



DOMINION speeds up its recovery with a net income of €3M in the third quarter

DOMINION presents third-quarter earnings that show a rapid recovery.

Bilbao, 29th October 2020.

The earnings for the first nine months of the year announced today by DOMINION cover the six months impacted by an unprecedented global health emergency, in the face of which the company has not only shown a capacity for resilience and flexibility, but begun a V-shaped recovery by approaching pre-pandemic profitability levels in the third-quarter results.

DOMINION has achieved an adjusted turnover of 614 million euros, representing only 3% less turnover in constant currency. With this, EBITDA for the first nine months comes to €48M, giving a net income of €4M.

Earnings in the last quarter in isolation show a clear improvement, with the company making a net profit of €3M, a similar figure to that for the first quarter of the year.

By business segments:

- B2B Services have recovered significantly, though they remain affected by lower levels of activity than before the pandemic, especially in LATAM, where restrictions have continued throughout the third quarter.
- B2B 360 Projects continue to display great resilience, with no cancellations of projects under way or in the backlog, even showing a slight improvement on the results for 2019.
- The B2C segment has had a strong increase in sales due to the base of over 220,000 clients of the Smart House project, though the fall in traffic at The Phone House stores and the consequent decline in sales in this area continues to hold back profitability.

These earnings bear out the company's positive projections for the end of 2020. A year in which it will continue to create value, making profits and generating positive cash flow, and will have implemented all the necessary measures to make structural improvements on the P&L statement. This will allow the company to return in 2021 to the levels of turnover and profitability it had before the health crisis, as well as resuming the continued growth set out in its Strategic Plan.

About Dominion

Dominion is a technological company specialized in multi-technical Services and specialized engineering Solutions, which divides its activity in two segments: the B2B, which is at the same time divided in Services and 360 Projects, and the B2C segment. 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 35 countries, more than 1,000 clients and over 9,000 employees, it reached a turnover of 947 million euros and an EBITDA of 103 million euros in 2019. 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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