


# Mid Term financial Report 1st Semester 2016

20 JULY 2016

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| (M€) | June 2015 | % | June 2016 |
|---|---|---|---|
| Turnover(*) | 234,2 | +9% | 254,9 |
| EBITDA (**) | 17,4 | +17% | 20,4 |
| % EBITDA on Turnover | 7,4% | | 8,0% |
| EBIT (**) | 11,0 | +28% | 14,1 |
| % EBIT on Turnover | 4,7% | | 5,5% |
| Profit for the Year | 6,2 | | 9,4 |
| Net income (**) | 5,0 | +62% | 8,1 |

(*) In June 2016 the Consolidation Perimeter adds the results from the activities of Abantia (1 month) and CDI (two months).
(**) EBITDA: Net Operating Income + Depreciation, EBIT: Net Operating Income, Net Income: Profit attributable to the parent company´s shareholders



**Doble digit organic growth (≈14%)** affected by a negative exchange rate effect -6%.



**Inorganic growth (3%)** following the integration of CDI (May) and the activity of Abantia (June).



**+17%** and **+28%** increase in EBITDA y EBIT respectively, supported by operating leverage and margin improvement, following the implementation of Dominion's **Smart Innovation business** model.



Net Income increase **(+62%)**, following EBIT improvement.

## SERVICES (61%)

Turnover: 156,2 M€

Contribution Margin (*): 9,7%

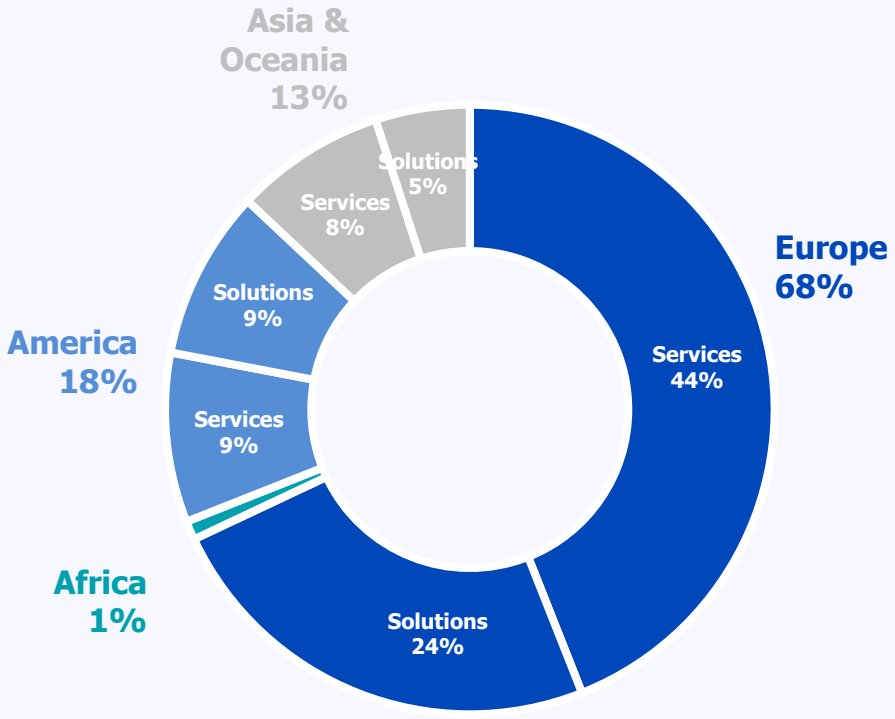
## SOLUTIONS (39%)

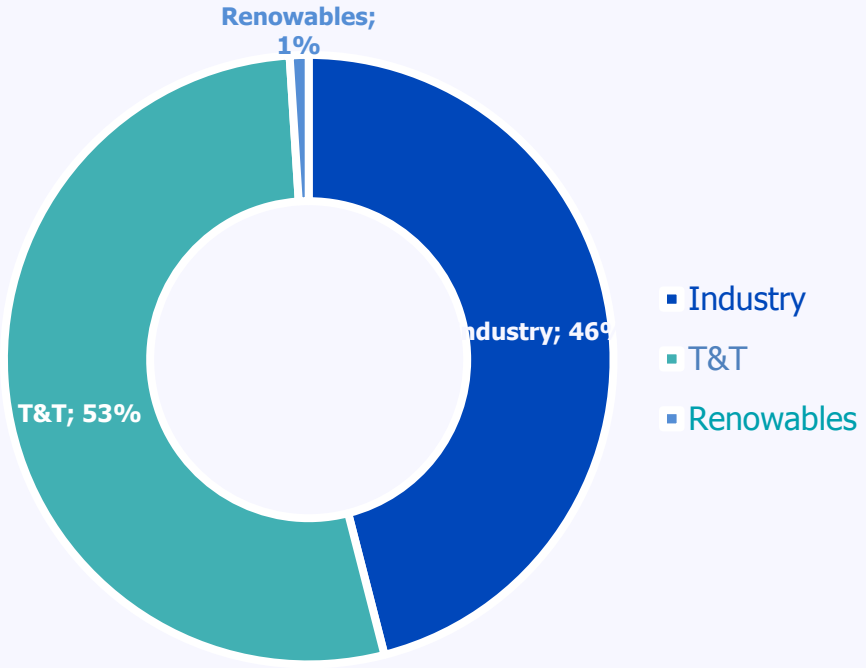
Turnover: 98,6 M€

Contribution Margin (*): 17,2%

(*) Contribution Margin: EBITDA before administrative and structural costs

# RESULTS JUNE 2016:
# SALES DISTRIBUTION BY GEOGRAPHY AND ACTIVITY FIELD




- Limited exposure to emerging markets.
- Group evolution towards market diversification.

# BALANCE SHEET DOMINION GROUP JUNE 2016

| (M€) | June 2015 | June 2016 |
|---|---|---|
| **Fixed Assets** | 267,9 | 292,8 |
| **Working Capital** | -46,7 | -111,4 |
| **Total Net Assets** | **221,2** | **181,4** |
| **Equity** | 103,2 | 266,3 |
| **Net Financial Debt (*)** | 67,6 | -123,5 |
| **Others** | 50,4 | 38,6 |
| **Total Equity and Liabilities** | **221,2** | **181,4** |

(*) Net Financial Debt = Debt with banks and other financial institutions – cash and equivalents

We will grow organically more than a 7%, improving the EBIT margin up to a 6%.

We will add, on top of it, an inorganic growth of at least 50M€, that in annual terms will surpass 100M€.

In any case, exceeding our Plan.


DOMINION
www.dominion-global.com