	101	103
Derivative financial instruments	-	-
Trade and other payables	745	824
Other current liabilities	21	24
TOTAL NET EQUITY AND LIABILITIES	**2,886**	**3,024**

Main highlights and summary

- Q1 results are in line with our estimates in terms of strategy and growth capabilities, despite initial slow downs.
- We expect that impacts owing to amortizations coming from acquisitions and seasonality consequences are offset during next months.
- Margins in Europe and LatAm are both on track for improving
- Cash flow generation will improve over the year.

PROSEGUR

www.prosegur.com

For further information, please contact:

María José Leal

Head of Financial Structure

Tel: +34 91 589 84 22
maria-jose.leal@prosegur.com

Antonio de Cárcer

Head of Investor Relations

Tel: +34 91 589 83 29
antonio.decarcer@prosegur.com