

## Ordinary General Meeting of Shareholders 2020

Barcelona, 28 April, 2021

Response to Covid-19: Priority has been given to the full operability of the business and the health and safety of employees

### **Saba reinforces its mobility offer for people and goods in its car parks, converted into urban hubs for sustainable services**

It promotes the electric vehicle, with more than 400 charging spaces in five countries, and last mile deliveries, having reached an agreement with the logistics company Disticenter (Holding H. Condeminas) to take a shareholding in the operator Geever

- The Board has approved the annual accounts, delegation of the issuance of fixed income securities, as well as authorization for the purchase of treasury shares, among other resolutions.
- Despite the impact of the health crisis, revenues reached 198 million euros and EBITDA stood at 72 million euros. 50% of income is generated outside of Spain. Similarly, the short-stay business decreased by 47% and the number of subscribers by 15%, as a result of the pandemic and the mobility restrictions imposed by the authorities.
- The company currently has 125 ongoing negotiations in the process of requesting rebalancing of its concessions and other contracts to correct the impact of Covid-19, bearing in mind that Saba has continued to provide services throughout the pandemic, as they were considered essential, despite the restrictions.
- In a context marked by Covid-19, Saba has completed development operations in all the territories in which it is present and is positioned as a benchmark operator which manages 387,000 parking spaces in 1,155 car parks in 182 cities in 9 countries. It has a workforce, at the end of 2020, of 2,068 people.
- Saba insists on the car park as a hub for sustainable urban mobility services, taking advantage of strategic locations in city centres, its capillarity and non-stop service to work as an agent integrated in policy and in the chain of mobility of people (electric vehicles, carsharing, one-person mobility), as well as goods (last mile).

- To this end, Saba has reached an agreement in principle with the logistics company Districenter (Holding H. Condominas) to take a stake in the operator Geever, which specializes in last mile deliveries, and with which it is running a pilot test in five car parks in Barcelona, to be extended to nine.
- In this same aspect of sustainable mobility of goods and the solution to the problems of last mile deliveries, Saba has some 40 lockers for the collection of e-commerce products in Spain (Pudo and Amazon), Italy (Inpost) and the United Kingdom (Amazon).
- Saba maintains its commitment to promoting the electric vehicle and currently has 400 charging stations in Spain —the largest network in the sector—, the United Kingdom, Portugal, Chile and Italy. In electric recharging, Saba has launched the first commercial product designed for subscribers, which includes a reserved parking space and linked charging service.
- Technology and digital and commercial transformation have been essential to meet the challenges of a new type of mobility. In 2020, number plate reading was launched as a new means of car park access, exit and payment, 100% digital, for both short-stay customers and subscribers.
- Saba has implemented a series of actions to alleviate the impact of Covid-19, with priority given to the full operability of the business and the health and safety of employees. In the social sphere, Saba has made its car parking network available to hospitals and health centres and, more recently, for vaccination campaigns.

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In its desire to continue expanding its mobility offering and to be part of the solution for reducing urban pollution and road congestion, Saba has reached an agreement in principle with the logistics company Districenter (Holding H. Condominas) to take a stake in the operator Geever, which specializes in last mile deliveries, and currently has warehouses in five Barcelona car parks in the Saba network, with plans to increase this to nine.

During the Ordinary General Meeting of Shareholders, held today in Barcelona and online, the President of Saba, Salvador Alemany, and the CEO, Josep Martínez Vila, announced this operation, which will culminate in the next few weeks, and which continues the car parking model that Saba has been promoting for many years: hubs for sustainable urban mobility services, taking advantage of strategic locations in city centres, its capillarity and non-stop service to work as an agent integrated in policy and in the chain of mobility of people (electric vehicles, carsharing, one-person mobility), as well as goods (last mile).

The President of Saba explained that collaboration with Geever over the last two years has resulted in a reduction in failed deliveries, —the so-called absurd logistics— by half (the 15% of all deliveries which do not reach their destination and represent nine million trips, mostly in vans only in Barcelona and Madrid). The entry of goods into the car parks, which become distribution microhubs, takes place at night, and the exit, with sustainable and single-person vehicles, is a sustainable model which contributes to this reduction in congestion and pollution.

This operation is a firm commitment by Saba to help alleviate the principal mobility problem in modern cities: according to the most recent studies, the average inhabitant of Barcelona and Madrid receives some 13 packages a year as a result of online purchases. This amounts to 22.6 million packages a year in Barcelona and almost 40 million in Madrid. This absolutely unsustainable dynamic generates between 20 and 30% of carbon dioxide emissions and 40% of congestion.

In this same chapter on the impact of the last mile, the CEO of Saba explained that Saba contributes to the culture of collecting online purchases from e-commerce lockers, and this also allows them to be returned, thus reducing city-centre traffic and pollution, in line with sustainable micro-distribution. Saba currently offers this solution with an offering of 40 lockers in car parks in Spain (Pudo, Amazon), the United Kingdom (Amazon) and Italy (Inpost).

Josep Martínez Vila also emphasized the fundamental role of the car park as a service hub for personal mobility. With shared mobility nodes, with commercial agreements with companies, Saba has 1,250 carsharing spaces in Spain, the United Kingdom, Italy and Chile, as well as electrical infrastructure points. Despite the adverse situation caused by the health crisis, Saba has continued to make progress in the electrification of its car park network and, at the end of 2020, had 400 recharging stations in five countries: Spain, United Kingdom, Portugal, Chile and Italy. In electric recharging, Saba has launched the first commercial product designed for subscribers, which includes a reserved parking space and linked charging service.

## **2020 Balance Sheet**

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In terms of the 2020 balance sheet, and although it is clear that Saba's salient figures were been greatly affected by the pandemic, resulting in a net loss, the company has maintained an operating income of 198 million euros (down 34%) and a positive EBITDA of 72 million euros (down 48%). Similarly, as a result of the health crisis, Saba's short-stay business was 47% below that of 2019, while the number of subscribers was 15% lower than in the previous year.

The President of Saba explained that the company remains active in the process of requesting rebalancing of its concessions and other contracts to correct the impact of Covid-19, bearing in mind that Saba has continued to provide services throughout the pandemic, as they were considered essential, despite the restrictions in circulation and mobility. In this regard, the CEO of Saba added that the company currently has 125 ongoing rebalancing request negotiations.

At this point, Salvador Alemany emphasized the need to find equitable formulas to regulate rebalances and ensure the continuity of the public-private collaboration model on which many essential services are based, as is the case of car parks. "Proper management of this rebalancing will be essential for the future credibility of our public-private partnership model and the confidence of international investors in financing vital projects for the reactivation of the economy and the creation of jobs in the post-pandemic world", he assured the audience.

During his address, the President of Saba stressed that, despite the health crisis, Saba has completed development operations, including both new projects and refurbishments, in most of the countries in which it operates. To this end, the company invested a total of 31 million euros in 2020, of which 50% were for expansion projects, such as the 7.5 million euros earmarked for the acquisition of the "Gran Bulevar" car park in Oviedo.

Among the new projects, the CEO of Saba highlighted the overall management project of municipal car parks in Portugal and the regulated zone of Viseu, and the Picoas Plaza shopping centre. Similarly, the purchase of technology operator Clicpark, with more than 54 locations in the Czech Republic and eight more in Slovakia. In the United Kingdom, the Buckinghamshire Healthcare NHS Trust hospital car park management contract and, in Germany, the car park in Bergedorf (Hamburg) and the agreement with Vivantes, Germany's largest municipal hospital operator to operate car parks in 8 hospitals in Berlin. Finally, the management contract for the Clínica Alemana in Chile and the construction of the Genova Benzi car park in Italy.

Saba continues to promote and strengthen strategic business initiatives. In 2020, number plate reading was launched as a new means of car park access, exit and payment, through a credit card linked to the Saba App, for both short-stay customers and subscribers. Likewise, the e-commerce services of the business website and the Saba App have been expanded (with ongoing remodelling and improvement of functionality), and extended to all the countries in which it operates. Visits to e-commerce websites in Spain, Italy, Portugal and Chile reached 1.4 million in 2020 and the number of transactions stood at over 38,800.

In terms of efficiency, operational management and service quality, the CCC currently has almost 300 connected car parks in Spain, Italy and Portugal, compared to 235 in 2019, with car parks in Chile and the United Kingdom soon to be added.

In a complex and demanding year such as 2020, Saba designed and carried out a set of measures aimed at combating this exceptional situation, which persists in 2021, revised and suited to the evolution of the crisis and framed in a context of mobility limitations and restrictions in economic activities adopted by the authorities in order to contain the transmission of the disease. All starting from the premise of preserving the health of employees and customers, and giving continuity to the business, considered to be a relevant and essential public service. To this end, Saba made its car park network available to authorized hospitals and health centres in all of the countries in which it operates and, more recently, has provided facilities for vaccination campaigns.

## Board Resolutions

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The Shareholders' Meeting approved the annual accounts, delegation to the Board of Directors of the power to agree on the capital increase, the issuance of fixed income bonds, as well as the purchase of treasury shares.

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### Communication and Institutional Relations

Tel. +34 93 557 55 26 / 93 557 55 59

[comunicacion@sabagroup.com](mailto:comunicacion@sabagroup.com)

<http://www.saba.eu/es/sala-prensa>

### Shareholder Office

Tel.+34 93 557 55 28

[accionistas@sabagroup.com](mailto:accionistas@sabagroup.com)

