

CILSA, the ZAL PORT's management company, obtains the best results in its history

- *CILSA, owned by the Port of Barcelona (51,5%), MERLIN Properties (48,5%) chaired by Sixte Cambra and directed by Alfonso Martínez, has closed 2017 with a turnover of **44,5 M€** and an EBITDA of **21.8 M€***

CILSA ended 2017 with the best economic results in its history: **it has registered a total revenue of 44.5 million euros, EBITDA of 21.8 million euros and a Net Result of EUR 6.1 million**, and it has become the **fourth largest logistics infrastructure operator in the Iberian Peninsula**, managing **706.388 sqm** only behind MERLIN Properties, Logisor and Prologis.

During 2017 **214.785 sqm** have been rented, the assets of LURI 6 (former BANIF Inmobiliario) have been **acquired**, which have incorporated **51,988 sqm**, the delivery of the new logistics warehouses certified LEED Gold (in process) to **Carrefour** (18.215 sqm) and to **FedEx** (16.904 sqm), and the signing of two new contracts for new construction of 35.000 sqm for **ALFIL Logistics** and other **25.024 sqm for a new world leading international client in its sector**.

Operationally, the occupation has reached **95.6%** at year-end and highlights the substantial increase in maritime traffic during the exercise, generating **600,000 TEUS per year** (one TEU equals to one 20 ft container).

After signing with the **European Investment Bank's 75 M€ of external financing**, there has been during this 2017 **a capital increase of 37.3 M€, entirely subscribed by MERLIN Properties**.

In this way, the company will close year 2017 with a total net financial debt of **82.6 M€** representing **3.8x EBITDA**, the lowest ratio in its history which, together with a backlog (signed contracts revenue) that reach **313.7 M€**, allows CILSA to have a robust and efficient financial position on which to sustain all of its growth in the next 4 years, where expected to invest about **200 M€** in the construction of **320,000 sqm** of new logistics certified LEED.

About CILSA- ZAL Port

CILSA (Center Intermodal of logistics, S.A.) is the commercial company that manages the port concession in the area of logistics activities (**ZAL Port**) of the Port of Barcelona.

To this day, CILSA manages **239 hectares** located in the municipalities of Barcelona (69 ha), the Prat del Llobregat (143 ha) and in the CZFV (27 ha), and has built directly in the ZAL Port a total of **467.931 square meters of logistics renting warehouses (GLA)** that offers in regime of rent including a building of offices of 10.328 of GLA sqm known as Service Center. Also, CILSA has granted a land right to clients who have built about 178.433 sqm of warehouses; setting up a logistics park of **646,364 square meters**, pioneer in Spain in this type of developments.



The ZAL Port has a total of **452,200 square meters** of net floor being able to built 320.000 sqm of new logistic warehouses, giving response to any logistics need and reaching almost the 1.000.000 sqm of state of the art logistic infrastructures once it is complete developed.

CILSA, has led the development, promotion and marketing of this area since its foundation in 1992 and has been a pioneer in social and environmental action. A referent regarding good practice, has implemented the environmental management system **ISO14001** with the aim of engage to a respectful and efficient growth. It also has acquired the European distinction **EMAS**. Altogether, plus its dimension, its logistics offer and flexibility make of the ZAL Port the logistic platform referrer of the sector.

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