



## **Dominion reaches €1,000m in sales and earns 26% more in 2018**

**The company achieves the goals set in its strategic plan 2 years in advance.**

Bilbao, 28th February 2019.- For the first time, the company has passed the psychological barrier of 1,000 million euros in turnover, twice that of just three years ago (525 million). Thus, the 2018 financial year, which was marked by the incorporation of new capabilities and the consolidation of strategic activities, ended with an adjusted turnover up 15.5%, representing organic growth of 10%, significantly more than the strategic target of 7% a year.

This goes with 25% increases in EBITA and EBITDA, with the latter reaching 72.4 million euros. These figures give the company greatly increased margins on sales and are due, among other factors, to operational improvements in all its businesses.

This high level of growth has not stopped Dominion from keeping a positive net cashflow of 106 million euros. Thanks to financial discipline, the company continues to generate record levels of operating cashflow: 66% on its EBITDA, a flow of nearly 50 million euros, which means that in 2018 the multinational generated as much cash as was allocated to corporate transactions.

"After the highly positive results of 2018, we will be presenting a new strategic plan in the second quarter of the year, stated Mikel Barandiarán, managing director of the company. Meanwhile, despite the uncertainties over markets, Dominion is sticking to its growth target in organic turnover of at least 7% in 2019, and growth of over 10% in its EBITA, on the basis of diversification and the visibility it gains from repeat services and its portfolio of projects.

### **Diversification and breakdown of activities**

In 2018 the bulk of its business was in services, which accounted for 60% of sales and for the first time reached contribution margins of 9%, while solutions achieved a contribution margin of 17%.

For the financial year 2019 Dominion is opting to keep a strong, diversified portfolio of solutions, and in the area of services to reinforce the consolidation of Smart House. In the multitechnical field, the incorporation of the Environmental Services area has made it possible to strengthen and complete a full range of integrated services (one-stop shop) for industrial customers and break into new markets like Ecuador and Colombia. By areas of activity, Energy is cementing its position as a strategic area, with highlights including the power transmission lines project in Angola, turnkey renewable projects and the operating and maintenance contract for Kaixo, the photovoltaic solar power station in Mexico.

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**About Dominion**

Dominion is a technological company specialized in multi-technical Services and specialized engineering Solutions, which operates in three main activity areas: Technology and Telecommunications, Industry and Renewable Energies. Dominion applies its knowledge on processes, technology and innovation to achieve efficiency in the business processes of its clients; and it believes in Digitalization as the catalyst and differential value of its business model.

With presence in more than 35 countries, more than 1,000 clients and 8,000 employees, it reached a turnover of 830 million euros and an EBITDA of 72.4 million euros in 2018. The company bases its strategy in a unique culture and management model and in an ambitious growth plan. Dominion is publicly listed in the Spanish stock market since April 2016 (DOM:BME).

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