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# ACCIONA LOGISTICS & TRANSPORT SERVICES:

## new routes, new challenges

Trasmediterranea strengthened its fleet and its most important routes.

### TRASMEDITERRANEA

Trasmediterranea is Spain's leading passenger and roll-on/roll-off ferry company.

Operating in Spain's three main ferry zones — the Balearic Islands, the Straits, and the Canary Islands — the Company seeks to offer an end-to-end shipping service that meets clients' needs efficiently while respecting the environment, remaining true to its principles and generating value for society and its shareholders.

With a fleet of 16 Company-owned ships and 9 additional vessels under charter in 2014, the Company carried 2,363,924 passengers, 542,597 vehicles and 5,466,305 linear metres of cargo.

The Cruise Ship Unit handled 195 stopovers in the Port of Valencia, serving 367,540 cruise passengers.

The main thrusts of the Company's strategy are as follows:

- Continuous improvement to increase safety for passengers and goods.
- Vertical integration of services within the transport value chain, enhancing existing lines by expanding connectivity by road, rail and ship.
- Continuous improvement of efficiency and profitability through responsible management of resources so as to optimise operating costs and efficiency indicators per unit of output.

Notable performance by efficiency indicators in 2014 with respect to 2013:

- Fleet idle costs were cut by 27%.
- Miles sailed were reduced by 1%.
- Average cruising speed was reduced by 3%.
- Fuel costs per mile sailed were cut by 14% due to improved fuel prices and enhanced fleet operating efficiency.

In financial terms, Trasmediterranea improved EBITDA by 172% on a 1.3% increase in revenues and a 3% reduction in operating costs.




1,075,631  
MILES SAILED



2,363,924  
PASSENGERS



542,597  
VEHICLES



5,466,305  
LINEAR METRES OF CARGO

## Milestones in 2014:

- On 23 April, Spain's Official State Gazette reported that Trasmediterranea had been awarded the contract for public interest services between mainland Spain and the Canary Islands for 2014-2016.
- On 11 December, Trasmediterranea and Agriten signed a two-year extension of the agreement to ship bananas from Tenerife to mainland Spain, which has been in force since 2003.
- In December, Trasmediterranea appointed a new CEO, Mario Quero, who has extensive experience and expertise in the sector and the Company, which he joined in 1999.
- Trasmediterranea participated in the International Exhibition of Transport, Logistics and Mobility in Oran, which ended on 20 February, as the only Spanish shipping company operating regular services to Algeria for the last 20 years.
- For the first time, Trasmediterranea, in partnership with Puertos del Estado, the Spanish national ports agency, sponsored the leading cruise fair, SeaTrade Miami 2014, from 10 to 13 March. As in previous years, the Company exhibited at the Valencia Port booth.
- Trasmediterranea was appointed official carrier of the 2014 Princess Sofia Trophy Regatta and the fourth stage of the ISAF Sailing World Championships, held in Palma de Mallorca from 29 March to 5 April.

## Other events during the year:

- At the FITUR tourism fair, Trasmediterranea participated in the presentation of Melilla Náutica 2014 as a sponsor of Nautical Week and the *Acciona la vela* sailing programme, which promotes social integration and access to nautical sports. On 25 January, an agreement was signed with Movelia at the Ceuta stand, to integrate its intermodal bus+boat ticketing systems.
- Trasmediterranea collaborated on the La Ruta de la Sal long-distance regatta between Barcelona and Ibiza, which began on 17 April.
- Trasmediterranea worked with the "A child, a smile" initiative, by taking 25 children with cancer on holiday to Menorca during the first week of July

Trasmediterranea is actively involved in **R&D projects** to improve efficiency, and in **social and cultural projects** in the communities in which it operates

as part of their therapy. The children are patients at the Vall d'Hebron University Hospital's oncology and haematology unit.

- On 24 July, the Port Authority of the Balearic Islands awarded Trasmediterranea the concession for passenger handling on regular passenger services at the ports of Mahón, Palma de Mallorca and Alcudia for the next two years, and for cruise passenger handling at Mahón and Alcudia.
- On 9 September, the new TrasmeFerry app was launched, and in December a campaign was implemented on the Strait of Gibraltar routes to promote the free mobile app, which offers passengers notable advantages when making reservations, buying tickets, and travelling.
- On 7 and 8 October, the Company attended the SAREX Monalisa 2.0 Table Top Exercise, which pursues efficient, safe and environmentally-friendly maritime transport. The exercise was organised at the Jovellanos Maritime Safety Centre to prepare the simulation

of a large-scale evacuation operation with real equipment to be held in the Port of Valencia next year.

- Trasmediterranea participated in other European Commission projects during the year: RETROFIT, to install a system to optimise trim (difference between the forward and aft drafts) on the José María Entrecanales ferry, and GRIP and REFIT, which aim to reduce fuel consumption by improving hull-propeller interaction. The Adam4Eve project analyses adaptive materials, such as the use of stern flaps to improve hydrodynamics.

#### ACCIONA LOGISTICS

ACCIONA Logistics focuses on land transport and goods logistics as an integral part of the multimodal transport and integrated logistics value chain in partnership with ACCIONA Trasmediterranea.

ACCIONA Logistics has its own modernised fleet of 1,334 trailers, 1,444 containers (20', 40' and 45' HCPW), 15 warehouses spanning over 300,000 m<sup>2</sup>, and 275,000 m<sup>3</sup> of temperature-controlled facilities.

Notable events in the year:

- In January, materials started to be shipped to the Ouarzazate solar thermal plant in Morocco, mainly from Northern Spain, Germany and Italy, using the Trasmediterranea ships that cover the Algeciras-Tanger-Med and Almería-Nador routes.
- Together with Trasmediterranea, the division participated in two logistics fairs in Northern Africa: the International Exhibition of Transport, Logistics and Mobility in Oran, and LOGISMED in Casablanca.



**1,334**  
TRAILERS IN ACCIONA'S  
UPGRADED FLEET



**300,000m<sup>2</sup>**  
OF FLOOR AREA SPANNING  
15 WAREHOUSES



**275,000m<sup>3</sup>**  
OF TEMPERATURE-  
CONTROLLED FACILITIES