

Ordinary General Meeting of Shareholders 2023

More than 70,000 parking spaces, between new acquisitions and renovations, in a year in which the company has grown in all the countries where it operates.

Saba maintains business recovery in 2022 and achieves activity, revenue, and EBITDA figures very close to 2019 levels

It manages the largest electric charging network in the sector, with 600 charging stations throughout the Group, and promotes last-mile distribution, with 206 e-commerce lockers, and proximity distribution, through its Geever network, with 16 micro-hubs located in the car parks.

- **Key figures:** operating revenues were €275 million, an increase of 18% over 2021, and EBITDA stood at €127 million, up 23%. Saba invested €27 million during the 2022 financial year. Revenues and EBITDA in the first quarter already exceed those recorded in the same period in 2019.
- **Activity and subscribers:** Saba's subscriber activity in 2022 increased by 28% compared to 2021, whereas the number of subscribers was 10% higher than the previous year.
- **Presence:** At the end of 2022, Saba is present in 179 cities in 9 countries (Spain, United Kingdom, Italy, Portugal, Chile, Germany, Slovakia, Czech Republic, and Andorra) and manages 333,379 parking spaces in 950 car parks. It employs more than 2,000 people.

Barcelona, 3rd May 2023

During the Ordinary General Shareholders' Meeting held today in Barcelona, Saba's President, Salvador Alemany, and Saba's CEO, Josep Martínez Vila, agreed that 2022 is the year in which the positive trend will return after two years affected by the pandemic.

Therefore, in an environment of recovery, after the start of 2022 still marked by the omicron variant, and the progressive elimination of all mobility restrictions, the company faced a year in which activity levels are already in the pre-pandemic period, and during which revenues increased to 275 million euros (+18%) and EBITDA to 127 million euros (+23%), with an investment of 27 million euros, according to Saba's President, Salvador Alemany.

On the other hand, the CEO of Saba, Josep Martínez Vila, highlighted that over the last few months of the year, there has been a recovery in the activity compared to 2019. In this regard, in 2022, Saba's rotation activity increased by 28% compared to 2021, approaching pre-covid levels, while the number of subscribers was 10% higher than the previous year and similar to the data registered in 2019.

This trend has continued in 2023 and in this first trimester activity is almost at the same level as in 2019, while, in economic terms, revenues and EBITDA are already above 2019.

Given this stage of recovery and the disparity in the scope of international macroeconomic factors, Saba has kept all measures implemented since the beginning of the pandemic to strictly control costs and prioritize investments to preserve the Group's interests. All these factors have led to an increase in the EBITDA/revenue ratio from 44% in 2021 to 46% in 2022. Josep Martínez Vila has also explained that in 2022 Saba successfully completed the novation of the Group's main financing contracts until 30 June 2024.

At the same time, technological projects are being promoted with a clear focus: meeting new customer needs, stimulating commercial and business activity, and guaranteeing the efficient integration of new car parks in the future. The processes of requesting rebalancing of concessions and renegotiation of contracts have also been maintained, as well as the search for new opportunities in the market, encouraging the extension of the average contractual life of the portfolio.

Growth is maintained in 2022

Saba's President explained that the Group ended 2022 with 24 new operations, carried out in most of the countries where it operates, which represent the addition of 32,000 parking spaces to its car park network. Saba also renewed 64 contracts in all the territories in which it operates, representing more than 38,000 parking spaces.

Among the most significant operations in the United Kingdom is the five-year contract award for the management of station car parks for Transport for London, the local authority responsible for most of London's transport network, including the Underground, buses, taxis, trams, and some train lines. The contract includes the management of 79 car parks throughout the network, with 10,500 parking spaces, all of which are barrierless, making it easier for vehicles to enter and exit.

In addition to Transport for London, Saba renewed in the United Kingdom the management contract for 6 underground car parks in the City of London, with 1,721 parking spaces, as well as winning other contracts in hospitals (Royal United Hospitals of Bath and Royal Cornwall Hospitals NHS Trust) and the management contract for the car park at the new Unity Place offices in Milton Keynes (headquarters of Banco Santander in the United Kingdom), currently under construction, with 855 parking spaces.

In Germany, similar to experiences carried out in the UK car parks, Saba deployed the first barrierless technology pilot in the Düren city car park, with a capacity of 407 parking spaces (excluding car parks at railway stations in the United Kingdom). It was also awarded the rental contract for the City Galerie shopping centre car park (1,611 parking spaces) in the city of Aschaffenburg, where the same system has also been implemented.

In Spain, Saba was awarded, by the Seville Port Authority, the concession contract for the Muelle Delicias car park (270 parking spaces) and concluded an agreement for the refurbishment and improvement of the Plaça d'Europa car park in Platja d'Aro (Girona), a project in which the company has invested 1.8 million euros. With the renovation, the infrastructure has been equipped with an electric car charging station that is powered by a photovoltaic panel canopy.

In Italy, the most significant achievement in 2022 was the inauguration of the Ospedale San Martino car park in Genoa, after two years of construction in a project undertaken by Saba. The car park has 422 parking spaces distributed over 5 underground levels. It is one of the country's leading medical centres, with more than 5,000 employees and 1,400 beds. Saba was also awarded the lease contract for the Cola di Rienzo car park in Rome, with 110 parking spaces, and the concession for the Cattinara Hospital car park in Trieste, with 166 parking spaces.

In Portugal, Saba was awarded the lease contract for the Peninsula car park in Porto (553 parking spaces) and the Regulated Zone in Tavira (881 parking spaces), among others.

In Chile, Saba further extended the management contract for the Clínica Alemana car park (up to 2,745 parking spaces) in Santiago de Chile. The company also signed a management contract to operate the car parks of the Marina Group's shopping centres, with nearly 6,000 parking spaces in the cities of Viña del Mar, Santiago, Curicó, and Concepción.

In the Czech Republic, the most relevant operation is the new contract for the management of the Vinohradska Hospital (425 parking spaces) in Prague, while in Slovakia, up to 8 contracts have been renewed, reaching nearly 3,700 parking spaces.

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Leading operator in urban mobility

The Saba group focuses all its actions on consolidating its position as a leading operator and reinforcing the role of car parks as hubs of sustainable urban mobility for people, companies, and goods, true essential elements for improving traffic congestion, and a basic intermodal hub of the urban mobility network.

As far as the last mile is concerned, Salvador Alemany emphasised that Saba maintains its commitment since 2021, when it became a shareholder, to consolidate a project such as Geever, an operator specialising in the distribution of last-mile goods, through a 100% sustainable, emission-free, efficient, and proximity-based delivery model.

The operational model is mainly characterised by a network of proximity mini hubs (43 locations, 16 of which are in car parks), covering areas of a maximum 750-metres radius. Logistics are carried out at night to transport goods to the mini hubs, using active and personal means of micro-mobility (bicycles, tricycles, carts...), being fully integrated with the neighbourhood and its citizens, through the "neighbourhood delivery agent".

Experience in recent years has shown that the number of failed deliveries in so-called urban logistics (parcels that do not arrive because people are not at home or returns) has been significantly reduced, thanks to Geever's last-mile proximity model and its delivery personnel's connection with the neighbourhood.

Within the same last-mile service, Saba is gradually increasing its offer for the collection of e-commerce products with 206 smart lockers throughout the Group and a variety of operators: Pudo, Amazon, InPost, Aliexpress, and Correios de Portugal.

Saba continues to promote and reinforce strategic business initiatives such as the launch of the new Ticketless service, with access and exit with the LPR technology, associated with a payment method, both in subscribers and in rotation, in 72 car parks in Spain, and similar experiences in more than 150 car parks in the United Kingdom and Germany, as well as the expansion of e-commerce services of the Saba business website and App making it available in all the countries where it operates.

The number of visits to Saba's websites reached around three million in 2022 and the number of transactions rose to more than 115,000. E-commerce sales have increased by 53% compared to 2021. The end of 2022 also brought the launch of the new corporate website www.sabagroup.com, reflecting the company's international reality, as well as its role as a sustainable urban mobility operator.

Furthermore, the car park is a hub not only for cars and motorbikes but also for bicycles and other personal micro-mobility, carsharing, and rent-a-car vehicles, in an intermodal system with each other, as well as with public transport. Saba has more than 3,000 rent-a-car and carsharing parking spaces throughout the entire Group.

Josep Martínez Vila emphasised that in 2022 Saba has continued to focus on one of its strategic commitments, such as electric infrastructure, which the company launched in 2018. Car parks, both public and private, are a great opportunity to offer electric charging infrastructure for all vehicles, private, shared, and fleets, in different modalities: fast and semi-fast and for all needs, whether for one-off demand or subscribers; when the car remains in the car park overnight or is only used in rotation during working hours.

Significantly reinforced in 2022, the company has nearly 600 electric recharging points (22% more than in 2021) in car parks throughout the Group, representing the largest electric recharging network (semi-fast and fast, for subscribers and rotation) in the sector and with an impact on emissions savings. Group-wide, a saving of 612 tonnes of CO₂ emissions has been registered in 2022.

It is worth highlighting the boost given to the implementation of fast charging in Spain, the growth in all markets, and the effort to unify the charging model in all countries where the company is present, adapting it to the local context. Regarding the mass deployment of electric recharging, beyond the power capacity limit of car parks, the need for greater support was reiterated.

Finally, the Shareholders' Meeting approved the annual accounts, the delegation to the Board of Directors of the power to increase capital, the fixed income issue, and the purchase of treasury shares. The Shareholders' Meeting has also approved the re-election of Oscar Valentín Carpio Garijo as a Board Member.

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