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**In 2014 after taking on the management and operation of more than 22,000 parking spaces in 51 stations amounting to 140 million euros**

## **Saba is now activating a new business policy in car parks at railway stations and is maintaining its commitment to technological innovation**

- The company is adapting its business offer to new consumer uses and habits, with new products, and linking them to processes that improve mobility, optimisation of space and access to car parks.
- It has been carrying out, since 2014, comprehensive renovation of control and payment systems, as well as security features. It has also introduced technological innovations such as VIA T, an e-system of access and payment - and automation of discounts. Actions in which Saba has invested nearly 10 million euros.

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### **Barcelona, 18 March 2016**

After the technological renovation of control and payment systems undertaken by the company since 2014, Saba will start gradually implementing throughout its entire network, from next Monday, March 21, a new business policy at car parks at Adif railway stations. The new approach will meet the demands of different customer segments by way of new products, and adapt the business offer to new consumer habits. It will also contribute to improving management of mobility.

In short, Saba is seeking to use this action to optimise its infrastructures by way of an adequate supply of products to suit the potential customer demand and of prices and tariffs that allow for an efficient response to unequal and discontinuous use of its car parks, thereby balancing times of saturation with other lower intensity and low occupancy situations.

The new products seek to attract new customers among long-distance (vacation packages) and weekend (special offers) travellers. In addition, the updates will include a change to tariffs to adapt them to the market and streamline movements in the car park itself as well as in their surroundings, thereby avoiding congestion and promoting sustainable mobility, one of Saba's lines of action.

For instance, the widespread implementation of 15-minute courtesy stays at all sites, which are redeemable at both the payment machines as well as exit points, and the rates for the first 30 minutes are cheaper, which will help facilitate rotation and optimise mobility.

Likewise, in those car parks with significant times of high demand during the day and that have different areas to park within the same infrastructure, a differentiated rate model will be applied depending on the location of the space and the demand registered, thereby easing vehicle entrance and exiting. Similarly, in the event of low demand, new products and a lower rate will be offered to encourage use. Finally, specific products will be implemented in the coming months for subscribers that are adapted to new time slots that, until now, did not exist, thus meeting the needs of residents who live around the car parks.

This action is part of Saba's commitment to continuous improvement since it signed the contract in January 2014 for management and operation of more than 22,000 parking spaces in 51 Adif network railway stations. This contract was awarded to the company for the amount of 140 million euros.

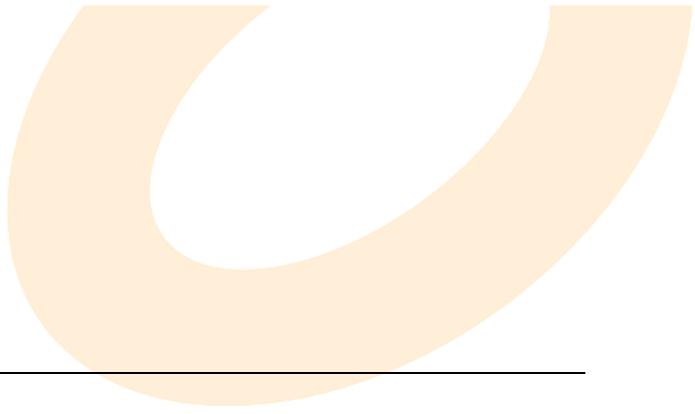
### **Implementation of technological improvements at railway station car parks**

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Saba will continue its commitment to technological innovation in the Adif network, in the same way as at all its facilities. In two years, Saba has invested nearly 10 million euros in its car parks at railway stations. These investments are mainly in the following areas:

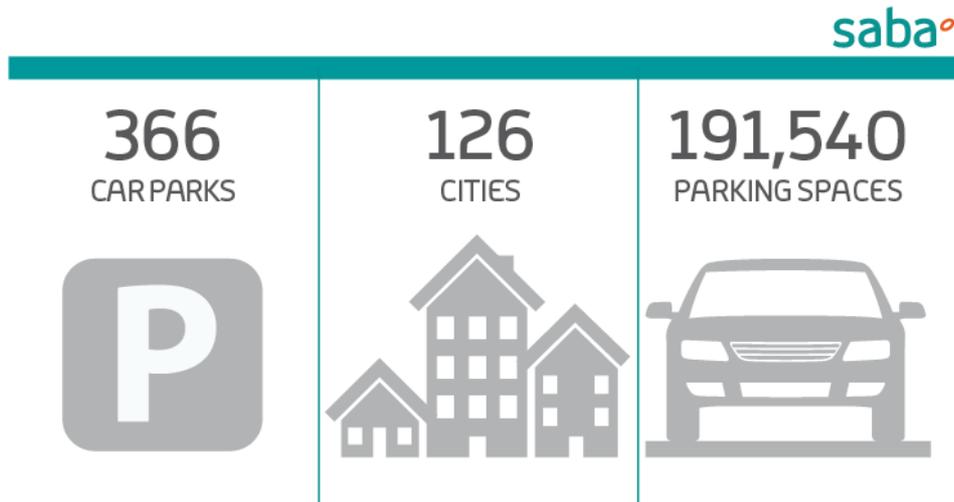
- Operational improvements
  - Complete renovation of control and payment systems with the substitution of more than 100 ATMs by new technologically advanced units. The ATMs are equipped with QR code and bar code readers, which expands the catalogue of products.
  - Implementation of payment by credit card at every one of the network's car parks.
  - Automation of discounts at shopping centres.
- Improvements in customer service and security
  - Connection of the entire car park network to Saba's *Centro de Atención y Control* (CAC) Customer Service Centre (CSC).
  - Increase in passive security measures (CCTV).

- Improvements in access and payment: VIA T
  - Saba pioneered the VIA T system at the entrances and exits to its car parks in 2012, and is still committed to this innovative system that, after installation in the main stations of Adif, is now operating in 66 car parks in Spain.
  - Adif car parks with VIA T: Barcelona Sants, Madrid Puerta de Atocha, Camp de Tarragona, Lleida Pirineus, Zaragoza Delicias, Valencia Joaquín Sorolla, Alicante, Madrid Chamartín, Málaga María Zambrano and Vigo Urzaiz).
  - In 2015, 6 million VIA T transactions were recorded in its car parks. One in four cars enter and exit the car park network using this system. In stations like Barcelona-Sants, one of every three vehicles enter the car parks by way of VIA T.
- Improvements in processes: Renfe discounts
  - Automation of discounts at the ATM, substantially improving customer service.
  - Management of discounts via the Saba app.
- Improvements in facilities: environment
  - Implementation of LED lights in the car parks. Energy efficiency and reduction of carbon footprint.



## Saba

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Saba, the top operator in the industry, operates more than 190,000 parking spaces and 366 car parks in Spain, Italy, Portugal, Chile and Andorra. Innovation, the use of new technology and a concept of the car park as a key part of mobility and access to urban and metropolitan areas are among the factors that have marked the company's development. For instance, Saba has installed the Via T access system and electronic payment in 66 car parks, with a total of 6 million movements in 2015. The Saba car park division is a company within the Saba Infraestructuras group, a leading car park operator since 1966 and a logistics park operator since 1999.