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SIL 2013

In May 2013 our logistics parks were at 84% capacity. This year's key new international clients include Airbus, Bimbo and Airfarm.

Saba Parques Logísticos leases over 170,000 square metres between 2012 and 2013

In 2012, Saba closed 44 new deals, including one of international importance: bringing Michelin to a 25,000 square-metre site at the Penedès park

- Saba Parques Logísticos Managing Director Josep Oriol highlights customer focus, flexible business strategies, adaptation and growth strategies as the driving forces behind the company. Together, these have enabled Saba to increase occupation in 2012 and achieve the levels recorded so far in 2013.
- In 2012, Saba signed 44 new contracts for a total of around 140,000 square metres of floor space, while 51 customers, occupying 150,000 square metres, chose to extend their contracts in terms of duration or the floor space leased.
- The company's most important development project has been the extension of the ZAL Toulouse logistics park set to open in 2013. An additional 10,000 square metres (60% of which is already leased) of current floor space will be built at a cost of €4 million.

Barcelona, 20 June 2013

During the last year, Saba Parques Logísticos, the logistics division of Saba Infraestructuras, has leased 170,000 square metres of floor space in its network of parks. The company has consolidated its position by managing intermodal parks adapted to the needs of its customers, employing loyalty strategies, choosing the most strategic locations, and placing Saba at the forefront of its sector with a reputation for first-class service. The success of this strategy is reflected in the increase in average occupation: reaching 82% in 2012, compared to 78% in 2011. By the end of May 2013, our parks were already at 84% capacity.

The 11 logistics parks that make up the Saba network add up to a total gross land area of around 700 hectares, with a developed area of over 1 million square metres. The company, which operates in Spain, Portugal and France, has sites in Barcelona, Madrid, Seville, Álava, Lisbon and Toulouse. Saba is focused on managing parks in different countries in direct partnership with various actors, uniting individual interests in a shared strategy.

Today, at the International Logistics and Material Handling Exhibition, Saba Parques Logísticos managing Director Josep Oriol explained that in 2012, in the context of a depressed macroeconomic environment and after 5 years of recession in the real estate/logistics sector, the company is focussing its efforts on positioning the brand and associating it with quality of service.

Josep Oriol added that this has resulted in 44 contracts with new customers in 2012, representing around 140,000 square metres of floor space, while 51 customers occupying a total of 150,000 square metres chose to extend their contracts in terms of duration or floor space.

New leases in 2013

To the number of leases signed in 2012 can be added those signed so far this year. During this period, Saba has leased over 30,000 square metres of floor space in its network of parks to a number of companies, chief among them being Bimbo Iberia, which agreed to lease 5379 square metres of floor space at the Coslada logistics park in Madrid. The three-year contract includes a storage and distribution warehouse, as well as office space, and for Saba it will mean adding the world leader in baked goods to its list of customers.

In 2013 Saba welcomed other international companies to its Coslada park, including pharmaceutical multinational ALK-Abelló, and Districenter. Located in the Henares corridor, near Madrid Barajas Airport, the Coslada logistics park covers a total of 10.7 hectares and has over 62,000 square metres of warehouse and office developments.

Another important achievement was the incorporation of Airfarm in Barcelona's Parc Logístic de la Zona Franca (Free-Trade Zone Logistics Park, or PLZF). The leading logistics company in the chemical and pharmaceutical sector will bring all its Barcelona-area operations together at a new 10,400 square-metre hub. This new contract means that PLZF is now at over 90% capacity. The Parc Logístic de la Zona Franca, owned jointly by Consorci de la Zona Franca (the Barcelona Free-Trade Zone Consortium) and Saba Parques Logísticos, has 130,000 square metres of state-of-the-art logistics warehouse space occupying 9 buildings, and 35,000 square metres of office space occupying 3 buildings, which are the head offices of the Consorci de la Zona Franca, Abertis Infraestructuras and Saba Infraestructuras.

In February 2013, the ZAL Sevilla logistics park added Airbus to its list of customers. The military transport aircraft division of Airbus, world leader building both civil and military transport aircraft, leased over 8,300 square metres of the Seville-based park. This contract has strengthened the position of ZAL Sevilla, located in the Port of Seville, as a multi-modal logistics park with road (the SE30 Seville ring road), rail and river links capable of combining local, regional, national and international distribution. Located some 15 km from Seville Airport, it is considered to be southern Spain's leading logistics centre.

The incorporation of Airbus Military coincides with the tenth anniversary of the awarding of the 30-year ZAL Sevilla management contract to Sevisur Logística. The origin of this Logistics Activities Area in the Port of Seville dates back to 1992, as a consequence of the port modernisation project, but it was in 2003, with the creation of Sevisur Logística as a body for managing the project, when it received the definitive impetus that transformed it into a benchmark logistic infrastructure within the Spanish port system. Sevisur Logística is owned by Saba Parques Logísticos (60%), Unicaja (15%), "la Caixa" (15%) and the Seville Port Authority (10%).

Since the management contract was awarded back in 2003, a number of different milestones have marked the development of this infrastructure, including the development of the first eight hectares in 2004 and the construction of four warehouses, the incorporation in 2005 of the first customers, the complete development of the 35-acre ZAL I in 2007, and the awarding of the 35-year ZAL II management contract to Sevisur Logística. Similarly, in 2007 the *Truck Center* was opened with 5,000 square metres of workshop area, while in 2008 the business centre was opened consisting of almost 4,000 square metres. In 2009, the urbanisation of ZAL II was commissioned, with micro-plots for large-scale logistics operators.

Over these ten years, the accumulated investment in this asset has totalled EUR 54.1 million, the bulk of which has focused on development and the construction of warehouses. In addition to Airbus Military, ZAL Sevilla's portfolio includes international clients such as Norbert Dentressangle, Decathlon, Rhenus Logistics and LTK Logística.

Taking stock of 2012: a year of consolidation

The most prominent achievement in 2012, and one of the most significant for the sector in Spain, was bringing the Michelin Group to the Saba park in Penedès. The French multinational leased 25,000 square metres at the CPL facility, owned by Saba Parques Logísticos (80%) and the Port of Barcelona (20%).

Located near Sant Sadurní d'Anoia, 40 kilometres from Barcelona, Saba Parcs Logístics Penedès has 89,000 square metres of logistics floor space. The park began operations in 2002, and has 3 hangars divided into 9 modules ranging from 7,000 and 40,000 square metres.

Another key client is Logista, the leading integrated logistics operator in Spain and Portugal and one of the biggest in Southern Europe, that leased 8,300 square metres of floor space at the Parc Logístic de la Zona Franca (PLZF) in Barcelona. The company will use this site for its distribution operations in the Barcelona Metropolitan Area. In 2012, Correos (the Spanish postal service) began work on the same site to refurbish a 22,000 square-metre warehouse, where it will centre operations currently spread across several sites.

Companies extending their contracts in terms of duration or floor space include Norbert Dentressangle and Rhenus Logistics at ZAL Sevilla, southern Spain's leading multimodal logistics park. These leading European logistics multinationals extended their contracts to include a total of 9,000 square metres of floor space.

In May 2012, Saba sold its 63 hectares logistics park in Santiago de Chile to Bodenor Flex Center, a Chilean company specialising in industrial developments and distribution centres for €56 million. The deal gave Saba the financial capacity it needed to reach its short-term growth targets.

To close his review of 2012, the Saba Parques Logísticos CEO declared that 2012 confirmed the upward trend of 2011, with an operating income of €44 million (+4%); the trend is continuing this year, with operating income expected to rise to 5% by the end of 2013.

ZAL Toulouse - priority objective

In 2012, Saba focussed its efforts on making ZAL Toulouse one of its most ambitious logistics park projects. The park, owned by CPL, a public-private partnership between Saba (80%) and the Port of Barcelona (20%), is located in France's leading logistics region, Midi-Pyrénées, and has 20,000 square metres of developed floor space, over 90% of which is leased. The project to extend ZAL Toulouse will start in 2013 with the construction of an additional 10,000 square metres (60% of which is already leased) of current floor space at a cost of €4 million.

This shows Saba's commitment to France's mature, solid market. ZAL Toulouse is located in one of the country's most economically vibrant regions, with annual growth of around 2.5% (above the national average). Local industry focuses mainly on the aviation sector — with firms such as Airbus favouring the region — and a large working-age population ensures the economic buoyancy of this park's catchment area.

New business models

The Saba Group is working towards becoming a leader in the development of concepts and strategies related to mobility management in urban and metropolitan areas, known as Smart City projects. In this context, the company is studying new business ventures that bring together car parks and logistics parks, a strategy that is in line with the company's guiding principle: to supply infrastructure that facilitates the mobility of people and goods.

Saba is currently studying the development of urban logistics or microdistribution projects based on the interconnected environment we currently live in, where new technologies have created new business models. For instance, e-commerce has displaced traditional direct-selling methods, creating in turn new requirements in urban habitats. The exponential growth of this model has created a significant increase in the movement of goods in cities, which in turn spiral into mobility issues.

Saba is seeking to explore this new line of business by offering the logistics sector, with which it maintains close ties, new business openings. Along these lines, it is planning to adapt some of its car parks to serve as urban distribution hubs. The location of these car parks in the prime urban areas could revolutionise the search for solutions to the business mobility and distribution problems currently experienced in cities.

Appendix 1

Activos	Superficie (ha)	Sup. Edificable (m ²)	Sup. Prevista (m ²)	Sup. Construida (m ²)**
ZAL Barcelona I				
ZAL Barcelona Service Center	213	1.403.130	441.185	345.433
ZAL Barcelona II				
Parc Logístic de la Zona Franca	41	245.931	164.907	164.907
Parc Logístic Penedès	14	89.061	89.061	89.061
Facilities Area Cim Vallès	7	66.980	6.233	6.233
Parque Logístico Coslada	11	62.633	62.633	62.634
Parque Logístico Henares	11	69.291	60.000	-
Parque Logístico Camarma	8	24.445	24.445	-
ZAL Sevilla I	35,48	108.093	215.595	104.030
ZAL Sevilla II	18,48	113.167		
Arasur*	188	671.361	85.004	85.004
ZAL Toulouse	20	99.220	84.220	20.710
Parque Logístico Lisboa	100	491.553	273.849	-
Total	667	3.444.865	1.507.132	878.012

(*) No se incluye el total desarrollo de Arasur

(**) La superficie construida incluye el área logística y oficinas, no se incluyen otros terciarios (Hotel, Gasolineras, Talleres, etc...)