

# SUMMARY REPORT 1<sup>ST</sup> QUARTER 2019

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

# **MAIN WORK AWARDS**

Main work awards of the Group during the first quarter of year 2019 have been as follows:

### Residencial Bagaria in Cornellá de Llobregat, Barcelona

SPV Reoco 1 (Aedas Homes) has awarded SANJOSE Constructora the construction works of Residencial Bagaria, consisting of 102 housing units.

The complex consists of two blocks, of 13 and 5 floors each, with three basements devoted to parking spaces and storage rooms (270 parking spaces and 102 storage rooms).

The complex includes a swimming pool, communal gardens, solarium, and children's playground area.

# Construction of 4 residential buildings in Almarjão, Miraflores- Oeiras (Portugal)

Parquesoles Inmobiliaria y Proyectos - Investimentos Imobiliarios has awarded SANJOSE Constructora Portugal the construction of a residential complex consisting of 4 buildings.

The project, of  $26,651 \text{ m}^{-2}$  of built surface, will house 100 housing units of different types and an underground car park with common access to the four buildings, where, additionally, storage rooms and technical support areas are located.

# Azara Residential Complex in the Beach of San Juan, Alicante

SPV Reoco 1 has awarded SANJOSE Constructora the construction works for the Residencial complex Azara in Playa de San Juan, Alicante.

Residencial Azara consists of two buildings composed of a basement and ten top-level floors each, which will house a total of 210 housing units, 225 parking spaces, storage rooms and parking spaces for bicycles.

The complex will also include commercial premises, large gardens, swimming pools, paddle tennis courts and community areas.

# Residential Complex Plaza Duque de Pastrana 7, Madrid

Duque de Chamartín has awarded SANJOSE Constructora the construction works of Residencial Plaza Duque de Pastrana 7, in the heart of the Chamartín district of Madrid.

The three-storey building will house 7 housing units of 2, 3 and 4 bedrooms, 19 parking spaces and community spaces such as gym, indoor pool and terraces.

# Rehabilitation and transformation of the urban environment of the Gran Vía de Vigo, Pontevedra

The City Council of Vigo has awarded SANJOSE Constructora the rehabilitation and transformation works of the urban environment of the Gran Vía de Vigo, consisting of a redistribution of spaces, where the traffic is reduced to prominence and places for walking and enjoyment are provided for pedestrians, all in accordance with the "Vertical Urban Development Strategy (EDUSI) Vigo Vertical", whose main objective is to turn the city into a more comfortable and accessible place.

The project also includes the renovation of the current pavement, the restitution of service networks, the provision of new urban services (rainwater network) and the modification of the distribution of the central boulevards through the provision of mechanical ramps, new green areas and urban furniture.

#### Refurbishment of a group of residential buildings in Lisbon

ICoporgest - Companhia Portuguesa Gestão Desenvolvimento Imobiliário has awarded SANJOSE Constructora Portugal the refurbishment works of a group of residential buildings located in Largo das Palmeiras, Rua Andaluz and Rua Luciano Cordeiro in Lisbon.

The project contemplates the demolition of the interior structure and maintenance of facades.

#### Construction of 72 Social Housing Units in Barakaldo, Vizcaya

VISESA (Housing and Land of Euskadi, SA) has awarded EBA (a subsidiary of the Group with presence in the Basque Country) the development and execution works of a 2,000 m² plot in Barakaldo, Vizcaya, where a new building will be built including a total of 72 social housing units.

#### Stage I of the residential complex "Martinhal Residences" in Lisbon

Elegant Family Hotels Lisboa has awarded SANJOSE Constructora Portugal the execution works of Stage I of its residential project "Martinhal Residences", in the Parque de las Naciones in Lisbon.

#### Administrative complex "Martinhal Expo Offices" in Lisbon

SPPP - Praça Principe Perfeito, SA has awarded SANJOSE Constructora Portugal the execution works of the administrative complex "Martinhal Expo Offices", in the Parque de las Naciones in Lisbon.

#### Residential Célere Cuatro Caminos in A Coruña

Grupo Vía Célere has awarded SANJOSE Constructora the construction works for the Park Palace Residencial Célere Cuatro Caminos in A Coruña.

The new development, with an approximate built surface amounting to 10,000 m<sup>2</sup>, will house 64 homes distributed in a single block with 10 floors plus penthouse, parking, storage rooms, playground, social room, etc.

#### International School of Madrid at 12, Rosa Jardón Street

Maralfana has awarded SANJOSE Constructora the construction works of the International School of Madrid, located at 12, Rosa Jardón Street in the capital city of Spain.

# Residential Pier I in Rota, Cádiz

Metrovacesa Suelo y Promoción has awarded SANJOSE Constructora the construction works for the Pier I Residential Conmplez in Rota, Cadiz.

The building, which involves more than 9,000 m<sup>2</sup> of built surface, houses 79 homes (19 duplex, 50 single-storey homes and 10 penthouses), 79 parking spaces, 79 storage rooms and a community pool.

#### Civil works of three wind farms in Galicia

Norvento Ingeniería has awarded SANJOSE Constructora the civil works of three wind farms located in the Galician provinces of A Coruña and Lugo, specifically in Serra de Carracedo, Pastoriza and Cadeira.

The works will consist of the execution of roads, platforms and foundations for a total of 19 wind turbines distributed among the three wind farms totaling 65.7 MW of installed power.

#### Residential Torre Patraix in Valencia

Mirador de Patraix has awarded SANJOSE Constructora the construction works of Residencial Torre Patraix, in Valencia. A building of more than 12,000 m² distributed in 20 top-level floors that will house 77 homes, commercial premises, common areas with pool and gym, and three basement floors for parking.

# Restructuring and refurbishment of a residential building at 108, Claudio Coello St. Madrid

Prime Developments CC 108 has awarded SANJOSE Constructora the general refurbishment and partial restructuring of a residential building with 13 dwellings, a commercial premise for tertiary use and parking at Claudio Coello street in Madrid.

#### Expansion of warehouse A of the Estrella Galicia factory in A Coruña

Hijos de Rivera, S.A. has awarded SANJOSE Constructora the enlargement works of warehouse A, at its facilities in A Coruña.

The new warehouse (78 meters wide, 87 long and 26 high) will have a metallic panel finish, like the ones already existing, so that the new part of the old factory will not be differentiated.

# Construction of the Residential Park & Palace in Madrid

Global Incahuasi has awarded SANJOSE Constructora (in JV with Fatecsa) the construction works of the Residencial Park & Palace at Irun Street, in Madrid. A privileged environment between the Parque del Oeste and the Palacio Real.

The new development, with a built surface amounting to over 14,000 m<sup>2</sup>, will house 110 housing units of 1, 2 and 3 bedrooms, garage, swimming pool and solarium on the roof, garden and pond on the ground floor, gym, etc.

# Supera Sports Centre at Avenida de la Tierra in Rivas Vaciamadrid, Madrid

Supera Rivas SL has awarded SANJOSE Constructora the construction works of the new Supera Sports Centre located at Avenida de la Tierra in Rivas Vaciamadrid.

The project has a built surface of over 8,000 square metres.

#### Construction of a hostel in the city centre of Seville

Eurhostels Hostelier has awarded SANJOSE Constructora (through its subsidiary Cartuja) the execution of a 31-room tourist hostel and 148 parking spaces, with access through Buiza and Mesaque streets and Goyeneta street in Seville.

At both entrances, the building has elements to be preserved, since it is cataloged with a degree of protection C, that involves the obligation to keep good part of its physiognomy and original distribution, that is developed around a central yard with galleries and staircase to the first floor.

#### Aiete Health Care Centre in Donostia - San Sebastián

Osakaidetza - S.V.S. has awarded SANJOSE Constructora (through its subsidiary in the Basque Country, EBA) the construction works of the Aiete Health Care Centre in Donostia - San Sebastián.

The new health infrastructure, with more than 3,000 m<sup>2</sup> of built surface, will have seven family medicine consultations, two for pediatrics and eight for nursing, as well as treatment, extraction and complementary testing rooms and a patient care area.

# **OTHER MILESTONES:**

# Opening of 5\* Hotel H10 The One Palácio da Anunciada, Lisbon (Portugal)

H10 Hotels inaugurated last 5 March the 5\* hotel H10 The One Palácio da Anunciada 5 stars. Located in the heart of Lisbon, just a few metres away from Avenida da Liberdade and Praça dos Restauradores, it has been refurbished by SANJOSE Constructora Portugal (through its subsidiary Constructora Udra Ltda.)

The building, whose construction dates from year 1553, represents the historical heritage, conserving all the majesty of the 16<sup>th</sup> Century.

The hotel, which has a total of 83 rooms spread over two buildings, has 2,500 m² of extensive gardens that include a protected centennial dragon tree.

The One Palácio da Anunciada is the second H10 Hotel establishment in Lisbon, where the hotel chain already has the H10 Duque de Loulé, a boutique hotel opened in 2015, also refurbished by Construtora Udra Ltda.

### Opening of the Hospital of Caceres

The Hospital of Caceres was inaugurated on 31 January and is expected to serve approximately 2,500 patients per month.

The hospital, built by SANJOSE Constructora in JV with Magenta, with a built surface over 56,000 m², has a total of 207 beds distributed in 186 rooms, 15 operating rooms, 56 outpatient consultations, nearly 2,000 m² for Emergency with 15 observation boxes, 3 triage rooms, 2 resuscitation boxes and 13 immediate attention rooms. The laboratories are located on the second and third floors. Additionally, the hospital has a total of 482 parking spaces.

# 2. MAIN CONSOLIDATED FIGURES

Main consolidated figures of Grupo SANJOSE for the first quarter of year 2019 (1Q- 2019), having recorded a EUR 5.1 million profit, versus the EUR 4.7 million in the same period of previous year involving an 8.7% increase- are as follows.

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		Grupo SANJOSE			
		Mar. 19	Mar. 18	Var.(%)	
Revenue		207,998	152,852	36.1%	
Operating cash flow (EBITDA)		10,890	9,392	15.9%	
	EBITDA margin	5.2%	6.1%		
Ordinary operating profit (EBIT)		9,692	8,548	13.4%	
	EBIT margin	4.7%	5.6%		
Earnings before tax		7,422	7,018	5.8%	
Income tax		-2,309	-2,312	-0.1%	
Profit/(Loss) for the period		5,113	4,706	8.7%	

# To be highlighted:

- 36.1% revenue increase, recording a EUR 208.0 million turnover.
- 15.9% EBITDA increase, standing at EUR 10.9 million, and net profit for the period increases up to EUR 5.1 million, recording an 8.7% increase compared to 1Q-2018.

# Revenue:

Net revenue of Grupo SANJOSE for 1Q-2019 stands at EUR 208.0 million, experiencing a 36.1% increase compared to the same period of the previous year.

Construction is the main business activity of Group SANJOSE, representing 90% total revenue of the Group (87.8% in 1Q-2018). The construction activity represents 70% total contract backlog of the Group at the end of the first quarter of 2019.

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

#### Thousands of euros

	Grupo SANJOSE					
Revenues by activity	Mar. 19	Mar. 18			Var.(%)	
Construction	187,345	90.1%	134,242	87.7%	39.6%	
Real estate and property development	607	0.3%	919	0.6%	-34.0%	
Energy	2,376	1.1%	2,574	1.7%	-7.7%	
Concessions and services	12,717	6.1%	11,808	7.7%	7.7%	
Adjustment and other	4,953	2.4%	3,309	2.2%	49.7%	
TOTAL	207,998		152,852		36.1%	

The Group's turnover for 1Q-2019 increased 36.1% with respect to the same period of the previous year, due to the increase in international activity (17.5% increase), as well as, and mainly, the increase of the activity in the domestic market (55.6% increase).

		Grupo SANJOSE					
Revenues by geography	Mar. 19		Mar. 18	Var.(%)			
National	116,002	56% 74,543		49%	55.6%		
International	91,996	44%	78,309	51%	17.5%		
TOTAL	207,998		152,852		36.1%		

### **Profit:**

**EBITDA** of Grupo SANJOSE for 1Q-2019 amounts to EUR 10.9 million, representing 5.2% on net revenue.

EBITDA of the construction activity amounts in the 1Q-2019 to EUR 7.7 million, representing 70.7% total EBITDA of the Group.

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# Breakdown of EBITDA by sector is as follows:

Thousands of euros

	Grupo SANJOSE					
EBITDA by activity	Mar. 19	Mar. 18			Var.(%)	
Construction	7,687	70.7%	6,667	71.1%	15.3%	
Real estate and property development	28	0.3%	17	0.2%	63.9%	
Energy	708	6.5%	775	8.3%	-8.6%	
Concessions and services	670	6.1%	594	6.2%	12.7%	
Adjustment and other	1,798	16.5%	1,339	14.3%	34.2%	
TOTAL	10,890		9,392		15.9%	

**EBIT** of Grupo SANJOSE for 1Q-2019 amounts to EUR 9.7 million, recording a 4.7% margin on total revenue and representing a 13.4% increase with regards to the same period of the previous year.

Profit after tax of Grupo SANJOSE for 1Q-2019 amounts to EUR 5.1 million, what involves an 8.7% profit increase with regards to the same period of year 2018.

# 3. ANALISYS BY SECTOR

# 3.1 Construction:

The construction line of activity has generated revenues for EUR 187.3 million during 1Q-2019, representing a 39.6% increase compared to the same period of the previous year.

EBITDA for the period stands at EUR 7.7 million, improving in 15.3% that of the same period of the previous year.

Net operating profit for 1Q-2019 stands at EUR 7.1 million, recording an 11.5% increase with regards to that of 1Q-2018.

Profit before tax in 1Q-2019 amounts to EUR 6.9 million, recording an 81.7% increase with regards to the same period of the previous year.

At the end of the first quarter of 2019, project backlog for this line of activity amounts to EUR 1,414 million, representing a 6% increase with regards to the project backlog at 2018-year end (EUR 1,334 million).

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		Grupo SANJOSE	
CONSTRUCTION	Mar. 19	Mar. 18	Var.(%)
Revenue	187,345	134,242	39.6%
Earnings before interest, taxes, D&A (EBITDA)	7,687	6,667	15.3%
EBITDA margin	4.1%	5.0%	
Earnings before interest and taxes (EBIT)	7,124	6,389	11.5%
EBIT margin	3.8%	4.8%	
Earnings before tax	6,914	3,805	81.7%

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:

Thousands of euros

DETAIL OF CONSTRUCTION REVENUES	National		Internac.		Total	
Civil works	17,497	17.2%	13,230	15.4%	30,726	16.4%
Non residential building	50,987	50.2%	45,275	52.7%	96,262	51.4%
Residential building	31,086	30.6%	27,111	31.4%	58,195	31.1%
Industrial	1,893	1.9%	22	0.0%	1,915	1.0%
Others	66	0.1%	180	0.2%	246	0.1%
TOTAL	101,528	54%	85,817	46%	187,345	

Construction revenue at international level for 1Q-2019 stands at EUR 85.8 million, experimenting an 18.1% increase with regards to the same period of the previous year and representing 46% total revenue of this line of activity.

Sales at domestic market stand at EUR 101.5 million versus EUR 61.6 million for the same period of the previous year, recording a 64.8% increase. Domestic sales represent 54% total sales of this line of activity.

# 3.2 Real Estate:

The main real estate activity carried out by the Group was the one corresponding to the "Condominio Nuevavista" urban development in Lima, Peru, which includes the construction of a total of 1,104 housing units, distributed in 10 buildings.

Currently, stages I and II of this real estate project are being executed: stage I is commercialised practically in its entirety, with the completion and delivery in the coming months; the commercialisation level of stage II is also very positive (approximately 70%).

The completion and delivery of the homes of stage I will allow the Group to progressively recover turnover and EBITDA figures obtained in previous periods in this line of activity.

Thousands of euros	

		Grupo SANJOSE	
REAL ESTATE AND PROPERTY DEVELOPMENT	Mar. 19	Mar. 18	Var.(%)
Revenue	607	919	-34.0%
Earnings before interest, taxes, D&A (EBITDA)	28	17	63.9%
EBITDA margin	4.6%	1.9%	
Earnings before interest and taxes (EBIT)	-5	3	
EBIT margin	-0.8%	0.3%	
Earnings before tax	-415	229	

# 3.3 Energy:

Net revenue for 1Q-2019 stands at EUR 2.4 million.

EBITDA stands at Eur 0.7 million, representing a 29.8% margin on sales, following the trend of previous years, what represents stability and recurrence.

Thousands of euros

		Grupo SANJOSE	
ENERGY	Mar. 19	Mar. 18	Var.(%)
Revenue	2,376	2,574	-7.7%
Earnings before interest, taxes, D&A (EBITDA)	708	775	-8.6%
EBITDA margin	29.8%	30.1%	
Earnings before interest and taxes (EBIT)	395	374	5.6%
EBIT margin	16.6%	14.5%	
Earnings before tax	287	209	37.4%

Grupo SANJOSE has for this line of activity at 1Q-2019 a project backlog amounting to EUR 399 million, which will be materialised as higher activity of the group in a period of approximately 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.

# 3.4 Concessions & Services:

Net turnover for 1Q-2019 stands at EUR 12.7 million, what represents a 7.7% increase compared to the same period of previous year.

EBITDA for 1Q-2019 increased in 12.7% with regards to the same period of the previous year, standing at EUR 0.7 million, representing a 5.3% margin on revenue (5.0% in 1Q-2018).

Earnings before tax, corresponding to 1Q-2019, stands at of EUR 1.5 million.

At the end of the first term of year 2019, contracted backlog of the Group for this line of activity amounted to EUR 196 million.

#### Thousands of euros

	Grupo SANJOSE					
CONCESSIONS AND SERVICES	Mar. 19	Mar. 18	Var.(%)			
Revenue	12,717	11,808	7.7%			
Earnings before interest, taxes, D&A (EBITDA)	670	594	12.7%			
EBITDA margin	5.3%	5.0%				
Earnings before interest and taxes (EBIT)	442	426	3.6%			
EBIT margin	3.5%	3.6%				
Earnings before tax	1,528	1,581	-3.3%			

# 4. FINANCIAL STATEMENTS

# **Consolidated Management Income Statement**

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	Grupo SANJOSE					
	Mar. 19	)	Mar. 18			
	Amount	%	Amount	%	Variac.	
Revenue	207,998	100.0%	152,852	100.0%	36.1%	
Other operating income	2,835	1.4%	1,917	1.3%	47.9%	
Change in inventories	1,665	0.8%	983	0.6%	69.4%	
Procurements	-142,465	-68.5%	-101,551	-66.4%	40.3%	
Staff costs	-32,172	-15.5%	-24,196	-15.8%	33.0%	
Other operating expenses	-26,971	-13.0%	-20,613	-13.5%	30.8%	
EBITDA	10,890	5.2%	9,392	6.1%	15.9%	
Amortisation chargue	-1,749	-0.8%	-1,187	-0.8%	47.4%	
Imparment on inventories	25	0.0%	44	0.0%	-42.4%	
Changes in trade provisions and other imparment	526	0.3%	299	0.2%	76.1%	
EBIT	9,693	4.7%	8,548	5.6%	13.4%	
Ordinary finantial results	-1,823	-0.9%	-1,980	-1.3%	-7.9%	
Foreign exchangue results and others	259	0.1%	-367	-0.2%		
NET FINANTIAL RESULT	-1,564	-0.8%	-2,347	-1.5%	-33.4%	
Results on equity method	-706	-0.3%	817	0.5%		
PROFIT BEFORE TAX	7,423	3.6%	7,018	4.6%	5.8%	
Income tax	-2,310	-1.1%	-2,312	-1.5%	-0.1%	
CONSOLIDATED PROFIT	5,113	2.5%	4,706	3.1%	8.7%	

- **Net revenue:** 36.1% increase with regards to that of 1Q-2018.
- Procurement, personnel expenses and other operating expenses: the increase observed in the first quarter of year 2019 for these items is consistent with the increase in activity (turnover) during the period.
- **Profit before tax**: a EUR 7.4 million profit is recorded versus the EUR 7.0 million of the same period of the previous year, increasing in 5.8%.
- **Profit for the year**: profit for 1Q-2019 amounts to EUR 5.1 million (EUR 4.7 million in the same period of year 2018), what represents an 8.7% increase.

# **Consolidated Management Balance Sheet**

Thousands of euros

	Mar. 19		Dic. 18		
	Amount	%	Amount	%	Var.
Intangible assets	21,773	2.2%	18,079	1.8%	20.4%
Property, plant and equipment	71,543	7.2%	71,033	7.1%	0.7%
Real state investments	9,525	1.0%	10,731	1.1%	-11.2%
Investments accounted for using the equity method	39,607	4.0%	40,422	4.1%	-2.0%
Long term finantial investments	54,985	5.5%	87,738	8.7%	-37.3%
Deferred taxes assets	35,580	3.6%	36,558	3.7%	-2.7%
Goodwill on consolidation	9,984	1.0%	9,984	1.0%	0.0%
TOTAL NON-CURRENT ASSETS	242,997	24.4%	274,545	27.6%	-11.5%
Inventories	112,194	11.2%	114,885	11.5%	-2.3%
Trade and other receivables	284,489	28.5%	259,865	26.1%	9.5%
Other short term finantial investments	108,327	10.9%	58,166	5.8%	86.2%
Short-term accruals	5,115	0.5%	4,902	0.5%	4.4%
Cash and cash equivalents	244,290	24.5%	283,434	28.5%	-13.8%
TOTAL CURRENT ASSETS	754,415	75.6%	721,252	72.4%	4.6%
TOTAL ASSETS	997,412	100.0%	995,797	100.0%	0.2%

Thousands of euros

	Mar. 19		Dic. 18		_
	Amount	%	Amount	%	Var.
Equity attributable to shareholders of the parent	80,798	8.1%	81,079	8.1%	-0.3%
Minority interest	23,325	2.3%	24,262	2.3%	-3.9%
TOTAL EQUITY (*)	104,124	10.4%	105,341	10.6%	-1.2%
Long term provisions	41,020	4.1%	40,121	4.0%	2.2%
Long term finantial liabilities	249,660	24.9%	252,084	25.3%	-1.0%
Long term derivative finantial contracts	357	0.0%	351	0.0%	1.7%
Deferred taxes liabilities	27,756	2.8%	25,635	2.6%	8.3%
Long-term accruals	888	0.1%	865	0.1%	2.7%
TOTAL NON CURRENT LIABILITIES	319,681	32.1%	319,056	32.0%	0.2%
Short term provisions	29,867	3.0%	31,227	3.1%	-4.4%
Short term finantial liabilities	69,177	6.9%	65,759	6.6%	5.2%
Trade accounts and other current payables	474,565	47.6%	474,414	47.7%	0.0%
TOTAL CURRENT LIABILITIES	573,608	57.5%	571,400	57.5%	0.4%
TOTAL EQUITY & LIABILITIES	997,412	100.0%	995,797	100.0%	0.2%

(\*) **Management Net Equity:** EUR 112.5 million and EUR 111.4 million have been recorded under this item at 31 March 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		Mar. 19		Dic. 18		
		Amount	%	Amount	%	Var.
Other short term finantial investments		108,327	30.7%	58,166	17.0%	86.2%
Cash and cash equivalents		244,290	69.3%	283,434	83.0%	-13.8%
·	Total cash	352,617	100%	341,600	100%	3.2%
Long term finantial liabilities (*)		249,660	78.2%	252,084	79.2%	-1.0%
Long term derivative finantial contracts		357	0.1%	351	0.1%	1.7%
Short term finantial liabilities	erm finantial liabilities	69,177	21.7%	65,759	20.7%	5.2%
	Total debt	319,193	100%	318,194	100%	0.3%
TOTAL NCP		33,424		23,406		42.8%

Net cash position at 1Q-2019 amounts to EUR 33.4 million compared to EUR 23.4 million at 31 December 2018, recording an improvement in more than 10 million Euros, representing an increase of 42.8%.

Net cash position at 31 March 2019 includes the funding of other non-recourse projects of Grupo SANJOSE for EUR 111.4 million.

# 5. PROJECT BACKLOG

#### Millions of euros

		G	rupo SANJOSE		
BACKLOG by segment	Mar. 19	Dic. 18			Var.(%)
Construction	1,414	70% 1,334 71%			6.0%
Civil works	221	11.0%	169	8.9%	30.7%
Non residential building	760	37.7%	829	43.4%	-8.4%
Residential building	428	21.3%	331	17.4%	29.2%
Industrial	5 (	0.3%	5	0.4%	7.8%
Energy	399	20%	395	21%	1.2%
Concessions and services	196	10%	187	10%	4.5%
Maintenance	23	1.1%	19	1%	21.0%
Concessions	173	8.3%	169	9%	2.0%
TOTAL BACKLOG	2,009	100%	1,916	100%	4.8%

#### Millions of euros

	Grupo SANJOSE						
BACKLOG by geography	Mar. 19	Dic. 18			Var.(%)		
National	1,131	56%	1,098	57%	3.0%		
International	878	44%	819	43%	7.2%		
TOTAL BACKLOG	2,009		1,916		4.8%		

#### Millions of euros

BACKLOG by client	Grupo SANJOSE						
	Mar. 19		Dic. 18				
Public client	737	37%	7% <b>820 43</b> %		-10.0%		
Private client	1,272	63%	1,097	57%	16.0%		
TOTAL BACKLOG	2,009		1,916		4.8%		

At 31 March 2019, project backlog amounts to EUR 2,009 million, recording a 4.8% increase compared to the end of 2018.

Construction backlog, main activity of the Group, represents 70% total backlog and involves a 6% increase, standing at EUR 1,414 million.

# **6. LEGAL DISCLAIMER**

The present document contains financial information prepared in accordance to International Financial Reporting Standards (IFRS).

Neither the company, nor its advisers nor its representatives, assume responsibility of any kind, due to negligence or any other concept, with respect to damages or losses arising as a result of any use of this document or its contents.

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#### 7. CONTACT INFORMATION

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