



AL MERCADO ALTERNATIVO DE RENTA FIJA

De conformidad con lo establecido en el Reglamento y Circulares pertinentes del Mercado Alternativo de Renta Fija (MARF) y demás normativa aplicable, Sampol Grupo Corporativo S.L.U. (“la Sociedad”), comunica y hace público el siguiente:

HECHO RELEVANTE

“SAMPOL PRESENTA A INVERSORES SU PROGRAMA DE PAGARÉS”

SAMPOL INGENIERÍA Y OBRAS, S.A., titular del programa de pagarés recientemente incorporado en el MARF, realizó ayer 25 de febrero un desayuno con inversores para presentar los detalles del programa.

El desayuno se realizó en la sede del Palacio de la Bolsa de Madrid y fue organizado en conjunto con los Agentes Colocadores responsables: Ahorro Corporación Financiera y Beka Finance.

En la ocasión, los potenciales inversores pudieron conocer de mano de la CEO, doña Carmen Sampol, los proyectos y retos de la compañía, la cual se prepara para hacer su primera emisión de pagarés durante la primera semana de marzo.

En Palma de Mallorca, a 26 de febrero de 2020

SAMPOL GRUPO CORPORATIVO, S.L.U





InvestorDay

SAMPOL GROUP

INVESTORS PRESENTATION

01

**Company
description**

02

**Business
and industry**

03

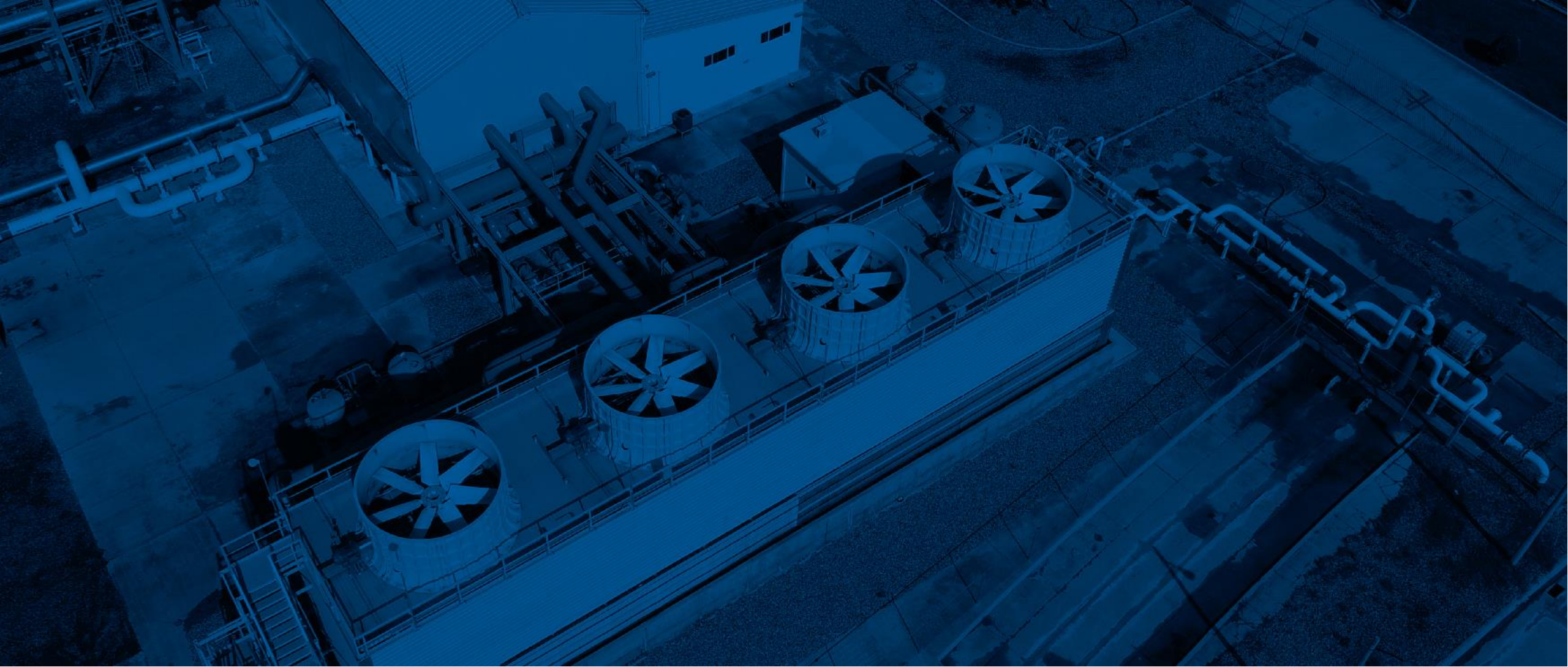
Highlights

04

**Financial
results
2018 & 2019**

05

**MARF
Commercial
Paper
Programme**



01. Company description

Family owned group
founded in 1934



International experience
of more than 30 years

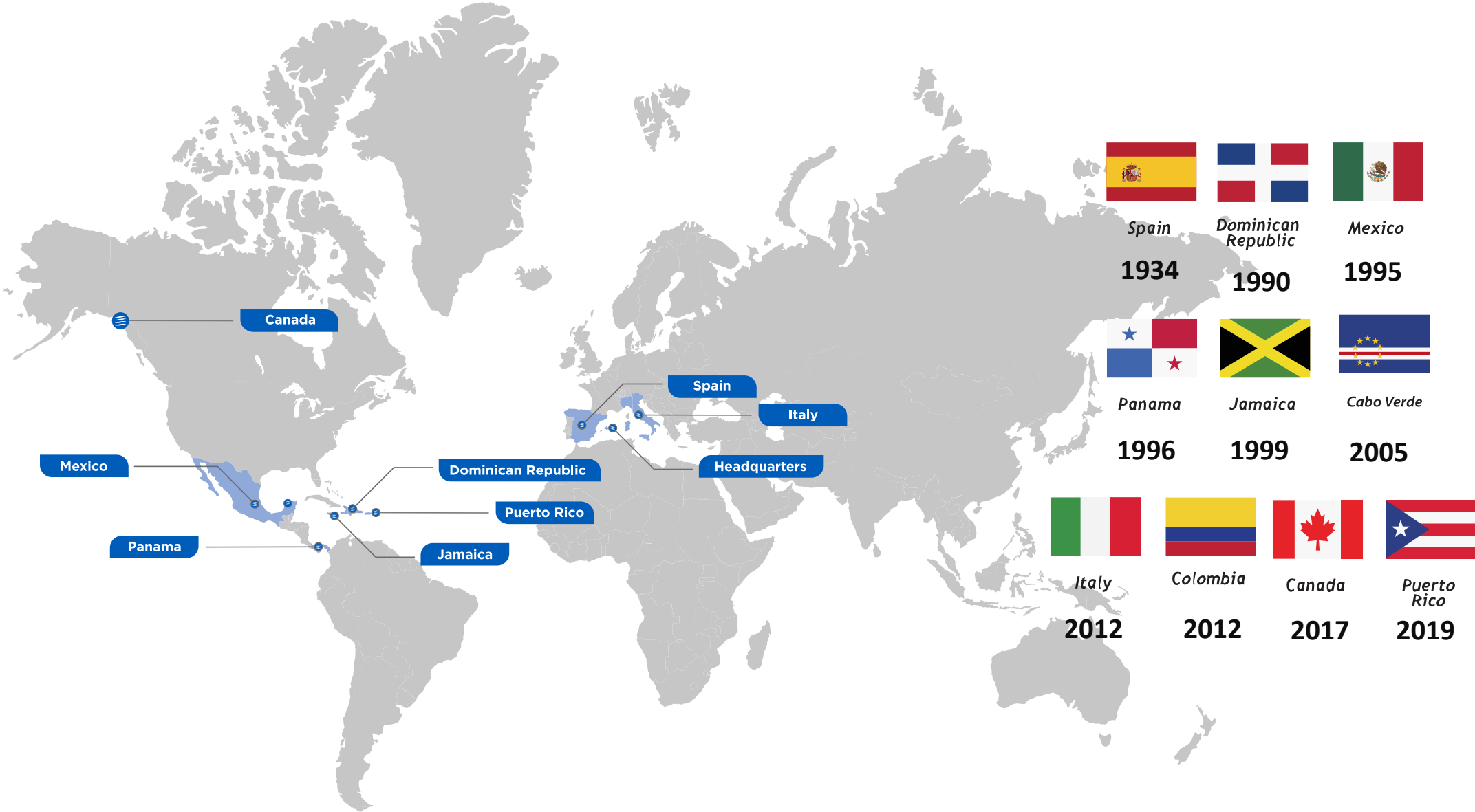


+ 1.500 employees and
+ 300 engineers

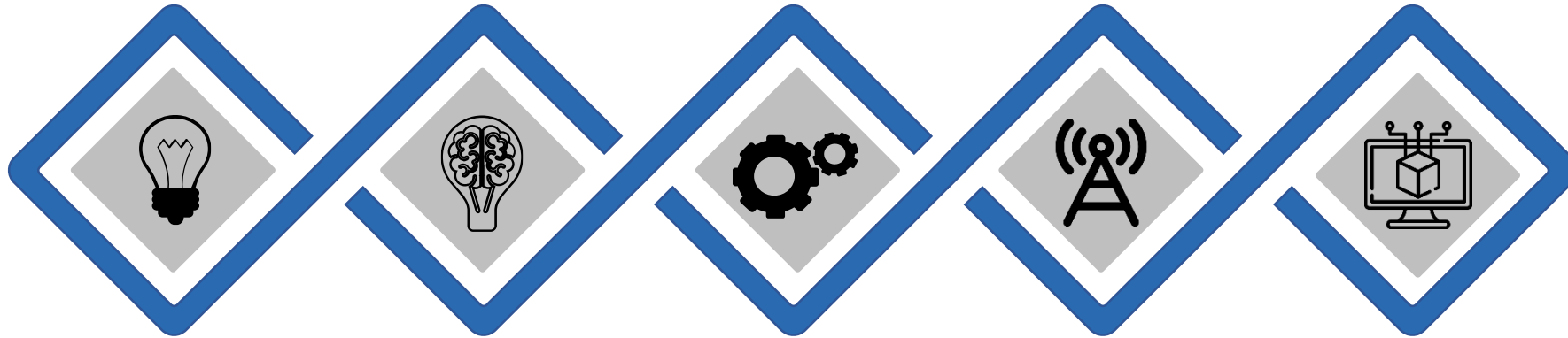


Shareholder's structure:

- Founded in 1934 in Palma of Majorca reaching 85 years of experience. In the sixties with the introduction of mass tourism in Spain and especially in the Balearic Islands it become a **reference to the Majorcan hotel companies and industrial world**.
- The business areas of Sampol can be classified into two main verticals:
 - **Projects**: electromechanical installations and energy.
 - **Energy**: which includes generation, commercialization and distribution of electrical energy.
 - **Technological Integration**: Integration of new technologies in telecommunication, automation and software.
- The Group has a **permanent presence in Spain, Mexico, the Dominican Republic, Jamaica, Panama, Italy, Colombia and Puerto Rico** and has developed projects in 19 countries and four different continents.
- **The international experience of the Sampol Group started in the 90's by the hand of the clients from the hotel business sector** and their overseas expansion to the Caribbean.
- **Sampol is a family-owned multinational group of Spanish capital** property of Mr. Gabriel Sampol Mayol.



SAMPOL GROUP



ENERGY

- Integral energy and water management through cogeneration and renewables
- Energy and emission savings
- Efficient management of energy production installations

ENGINEERING

- Great technical capability
- Complete project cycle from design, planning and systems execution
- Opting for innovation and technological Integration
- Installations 3D design

MEP INSTALLATIONS

- Broad knowledge in installations
- Integral solutions for everything
- Electricity, DHW, HVAC, plumbing
- Networks, security, firefighting system

TELECOM

- Integration of new technologies in telecommunication, automation and software
- Real time exploitation of information using it in decision making processes and actions
- Optic fibre GPON connectivity

INDUSTRY SW

- Development and implementation of automation systems and integration of SCADAs, hardware and software.
- Highly specialised in the airport sector, with beaconing and energy control systems.

□ Global vision

- Energy, Electricity, Mechanics, Communications
- Economic improvements and planning
- Critical environments and times
- Technologically advanced systems

□ Experience

- Cross-referenced references at international level
- Long-term relationships with customers
- Multidisciplinary team
- Maximum dedication



Project Full Cycle □

- Viability study
- Design and Engineering
- Turnkey installation and commissioning
- Operation and maintenance

Solvency □

- Independent family business
- Financial stability
- More than 80 years of history
- Quality guaranteed and certified



02. Business and industry

ENERGY

- **50 years of experience**
- **EPC contracts** (Engineering, procurement & construction):
 - Viability study
 - Engineering
 - Supply
 - Construction
 - Commissioning
 - O&M
- **ESCO CONTRACTS** (Energy Service Company)
 - Inversion of the project
 - Energy supply
 - Engineering, development and construction of the co/trigeneration plant
 - O&M

PROJECTS

- **High specialization** and sectorial experience
- **Comprehensive response to the set of facilities** (electrical, mechanical, telecommunications, security, control, etc.)
- Services with a **global conception** of the life cycle of the project and the facilities
- **Key activities in turnkey mode:**
 - Electricity
 - Air conditioning and ventilation
 - Fire protection
 - Plumbing and sanitation
 - Electrical installations of high tension
 - Transforming substations
 - Distribution lines and transformation centres

Engineering – Procurement – building (EPC)

SAMPOL

- Integral Project Management
- In the technological vanguard
- Highest Quality
- Modular solutions

PROJECT PHASES

- Viability study
- Design
- Building
- Commissioning

TECHNOLOGIES

- Gas
- Biogas
- Renewable energy

PLANTS TYPES

- Self-consumption
- Generation
- ESCO
- Emergency Plants
- Heating- Refrigeration

Energy Service Company (ESCO)

EPC

- Sampol is responsible for the engineering, development and construction of the co/trigeneration plant

Energy Supply

- Sampol ensures a reliable efficient and secure energy supply

INVERSION

- Sampol undertakes the inversion of the project

O&M

- Sampol is responsible of the Operation and Maintenance of the installations



Hotels & Buildings:

- More than 3000 projects in more than 250 hotels across 17 countries in four continents.
- Clean energy and water management.
- Commitment to efficiency and building sustainability.



Airports:

- More than 600 projects in the 47 airports of the Spanish network, as well as in Mexico, Colombia, the Dominican Republic and Palestine.
- More than 20 emergency generation power plants.



Energy:

- Design, installation and operation of energy efficient infrastructures and plants for industries, hotel complexes, hospitals and infrastructures



Metro & Railways:

- Direct application of the know-how acquired in other sectors of critical infrastructures.
- National and international projects in railways, metropolitan tram and high speed trains



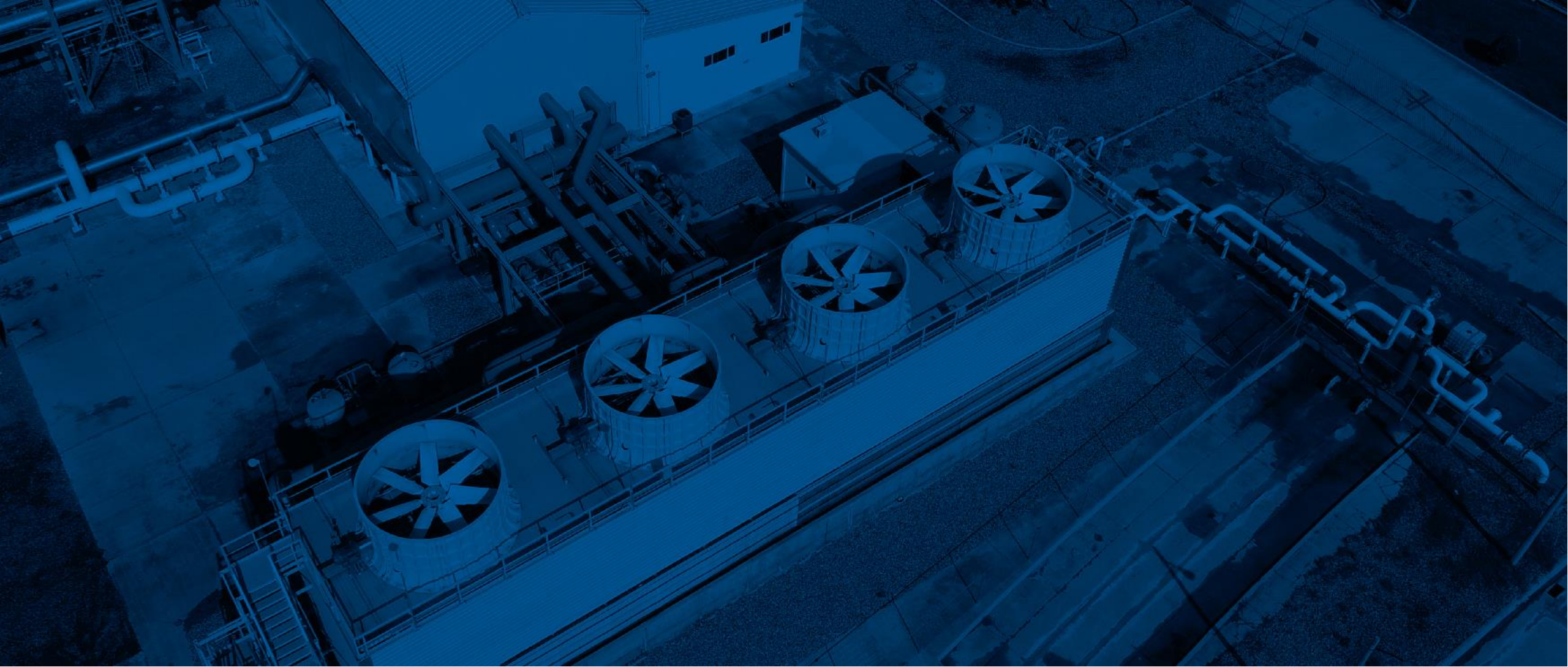
Telecommunications & Smart Information Systems

- Professional telecommunications linked to the segments of emergency and security, private and public radio communications networks, and datacentres.



Industry & water

- Solutions for improving efficiency and energy costs of industrial processes and execution of projects of facilities and systems.



03. Highlights



Multinational family group founded in 1934 and well established in its niche market.



Long standing core relationship with “Islas Baleares” industries, and specially with the leaders of the hotel & leisure sector.



Good engineering technical skills. 300 engineers, innovating and installing technology. **Strong technical franchise** in renewable power energy and energy storage systems.



Conservative financial management, with:

- **Moderate leverage** Debt/Ebitda from 2,9x in 2015 to 0,38x in first half of 2019, and Net Worth 37,6% of Total Assets.
- **Very low pay-out.**
- Assets growth to be financed conservatively through internal cash flow and moderate debt increase.
- **Predictability and stability of revenues** based on a high percentage of recurring income (power generation, maintenance agreements, concessions PPI)
- **EBITDA/Interest coverage ratios** in excess of 8,8x in first half of 2019.



Diversification both in terms of business (mix 50-50% energy-construction) and of geographic diversification (mix 50-50% national-international revenues)



Growth based in the existing backlog and identified projects within the Strategic Capex Plan for 2019 and 2020 (greenfield and brownfield), mainly in renewable energies. Committed three projects for amount of 19 M€ and one more expected for amount of 4 M€ by May 2020.



Rated BBB- by Axesior (ESMA approved rating agency) in December 2019.



Puerto Rico: New EPC project in Puerto Rico in 2019 for amount of 26,8 M€ and with long term O&M contract.



Cash and Cash equivalents has doubled in the first half of 2019 compared to the end of 2018.



New contracts:

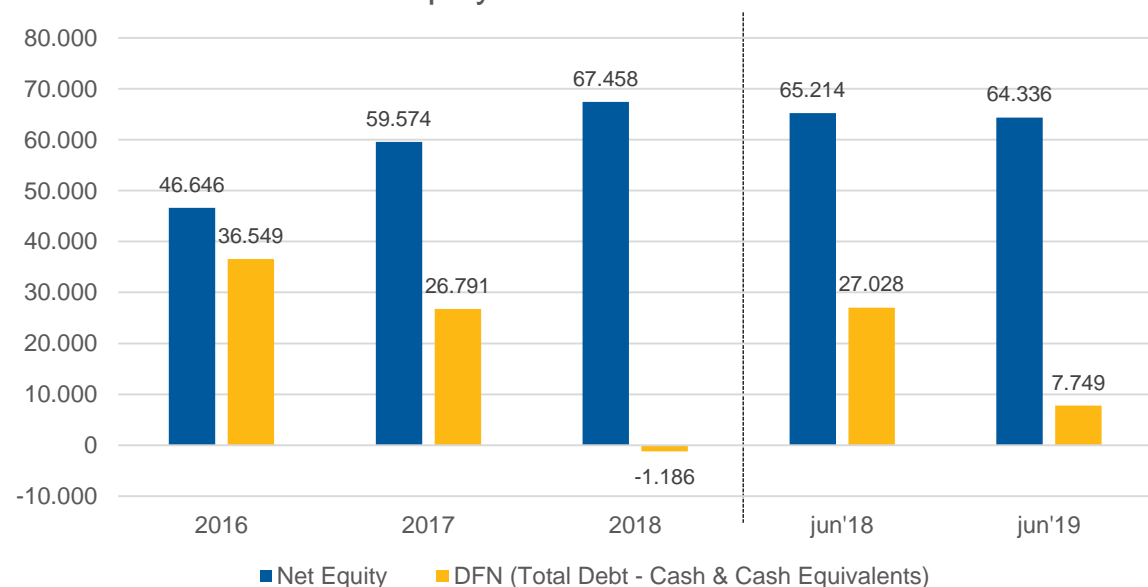
- New ESCO in Jamaica for 7,6 M€
- New project in Mexico (Sonora) for UEN 7,5 M€



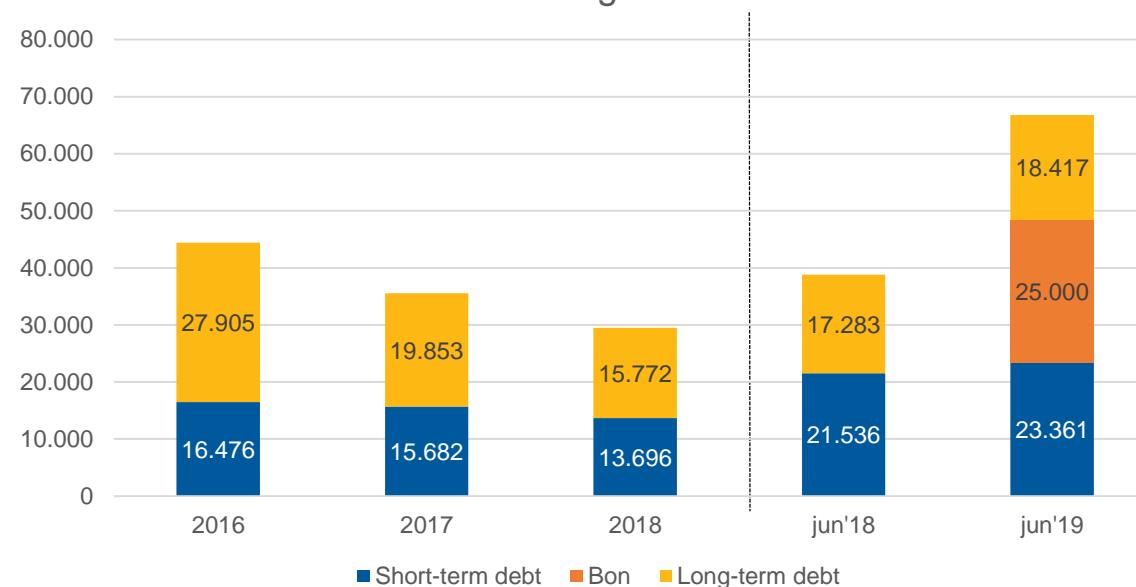
04. Financial information

“Solid balance sheet structure with high weight of net equity and diversified debt structure”

Net Equity vs Net Financial Debt



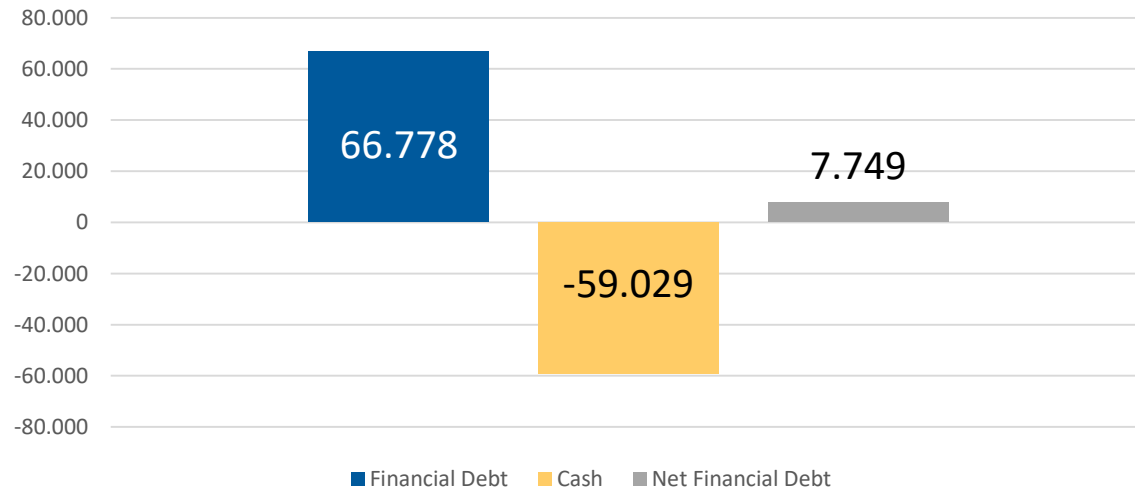
Short & Long-term debt



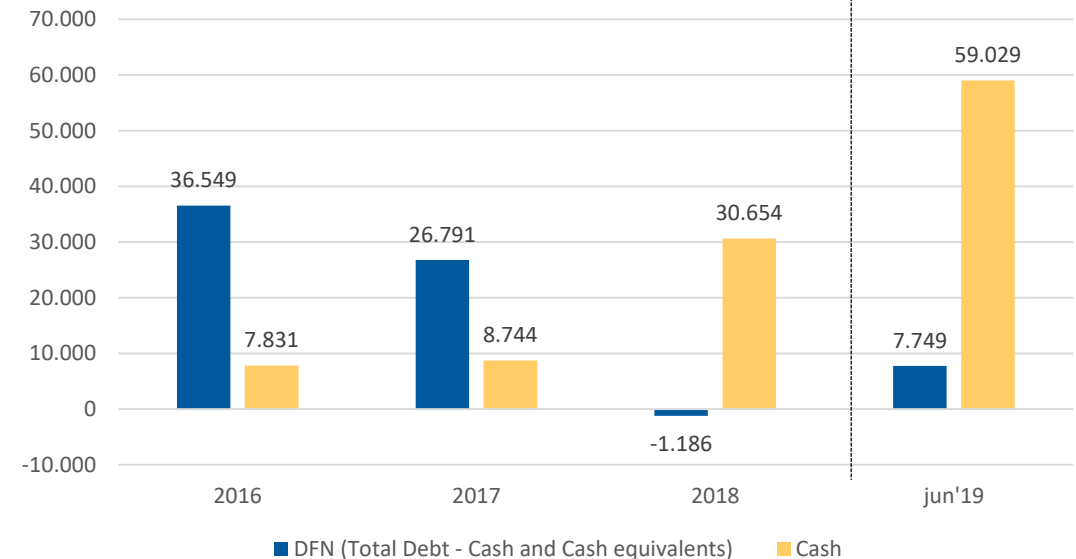
- Diversified debt structure after the bond issue and improvement on debt maturity
- Debt strategy based on our bond issued for CAPEX and long term and short term banking facility for our working capital
- Maintenance of solvency position in terms of net equity and financial debt
- Acquisition of 42,5% of Sampol Digital SL by Sampol Group with effective date January 2019

“Conservative liquidity management policy”

Net Financial Debt (June 2019)

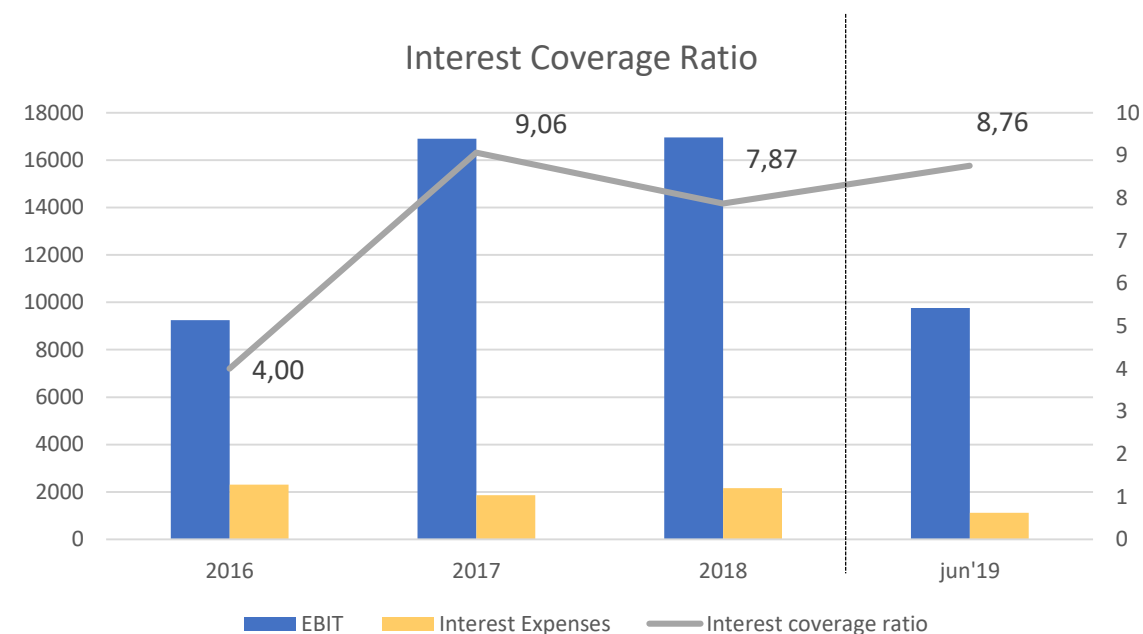
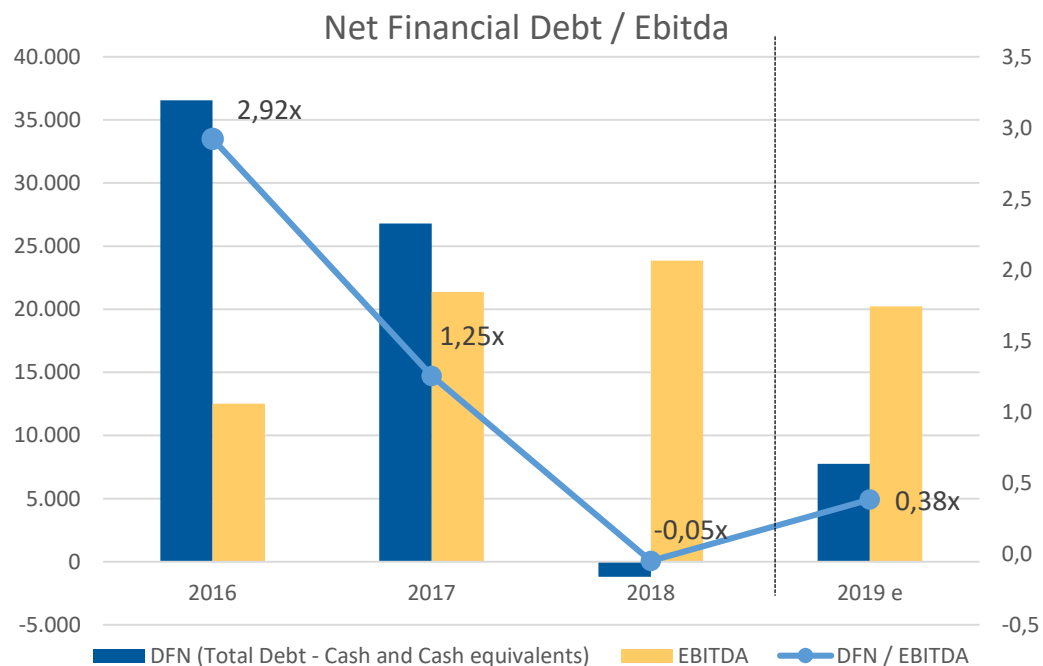


NFD vs Cash & Equivalents



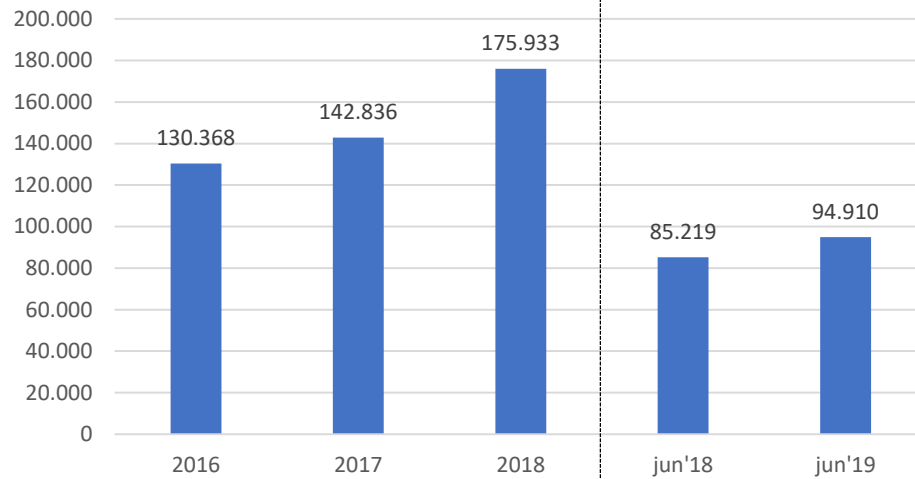
- Positive evolution of position in Net Financial Debt along the whole period and a little increase due to CAPEX 2019
- Significant growth of “cash and equivalents” based on improvement of the management policy on working capital maintenance a Group policy of zero dividends and good net profit

“Strong indebtedness ratios ”

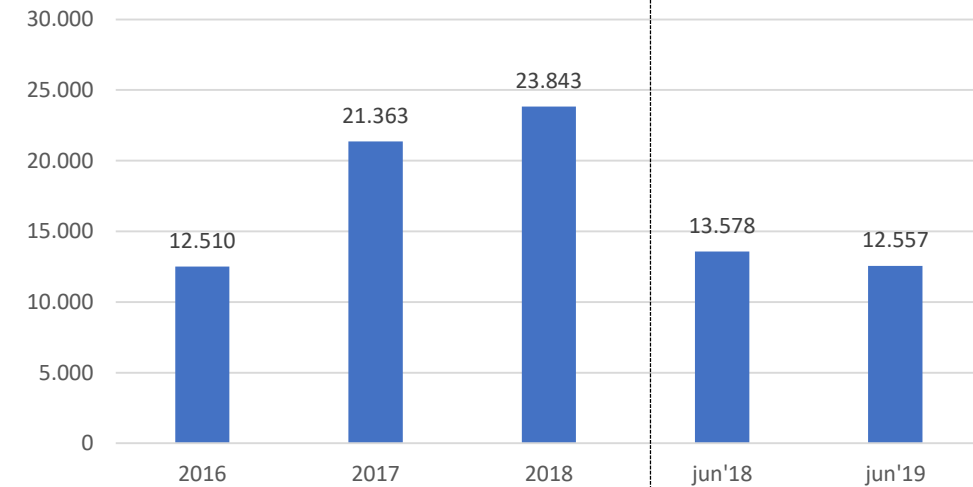


- Indebtedness ratio by the end of 2019 is far below leverage covenant than require in the bond term (2,90x)
- Net financial debt is calculated as the difference between gross financial debt and the accounts “cash and cash equivalents”
- Increase in the interest coverage ratio as a consequence of the decrease in the interest expenses and the strong growth recorded in EBIT

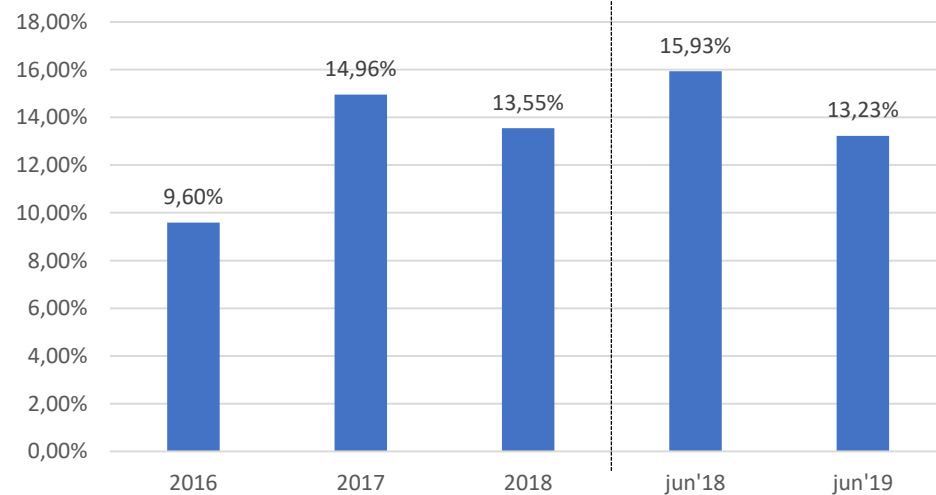
INCOME



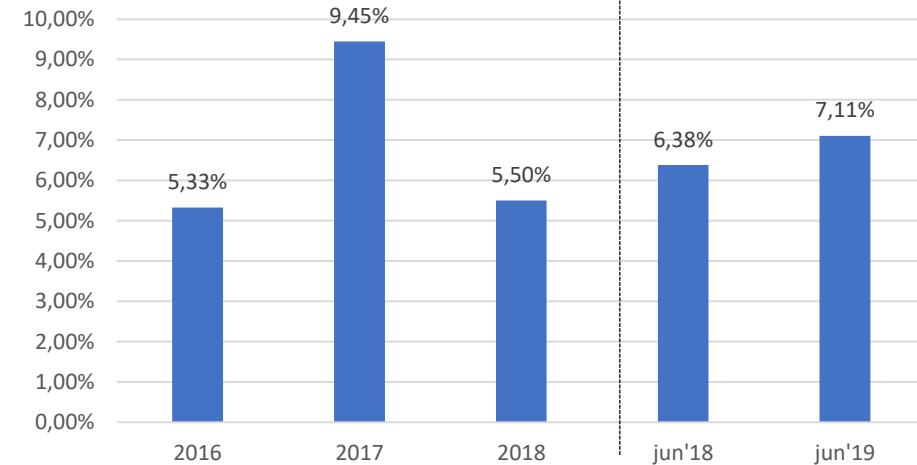
EBITDA



% EBITDA

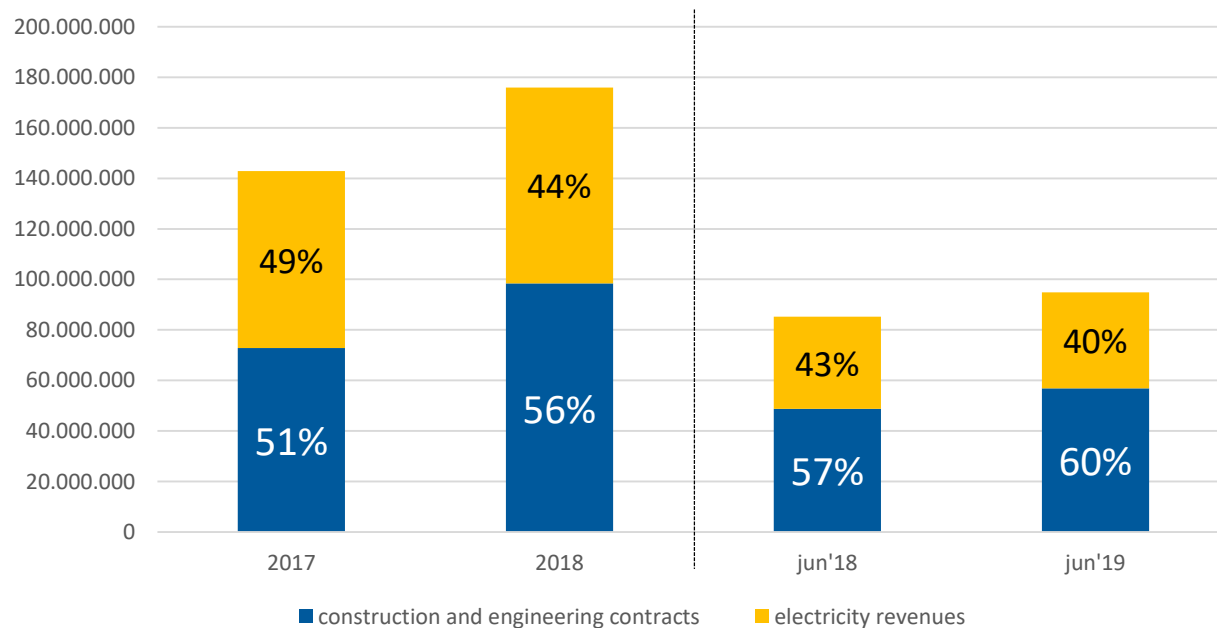


% NET PROFIT

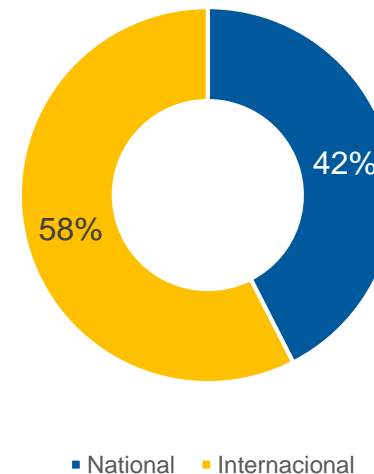


“Solid diversification both in type of contract and geographical”

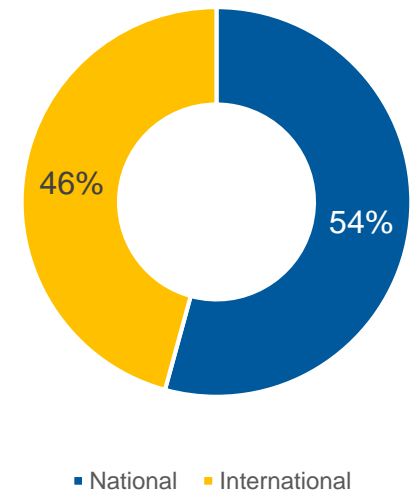
REVENUES BY TYPE OF CONTRACT



GEOGRAPHICAL DISTRIBUTION OF REVENUES JUN'19 (%)



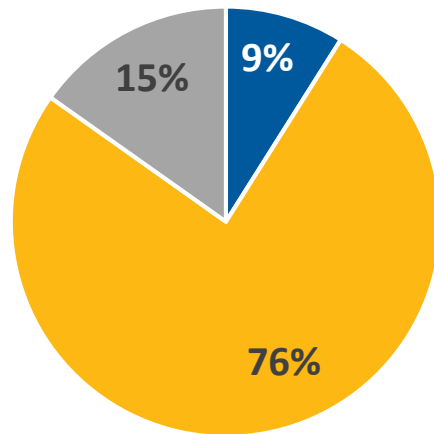
GEOGRAPHICAL DISTRIBUTION OF REVENUES 2018 (%)



- Sampil Group derives its higher revenues from growth of **projects** and **from electricity revenues**, new power plants to be commissioned by beginning of 2020
- Diversified geographical footprint with approximately half of revenues coming from the Spanish market and half from foreign markets (America and EU)

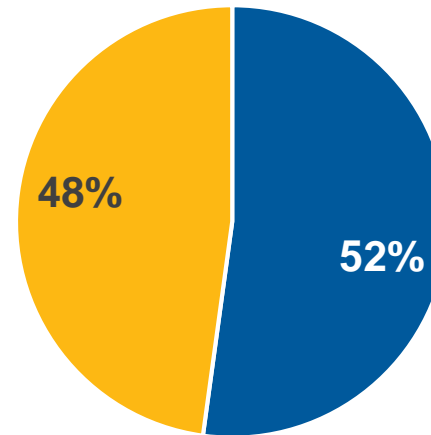
Backlog: 155 million EUR as of December 2019 (152 million EUR in December 2018)

**Backlog / Distribution
by Sector Dic'19**



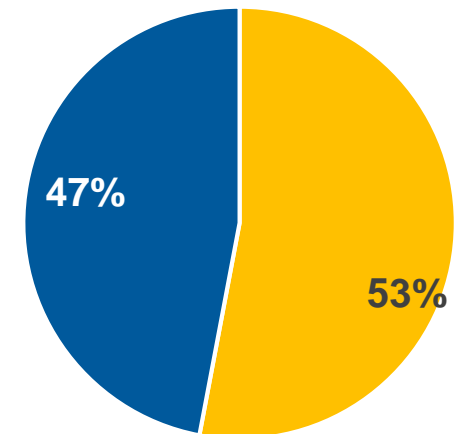
■ Hotel & Residential ■ Energy & Industry ■ Airports & Transportation

**Backlog / Distribution
by Business Dic'19**



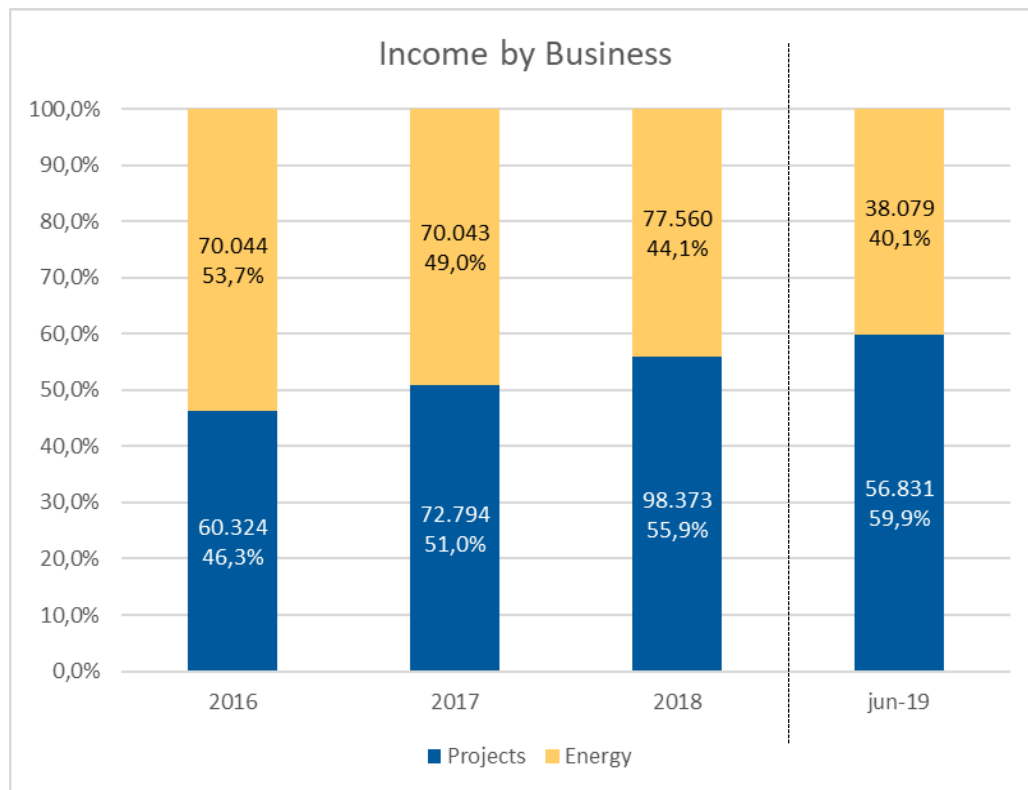
■ Projects ■ Energy

**Backlog / Distribution
by geographical Dic'19**

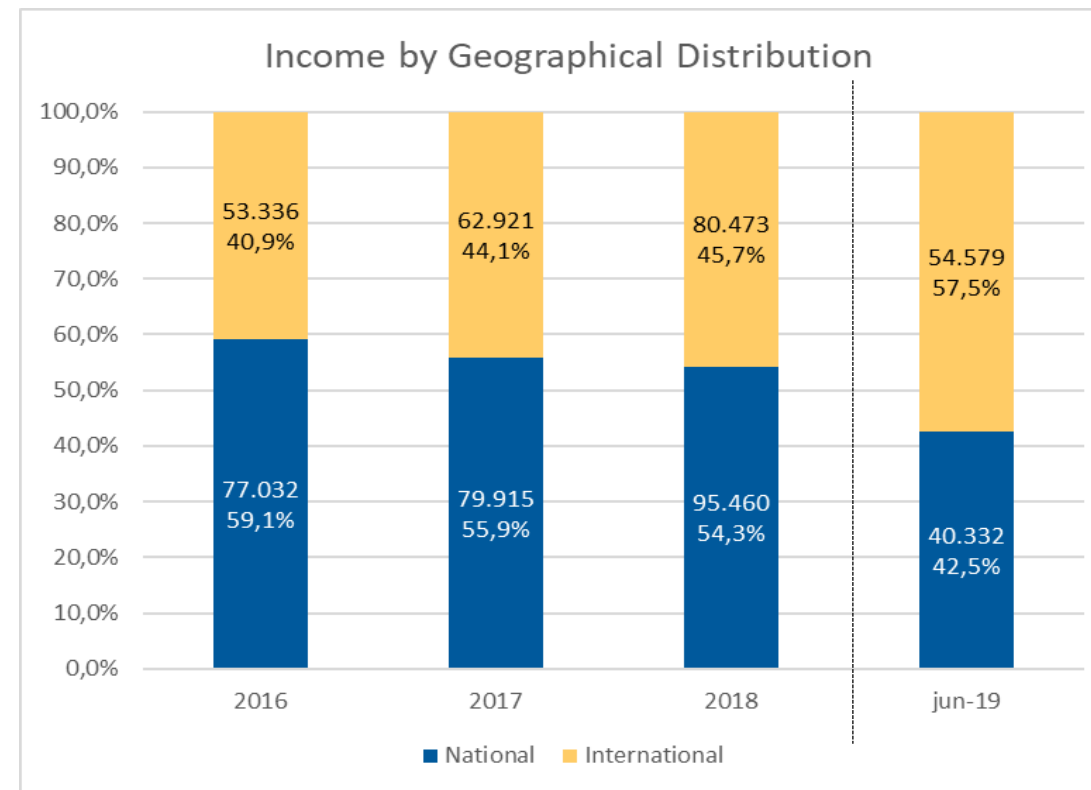


■ National ■ International

INCOME: DISTRIBUTION BY BUSINESS & GEOGRAPHICAL DISTRIBUTION

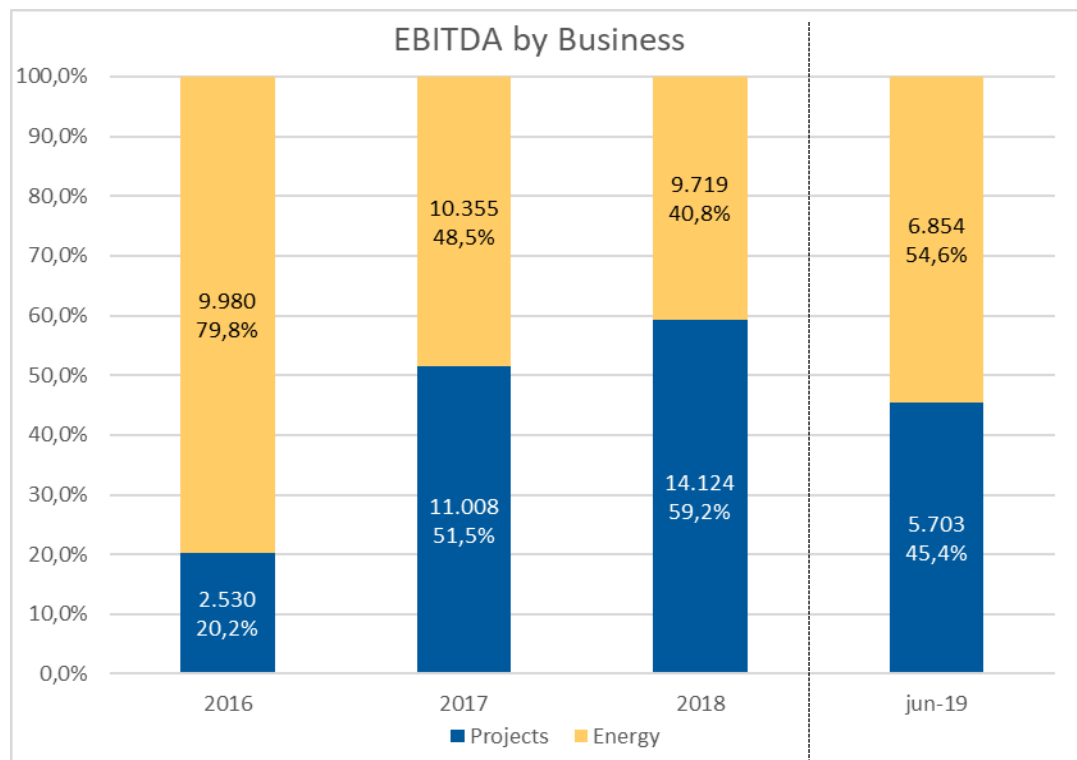


Thousand EUR and percentages									
	2016		2017		2018		jun-19		
Income	Amount	Weight %	Amount	Weight %	Amount	Weight %	Amount	Weight %	CAGR 2018-16
Projects	60.324	46,3%	72.794	51,0%	98.373	55,9%	56.831	59,9%	27,7%
Energy	70.044	53,7%	70.043	49,0%	77.560	44,1%	38.079	40,1%	5,2%
TOTAL	130.368	100,0%	142.836	100,0%	175.933	100,0%	94.910	100,0%	16,2%

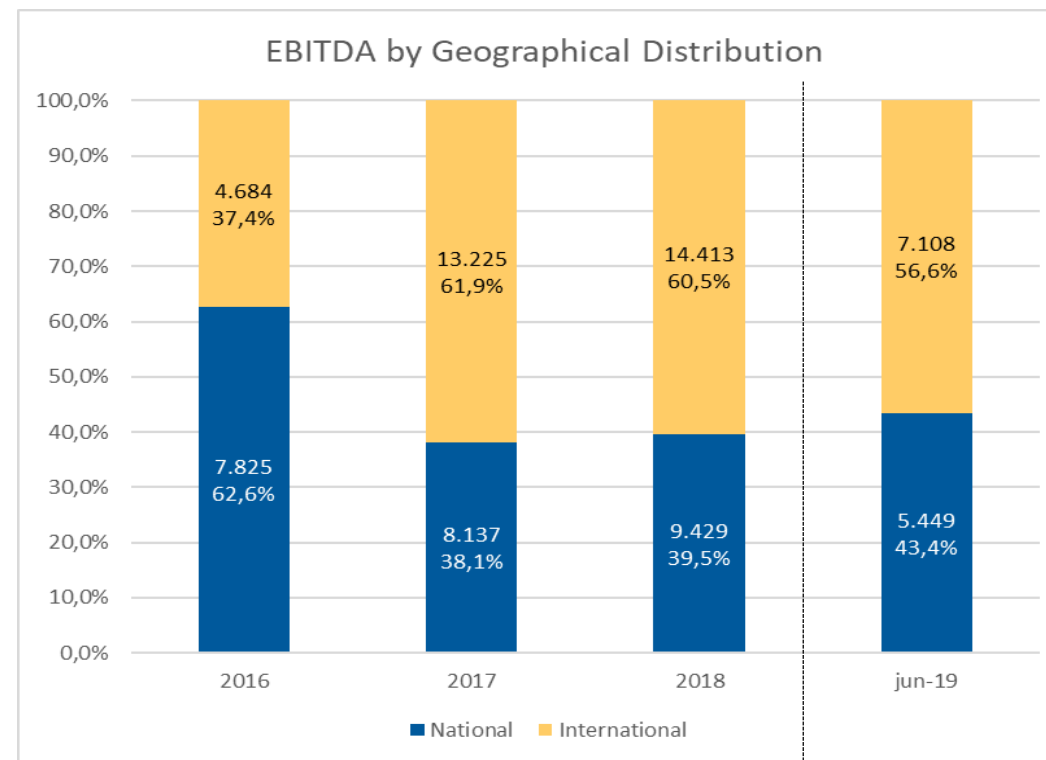


Thousand EUR and percentages									
	2016		2017		2018		jun-19		
Income	Amount	Weight %	Amount	Weight %	Amount	Weight %	Amount	Weight %	CAGR 2018-16
National	77.032	59,1%	79.915	55,9%	95.460	54,3%	40.332	42,5%	11,3%
International	53.336	40,9%	62.921	44,1%	80.473	45,7%	54.579	57,5%	22,8%
TOTAL	130.368	100,0%	142.836	100,0%	175.933	100,0%	94.910	100,0%	16,2%

EBITDA: DISTRIBUTION BY BUSINESS & GEOGRAPHICAL DISTRIBUTION



Thousand EUR and percentages									
	2016		2017		2018		jun-19		
EBITDA	Amount	Weight %	Amount	Weight %	Amount	Weight %	Amount	Weight %	CAGR 2018-16
Projects	2.530	20,2%	11.008	51,5%	14.124	59,2%	5.703	45,4%	136,3%
Energy	9.980	79,8%	10.355	48,5%	9.719	40,8%	6.854	54,6%	-1,3%
TOTAL	12.510	100,0%	21.363	100,0%	23.843	100,0%	12.557	100,0%	38,1%



Thousand EUR and percentages									
	2016		2017		2018		jun-19		
EBITDA	Amount	Weight %	Amount	Weight %	Amount	Weight %	Amount	Weight %	CAGR 2018-16
National	7.825	62,6%	8.137	38,1%	9.429	39,5%	5.449	43,4%	9,8%
International	4.684	37,4%	13.225	61,9%	14.413	60,5%	7.108	56,6%	75,4%
TOTAL	12.510	100,0%	21.363	100,0%	23.843	100,0%	12.557	100,0%	38,1%



05. MARF Commercial Paper Programme

Rationale

Diversification of funding sources and investor base

Increase penetration and dialogue with Fixed Income investors

Optimization of financial costs

Reinforce market discipline

Enhance SAMPOL brand awareness

Terms

Issuer: Sampol Ingeniería y Obras S.A

Guarantor: Sampol Grupo Corporativo S.L.U.

Rating: BBB⁻ by Axesor (December, 2019)

Programme Registration: [18th February 2020]

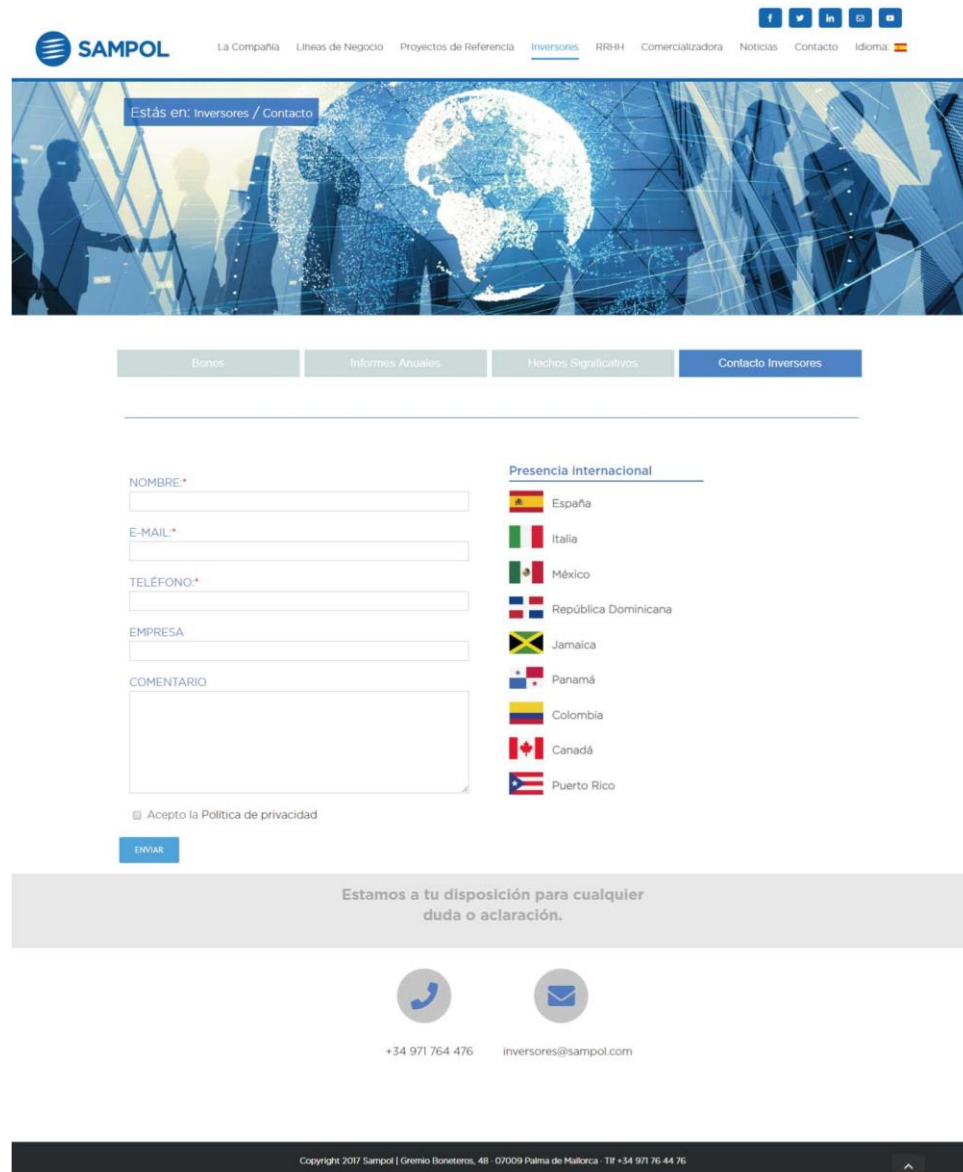
Maximum outstanding balance: 50,000,000 €

Denominations: 100,000 € + 100,000 €

Coordinators & Dealers: ACF, Beka Finance

Listing & Clearing: Spanish MARF , Iberclear

Legal Advisors: Gómez-Acebo y Pombo



The screenshot shows the SAMPOL website's 'Contacto Inversores' page. At the top, there's a navigation bar with the SAMPOL logo and links: La Compañía, Líneas de Negocio, Proyectos de Referencia, Inversores (highlighted), RRBH, Comercializadora, Noticias, Contacto, and Idioma. Below this is a banner image with silhouettes of people and a globe, with the text 'Estás en: Inversores / Contacto'. A horizontal menu contains links: Bonos, Informes Anuales, Hechos Significativos, and Contacto Inversores (highlighted). The main content area features a contact form on the left with fields for NOMBRE*, E-MAIL*, TELÉFONO*, EMPRESA, and a larger COMENTARIO field. Below the form is a checkbox for 'Acepto la Política de privacidad' and an 'ENVIAR' button. To the right of the form is a section titled 'Presencia Internacional' listing countries with their flags: España, Italia, México, República Dominicana, Jamaica, Panamá, Colombia, Canadá, and Puerto Rico. At the bottom, there's a grey box with the text 'Estamos a tu disposición para cualquier duda o aclaración.' and two circular icons: a phone icon with the number '+34 971 764 476' and an email icon with the address 'inversores@sampol.com'. The footer contains the copyright notice: 'Copyright 2017 Sampol | Gremio Boneteros, 48 - 07009 Palma de Mallorca - TF +34 971 76 44 76'.

 www.sampol.com

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