



# Chubb Security Services Acquisition

16<sup>th</sup> December, 2013



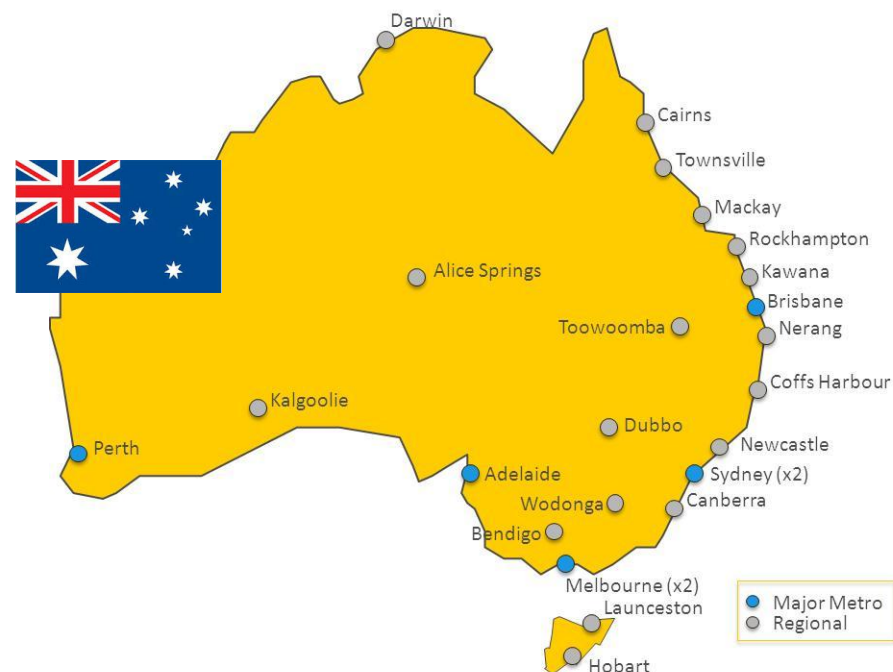


## Chubb Security Services profile

### Company Description

- **Established in 1972**
- **Chubb Security Services Pty Limited: #2** in the Australian cash services market.
- **Services provided:**
  - CIT (cash collection and delivery)
  - Cash processing and administration
  - Services for 6.000 ATMs
- **Geographic footprint:**
  - nationwide presence through a network of 26 branches and 22 RBA (Reserve Bank of Australia) approved Cash Centres.
- **Fleet:** 168 armoured vehicles, 14 semi-armoured and 36 soft-skin.
- **Workforce:** close to 1.000 employees.
- \$2,3 billion of **cash handled** each week.
- **Financials:** Estimated Sales over the last 12 months of **90 M** € equivalent to 134 AU\$

### Geographic Footprint



- **Main focus on the financial sector**
- **Operations excellence**
- **Lean operations**



## Australian Market

### Size

- 🌐 Cash Management market circa \$736 Mn.
- 🌐 **Cash represents 64% of payment methods** in the country.

### Security

- 🌐 CIT business weight of 14% over the total Australian security market.

### Growth

- 🌐 Rates of 5% (CAGR for the 2006-2011 period). Similar rates are expected for the 2011-2016 period. (\*)

### Rationale

- 🌐 Attractive market per se
- 🌐 Potential expansion onto complementary services in the CIT market
- 🌐 Expansion onto other security products

### Diversity

- 🌐 Prosegur's intention to expand its footprint, diversifying risks and opportunities.



(\*) Source: Freedonia Group World Security Market 2013



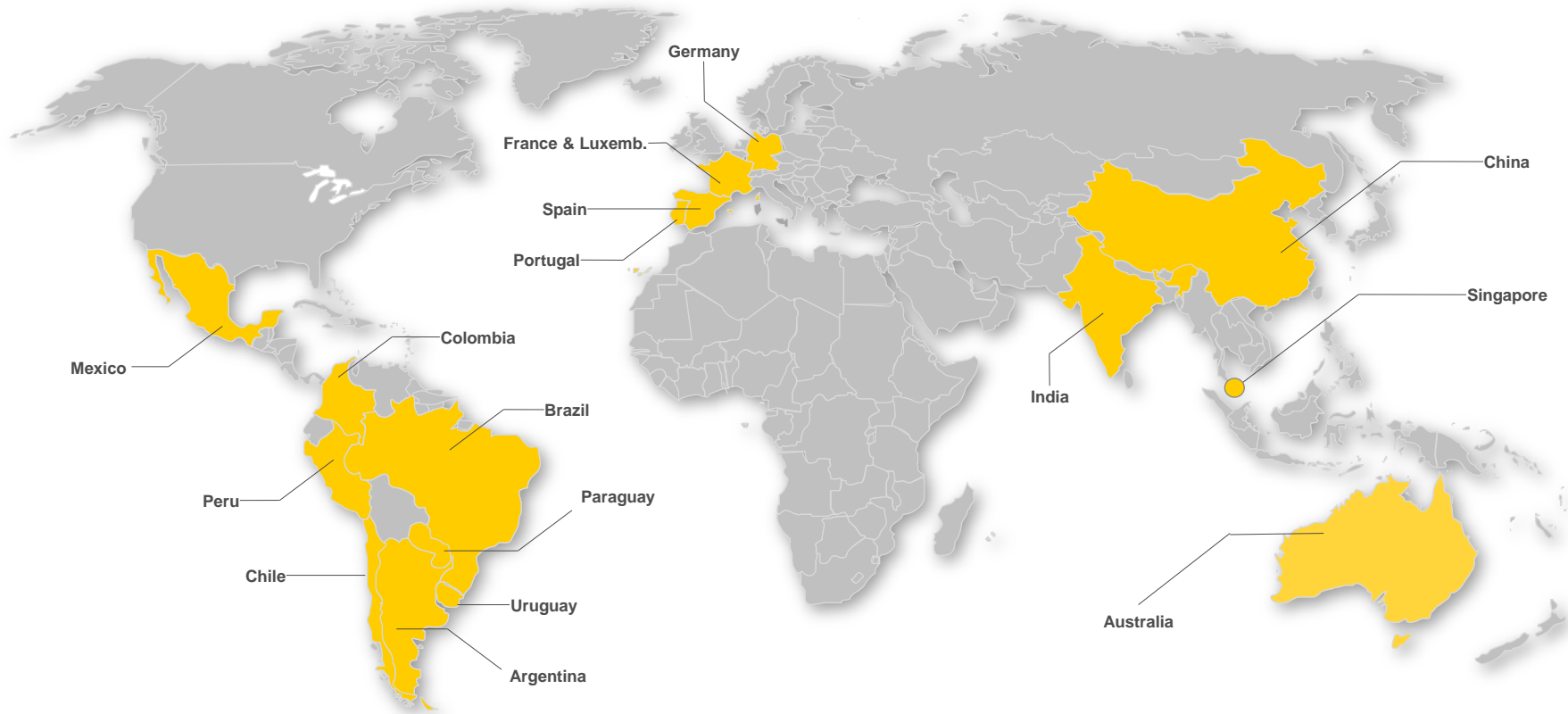
## Summary of the operations' economic terms

- Value of the investment: **€ 95 m\***, including the debt of the acquired company.
- **Financed in local currency:**  
(30%) equity, (70%) local financial debt.



- **Accretive in margins and returns since the take over.**

\* Exchange rate: AU\$/ €= 0,66



### Mission

To create value for our clients, the company and its shareholders, offering integrated and specialist security solutions using cutting-edge technology combined with the talent of top professionals.

### Vision

To be the global benchmark in security, respected and admired as a leader, with the aim of making the world a safer place.



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