

# SUMMARY REPORT 1<sup>ST</sup> HALF 2018

Translation into English of the Summary Report for 1S-2018 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 DURING THE PERIOD

## MAIN AWARDINGS:

## <u>Reconstruction of a 73-kilometre road in Peru</u>

Provias Nacional has awarded SANJOSE Constructora the "Improvement of the Checca - Mazocruz Road" works in the Province of El Collao, (Puno region). It is a 73-kilometre-long infrastructure, which includes the construction of four bridges that will be developed at an altitude close to 4,000 metres and deemed of vital importance for the dynamization of the economic zone.

#### <u>Refurbishment and improvement works of the Administrative Complex of San</u> <u>Caetano, in Santiago de Compostela, Headquarters of the Xunta de Galicia</u>

The Xunta de Galicia has awarded SANJOSE Constructora the refurbishment and improvement works of the thermal coating of the buildings of the Administrative Complex of San Caetano in Santiago de Compostela. This work, which will be co-financed by the European Regional Development Fund (ERDF), is the largest refurbishment work since this building became the Administrative Headquarters of the Xunta de Galicia in 1984.

## Access to Lloseta from the MA-13 (Stage I) in Palma de Mallorca

The Consell de Mallorca has awarded SANJOSE Constructora Stage I access to Lloseta from the MA-13 in Palma de Mallorca. The improvement of the connection of the Municipality of Lloseta will also entail works that will improve the safety of existing roads.

## Pestana Douro Hotel in Gondomar, Porto (Portugal)

Carlton Palácio - Sociedade de Construção e Exploração Hoteleira has awarded SANJOSE Constructora Portugal the execution works of the new "Pestana Douro Hotel" located on the banks of the Douro River in Gondomar, Oporto.

The new hotel, of 165 rooms, will be the result of the refurbishment, putting in value and conditioning for its new use of an old soap factory of the Portuguese town.

## Kinda Home store in Oporto (Portugal)

After carrying out Stage I of the project, consisting of the excavation and peripheral containment of the site, Chocolate - Sociedade Inmobiliária has again entrusted SANJOSE Constructora Portugal the execution of the construction works (Stage II) of its new store of 27,323 square meters built on a plot of 9,203 square metres on the Oporto ring road.

## <u>Residential Hacienda Rosario (Stage II), Seville</u>

SANJOSE Constructora, which is currently executing Stage I (79 homes) of the Residencial Hacienda Rosario project in east Seville, has also been awarded by Espebe 27, S.L. the construction of the 63 homes that make up Stage II.

## <u>Residential Building Capitán en Teatinos (Stage II) in Málaga</u>

Inmobiliaria Osuna, for whom SANJOSE Constructora is currently executing the 55 homes that make up Stage I of the residential building Capitán in Teatinos de Málaga, has again entrusted the company the construction of the 78 homes that make up Stage II of the project.

## Parque Goya Residencial in Móstoles, Madrid

Alamedilla 2016 has awarded SANJOSE Constructora the execution of a residential complex of 125 homes, distributed in two buildings of 61 and 64 homes, storage rooms, garages and community pool to be developed in Goya Street 13 in Móstoles, Madrid.

## <u>Tres Valles Residencial in Tres Cantos, Madrid</u>

Promociones, Centros y Parques Residenciales, S.A.. has awarded SANJOSE Constructora the execution works for a residential development of Tres Valles Residencial that will house 121 housing units, common areas and garages on plot 1.4 of La Charnela, in Tres Cantos.

## <u>Refurbishment of residential building at 77, Fuencarral Street in Madrid</u>

Inversiones Lombok has awarded SANJOSE Constructora the refurbishment works of the residential building, located in the central street of Fuencarral, number 77, with structural cataloging including restructuring and general conditioning of the building in order to adapt the conditions of accessibility and evacuation against fires, to improve its habitability and safety, as well as its thermal behaviour and energy efficiency always respecting the current volume of the same and adapting the projected to the property.

## <u>Residential Aviacio in El Prat de Llobregat, Barcelona</u>

Promyva Inmuebles V has awarded to SANJOSE Constructora the execution works of the Residencial Aviacio complex. This is a set of 42 housing units in social regime, consisting of two blocks of seven heights each, which include storage rooms, car parks, commercial premises and common areas, located in the Nou Eixemple area, in El Prat de Llobregat.

#### • Sociocultural and sports centre in Esplugues de Llobregat, Barcelona

The City Council of Esplugues de Llobregat has awarded SANJOSE Constructora the construction of a sociocultural and sports centre of more than 5,500 square meters in the area of Can Vidalet neighbourhood in Barcelona.

## **OTHER MILESTONES:**

## • <u>The Louvre Abu Dhabi is granted three new awards at the MEED Projects Awards</u> 2018 and the LEED Silver certification

The Louvre Abu Dhabi Museum, designed by Jean Nouvel and built by SANJOSE, was granted at the MEED 2018 Awards ceremony in Dubai four major awards:

- UAE National Winner 2018.
- National Award of the United Arab Emirates 2018, Leisure and Tourism Project of the Year.
- Leisure and Tourism Project of the Year and MEED Quality Project of the Year.
- MEED Quality Project of the Year.

On the other hand, the Louvre Abu Dhabi has received the LEED Silver energy certification (Leadership in Energy and Environmental Design), a tool for certification of buildings of great international recognition accredited by the North American organization USGBC.

### <u>Three awards for the refurbishment of the residential building located at 37, Avenida</u> <u>da República in Lisbon (Portugal)</u>

The National Awards for Urban Refurbishment 2018 in Portugal have turned this project, carried out by Construtora Udra, into the winner of its sixth edition, after having been granted three awards:

- Award for the Best Residential Building,
- Award for the Best Intervention in Lisbon, and
- Award for the Best Structural Refurbishment Intervention.

#### Patented an innovative fog detection and dissipation system

GSJ Solutions has designed an "R&D&i Project for a fixed and automatic system for detection and dissipation by mist precipitation using hygrometric agents". The system has been patented for use on motorways and railways, as well as being used in airport infrastructure. It consists of the dissipation of fog by means of a system of automatic diffusion by sprinklers/diffusers of a hygroscopic material, which agglutinates water droplets in the air giving rise to larger ones and which, due to this larger size, precipitate in the form of rain or snow, all housed in a fixed structure along the roadways.

The innovative system has been proposed to the Ministry of Development, within a public tender, to solve the problem existing on the A-8 Cantábrico highway as it passes through Alto do Fiouco, province of Lugo, which is frequently affected by dense and persistent fogs, with very specific characteristics and that seriously affect the visibility along 4 kilometres. This motorway has an average annual traffic intensity of more than 1,600,000 vehicles

## 2. MAIN CONSOLIDATED FIGUERES

Main consolidated figures of Grupo SANJOSE for the first half of year 2018 (1S-2018), having recorded a EUR 12.1 million profit versus the EUR 7.9 million in the same period of previous year, are as follows.

			Grupo SANJOSE	
		Jun. 18	Jun. 17	Var.(%)
Revenue		329,878	332,041	-0.7%
Operating cash flow (EBITDA)		20,393	20,381	0.1%
	EBITDA margin	6.2%	6.1%	
Ordinary operating profit (EBIT)		21,665	17,648	22.8%
	EBIT margin	6.6%	5.3%	
Earnings before tax		18,352	11,869	54.6%
Income tax		-6,203	-3,987	55.6%
Profit/(Loss) for the period		12,149	7,882	54.1%

## To be highlighted:

- EUR 12.1 million net profit for 1S-2018, 54.1% increase with regards to the same period of the previous year.
- 22.8% increase in the operating profit, with regards to the same period of the previous year.
- Construction activity contributes 86% total activity of the Group, and EBITDA of this activity represents 60% total EBITDA of Grupo SANJOSE.

## **Revenue:**

Net revenue of Grupo SANJOSE for 1S-2018 stands at EUR 329.9 million, recording almost the same level as the same period of the previous year.

One more quarter, the construction business activity of Grupo SANJOSE keeps gaining importance within the Group's revenue; turnover of this line of activity for the first half of year 2018 amounts to EUR 283.6 million and represents 86% total revenue for the period.

At 30 June 2018, backlog amounts to EUR 1,886 million, experimenting a 15.7% increase with regards to 2017-year end. Construction activity represents 63% total backlog of the Group at the end of the first half of 2018.

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

	Grupo SANJOSE					
Revenues by activity	Jun. 18		Jun. 17		Var.(%)	
Construction	283,569	86.0%	291,392	87.7%	-2.7%	
Real estate and property development	1,624	0.5%	3,472	1.0%	-53.2%	
Energy	4,710	1.4%	5,939	1.8%	-20.7%	
Concessions and services	24,687	7.5%	23,591	7.1%	4.6%	
Adjustment and other	15,288	4.6%	7,647	2.3%		
TOTAL	329,878		332,041		-0.7%	

The international market gains significant importance for Group SANJOSE, representing 51% total revenue of the Grupo for the first half of 2018, highlighting also a slow recovery of the domestic market, contributing 49% total revenue of the Group.

	Grupo SANJOSE					
Revenues by geography	Jun. 18		Var.(%)			
National	163,053	49%	132,447 40	% 23.1%		
International	166,825	51%	199,594 60	% -16.4%		
TOTAL	329,878		332,041	-0.7%		

#### Profit:

**EBITDA** of Grupo SANJOSE for 1S-2018 amounts to EUR 20.4 million, representing 6.2% on net revenue, recording almost the same volume and margin levels achieved in the 1S-2017.

The Construction line of activity provides in 1S-2018 an EBITDA amounting to EUR 12.2 million.

Also noteworthy was the evolution of the Concessions & Services business line of activity, where EBITDA increased by 79.1% in 1S-2018 with regards to the same period of the previous year.

Breakdown of EBITDA by sector for the first half of years 2018 and 2017 is as follows:

	Grupo SANJOSE				
EBITDA by activity	Jun. 18		Jun. 17		Var.(%)
Construction	12,223	60.0%	13,216	64.9%	-7.5%
Real estate and property development	40	0.2%	1,094	5.4%	-96.4%
Energy	1,449	7.1%	1,901	9.3%	-23.8%
Concessions and services	1,524	7.5%	851	4.1%	79.1%
Adjustment and other	5,158	25.3%	3,319	16.3%	
TOTAL	20,393		20,381		0.1%

**EBIT** of Grupo SANJOSE for 1S-2018 amounts to EUR 21.7 million, improving in 22.8% with regards to the same period of the previous year and representing a 6.6% margin on net revenue.

## Profit after tax of Grupo SANJOSE for 1S-2018 amounts to EUR 12.1 million.

## 3. ANALISYS BY SECTOR

### 3.1 Construction:

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This construction line of activity has generated revenues for EUR 283.6 million during 1S-2018, representing a 2.7% decrease compared to the same period of the previous year.

EBITDA for 1S-2018 stands at EUR 12.2 million, representing a 4.3% margin on sales.

At the end of the first half of 2018, project backlog for this line of activity amounts to EUR 1,196 million.

	Grupo SANJOSE			
CONSTRUCTION	Jun. 18	Jun. 17	Var.(%)	
Revenue	283,569	291,392	-2.7%	
Earnings before interest, taxes, D&A (EBITDA)	12,223	13,216	-7.5%	
EBITDA margin	4.3%	4.5%		
Earnings before interest and taxes (EBIT)	12,075	12,246	-1.4%	
EBIT margin	4.3%	4.2%		
Earnings before tax of continued operations	9,499	4,618	105.7%	

Revenue breakdown for this line of activity of Grupo SANJOSE, taking into consideration the main types of business, as well as the geographical distribution, is as follows:

DETAIL OF CONSTRUCTION REVENUES	National		Internac.		Total	
Civil works	9,512	7.1%	11,090	7.4%	20,602	7.3%
Non residential building	89,441	66.8%	92,893	62.0%	182,335	64.2%
Residential building	28,971	21.6%	45,473	30.4%	74,442	26.3%
Industrial	5,689	4.2%	74	0.0%	5,763	2.0%
Others	264	0.2%	162	0.1%	425	0.1%
TOTAL	133,877	47%	149,692	53%	283,569	

Construction revenue at international level for 1S-2018 stands at EUR 149.7 million, representing 53% total revenue of this line of activity.

On the other hand, sales at domestic market stand at EUR 133.9 million compared to EUR 109.4 million for the same period of the previous year, recording a 22.7% increase and experiencing a recovery of the activity at domestic level.

Sales at domestic market represent 47% revenue of the Construction line of activity.

## 3.2 Real estate:

Revenue for 1S-2018 for the real estate activity of Grupo SANJOSE stands at EUR 1.6 million.

As previously stated on former reports, the decrease of the real estate activity of the Group is due to the complete commissioning of the residential development Parques de la Huaca in Peru (3,072 housing units).

In order to mitigate this reduction of activity and relying on the positive performance of the real estate market in Peru, the Group acquired a new plot of land at the end of 2016.

Grupo SANJOSE is currently carrying out the construction works of stage I of the new real estate development "Nuevavista", reaching commercialisation levels of stage I over 50%, so it expects to gradually recover the turnover and profit levels recorded in past quarters in this line of activity.

	Grupo SANJOSE			
REAL ESTATE AND PROPERTY DEVELOPMENT	Jun. 18	Jun. 17	Var.(%)	
Revenue	1,624	3,472	-53.2%	
Earnings before interest, taxes, D&A (EBITDA)	40	1,094	-96.4%	
EBITDA margin	2.4%	31.5%		
Earnings before interest and taxes (EBIT)	12	1,150	-99.0%	
EBIT margin	0.7%	33.1%		
Earnings before tax of continued operations	556	2,370	-76.5%	

## 3.3 Energy:

Net revenue for 1S-2018 stands at EUR 4.7 million.

The EBITDA percentage over total sales for this line of activity for 1S-2018 stands at 30.8%, slightly lower to that for the same period of the previous year, yet the energy lone of activity represents stability and recurrence.

	Grupo SANJOSE			
ENERGY	Jun. 18	Jun. 17	Var.(%)	
Revenue	4,710	5,939	-20.7%	
Earnings before interest, taxes, D&A (EBITDA)	1,449	1,901	-23.8%	
EBITDA margin	30.8%	32.0%		
Earnings before interest and taxes (EBIT)	707	941	-24.9%	
EBIT margin	15.0%	15.8%		
Earnings before tax of continued operations	433	611	-29.2%	

Grupo SANJOSE has for this line of activity at 1S-2018 a contracted backlog amounting to EUR 492 million, which are materialised as higher activity of the Group in an average period of approximately 25 years.

## 3.4 Concessions & Services:

Net turnover for 1S-2018 for concessions & services stands at EUR 24.7 million, recording a 4.6% increase with regards to that of the same period in the previous year.

There was a significant improvement in the EBITDA of this line of activity, reaching EUR 1.5 million, representing an increase of 79.1%,

	Grupo SANJOSE			
CONCESSIONS AND SERVICES	Jun. 18	Jun. 17	Var.(%)	
Revenue	24,687	23,591	4.6%	
Earnings before interest, taxes, D&A (EBITDA)	1,524	851	79.1%	
EBITDA margin	6.2%	3.6%		
Earnings before interest and taxes (EBIT)	1,182	757	56.2%	
EBIT margin	4.8%	3.2%		
Earnings before tax of continued operations	3,312	1,045	216.8%	

At 1S-2018, contracted backlog of the Group for this line of activity amounts to EUR 198 million.

## 4. FINANCIAL STATEMENTS

## **Consolidated Management Income Statement**

Thousands of euros

	Grupo SANJOSE				
	Jun. 18	3	Jun. 17	,	
	Amount	%	Amount	%	Variac.
Revenue	329,878	100.0%	332,041	100.0%	-0.7%
Other operating income	1,749	0.5%	29	0.0%	5923.0%
Change in i nventories	57	0.0%	-25	0.0%	
Procurements	-214,251	-64.9%	-220,366	-66.4%	-2.8%
Staff costs	-53,843	-16.3%	-53,295	-16.1%	1.0%
Other operating expenses	-43,196	-13.1%	-38,003	-11.4%	13.7%
EBITDA	20,393	<b>6.2%</b>	20,381	<b>6.1%</b>	0.1%
Amortisation chargue	-2,450	-0.7%	-4,042	-1.2%	-39.4%
Imparment on inventories	58	0.0%	108	0.0%	-46.1%
Changes in trade provisions and other imparment	3,664	1.1%	1,201	0.4%	205.1%
EBIT	21,665	6.6%	17,648	5.3%	22.8%
Ordinary finantial results	-3,681	-1.1%	-3,175	-1.0%	15.9%
Foreign exchangue results and others	1,322	0.4%	-2,240	-0.7%	
NET FINANTIAL RESULT	-2,359	<b>-0.7%</b>	-5,415	-1.6%	<b>-56.4%</b>
Results on equity method	-954	-0.3%	-364	-0.1%	162.2%
PROFIT BEFORE TAX	18,352	5.6%	11,869	3.6%	54.6%
Income tax	-6,203	-1.9%	-3,987	-1.2%	55.6%
CONSOLIDATED PROFIT	12,149	3.7%	7,882	2.4%	54.1%

- EBIT: it improves in 22.8% with regards to the same period of 2017.
- Financial result: it improves in 56.4% with regards to the same period of 2017.
- **Profit for the period:** profit for the 1S-2018 amounts to EUR 12.1 million (EUR 7.9 million for the same period of the previous year), recording a 54.1% increase.

During the first half of year 2018, the partial split off of the associate company "Cresca, SA" was materialised, increasing on the consolidated income statement of the Group the operating income and financial result in EUR 3,427 thousand and EUR 6,294 thousand, respectively. Likewise, it should be noted that during the first half of year 2018, the Group recorded an additional impairment due to prudential criteria of certain financial assets in a claim situation, for a total amount of EUR 7,465 thousand.

## **Consolidated Management Balance Sheet**

Thousands of euros

	Jun. 18		Dic. 17			
	Amount	%	Amount	%	Var.	
Intangible assets	18,998	2.1%	19,581	2.0%	-3.0%	
Property, plant and equipment	67,327	7.4%	45,349	4.7%	48.5%	
Real state investments	2,390	0.3%	3,297	0.3%	-27.5%	
Investments in associates and JV	40,815	4.5%	50,373	5.2%	-19.0%	
Long term finantial investments	81,904	9.0%	123,481	12.7%	-33.7%	
Deferred taxes assets	34,999	3.9%	35,135	3.6%	-0.4%	
Goodwill on consolidation	9,984	1.1%	9,984	1.0%	0.0%	
TOTAL NON-CURRENT ASSETS	256,417	28.2%	287,200	29.8%	-10.7%	
Inventories	107,398	11.8%	104,704	10.9%	2.6%	
Trade and other receivables	252,299	27.8%	258,412	26.8%	-2.4%	
Other short term finantial investments	76,850	8.5%	91,206	9.5%	-15.7%	
Short-term accruals	2,380	0.3%	2,720	0.3%	-12.5%	
Cash and cash equivalents	212,814	23.4%	220,134	22.8%	-3.3%	
TOTAL CURRENT ASSETS	651,741	<b>71.8%</b>	677,176	<b>70.2%</b>	-3.8%	
TOTAL ASSETS	908,158	100.0%	964,376	100.0%	-5.8%	

Thousands of euros

	Jun. 18		Dic. 17		
	Amount	%	Amount	%	Var.
Equity attributable to shareholders of the parent	58,329	6.4%	58,645	6.1%	-0.5%
Minority interest	23,388	2.6%	20,866	2.2%	12.1%
TOTAL EQUITY (*)	81,717	9.0%	79,511	<b>8.2%</b>	2.8%
Long term provisions	30,962	3.4%	30,313	3.1%	2.1%
Long term finantial liabilities	269,113	29.5%	311,625	32.3%	-13.6%
Long term derivative finantial contracts	469	0.1%	591	0.1%	-20.7%
Deferred taxes liabilities	17,943	2.0%	19,541	2.0%	-8.2%
Long-term accruals	864	0.1%	904	0.1%	-4.4%
TOTAL NON CURRENT LIABILITIES	319,351	35.2%	362,974	37.6%	-12.0%
Short term provisions	35,678	3.9%	37,895	3.9%	-5.8%
Short term finantial liabilities	64,393	7.1%	65,828	6.8%	-2.2%
Trade accounts and other current payables	407,019	44.8%	418,168	43.5%	-2.7%
TOTAL CURRENT LIABILITIES	507,090	55.8%	521,891	54.2%	-2.8%
TOTAL EQUITY & LIABILITIES	908,158	100.0%	964,376	100.0%	-5.8%

(\*) **Management Net Equity:** EUR 109.5 million and EUR 107.9 million have been recorded under this item at 30 June 2018 and 31 December 2017, respectively, as shareholder loan of Grupo Empresarial San José, S.A.

## Net financial position

Thousands of euros

	Jun. 18		Dic. 17			
NET CASH POSITION	Amount	%	Amount	%	Var.	
Other short term finantial investments	76,850	26.5%	91,206	29.3%	-15.7%	
Cash and cash equivalents	212,814	73.5%	220,134	70.7%	-3.3%	
Total cash	289,664	100%	311,340	100%	-7.0%	
ong term finantial liabilities (*)	269,113	80.6%	311,625	82.4%	-13.6%	
ong term derivative finantial contracts	469	0.1%	591	0.2%	-20.7%	
Short term finantial liabilities	64,393	19.3%	65,828	17.4%	-2.2%	
Total debt	333,975	100%	378,044	100%	-11.7%	
TOTAL NCP	44,311		66,704		-33.6%	

Net cash position at 1S-2018 amounts to EUR 44.3 million compared to EUR 66.7 million at 31 December 2017, recording a 33.6% decrease.

Liabilities are reduced by 11.7%, mainly due to the annual regular amortisation of the issuance of bonds of the Group in Chile and the syndicated debt in Spain.

Net cash position at 30 June 2018 includes the funding of other non-recourse projects of Grupo SANJOSE for EUR 108.5 million.

## **5. PROJECT BACKLOG**

Millions of euros

	Grupo SANJOSE					
BACKLOG by segment	Jun. 18	Dic. 17			Var.(%)	
Construction	1,196	63%	916	56%	30.6%	
Civil works	245	13.0%	176	10.9%	39.3%	
Non residential building	651	34.4%	537	33.1%	21.2%	
Residential building	290	15.4%	195	12.0%	49.1%	
Industrial	10	0.5%	8	0.5%	27.7%	
Energy	492	<b>26%</b>	496	30%	-0.8%	
Concessions and services	198	11%	218	13%	<b>-9.1%</b>	
Maintenance	15	2%	19	1%	-24.0%	
Concessions	183	10%	200	12%	-8.1%	
TOTAL BACKLOG	1,886	100%	1,630	100%	15.7%	

Millions of euros			Grupo SANJOSE		
BACKLOG by geography	Jun. 18		Dic. 17		Var.(%)
National	1,169	<b>62%</b>	909	56%	28.5%
International	717	38%	721	44%	-0.5%
TOTAL BACKLOG	1,886		1,630		15.7%

Millions of euros	Grupo SANJOSE					
BACKLOG by client	Jun. 18		Dic. 17		Var.(%)	
Public client	855	45%	916	<b>56%</b>	<b>-6.7%</b>	
Private client	1,031	55%	714	44%	44.5%	
TOTAL BACKLOG	1,886		1,630		15.7%	

Project backlog for the 1S-2018 amounts to EUR 1,886 million, recording a 15.7% increase with regards to that at 31 December 2017.

The portfolio of the construction area experienced an increase of 30.67%, reaching EUR 1,196 million.

## 6. LEGAL DISCLAIMER

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