



**Press Kit**  
**Prosegur**

**March 2014**



**PROSEGUR**



## 1. A history of success

Prosegur is one of the main companies in the private security sector world-wide. The Company was founded in 1976 by Herberto Gut, who ventured on the sector of security services at department stores, power plants and industrial facilities, a clearly budding business line at the time. Since then, Prosegur's strategy combines both organic and inorganic growth, diversified leadership –by geographic area and by product-, a strong belief in innovation, first-rate human resources and a customer-oriented organization.

The Company is the only private security corporation on the Madrid Stock Market, where it went public in 1987, and today it is a global enterprise formed by more than 150.000 professionals. Moreover, Prosegur is present in Europe (France, Germany, Luxembourg, Spain and Portugal) and Latin America (Argentina, Brazil, Chile, Colombia, Mexico, Paraguay, Peru and Uruguay). In Asia, the Company operates in China, India and Singapore and in Oceania in Australia.

This growth proves the success of the integrated security model developed by Prosegur, which allows it to continue being one of the references in the markets where the Company is present, with a clearly differentiated business strategy: proximity to the customer, excellence and quality in the service and a solid financial position.

Prosegur currently offers services that cover different areas of the security sector: Manned Guarding, Cash Management, Technology and Residential.

### Main milestones

- 1976: Founding of Prosegur
- 1980: The Company starts to expand. First international office in Lisbon
- 1987: Prosegur starts being publically traded on the Madrid Stock Market
- 1995: Prosegur begins its activity in Latin America
- 2001: The Company celebrates its 25th anniversary and opens an office in France
- 2008: Christian Gut was appointed CEO of Prosegur
- 2011: Prosegur enters Asia (Singapore and India) and Germany
- 2012: Prosegur starts its business activity in China
- 2013: The Company issues 5-years bonds amounting to 500 million euros. Prosegur begins to offer its services in Australia



## 2. A model that works. Strategy and business lines

Since it was founded, Prosegur has solidified its position of leadership in the countries where it is present, thanks to constant organic and inorganic growth, which confirms its clearly global approach. The Company, whose integrated solutions cover the companies' whole security cycle, transfers its knowledge to all the markets where it operates. Prosegur's strategy is based on values such as transparency, excellence, leadership and teamwork, and the company bets on innovation in order to incorporate a range of solutions adapted to the particular needs of each client.

Sales in 2013 amounted to 3,695 million euros. Prosegur's EBIT (earnings before interest and taxes) amounted to 298 million euros and the consolidated net result in 2013 exceeded 156 million euros.

Highlights of Prosegur's objectives include consolidation of the business model in Latin America and the opening of new markets. The company also emphasizes the use of representatives to simultaneously strengthen local management and reinforce its global position.

### Business lines

Prosegur ventures on innovation as a key element in its commercial strategy. With an aim for continuous improvement, the Company is immersed in the development of new products, highlights of which include cash automation and bank outsourcing, services through control centres and mobile devices, and dynamic manned guarding.

Moreover, its bet on specialization has let the Company introduce specific services specialized in segments such as airports, hospitals, banks, and distribution, among others. These solutions are adapted to each client's needs, giving them an added value which improves their competitiveness.

Currently, Prosegur is developing an offer of integrated security solutions, which includes the following business areas:

#### Manned Guarding

The Manned Guarding department develops security consulting services, airport security, security in large events, active manned guarding, dynamic manned guarding, geotracking and GPS monitoring, protection in the transport of goods and mobile control centres, among other services.

#### Cash Management

The Cash in Transit area covers the entire value chain of cash management. Through this line of service, Prosegur takes care of correctly supplying automated tellers, balancing cash flows at bank branches, and ensuring cash delivery and pickup in distribution processes. The company's services optimize costs and improve the availability of the ATM network.

#### Technology

The Technology business line brings together the design, installation and maintenance of integrated security and fire protection systems. We provide specialized services in this area, such as Electronic Security Systems, Fire Protection Systems, Advanced Security Systems-Control Centers, Alarm Reception Centres and Systems Integration.



## ● Residential

In this line, Prosegur offers a wide range of products which contribute to improve the security and peace of mind for families and business. With this aim, the Company provides cutting-edge technology solutions, customized installation projects, risk assessment and periodic check-ups, technical incident alarms, home automation, perimeter security, immediate intervention service and the locating of people and vehicles.



### 3. A global company

Prosegur’s philosophy is to achieve and consolidate its leadership in those markets where it operates. The Company is currently present in 17 countries of 4 continents, in which the challenge is to offer services with more added value in order to position itself as a benchmark in the private security sector.

To reach this position, Prosegur has ventured on the idea of a solid geographic implantation in those markets where it operates. In addition to its global concept, the Company also acts locally and is aware of the particulars of each country where it is present, given that the security market varies according to each geographic area.

#### Prosegur in the world



Countries	Germany	Spain	France*	Portugal	Argentina Area**	Brazil
2013 Turnover	157	867	228	146	717	1.074
Employees	4.201	23.345	5.399	7.101	21.926	51.868

Countries	Chile	Colombia	Mexico	Peru	Asia***	
2013 Turnover	143	127	33	162	39	
Employees	7.714	9.325	3.020	11.427	8.228	

\* It also included Luxembourg turnover  
 \*\* The Argentina area also includes Paraguay and Uruguay  
 \*\*\* China, India and Singapore



## 4. Prosegur, committed to talent

Prosegur's most important asset is its human capital, the more than 150,000 professionals who form a part of the company and who work according to its values, which include excellence, proximity, and customer orientation.

Prosegur develops various human resources management policies to strengthen the talent and motivation of its employees. Highlight of these programs is the investment in training, which has reached 8,2 million euros during the past year.

Prosegur's commitment to its human assets has allowed it to be recognized as one of the best companies to work for in Spain, according to the Merco Personas Report, which is prepared annually by the consulting firm Villafañe y Asociados and by the Análisis e Investigación Institute. Likewise, it has been certified in Spain and Brazil as a "Top Employers" company according to the study that the CRF Institute conducts among the main companies, based on an objective analysis of their human resources policies.

### • A commitment to talent

Prosegur has a clear commitment to developing its professionals. This is proved by the programs that offer the possibility of internal or external training in order to occupy positions of greater responsibility, as well as plans to incorporate, detect, and retain talent, from guarding positions to management.

### • Prosegur University: a continuous learning process

Prosegur University, inaugurated in 2006, offers classroom and online training that allows expanding and sharing the company's accumulated experience in the security sector and business.

### • Health and security

Prosegur establishes measures to guarantee their physical safety and integrity, in line with the highest standards in the sector on occupational risk prevention. In this sense, the Company invests in specific training as well as in introducing the last developments so as to guarantee a safe work environment.

### • Equality, diversity and social benefits

Prosegur develops initiatives that promote equality among its professionals. For example, the Company has created an Equal Opportunity Plan that analyses Prosegur's actions in this area and defines specific improvement measures. Moreover, there are different programs for employees according to the particulars of each country, highlights of which include scholarships oriented at studies and support for families with disabled children.



## 5. A responsible company

The objective of Prosegur's Corporate Responsibility policy is to create long-term, sustainable value for its clients, employees, shareholders, suppliers and society at large.

To this regard, the commitment to good governance, ethics and integrity, human rights and financial and information transparency is reflected in all activities and spheres in which the Company is involved. Furthermore, Prosegur has been adhered to the United Nations Global Compact since 2002, subscribing to the Ten Principles regarding human rights, labour, the environment and anti-corruption.

The Company believes that accountable management must be a focal part of a company's corporate culture. Therefore, it is committed to complying with its obligations to its different stakeholders.

Prosegur establishes and promotes a continuous improvement approach through its quality policy so as to offer its clients first-rate services. In order to reach this goal, the Company works on innovating and improving its processes and tools through all its departments.

Similarly, Prosegur is aware of the importance of its human capital. It therefore creates growth and development opportunities for its professionals and promotes equality and respect among employees.

The preservation and respect for the environment is one of the main pillars of Prosegur's performance. The Company is committed to sustainable development, including preventing pollution.

Likewise, Prosegur is committed to transparency as a corporate hallmark. As a result, it prepares its Annual Report using the framework provided by the Global Reporting Initiative (GRI), which establishes the principles and indicators that organisations can employ to measure and publish their economic, environmental and social performance.

Prosegur believes that its leadership should take a holistic approach, business and financial, as well as social. With this aim in mind, it channels its social and cultural action through the Prosegur Foundation, which helps to build a more collaborative and fairer society. This institution carries out its own projects in those countries where Prosegur is present.



**Prosegur Foundation**



Prosegur Foundation is a non-profit entity that channels the company’s social and cultural actions to help build a more cohesive society with fewer inequalities. This institution develops its own projects in education, in the social and labour integration of intellectually disabled persons, and in corporate volunteering.

*Piecitos Colorados* is the main development cooperation project of Prosegur Foundation, which centres on improving the education and quality of life of minors coming from disadvantaged areas of Latin America.

It fights early school drop-out and drives the development of these communities by rehabilitating school centres, applying nutritional programs for students, improving education, and sensitizing families. Thanks to the support and cooperation of the Prosegur staff, the program currently includes 32 school centres in various phases of implementation, where over 4,300 minors are taken care of in countries such as Argentina, Brazil, Chile, Colombia, Peru, Paraguay, and Uruguay.

Moreover, *Prosegur Talent Scholarships* provide support employees and their relatives through scholarships so that they can continue with their studies or develop their talent. Depending on each country, these grants are allocated to technical or university studies, to the purchase of text books for employees’ children, or to providing access to university by workers.

On the other hand, Fundación Prosegur has a *Plan for the Labour Integration of Intellectually disabled Persons*, which allows hiring workers as administrative assistants in various offices of the company. This initiative, started up in Spain, is now being applied at other headquarters of Europe and Latin America.

Likewise, the Foundation promotes *corporate volunteering* in order to foment solidarity values among Prosegur employees.

The institution also has a cooperation project with the Red Cross for the purpose of protecting and educating the youngest on the subjects of safety, accident prevention, and initiation to first aid. The courses, which are given by Prosegur guards and volunteers of the Red Cross, have been developed at various school centres in Madrid, Alicante, and Seville and have reached over 8,600 students, teachers, and families.



## 6. Key figures

Founding year	1976
Executive team	Helena Revoredo, President Christian Gut, CEO
2013 Financial Results	Turnover: 3,695 million euros EBIT: 298 million euros Consolidated net profit: 156 million euros
Employees	More than 150,000
Investment in training <sup>1</sup>	8,2 million euros
Training hours <sup>1</sup>	More than 2 million
Investment in R&D <sup>1</sup>	10 million euros
Corporate clients	24,000
Business protected	170,000
Homes and SMEs	200,000
Armoured vehicles	5,000
Branch offices	More than 400
Countries in which Prosegur is present	17: France, Germany, Luxembourg, Spain and Portugal; Argentina, Brazil, Chile, Colombia, Mexico, Paraguay, Peru and Uruguay; China, India and Singapore; Australia
Prosegur Foundation beneficiaries	More than 34,690
Social action projects	24
Website	<a href="http://www.prosegur.com">www.prosegur.com</a> <a href="http://www.fundacionprosegur.com">www.fundacionprosegur.com</a>

For further information:

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<sup>1</sup> 2012 figures



**P**roactivity  
Leaders**h**ip  
Team wo**r**k  
Trans**h**parency  
Excell**e**nce  
Creat**h**ng Value  
Customer foc**u**s  
**B**rand

