SABA, A NEW CONCEPT OF PARKING

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Number and session name
What is Saba? Presence

- 200,000 parking spaces
- 370 car parks
- 1,408 employees

Spain and Andorra

Italy

Portugal

Chile
What is Saba? Quality service

Concession  Ownership  Rental  Management

Since 1966

Saba operates in all areas of the car park industry. Focus on great locations due to a smart selective growth policy

Quality facilities  Technology  Environment. LEDs  Services  Remote management  Wider parking spaces  Customer oriented service  Internationalisation
**Growth. Significant operations**

**Saba**
- 57,000 parking spaces
  - 5-year management contract

**ADIF**
- 22,700 parking spaces
  - 10-year rental contract

**BAMSA**
- 12,555 parking spaces
  - 25-year concession contract

**CPE**
- 9,900 parking spaces
  - 29-year concessional average life
COMPETITIVENESS

Growth
Efficiency
Commercial
Technology & Innovation

VALUE CREATION FOR THE SHAREHOLDER
Saba, a new concept of parking. Innovative environment

- Partnership
- HUB
- Car parks serving sustainable urban mobility
- Agreements for the innovation
- Value added services
- Comercial innovation
- Access and payment systems (OBE)
- Process automation “Franquicias Renfe”
- New business website
The car park, a service hub. Car parks serving sustainable urban mobility

Intermodality
Carsharing
Bicing

New services
e-commerce
Microdistribution
Storage rooms

The car park, a service HUB

Electric vehicle

Technology
OBE
Web /App
New control systems
Partnerships. Agreements for the innovation

Seat-Saba agreement

- Booking and payment for parking spaces
- Parkfinder 2.0 project: real time availability

Other collaborations

SMARTCITY
EXPO WORLD CONGRESS

MOBILE WORLD CONGRESS
Value added services. Comercial innovation

- Electric vehicle charging points: >150 in Spain, Italy, and Portugal
- Carsharing Agreements with operators in Spain and Italy
- E-commerce services
- Storage rooms
- Urban microdistribution
Value added services. Access and payment systems (OBE)

- **VIA T** (Spain): 6,7M movements, +18%
- **TAG** (Chile): 320,000 movements
- **Telepass** (Italy): Start of deployments in Brindisi (June 2017)
- **Via Verde** (Portugal): Start Via Verde Express (53% vehicles)
Value added services. Process automation “Franquicias Renfe”

Technological improvements

• New cashiers and control systems equipped with optical reading (QR)
• OBE integration
• Cloud technology: new commercial efforts
Value added services. New business website

- Pioneers in commercializing parking solutions via e-commerce channel.
- Adjusted to all Saba countries
- Digital benchmark in the sector: website, OBE and App.
- Responsive and intuitive design. 100% digital experience.

*2017 Estimate
Value added services. New business website. A new business and customer experience
THANK YOU
GRACIAS