



Corporate Overview

Corporate Presentation



In Cembravila we have been committed to our work and to each of our clients for over forty years. This commitment, one of our main assets as a group, is our distinctive characteristic and places us as a solid and strong company in the market.

Thanks to our experience, own style and our undeniable quality seal, we conduct all kinds of real estate projects, ranging from hotels, residential homes and condominiums in the heart of Spain to exclusive resorts with golf courses or beside the sea. We always seek our clients' satisfaction because our work and effort are aimed at creating spaces where quality of life can be enjoyed.

Corporate Presentation

Management Team:

- Joaquín Ventero Muñoz.



Graduate in Law and Business Studies (Madrid Complutense University), Masters course on Management of Building and Real Estate Developers (Madrid Polytechnic University), Masters course in Town Planning and Building (Francisco de Vitoria University), General Management Programme (IESE University).

Management Team:



- Guillermo García-Mauriño.

Graduate in Law (Madrid Complutense University),
Masters course in Company Law (ICAM).

Master's Specialization Course on Electronic
Communications and New Technologies Law
(Villanueva University Centre) and Masters in Town
Planning (UAM).

Management Team:



- Javier Ventero Muñoz.

Qualified in Architectural Technologist (Universidad Alfonso X“ El Sabio” of Madrid).

He joined the Group in 2001 working as Project Manager of several developments.

Since 2005, he is in charge of the Construction Company.

Management Team:



- Carlos Ortiz.
Graduate in Architecture (Madrid, UCJC University).
Qualified in Architectural Technologist (Madrid Polytechnic University).
Master Course in Property Management and Valuation (Antonio Camuñas Foundation).
Advanced Course in Property Valuation (Escuela de Arquitectura of Madrid).
Advanced course in urban and land management (Francisco de Victoria University of Madrid).

	2007	2008	2009	2010	2011	2012	30/09/2013
CONTINUED ACTIVITIES							
Turnover	27.783.091,30	101.760.395,23	14.127.791,81	1.865.444,72	740.526,34	533.965,61	418.965,31
Supplies	- 13.736.824,39	- 94.934.103,77	- 11.424.701,61	- 562.782,75	- 72.934,64	- 120.313,34	- 21.429,59
Personnel/Staff costs	- 5.742.309,56	- 4.334.093,15	- 2.167.927,59	- 992.532,30	- 515.653,11	- 265.936,86	- 182.794,42
Other Operating expenses	- 1.011.035,03	- 611.519,07	- 200.853,34	- 1.556.648,45	- 143.152,93	- 926.048,72	- 39.402,96
Fixed assets depreciation	- 53.694,72	- 51.407,71	- 47.008,59	- 32.623,07	- 73.823,80	- 66.358,15	-
Variation in the provisions for stock depreciation	-	-	-	99.716,74	517,62	-	-
Other Results	- 7.348.026,94	408.744,17	117.641,21	- 203.861,92	- 238.364,39	- 2.009.134,26	10.896,69
	-	-	-	-	-	-	-
OPERATING INCOME	- 108.799,34	2.238.015,70	404.941,89	- 1.383.287,03	- 302.884,91	- 1.001.728,28	186.235,03
	-	-	-	-	-	-	-
Financial Income	91.699,60	80.507,85	59.730,90	36.319,36	40.288,11	39.039,73	2.072,65
Financial Expenses	- 17.084,66	- 49.814,00	- 44.103,49	- 26.156,02	- 26.101,56	- 21.417,36	-
Variation in the provisions for financial instruments	-	- 478.080,00	313.960,00	- 238.569,00	- 158.050,00	13.436,72	-
	-	-	-	-	-	-	-
FINANCIAL RESULTS	74.614,94	- 447.386,15	329.587,41	- 228.405,66	- 143.863,45	31.059,09	2.072,65
	-	-	-	-	-	-	-
INCOME BEFORE TAXES	- 34.184,40	1.790.629,55	734.529,30	- 1.611.692,69	- 446.748,36	- 970.669,19	188.307,68
	-	-	-	-	-	-	-
CORPORATE INCOME TAX	8.019,29	- 21.993,97	- 202.418,47	-	-	-	-
	-	-	-	-	-	-	-
NET INCOME	- 26.165,11	1.768.635,58	532.110,83	- 1.611.692,69	- 446.748,36	- 970.669,19	188.307,68

Our Company in numbers

	2007	2008	2009	2010	2011	2012	30/09/2013
NON CURRENT ASSETS	185.110,31	133.135,61	4.086.676,00	4.258.273,52	4.193.424,47	4.127.066,32	4.129.355,11
Intangible Assets	75.810,00	-	-	8.914,52	3.828,49	-	-
Fixed Assets	83.556,99	107.962,28	60.953,69	210.188,24	141.290,12	78.760,46	79.210,31
Investments in affiliates	-	-	4.000.000,00	4.011.220,00	4.000.000,00	4.000.000,00	4.000.000,00
Long term investments	25.743,32	25.173,33	25.722,31	27.950,76	48.305,86	48.305,86	50.144,80
Current Assets	74.926.308,91	21.429.700,59	5.177.661,11	2.175.440,53	2.189.827,65	1.153.839,71	1.344.386,38
Inventory	51.536.469,35	3.016,00	-	-	-	-	-
Account Receivables	21.544.963,53	18.662.917,58	4.157.129,99	1.490.694,67	1.684.467,72	623.687,16	558.129,04
Short term investments	1.001.518,43	523.135,43	898.756,10	649.003,64	492.166,79	508.554,97	608.554,97
Short Term deferred expenses	47.211,65	85.014,50	59.035,98	2.407,82	4.259,75	1.194,46	1.229,11
Cash and equivalents	796.145,95	2.155.617,08	62.739,04	33.334,40	8.933,39	20.403,12	176.473,26
TOTAL LIABILITIES	75.111.419,22	21.562.836,20	9.264.337,11	6.433.714,05	6.383.252,12	5.280.906,03	5.473.741,49
	-	-	-	-	-	-	-
NET EQUITY	3.103.322,43	4.871.961,01	5.404.071,84	3.792.109,35	3.345.360,79	2.374.691,50	2.562.999,18
Share Capital	6.106,00	6.106,00	6.106,00	6.106,00	6.106,00	6.106,00	6.106,00
Legal Reserves	3.123.381,54	3.137.616,25	4.865.855,01	5.540.967,39	5.540.967,39	5.540.967,39	5.540.967,39
Retained earnings	-	40.399,82	-	143.001,35	1.754.964,24	2.201.712,70	3.172.381,89
Current year result	26.165,11	1.768.638,58	532.110,83	1.611.962,69	446.748,36	970.669,19	188.307,68
	-	-	-	-	-	-	-
NON CURRENT LIABILITIES	-	497.804,17	497.804,17	497.804,17	497.804,17	497.804,17	497.804,17
Long term accruals	-	497.804,17	497.804,17	497.804,17	497.804,17	497.804,17	497.804,17
CURRENT LIABILITIES	72.008.092,87	16.193.071,02	3.362.461,10	2.143.800,73	2.540.087,16	2.408.410,26	2.412.938,04
Short term accruals	-	-	20.755,00	20.755,00	20.755,00	20.755,00	20.755,00
Short term debt	1.841.604,93	1.016.519,36	1.080.067,46	1.415.724,61	1.441.922,15	1.412.065,83	1.197.874,26
Accounts Payable	70.166.487,94	15.176.551,66	2.261.638,64	707.321,12	1.077.410,01	975.589,43	1.194.308,78
TOTAL NET EQUITY AND LIABILITIES	75.111.415,30	21.562.836,20	9.264.337,11	6.433.714,25	6.383.252,12	5.280.905,93	5.473.741,39

Our Company in numbers

Corporate Services:

- Project Management.
- Construction Management.
- Project Review and Project Monitoring.
- Measurements and Quotations Consultancy.
- General Contractor.



Corporate Services

Project Management:

- Design.
- Economic Control Process.
- Management and Obtaining Licenses.
- Procurement Process.
- Information Management.
- Safety and Security.
- Risk Management.
- Changes Orders.
- Project Close down.

Project Management

Construction Management:

- Cost control and schedule.
- Quality management.
- Safety and Health.
- Constructability.
- Startup and commissioning.
- Construction coordination.
- Field engineering.
- Contract management.
- Materials management.
- Labor relations.

Construction Management

Project Review and Monitoring:

- Project is currently delivering to scheduled.
- Budget allocated was sufficient at this point.
- Deliverables have been produced and approved.
- Risks have been controlled and mitigated.
- Issues were identified and resolved.
- Changes were properly managed.
- Project is on track.

Project Review

Measurements and Quotations:

- Information analysis.
- Measurement of the whole Project.
- Preparation of the information.
- Tendering Process with suppliers.
- Quotation estimations.

Measurements and Quotation Consultancy

General Contractor:

Case Studies:

- Residential
- Landscape and Town planning.
- Hotels.
- Offices.
- Others.

General Contractor

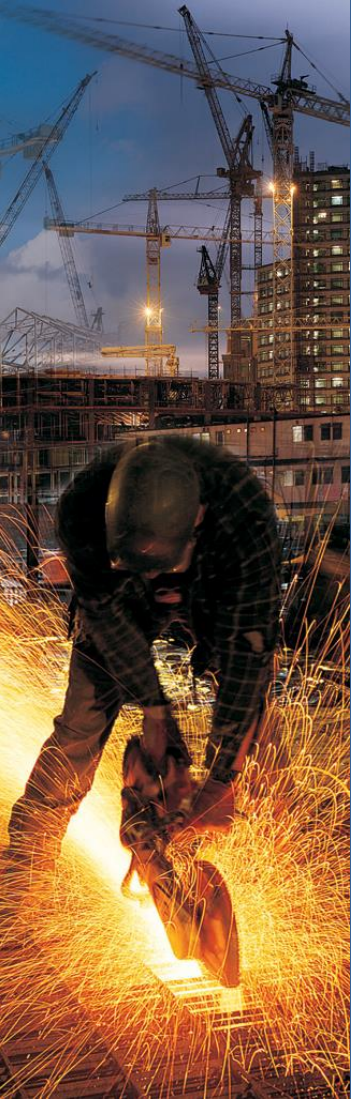


CEBRAVILA

Residential Among Others:

- 275 dwellings in Madrid “Mirador del Calderón”.
- 144 dwellings in Guadalajara “Buenaire”.
- 97 dwellings in Madrid “Edificio Acuario”.
- 192 dwellings in Burgos “Residencial Puerta de Castilla”.
- 200 dwellings in Valladolid “Arroyo de la Encomienda”.
- 290 dwellings in Madrid “Los Altos de Méndez Álvaro”.
- 83 detached and semidetached houses in Ávila “Las Moruchas”.
- 75 detached and semidetached houses in Madrid “Paracuellos del Jarama”.
- 180 dwellings in Murcia “Torre del Rame”.

General Contractor



“Los Altos de Méndez Álvaro” (Madrid):



CEBRAVILA

- Number of Units: 290 dwellings.
- Approx. total area: 25.721,77 m².
- Approx. Budget: **27.845** M€.
- Duration: **22** months.



General Contractor

“Residencial Puerta de Castilla” (Burgos):



- Number of Units: 192 dwellings.
- Approx. total area: 20.415,15 m².
- Approx. Budget: **12.460** M€.
- Duration: **20** months.



General Contractor



CEBRAVILA

“Las Moruchas” (Ávila):

- Number of Units: 83 paired and semi-detached houses.
- Approx. total area: 22.711,47 m².
- Approx. Budget: **18.260 M€**.
- Duration: **23** months.



General Contractor

“Buen Aire” (Guadalajara):

- Number of Units: 144 dwellings.
- Approx. total area: 13.684,13 m².
- Approx. Budget: **9.615** M€.
- Duration: **25** months.



General Contractor



CEBRAVILA

“Mirador del Calderón” (Madrid):

- Number of Units: 275 dwellings.
- Approx. total area: 30.080,56 m².
- Approx. Budget: **20.450** M€.
- Duration: **30** months.



General Contractor

“Edificio Acuario” (Madrid):

- Number of Units: 97 dwellings.
- Approx. total area: 9.110,21 m².
- Approx. Budget: **10.230** M€.
- Duration: **19** months.



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General Contractor

“Arroyo de la Encomienda” (Valladolid):



- Number of Units: 258 dwellings.
- Approx. total area: 15.229,97 m².
- Approx. Budget: **15.320** M€.
- Duration: **19** months.



General Contractor



CEBRAVILA

“Pracuellos del Jarama” (Madrid):

- Number of Units: 75 paired, semi-detached and detached houses.
- Approx. total area: 15.074,67 m².
- Approx. Budget: **19.350** M€.
- Duration: **28** months.



General Contractor



“Torre del Rame” (Murcia):

- Number of Units: 180 dwellings.
- Approx. total area: 15.141,30 m².
- Approx. Budget: 17.520M€.
- Duration: **17** months.



General Contractor

Landscape and Town Planning:

- “Arroyo de la Encomienda”, 701.042 m².
- “Las Moruchas”, 149.200 m².
- “Las Dehesillas de Cebrenos”, 2.496.512 m².



General Contractor

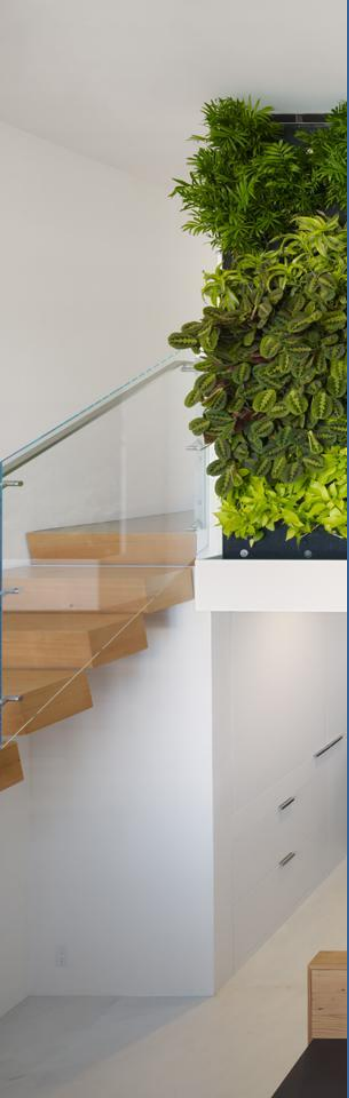


Hotels:

- Hotel in Madrid 4*.
- Hotel in Ávila 4*.
- Hotel in Mérida 4*.
- Hotel in Murcia 4*.



General Contractor



Offices:

- “Edificio Santa Lucrecia”; 7.750 m².
- “Tres Cantos”; 2.400 m².
- “Edificio Bausá”; 3.800 m².



General Contractor