

ACCIONA LOGISTICS & TRANSPORT SERVICES

ACCIONA Logistics and Transport Services is the ACCIONA Group division which manages all the business of transporting people and freight.

The division pursues the goal of **sustainable mobility in all its activities** by working to reduce accident rates, congestion and noise pollution.

It includes companies such as **ACCIONA Trasmediterranea (Spain's leading passenger and cargo shipping company)**, ACCIONA Logistics, ACCIONA Rail Services, ACCIONA Forwarding, ACCIONA Interpress and ACCIONA Airport Services (airport management and handling services).

1.-ACCIONA Trasmediterranea

Created in 1917 and owned by ACCIONA since 2002, it is currently Spain's leading maritime passenger and freight transport company. Its principal routes link mainland Spain with the Balearic and Canary Islands, Ceuta and Melilla. It also has international routes serving Morocco (Tangier and Nador), Algeria (Ghazaouet and Oran) and France (St. Nazaire).

In 2008, ACCIONA Trasmediterranea was affected by the economic situation in terms of the high price of fuel during most of the year and the decline in freight orders. Nevertheless, the Company maintained its leading position.

It managed a fleet of 34 ships: 9 fast ferries, 14 combined passenger and cargo ferries, and 11 cargo ships; 24

of the vessels are Company-owned and 10 are chartered. The ships sailed a total of 1,907,016 nautical miles.

In 2008, ACCIONA Trasmediterranea carried 3,762,307 passengers, 918,443 vehicles and 6,040,883 linear metres of cargo. In the Mediterranean, the company carried 688,864 passengers, 165,377 vehicles and 1,675,483 linear metres of cargo. In the South Strait Zone, the figures were 3,036,831 passengers, 732,201 vehicles and 1,262,964 linear metres of cargo. On the Canary Islands route, the company transported 36,612 passengers, 20,865 vehicles and 841,231 linear metres of cargo. And in the North Zone, it carried 645,243 linear metres of cargo.

3.7 million passengers and almost 1 million vehicles transported

ACCIONA Trasmediterranea had a very busy 2008 despite the economic slowdown. At FITUR, the world's largest tourism fair, the company announced that as from 1 February it would start sailing new routes from Barcelona to Genoa and Tangier, and from Italy to Sardinia, Sicily and Tunisia, following an agreement with the Italian shipping line Grande Navi Veloci. All departures and arrivals on these routes will be via ACCIONA Trasmediterranea's Barcelona ferry terminal, from which the Grimaldi shipping company operates ferries to Civitavecchia (Rome) and Livorno.

At FITUR the company also announced **agreements with the Ceuta and Melilla municipal governments to attract tourists to those cities.** It also signed an agreement with Overtocht, a leading European ferry company, to sell Trasmediterranea tickets in The Netherlands.

ACCIONA Trasmediterranea also participated in a joint Spanish-Moroccan sea rescue drill on May 2008

which was organised by the Spanish Merchant Navy in the Bay of Algeciras using ACCIONA's Alcántara Dos ferry.

The drill took place one day before Jorge Vega-Penichet joined ACCIONA Trasmediterranea's Board of Directors and Antonio Grávalos was appointed CEO of the company.

More services for passengers and new routes

New services for passengers were implemented in the summer:

- Boarding passes generated via the internet, in order to save time and provide a convenient solution for travellers who book online;
- Installation of new automatic check-in kiosks at ferry terminals in Barcelona, Valencia and the Balearic Islands, which will also expedite boarding;
- Implementation of an SMS system that informs passengers of any situation that may affect their trip.

New routes to Genoa and Tangier from Barcelona were launched on 1 February

ACCIONA is speeding up boarding with "auto-checking" at the Barcelona, Valencia & Balearic Island ferry terminals

On 1 October, ACCIONA Trasmediterranea **began cargo shipments from Algeciras to the new Tangier-Med port** and, on 22 October, the company inaugurated a new weekly cargo route between Agadir (Morocco) and Barcelona.

On 9 October, the company inaugurated a new night ferry on the Palma de Mallorca-Barcelona route, with two daily sailings. Also in early October, the company added its cutting-edge Audacia ship, which fuses the latest in logistics with a top-class passenger area, to the Valencia-Palma de Mallorca route.

On 18 December, the company signed an innovative tourism agreement with the city of Ceuta (which served as a template for the subsequent agreement with Melilla), offering discounted tickets to natives of the city and people with close relatives there.

Before the end of 2008, ACCIONA Trasmediterranea reached an **agreement with Grandi Navi Veloci (GNV)** for cargo transport to and from the Balearic Islands, enabling the transport of goods between Barcelona and any of the ports in GNV's network with a single ticket, cutting time and costs and providing customers with the maximum convenience and assurance.

ACCIONA SOLIDARITY

- In October 2008, ACCIONA Trasmediterranea joined forces with the Human Rights Caravan, organised by Spain's General Bar Council and Provincial Bar Councils, to provide transportation to the Canary and Balearic Islands.

- ACCIONA Trasmediterranea also provided transport services to various humanitarian organisations and foundations during the year, including La Sonrisa Médica, Ojo por Ojo, Lente por Lente, associations sending school supplies to Morocco and Aid Children of the World.

Orders of merit

- On the occasion of the first ship travelling out of the new Melilla port terminal, the President of Melilla Port Authority presented, on 26 November last year, the Captain of the Santa Cruz de Tenerife with a commemorative metope.
- The Red Cross awarded its badge of honour to ACCIONA Trasmediterranea, on 4 December in Ceuta, in recognition of its 25 years of humanitarian collaboration with the organisation.

Continuing investment to improve services

In 2008, ACCIONA Trasmediterranea maintained its **investment policy with a view to maximising the quality of its offer**. Along these lines, the vessel Aegean Heaven joined the fleet under charter in late July to strengthen cargo routes with the Canary Islands.

In the second half of September, ACCIONA Trasmediterranea's new warehouse at the Barcelona terminal began operating. The three-storey building spans 18,900 square metres and can store up to 2,000 cars as cargo

or 1,300 vehicles and 240 trucks; this measure saves considerable space while improving service.

On 1 October, the keel was laid for ACCIONA Trasmediterranea's second Navantia-built RoRo ship at the San Fernando-Puerto Real shipyard. These are the largest RoRo carriers on the market, sailing at 26 knots (48 kilometres/hour); they are 209 metres long, 26.5 metres wide and have a draught of seven metres. These carriers have the capacity for 210 31-tonne bogies and 50 double-stacked containers.

A cold store in Barcelona port, which was owned by the company and had been used by Interfrisa until the previous year, was demolished on **14 December**. The site will now form part of ACCIONA Trasmediterranea's terminal. The demolition was carried out with explosives to the highest standards with respect to both structural and personal safety.

The company, Terminal Ferry de Barcelona, was created on 23 December to provide basic port services for passengers and goods handling, and transport services, in Barcelona port. The company was created, after the redesign of the port areas, with the approval of Barcelona Port Authority. The terminal serves ships belonging to the company and to other carriers, such as Grimaldi Lines and Grandi Navi Veloci.

The Company's Roll-On/Roll-Off carriers are the largest on the market, with a capacity for 210 31-tonne bogies and 50 double-stacked containers.

ACCIONA Logistics was awarded ISO 9001:2000 quality certification

2.- ACCIONA Logistics

ACCIONA Logistics is a leader in end-to-end logistics services. Its business strategy is based on customised door-to-door service, and the company always uses ACCIONA Trasmediterranea vessels in its intermodal transport (road and sea). Its custom solutions have made the company a leader in temperature-controlled and refrigerated transportation. ACCIONA Logistics applies cutting-edge technology to the service of the customer; to that end, **it has the largest fleet of refrigerated trailers equipped with GPS traceability systems**, enabling the customer to track the location of the vehicles and the temperature at which they travel in real time on ACCIONA's website.

ACCIONA Logistics meets the requirements of customers and markets, in response to increasingly demanding global environments. In 2008, the company consolidated its business in Spain, including the Balearic and Canary Islands, while

strengthening its position in other countries: primarily in Morocco, France, Italy, Germany, Belgium, the UK and other areas of Europe.

The company has its own fleet of 900 reefer trailers and 1,500 dry cargo trailers. It also has 15 warehouses spanning 100,000 square metres, 150,000 cubic metres of temperature-controlled facilities and 600,000 square metres of dockside space.

Storage capacity was expanded in July with the addition of a strategically-positioned 2,000-square metre warehouse in Ceuta, from where the company can efficiently provide full-load and break bulk cargo services for both temperature-controlled and dry goods to and from any point on the Spanish mainland and Europe.

In October, the following ACCIONA Logistics companies certified their quality management systems to the ISO 9001:2000 standard: Trasmediterranea Cargo, Spain's leading logistics operator; Hermes

Strengthening ties with Morocco

- **ACCIONA Logistics is aware of the important role played by Morocco in the logistics market and is committed to strengthening ties with this market. The company sponsored Logima 2008, the transport and logistics fair in Casablanca, from 20 to 22 November, where it presented its new route between Agadir and Barcelona. This route, which will be used to transport fruit and vegetables from Morocco to Europe, will significantly reduce truck traffic.**
- **ACCIONA Logistics received an award for the best stand at Logima 2008, which is the leading fair of its kind in Morocco.**

Logística, specialised in temperature-controlled and conventional distribution and transport; and Interfrisa, a temperature-controlled storage and distribution company.

The business of ACCIONA Rail Services is to minimise urban congestion by taking 80 lorries a day off the roads

3.- ACCIONA Rail Services

Following the recent liberalisation of the sector, goods transport by rail has strong potential. As a result, ACCIONA Group established ACCIONA Rail Services in 2006 and **Spain's first international rail freight transport company** began operation in January 2007.

ACCIONA Rail Services acquired its first locomotives in May 2005 and its first wagons in January 2006; however, it did not begin operating until January 2007. The company is committed to economic development while reducing air and noise pollution, avoiding landscape degradation and minimising traffic congestion by taking 80 trucks per day off the roads.

In 2008, ACCIONA Rail Services achieved a number of national and international milestones. It increased services from Gijón Port

to Unión Fenosa's La Robla power station in León, carrying 500,000 tonnes of coal per year. It was also transporting Moroccan seasonal fruit and vegetables from Algeciras Port to Barcelona, and chemical products in the opposite direction, up to May.

In October, it began transporting canola, soy and palm oil from Huelva Port to the Bionergética Extremeña 2020, S.L., factory in Valdetorres (Badajoz), and biodiesel from that factory to REPSOL's refinery in Puertollano. This service transported 50,000 tonnes during the months in which it was operational in 2008, and it is expected to carry 150,000 tonnes each year.

ACCIONA Forwarding signed the biggest ever Spanish air export contract to transport Angolan parliamentary election material

6,500

CUBIC METRES

1 MILLION

KILOS TRANSPORTED

11

DIRECT FLIGHTS FROM MADRID TO LUANDA

4.- ACCIONA Forwarding

ACCIONA Forwarding is a specialist in international logistics and transport, with a long track record of experience and superb performance. It was selected by Indra, Spain's leader in new technologies, to transport all the equipment for Angola's parliamentary elections. The contract was worth four million euros and is the largest air cargo export contract in Spain to date. The figures speak for themselves: 6,500 cubic metres and one million kilos transported, and eleven successful direct flights from Madrid to Luanda using three cargo airlines in July and August.

5.- ACCIONA Interpress

ACCIONA Interpress, specialised in press distribution, surpassed its daily distribution records in June as a result of the EURO 2008 soccer championship.

6.- ACCIONA Airport Services

ACCIONA Airport Services, part of ACCIONA's Logistics & Transport Services division, is the leading independent handling operator in Spain and Germany. It serves 250 airlines at 11 airports in Frankfurt, Madrid, Berlin, Hamburg, the Balearic Islands, Tenerife and Las Palmas. With sixteen years of experience behind it, the company is able to meet the needs of its customers with a youthful dynamic spirit that is committed to growth based on quality service, security and innovation in its handling processes.

All across its network, ACCIONA Airport Services provides services designed in accordance with the individual needs of airlines. Operating independently of airports and airlines allows for great flexibility in adapting to the requirements of each airline and focusing on the needs of their passengers.

As a result, in 2008, ACCIONA Airport Services was less affected than its rivals by the industry's weak performance. In 2008, it provided

ramp services for 118,000 flights (the same as the previous year), despite the general decline in air traffic. Of those, 41,000 were in Spain's Palma de Mallorca, Mahón and Ibiza airports; the other 77,000 were in Germany's Frankfurt, Hamburg, Berlin-Tegel, Berlin-Tempelhof and Berlin-Schönefeld airports. Services expanded sharply at Berlin's Schönefeld, where the company serviced around 7,500 flights, almost four times the 2007 figure. Berlin-Tempelhof airport was closed in October; as a result, traffic was concentrated in the other two airports, enabling ACCIONA Airport Services to reduce costs and capitalise on synergies.

In 2008, 203 million passengers used Spain's airport network, which is managed by AENA (3% less than in 2007). The company's cargo department managed 26 million kilos of cargo in 2008, 26% less than in the previous year.