



— **SUMMARY REPORT**  
**AGGREGATE 3<sup>RD</sup> QUARTER 2019** —

*Translation into English of the Summary Report for 3Q-2019 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

Main awards to the Group during the third quarter of year 2019 are the following:

- **University Hospital Complex of Ferrol, A Coruña**

The Axencia Galega de Infraestructuras, entity dependent on La Xunta de Galicia, has awarded SANJOSE Constructora, in JV with Acciona and Prace, the execution of Stage I of the University Hospital Complex of Ferrol, A Coruña.

The works of this first stage, which involve an approximate built surface amounting to 35,000 m<sup>2</sup>, consist of the refurbishment and expansion of the existing buildings (Naval Hospital and Arquitecto Marcide Hospital), increasing the number of beds by 25%, external consultations in 27%, the operating room area by 33% as well as the space for emergency room, and new facilities, management and administration centre.

This new Master Plan launched by the Xunta, designed to be carried out in three stage, will involve the definitive integration of the public hospitals Arquitecto Marcide, Naval and Novoa Santos.

- **Olivares de Duero - Tudela de Duero section of the A-11 Autovía del Duero, Valladolid**

The Ministry of Development has awarded SANJOSE Constructora, in JV with Avintia, the construction contract for a new section of the Highway A-11 Autovía del Duero, 20.2 kilometres long, between the towns of Olivares de Duero and Tudela de Duero, in Valladolid. In addition, in the construction of the section, a link that will give access to the towns of Sardón de Duero, Quintanilla de Onesimo and Tudela del Duero and another link to the VP-3302 road are included within the scope of the project.

The new highway will be a faster and safer alternative to the current route, which is currently carried out on the national road N-122, a single-lane road with a lane for each direction traffic that supports an average intensity of 6,300 vehicles per day.

- **RIU Palace Santa María 5\* Hotel on the Salt Island (Cape Verde)**

Cabotel - Hotelaria e Turismo Lda has awarded SÃJOSE Construtora Cabo Verde the execution works of 3-storey 5 buildings of the new Riu Palace Santa María 5\* Hotel, located on the Salt Island. These buildings, which will involve more than 45,000 m<sup>2</sup> of built surface, will house 743 rooms and a restaurant.

▪ **H10 Hoyo de Esparteros 4\* Hotel in Malaga**

Doncella Inversiones has awarded SANJOSE Constructora the construction works of the Hotel H10 Hoyo de Esparteros 4\* hotel in Malaga.

The project, designed by the Rafael Moneo Pritzker Prize and which involves 20,000 m<sup>2</sup> of built surface, forms a complex urban project integrating a 138-room hotel, an office building and the transfer/reconstruction of a 19<sup>th</sup>-century building known as La Mundial. The project also develops 3 common basements for parking lots with 220 spaces.

▪ **Ciudad de la Tele in Tres Cantos, Madrid**

Secuoya Grupo de Comunicación has awarded SANJOSE Constructora Stage II of the building works of the Ciudad de la Tele in Tres Cantos, Madrid. These facilities house, in addition to the Corporate Headquarters of the Secuoya Group, the first Netflix production site in Europe.

Stage II includes sundry works to expand the complex that will involve a built surface of more than 12,000 m<sup>2</sup>. Among the works to be carried out, a new building with two recording sets stands out, a second building devoted to house offices, as well as the improvement of the connection and links with the existing buildings and new parking and storage areas.

SANJOSE has already completed Stage I of this project, consisting of more than 10,000 m<sup>2</sup> of built surface distributed in the Corporate Headquarters of the Secuoya Group, a large volume building that houses three sets, a great parking lot, loading dock, several warehouses and adjoining facilities.

▪ **Residential Puerta Barqueta in Seville**

Acciona Inmobiliaria has awarded SANJOSE Constructora the building works of the Residential Puerta Barqueta in Seville. It is a property with historical character, located next to the access to the Isla de la Cartuja through the Barqueta Bridge.

The building, which will respect the original facade for being a clear exponent of the traditional hamlet typical of this area, is arranged around a central courtyard from where access to homes is distributed and compatible with a new conception of urban habitability.

Puerta Barqueta is composed of 30 exclusive housing units, with 1 to 4 bedrooms with different configurations (on one floor, duplexes and lofts), also including parking spaces and storage rooms.

▪ **Parque Corredor Shopping Centre in Torrejón de Ardoz, Madrid**

Riv Corredor has awarded SANJOSE Constructora the refurbishment works of the Parque Corredor Shopping Centre in Torrejón, Madrid. The project, which includes a total built surface of more than 100,000 m<sup>2</sup>, consists mainly of the execution of a new roof in the mall area. The new roof will be supported by a new pillar line aided by the existing ones. Likewise, the north front of the stores will be moved backwards several metres to enlarge the distribution aisle.

▪ **Residential Lagasca 38 in the Salamanca district of Madrid**

Madriski Inversiones has awarded SANJOSE Constructora the comprehensive refurbishment works of a building dating from 1882 and its remodelling into 16 new housing units (including two penthouses with magnificent terraces), located in one of the most exclusive areas of Madrid. The project includes 2, 3- and 4-bedroom housing units, garage and storage rooms.

- **Residential Tabit in El Cañaveral, Madrid**

Desarrollos Titan 2017 (Nozar) has awarded SANJOSE Constructora the execution works of the Residential Tabit on the M10-F plot of El Cañaveral, Madrid. The building is composed of 91 homes with 2, 3 and 4 bedrooms, penthouses with large terraces and ground floor with garden, all of them with garage and storage rooms.

- **Zorroaga supervised apartment building in San Sebastián**

The Zorroaga Foundation has awarded EBA the remodelling of a disused property and its conversion into a building capable of housing 34 supervised apartments. Located at 51 Arrasate Street in San Sebastián, the building has five floors and its facade must be respected due to its architectural interest.

- **RTVE studies in San Cugat del Vallés, Barcelona**

Corporación de Radio y Televisión Española has awarded SANJOSE Constructora the remodelling works of the air conditioning facilities of the RTVE studios located in San Cugat del Vallés, Barcelona.

- **Building built in the surrounding of the Convent of Beato in Lisbon (Portugal)**

Beato Lux, Lda has awarded SANJOSE Constructora Portugal Stage I of the refurbishment works of the complex built in the surroundings of the Convent of Beato in Alameda do Beato, Lisbon. This stage of the project involves the partial demolition of a total of 10 buildings, as well as the construction of a parking lot. This car park will serve the users of the Event Centre of the Convento do Beato and will allow works to begin in the area currently used for parking purposes.

- **Netto 4\* Hotel in Sintra (Portugal)**

Restelo Aul Exploração Turística has awarded SANJOSE Constructora Portugal Stage II (Installations and finishing) of the new 4-star Netto Hotel, with a total of 31 rooms, in Sintra. The Group also executed Stage I of the project (Structure).

## **OTHER MILESTONES:**

- **Grupo SANJOSE is ranked 140 in the “ENR Top 250 International Contractors” ranking**

The prestigious American magazine ENR (Engineering News Record), which annually drafts a worldwide ranking of engineering and construction companies based on turnover at international level, has placed Grupo SANJOSE in the 140<sup>th</sup> position of the “ENR Top 250 International Contractors. ”

- **Pestana Collection Plaza Mayor 4\* Hotel in Madrid**

Pestana Collection Plaza Mayor has been the only Spanish hotel nominated for the “International Hospitality Awards” hotel award, specifically in the categories of “Best Historical Hotel” and “Best Design Hotel”. The awards ceremony will take place in Kiev and will bring together the best hotel projects of the year.

The hotel built by SANJOSE Constructora, after the recovery of two historic buildings of Madrid, such as the Casa de la Carnicería and an old fire station, is also nominated for the “Boutique Hotel Awards”, in the categories of “Inspired Design, Newcomer & City Explorer.” Nominations for these awards are made by experts from the hotel industry and travel journalists.

In the architectural section, the hotel is also nominated for the A+ architecture awards, under commercial interior design.

- **Relevant Fact:**

The parent company of Grupo SANJOSE (Grupo Empresarial San José, S.A.) and its subsidiaries Constructora San José, S.A. and Desarrollos Urbanísticos Udra, S.A. have formalised as of 31 October 2019 an agreement with Merlin Properties Socimi, S.A. for the transmission of shares representing 14.46% of the capital of Distrito Castellana Norte, S.A., company owner of the rights over the land comprising the urban development Madrid Nuevo Norte.

Desarrollos Urbanísticos Udra, S.A., as direct owner of shares of Distrito Castellana Norte, continues to be the holder of shares representing 10% of the capital of this company.

In accordance with the by-laws of Distrito Castellana Norte, the other shareholder of the company has the right of first refusal on the shares sold, which may be exercised within fifteen days as from the communication of the transmission, which took place the same day of the transaction.

The consideration for the sale of the shares of Distrito Castellana Norte has consisted of a payment in cash of 168,892,800 euros and a loan granted by the buyer, endorsed by Grupo Empresarial San José, S.A.(GESJ) and Constructora San José, S.A. (CSJ). Said consideration has allowed GESJ and CSJ (through the corresponding intra-group loans) to fully repay the financial indebtedness due to the refinancing contract signed in April 2009 and in December 2014 (novation contract).

In particular, Constructora San Jose, S.A. has fully repaid the loan granted to it by a group of financial entities, whose outstanding balance at this date amounted to 176,959,679 euros, and GESJ has repaid the loan of 100 million euros in respect of the principal that was represented by convertible warrants and whose maturity was fixed for today. As a consequence of this last payment, the convertible warrants have been cancelled, and the capital increase agreement entered into in June 2015 so as to face the conversion of these warrants has been declared null and void.

## 2. MAIN CONSOLIDATED FIGURES

Main consolidated figures of Grupo SANJOSE for the third quarter of year 2019 (3Q-2019), having recorded a EUR 18.2 million profit versus the EUR 17.9 million in the same period of previous year, what involves a 1.5% increase, are as follows:

| Thousands of euros               |               |         |         |
|----------------------------------|---------------|---------|---------|
|                                  | Grupo SANJOSE |         |         |
|                                  | Sep. 19       | Sep.18  | Var.(%) |
| Revenue                          | 688,464       | 510,201 | 34.9%   |
| Operating cash flow (EBITDA)     | 44,384        | 32,441  | 36.8%   |
|                                  | EBITDA margin | 6.4%    | 6.4%    |
| Ordinary operating profit (EBIT) | 31,970        | 32,729  | -2.3%   |
|                                  | EBIT margin   | 4.6%    | 6.4%    |
| Earnings before tax              | 23,228        | 28,191  | -17.6%  |
| Income tax                       | -5,027        | -10,258 | -51.0%  |
| Profit/(Loss) for the period     | 18,201        | 17,933  | 1.5%    |

### To be highlighted:

- **34.9% increase of turnover, standing at EUR 688.5 million at 3Q-2019.**
- **36.8% EBITDA increase, standing at EUR 44.4 million.**
- **Net profit at the end of the third quarter of year 2019 amounts to EUR 18.2 million, 1.5% higher than that recorded for the same period of the previous year.**
- **Construction activity represents 89.5% of total activity of the Group, and EBITDA of this activity represents 67.4% total EBITDA of Grupo SANJOSE.**

### Turnover

Net revenue of Grupo SANJOSE for 3Q-2019 stands at EUR 688.5 million, experiencing a 34.9% increase compared to the same period of the previous year.

Construction is the main business activity of Group SANJOSE, representing 89.5% total revenue of the Group (87.0% in 3Q-2018); it accounts for 70% total backlog of the Group at the end of the third quarter of year 2019.

During the first nine months of year 2019, a recovery of the income figure of the real estate activity is confirmed as a consequence, mainly, of the commissioning of housing units from the residential development Nuevavista in Lima (Peru), contributing in the period EUR 5.9 million revenue compared to EUR 2.8 million in the same period of the previous year.

Energy and Concessions and Services business lines maintain approximately the income levels obtained in the same period of the previous year.

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

Thousands of euros

| Revenues by activity                 | Grupo SANJOSE  |       |                |       |              |
|--------------------------------------|----------------|-------|----------------|-------|--------------|
|                                      | Sep. 19        |       | Sep.18         |       | Var.(%)      |
| Construction                         | 616,427        | 89.5% | 444,276        | 87.0% | 38.7%        |
| Real estate and property development | 5,906          | 0.9%  | 2,783          | 0.5%  | 112.2%       |
| Energy                               | 7,138          | 1.0%  | 7,183          | 1.4%  | -0.6%        |
| Concessions and services             | 37,173         | 5.4%  | 37,993         | 7.4%  | -2.2%        |
| Adjustment and other                 | 21,820         | 3.2%  | 17,967         | 3.5%  | 21.4%        |
| <b>TOTAL</b>                         | <b>688,464</b> |       | <b>510,201</b> |       | <b>34.9%</b> |

Turnover of the Group corresponding to 3Q-2019 increases by 34.9% with respect to the same period of the previous year, mainly due to the increase in both, international activity (27.3% increase), and the 42.3% increase in activity in the domestic market.

Thousands of euros

| Revenues by geography | Grupo SANJOSE  |     |                |     |              |
|-----------------------|----------------|-----|----------------|-----|--------------|
|                       | Sep. 19        |     | Sep.18         |     | Var.(%)      |
| National              | 369,222        | 54% | 259,423        | 51% | 42.3%        |
| International         | 319,242        | 46% | 250,778        | 49% | 27.3%        |
| <b>TOTAL</b>          | <b>688,464</b> |     | <b>510,201</b> |     | <b>34.9%</b> |

## Profit:

The **EBITDA** of Grupo SANJOSE for the 3Q-2019 amounts to EUR 44.4 million, with a 6.4% margin on net revenue.

EBITDA of the construction activity amounts in the 3Q-2019 to EUR 29.9 million, representing 67.4% total EBITDA of the Group and experimenting a 45.4% increase compared to 3Q-2018.



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EBITDA breakdown by activity is as follows:

| <b>EBITDA by activity</b>            | <b>Sep. 19</b> |       | <b>Sep.18</b> |       | <b>Var.(%)</b> |
|--------------------------------------|----------------|-------|---------------|-------|----------------|
| Construction                         | 29,855         | 67.4% | 20,530        | 63.4% | 45.4%          |
| Real estate and property development | 646            | 1.5%  | 300           | 0.9%  | 115.4%         |
| Energy                               | 2,137          | 4.8%  | 2,147         | 6.6%  | -0.5%          |
| Concessions and services             | 2,580          | 5.8%  | 1,999         | 6.1%  | 29.1%          |
| Adjustment and other                 | 9,166          | 20.7% | 7,465         | 23.0% | 22.8%          |
| <b>TOTAL</b>                         | <b>44,384</b>  |       | <b>32,441</b> |       | <b>36.8%</b>   |

EBIT of Grupo SANJOSE for 3Q-2019 amounts to EUR 32.0 million.

**Profit after tax of Grupo SANJOSE for 3Q-2019 amounts to EUR 18.2 million, what involves a 1.5% increase with regards to the same period of year 2018.**

### 3. ANALYSIS BY ACTIVITY

#### 3.1 Construction:

This line of activity has generated revenue for EUR 616.4 million during 3Q- 2019 and EBITDA for the period stands at EUR 29.9 million, what represent a 38.7% and 45.4% increase compared to figures recorded in 3Q-2018.

Profit before tax of Grupo SANJOSE for 3Q-2019 stands at EUR 16.7 million, experiencing a 16.9% increase compared to the same period of the previous year.

At the end of 3Q-2019, construction backlog amounts to EUR 1,326 million, experimenting similar levels to those recorded at the end of year 2018 (EUR 1,334 million).

Thousands of euros

| CONSTRUCTION                                  | Grupo SANJOSE |         |         |
|---|---------------|---------|---------|
|   | Sep. 19       | Sep.18  | Var.(%) |
| Revenue                                       | 616,427       | 444,276 | 38.7%   |
| Earnings before interest, taxes, D&A (EBITDA) | 29,855        | 20,530  | 45.4%   |
| EBITDA margin                                 | 4.8%          | 4.6%    |         |
| Earnings before interest and taxes (EBIT)     | 19,684        | 20,938  | -6.0%   |
| EBIT margin                                   | 3.2%          | 4.7%    |         |
| Earnings before tax                           | 16,700        | 14,288  | 16.9%   |

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                     | 43,503         | 13.4%      | 38,323         | 13.1%      | 81,826         | 13.3% |
| Non residential building        | 157,803        | 48.7%      | 145,301        | 49.6%      | 303,104        | 49.2% |
| Residential building            | 114,728        | 35.4%      | 108,489        | 36.9%      | 223,216        | 36.2% |
| Industrial                      | 7,715          | 2.4%       | 0              | 0.0%       | 7,715          | 1.3%  |
| Others                          | 566            | 0.2%       | 0              | 0.0%       | 566            | 0.1%  |
| <b>TOTAL</b>                    | <b>324,314</b> | <b>53%</b> | <b>292,113</b> | <b>47%</b> | <b>616,427</b> |       |

International construction revenue for the first nine months of year 2019 stands at EUR 292.1 million, with a 28.9% increase compared to the data recorded in the same period of the previous year, and it accounts for 47% of the total of this line of activity.

Domestic sales stand at EUR 324.3 million versus the EUR 217.7 million recorded for the same period of the previous year, recording a 48.9% increase. Domestic sales contribute 53% of the total line of activity.

### **3.2 Real Estate:**

According to forecast, during this first semester of 2019, the commissioning of housing units of the residential development “Condominio Nuevavista” in Lima, Peru, which includes the construction of a total of 1,104 homes, distributed in 10 buildings, has begun.

Currently, Stages II, III and IV are in execution.

Stage II is completely sold out and its commissioning is expected for the end of 2019. Likewise, trading level of Stage III is very high.

The progressive delivery of housing units of stages I, started during the first half of year 2019, and continued during the third quarter, allows the Group to record real estate turnover for EUR 5.9 million, versus the EUR 2.8 million recorded in the same period of the previous year.

The delivery of housing units of stage II, as well as those of stages in execution and those to be started in coming years, will allow the Group to gradually recover billing figures and EBITDA obtained in previous periods in this line of activity.

Thousands of euros

| <b>REAL ESTATE AND PROPERTY DEVELOPMENT</b>   | <b>Grupo SANJOSE</b> |               |                |
|---|----------------------|---------------|----------------|
|   | <b>Sep. 19</b>       | <b>Sep.18</b> | <b>Var.(%)</b> |
| Revenue                                       | 5,906                | 2,783         | 112.2%         |
| Earnings before interest, taxes, D&A (EBITDA) | 646                  | 300           | 115.4%         |
| EBITDA margin                                 | 10.9%                | 10.8%         |                |
| Earnings before interest and taxes (EBIT)     | 551                  | 427           | 29.0%          |
| EBIT margin                                   | 9.3%                 | 15.4%         |                |
| Earnings before tax                           | -590                 | 2,233         | --             |

### **3.3 Energy:**

Revenue for 3Q-2019 stands at EUR 7.1 million and EBITDA stands at EUR 2.1 million, representing a 29.9% margin on sales, following the trend of previous periods.

Grupo SANJOSE has a total contract backlog for this line of activity amounting to EUR 394 million for the third quarter of year 2019, which shall be translated as more activity of the group during a period of 25 years.

In addition to normal operation and exploitation of contracts in force, Grupo SANJOSE carries out regular reviews which may impact on the backlog of this line due to regulatory amendments and the demand and occupation rates expected.

Thousands of euros

| ENERGY  | Grupo SANJOSE |        |         |
|---|---------------|--------|---------|
|   | Sep. 19       | Sep.18 | Var.(%) |
| Revenue                                       | 7,138         | 7,183  | -0.6%   |
| Earnings before interest, taxes, D&A (EBITDA) | 2,137         | 2,147  | -0.5%   |
| EBITDA margin                                 | 29.9%         | 29.9%  |         |
| Earnings before interest and taxes (EBIT)     | 1,230         | 1,197  | 2.8%    |
| EBIT margin                                   | 17.2%         | 16.7%  |         |
| Earnings before tax                           | 901           | 797    | 13.0%   |

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

Revenue for 3Q-2019 stands at EUR 37.2 million, equalling levels achieved one year in advance, and EBITDA increases by 29.1%, amounting to EUR 2.6 million, representing a 6.9% margin on sales (5.3% in 3Q-2018).

Profit before tax for 3Q-2019 stands at EUR 4.4 million.

At the closing of 3Q-2019, contract backlog of this line of activity amounted to EUR 178 million.

Thousands of euros

| CONCESSIONS AND SERVICES                      | Grupo SANJOSE |        |         |
|---|---------------|--------|---------|
|   | Sep. 19       | Sep.18 | Var.(%) |
| Revenue                                       | 37,173        | 37,993 | -2.2%   |
| Earnings before interest, taxes, D&A (EBITDA) | 2,580         | 1,999  | 29.1%   |
| EBITDA margin                                 | 6.9%          | 5.3%   |         |
| Earnings before interest and taxes (EBIT)     | 1,743         | 1,367  | 27.5%   |
| EBIT margin                                   | 4.7%          | 3.6%   |         |
| Earnings before tax                           | 4,418         | 4,521  | -2.3%   |

## 4. FINANCIAL STATEMENTS

### Consolidated Management Income Statement

Thousands of euros

|  | Grupo SANJOSE  |               |                |               |               |
|--|----------------|---------------|----------------|---------------|---------------|
|  | Sep. 19        |               | Sep.18         |               | Variac.       |
|  | Amount         | %             | Amount         | %             |               |
| <b>Revenue</b>                                   | <b>688,464</b> | <b>100.0%</b> | <b>510,201</b> | <b>100.0%</b> | <b>34.9%</b>  |
| Other operating income                           | 7,719          | 1.1%          | 4,649          | 0.9%          | 66.0%         |
| Change in inventories                            | 3,078          | 0.4%          | 463            | 0.1%          | 565.5%        |
| Procurements                                     | -474,166       | -68.9%        | -336,854       | -66.0%        | 40.8%         |
| Staff costs                                      | -100,155       | -14.5%        | -82,584        | -16.2%        | 21.3%         |
| Other operating expenses                         | -80,555        | -11.7%        | -63,435        | -12.4%        | 27.0%         |
| <b>EBITDA</b>                                    | <b>44,384</b>  | <b>6.4%</b>   | <b>32,441</b>  | <b>6.4%</b>   | <b>36.8%</b>  |
| Amortisation charge                              | -7,879         | -1.1%         | -3,223         | -0.6%         | 144.5%        |
| Impairment on inventories                        | 184            | 0.0%          | 89             | 0.0%          | 105.1%        |
| Changes in trade provisions and other impairment | -4,719         | -0.7%         | 3,422          | 0.7%          | --            |
| <b>EBIT</b>                                      | <b>31,970</b>  | <b>4.6%</b>   | <b>32,729</b>  | <b>6.4%</b>   | <b>-2.3%</b>  |
| Ordinary financial results                       | -6,113         | -0.9%         | -5,846         | -1.1%         | 4.6%          |
| Changes in fair value for financial instruments  | 22             | 0.0%          | -2             | 0.0%          | --            |
| Foreign exchange results and others              | -946           | -0.1%         | 1,941          | 0.4%          | --            |
| <b>NET FINANCIAL RESULT</b>                      | <b>-7,037</b>  | <b>-1.0%</b>  | <b>-3,908</b>  | <b>-0.8%</b>  | <b>80.1%</b>  |
| Results on equity method                         | -1,705         | -0.2%         | -630           | -0.1%         | 170.6%        |
| <b>PROFIT BEFORE TAX</b>                         | <b>23,228</b>  | <b>3.4%</b>   | <b>28,191</b>  | <b>5.5%</b>   | <b>-17.6%</b> |
| Income tax                                       | -5,027         | -0.7%         | -10,258        | -2.0%         | -51.0%        |
| <b>CONSOLIDATED PROFIT</b>                       | <b>18,201</b>  | <b>2.6%</b>   | <b>17,933</b>  | <b>3.5%</b>   | <b>1.5%</b>   |

- **Net revenue:** 34.9% increase with regards to that of 3Q-2018.
- **EBITDA:** 36.8% increase compared to that obtained in 3Q-2018, amounting to EUR 44.4 million.
- **Procurement and personnel expenses:** the increase observed in the third quarter of year 2019 for these items is consistent with the increase in turnover during the period.
- **Profit for the period:** profit for 3Q-2019 amounts to EUR 18.2 million (EUR 17.9 million for the same period of year 2018), recording a 1.5% increase in the year.

## Consolidated Management Balance sheet

Thousands of euros

|   | Sep. 19          |               | Dic. 18        |               | Var.         |
|---|------------------|---------------|----------------|---------------|--------------|
|   | Amount           | %             | Amount         | %             |              |
| Intangible assets                                 | 17,682           | 1.7%          | 18,079         | 1.8%          | -2.2%        |
| Property, plant and equipment                     | 83,057           | 8.1%          | 71,033         | 7.1%          | 16.9%        |
| Real state investments                            | 9,190            | 0.9%          | 10,731         | 1.1%          | -14.4%       |
| Investments accounted for using the equity method | 44,641           | 4.3%          | 40,422         | 4.1%          | 10.4%        |
| Long term financial investments                   | 54,570           | 5.3%          | 87,738         | 8.7%          | -37.8%       |
| Deferred taxes assets                             | 39,653           | 3.9%          | 36,558         | 3.7%          | 8.5%         |
| Goodwill on consolidation                         | 9,984            | 1.0%          | 9,984          | 1.0%          | 0.0%         |
| <b>TOTAL NON-CURRENT ASSETS</b>                   | <b>258,776</b>   | <b>25.2%</b>  | <b>274,545</b> | <b>27.6%</b>  | <b>-5.7%</b> |
| Inventories                                       | 119,071          | 11.6%         | 114,885        | 11.5%         | 3.6%         |
| Trade and other receivables                       | 338,343          | 32.9%         | 259,865        | 26.1%         | 30.2%        |
| Other short term financial investments            | 67,795           | 6.6%          | 58,166         | 5.8%          | 16.6%        |
| Short-term accruals                               | 3,932            | 0.4%          | 4,902          | 0.5%          | -19.8%       |
| Cash and cash equivalents                         | 240,517          | 23.4%         | 283,434        | 28.5%         | -15.1%       |
| <b>TOTAL CURRENT ASSETS</b>                       | <b>769,657</b>   | <b>74.8%</b>  | <b>721,252</b> | <b>72.4%</b>  | <b>6.7%</b>  |
| <b>TOTAL ASSETS</b>                               | <b>1,028,433</b> | <b>100.0%</b> | <b>995,797</b> | <b>100.0%</b> | <b>3.3%</b>  |

Thousands of euros

|   | Sep. 19          |               | Dic. 18        |               | Var.         |
|---|------------------|---------------|----------------|---------------|--------------|
|   | Amount           | %             | Amount         | %             |              |
| Equity attributable to shareholders of the parent | 104,700          | 10.2%         | 81,079         | 8.1%          | 29.1%        |
| Minority interest                                 | 26,591           | 2.6%          | 24,262         | 2.3%          | 9.6%         |
| <b>TOTAL EQUITY (*)</b>                           | <b>131,292</b>   | <b>12.8%</b>  | <b>105,341</b> | <b>10.6%</b>  | <b>24.6%</b> |
| Long term provisions                              | 49,155           | 4.8%          | 40,121         | 4.0%          | 22.5%        |
| Long term financial liabilities                   | 213,167          | 20.6%         | 252,084        | 25.3%         | -15.4%       |
| Long term derivative financial contracts          | 263              | 0.0%          | 351            | 0.0%          | -24.9%       |
| Deferred taxes liabilities                        | 26,299           | 2.6%          | 25,635         | 2.6%          | 2.6%         |
| Long-term accruals                                | 892              | 0.1%          | 865            | 0.1%          | 3.2%         |
| <b>TOTAL NON CURRENT LIABILITIES</b>              | <b>289,777</b>   | <b>28.2%</b>  | <b>319,056</b> | <b>32.0%</b>  | <b>-9.2%</b> |
| Short term provisions                             | 28,444           | 2.8%          | 31,227         | 3.1%          | -8.9%        |
| Short term financial liabilities                  | 59,900           | 5.8%          | 65,759         | 6.6%          | -8.9%        |
| Trade accounts and other current payables         | 519,021          | 50.5%         | 474,414        | 47.7%         | 9.4%         |
| <b>TOTAL CURRENT LIABILITIES</b>                  | <b>607,364</b>   | <b>59.1%</b>  | <b>571,400</b> | <b>57.5%</b>  | <b>6.3%</b>  |
| <b>TOTAL EQUITY &amp; LIABILITIES</b>             | <b>1,028,433</b> | <b>100.0%</b> | <b>995,797</b> | <b>100.0%</b> | <b>3.3%</b>  |

(\*) **Management Net Equity:** EUR 114.8 million and EUR 111.4 million have been recorded under this item at 30 September 2019 and 31 December 2018, respectively, as shareholder loan of Grupo Empresarial San José, S.A.

## Consolidated Net Cash Position

Thousands of euros

| NET CASH POSITION                        | Sep. 19        |             | Dic. 18        |             | Var.          |
|--|----------------|-------------|----------------|-------------|---------------|
|  | Amount         | %           | Amount         | %           |               |
| Other short term financial investments   | 67,795         | 22.0%       | 58,166         | 17.0%       | 16.6%         |
| Cash and cash equivalents                | 240,517        | 78.0%       | 283,434        | 83.0%       | -15.1%        |
| <b>Total cash</b>                        | <b>308,311</b> | <b>100%</b> | <b>341,600</b> | <b>100%</b> | <b>-9.7%</b>  |
| Long term financial liabilities (*)      | 213,167        | 78.0%       | 252,084        | 79.2%       | -15.4%        |
| Long term derivative financial contracts | 263            | 0.1%        | 351            | 0.1%        | -24.9%        |
| Short term financial liabilities         | 59,900         | 21.9%       | 65,759         | 20.7%       | -8.9%         |
| <b>Total debt</b>                        | <b>273,330</b> | <b>100%</b> | <b>318,194</b> | <b>100%</b> | <b>-14.1%</b> |
| <b>TOTAL NCP</b>                         | <b>34,981</b>  |             | <b>23,406</b>  |             | <b>49.5%</b>  |

Net cash position at 3Q-2019 is positive, amounting to EUR 35.0 million compared to EUR 23.4 million at 31 December 2018, improving debt cash position by 49.5%.

Financial debt at 30 September 2019 also includes project finance without recourse for a total value of EUR 74.3 million.

## 5. PROYECT BACKLOG

Millions of euros

| BACKLOG by segment              | Grupo SANJOSE |             |              |             |              |
|---------------------------------|---------------|-------------|--------------|-------------|--------------|
|                                 | Sep. 19       |             | Dic. 18      |             | Var.(%)      |
| <b>Construction</b>             | <b>1,326</b>  | <b>70%</b>  | <b>1,334</b> | <b>70%</b>  | <b>-0.7%</b> |
| Civil works                     | 236           | 12.4%       | 169          | 8.9%        | 39.6%        |
| Non residential building        | 726           | 38.2%       | 829          | 43.4%       | -12.4%       |
| Residential building            | 349           | 18.4%       | 331          | 17.4%       | 5.4%         |
| Industrial                      | 14            | 0.8%        | 5            | 0.4%        | 200.9%       |
| <b>Energy</b>                   | <b>394</b>    | <b>21%</b>  | <b>395</b>   | <b>20%</b>  | <b>-0.2%</b> |
| <b>Concessions and services</b> | <b>178</b>    | <b>9%</b>   | <b>187</b>   | <b>10%</b>  | <b>-4.7%</b> |
| Maintenance                     | 24            | 1.3%        | 18           | 1%          | 33.0%        |
| Concessions                     | 165           | 8.4%        | 169          | 9%          | -2.5%        |
| <b>TOTAL BACKLOG</b>            | <b>1,898</b>  | <b>100%</b> | <b>1,916</b> | <b>100%</b> | <b>-1.0%</b> |

Millions of euros

| BACKLOG by geography | Grupo SANJOSE |            |              |            |               |
|----------------------|---------------|------------|--------------|------------|---------------|
|                      | Sep. 19       |            | Dic. 18      |            | Var.(%)       |
| <b>National</b>      | <b>1,173</b>  | <b>62%</b> | <b>1,098</b> | <b>57%</b> | <b>6.8%</b>   |
| <b>International</b> | <b>725</b>    | <b>38%</b> | <b>818</b>   | <b>43%</b> | <b>-11.4%</b> |
| <b>TOTAL BACKLOG</b> | <b>1,898</b>  |            | <b>1,916</b> |            | <b>-1.0%</b>  |

Millions of euros

| BACKLOG by client     | Grupo SANJOSE |            |              |            |              |
|-----------------------|---------------|------------|--------------|------------|--------------|
|                       | Sep. 19       |            | Dic. 18      |            | Var.(%)      |
| <b>Public client</b>  | <b>774</b>    | <b>41%</b> | <b>820</b>   | <b>43%</b> | <b>-5.6%</b> |
| <b>Private client</b> | <b>1,124</b>  | <b>59%</b> | <b>1,096</b> | <b>57%</b> | <b>2.6%</b>  |
| <b>TOTAL BACKLOG</b>  | <b>1,898</b>  |            | <b>1,916</b> |            | <b>-1.0%</b> |

At 30 September 2019, project backlog amounts to EUR 1,898 million, what involves equalling that recorded at the end of year 2018.

Construction backlog, main activity of the Group, represents 70% total backlog and stands at EUR 1,326 million, similar to that recorded at the end of year 2018.



## 6. LEGAL DISCLAIMER

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## 7. CONTACT DETAILS

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