



FORUM

delle Camere di Commercio dell'Adriatico e dello Ionio
of the Chambers of Commerce of the Adriatic and Ionian Area



ISTITUTO
ADRIANO OLIVETTI
DI STUDI PER
LA GESTIONE
DELL'ECONOMIA
E DELLE AZIENDE

ADRIATIC AND IONIAN PORTS AND THE MARITIME TRAFFIC IN 2007

Ida Simonella

Split, April 24th 2008

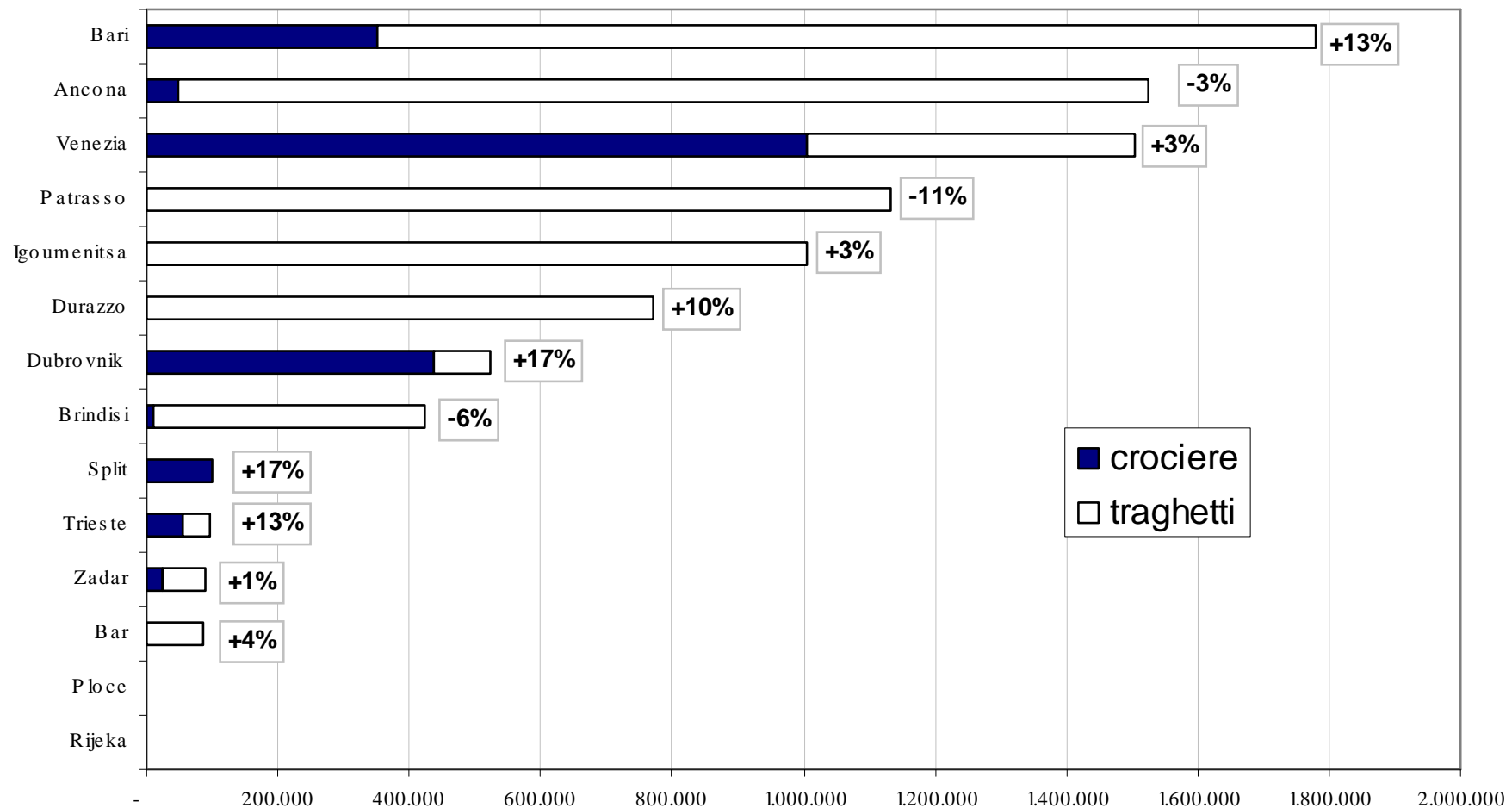
ADRIATIC AND IONIAN PORTS



➊ **PASSENGER TRAFFIC**

➋ **GOODS TRAFFIC**

PORTS: INTERNATIONAL PASSENGER MOVEMENTS IN THE AI AREA

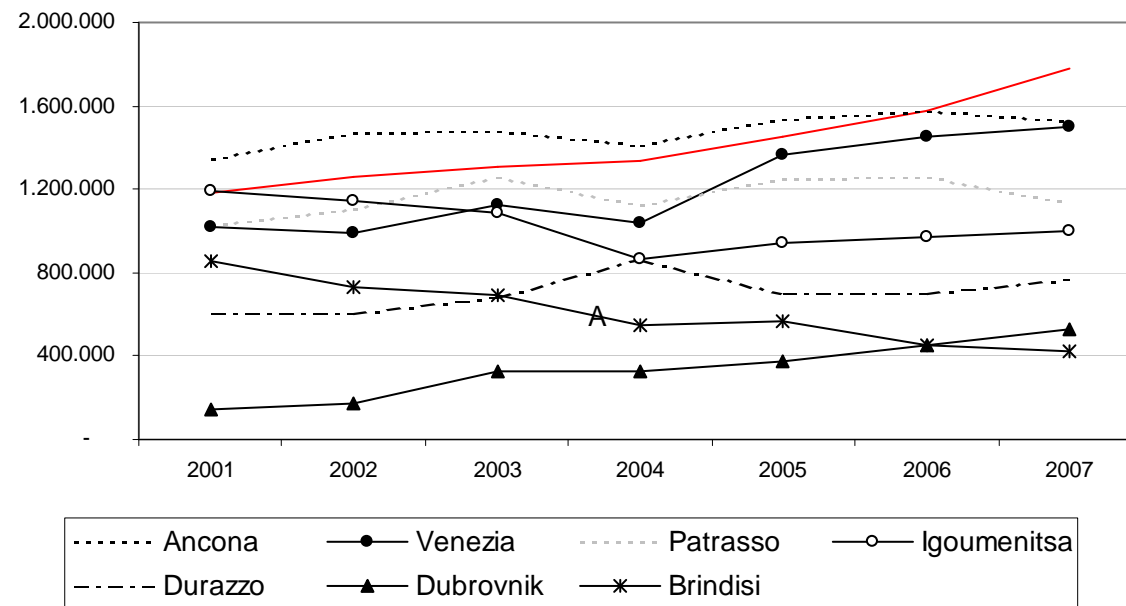


- The port of Bari is strengthening its leadership and it is the only one where both ferries and cruises has grown.

Source: IstaO OTM data processing on Port Authorities data

PORTS: PASSENGERS TREND IN 2001 - 2007

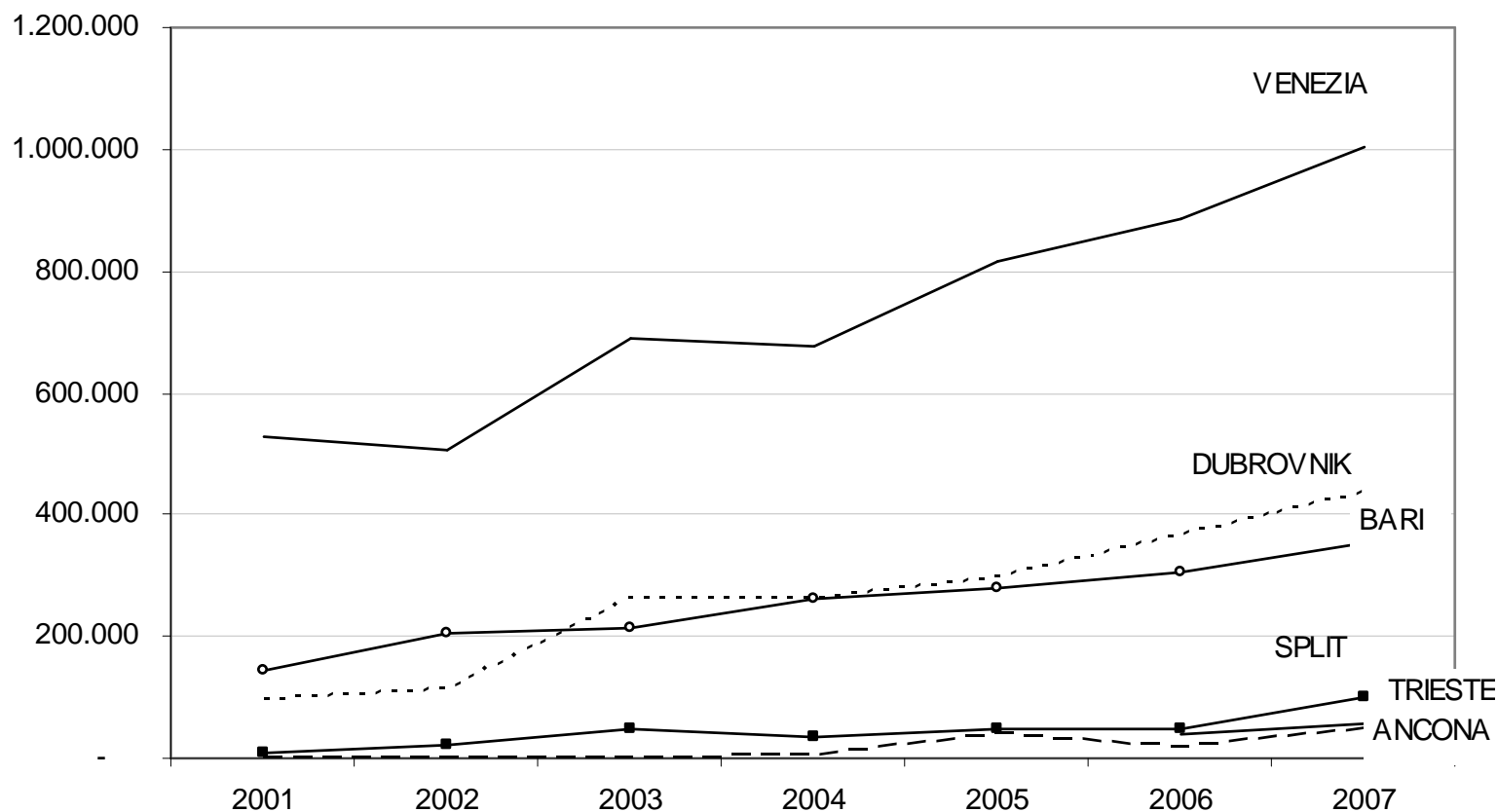
INTERNATIONAL PASSENGERS MOVEMENTS TREND 2001- 2007



Source: Istaot OTM data processing on Port Authorities data

CRUISE TRAFFIC

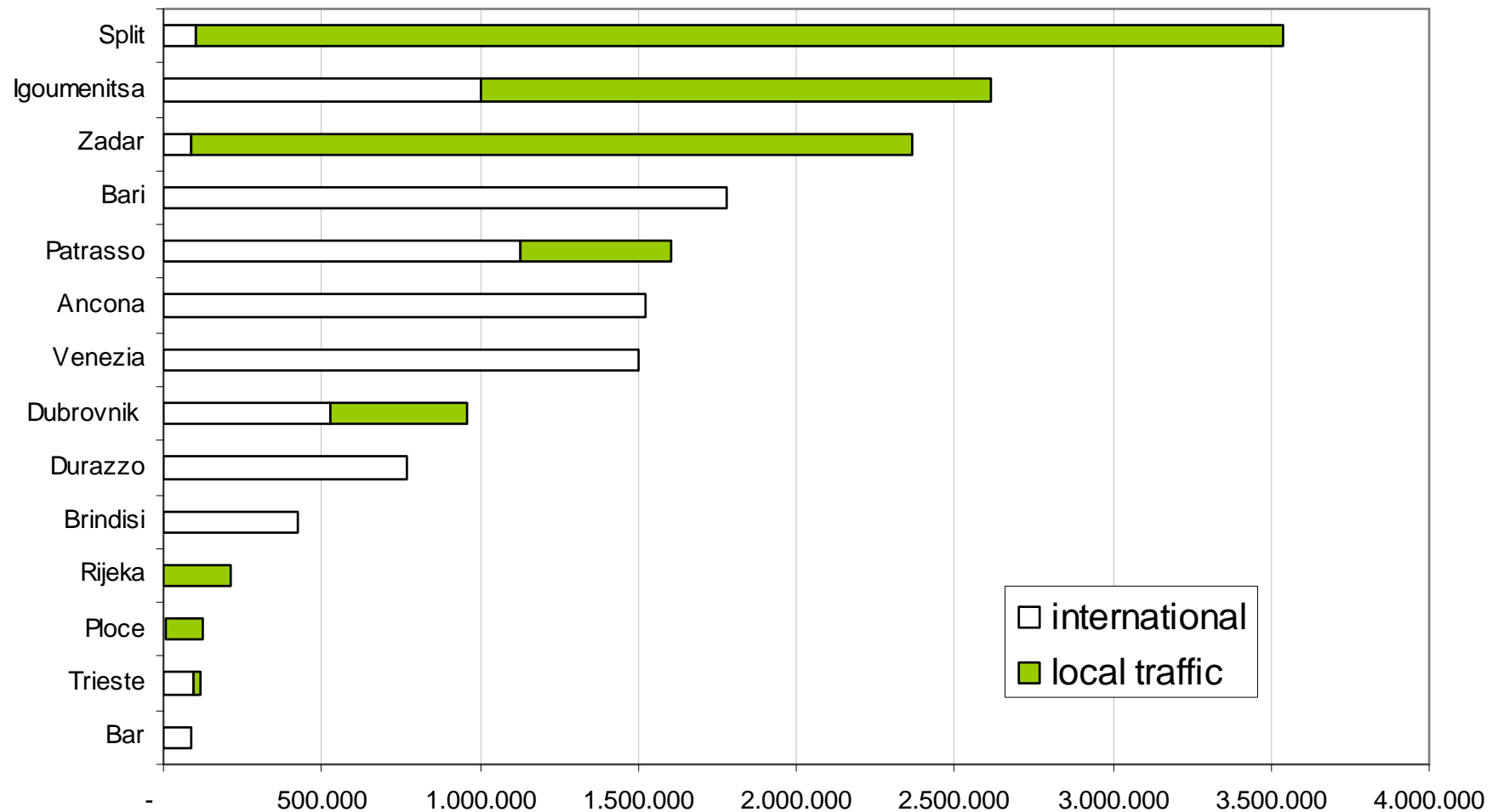
CRUISE PASSENGERS (embarking, disembarking, transit) - TREND 2001- 2007



- Cruise is the fastest growing segment (+19% in 2007) in the Adriatic and Ionian area. New ports, as Split (which has reached 100.000 passengers in 2007) are emerging alongside traditional destinations, as Venice, Dubrovnik and Bari.

Source: Istao OTM data processing on Port Authorities data

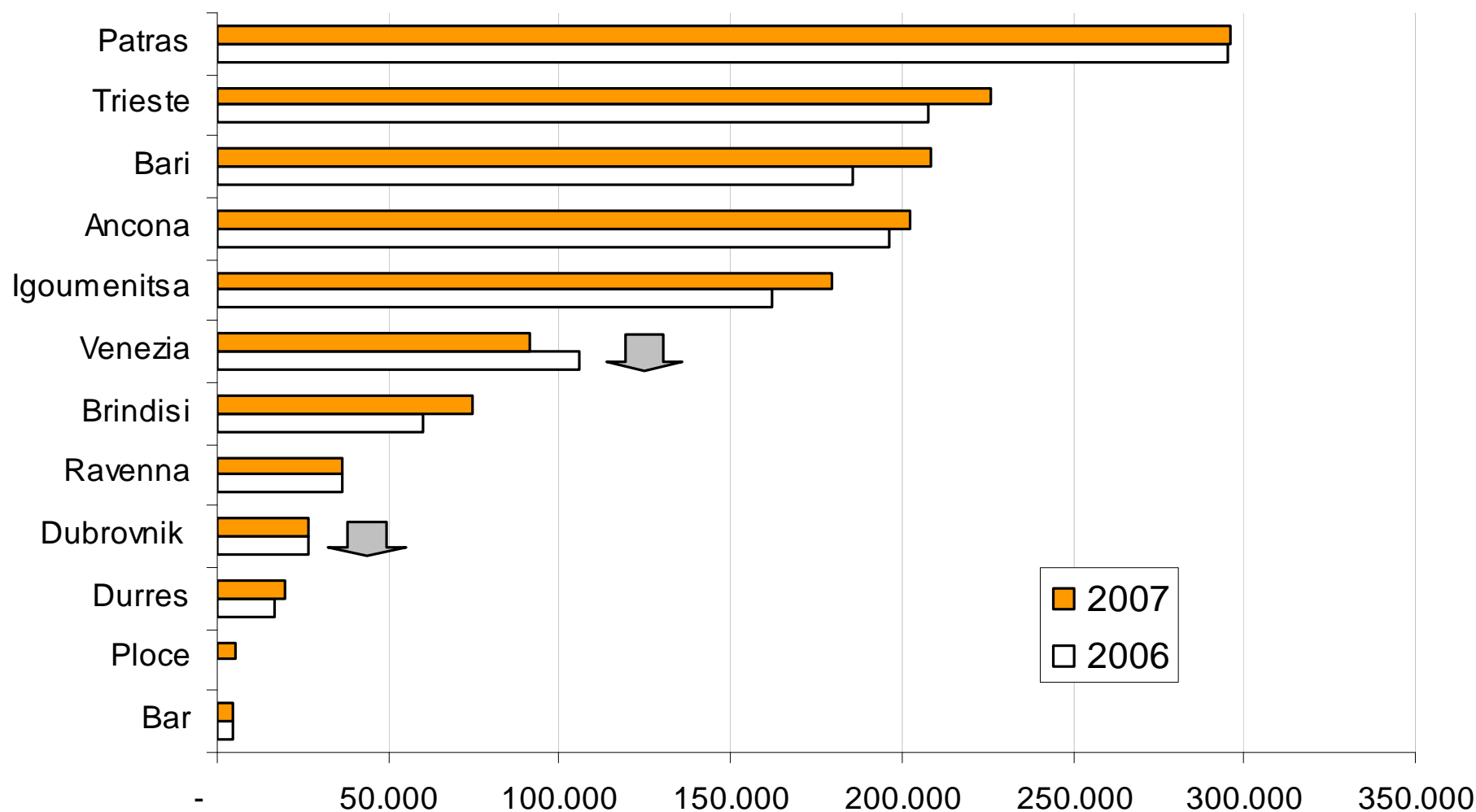
AI PORTS: PASSENGER MOVEMENTS (local + international)



- Split is the leading port in the area, both for trucks and for trailers movements (national and international traffic)

Source: Istao OTM data processing on Port Authorities data

TRUCKS AND TRAILERS IN ADRIATIC AND IONIAN SEA



Source: Istaot OTM data processing on Port Authorities data

TRUCK AND TRAILERS IN ADRIATIC AND IONIO

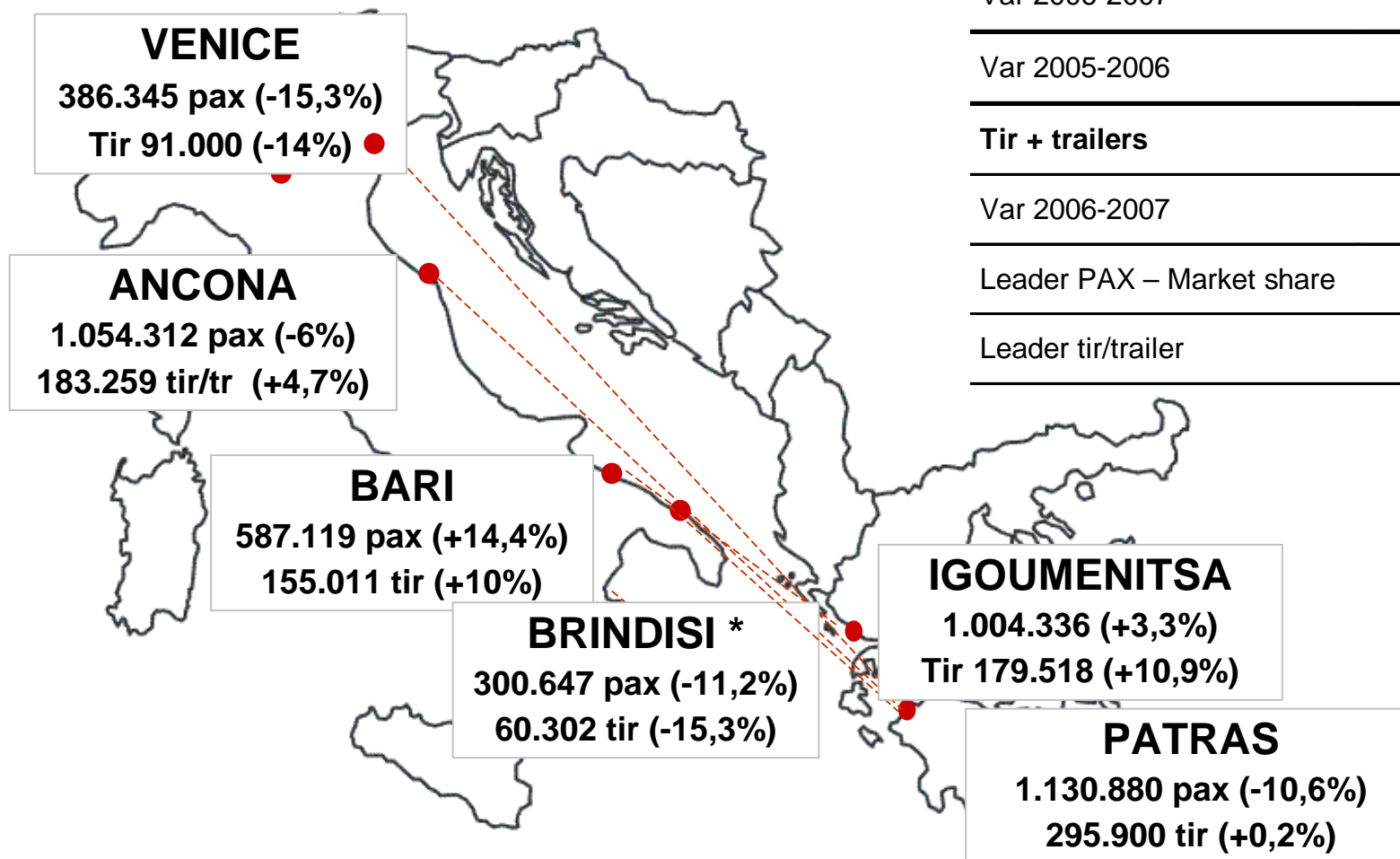
TRUCKS AND TRAILERS MARKET SHARE IN THE WESTERN ADRIATIC PORTS (IN/OUT)

	2001	2002	2003	2004	2005	2006	2007
Trieste	24%	23%	26%	27%	23%	26%	27%
Bari	16%	17%	17%	19%	22%	23%	25%
Ancona	29%	29%	28%	29%	28%	25%	24%
Venice	15%	15%	8%	6%	11%	13%	11%
Brindisi	11%	11%	16%	14%	12%	8%	9%
Ravenna	6%	6%	5%	6%	5%	5%	4%
Tot %	100%	100%	100%	100%	100%	100%	100%
TOTAL	675.067	705.650	719.710	668.927	699.131	791.913	838.804

- Trucks traffic has fast grown during recent years (+6% in 2007), unlike ferries passenger movements. Among Italian ports, Ancona has lost its leadership and it has been overtaken by Trieste and Bari.

Source: Istaot OTM data processing on Port Authorities data

INTERNATIONAL MOVEMENTS TOWARD AND FROM GREECE – 2007

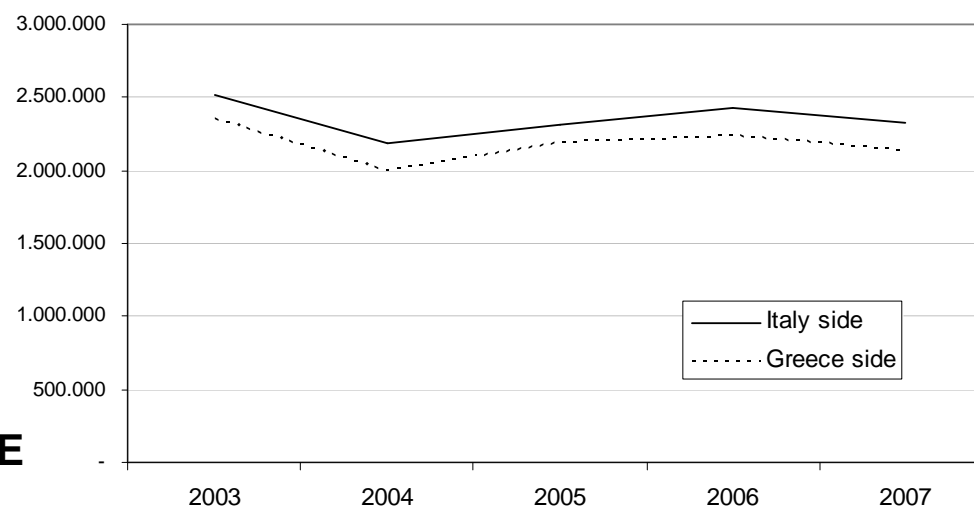


Pax Ita-Gre	2,3 million
Var 2006-2007	-4%
Var 2005-2006	+4,8%
Tir + trailers	489.000
Var 2006-2007	+3,5%
Leader PAX – Market share	Ancona 45%
Leader tir/trailer	Ancona 37%

Source: Istaot OTM data processing on Port Authorities data

INTERNATIONAL MOVEMENTS TOWARD AND FROM GREECE

ADRIATIC PORTS: PASSENGER MOVEMENTS WITH GREECE



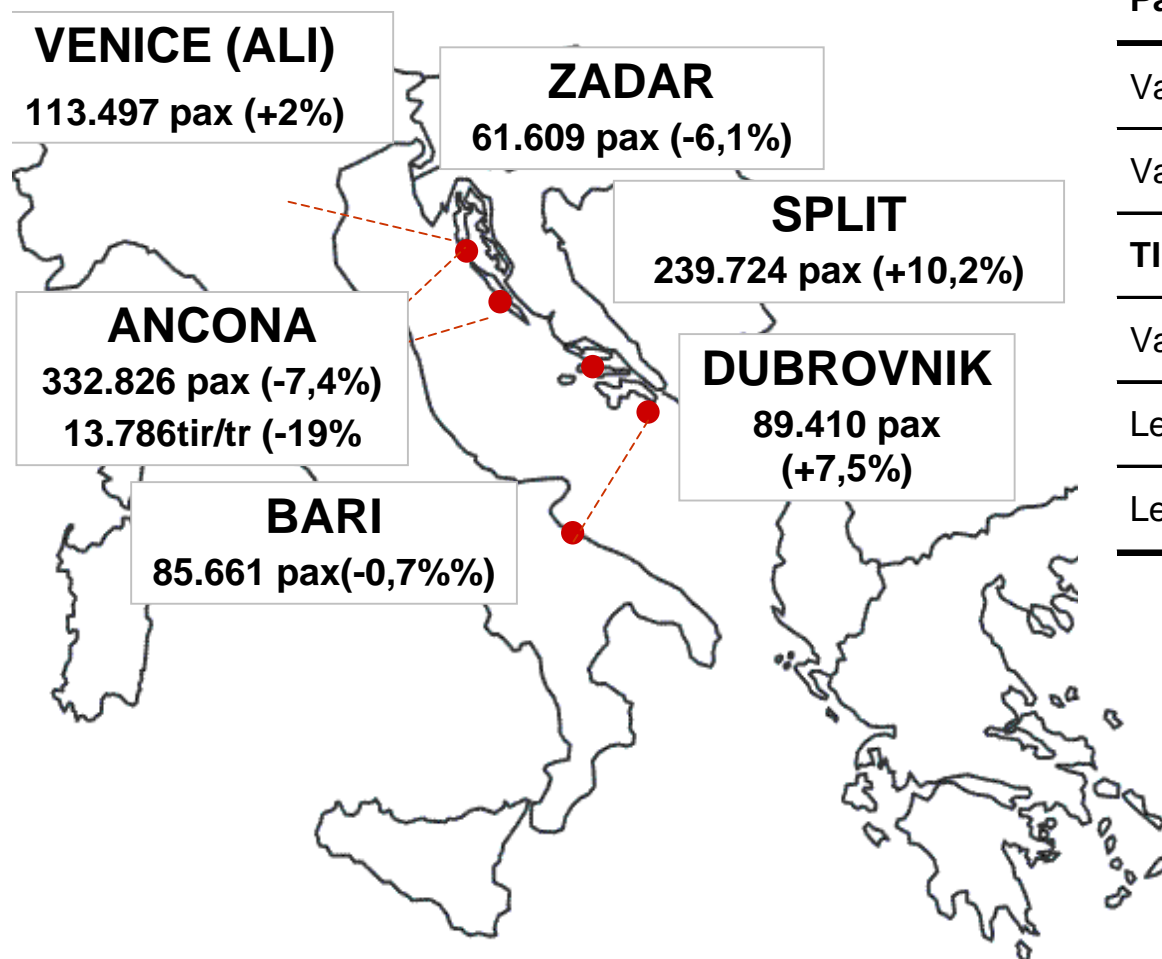
PASSENGERS TRAFFIC WITH GREECE Adriatic ports market share

	2003	2004	2005	2006	2007
Ancona	40%	42%	45%	46%	45%
Bari	16%	16%	19%	21%	25%
Brindisi	21%	22%	17%	14%	13%
Venice	14%	11%	19%	19%	17%
Trieste	9%	9%	0%	0%	0%
ITALY	100%	100%	100%	100%	100%

- Steadyness of the movements during recent years.
- Ancona maintains a relevant leadership, while Bari has a fast growing trend.

Source: Istao OTM data processing on Port Authorities data

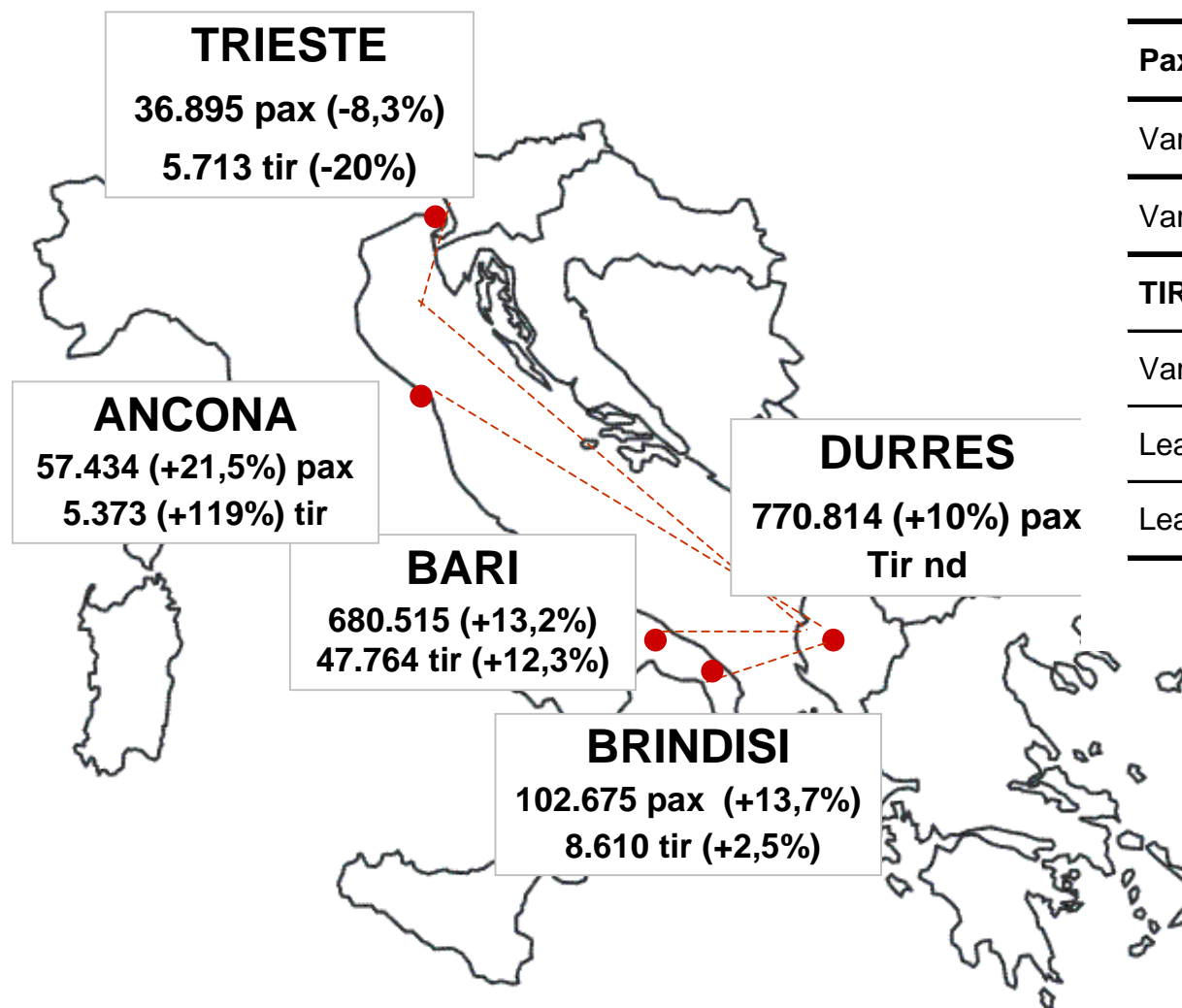
INTERNATIONAL MOVEMENTS TOWARD AND FROM CROATIA – 2007



Pax ITA-CRO	532.000 +Aliscafil
Var 2006-2007	-4,5
Var. 2005-2006	-3%
TIR ITA-CRO	14.700
Var 2006-2007	-16%
Leader PAX – Market share	Ancona 63%
Leader TIR – Market share	Ancona 99%

Source: Istao OTM data processing on Port Authorities data

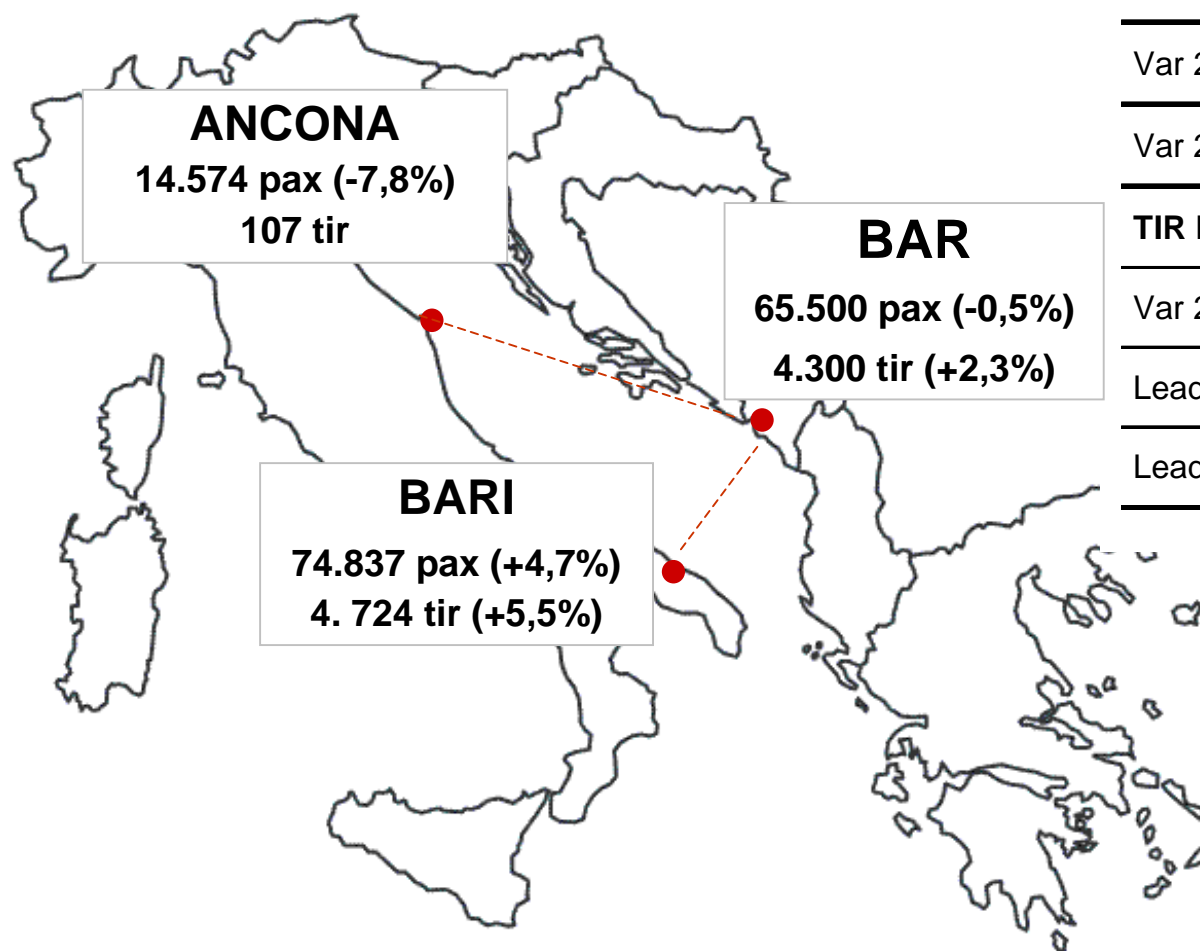
INTERNATIONAL MOVEMENTS TOWARD AND FROM ALBANIA – 2007



Pax ITA-ALB	878.000
Var 2006-2007	+12,7
Var 2005-2006	-0,3
TIR ITA-ALB	67.460
Var 2006-2007	+11,4%
Leader PAX – Market share	Bari 76%
Leader TIR – Market share	Bari 71%

Source: Istao OTM data processing on Port Authorities data

INTERNATIONAL MOVEMENTS TOWARD AND FROM MONTENEGRO – 2007



Pax ITA-MONTENEGRO	89.000
Var 2006-2007	+2,4%
Var 2005-2006	+30%
TIR ITA-MONTENEGRO	4.831
Var 2006-2007	+4,7%
Leader PAX – Market share	Bari 84%
Leader TIR – Market share	Bari 98%

Source: Istao OTM data processing on Port Authorities data

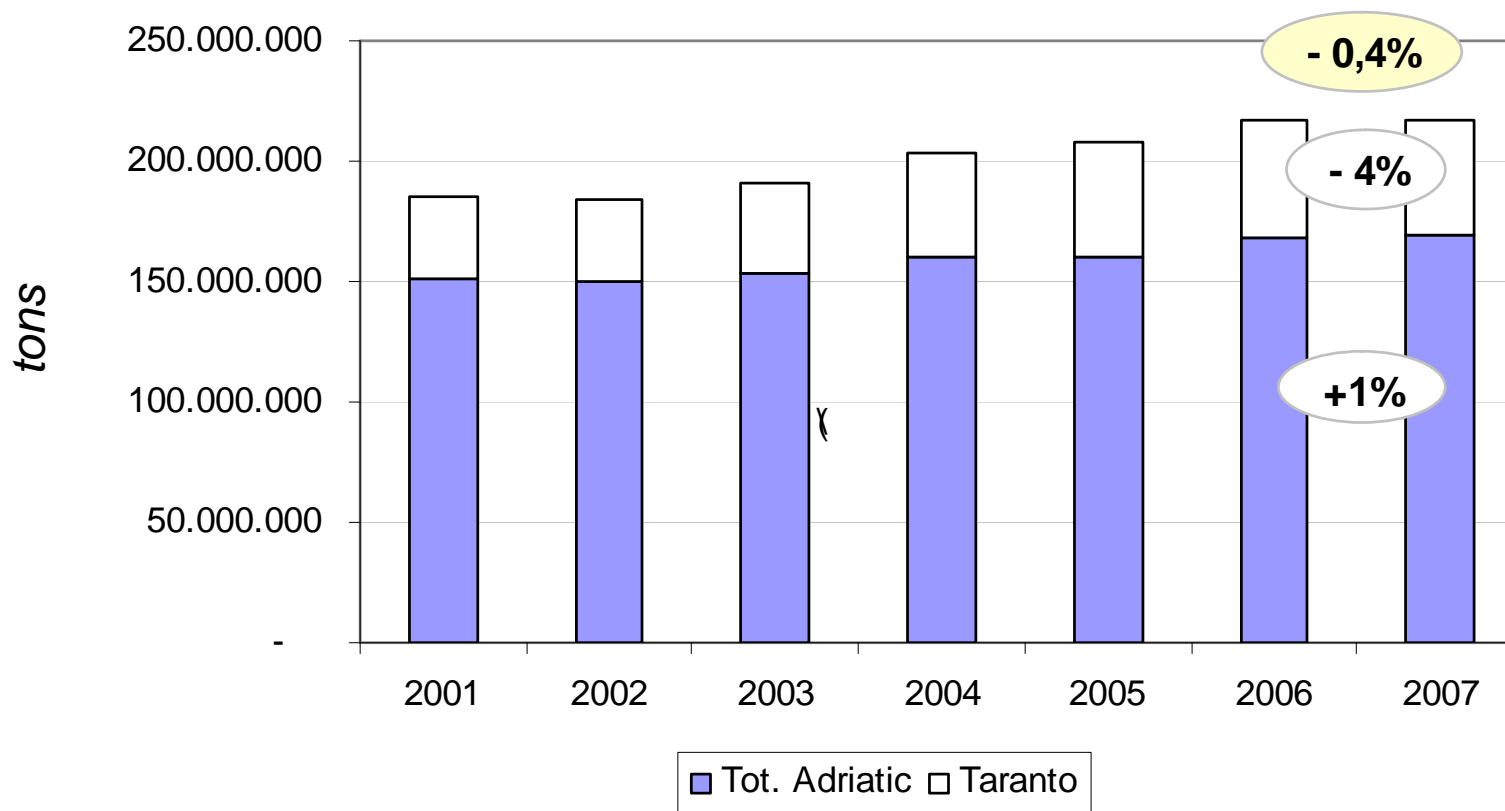
➤ **PASSENGERS TRAFFIC**

➤ **GOODS TRAFFIC**

GOODS TOTAL MOVEMENTS

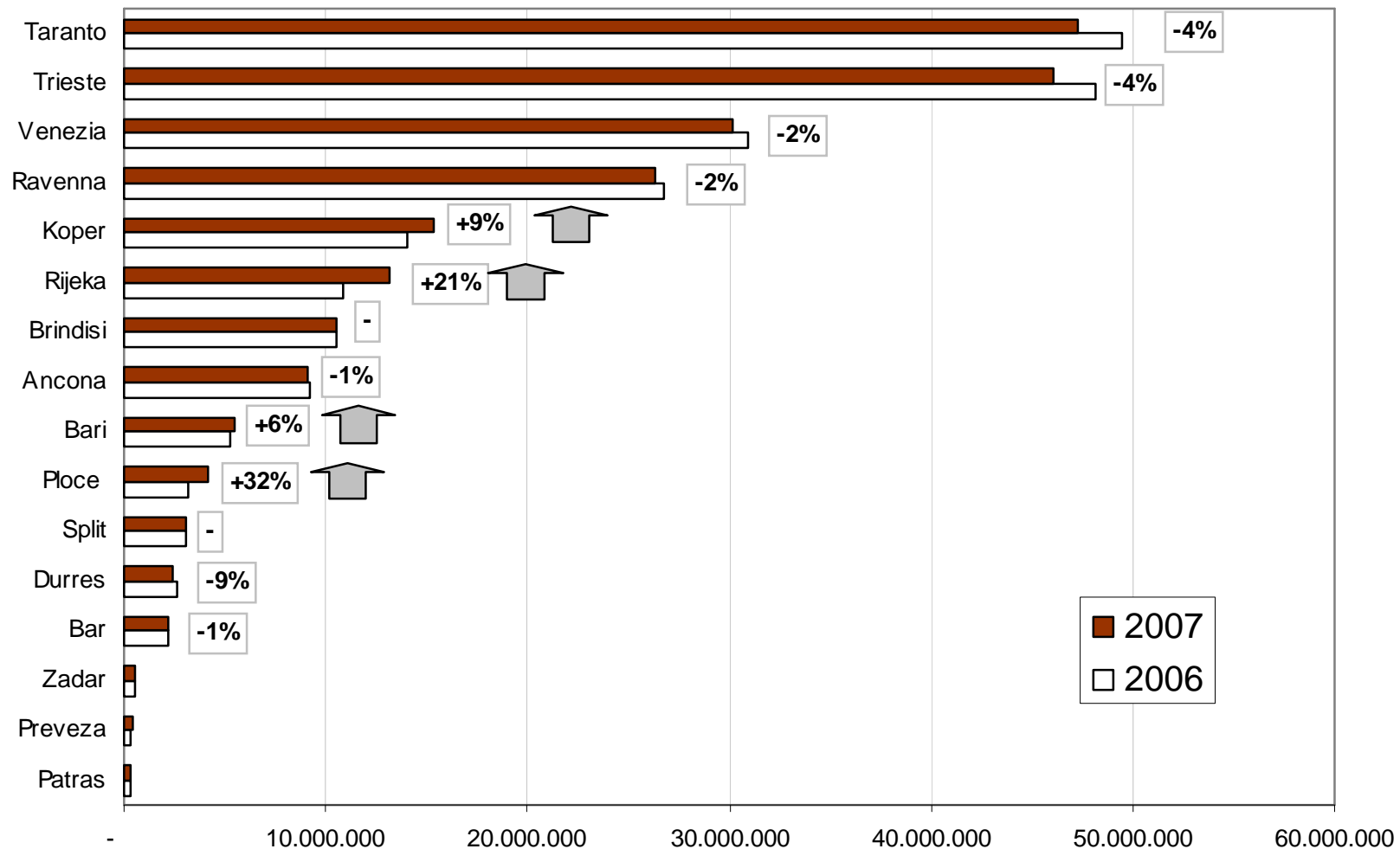
218 million of tons in 2006

GOODS TOTAL MOVEMENTS – Tons and Var. %



Source: Istao OTM data processing on Port Authorities data

GLOBAL GOODS MOVEMENTS: PORTS



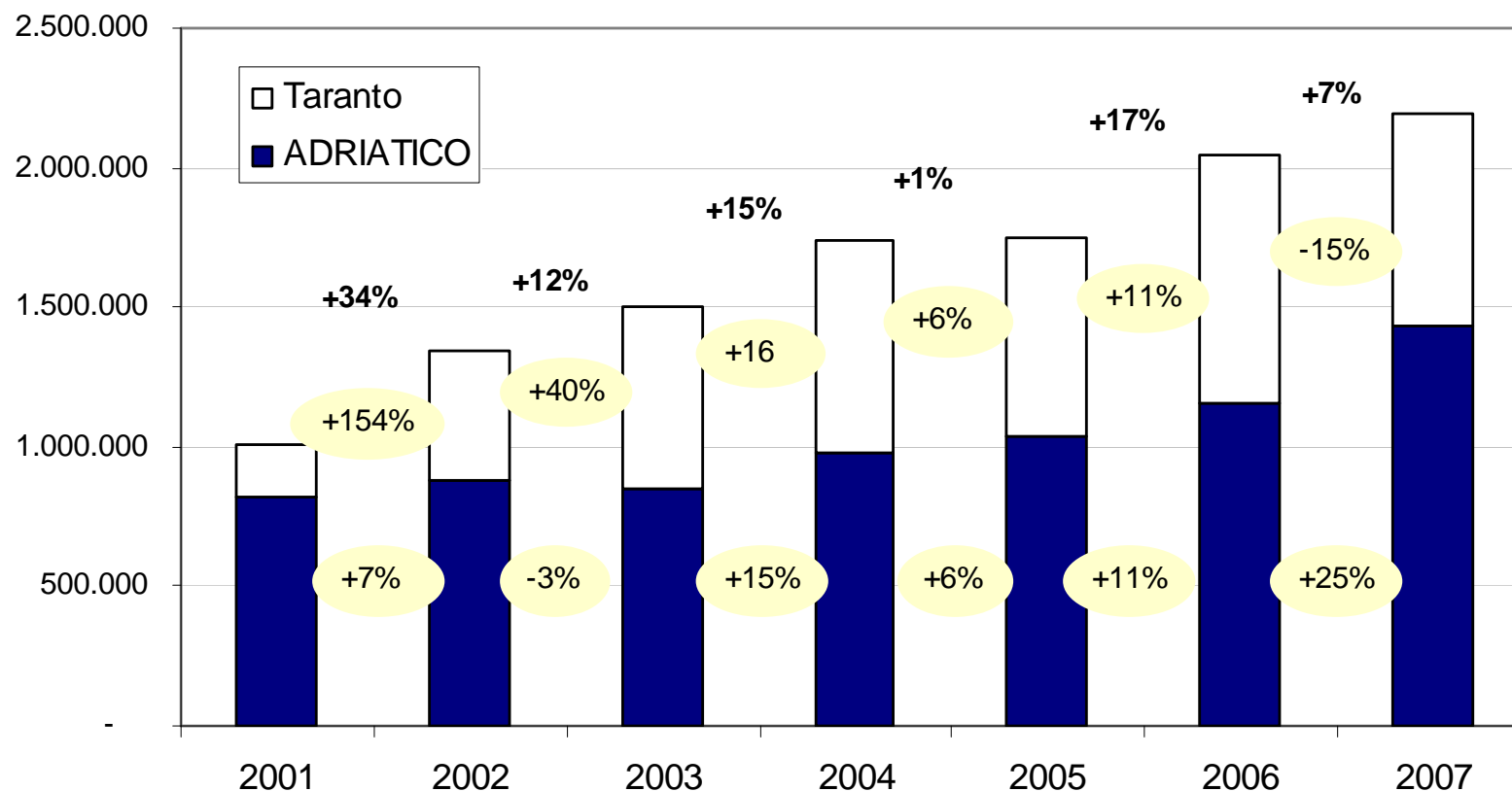
- Koper and Rijeka are growing also in the sector of dry bulks. Carbon traffic is moving from Trieste to Koper.
- Port of Ploce activities are quickly increasing.

Source: IstaO OTM data processing on Port Authorities data

CONTAINER MOVEMENTS IN 2006 – ADRIATIC IONIAN AREA

Adriatic (1.436.000 teus) + Taranto (756.000 teus)

CONTAINER TRAFFIC - Teus



Source: Istaot OTM data processing on Port Authorities data

CONTAINER MOVEMENTS 2006 - 2007

CONTAINER TRAFFIC - Teus

<i>Porti</i>	<i>2006</i>	<i>2007</i>	<i>Var %</i>
Venice	316.641	329.512	4%
Koper	218.970	305.648	40%
Trieste	220.310	265.863	21%
Ravenna	162.052	206.580	27%
Rijeka	94.390	145.040	54%
Ancona	76.496	87.193	14%
Durres	21.879	33.127	51%
Ploce	18.150	30.202	66%
Bar	17.854	27.095	52%
Split	1.685	5.115	204%
Other ports	4.239	1.052	-75%
Adriatic ports	1.152.666	1.436.427	25%
Taranto	892.303	755.934	-15%
Adriatic + Taranto	2.044.969	2.192.361	7%

**Eastern Adriatic
ports market
share**

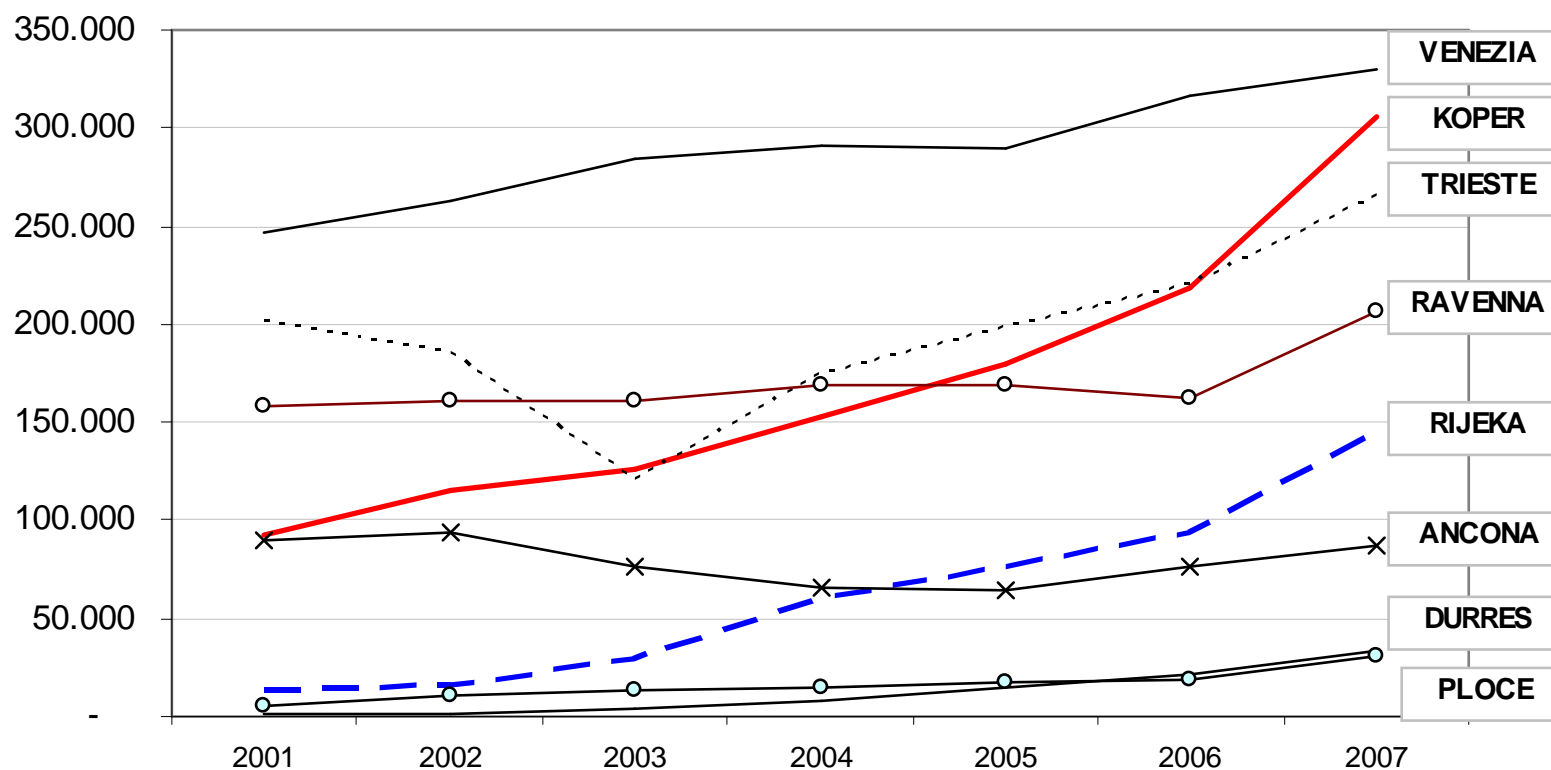
2001 - 14%

2007 - 38%

Source: Istao OTM data processing on Port Authorities data

CONTAINER TRAFFIC TRENDS IN RECENT YEARS

CONTAINER TRAFFIC IN TEU IN THE MAIN ADRIATIC AND IONIAN PORTS



Source: Istao OTM data processing on Port Authorities data

CONCLUSIONS AND GUIDELINES FOR THE WORKSHOP

PASSENGERS IN THE AI AREA ... IN BRIEF

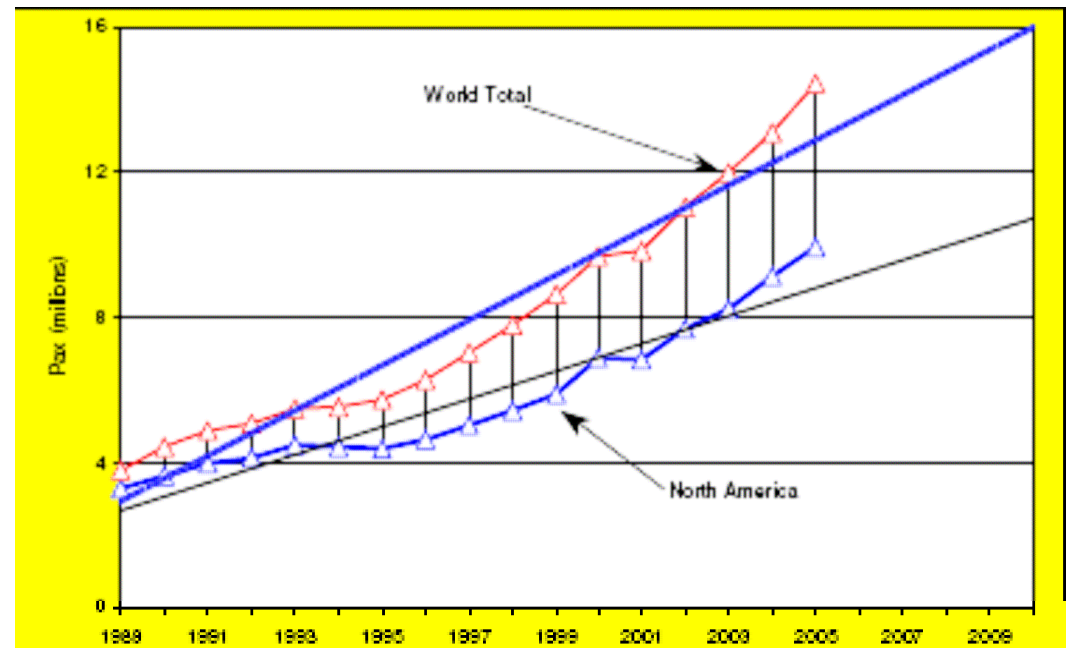
Trends about passengers movements:

- Steadiness in the ferries sector (with the exception of trucks);
- Huge growth of the cruise market and new ports are emerging alongside traditional destinations;
- Bari is a model? Focusing on a specific segment could be the key strategic choice?

... MORE ABOUT CRUISE

- It's the fastest growing tourist sector in the world: in Italy **+28% in 2007% and an expected +12% in 2008;**
- Constant growth has started in the '80s;
- Venice, the eastern coast and Adriatic in general are a well known tourist product among Mediterranean destinations;
- About 40 shipping companies (the biggest in the world are among them) travels in the Adriatic sea;
- Forecasts agree: growth will continue

FUTURE WORLD GROWTH



www.gpwild.com

GOODS MOVEMENTS IN THE AI AREA ... IN BRIEF

Trends about goods traffic:

- In 2007 relevant growth for the main Adriatic ports, Taranto's hub is an important exception;
- Eastern Adriatic ports are gaining competitive advantages and market share, in particular Koper and Rijeka;
- Market is highly fragmented

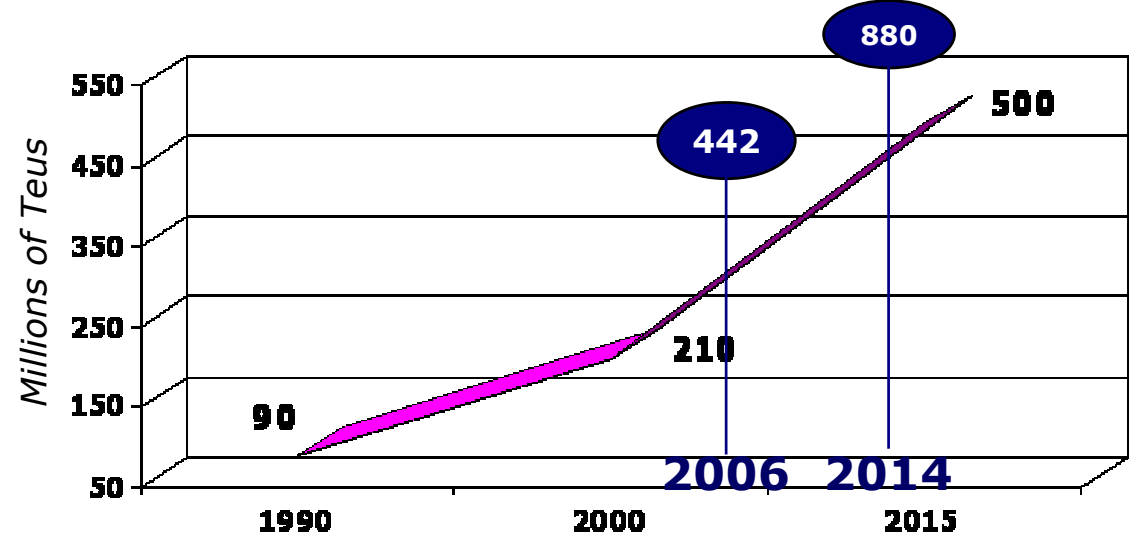
... MORE ABOUT CONTAINER

Adriatic ports profit by the high growth of international trade and of the world maritime traffic

Interesting opportunities:

- The effect of the huge development of China and India;
- EU enlargement toward Eastern countries;
- Corridor V;
- Direct link without intermediate stops in transshipment ports (new way to use old ships)

WORLD CONTAINER TRAFFIC DEVELOPMENT



Fonte Ocean Shipping Consultants 2000 e 2007

... AND CONSIDERING THESE TRENDS

- WHICH ARE THE EXPECTATIONS AND STRATEGIES FOR THE ADRIATIC AND IONIAN PORTS?
- WHICH ARE THE STRATEGIES ABOUT THE SPECIFIC SEGMENTS (GOODS, CONTAINER, FERRIES AND CRUISES)? WHICH IS THE COMPETITIVE POSITION THAT PORTS ARE LOOKING FOR? DO THEY TRY TO FOCUS ON SPECIFIC ACTIVITIES OR NOT?
- ACCORDING TO THE SPECIFIC DEVELOPMENT PLANS, WHICH ARE THE ESSENTIAL INFRASTRUCTURES? ARE THERE PROJECTS IN PROGRESS OR JUST PLANNED?

...ALLA LUCE DI QUESTI TREND

■ ABOUT CONTAINER:

SUCH A FRAGMENTED MARKET AND A STRONG COMPETITION IS CONSISTENT WITH NEW INTERNATIONAL MARKET RULES AND WITH THE NEW DEMAND'S REQUESTS (BIG SIZE, LOGISTIC SERVICES, LARGER WHARFS,...)?

ARE THERE SOME RISKS FOR THE ADRIATIC PORTS?

ARE THERE ANY ALTERNATIVES?



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