

First Quarter 2021 Results Presentation.

Javier Hergueta – CFO

Pablo de la Morena - IRO

06 / May / 2021





Cash in the media

Cash and Crises: No Surprises by the Virus.

*“The economists Gerhard Rösl and Franz Seitz, who have analyzed the evolution of the demand for cash during different crises (Y2K, Great Financial Crisis, Covid-19), conclude that **there is an evident increase in global cash in circulation in times of uncertainty**”.*

Source: Rösl & Seitz (2021)

Uri Snowstorm in Texas Demonstrates Cash Resilience in Disaster Recovery Situations.

*“Continuous natural disasters and technological failures demonstrate **the need to have a payment solution that does not require technological or electrical infrastructure to be functional in the light of digital failures**”.*

Source: Cashessentials, New York Times

The EESC calls for preserving access to cash and ensuring its acceptance in Europe.

*“The **European Economic and Social Committee ensures that it is crucial to preserve access to cash and guarantee its acceptance** since it continues to be the preferred means of payment for consumers at their points of sale and in transactions between individuals”.*

Source: European Economic and Social Committee

Sweden Plans Expansion of its Cash Infrastructure for security reasons.

*“It is expected that **between 2021 and 2022, both the Central Bank (Riksbank) and the various commercial banks are expected to increase the number of cash centers and install new ATMs to guarantee access to cash**”.*

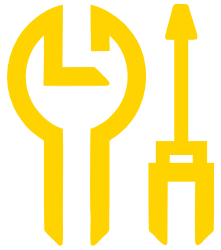
Source: Riksbank

Highlights of the Period





Main themes



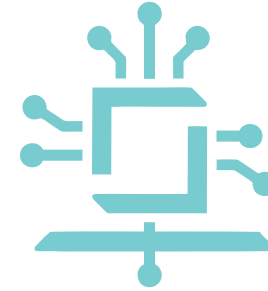
Agility

- **Local currency growth** ⁽¹⁾ **remained almost flat** despite lockdowns impact.
- **EBITA margin reached 15.8%** in 3M 2021 (9.9% underlying).



Consolidation

- **Positive contribution from M&A** carried out in **2020**.
- **Divestment of AVOS business in Spain completed** in March 2021 (EV 67 M€).



Transformation

- New products ended in **22.1% of total sales** (18.2% in 3M 2020).
- **Strategic partnering with Banco Santander** to promote CASH TODAY in Spain.

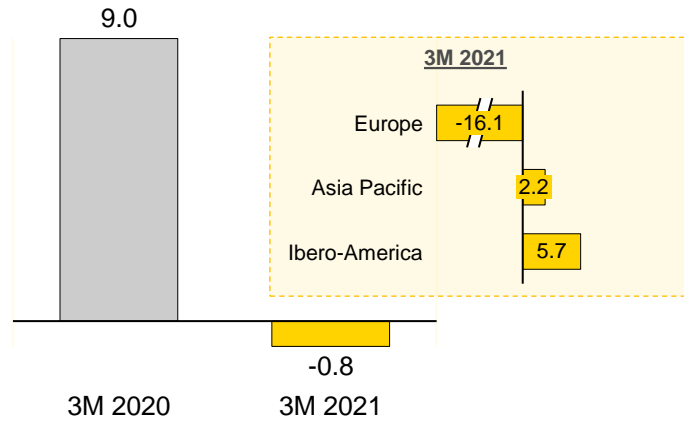


Financial Discipline

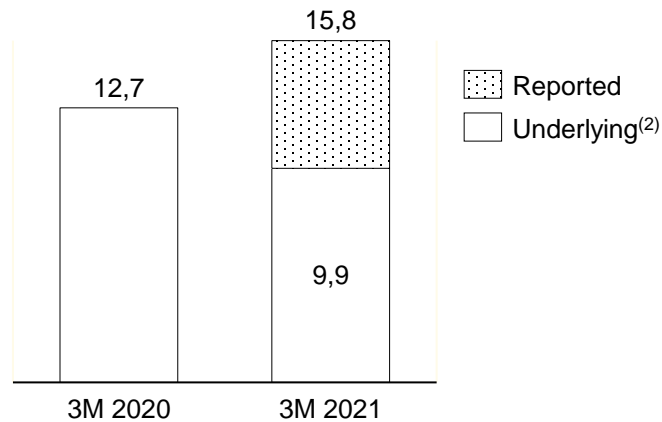
- **Excellent operating cash flow generation** (FCF 40 M€).
- **Deleveraging. Total Net Debt reduction continued.**

(1) Includes organic and inorganic growth.

% Accumulated local growth⁽¹⁾



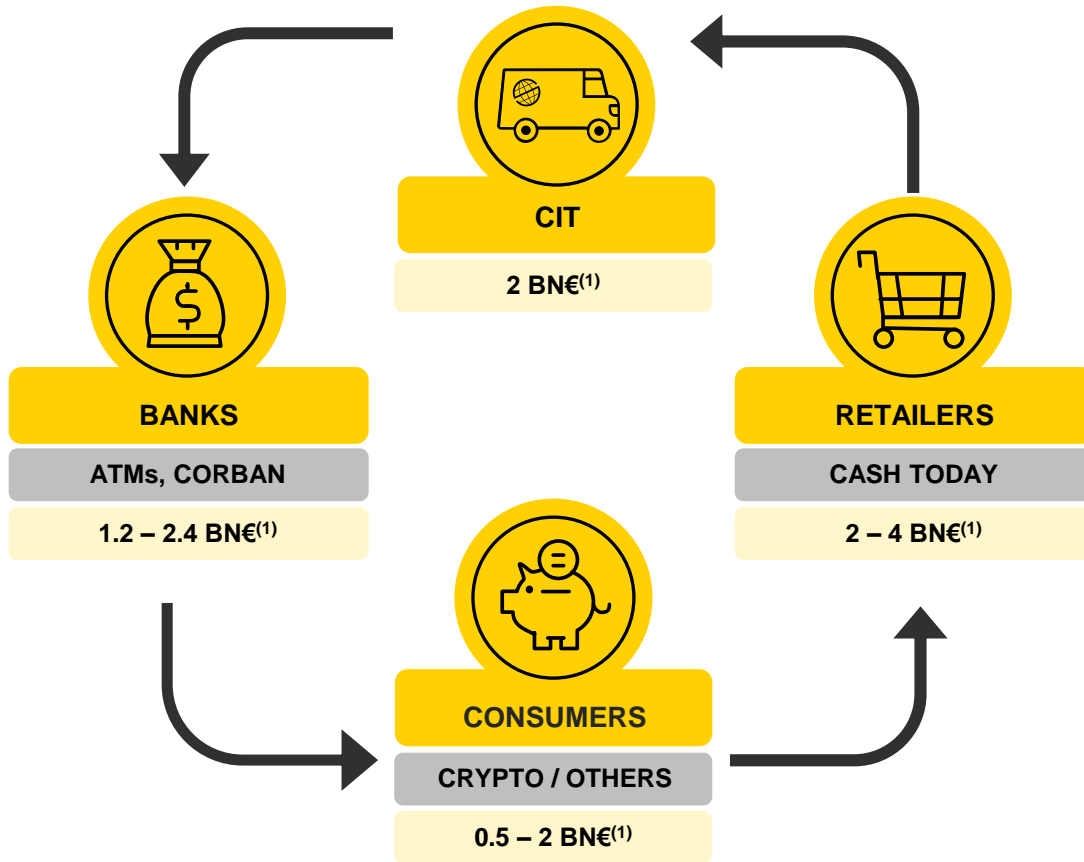
% Accumulated EBITA



- Local currency growth was broadly flat despite the lower activity resulting from **severe lockdowns in Europe** and, to a lesser extent, in LatAm.
- Underlying margins impacted by the **lower activity in Europe and the translational effect of the currency.**
- Gradual improvement during 3M 2021. Going forward, we should benefit from a less demanding comparable base and a milder currency effect.**

(1) Includes organic and inorganic growth; (2) Underlying EBITA excludes capital gains from 2021 divestments (20 M€).

Cash Cycle



AVOS Divestment

- **Enterprise Value, 67 M€.** Sales FY 2020, 55 M€
- The transformation of our ecosystem fosters **new growth opportunities with a better strategic fit**, and that also require additional investments.

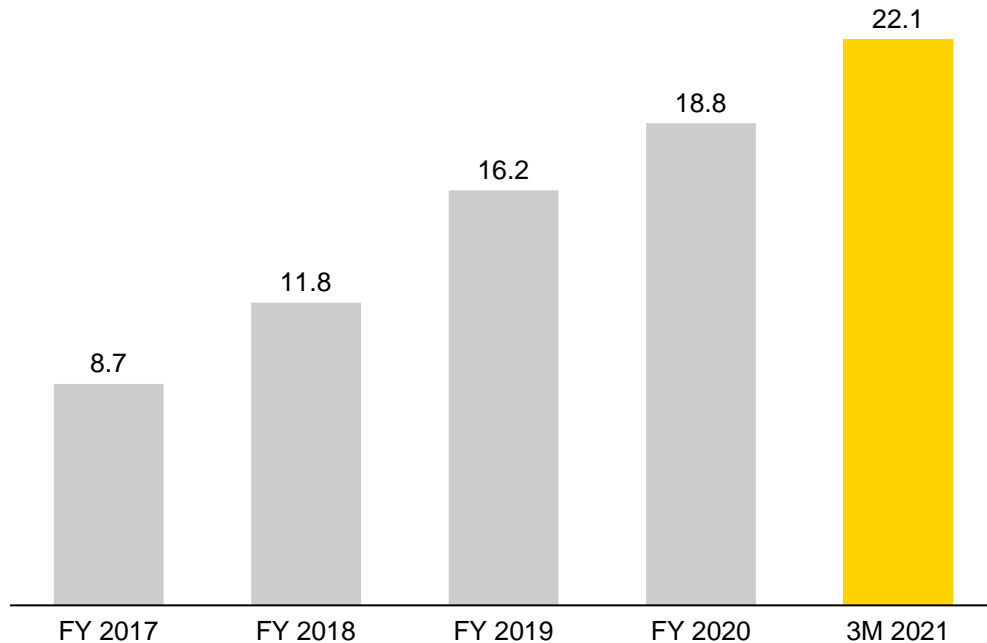
	ROCE	Synergies	Investment	Priority
TRADITIONAL				
CASH TODAY				
CORBAN				
ATMs				
AVOS				

A large yellow arrow points from the 'CASH TODAY' row towards the 'AVOS' row, indicating a strategic shift or divestment.

(1) Internal estimates.



New Products (% of sales)⁽¹⁾



- Sales maintained positive growth dynamics in local currency, despite the pandemic.
- Penetration of new solutions continued to increase reaching 22.1% in 3M 2021 (18.3% excluding AVOS).
- Digital Transformation disbursement amounted to **4.3 M€** (+14% vs 3M 2020) and we expect it to increase significantly throughout the year.

(1) 2018-2021 figures reported as per IAS 21 & 29 (hyperinflation accounting).



CASH TODAY - Strategic Alliance with Banco Santander



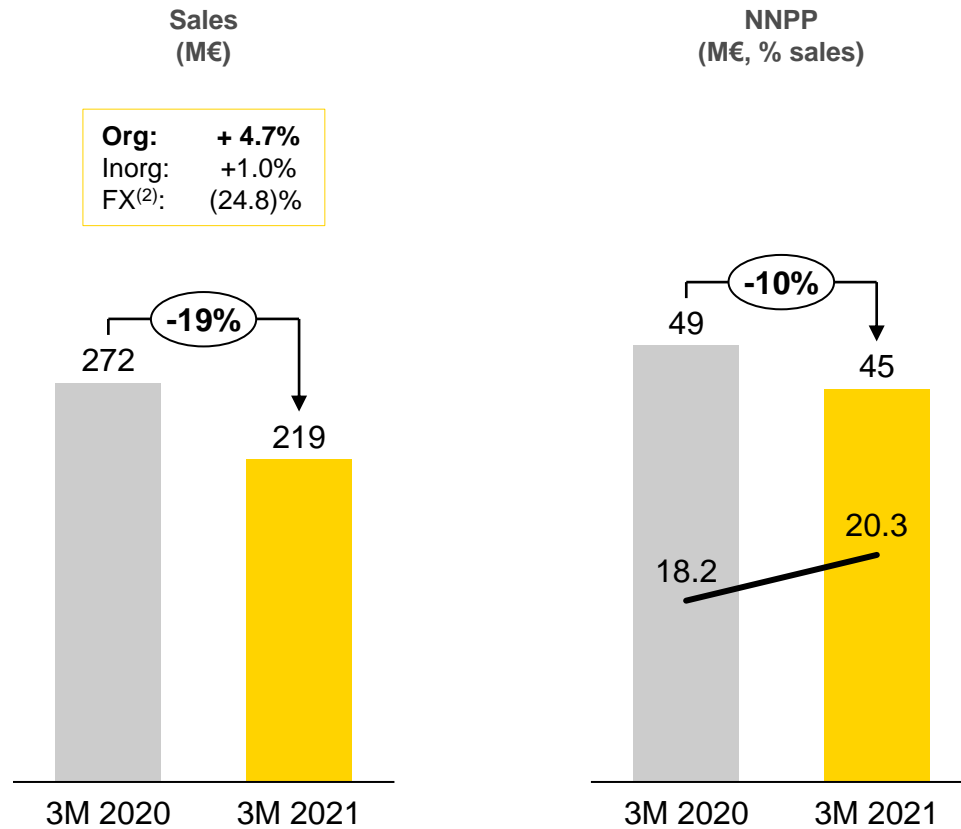
- **Our solution** to automate cash management in retail (Smart Cash) **evolves and is renamed CASH TODAY.**
- **New agreement with Banco Santander to speed up the commercialization of the solution in Spain.**

Regional Dynamics





Represents 64% of the group's sales

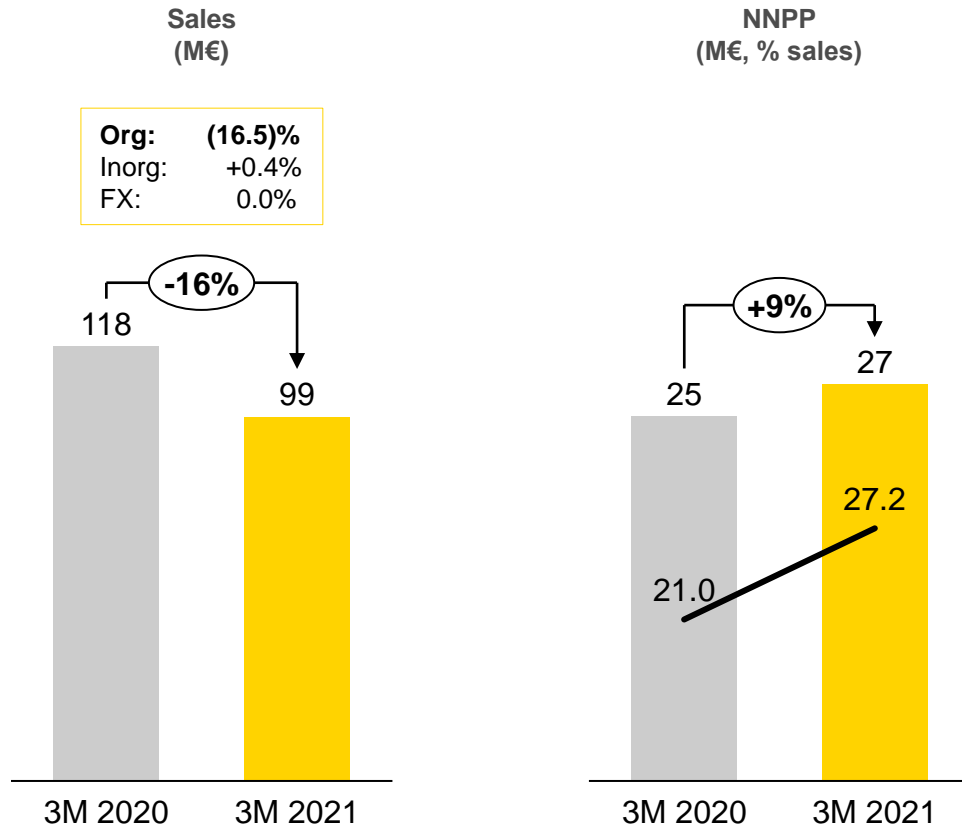


- **Positive organic growth** despite selective lockdowns in several countries.
- **Adverse currency impact.**
- **New Products represented 20.3% of sales** and continued to grow in local currency.

(1) Figures according to IAS 21 & 29 (hyperinflation accounting); (2) Includes FX and IFRS 21 & 29 impact.



Represents 29% of the group's sales

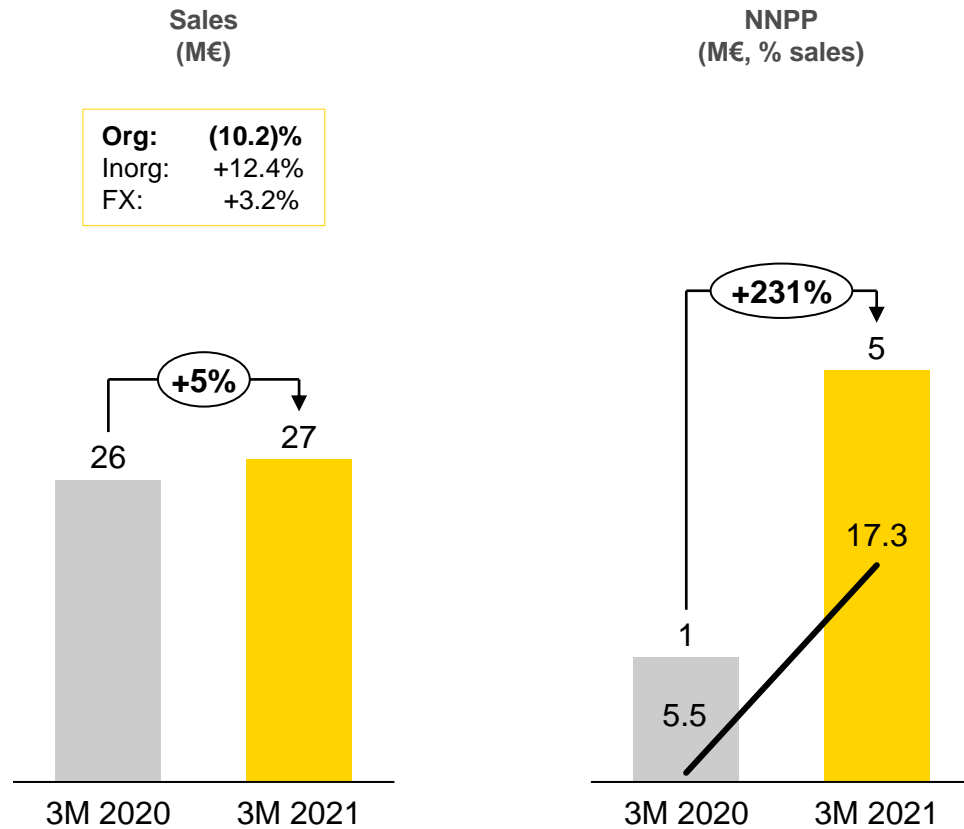


- Organic growth negatively impacted by **severe confinements** in countries and atypical events.

- New Products** increased by **9%** reaching 27.2% of sales.



Represents 8% of the group's sales



- Organic growth continues to be impacted by COVID-19.
- Positive currency impact.
- **New Products increased fivefold** and reached 17.3% of sales.

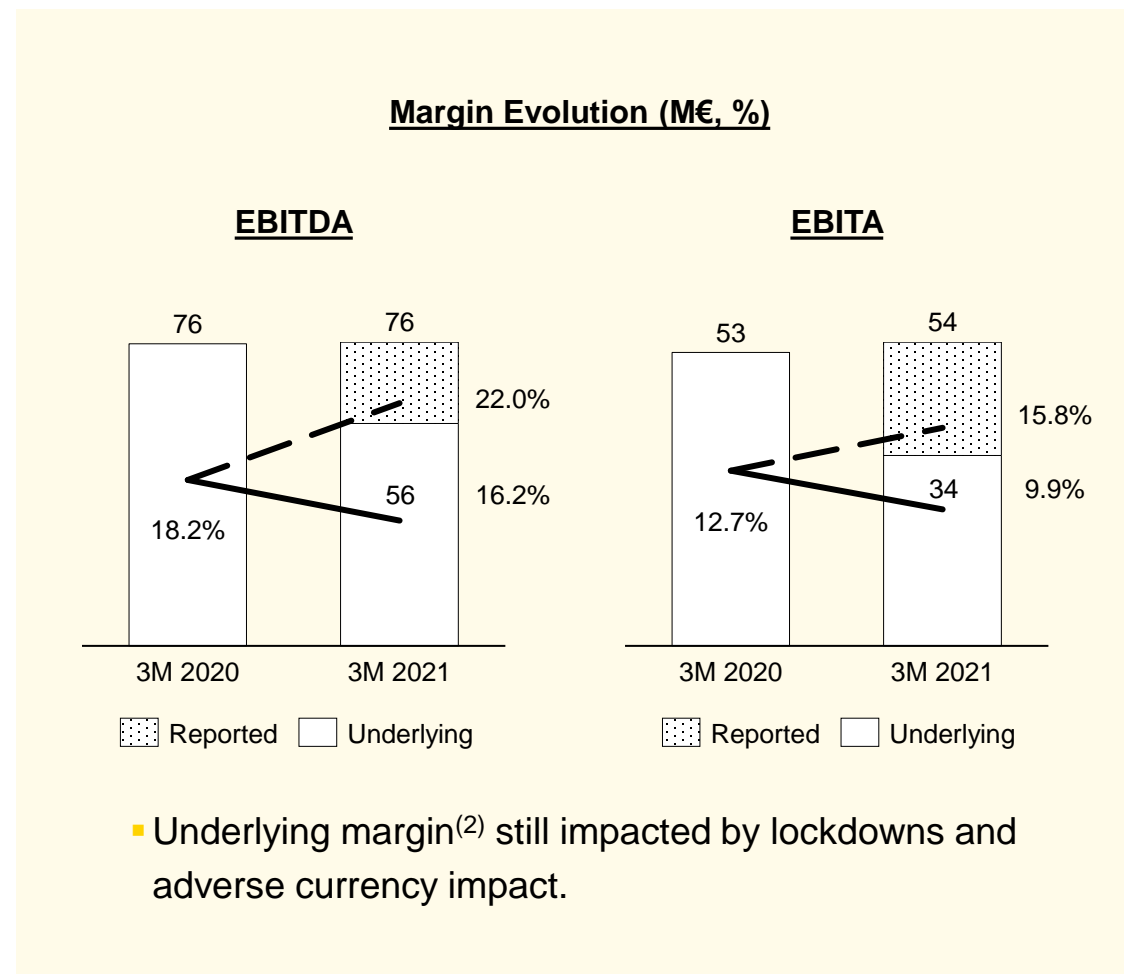
Financial Results





Profit and Loss Account⁽¹⁾

Million Euros	3M 2020	3M 2021	VAR %
Sales	415	345	(16.8)%
EBITDA	76	76	0.5%
Margin	18.2%	22.0%	
Depreciation	(23)	(22)	
EBITA	53	54	3.5%
Margin	12.7%	15.8%	
Amortization of intangibles	(5)	(5)	
EBIT	48	49	3.4%
Margin	11.5%	14.3%	
Financial result	(2)	(2)	
EBT	46	47	2.0%
Margin	11.1%	13.6%	
Taxes	(18)	(14)	
Tax rate	39.8%	29.9%	
Net Consolidated Profit	28	33	18.7%
Margin	6.7%	9.5%	

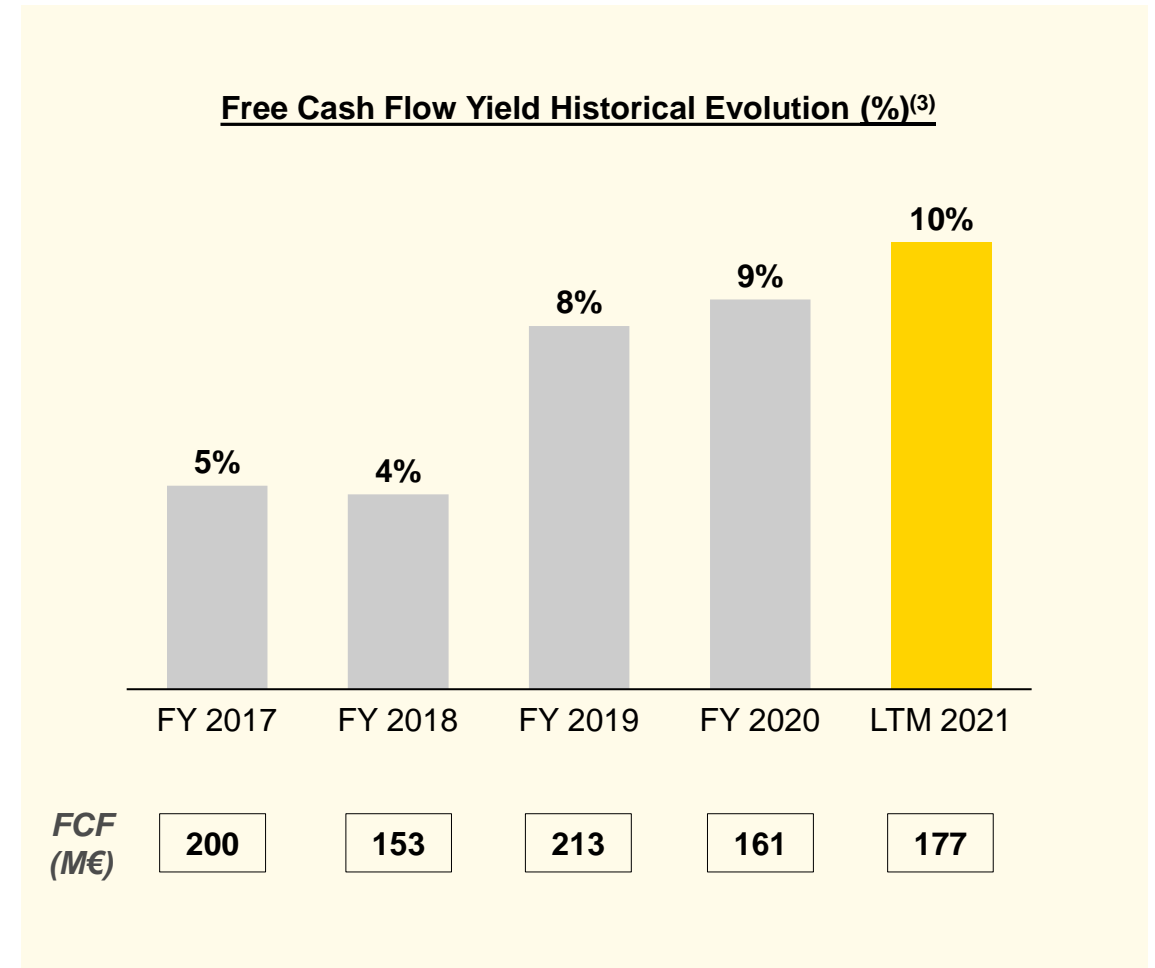


(1) Figures according to IFRS 21 & 29 (hyperinflation accounting) and IFRS 16 (Leases); (2) Underlying margin excludes capital gains from 2021 divestments (20 M€).



Cash Flow⁽¹⁾

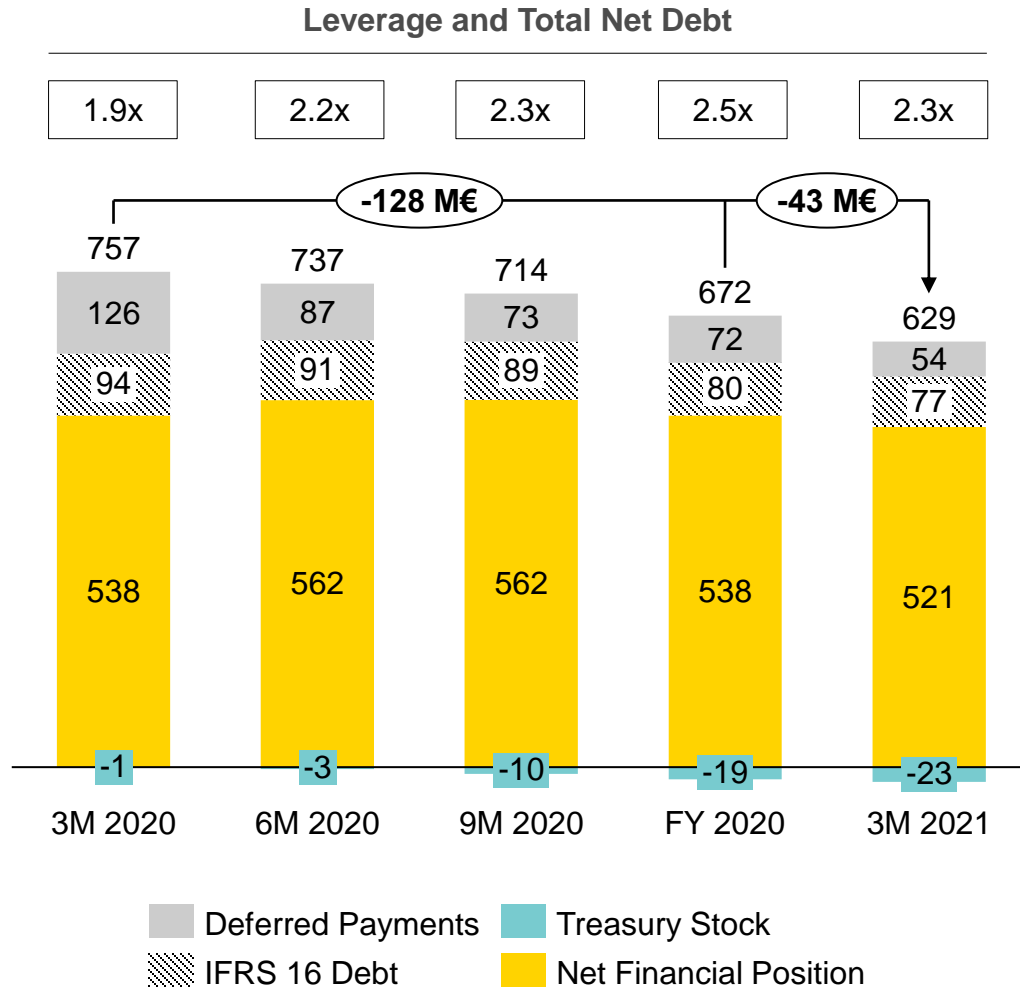
<i>Million Euros</i>	3M 2020	3M 2021
EBITDA	76	76
Provisions and other items	7	11
Income tax	(12)	(12)
Acquisition of PP&E	(16)	(15)
Changes in working capital	(31)	(20)
Free Cash Flow	23	40
<i>% Conversion⁽²⁾</i>	79%	80%
Interest payments	(9)	(10)
M&A payments	(30)	19
Dividend & Treasury stock	(22)	(19)
Others	(32)	(11)
Total Net Cash Flow	(71)	19



(1) Figures according to IFRS 21 & 29 (hyperinflation accounting) and IFRS 16 (leases); (2) Conversion ratio: (EBITDA - Capex) / EBITDA; (3) FCF Yield = FCF as reported / EV at the EoP (excluding IFRS 16 impact).



Total Net Debt



- **Total Net Debt reduction and financial leverage ratio improvement vs. FY 2020.**

- **Very comfortable debt maturity profile** with no relevant maturities until 2026.

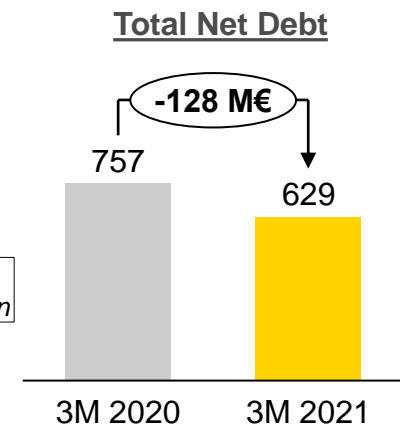
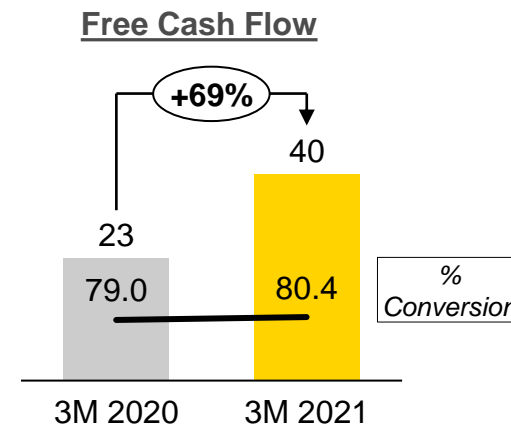
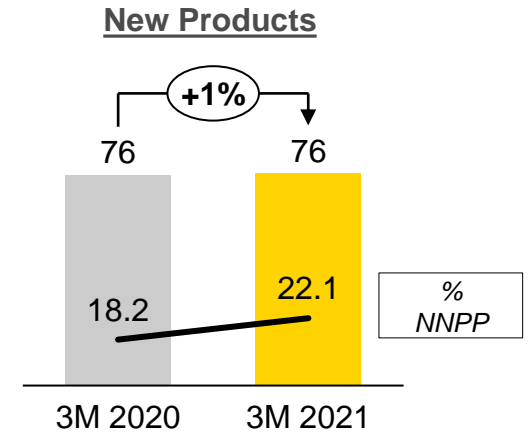
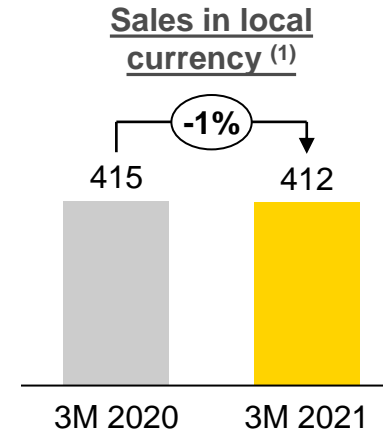
Final Remarks





Key takeaways

- 1 **Business resilience**, although the effects of the pandemic continue impacting our operations.
- 2 **Great performance of our new solutions**, which keep gaining weight within our sales.
- 3 **Financial discipline**: cost control, focus on cash generation, debt reduction.
- 4 Committed to **Digital Transformation and Sustainability**.



(1) 3M 2021 sales at constant exchange rates.

3M 2021 Results

Q&A



Legal Disclaimer

This document has been prepared exclusively by Prosegur Cash for use as part of this presentation.

The information contained in this document is provided by Prosegur Cash solely for information purposes, in order to assist parties that may be interested in undertaking a preliminary analysis of it; the information it contains is limited and may be subject to additions or amendments without prior notice.

This document may contain projections or estimates concerning the future performance and results of Prosegur Cash's business. These estimates derive from expectations and opinions of Prosegur Cash and, therefore, are subject to and qualified by risks, uncertainties, changes in circumstances and other factors that may result in actual results differing significantly from forecasts or estimates. Prosegur Cash assumes no liability nor obligation to update or review its estimates, forecasts, opinions or expectations.

The distribution of this document in other jurisdictions may be prohibited; therefore, the recipients of this document or anybody accessing a copy of it must be warned of said restrictions and comply with them.

This document has been provided for informative purposes only and does not constitute, nor should it be interpreted as an offer to sell, exchange or acquire or a request for proposal to purchase any shares in Prosegur Cash. Any decision to purchase or invest in shares must be taken based on the information contained in the brochures filled out by Prosegur Cash from time to time.



Contact Information

Pablo de la Morena

Investor Relations Director

T | +34.915.895.913

E | pablo.delamorena@prosegur.com