



@ttinerfeno

jose-daniel.garcia@prosegur.com

José Daniel García Espinel

Prosegur Global Innovation Director

My name is José Daniel García Espinel and I am the Global Innovation Director at PROSEGUR, a worldwide Security company. Prosegur current businesses are Cash in Transit, Security (guarding and technology), Alarms (Home Security), Cybersecurity and AVOS (BPO business). Our current Innovation strategy is focused on Internet of Things, Data Science, Artificial Intelligence and Electronic Security Systems, based on internal IP development and an Open Innovation strategy (#ComeIn).

Before, I was working as Director of Acciona's Advanced and Digital Innovation Hub in Acciona's Innovation & Technology Division. Acciona is one of the most important Renewable Energy and Construction Spanish Company.

ORGANIZATION



SPONSORS



COLLABORATORS



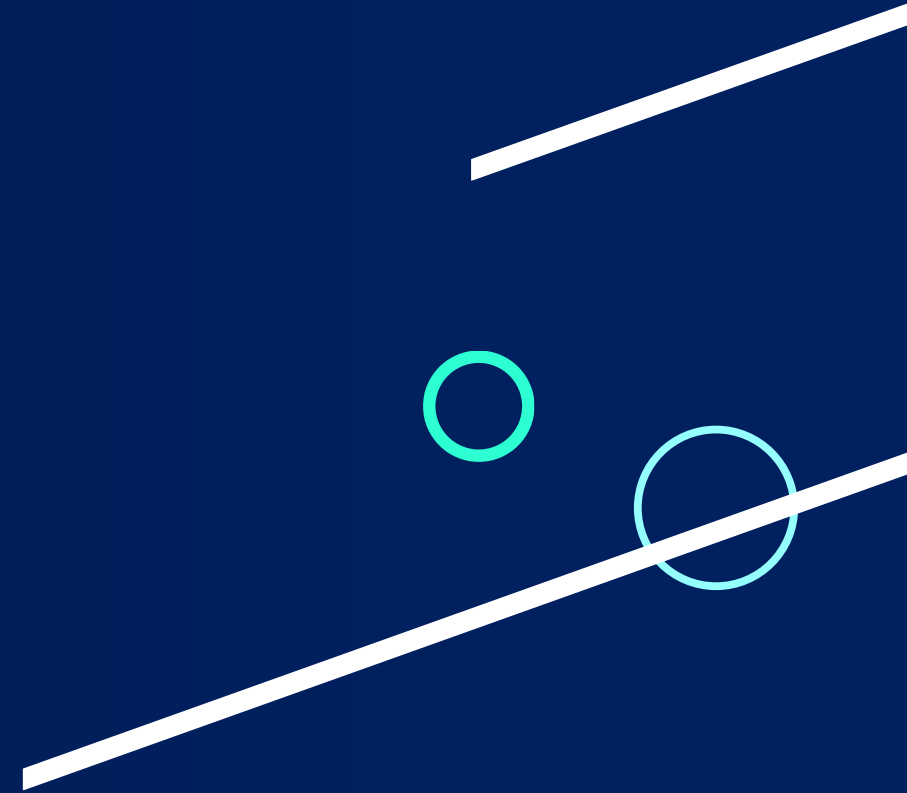
| Powered by Plain Concepts

#STechDay2021

SINGULARITY TECH DAY_2021

The era of AI and Cognitive Services

GenzAI, a Prosegur
platform to boost our
business with IoT & AI

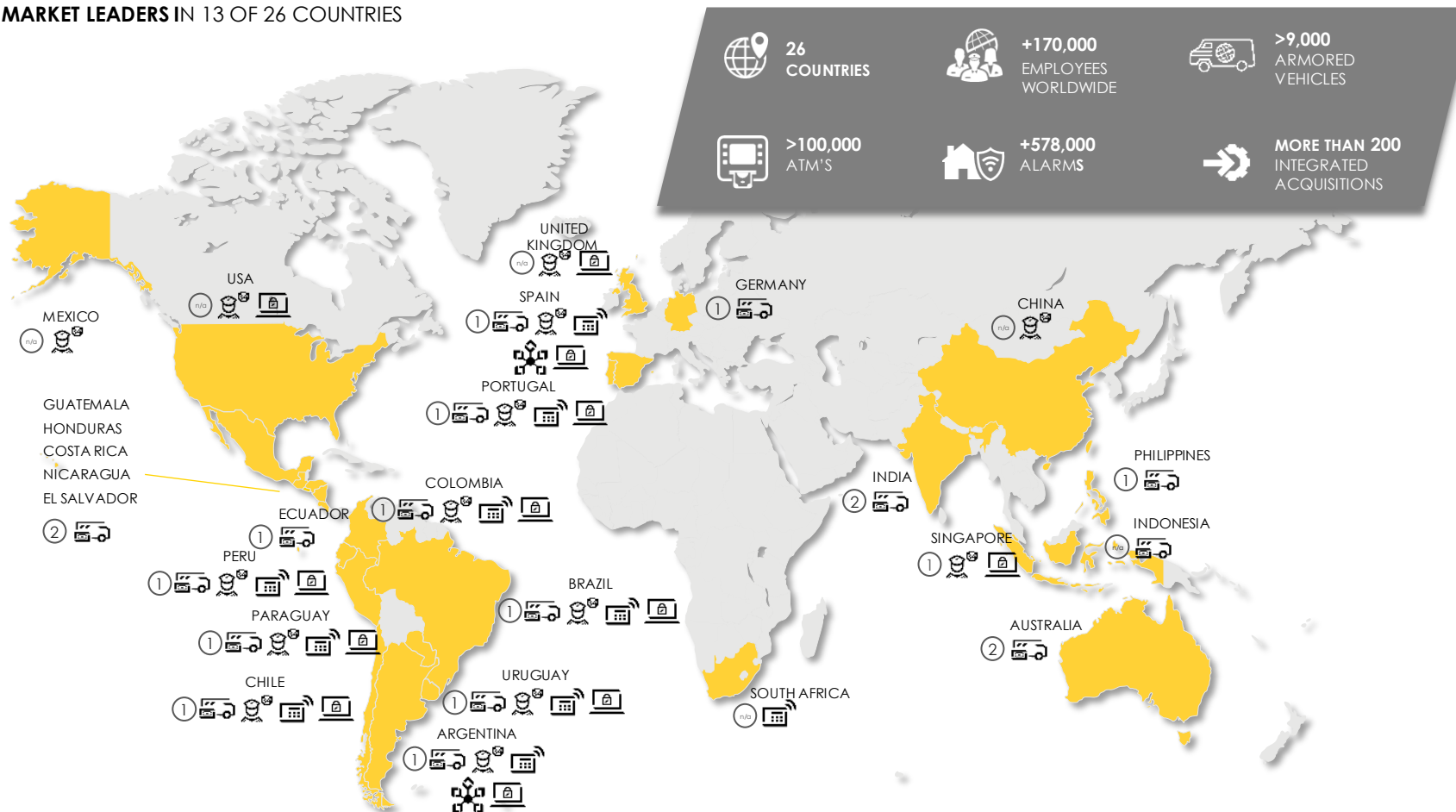


_Who we are?



PROSEGUR TODAY: A GLOBAL SECURITY COMPANY WITH A LEADERSHIP POSITION

WE ARE MARKET LEADERS IN 13 OF 26 COUNTRIES



CASH



ALARMS



SECURITY



CIPHER

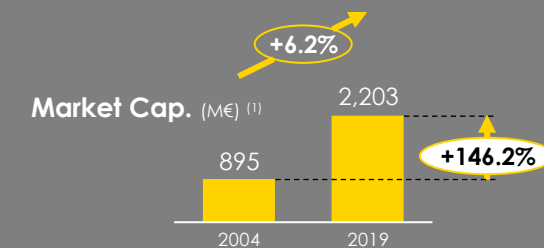
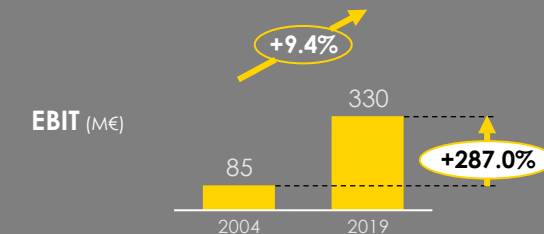
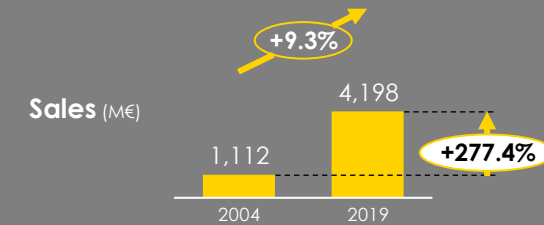


AVOS

1

Position by market share

OFFERING A SUPERIOR GROWTH AND PROFITABILITY FOR THE SHAREHOLDERS



SHARED DIVIDENDS 2004-2019:

€1,210m

€ 930m ordinary dividend

€ 280m extraordinary dividend (2017)

__Which is our Innovation Model?



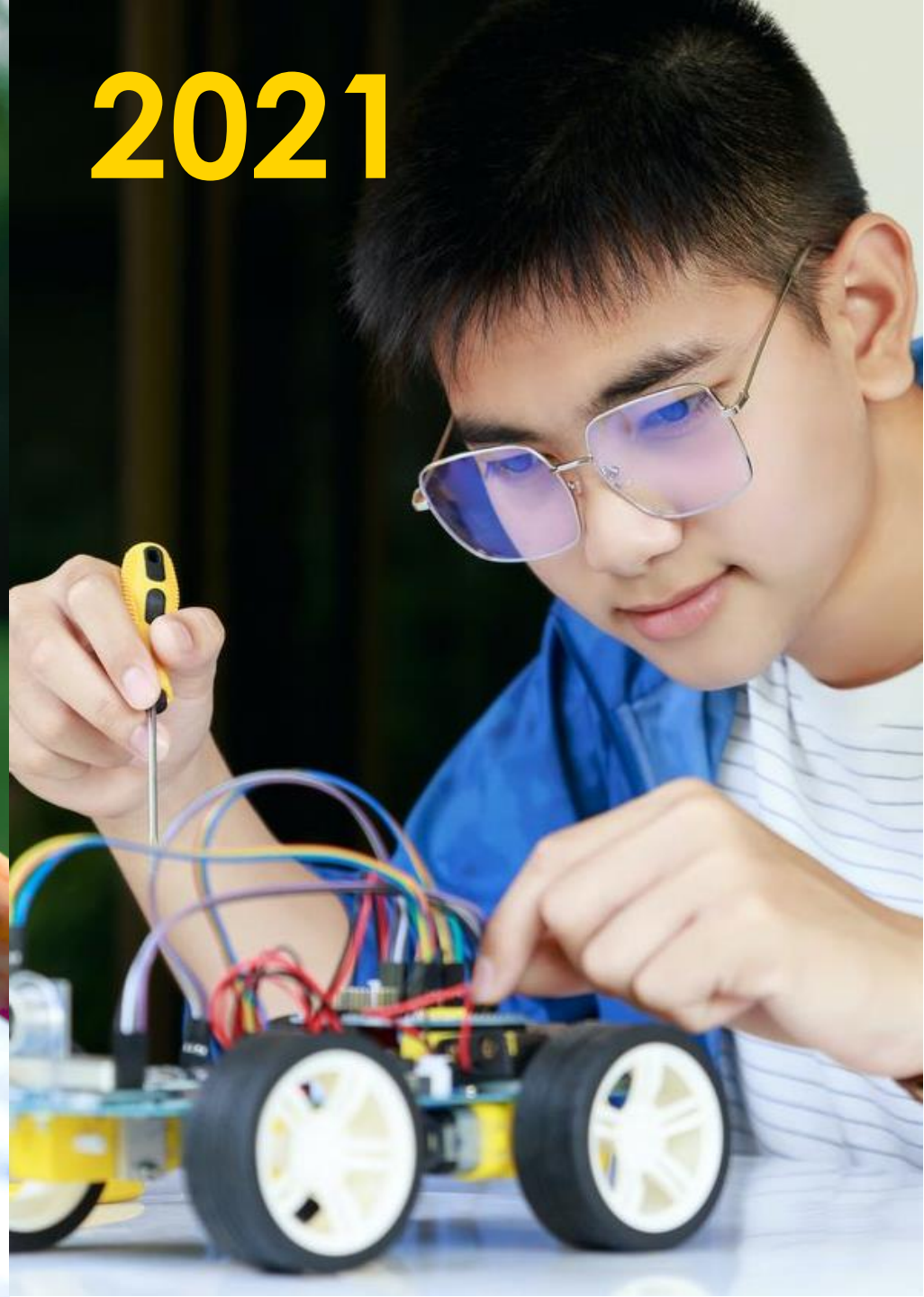
2019



2020



2021

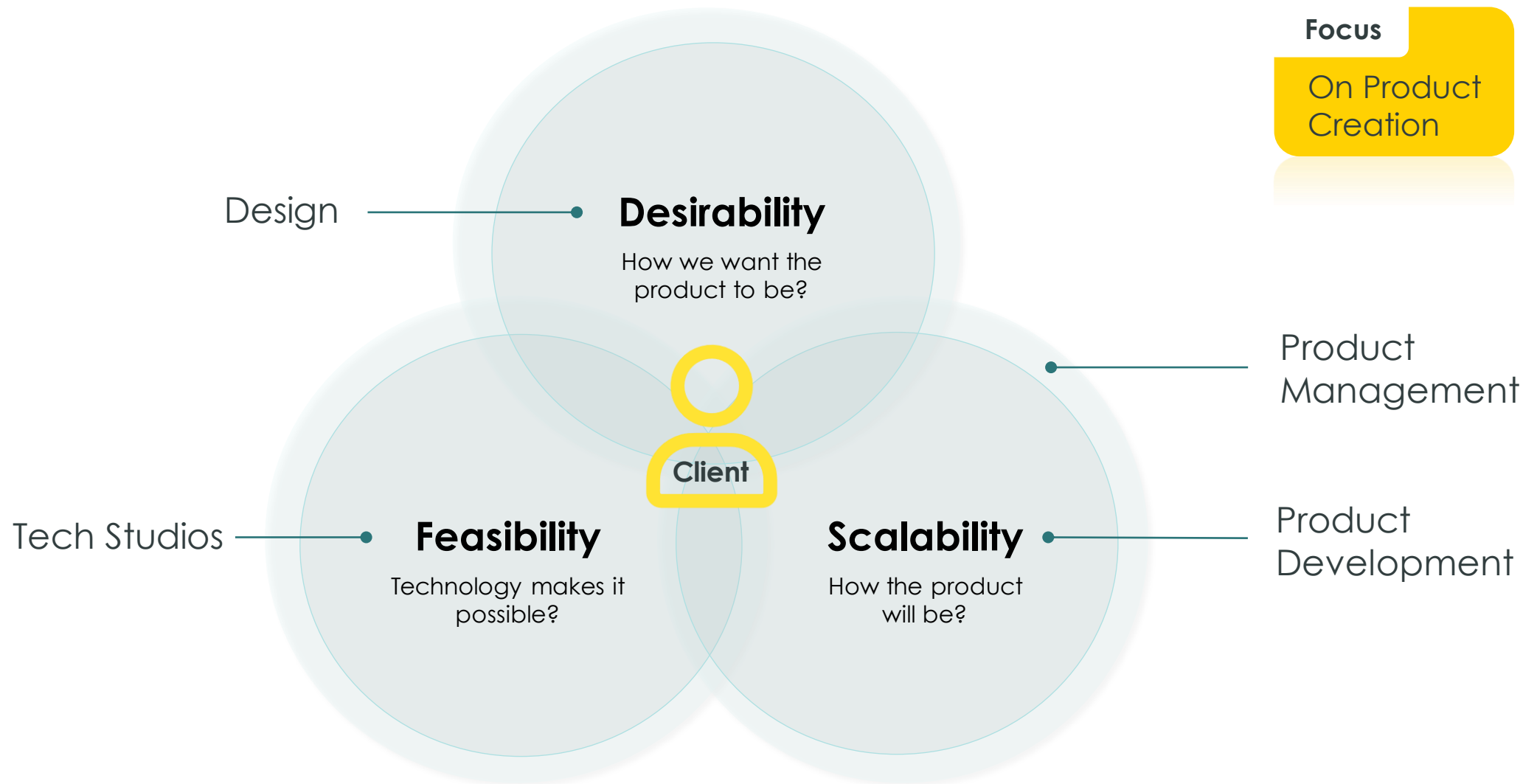




FRAMEWORK. From Innovation to New Products Creation



I
n
n
o
v
a
t
i
o
n



GenzAI Prosegur Platform

GenzAI

A Universal AI & IoT Platform to Boost our Business

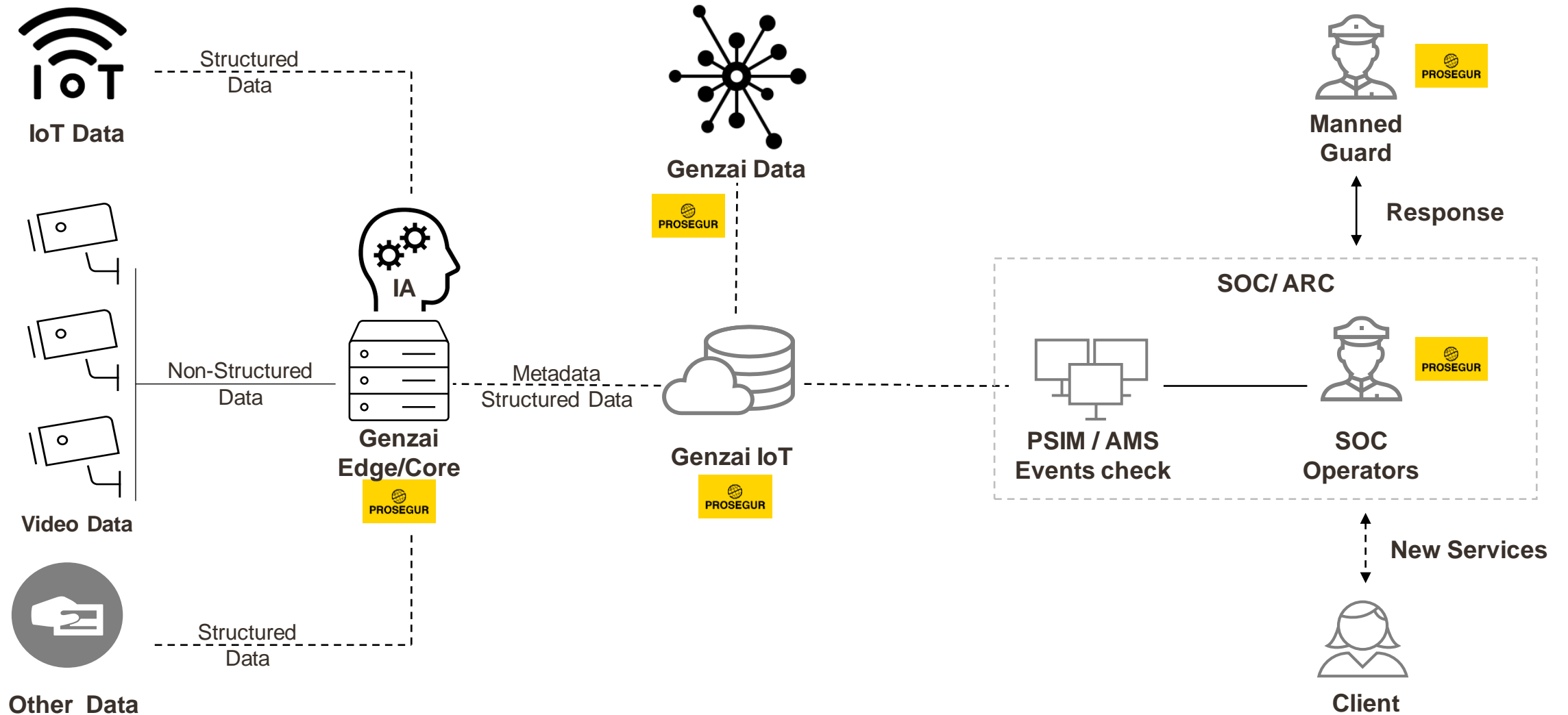
WHAT IS GENZAI?

Global Edge Cloud Platform that connects all our managed devices with IoT, stores all the data and applies Artificial Intelligence to increase efficiency at our SoCs enabling a new offering of tech based services to our customers



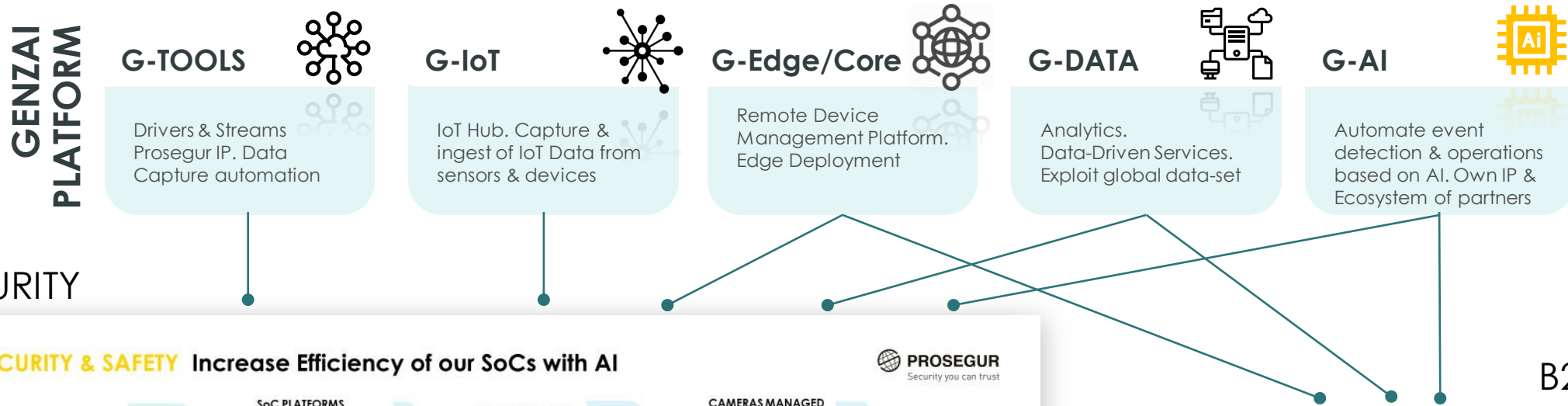
MAIN FEATURES OF GENZAI

- **GENZAI is agnostic to all camera or input signals**, so all of them may be integrated into the system.
- **GENZAI is able to adapt itself to all our client needs** as it covers multiple use cases.
- **GENZAI will be based on Prosegur business Know-How** and will capture and enhance it
- **GENZAI will be integrated into all Prosegur tools & systems used at SOC**s (PSIM, AMS, POPs, etc.)





GENZAI. A Platform that enables us to create **New Products** and integrate **Ecosystems**



B2B SECURITY

B2C SECURITY

GenzAI SECURITY & SAFETY Increase Efficiency of our SoCs with AI



AI USE CASES

9 +

SoC PLATFORMS
INTEGRATIONS

5

PLANNED PILOTS

10

CAMERAS MANAGED
FROM OUR SoCs

+175.000

GenzAI HOME Make our Home Cameras Smart



MOVISTAR
PROSEGUR
ALARMAS

USE CASES BASED ON AI

6

CLIENTS AT THE END OF 2021

20.000

Video Analytics



Audio Analytics

> 20.000 clients of GenzAI Home

_B2B. Prosegur Security

BEFORE

Standard Components



NOW

Standard Components



Ecosystem to offer New Services



BEFORE

SOC Standard Components

Differentiation:



Integrate data from all vendors and formats (AI, Video, IoT)



Expand services into business operations, safety,...



Increase Efficiency and Productivity

B
E
N
E
F
I
T
S

NOW

SOC Standard Components



AI & IoT Enables New Services



GENZAI
a Prosegur solution



GenzAI SECURITY & SAFETY



**Increase Efficiency of our SOCs
and offer new services based on AI & IoT**



CAMERAS MANAGED
FROM OUR SOCS

+175.000



PROSEGUR
SECURITY



GenzAI Business Continuity



Monitoring our customer processes with IoT
to guarantee Business Continuity

Asset Tracking



Temperature Control



B2C. Prosegur Alarms

BEFORE

Standard Components



NOW

Standard
Components



Ecosystem to offer
New Services



BEFORE

Video. Standard Component:
Raw Video Stream

Differentiation:



Show our Customers just the events and associated video that is relevant.



First Alarms Company in Spain to integrate Smart Notifications based on AI.



Video could be used for comfort use cases like elder people and pets monitoring.

**B
E
N
E
F
I
T
S**

NOW

Video. Video
Stream



AI. Smart
Notifications



GENZAI
a Prosegur solution

GenzAI HOME Make our Home Cameras Smart



**MOVISTAR
PROSEGUR
ALARMAS**

USE CASES BASED ON AI

6

CLIENTS AT THE END OF 2021

20.000



Video Analytics



Person Detection



Pet Detection



Glass

Audio Analytics



Baby Crying



Dog Barking



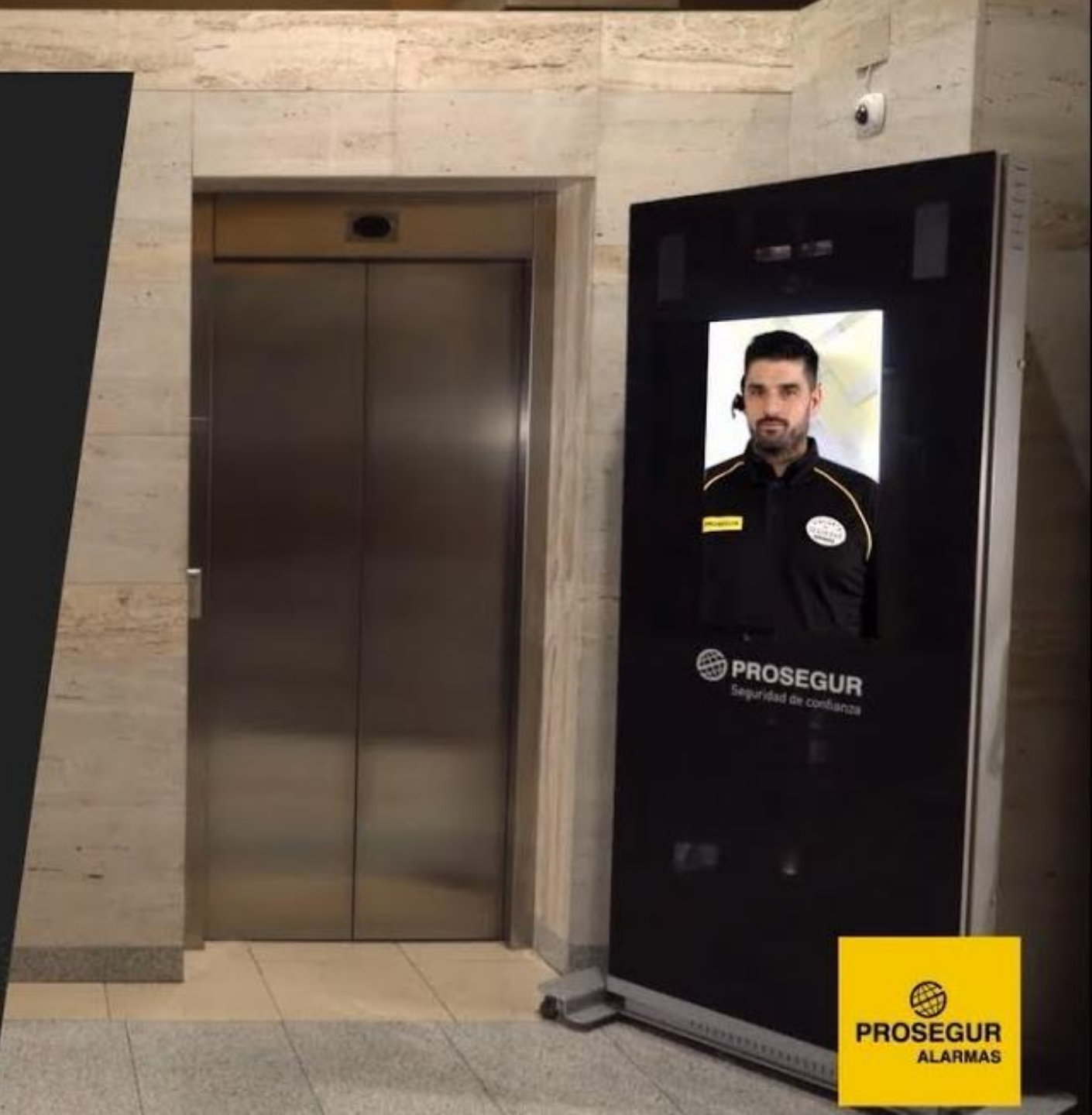
Alarm



*Alarma avanzada: precio en promoción 9,90€/mes durante 3 meses. Después, 49,90€/mes. Válido hasta el 30/09/21 para nuevos clientes de hogar de Movistar Prosegur Alarmas que contraten su Servicio de Seguridad y que no hayan causado baja en los últimos 12 meses anteriores a la promoción en la misma dirección de instalación. Consulta el resto de condiciones comerciales en movistarproseguralarmas.es/contratos.



Prosegur Hawkeye service allows to have a 24-hour presence of a Prosegur guard through a remote video surveillance system connected to our Control Center.



BEFORE

Video. Standard Component:
Raw Video Stream

Differentiation:



Increase the span of control of
our guards at the Control
Center



Increase the security of our
customers detecting everything
relevant that happens



Increase our remote services
offering to our customers

**B
E
N
E
F
I
T
S**

NOW

Video. Video
Stream



AI. Smart
Notifications



GENZAI
a Prosegur solution

_One Day in a Life with Prosegur

One Day in a Life

with Prosegur



_Innovation at Prosegur

A close-up, black and white photograph of a person's face, focusing on the eyes and nose. The person has dark, expressive eyes and visible freckles across their nose and cheeks. The lighting is soft, highlighting the texture of the skin.

**We must boost our
business with IoT & AI**

A black and white close-up photograph of a person's face, focusing on the eyes and nose. The person has dark, expressive eyes and visible freckles across their nose and cheeks. The lighting is soft, highlighting the texture of the skin.

**We must grow with
GenzAI New Products**

A black and white close-up photograph of a child's face, focusing on the eyes and nose. The child has dark, expressive eyes and numerous freckles scattered across their nose and cheeks. The lighting is soft, highlighting the texture of the skin and the intensity of the gaze.

**We are now at the
Prosegur of the Future.**



SINGULARITY
TECH DAY_2021

Thank you!

