

Kristijan Pavić is appointed as the new President of MedCruise

Kristijan Pavić, is the new President of MedCruise, effective from mid-February.

Since 2014, Kristijan Pavić has held the position of svp of MedCruise, representing the port of Dubrovnik.

The announcement follows the decision of outgoing President Carla Salvadó to leave her office at Port of Barcelona, which was the MedCruise port that Salvadó represented on the Association's Board of Directors.

Salvadó is now cruise director at Global Ports Holding, also a MedCruise member, and continues to advance cruise activities under her new role.

The Port of Barcelona retains a position on the MedCruise Board of Directors.

Following his nomination Pavić said: 'All ports in the Med and myself personally are committed to continuing the excellent work undertaken by MedCruise in the recent past. MedCruise is celebrating 20 years of serving the needs of the ports and the cruise industry in the region, with a

membership that spans 20 countries. I am honoured to assume the Presidency of this vibrant Association, dedicated to achieving sustainable and responsible growth of cruise activities in the Med and its adjoining seas. I would like to express my gratitude to Carla Salvadó for the leadership and her excellent work throughout her



Presidency, and I look forward to working with our devoted family of more than 100 cruise ports and 34 associates in order to continue the same successful and beneficial results.'

After graduating with a Maritime Science degree from Split University, Pavić worked as a cruise company employee at sea. In 2006, he became the general manager of Dubrovnik County Port Authority and since 2012 he has been performing the duty of Dubrovnik Port Authority, deputy general manager. He has been professionally active in cruise destination management and cooperation between ports and cities, as well as the development of partner relations for all cruise stakeholders, especially within the Adriatic region.

48th MedCruise GA in Odessa

The 48th MedCruise General Assembly will take place 22-25 June 2016, in Odessa, Ukraine. This major cruise event will mark the celebrations of the 20 years of the Association.

During the General Assembly meeting, MedCruise member representatives together with other esteemed guests will discuss the latest developments of the

cruise sector, as well as the implications and prospects of cruising in the Med and its adjoining seas.

In line with the MedCruise tradition, all regular and associate members will have a first class opportunity to discuss the developments in the region, while they will also devote time in B2B meetings and interactive Workshops with cruise line executives.

March 2016

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Come see MedCruise at Seatrade Cruise Global on booth 513



Seatrade Cruise Global, the industry's global event which brings together every facet of the business including cruise lines, suppliers, travel agents and partners is being held for the first time in Fort Lauderdale at the Broward County Convention Center.

In addition to being present on the exhibition floor at booth 513, MedCruise is also participating in the multi-track conference program with President Kristijan Pavić participating on a panel session entitled: 'Where To and Why? Factors influencing deployment and itinerary strategies' taking place on Thursday March 17 between 9.30-11.00.



You are cordially invited to join us for

The Presentation of 2015 Statistics

followed by a Welcome Reception

Wednesday, March 16 at 11:00h • Booth #513
Seatrade Cruise Global 2016

f | t | in | www.medcruise.com

MedCruise presents its 2016 Statistics report at #SCG2016

Cruise activities in MedCruise Ports: Statistics 2015 is an internal production of MedCruise. This is a special edition of the flagship MedCruise publication, as this year the association celebrates its 20th anniversary. Established in Rome in 1996, the MedCruise membership spans today in 20 countries and three different continents, namely Africa, Asia and Europe.

A total of 27.3 million cruise passenger movements were hosted in MedCruise member ports in 2015, while at the turn of the century the very same ports had recorded 'only' 8.6 million passenger movements.

The second biggest cruise region of the world, namely the Med, demonstrated a remarkable capacity for growth,

transforming thus MedCruise to the biggest cruise ports Association beyond the Caribbean and a reliable partner of cruise lines, destinations, public institutions and other stakeholders.

This report to be presented during Seatrade Cruise Global 2016-forms part of a series of studies conducted or commissioned by MedCruise. The aim is to advance cruise ports competitiveness via benchmarking and sharing of knowledge on industry trends.



MedCruise heading to Tenerife in September

MedCruise will take centre-stage at Seatrade Cruise Med 2016 with the largest pavilion on the exhibition floor as well as hosting the 49th General Assembly on the day after. Previously known as the Seatrade Med Cruise Convention, the newly formed Seatrade Cruise Med event is the Mediterranean's premier cruise industry event. The 2016 edition will take place in Santa Cruz, Tenerife from 21-23 September 2016 at the International Trade Fair and Congress Centre in Santa Cruz, Tenerife, and it hosted by the Port Authority of Santa Cruz de Tenerife. The event comprises of an exhibition, conference, networking and travel agent training and is fully supported by MedCruise, CLIA and FCCA.

The Port Authority of Santa Cruz de Tenerife manages five ports in four of the Canary islands. All received cruise calls last year and collectively they welcomed 506 calls and 933,161 passengers. Leading port Santa Cruz de Tenerife welcomed 311 ships and over 644,000 cruise visitors, followed by Santa Cruz de La Palma in La Palma which had 125 ships and 206,799 passengers. San Sebastian de la Gomera handled 59 ships and over 76,000 passengers while Los Cristianos and La Estaca tallied 5 and 6 calls respectively.



Santa Cruz de Tenerife

Princess Project in Barcelona



Figen Ayan (Istanbul) and Bruce Krumrine

Based on the willingness of MedCruise and Princess Cruises to enhance and further develop the close relationships and collaboration, MedCruise and Princess decided to develop a partnership project.

Following a most interesting proposal developed by Bruce Krumrine, Vice-President, Shore Excursions of Holland America Group, the two partnering organisations currently work on a twofold goal: to Create the world's best cruise experience and Increase Demand for

Mediterranean Cruising.

The joint project gives the opportunity to 17 MedCruise port members to directly benefit to be promoted and be educated, via a number of initiatives that will finally reach the guests of the Holland America Group.

Ten initiatives are developed in this context: welcome videos for cruise guests, local experts port presentation videos, speaker series, exclusive guest experience in every port, new tour programs and framework, partnership port guides & walking maps, port welcome & departure experience, local artist exhibit & sale, cooperative marketing & public relations, film project.

The first phase of the project concluded in Barcelona the second week of February, where MedCruise port members, and associate partners at the respective destinations gathered in a Mediterranean style scene set by Princess Cruises to shoot videos sharing experiences and the beauties of the destination to be explored by cruisers at their ports and destinations.

The project will continue, involving more MedCruise member ports and further actions.

Promoting the Med cruise experience to China

- Are you Chinese and looking for a cruise holiday?
- Do you want to know everything about cruise destinations in the Med and its adjoining seas?
- Do you know how to spell MedCruise in Chinese?

www.medcruise.cn is now here to provide all the answers

Since early 2015, MedCruise in collaboration with Chinese Friendly is working on a China Marketing Plan to benefit MedCruise Ports. This

project aims to help the Med and its adjoining region emerge as the most preferred cruise destination among Chinese cruise tourists.

The strategic marketing plan focuses on the fact that the region itself represents a high degree of attractions, combining different elements such as history, nature, culture, gastronomy etc., all much appreciated by Chinese tourists.



Cruise Excellence Awards



The 9th edition of Cruise Excellence Awards was celebrated under the auspices of MedCruise on February 18th, in the

MedCruise member port of Cartagena, Spain.

The event was organised by Cruises News Media Group and included a round table session with the participation of cruise companies, port executives, as well as port and shorex agencies.

MedCruise Vice President and Cruise Manager of Ports de la Generalitat Maria Cano joined the participants discussing the state of the cruise industry and presented current opportunities and challenges in the cruise industry.

Fernando Muñoz, Commercial Manager of the Port Authority of Cartagena that forms a MedCruise regular member also joined the discussions.

MedCruise member Port of Valletta received

the Best Mediterranean Port & Destination award.

Stephen Xuereb, CEO of Valletta Cruise Port said, 'We are very proud to be receiving this award. Valletta Cruise Port and Malta have the right mix to excel: port infrastructure, destination attractiveness, a good product offering, outstanding service delivery with good passenger flows in the key facilities, varied transport modes, and safety and security. All this within a value-for-money proposition, and delivered with pride and passion. We dedicate this award to all the personnel of Valletta Cruise Port, who together with local stakeholders relentlessly work to ensure that Malta is professional, efficient, reliable and flexible in meeting expectations on all fronts.'

Discussions on "Maritime Skills and Careers in Blue Economy"



tackled.

The Cruise world offers a unique opportunity for growth of the Blue Economy.

The cruise port industry and cruise activities in the Mediterranean and the adjoining seas have experienced growth in all respects throughout the last two decades. The presence of qualified and skilful personnel will provide an essential condition for the transformation of this growth to a sustainable one.

Secretary General, Thanos Pallis actively contributed at the ad-hoc expert group meeting on "Maritime Skills and Careers in the Blue Economy" that was organised by DG MARE, in Brussels on December 16th, 2015.

MedCruise welcomes the decision to make maritime skills and careers a key theme of the 2016 European Maritime Day, as well as the common view of stakeholders that concrete actions will help achieving the desired targets.

MedCruise welcomes the initiative of the European Commission's Directorate-General for Maritime Affairs and Fisheries (DG MARE) to develop an agenda on Maritime Skills and Careers in the Blue Economy of Europe.

We share the views of the European institution that growth in the blue economy will require appropriately skilled workforce, able to apply the latest advancements in a range of disciplines, whereas any skills gap must be



Towards a European Code of Practice for Cruise Ports

MedCruise hosted a working meeting of representatives of ports associations and cruise and ferry ports that discussed and advanced the content of the forthcoming European Code of Practice for Cruise and Ferry Ports.

The work is part of the efforts of the European Cruise and Ferry Port Network, set up within the European Sea Port Organisation (ESPO).

The Network brings together ESPO, Cruise Europe, Cruise Baltic, Cruise Britain, Cruise Norway, and MedCruise, in a strategic cooperation that provides a united voice of the European Cruise and Ferry Port sector – while it advances the sharing of expertise, and strengthens the efforts to effectively represent the sector towards the European institutions.

The meeting was devoted on best practices as regards the relationships between ports and cruises and ferry lines, with MedCruise and Cruise Europe chairing the discussions of the particular sub-group of the Network. Among the participants were also MedCruise members Port of Piraeus and Cyprus Port Authority.

Four other working groups focus on Competition and Cooperation between ports, Infrastructure Developments, Security and Relations of Ports and the City respectively.

The European Cruise and Ferry Ports Code of Practice is expected to be released within 2016.

The contribution of cruise in port-cities development



MedCruise Secretary General Thanos Pallis joined the Greek Minister for Shipping and Island Policy, the Mayor of the City of Piraeus, and Stavros Hatzakos, General Manager of the Port of Piraeus and MedCruise Honorary President, discussing the prospects and impact of cruise activities on city development for the city of Piraeus and other cities in the broader Mediterranean region.

The one-day event took place at the University of Piraeus, on Wednesday 9 December and was attended by various shipping and cruise industry stakeholders as well as representatives of local chambers, and destination management institutions.

MedCruise took an active part at the one-day conference 'Relations between the Port and the City', organised in Piraeus, Greece.

MedCruise will be participating at the following events worldwide in 2016

Seatrade Cruise Global, Fort Lauderdale
14-17 March, 2016



The next edition of Seatrade Cruise Global will be held 14-17 March 2016. MedCruise will be present with a stand.

COTTM2016, Beijing
12-14 April, 2016



MedCruise will participate in 2016 at the main Chinese tourism fair, namely COTTM2016 (China Outbound Travel and Tourism Market), to be held 12-14 April, in Beijing, China.

Seatrade Cruise Asia, Busan
12-14 May, 2016



Hosted by Busan Port Authority, Busan Metropolitan City, Korea Tourism Organization and Korea Marine Leisure Network, Seatrade Cruise Asia will take place at the Busan International Passenger Terminal.

48th MedCruise General Assembly, Odessa, Ukraine, 22-25 June, 2016



The 48th MedCruise General Assembly will take place 22-25 June 2016, in Odessa, Ukraine. This major cruise event will mark the celebrations of the 20 years of the Association.

Seatrade Cruise Med, Santa Cruz de Tenerife, 21-23 September, 2016



Seatrade Cruise Med is the major biennial cruise event focused on the world's second largest cruise destination - the Mediterranean. Hosted by MedCruise member Port Authority of Santa Cruz de Tenerife.

MedCruise Ports heading to Asia

Aiming to transform the Asian market into a major passenger source market for Mediterranean cruise ports, MedCruise is heading to Asia this spring. The MedCruise delegation will travel to Far East in order to attend COTTM2016 and Seatrade Cruise Asia.

COTTM2016 – Beijing, China

The Association of Mediterranean Cruise Ports will participate at the main Chinese tourism fair, namely COTTM2016 (China Outbound Travel and Tourism Market), to be held 12-14 April, in Beijing, China.

This forms an exceptional opportunity for MedCruise to meet with the 4,000 Chinese travel agencies attending the event and promote cruise ports in the Med and its adjoining seas. Thus, MedCruise member ports will further benefit by expanding their professional network with key travel agents around the globe.

Seatrade Cruise Asia 2016 – Busan, Korea

MedCruise will be also present at the forthcoming Seatrade Cruise Asia event that will take place 12-14 May 2016 in Busan, Korea. The event will feature a showcase exhibition, conference and travel agent training.

MedCruise will sponsor the Travel Agent Training programme and invite travel agents to cruise in the magic world of the Mediterranean, offering among others a great opportunity to discover the history, the architecture, the culture, the gastronomy and the amazing sights of 20 countries around the Med.



Greek Cruise Port representatives gathered in Thessaloniki



MedCruise participated at a Hellenic Ports Association organised public event on how to advance growth of cruise in Greece that was held at the MedCruise port of Thessaloniki.

During the opening session, MedCruise Secretary General Thanos Pallis gave emphasis on the "Working together" factor and the dynamics of cooperation which is the key element of MedCruise. "The resources are available to some but not all, whereas cruise lines deploy ships to a region not to a port" stated Thanos Pallis. "MedCruise provides exactly these tools to its members: to promote, develop & foster good relations and collaboration among cruise ports of the region (and beyond), to reach the entire port community (cities, travel agents, passengers

cruise-lines), to integrate port & the city, to develop their own marketing, networking and professional development tools". During the one-day event, participating ports, cruise lines and destination representatives discussed on the ways to develop the cruise activities in the region.

Interventions concluded with an interesting discussion of invited stakeholders on the challenges and the opportunities that ports face in Greece following the latest developments in the region, and in

Greece in particular.

The event followed a two-days seminar on modern cruise demands that was attended by members of the Greek port authorities and was organised by Exantas, the educational institution of the Hellenic Ports Association.

The port of Thessaloniki is expecting 35 ships to call in 2016 bringing in 30-35,000 passengers. The numbers show an increase year on year with an emphasis on passenger numbers, reflecting the increasing size of cruise ship. The port has a Master Plan spanning 25 years including a new passenger terminal and associated passenger facilities.

The most popular shore excursion is the city tour comprising visits to various museums (historical, archaeological, art etc), churches, temples and local shopping outlets.

Balearic Islands

The Balearic ports of Palma and Ibiza are forging ahead with upgrading cruise infrastructure. In busiest port Palma a new €16m terminal for mega ships is under construction covering a total surface area of 9,564sq mtr and due for completion in December 2017. In addition, €23m investment is planned for extending the North Poniente Quay esplanade covering a surface area of 36,000sq mtr and expected to be finished in January 2019.

In Ibiza, €3.7m is being spent on extending the south berthing line in the Botafoc area providing a quay length of 330mtr with works due to be completed this summer.

In Palma, the port authority which manages five ports in total (Palma, Alcudia, Mahon, Ibiza and La Savina) is focussing on increasing the number of calls during the winter season. The Palma City Tour remains one of the most

popular for cruise visitors whilst in Ibiza, an excursion by ferry to the island of Formentera is often sold out. Formentera is the smallest of Spain's Balearic islands known for its clear waters, sandy beaches and water sport activities and sailing.

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Bastia/North Corsica

Horizon, Zenith and Seven Seas Explorer are among new visitors to Bastia this year where a total of 23,200 passengers will visit on nine different cruise ships and 20 calls. Ile Rousse will handle 14 calls including Hamburg for the first time and welcome 2,900 passengers. In Calvi, 18 ships on 42 calls are scheduled to bring 29,000 passengers including first time visits by Le Lyrial, Serenissima, Voyager and Oosterdam. Five ships will call in Saint Florent for a total of 500 passengers. Collectively the North Corsica port will welcome 81 calls and 55,600 passengers this year which is a 5% increase compared to 2015.

A tour focusing on the mystical side of Bastia features a private concert of Corsican polyphonic singing in the dark mysterious Oratory of the Holy Cross chapel built in Renaissance style.

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Brindisi

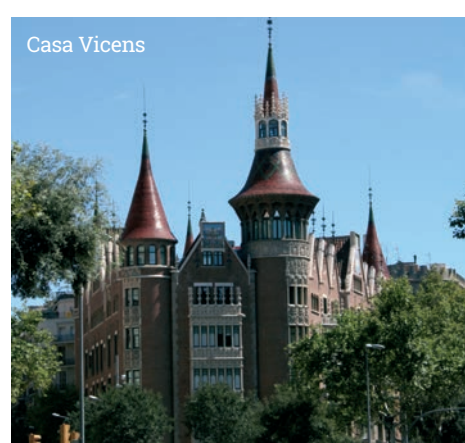


Trulli houses

Last year Brindisi inaugurated a new cruise terminal which successfully berthed its first cruise ship, MSC Magnifica on her maiden visit. The building houses ticketing area, baggage handling, Customs and Border Agency area and security operations. The project was developed by the Port Authority of Brindisi at an investment of €300,000 and involved the renovation of an existing building located in the heart of the port and close to the main streets of the city centre.

The port, located in southern Italy in Apulia, welcomed around 150,000 passengers in 2015 however this year there will be a downturn in numbers as main customer MSC Cruises has dropped the

Barcelona



Barcelona is expecting 750 calls and around 2.6m passengers this year, compared to 749 calls and 2,540,302 in 2015. At Adossat Quay a new facility (Terminal E) will soon start to take shape as Carnival Corporation & plc begins work on its new €30m terminal, which will have interior space totaling 11,500sq mtr, the largest cruise terminal in Europe. It will be used by seven of Carnival's 10 brands. The company already operates Terminal D, named Palacruceros, adjacent to the new facility. The facility will be operational in 2018.

A city brimming with a wide variety of excursions, Barcelona Tourism Board highlights the artist Joseph Puig i Cadafalch Museum and a visit to Gaudi's Casa Vicens for passengers wanting to discover new options.

Casa Vicens is a modernist building designed by Antoni Gaudi located in the area of Gracia. It is considered one of the first building of Art Nouveau and one of the first houses designed by Gaudi. The artist mixed different styles together in his architecture and used a variety of materials such as iron, glass, ceramic tiles and concrete, many of which can be seen in this building. Casa Vicens marked the first time Gaudi used an oriental style mixed with Hispanic-Arabic inspiration.

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destination in favour of repositioning tonnage to the Caribbean. However positive news is MSC Cruises' is planning weekly calls in 2017 which will lead to an increase in cruise visitors to the region.

Popular tourist attractions within 30 to 60 minutes' drive from the port include the unique city of Alberobello whose centre is listed by UNESCO World Heritage of Humanity due to the 'Trulli' houses and the stunning city of Ostuni famous for its whitewashed houses and small roads, alleys and arches. (see page 18)

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Burgas



Five ships bringing over 7,500 passengers visited the Bulgarian port of Burgas last year, including Emerald Princess, the largest ship that can sail in the Black Sea. In 2016, the Port of Burgas is expecting three ships and over 7,000 passengers as the number of cruise ships visiting the Black Sea remains limited due to geopolitical issues in the area.

Visiting tourists have plenty to see with the ancient cities of Sozopol, Nessebar and Aqua Khalide nearby plus the newest attraction, the island of St Anastasia provide a rich history combined with beautiful nature.

The abundance of historical buildings in Nessebar prompted UNESCO to include it in

its list of World Heritage Cities in 1983. Often called the 'Pearl of the Black Sea', Nessebar is older than Rome and Istanbul where there are 80 temples in this small peninsular which is only 24 hectares in area.

The port is currently renovating the oldest warehouse Magazia 1 into a maritime museum and cultural centre with functionality as a second passenger terminal for vessels in transit. It was built in 1903 and designed by Eiffel. Although planned to be completed in 2017, as work is progressing well it could be finished as soon as May this year. (see page 18)

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Cartagena



126 ships and more than 200,000 passengers are expected to visit Cartagena this year representing a 30% increase in passenger numbers and 16% growth in calls. A host of ships are making maiden calls including Koningsdam, Oosterdam, Pacific Princess, Royal Princess, Costa neoRomantica, Rhapsody of the Seas, Jewel of the Seas, Celebrity Silhouette, Norwegian Jade and Seven Seas Explorer.

The cruise berth is being extended by 144mtr this year to provide a quay length of over 700mtr at an investment of €4.6m. It will take 14 months to complete.

Cartagena and its Arsenal became the main

Spanish Mediterranean city in the 18th century. Dozens of defence fortifications were built to protect the Arsenal, harbour and city itself against possible attacks. Several external forts were built in the surrounding hills. Three external fortifications Galeras, Atalaya and Los Moros were declared cultural heritage assets in 1997 and these three system defences managed to protect the city and the majority remained in service until the beginning of the 20th century. The city is working to be named on UNESCO's World Heritage City list. (see page 18)

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Ceuta



Port of Ceuta, the gateway to Morocco, is investing €2.2m in upgrading its cruise berth and terminal enhancing the passenger experience with new signposting, gardens, new security system and reorganising of traffic flows within the port area. Last year four cruise ships called at Ceuta but this figure is set to increase in 2016 with 15 ships booked to date.

Popular are shore excursions to the Moroccan cities of Tetouan and Tangier. The medina of Tetouan and its network of shaded alleyways is a UNESCO World Heritage Site. Its large Jewish quarter was called Little Jerusalem. Various souks sell clearly defined goods and in their midst are Hassan II Square and the Royal Palace, a fine example of Hispano-Moresque architecture.

The Tangier medina has always fascinated artists and writers – Eugena Delacroix, Henri Matisse, Paul Bowles, Tennessee Williams to name a few have all fallen for the charm of Petit Socco Square and its cafes, especially the famous Tingis when casinos and dance halls abounded.

The old Mendoub Palace, built in 1929, situated in the north of the medina is now a mansion for foreign VIPs. Paintings are displayed and one room is dedicated to American writer Paul Bowles.

Those passengers wishing to stay in Ceuta itself can discover the town on foot passing several monuments, churches, palaces and the Royal Walls providing a rich history of the Spanish autonomous city. For relaxation the Mediterranean Maritime Park has two salt-water lakes, solarium, gardens and marina alongside.

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Civitavecchia



An artists impression of the new terminal

Roma Cruise Terminal, the company managing cruise terminal operations in the port of Civitavecchia, is expecting 2.3m cruise passengers in 2016 and close to 850 ships. Maiden callers include Carnival Cruise Line's Carnival Vista and Oceania's Sirena. Last year, 2.2m passengers visited.

Without doubt Rome remains the main attraction for passengers disembarking in the port. An hour away by road from Civitavecchia, its historic building, churches, monuments and ruins, entices passengers for a journey through

time and the history of mankind.

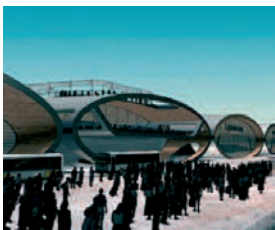
Roma Cruise Terminal is building a new cruise passenger terminal on Quay 12B North. The 10,000sq mtr terminal is designed to handle a flow of 4,500 passengers a time and can store up to 9,000 pieces of luggage. It will be equipped with two retractable bridges to facilitate the embark and disembark of passengers and is costing in the region of €20m. (also see page 19)

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Cyprus Ports

Cypriot ports of Lemesos, Larnaka, Paphos and Latsi plus two international airports make Cyprus an ideal homeporting and a year-round cruise destination. Collectively they are due to welcome an important number of calls this year.

A new €14.4m passenger terminal at Lemesos is due to be operational soon and the Ministry of Transportation, Communications and Works has issued a tender for the submission of ideas and suggestions aiming to establish Larnaka port and marina into a major cruise destination.



From Lemesos port, cruise passengers can take a full day excursion to Kourion where one of Cyprus' most important archaeological



St Lazarus Church

Kolossi Castle and the UNESCO World Heritage site of Omodos village before returning to the city for shopping. From Larnaka port, excursions may combine walking along the sandy beach up to Larnaka Castle, a visit to St Lazarus Church and the Salt Lake, which is the haunt of 85 species of water birds, the stonebuilt church of Angeloktisti and then a visit to Ayia Napa and Protaras, both popular tourist resorts, characterised for their beautiful golden sandy beaches

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monuments is located, the Temple of Apollo.

The tour may then continue with a visit to

Corfu

Corfu is expecting an 11% increase in passengers and calls this year building on the 407 ships and 612,551 passengers that visited the island in 2015. Corfu is hoping to welcome 865,000 passengers and over 455 ships including 40,000 passengers on turnarounds for Thomson Cruises which has been homeporting in Corfu for the past 12 years.



Holland America Line's newest ship Koningsdam, Crystal Cruises' Crystal Esprit, Viking Ocean Cruises' Viking Sea, Regent Seven Seas' Seven Sea Explorer, Oceania Cruises' Sirena and Carnival Cruise Line's Carnival Vista are all debuting for their cruise brands in summer 2016, and all will be visiting Corfu for the first time.

With its new berth totalling 450mtr in length fully operational, the port can host up to seven ships simultaneously and is now planning to build a new 600sq mtr homeporting terminal to be ready by end 2017 representing an estimated cost of €600,000. In the meantime, works are in progress at the existing terminal to increase the capacity in the departure area, to double the check desks and to minimise queues and waiting times.

Corfu Port is the only port in Greece that has a licence to operate as a water airport with Paxos, which comes under the jurisdiction of Corfu Port, expected to be the second one by end February.

This offers the opportunity for new flight-seeing tours to discover the beauty of Corfu and its nearby small islands from a seaplane. (also see page 19)

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Constantza



In 2015, 37 ships called at Romanian port of Constantza bringing 35,000 passengers to the city but its difficult for the Port of Constantza to predict how many ships it will receive in 2016 as cruise lines are very often only booking calls up to two months ahead due to the geopolitical issues in the Black

Sea area.

That said in early February Constantza was expecting 30 ships this year including the return of Costa Cruises with Costa neoRomantica sailing in the Black Sea after an absence in 2015. Star Clippers' Royal Clipper is also scheduled to visit twice this year. (also see page 19)

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French Riviera Ports



The ports of Cannes, Nice, Villefranche, and Antibes are expecting 334 calls and 592,000 passengers in 2016, a similar number to 2015.

French Riviera have launched a 2016 Awards scheme to four categories:

Destination Award - by studying all the websites, brochures and promotional material it will go to the company presenting our destination in the best way;

Excursion Award - same as above by studying all the materials we will find an unusual excursion in our region;

Technical Award - given to the ship who has successfully handled difficult circumstances coming into port (i.e. high winds for example)

Green Award for the best environmental/green ship to call at French Riviera ports.

The winner of each category will be decided

by the French Riviera Cruise according to various criteria and announced on our booth during Seatrade Cruise Global in Fort Lauderdale.

The winners of first 3 awards will be honoured with a VIP invitation to the French Riviera during the Film Festival.

Immersion in the picturesque beauty of the quaint village of St Paul de Vence with a wine tasting at a beautiful Relais & Chateaux property features as a Silver Shore Collection, an original excursion for the French Riviera. A guided walking tour is proposed through this beautiful medieval fortified village perched on a narrow spur between two deep valleys. Then a drive to the Chateau of Saint-Martin for wine tasting with a sommelier. (also see page 19)

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Gibraltar



Gibraltar is expecting 16 first time callers this year including Mein Schiff's 1,2,3 and 4, Ovation of the Seas, Koningsdam, Thomson Discovery and Carnival Vista. These are among 232 ships expected to visit bringing 346,574 passengers in total. 2015 closed with 205 calls and 343,557 passengers so this year sees growth all round.

The Rock Tour remains the most popular shorex and is offered in either a 90 minutes or three hour tour. Traditionally guests go on a panoramic drive around the 'Rock' covering both the city and the east side, home to sandy beaches and coastline. The tour also

takes the visitor to famous Gibraltar landmarks and points of interest such as Europa 100 Ton Gun, Pillars of Hercules, Apes' Den, Great Siege Tunnels and the Moorish Castle, these last three located in the Upper Rock Nature Reserve.

Currently there is no investment taking place at Gibraltar's existing cruise berthing and terminal as it is able to meet current demand. Long term, opportunities are being considered to cope with any additional and potential growth. (also see page 19)

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Dubrovnik

Global Port Holding and Bouygues Batiment International are working together to finance, build and operate a mixed-use infrastructure development, including terminal, at Dubrovnik Gruz Port, awarded by Dubrovnik Port Authority.

The plan calls for a new cruise terminal, a shopping mall, a multi-story garage and a main city and international bus station built as a modern replica of Dubrovnik's historical city centre, located at only few kms away.

Dubrovnik Gruz Port is located 3km away from the Old Town, which is a UNESCO World Heritage Site and a popular tourist destination in southern Croatia.

On-site work is planned to start in September and October 2016 and to be completed before end 2018. More than 250 jobs will be created during the construction works.

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Heraklion

Currently an estimated 300,000 cruise passengers and 162 ships are expected in Heraklion in 2016 including seven first time callers namely: Costa Luminosa, Koningsdam, Oosterdam, Carnival Vista, Royal Princess, Celestyal Nefeli and MSC Magnifica.

Innovative investments in new cruise infrastructure includes a cruise terminal at Heraklion Airport for turnaround passengers, a special tent structure on the berth to enhance the turnaround experience, the acquisition of an Interactive Information Electric vehicle providing information on local tourist attractions and transportation to the city and the opening of a duty free shop in the passenger terminal. Moreover, the recent years in Heraklion Port significant projects have been implemented for the enhancement of security procedures according to the ISPS code.

The mission of the new management of Heraklion Port Authority is to establish the destination as an important cruise port in the Eastern Med due to its geographic advantage lying at the convergence of three continents of Europe, Asia and Africa and its 5,000 years of history. (also see page 19)

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Koper



Nine ships from Oceania Cruises, Silversea, Crystal Cruises and MSC Cruises will make first-time visits to Slovenia's Port of Koper this year where 65 ships will visit in total bringing more than 70,000 passengers.

This represents a 25% growth compared to 2015 when 49 ships brought 58,000 passengers to the Adriatic port.

An assortment of tours are offered in Koper. Excluding the walking tour of the city, the most popular shorex are the capital of Ljubljana, Lake Bled (often chosen by UK-sourced passengers), Postojna cave and the old town of Piran.

Lake Bled is 2,120mtr long, up to 1,380mtr wide and is of the tectonic origin. The thermal springs in the northeast part are captured in three swimming pools: at the Toplice Grand Hotel, Park Hotel and Golf Hotel. The temperature of the lake reaches up to 25°C in the summer and gets ice covered in winter.

Koper is currently in the planning phase for a new cruise terminal with goal to be operational for the 2107/18 season, the building will include all necessary facilities and services for both transit passengers, as well as home porting operations. (also see page 20)

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Igoumenitsa

This year Thomson and Silversea Cruises have chosen Igoumenitsa as a new destination. The Greek port is expecting 11 calls in 2016, almost double more than last year.

The Region of Epirus offers an unusually wide scope of historic sites and monuments, great cultural wealth, traditional lifestyles and stunning natural beauty.

The number one attraction that is accessible from Igoumenitsa, 180km away, is the UNESCO World Heritage Site of Meteora - a remarkable monastic cluster. Meteora literally means "suspended in mid air", which is probably the best way to describe this sublime merging of geological drama and religious spirituality. The amazingly imposing rocks of Meteora were formed about 60 million years ago and evidence dates human presence there as far back as 50,000 years. Christian hermitage probably

started around the 12th Century, but it was not until the 14th Century that these precariously perched monasteries began to emerge. Of the six monasteries still active today, Great Meteoron and Varlaam are the two largest and most visited.

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Huelva

21 ships and 29,000 passengers are confirmed for 2016 which is a success for the Spanish port which only started attracting cruise business two years ago and welcomed six calls in 2015. Three new cruise lines will visit Huelva this year: Thomson, Portuscale and NYK.

A popular tour sees passengers leaving the Port on a 30 minute drive through the coastline to Doñana National Park: an environmental jewel



and one of the most important protected natural areas in Europe. The tour will take you to the north of the Park in a truck, visiting two of the most important ecosystems of Doñana: the forests and marshes. Several stops will be made during the tour, and include a visit to the former royal hunting private area, Coto del Rey, a magnificent area crowned by the territory of lynxes and eagles. A nature guide will explain everything about the fauna and flora in this area, and there will be opportunities to stop for photos. There will be a stop for appetizers inside of the National Park and, last but by no means least, a trip back to El Rocio Village, a village known by its unique pilgrimage, which attracts hundreds of thousands of pilgrims every year, in order to enjoy some free time and visit the Holy Sanctuary, where Andalusian beliefs, devotion and traditions await. (also see page 20)

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Kotor

Montenegro's port of Kotor at the end of Europe's southern-most fjord is expecting 478 calls and 491,632 passengers this year. Visitors include several maiden calls such as Crystal Symphony and Crystal Esprit from Crystal Cruises, Silverseas' Silver Whisper, Regent Seven Seas' Seven Sea Navigator and Seven Seas Explorer, AIDA's AIDAbella, Royal Caribbean International's Brilliance of the Seas and Rhapsody of the Seas, Holland America Lines' Eurodam and Thomson Cruises' Thomson Dream, among others, as well as a new cruise line customer in Cruise & Maritime Voyages with the Azores.

A modern terminal facility costing €721,746

became fully operational last year. The berthing area and anchorages are covered by video surveillance as part of NATO's Entity Code NCAGE issued to the Port of Kotor by the Ministry of Defence of the Montenegro Government.

One of the most popular shore excursions from Kotor is the Montenegro Tour visiting Boka Bay and the small baroque town of Perast and two islands: Our Lady of the Rock and St George, Budva old town, Cetinje - the old royal capital city, Ostrog Monastery, Mount Durmitor, Tara River and Skadar Lake.

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La Spezia

Cinque Terre coastline



1 50 ships bringing around 550,000 passengers is predicted for 2016 at La Spezia where the new 600mtr long Garibaldi quay allows any size ship currently sailing in the Med to berth alongside.

In September last year the new cruise

terminal Golfo di Poeti – Cinque Terre Cruise Terminal of La Spezia opened. With a internal surface area of 1,500sq mtr it can accommodate passengers in transit as well as on turnarounds. Last year La Spezia welcomed maiden calls from MSC Armonia, MSC Divina, Anthem of the Seas and Allure of the Seas and recorded 656,000 passengers, up 38% on the previous year.

Maiden calls this year include AIDAaura, MSC Fantasia and Harmony of the Seas – the world largest cruise ship will debut on June 15, 2016.

Thanks to its strategic position and excellent rail and road connections cruise passengers can reach the Gulf of La Spezia, Lerici and Porto Venere but can also visit the Cinque Terre within 20 minutes. Other destinations reached by bus from the port include Sarzana, Florence, Pisa, Luca, Parma and the marble quarries of Carrara.

Plans are currently being drawn up for a new quay for cruise ships offering two berths of 393mtr and 339mtr as well as a new cruise terminal building.

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Livorno



The Alto Fondale Cruise Terminal, renovated in 2013 and where ships of more than 300mtr length can berth alongside has been recently upgraded to offer about 3,000sq mtr of space for turnaround operations including luggage handling and Customs Clearance enabling Livorno to target interporting ships as well as transit calls which currently make up the majority of traffic. The port is just a few kilometres away from G. Galilei International Airport.

The Port Plan also foresees a €10m expansion of the building more than doubling its present space for handling of full turnarounds of mega ships.

Livorno expects 409 calls and 800,000 passengers in 2016 including new ships: AIDAstella(9 calls), Carnival Vista (18 calls), Costa Diadema (5 partial turnarounds), Mein Schiff 3 (1 visit), MSC Armonia (15 partial turnarounds), Thomson Discovery (10 calls) and seven calls by Viking Sea. This represents a 10% rise in calls and 14% hike in passengers from last year.

A popular excursion is a visit to the Venezia district of Livorno's historic heart. Designed in the 17th century, the area has an island feel, criss-crossed by bridges and canals reminiscent of the city of Venice. The excursion can be made easily by foot in half a day and can be completed with a boat trip along the Medici canals offering an unusual perspective of the city. Buildings of note are the Churches of San Ferdinando and Santa Caterina, the Bottini dell'Olio (ancient olive oil warehouse) and the Old Fortress with its Tuscan red colour, bastions and sloping walls. (also see page 20)

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Lisbon



The port of Lisbon expects 320 calls and around 535,000 cruise visitors this year, representing a 5% increase in calls and 4% jump in passengers.

12 new ships will visit the Portuguese capital in 2016: Koningsdam and Harmony of the Seas will call on their maiden voyages as well as maiden calls from National Geographic Orion, Viking Sea, Monarch, Aegean Odyssey, Thomson Discovery, Sirena, Seven Seas Explorer, Mein Schiff 5, Norwegian Star and Le Lyrial. They will all get a special welcome ceremony.

Lisbon Cruise Terminal (LCT), a privately owned company that operates the cruise terminals of the Port of Lisbon started construction of a new facility late last year which is expected to be completed by end 2016. An overall investment of €22m. the new Lisbon Cruise Terminal will cover a total area of

13,000sq mtr and take into consideration the aspects of comfort, accessibility and flexibility for the services provided to passengers and ships.

With this facility the Port of Lisbon Authority aims to double its current more than half a million passengers annually in the next ten years. It will provide the capacity to grow the number of passengers annually as well as more turnarounds.

New shorex this year include: a unique tour of Lisbon on a tuk tuk; a day at Mafra and its 18th Century Palace plus wine tasting at Qunita de Sant'Ana located in the countryside and Rigid Inflatable Boat (RIB) adventure on the river providing spectacular views of the monuments and city-scape of Lisbon. (also see page 20)

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Mersin

Gilindire Cave



Passengers visiting Mersin in south eastern Turkey can discover Gilindire Cave, located about 7.5km southeast of Sancak Point and Kurtini Creek. It was discovered by a shepherd in 1999 when the state-owned Mineral Research and Exploration Co undertook exploration works in the cave they discovered a lake at the end of the cave, 480tr from the entrance.

According to experts the cave was formed in the beginning of the transition phase from the last glacial climate change when the

Mediterranean Sea rose 70mtr flooding the bottom of the cave. Stalagmites and stalactites abound in this cave and due to being underwater have remained unaffected by atmospheric changes through the years. The lake's water is brackish to a depth of 12mtr while deeper water is saline.

Mersin is hoping to welcome five ships this year.

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Motril-Granada



dozens of beaches and small coves with crystal-clear water, 320 sunny days a year and average temperature of 20 degrees. Two centuries ago, this was the only place in Europe where subtropical fruits such as mangos, cherimoyas, avocados and papayas were grown. The Finca San Ram6n, agro touristic farm welcomes visitors who can enjoy over 12 hectares of crops and unbeatable views of the beautiful bay of La Herradura. Enjoy the experience in a workshop and tasting of subtropical fruits.

The most popular shore excursion from Motril is the Alhambra and the Albaic6n, in Granada, both UNESCO World Heritage sites. It can be combined with flamenco and Spanish gastronomy which is always a fun experience. Another classic tour is the sugar cane route with a visit to the plantations.

A new shore excursion is a visit to an agritourist farm where European subtropical fruits are grown. Granada's coastal area has

The Port of Motril, which is expecting 23 ships and over 5,000 passengers this year, offers a new direct entrance to the highway, enabling quicker access for shore excursions around the region. New callers in 2016 include Ponant's Le Lyrical and L'Austral and Aegean Odyssey operated by Voyages to Antiquity. (also see page 21)

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Marseille

70 cruise ships from 30 different cruise brands will visit Marseille this year bringing 1.7m passengers on 510 calls. They will all call at the dedicated cruise port with three cruise terminals, the largest of which is operated by private consortium, Marseille Provence Cruise Terminal. Small to medium-sized luxury ships can also berth at Joliette (J4) Cruise terminal close to the city centre.

To improve the access to the dock for the largest ships, the port is currently widening the northern pass at an investment of €35m. The dismantling of Mourepiane breakwater in 2016 has already made access easier for the largest ships in high winds. The work is due to be fully completed in 2017.

Marseille's Forme 10 dry-dock, the largest in the Med, capable of handling cruise ships of more than 330mtr is due to be operational later this year. (also see page 20)

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Messina

Messina is due to sign a contract soon for the design of a new cruise terminal, coming at a time when the port is experiencing good traffic growth with calls expected to be up by 18% and passenger numbers up 15% compared to 2015. 187 ships bringing 377,112 passengers are booked to call in 2016 including 13 ships that have never been to the Sicilian port city before. Of these MSC Poesia will call 31 times. Passenger should look out for the wine tasting tour in S. Placido Calonero, a Benedictine Monastery dating back to 1363. It offers a magnificent view of the Strait of Messina and houses an agricultural school and wine cellar. It is an ideal place to relax and visit the cloisters and vineyards of 'Faro Doc' and sample some black pork salami, local cheeses, typical biscuits all served with local wines. (also see page 21)

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S. Placido Calonero

Odessa



toga. At the eastern end a Pushkin statue and a British Tiger Gun, captured in 1845 during the Crimean campaign, stand before the pink and white colonnaded Odessa City Hall. Several hundred metres from the City Hall is the impressive building of the Opera and Ballet Theatre designed by Viennese architects Felner & Gelmer in the 1880s in the Habsburg Baroque of the day, with a number of Italian Renaissance features. Next up is the five domed Uspensky Cathedral down the tree-lined streets to the Palace of

Odessa is rich with picturesque palaces, monuments, museums, boulevards and parks, cathedrals and synagogues, hotels and universities. A half day tour enables cruise visitors to see the famous sights of the city in a nutshell. The tour starts at Prymorsky Boulevard with its 19th century buildings and continues to the park tumbling towards the sea and the sweeping Potemkin Steps. The 193 steps built between 1837 and 1841 descend from a statue of the Duke de Richelieu in a Roman

Count Pototsky, housing Odessa Fine Arts Museum. Its maze of over 15 rooms on two floors has treasures reflecting the development of national art from 15th century icons to contemporary painting, graphic art, sculpture and decorative art. Odessa is expecting 36 cruise ships and over 35,000 passengers in 2016. (see page 21)

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Palermo

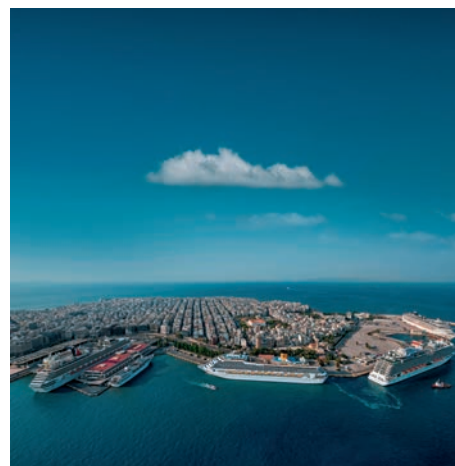


Norwegian Epic returns to Palermo this year along with regular customers MSC and Costa as 182 ships are scheduled to visit the Sicilian port. This year Palermo is a new addition to the UNESCO World Heritage list and whilst most shore excursions concentrate on the coastline, visitors are recommended to take a walk among the city streets to admire its rich treasure of churches and palaces including the Cathedral, the Royal Palace, the Palatine Chapel, the Churches of St Giovanni degli Eremiti, the church of Martorana, the church of St Cataldo, the Zisa Palace and the Cathedral of Monreale and its cloister, just outside Palermo. Forty minutes from the city, within the

Madonie Park is Cefalu - one of the most popular attractions in Sicily thanks to its Norman dome and cloisters. Close to the sea and near mountain villages it boasts a small picturesque port with peculiar arches protecting the boats. At the Mandralisca Museum view the Portrait of an Unknown Man by Antonello Messina. Work on the new cruise terminal has been temporarily suspended for a project variance and it is not yet known when it will be ready but in the meantime the Port Authority is equipping Piave quay to welcome cruise tourists. (also see page 21)

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Piraeus



This year sees Carnival Vista undertaking six full turnarounds in Piraeus and in order to serve this vessel the port is upgrading the facilities at Terminal B creating a fully air-conditioned waiting halls for passengers of 2,000sq mtr, adding 60 new check-in desks, additional X-Ray machines for checking luggage and passengers with conveyor belts, new traffic regulations for the whole area and creation of a new lounge exclusively for crew.

In July 2014 approval from the EU's DG COM provided for the financing of two new berths for cruise ships of more than 300mtr with alongside draft of 18mtr and additional land space of 140,000sq mtr. The total cost is around €135m with the aid approved covering €113.9m.

630 calls bringing an estimated 1.1m passengers is the prospect for Port of Piraeus this year which represents an increase from 621 calls and 980,149 cruise visitors in 2015. In addition to Carnival Vista's debut other new ships visiting the Greek port for the first time include Seabourn Encore, Amadea, Jewel of the Seas, Royal Clipper, Koningsdam, Ventura and Sirena.

China's Cosco Pacific is set to invest €135m (\$150m) in developing Piraeus' cruise facilities and services. In mid-January, Cosco Pacific emerged as the only bidder for the Greek government's 67% stake up for sale in the Piraeus Port Authority. The Chinese company's aim is to develop the potential of the Greek cruise market and for Piraeus to emerge as one of the world's biggest cruise ports by 2017.

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Portofino



The Marina of Portofino is investing in a project that will allow more ships to anchor closer to the village, the new cruise ship anchorage area, authorized by the Harbour Master will be 0.3 nautical miles from Portofino Harbour entrance and provides two radar detectable buoys to indicate the outer limits. The buoys are equipped with AIS signals, wave-wind meters and cameras. All transmitted data will be visible online and available for all arriving ships. The project costing €200,000 is expected to be completed by April 2016.

79 ships are due to call bringing around 30,000 passengers to Portofino in 2016 which is 10,000 more than last year when 65 ships visited.

A popular excursion is a visit to San Fruttuoso via private boat or ferry, a beautiful and secluded fishing village south of Portofino with 10th century Abbey with houses paintings and handicrafts, welcoming beachfront trattorias, a beach and underwater statue of Christ as well as part of the Regional Natural park. (also see page 22)

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Rijeka



Croatia's vibrant new cruise port of Rijeka is capturing major interest from the cruise lines and is eagerly looking forward to welcoming 15 ships this year, including 9 maiden visits. In addition, 965 pleasure craft will visit including motor sailing craft, catamarans, yachts and cruisers. Around 12,000 of the 160,500 passengers arriving by sea will be from cruise ships. The Port of Rijeka Authority and Rijeka Tourism Board and the City of Rijeka report single and multiple call confirmations from six US-based cruise lines and seven European brands through to 2018.

Rijeka won 2nd place in the recent UNWTO

awards for Innovation in Research and Technology for its new mobile app for outdoor bike tours enabling visitors to search 40 cycling trails shown on Google Maps and provide directions on how to reach them. All trails include descriptions of attractions, location of food and drink venues and service centres. With the help of free Wi-Fi within the city of Rijeka its existing tourist app, Rijeka Connect, provides users with a historical overview of over 50 cultural monuments across the city. (also see page 22)

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Portoferraio

More than 110 ships visited Elba in 2015 bringing 37486 passengers an increase of some 37% on the previous year. Forecasts for 2016 are encouraging with 120 ships booked so far, many of them large in size. If this figure is confirmed it will represent another record year with around 40,000 passengers calling in Portoferraio.



New ships to chose Portoferraio as a port of call this year include Sirena, Costa neoClassica, Seven Seas Navigator and Thomson Discovery.

A new shore excursion is a trip to the top of Mount Capanne. A coach drives passengers into the hills to the cable car station passing through beautiful scenery along the coastline and up the surrounding hilltop villages. During the ride they will hear about the history of the island and its culture and nature. On arriving at the station, passengers embark the cable car two at a time every 20 seconds to take them up the mountain to 1,019 metres inside 20 minutes. The views on the way up and from the peak are unforgettable – a not to be missed photo opportunity. From the top, passengers will enjoy views of the islands of the Tuscan archipelago while relaxing with a coffee on the panoramic terrace.

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Savona



Nostra Signora della Misericordia

Last November 21, Savona welcomed its 10 millionth cruise passenger a historic milestone since the Ligurian port began welcoming cruise ships in 1996. Paola Braschi from Genoa who arrived on Costa Diadema with her husband and two children was presented with a prize of a cabin for a 98-day cruise around the world on Costa Luminosa departing from Savona on September 2, 2016.

The special guest was also given a pass allowing free entrance to the city's museums until the end of this year. 'Slightly less than 20 years ago it was unimaginable to think that today we would be celebrating the ten millionth cruise passenger that can be considered a

crowning achievement for the port of Savona' declared the mayor of the city, Federico Berruti. According to CLIA Europe, Savona was the fourth leading cruise port in Italy in 2014. Overall from 2003 to 2015, Costa Cruises and the Port Authority has invested nearly €30m in Savona.

Savona is set to welcome 212 calls all from Costa Cruises in 2016 resulting in around 1 million passengers, up from 980,000 in 2015. In the year of the Holy Jubilee a visit to the Nostra Signora della Misericordia in the city is recommended. (also see page 22)

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Sète



Canal du Midi

Sète is looking forward to welcoming Holland America Line's Oosterdam for four calls in 2016 – the largest cruise ship ever to call in the French port. In total, 42 ships will bring 25,000 passengers this year, which represents growth of 35% in the number of calls and 22% increase in visitors.

One of the five UNESCO World Heritage sites accessible from the port, the Canal du Midi is a stunning attraction with its tranquil waters shaded by plane trees and fascinating architecture along the way. The 240km long canal runs from Toulouse to the Thai Lagoon near Sète and was built in the 17th century to link the Atlantic to the

Mediterranean. Shaded by more than 10,000 trees and lined by picturesque villages it is a beautiful heritage attraction. Passengers can take a barge trip from the nine locks at Fonseranes and experience a peaceful mini-cruise through the Languedoc countryside. For the more active, kayaking in the company of an instructor and English-speaking guide enables passengers to enjoy a different view of this charming canal. (also see page 22)

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Sibenik



Sibenik is known for its beautiful cathedral but it is less known that this city is proud of its four impressive fortresses.

St Michael's Fortress is a recognizable monument in the heart of Sibenik, open to visitors and a place that promotes culture and art through various musical and theatrical events. Visitors can absorb the soul of medieval Sibenik and its turbulent past, enjoy the panoramic views and musical and stage performances by Croatian and international artists on a unique open-air stage. Archaeological excavations inside the complex of the fortress revealed many prehistoric and medieval cultural remains.

Also popular with visitors, the Kornati National Park is made up of a group of islands scattered off the coast of Croatia. There are more than 140 uninhabited islets and islands in total, some rocky and some cloaked in vast olives groves and sweeping vineyards. It is possible to sail around the island and swim along the way.

Port of Sibenik reports 82 ships and 12,000 passengers expected to visit in 2016 including new callers Crystal Esprit, Azamara Journey and Prinsendam. The renewed and reconstructed Vrulje Quay of 510mtr in length has changed the vision of this part of Sibenik and can accommodate cruise ships up to 260mtr in length. The port is planning to build a passenger terminal in the next two years. (also see page 22)

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Kornati National Park

Souda/Chania

Among the most popular shore excursions from Souda/Chania is the old city of Chania with its picturesque old port, museums, archaeological sites and narrow streets. A few minutes away from the harbour (7-15km) are Agios Apostoli (St. Paul's beach) Platanias and Ag. Marina's beaches with various water sports available including parasailing.

7km from the port lies the ancient city of Aptera on the hillside and famous for its 4th century BC antiquities, Roman water tanks, an open-air theatre and the ruins of a 19th century castle.

Besides the famous Cretan Gorges (Samaria and Theriso), the lake of Kournas surrounded by mountains offers a peaceful

environment. Also near the city are historic sites such as the monastery in Agia Triada or Venizelos tombs in the Akrotiri region.

The Cretan port of Souda is expecting more than 70 ships and over 150,000 passengers in 2016, representing a 25% increase in cruise business. The security system at the port has been upgraded with electronic surveillance equipment while the facilities remain friendly for passengers. The local bus company offers free tickets for those passengers in wheelchairs wishing to travel from the harbour of Souda to the city of Chania and back. (also see page 22)

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Tarragona



Tarragona Cruise Port Costa Daurada continues to grow in stature as a cruise destination. During 2015, 11 ships visited the cruise terminal in the Port of Tarragona, located on Levante quay, bringing 11,600 passengers. These figures represent 83% growth on last year, and the forecast for 2016 is even higher with 18 ships and 13,000 cruise visitors expected.

Currently smaller ships of under 140mtr can be accommodated at Marina Port Tarraco, whilst larger vessels use Levante quay.

Whilst the destination is currently focussed on attracting ships carrying around 2,500 passengers in order to address future growth potential, Port of Tarragona is

studying plans for a new, multi-functional facility at Prats quay, to be used exclusively for cruise ships. It could be ready by 2018.

Attractions include the archaeological remains of the old Roman Tarraco and the medieval monastery of Poblet - both UNESCO World Heritage sites - as well as the Human Towers. Gaudi's native city, Reus is close by. Under construction is Ferrari Land, the first Ferrari Park in Europe, which will be in PortAventura, Europe's second largest destination resort and the largest in the Mediterranean. Tarragona is also hosting the 2017 Mediterranean Games. (also see page 23)

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Split

Port of Split is building two new cruise berths in the outer side of the harbour breakwater which are due to be completed by the end of this year. In the meantime one berth will be ready for the start of this summer enabling the port to handle cruise ships up to a length of 320mtr alongside with a 10.5mtr maximum draft.



From 2017 the two berths will accommodate ships of 270mtr and 320mtr respectively both with 10.5mtr draft significantly increasing the capacity to handle large ships and raise the level of service, safety and security for passengers.

291 ships are scheduled to call at Port of Split this year bringing 300,000 passengers which is an increase in traffic from 2015 when 262 ships brought 271,445 cruise visitors to the city.

The pedestrianised ancient UNESCO World Heritage-listed city of Split offers numerous cafes, taverns and restaurants for tasting local cuisine such as prascuitto, sheep cheese, fish and stewed lamb or beef as well as fine wines from the Dalmatia region.

Nearby are the ruins of Salona - the ancient Roman Capital of the Province of Dalmatia, the historic Fortress of Kils, and the UNESCO listed picturesque town of Trogir. For the adventurous, an unforgettable experience is rafting on the mighty Cetina River and the Krka River National Park with magnificent waterfalls. (also see page 22)

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Valletta



Valletta Cruise Port registered a record breaking 668,277 passengers on 306 cruise vessels last year representing an increase of 150,683 passengers or a 29.1% hike on 2014. The previous record was set in 2012, with 608,786 passenger movements.

Transit passengers represented 79% of the movements. Homeport operations accounted for 21%.

The busiest month in 2015 was October when 16% of the annual total arrived in the Maltese capital. The busiest day was July 22 welcoming over 13,500 passengers

This February, Valletta Cruise Port has received the Best Mediterranean Port & Destination award conferred at the Cruise

Excellence Awards in Cartagena, Spain. The Cruise Excellence Awards recognizes the protagonists of the cruise industry in 13 categories. The awards are based on the results of a macro survey to cruise travellers that has been conducted in 2015.

Stephen Xuereb, CEO of Valletta Cruise Port said, 'We are very proud to be receiving this award. Valletta Cruise Port and Malta have the right mix to excel: port infrastructure, destination attractiveness, a good product offering, outstanding service delivery with good passenger flows in the key facilities, varied transport modes, and safety and security. All this within a value-for-money proposition, and delivered with pride and passion. We dedicate this award to all the personnel of Valletta Cruise Port, who together with local stakeholders relentlessly work to ensure that Malta is professional, efficient, reliable and flexible in meeting expectations on all fronts.'

The Maltese port, in which Global Ports Holding holds a majority stake, is expected to welcome in excess of 740,000 passenger movements in 2016.

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Venice



Venice is a unique city where history and culture come in different shapes, offering an exciting array of excursions and activities for everyone's taste and within a short walking, sailing and driving distance from the ships at berth. Popular half day or full day excursions range from a visit to the memorable St Marks Basilica and Doge's Palace to an excursion amid glass creations, lace traditions and mosaic treasures on Murano, Burano and Torcello islands; from a serenade on a gondola ride to a walk through an intricate labyrinth of hidden passageways, clusters of tightly packed buildings, ornate squares and bridges.

Based on bookings received, Venice is

expecting to record 529 calls and 1.55m passengers this year, versus 521 calls and 1.58m passengers last year. Royal Caribbean International's Rhapsody of the Seas, AIDA Cruises' AIDAbella, Holland America Line's Eurodam, Oceania Cruises' Sirena and Crystal Yacht Cruises' Crystal Esprit are among ships making maiden calls at Venice in 2016.

Ongoing investments include an increase in the number of outdoor shelters for luggage delivery and passenger welcome area and improvement of the automation system for parking and online bookings system. (also see page 23)

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Toulon-Var Provence

Mourillon Beach



Toulon Rugby Club is known to rugby fans worldwide thanks to victories in the European Champions Cup – three time winners in a row - and its emblematic international players like Tana Umaga and Jonny Wilkinson. The Rugby Club's Mayol Stadium is located right in front of the cruise terminal and offers guided tours for passengers where they can enjoy a beer at the RCT pub, learn to sing its theme tune Pilou Pilou and have a chat with the players.

For racing fans another sport-related tour involves a visit to the Paul Ricard Circuit for a guided tour of the paddock, pit lane buildings, video control centre and for the very adventurous a karting experience, driving a GT car or Segway tour of the racing track.

A new cruise terminal building is currently under construction in La Seyne sur mer and will be operational for the first cruise call of the 2016 season at the end of March.

This year Toulon is anticipating an increase in numbers with 146 calls due to bring 330,000 passengers which is a rise of 37% compared to last year. 18 of the calls will be from ships visiting for the first time. (also see page 23)

MedCruise contact: Anne-Marie Blum
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Zadar



All infrastructure work in the new port of Gaženica, situated just 3km from city centre is completed. It is directly connected to the new motorway network (a four lane highway) with rapid access to Zadar Airport, Zagreb, the rest of Croatia and central Europe through the road and motorway networks.

The new port provides extended berthing capacity for large international ferries and

cruise ships and international standard on-shore facilities for passengers and vehicles (5 berths). Draft depths in the new passenger port range from 6mtr to 13mtr for cruise ships. The longest berth is 375mtr.

Port of Zadar Authority (PZA) has been entrusted with the responsibility of relocation of the existing ferry port of Zadar in the area of Gaženica port, as well to build and manage a new ferry and cruise terminal building. The

construction of the Terminal is planned to start in summer 2016 and is expected to be completed by the end of 2017. PZA expects to launch the tender for the terminal building operator concession in the first half of 2016.

The Croatian port is expecting about 120 cruise calls in 2016 and more than 120,000 passengers compared with about 75,000 cruise visitors last year which represents more than a 50% increase in traffic. (also see page 23)

MedCruise contact: Džoni Stambuk
dstambuk@port-authority-zadar.hr



News in brief

After a record season in 2015, the **Azores** is expecting a slight decrease in numbers with 135,000 passengers scheduled to visit the islands, including ten maiden callers, which will still result in the second best cruise season so far. The most popular shorex for passengers visiting the Azores is a full day trip to Furnas Valley with Fire Lake on San Miguel Island. (see page 18)

MedCruise contact: Andre Velho Cabral Moura
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In 2015, the Turkish port of **Istanbul** welcomed 589,314 passengers and 331 calls. The waterfront project is going ahead with pile driving starting in the first quarter of 2016 for a 10mtr extension of the existing berth at Salipazari.

MedCruise contact: Figen Ayan
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The Ports of **Madeira** (Funchal and Porto Santo) are expecting 302 ships this year of which five are maiden calls:

AIDamar, Le Lyrial, Sea Explorer I, Koningsdam and Seven Seas Explorer. In 2015, Funchal welcomed 308 calls and 578,492 passengers while Porto Santo, located 43 kilometre northeast of Madeira and known for its sandy beaches and natural landscapes, had four ships visiting bringing 1,856 passengers. (also see page 20)

MedCruise contact: Alexandra Mendonca
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95 cruise ships are expected to arrive in **Naples** during 2016 bringing 1,280,000 passengers; new visitors include the Viking pair of Viking Sea and Viking Sky as well as Holland America Line's new flagship Koningsdam, Carnival Cruise Line's Carnival Vista and Royal Caribbean international's Harmony of the seas. The numbers represent an increase of 10% more ships and 1% growth in passengers compared to last year. (see page 21)

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406,720 passengers are expected in **Valencia** this year arriving on 192 ship calls and berthing on two quays for ships up to 300mtr plus three more berths for ships of over 300mtr. The new Northern part of the port includes plans for a new cruise facility with three berths for large ships. It also includes dock space to handle all operational requirements. The excellent climate with more than 300 sunny days a year makes Valencia a great place to enjoy a pleasant bike ride or Segway excursion through the narrow streets of the old town or the wide open spaces along the length of the Jardines del Turia. (also see page 23)

MedCruise contact: Francesca Antonelli
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In contact

Meet the personalities representing MedCruise ports and destinations in the marketplace.

Captain Haluk Sayman, marketing & business development manager, Alanya Cruise Port

Captain Haluk Sayman is an ocean going Master

Mariner having graduated from Istanbul's Merchant Marine Academy in 1984. After a career at sea he moved into management positions in shipping, yachting, tourism and port operations. He also served on the Council of the Antalya Chamber of Shipping and the MedCruise BoD. Since 2011, Haluk has been Harbour Pilot and marketing & business development manager at Alanya Cruise Port. Haluk's favourite pastimes are reading, listening to music, fishing, hiking and travelling. 'The biggest challenge facing Alanya Cruise Port is a rush to cancel cruise calls against the backdrop of continuing turmoil in the Middle East.'



'Our biggest challenge is to become a home port.'

Andre Velho Cabral, cruise manager, Azores Port Authority

Andre's debut in the cruise industry started in 2010 when he was invited to manage all cruise activity in the Azores. Together with Filipe Macedo, new guidelines were established and in 2012 for the first time Azorean ports reached 100 calls and 100,000 passengers. Last year new records were set when 138 ships brought 141,847 cruise visitors to the islands. 'In 2016 a big



challenge is AIDA's winter season in the archipelago – a new achievement and an important one. Together with the Tourism Department we will develop a special and warm welcome for those passengers.' Andre has been a cruise ship spotter from an early age. He recalls seeing Canberra in the Azores as a child. He is also a keen photographer of cruise ships.

Dian Dimov, executive director, Port of Burgas

Dian Dimov, the executive director of Port of Burgas, graduated from Odessa University of Marine Engineers majoring in economics and water transport. He has over 30 years of experience in port operations holding various positions. He is president of Black & Azov Sea Ports Association. 'Our challenge is to increase our cruise business despite the complicated political situation in the Black Sea region and increasing prices for crossing the Bosphorus. Over the past two years we have



proved we have the capability to handle cruise calls and an infrastructure to match. With the construction of a second passenger terminal we will be able to serve two ships simultaneously and with a close proximity of Burgas Airport we could become a home port.' He takes a keen interest in sport when not working.

Laura Cimaglia, manager cruise and communication Port of Brindisi Authority



Laura was born and lived in Taranto until she went to university in Bologna. In 1996/7 she spent a year abroad at the University of Kent, UK where she obtained a Diploma in European Legal Studies

and broadened her language skills. She graduated in shipping law at Bologna University in 2000. Laura started work at Brindisi Port Authority in 2007 and has been involved in the cruise business since 2012. In her spare time she enjoys reading, going to the movies and art exhibitions but travelling is her real passion. 'We have many interesting shorex and I believe our main goal is to raise Brindisi's appeal in the vast Med cruise market and are working hard to increase the level of efficiency of the services offered to the cruise lines.'

'Our challenge is to increase our cruise business despite the complicated political situation in the Black Sea.'

Fernando Munoz, business development manager & Hortensia Sanchez, manager commercial and marketing, Port Authority of Cartagena

Fernando Munoz and Hortensia Sanchez are the public figures for Port of Cartagena's cruise business. Fernando graduated as a doctor in Physical Sciences at the Complutense University of Madrid and has been business development manager of the Port Authority of Cartagena since 1999. Hortensia graduated from the School of Tourism of Cartagena in 1998 and has been working in the port's business development

department for 19 years. She was born in Spain but spent her childhood in Washington DC. 'As of today the Port Authority has experienced a great growth in the number of calls and passengers it receives and the main goal is to maintain these figure, however our biggest challenge is to become a home port.' They both love travelling and learning about other cultures.



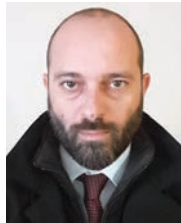
**John Portelli, general manager,
Roma Cruise Terminal,
Civitavecchia**

John Portelli is general manager of Roma Cruise Terminal, the private company responsible for cruise operations in the Port of Civitavecchia. He has been involved in passenger and cargo port sector for over 20 years and joined RCT from Valletta Cruise Port. He also served as the gm of CMA CGM's Malta office as well as director of MFT Ltd one of Europe's largest container terminals. John has written and lectured about port reform, development and management. He is a graduate of the University of Malta and University of Manchester. 'The main challenge is to build a partnership between the terminal operator, the port authority and the city and the key rests on an appreciation of the economic and social benefits that emanate for cruise activity.'



**Aris Batsoulis, head of cruise dept.
and PFSO, Corfu Port**

Aris Batsoulis is a qualified Mechanical Engineer who enjoys spending time with his family and friends and is an avid reader, a trained yachtsman and loves being outdoors. He started working in the cruise sector in 2000 as a supervising engineer in the construction of the ports' cruise terminal. In 2003 he became the Port Facility Security Officer and gradually took on more responsibility for the port operations and berthing allocation and in 2012 became head of the cruise department. 'The biggest challenge the port of Corfu is facing is to prove in a world with increasing tension and uncertainty, it is chosen by the cruise lines as safe and secure. The fact we are a welcoming port is shown by the rise in traffic expected in 2016.'



Apollon Filippis, president and ceo, Port of Heraklion

Apollon Filippis graduated as an electrical engineer at the University of Pavia, Faculty of Engineering in Italy. He speaks Italian and English. He has been a Professor in the Electrical Engineering faculty at the Technological Educational Institute of Crete and participated in Environment, Energy and Waste Management committees in Crete and has made presentations on the

subject in conferences and seminars. From December 2015, he assumed the role of president and ceo at the Port of Heraklion focussed on further developing the port especially the commercial department, cruise and services. His vision, in cooperation with local authorities, is Heraklion becomes 'a focal point' in the Mediterranean Sea.



'The main challenge is to build a partnership between the terminal operator, the port authority and the city and the key rests on an appreciation of the economic and social benefits that emanate for cruise activity.'

Teodor Patrichi, cruise terminal representative, Port of Constantza

Teodor Patrichi has a mechanical engineering degree from Ovidius University, Constantza specialising in port machinery. After finishing his studies in 2005 he stated working within the Constantza Port Authority with experience in various departments and being placed in charge of the cruise terminal since 2006. As well as active

volunteering and running community social projects, like the 2015 International Coastal Cleaning, his hobbies include swimming, basketball and beach walks.



**Anne-Sophie Peyran, marketing,
sales and communication manager,
French Riviera Ports**

Anne-Sophie Peyran is the marketing, sales and communication manager of the French Riviera Ports with 10 years of experience in port activities. She is the secretary general of the French Riviera Cruise Club, boasting 200 members and sits on the MedCruise BoD in charge of professional development and CLIA France. 'You may think promoting the French Riviera is easy since the destination is so well known worldwide but the reality is that in the context of globalisation and competition, we work hard to promote the hidden flavours of the area. This is our biggest challenge to offer the best experience to the cruise industry's complete value chain: passengers, crew, travel agencies and cruise lines.' Her pastime is to 'live': dancing, drinking and talking with friends and meeting new people.



**Bob Sanguinetti, ceo and Captain,
Port of Gibraltar**

Bob Sanguinetti assumed the role of ceo and Captain of the Port of Gibraltar in May 2014. Born and raised in Gibraltar he studied at Oxford University and served in the Royal Navy for three decades, rising to the rank of Commodore. The former mariner served at sea and commanded several Royal Navy warships and a multinational coalition Task Group before working at the Ministry of Defence in a number of strategic roles. Married to Sylvia, they have three university-age daughters (Annabel, Helena and Christina) and a very energetic springer spaniel (Tinto). 'I am delighted to be back at my birthplace and contributing to the well-being and continued development of the Port which is expecting over 348,000 passengers this year.'



'I am delighted to be back at my birthplace and contributing to the continued development of the port.'

Juan Manuel Vega Granda, commercial manager, Port of Huelva

Spanish merchant captain Juan Manuel Vega Granda joined the Port of Huelva after more than 11 years having served on merchant ships. He held various roles as head of safety and operations manager for over 19 years. He took on the role of commercial manager three years ago, which includes the cruise sector, among others. Port of Huelva first welcomed cruise ships two years ago and is expecting 21 calls in 2016. 'the most important challenge is for every stakeholder involved in cruise activity throughout the city and port joins as a single voice and to this end, we are working on forming a network. Juan Manuel loves jogging and studying to improve his English language skills. He jogs an average 40km a week.



Giovanni Spadoni, technical and commercial director, Porto di Livorno 2000

Apast MedCruise president, Giovanni Spadoni is technical and commercial director of Porto di Livorno 2000 – a post he has held since 1998. His previous roles covered ships' operations and commercial activity as a ship agent. He calls the term as MedCruise president in 2008-10, 'a very challenging and fruitful experience'. For Livorno the port for Tuscany, 'our single

biggest challenge is to increase the infrastructure to match the growing size of cruise ships and arrivals. The recent Livorno Port Plan in progress is supplying the answers.' Giovanni's hobby is reading.



Alexandra Mendonca, ceo, Madeira Port Authority

Alexandra has been ceo of Madeira Port Authority since November 2011 and a member of the executive board since 2009. She has also been on the board of Madeira Tourism. Until September 2014, Alexandra sat on the MedCruise BoD, responsible for security matters. 'Our biggest challenge is the



changing face of cruising. The Madeira Islands have a long tradition in the cruise market and we are facing competition from other areas including the growing Asian market and the variety of deployment options available to cruise lines. We believe the Atlantic Corridor and Madeira region is standing still.'

Bojan Babic, cruise terminal director Vodja PC Potniski terminal, Koper

Bojan Babic has been overseeing Koper's cruise business since it started welcoming ships. His key role is to involve all stakeholders in Slovenia to serve, develop and operate the broad range of service needs to cater to calling cruise ships, passengers and other customers. One of Bojan's main focusses currently is the planning of a new cruise terminal building which is due to open for the 2017/18 season.



'On the other hand the challenge is working in a constantly changing business that requires regular response to provide high quality standards as far as services rendered are concerned.'

Ana Lourenco, cruise manager, Port of Lisbon Authority

Ana has been working for the Port Authority for 16 years and has been involved in cruise for the past 11 years. She calls this her 'dream job' allowing her to be in contact with a range of people including cruise ship operators, port operators, agents, authorities, passengers and ships making her job both interesting and enriching. Ana is proud to work in a sector that contributes to the growth and recognition of Portugal as a tourist destination. 'On the other hand the challenge is working in a constantly changing business that requires regular response to provide high quality standards as far as services rendered are concerned.'



Jean-Francois Suhas, head of Marseille Provence Cruise Club

Elected in January 2015 to replace Jacques Truau at the head of the Marseille Provence Cruise Club, Jean-Francois is a maritime pilot having joined Marseille-Fos Pilots' Station in 1999 and been its secretary general since 2011. Hailing from the Basque Country and with a passion for the sea Jean-Francois first discovered Marseille when studying at the Ecole Nationale Supérieure de Marseille. He then served on cruise ships first with the Mermoz and later with Club Med. After ten years at sea new family commitments brought his back to shore. 'Our biggest challenge is to explain to everyone locally the importance of the cruise business and maintain Marseille as one of the top five Med cruise ports and to try and be in the top ten in the world!'



Jean-Francois worked on cruise ships including Mermoz and Club Med.

Cristiana Laura manager of promotion Port Authority of Messina

4 5-year-old Cristiana Laura has been the manager of the port's promotion office since 2004 and her role is to promote cruise and logistic activities at the ports of Messina and Milazzo. She organises special welcomes for maiden cruise ships, handles all PR activities and is involved in MOUs with other ports, public entities or private bodies in relation to development of port activities. 'The biggest challenge we are facing this year is co-ordinating Public Authorities and local operators to ensure cruise passengers and lines get a unique experience in Messina. I am working with the all stakeholders to plan and organise new tours, special welcomes and events, new apps and tourist maps.'

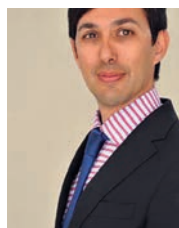


Lorenzo's hobbies are having a drink and tapas, listening to classical music and relaxing walks in Grenada.

Lorenzo Vera Franco, commercial manager, Motrilport-Granada

Motrilport-Granada was established as an Economic Interest Group in 2014 to foster business development in the province, based in the hinterland of the Port of Motril. The objective is to integrate all logistics and port sector efforts as a key element of success not forgetting the significance of the tourist sector to the economy of the area. 'I find cruise is a fascinating world and I am

learning every day. A challenge is to consolidate as a cruise destination by increasing traffic, growing and innovating on the shorex side. Our 2016-2020 action plan calls for the destination and port to improve our cruise products.' Hobbies include spending time with friends, having a drink and tapas, listening to classical music and relaxing walks in Granada.



The biggest challenge we are facing is co-ordinating Public Authorities and local operators to ensure passengers get a unique experience.

Elvira Leshchinskaya, head of development and external relations, Odessa Sea Port Authority

After obtaining a degree of high education in 2003, Elvira Leshchinskaya started working in the marketing department at Odessa Sea Port Authority for 12 years before becoming head of Development and External Relations in March 2012 (now part of Tourism and Eurointegration Department). She joined the MedCruise BoD in 2014 and organised the Black Sea Cruise conferences in 2008, 2010 and in 2012 aimed at developing passenger traffic and cruising in the Black Sea. Talking of current challenges she says, 'some international mass media stretch the reality of the political situation in Ukraine. Ukraine with its high tourist potential and centuries-long history and fabulous hospitality has all the opportunities to offer a safe and economically attractive cruise destination.'



Daniela Mezzatesta manager of promotion and communication department, Palermo Port

Mrs Daniela Mezzatesta started working at Palermo Port Authority in 1994 and has always been involved in the marketing activities of the port. Prior to that she had over 15 years' experience in travel, destination marketing and PR field having worked for travel agencies and tour operators, destination management companies and a PR firm. 'I was and still am literally in love with this work.' Her biggest challenge is to make Palermo and its port a 'must-see destination; for anyone visiting Sicily.' To reach this result, 'it is very important that the port and city work well together as Palermo is expecting 182 calls this year.' Her hobbies are crocheting bags and playing tennis if time permits!



Tomaso Cognolato, ceo, Naples Terminal SpA, Port of Naples

Tomaso Cognolato has 20 years' experience in management, development, marketing and sales in the transport and tourism sectors. Thanks to his natural predisposition to customer satisfaction and strategic skills in problem solving and communication Tomaso has been named chief of the Terminal Napoli SpA, a private stock company managing the maritime station in Naples port. The business includes a congress centre, a shopping centre and passenger terminal.



Ukraine with its centuries-long history and fabulous hospitality has all the opportunities to offer a safe and economically attractive cruise destination.

Giorgia Collalti,
sales and marketing manager,
Portofino Servizi Turistici Srl

Originally from Rome, Giorgia moved to Florida in 1997 and graduated with a BS in international Business and Trade. After graduation she immediately got involved in the cruise sector covering different positions in major cruise lines from procurement to IT and from Compliance to Nautical affairs. She moved to the charming town of Portofino in 2014 where she took on the position of marketing and sales manager representing the famous harbour at major cruise and yacht shows. 'It is very crucial to always differentiate and try to offer unique and fun attractions for visitors. Marina di Portofino, in collaboration with local businesses, strives to find new and exclusive tours to offer cruise passengers.'



Cristina de Gregori, cruise manager,
Port Authority of Savona

Cristina has been working in the Promotion, Communication and Institutional Relations sector of the Port Authority since 2001. She has a degree in foreign languages (she speaks Italian, Spanish, English, Portuguese and French) and a specialisation in Intercultural Business Negotiation. She studied at the University of Genoa and also at the University of Valencia, Spain where she prepared her thesis. Today Savona welcomes around 1 million cruise passengers at its two Palacrocieri terminals. 'My challenge is to maintain this high level of activity both in terms of numbers and in terms of quality of the services provided and to make people discover the beauty of Savona and its province.' When not working Cristina loves to travel (not only by ships) and to practice sports.



Marijan Petkovic assistant executive director, Port of Sibenik

Marijan Petkovic is assistant executive director Port of Sibenik but has 16 years of experience in the role of Executive Director at the Croatian port. For the last ten years, ever since Sibenik became a member of MedCruise he devoted his attention to developing cruise tourism and has served on the MedCruise BoD for the past six years. 'Since the cruise industry is in constant growth,



new ports and terminals are in demand. New itineraries and destinations are sought after and this is very beneficial for smaller ports like Sibenik as they can actively promote themselves. The continuous need for new facilities is why we are planning a new terminal in the next two years.' Marijan prefers to spend his free time in natural surroundings and is a keen mountaineer.

'Marquee ports sell by themselves as people have heard of those places and want to go there, so our job is to tell them why they should be visiting less well-known destinations.'

Vlado Mezak, executive director, Port of Rijeka Authority

Vlado Mezak, Ph.D. was born in Croatia in 1962. He is executive director, Port of Rijeka Authority and took the helm of the organisation after managing the Commercial Affairs Department including a major role in the Rijeka Gateway Project – the biggest project in the port's history funded by the World Bank. He has a degree in Marine Engineering, and postgraduate and doctoral degrees from the faculty of Economics at



University of Rijeka. 'In 2015 the port was able to handle ships with the deepest draft thanks to an alternative solution to berth cruise ships in the modernised container terminal close to the city centre. Interest in Rijeka as a cruise destination is growing and 15 calls are due this year.' Vlado picks out cruise manager Rajko Jurman and head of marketing Snjezana Papes who have 'contributed significantly to the development of Rijeka's cruise activity.'

Catherine Lafon, cruise manager,
Port of Sète



Catherine Lafon has been working for the port of Sète 'forever' and took over cruise promotion in 2010. 'Our biggest challenge is to increase Sète's notoriety. Marquee ports sell by themselves as people have heard of those places and want to go there, so our job is to tell them why they should be visiting less well-known destinations. We work closely with the town authorities to raise awareness among all stakeholders the actions that are needed to ensure guests satisfaction. We are also collaborating with several small west Med cruise ports to jointly promote the Boutique port concept to the lines.' When not working Catherine loves to read, music, gatherings of family or friends and travel around France or abroad.

Kostas Manolikakis, president of
Harbour Management Organization
of Chania Prefecture, Souda Port

A mechanical engineer Kostas Manolikakis is contributing his knowledge to the development of service procedures for ships calling at Souda Port. Manolikakis' biggest challenge 'is to make sure visiting passengers leave Chania completely satisfied having fully enjoyed Cretan hospitality.'



Josko Berket-Bakota, manager,
Split Port Authority



Managing a port with over 2,000 years of tradition is a challenging task in itself, says Josko. 'The growth that Split has enjoyed in the past ten years presents a whole set of new challenges for us and we are looking to preserve a delicate balance between heritage, sustainable growth and ecology for the future. Our goal is not only to make Port of Split the leading transit ports in the Mediterranean but a tourist destination with wide range of services to make it appealing for the cruise industry and it is a challenge we are gladly accepting.'

Genoveva Climent, commercial director, Port of Tarragona

Genoveva Climent has a long professional career at the Port of Tarragona, which has covered operations, supply chain and port community. Since 2012 she has been head of business development at the port and assumed responsibility for the cruise sector in 2015. Genoveva graduated in Law, Masters in International Business for Executives at the University Pompeu Fabra, Port Operations Management graduate from Polytechnic University of Catalonia and a Masters in Port Management and Intermodal Transportation from the University Pontificia de Comillas. 'A big challenge is to promote the brand Tarragona Cruise Port Costa Daurada and the region's tourist attractions and ensuring excellent service for all visitors.' Her hobbies include trekking, horse riding and gardening.



Dr Dimitrios Makris, ceo, Thessaloniki Port

A civil engineer, specialising in Sea Transport and Port Operations and has served as an executive in Strategic Planning as well as marketing and sales of the Thessaloniki Port. Professional areas of expertise include port operations, port development and negotiations between port client and investors. Dimitrios served as a lecture and assistant professor of the University of Thessaly 1998-2012 and represents the port at the European Seaports Organisation (ESPO).



Djoni Stambuk, assistant to general manager for commercial affairs, port ops and marketing, Zadar Port Authority

Djoni is 43 years old and has about 20 years' experience working in the maritime industry including the last 12 in Zadar Port Authority. In 1997 he graduated from the faculty of Economical Science University of Zagreb. 'The biggest challenge for the port was developing and contracting the new port facilities and relocation of ferry and cruise traffic from the old city port to



new facilities in Gazenica Zadar.' In the next five years the next challenge 'is to build a new terminal building' to cater for the increase in the number of cruise and ferry passengers.' During free time Djoni is a songwriter for his indie/alternative band called the Angry Babies (Ljute Bebe), which has three published albums. He has also written music for a few Croatian films.

Delphine loves cooking, gardening and sailing the beautiful Var-Provence coast.

Delphine Beudin, head of cruise development, Port of Toulon/Var Provence Cruise Club

Delphine spent her childhood on the French Atlantic coast and after studying in tourism arrived in Toulon working in the operations and quality management sectors for five years. 10 years ago she entered the cruise business with a focus of promoting Toulon first, followed by the whole Var Provence



region, as a major cruise destination in the French Med. Passionate and deeply involved in the cruise sector, Delphine has other hobbies and loves cooking and gardening and sailing and dropping anchor along the beautiful Var Provence coast to enjoy the sea and sun. So whatever she does it's never far from the sea!

Francesca Antonelli, marketing manager, Port of Valencia



Francesca's professional career, which started in Switzerland before moving to Spain in 2002, has always been focussed on project management, promotion activities and public relations. She speaks several languages including English, Spanish, German, Italian, French, Catalan and some Chinese, which is very useful in such an international business as the port and the cruise business. 'I like to face new challenges and am a positive spirit and enjoy working in teams. What I most value in the professional field is a good working environment and emotional intelligence.'

Roberto Perocchio, managing director, Venezia Terminal Passeggeri

Roberto graduated from Law School and has been managing director of Venice's cruise terminals since 2005. He also manages three companies specialising in the management of marinas and tourist villages and is currently president of Assomarinas. He was a MedCruise BoD looking after EU Relations/Adriatic Sea between 2010-2014 and enjoys spending his time in the mountains. 'The biggest challenge for Venice is getting governmental approval for the modification of an existing access channel to allow bigger ships to reach the Cruise Terminals through the Malamocco lagoon entrance.'



'The biggest challenge for Venice is getting governmental approval for modification of existing access channel to allow bigger ships to Cruise Terminals through Malamocco lagoon entrance.'

MedCruise News



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Cagliari, Italy

Cartagena, Spain

Castellón, Spain

Ceuta, Spain

Civitavecchia, Italy

Constantza, Romania

Corfu, Greece

Cyprus ports

Dubrovnik, Korcula, Croatia

Egyptian ports

French Riviera ports

Gibraltar

Gioia Tauro, Italy

Heraklion, Greece

Huelva, Spain

Igoumenitsa, Greece

Istanbul, Turkey

Kavala, Greece

Koper, Slovenia

Kotor, Montenegro

Kusadasi, Bodrum

& Antalya, Turkey

La Spezia, Italy

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Livorno, Italy

Madeira ports, Portugal

Málaga, Spain

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Ports of Tenerife

Thessaloniki, Greece

Toulon-Var Provence, France

Trabzon, Turkey

Tunisian ports

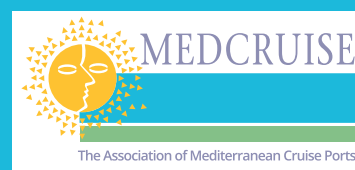
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Kvarner County Tourism Office

Turisme de Barcelona

Alfaship

Allegra Montenegro

Aloschi & Bassani

B&A Europe (Bermello Ajamil & Partners)

Cemar

Cruise Services Monaco

D'Alessandro Travel

Donomis Cruise Services

Hugo Trumphy Srl

Iberoservice

Idu Shipping & Services

Inflot World Wide

Intercruises Shoreside & Port Services

Karavanmar Cruise Services

La Goulette Cruise Terminal

Livorno Port Authority

Mediterranean Unique Experience

Medov Srl

MH Bland

MMS (Mercantile Marine Shipping)

Navigator Travel & Tourist Services

Pérez y Cia

Salamis Shipping Services

Samer & Co. Shipping

SNEAL (Scandinavian Near East Agency S.A.)

Tartus Tour

Transcoma Cruise & Travel

Tura Turizm

World Synergy Travel