DOMINION

Mid Term Financial Report 1st Quarter 2019

7 MAY 2019

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2019 Q1 Results

Q1 Results (€m)	Q1 2018	%	Q1 2019
Turnover	274.3	+4%	285.4
Adjusted Turnover (1)	192.3	+11%	212.6
EBITDA ⁽²⁾	14.2	+48%	20.9
% EBITDA on Turnover	7.4%		9.8%
EBITA ⁽²⁾	9.9	+18%	11.7
% EBITA on Turnover	5.1%		5.5%
EBIT ⁽²⁾	8.6	+21%	10.5
% EBIT on Turnover	4.5%		4.8%
Not Income	5.9	+14%	6.7
% Net Income on Turnover	3.1%		3.2%

* 1Q consolidated perimeter includes 1 month results of Alterna and 2 months of Bygging India

(1) Adjusted turnover = Annual Accounts Turnover without revenues from sold devices

(2) EBITDA: Net Operating Income + Depreciation; EBITA: Net Operating Income + PPA's

2019 Highlights



Adjusted turnover growth of ≈11%, without an additional FOREX effect (+0.1%).

Under comparable perimeters, organic growth sits at **≈7.2%**, above our strategic guidance of 7%.

Margins



EBITDA and EBITA were up by ≈48% and ≈18% respectively.

IFRS 16 application affects EBITDA in **≈€4.5m.**

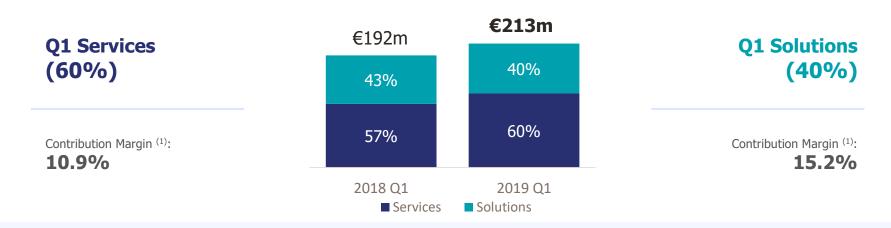
Margin improvement happens before IFRS 16 application.

Net Income



Net results improvement (≈14%), after the improvement in EBIT and balance sheets costs.

Sales distribution by segment



	SERVICES		TOTAL		SOLUTIONS		
	Q1 2018	Q1 2019	Q1 2018	Q1 2019	Q1 2018	Q1 2019	
Adjusted Turnover (m€) $^{(2)}$	109.2	126.9	192.3	212.6	83.1	85.7	Adjusted Turnover
%	56.8%	59.7%			43.2%	40.3%	%
Contribution Margin (€m) ⁽¹⁾	8.7	13.9	21.3	26.9	12.6	13.0	Contribution Margin
%	8.0%	10.9%	11.1%	12.7%	15.1%	15.2%	%

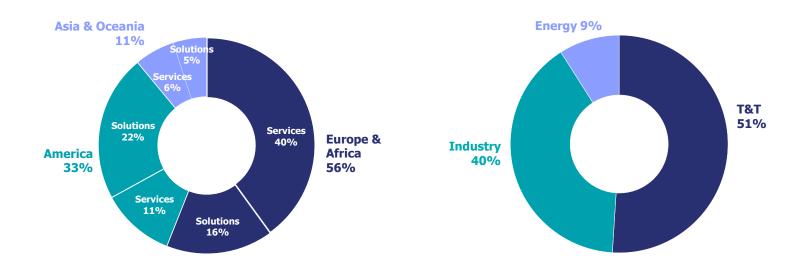
(1) Contribution Margin: EBITDA before corporate structure and central administration costs

(2) Adjusted turnover = Annual Accounts Turnover without revenues from sold devices

Sales distribution by geography and activity field

Adjusted Turnover distribution by Geography

Adjusted Turnover distribution by Activity Field



6

For **20 years** we have helped clients transform to become more efficient.

We apply **technology and innovation** to make this happen.

We are Dominion.



Global headquarters

Ibáñez de Bilbao, 28 8º A y B 48009 BILBAO (ESPAÑA) Phone: (+34) 944 793 787

dominion-global.com

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