



— SUMMARY REPORT —  
YEAR 2020

*Translation into English of the Summary Report for the year ended 31 December 2020 originally issued in Spanish.  
In the event of discrepancy, the Spanish language version prevails. Inhouse translation, under its sole responsibility  
and not deemed official.*



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# 1. MAIN ACCOMPLISHMENTS FOR THE PERIOD

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## MAIN AWARDINGS

The main awarding of Grupo SANJOSE during 2020 are the following:

- **Civil protection and safety systems in the tunnels of the Pajares Bypass**

Adif has awarded the joint venture formed by SANJOSE Constructora, Alstom and Indra a contract for the installation of protection and safety systems in the 12 tunnels that comprise the Pajares Bypass. This 49 km section, which connects the municipalities of La Robla (León) and Pola de Lena (Asturias), is part of the future Madrid-Asturias high-speed line (LAV), which will substantially improve the rail connection between Castilla and the North of Spain. The project includes the double Pajares tunnel, which with its 25 km is the second longest railway tunnel in Spain.

The contract includes the supply of safety systems for the 12 tunnels, including the energy and lighting systems of the fire fighting points and exterior booths, fire detection and extinction, communications and control, sensorisation, ventilation, emergency signalling and auxiliary civil works, as well as the integration of the entire system in the remote control centre.

- **Air conditioning and fire protection systems at Malaga Airport - Costa del Sol**

Aena has awarded SANJOSE Constructora the refurbishment and update works of the air conditioning and fire protection systems at the Malaga - Costa del Sol airport. Specifically, the project focuses its actions on terminals T2, T3 and the airport's P1 and P2 car parks.

- **Underground parking in the Plaza del Ajedrez de Estepona, Malaga**

The Estepona City Council has awarded SANJOSE Constructora the works for the execution of a new two-story underground car park that will have more than 500 spaces, located in the Plaza del Ajedrez in the town of Malaga.

Works, which will involve some 15,000 m<sup>2</sup> of built surface, will require sundry preliminary works, such as diverting traffic and topography, earthworks, foundations, all the facilities and systems, renovation and beautification of the infrastructures of the Plaza del Ajedrez itself and several annex streets such as Mallorca, Menorca, Híspalis and Zurbarán.

- **Residencial Convento do Beato of Lisbon**

Beato Lux has awarded SANJOSE Constructora Portugal stage II of the joint refurbishment works built around the Beato Convent, in Alameda do Beato, Lisbon. The project, with a built surface of more than 15,000 m<sup>2</sup>, will involve the construction of a new building and sundry interventions in another 5 already existing for luxury residential use (61 housing units) and four commercial premises. Works also include the creation of a central plaza with large green spaces, which will be surrounded by residential buildings, and a new two-story underground car park.

SANJOSE Constructora Portugal also carried out stage I of the project, which involved the partial demolition of a group of buildings and the execution of works on another car park.

- **Residential building in Spain**

During year 2020, Grupo SANJOSE has been awarded numerous residential building projects in Spain, among which the following stand out: La Escala in Valdebebas - Madrid, Avenida de Los Andes 4 in Madrid, Ana Frank 19 in El Cañaveral - Madrid, Arroyo del Cañaveral 70 in Madrid, Torre Iberia in Malilla - Valencia, Bolzano in Valencia, Torre Conill in Betera - Valencia, Citrus in Dos Hermanas - Sevilla, 125 new homes in Jardines Hacienda del Rosario residential complex - Sevilla, VPO San Jerónimo I in

Córdoba, Bazán in A Coruña, Bagaria II in Cornellá de Llobregat - Barcelona, VPO in Santurce, Chile 02 in Las Palmas de Gran Canaria, Ariza in Valladolid, etc.

All the residential projects awarded in Spain add up to a total of 2,351 housing units and more than 345,000 m<sup>2</sup> of built surface.

- **Hotel Convento de São Domingos in Lisbon (Portugal)**

Roldão e Caldeira has awarded Construtora Udra the construction (stage II) of the 4-star Hotel Convento de São Domingos in Lisbon (Portugal), a new complex with 121 rooms, indoor pool, spa, restaurant, bar, 3 commercial premises, etc. The project, which will involve a built surface of approximately 10,000 m<sup>2</sup>, consists of the refurbishment and reconstruction of the old Braz & Braz warehouse building; a set of Pombalina genesis consisting of a basement, 6 floors above ground and a roof.

Construtora Udra also executed stage I. Consisting mainly of demolition and structural reinforcement, peripheral and facade containment, foundations and structure.

- **Luxury Boutique Hotel in Largo de S. Domingos Oporto (Portugal)**

919 by E&B Portugal has awarded SANJOSE Constructora Portugal stage II of the construction works of a new boutique hotel with capacity for 66 guests after the integration of 5 buildings totalling more than 4,000 m<sup>2</sup> of surface located at 60-65 Largo de S. Domingos and 221-239 Rua da Vitória in Porto. The main difficulty of the work is the connection between the two buildings on Largo de S. Domingos and the three buildings on Rua das Flores which is solved out through a horizontal section (tunnel) and a vertical section with an elevator.

SANJOSE Constructora also carried out stage I of the project, consisting mainly of the excavation and peripheral containment of the plot, including the global demolition of 2 buildings and partial demolition of the other three, in which it was also necessary to carry out the containment of facades.

- **Hospital Onkoligikoa of San Sebastián**

Onkoligikoa has awarded EBA the expansion and interior renovation works on the first floor of its day hospital in San Sebastián. The project consists mainly of conditioning the areas and services of the day hospital and oncology consultations, as well as the actions in the equipment and main service networks to put the new facilities into operation: 14 oncology consultations with their exploration area and 5 nursing consultations.

- **Providencia Metropolitan Hospital in Santiago de Chile.:**

The Servicio de Salud Metropolitano Occidente has awarded SANJOSE Constructora Chile the refurbishment and improvement works for its adaptation to Covid-19 of the Providencia Metropolitan Hospital, also known as Military Hospital.

The project, carried out in just 2 months, mainly consists of the transformation of the hospital rooms into UPC (Critical Patient Units), as well as a general refurbishment of the entire hospital, which has meant an affected surface of approximately 5,000 m<sup>2</sup>.

- **Industrial Unit of EFAPEL in Serpins - Lousã, Coimbra (Portugal)**

EFAPEL (Empresa Fabril de Productos Eléctricos) has awarded SANJOSE Constructora the enlargement works of its industrial plant in Serpins - Lousã, Coimbra.

The project, of an industrial nature, mainly consists of the expansion of more than 9,000 m<sup>2</sup> in the vicinity of an existing five-storey building.

Among the works to be carried out, excavations of more than 13 meters deep and the need to give continuity to the existing coatings to give uniformity to the industrial unit stand out.

- **Electrical substations ship to pier 1 at the USA naval base of Rota, Cádiz**

The US - Rota contracting office has awarded SANJOSE Constructora the necessary execution works to provide an adequate ground connection for the ships docked at Pier 1 of the US naval base located in Rota, Cádiz. The project includes 2 onshore 4,800 amp power substations and the underground distribution line required to connect to the existing general grid

- **Factory 4.0 in the Zona Franca of Barcelona**

Consorci Zona Franca Barcelona has awarded Tecnocontrol Servicios the batch of facilities at the building Factory 4.0. A new building with more than 15,000 m<sup>2</sup> of built surface, with a clear industrial vocation, highly technologically advanced, and that will house important spaces capable of promoting R&D.

- **University hall in Granada:**

Andormis Spain has awarded SANJOSE Constructora the execution works of a new residence for university students on Acacias street in Granada with 454 rooms (520 beds) and approximately 18,000 m<sup>2</sup> of built surface.

The project has three blocks parallel to each other with landscaped and private interior free spaces. Each building will have 5 floors above ground and a basement for parking and storage rooms. The residence will have common areas located on the ground floor where the communal kitchen, games and living room area, cinema rooms, gym, as well as landscaped spaces with swimming pool, spa and other leisure areas are located.

- **Students hall TSL Getafe, Madrid**

Alba Spanish Propco 2 (Temprano Capital Partners) has awarded SANJOSE Constructora the construction works of a student residence of approximately 15,000 m<sup>2</sup> of built surface that will provide premium accommodation to more than 400 students in its 331 rooms.

In the design of the building, criteria have been taken into account that seek to maximise the user's quality of life, going beyond the minimum requirements in terms of construction, safety, etc. In addition, the building seeks to become a benchmark for sustainability by implementing the BREEAM criteria.

- **Office building at 33-51 Marroc St in Barcelona:**

Inversiones Parc Central 2019 (Dos Puntos) has awarded SANJOSE Constructora the execution works of the office building with more than 28,000 m<sup>2</sup> of built surface, distributed in 3 basement floors and 13 floors above ground. In addition to its attractive design, the project is distinguished by its commitment to sustainability by implementing the criteria of the LEED Certification (where it aims to achieve the Gold classification) and WELL.

- **Banco de España of Barcelona**

The Banco de España has awarded SANJOSE Constructora the refurbishment and remodelling works of its branch office in Barcelona. The project will affect more than 11,000 m<sup>2</sup> and will be executed in 5 phases, with periods between them for transfers that allow operational continuity.

- **Madrid Content City of Tres Cantos, Madrid:**

Roots Real State has awarded SANJOSE Constructora the execution works of 5 independent buildings that will be used mainly as recording turntables and that will be part of the Madrid Content City. The buildings, which add more than 17,000 m<sup>2</sup> of built surface, each consist of a main body dedicated to audiovisual recording, an annex to which there are 3 attached office floors on one side, and a warehouse and technical rooms on the opposite side.

- **Headquarters of the Provincial Historical Archive of Castellón:**

The Management of Infrastructures and Cultural Equipment has awarded SANJOSE Constructora the works of execution of the new Headquarters of the Provincial Historical Archive of Castellón (AHPC) and Cultural Center. The project will occupy an existing, currently unused building that was built in 1982. The new AHPC will mean a built surface of more than 7,000 m<sup>2</sup> arranged on the ground floor, four floors above ground and a technical floor on the roof.

## **AWARDS AND RECOGNITIONS**

- **ENR Rankings of construction**

The American magazine ENR (“Engineering News-Record”), in charge of producing annually the most important rankings worldwide of international engineering and construction companies based on the level of turnover, this year has placed Grupo SANJOSE in two of its main rankings:

- Position 128 of the ranking “ENR Top 250 International Contractors”. Ranking of International Contractors by turnover generated exclusively outside their country of origin. SANJOSE has moved 12 position upwards with regards to the previous year.
- Position 223 of the ranking “ENR Top 250 Global Contractors”. Ranking of International Contractors by total turnover volume globally (including all countries, also the country of origin). First time to be short listed herein.

- **Portugal's SIL 2020 Awards grant two awards to the White Shell Resort in Algarve**

The SIL 2020 Awards granted at the Real Estate Exhibition of Portugal have turned this unique tourist project, carried out by SANJOSE Constructora Portugal for Vanguard Properties, into one of the winners of this edition after obtaining two awards:

- Best Real Estate Developmet for Tourism
- Best sustainable and energy efficiency constructions

- **National Real Estate Awards of Portugal 2020**

Two projects carried out by Construtora Udra have received a total of three awards in these important awards for the real estate sector in Portugal

The Hotel H10 The One Palácio da Announced 5 stars in Lisbon has become the winner of this edition after being awarded the 2020 Best Development Award and the Best Project Award in the Tourism Category.

The Residential Duque de Bragança Premiun Apartments in Lisbon was recognised with the Best Development Award in the Refurbishment Category

## OTHER MILESTONES

### ▪ **Agreement Ministry of Public Works of Chile.**

At 27 November 2020 the Group reached a transactional agreement through its subsidiary in Chile "Sociedad Concesionaria San José-Tecnocontrol, SA" with the Chilean Ministry of Public Works, in the arbitration process that the parties maintained in relation to the cost overruns and fines originated in the construction of the Maipú and La Florida hospitals, in Santiago de Chile.

By virtue of the aforementioned agreement, which has been approved by the arbitration commission that processed the process, the Chilean Ministry of Public Works will pay the amount of EUR 29,786 thousand.

This amount will be paid in four annual instalments of the same amount, the first three on 15 December 2020, 2021 and 2022, respectively, and the fourth instalment on 15 July 2023. This deferral will accrue interest at the rate set by the local authorities for forward operations.

This agreement involves the liquidation of the construction phase of the public works concession contract whose purpose is the construction, maintenance and operation of the aforementioned hospitals.

### ▪ **Civil Aviation Authority, Katmandu Airport, Nepal**

On 3 December, the Singapore arbitration court ("SIAC") notified the arbitration ruling on the dispute between the company of the group Constructora San José, S.A. and Civil Aviation Authority of Nepal CAAN for the execution of the contract related to sundry works at the Kathmandu airport (Nepal).

As a result of the ruling, the arbitral tribunal has partially upheld both the claims of Constructora San José, S.A. such as those of the Civil Aviation Authority of Nepal (CAAN).

Of the amounts recognised in favour of CAAN and those recognised in favour of CSJ, there is an outstanding payment in favour of CAAN amounting to EUR 2.2 million.

### ▪ **Inauguration of the "Nurse Isabel Zandal" Emergency Hospital of the Community of Madrid**

The President of the Community of Madrid, Ms. Isabel Díaz Ayuso, presided on 1 December the opening ceremony of this emblematic health infrastructure built to counter possible outbreaks of Covid-19 or other situations of a similar nature. At the event, the President defined the new hospital as a pioneering centre in our country "unprecedented in Europe" and unique "worldwide." She also pointed out that it is "an authentic healthcare lung, an oxygen pump for professionals from all the hospitals of the Madrid Health Service (SERMAS) and the rest of Spain."

SANJOSE Constructora built Pavilion 2 (10,500 m<sup>2</sup>) in 3.5 months, being the first building to run into operation for the entire project. Among its facilities it has 240 beds, 48 places in the intensive and intermediate care unit, 7 nursing units, admission and triage area, laboratory and offices for management.

### ▪ **The Gregorio Marañón University General Hospital in Madrid launches an innovative flexible ICU**

On 3 November, the President of the Community of Madrid presided over the launch of the new intensive care unit of this emblematic Madrid hospital and stressed that when launching this new space, "criteria based on efficiency, flexibility and comfort for patients and healthcare personnel" were considered. He also referred to its technological endowment, noting that it has the "most advanced technologies in intensive care" and has the capacity that the same spaces can be almost doubled, in such a way that if necessary, it goes from 23 beds to a maximum of 35.

SANJOSE Constructora has been in charge of the execution of the transformation works of the old library in this new and modern ICU, in a period of only three months.

- **Inauguration of the “Afouteza” Sports City of the Real Celta de Vigo**

The opening ceremony, held on 28 November 2020, was attended by the President of the Vigo football club, Mr. Carlos Mouriño, as well as various personalities from the political field, among which the presence of the President of the Xunta, Mr. Alberto Núñez, stood out. Feijóo, who pointed out that Celta's new sports city is "first class" and is "at the height of its relevance".

The Vigo team entrusted SANJOSE Constructora the execution works of this spectacular project that has involved the urbanization of 29,500 m<sup>2</sup> and the construction of 2 football fields and a building of approximately 5,000 m<sup>2</sup> that stands out for its unique design and shape and includes changing rooms , gym, physiotherapy rooms, cafeteria, press rooms, etc.

- **The President of Chile inaugurates the Hospital of Ovalle**

On 23 March, President Sebastián Piñera inaugurated the new Ovalle Provincial Hospital built by SANJOSE, the largest in the region and a technological benchmark that will serve more than 215,000 people in the Limarí province.

This new sanitary infrastructure of more than 40,000 m<sup>2</sup> of surface (practically 4 times larger than the previous one and which adds 10 new specialties) mainly has 219 beds, 7 operating rooms, 2 Intensive Care Units, 15 Intensive Treatment Units among its facilities, Dialysis Unit, heliport and 419 parking spaces.

- **Madrid Nuevo Norte finally approved**

The Governing Council of the Community of Madrid approved on 25 March the greatest urban transformation in the recent history of Madrid and the largest of those currently underway in Europe An urban development that covers an area of more than 3 million square meters of land and that will integrate the neighbourhoods around the north of the capital while regenerating disused land and infrastructure to put them at the service of the city Grupo SANJOSE participates in 10% of the company “Distrito Castellana Norte, S.A.”, which owns the urban rights of the land affected.

Madrid Nuevo Norte (MNN) will be a benchmark for urban planning in the 21st century with the latest trends in mobility, energy efficiency and sustainability.

The project highlights the construction of 10,500 housing units (20% social housing), sundry public facilities, 400,000 square meters of new green areas and a business centre that will allow Madrid to compete with other large regions in attracting large companies. and international institutions. It is estimated that MNN will create 250,000 new jobs in the coming years: up to 130,000 direct jobs and another 120,000 indirect jobs derived from complementary activities generated around the project.

Regarding transport and mobility, which have structured the approved urban design from the outset, the new Chamartín station, the creation of three new Metro stations, a new Cercanías station in the south of Fuencarral and the renovation of the existing one in the north, the reconfiguration of the North Knot and the Fuencarral Knot, the construction of five bridges, etc stand out.



## 2. MAIN CONSOLIDATED FIGURES

On 11 March 2020, the World Health Organisation elevated the public health emergency situation caused by the SARS-CoV-2 virus (COVID19) to an international pandemic. The rapid development of events on an international scale has led to an unprecedented health, social and economic crisis. To deal with this situation, among other measures, the Government of Spain declared the state of alarm by publishing Royal Decree 463/2020 as of 14 March, and subsequently through Royal Decree-Law 926/2020, as of 25 March. Further, during year 2020, both the Government of Spain and the European Union have approved a series of extraordinary urgent measures to deal with to the expected economic and social impact of COVID-19.

The SANJOSE Group, in a coordinated manner in all the Group companies, has followed and analysed the situation and its evolution in order to apply the appropriate contingency plans, always within the framework of the recommendations established by the health authorities, having as a priority objective to guarantee the safety of employees and all those who may have a relationship with the Group, as well as to ensure the continuity of activities in a situation of maximum normality, in the current context.

Due to the Group's diversification in activity and geography, the impact in the first half has been limited, mainly reflecting a reduction in activity and margins with respect to expectations. The Group's financial and equity strength invites us to be moderately optimistic and to trust that the effects it may have in the short and medium term are equally limited.

Main consolidated figures of Grupo SANJOSE for the year ended 31 December 2020, having recorded a EUR 22.1 million profit, are as follows:

Thousands of euros

	Grupo SANJOSE		
	Dec. 20	Dec. 19	Var.(%)
Revenue	961,981	958,249	0.4%
Operating cash flow (EBITDA)	74,783	52,190	43.3%
	EBITDA margin	7.8%	5.4%
Ordinary operating profit (EBIT)	42,371	23,212	82.5%
	EBIT margin	4.4%	2.4%
Earnings before tax	35,917	176,237	-79.6%
Income tax	-13,858	-13,056	6.1%
Profit/(Loss) for the period	22,059	163,181	-86.5%

### To be highlighted:

- **EBITDA corresponding to year 2020 for this line of activity has increased EUR 74.8 million, a 43.3% increase year-on-year.**
- **0.4% increase of turnover, standing at EUR 962 million in 2020.**
- **Profit before tax stands at EUR 35.9 million.**
- **Net profit for the period stands at EUR 22.1 million.**

### Turnover

Net revenue of Grupo SANJOSE for the year ended 31 December 2020 stands at EUR 962 million, experiencing a 0.4% increase compared to the previous year.

Main business activity of Grupo SANJOSE is construction. Construction represents more than 90.3% of the total turnover for the Group in the period, and accounts for 68% of the Group's total portfolio at the end of the 2020. The turnover of this line of activity in 2020 stands at EUR 867.6 million, remaining stable with regards to the previous year.

Revenue of Grupo SANJOSE by type of activity is as follows:

Thousands of euros

Revenues by activity	Grupo SANJOSE				
	Dec. 20		Dec. 19		Var.(%)
Construction	867,580	90.3%	876,479	91.5%	-1.0%
Real estate and property development	8,568	0.9%	12,778	1.3%	-32.9%
Energy	10,804	1.1%	9,494	1.0%	13.8%
Concessions and services	72,532	7.5%	50,671	5.3%	43.1%
Adjustment and other	2,497	0.3%	8,827	0.9%	-71.7%
<b>TOTAL</b>	<b>961,981</b>		<b>958,249</b>		<b>0.4%</b>

With regard to the detail of diversification at geographical level of the turnover, the domestic market shows great strength, experiencing a growth of 15.6% in the turnover for year 2020, representing 63% total revenue of the Group in 2020.

For its part, the turnover in international markets for year 2020 contributes EUR 358.9 million, and represents 37% of the Group's turnover in the period.

Thousands of euros

Revenues by geography	Grupo SANJOSE				
	Dec. 20		Dec. 19		Var.(%)
National	603,105	63%	521,532	54%	15.6%
International	358,876	37%	436,717	46%	-17.8%
<b>TOTAL</b>	<b>961,981</b>		<b>958,249</b>		<b>0.4%</b>

### Profit:

**EBITDA** of Grupo SANJOSE for the year ended 31 December 2020 amounts to EUR 74.8 million, with a 7.8% margin on net revenue (5.4% in 2019).

The accumulated EBITDA contributed by the construction activity at the end of 2020 amounted to EUR 52.5 million, representing 70.2% of the Group's total EBITDA (76.2% of the total in 2019).

EBITDA breakdown by activity is as follows:

Thousands of euros

EBITDA by activity	Grupo SANJOSE				
	Dec. 20		Dec. 19		Var.(%)
Construction	52,458	70.2%	39,791	76.2%	31.8%
Real estate and property development	474	0.6%	1,785	3.4%	-73.4%
Energy	3,637	4.9%	3,117	6.0%	16.7%
Concessions and services	10,058	13.4%	2,498	4.7%	302.6%
Adjustment and other	8,156	10.9%	4,999	9.6%	63.2%
<b>TOTAL</b>	<b>74,783</b>		<b>52,190</b>		<b>43.3%</b>

The **Net Operating Income (EBIT)** of the SANJOSE Group for the year 2020 stands at 42.4 million euros.

Despite the adverse circumstances caused by the COVID-19 health crisis, **the Group's activity level remains at the levels of the previous year, recording a profit of EUR 35.9 million in the end of year 2020.**

**Net cash position** of Grupo SANJOSE at the end of year 2020 is in a positive cash for the amount of **EUR 194.2 million.**

### 3. ANALYSIS BY ACTIVITY

#### **3.1 Construction:**

Accumulated income obtained in 2020 in this line of activity amounts to EUR 867.6 million, remaining relatively stable with respect to the previous year.

EBITDA stands at EUR 52.5 million, reaching a 31.8% increase with regards to year 2019.

The percentage of EBITDA on sales of this business activity corresponding to year 2020 stands at 6% (4.5% in 2019).

Profit before tax of Grupo SANJOSE for 2020 stands at EUR 121.7 million, experiencing a 114.8% increase compared to the previous year.

At the end of year 2020, the volume of the construction portfolio contracted by the Group amounted to EUR 1,234 million.

Thousands of euros

CONSTRUCTION	Grupo SANJOSE		
	Dec. 20	Dec. 19	Var.(%)
Revenue	867,580	876,479	-1.0%
Earnings before interest, taxes, D&A (EBITDA)	52,458	39,791	31.8%
EBITDA margin	6.0%	4.5%	
Earnings before interest and taxes (EBIT)	26,194	20,262	29.3%
EBIT margin	3.0%	2.3%	
Earnings before tax	121,693	56,641	114.8%

Breakdown of revenue of this line of activity of Grupo SANJOSE, classified by main project type and geographic area, is as follows:

Thousands of euros

DETAIL OF CONSTRUCTION REVENUES	National		Internac.		Total	
Civil works	51,038	9.5%	10,572	3.2%	61,610	7.1%
Non residential building	242,777	45.2%	249,940	75.6%	492,717	56.8%
Residential building	221,569	41.2%	69,418	20.8%	290,987	33.5%
Industrial	21,981	4.1%	285	0.1%	22,266	2.6%
<b>TOTAL</b>	<b>537,365</b>	<b>62%</b>	<b>330,215</b>	<b>38%</b>	<b>867,580</b>	

Domestic construction revenue for year 2020 stands at EUR 537.4 million, with a 15.7% increase compared to the data recorded in the previous year, and it accounts for 62% of the total of this line of activity.

Revenue for the construction activity at the international level stands at EUR 330.2 million, representing 38% of the total.

### **3.2 Real Estate:**

The income figure corresponding to the SANJOSE Group's Real Estate business comes mostly from the real estate activity that the Group has been carrying out in Peru, due to the development, sale and delivery of housing units in the "Condominio Nuevavista" residential development, in Lima Peru. The works of this project began in 2018, and the construction of a total of 1,104 housing units is planned, which will be distributed in 10 buildings.

The generalised stoppage of activity in Peru derived from the health crisis of COVID-19 has modified the rates of home delivery initially planned. However, phases IV, V and VI of the aforementioned development are currently underway, showing satisfactory degrees of progress of the works and their commercialization.

Turnover in 2020 corresponding to the SANJOSE Group Real Estate activity stands at EUR 8.6 million, resulting in an EBITDA of EUR 0.5 million, representing a margin of 5.5% over the revenue figure (14% in 2019).

Thousands of euros

<b>REAL ESTATE AND PROPERTY DEVELOPMENT</b>	<b>Grupo SANJOSE</b>		
	<b>Dec. 20</b>	<b>Dec. 19</b>	<b>Var.(%)</b>
Revenue	8,568	12,778	-32.9%
Earnings before interest, taxes, D&A (EBITDA)	474	1,785	-73.4%
EBITDA margin	5.5%	14.0%	
Earnings before interest and taxes (EBIT)	-1,804	-4,848	-62.8%
EBIT margin	-21.1%	-37.9%	
Earnings before tax	-1,641	138,415	--

### **3.3 Energy:**

Turnover of this line of activity in 2020 stands at EUR 10.8 million, experiencing a 13.8% growth with respect to the figure obtained in the previous year.

EBITDA of this line of activity in 2020 stands at EUR 3.6 million, experiencing a 16.7% growth with respect to the figure obtained in the previous year.

The percentage of EBITDA on sales of this business activity corresponding to year 2020 stands at 33.7% (32.8% in 2019).

Thousands of euros

<b>ENERGY</b>	<b>Grupo SANJOSE</b>		
	<b>Dec. 20</b>	<b>Dec. 19</b>	<b>Var.(%)</b>
Revenue	10,804	9,494	13.8%
Earnings before interest, taxes, D&A (EBITDA)	3,637	3,117	16.7%
EBITDA margin	33.7%	32.8%	
Earnings before interest and taxes (EBIT)	2,482	1,929	28.7%
EBIT margin	23.0%	20.3%	
Earnings before tax	2,160	1,494	44.6%

Grupo SANJOSE has a total contract backlog for this line of activity amounting to EUR 383 million for year 2020, which shall be translated as more activity of the group during a period of 25 years.

For the portfolio of this line of activity, in addition to the normal production and exploitation of the contracts in force, the Group carries out regular reviews due to the effect of the regulatory changes and the estimated occupancy and demand levels, making the necessary adjustments when appropriate.

### **3.4 Concessions and Services:**

Turnover of this line of activity in 2020 stands at EUR 72.5 million, experiencing a 43.1% growth with respect to the figure obtained in the previous year.

EBITDA corresponding to year 2020 for this line of activity stands at EUR 10.1 million.

The percentage of EBITDA on sales of this business activity corresponding to year 2020 stands at 13.9% (4.9% in 2019).

Thousands of euros

<b>CONCESSIONS AND SERVICES</b>	<b>Grupo SANJOSE</b>		
	<b>Dec. 20</b>	<b>Dec. 19</b>	<b>Var.(%)</b>
Revenue	72,532	50,671	43.1%
Earnings before interest, taxes, D&A (EBITDA)	10,058	2,498	302.6%
EBITDA margin	13.9%	4.9%	
Earnings before interest and taxes (EBIT)	8,622	1,334	546.3%
EBIT margin	11.9%	2.6%	
Earnings before tax	14,835	5,030	194.9%

At the closing of 2020, contract backlog of this line of activity amounted to EUR 204 million.

## 4. FINANCIAL STATEMENTS

### Consolidated Income Statement

Thousands of euros

	Grupo SANJOSE				
	Dec. 20		Dic. 19		Variac.
	Amount	%	Amount	%	
<b>Revenue</b>	<b>961,981</b>	<b>100,0%</b>	<b>958,249</b>	<b>100,0%</b>	<b>0,4%</b>
Other operating income	20,899	2,2%	15,397	1,6%	35,7%
Change in inventories	-821	-0,1%	-616	-0,1%	33,3%
Procurements	-665,356	-69,2%	-665,993	-69,5%	-0,1%
Staff costs	-140,350	-14,6%	-142,956	-14,9%	-1,8%
Other operating expenses	-101,570	-10,6%	-111,890	-11,7%	-9,2%
<b>EBITDA</b>	<b>74,783</b>	<b>7,8%</b>	<b>52,191</b>	<b>5,4%</b>	<b>43,3%</b>
Amortisation charge	-9,758	-1,0%	-10,867	-1,1%	-10,2%
Impairment on inventories	-4,233	-0,4%	-6,382	-0,7%	-33,7%
Changes in trade provisions and other impairment	-18,421	-1,9%	-11,730	-1,2%	57,0%
<b>EBIT</b>	<b>42,371</b>	<b>4,4%</b>	<b>23,212</b>	<b>2,4%</b>	<b>82,5%</b>
Ordinary financial results	1,396	0,1%	21,888	2,3%	-93,6%
Changes in fair value for financial instruments	-143	0,0%	-158	0,0%	-
Foreign exchange results and others	-3,043	-0,3%	-7,530	-0,8%	-59,6%
Impairment and profit/(loss) from disposal of financial instruments	-4,443	-0,5%	142,980	14,9%	--
<b>NET FINANCIAL RESULT</b>	<b>-6,233</b>	<b>-0,6%</b>	<b>157,180</b>	<b>16,4%</b>	<b>--</b>
Results on equity method	-221	0,0%	-4,155	-0,4%	-94,7%
<b>PROFIT BEFORE TAX</b>	<b>35,917</b>	<b>3,7%</b>	<b>176,237</b>	<b>18,4%</b>	<b>-79,6%</b>
Income tax	-13,858	-1,4%	-13,056	-1,4%	6,1%
<b>PROFIT AFTER TAX CONTINUED OPERATIONS</b>	<b>22,059</b>	<b>2,3%</b>	<b>163,181</b>	<b>17,0%</b>	<b>-86,5%</b>
<b>CONSOLIDATED PROFIT</b>	<b>22,059</b>	<b>2,3%</b>	<b>163,181</b>	<b>17,0%</b>	<b>-86,5%</b>

- **Financial result:** the decrease recorded in year 2020 is mainly due to the financial profit obtained in the sale of shares representing 14.46% of the capital of the company "Distrito Castellana Norte, S.A." and in the total amortisation of the syndicated financial debt of the Group.
- **Profit for the period:** profit for the period amounts to EUR 22.1 million (EUR 163.2 million for year 2019).
- **Adjustment for inflation in hyperinflationary economies:** as a result of the fact that since 2018 the Argentine economy is classified as "hyperinflationary", the Group has recorded a loss during 2020 and 2019, for a total amount of EUR 2 million and EUR 3.9 million, respectively.

## Consolidated Balance sheet

Thousands of euros

	Dec. 20		Dec. 19		Var.
	Amount	%	Amount	%	
Intangible assets	16,051	1,6%	17,577	1,8%	-8,7%
Property, plant and equipment	71,402	7,2%	76,948	7,7%	-7,2%
Real state investments	11,884	1,2%	9,542	1,0%	24,5%
Investments accounted for using the equity method	19,595	2,0%	20,295	2,0%	-3,4%
Long term financial investments	32,392	3,3%	51,294	5,0%	-36,9%
Deferred taxes assets	26,917	2,7%	34,462	3,4%	-21,9%
Goodwill on consolidation	9,984	1,0%	9,984	1,0%	0,0%
<b>TOTAL NON-CURRENT ASSETS</b>	<b>188,225</b>	<b>19,0%</b>	<b>220,102</b>	<b>22,0%</b>	<b>-14,5%</b>
Inventories	89,283	9,0%	109,879	11,0%	-18,7%
Trade and other receivables	346,663	35,1%	350,634	35,1%	-1,1%
Other short term financial investments	75,862	7,7%	82,761	8,3%	-8,3%
Short-term accruals	3,126	0,3%	3,851	0,4%	-18,8%
Cash and cash equivalents	285,343	28,9%	233,045	23,3%	22,4%
<b>TOTAL CURRENT ASSETS</b>	<b>800,277</b>	<b>81,0%</b>	<b>780,170</b>	<b>78,0%</b>	<b>2,6%</b>
<b>TOTAL ASSETS</b>	<b>988,502</b>	<b>100,0%</b>	<b>1,000,272</b>	<b>100,0%</b>	<b>-1,2%</b>

Thousands of euros

	Dec. 20		Dec. 19		Var.
	Amount	%	Amount	%	
Equity attributable to shareholders of the parent	143,326	14,5%	135,947	13,6%	5,4%
Minority interest	26,187	2,6%	27,123	2,6%	-3,5%
<b>TOTAL EQUITY</b>	<b>169,513</b>	<b>17,1%</b>	<b>163,070</b>	<b>16,3%</b>	<b>4,0%</b>
Long term provisions	44,924	4,5%	44,774	4,5%	0,3%
Long term financial liabilities	108,067	10,8%	133,002	13,3%	-18,7%
Deferred taxes liabilities	25,196	2,5%	24,261	2,4%	3,9%
Long-term accruals	768	0,1%	864	0,1%	-11,1%
<b>TOTAL NON CURRENT LIABILITIES</b>	<b>178,955</b>	<b>18,1%</b>	<b>202,901</b>	<b>20,3%</b>	<b>-11,8%</b>
Short term provisions	36,392	3,7%	32,932	3,3%	10,5%
Short term financial liabilities	58,544	5,9%	55,951	5,6%	4,6%
Trade accounts and other current payables	545,098	55,1%	545,418	54,6%	-0,1%
<b>TOTAL CURRENT LIABILITIES</b>	<b>640,034</b>	<b>64,7%</b>	<b>634,301</b>	<b>63,5%</b>	<b>0,9%</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>988,502</b>	<b>100,0%</b>	<b>1,000,272</b>	<b>100,0%</b>	<b>-1,2%</b>

- **Management net equity:** as of 31 December 2020, the Group's Net Equity amounted to EUR 169.5 million, experiencing an increase of 4% compared to the previous year and representing 17.1% of the total consolidated assets for the year 2020.
- **Financial debt:** It is worth highlighting the reduction in financial debt that took place during 2020, for a total amount of EUR 22.7 million.

## Consolidated Net Cash Position

Thousands of euros

NET CASH POSITION	Dec. 20		Dec. 19		Var.
	Amount	%	Amount	%	
Other short term financial investments	75,084		81,632	25.9%	-8.0%
Cash and cash equivalents	285,343		233,045	74.1%	22.4%
<b>Total cash</b>	<b>360,427</b>		<b>314,677</b>	<b>100%</b>	<b>14.5%</b>
Long term financial liabilities	108,067		133,002	70.4%	-18.7%
Short term financial liabilities	58,172		55,951	29.6%	4.0%
<b>Total debt</b>	<b>166,239</b>		<b>188,953</b>	<b>100%</b>	<b>-12.0%</b>
<b>TOTAL NCP</b>	<b>194,188</b>		<b>125,724</b>		<b>54.5%</b>

The net treasury position at the end of 2020 is placed in positive with EUR 194.2 million (compared to EUR 125.7 million recorded under net financial debt at the end of 2019), what represents a significant improvement of 54,5% during 2020.

The 12% reduction in total liability positions with respect to the previous year, mainly comes from the regular amortization of the bonds that the Group has in Chile and whose final maturity is June 2021.

Financial debt also includes the financing of project finance without recourse for a total value of EUR 40.2 million at 31 December 2020 (EUR 71.4 million at 31 December 2019).

## Consolidated cash flow statement

Thousands of Euros

CASH FLOW	Grupo SANJOSE	
	Dec. 20	Dec. 19
Cash flow from operating activities	75,376	49,252
Working capital	14,304	-489
Others adjustments	-15,195	-31,328
<b>Operating cash flow</b>	<b>74,485</b>	<b>17,435</b>
Divestments / (investments)	-25,309	159,509
Others adjustments	49,530	10,579
<b>Investment cash flow</b>	<b>24,221</b>	<b>170,088</b>
<b>Free cash flow</b>	<b>98,706</b>	<b>187,523</b>
Capital flow & Minorities	-6,719	-1,166
Increase / (decrease) in borrowings	-28,331	-231,102
Net interest	3,241	-1,704
Others adjustments	-1,029	-4,446
<b>Financing cash flow</b>	<b>-32,838</b>	<b>-238,418</b>
<b>Diferences due to changes in exchange rates</b>	<b>-13,570</b>	<b>506</b>
<b>Total cash flow</b>	<b>52,298</b>	<b>-50,389</b>

In year 2020, resources generated by the transactions amount to EUR 74.5 million.

There is a significant improvement in the cash flow from investments, which amounts to EUR 24.2 million in 2020, mainly justified by the liquidity received in 2019 due to the partial sale of the Group's stake in the company "Distrito Castellana Norte, S.A.",



## 5. PROYECT BACKLOG

Millions of euros

BACKLOG by segment	Grupo SANJOSE				
	Dec. 20		Dic. 19		Var.(%)
<b>Construction</b>	<b>1,234</b>	<b>68%</b>	<b>1,312</b>	<b>70%</b>	<b>-5.9%</b>
Civil works	182	10%	221	12%	-17.6%
Non residential building	649	36%	721	39%	-10.0%
Residential building	347	19%	357	19%	-2.8%
Industrial	56	3.1%	13	1%	330.8%
<b>Energy</b>	<b>383</b>	<b>20%</b>	<b>392</b>	<b>21%</b>	<b>-2.3%</b>
<b>Concessions and services</b>	<b>204</b>	<b>11%</b>	<b>164</b>	<b>9%</b>	<b>24.4%</b>
Maintenance	29	2%	24	1%	20.8%
Concessions	175	10%	140	7%	25.0%
<b>TOTAL BACKLOG</b>	<b>1,821</b>	<b>100%</b>	<b>1,868</b>	<b>100%</b>	<b>-2.5%</b>

Millions of euros

BACKLOG by geography	Grupo SANJOSE				
	Dec. 20		Dic. 19		Var.(%)
<b>National</b>	<b>1,238</b>	<b>68%</b>	<b>1,165</b>	<b>62%</b>	<b>6.3%</b>
<b>International</b>	<b>583</b>	<b>32%</b>	<b>703</b>	<b>38%</b>	<b>-17.1%</b>
<b>TOTAL BACKLOG</b>	<b>1,821</b>		<b>1,868</b>		<b>-2.5%</b>

Millions of euros

BACKLOG by client	Grupo SANJOSE				
	Dec. 20		Dic. 19		Var.(%)
<b>Public client</b>	<b>508</b>	<b>28%</b>	<b>708</b>	<b>38%</b>	<b>-28.2%</b>
<b>Private client</b>	<b>1,313</b>	<b>72%</b>	<b>1,160</b>	<b>62%</b>	<b>13.2%</b>
<b>TOTAL BACKLOG</b>	<b>1,821</b>		<b>1,868</b>		<b>-2.5%</b>

At the closure of the first quarter of year 2020, the Group's total portfolio amounted to EUR 1,821 million, with a slight decrease compared to that existing at the end of year 2019.

The Construction area portfolio, the main activity of Grupo SANJOSE, stands at EUR 1,234 million at the end of the 2020 and represents 68% of the Group's total portfolio

The trend shown in previous years continues, showing a shift in contracting to private clients (72% of the total portfolio in 2020, compared to 62% in 2019).

## 6. LEGAL DISCLAIMER

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## 7. CONTACT DETAILS

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