
TRASMEDITERRANEA

Profitable growth and improved customer satisfaction

Trasmediterranea's EBITDA rose by 12 million euros, an increase of 40% year-on-year.

Net debt amounted to 33 million euros, 60% less than in 2014.

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.

In 2015, the Company managed a fleet of 14 Company-owned ships and 7 other vessels under charter, providing end-to-end transport services to 2,451,323 passengers and carrying 544,999 vehicles and 5,651,087 linear metres of cargo.

The number of passengers increased by 3.70% and vehicles by 0.44% due to the better fit of the vessels to the lines they covered. Cargo shipments increased 3.38%.

The Cruise Ship Unit handled 175 stopovers in the port of Valencia and provided handling services for 375,209 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 2015 with respect to 2014:

- Fleet idling costs were cut by 44%.
- Average cruising speed increased by 2%.
- Fuel costs per mile sailed were cut by 9% due to improved fuel prices and enhanced fleet operating efficiency.

In financial terms, the Trasmediterranea Group increased EBITDA by 40% in 2015, basically as a result of an approximately 2% increase in net turnover and the



1,112,423
NAUTICAL MILES SAILED



2,451,323
PASSENGERS



544,999
VEHICLES TRANSPORTED



5,651,087
LINEAR METRES OF CARGO
HANDLED

reduction of operating costs by 2.5% with respect to 2014; in particular, fuel costs which fell 10% year-on-year.

KEY EVENTS IN 2015

- Trasmediterranea decided to enhance connections between the port of Almería and Algeria, a country with a high growth rate and a very attractive destination for many Spanish companies in a wide range of industries. To this end, it assigned a vessel with capacity for 1,256 passengers and 300 vehicles.
- In 2015, the Company was awarded the contract to provide maritime shipping services of public interest on the Málaga-Melilla and Almería-Melilla routes between 2015 and 2017.

- To make life easier for travellers, Trasmediterranea worked with other transport operators to enable passengers travelling without a vehicle to use a single ticket to travel to the port of Valencia or back to their point of origin in mainland Spain, or by ship to Formentera via Ibiza.
- For the high season on the Strait of Gibraltar routes, Trasmediterranea increased the number vessels to 10 and offered 25,000 seats per day each way, connecting southern Spain (Algeciras, Almería and Málaga) with Ceuta, Melilla, Morocco and Algeria.

OTHER DEVELOPMENTS

- For the second consecutive year, Trasmediterranea renewed its Shipping Company Service Quality Certificate, based on the Spanish State Ports Quality

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Standard. Trasmediterranea is also certified to ISO 9001 (since 1999) and ISO 14001, on environmental management (since 2006).

- The Company is also a pioneer in signing Environmental Best Practices Agreements with port authorities as evidence of its commitment to being among the most environmentally-friendly companies in the industry, with a strong focus on sustainability.
- It is also working intensely on an interdepartmental level to consider the use of liquefied natural gas (LNG) as fuel for ships, since this would not only reduce CO₂ emissions by over 20% but also eliminate emissions of sulphur and nitrogen gases.
- It is examining the scope for using fuels with less than 0.1% sulphur content as well as modifications to ship hulls in conjunction with changes in propeller diameters in pursuit of optimal fuel consumption.

- Once again, Trasmediterranea sponsored the Melilla Nautical Week and the Acciona Sailing (Acciona la Vela) programme to offer persons with disability access to the sport of sailing.

- Trasmediterranea retains its lead in intermodality; 2015 was the first year in which combined Bus+Boat tickets were sold through the integrated systems of Trasmediterranea and Movelia, Spain's leading integrated bus ticket vendor. Over 40,000 passengers travelled using a combined ticket in 2015.

A mobility app was developed and implemented to provide online confirmation of **break bulk cargo collection and delivery**

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 Trasmediterranea.

The Company has its own fleet of 278 refrigerated semi-trailers, 70 of which were upgraded in 2015; 169 45' refrigerated containers; 935 container trailers; and 1,144 20', 40' and 45' containers for construction materials.

It also has 11 crossdocking warehouses spanning 36,000 m² and two freezer

warehouses with a total capacity of 423,000 m³, of which 275,000 m³ are temperature controlled.

KEY EVENTS IN THE YEAR:

New business lines were launched in 2015, including:

- Refrigerated shipment of fruit and meat between Spain and Algeria.
- Weekly groupage (less-than-container load—LCL) shipments by land between Barcelona, Seville and Casablanca (Morocco) to supplement the temperature-controlled full container load (FCL) and LCL service to the Canary Islands, Balearic Islands, Ceuta and Melilla.
- Refrigerated FCL shipments from Morocco.
- Transportation by road of construction material, particularly between Spain and North Africa.

■ Additionally, an app was developed and distributed to provide online confirmation of LCL cargo collection and delivery. The app, together with GPS trackers and thermographs in refrigerated semi-trailers and warehouses, provides total traceability of the temperature and location of foodstuffs throughout the logistics chain.