

Lagoh contará con ocho casetas desde el 16 al 25 de marzo como "antesala" a la Feria de Abril

original

SEVILLA, 14 (EUROPA PRESS)

El complejo comercial y de ocio **Lagoh**, propiedad de Lar España Real Estate Socimi y gestionado por Grupo Lar a través de Gentalia, se prepara para dar la bienvenida a la Feria de Abril y por ese motivo va a montar "su propia 'calle de feria'", desde el día 16 al 25 de marzo, en el interior del recinto.

Para animar el ambiente prefería, se instalarán ocho casetas "al estilo tradicional del festejo". Dentro de cada una de ellas, habrá un modelo de traje de flamenca de una talla determinada de la marca Micaela Villa, que colabora con **Lagoh** en esta acción. Unos trajes que podrán conseguir las ocho visitantes seleccionadas que cumplan los requisitos del concurso, según detalla el centro comercial en una nota de prensa.

Las personas que quieran participar sólo deberán ser socios y tener la app del 'Club de los Disfrutones'. Una vez cumplido estos requisitos, deberán entrar en la caseta de nuestro recinto que corresponda a su talla. En su caseta tendrá que probarse el traje, hacerse una foto con el mismo y subirla a 'lagoh.es/feria'.

"La flamenca que lo luzca con más gracia será preseleccionada en una votación por un jurado compuesto por miembros de la organización de esta acción y, posteriormente, las ganadoras serán elegidas a través de las redes sociales", y serán de este modo las afortunadas con el traje del modelo en cuestión.

El complejo comercial quiere de esta forma mostrar su apuesta por esta "fiesta tan sevillana, por la actitud, por la gracia y por la belleza real de esta celebración por encima de los estereotipos". Unos valores que "tendrá muy presente nuestro jurado a la hora de preseleccionar aquellas fotos que pasarán a la fase final de redes sociales".

El IBEX inicia escalada alcista y supera los 9.150 puntos tras bajar IPC EEUU

A las 14.00 horas, el selectivo español, IBEX 35, suma 193,9 puntos, ese 2,21 % y se sitúa en 9.153,4 puntos. Las bolsas europeas también registran todas subidas, que son del 1,18 % para Fráncfort, del 1,04 % para Milán, del 0,99 % para París y del 0,25 % para Londres. El Euro Stoxx 50, índice en el que cotizan las empresas europeas de mayor capitalización, también sube el 1,08 %.

original



© Pavlo Gonchar / SOPA Images/Sipa via Reuters Connect El IBEX inicia escalada alcista y supera los 9.150 puntos tras bajar IPC EEUU

Madrid, 14 mar (.).- La Bolsa española, que llevaba gran parte de la mañana en positivo, ha iniciado una escalada alcista hasta subir el 2,21 % y superar el nivel de los 9.150 puntos, nada más conocerse que la inflación en EE.UU. siguió bajando en febrero, por octavo mes consecutivo, y se situó en el 6 % interanual, cuatro décimas por debajo de la de enero.

A las 14.00 horas, el selectivo español, [IBEX 35](#), suma 193,9 puntos, ese 2,21 % y se sitúa en 9.153,4 puntos.

En lo que va de año, el IBEX sube un 11,22 %.

Las bolsas europeas también registran todas subidas, que son del 1,18 % para Fráncfort, del 1,04 % para Milán, del 0,99 % para París y del 0,25 % para Londres.

El [Euro Stoxx 50](#), índice en el que cotizan las empresas europeas de mayor capitalización, también sube el 1,08 %.

En términos mensuales los precios de consumo subieron en EE.UU. cuatro décimas, en un momento en el que la Reserva Federal (Fed) se enfrenta a su próxima reunión del 21 y 22 de marzo, en la que previsiblemente subirá otros 25 puntos básicos los tipos de interés, en un contexto de quiebra del banco SVB y el temor a una crisis bancaria.

Los futuros de Wall Street avanzan subidas del 1,04 % para el [Dow Jones de Industriales](#) y del 1,27 % para el [S&P 500](#), mientras que el [Nasdaq](#) se decanta por caídas del 0,23 %.

En el IBEX 35, las mayores subidas son para Inmobiliaria Colonial (BME:COL), con el 3,34 %, Indra (BME:IDR), con el 3,22 % y Merlin Properites, con el 2,85 %.

Tras Merlin Properties (BME:MRL) se sitúa Caixabank (BME:CABK), que tras las pérdidas registradas ayer hoy avanza un 2,51 %. Le sigue Banco Sabadell (BME:SABE), con el 2,48 %, Bankinter (BME:BKT), con el 2,29 %, Unicaja (BME:UNI), con el 2,25 %, Santander (BME:SAN), con el 2,02 % y BBVA (BME:BBVA), con el 1,67 %.

Solamente tres valores del IBEX se encuentran hoy en números rojos: Mapfre (BME:MAP), que pierde el 0,94 %, Rovi (BME:ROVI), con una caída del 0,15 % y Telefónica (BME:TEF), con el 0,10 %.

En el mercado continuo, la mayor subida es para Renta Corporación (BME:REN), que avanza el 5,36 %, seguido de Tubacex (BME:TUBA), con el 5,26 %, Soltec, con el 4,81 %, Lar España (BME:LRES), con el 4,24 % y Pescanova (BME:PVA), con el 3,83 %.

En el extremo opuesto, las mayores caídas son para Ence (BME:ENC), con el 4,63 %, Prisa (BME:PRS), con el 3,23 %, Tubos Reunidos (BME:TUR), con el 3,08 % y Urbas (BME:UBS), con el 1,33 %.

En cuanto a la deuda, el interés del bono español a diez años se sitúa en el 0,3459 %, mientras que la prima de riesgo se encuentra en 63,8 puntos.

El petróleo cae este martes, y el Brent, de referencia en Europa, cede el 1,66 % hasta los 79,47 dólares el barril, mientras que el West Texas Intermediate (WTI), de referencia en EE.UU. también cede el 1,96 % hasta los 73,26 dólares.

El euro sube un 0,13 % y se cambia a 1,074 dólares.

THE LISTED REAL ESTATE SECTOR HAS MANAGED THE CRISIS AND IS WELL POSITIONED TO FACE THE FUTURE

The leaders of the listed sector present at the V IBERIAN REIT & LISTED Conference pointed out that the current market volatility will soon be over, and the uptrend will return.



The main leaders of the real estate sector have met on the 15th of February, where they have analysed the new opportunities within the current economic context. Despite inflation and high energy prices, they agreed that the listed real estate sector has managed the crisis well and is in optimal conditions to face the coming years.

More than three hundred managers and professionals attended the fifth edition of the Iberian Reit & Listed Conference, which has already established itself as the most important reference meeting for the real estate sector in Spain and Portugal. As usual, the conference took place in the ravishing Westin Palace hotel in Madrid, in which investors addressed which sectors are getting the most attention and what are the prospects for the evolution of the real estate market.

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Iberian economy in the new global order context – The road ahead!

The first presentation of the morning was given by Ignacio de la Torre, Chief Economist of Arcano Partners, who analysed the Iberian economy within the context of the new world order and whether it is possible for us to benefit in the long term. In this sense, he stated that *"we have good fundamentals"* and therefore *"there is light at the end of the tunnel"*, although inflation is currently above wages; according to the main projections, this situation is expected to change in the coming months.

On the other hand, he expressed his conviction that Europe will avoid recession, although activity will slow down, and predicted that interest rates will soon reach a ceiling and that they will fall to around 2.5% in the eurozone in the medium term, once inflation moderates. According to the economist, this means that *"structural interest rates, which are important for the real estate sector, will remain at low levels globally for the next 10-20 years. That is not going to change, because of the demographic trend"*, he stressed.

Listed Real Estate: a well-positioned sector

Dominique Moerenhout, CEO of the European Public Real Estate Association (EPRA), gave details of how the listed real estate sector faces the future in challenging times and said that *"in the coming years we can be cautiously optimistic. The sector has managed the last crisis and is reasonably well positioned to face the future"*, he added.

The CEO of the EPRA, has also argued that *"the main Spanish socimis are performing well in terms of rents and occupancy. Inflation is having a greater impact on income (which they*

receive via rents) than on operating costs, which is positive for the sector". Dominique Moerenhout defended that the sector is very well positioned to absorb interest rate rises, and his forecast is that *"in 2024, investors will return to take positions in the REIT sector, when the economy starts to grow again"*.

Behind his theory is the steep discount at which the main European REITs are trading, which on average exceeds 40% of their net asset value (NAV). In other words, their market value is well below the value of their portfolios. *"There is a disconnect between share prices and company results. And they are a buying opportunity because of that discount. Now is the time to invest in order to be well positioned when the market recovers. If we wait, it may be too late"*, he concluded.

In the same line, Borja Ortega, CEO of BNP Paribas Real Estate Spain, explained how real estate investors are reacting to this inflationary context and stressed that *"we need more and more analysis of transactions and urban policies focused on citizens; then the real estate sector must adapt to them"*.

The sent-out message had a tone of optimism, acknowledging that *"we are more positive now than in November and December. 2022 has been a record year for investment, and although in the last quarter it seemed that covid had been a joke with respect to what was to come, it has not been like that. We have to remain calm"*.

Borja Ortega insisted that in 2023 there will be a lot of activity in the real estate sector and that Iberia is in the sights of companies, investors and citizens thanks to factors such as the ability to compete via rents compared to other European markets (which have higher rents), or the quality of the assets.



Ignacio de la Torre, Chief Economist of Arcano Partners



Dominique Moerenhout, CEO of EPRA



Borja Ortega, CEO of BNP Paribas Real Estate Spain

On economic matters, he predicted that Spain and Portugal will manage to escape the recession and that 2023 will be better than expected. However, the head of the French bank's real estate area foresees a fall in the volume of investment for the year of close to 20% (5 points below what he estimated just two months ago), bearing in mind that 2022 closed with record investment figures. In his opinion, stabilisation will come in the middle of the year.

Ismael Clemente, CEO of Merlin Properties, explained that *«the underlying trading environment is going to be positive, unless the central banks raise interest rates much more, in that scenario a recession turns out very probable to happen and unemployment to rise»*. But, in the absence of additional factors, he believes that we are going to see a nominal adjustment in property prices, which is cyclical, meaning we shouldn't worry that much about it.

The truth is that the large socimis assure us that their assets continue to register positive data. In the case of Merlin Properties, one of the listed companies on the Ibex-35, the numbers of its shopping centres are outperforming pre-pandemic figures and that the operators (its tenants) are selling more than their rents are rising due to inflation.

Pere Viñolas, CEO of Colonial, also stressed that *«operations are going well, despite the interest rate hikes; we are going through a good operational phase»*.

«SOCIMIS are going through a punishment phase on the stock market»

Pere Viñolas pointed out that listed companies have more liquidity and transparency, which should translate in higher value. In his own words, *«sometimes it seems almost nonsense remaining as a public company, because you are challenged every day, and the traditions and work method you follow to improve society are forgotten»*.



From left to right: David Martínez, Miguel Pereda, António Gil Machado, Pere Viñolas, Ismael Clemente

20%

Investment figures may fall 20% in 2023

Miguel Pereda, vice-chairman of Lar España & Chairman of Grupo Lar, stressed that *«there is unjustified fear, because we have low debt»*, nonetheless and although the company has exceeded 2019 figures *«we will maintain a cautious approach»*. He recalled that Lar España has two different types of retail assets - retail parks and shopping centers, - which followed different paces of recovery. *«The most important metric, sales per square meter, is now in a very good level on both, posing a strong outlook for 2023»*.

In terms of debt, in Miguel Pereda's view the rising interest rates can bring also good things, what he justified with the restructuring of Lar España bonds (in this case green bonds) for a better adjustment on returns, and to create NAV from the debt side.

Still regarding the stock exchange, David Martínez, CEO of Aedas Homes, has put numbers to the specific case of his company as an example of this discount that drag the listed companies. *«In 2017, when we went public, we were almost a 'startup' with a land bank and we were trading at 31 euros per share, while now we are at 15 euros per share, and we pay out €100 million in dividends...which honestly doesn't seem to make much sense»*. Despite the criticism, the sector hopes that the trend will be reversed in the future.

In terms of the real estate trends David Martínez, closed the panel debate highlighting the change in Spain's mentality, with a specific movement from the traditional ownership to a pay-per-use model.

Taxonomy and financing

Jana Bour, Director of ESG Policy and Advocacy, EPRA, kicked-off the second part of the event addressing the new EU Taxonomy, arguing that the sustainable finance agenda will have an impact on every single stakeholder, but the correlation with the real estate sector will be of increased importance. In this sense, Jana Bour explained that every other legislation will now be connected to the EU taxonomy, a step "truly ground-breaking".

There are still considerable challenges facing the Taxonomy. Among them, Jana Bour highlighted how it is still incomplete, how it lacks clarity or that it fails to focus on processes for the transition to net zero, such as renovations. Nonetheless, she also stressed out some of its opportunities, like the increase of transparency and the opening of the debate on how to really decarbonise real estate.

Looking specifically for the listed real estate sector, the main conclusion was that even though there is no obligation to invest in 'taxonomy aligned assets', once companies start having to disclosure information, «the risk management activity will tend to push investors to do invest in these assets, besides of course of the ESG preferences of clients that we have been witnessing».

The second-round table of the morning, moderated by Miguel Ferré, Chairman of the Editorial Council of Iberian Property, brought together Guillermo Astorqui, Director of Real Estate Finance Iberia at BNP Paribas; Jon Armentia Mendaza, Corporate Director and CFO of Lar España; Isidoro Tapia, Senior Officer at the Climate Office of the European Investment Bank (EIB); and Filipe Lowndes Marques, partner in Banking and Finance Law at Morais Leitão; to follow up the debate on the taxonomy impact for the real estate market.

Isidoro Tapia, Senior Officer at the Climate Office of EIB, started by sharing the European Investment Bank (EIB) commitment to the decarbonization of buildings, giving the example of the EIB lending to Energy Efficiency (new construction

€5.6Bn

European investment bank lend €5.6b in 2022 for energy efficiency



From left to right: Miguel Ferré, Isidoro Tapia, Guillermo Astorqui, Jon Armentia, Filipe Lowndes Marques

and renovation), which amounted to €5.6 billion in 2022, the highest year on record.

The time is of opportunity, and on Isidoro Tapia's words «what the taxonomy does now is allowing us to speak the same language as the clients, meaning that we have both the same understanding of what means to be green». This common language is also applicable between banks, which will all be imposing the same criteria to its clients.

As for investors, the advice was to not underestimate the new generation of lease agreements, and instead take the time to assess the business model, portfolio performance, and revisit the relationships with the tenants.

Filipe Lowndes Marques, Partner in Banking and Finance Law at Morais Leitão, also defended that the taxonomy will facilitate comparable

metrics and be an enabler of change. For him, «it is too reductive to look at taxonomy as simply a way to access broader pools of financing».

Going even further, Filipe Lowndes Marques stated that up to date most due diligences processes included ESG on the technical side, but «the truth is that from now on we should have almost a complementary ESG due diligence, because the objectives are indeed different» – while the technical aspects can relate for example to the robustness of the asset, the ESG main goal would be to future proof the asset.

Guillermo Astorqui, Director of Real Estate Finance Iberia at BNP Paribas, agreed on this matter and commented that «a green asset should be able to generate a higher ROI per square meter». As a matter fact, for him 'brown assets' will for sure become illiquid at the market...it is only a matter of time.

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Regarding the possibility of assets being abandoned due to non-compliance with environmental criteria, Guillermo Astorqui confessed that *«yes, it is a true risk, but it's up to us (the industry) to assume the responsibility to support Capex assets that demonstrate a strong initiative and purpose towards the green transition»*.

Jon Armentia Mendaza, Corporate Director and CFO of Lar España, illustrated that for the Socimi sustainability is a global issue, and *«although it is true that the impacts and results of ESG strategies crystalize at the asset level, in order to be a truly green company the first step must be taken at the governance level»*.

The roadmap of measures must be in line with the company's business model, and most importantly it is crucial to monitor how this task evolves and how the strategy is progressing, which involves active listening the various stakeholders. *«In our case, we must have a close relationship with the tenants and work with analysts to know what they expect from the company in terms of sustainability, what milestones and KPIs (Key Performance Indicators) can be set, for them to be able to understand how the company is progressing»*.

Armageddon scenarios for real estate – really?!

Paloma Taltavull, Professor of Applied Economic Analysis at the University of Alicante, started by sharing an academic point of view, mentioning the cycles in real estate. *«The economy needs a stable cycle to flourish and to feed back into economic growth»*.

The real estate sector has a very clear long-term trend and for Paloma Taltavull there are three fundamental pillars – the population and its demand, the capacity to spend with salaries, and economic growth – not to mention of course the financial influence. In her opinion, *«if there is no major shock, in the next decade we will see a positive evolution in these fundamentals»*.

Alfredo Echevarria, Director of Analysis at Light-

house and Representative of EFFAS (European Federation of Financial Analysts Societies), underlined that the particularity of real estate lies in the cash-flow generation, and *«even though the NAV is a good primary indicator, in the end the analyst has to further extend the valuation of this potential generation of income»*.

Diving in the Iberia culture, Carlos Krohmer, Director of Corporate Development at Colonial, stressed that Iberian institutional investors still have a lot of the antique national vision, to be specialized in only one country..which may be a formula of success on borrowed time. In his opinion, the Pan-European diversification is a winning strategy and *«liquidity and critical mass will be factors of extreme importance to look upon the next months»*.

Moving beyond 2023 – How are the fundamentals? Are we standing in a market comeback period?

Carlos Portocarrero, Real Estate Partner at Clifford Chance, pointed out that people are on the prudence side, looking for buying opportunities with discount, and thus willing to wait. *«What sometimes seem to be forgotten is that the liquidity level is massive and real estate is rather much a safe asset type than an opportunistic one»*. Moving even further, Carlos Portocarrero admitted that when the general view change,

it will all happen very rapidly, and then *«the transactions will come like a tsunami»*.

Inés Arellano, Director of Merlin Properties, reminded the audience how all those trending headlines – such as *“office is dead, people will work from home”; “retail to be replaced by e-commerce”; etc* – failed to fulfil.

We have been through a lot of uncertainty which only changed its cause, but never really faded. On Inés Arellano's view the NAV is still lacking adjustment, and *«the market behaviour will really depend on what will happen with interest rates on the short-term»*.

As all experts agreed, real estate does depend a lot on the macroenvironment, however different asset classes depend on different KPIs. The Director of Merlin Properties classified 2023 as *“a year on the desert”*, when speaking about capital markets, since people are already waiting for the second half of the year.

On the other hand, the operating side shows a totally different panorama – 2022 was a great year, and *«2023 follows the same trends with incredible occupancy levels across all segments, and with rents remaining stable or even increasing in some cases. If you know where to focus, real estate offers a lot of good opportunities»*, concluded Inés Arellano. ■



From left to right: Richard Betts, Alfredo Echevarria, Paloma Taltavull, Carlos Krohmer, Inés Arellano, Carlos Portocarrero

Los elevados costes y la nueva subida de tipos ponen al sector inmobiliario contra las cuerdas

CaixaBank augura una importante caída de operaciones para este año. Este año pintan bastos para el sector inmobiliario. Todas las señales apuntan a una desaceleración en las ventas que se empiezan a pasar factura en los mercados financieros. Las búsquedas de Google sobre la compra de pisos ya vienen anticipando hace meses este frenazo.

Julio Muñoz • original

CaixaBank augura una importante caída de operaciones para este año



Este año pintan bastos para el sector inmobiliario. Todas las señales apuntan a una desaceleración en las ventas que se empiezan a pasar factura en los mercados financieros. Las búsquedas de Google sobre la compra de pisos ya vienen anticipando hace meses este frenazo. La nueva subida de los tipos de interés este mismo jueves (más 0,5% hasta el 3.50%/3,75%) y su repercusión en las hipotecas ha generado grandes incertidumbres y ha provocado que los usuarios pierdan interés en la compra de viviendas.

Un efecto que se ha dejado sentir en el coste por lead del sector, que en el último trimestre del año pasado se multiplicó por tres. Eso quiere decir que hay menos usuarios realizando consultas para la búsqueda de pisos.

Pero no es el único indicador que indica problemas para las inmobiliarias. Un reciente estudio de CaixaBank anticipa una caída del 7,1 % en el precio de la vivienda en este 2023 en términos reales debido al fuerte el impacto de la inflación. Los analistas de la entidad achacan este brusco cambio de tendencia a las mayores dificultades de adquisición derivadas de las alzas de los tipos de interés que dificultan la financiación a la hora de comprar vivienda.

Aunque este es el principal motivo, también hay otros factores que están frenando al mercado como son las nuevas normas regulatorias de la vivienda en España que ahuyentan a los compradores y en especial a la inversión la extranjera.

De hecho, según el informe de CaixaBank, se espera que el número de compraventas se desplome hasta las 480.000 operaciones después del crecimiento del 14,7 % experimentado el año pasado, el mejor ejercicio en 15 años, tras alcanzar un total de 650.000 operaciones.

El mercado espera más presión del BCE en los próximos meses

Las noticias que llegan desde el Banco Central Europeo son, además, muy poco halagüeñas. En un principio se esperaban que los tipos de referencia subieran hasta el 3,5 % como mucho en 2023, pero ante la persistencia de la inflación, la presidenta de la entidad, Christine Lagarde, ya ha anticipado una política monetaria incluso más restrictiva. Una aceleración del ritmo de subidas presionaría aún más al euríbor. El índice de referencia de la mayoría de las hipotecas en España ha alcanzado ronda el 3,5 %, incluso a pesar de la intensa caída provocada por la crisis del Silicon Valley Bank, y a final de año podría superar ya el 4 %.

En este escenario, los accionistas están optando por reducir posiciones de forma preventiva en el sector. Una decisión justificada por que las rentabilidades se van ajustando a unos costes de financiación más elevados. De este modo, los expertos de Barclays creen que los valores inmobiliarios europeos seguirán cayendo este año, y el sector español no será una excepción.

Solo un valor del grupo, Metrovacesa, logra batir el promedio del mercado y por muy poquito. La cotización de este grupo inmobiliario ha mostrado una importante solidez, sube cerca de un 15 % en el año, pese a las pérdidas de 23,5 millones de euros contabilizadas en 2022 debido a ajustes de valoración en sus activos.

Entre los pesos pesados del sector destaca la caída de más del 5 % en el ejercicio de Merlin

Propertis, que le ha llevado a perder importantes niveles de soporte, mientras que Inmobiliaria Colonial se acaba de adentrar en terreno negativo.

Aunque su modelo de negocio se mantendrá sólido este año, ambas seguirán sufriendo por la línea de resultados. En 2022, Merlin sufrió una caída de su beneficio del 48,6 %, hasta los 263 millones, mientras que las cuentas de Colonial experimentaron un retroceso del casi el 100 %, para salvar el ejercicio con unos números verdes de apenas 8 millones.

Las caídas dejan precios muy interesantes, pero conviene ser selectivos

Entre las empresas más pequeñas del grupo, **Lar** está siendo la que mejor evolución está mostrando con un alza anual acumulada superior al 20 % gracias a un peculiar modelo de negocio en el sector basado en la inversión y gestión inmobiliaria en activos dinámicos y seguros.

También destaca Montebalito con un avance superior al 7 %. Su pequeño tamaño la hacen más inmune a las turbulencias, aunque tampoco se libra de la caída de los márgenes provocada por los mayores costes. De momento, cerró el pasado año con una mejora del 26,7 % en su beneficio que se situó en los 4,1 millones de euros.

Insur, por su parte, cerró 2022 con un beneficio consolidado de 15 millones de euros con un descenso del 25 % respecto al año anterior, pero con una cartera de preventas acumulada por un importe superior a los 200 millones de euros. Eso le ha permitido un comienzo de ejercicio más tranquilo en Bolsa con un avance del casi el 5 %.

Entre las compañías más castigadas del sector se sitúan Urbas y Nyesa, un 25 % y un 35 % de caídas, respectivamente, aunque con perspectivas diferentes. La primera cerró el pasado año con un beneficio de 16,6 millones de euros y presenta un gran potencial una vez que digiera las recientes ampliaciones de capital y a la espera de lo que ocurra con su oferta por Abengoa que actualmente está deliberando el juez concursal de la empresa andaluza.

Nyesa, en cambio, además de verse presionada por la dilución provocada por las últimas ampliaciones de capital para incorporar nuevos activos, registró pérdidas de más de 7 millones de euros en 2022. De momento, la aportación de estos activos no está siendo la esperada y su negocio en Rusia prácticamente se ha visto reducido a cero con la guerra, lo cual complica su futuro a más corto plazo.

Aunque la situación en general no es demasiado halagüeña, los analistas no descartan la posibilidad de aprovechar el momento para tomar posiciones en un sector que siempre ha demostrado ser uno de los pilares de la economía española. Eso sí, aconsejan analizar bien las acciones y ser muy selectivos.