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CILSA (ZAL OF PORT OF BARCELONA): BEGINNING OF A NEW STAGE

2015 HAS BEEN A TURNING POINT IN THE HISTORY OF CILSA: GETS THE BEST RESULTS IN THE HISTORY, MERLIN ENTERS IN THE SHAREHOLDING, CORPORATE DEBT REFINANCING, LEASE OF THE LAND AVAILABLE IN THE BZ OF THE CONSORCI ZONA FRANCA AND CONSTRUCTION OF NEW 50,000 M²

- *CILSA, which shareholders are **Port of Barcelona, MERLIN Properties and SEPES**; chaired by **Sixte Cambra** and managed by **Alfonso Martínez**, it has closed 2015 with a turnover of **41,8 M€** and an increase of EBITDA of the 17,1% reaching **21,5 M€**.*

2015 has been a turning point for CILSA thanks to the work carried out during the last three years to gain in efficiency and business flexibility, allowing CILSA to be prepared for a new phase of expansion and be able to undertake new challenges which granted growth solid and reliable in the short and medium term.

CILSA completed 2015 with the best economic results in its history; registered **41.8 billion euros in total revenues**, has increased its EBITDA by **17.1%** reaching **21.5 million euros** and its **net income by 51.4%** reaching **5.9 million euros**, consolidating it therefore as a **partner of logistical infrastructure** to its customers.

These relevant figures have been achieved thanks to an **occupancy of logistics warehouses** throughout the year of **96%** and an **occupation of 97% by the end of the year**, in addition to the hiring of **131.000 m²**, of which **30,000 m²** are new contracts and **101,000 m²** renewed contracts.

In October of last year also occurred that **Saba Parques Logísticos** left the shareholding group and it was replaced by **MERLIN Properties** - first **SOCIMI** in the country and **quoted** company on the **Ibex 35-**, representing a clear confidence in the company of private capital in the long run, allowing clearly bet on a new process of growth and expansion.

To address this new stage, CILSA closed in December an **agreement with the BEI** to refinance **76 M€ of the liabilities of the company**, lengthening maturities until 2029 and substantially reducing the **service to debt** for the next five years, allowing it to allocate the **resources generated by the company to its growth**. All this places the **net financial debt of CILSA 107.1 m €** at the end of the period with a backlog exceeding the **243 M€**, showing in this way the financial strength of the company and the trust of clients (revenue contracts) in ZAL, as a strategic logistic location.



27 new hectares of land logistic management

After the lease of the plot of the **BZ2** by CZF during the month of October through public tender, CILSA has reached a **new agreement with the CZF to occupy under lease and manage over 75 years (50+25), 162.822 square meters of net floor of the BZ1**, which allows the management of **27 new hectares of net soil** with capacity for building about 170,000 m² of new logistics warehouses, and together with the capacity the ZAL already had in the ZAL Prat, would allow the **construction of more than 350,000 sqm of new logistics space** becoming the partner of infrastructure logistics reference in the Metropolitan Area of Barcelona, without forgetting the **increase that would involve in maritime traffic both import and export to the Port of Barcelona** one of the main engines of the Catalan economy.

All this allows CILSA **investing about 30 M€** for new developments, building at least around new **50,000 sqm** which will come into operation at the beginning of 2017 and that are **expected to be marketed soon** with world renowned customers, reinforcing the ZAL of the Port of Barcelona as its logistics hub in reference to southern Europe.

About CILSA- ZAL OF PORT OF BARCELONA

CILSA (Intermodal Centre of logistics, S.A.) is the company that manages the port concession in the area of logistics activities (ZAL) of the Port of Barcelona. CILSA is owned by the Port Authority of Barcelona with a 63%, by MERLIN Properties with 32% and by the public enterprise of land (SEPES) with 5%.

To this day, CILSA manages **212 hectares** located in the municipalities of Barcelona (69 has), the Prat del Llobregat (143 has) more **new 27 hectares** located at the CZFB, and altogether has built directly in the ZAL **403.280 m² of logistics warehouses** offering to lease including a 11.254 sqm office building known as Service Center. Also, CILSA has awarded with a space right those customers who have built about 232.000 sqm of warehouses, setting up a logistics park of **635,000 sqm**, pioneer in Spain in this type of development.

The ZAL, with this new space leased to the CZF, has **565,000 square meters of net floor** on which to build more than **350,000 m² of new logistics warehouses**, allowing flexibility to customers responding to any logistic need, becoming a partner of business that accompany its growth in the medium and long term in an ideal location reaching almost 1.000.000 sqm of logistical infrastructure of first level when it is fully developed.

ZAL is located within the own Port of Barcelona (with two shortcuts to the same) and adjacent to the international el Prat Airport, with excellent connections to the metropolitan road infrastructure, as well as the main axes of long-haul. Its intermodal capacity and its different services of value added not only favour greater business efficiency of customers installed in their spaces, but they also give a higher quality of life to the people who work in them.

The new extension of the ZAL due the new floor under leases that will manage CILSA situated at the CZFB, is next to the Port of Barcelona on the street, Street 2 and Calle 3 (and 1.5 km of distance of Can Tunis, main railway goods station) corners and very well connected with



Barcelona rounds and motorways. It has public transport through an extensive network of buses, the new metro line L9 and the future L10 which will soon come into operation. All this together with its dimension, supply logistics and flexibility, make it the logistics platform of reference for the sector.

Proof of this is that ZAL employs directly more than 6,000 people in the more than 130 installed, both nationally and internationally renowned companies like Decathlon, Carrefour, Bishop/Grupo DAMM, Indukern, Kühne Nagel, Naeko Logistics, Rhenus, Transnatur, World Duty Free Group, CMA-CGM, etc.



The social priority

The social priorities of the ZAL denote that it is oriented to the development of work, personal and family conciliation services. And the large number of installed companies endorse this commitment. A space for people, where more than 6,000 direct workers share their day to day, and offering services such as child care, which has resulted in one 23% less absenteeism. A success for businesses and for families.

CILSA works in various social projects and is patron and founder of the **Cares Foundation, with the aim** of supporting the labour insertion of people with disabilities and difficulties through the outsourcing of logistics and production processes.

Through **Foundation Fair Logistics** collaborates for a trade just so the business profit is distributed in a more equitable way between the third and first world and humanitarian aid. On the other hand, with the **EMI Foundation - Manresa** staff is entirely formed who occupies or may occupy jobs of specific responsibility in companies, both workers active as unemployed persons

And through Fundació Banc dels Aliments, offering free space for the collecting and distribution of food to the most needy in our city during the famous campaign "*Gran Recapte d'Aliments*" at Christmas and throughout the year with the solidary help that the foundation receives the European Community

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. It is a benchmark in good practices much before that they are regulating and voluntarily has implemented the **ISO14001** environmental management system in order to engage in a growth-friendly and efficient.

www.zal.es

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