

Logistics & Transport towards new horizons

Trasmediterranea vessels travelled 1,084,943 miles in total, and passenger and vehicle numbers increased by 5.6% and 6%, respectively. New lines were added in Spain.

In 2013, Trasmediterranea managed a fleet of 18 own ships and 8 chartered ships at different periods throughout the year, and has 7 ships available for chartering to third parties and for sale. The ships sailed a total of 1,084,943 nautical miles.

In 2013, the company carried 2,653,721 passengers, 630,212 vehicles and 5,161,963 linear meters of cargo. The number of passengers increased by 5.6% and vehicles by 6% as a result of greater traffic on the Strait of Gibraltar routes; cargo transport expanded by 1.54%, due mainly to the new Valencia-Ibiza ferry line.

The Cruise Ship Unit handled 206 stopovers in the Port of Valencia and provided handling services to 437,218 cruise passengers.

The most noteworthy events in 2013 were as follows:

- In February, the cargo line between Seville and Las Palmas de Gran Canaria and Santa Cruz de Tenerife become operational, supplementing the Cádiz-Canary Island route. The objective is to provide supplies to the islands and transport bananas and other Canary Island products to mainland Spain and the Balearic Islands.
- A new route for passengers and goods between Valencia and the Port of Ibiza became operational on 5 March. For the

second consecutive year, the company presented a cooperation agreement with Estrella Damm beer in the Port of Valencia, on 27 June. The largest outdoor bar in the Mediterranean was built onboard the Scandola ferry, which covers this route. Participants at the event included Jorge Vega-Penichet and Ignacio Aguilera, Chairman and General Manager of Trasmediterranea, respectively; Jorge Villavecchia, General Manager of Estrella Damm; and Rafael Aznar, Chairman of Valencia Port Authority.

- The new logo was imprinted on vessels and installations in May.
- The contracts with the Spanish government for ferry transport of passengers and vehicles between mainland Spain and the Canary Islands, and the mainland and Melilla, concluded in October after two years. Trasmediterranea did not bid for the new tenders in June, in which no valid bids were presented.
- The company continued to operate the contracts, which were extended to 31 December. That same month, Trasmediterranea was awarded a bridge contract for the Melilla lines (from 1 January to 30 April 2014) and for the mainland Spain-Canary Island line (to April 2014). In both cases, services,

schedules and tariffs will be the same as under the most recent contracts with the government.

Other notable events in the year:

- The company, along with members of the Majorca Chamber of Commerce, formed part of a trade mission to Morocco in January led by the President of the Balearic Islands.
- In early March, the company was awarded a contract by the Spanish Army to transport goods to the Balearic and Canary Islands, Ceuta and Melilla. It also signed agreements with Agriten, the Canary Island banana growers' group, to transport bananas through 2015, and Gefco to transport its vehicles to the Balearic and Canary Islands.
- Iberrail France, the general agent in France for all Trasmediterranea ferry tickets, inaugurated its new offices in Paris on 25 March.
- In June, the company ferried 30,000 students on end-of-school-year trips between mainland Spain and the Balearic Islands. The Alborán catamaran was added to strengthen services on the route between Valencia and Ibiza (San Antonio) as from 28 June. The company collaborated once again with Air Europa to offer a Plane+Ferry combination, in force until

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Company transported

2,635,721

PASSENGERS

630,212

VEHICLES

5,161,963

LINEAR METERS OF CARGO

13 September, for Canary Island residents during their summer holidays.

- The company began operating some ferry routes from the new Botafoc dock in July. Ticket sales, boarding card management and cargo services were transferred there in mid-October, while a sales office continued to operate in Ibiza's old town.
- The company had previously carried prefabricated beams and other materials

for the the Botafoc terminal from Valencia and Barcelona aboard the cargo vessel operating on that route.

- In July, Trasmediterranea signed a collaboration protocol with Trasmapi to offer combined tickets from Barcelona and Valencia to Formentera via Ibiza.
- New onboard services available since the summer include free Wi-Fi in common areas on eight ferries, a revamped website, a new travel search engine and new travel guides for the destinations served by the company. The company's food service offer was certified by the Association of People with Celiac Disease and Gluten Sensitivity, and a Telepizza service was added to vessels on Balearic Island routes.
- Activity on social media also increased, including Facebook (via the *Me gusta el Mar...* Trasmediterranea page), Twitter (@trasm_oficial) and Instagram (@trasmediterranea).
- At the end of July, Trasmediterranea ferried Military Emergency Units to assist in extinguishing the Andratx fire. That same month, the Sorolla vessel participated in the search and rescue effort for 58 immigrants near Melilla.
- In September, Olatz Gastelu-Iturri became the first woman to captain a company ferry.
- On 21 September, GM Logistics began operating a new goods transport service to western Africa, operated by Trasmediterranea out of the Barcelona Ferry Terminal, serving: Abidjan (Ivory Coast), Douala (Cameroon), Lomé (Togo), Tema (Ghana), Cotonou (Benin), Lagos (Nigeria) and Dakar (Senegal).
- In October, Trasmediterranea participated in roadshows in Málaga, Valencia, Madrid and Barcelona organized by the Balearic Island Ministry of Tourism to encourage Spaniards to visit the islands in low season.
- Company Chairman Jorge Vega-Penichet and Managing Director Ignacio Aguilera met with the new President of the Balearic Island Port Authority, Alberto Pons, on 25 November.
- At the end of November, the Balearic superfast ferry was chartered to transport over 300 trailers of material from Almería to Fuerteventura for the filming of the blockbuster movie *Exodus*.
- On-the-job training for students of port management at the Ferry Terminal in Barcelona, as part of a cooperation agreement between the Mataró city government and Trasmediterranea, concluded in December.

Trasmediterranea assisted in extinguishing the Andratx fire and the rescue of 58 immigrants

2013, NOTABLE PARTICIPATION IN THE LEADING FAIRS

Once more, in 2013, the company participated in the top international tourism and logistics fairs. At Fitur, in February, the company had booths related to the regions of Spain in which it operates. The company signed intermodal transport agreements with Interbus and Avanza, and renewed tourism contracts with the City of Melilla. We also participated in ITB, **Berlin's tourism fair**, in March, the **Cruise Shipping Miami fair** in April, and **LOGISMED, Casablanca's Transport and Logistics Fair**, in the first week of May. It attended World Travel Market in London, held from 4 to 7 November, together with Turespaña, to enhance ferry ticket sales in the UK.

ACCIONA LOGISTICS

ACCIONA Logistics has its own modernized fleet of 1,334 trailers, 1,444 containers (20', 40' and 45' HCPW), 15 warehouses spanning over 300,000 m², and 275,000 m³ of temperature-controlled facilities.

In March, the solar plant incorporated on the roof of the Interfrisa warehouses in Tarrasa, the result of a project with RdV, S.A., started to produce energy. The plant has a capacity of 357,210 Wp and is estimated to be able to produce 428,295 kWh/year. Jordi Ballart i Pastor, Mayor of Tarrasa, visited the facilities alongside Jorge Vega-Penichet, Trasmediterranea Chairman, and Carlos Gómez, ACCIONA Logistics Director, on 9 July 2013. Participating representatives from RdV, S.A. included Juan Ruiz de Velasco, Managing Director; Alberto Ruiz, Head of Energy; and Tomás Rivera, Head of Project.

Railway service between Madrid and Seville commenced in October 2013, to complement the existing banana and tomato logistics service. Temperature-controlled rail transport of goods commenced with two trips per week between Madrid and Seville.