



# Dom Security Presentation

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## FINANCIAL PRESENTATION 1ST SEMESTER 2016



## Key figures June 2016

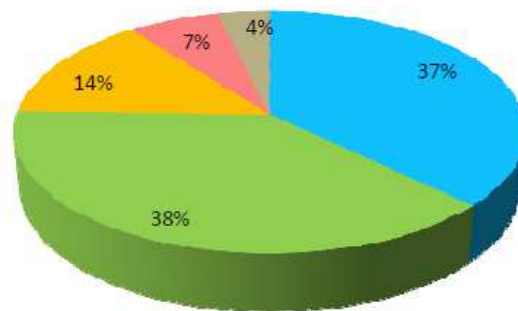
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- Turnover : 87,0 M€
- EBIT : 6,0 M€
- Group share of Net Income : 4,7 M€
- Cash flow : 8,7 M€
- Net cash position: 11,0 M€



# Geographical repartition of the turnover

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- Western Europe
- Northern Europe
- Southern Europe
- Central Europe
- Export



## Highlight

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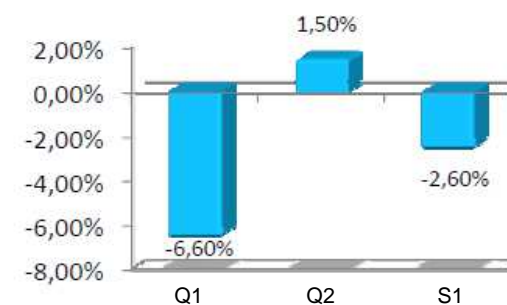
- Increase of the consolidated sales of 8,9%
  - Increase of 3,5% with the same perimeter (without the spanish compagny acquired in May 2015)
- Improvment of the Gross Margin (in % of the turnover) : 1,4 point
- Positive cash position
- Sale of 14 041 treasury shares in exchange of the remaining 15% minority interests in OMNITECH SECURITY



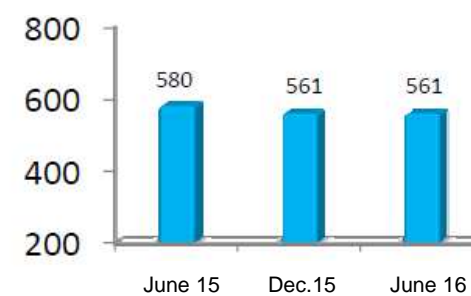
# Western Europe

In M€	June 2015	June 2016
Turnover	35,7	34,8
Gross Margin (in % of the turnover)	65,3%	66,0%
EBIT	2,9	3,2

Evolution of the turnover by quarter (2016/2015)



Evolution of the staff

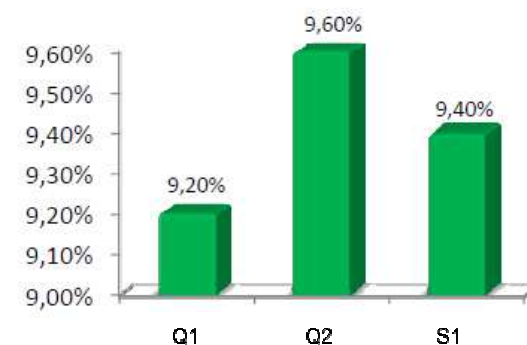




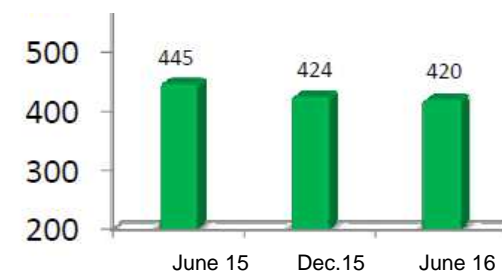
# Northern Europe

In M€	June 2015	June 2016
Turnover	29,4	32,2
Gross Margin (in % of the turnover)	73,5%	75,3%
EBIT	0,3	2,4

Evolution of the turnover by quarter (2016/2015)



Evolution of the staff

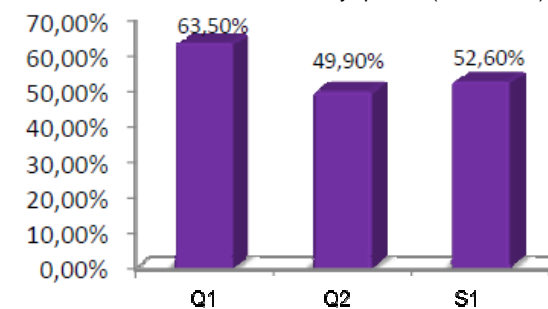




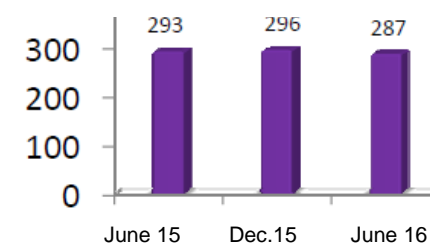
# Southern Europe

In M€	June 2015	June 2016
Turnover	9,4	14,4
Gross Margin (in % of the turnover)	54,6%	58,1%
EBIT	0,8	0,3

Evolution of the turnover by quarter (2016/2015)



Evolution of the staff

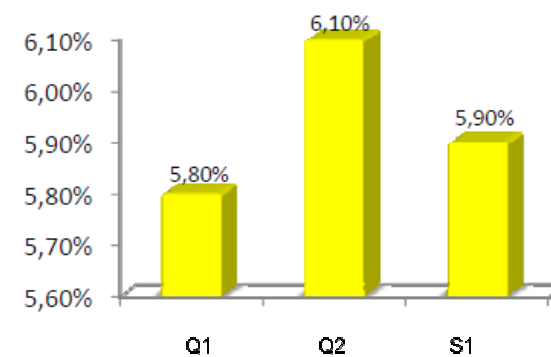




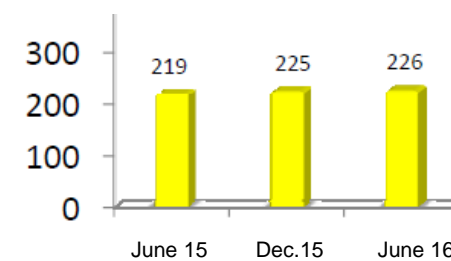
# Central Europe

In M€	June 2015	June 2016
Turnover	5,3	5,7
Gross Margin (in % of the turnover)	51,5%	51,5%
EBIT	0,3	0,5

Evolution of the turnover by quarter (2016/2015)



Evolution of the staff







# Business segment reporting

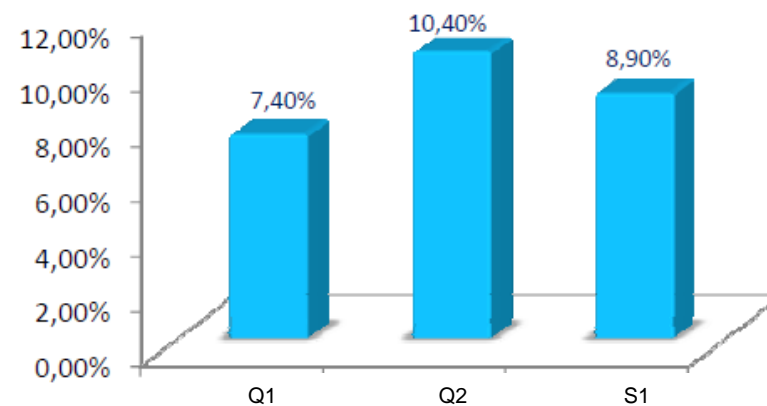
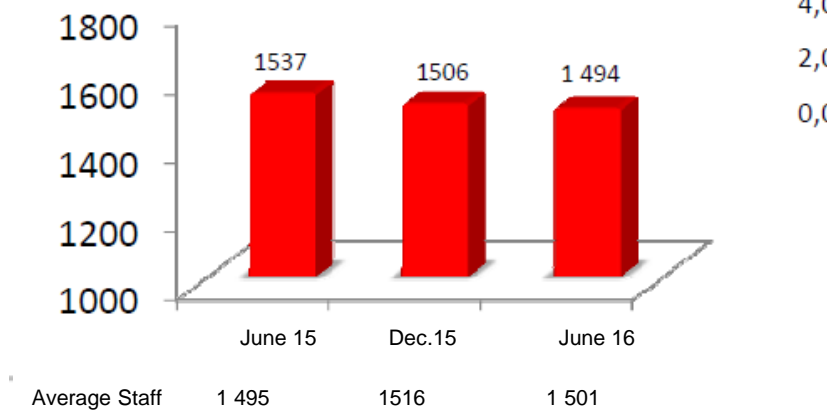
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In M€	Turnover		Gross Margin		EBIT	
	June 2015	June 2016	June 2015	June 2016	June 2015	June 2016
Western Europe	35,7	34,8	65,3%	66,0%	2,9	3,2
Northern Europe	29,4	32,2	73,5%	75,3%	0,3	2,4
Southern Europe	9,4	14,4	54,6%	58,1%	0,8	0,3
Central Europe	5,3	5,7	51,5%	51,5%	0,3	0,5



# Evolution of the activity and staff

Evolution of the staff





## Consolidated Profit and loss statements

In M€		June 2015	June 2016	June 2015	June 2016
<b>Turnover</b>	<b>CA</b>	<b>79,9</b>	<b>87,0</b>		
Gross Margin	Marge brute	56,6	62,9	70,8%	72,3%
Salaries	Masse salariale	-33,4	-34,4	41,8%	39,5%
Other loads	Autres charges	-16,1	-18,6	20,2%	21,4%
Depreciation	Amortissements	-3,0	-3,8	3,8%	4,4%
<b>EBIT</b>	<b>ROC</b>	<b>4,0</b>	<b>6,0</b>	<b>5,0%</b>	<b>6,9%</b>
Operating income	Résultat opérationnel	3,0	5,9	3,8%	6,8%
Financial costs	Coûts financiers	0,0	0,0		
Corporate tax	Impôts	-1,2	-1,2		
<b>Net result</b>	<b>Résultat net</b>	<b>1,8</b>	<b>4,7</b>	<b>2,3%</b>	<b>5,4%</b>
Group share of net income	Résultat net part du groupe	1,7	4,7		



# Consolidated Balance Sheet

In M€		June 15	Dec.15	June 16
Non current assets	Actifs non courants	77,2	78,1	77,8
Current assets	Actifs courants	76,2	74,3	79,8
Inventory	Stocks	34,6	34,2	36,3
Accounts and note receivable	Créances	41,6	40,1	43,5
Cash	Disponibilités	22,5	25,8	22,0
<b>TOTAL BALANCE SHEET</b>	<b>TOTAL BILAN</b>	<b>175,9</b>	<b>178,2</b>	<b>179,6</b>
Share holders equity	Capitaux propres	77,0	88,3	81,6
Long term debts	Passifs non courants	51,0	49,4	50,6
Financial debts	Dettes financières LT	10,1	8,8	7,7
Reserve	Provisions	40,9	40,6	42,9
Current liabilities	Passifs courants	47,9	46,5	47,4
Short term financial debts	Dettes financières CT	3,0	3,3	3,3
Accounts payable	Fournisseurs	17,6	15,6	17,4
Other liabilities	Autres	27,3	27,6	26,7



# Consolidated cash flow statement

In M€		June 15	Dec.15	June 16
Operational self financing	Autofinancement brut opérationnel	5,2	15,4	10,0
Increase / decrease in working capital	Variation du BFR	0,7	0,8	-5,2
Corporate tax	Impôts	-0,7	-2,8	-1,3
<b>Operational flows</b>	<b>Flux lié à l'exploitation</b>	<b>5,2</b>	<b>13,4</b>	<b>3,5</b>
<b>Investments flows</b>	<b>Flux liés à l'investissement</b>	<b>-10,1</b>	<b>-13,9</b>	<b>-2,6</b>
<b>Financing flows</b>	<b>Flux lié au financement</b>	<b>4,3</b>	<b>2,8</b>	<b>-4,8</b>
<b>Increase / Decrease cash</b>	<b>Variation trésorerie</b>	<b>-0,6</b>	<b>2,3</b>	<b>-3,9</b>
Cash position at the beginning	Trésorerie à l'ouverture	22,7	22,7	25,1
Exchange impact	Impact des variation de change	0,2	0,1	-
Cash position at the end	Trésorerie à la clôture	22,2	25,1	21,1
Cash flow	CAF	4,5	12,6	8,7

# Financial structure

In M€		June 2015	Dec.2015	June 2016
Share holders equity	Capitaux propres	77,0	82,3	80,2
Financial debts (Short+long term)	Dettes financières CT+LT	13,1	12,1	11,0
Cash position	Trésorerie disponible	22,5	25,8	22,0
Net treasury	Trésorerie financière nette	9,4	13,7	11,0(*)
Cash flow	CAF	4,5	12,6	8,7

(\*) after payment of the dividends (3,6M€) the 2016 May 30th



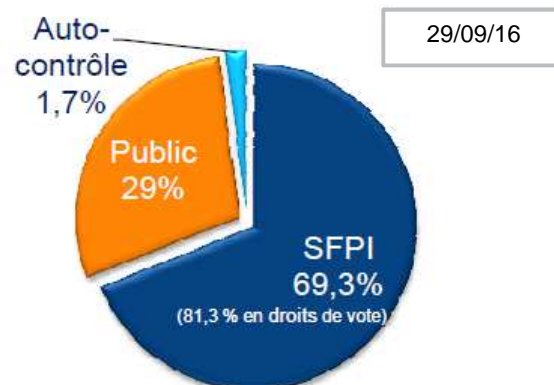
## Figures by share

In €		June 2015	Dec.2015	June 2016
EPS group share	BPA part du groupe	0,7	2,8	1,9
Cash flow by share	CAF par action	1,9	5,3	3,6
Net dividend	Dividendes nets		1,5	
Number of shares (without treasury shares)	Nbre d'actions (hors auto-contrôle)	2 387 746	2 387 746	2 401 787(*)

(\*) Sale of 14 041 treasury shares

# Share holders

- Authorised capital : 36 659 280€ composed with 2 443 952 shares of 15€



- Share holders equity at the 06/30/2016 : 81,6M€
- Market capitalization at the 06/30/2016 : 89,5M€



# Share price

- Share price at the 06/30/2016 : 36,61€ (+28,5% in comparison with 12/31/2015)
  - Market capitalization at the 06/30/2016 : 89,5 M€
  - Market capitalization at the 09/23/2016 : 94,0 M€



At the 09/23/16  
38,45€

Increase of 5% in  
comparison with  
06/30/2016



# Targets 2016

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- The targets for 2016 are confirmed :
  - A turnover around 170 M€
  - A level of gross margin higher than 72%