

# ACCIONA Logistics & Transport Services

This division delivers sustainable mobility solutions for people and freight by sea, land and air.

Revenues for ACCIONA Logistics & Transport Services came to **811 million euros in 2009**



ACCIONA Logistics & Transport Services offers end-to-end sustainable mobility solutions for passenger and cargo transport by land, sea and air. It operates via specialized companies in very specific markets, such as ACCIONA Trasmediterranea, ACCIONA Logistics, ACCIONA Airport Services, ACCIONA Forwarding, ACCIONA Rail Services and ACCIONA Interpress. In 2009, this division's revenues totalled 811 million euros.

## ACCIONA TRASMEDITERRANEA

The crisis in 2009 notably reduced passenger and freight traffic handled by ACCIONA Trasmediterranea. To weather this situation, the Company implemented a plan to adapt its services offer to market demand. The initiative was a success: while the market registered a 15% decline in revenues, ACCIONA Trasmediterranea revenues declined by just 6.4%, to 544 million euros. EBITDA totalled 65 million euros (up 59 million on 2008).

In 2009, the Company executed the plan to upgrade its fleet and seven ferries - four high-speed, two combined passenger/cargo and one cargo vessel - went up for sale. At the end of

the year, the two combined passenger/cargo ferries had been sold; they were the Company's last Canguro class vessels.

ACCIONA Trasmediterranea operated 25 ships in 2009: 16 of its own ships (4 high-speed, 3 cargo, 9 combined passenger/cargo) and 9 chartered ships (4 combined passenger/cargo and 5 cargo). The vessels sailed a total of 1,521,988 nautical miles.

In 2009, the Company carried 3.3 million passengers, 78,146 vehicles and 5,877,351 linear metres of cargo. In the Mediterranean, the Company carried 524,165 passengers, 147,784 vehicles and 2,887,334 linear metres

of cargo. In the South Strait Zone, the figures were 2,790,906 passengers, 613,706 vehicles and 1,438,197 linear metres of cargo. On the Canary Islands route, the Company transported 31,885 passengers, 16,656 vehicles and 1,107,277 linear metres of cargo. And in the North Zone, it carried 444,543 linear metres of cargo. In January 2009, the Extraordinary Shareholders' Meeting approved a 110-million-euro capital increase, which was fully subscribed and paid up. ACCIONA's stake in the shipping company increased from 60% to 80%.

The most significant activities of ACCIONA Trasmediterranea in 2009 were as follows:

- In the framework of the Spanish-French summit held in Madrid, ACCIONA Trasmediterranea was awarded the Atlantic short-sea shipping route linking Algeciras, Vigo, Nantes and Le Havre.
- On 25 May, the Company opened a new ferry terminal in Barcelona, operated by ACCIONA Trasmediterranea under a concession contract until 2029. Modernization and adaptation of the terminal cost over 35 million euros. The terminal covers 150,000 m<sup>2</sup> and has 1,077 metres of quay for five vessels to dock simultaneously, a ferry terminal, parking facilities, and machinery for freight handling.

In 2009, Barcelona's ferry terminal served Italian shipping companies GNV and Grimaldi Lines and Algeria's ENTMV, as well as ACCIONA Trasmediterranea traffic with the Balearic and Canary Islands and Morocco. The terminal handled 140,000 new vehicles in the year, ranking it second in terms of volume in the Port of Barcelona, ahead of other terminals dedicated exclusively to vehicle movement.

- ACCIONA Trasmediterranea is the first shipping company to obtain "Quality of services for shipping companies" certification, envisaged in Spain's Ports Act.
- For the first time, the plane+ferry offer between the Canary Islands and mainland Spain was expanded to include Barcelona. In

cooperation with Air Europa, the Company offered customers the option of travelling by plane while shipping their vehicles on the ferry to Cádiz or Barcelona.

- The Company allocated 12 vessels to Operation Strait of Gibraltar, with 2.5 million spaces for passengers travelling each way and 6,000 journeys.
- In September 2009, the first meetings in the EU-CargoXpress project, led by ACCIONA Trasmediterranea, were held on board the ferry Sorolla. The project aims to build a catamaran-style container ship which uses new forms of alternative energies, has low fuel consumption and is built with composites and aluminium for lighter weight. The three-year project is financed

by the EU's Seventh Framework R&D Programme.

- ACCIONA Trasmediterranea is participating in two other projects under the Framework Programme: POSMETRANS, aimed at adopting innovative technologies and processes in transport, and SILENV, which seeks to reduce ship-related noise and vibrations.
- As from November, the Company expanded into Germany's travel market with unrestricted commercialization of its products throughout the country's sales network. Germany's leading boat trip travel agents, The Travel Gateway and Voigt Seereisen Agentur, were the first to sign up.

### ACCIONA LOGISTICS

The core business of ACCIONA Logistics is goods storage and distribution. It has its own fleet of 2,100 trailers, 3,000 containers, a network of 15 warehouses spanning 100,000 m<sup>2</sup> including 150,000 m<sup>3</sup> of temperature-controlled facilities. It also owns 600,000 m<sup>2</sup> of port facilities. The Company operates across mainland Spain, in the Balearic and Canary Islands, Morocco and Europe (primarily in France, Italy, Germany, Belgium and the UK).

At the end of 2009, the Company opened a new logistics centre in Las Palmas on Gran Canaria, through which the Company has become the leader in the Canary Islands in end-to-end logistics in three temperatures: frozen, refrigerated and conventional.

In December, ACCIONA Logistics participated in Sifel, the leading agricultural trade fair in Morocco, held in Agadir. The Company presented new features to be implemented in 2010 to increase and facilitate transport of fruit and vegetables between Morocco and Europe; a new Barcelona-Tangier route for passengers and freight and the addition of a Ro-Ro ship (the "José María Entrecanales") on the Agadir-Barcelona route.

Subsidiary Hermes Logística became the frozen products distributor for all of the outlets of the Dinosol supermarket chain.

**ACCIONA  
Trasmediterranea  
revenues were  
8.6% over  
the industry average,  
despite the recession**



### ACCIONA AIRPORT SERVICES

This Company provides airport services and is one of the leading independent handling operators in Spain and Germany. In 2009, it operated in 11 airports, serving around 235 clients. With 17 years of experience behind it, the Company is able to meet the needs of its customers with a youthful, dynamic spirit and a commitment to growth based on quality of service, security and innovation in its handling processes.

ACCIONA Airport Services provides services tailored to airlines' individual needs. Operating independently of airports and airlines allows for considerable flexibility and resource optimization in adapting to the needs of each airline. As a result, in

2009, ACCIONA Airport Services was less affected than its rivals by the industry's weak performance. It provided ramp services for 111,000 flights (6% less than in 2008, but still a very positive figure considering that air traffic declined by 10.4% in Spain and by 7.1% in Germany). Of those, 38,150 were in Spain, specifically in Palma de Mallorca, Mahón and Ibiza airports; the other 72,850 were in Germany's Frankfurt, Berlin-Tegel, Berlin-Schönefeld and Hamburg airports.

In 2009, 187,350,000 passengers used Spain's airport network, which is managed by AENA (8.1% less than in 2008) and 182,175,000 passengers used Germany's airports (4.6% less).

### ACCIONA FORWARDING

The Company offers tailored solutions for all logistics needs, from freight collection to packaging, storage, and worldwide delivery, using the most appropriate transport method.

The Company significantly increased its international footprint in 2009, opening new offices in various countries, in line with ACCIONA's Strategic Plan. Some of its international offices strengthened the Company's leading position, such as the office in Chile, which beat fruit export records in December, delivering 1,800,000 kilogrammes worldwide. Indra hired ACCIONA Forwarding in 2009 to send large volumes of special cargo by air to Rwanda and Kazakhstan.

### ACCIONA RAIL SERVICES

This Company is specialized in rail freight transport. It faced difficult times in 2009 due to the global economic crisis. Rail transport of coal was down by 40% owing to reduced consumption for power generation.

Together with Gas Natural-Unión Fenosa, ACCIONA Rail Services has negotiated the electrification of the La Robla thermal power plant's rail siding, so as to replace diesel locomotives with electric ones for transporting imported coal from the port of Gijón. This will further reduce CO<sub>2</sub> emissions. ACCIONA Rail Services has joined a committee created by Spain's Infrastructure Ministry to promote rail freight transport.

### ACCIONA INTERPRESS

In addition to daily press distribution, in 2009, the Company landed contracts to deliver all magazines distributed throughout Spain and 100% in Catalonia, Andalusia and Madrid.