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## SIL 2012

BrightPoint, Michelin, Logista, Rhenus and LTK are among the noteworthy additions to the list of international clients.

## Saba Parque Logísticos leases close to 150,000 square metres in its car park network between 2011 and 2012

- Saba Parques Logísticos closed 2011 with an average occupation in its network of parks of 78%, slightly up on the figures for 2010.
- The latest operation carried out by Saba is the signing of a contract with the US company BrightPoint for the leasing of close to 3,000 square metres at the Coslada Logistics Park, resulting in the incorporation of one of the world leaders in mobile phone-associated services.
- Worthy of note in the first half of 2012 is the contract signed with Michelin, at Saba Parcs Logísticos Penedès, and the commissioning of the Rhenus Logistics, Logista and Fagor facilities, at the Parc Logístic de la Zona Franca (PLZF).
- In 2011, Saba Parques Logísticos leased around 80,000 square metres to companies such as Nacex, at the Coslada Logistics Park, and to LTK at ZAL Sevilla. In addition, Privalia brought its first in-house logistics centre into operation at PLZF.
- Saba Parques Logísticos will focus on consolidating its leadership in Spain and on management based on optimising the assets in the portfolio, favouring relations with clients and providing the optimal solutions to their needs, with the unique location of its parks.

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### Barcelona, 6 June 2012.

Saba Parques Logísticos, the logistics area of the group Saba Infraestructuras, has concluded a number of different commercial operations between 2011 and 2012, resulting in the leasing of 150,000 square metres in the parks it manages. The company closed 2011 with moderate growth in its activity and an average occupation in its network of parks of 78%, at a time of strong revision of both occupation and prices, which is in keeping with the strength of the assets managed by Saba Parques Logísticos.

The gross surface area of Saba Parques Logísticos logistics parks is around 700 hectares, and the buildable area is near 3 million square meters. Currently, Saba Parques Logísticos has approximately 1 million square meters of buildings and 128,000 square meters of associated logistics services. Present in three countries, Spain, Portugal y France, Saba Parques Logísticos manages a network of parks in Madrid, Barcelona, Seville, Alava, Lisbon and Toulouse.

Notable among the latest operations is the signing of a contract with the company Busc Person, which belongs to the US BrightPoint Group, for the leasing of 2,600 square metres at the Coslada logistics park. For Saba Parques Logísticos, this operation involves the addition of one of the world leaders in services associated with mobile phone life cycles to its list of clients.

Situated in the Henares corridor near Barajas airport, the Coslada logistics park has an area of 10.7 hectares and more than 62,000 square meters of warehouses and offices with an occupation of about 70%. The lease contract signed by Saba Logistic Parks and the BrightPoint group will run for 5 years.

### **Recent Contracts in Saba Parcs Logístics Penedès and PLZF**

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Another of the latest relevant operations is the incorporation of Michelin into the Saba logistics parks network. The French company has leased an area of 25,000 square metres at Saba Parcs Logístics Penedès for the storage of car, industrial vehicle and motorcycle tyres. The contract signed with Michelin, which will run for 10 years, means that the occupation of this logistics park, with a gross surface area of 14 hectares and a constructed logistics area of 89,000 square metres, is up to 92%.

Located next to Sant Sadurní d'Anoia, 40 km away from Barcelona via the AP-7 motorway, the main corridor along the Mediterranean, Saba Parcs Logístics Penedès, which belongs to the Saba Parques Logísticos network, is owned by CPL, a joint project in which Saba Parques Logísticos has an 80% stake and the Port de Barcelona holds 20%. It aims to develop logistics infrastructures that will strengthen Catalonia's positioning as a European logistics hub. In this regard, its objective is to attract companies that carry out their goods distribution activities at national, regional or European level from Catalonia.

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Also worthy of note in the early part of 2012 is the commissioning, at the Parc Logístic de la Zona Franca (PLZF), of facilities for Rhenus Logistics, Logista and Fagor, which have leased a joint area of 20,000 square metres. In this regard, Rhenus Logistics occupies a space of 10,000 metres which will strengthen the company's logistics services in Spain.

In turn, Logista, the foremost integral operator in Spain and Portugal, and one of the principal companies in Southern Europe, has leased 8,300 square metres at the PLZF. It conducts its integral distribution logistics operations for shipments to the Barcelona Metropolitan Area from these facilities. Finally, PLZF and Fagor Electrodomésticos signed an agreement for the leasing of 1,550 square metres in the B2.2 industrial unit.

PLZF, a company in which the Consorci de la Zona Franca and Saba Parques Logísticos have stakes, has 130,000 square metres of cutting-edge logistics units, divided in 9 buildings, and 35,000 square metres of office space. It occupies a total area of 41 hectares in Barcelona's Zona Franca.

### **Positive Balance in 2011**

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In 2011, Saba Parques Logísticos leased around 80,000 square metres in its park network, incorporating internationally renowned clients, such as the express courier company Nacex, which leased 2,600 square metres in the Coslada logistics park. The contract signed with Nacex, which has formed part of the Logista Group since 2002, added to the three operations carried out in the second half of 2011 by Saba Parques Logísticos in Coslada which resulted in the lease of 9,400 square metres through the agreement reached with the companies Logística Taboada, Gelesa and Grupo Dysait, as well as the aforementioned one with Nacex.

Also worthy of mention is the agreement between Saba Parques Logísticos and Rhenus Logistics for the lease of 2,300 square metres at the ZAL Sevilla and, at the same park, the agreement signed with the logistics operator, LTK, for the lease of a total area of 2,300 square metres. ZAL Sevilla is the leading logistics centre in Andalusia. With a total area of 54 hectares, its rail and river connections transform it into a multi-modal park.

One important milestone in the activity from 2011 was the entry into operation of the facilities of Privalia, a private shopping club, at the PLZF. In an area of 13,500 square metres, the company has located its first in-house logistics centre to supply the network of clients in Spain and Italy, as part of the firm's internationalisation process. Along the same lines, companies such as Leinad, with 1,800 square metres, and Coseralas, with 2,800 square metres, have also set up in the park.

In turn, Compass Transworld Logistics (CTL), in which Gamesa and Bergé Negocios Marítimos have stakes, renewed its trust in Arasur, where it extended the plot it already had by 19,300 square metres. The company currently occupies a total of 262,300 square metres in this park. Also in Arasur, the logistics group Gefco expanded its presence and now has a total area of 3,951 square metres.

### **Aiming to be a Benchmark Company in Infrastructure Management**

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In 2012, Saba reached an agreement with the Chilean company Bodenor Flex Center. Located in the Pudahuel district in the northwest of Santiago Metropolitan Region, the park has a total surface area of 63 hectares. After the development process, the logistics park could enclose up to 320,000 m<sup>2</sup> of warehouses, of which 44,100 square meters have already been constructed. During the park's initial phase, 100% of the warehouses were occupied from the inauguration, counting with the presence of international companies and world leaders in logistics operations such as Paccar, Ceva Logistics, APL Logistics and Kuehne Nagel, and most recently, Kraft and Dialog.

Once this transaction has gone through, the Saba group will have additional resources to allow it to undertake short-term growth with greater capacity, with the aim of becoming a leading player in the infrastructure management, both in logistics parks and car parks. The motivation to expand is one of the company's strategic pillars, together with management efficiency, excellence in service quality and showing initiative in carrying out business with the Government.

In the case of logistics parks, the company will focus on consolidating its leadership in Spain and on management aimed at optimising the assets in the portfolio, without forgetting one of the principal priorities in this area: prioritising customer relations. The company aims to seek customer loyalty and provide solutions to their needs, thus showing our commitment to flexibility, the location of the logistic park network in the principal communication nodes and to the quality of the services that are provided therein.

## Annex. Saba Parques Logísticos Assets

ACTIVO	Superficies (has.)	Sup. Edificable (m <sup>2</sup> )	Sup. Prevista (m <sup>2</sup> )	Sup. Construida (m <sup>2</sup> )*
Parque Logístico Coslada	11	62.633	62.633	62.634
Facilities Area Cim Valles	7	66.980	6.233	6.233
ZAL Toulouse	20	99.220	84.220	20.710
Parc Logístic Penedès	14	89.061	89.061	89.061
ZAL Sevilla I	35,48	108.093	215.595	104.030
ZAL Sevilla II	18,48	113.167		
Parc Logístic de la Zona Franca	41	245.931	164.907	164.907
ZAL Barcelona I	213	1.403.130	441.185	345.433
ZAL Barcelona Service Center				
ZAL Barcelona II				
Parque Logístico Henares	11	69.291	60.000	0
Parque Logístico Lisboa	100	491.553	273.849	0
Arasur**	188	671.361	85.004	85.004
Parque Logístico Camarma	8	24.445	24.445	0
<b>TOTAL</b>	<b>667</b>	<b>3.444.865</b>	<b>1.507.132</b>	<b>878.012</b>

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

\*\* No se incluye el total desarrollo de Arasur