


## ACCIONA Real Estate

ACCIONA Real Estate revenues remained steady thanks to the Company's extensive experience in the industry, prudent management and clients' confidence.

The global economic downturn hit hard in 2009, making itself felt in the real estate segment, especially in Spain. The year was marked by a decline in home prices, a credit crunch and the impairment of real estate asset values, all of which reduced buyer confidence and left a negative mark on industry activity. Banks' entry into the real estate segment, with large portfolios of foreclosed homes, added more

competition to an extraordinarily complex market situation. Against this competitive backdrop, ACCIONA Real Estate ended 2009 with 268 million euros in revenues, 75% of which came from real estate development. Rental and sales of assets under management accounted for 17% and the car park business for 8%.

## ACCIONA Real Estate builds applying eco-efficiency principles, which allow for energy and water savings



### 1. REAL ESTATE DEVELOPMENT

In 2009, the Company delivered 876 homes, 49% of which were outside Spain. Net unit sales (i.e. actual sales less cancellations) amounted to 461, i.e. twice last year's figure.


Significant events during the year in the various business areas were as follows:

#### Residential in Spain

The market responded positively to ACCIONA's "Acciónate!!" advertising campaign in mid-2009. The Company offered a discount on its residential properties in Spain as well as payment protection insurance. ACCIONA Real Estate actively participated in housing fairs which, in the current context, focused primarily on selling assets in portfolio.

The Company delivered: 44 homes in the Las Hortensias residential complex (La Coruña); 39 in Ensanche de Vallecas (Madrid); 33 in Les Roselles de Sant Antoni de Calonge (Gerona); 26 in Los Pelicanos (Alicante); 21 in Los Milanos (Valterna); and 17 in Phase V of Son Parera (Palma de Mallorca). The eco-efficient design of homes in Son Parera will allow for energy savings of around 3,300 MWh and 84,000 m<sup>3</sup> of water during their entire life cycle.

## ACCIONA's Inmobiliaria Parque Reforma received the ESR award for exemplary social policy in Latin America



Seventy-one homes were sold in Madrid and Guadalajara through corporate transactions. Site development was completed in 2009 at the Los Tilos residential complex in Sanxenxo (Pontevedra), where 200 apartments and single-family homes will be built. Construction continues on the Ópalo Building, with 144 residential units, located in Madrid's Retiro district, and on the Magnolia Golf Resort, a 120-apartment complex with a golf course beside the nature reserve in La Caleta, Tenerife. Both projects are slated for completion in 2010.

### International Residential

In Poland, the Company delivered the third phase of two residential complexes: Iskra, with 137 homes, and Lesne V, with 101. The latter was awarded the European Medal for its integration with the landscape and the eco-efficiency standards to which it was built. In Warsaw, commercialization of 136 homes in Phase 1 of Atmosphera Apartamenty, in Wilanów, began. ACCIONA Real Estate has developed a total of 12 residential complexes in Warsaw since 2004. The delivery of the Panska complex is scheduled for 2010.

In Mexico, the ACCIONA Real Estate subsidiary, Inmobiliaria Parque Reforma, received the ESR (*Empresa Socialmente Responsable*) award in recognition of its exemplary CSR policies in Latin America. The Company's Cumbres de Santa Fe complex in Mexico City and Playa Mar Tres Cantos complex in Acapulco performed very well during the year. Parque Reforma was viewed as a safe haven by Mexican buyers and investors in 2009 due to its strong brand image, compliance with delivery deadlines, excellent customer service and support from ACCIONA Real Estate.

## 2. RENTAL

Real estate rentals in 2009 provided 45 million euros in revenues. Significant events during the year in the various business areas were as follows:

- ACCIONA Real Estate has more than 168,000 m<sup>2</sup> in rental office space; the occupancy rate was 88% in 2009. At the end of the year, it completed the sale of two office buildings: Edificio Alameda, in Valencia, and Golf Park, in Madrid. These transactions are part of the Company's strategy to divest and rotate mature non-core assets with a view to focusing on up-and-coming business areas.
- Urbanizadora del Coto, owned 50% by ACCIONA Real Estate, put one of the developments in its rental portfolio in Parque Conde de Orgaz (Madrid) up for sale. Urbanizadora del Coto has around 1,000 homes for rent with an occupancy rate of 89% at 2009 year-end.

- At the time of going to print, the Company had completed construction of the Splau! shopping centre in Cornellà de Llobregat (Barcelona), opened in May 2010. Splau! offers 54,500 m<sup>2</sup> of rentable area, 2,800 parking spaces, and multiple leisure options such as an 18-screen Cineplex, as well as restaurants, stores and a supermarket.
- The Company's university halls of residence in Albacete, Cádiz, Castellón, Lérida and Murcia had an occupancy rate of 81% at year-end.
- ACCIONA Real Estate continued operating the three hotels it owns: the 4-star Condal Mar Hotel (178 rooms); the luxury 5-star Estrella del Mar Hotel (133 rooms); and the Club Marítimo Hotel in Sotogrande. The Company directly manages the latter, whereas it is purely the owner of the former two.

### 3. CAR PARKS

ACCIONA Real Estate has 27 car parks in Spain, Brazil and Andorra. Car park management generated revenues of 22.7 million euros, on a par with last year's figure. The number of parking spaces declined in the year due to the transfer of management contracts to the concession companies for the car parks at the Miradero (Toledo) and Infanta Sofía Hospital (San Sebastián de los Reyes, Madrid). At year-end, parking spaces under management totalled 16,823.

Construction of car parks in Murcia and in Rubí (Barcelona) continued in 2009 and is expected to conclude in 2010.

### 4. OUR COMMITMENT TO SUSTAINABILITY

ACCIONA Real Estate maintained its environmental education programme in all areas of its activity with a view to familiarizing children with the concept of sustainability and teaching them appropriate habits. The Company sought to focus on sustainability in daily activities and encourage reflection upon, and teaching methods for, responsible resource consumption.

The Company is also participating in the EU-wide "Clear-up" project, which aims to reduce energy consumption in the real estate segment. The Company showcased

the project in the Bright Green Expo at the Copenhagen Summit in December 2009.

The above-mentioned international distinctions in sustainability awarded to real estate projects in Poland and Mexico underscore ACCIONA Real Estate's firm commitment to society and the environment in all of its activities and the markets where it operates.

## 5. ASSET VALUATION

According to appraisals by various independent valuers, the gross asset value of real estate assets, developments, investment properties and fixed assets totalled 2.168 billion euros at 31 December 2009 (2009 prices), broken down as follows:

- Inventories: 1.297 billion euros.
- Investment properties: 606 million euros.
- Fixed assets: 265 million euros.
- Total 2.168 billion euros.

Unrealized capital gains before taxes at 2009 year-end amounted to 216 million euros.

**ACCIONA Real Estate seeks to familiarize children with the concept of sustainability and teach them to make it a habit**

