

Company profile

May 2024

saba^o

Company profile

1

What is
Saba?

2

Smart
Parking

3

2023 Key
figures

1

What is Saba?



What is Saba?

Business model

Leading industrial operator in developing smart mobility solutions, specialized in the car park management with strategic locations.

Long term perspective and vision

Linked to local administrations

High quality assets portfolio

New technologies and commercial transformation

Efficient management



Mobility: people and goods



Technological and commercial innovation



Sustainability

Shareholding structure: 99.5% CriteriaCaixa + 0.5% Minority shareholders

What is Saba?

Diversity of contracts

City centre



Paseo de Gracia
(Barcelona)

Airports



Aeroporto
(Lisbon)

Railway stations



Atocha
(Madrid)

Regulated areas



Perugia
(Italy)

Hospitals



Great Western Hospitals NHS
Foundation Trust (Swindon)



Praça Lisboa
(Porto)



Airport
(Santiago de Chile)



Transport for London
(London)



Viseu
(Portugal)



Vinohradská Hospital
(Prague)

What is Saba?

Diversity of contracts

Office



New headquarters
Santander (UK)

Malls



City Galerie
(Aschaffenburg)

Sports facilities



Nos Campo Grande
(Lisbon)

Cultural facilities



Arena
(Verona)



Península Business
Center (Porto)



L'illa Diagonal
(Barcelona)



Carles III
(Barcelona)



Casa da Música
(Porto)

Sustainability: ESG policies



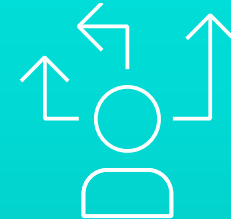
ENVIRONMENTAL

8% CO₂
emissions
reduction
in 2023



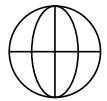
SOCIAL

- Equality Plan
- Social and institutional resolutions

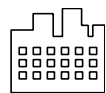


CORPORATE GOVERNANCE

- Code of Ethics and Complaints Channel
- Crime Prevention



9
countries



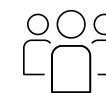
183
cities



1,079
car parks

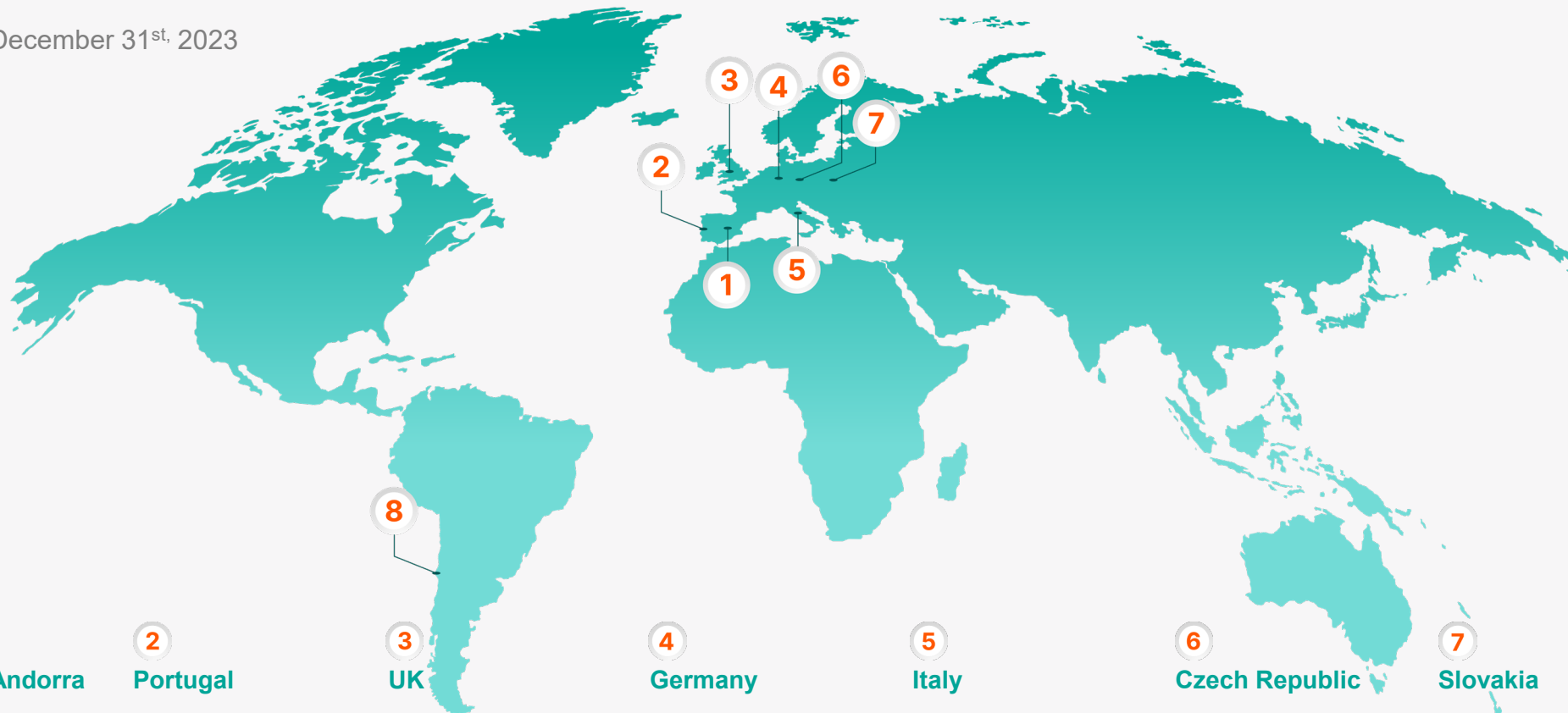


356,000
parking spaces



2,176
people

Data as of December 31st, 2023



| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 |
|--------------------------|-----------------|-----------|----------------|--------------|-----------------------|-----------------|--------------|
| Spain and Andorra | Portugal | UK | Germany | Italy | Czech Republic | Slovakia | Chile |
| 75 | 19 | 37 | 17 | 19 | 6 | 6 | 4 |
| 182 | 107 | 588 | 42 | 63 | 43 | 15 | 39 |
| 73,878 | 37,719 | 131,773 | 15,543 | 29,442 | 22,397 | 6,266 | 38,982 |
| 799 | 129 | 445 | 67 | 199 | 33 | 24 | 480 |

2

Smart Parking



Smart Parking

Saba's response to the new mobility

Rent a car



Carsharing



Electric Vehicle



Personal mobility device



e-commerce lockers



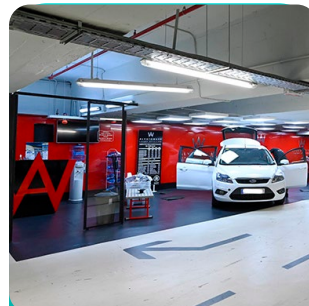
PEOPLE / COMPANIES



Vending



Professional Vehicles Fleets



Car-washing



Advertising digital displays

GOODS



Urban distribution of goods

Smart Parking

Customer service and Control Centre (CCC)

Connected centres

301

Remote management
Intercom calls

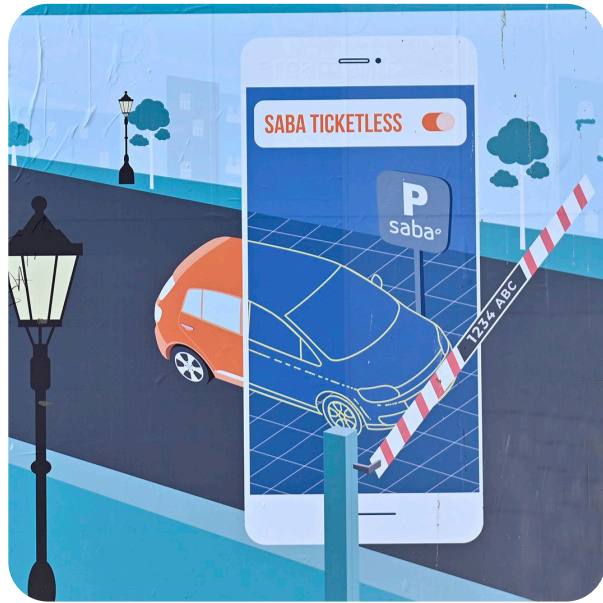
2.3M

Commercial activity
Customer Service
Requests

207,500

Connected car parks in Spain, Italy, and Portugal
As of December 31st, 2023





Fast, no tickets
or ATM needed

Linked to new
products



Smart Parking

Ticketless: access and payment by LPR

Customer growth (+40%) and
operations (+156%)

160

Car Parks with similar
experiences in the UK
and Germany

76

Car parks in Spain

155
car parks



16 M
movements

Smart Parking

OBE (On Board Equipment)



Via T

Spain

82 car parks

8,3 M movements



Brisa

Via Verde

Portugal

35 car parks

4,8 M movements

Atlantia 

Telepass

Italy

24 car parks

2,6 M movements



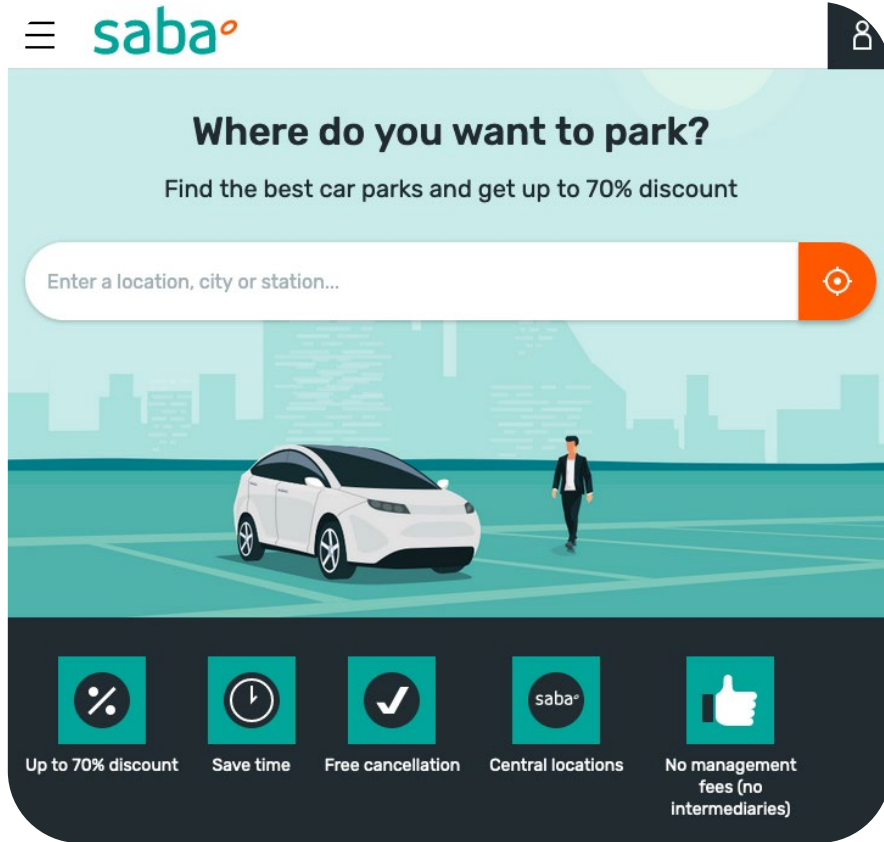
Tag

Chile

14 car parks

302 K movements

Data as of December 31st, 2023



156,000 transactions

+40% e-commerce sales compared to 2022

Smart Parking

Business Digitalisation and Commercial Transformation

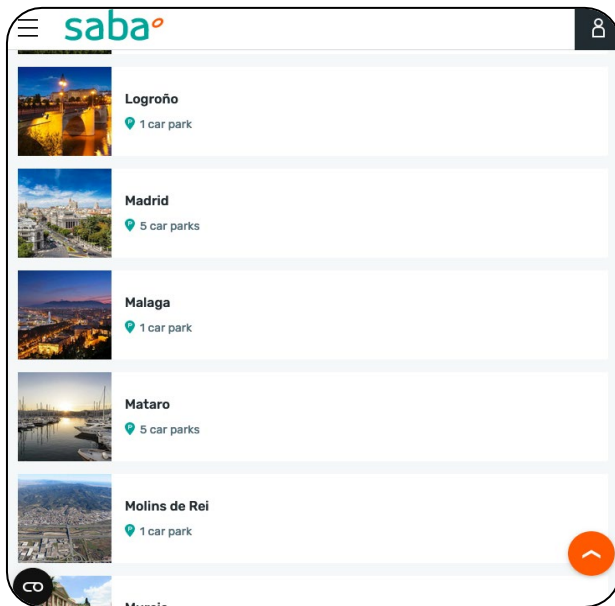
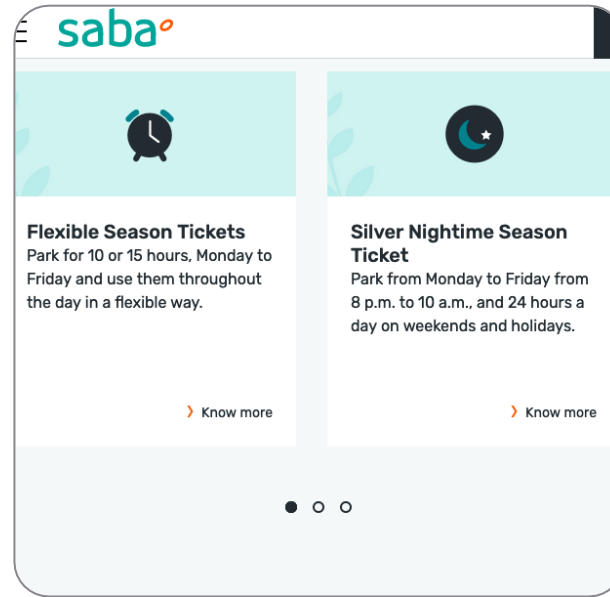
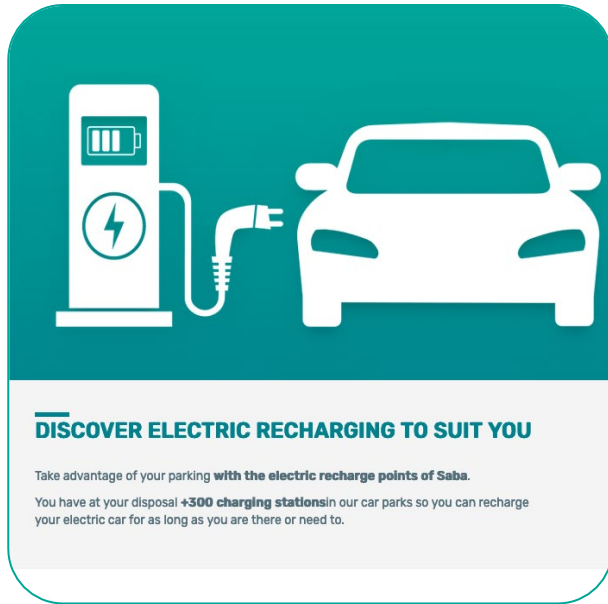
Web

- 4 million views in 2023
- Spain, Italy, Portugal and Chile
- Renewal of the Group's business website



APP

- More than 480,000 total downloads
- 23% of e-commerce sales



Smart Parking Website e-commerce renewal

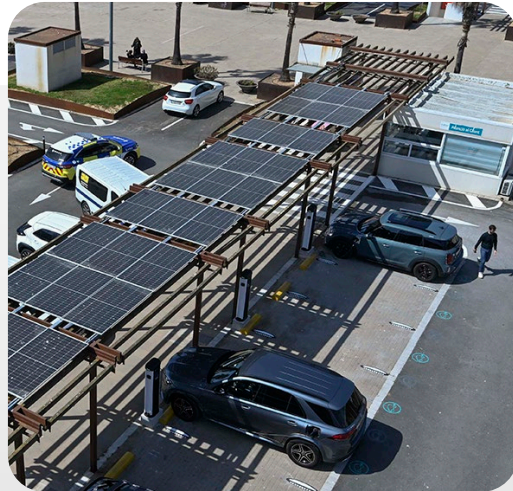
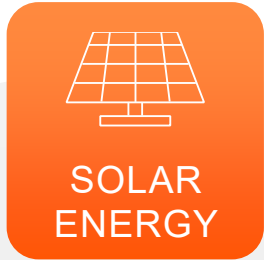
Renewal of the search engine and customer section

New design that will adapt to all countries

Reorganisation & improvement of the purchasing process

Back office technological transformation

Sustainable Mobility Hub: people & companies



Photovoltaic panels

- 5 facilities (Portugal and Spain)
- Self-consumption and grid connection
- Scalable model of the future



Saba's strategic commitment

- More than 1,280 recharging stations in the car parks
- All charging modes: promoting fast charging
- Subscribers (ParkElectric and short stays hours)

Electric vehicle growth in Saba

Recharge hours

316,513 (+62%)

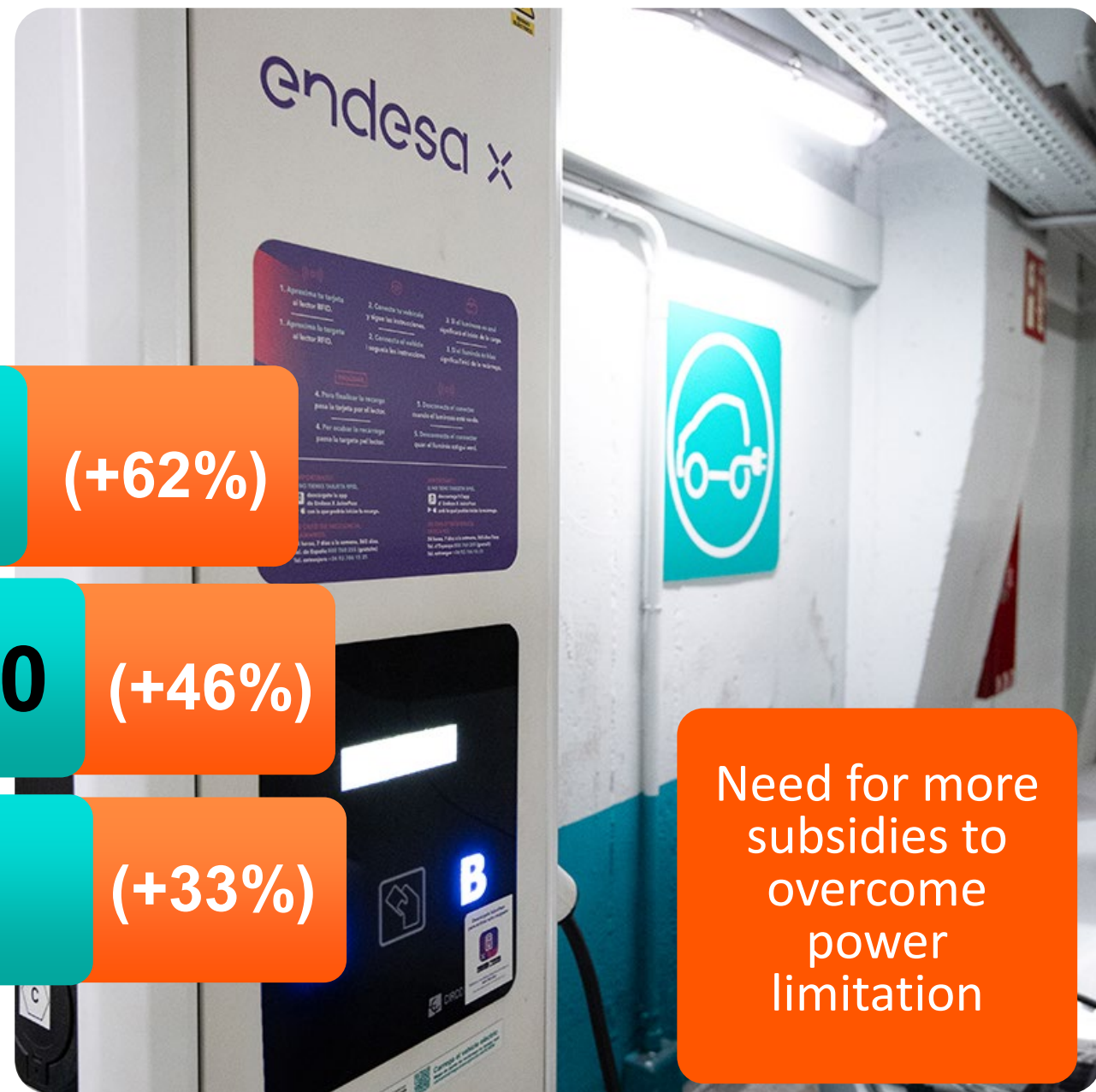
Delivered kWh

1,194,790 (+46%)

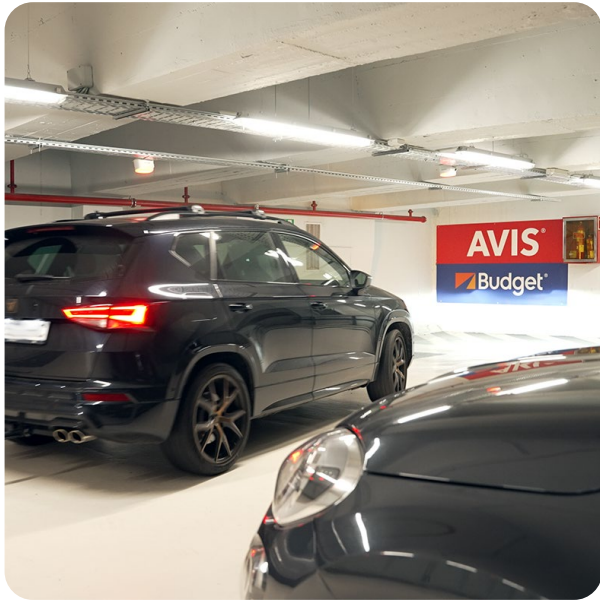
CO₂ Savings (Kg)

816,704 (+33%)

Data obtained based on 606 recharging stations managed by the Group in Spain, Portugal, Italy, United Kingdom, Chile, and Germany.



Need for more subsidies to overcome power limitation



Smart Parking

Sustainable Mobility Hub: people & companies

Custom-made mobility solutions

- Response to new mobility needs
- Rent a car and car sharing: more than 3,300 parking spaces throughout the Group
- Contracts with company fleets: electric vehicle (Pascual) and multi-parking products (CaixaBank, BBVA, Danone, Renfe)
- Progressive electrification of vehicles

Sustainable Mobility Hub: Goods



224

e-commerce lockers

40

Microhubs in car parks

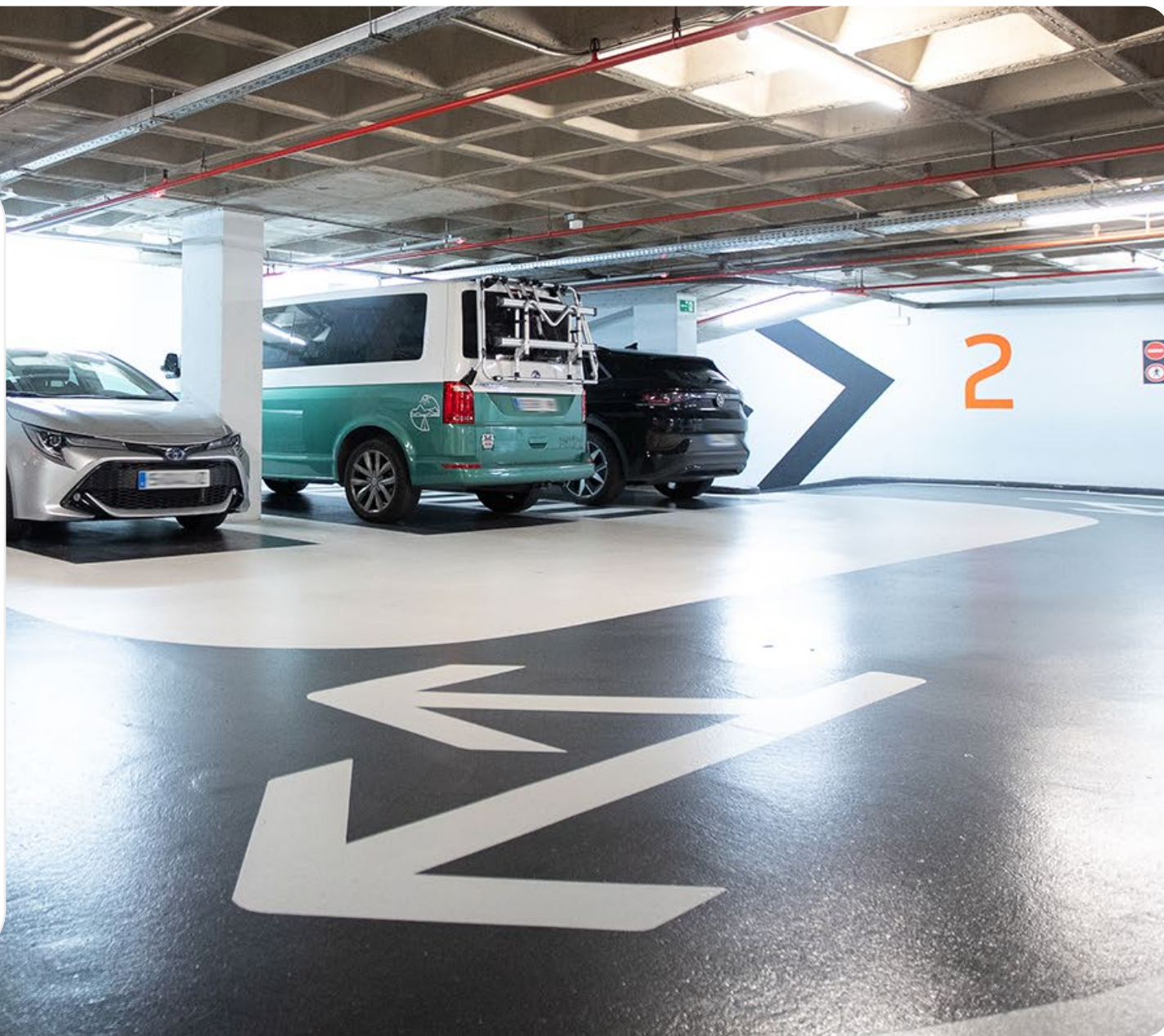
- **Unsustainable DUM e-commerce model:** impact on congestion and emissions
- **Saba Solution:** car parks as city infrastructure and a piece of urban mobility
- **Through:**
 - Network of microhubs, with cargo arrival at night and dispatching with zero-emission vehicles
 - Self-collection in lockers, 24 hours a day, 365 days a year

Smart Parking

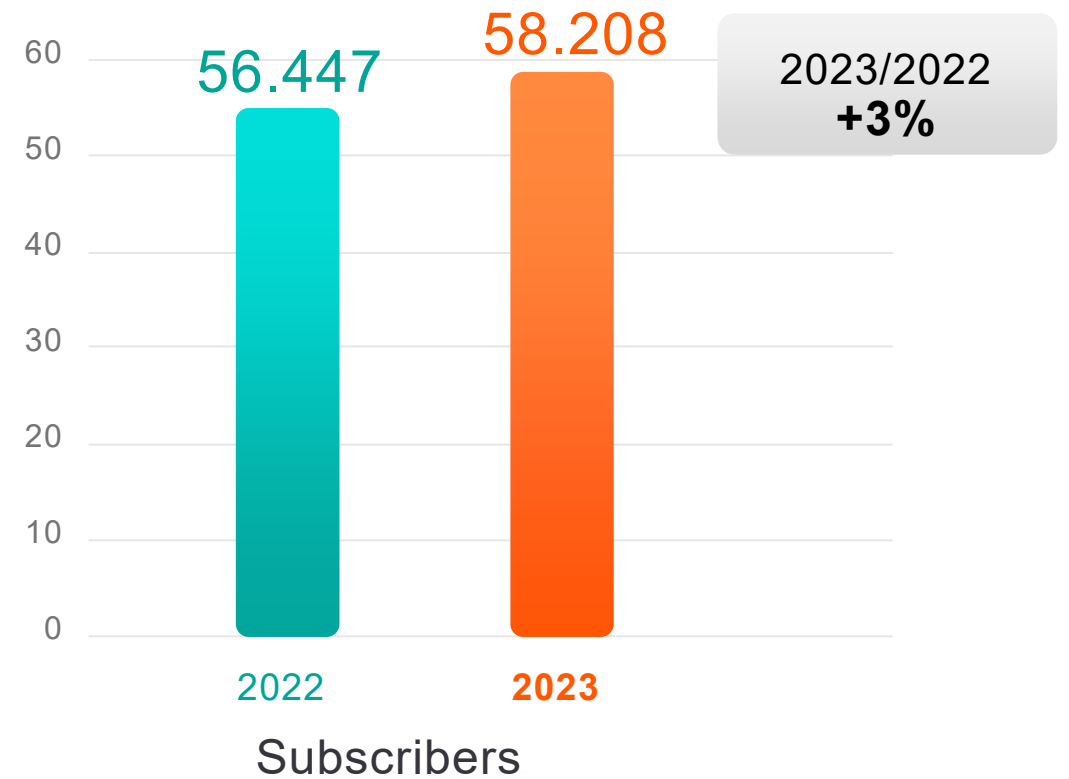
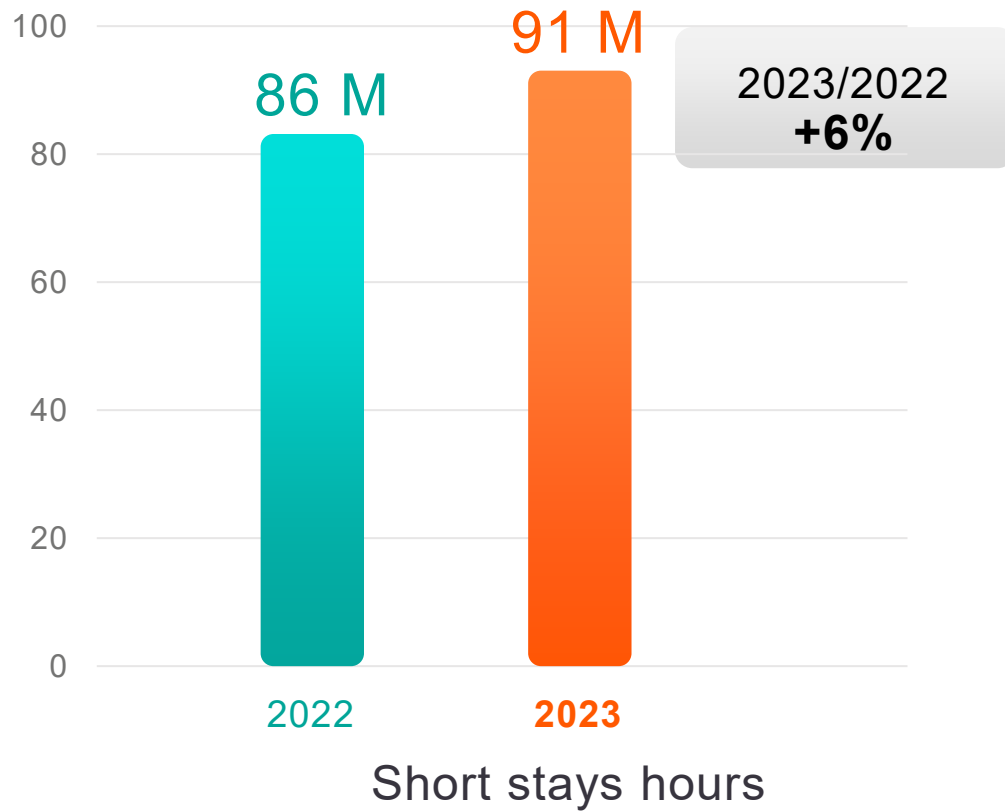


3

2023 Key figures



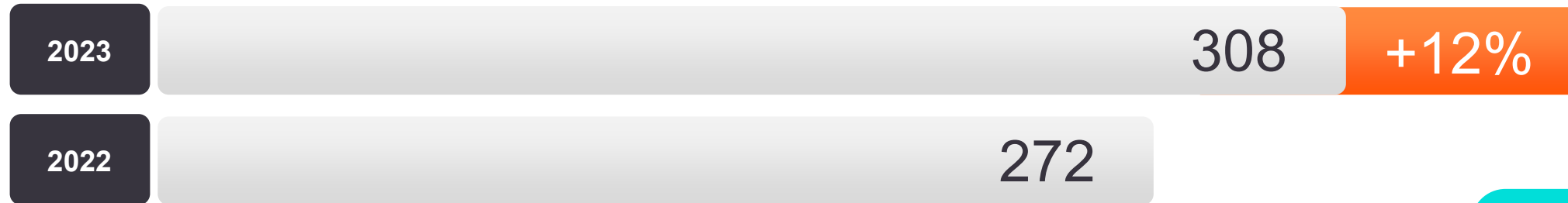
Short stays and Subscribers



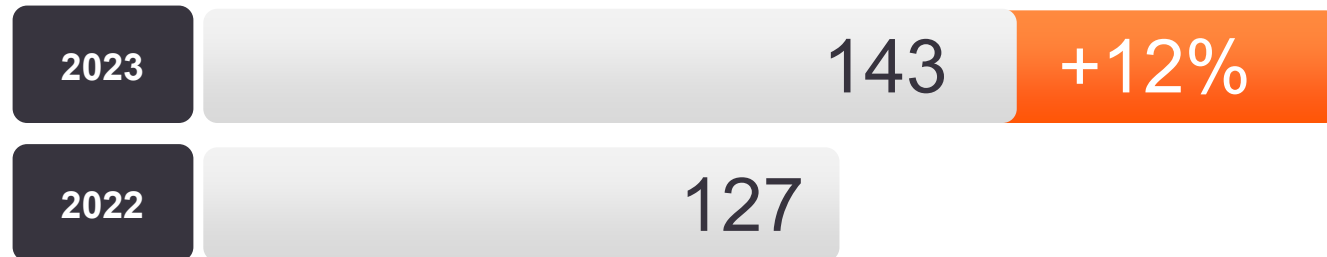
2023 Key figures

Economic Indicators

Revenues



EBITDA



EBITDA/ Revenues



+
+ € **+**
INCOME
26
25%
GROWTH

(Millions €)

27 new operations

2023 Key figures

Development

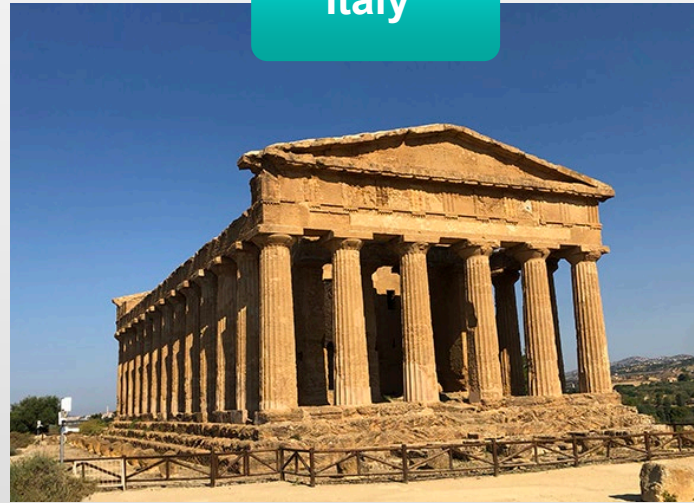
43 renewals & renegotiations

Spain



Paseo de la Castellana (Madrid)
Padre Damián (Madrid)
Clínica Cima (Barcelona)
Hospital de Mataró (Barcelona)

Italy



Valley of the Temples in
Agrigento (Sicilia)

Portugal

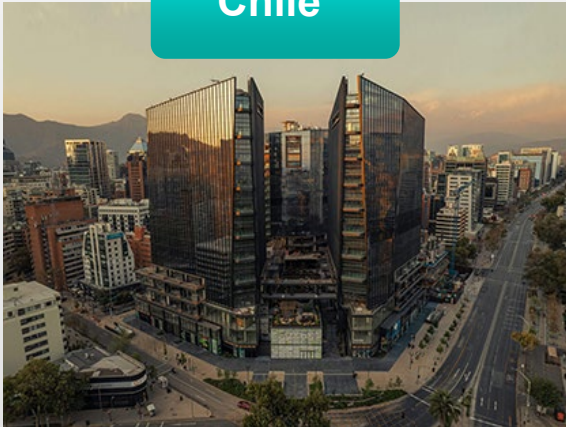


Península (Porto)
Palácio da Justiça (Lisbon)

2023 Key figures

Development

Chile



Mercado Urbano Tobalaba (MUT)
Aeropuerto de Santiago de Chile
Terrazas San Cristóbal
Universidad Católica
(Santiago de Chile)

Open Santa Julia (Viña del Mar)

UK

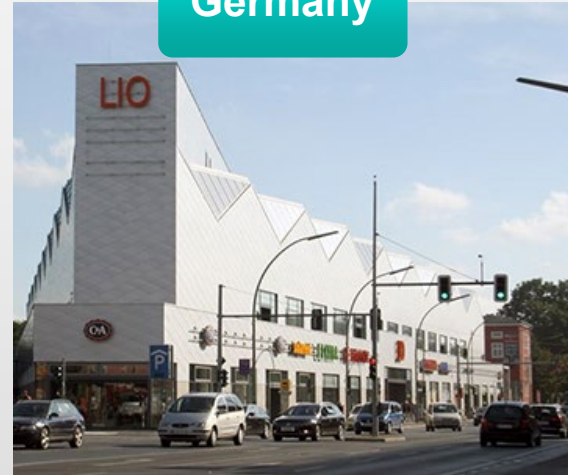


Transport for London
Torbay & South Devon DHS
Foundation Trust

Great Western Hospitals NHS
Foundation Trust

West Hertfordshire Teaching
Hospitals NHS Trust

Germany



LIO Shopping mall (Berlin)

Czech
Republic &
Slovakia



Písnice (Prague)



saba°

sabagroup.com