

Ferry Shipping Summit

Possibilities, solutions and challenges for the Ferry shipping industry in the next 1-3 years.



Amsterdam, 21-03-2018

SAILING TOGETHER FOR 25 YEARS

- GNV is one of the main European shipping companies operating in the sector of coastal navigation and goods and passenger transport in the Mediterranean sea.
- The company was founded in 1992. The first ship, **Majestic**, was launched in 1993.
- GNV offers **12** international routes and **7** national routes.
- GNV operates ferry services to **Sardegna, Sicilia, Spagna, Tunisia, Marocco, Francia, Albania and Malta.**
- GNV has a fleet of **13** ships, all of the highest quality standards.
- In 2018 GNV will celebrate **25 years of sailing** in the Mediterranean sea.

Among the Mediterranean ferry operators, GNV is:

3rd in terms of transport capacity (linear metres)

2nd in terms of fleet tonnage

1st in terms of numbers of beds available

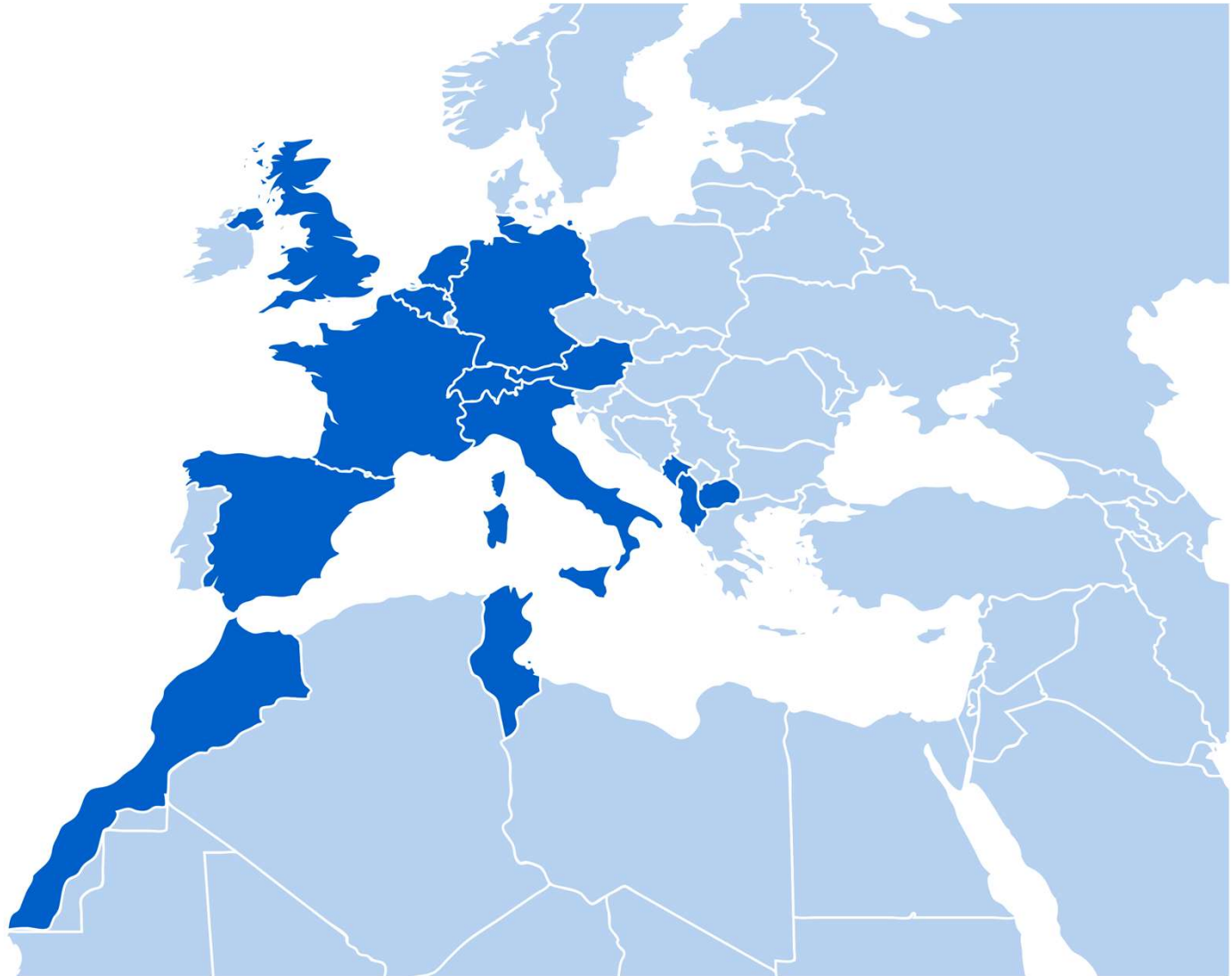
Source: Shippax 2016





Name	YEAR OF CONSTRUCTION	PASSENGER CAPACITY	GARAGE CAPACITY IN LM	NO. OF CABINS	NO. OF BEDS	SEATING CAPACITY		
						Entertainment hall – Theatre	Cinema	Restaurant
La Suprema	2003	2.920	2.750	567	2.148	650	456	400
La Superba	2002	2.920	2.750	567	2.148	650	456	400
Excellent	1999	2.230	2.300	387	1.415	456	353	302
Excelsior	1998	2.253	2.350	387	1.415	665	353	210
Fantastic	1996	2.033	2.000	373	1.389	440	273	169
Splendid	1994	2.200	2.650	456	1.685	459	236	170
Majestic	1993	1.790	2.050	341	1.273	594	236	80
Rhapsody	1996	2.680	2.100	553	2.212	607	400	315
Atlas	1990	2.000	2.100	355	1.390	280	42	180
Cristal	1989	2.000	2.100	355	1.390	280	50	180
Azzurra	1980	2.180	1.983	513	1.791	250	299	212
Snav Adriatico	1986	1.320	1.620	376	927	0	0	302
Kriti I	1979	1.500	1.785	134	468	0	0	350

- ITALY
- FRANCE
- SPAIN
- BELGIUM
- HOLLAND
- SWITZERLAND
- AUSTRIA
- UK
- MOROCCO
- TUNISIA
- ALBANIA
- MONTENEGRO
- MACEDONIA
- MALTA



On February 14th GNV has announced an important agreement, which envisages the construction in Guangzhou, China, of two brand-new vessels for both passenger and freight transportation. The two ships will be next-generation environmentally friendly vessels marked with LNG-ready notation.

DELIVERY SCHEDULE	SPEED	PASSENGER CAPACITY	GARAGE CAPACITY IN LM	NO. OF CABINS
November 2020	25	2.500	3.765	536

- Wrong to impose limits to private operators without helping assets conversion.
- The actual tonnage is not completely obsolete. The time that has been given in order to replace the units with the new buildings is not enough.
- There is no clear normative and regulative framework.

Parameters used to calculate the economic value of externalities and for the estimation of CO2 emissions

External cost	Road transport € / 1000 t km		Maritime transport € / 1000 t km
	12,3 t / vehicle	17,1 t / vehicle	
Air pollution	6,83	4,91	1,81
Greenhouse gas	7,40	5,32	1,5
Accidents	1,71	1,23	0
Congestion	20,65	14,85	not applicable
Noise	0,12	0,09	not applicable
TOT.	36,71	26,4	3,31

Based on the above parameters to make the comparison between road and sea and assuming the cost by road of the net average load carried by a Ro-Ro unit (100 vehicles of 17.1 tons net each) we can see that the costs by sea are significantly lower.

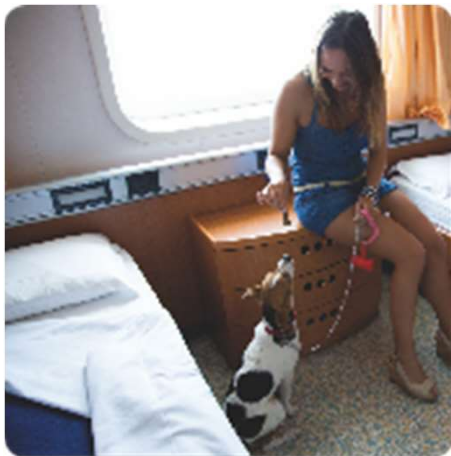
$$\text{ROAD EXTERNAL COST FOR SHIP EQUIVALENT} = \frac{\text{unit external cost } 26.40 \text{ € / t km}}{1000} \times \text{ship net load } 100 \times 17.10 \text{ t ship} = 45.14 \text{ € / km}$$

$$\text{SHIP EXTERNAL COST} = \frac{\text{unit external cost } 3.31 \text{ € / t km}}{1000} \times \text{ship net load } 100 \times 17.10 \text{ t ship} = 5.67 \text{ € / km}$$



ACCOMODATION

GNV ferries offer different types of accommodation ranging from the cheapest – the armchairs – to the cabins; these all have the same quality standards but differ in size or location on board



CABINS WITH PET ACCESS

Our 4-legged friends are welcome on board GNV ships! With linoleum floor for easy effective cleaning, they are thoroughly sanitized daily to guarantee maximum hygiene.



RESTAURANT

For passengers in search of a more secluded atmosphere and the pleasure of an à la carte dinner accompanied by a selection of wines.



SELF SERVICE

A wide choice of dishes on offer for the whole family.



BAR

For breakfast, a quick snack or a cocktail with live piano music.





ENTERTAINMENT FOR EVERYONE

GNV ferries offer a wide range of services, including: shopping centre, cinema and bar with live piano music. In the summer, GNV also provides qualified staff for organization of children's games and educational activities. Wi-Fi connection is available on board.

FOCUS ON MAGHREB

PRAYER ROOM

For Islamic passengers our ships are provided with an area dedicated to community prayer.

ARABIC-SPEAKING STAFF

Qualified staff on board to meet all your needs and provide you with information in Arabic.

HALAL

Food prepared as prescribed by Islamic law.



THANKS
FOR YOUR
ATTENTION

