# ANNUAL REPORT 2010

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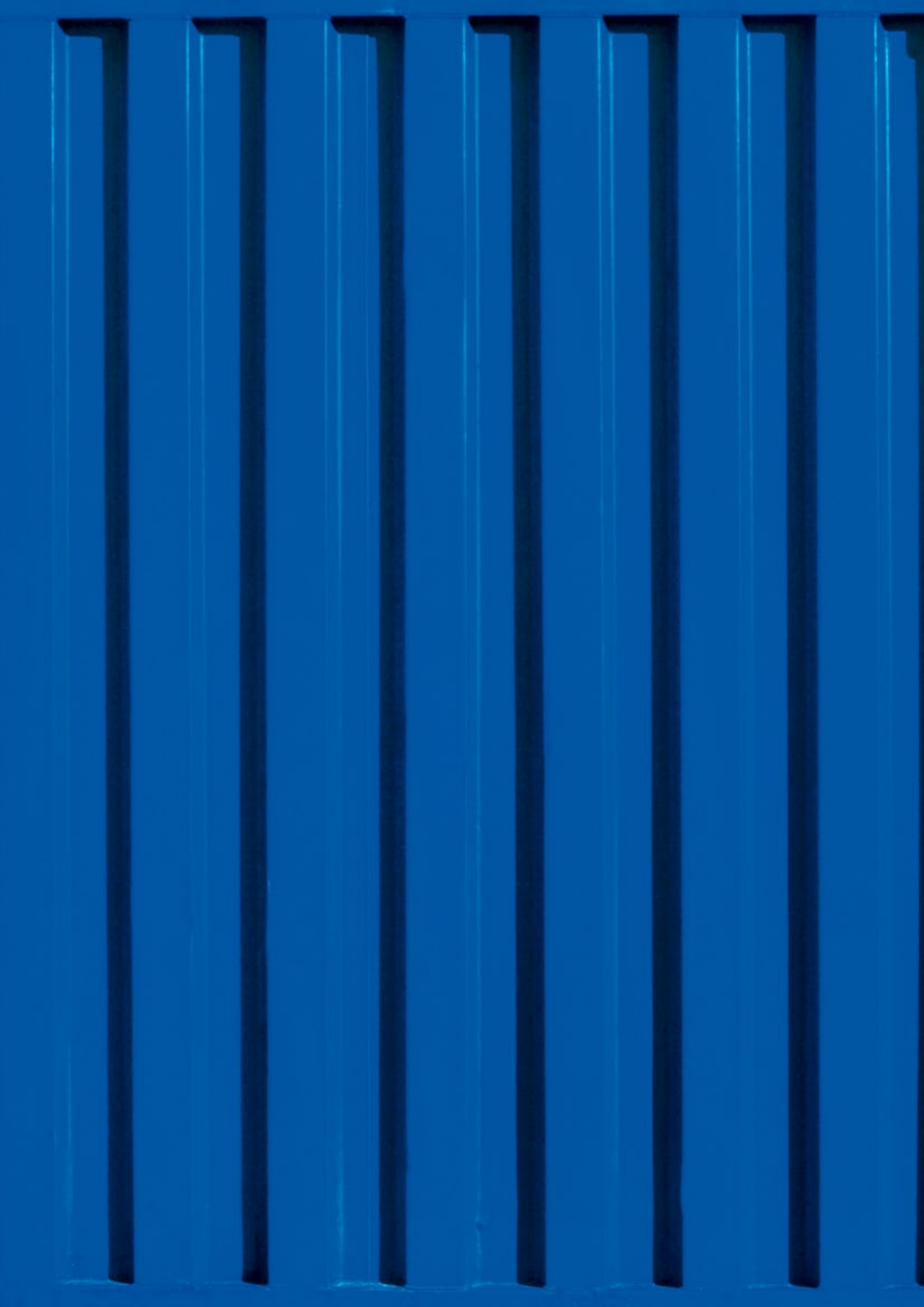

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# INTRODUCTION

# RAFAEL AZNAR GARRIGUES
## CHAIRMAN OF THE PORT AUTHORITY OF VALENCIA

2010 was without doubt an extremely successful year and reflects the pattern of sustained growth which has been maintained by our ports over the last twenty years, with the exception of 2009's slight drop in total throughput.

The figures speak for themselves. Total throughput rose by 10.8% to over 64 million tonnes; cruise traffic went up by 37.2% to almost 254,000 passengers, and container traffic increased by 15.1% to 4.2 million TEUs, an all-time record for Spanish ports. This means that the PAV handles one out of every three containers transported through the Spanish port system. From an international perspective, Valenciaport is the 26th busiest port in the world, the 5th in Europe and the 1st in the Mediterranean in terms of container throughput.

The main countries which contributed to growth in 2010 were Canada (+43.9%), India (+33.3%), Italy (+33%) and Brazil (+23.5%).

Revenue rose to €107.3 million, i.e. a 2.3% increase over the previous year, whilst net profit increased to €21.2 million.

The major building work undertaken to expand the Port of Valencia, the first phase of which includes the breakwater construction and will be completed by Autumn 2011, represented an important part of PAV investment in 2010. Total investment has exceeded €171 million.

These achievements are a fitting reward for everybody involved and I would like to take this opportunity to thank the entire port community for their efforts at a very difficult time for the world economy. However, I would also like to take a moment, as one year ends and another begins, to reflect on the constantly changing situation which has come with economic globalisation.

Our strategy over the last few years has centred on developing a mixed hub model thereby enabling us to add considerable value not only to the regional economy but to the Spanish economy as a whole, since we are ideally suited to handle both transit and import/export traffic. It also allows us to develop and maintain new long distance shipping opportunities for Spanish foreign trade via direct, rapid and frequent connections to the world's markets, whilst offering more competitive freight charges which optimise the logistics chain.

In addition, aggressive competition from North African ports, which have recently become transit hubs and aim to become fully fledged logistics centres with import/export and transit traffic combinations by developing and adding value to their immediate port surroundings, means that it is necessary to increase levels of efficiency and become even more competitive in terms of costs. We need to constantly adapt our services to the reality of demand and competition by continuously reducing unit costs and improving productivity through technological innovation, whilst establishing mechanisms to improve staff training and create a more professional workforce. These improvements must take place against a background of social stability and consensus, and this is something we have successfully been able to achieve in the stevedoring sector in which the Port Authority of Valencia has used a joint responsibility model, which involves the personnel who take part in the processes, in order to continuously enhance productivity and service costs by creating forums for dialogue which in turn generate mutual trust. I firmly believe that we must continue to work along these lines to forge a solid competitive advantage which reinforces customer loyalty and confidence as this is essential if we are to maintain the leading position which is so beneficial to the manufacturing community in our hinterland.

The demands we need to impose on ourselves are even clearer still if we bear in mind the fact that the international economic crisis has created considerable excess capacity in port terminals and a surfeit of vessels in the shipping industry.

Against this backdrop, the concerns of shipping lines, carriers, and logistics operators have shifted from the port infrastructure itself to questions of reliability, flexibility and efficiency of port services in terms of times and costs and to integration with supply and distribution logistics chains.

We should view this complex setting as a set of challenges and opportunities. We are starting to market Valencia's Logistics Activities Area (ZAL) and have managed to establish a similar strategic platform at the Port of Sagunto. These areas are an excellent opportunity for SMEs linked to the shipping trade in our ports. We are attracting a growing

number of cruise lines which we are in a good position to accommodate and cater for in the future thanks to the new facilities which will be built at the Port of Valencia's North extension, based on the Cruise Master Plan which we are currently putting the finishing touches to. The impact of the new high-speed train link between Madrid and Valencia is set to boost cruise tourism significantly as well as freeing up conventional rail links for transporting freight to central Spain whilst enabling us to increase the critical mass we can offer to shipping companies.

These are just some of the most immediate opportunities and although they are certainly important, they are by no means the only ones available to us. I am convinced that we are moving in the right direction, just as we did when we added to our strengths with powerful instruments such as the pioneering Quality Mark which is now a point of reference worldwide, and the valenciaportpcs.net transactional portal.

In addition, the new Port Law continues to encourage Spanish ports to become "advanced landlords", thereby facilitating a more competitive business and social framework, and improving environmental sustainability. It also encourages managerial independence and financial and economic self-sufficiency amongst port authorities, elements which are already very much part of our philosophy.

In my opinion, we need to focus on four key aspects if we are to cater for structural changes in demand and be in a position to face new challenges. These are:

1) Port efficiency

2) The ability to integrate our services into the logistics chains

3) Economic self-sufficiency

4) Environmental sustainability

Our aim is to be useful leaders for the manufacturing community and, by extension, for society as a whole. Our strength is the firm belief that we are capable of continuing to bring opportunities for prosperity to the society we serve. Our business culture is infused with a genuine sense of Corporate Social Responsibility which aims to achieve a triple objective: financial success, and positive environmental and social results. I believe that within these guidelines, the reflections we will make in next year's Annual Report will generate new demands and establish increasingly ambitious objectives. However, I am in no doubt that we will be in a position to reflect on these new challenges from the rewarding vantage point of knowing we have done our job to the best of our abilities.


AUTORIDAD PORTUARIA DE VALENCIA

# CH 01 INSTITUTIONAL DIMENSION

# 1 INSTITUTIONAL DIMENSION

## 1.1. GOVERNANCE

### A. GOVERNMENT

#### BOARD OF DIRECTORS

The specific functions of the Board of Directors are set out in section 5 of article 40 of Spanish Law 27/1992, of 24th November, on State-owned Ports and the Merchant Navy, which was modified by Spanish Law 62/1997, of 26th December, as well as Spanish Law 48/2003, of 26th November, on the Economic Regulations for and Supply of Services by Ports of General Interest, which was modified in turn by Spanish Law 33/2010 of 5th August.

Spanish Law 33/2010, of 5th August, modified the wording of article 40 of Spanish Law 27/1992 concerning the composition of Port Authority Boards of Directors by reducing the number of members. In the specific case of the Port Authority of Valencia, this led to a change in the composition of the board, which was initiated by the Valencian Regional Ministry of Infrastructure and Transport Decree 167/2010, of 15th October, and culminated in Decree 172/2010, of 22nd October. In accordance with the aforementioned Decrees, the PAV's Board of Directors now comprises the following members:

**MEMBERS OF THE BOARD OF DIRECTORS - PORT AUTHORITY OF VALENCIA**

| | **Ex officio members:** |
|---|---|
| Mr. Rafael Aznar Garrigues<br>*Chairman of the PAV* | *Chairman of the PAV Board of Directors* |
| Mr. Rafael Ferrando Giner<br>*Chairman of CIERVAL* | *Deputy Chairman of the PAV Board of Directors* |
| Mr. Felipe Cano Navarro<br>*The Harbourmaster* | *Harbourmaster's Office* |
| | **In representation of:** |
| Ms. María Durá Rivas<br>*Chief Treasury Counsel* | *Spanish Central Government* |
| Ms. María Jesús Calvo Andrés<br>*Head of Accounting Analysis and Budgetary Monitoring, State-owned Ports Body* | |
| Hon. Mr. José Manuel Orengo Pastor<br>*Mayor of Gandia* | |
| Hon. Ms. Rita Barberá Nolla<br>*Mayor of Valencia* | *Valencia City Council* |
| Hon. Mr. Alfredo Cesáreo Castelló Sáez<br>*Mayor of Sagunto* | *Sagunto Town Council* |
| Mr. José Vicente Morata Estragués<br>*Chairman of the Valencia Chamber of Commerce, Industry and Shipping* | *Valencia Official Chamber of Commerce, Industry and Shipping* |
| Mr. José Vicente González Pérez<br>*Chairman of the Valencian Business Confederation* | *Business organisations* |
| Mr. Francisco Montero Martínez<br>*Head of Training at the PAV* | *Trade union organisations* |

| | |
|---|---|
| Mr. Vicente Boluda Fos<br>*Chairman of the Valencian Shipping Association* | *Economic/port sectors* |
| Hon. Mr. Victoriano Sánchez-Barcáiztegui Moltó<br>*Regional Secretary of the Valencian Regional Ministry of Infrastructure and Transport* | *Valencian Regional Government* |
| Mr. Rafael Ferrando Giner<br>*Chairman of CIERVAL* | |
| Mr. Alberto Catalá Ruiz de Galarreta<br>*Chairman of the Feria Valencia Trade Fair Complex* | |
| Hon. Mr. Mario Flores Lanuza<br>*Valencian Regional Minister of Infrastructure and Transport* | |
| | **Advisory members:** |
| Mr. Ramón Gómez-Ferrer Boldova<br>*PAV General Manager* | *PAV General Manager* |
| Mr. Fernando Llopis Giner<br>*Treasury Counsel* | *Board Secretary* |

The Board of Directors met on six occasions in 2010.

The most important agreements reached at these board meetings were:

- Reduction of the Board of Directors' expense allowances.
- Cooperation Agreement with the Gandia Town Council.
- Awarding of the public tender for the "Management of the inspection support service at the Border Inspection Post (PIF) at the Port of Valencia".
- Authorisation to sign a cooperation agreement with the Port of Valencia's State-owned Stevedoring Company, PEIG, to run an emergency ambulance service during 2010.
- Approval of rebates on charges for the special use of port facilities to attract and consolidate more regular container traffic in 2010 in the ports managed by the PAV.
- Definition of the Port Authority of Valencia's position over rebates on port charges arising out of the amendment of Spanish Law 48/2003, which is currently pending approval.
- Granting of a concession to Red Eléctrica de España, S.A.U., at the Port of Sagunto.
- Authorisation to sign an agreement with the ICO Foundation, the University of Valencia's *Estudi General* and the Valenciaport Foundation to develop the "Chair in Logistics and International Transport".
- Naming of the Deputy Chairman and new members of the Board of Directors' Executive Committees.
- Approval of correcting factors and rebates for 2011.
- Authorisation for the Port Authority of Valencia Chairman to sign the necessary documents arising out of the process to assign the industrial property rights of the Port of Valencia's Quality Mark to the PAV.
- Approval of the Port Authority of Valencia's basic organisational structure.
- Review of the internal operating regulations of the Shipping and Port Councils of the ports of Valencia, Sagunto and Gandia.
- Granting a licence to the U.T.E. Marpol Sagunto to provide the port service for the collection of vessel-generated solid waste, regulated by Annex V of the Marpol 73/78 Convention, in the ports managed by the Port Authority of Valencia.
- Granting a licence to Servicios Portuarios Garbaport, S.L. to provide the port service for the collection of vessel-generated solid waste at the ports of Valencia, Sagunto and Gandia.
- Granting a licence to Balearia Eurolíneas Marítimas, S.A. to provide the port service for loading, stowing, unstowing, discharging and transhipment of goods using Ro-ro operations at the Port of Valencia.

## THE BOARD'S EXECUTIVE COMMITTEES

In 2004, the Port Authority of Valencia's Board of Directors agreed to constitute two executive committees, one for Economic and Financial Affairs and another to monitor the Strategic Plan. The creation of these two committees aims to strengthen and bring good corporate governance to the PAV and introduce transparency in its proceedings, whilst involving the industries represented on the Board of Directors which are most closely related to the object of these committees.

In accordance with the new composition of the Port Authority of Valencia's Board of Directors after the introduction of Spanish Law 33/2010, the members of the Board's two executive committees were also renewed.

## EXECUTIVE COMMITTEE FOR ECONOMIC AND FINANCIAL AFFAIRS

The general aim of the Executive Committee for Economic and Financial Affairs is to advise the PAV's governing bodies on any issue that may be directly or indirectly related to economic or financial matters.

The Committee deals with any issue related to the following:

- Matters relating to the Port Authority's operating and capital budgets and to its long-term plan.
- The PAV's balance sheet, income statement and annual report.
- Issues relating to the PAV's investments and financial operations, including the incorporation of and participation in trading companies, and issues concerning credit to fund working capital.
- In general, any other matters which may be considered relevant and/or related to the PAV's economic or financial situation, and which are within the Committee's scope.

This Committee is now made up of the following members:

| EXECUTIVE COMMITTEE FOR ECONOMIC AND FINANCIAL AFFAIRS | |
|---|---|
| Mr. Rafael Aznar Garrigues | Committee Chairman |
| Mr. José Vicente González Pérez | Committee Deputy Chairman |
| Ms. Mª Jesús Calvo Andrés | Committee Member |
| Mr. Victoriano Sánchez-Barcaiztegui Moltó | Committee Member |
| Mr. Alberto Catalá Ruiz de Galarreta | Committee Member |
| Mr. Ramón Gómez-Ferrer Boldova | PAV General Manager (advisory member) |
| Mr. Fernando Llopis Giner | Committee Secretary |
| Ms. Pilar Theureau de la Peña | Committee Deputy Secretary |

This Executive Committee met on two occasions in 2010.

## EXECUTIVE COMMITTEE FOR MONITORING THE STRATEGIC PLAN

The general aim of the Executive Committee for Monitoring the Strategic Plan is to advise the PAV's governing bodies on any issue that may be directly or indirectly related to its Strategic Plan. The Committee is assisted in this by methodology and management control instruments inherent to the implementation and monitoring of the Strategic Plan, such as the Port Authority of Valencia's Balanced Scorecard Management and the PAV Business Plan.

The Committee is responsible for analysing and discussing the measures it considers necessary to improve the implementation of the Strategic Plan, and for informing and making suggestions to the Board of Directors and its Chairman on these measures. In particular, the Committee deals with any issue related to any of the various strategic axes on which the PAV's Strategic Plan is based, such as:

- Efficiency and effectiveness of port services.

- The port infrastructure growth model.
- Intermodality and logistics.
- Port-city integration policy.
- Marketing and communication.
- In general, any other matter which may be considered relevant and/or related to the Strategic Plan.

The Strategic Plan Executive Committee is now made up of the following members:

| EXECUTIVE COMMITTEE FOR MONITORING THE STRATEGIC PLAN | |
|---|---|
| Mr. Rafael Aznar Garrigues | Committee Chairman |
| Mr. José Vicente Morata Estragués | Committee Deputy Chairman |
| Ms. Mª Jesús Calvo Andrés | Committee Member |
| Mr. Victoriano Sánchez-Barcaiztegui Moltó | Committee Member |
| Mr. Rafael Ferrando Giner | Committee Member |
| Mr. Vicente Boluda Fos | Committee Member |
| Mr. Ramón Gómez-Ferrer Boldova | PAV General Manager (advisory member) |
| Mr. Fernando Llopis Giner | Committee Secretary |
| Ms. Pilar Theureau de la Peña | Committee Deputy Secretary |

This Committee met on one occasion in 2010.

A joint meeting of both committees was also held in 2010.

## SHIPPING AND PORT COUNCILS

The Shipping and Port Council is a plural body, created under the terms set out in articles 39 and 44 of Spanish Law 27/1992, of 24th November, on State-owned Ports and the Merchant Navy, which is currently in force. The Council aims to advise and assist the Chairman of the Port Authority and the Harbourmaster's Office, whenever possible and within its scope, on any matter relating to port activity or shipping which may contribute to the correct functioning of the port and maritime trade. It also aims to make recommendations with respect to these matters.

There is a Shipping and Port Council at each of the Port Authority of Valencia's ports. Each council is governed by its own regulations, all of which have been approved by the PAV's Board of Directors.

The composition of each Council is specified in their respective regulations.

The Shipping and Port Councils have an integrated internal structure which includes a Standing Committee, a Basic Port Services Committee and a Safety Committee. The Standing Committee is general in nature and its membership and functions are established according to the councils' regulations, with no detriment to the Working Groups that may also be set up. The Basic Port Services Committee and the Safety Committee are more specific in nature and their powers are also set out in the aforementioned regulations.

The regulations that govern the Shipping Councils of the ports of Valencia, Sagunto and Gandia were updated at the December Board Meeting, pursuant to the legislative changes introduced by Spanish Law 33/2010. These included:

- Updating references to articles in Spanish Law 48/2003, as the article numbering has varied.
- Updating the reference to the ex officio members belonging to the Port Authority of Valencia.
- Updating the number of ex officio members from the Port Authority of Valencia's Board of Directors, in accordance with the new composition introduced by Spanish Law 33/2010.

- Updating the Port Services Committee's functions, in accordance with the new article 73 in Spanish Law 48/2003.
- Inclusion of the Central Government Office in Valencia in the regulations' appendix.

### GENERAL EXECUTIVE COMMITTEE

The PAV also has a general executive committee which is made up of the following members:

- Chairman
- General Manager
- PAV General Secretary and Deputy Managing Director
- Director of Business, Strategy and Corporate Development and PAV Deputy Managing Director
- Director of Planning and Territorial Integration and PAV Deputy Managing Director
- Director of General Port Services and Sustainable Development and PAV Deputy Managing Director
- Head of the Chairman's Office

The role of this Committee is to discuss and coordinate strategic port activity and daily management issues. The committee met on 50 occasions in 2010.

## B. LEGAL STATUS AND NATURE OF STATE OWNERSHIP

The Port Authority of Valencia (PAV), which trades under the name of Valenciaport, is the public body responsible for managing three state-owned ports, Valencia, Sagunto and Gandia, along an 80 km stretch of the Mediterranean coast in Eastern Spain.

The PAV, like the rest of Spanish port authorities, is dependent on the Ministry of Development. It is governed by Spanish Law 27/1992, of 24th November, on State-owned Ports and the Merchant Navy, which was modified by Spanish Law 62/1997, of 26th December, on State-owned Ports and the Merchant Navy, and Spanish Law 48/2003, of 26th November, on the Economic Regulations for and Supply of Services by Ports of General Interest, which was in turn modified by Spanish Law 33/2010, of 5th August, itself a modification of Spanish Law 48/2003, of 26th November, on the Economic Regulations for and Supply of Services by Ports of General Interest. These laws establish:

- The role the PAV must adopt to comply with the functions it has been entrusted.
- Its organisational structure.

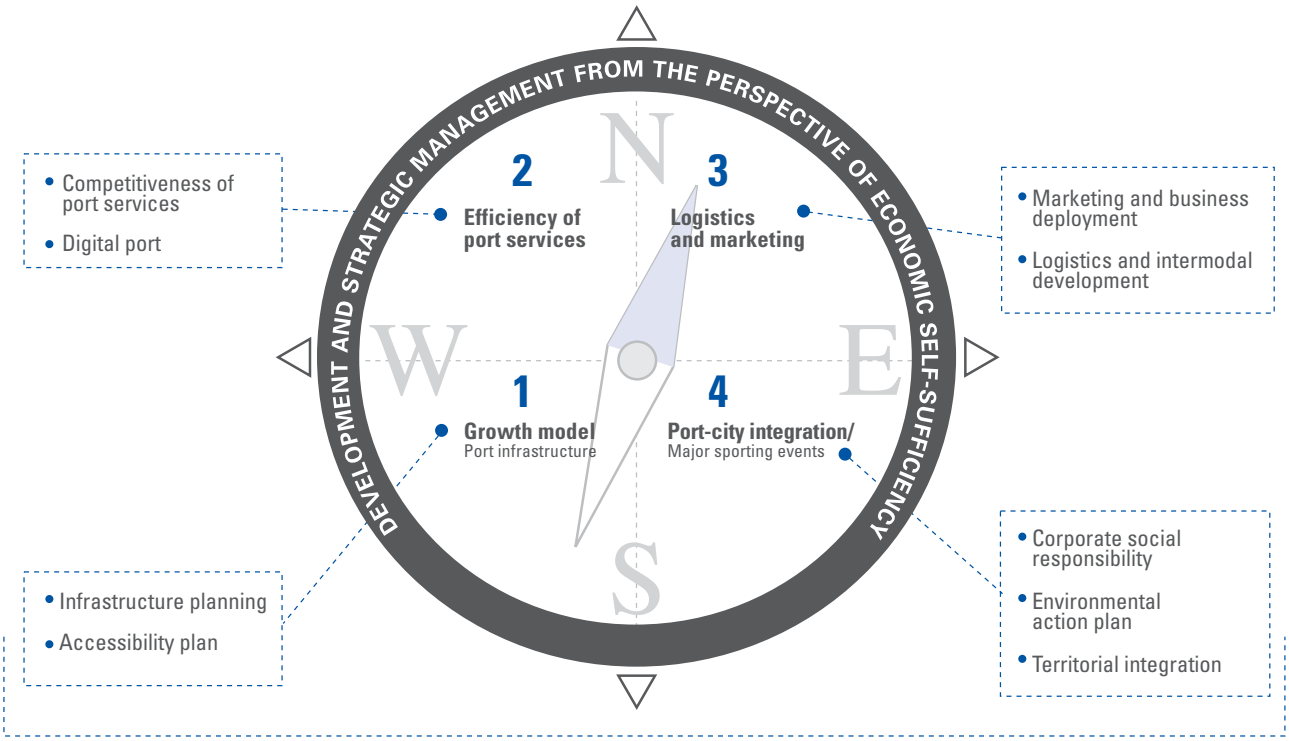
In addition, the PAV's Strategic Plan sets out the key aims and the strategic objectives to be met over the next few years.

## C. STRATEGY

The Port Authority of Valencia (PAV) completed and approved its 2015 Strategic Plan in 2002. The Plan was designed to promote the development of the three ports the PAV manages – the ports of Valencia, Sagunto and Gandia – to benefit the shipping trade of the companies in its hinterland, and to act as a tool for improving the wellbeing and quality of life of society as a whole.
After an in-depth analysis of the PAV's strategic and competitive environment, the 2015 Strategic Plan established the PAV's mission, values and strategic objectives. These are:

- Mission
  To promote the external competitiveness of the economic and social community in the PAV's area of influence by providing competitive quality and pricing, port, shipping, intermodal and logistics services and infrastructures which are aligned with social demands and European transport policy.
- Values:
  - Public service: Generates wealth to serve society.
  - Economic efficiency: Development model based on efficiency and aligned with European, domestic and regional policies.
  - Quality service: Management aimed at providing customer satisfaction (Quality Mark, Valenciaport portal).
  - Respect for the environment: European benchmark in environmental management (Ecoport).
- Strategic objectives:
  - To consolidate VALENCIAPORT as the major trans-oceanic gateway on the Iberian peninsula.
  - To make the port a regional distribution hub and the leading intermodal logistics platform in the Western Mediterranean.
  - To have sufficient capacity – in terms of resources, infrastructures and services – to handle 68 million tonnes of traffic and 4 million TEUs in 2015.

In recent years, growth at the PAV has surpassed the figures set out in the 2015 Strategic Plan. According to the latest traffic data, 4.2 million TEUs were handled in 2010, thus exceeding the strategic growth objective for container throughput. In terms of total traffic, the PAV expects to reach the 68 million tonne figure in 2011.




In 2009, the PAV decided to update its Strategic Plan in light of the economic situation at the time (the fall in international trade and transport, the financial crisis, etc.) and bearing in mind the planned change in the legal framework which was expected to affect competitive relationships between ports in the Spanish system. As part of this process to update the Strategic Plan, it was decided to review the strategic objectives for 2015, which had already been reached by 2010, as well as port policies on investment, trade, organisation and services. Work on updating the Strategic Plan was completed in December 2010 and its contents are scheduled to be made public to PAV stakeholders during the first half of 2011.

The PAV uses Balanced Scorecard Management (BSC) as a management model which improves and rationalises the strategic planning process (definition of objectives and strategic goals), aligns and allocates resources (operational budgets and objectives) and carries out strategic monitoring (management indicators and coordination and decision-making committees). In 2010, the strategy was monitored using a new Value Map, the strategic objectives and indicators of which were updated, in order to improve strategic management mechanisms in an ever more competitive, dynamic and complex environment.

The main benefits obtained since BSC was implemented are:

- Workers' activities have been brought into line with general strategy by turning strategic aims into objectives that can be assigned to most of the groups that make up the organisation.
- The creation of a series of strategic indicators and key operational indicators which reflect business growth from different viewpoints.
- The ability to foresee possible problems and the adoption of a more pro-active approach when working towards strategic aims.
- Prolonged follow-up of the degree of deployment and fulfilment of the Strategic Plan.

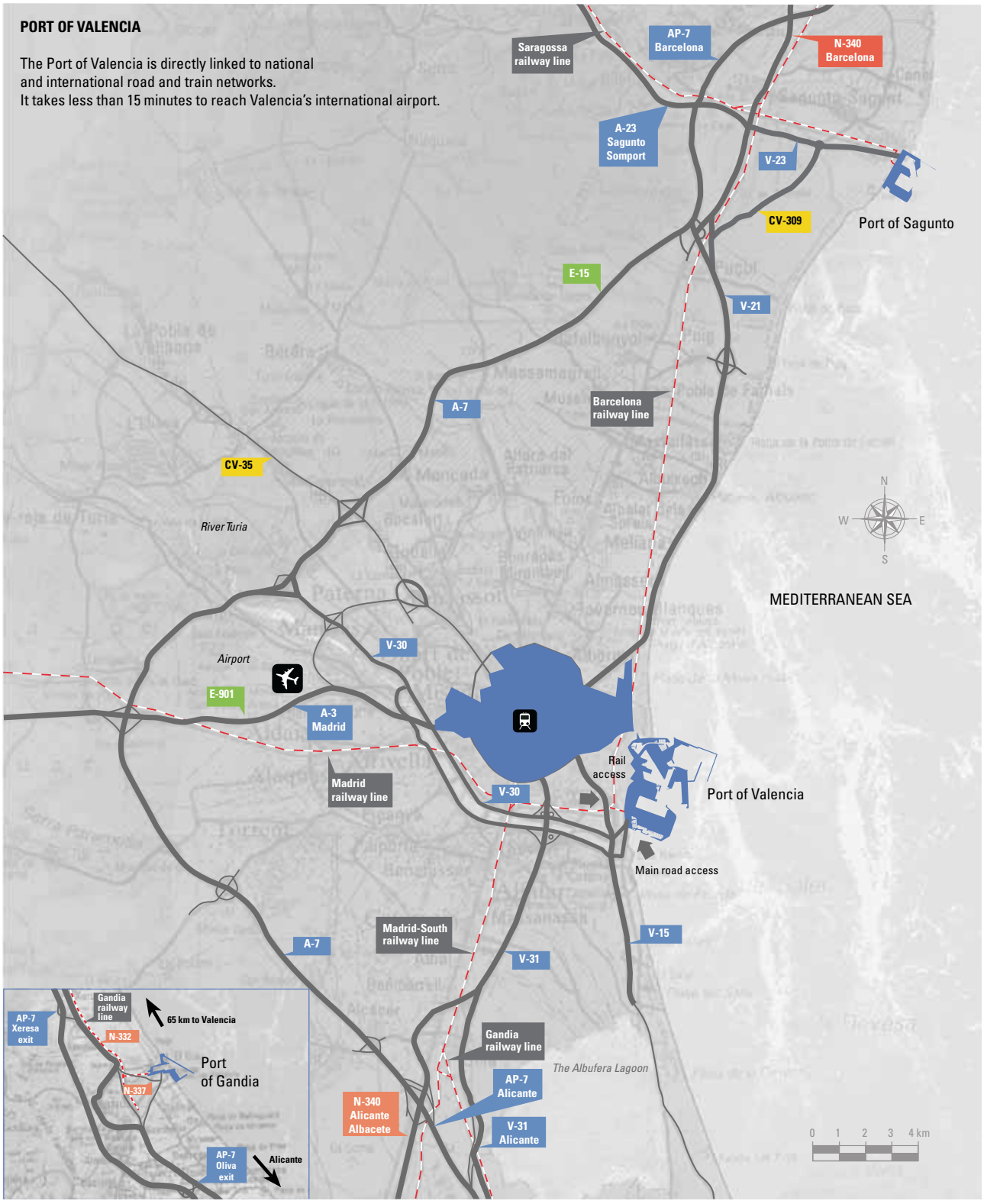
During 2010, a comprehensive follow-up of the general strategy and the degree of progress being made in each strategic objective was carried out in two half-yearly meetings.

## 1.2. GEOGRAPHIC LOCATION AND LAND ACCESS AND LINKS

As mentioned above, the Port Authority of Valencia (PAV), which trades under the name of Valenciaport, is the public body responsible for managing three state-owned ports, Valencia, Sagunto and Gandia, along an 80 km stretch of the Mediterranean coast in Eastern Spain.

Valenciaport has a strategic geographical location in the centre of the Western Mediterranean arc, in line with the east-west shipping corridor which crosses the Suez Canal and the Gibraltar Straits. This makes Valenciaport the first and last port of call for the regular shipping lines operating between America, the Mediterranean Basin and the Far East.

## LAND ACCESS AND LINKS TO THE PORTS OF VALENCIA, SAGUNTO AND GANDIA



## LAND ACCESS AND LINKS TO THE PORT OF VALENCIA

The Port of Valencia is directly linked to national and international road and rail networks.

**By road**
The Port of Valencia is connected to the national road network via the CV-30 (Valencia bypass).

The CV-30 links up directly to the A-7 motorway (Mediterranean motorway) which in turn is directly joined to the other road links in the port's hinterland:

- The V-21 trunk road to the North (Valencia-Sagunto).
- The North-South axis which includes the CV-31 (Cartagena-Valencia) road and the A-7 (Barcelona-Algeciras) motorway.
- The East-West axis centred on the A-3 toll-free motorway (Madrid-Valencia).
- The section of the A-7 motorway near Sagunto links up to the A-23 Sagunto-Somport toll-free motorway which connects the region with Aragon, Castile-Leon and the rest of the North of Spain.

**By rail**
The rail connection from Valencia ensures access to any manufacturing area on the Iberian Peninsula and Europe.

The rail links from the Port of Valencia are as follows:

- Valencia - Barcelona - Port Bou
- Valencia - Saragossa - Basque Country
- Valencia - Cuenca - Madrid
- Valencia - Albacete - Madrid
- Valencia - La Encina - Alicante

These connections go on to other destinations from Alcazar de San Juan (Andalusia), Alicante (Murcia), Madrid (North and Northwest Spain, Extremadura).

## LAND ACCESS AND LINKS TO THE PORT OF SAGUNTO

**By road**
The Port of Sagunto is linked to the national road network via the CV309 and the V-23 roads. These roads lead onto the AP-7 toll motorway and the A-23 motorway which connect the port to the rest of the peninsula.

**By rail**
The Port of Sagunto has its own rail infrastructure, which belongs to ARCELOR. This links up to the national rail network via the South Quay.

## LAND ACCESS - PORT OF GANDIA

**By road**
The Port of Gandia is linked to the N-332 via the N-337 A-road. The Port is linked to the AP-7 motorway at Xeraco (North) and Oliva (South) via the N-332 A-road.

The Port of Gandia is also linked to its hinterland via the CC-320 road from Almansa to the Grao de Gandia.

**By rail**
The Port of Gandia also has its own rail infrastructure which is linked to the national rail network.

## 1.3. MANAGEMENT

### A. INFRASTRUCTURE DEVELOPMENT

#### MAJOR INVESTMENTS IN 2010

**Breakwater construction for the Port of Valencia's expansion project**

This project involves building the breakwaters for the future expansion of the port. The main breakwater, which is 3.4 kilometres long in total, consists of two perpendicular faces. The first of these starts at the North end of the Juan Carlos I Marina breakwater and is approximately two kilometres long. The first section is an embankment breakwater whilst the second has vertical sides so that vessels can berth alongside the inner face. The other face is approximately 1.3 kilometres long and has vertical sides.

The project also includes Phase 1 of the outer sea wall which involves constructing the end face envisaged in the Master Plan and closing it off against the current East Breakwater. The outer sea wall is approximately 1 km long and is made up of two embankment sides set at an angle of 110º.

During 2010, the breakwater caissons were all put into place and 36 of them were filled. The 11 remaining caissons at the end of the second face were half filled. The rockfill for the outer sea wall was also put into place and the foot protection blocks were installed on approximately half the wall's length.

In addition, the complete section of the embankment breakwater's wave wall and the base of the wave wall along a third of the vertical breakwater and the outer sea wall were also completed.

This project, which was started in 2008 and is scheduled to be completed in 2011, has a budget of €194.4 million. €53 million of this budget were spent in 2010.

**Work related to the Technical and Nautical Services Dock**
Work began on making the Technical and Nautical Services Dock operational in 2010. The project to build this dock was finished in 2009. It was planned that during 2010 and 2011 facilities would be built to house the dock's users and the necessary access would be created from the South Quay road.

The total budget for this project is €4.7 million.

**Removal of the preload from the Northeast plot of the South Extension**
After the consolidation of this plot, the earth used as the preload to achieve the right gradient for the road surface was removed. This project was carried out in phases as and when the earth was required for different uses.

The budget for this project was €2 million and work was completed in 2010.

**Reinforcement and remodelling of the first section of the Levante Quay**
The project involved renewing a 430 metre-long stretch of the first section of the Levante Quay by constructing a block wall between the old and new quays and filling it with gravel backfill. It also included reinforcing the existing structure of the quay, paving the surface, installing the upper structure and re-laying the container crane rail on the sea side.

The budget for this project was €5 million and it was carried out during 2009-2010.

**Berthing line between the Transversal Quays**
The inner Transversal Quays are joined by a sheet-piling partition which is set back from the quayside, which means it cannot be used for vessels to berth. This project aims to build a submerged concrete quay 7 metres below sea level in front of the sheet-piling partition on the existing rubble-mound bedding layer to form a continuous berthing line along the inner Transversal Quays.

A new concrete-paved esplanade of around 1,000 $m^2$ will also be built and fitted out with all the necessary services.

The total budget for this project is €2 million. Work began in 2010 and is scheduled to be completed in 2011.

**Improvements to the Levante Quay**
Certain improvements need to be made to the Levante Quay as a result of the extension work and the internal redesign of the concession located on the quay.

In 2010, paving work near the new Llovera Quay was completed and the quay's crane rails were laid. Alongside the internal redesign of the terminal, the paving will be re-laid on the new container yard to cater for new cargo and to accommodate the transtainer rails.

The total budget for this project is €5.1 million. Work will be completed in 2011.

**Sewage network at the Port of Valencia**
This project involves the construction of a sewage network which will carry waste water generated at the Port of Valencia away into the municipal network. This new network has been designed to use a vacuum sewer system which has environmental benefits over traditional gravity systems and will allow greater flexibility for future modifications to be carried out.

The budget for this project is €4 million and work will be completed in 2011.

**Increasing depths in the access channel and outer basin**
The entrance channel to the Port of Valencia initially had a nominal depth of 17.00 m. This was considered to be insufficient to accommodate longer, wider vessels with drafts of over 15 metres. Thus, the access channel and outer basin have been dredged to a depth of 18.5 metres. This will improve vessel manoeuvrability, reduce the risk of collisions in stormy weather, and avoid vessel propellers churning up

the sea bed which causes uncontrolled changes in water depths.

An area of 163 hectares was dredged along a 3,500 metre stretch and a total of 3 million cubic metres of sand and sediment was removed.

The budget for this project was €13.1 million and work was completed in 2010.

**Modernisation of the rail network and safety improvements at crossings**
The Port Authority's commitment to using rail transport has been the driving force behind this project to improve the Port of Valencia's internal rail network. Although the network provided access to all of the port's terminals, the existing infrastructure and operating conditions could not provide a suitable level of service.

A series of improvements are underway, the most important of which is to prevent other traffic from interfering with the railway line so that it is used exclusively by trains, improve signalling systems at junctions (road signs, road markings and traffic lights), and mechanise and automate track switching systems.

This work is being carried out in phases. The budget for the project is €5 million and it is scheduled to be carried out during 2009-2011.

**Extension of the Border Inspection Post building**
The increased volume of traffic at the Port of Valencia has in turn generated a greater volume of work at the Border Inspection Post. In order to inspect goods correctly, work to extend the facility, which is located next to the Harbourmaster's Office building, began in 2010.

The extension work will create four new quays for loading and discharge as well as a new goods inspection area. The facility will also be remodelled to increase the number of parking spaces for heavy goods vehicles and improve access to the building.

The budget for this project is €2 million and work will be completed in 2011.

**North Quay at the Port of Sagunto's Dock 2**
The North Quay 2 will house a multipurpose terminal which is being constructed by the Port Authority to complete the development of Dock 2 at the Port of Sagunto. The quay, which is 610 metres long, is being built using floating reinforced concrete caissons. This will create a new 120,000 square-metre esplanade filled using materials obtained from dredging Dock 2.

This project also includes the superstructure, service tunnel, and the fenders and berthing facilities needed for the quay to operate.

The estimated budget for this project is €35.2 million and work is scheduled to be completed in 2011.

**Rebuilding the South Quay at the Port of Gandia**
Work to rebuild the South Quay at the Port of Gandia involved the construction of a 200 metre-long submerged concrete wall to widen the former quay by 9 metres, and the construction of a ramp for Ro-ro vessels.

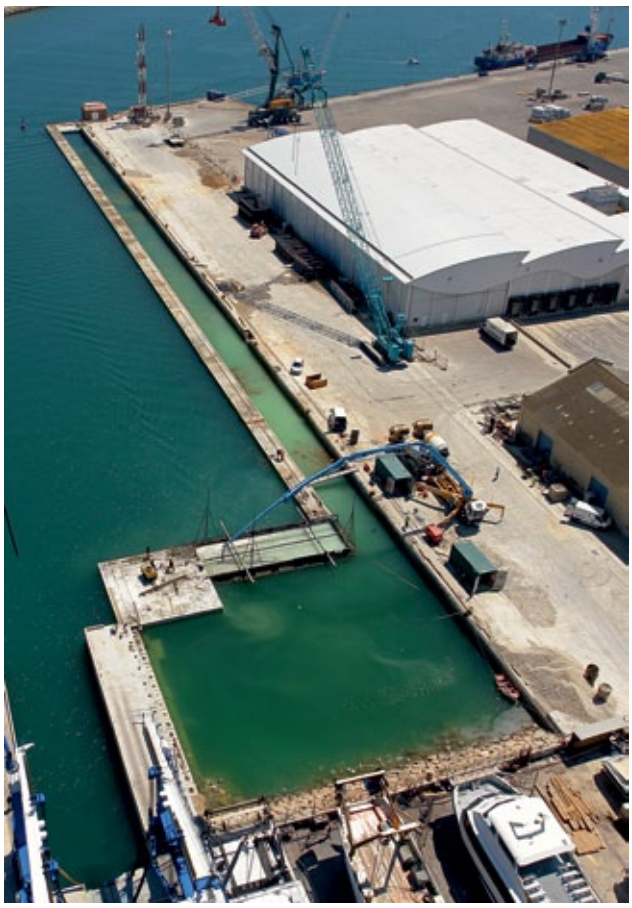
The new quay has a depth of 8 metres and the work has added an extra surface area of approximately 2,500 $m^2$.

The budget for this project was €4.4 million and work was completed in 2010.

**Redredging the Port of Gandia's entrance channel**
Sand accumulated as a result of the storms of the last few years in Gandia, and aggravated by the port's location on the mouth of the River Serpis had reduced the depth of the Port of Gandia's entrance estuary and entrance channel.

The aim of this project was to restore the depths required to sail safely into port and to use the sand which had piled up next to the entrance estuary for the surrounding beaches.

The budget for this project was €1.5 million and was carried out during the first half of 2010.



## MAJOR INVESTMENTS FOR 2011

**Extension and fitting out of the MSC Terminal**
Work will be carried out in 2011 and 2012 in three areas next to the current MSC Terminal to extend its surface area and provide the necessary services.

Firstly, the quay will be extended to the east. This will increase the container yard surface area by 20,000 $m^2$. It will involve building the necessary infrastructure, including a rockfill breakwater and the subsequent infill, as well as a superstructure which is similar to the existing Terminal, i.e. laying the road surface, the crane rails and installing all the service networks.

To the west of the terminal, two plots of land will be developed for future use. These consist of an 18,000 $m^2$ surface area, initially planned as road access and parking areas for the Terminal, which will be used to store empty containers. The second plot, which is the former borax facility, will be adapted for the parking of lorries. These projects, which will be carried out separately, include building and installing all the required infrastructure, including the concrete road surface and the service network.

The budget for this project is €13.8 million and it is scheduled to be carried out during 2011-2012.

**Developing an ancillary parking plot**
A new secure parking area for heavy goods vehicles is to be built next to the South Access so as to meet the HGV parking requirements of the large number of hauliers. This parking facility will have a total surface area of around 18,000 $m^2$, as well as a 1,200 $m^2$ area for ancillary facilities. The area will provide a total of 97 parking spaces for lorries and 126 spaces for light commercial vehicles. The premises will be fenced off and equipped with the necessary security measures as well as having a fire-prevention system and automatic barriers.

This project has a budget of €1.5 million and will be carried out and completed in 2011.

**Work to fit out the Fishing Dock**
A decision has been made, with the consensus of all the stakeholders involved, to move the Fishing Dock behind the Yacht Club next to the mouth of the River Turia.

The work required to fit out this dock involves creating enough space to house the fish market, parking spaces and storage areas on one hand, and providing enough moorings in sheltered waters for the fishing fleet on the other.

The breakwaters which have recently been built for the Yacht Club extension will be extended 120 metres to the south and will run parallel to the original breakwaters to provide shelter for the new quay.

The 5 metre-deep quays will be adjoined and built perpendicular to the original South Breakwater. The new surface areas created will be filled in, developed, and fitted out with all the necessary services.

The budget for this project is €8 million and is scheduled to be carried out during 2011-2012.

**Resurfacing the East Breakwater area**
During 2011, resurfacing work will be carried out at the East Breakwater area to repair the defects caused by the natural infill settling process of the underlying layers.

The road surfaces and slopes will be repaved to improve the operating capacity of the terminals in this area.

This project has a budget of €3 million and will be carried out and completed in 2011.

**Redesigning the rail tracks and road access to the Levante Quay terminals**
Over the next few years, before the access gates to the Levante Quay container terminal are moved, a project will be carried out to redesign the road access to the terminals and other areas, including the cruise terminal, as well to improve the tracks for handling rail freight.

The total budget for this project is €4 million and it is scheduled to be carried out between 2011 and 2013.

**Construction of a crane rail on the North Quay 2 at the Port of Sagunto**
A 600 metre-long rail to support the landside legs of container cranes is planned for the North Quay 2 at the Port of Sagunto. The total budget for this project is €4 million and it is scheduled to be carried out during 2011-2012.

**Developing the Southern area of the Port of Gandia**
The area around the Port of Gandia's fish market will be developed in 2011 in order to provide all the necessary services and improve the surrounding environment. In addition to paving the area and installing the service networks, street furniture and gardens will also be added.

The budget for this project is €1.3 million and it is scheduled to be carried out over a 10 month period.

## GROWTH MODEL: PORT INFRASTRUCTURE

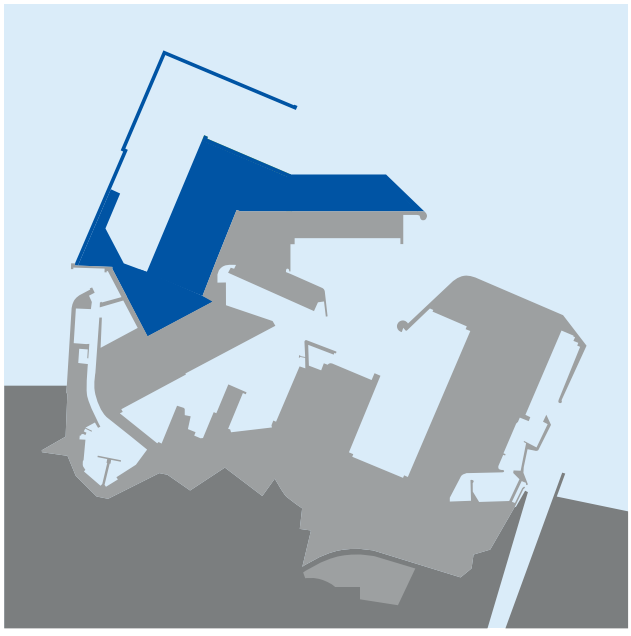
The aim of infrastructure planning is to establish a model for growth and the constant improvement of infrastructure in PAV-managed ports. The main objective is to successfully cater for estimated levels of traffic and thus prevent bottlenecks developing in the ports.

## PORT OF VALENCIA

The project to expand the Port of Valencia is essential if it is to continue to provide a first-rate service to the economy and consolidate its profile as a deep-sea port whilst also ensuring its hinterland remains connected to the world's markets.

In 2008, having obtained a favourable Environmental Impact Statement, the Port Authority of Valencia started work on building the breakwater for the Port of Valencia's expansion project. In September 2010, the last breakwater caisson was put into place, thus completing its actual shape and size. Work on the breakwater project is still underway and should be finished in 2011.

Moreover, in order to improve accessibility to the port by road, the Spanish Ministry of Development's General Directorate for Roads is currently adding another lane to the V-21 dual carriageway between Puzol (V-23) and Carraixet (a stretch of 16 km).
Likewise, the first phase of work to create the North Access to the Port of Valencia between the Carraixet ravine and the Universidad Politécnica has just started. In the future, this will provide a new access route to the Port of Valencia and will considerably reduce the number of kilometres for traffic coming from the north whilst also cutting the distance between the ports of Valencia and Sagunto.

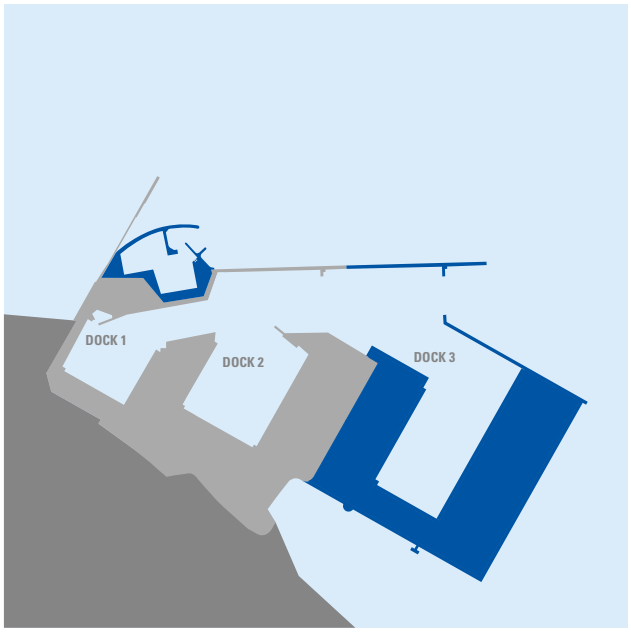


## PORT OF SAGUNTO

The expansion project at the Port of Valencia will be complemented by a project to extend the Port of Sagunto.

Having completed the public consultation phase, the draft project for the Port of Sagunto's expansion project and the Environmental Impact Study have been sent to the Spanish Ministry of the Environment and Marine and Rural Affairs to request the Environmental Impact Statement which is required before the project can go ahead. The Ministry has requested additional information which is currently being compiled by the PAV.

The Spanish Ministry of Development has started the environmental assessment procedure for the Port of Sagunto rail link project. This project is fundamental for the future as transporting goods by rail will be a key factor in the competitiveness of our ports.



## PORT OF GANDIA

The Port of Gandia expansion project has two objectives. The first is to create a marina which will meet the expected growth in demand for moorings over the next 15 years, and the second is to build a new terminal in the commercial area of the port.
In 2009, the Environmental Impact Study was sent to the Spanish Ministry of the Environment and Marine and Rural Affairs to request the corresponding Environmental Impact Statement. The Ministry has requested the modification of the EIS to include the work which comes under the "Draft Project to Develop and Regenerate Gandia Beach" presented in one of the EIS appendices, as well as a 30 metre extension of the South Jetty of the River Serpis (these two corrective measures have been suggested by the General Directorate of Coastal and Marine Sustainability as part of the EIS consultation phase presented to the corresponding public administrations and other stakeholders). As a result, these sections of the Environmental Impact Study are being reviewed.

In March 2009, the Spanish Ministry of Development awarded the tender to construct the N-337 South access route to the Port of Gandia from the N-332 trunk road. These works are essential to improving access to the port and the project is being assessed by the Spanish Ministry of the Environment and Marine and Rural Affairs.

## LOGISTICS ACTIVITIES AREAS AT THE PORTS OF VALENCIA AND SAGUNTO

In 2010, the Port Authority of Valencia continued to develop the project to create and promote the Port of Valencia's Logistics Activities Area (ZAL) and reached an agreement with SEPES (the Spanish State Land Agency) to acquire part of the land required to put the ZAL into operation.

As a result of this agreement, in December 2010, the Port Authority of Valencia took ownership of three of the nine plots of land assigned for logistics use, i.e. a total of 98,000 $m^2$, which will be made available to shipping logistics firms that wish to move to the Port of Valencia's ZAL.

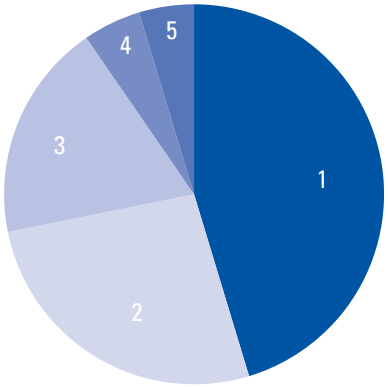
The Port Authority of Valencia has worked with Valencia Plataforma Intermodal y Logística, S.A. to develop and direct the ZAL's marketing plan. The plan aims to attract exporters, importers, freight forwarders and logistics operators who will be able to lease either warehouses or plots at the Port of Valencia's ZAL.

The ZAL will enable the Port of Valencia to provide a full range of services and become an efficient logistics tool for the companies already present in the Valencian Region as an export trade distribution platform, as well as for companies planning to set up a strategic distribution centre for markets in the Western Mediterranean.

The ZAL plans to create a service area in the future which will include security services, supplies, landscaped and green areas, cleaning services, office rental, a bank, a hotel, restaurants, public transport, petrol station, service station, rest areas and other ancillary services, which will make companies located in the ZAL more competitive.

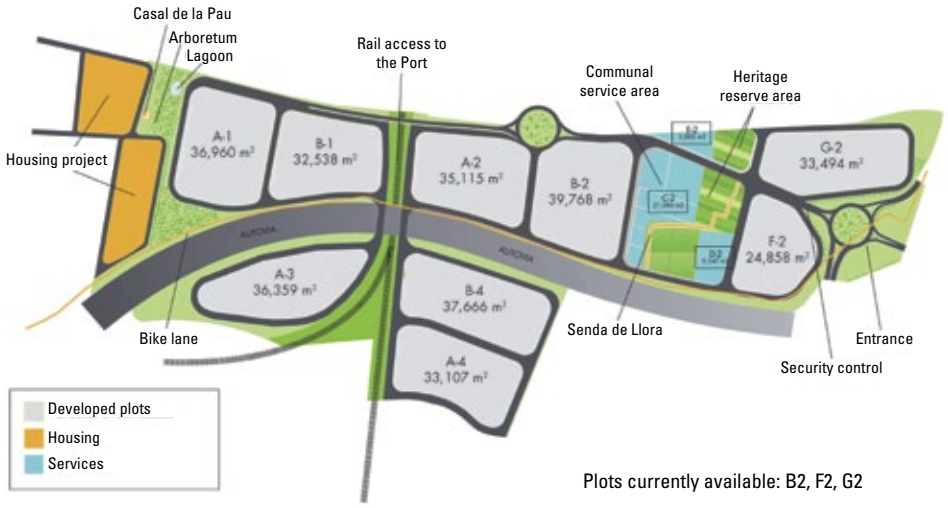
The total surface area of the Port of Valencia's ZAL is 683,232 $m^2$ and is distributed as follows:

**Distribution of the Port of Valencia's ZAL**




1. Logistics area: 309,865 $m^2$
2. Roads: 181,140 $m^2$
3. Green areas and equipment: 127,062 $m^2$
4. Other uses: 33,672 $m^2$
5. Tertiary use and services: 31,493 $m^2$

## LAYOUT OF THE PORT OF VALENCIA'S ZAL

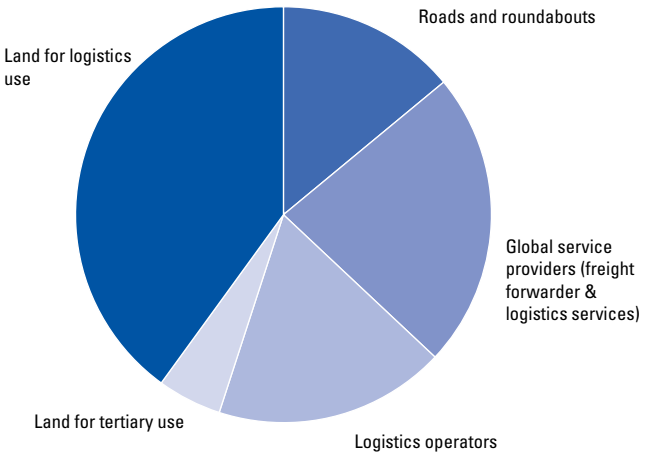



Plots currently available: B2, F2, G2

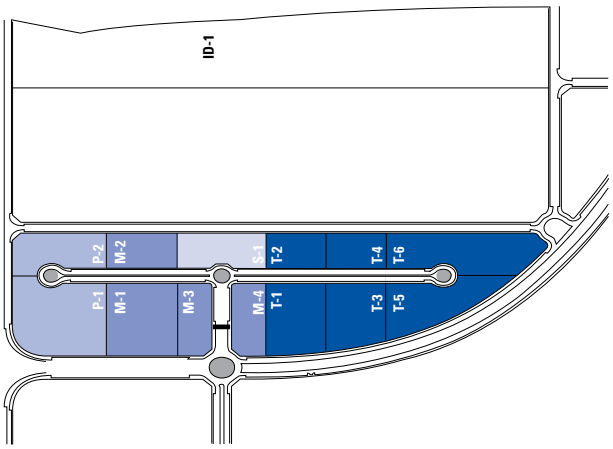
In 2008, the PAV was awarded a tender for a 279,380 m² plot of land on the Parc Sagunt business and industrial estate on which it intends to establish the Port of Sagunto's Logistics Activities Area (ZAL). The development of the plot will begin once all the administrative procedures have been completed.

The Port of Sagunto's ZAL is set to be an intermodal logistics centre for import and export goods and aims to cater for and offer services to freight forwarders, logistics operators and importers/exporters that handle this type of traffic.

**DISTRIBUTION AND USES OF THE PORT OF SAGUNTO'S ZAL**




**LAYOUT OF THE PORT OF SAGUNTO'S ZAL**




## B. PUBLIC LAND OCCUPANCY AND PORT SERVICES

### PUBLIC LAND OCCUPANCY

In 2010, an important legal reform was introduced in Spanish Law 33/2010, of 5th August, which modified Spanish Law 48/2003, of 26th November. This reform was basically aimed at providing the Spanish state-owned port system with a stable legal framework in terms of economic, financial and tax issues, and providing further regulations on the supply of services and the occupancy of public port land.

In terms of the use of public port land, Spanish Law 33/2010, of 5th August, underlines the following factors or criteria: profitability and efficiency in managing public port land, and encouraging private investment in funding, building and running port facilities.

In terms of the regulations for the use of public port land, the Law highlights the key elements required to achieve these goals such as the promotion of independence in the economic and financial management of public port bodies, the introduction of new elements in public port land management to fully develop a concession model which advocates the maximum social and economic profitability of port activities, and increased private investment in port facilities and equipment, through clear, stable economic regulations which enable long-term financial planning for such investments.

In 2010, the only new concession to occupy public land was granted to RED ELÉCTRICA DE ESPAÑA, S.A.U., for the installation of a ± 250 KV DC ELECTRICAL CONNECTION BETWEEN MAINLAND SPAIN AND THE ISLAND OF MAJORCA at the Port of Sagunto's service area. The concession was awarded for 35 years.

This link connects the stations which convert alternating current to direct current in Morvedre (municipal area of Sagunto, Valencia) and Santa Ponça (municipal area of Calviá, Majorca) using 3 different routes, one for each cable (2 HVDC + 1 MV).

This Red Eléctrica de España project is unique and has the following main features:

- Start: Morvedre converter station
- Finish: Santa Ponça converter station
- Total length: 244 Km.

- Total underwater length: 237 Km.
- Length of the underwater section at the Port of Sagunto's service area: 7.6 Km.
- Length of the underground section in the province of Valencia: 3.877 Km.
- Length of the underground section at the Port of Sagunto's service area: 1.9 Km.
- Length of the underground section in Palma de Majorca: 3 Km.

A total of 4,545 $m^2$ and 2,280 $m^2$ of land are occupied in the port's service area to house the cables for the underground and underwater sections. An additional area of 301,126 $m^2$ has been designated as a permanent right of way for security reasons.

The table below shows the total number of companies, public bodies and other organisations which operate in each of the ports managed by the PAV, under concession, authorisation or licence:

| | VALENCIA | SAGUNTO | GANDIA |
|---|---|---|---|
| No. authorised companies | 49 | 23 | 13 |
| No. concessionary companies | 36 | 17 | 8 |
| No. licensed companies (port services) | 51 | 53 | 37 |
| **TOTAL PER PORT** | **136** | **93** | **58** |
| No. licensed companies in the PAV (port services) | | **71** | |

Finally, the cost of repairs and upkeep as a proportion of average net assets (according to the definition of Article 14.b, Spanish Law 33/2010) stood at 0.66% in 2010.

**PORT SERVICES**

According to Spanish Law 48/2003 on the Economic Regulations of State-owned Ports, port activities are carried out within a framework of free, fair competition between service operators, and as such, it is the Port Authority of Valencia's responsibility to promote competition in the ports it manages.

Thus, there is freedom of access to the supply of services in ports, in the terms set out by the aforementioned Law. The Law divides services into:

**a)** **General services**. Those public services port users automatically benefit from, as well as the services required to comply with port authority functions. These include:

a. The organisation, coordination and monitoring of port traffic on land and at sea.
b. The coordination and monitoring of operations associated with port and commercial services, as well as other activities.
c. Provision of signals, buoys and other navigational aids which help vessels approach and enter the port, including buoys inside the port.
d. Police service in public areas, without prejudice to any other authorities which may have jurisdiction.
e. Lighting in public areas.
f. Standard cleaning of public areas on land and at sea.
g. Safety and emergency control services.

**b)** **Port services**. Activities which are required to run ports and enable shipping operations to be carried out under safe, efficient, regular, continuous and non-discriminatory conditions. These include:

a. Technical and nautical services:
    1. Pilotage service.
    2. Tug boat service.
    3. Mooring and unmooring service.

b. Passenger services which include embarking and disembarking of passengers, and loading and discharging of luggage and passenger vehicles.

c. Service to collect vessel-generated waste.

d. Goods handling services, such as loading, stowing, discharging, unstowing, transit and transhipment of goods.

c) **Commercial services**. Business activities which, although not strictly port services, are linked to industrial, trade and service activities at ports.

In accordance with the spirit of the law, the PAV encourages freedom of access to the supply of services in the ports it manages under the terms set out by the aforementioned Law. As such, the PAV provides the economic operators with the information they need to be able to apply to provide these services, assuming they comply with the necessary requirements.

In addition, the conditions for the specific requirements of port services set out a series of safety and training conditions which service providers must comply with. These are:

- Complying with risk prevention legislation.
- Complying with occupational health and safety legislation.
- Becoming part of the Port Authority of Valencia's Internal Emergency Plan.
- Becoming part of the Contingency Plan and the Marine Pollution Prevention Plan.
- Employing staff who have received the training set out in the legislation applicable to each service.
- Working alongside the Port Authority on practical staff training when required.
- Obtaining the ISO 14000 or EMAS certifications.

## C. MARKETING AND CRUISES

### MARKETING

The Port Authority of Valencia's marketing policy for 2010 was carried out by the company VPI Logística, S.A. and conducted in accordance with the guidelines set out in the Strategic Plan, based on a customer-oriented model which consists of each client being assigned an account manager.

Port traffic recovered considerably in 2010. The total throughput handled by the Port Authority of Valencia rose by 10.8% to 64.02 million tonnes and the PAV became the first port in the Mediterranean to surpass the 4 million TEU mark thanks to an increase in container traffic of 15.4%.

Import/export container traffic rose by 12% whilst transhipments grew by over 18%. Over 2 million TEUs of imports/export were handled at the PAV in 2010 which once again confirms Valenciaport as the leading commercial port in the Mediterranean.

Conventional general cargo, with a total throughput of almost 7 million tonnes, also showed clear signs of recovery thanks to volume increases of over 21%. Results for new vehicle traffic were positive both in Valencia (+3%) and in Sagunto, which saw an increase of 26%. On the downside, figures for solid and liquid bulk continued to fall mainly as a result of the current economic crisis.

In 2010, the majority of shipping companies introduced policies aimed at reducing costs, with the major shipping routes being covered through alliances and regular lines. The PAV's main objective is to ensure these lines call at our ports. To achieve this, the PAV continued to follow a policy of maintaining a direct relationship with the headquarters of the main shipping companies, whilst also being in constant contact with their local and national offices. The companies which registered the best throughput figures in 2010 were Maersk Line, Hanjin Shipping Line, Evergreen Marine Corporation, Mediterranean Shipping Co., Arkas Container Line, Hapag Lloyd, CMA–CGM, and United Arab Shipping Co.

Efforts were also made to increase Ro-ro traffic connections during 2010. We worked directly with the Grimaldi shipping company to promote an increase in the number of services they operate out of our port. These efforts came to fruition with the introduction of two new lines which connect Valencia to West and North Africa.

In terms of commercial efforts on the land transport side of the logistics chain, great efforts were made to promote intermodal services, centring mainly on developing rail links.

At the end of 2009, Logitren began to operate the first rail service to the Saragossa PLAZA platform. This service went from strength to strength in 2010 and the frequency of the line was increased to 4 connections per week. This has

strengthened our business foothold in the Aragon hinterland, which is a priority area for the PAV's trade interests.

We should not forget that one of the Port Authority of Valencia's objectives is to encourage rail freight and to this aim a number of works have been carried out including "the improvement of signalling at rail and road intersections in the Port of Valencia" which involved the installation of traffic lights, alarm systems and automatic barriers. In addition, the Spanish Railway Industry Law 39/2003 sets out a new model for railways which allows private companies to take part in rail freight and assigns the role of managing and operating railways inside ports to the corresponding Port Authority. Likewise, programmes such as the Spanish Ministry of Development's Strategic Plan for the Promotion of Rail Freight, and the introduction of regular rail services to Madrid (Coslada Dry Port, Azuqueca and Abroñigal) and Aragon (Saragossa), as well as the inclusion of the Port of Valencia in the Mediterranean Corridor, and projects such as Ferrmed, will help to position the Port of Valencia as an intercontinental logistics platform.

The PAV's ports have become the main shipping gateway for the majority of Spain's international trade sectors irrespective of their geographical location. In recent years, thanks to the expansion of our port infrastructure, new sectors such as the car, gas and perishable goods industries have become part of the Port Authority's client base, joining more traditional industries, such as tiles, iron and steel, textiles and timber.
In 2010, the PAV stepped up contacts and meetings with the main business associations representing sectors such as the ceramic tile, marble and canning industries, to sound out customers' current concerns and requirements.

Direct contact with carriers was also encouraged as this has allowed us to tailor our services to the particular needs of specific types of traffic. One of the results of this cooperation has been the capture by Valencia of an important part of the traffic shipped by Brasil Foods, the world's number one producer and exporter of poultry products.

These carrier-centred activities are the ideal complement to our relations with logistics operators, freight forwarders and customs agents. Similarly, the Port Authority actively supported the study carried out by the Valenciaport Foundation on the competitiveness of the freight forwarding industry.

The PAV's Sales Department represents the Port Authority in associations which deal with logistics projects, such as the Development of the European Corridor and Short Sea Shipping. In terms of promotion, 46 advertisements were placed in the international press in 2010, while 210 were placed in the main Spanish media.

The PAV aims to attend the trade fairs, congresses and conferences which best reflect its interests and strategies. Given the wide range of available events, our participation focuses on optimising results by promoting the Port Authority to as many operators and companies as possible.

In addition to our long-standing commitment to events such as the International Logistics Exhibition (SIL), CEVISAMA and Fruit Logística, we also took part in the Intermodal Fair (Brazil), Foro Pilot (Saragossa), the CLECAT conference and the ICHA biennial assembly. The PAV also visited the Shanghai World Expo on two occasions in 2010 to give a presentation of the ports and their logistics services.

The PAV also plays an important institutional role which is fundamental in identifying new business opportunities for our ports and port communities.

The PAV's main challenges for the coming year are to maintain its current market share in its hinterland and increase its participation in areas where new opportunities become available. It is also of primary importance to ensure the ports' connectivity through regular shipping lines in order to continue to provide an optimum service for Spanish foreign trade. Public-private partnerships are essential to successfully achieving these objectives, with both the Port Authority and private stakeholders taking on their corresponding roles in the logistics chain.

Finally, we should mention that a total of €1,096,287 was spent on promoting port trade in 2010. This represented 2.50% of the PAV's total operating expenses.

## CRUISE SHIPS AND FERRIES

### Ferries

The Port of Valencia provides regular passenger ferry services to the Balearic Islands and Italy. These services are run by Balearia, Acciona-Trasmediterránea and Grimaldi. The number of ferry passengers rose to a total of 250,709 in 2010.

In November 2010, a regular ferry service operated by the Grimaldi group was launched between Leghorn, Valencia and Tangiers. This is the first regular Ropax line to link the Port of Valencia to the Moroccan port of Tanger-Med.

### Cruise ships

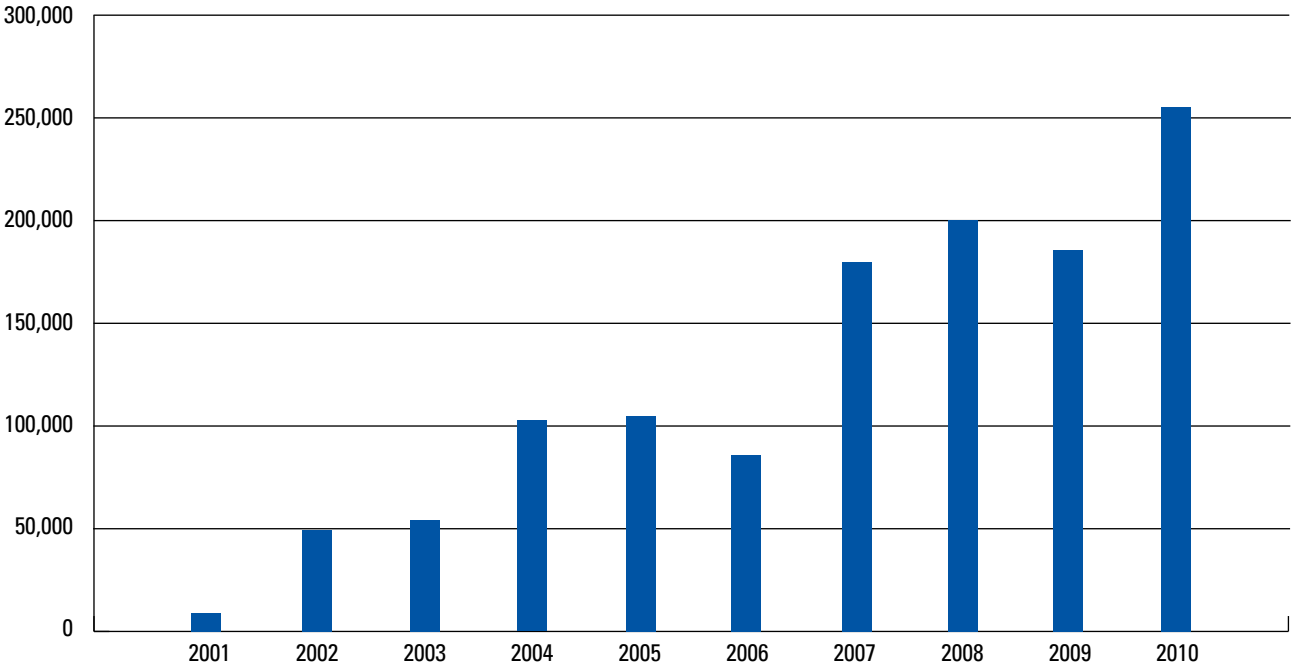
In 2010, the cruise industry continued to grow and proved to be the sector which was least affected by the current economic crisis.

The Port Authority of Valencia was able to provide tailored solutions to cruise traffic requirements and positioned itself as an emerging cruise destination with huge potential for the future.

Cruise traffic in the PAV grew from 10,804 passengers in 2001 to 253,743 in 2010. There are two essential reasons for this increase: the recognition of Valencia and its port as a strategic destination for shipowners and the arrival of larger vessels with greater number of passengers.

In terms of numbers, 157 cruise ships called at the Port of Valencia in 2010, a record-breaking figure in the history of cruise traffic at the PAV.

**Cruise passengers 2001-2010**




During 2010, the Port of Valencia consolidated its relationship with MSC Cruises and Happy Cruises, the two companies which have committed to using Valencia as their home port. Thus, 38% of the total number of cruise passengers who visited the port in 2010 started or finished their cruise in Valencia.

In terms of transit passengers, 2010 also saw the return of Costa Cruises to the Port of Valencia, with its Costa Mágica vessel. In addition, all the following companies continued to call at the Port of Valencia:

Aida, Celebrity, Costa Cruises, Crystal, Cunard & Seabourn, Fred Olsen, Hapag-Lloyd, Hellenic Star Shipping, Holland America, Quail Cruises, P&O Cruise Line, Peter Deilmann, Royal Caribbean International, Sea Cloud, Seadream Yacht Club and Thomson Cruises.

Some of the cruise ships which called at the Port of Valencia for the first time in 2010 included the Ventura, Eurodam, Seabourn Sojourn and Nieuw Amsterdam. The Ventura is the P&O flagship and can carry almost 3,600 passengers. The Eurodam and the Nieuw Amsterdam belong to Holland America Lines and each have a capacity of 2,014 passengers.

**Cruise ship passenger services**

VLC TURISMO VALENCIA

As a result of the agreement signed by the Valencia Tourism and Convention Bureau and the Port of Valencia, both cruise ships and their passengers are provided with customised service:

- Before the arrival, the cruise ship is provided with promotional material so that Valencia is advertised on board in the days before actually calling into port.
- During the vessel's stay in the port, additional information is provided about the tourist attractions to be visited during the stopover, plus information about the city of Valencia in general, at a Tourist Information stand located in the passenger terminal.

Moreover, all the necessary services are coordinated to facilitate boarding and disembarking, trips and any other activities organised by the cruise operators for their customers.

**Facilities**

The passenger terminal is located on the Poniente Quay. The Port of Valencia has two berthing faces (392 and 360 metres long respectively) next to the passenger terminal. Access to the terminal from the ships is via an elevated walkway built along this quay which is linked to the vessel by means of a modern mobile finger system that can be adjusted to link up with any type of vessel.

The Valencia passenger terminal offers a wide variety of services, including:

- Tourist information office
- Duty free shop
- Health and beauty store
- Internal shuttle bus
- VIP room
- Car park
- Car hire
- ATM
- Travel agency
- Restaurant & cafeteria
- Assistance for cruise passengers and staff
- Internet access
- Taxi - telephone
- Public transport links
- Gift shops

These facilities, like the other terminals in the Port of Valencia, comply with all the requirements and specifications of the ISPS Code (International Ship and Port Facility Security Code) governing the international maritime traffic of goods and passengers.

In addition to dealing with cruise ships, this passenger terminal also handles regular services to and from the Balearic Islands, providing passengers with all the transit, boarding and disembarkation services they need.

The Port of Valencia also has other quays for cruise ships, i.e. the North Turia Jetty, the South Turia Jetty and the Turia Quay. When cruise ships use these quays, passengers are bussed to the passenger terminal in compliance with ISPS Code security requirements.

In addition, a consultancy service which specialises in the cruise industry was hired in 2010 to draw up the PAV's Cruise Master Plan.

**Promotional activities**

In 1998, the PAV signed an agreement with Valencia Tourism to promote cruise traffic in the city. Since then, the two organisations have worked together to try to offer the best possible service to cruise passengers. Different promotional activities abroad are jointly attended by both organisations while Valencia Tourism takes part in tourism fairs at which it also promotes the port and city of Valencia as a cruise destination.

The PAV basically promotes cruise traffic by:

- Taking part in the industry's leading trade fairs:
  - Seatrade Cruise & Shipping Convention: held every year in Miami. The Port Authority of Valencia has been attending this event for ten years alongside Valencia Tourism under the umbrella of the Spanish Pavilion and at the stand set up by the Spanish State-owned Ports Body.
  - Seatrade MED Cruise & Shipping Convention: This fair took place in Cannes in 2010. The PAV attended the event as part of the MedCruise pavilion.

The Port Authority of Valencia also took part in the product presentations given by Royal Caribbean and Costa Cruises, which included Valencia as a home port in some of their itineraries for the first time.

In addition, the PAV participated in different promotional conferences to inform shipowners of the excellent opportunities awaiting cruise ships in Valencia, thanks to the new Madrid-Valencia high speed train link.

- Membership of associations

MEDCRUISE
THE ASSOCIATION OF MEDITERRANEAN CRUISE PORTS

The PAV has been a member of the MedCruise association since 1999. MedCruise is an association of Mediterranean cruise ports which was founded in 1996 to promote the interests of Mediterranean ports and regions as cruise destinations. The association started out with 16 founding ports and now has 78 member ports from the Mediterranean, the Black Sea, the Red Sea and the Baltic, as well as 20 member associations such as tourism associations, travel agencies and shipping agents.
In 2010, the association organised two general assemblies which the PAV took advantage of to meet up with shipowners and promote cruise traffic in Valencia. The first assembly was held in Constanza and the second in Cannes.

## D. COMPETITIVENESS AND INNOVATION

### QUALITY IN VALENCIAPORT

Service quality is one of the basic strategic factors taken into account by the Port Authority in its aim to consolidate itself as the leading Mediterranean deep-sea port.

There are two sides to port quality and its management – internal quality management in the Port Authority itself and external quality management in the port community.

#### External Quality

External quality takes in quality management in the port community where different groups (Port Authority, freight forwarders, shipping agents, stevedores, hauliers, official services, etc.) are part of a single process which provides a specific service to the end customer, i.e. the shipping line, importer or exporter. As a result, the customer receives a global impression of the quality of the service which indicates the efficiency of the port as a whole.

In an aim to convey this global impression and to meet our customers' requirements, the Port Authority pressed for the creation of a Quality Mark, under the auspices of the Valencian Regional Government. The objective of the Quality Mark is to bring together all the companies in the port community that are prepared to provide quality-assured services by complying with standards which deliver an established level of quality for each of the processes involved in the services provided.

To date, the Quality Mark has been implemented in the ports of Valencia and Sagunto. Both ports have Quality Committees whose members represent the port community in each port.

These Quality Committees are responsible for identifying the key services requested by customers, establishing the standards that must be guaranteed to the customer and ensuring that the members of the port community who are involved in the Quality Mark are committed to these standards. The Valencia and Sagunto Quality Committees met on 10 occasions during 2010, 5 times in each port.

As a result of these commitments, the Quality Mark has developed service quality guarantees for:

- Berthing of vessels as scheduled (Valencia and Sagunto)
- Supplies delivered to vessel without delay (Valencia and Sagunto)
- Fast processing of bills of lading (Valencia and Sagunto)
- Transparent invoicing (Valencia and Sagunto)
- Safe arrival of goods at customer facilities (Valencia)
- Delivery of containers at the agreed time (Valencia)
- Containers shipped on the agreed vessel (Valencia)
- Inspection at the Border Inspection Post without unexpected return to the terminal (Valencia)
- Handling of 1200 pallets of fruit per day pursuant to the Citrus Fruit Quality Charter (Sagunto)
- Result of the Offloading/Outturn Report 2 days after operations have been completed (Sagunto).

Moreover, anyone belonging to the Quality Mark must also commit to other general guarantees defined by the Quality Committees and included in the Quality Mark Procedures Manual.

Should any guarantee not be complied with, the Quality Mark shall, via the complaints submitted to the Customer Ombudsman through the Valencian Quality Foundation, compensate port customers financially.

The Port of Valencia Quality Mark Foundation was created to coordinate the port's different service providers to ensure that the guaranteed commitments are complied with, to reach agreements and suggest improvements to the quality of service, and to provide a legal framework for the obligations set out in the user rules.

The Quality Mark Foundation is a public entity belonging to the Valencian Regional Government which is headed by important figures from Valencia's economic and business communities. During 2010, the Quality Mark Foundation's Executive Committee met on one occasion whilst the Quality Mark Foundation's Trust met on two occasions.

In order to improve port services, the Quality Committees set up specific Working Groups to carry out specific in-depth studies of any improvement opportunities detected. The Working Groups (WG) operating in 2010 were:

#### Port of Valencia

- Rail Services Working Group
- Goods Safety Working Group
- New Vehicle Traffic Working Group
- Invoicing Guide Working Group
- Goods Customs Inspection Working Group
- Official Services (PIF) Working Group
- Quality Committee Standing Committee
- Transport and Stowage Monitoring Committee
- Exceptional Situation Coordination Committee

**Port of Sagunto**

- Exceptional Situation Coordination Committee
- New Vehicle Traffic Working Group
- Fruit Working Group
- Discharge Operations Working Group
- Iron and Steel Products Working Group

Each Working Group is made up of the various agents who play a part in the process under study.

The Working Groups met on 20 occasions in 2010. The Port of Valencia's Working Groups met on 13 occasions whilst those from the Port of Sagunto met on 7 occasions.

The results of the Working Groups in 2010 included:

- The Vehicle Traffic WG for the Port of Sagunto established two lines of action to promote this type of traffic and speed up the movement of vehicles in and out of the port. The WG agreed on the working standards for each of the groups involved in handling this traffic in order to guarantee minimum vessel loading and discharge times. The Working Group also promoted the introduction of an automatic validation system for car transporters as they leave the port premises which cross checks Customs and terminal data using the valenciaportpcs.net platform and thus speeds up traffic movement.
- The Official Inspection Services Working Group (PIF) established and implemented a set of measures to improve a number of aspects identified during the inspection process. These included enhancing the flow of information between public and private operators by simplifying documentation procedures, using new technology, introducing a customer service system and monitoring the implemented initiatives. The economic operators were informed of these improvements at seminars organised by the public inspection bodies, the Quality Mark Foundation and the Port Authority of Valencia.
- The Transport and Stowage Monitoring Committee Working Group identified and implemented a number of proposals aimed at speeding up vehicle traffic as it leaves the port, including an automatic exit procedure for container trucks carrying imported goods. They also examined security measures in conjunction with the Customs authority, and following the introduction of the MEGAPORT project, the Working Group also acted as a discussion forum to study the improvement proposals made by the haulage industry about the MEGAPORT facilities.

Together with the PAV, the Port of Valencia's Quality Mark Foundation provides a customer service facility for the port and logistics community which responds to specific claims over possible incidents occurring during the release and acceptance of containers at the terminals (overland closing time system).
In 2007, the Quality Mark Quality System became part of a Service Directive which includes the Procedures Manual and the User Rules mentioned above. The evolution of the Quality System has meant that all the companies included in the Quality Mark must be audited by an independent certification body. This checks that the system complies with specific standards and guarantees which ensure an agreed service quality.

The Quality Mark currently has 168 member companies – 147 in Valencia and 21 in Sagunto – 78 of which have been certified according to the new Service Directive.

***Promoting the Quality Mark Quality System abroad***

The Quality Mark Quality System (SCMG) has been implemented in Callao (Peru) and in the Port of Guayaquil (Ecuador) and progress has also been made on implementing the System in the ports of Buenaventura (Colombia) and Puerto Cabello (Venezuela). Prior visits were made to all the aforementioned ports before implementing the system.

In 2010, the final implementation phase of the SCMG was completed at the Port of Altamira in Mexico with the creation of a not-for-profit organisation, made up of the Latin American Port Quality Association (ALCP) and the Mexican Council of Foreign Trade, Investment and Technology (COMCE), the objective of which is to support the Quality Mark System in the state of Tamaulipas. The SCMG is also being introduced at the Port of Lázaro Cárdenas on Mexico's Pacific Coast with half of the tasks required to implement the project being carried out during 2010.

**Internal Quality**

Internal quality refers to quality management at the PAV itself. This is based on a principle of continuous improvement using tools that promote teamwork, standardisation of processes, etc.

**1. Certifiable systems**

The PAV has the following management system certifications:

<u>Quality Management System based on the ISO 9001:2008 standard</u>

This certifies key internal processes, such as shipping traffic management (which includes the berthing management process) at the ports of Valencia, Sagunto and Gandia, in accordance with the European ISO 9001:2008 quality standard. This system was certified in 1999 according to the ISO 1994:9002 standard, and was updated in 2003 to meet the new ISO 9001:2000. In 2009, it was updated once again to the ISO 9001:2008 standard. At the end of 2010, the PAV successfully passed the maintenance audit.

The Quality Mark Quality System

The PAV passed the first Quality Mark Service Directive certification audit for the ports of Valencia and Sagunto in 2006. Audits are carried out every two years and the process took place again in September 2010 with the PAV being awarded the relevant certificate thanks to compliance with 99.4% of general commitments and 100% of specific commitments.

The ANFAC-OPPE Quality System

The PAV also uses a certified Service Directive for New Vehicle Traffic, which ensures the quality of service for new vehicle handling. This quality system is backed by the Spanish Association of Car and Lorry Manufacturers (ANFAC) and the Spanish State-owned Ports Body (OPPE).

In June 2010, the PAV successfully passed the New Vehicle Traffic Service Quality Certification process at the ports of Valencia and Sagunto, in line with the Service Directive.

**2. Internal Improvement Groups**

Six Internal Improvement Groups were created in 2010:

- The Finance and Quality Departments worked together on monitoring the PAV's first internal control plan in which the processes and procedures in the departments chosen to take part in the plan were analysed.
- The technical instructions for the PAV's Operations Department's Service and Income Management Procedures Manual were drawn up with the help of the Service Management Unit.
- A team of people from different PAV departments, led by the General Secretariat, updated the Contract Manual in accordance with the new regulations and amounts set out in Spanish Development Ministry Order FOM/4003/2008.
- A team of people led by the General Manager's Office and the Information Systems Department drew up the initial procedures required to create the PAV's Online Office and implement Spanish Law 11/2007, of 22nd June, on universal electronic access to public services.
- The help of the Public Land Office was enlisted to draw up management procedures which support their operations.
- There was a process of collaboration with the Technical Department to create a catalogue of mapping elements to be put into the PAV's Geographical Information System (GIS) tool as well as a procedure to manage the system.

**3. PAV Organisation Manual**

In 2010, data sheets were drawn up which outlined the main functions, responsibilities and processes of the different PAV departments as well as the horizontal and vertical information flows, so as to continue to improve the efficiency and effectiveness of internal management.

**4. Service Directives**

In conjunction with the State-owned Ports Body (OPPE), the PAV was involved in the creation of a Service Directive for Shipping Companies which is to be applied across the entire Spanish port system. This Directive was approved by the OPPE's Governing Board in April 2010.

**5. Training**

The first course for Port Authority of Valencia staff concerning the quality criteria applicable to competence-based management was held in June and July 2010. The programme included basic concepts concerning quality, methods of analysis, and control and improvement as well as studies of different quality-related port issues for private companies and public bodies.

Thus, Valenciaport has created a Global Quality System which incorporates an objective internal management model that enables continuous improvement of internal processes, and an external management model, which is the first of its kind in the world, to meet the needs of port customers. The key to success lies in giving the port community an active role in port management, thereby generating global commitments, sharing computer communication systems and improving the services that the port community as a whole has to offer.

## INFORMATION TECHNOLOGIES IN VALENCIAPORT

The port and transport industries are traditionally sectors where the efficient management of information technology is a key factor for competitiveness, given the vast amounts of data that is produced and exchanged. This has led to the development of different systems in the main European ports which considerably enhance information management.

Valenciaport has certainly not ignored this trend and has been committed for several years to developing and implementing the most innovative information systems as a key factor for competitiveness.

In the 1990s, the Port Authority of Valencia was a Spanish pioneer in the introduction of electronic data interchange for customs management, creating a one-stop shop between the Port Authority and Customs for the electronic interchange of vessel cargo manifests and discharge summary declarations. Since then, the PAV has continued to develop and implement different tools aimed at making businesses in the port community more competitive. These include:

- The paperless import clearance system for bulk traffic (SIGRA) which makes it quicker to get bulk goods out of port premises. As a result, hauliers save 5,000 hours of waiting time each year (equivalent to 1,250 journeys from Valencia-Madrid) and the time goods are held in the

port is reduced. The obvious advantages of the system have led the Spanish Customs Office to implement the procedure in all of the country's ports.

- The Phytosanitary Inspection Service (SIF) system manages the inspection of imported plant goods. The excellent results obtained from this development have led the Ministry of the Environment and Rural and Marine Affairs (MARM) to deploy the system in all Spanish ports and airports. In order to facilitate this, the Port Authority of Valencia signed a Specific Cooperation Agreement, granting the aforementioned Ministry an unlimited licence to use the system.

- Electronic invoicing enables the PAV's customers to receive bills by e-mail for the services rendered and to incorporate this information into their management systems, whilst fully complying with legal requirements.

- Portmovil. This service informs PAV customers of the most important events happening in the port by SMS mobile phone messages in real time, 7 days a week, 24 hours a day. There are 29 different types of events to choose to receive updates on. In 2010, 95,223 messages were sent to a total of 61 users.

- Digital Certification. The implementation of this project, which is one of Valenciaport's most ambitious to date, involved analysing and adapting the best technology on the market to introduce digital certification for all the Port Authority's internal processes. Certification enables unequivocal, secure identification of Valenciaport's staff and the electronic signature of documents which are legally valid. Authentication is used for several ends including (i) access to the computer system and its resources based on the type of identification provided, (ii) access control to roads and buildings, and (iii) staff entrance and exit control.

- Electronic System to Manage Waste Collection from Vessels calling at PAV-managed ports. Users can request an authorised waste removal service provider online. This service provider is immediately informed of the request as is the Harbourmaster's Office. Once the operation is completed, the service provider informs the Harbourmaster's Office online so that the relevant MARPOL certificate can be issued in real time.

- The Community Information System (SIC) was the first system put into operation by Valenciaport to provide support for the entire logistics chain through the port.

- The valenciaportpcs.net technological platform

Valenciaport is currently involved in a range of different projects which include the design and implementation of a new service-oriented architecture (SOA), which will replace all the organisation's information systems, as well as the redesign of internal processes to ensure full compliance with Spanish Law 11/2007 on universal electronic access to public services.

However, it should be mentioned at this stage that the enterprising nature of the Port Authority of Valencia would have gone to waste had it not been backed by an active port community which has embraced the technological advances of the last few years. The Valenciaport port community is currently one of the most advanced in the use of information technology as the following statistics show. During 2010, the Port Authority exchanged a total of 1,597,319 operational documents with its port community, of which 98.17% (1,568,132 documents) were sent using EDI messages.

## VALENCIAPORTPCS.NET, VALENCIAPORT'S PORT COMMUNITY SYSTEM

The results of the aforementioned developments led the PAV to make a qualitative leap in its information services in 2004 through the valenciaportpcs.net Port Community System. This internet-based platform was built to cater for high availability requirements and offer users SOA services to improve interconnectivity.

2007 saw the launch of the Summary Declarations, Instructions to Terminals, Call Management and Dangerous Goods Management services on this technological platform. The Instructions to Terminals service has proved to be especially useful. It speeds up procedures and makes the way shipping agencies inform the container terminals of what to load onto and discharge from vessels more reliable and has enabled Valencia to become the first Spanish port to implement paperless export clearance. This new procedure makes customs control of shipments much easier, safer and more efficient and adds transparency to the exchanges of information between the different parties involved. In fact, the electronic bill of lading is now used for over 90% of containers carrying export goods which are shipped from PAV ports.

valenciaportpcs.net has become one of the major e-commerce platforms in terms of volume of transactions, with an average of 100,000 transactions per day. In 2010, 22 million messages were sent and received using the platform. Its services are now used by 97% of the port community.

Over 400 companies in the port community currently use valenciaportpcs.net on a daily basis. Figures for the platform in 2010 include:

- The loading or discharge of 4,136,000 containers through valenciaportpcs.net, i.e. 98% of the total number of containers.
- 920,000 transport orders for containers either released from or accepted at the Valencia and Sagunto terminals.
- 124,000 dangerous goods shipments handled through valenciaportpcs.net using dangerous goods notifications.
- 8,367 electronic call requests made to valenciaportpcs.net.
- In August 2010, valenciaportpcs.net reached the figure of 100 million electronic messages.

In 2010, a major overhaul of the Track and Trace Service was carried out. This led to improvements in the quantity and quality of data, and new information search tools. Thanks to the changes introduced, the portal's users can directly track and trace shipments made through the ports of Valencia and Sagunto.

The use of valenciaportpcs.net provides innumerable benefits to the port community including:

- Easy access to integrated logistics and customs information at sea, in the port and on land, thus allowing operations and records to be tracked and traced and other agents involved in the process to be authorised.
- Increasingly sophisticated management, thus speeding up document generation and handling.
- More efficient transactions, which optimise handling and improve response times, generating cost savings of up to 50%.
- Access to and communication with shipping companies is centralised, thus standardising information and communication with shipping lines through the INTTRA and GT Nexus platforms, and operating as a one-stop shop.
- Fewer mistakes. Errors inherent to manual systems are eliminated as data does not have to be entered several times into different media (telephone, fax, etc.).
- User-friendly system, allowing the integration of freight forwarder systems, as well as independent use via the valenciaportpcs.net customer application.

As a result of the integration with the INTTRA and GT Nexus technological platforms, which bring together the world's main carriers, valenciaportpcs.net provides its users with a sole access point for sending and receiving essential shipping documents to and from the world's major shipping companies.

In accordance with the PAV's commitment to continuous improvement, current services were considerably enhanced in 2010 and work continued to be made to create new services. The major achievement during the year was the complete migration of the hardware platform and core technology which has improved service levels to such an extent that response times have been reduced by 10%.

The second achievement was the introduction of version 2.0 of the Booking Service, which has a sharper business focus and a more user-friendly design. This process of improvement will result in all the PCS applications being overhauled over the next few years in order to optimise and adapt them to the shipping business and to the technological architecture being used.

The ongoing internationalisation of the valenciaportpcs.net platform also continued in 2010 with the participation of the PAV in the following EU-funded R&D&I projects:

- Freight4All, a project funded by the EU's MED Programme. The consortium is led by the region of Crete and includes stakeholders from the Mediterranean's logistics chain. The aim of the project is to synchronise the technological platforms of the agents in the logistics chain to create an ICT solution which enables access to e-logistic systems whilst strengthening territorial cohesion through the use of sustainable services.
- Port Integration, funded by the INTERREG IVC Programme. The consortium is led by the city of Hamburg and features a variety of stakeholders from ports in the Baltic, Northern Europe and the Mediterranean. The objective of this project is to identify the transport industry's best exchange and transfer practices in the field of sustainable shipping and the structures of overland transport so as to implement related policies on a global scale. Valenciaport leads the module on the best exchange practices in the management of EDI information interchange management.
- e-Freight, funded by the European Union's VII R&D Framework Programme. Members include different European ports, IT consultancy services, shipping companies and international logistics operators. The aim of this project is to test the capacity of electronic freight management through the different services which exist in Europe. These electronic services need to provide comodality support for the TEN-T trans-European transport networks.

## R&D&I, TRAINING AND COOPERATION

During 2010, the PAV continued to be the driving force behind programmes and projects on research and technological development, innovation, training and cooperation at local, national and international level, via the two foundations it has shares in: the Valenciaport Foundation and FEPORTS.

## VALENCIAPORT FOUNDATION

2010 was an important year for the Valenciaport Foundation as a centre of excellence in R&D&I, training and cooperation. A significant number of projects were started up during the year in different areas:

- Promoting innovation and cooperation with businesses, organisations, training centres and in R&D&i to implement avant-garde projects which aim to make the Port of Valencia's companies more competitive.
- Active cooperation in other shipping and port clusters.
- Knowledge management, promoting training to ensure the continuous development of the port and logistics community's human resources.
- Revitalising the Valenciaport cluster by promoting the design, implementation and execution of R&D projects to increase the competitiveness of the businesses which operate in the Port of Valencia.
- Sharing the Port of Valencia's know-how on the international stage via an active cooperation policy with port communities from across the world and supporting Spanish logistics operators in the process of internationalisation.
- Strengthening port and logistics community integration by encouraging industry-wide cooperation, and fostering relationships and dialogue with society as a whole, as part of a strategy of collective social responsibility.

The Valenciaport Foundation is made up of a highly qualified, multidisciplinary team of 48 people and works with both Spanish and European universities and research centres on a regular basis.

### *R&D&I*

At national level, the Foundation has taken part in, and has often led various different projects funded by the Spanish National R&D&I Plan.

At international level, efforts have focused on setting up research projects (the VII European Commission Framework Programme) and on international cooperation projects. The Foundation has worked closely with the Global Institute of Logistics to set up the Port Cluster Governance Committee (PCGC).

Many other internal projects have also been carried out to assist the Valenciaport port cluster and to help the Foundation achieve one of the cornerstones of its mission: to consolidate its work as the driving force behind R&D&I in the port and logistics community. The Foundation thus aims not only to respond to needs that have arisen in different companies and associations, but also to adopt a proactive approach by proposing new ideas and innovative projects.

As a centre of excellence, the Valenciaport Foundation leads the following research projects to improve competitiveness in Valenciaport's port and logistics community:

- Port planning and development
- Logistics and intermodality
- Transport economics
- Information technology

In 2010, the Valenciaport Foundation took part in a variety of projects alongside the PAV. These included:

- The definition of a Spanish logistics platform network.
- Energy efficiency in port container terminals.
- Modelling goods traffic forecasts and studying the opportunities for intermodal transport to and from Europe: analysis of capacity, output, quality, service levels, regulations and funding.
- Explosive detection systems in public buildings and facilities.
- Evaluating the hinterland of Spanish ports.
- Innovation in and development of new markets at the Port of Valencia.
- Mediterranean Ports' Contribution to Climate Change Mitigation.
- Automatic paperless clearance.
- A distributed and open FREIGHT transport ICT solution 4 ALL stakeholders in the Mediterranean area.

Finally, it is also worth mentioning the role of the Valenciaport Foundation as a tool in the internationalisation of the know-how generated in Valencian ports. This has involved research and cooperation programmes in many countries around the world including China, Peru and Brazil.

### *IPEC-Training*

The training division of the Valenciaport Foundation (IPEC-Training) develops specialised training programmes in business management, ports, logistics and transport in order to improve the skills and knowledge of professionals in the port community.

In conjunction with ICADE Business School, and on behalf of the Port Authority of Valencia, the Foundation runs an

ambitious range of post-graduate courses for managers and recent university graduates looking to specialise and improve their job prospects in the port and logistics sector. The training programme, which began in 1992, includes:

- Master's degree in Port Management and Intermodal Transport (19th series), Valencia.
- Specialisation courses in overland transport, shipping, intermodal transport and port management.
- Advanced management courses such as Strategic Planning and Balanced Scorecard Management.

In 2010, the first online course for a "University Diploma Specialising in Project Management" course was launched in conjunction with the University of Valencia. The classroom version of this course is now in its 8th series.

A wide range of short business refresher courses are also offered to people working in middle and upper management positions in companies within the port community. These courses aim to improve staff retraining as well as the job prospects of the people working in these firms whilst creating a pool of professionals able to meet future industry requirements.

A total of 1,178 students took part in 2,605 hours of IPEC-Training courses in 2010. This included classroom-based and online courses, as well as courses specifically designed to meet the needs of port companies, in addition to seminars and conferences on current issues. The training courses offered to the port community in 2010 are detailed in the following table.

| 2010 | January - April 2010 | | | | | | May - August 2010 | | | | | | September - December 2010 | | | | | | Cumulative 2010 | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | March | April | Total | | May | June | July | August | Total | | Sept. | Oct. | Nov. | Dec. | Total | | | | |
| | | | | | Stud. | Hours | | | | | Stud. | Hours | | | | | Stud. | Hours | Stud. | Hours | Staff |
| POSTGRADUATE TRAINING | | | | | | | | | | | | | | | | | | | | | |
| Master's degree in Port Management and Intermodal Transport (18th series), 2009-2010 (*) | | | | | 26 | 226 | | | | | 26 | 102 | | | | | | | 26 | 328 | 66 |
| Master's degree in Port Management and Intermodal Transport (19th series), 2010-2011 (*) | | | | | | | | | | | | | | | | | 31 | 187 | 31 | 187 | 18 |
| Strategy in the Concession and Operation of New Container Terminals | | | | | 48 | 25 | | | | | | | | | | | | | 48 | 25 | 4 |
| BUSINESS REFRESHER COURSES | | | | | | | | | | | | | | | | | | | | | |
| English Courses (*) 2009-2010 Programme | | | | | 74 | 392 | | | | | 77 | 261 | | | | | | | 76 | 653 | 5 |
| English Courses (*) 2010-2011 Programme | | | | | | | | | | | | | | | | | 66 | 195 | 66 | 195 | 4 |
| Free SERVEF Courses (*) | | | | | 40 | 52 | | | | | 80 | 120 | | | | | 80 | 133 | 200 | 305 | 39 |
| English for the Port and Logistics Industries | | | | | | | | | | | | | | | | | 19 | 24 | 19 | 24 | 1 |
| French Courses (*) 2009-2010 Programme | | | | | 4 | 40.5 | | | | | 4 | 25.5 | | | | | | | 4 | 66 | 1 |
| Customs Logistics | | | | | | | | | | | 11 | 20 | | | | | | | 11 | 20 | 2 |
| Intelligent Optimism as an Attitude to Life | | | | | | | | | | | | | | | | | 21 | 8 | 21 | 8 | 1 |
| Preparation for Companies aiming to obtain OEA Certification | | | | | | | | | | | | | | | | | 20 | 34 | 20 | 34 | 6 |
| Recent Developments in Ports, Customs and Foreign Trade | | | | | | | | | | | | | | | | | 18 | 20 | 18 | 20 | 6 |
| Management Training | | | | | | | | | | | | | | | | | | | | | |
| English Courses for PAV and FV Management (*) | | | | | 10 | 197 | | | | | 10 | 75 | | | | | 4 | 99 | 8 | 371 | 4 |
| In-Company Training | | | | | | | | | | | | | | | | | | | | | |
| Quality Control. Competence-based Management | | | | | | | | | | | 23 | 20 | | | | | | | 23 | 20 | 6 |
| External Cooperation - Seminars and Conferences | | | | | | | | | | | | | | | | | | | | | |
| Overland Transport Contract law (Aula Portuaria. Former MATIC Group) | | | | | 93 | 2 | | | | | | | | | | | | | 93 | 2 | 1 |
| "How does VAT affect international trade and the port industry?" (Aula Portuaria) | | | | | 23 | 2 | | | | | | | | | | | | | 23 | 2 | 1 |
| "Towards Safe Containers" Seminar (Aula Portuaria) | | | | | | | | | | | 39 | 2 | | | | | | | 39 | 2 | 2 |
| Port Seminar for Latin Americans | | | | | | | | | | | 10 | 18 | | | | | | | 10 | 18 | 1 |
| Customs and Economic Globalisation | | | | | | | | | | | | | | | | | 52 | 3 | 52 | 3 | 1 |
| Innovation Seminar | | | | | | | | | | | | | | | | | 115 | 15 | 115 | 15 | 32 |
| New Incoterms 2010 | | | | | | | | | | | | | | | | | 166 | 2 | 166 | 2 | 1 |
| Online Training | | | | | | | | | | | | | | | | | | | | | |
| Port Planning and Management (7th series) | | | | | | | | | | | 27 | 135 | | | | | | | 27 | 135 | 6 |
| Port Management in International Trade (3rd series) | | | | | | | | | | | | | | | | | 30 | 135 | 30 | 135 | 6 |
| Port Sales Management and Marketing (2nd series) | | | | | | | | | | | | | | | | | 27 | 20 | 27 | 20 | 1 |
| Calculating and Managing Port Costs (3rd series) | | | | | | | | | | | | | | | | | 25 | 15 | 25 | 15 | 1 |
| | | | | | 318 | 936 | | | | | 307 | 779 | | | | | 674 | 890 | 1,178 | 2,605 | 216 |

(*) The no. students and lecturers in the annual programmes and in the courses which last for more than one term are only counted once in the cumulative figures, unless it is a new series.

The results of the international cooperation programmes have led to exchanges between students and experts who have attended different seminars organised in Valencia and increased their knowledge of port activities thanks to the Port of Valencia's know-how.

We should also mention the cooperation agreement between the Organisation of American States' Inter-American Committee on Ports (CIP/OEA), the Port Authority of Valencia and the Distance Learning Centre for Economic and Technological Development Foundation (CEDDET) which together run a study and research grant programme for Latin American students. Grants were also awarded to two Chinese students by the ICO Foundation's grant programme to undertake the Port Management Master's degree whilst a two-month stay at the Port of Valencia was available under the grant programme for Latin American port technicians, the objective of which is to offer the opportunity to learn about Spanish port activities, in this case at the Port of Valencia, and compare them with the working methods in their own respective countries. These grants are organised by the Spanish State-owned Ports Body and the Port Authority of Valencia accepts two candidates under this programme every year. Finally, in 2009-2010, a total of 5 grants were awarded for the Management of the Quality Programme and for Port Training in Operational and Legal Frameworks.

***Cooperation***

In 2010, the Valenciaport Foundation set up and consolidated a variety of new projects to reinforce the range of tools the Port Authority of Valencia uses to strengthen relationships with the Valenciaport port cluster in general as well as with certain areas of specific interest in Latin America, Eastern Europe, the Mediterranean and the Far East. It also stepped up Valenciaport's presence in major international logistics, port and industry forums.

**FEPORTS**

The Port Institute for Study and Cooperation – FEPORTS – has become a benchmark organisation for the study of port activity, transport and logistics in the Valencian Region. In recent years, it has focused on helping to make the Valencian port system more efficient and more competitive.
As such, FEPORTS has contributed to the development of the Valencian Regional Ministry of Industry, Trade and Innovation's Competitiveness Plan for the Transport and Logistics Industry, which it drafted in conjunction with ITENE. In 2010, it carried out the IMPIVA-funded project entitled "Analysis of industry supply chains in the Valencian Region. Opportunities for improvements related to rail transport and short sea shipping", which focused on the textile, stone and cement manufacturing sectors. This is one of a series of projects whose aim is to study all the region's manufacturing sectors and was preceded by a similar project on the ceramic tile industry. In 2011, work is expected to continue with studies of the agro-food and metallurgical industries.
FEPORTS continues to be a point of reference in the field of European cooperation, and takes a highly active role in European Union programmes. In 2010, FEPORTS took part in the Background, Optimus, Porta, Terconmed, Pirene Seatoland, Transit Maremed, Memo and Securmed projects which were funded by different EU programmes. An important milestone in 2010 was the approval of the ENPI programme's CustomMed project, commonly known as the Neighbourhood Programme, which opens up a channel for cooperation with countries in North Africa and the Eastern Mediterranean, and develops areas such as security protocols in customs activity applied to shipping.

FEPORTS continues to implement the Valencian Regional Government's "Short Sea Shipping Promotion Strategy" and works on logistics and rail transport issues, via other projects, which aim to integrate all the Region's transport services.

The "Valencian Port Observatory" project, which began at the end of 2005, continues to be an excellent tool for monitoring and analysing the shipping industry and port activities in the Region. In 2010, both the Annual and Quarterly Reports of the Valencian Port System highlighted the capacity of the ports to generate a process of recovery. General monitoring activities were complemented with specific studies on the situation of the industry. In addition to these regular reports, some specific issues were also dealt with in greater depth. These involved a study into the "Cost of goods transport through Valencian ports", as well as a series of studies on port access, the monetary value of port goods, Spain's marine leisure industry, and rail and port traffic in Spain, all of which provide in-depth, up-to-date information on what is happening in ports and constitute an invaluable resource for decision-makers.

In 2010, FEPORTS was the body chosen by the Valencian Regional Government to set up the Region's Transport and Logistics Forum. The organisation is the technical secretariat for this Forum which focuses on "clusterisation" in the industry, and will be an essential participation and discussion tool for the development of logistics in the Region whilst also showcasing the logistics infrastructure network which is being put into operation.

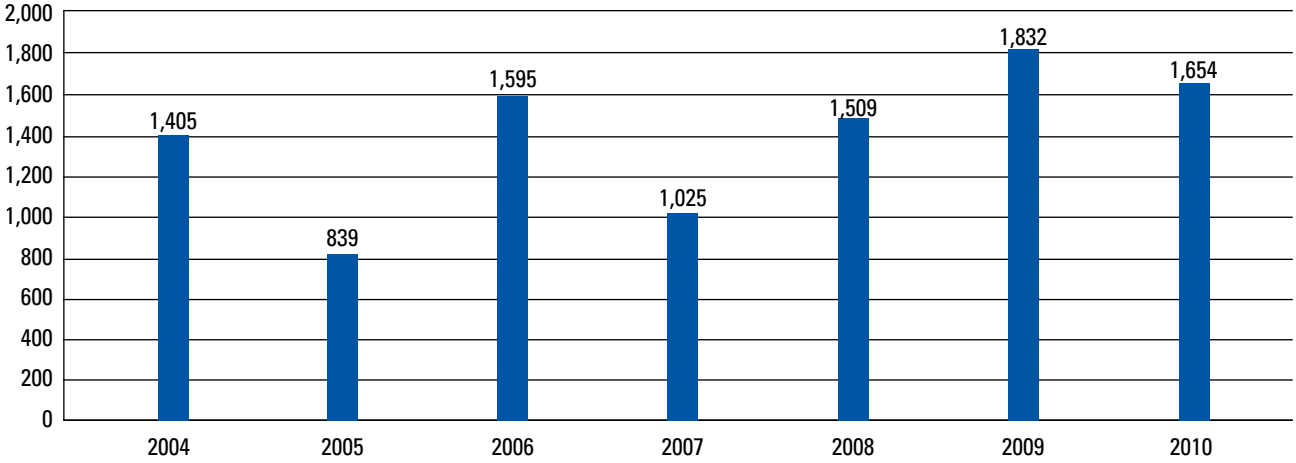
FEPORTS continued to work on the sustainability, safety and quality of the port system through the promotion of policies to improve the port environment and the quality of the services provided to enhance maritime safety and prevent contingencies.

Over the years, FEPORTS has provided the port industry and other related areas with know-how and innovation which has helped to consolidate our region as a benchmark international logistics platform by promoting balanced and sustainable development.

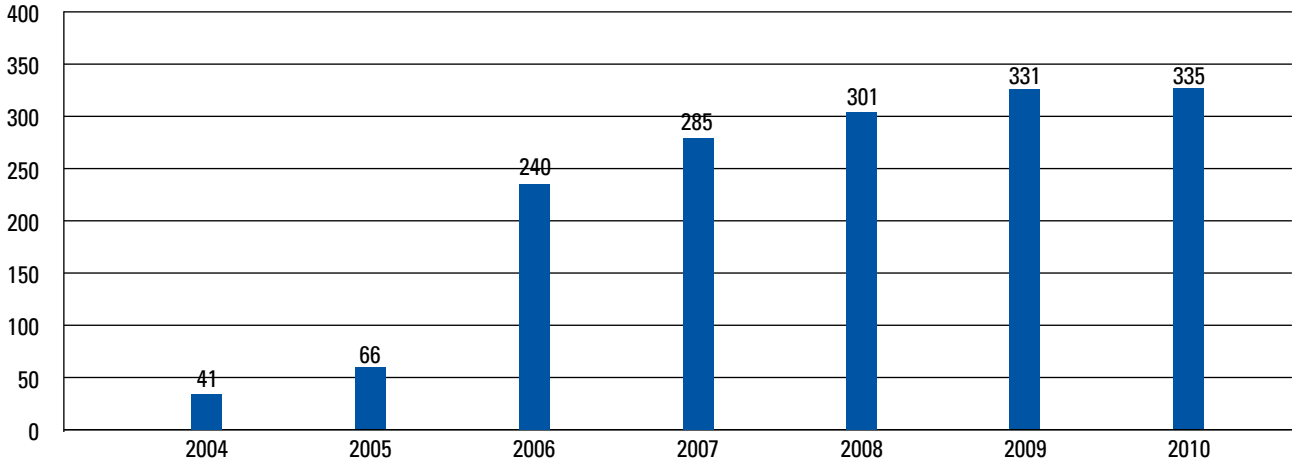
## CEDIPORT

Since it was created over five years ago, CEDIPORT has consolidated its specialist role whilst improving its processes, tasks and management tools.

No. LOANS




SEARCHES




A key element in its consolidation is the documentary archive available to users. At the end of 2010, the archive contained approximately 12,000 documents including monographs, business reports, industry indicators (statistics, economic reports etc.), market and sector research, information on R&D&I, legislation, and regulations. In addition, it has the collections of approximately 70 specialist publications and also subscribes to various databases and other information services related to the centre's major interests (logistics, transport, shipping-port law, international economy and trade, ports, coasts, the environment and engineering) and includes a multidisciplinary resource bank of support and reference materials.

## THE ENVIRONMENT

During the last year, the shipping trade carried out through the Port Authority of Valencia has seen a level of commercial and economic development which has exceeded that of other EU ports. At the same time, society is becoming increasingly concerned that commercial and economic growth should be compatible with respect for the environment.

In response to these social demands, the Port Authority of Valencia has developed initiatives over the years which aim to protect the environment and achieve a balance between growth and sustainable development.

This firm belief is reflected in the commitments we have adopted in our Environmental Policy, which outlines general environmental principles and measures aimed at improving the port environment and contributing to the sustainable development of society as a whole.

The most noteworthy environmental activity was the highly innovative ECOPORT project (1997) which, once it finished as such in 2001, became a benchmark in Europe.

This project enabled the Port Authority of Valencia not only to run a campaign to gradually raise the awareness of its staff about the importance of safeguarding the environment, but also to implement measures to prevent future environmental problems and establish criteria to facilitate on-going improvements.

In response to the commitments undertaken in the Environmental Policy, the Port Authority of Valencia obtained the UNE EN ISO 14001:2004 standard certificate for Environmental Management at the beginning of 2006. In 2007, it passed the EMAS (Eco-Management and Audit Scheme) Validation and Verification based on Regulation (EC) No. 761/2001 of the European Parliament and of the Council of 19th March 2001, allowing organisations to voluntarily join community eco-management and audit schemes (EMAS). The PAV also obtained the PERS (Port Environmental Review System) certificate in December 2006. This certificate, which is supported by the European Sea Ports Organisation, is the only environmental certification aimed exclusively at the port industry.

In addition, a Mobility Plan has been set up for the PAV to increase energy efficiency and reduce greenhouse gas emissions. This Plan will be extended to the port community in the future and is expected to be put into operation during 2011. Another initiative currently being studied is the feasibility of connecting vessels to the land-based electricity network whilst they are moored in the port. The idea is to reduce the noise emissions and fumes generated by the vessels' ancillary generators.

The PAV has also carried out the following environmental projects:

- Installation of a weather station and particle collector network to monitor air quality, through its Environmental Meteorological Instrumentation Plan (PIMA). The network currently includes an air quality control room, seven weather stations and two continuous measurement particle collectors.
- Water quality control in the ports of Valencia, Sagunto and Gandia by collecting floating and semi-submerged waste, studying and monitoring water quality and preventing and handling pollution caused by fuel spills. In 2010, work continued on the development of a Water Quality Control Network to comply with Water Framework Directive guidelines. This included the introduction of new water quality parameter measurements in all the docks managed by the PAV.
- During 2010, work also continued on the development of a Noise Control Network. This involved improving existing predictive noise maps which monitor the different activities carried out in PAV ports and includes the deployment of sensors (sound level meters) around the port facilities. The Noise Control Network currently has three sound level meters installed in the port-city interface area at the Port of Valencia.
- Management of the waste produced by concessionaires on port premises and by the Port Authority of Valencia itself, through a waste transfer centre (CTR). Waste produced by vessels calling into port is also managed at the MARPOL waste treatment plant which is located on port premises. The PAV also encourages the recycling of batteries, paper, glass, plastic, oil, etc.
- ECOPORT II: Moving towards an environmentally-friendly port community. This project aims to obtain ISO 14001 and EMAS certifications for all the companies located on port premises managed by the Port Authority of Valencia. There are currently 36 companies taking part in this project, 14 of which had already obtained certification by 2010. In addition, several of these companies continued to work together to create common environmental objectives through a joint working group called The Ports of Valencia, Sagunto and Gandia's Environmental Committee.
- The Committee held several working meetings in 2010 and companies continued to be audited. They were advised on the level they had reached in terms of the environmental management system and were given assistance on the steps required to improve their level and help them achieve certification. This initiative has been reinforced through the PAV's participation in the Ecologistyport project, which aims to extend the ECOPORT model to logistics companies in the Valencian Region.

During 2010, the PAV also took part in different R&D&I and cooperation projects on environmental issues such as:

- The EFICONT Project, Energy Efficiency in Container Terminals. This project aims to improve energy efficiency in container terminals through in-depth analysis as well as the identification of indicators to enhance energy and environmental efficiency in their operations.
- The CLIMEPORT Project, Mediterranean ports' contribution to climate change mitigation, is funded by the EU's MED Programme. The PAV leads the ports of Algeciras, Marseilles (France), Leghorn (Italy), Koper (Slovenia) and Piraeus (Greece) in this project which aims to analyse the potential for reducing greenhouse gas emissions in port activities and to calculate the carbon footprint of these activities.
- The ECOLOGISTYPORT Project promotes environmental management in SMEs in the Valencian Region's port and logistics community based on the ECOPORT Model. This project is funded by the European Social Fund through the Spanish Empleaverde Programme and the Biodiversity Foundation, in conjunction with the Universidad Politécnica de Valencia and the Packaging, Transport and Logistics Research Centre (ITENE).
- Participation in the EUROPHAR EEIG. The PAV has been a member of the Europhar European Economic Interest

Group since 1997. The Group's members include the port authorities of Marseilles and Genoa, as well as other Spanish, French and Italian companies and organisations which promote safety and environmental protection in ports. In 2010, EUROPHAR presented several proposals for international programmes such as the AQUAPORT project entitled "A New Approach on Water Quality Control and Monitoring in Port Areas", and the PASCAL project on "Early Detection of Biological Agents through Sensor Network and Sensor Fusion."

- The two key tools deemed essential to achieving environmental improvements at the PAV include on-going environmental training for port industry staff and regular publications on promoting and safeguarding the environment. During 2010, the PAV maintained a direct relationship with organisations, customers, and other stakeholders interested in the environmental activities of our ports.
- In 2010, the PAV produced the following publications:
- "Living the port environmentally" guide.
- A fishing resource guide.
- Environmental Newsletter, published every four months with national and international circulation. In 2010, three newsletters were published.

In 2001, the PAV launched the publication of its Annual Environmental Report which contains detailed information about the PAV's environmental programmes. As of 2007, the Environmental Impact Statement, which is validated by an independent auditor in compliance with EMAS standards, has been included in the annual report.

Finally, it should be mentioned that environmental expenses stood at €1,829,011 in 2010, which represented 4.18% of the PAV's total expenditure, whilst investment was €108,294, i.e. 0.09% of total PAV investment.

## SAFETY

One of the Port Authority of Valencia's priorities is to ensure the ports of Sagunto, Valencia and Gandia maximise safety levels, whilst also maintaining efficient cooperation channels with other authorities which have jurisdiction over the police force, civil defence, fire prevention, sea rescue and pollution prevention.

To achieve this objective, the Port Authority has its own Port Police service, a fire station which works closely with the Valencia City Council, equipment to handle fuel spills operated by specialist staff and an emergency ambulance amongst other resources, which are operational 24 hours a day, 365 days a year. These resources and contact with other authorities which may be called upon to intervene are coordinated by the PAV's Emergency Control Centre.

The Centre supervises dangerous goods operations, handles emergencies and takes part in preventive industrial, operational, occupational and environmental safety operations at the ports of Sagunto, Valencia and Gandia, both on land and in port waters.

| INCIDENTS | 2007 | 2008 | 2009 | 2010 |
|---|---|---|---|---|
| Urgent medical assistance | 230 | 170 | 174 | 184 |
| Total number of spills | 25 | 45 | 37 | 37 |
| Minor spills in the water | 14 | 28 | 31 | 26 |
| Minor spills on land | 11 | 17 | 6 | 11 |
| Recovery of objects | 25 | 16 | 7 | 9 |
| Port closure | 13 | 7 | 14 | 8 |
| Fires | 19 | 14 | 14 | 12 |
| Suspension of port operations due to adverse wind conditions | 34 | 489 | 695 | 724 |
| Other incidents resolved | 117 | 178 | 1,184(*) | 1,214 |

*(*) The Emergency Control Centre began to coordinate all port incidents in 2009.*

The Control Centre staff are permanently on hand to intervene immediately in any incident that may occur as well as to ensure equipment is duly maintained, procedures are improved, assigned staff are trained and technological innovation is implemented. The most important training courses include the emergency drills and exercises which are regularly carried out. In 2010, these were:

| *EXERCISES AND DRILLS* | *2007* | *2008* | *2009* | *2010* |
|---|---|---|---|---|
| 1. **PAV Emergency Plans** | 17 | 19 | 14 | 14 |
| 1.1. Led by the PAV: | 5 | 9 | 7 | 11 |
| Fire drills | 5 | 7 | 6 | 8 |
| Fuel spills | | 1 | 1 | 1 |
| Accidents involving multiple victims | | 1 | - | - |
| Ammonia leak | | | | 1 |
| Other | | | | 1 |
| 1.2. In conjunction with other organisations | 12 | 10 | 7 | 3 |
| In different terminals | 4 | 7 | 1 | - |
| In conjunction with public stevedoring companies | | 1 | - | - |
| In conjunction with mooring services | 8 | 2 | 6 | 3 |
| 2. **Port Security Drills** | | 4 | 4 | 18 |
| **Total** | 17 | 23 | 18 | 32 |

Two new exercises were carried out in 2010: the simulations of a traffic accident involving a tanker loaded with diesel fuel at the Port of Gandia, and an ammonia leak from the refrigeration system of a cold storage warehouse. In both cases, the situation was resolved according to the procedures set out in the Internal Emergency Plan.

In 2010, European Union inspectors spent two days auditing the correct application of European International Ship and Port Facility Security (ISPS) regulations.

In addition, work was started on implementing the ISO 28000 "Security management systems for the supply chain" standard at the Port of Valencia.

Finally, it should be mentioned that safety and security expenses stood at €6,476,765 in 2010, which represented 14.80% of the PAV's total expenditure, whilst investment was €2,164,192, i.e. 1.79% of total PAV investment.

## E. CORPORATE SOCIAL RESPONSIBILITY AND PORT-CITY INTEGRATION

### CORPORATE SOCIAL RESPONSIBILITY

The PAV is firmly committed to integrating Social Responsibility into its everyday activities in order to establish a balance between commercial growth and sustainability.

Three major groups have been identified which in turn include other stakeholders:

- Internal group: the Port Authority's own staff.
- Port community: customers, public inspection bodies, companies and industry associations, both at home and abroad.
- Citizens: society as a whole, public authorities, the media, etc.

The PAV maintains a stable and fluent relationship with all these stakeholders through a wide range of formal and informal channels including working meetings, information sessions, conferences, seminars, forums and other events. Other restricted communication channels also exist, such as the PAV staff's Intranet.

A series of actions suggested by different PAV departments have been established to respond to a number of general objectives:

- Ensuring that port development and protection and respect for the environment go hand-in-hand, thus ensuring the sustainability of port activities. The projects which come under this umbrella are detailed in the Environmental Report.
- Encouraging a competitive and professional attitude among the people who work in the port industry. Bearing in mind that the Port Authority should take a proactive role within the port and logistics community, it regularly supports business, port and professional initiatives which help to establish the port community on the international stage.
- Ensuring the quality and management of information, to suit the interests of the different stakeholder groups. This aims to improve stakeholders' perceptions of the port by establishing communication channels with them.
- Promoting an in-house philosophy which encourages PAV staff to put forward proposals for cultural, sporting, and social activities.
- Maximising commitment to the environment through intensive institutional, industry and social campaigns based on encouraging and strengthening the port-city relationship.

In 2010, we continued to develop our CSR Plan in three main areas:

**Internal improvements and interdepartmental coordination**

These initiatives promote coordination between departments and reinforce an integrated vision.

Training, respect for equality, the integration of people with different abilities and adapting social benefits to our employees' concerns all play an essential part in increasing staff potential. In fact, our staff enjoy a series of fringe benefits which are detailed in the Human Resources section of this report and are aimed at maintaining a positive working environment. In the same way, it is important to underline the efforts being made by our Equality Standing Committee to keep the process of defining and implementing the Equality Plan in step with the rest of the Spanish port system.

Projects to improve management included the Board of Directors' approval of the new PAV structure and the subsequent authorisation to implement it.

**General communication**

This includes activities aimed at improving internal communication as well as planning and introducing a systematic process of dialogue with external organisations and people.

In recent years, the Intranet, which is accessible to all staff, has been increasingly used as an internal tool for all staff which speeds up processes and encourages paperless administration.

Efforts continue to be made to improve external communications by enhancing the content of the different communication tools used in the organisation. In addition, the PAV is introducing its own Communication Plan.

**General cooperation**

The activities carried out by the PAV in conjunction with third parties are detailed in the CSR Plan, according to the different target groups they are aimed at.

One of the ways of channelling the Port Authority of Valencia's commitment to the environment is its participation in foundations and associations.

The list of foundations in which the PAV cooperated or took part in 2010 is as follows:

- The Stock Market and Financial Studies Foundation
- The Valencian Foundation for Advanced Studies
- The "King James I" Awards Foundation
- The Foundation for the Conservation of Sagunto's Industrial Heritage
- The Southern Cone Development Foundation
- The Valencian Region Port Institute for Study and Cooperation (FEPORTS)
- The Valencian Region Foundation for Research, Promotion and Port Studies (Valenciaport Foundation)
- The Valencian Region Foundation for the Environment
- The Port of Valencia Quality Mark Foundation
- The Valencian Region GEA Foundation
- The Valencian Region – European Region Foundation
- The Valencian Region Palau de les Arts "Reina Sofía" Foundation

The Port Authority belongs to or takes an active role in the following associations:

**International and European organisations**

- The International Association of Ports and Harbours (IAPH)
- The Association of Mediterranean Cruise Ports (MEDCRUISE)
- The Association for the Promotion of the Great Freight Axis - FERRMED

- The International Association of Cities and Ports (AIVP)
- The Europhar European Economic Interest Group
- The World Association for Waterborne Transport Infrastructure (PIANC)
- The Association for the Collaboration between Ports and Cities (RETE)
- The SMDG Foundation (User Group for Shipping Lines and Container Terminals)
- The International Multimodal Transport Association (IMMTA)
- The International Harbour Masters' Association (IHMA)

**Local, regional and national organisations:**

- The Madrid Logistics Platform Association (MPL)
- The Association for Management Progress (APD)
- The Spanish Chamber of Commerce in Hong Kong
- The Spanish Association of People Management and Development (AEDIPE)
- The Valencian Business Confederation (CEV)
- The Valencian Entrepreneurs Association (AVE)
- The Camp del Morvedre Entrepreneurs Association (ASECAM)
- The Logistics Development Association (ADL)
- The Valencia Propeller Club

The PAV is highly aware that a company's main asset is its staff and accordingly encourages training as a key management tool. In line with this philosophy, it has signed the following cooperation agreements: Cooperation Framework Agreement with the universities of Valencia (*Estudi General*), Alicante, Jaime I and Miguel Hernández.

- Cooperation Framework Agreement with Cardenal Herrera University (CEU).
- Cooperation Framework Agreement with the Universidad Politécnica de Valencia.
- Specific Agreement to develop a Cooperation Agreement between the Universidad Politécnica de Valencia and the Port Authority of Valencia for a project entitled "Plan to Monitor the Evolution of the Beaches to the North and South of the Port of Valencia during the Building Works to Expand the Port".
- Cooperation Framework Agreement with the Universidad Politécnica de Valencia to establish joint participation in education and employment issues through an Educational Cooperation Programme.
- Cooperation Framework Agreement with the University of Valencia (*Estudi General*) and the Valencia University-Business Foundation to organise internships for university students.
- The Spanish Committee for the Exchange of Students for Technical Experience which organises internships for foreign students.
- Cooperation Agreement with Pontificia Comillas University in Madrid for the Port Management and Intermodal Transport Master's degree.

The PAV has also signed agreements with different universities to create specialised chairs in port-related activities:

- Cooperation agreement with the ICO Foundation, the University of Valencia (*Estudi General*) and the Valenciaport Foundation to develop the "Chair in Logistics and International Transport".
- Cooperation Agreement with the Universidad Politécnica de Valencia to create the "Port of Valencia Chair in the Planning, Management and Sustainable Development of Ports".
- Business Cooperation Agreement for general activities with the Universidad Politécnica de Valencia and other companies and organisations to create the "Chair in Managerial and Business Culture".

Another constant feature of PAV policy is to encourage our managerial staff to become involved in training aimed at the industry's professionals, by participating in specialised courses, conferences and forums which offer them an opportunity to share their knowledge. In 2010, PAV staff took part in over 90 training courses. The main staff involved were the:

- Chairman
- General Manager
- Director for Business, Strategy and Corporate Development and PAV Managing Director
- Director for Planning and Territorial Integration and PAV Managing Director
- Director for General Port Services and Sustainable Development and PAV Managing Director
- Occupational Health and Safety Director

On the other hand, one of the most important experiences during the year was the PAV's participation in the "People Around Ports" survey, led by the Port of Rotterdam with the support of the European Sea Ports Organisation (ESPO). The project included fifteen different ports exchanging experiences about how to bring ports and their surrounding areas into closer contact and promote these areas as attractive working environments. The practices put forward were used by the ESPO as case studies to illustrate and draw up the "Code of Practice on Societal Integration of Ports", which was published in July 2010.
Finally, the PAV continued to cooperate with a wide range

of social projects and not-for-profit organisations. The distribution of fair trade products to staff at Christmas and the promotion of solidarity campaigns throughout the year are standard practices at the PAV.

## PORT-CITY INTEGRATION

One of the cornerstones of the Port Authority of Valencia's strategy is to focus on port-city integration at each of the ports it manages. This centres primarily on the needs and interests of the cities' inhabitants and the relationship the PAV maintains with the respective town and city councils.

- **Port of Valencia**: Valencia is at the centre of one of the most important port-city transformations currently being undertaken. The recovery and creation of new port spaces for public uses and sporting events, such as the 32nd and 33rd America's Cup and the F1 Grand Prix of Europe, have helped the general public to discover new areas in the port.

  The holding of major sporting events with an important national and international outreach have transformed the port seafront in a way that has been much more ambitious than the original *Balcón al Mar* (Balcony over the Sea) Agreement could have foreseen. This transformation has included the port's former Inner Dock being converted into the basis for the development of the promotional and operational activities for a fabulous marina (the Juan Carlos I Royal Marina) which is set to become the focus of a new urban environment. Work also continued in 2010 on the proceedings to definitively fulfil the commitment to assign land to the Valencia City Council as part of the Cooperation Agreement to Modernise the Port of Valencia's Infrastructures which was signed in 1997 and is commonly known as the *Balcón Al Mar* Agreement. In the same way, the proceedings for the Plan for the Use of Port Areas (PUEP) continued during the year, with the backing of the respective institutional stakeholders. The Plan involves defining the areas which are to be assigned for port use in accordance with the new situation which arose out of the 32nd and 33rd America's Cup in Valencia, while establishing the limits of the port's land service area and the uses of the entire port seafront so that the foundations of future port-city relations can definitively be established. This agreement includes the assignment of uses in the area which borders on the Nazaret district, aimed at encouraging port-city integration, and in particular, the suitable integration between uses which are clearly citizen-oriented – and are to be installed in this border area – and the other services in the commercial port area.

  Special mention should once again be made of the success of the F1 Grand Prix of Europe. Over 60% of the circuit is laid out within port boundaries and the PAV has again collaborated closely in the project.

  Finally, it should be underlined that the PAV's port-city integration policy is perfectly compatible with the increase in port activity which has made Valencia the leading container port in the Mediterranean, with a total throughput of over four million TEUs in 2010.

- In the case of the **Port of Sagunto**, work is now underway as a result of the Cooperation Agreement signed between the Sagunto Town Council and the PAV which sets out the framework for the development of port-city integration policies based on the Plan for the Use of Port Areas (passed by Ministry of Development Order FOM/3665/2005, dated 14th November).

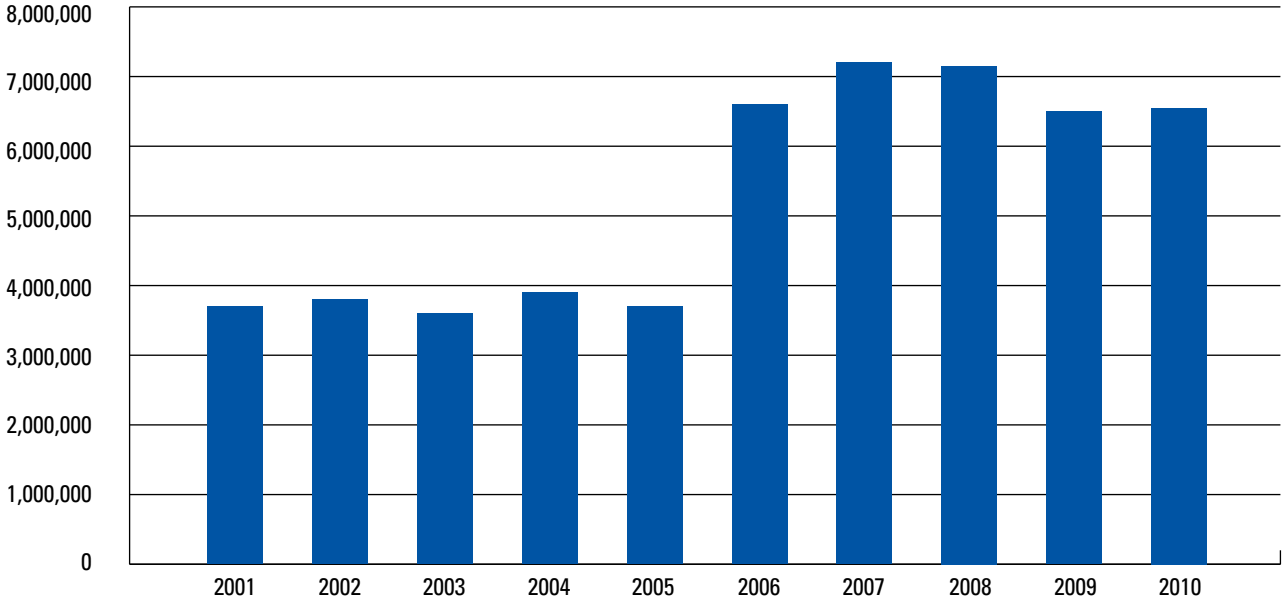
- In the case of the **Port of Gandia**, a new agreement was signed in June 2010 between the Gandia Town Council and the Port Authority of Valencia to establish a plan of action for the Port of Gandia which will improve port-city integration.

## F. THE PORTS OF SAGUNTO AND GANDIA

### PORT OF SAGUNTO

The Port of Sagunto, which has been managed by the Port Authority of Valencia (PAV) since 1985, is located 24 km North of the city of Valencia.

In 2010, the Port of Sagunto handled a total of 6,868,588 tonnes (including fish catches and supplies), which represents a slight traffic increase of 0.36 % compared with 2009. The graph below shows the evolution of goods traffic throughput at the port:




The evolution of the three main types of traffic at the Port of Sagunto was very different during the year. On one hand, figures for Liquefied Natural Gas (LNG), which has been the driving force behind the port's traffic in recent years (it represents over 50 % of the Port of Sagunto's total throughput), fell by 14.10% compared to the previous year.

However, iron and steel product traffic in 2010 fared better than the previous year, with an increase of 39% in the number of tonnes handled.

Vehicle traffic rose by 27% in terms of units handled to 95,282 vehicles, mainly due to the presence of Toyota which has its own Logistics Centre.

In terms of other types of goods handled at the port, export figures for bagged cement were up on the previous year whilst fertiliser, wood and anhydrous ammonia throughput was consolidated.

Container traffic continued to grow with a total of 64,836 TEUs being handled in 2010, which represents an increase of 93.10%. However, iron and steel products and liquefied natural gas continued to be the backbone of the port's traffic, accounting for 82% of total traffic.

The following table shows the goods traffic handled at the Port of Sagunto in 2010.

| | 2009 | 2010 | Difference | % |
|---|---|---|---|---|
| Natural gas | 4,272,232 | 3,669,947 | -602,376 | -14.10% |
| Iron and steel products | 1,408,122 | 1,956,568 | 548,446 | 38.95% |
| Chemical products | 192,150 | 216,381 | 24,231 | 12.61% |
| Natural and chemical fertilisers | 320,888 | 210,473 | -110,415 | -34.41% |
| Vehicles and parts | 100,826 | 137,817 | 36,991 | 36.69% |
| Cement and clinker | 106,481 | 135,674 | 29,193 | 27.24% |
| Wine, beverages, alcohol and by-products | 127,986 | 59,203 | -68,783 | -53.74 |
| Other | 302,635 | 468,425 | 165,790 | 54.78% |
| **Total** | **6,831,411** | **6,854,488** | **23,077** | **0.34%** |

A total of 1,261 vessels called at the Port of Sagunto during 2010. This constitutes an all-time record for the port since the Port Authority of Valencia took over the facility's management.

In terms of infrastructure, the Port Authority completed the two roads which connect the northern area of Dock 2 to Dock 1. Work also continued on the North Quay 2, which will house the future specialised multipurpose container terminal. During the last quarter of the year, the PAV began to build a maintenance and civil works warehouse which will be equipped with a gantry crane and will centralise the supplies required to operate and carry out maintenance work in the port.

In addition, SAGGAS continued to make progress on the construction of its fourth LNG storage tank, which is the same as its other three tanks, and adapted its berthing quay to accommodate the world's largest LNG carriers. In fact, the first QMax vessel arrived at the Port of Sagunto in the month of September and discharged 248,839 $m^3$ (109,147 tonnes) of gas.

2010 was also a successful year for the Port of Sagunto in terms of safety and handling of goods. Total access control to the Port was implemented thanks to the automation of two access points which were controlled from the manned central access point. In addition, the Port of Sagunto has become the first Spanish port to implement a completely paperless import clearance system for bulk traffic and conventional general cargo. This puts the PAV at the forefront of customs management and means that it is quicker to get goods out of the port and avoid unnecessary waiting times.

The port community continued to contribute to the Port of Sagunto's Quality Committee which is one of the bodies taking part in the Quality Mark. The participation in this body of the whole shipping and port community will enable joint efforts to be made to attain the standards of quality the competitive marketplace demands. The efforts made by the New Vehicle Traffic Working Group were rewarded at the end of the year with the result of a yearly survey carried out by the Spanish Association of Car and Lorry Manufacturers (ANFAC) in which the Port of Sagunto was rated Spain's best port by car manufacturers. The ANFAC-State-owned Ports quality system certification was also obtained in 2010.

In terms of port-city integration, a variety of events were held at the Port of Sagunto. These included the 25th Port of Sagunto half marathon, several fishing competitions, the arrival of the "Three Wise Men" as well as part of the Virgin of the Carmen procession.

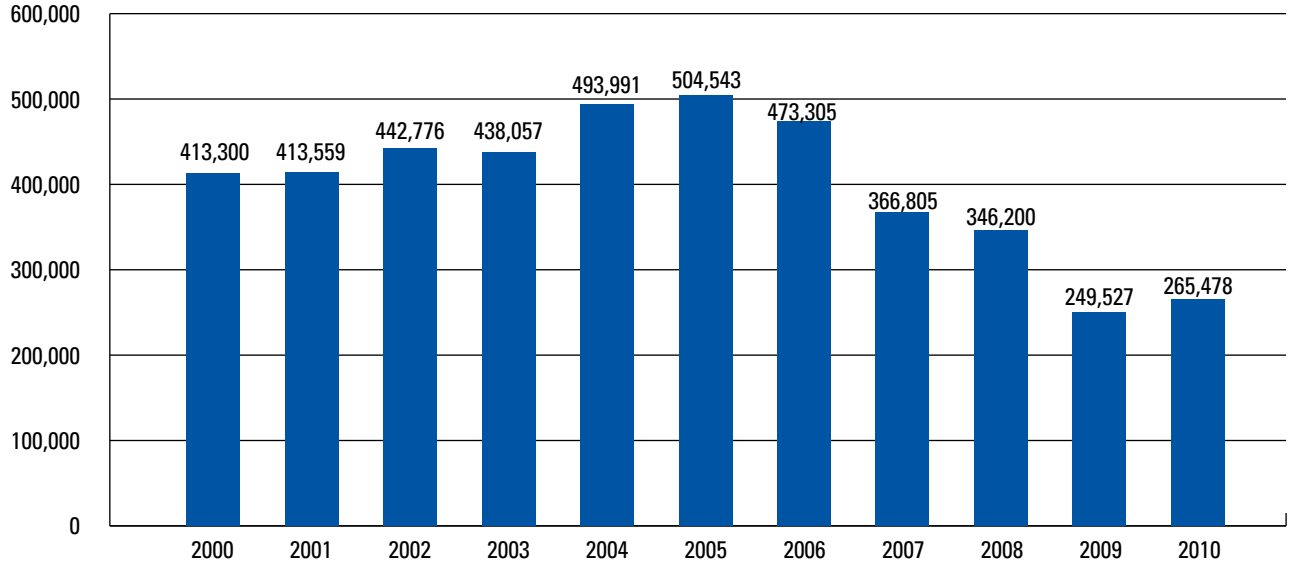
## PORT OF GANDIA

The Port of Gandia, which has been managed by the Port Authority of Valencia since 1985, is located 65 km South of the city of Valencia. It currently specialises in the import and handling of paper in all forms (reels, pulp, etc.), timber, iron and steel products (iron rods and sheets), sulphate and perishable goods (refrigerated fruit) for import and export.

It also handles other types of goods that occasionally use the port such as marble, cars, machinery and containers, whose origin or destination is mainly industries in the port's hinterland.

During 2010, total traffic at the Port of Gandia (including fish catches and supplies) rose to 267 thousand tonnes, which was almost all imported goods. This represented an increase of 6.2% compared with 2009.

The following graph shows the distribution of goods traffic during 2010:




The port has 103,023 $m^2$ of storage areas, 31,583 $m^2$ of which are warehouses. It also has a refrigerated warehouse for perishable goods with a capacity of 34,000 $m^3$, which is used to export citrus fruit all over the world. It has cranes which can lift up to 35 tonnes and a range of port machinery with different lifting capacities. It can also accommodate vessels up to 170 metres long with drafts of up to 9 metres. Its facilities include a modern dry dock which caters for fishing and leisure craft and can lift vessels of up to 300 tonnes.

The rebuilding work on the Port of Gandia's South Quay has now been completed. The quay has a new ramp and a maximum depth of 8 metres (operating maximum of 7.5 metres) which will enable Ro-ro vessels to berth at the quay thus opening up new traffic opportunities at the Port.

The following projects are set to be carried out in 2011 under the Cooperation Agreement signed in 2010 between the Port Authority of Valencia and the Gandia Town Council:

- Development of the area around the fish market.
- A walkway which goes around Saint Nicholas' Church and will connect the North and South areas of the port.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# CH 02 SOCIAL DIMENSION

# 2 SOCIAL DIMENSION

## 2.1. HUMAN RESOURCES

Human resources are one of the keys to competitiveness.

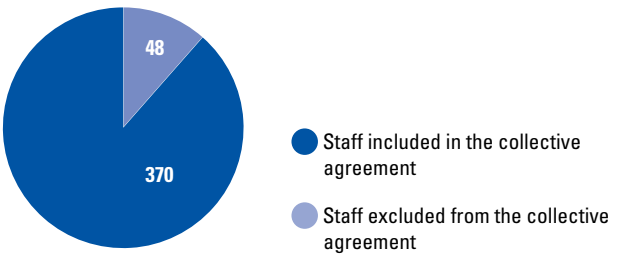
After taking into account the numbers of employees who joined or left the company, the average PAV workforce in 2010 stood at 418 permanent and 26 temporary staff. As such, the percentage of temporary staff was 6.63%, a figure which is within the guidelines authorised by the Spanish Ministry of Public Administration.

During 2010, the number of employees on a permanent contract fell by 8 in absolute terms (as of 31st December 2010). One man and one woman joined the staff whilst 10 men left. In addition, one woman and four men joined the workforce on temporary contracts in 2010.

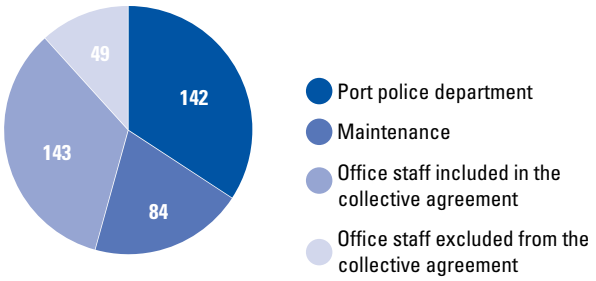
The changes in permanent staff over the year were as follows: five people joined the company whilst 13 male staff left for the following reasons: 7 retired, 3 took extended leave of absence, 1 left because of permanent disability, 1 was dismissed and 1 passed away. All the temporary staff who left the company did so because their contracts ended.
The PAV has a stable working environment. 93% of staff members have permanent contracts whilst the remaining 7% on temporary contracts are covering for other staff. In addition, and as required by law, 2% of the PAV labour force is made up of staff with some kind of disability.

PAV employees can be divided into those who are included in the collective agreement and those who are excluded from it. The first group comes under the 2nd State-owned Ports Body (OPPE) and Port Authority Collective Agreement which applies to "all State-owned ports and Port Authority staff in their functional area (Groups 2 – managers and specialists – and 3 – professionals) included in the new classification". Staff who do not come under the collective agreement include deputy directors, area managers, departmental managers, division managers and unit managers. Instead, these employees come under the General Workers' Statute and other associated regulations.

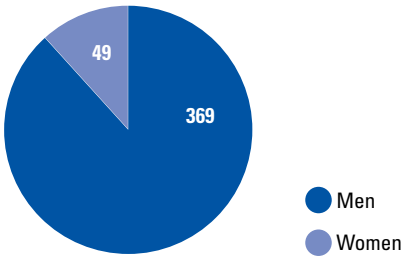
The number of PAV staff included in the collective agreement or excluded from it is as follows:



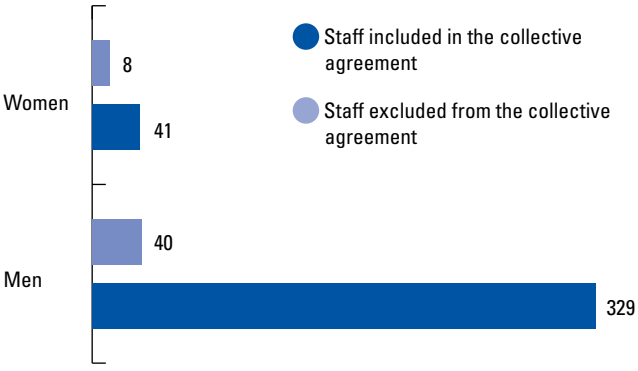

PAV staff distribution by area is shown in the chart below:



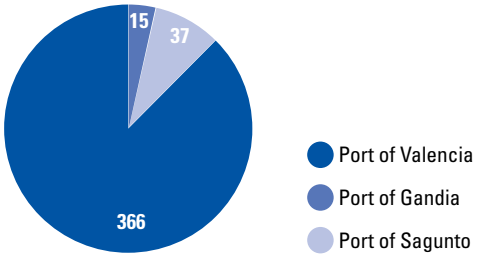

The number of men and women working at the PAV is shown below:



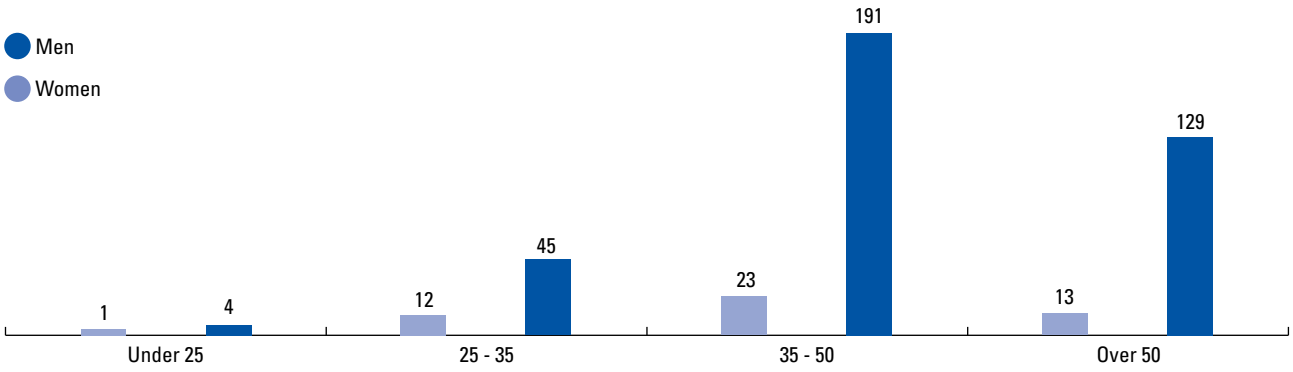

The distribution of men and women included in the collective agreement or excluded from it is as follows:



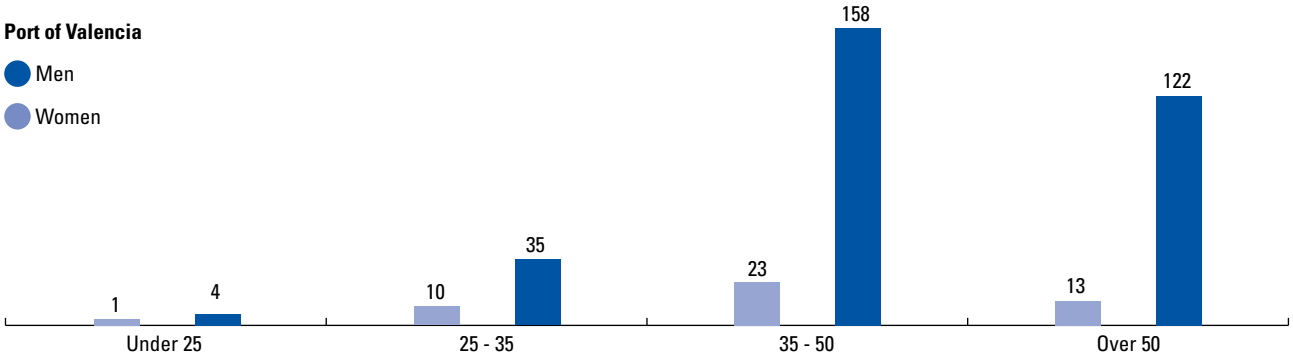

As we saw in chapter 2 of this report, the Port Authority of Valencia manages the ports of Valencia, Sagunto and Gandia. Staff distribution for the three different PAV ports is shown in the following chart:

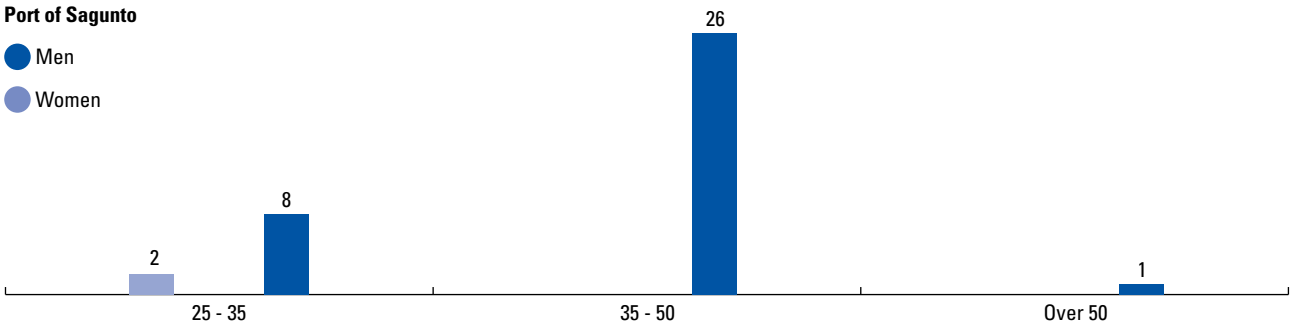


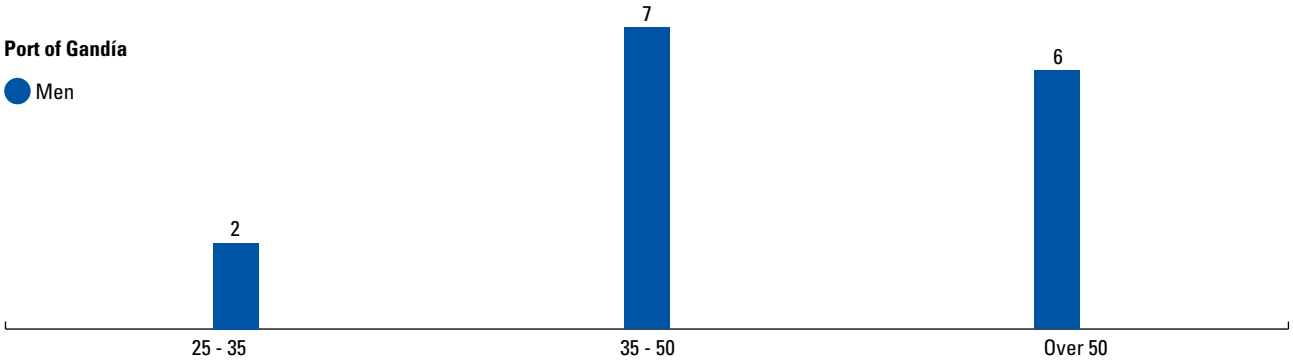
The following graph shows PAV staff distribution by age range and gender:




The following graphs provide the same information by port: Valencia, Sagunto and Gandia.



During the year, the Local Competence-Based Management Committee continued to analyse complaints received about personal profiles and solved any problems that arose.

Using the competence-based management system, the Human Resources Department arranged for a series of public examinations to be held in 2010, in order to comply with Business Plan guidelines as well as the agreements that were signed with the Works Council. As a result of this process, a total of 18 internal and external positions were filled. The positions were:

- General Clerk
- Maintenance Foreman
- Port Police Shift Manager
- Maintenance Team Foreman
- Works and Maintenance Operator
- Operations and Port Services Manager
- Human Resources and Organisation Manager
- Operations and Port Services Specialist
- Information Systems Specialist
- ECC Specialist - EXTERNAL
- Occupational Health and Safety Manager - EXTERNAL

The Port Authority of Valencia continued to promote training courses at all levels during 2010. These included staff refresher courses, training in new technologies and courses aimed at enhancing customer service and achieving more efficient management at the three ports run by the PAV.

**E-LEARNING TRAINING COURSES**

| TRAINING COURSE | TOTAL HOURS | TRAINING COURSE | TOTAL HOURS |
|---|---|---|---|
| Databases. Level I | 16 | Operations and port services. Level I | 37 |
| Databases. Level II | 76 | Operations and port services. Level II | 74 |
| Sales and marketing. Level I | 439 | Occupational health and safety. Level I | 151 |
| Sales and marketing. Level II | 402 | Occupational health and safety. Level II | 225 |
| Accounting and auditing - New General Accounting Plan. Level I | 77 | Word processing. Level I | 57 |
| Accounting and auditing - New General Accounting Plan. Level II | 96 | Word processing. Level II | 77 |
| Goods management. Level I | 152 | Sector and port strategy. Level I | 478 |
| Goods management. Level II | 184 | Sector and port strategy. Level II | 261 |
| Financial and budgetary management. Level I | 287 | Industrial safety. Level I | 18 |
| Financial and budgetary management. Level II | 80 | Industrial safety. Level II | 388 |
| Spreadsheets. Level I | 33 | Passenger traffic. Level I | 53 |
| Spreadsheets. Level II | 38 | Passenger traffic. Level II | 84 |
| Internet and e-mails. Level I | 122 | Online presentations. Level I | 6 |
| Internet and e-mails. Level II | 50 | Innovation management in internal communication. | 60 |
| Logistics and intermodality. Level I | 49 | Terminal management. | 30 |
| Logistics and intermodality. Level II | 86 | | |
| The environment. Level I | 1,002 | | |
| The environment. Level II | 426 | | |
| Navigation. Level I | 171 | | |
| **General Total** | | | **5,785** |

All the e-learning courses, except those on "Innovative management in internal communication" and "Terminal management" were taught on the teletraining platform. It should be underlined at this point that the 2nd State-owned Ports Body and Port Authority Collective Agreement places great emphasis on the importance of training and especially on the 30 specific competences which are considered essential and common to all the ports in the Spanish port system. In this context, with the support of the OPPE, the port authorities have set up a teletraining platform in conjunction with REDOX, which enables PAV staff to participate in distance learning as well as classroom-based courses. The PAV Human Resources Department has set up a training room with several computers featuring the latest technology and internet connections in order to facilitate access to the courses available through this platform. Since 2008, the Competence-based Management Examining Board has ensured the transparency of all examinations taken through the teletraining platform. A total of 5,695 hours of training were given in 2010 through the teletraining platform with staff participating in a range of courses covering 13 specific competences.

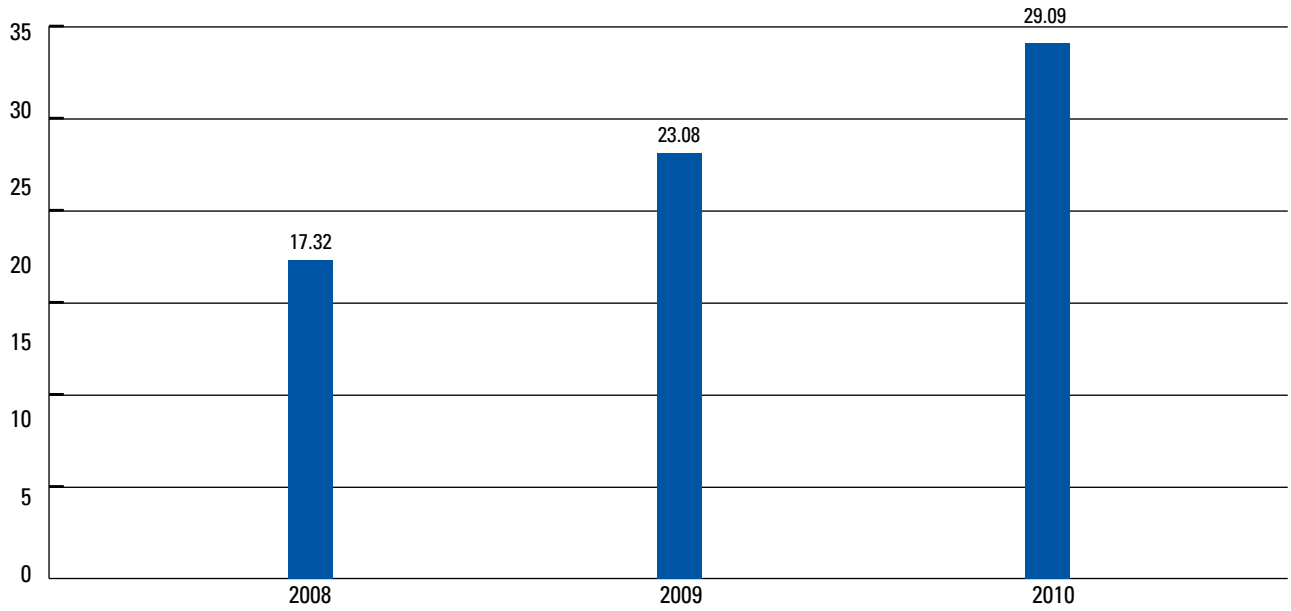
In addition, the following classroom-based training courses were given in 2010:

**CLASSROOM-BASED TRAINING COURSES**

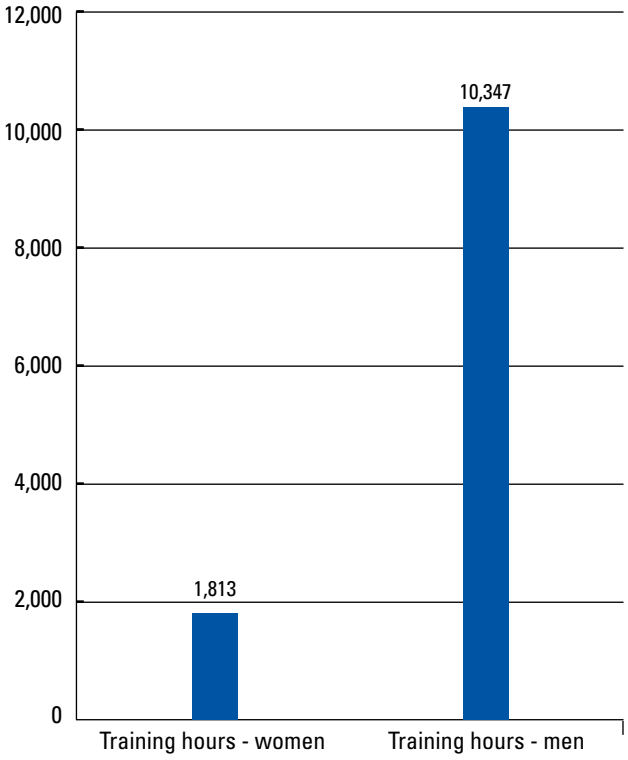
| TRAINING COURSE | TOTAL HOURS |
|---|---|
| Port Management Master's degree | 1,430 |
| Languages | 2,475 |
| Quality control | 460 |
| Congresses and seminars | 116 |
| Management and specific refresher courses | 158 |
| Navigation | 70 |
| Occupational health and safety | 116 |
| Port protection operator | 30 |
| Scholarship holders | 1,520 |
| **Total** | **6,375** |

In 2010, the average number of training hours per employee was 29.09. A total of €123,285 was spent on training courses, which represents an average investment of €294.94 per employee.

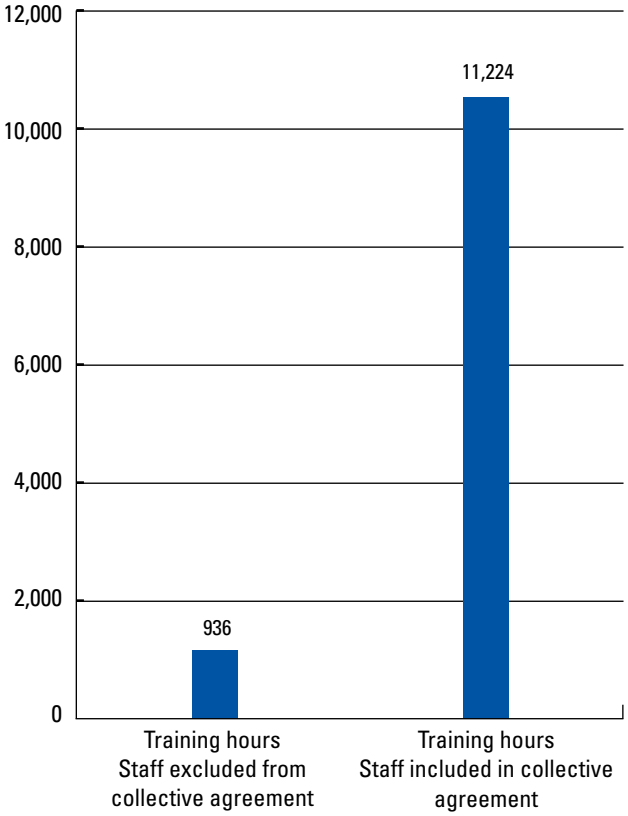
The following graph shows the evolution of the average number of training hours per employee over the last three years.



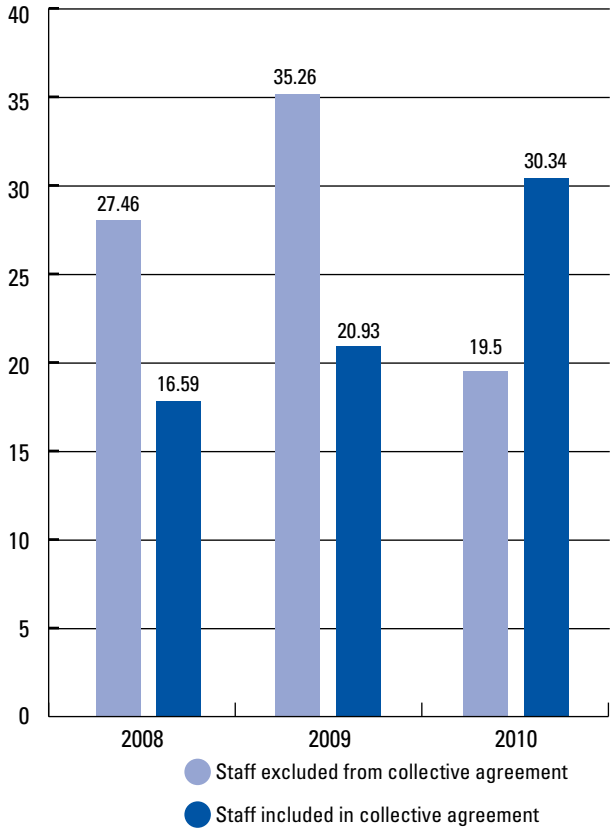
The total number of hours spent by men and women on training courses is compared in the following graph:




This graph shows the number of hours spent on training courses by staff included in the collective agreement or excluded from it:




The following graph shows the evolution of the average number of training hours per employee for staff included in the collective agreement or excluded from it:




In addition, permanent PAV staff enjoy the following fringe benefits: life insurance, pension plan, in-house medical service (annual check-ups, health campaigns and medical care), sports centre (with *fronton*, tennis and padel courts and a swimming pool) and a subsidised cafeteria and canteen.

Human resource managers meet on a regular basis with the Works Council to report on the latest human resource issues and to resolve any staff problems or conflicts that may arise. Fourteen meetings were held in 2010 and an agreement was signed to change the working conditions of maintenance service employees who need to operate the MEGAPORT system located at the South access.

In 2008, and according to Spanish Organic Law 3/2007, an Equality Standing Committee was set up to create a space for dialogue and communication. The Committee is made up of equal numbers of members of employees' and PAV management representatives and its main goal is to design and draw up an Equality Plan, which has to be monitored and assessed so as to ensure that all staff are aware of its existence and have access to information about it. In 2010, the Equality Standing Committee met on 2 occasions. The most significant results of these meetings were:

- Organisation of an exhibition entitled "Equality of Development: women's rights, human rights" in the PAV hall.

- Improvement of the content in the Equality Standing Committee's thumbnail on the "staff website".
- Agreement on work-life balance measures.

The PAV has various other committees which work on improving the running of the company, the members of which are also drawn from company management and employees' representatives:

- **The Local Competence-Based Management Committee** ensures compliance with the 2nd Collective Agreement. In 2010, a total of 4 meetings were held. The main results achieved at these meetings, in addition to participating in the regulation of internal and external examinations, included promoting the Training Plan to ensure that the staff's personal profiles reached the level of their job profile, thereby maximising their professional potential.
- **The Occupational Health and Safety Committee** ensures that occupational health and safety regulations are adhered to. Ten meetings were held during 2010.
- **The Pension Plan Control Committee** ensures that pension plan regulations are adhered to. It convenes regularly to assess whether new staff can be added to the Plan, and establishes new operational criteria for its improvement.
- **The Loans and Advances Committee** manages funds assigned by the company for loans and advances to PAV staff. In 2010, the committee met on 4 occasions.
- **The Work Wear Committee** decides on the most appropriate work wear for each member of staff according to their position. This Committee met on one occasion in 2010 to deal with the latest issues on this matter.

The Works Council also convenes Executive Worker Committees, made up solely of employees, as and when necessary:

- **The Social Affairs Committee** manages funds made available by the company for social purposes as set out in the 2nd Collective Agreement.
- **The Sports Committee** organises activities and sporting events for staff members and their families.
- **The Culture Committee** promotes and organises cultural activities for staff members, mainly through the Virgin of the Carmen festivity and the distribution of vouchers at Christmas.

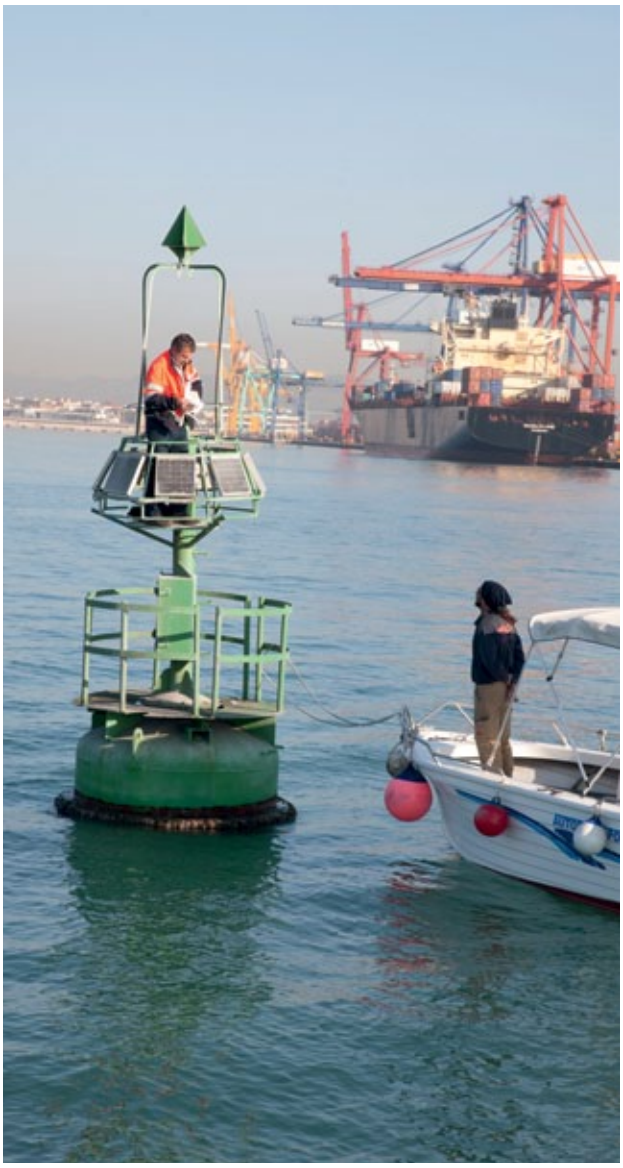
Following on from an initiative set up in 2009, an event took place on 23rd December 2010 in the Assembly Hall to pay tribute to staff who had been working at the PAV for over 25 years.

In terms of employment in the port community, the following figures provide an estimate of the number of direct, indirect and related jobs generated by the port community based on the data which appears in the study entitled "Economic and social effects of the Port of Valencia", carried out by the Valenciaport Foundation in conjunction with the International Economy Institute. The study follows the "Input-Output Analysis" method, which shows the effects of infrastructures on the manufacturing community. The figures are as follows:

- Total jobs in the port community: 18,022 people
  - Direct jobs: 10,180 people
  - Indirect jobs: 1,664 people
  - Related jobs: 6,178 people

In terms of the economic impact of port activity, according to the data compiled in the aforementioned study, the gross added value of the port community is estimated at:

- Gross added value: €1,429 million (1.19% of the total for the Valencian Region)



## 2.2. OCCUPATIONAL HEALTH AND SAFETY SERVICE AND HEALTH AND SAFETY POLICY

### 1. HEALTH AND SAFETY MANAGEMENT AT THE PORTS OF VALENCIA, SAGUNTO AND GANDIA

#### 1.1. Definition of the Health and Safety Management System

**What is a health and safety management system?**

It is part of the organisation's general system which defines the health and safety policy and includes the organisational structure, responsibilities, practices, procedures, processes and resources required to implement this policy. Health and safety are an integral part of the organisation at all levels.

The Health and Safety Management System at the Port Authority of Valencia forms the basis for all the programmes aimed at ensuring the health and safety of PAV employees.

#### 1.2. Health and safety organisation

**Health and Safety Management at the PAV**

The Port Authority of Valencia's Occupational Health and Safety Service complies with current legislation and with the basic principles and commitments set out in its Health and Safety Policy.

The PAV's health and safety resources are organised through its own Occupational Health and Safety Service, as established in Chapter 4 of the Spanish Occupational Health and Safety Law, which is developed in turn in Chapter 3 of the Health and Safety Service Regulations. However, the service has certain particularities of its own.

- The port's Occupational Health and Safety Department assumes all responsibilities for occupational medicine and safety at work, and has its own technical resources as well as qualified staff, trained to the legally required standards.
- Industrial hygiene and ergonomics and psychosociology are performed and supervised by highly qualified staff. An additional external health and safety service is also used to support these two areas.

Occupational health and safety in the PAV is organised around three essential bodies, each of which has specific functions and responsibilities:

- Occupational Health and Safety Department
- Occupational Health and Safety Committee
- Health and Safety Management Committee

**Occupational Health and Safety Department**

This is a technical unit which operates in four main areas: safety at work, occupational medicine, industrial hygiene, and ergonomics and psychosociology applied to the working environment.

Its multifunctional role is based on the development, implementation and maintenance of the organisation's Occupational Health and Safety Management System, and it focuses on the following aspects:

Contacting department and area heads to foster health and safety management activities.

- It advises, coordinates, monitors and promotes the activities to be carried out by each area and department.
- It carries out occupational hazard evaluation throughout the PAV's facilities and individualises the hazards found for each job.
- It plans preventive action and proposes corrective measures designed to reduce or eliminate the hazard levels found during occupational hazard evaluation.
- It carries out occupational medicine tasks, including monitoring and controlling health in accordance with the Spanish Law on Occupational Health and Safety and any subsequent regulations deriving from this law.
- It provides an immediate response to especially dangerous situations which have been found or reported and which require rapid intervention.
- It receives, processes and channels reports from employees about health and safety shortcomings.
- It generates technical documents, such as operating instructions, technical specifications, and procedures and manuals, to be used by members of the port community after being approved by the PAV's Health and Safety Committee.
- It takes part in occupational health and safety training and information activities for PAV employees.
- It attends Health and Safety Committee meetings and participates in other commissions and working groups.
- It investigates accidents and health problems in PAV facilities, whilst instilling an occupational health and safety culture among all workers in the port community.
- It works with external organisations on health and safety issues.
- It updates its procedures to meet current legal requirements.
- It provides medical and pharmaceutical care.
- It runs health campaigns.
- It upgrades current concepts in radiology with cutting-edge technology that is less polluting and more environmentally-friendly.
- It carries out epidemiological checks.

- It maintains the PAV's Self-Protection Plan and makes sure all employees are fully informed about the Emergency and Evacuation Plans.
- It works to prevent and control Legionnaires' disease in PAV facilities.
- It carries out microbiological checks in PAV facilities.
- It ensures that the requirements of the Occupational Health and Safety Management System are implemented and maintained in compliance with current legislation and with OHSAS 18001 recommendations.

The general management representative for the Occupational Health and Safety Management System is the head of the Port Authority of Valencia's Occupational Health and Safety Department.

Reports on the results achieved by the Occupational Health and Safety Management System are submitted to the general management regularly for review.

In addition to the above activities, it also monitors accidents at work throughout the entire organisation and provides care through our Centralised Accident Service.

The Occupational Health and Safety Department is made up of nine people.

**Health and Safety Management Committee**

The Health and Safety Management Committee consists of a General Manager as well as six area managers and departmental heads from the following areas: General Port Services and Sustainable Development, Infrastructure Management, Occupational Health and Safety, Human Resources, Quality and Processes and the Management Office.

As of December 2008, the Health and Safety Management Committee became a purely consultative body which is convened by the General Manager and/or the Occupational Health and Safety Department.

As the minutes of the general management meetings held on 6th October, 17th November 2010 and 12th January 2011 record, the Health and Safety Management System review carried out by the top management showed that all the objectives had been met.

**Occupational Health and Safety Committee**

The Occupational Health and Safety Committee is a joint plural body that must be regularly consulted about what the company is doing in terms of occupational health and safety. The Committee is made up of 5 health and safety representatives who belong to the unions and 5 PAV representatives from the following departments: Infrastructure Management, Operations, Human Resources, Occupational Health and Safety, and General Port Services and Sustainable Development.

The Committee is advised by a doctor in occupational medicine who is also an occupational health and safety expert, four experts from the Occupational Health and Safety Department and two staff representatives.

Occupational Health and Safety Committee meetings are attended by union delegates and company health and safety experts who can speak but not vote. Company employees who have special qualifications or information about issues being discussed by the Committee can also attend under the same conditions, as can health and safety experts from outside the company if their presence is requested by committee members.

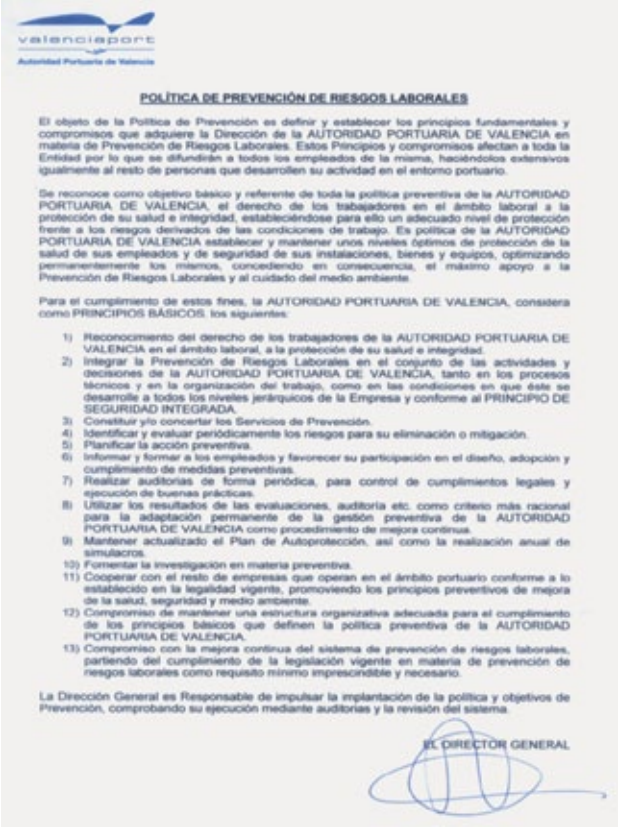
The main duties of this Committee are:

- To help to draw up, implement and review occupational health and safety plans and programmes.
- To promote initiatives concerning methods and procedures for effective health and safety measures whilst also suggesting improvements or remedies for any existing deficiencies.

The Occupational Health and Safety Committee met on nine occasions during 2010 and the decisions taken at these meetings were recorded in the minutes.

**1.3. Health and Safety Policy**

The PAV's Health and Safety Policy is set out in the following document:



POLÍTICA DE PREVENCIÓN DE RIESGOS LABORALES

El objeto de la Política de Prevención es definir y establecer los principios fundamentales y compromisos que adquiere la Dirección de la AUTORIDAD PORTUARIA DE VALENCIA en materia de Prevención de Riesgos Laborales. Estos Principios y compromisos afectan a toda la Entidad por lo que se difundirán a todos los empleados de la misma, haciéndolos extensivos igualmente al resto de personas que desarrollen su actividad en el entorno portuario.

Se reconoce como objetivo básico y referente de toda la política preventiva de la AUTORIDAD PORTUARIA DE VALENCIA, el derecho de los trabajadores en el ámbito laboral a la protección de su salud e integridad, estableciéndose para ello un adecuado nivel de protección frente a los riesgos derivados de las condiciones de trabajo. Es política de la AUTORIDAD PORTUARIA DE VALENCIA establecer y mantener unos niveles óptimos de protección de la salud de sus empleados y de seguridad de sus instalaciones, bienes y equipos, optimizando permanentemente los mismos, concediendo en consecuencia, el máximo apoyo a la Prevención de Riesgos Laborales y al cuidado del medio ambiente.

Para el cumplimiento de estos fines, la AUTORIDAD PORTUARIA DE VALENCIA, considera como PRINCIPIOS BÁSICOS los siguientes:

1) Reconocimiento del derecho de los trabajadores de la AUTORIDAD PORTUARIA DE VALENCIA en el ámbito laboral, a la protección de su salud e integridad.
2) Integrar la Prevención de Riesgos Laborales en el conjunto de las actividades y decisiones de la AUTORIDAD PORTUARIA DE VALENCIA, tanto en los procesos técnicos y en la organización del trabajo, como en las condiciones en que éste se desarrolle a todos los niveles jerárquicos de la Empresa y conforme al PRINCIPIO DE SEGURIDAD INTEGRADA.
3) Constituir y/o concertar los Servicios de Prevención.
4) Identificar y evaluar periódicamente los riesgos para su eliminación o mitigación.
5) Planificar la acción preventiva.
6) Informar y formar a los empleados y favorecer su participación en el diseño, adopción y cumplimiento de medidas preventivas.
7) Realizar auditorías de forma periódica, para control de cumplimientos legales y ejecución de buenas prácticas.
8) Utilizar los resultados de las evaluaciones, auditoría etc. como criterio más racional para la adaptación permanente de la gestión preventiva de la AUTORIDAD PORTUARIA DE VALENCIA como procedimiento de mejora continua.
9) Mantener actualizado el Plan de Autoprotección, así como la realización anual de simulacros.
10) Fomentar la investigación en materia preventiva.
11) Cooperar con el resto de empresas que operan en el ámbito portuario conforme a lo establecido en la legalidad vigente, promoviendo los principios preventivos de mejora de la salud, seguridad y medio ambiente.
12) Compromiso de mantener una estructura organizativa adecuada para el cumplimiento de los principios básicos que definen la política preventiva de la AUTORIDAD PORTUARIA DE VALENCIA.
13) Compromiso con la mejora continua del sistema de prevención de riesgos laborales, partiendo del cumplimiento de la legislación vigente en materia de prevención de riesgos laborales como requisito mínimo imprescindible y necesario.

La Dirección General es Responsable de impulsar la implantación de la política y objetivos de Prevención, comprobando su ejecución mediante auditorías y la revisión del sistema.

EL DIRECTOR GENERAL

The general management is responsible for fostering the implementation of health and safety policies and objectives, and for ensuring their implementation via audits and system reviews.

### 1.4. Documentary structure

**What does the system contain? Documentary structure**

Conceived in accordance with OHSAS 18001 recommendations, the system is based on a set of health and safety management procedures which include a Health and Safety Management System Manual. This sets out the model to be followed as well as a series of procedures which specify how to operate, monitor and register all the processes and activities carried out in the PAV.

The PAV's health and safety documentary structure consists of a set of procedures, instructions, documents and registers.

The Health and Safety Management System Manual is the cornerstone of the Health and Safety Management System and sets out the Health and Safety Policy as well as the management system itself.

The various system procedures establish how processes and activities should be managed, operated, monitored and registered. In 2005, 21 procedures were drawn up to be implemented in the course of 2006. In 2007, 2 more procedures were mapped out and implemented during the same year. The procedures were reviewed in 2008 and were updated in 2009 and 2010.

The instructions specify how to perform an operation or series of operations in order to implement the required procedure.

The documents and records for each procedure are complementary documents designed to gather system information and data, and display activities carried out and/or results.

### 1.5. Functions and responsibilities at organisational levels

**Current health and safety reality: integration**

The Port Authority of Valencia's Occupational Health and Safety Department has always been committed to integrated health and safety. This means that personal health and safety must be provided for in all the company's processes, and hence become the responsibility of all employees regardless of the management area to which they belong or the post they occupy.

These actions must be carried out systematically by the entire organisational structure. The Occupational Health and Safety Department implements integration by making health and safety actions an inherent part of all PAV processes.

Based on Spanish Law 31/1995, which was amended by Spanish Law 54/2003, our health and safety experts, doctors and nurses place special emphasis on health and safety integration by mapping out and implementing the Health and Safety Plan which is an essential factor in ensuring that integration.

The all-inclusive nature of the PAV's health and safety policy means that functions and responsibilities in this area are part of the enterprise's entire organisational structure, from general management to front-line employees, including departmental management, divisional and unit heads and middle managers.

Each worker is responsible for complying with health and safety measures. These are set out for each activity and are designed to ensure not only the worker's own occupational health and safety but also that of everyone else in the port community when affected by the PAV's business activities.

Thus, all workers in the port community must ensure appropriate use of machinery, appliances, tools, hazardous substances, transport units and in general any other equipment employed in the course of their jobs.

All PAV workers must likewise make proper use of health and safety resources and equipment supplied by the company, and must also maintain and correctly use safety devices and resources specific to their jobs or found in the workplaces where they carry out their duties.

All workers are obliged to immediately inform their direct superior and the Occupational Health and Safety Department of any situation which may, in their judgment, jeopardise the health and safety of employees. Two such situations were reported in 2010. Corrective measures were applied to remedy these issues and their efficacy was monitored.

### 1.6. Review of the system

**How do we evaluate the system?**

The general management at the Port Authority of Valencia is responsible for carrying out regular reviews of the operation of the Health and Safety Management System to ensure its due implementation, suitability and effectiveness. To that end, annual system review meetings are held and any conclusions or ways to enhance the system are recorded in the minutes of the meetings.

In these meetings, the attainment of health and safety goals – which are periodically updated – is monitored and this forms the basis for the general management review of the Health and Safety Management System. In addition, the reviews evaluate the need to make changes to the Health and Safety Management System and to the Health and Safety Policy and objectives.
As the minutes of the meetings held on 6th October, 17th November 2010 and 12th January 2011 record, the Health and Safety Management System review concluded that all the objectives had been met.

In addition to reviews carried out by the Committee, and in compliance with prevailing legislation, this system is regularly evaluated and audited.

**Audits**

Audits are an examination of an organisation at a given time which is carried out by independent, qualified experts in order to detect deviations from a reference model or policy, assess

the effects of these deviations, and set out recommendations for improvement in order to remedy such deviations.

All eight auditing phases or stages, from planning to monitoring and close-out, have been passed.

In the course of 2010, the Occupational Health and Safety Department was assessed by a number of statutory and voluntary inspections and audits, in order to help us to constantly improve our management system.

**Types of audits**

**Internal audits**

An internal audit is designed to show the state of implementation and efficacy of the Occupational Health and Safety Management System and the degree of compliance with prevailing legislation and regulations at any given time.

In September 2010, the Port Authority of Valencia's Occupational Health and Safety Department carried out an internal audit to check that the Occupational Health and Safety Management System had been properly implemented. It made a series of checks and inspections as well as field visits, in accordance with prevailing legislation. The findings and results were documented in a final audit report which found a 100% level of compliance.

This inspection was carried out in preparation for the subsequent renewal of the annual OHSAS 18001 audit, corresponding to fourth year certification, which was carried out in September 2010.

**OHSAS 18001 CERTIFICATION AUDIT[1]**

In addition to legal requirements, the PAV's Occupational Health and Safety Department has chosen the OHSAS 18001 as its management model in order to achieve continuous improvement in monitoring health and safety for PAV employees. This is further evidence of the PAV's commitment to occupational health and safety management and its policy of corporate social responsibility. In June 2007, the Port Authority of Valencia achieved OHSAS 18001 certification, with registration number 0101/OHS/01/2007, for the ports of Valencia, Sagunto and Gandia, all of which comply with the requirements laid down in the standard for port facility management. In 2008, the OHSAS 18001 certification close-out visit for the first year was carried out. This was followed in 2009 by the OHSAS 18001 certification annual audit for the second year, and the certificate was renewed in 2010.

**Statutory audits**

In line with section 6 of article 30 of the Spanish Occupational Health and Safety Law 31/1995, and article 29.2 of the Health and Safety Service Regulations modified by Royal Decree 604/2006, the statutory audit of the Occupational Health and Safety Management System should be carried out every four years.

In compliance with prevailing legislation, in September and October 2010 the Occupational Health and Safety Department successfully passed the statutory audit as it entirely conformed with the requirements laid down in the Occupational Health and Safety Law 31/1995, and the development and application of this law in the corresponding regulations.

**Inspection by the Valencian Regional Ministry of Health**

The General Directorate for Public Health is the body responsible for carrying out inspections of health and safety services which include health monitoring.

Pursuant to the Spanish Law on Occupational Health and Safety 31/1995, the Health and Safety Service Regulation and the Valencian Regional Health Ministry Order dated 20th February 1998, which regulates the powers of the health authority in the Valencian Region, the health authority inspects (at least once a year) the health and safety services which are responsible for monitoring employees' health.

In May 2010, experts from the Valencian Regional Health Ministry's Occupational Health Unit inspected the health monitoring activities carried out by our Occupational Health and Safety Service and found that they fully complied with the legal standards referred to above.

## 3. ACTIVITIES

### 3.1. Occupational health and safety

Occupational health and safety is the set of techniques and procedures designed to identify and then minimise or eliminate risks which may lead to accidents in the workplace or other health problems.

**Accident prevention techniques**

In compliance with prevailing legislation and our internal policy, the Occupational Health and Safety Department uses a series of techniques to minimise or eliminate the risks inherent to the workplace. These techniques are classified as:

- Proactive techniques
- Reactive techniques
- **Proactive techniques:** these aim to prevent accidents or incidents from happening. They identify hazards inherent to certain jobs and seek to eliminate them. If this is not possible, the hazards are evaluated and efforts are

1 OHSAS 18001 is an Occupational Health and Safety Management model developed by an international consortium of standardisation and certification organisations. It sets out the structural components that an Occupational Health and Safety Management System needs in order to review, manage and enhance the monitoring of occupational risks. The standard includes a series of controls and requirements which enable companies to comply with legislation and a continuous improvement process that optimises health and safety resources. The 18001 Occupational Health and Safety Standard calls on companies to commit themselves to the elimination or minimisation of hazards for employees who work in company facilities and to continuous improvement in their normal management cycle.

made to control them by means of technical and organisational modifications.

Types:

- Risk assessment
- Safety inspections
- Risk assessment

Article 16 of the Spanish Law on Occupational Health and Safety 31/1995 stipulates that the planning of preventive actions in a company must be based on an initial assessment of risks to the health and safety of employees. This assessment should be generalised and should take into account the type of business activity and special hazards to which certain workers may be exposed.

This risk assessment forms the basis of occupational health and safety.

In 2007, the Occupational Health and Safety Department updated its risk assessments for all jobs, thereby advancing the five-yearly evaluation set out in procedure PGP 03 and the Instructions of the Health and Safety Management System. The risk assessments were reviewed in 2008 and updated in 2009 and 2010.

**Safety inspections**

Safety inspections involve the direct and structured observation of facilities and productive processes to detect potential accident hazards. They are carried out by using checklists that are specific to each job and help to keep the workplace safe by identifying and remedying potential hazards.

The frequency of inspections depends on how dangerous the job is, and can be monthly, quarterly or yearly.

Observations made during the inspection, any hazards identified and the applicable corrective measures are all documented, and regular checks are made to monitor the effectiveness of the measures implemented.

During 2010, four different safety inspections of workplace conditions were carried out and the relevant measures were implemented.

- **Reactive techniques:** these come into play once an accident has taken place, and are designed to determine its causes and put forward and implement preventive measures to prevent it from occurring again.

Accident investigation can be defined as the technique used for in-depth analysis of an accident at work in order to find out what actually happened and determine its cause.

At the PAV, the Occupational Health and Safety Department's safety experts investigates accidents in compliance with prevailing legislation. They examine the causes of each accident or incident so that suitable corrective measures can be implemented to ensure that it does not occur again, and also checks the effectiveness of the preventive measures that have been implemented.

Eight accident investigations were carried out and appropriate measures were implemented on each occasion.

**Self-Protection Plan**

This cuts down response times for accidents, whilst fostering systematic, orderly and effective performance of required actions. It also helps to contain the impact of the accident and reduce the damage sustained, whilst speeding up resumption of the activity concerned.

In 2010, the self-protection plans for the lighthouses at Valencia, Cullera and Canet and the office buildings at the ports of Sagunto and Gandia were reviewed and updated. The plan consists of four basic documents:

- Doc. 1: Risk assessment
- Doc. 2: Safety resources
- Doc. 3: Self-Protection Plan
- Doc. 4: Implementation

**Exercises and drills**

Regular drills and exercises are held at the PAV. They feature specific Self-Protection Plan operations to check and maintain the experience of employees and members of emergency teams and verify that material resources that need to be used are in good working order.

As a continuation of the Self-Protection Plan from previous years, five emergency drills were carried out at the ports of Valencia, Sagunto and Gandia with the aim of maximising health and safety for PAV employees:

- Evacuation drill at the management building in the Port of Sagunto
- Evacuation drill at the management building in the Port of Gandia.
- Location drills alerting the emergency teams at the management building complex (Phase I, Phase II, Phase III and Phase IV) at the Port of Valencia and the lighthouses of Valencia, Canet and Cullera.
- Evacuation drill at the Occupational Health and Safety building.
- Evacuation drill at workshops.

The minor shortcomings discovered as a result of these drills were studied and analysed. A meeting was subsequently held to analyse the results and decide upon the appropriate improvements.

**Coordination of business activities**

Since we have our own Occupational Health and Safety Service, we have an office to coordinate the PAV's business

activities, developed by the company SOCOTEC, a specialist in these types of activities. The required information is compiled according to article 24 of the Occupational Health and Safety Law and Royal Decree 171/2004. It is analysed by our department before an activity is started and is approved or not approved, according to the Health and Safety Procedure (PGP 08 "Proceedings for contracts"), which is drawn up by our own Health and Safety Service and briefly described below.

- Companies are given the Occupational Safety Regulations for carrying out work at the PAV.
- Companies are given the Occupational Health and Safety Requirements for external contractors and adaptation to the Organic Law on Data Protection.
- External companies are asked to provide their Occupational Health and Safety plans.
- The Occupational Health and Safety documents provided by the contracted companies are requested and monitored.
- Reports are sent to the different departments about contractor compliance with the aforementioned documents.
- Meetings are held with managers from different companies to explain the PAV's Safety Regulations. The Occupational Health and Safety Department is on hand to answer company queries.
- The safety measures in the work carried out by contracted and subcontracted companies are monitored.

### 3.2. Ergonomics and psychosociology applied to the workplace

Ergonomics is the science of wellbeing and comfort and is based on adapting the job to the person who does it.

The Occupational Health and Safety Department's main ergonomic goals are:

- Suitable ergonomic design of the workplace by identifying, assessing and reducing occupational health and safety risks (both ergonomic and psychosocial).
- Adapting the job and working conditions to the operator.
- Developing work situations not simply from the point of view of material conditions but also in their socio-organisational aspects, so that the job can be performed with full health and safety protection and with optimum degrees of comfort, satisfaction and efficiency.
- Controlling the introduction of new technology in the company and its adaptation to the abilities and skills of the existing workforce.
- Setting ergonomic recommendations for the acquisition of equipment, tools and assorted materials.
- Increasing motivation and job satisfaction.
- Enhancing the health of the company and delivering health in the workplace (according to the WHO).

Applied psychosociology deals with organisational factors which may affect the physical, psychological or social wellbeing and health of workers and also the performance of their jobs.

The Occupational Health and Safety Department advises and suggests global changes in those aspects which can enhance working conditions and reduce psychosocial risk factors.

The following ergonomic evaluations were carried out in 2010:

- Ergonomic study of workstations in the Phase III computer laboratory.
- Study of lighting levels and thermohygrometric conditions of the workstations in the Phase III computer laboratory.
- Ergonomic study of the workstation in the Phase III library.
- Study of lighting levels and thermohygrometric conditions of the workstation in the Phase III library.
- Study of lighting and reflection levels in Phase IV.
- Ergonomic study of the workstation in the booth at the Port of Sagunto.
- Study of lighting levels and thermohygrometric conditions of the workstation in the booth at the Port of Sagunto.
- Measurement of thermohygrometric conditions at the ECC.
- Ergonomic study of workstations in booths 1 and 2 at the Port of Valencia.
- Study of lighting levels and thermohygrometric conditions of the workstations in booths 1 and 2 at the Port of Valencia.
- Study of lighting levels and thermohygrometric conditions in the Canet Lighthouse.
- Study of lighting levels and thermohygrometric conditions in the Valencia Lighthouse.
- Study of lighting levels and thermohygrometric conditions in the Cullera Lighthouse.
- Ergonomic study of the workstations in the offices at the Port of Gandia.
- Study of lighting levels and thermohygrometric conditions of the workstations in the offices at the Port of Gandia.
- Study of 2 workstations used by pregnant employees.

Ergonomic studies are not confined to implementing corrective measures. Once they have been implemented,

the PAV's Occupational Health and Safety Department then checks the effectiveness of the measures adopted to correct and eliminate hazards.

In the field of psychosociology applied to the workplace, four psychiatric/psychological reports were drawn up by a specialist in order to adapt workstations and jobs.

**3.3. Industrial hygiene**

Industrial hygiene can be defined as a set of actions geared towards identifying, evaluating and controlling chemical, physical and biological agents in the working environment which may cause illness, have a detrimental effect on health and wellbeing, or create significant discomfort among workers.

The Occupational Health and Safety Department's fundamental goals in terms of industrial hygiene are:

- To evaluate chemical, physical and biological agents in the working environment, bearing in mind conditions in the workplace: definition of tasks, production processes, time of exposure to contaminants, etc.
- To take direct measurements or samples of these chemical, physical and biological agents.
- To analyse laboratory results using assessment criteria.
- To plan control measures which reduce the health risks faced by workers.
- To carry out specific studies: noise levels, biological agents, thermal stress, vibrations, lighting, sick building syndrome, etc.
- To inform and train workers about the hazards present in the working environment so as to eliminate or minimise undesired effects.

In 2010, the Occupational Health and Safety Department carried out numerous industrial hygiene actions:

**Port of Valencia:**

- Regular checks of working conditions.
- Quarterly microbiological and air quality checks in medical service facilities, changing rooms and other facilities in PAV buildings (Valencia, Valencia and Cullera Lighthouses). In addition to the quarterly checks, extra checks were carried out during July and August at the Sports Centre because the swimming pool was open.
- Regular checks in June and November for the detection of Legionnaires' disease and, if necessary, the implementation of appropriate measures (Valencia, Valencia and Cullera Lighthouses).
- Control and prevention of Legionnaires' disease, cleaning and disinfection of hot and cold water systems in May, in compliance with Spanish Royal Decree 865/2003.
- Regular checks of booths 1 and 2.
- Evaluation of noise levels in hydrant pump rooms.
- Evaluation of noise levels in HVAC room.
- Evaluation of noise levels at the mechanical facilities workshop.
- Evaluation of exposure to chemical agents in the Occupational Health and Safety Department.
- Evaluation of dust levels in booths A1 and A2, and at the traffic control roundabouts.
- Evaluation of gas levels in booths A1 and A2, and at the traffic control roundabouts.
- Evaluation of noise levels in booths A1 and A2, and at the traffic control roundabouts.
- Evaluation of noise levels at the Cullera Lighthouse.
- Evaluation of noise levels at the Valencia Lighthouse.
- Evaluation of noise levels at the special facilities workshop.
- Measurement of electromagnetic fields at the Data Processing Centre in Phase III.
- Measurement of electromagnetic fields at the ECC.
- Measurement of electromagnetic fields at the Industrial Control Centre in Phase IV.
- Measurement of electromagnetic fields at the Scanner in Phase I.
- Measurement of electromagnetic fields at the Electric Department guard room and electric transformer room.
- Measurement of electromagnetic fields in the Infoport room after the implementation of corrective measures in UPS.
- Annual report on monthly radiation dosimetry.

**Port of Sagunto:**

- Microbiological and air quality checks in buildings in April, July, October and December.
- Regular checks in June and November for the detection of Legionnaires' disease and, if necessary, the implementation of appropriate measures (Sagunto and Canet Lighthouse).
- Control and prevention of Legionnaires' disease, cleaning and disinfection of hot and cold water systems in May, in compliance with Spanish Royal Decree 865/2003.
- Evaluation of noise levels in hydrant pump rooms and in the water tank room.
- Regular checks of working conditions.
- Evaluation of noise levels at the Canet Lighthouse.

**Port of Gandia:**

- Microbiological and air quality checks in buildings in April, July, October and December.
- Regular checks in June and November for the detection of Legionnaires' disease and, if necessary, the implementation of appropriate measures.
- Control and prevention of Legionnaires' disease, cleaning and disinfection of hot and cold water systems in May, in compliance with Spanish Royal Decree 865/2003.
- Evaluation of noise levels in hydrant pump rooms.
- Regular checks of working conditions.

After reviewing the reports mentioned above, the following corrective measures were introduced:

- Ear defenders should be worn by workshop staff when they are inside the workshops and are compulsory when using lathes and circular saws.
- Compulsory use of ear defenders and reduction of exposure time in hydrant pump facilities when the pumps are in operation.
- A new cleaning procedure for the Cullera Lighthouse was implemented and a double safety hook was added to the lighthouse keeper's harness.
- Compulsory use of ear defenders in the HVAC room at the Port of Valencia.
- Signposting of electromagnetic fields at the Industrial Control Centre (Phase IV).
- Signposting of electromagnetic fields at the electric transformer room at the Port of Valencia.
- Compulsory use of ear defenders in the Cullera Lighthouse machine room when the generator is being used.

### 3.4. Health monitoring

Health monitoring is one of the instruments used in occupational medicine to control and supervise the impact that working conditions have on employees' health. It is an integral part of the company's overall Occupational Health and Safety Plan.

Health monitoring is concerned with:

- Identifying risk factors.
- Planning preventive action.
- Evaluating preventive measures.

**Health examinations**

Medical check-ups show the impact of job hazards on workers' health. Their goal is to detect problems as early as possible in order to analyse and evaluate working conditions.

In accordance with PGP 17 Health Examinations and IGP 17/01 of the Occupational Health and Safety Management System (OHSMS), all workers are sent an appointment for their medical check-up by post, accompanied by the required documents.

Workers are informed of the results of their check-ups on an individual basis so as to keep them confidential.

The results of the medical check-ups are recorded in confidential files which are held by the Medical Service, and are released to PAV management only to evaluate a worker's suitability for a specific job from a medical point of view.

Under no circumstances are health problems used to discriminate against workers.

The types of health examinations which are carried out by the Occupational Health and Safety Department are set out in legislation which is outlined in article 22 of the Spanish Law on Occupational Health and Safety and article 37 of the Occupational Health and Safety Service Regulations. They are as follows:

- Initial check-up: for all staff starting work at the PAV, whether on permanent or temporary contracts.
- Specific regular medical check-up.
- Check-up after lengthy absence.
- Check-up due to change in job or task.

In addition, the PAV's Medical Service also offers a range of health examinations, even though these are not required by law, in order to promote the health of all workers.

- Check-up at the request of the worker.
- Check-up suggested by the Medical Service.
- Orthopaedic check-up.

The following medical check-ups were performed in 2010:

- Regular annual check-ups: 379 (90.45 % of the total PAV workforce)
- Initial check-ups: 24
- Check-up after lengthy absence: 30
- Check-up due to change in job: 10

A total of 443 medical check-ups were carried out in 2010, each specifically tailored to the risks inherent to an employee's particular job.

**Health campaigns**

Their goal is to promote workers' health by encouraging improvements in various aspects of their lifestyles.

**Membership of the Health Promotion Business Programme**

In 2005, the Valencian Regional Health Ministry started up a programme run by the General Directorate for Public Health

designed to promote the health and safety of company employees through health and safety services.

The PAV's Occupational Health and Safety Department met the entry requirements and joined the Health Promotion Business Programme. This means it now receives expert advice and support material for health promotion within the company, as well as training about related issues and regular information about specific health promotion campaigns.

The goals were to:

- Make workers more health conscious by optimising health promotion activities run by the Medical Service.
- Lay down guidelines for vaccinations for work-related hazards and also for the public at large or specific groups of adults.
- Develop action protocols for specific issues or pathologies that could affect certain PAV employees, and inform the workers about them.
- Establish formal means of cooperation between PAV Occupational Health and Safety Department personnel and members of the public health care system in both primary and specialised care.

Membership of the programme is completely voluntary, and this underlines the commitment of the PAV's Occupational Health and Safety Department to seeking out continuous improvement in the working conditions of all company employees.

**Campaigns**

The Occupational Health and Safety Department regularly runs health information campaigns. They consist of training and informative talks about preventive health and hygiene measures and provide medical control, advice and preventive treatment for each campaign.

The following health campaigns were run in 2010:

- Cutting down on smoking.
- The early detection of melanoma for Port Police.
- Preventing insect bites.
- Preventing mycosis in lower limbs.
- Study and prevention of osteoporosis.
- Preventing sun exposure.
- Preventing asymptomatic lung cancer.
- Preventing colorectal cancer.
- Seasonal flu vaccination campaign.
- Skin protection campaign.
- Diphtheria-tetanus, hepatitis A and B, and pneumococcal vaccination campaigns.
- Eye tests.
- First aid in water sports information campaign.
- Noise prevention information campaign

**Epidemiological studies**

An epidemiological study was carried out in 2010 on the evolution of the results of the asymptomatic lung cancer prevention campaign.

### 3.5. Mutual Society: Centralised Accident Service

**Accidents at work / work-related illness**

Article 115 of the Spanish Social Security Law defines an accident at work as "any personal injury sustained by a worker on the occasion of or as a consequence of the work he/she does as a salaried employee". This definition includes both injuries sustained in the workplace and also those which occur when workers are on their normal route to or from work.

From a technical and preventive point of view, a work accident means any abnormal event which is neither intentional nor desired, which occurs suddenly and unexpectedly and can normally be avoided, and which leads to a stoppage in work and may also cause injury to people.

To sum up:

- There must be personal injury.
- The worker must be a salaried employee or registered with the accident at work contingency system as self-employed.
- The accident must occur to the worker while he/she is at work or as a result of his/her work.

**Procedure in the event of an accident at work**

**Accidents during working hours**

The procedure to be followed in the event of an accident occurring during working hours is:

1. The Emergency Control Centre (ECC) must be advised by calling 3888 or by walkie-talkie to 1.

2. The ECC reports the accident to the Medical Service and moves the victim to the Medical Service's facilities using the PAV's own resources or an emergency ambulance if required.

3. Once the victim has arrived at the PAV's Medical Service, they are given first aid and their injuries are assessed. Any necessary extra diagnostic tests are carried out at our facilities.

4. If necessary, the patient will be sent to the 9 de Octubre Hospital for further diagnosis and consultation with other specialists.

Suitable treatment will begin after the diagnosis has been made. The progress of injuries will be monitored and checked by the PAV's Medical Service.

Official medical certificates for sick leave and return to work are given by the PAV's Medical Service and sent to the Human Resources Department for processing.

**Accidents outside the PAV's Medical Service working hours**

In the event of an accident occurring outside the working hours of the PAV's Medical Service, the procedure is as follows:

1. The incident is reported to the ECC so that it can send an ambulance to the scene of the accident.

2. The victim is taken to the 9 de Octubre Hospital, where they are attended to immediately and a decision is made about whether they should be admitted or sent home.

3. The accident response is coordinated and supervised by the PAV's medical team.

4. The PAV's Medical Service monitors the accident victim's progress.

**Control of accident rates**

In addition to the investigation referred to in the section about health and safety at work, quarterly and annual statistical analyses are carried out in order to track changes in accident rates over the years.

Technical Health and Safety Note No. 236 sets out the methods for calculating accident frequency and seriousness indexes.

Article 12.7 of Royal Decree 1993/1995 states that the PAV, as its own Mutual Society, Centralised Accident Service, is obliged to provide such data and statistics as may be requested by the Social Security health service and is also subject to the inspection and control of this health service.

In 2010, there were 8 work accidents at the PAV, only 4 of which resulted in sick leave.

**Statistical study of accidents**

- **Annual frequency index:**

$$F.I. = \frac{\text{No. accidents with sick leave}}{\text{No. hours worked}} \times 10^6 = \mathbf{7.09}$$

- **Annual effect index:**

$$A.I. = \frac{\text{No. days lost}}{\text{No. hours worked}} \times 10^3 = \mathbf{0.78}$$

- **Annual absenteeism index:**

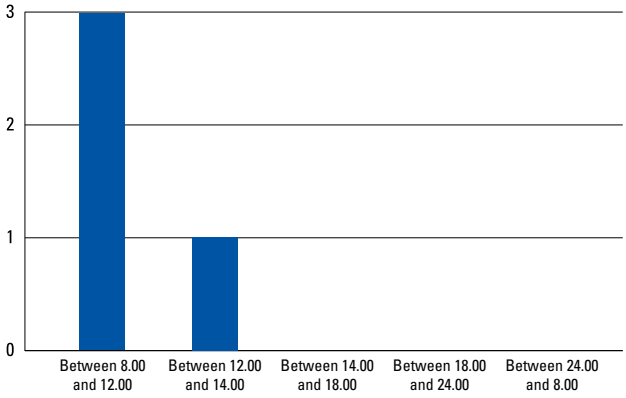
A.I. = (no. of calendar days lost due to sick leave x 100) / (no. employees x 365)

A.I. = (877 X 100) / (418 X 365) = **0.57**

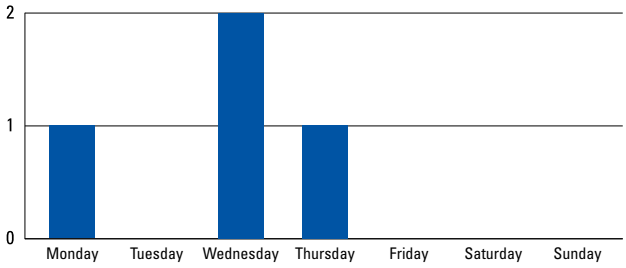
**Work-related illness**

**Accidents at work with sick leave**
(By gender)

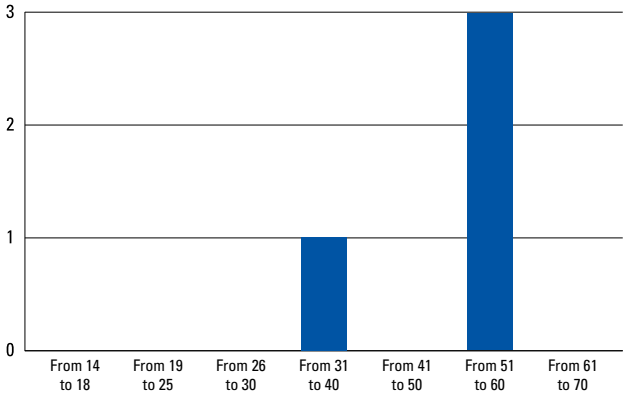

**Accidents at work with sick leave**
(By times)



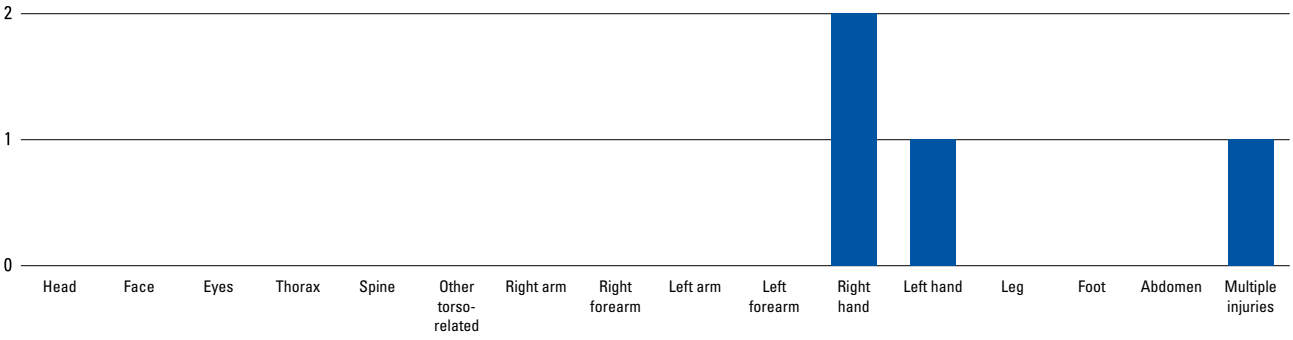

**Accidents at work with sick leave**
(by day of the week)




**Accidents at work with sick leave**
(by age)



**Accidents at work with sick leave**
(by part of the body affected)




Article 116 of the Spanish Social Security Law defines a work-related illness as one which is a result of performing, as a salaried employee, any of the activities set out in the table in the Appendix to Spanish Royal Decree 1299/2006, dated 10th November, and which is caused by the action of the elements and substances indicated in this table for each illness.

One work-related illness was detected amongst the employees at the PAV in 2010.

### 3.6. Health services

Health care for workers is a preventive measure in itself. It takes a global approach to protecting the worker's health taking into account habits at work, as well as family and social environments.

According to article 53 of the former Company Medical Services Regulations, the provision of medical and pharmaceutical services entails writing prescriptions for PAV workers, dispensing pensioners' prescriptions for workers whose personal circumstances mean they are entitled to them, and sending patients straight to specialist doctors; in short, taking on the role of a GP.

The health infrastructure at the PAV's Medical Service enables comprehensive care ranging from A&E to traumatology surgery using in-house equipment, thus delivering more specific treatment and better monitoring of the patient's progress.

If requested, our health personnel can provide advice and help to patients who are suffering from temporary disability.

The basic principle of the PAV's Medical Services is to deliver maximum efficiency through good management and the quality of the health care it provides.

## 4. TRAINING

Training is a key factor in generating a positive occupational health and safety culture.

In 2010, the Occupational Health and Safety Department used a wide range of resources to deliver continuous health and safety training to PAV employees. This training is crucial in annual health and safety planning, and courses are scheduled on general hazards and those specific to particular jobs and workstations whenever required.

Course content focuses on operational techniques in health and safety management and is designed to help students work on the material and human aspects of the topic.

It includes both general and specific themes from across the health and safety board: health and safety at work, ergonomics and psychosociology, industrial hygiene and occupational medicine.

The following training was given in 2010:

- Noise exposure. 20 maintenance staff.
- Risks associated with using mobile cranes and cherry pickers. 6 maintenance staff.
- Risks associated with using gantry cranes. 3 maintenance staff.
- Self-Protection Plan training course for building coordinators.
- Training on the risks associated with working in offices and with VDUs. 32 employees.
- Courses in basic CPR and semi-automatic external defibrillator handling. 29 employees.
- Basic life support and first aid courses for the Port Police. 43 employees.
- Basic training-information course for all new staff.
- First aid course for maintenance and special facilities staff. 31 employees.
- Basic training-information course for employees who have changed jobs.
- Electromagnetic field training course. 49 employees.
- Soldering risk training course. 9 employees.

- Lifting heavy loads training course. 38 employees.
- Manual handling of loads. 10 employees.
- Fire protection training course. 59 employees.
- Manual tools training course. 33 employees.
- Work-at-a-height training courses. 25 employees.
- High and low voltage risks training course. 10 employees.
- Underground galleries training course. 10 employees.
- Goods storage and fuel loading training course. 3 employees.

**Training for Occupational Health and Safety Department staff**

Training is a key part of the PAV's corporate social responsibility. Thus, members of the Occupational Health and Safety Department are encouraged to recycle and extend their skills and knowledge.

In 2010, staff from the PAV's Occupational Health and Safety Department took part in:

- 20th Valencian Occupational Medicine and Health and Safety Association symposia. 1 employee.
- XXIII Sports Traumatology Symposia. 5 employees.
- Vaccination seminar, organised by the Valencian Foundation for Advanced Studies. 1 employee.
- 13th Spanish Occupational Medicine and Health and Safety Association congress. 4 employees.
- Econormas computer application training course. 6 employees.
- Preven computer application training course. 2 employees.
- Acting in emergency situations course. 1 employee.

The efforts made to offer Occupational Health and Safety training courses in 2010 are shown below:

$$\text{Training} = \frac{\text{Total no. training hours}}{\text{No. employees}} \quad \mathbf{0.61}$$

**XXIII Sports Traumatology Symposia**

For a number of years now, the PAV has sought to forge closer ties with educational institutions in Valencia such as universities and their communities. One result of this is the annual Sports Traumatology Symposia organised by the PAV's Medical Service and recognised by the Spanish Sports Traumatology Association (SETRADE). These symposia are widely recognised both in Spain and abroad and are designed to promote training and recycling in cutting-edge aspects of orthopaedic surgery and traumatology.

The Symposia have been certified by the Spanish Continuous Medical Learning Certification System (SEAFORMEC) and have also been backed by the certification system of the Unión Européenne de Medecins Specialistes (UEMS). Each year they have also been recognised by the Spanish Traumatology Surgery Association (SECOT).

The Symposia were attended by a total of 120 people including numerous experts in orthopaedic surgery and traumatology, sports doctors, physiotherapists and top sportspeople. The event was organised in conjunction with the Orthopaedic Surgery Department at the University Clinic Hospital.

**Automated external defibrillators**

Time is of the essence when trying to save a heart attack victim. That is why the Occupational Health and Safety Department has installed an automated external defibrillator in each PAV building to deal with such emergencies. The PAV is recognised as being a "healthy heart organisation".

# CH 03

# ECONOMIC DIMENSION

# 3 ECONOMIC DIMENSION

## 3.1. THE MOST SIGNIFICANT FINANCIAL AND ECONOMIC ASPECTS OF 2010

In 2010, the Port Authority of Valencia's total throughput rose to 64 million tonnes (57.8 million tonnes in 2009). This increase was mainly due to a rise in general containerised goods traffic, which went up by 6.5 million tonnes (+15.4%) compared with 2009, and in conventional general cargo, which increased by 1.2 million tonnes (+21.3%). Liquid and solid bulk fell by 0.6 and 0.9 million tonnes respectively (-10.3% and -26.5% in relative terms).

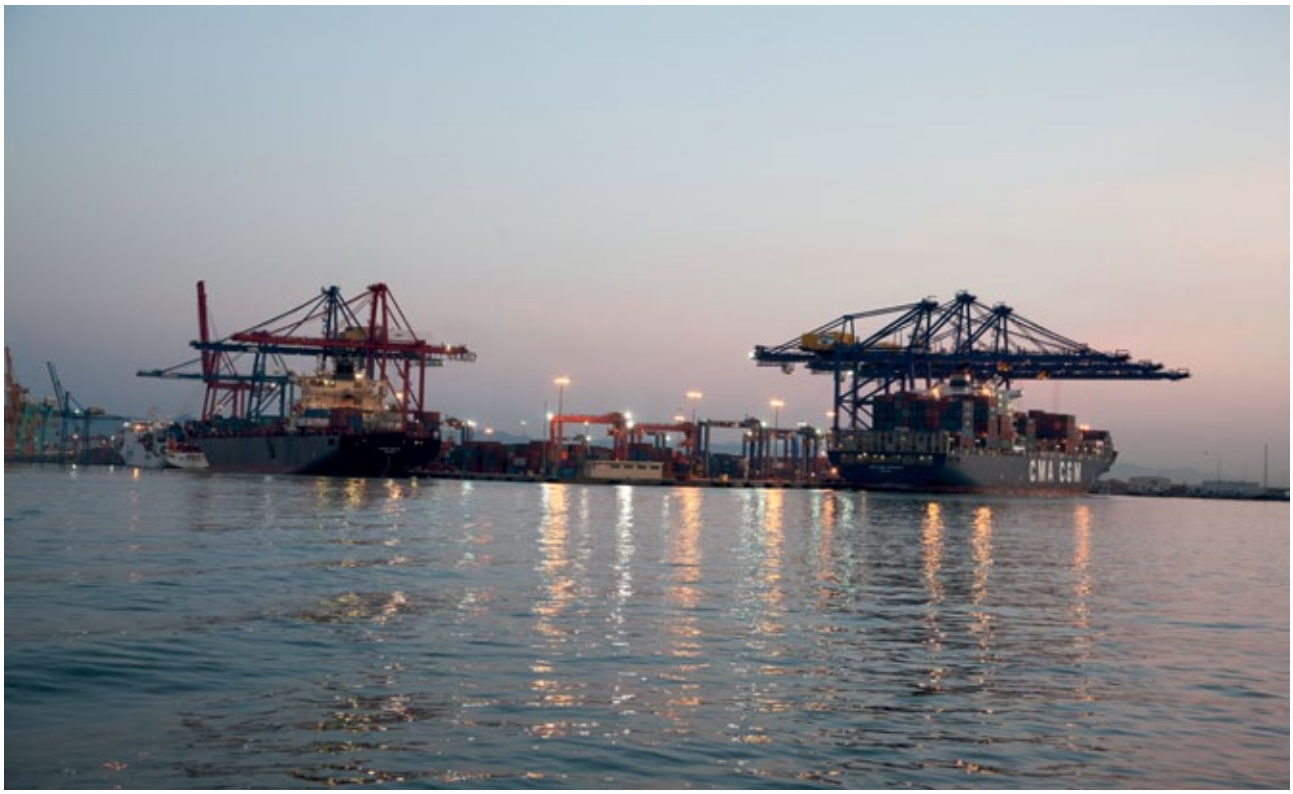
Revenue rose by 2.3% to €107.34 million in 2010 from €104.88 million in 2009. This increase in revenue was mainly the result of a rise in total port traffic.

In economic terms, profit after tax stood at €21.2 million (€-45.8 million in 2009).

Bank borrowings to the value of €115 million were made available in 2010 to fund the Investment Plan.

Finally, registered non-current assets for 2010 amounted to €171.97 million. These included:

- additions to tangible fixed assets, property, plant and equipment, and investment property amounting to €120.20 million, the main investments in 2010 being:
    - €61.01 million for the breakwater construction of the Port of Valencia expansion project.
    - €14.73 million for the North Quay of the Port of Sagunto expansion project.
    - €9.82 million to increase the depths of the access channel and outer basin.
- additions to investments of €51.77 million, €51 million of which was used to increase the share capital of Valencia Plataforma Intermodal y Logística, S.A., the company that manages the Logistics Activities Areas in the ports of Valencia and Sagunto.



## 3.2. 2010 BALANCE SHEET AND INCOME STATEMENT

Balance Sheet for the years ending 31st December 2010 and 2009 (Thousand €)

| ASSETS | 2010 | 2009 |
|---|---|---|
| A) NON-CURRENT ASSETS | 1,447,405 | 1,320,478 |
| I. INTANGIBLE ASSETS | 5,236 | 7,808 |
| II. PROPERTY, PLANT AND EQUIPMENT | 1,053,975 | 972,885 |
| III. INVESTMENT PROPERTY | 284,560 | 287,929 |
| IV. NON-CURRENT INVESTMENTS IN GROUP AND ASSOCIATED COMPANIES | 96,090 | 45,267 |
| V. NON-CURRENT INVESTMENTS | 7,544 | 6,589 |
| B) CURRENT ASSETS | 104,694 | 116,161 |
| II. INVENTORIES | 250 | 234 |
| III. TRADE AND OTHER RECEIVABLES | 97,462 | 80,131 |
| IV. CURRENT INVESTMENTS IN GROUP AND ASSOCIATED COMPANIES | 0 | 0 |
| V. CURRENT INVESTMENTS | 1 | 1 |
| VI. ACCRUALS AND PREPAYMENTS | 0 | 80 |
| VII. CASH AND CASH EQUIVALENTS | 6,981 | 35,715 |
| TOTAL ASSETS (A + B) | 1,552,099 | 1,436,639 |

Balance Sheet for the years ending 31st December 2010 and 2009 (Thousand €)

| EQUITY AND LIABILITIES | 2010 | 2009 |
|---|---|---|
| A) EQUITY | 789,087 | 736,391 |
| A-1. SHAREHOLDERS' EQUITY | 615,851 | 594,657 |
| I. SHARE CAPITAL | 337,843 | 337,843 |
| II. RETAINED EARNINGS | 256,814 | 302,595 |
| III. PROFIT FOR THE YEAR | 21,194 | -45,781 |
| A-2. VALUATION ADJUSTMENTS | -4,009 | -2,011 |
| A-3. GRANTS, DONATIONS AND BEQUESTS RECEIVED | 177,245 | 143,745 |
| B) NON-CURRENT LIABILITIES | 708,119 | 598,509 |
| I. NON-CURRENT PROVISIONS | 34,425 | 31,397 |
| II. NON-CURRENT LIABILITIES | 584,816 | 474,438 |
| V. NON-CURRENT ACCRUALS AND PREPAYMENTS | 88,878 | 92,674 |
| C) CURRENT LIABILITIES | 54,893 | 101,739 |
| III. CURRENT PAYABLES | 22,224 | 71,459 |
| IV. PAYABLE TO GROUP AND ASSOCIATED COMPANIES | 402 | 379 |
| V. TRADE AND OTHER PAYABLES | 32,267 | 29,901 |
| TOTAL EQUITY AND LIABILITIES (A + B + C) | 1,552,099 | 1,436,639 |

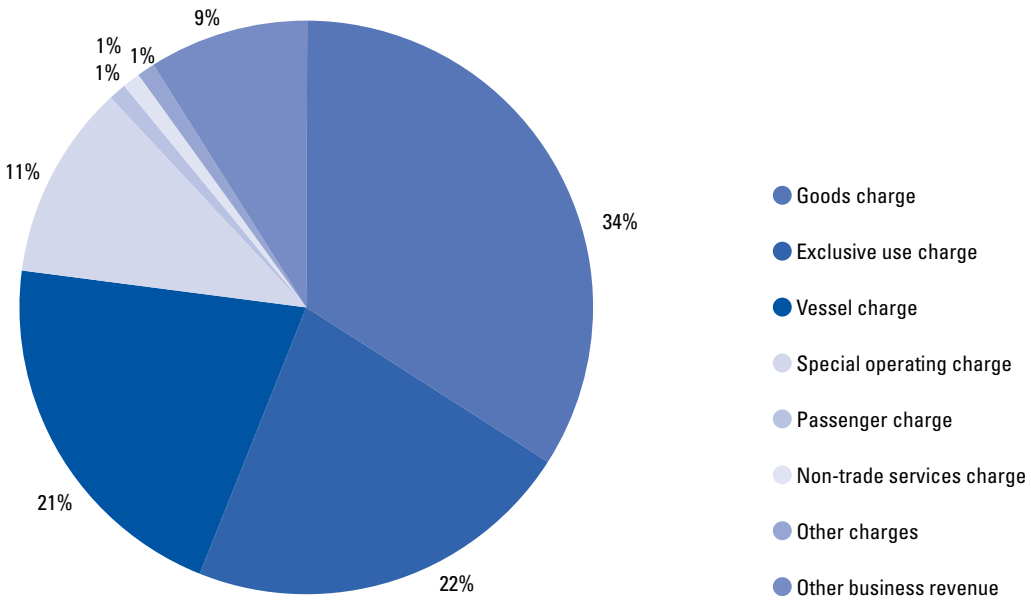
Income Statement for the years ending 31st December 2010 and 2009 (Thousand €)

| | 2010 | 2009 |
|---|---|---|
| 1. Revenue | 107,337 | 104,883 |
| 3. Own expenses capitalised | 184 | 80 |
| 5. Other operating revenue | 5,851 | 9,946 |
| 6. Staff costs | -19,878 | -19,412 |
| 7. Other operating expenses | -43,773 | -56,474 |
| 8. Depreciation and amortisation charge | -46,170 | -43,622 |
| 9. Allocation of non-financial grants and others | 2,731 | 2,274 |
| 10. Overprovisions | 0 | 0 |
| 11. Impairment and gains or losses on disposal of non-current assets | -188 | -1,381 |
| Other operating gains or losses (extraordinary expenses) | 14,792 | -32,579 |
| A.1. OPERATING PROFIT (1+3+5+6+7+8+9+10+11) | 20,886 | -36,285 |
| 12. Financial income | 10,516 | 1,087 |
| 13. Financial costs | -9,003 | -11,022 |
| 14. Changes in the fair value of financial instruments | -1,029 | 273 |
| 16. Impairment and gains or losses on disposal of financial instruments | -176 | 183 |
| A.2. FINANCIAL PROFIT (12+13+14+16) | 308 | -9,479 |
| A.3. PROFIT BEFORE TAX (A.1+A.2) | 21,194 | -45,764 |
| 17. Corporation Tax | 0 | -17 |
| A.4. PROFIT FOR THE YEAR (A.3+17) | 21,194 | -45,781 |

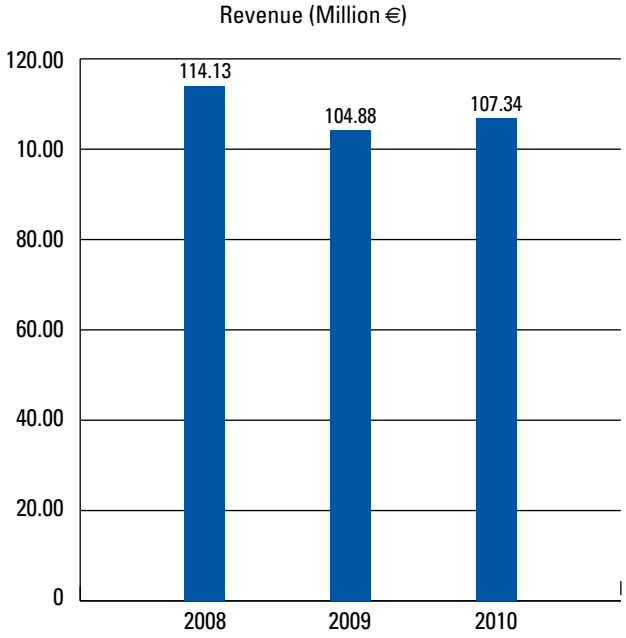
## 3.3. COMMENTS ON THE FIGURES FOR 2010

### 3.3.1. SALES AND REVENUE

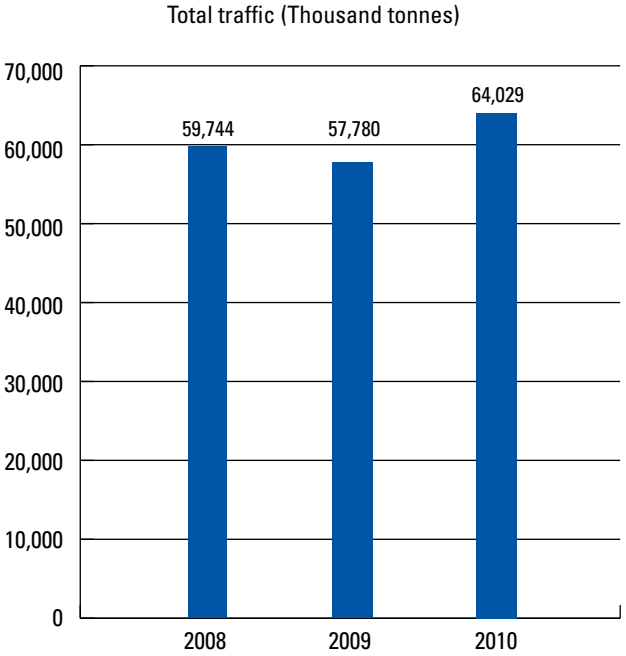
The percentage breakdown of revenue for 2010 was as follows:



In 2010, revenue rose by 2.3% to €107.34 million compared with €104.88 million in 2009. The evolution of revenue figures is shown in the graph below.




The rise in revenue in 2010 was the result of an increase in total port traffic which reached a figure of 64.3 million tonnes (57.78 million tonnes in 2009). This meant a 10.8% increase in total port throughput. The following graph shows the figures for total port traffic over the last three years.




The Income Statement for 2010 includes other revenue including:

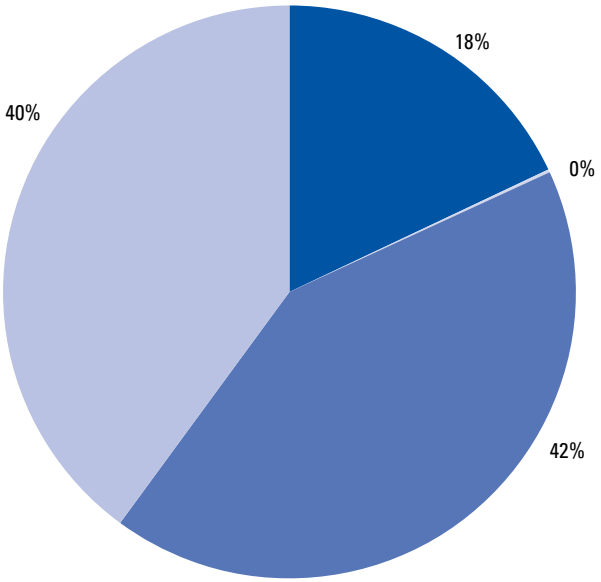
- Own expenses capitalised to the value of €0.18 million.
- Other operating revenue to the value of €5.85 million.
- Allocation of non-financial grants amounting to €2.73 million.
- €15 million in extraordinary income as a result of the agreements drawn up by the Spanish Central Government authorising a Contingency Fund as well as an extraordinary loan to pay the principals resulting from litigation over T-3 tariffs.
- Financial revenue amounting to €10.52 million. This includes €8.77 million in extraordinary financial revenue as a result of the agreements drawn up by the Spanish Central Government authorising a Contingency Fund as well as an extraordinary loan to pay the interest resulting from sentences handed down as a consequence of litigation over T-3 tariffs.

### 3.3.2. EXPENDITURE

Operating expenses for 2010 stood at €110.01 million (€153.47 million in the previous year). The main changes in operating expenses compared with 2009 were:

- Increased staff costs mainly as a result of a rise in the average workforce which went up from 412 in 2009 to 419 in 2010.
- An increase in other operating expenses as a result of:
  - A rise in "Repairs and Upkeep" mainly as a consequence of the maintenance costs required for the new fixed assets and the costs associated with the new tariff for the collection of vessel-generated waste.
  - An increase in "Independent Professional Services" due to external contracting work on updating the PAV's strategic plan, improvements to the portal and legal fees.
  - "Supplies" increased compared to the previous year for the following reasons: more fixed assets, a rise in electricity charges and increased energy consumption which was subsequently billed to customers.
  - Figures for "Losses on, impairment of and changes in provisions for trade receivables" fell by €7.2 million compared to the previous year because fewer provisions were made for insolvencies. In 2010, this figure stood at €5.2 million (€12.4 million the previous year).
  - Other current operating expenses fell in 2010 to €3.2 million (€9.5 million in the previous year). This was due to the fact that in 2009 compensation amounting to €6.5 million was paid out for financial liabilities at a number of port terminals.

- The balance of the "Depreciation and Amortisation Charge" increased by €2.6 million as a result of fixed asset additions in the second half of 2009, which were amortised during the 2010 financial year, as well as the amortisation of further acquisitions made in 2010.
- A provision was included under "Other Operating Gains or Losses" arising from the obligations of the sentences handed down by the Spanish Constitutional Court with respect to the appealed T-3 principals amounting to €0.2 million (€32.6 million in the previous year). During 2010, €15 million in extraordinary income was registered under this heading as a result of the agreements drawn up by the Spanish Central Government authorising a Contingency Fund as well as an extraordinary loan to pay the principals resulting from litigation over T-3 tariffs.




| | |
|---|---|
| Depreciation and amortisation | €46.17 M |
| Other operating expenses | €43.77 M |
| Staff costs | €19.88 M |
| Impairment and losses on the disposal of non-current and other assets | €0.19 M |
| Total operating expenses | €110.01 M |

The percentage breakdown of operating expense items in 2010 is as follows:
Financial costs amounted to €-9.00 million in 2010. Changes in the fair value of financial instruments stood at €-1.03 million. Impairment and gains or losses on the disposal of financial instruments stood at €-0.18 million.

### 3.3.3. PROFIT FOR THE YEAR

Operating profit for 2010 rose to €20.9 million compared with losses of €36.3 million in the previous year.

Financial profit for 2010 amounted to €0.3 million (-€9.5 million in the previous year). This difference is mainly the result of €8.77 million in extraordinary financial revenue as a result of agreements drawn up the Spanish Central Government authorising a Contingency Fund as well as an extraordinary loan to pay the interest resulting from sentences handed down as a consequence of litigation over T-3 tariffs.

Net profit for the year amounted to €21.2 million (-€45.8 million in the previous year).

## 3.4. STATEMENT OF CHANGES IN EQUITY AND CASH FLOW STATEMENT FOR 2010

The Statement of Changes in Equity for the years ending 31st December 2010 and 2009 is as follows:

a) Statement of income and expenses recognised in equity:

(In €)

| | 2010 | 2009 |
|---|---|---|
| A) Profit per income statement | 21,193,814.98 | (45,781,030.35) |
| B) Income and expenses recognised directly in equity (I+II) | 35,396,004.34 | 45,884,378.88 |
| I. Hedging of cash flows | (1,998,535.11) | (540,275.34) |
| II. Grants, donations and bequests | 37,394,539.45 | 46,424,654.22 |
| C) Transfers to the income statement (I) | (3,893,949.01) | (3,468,079.21) |
| I. Grants, donations and bequests | (3,893,949.01) | (3,468,079.21) |
| Total recognised income and expenses (A+B+C) | 52,695,870.31 | (3,364,730.68) |

b) Statement of changes in equity:

(In €)

| | Equity | Retained earnings | Profit for the year | Valuation adjustments | Grants, donations and bequests received | Total |
|---|---|---|---|---|---|---|
| A. ENDING BALANCE 2008 | 337,843,451.98 | 283,544,367.16 | 19,050,994.43 | (1,470,673.91) | 100,787,959.10 | 739,756,098.76 |
| I. Adjustments for changes in accounting standards in 2008 and previous years | - | - | - | - | - | - |
| II. Adjustments for errors in 2008 and previous years | - | - | - | - | - | - |
| B. ADJUSTED BEGINNING BALANCE 2009 | 337,843,451.98 | 283,544,367.16 | 19,050,994.43 | (1,470,673.91) | 100,787,959.10 | 739,756,098.76 |
| I. Total recognised income and expenses | - | - | (45,781,030.35) | (540,275.34) | 42,956,575.01 | (3,364,730.68) |
| II. Transactions with shareholders or owners | - | - | - | - | - | - |
| III. Other changes in equity | - | 19,050,994.43 | (19,050,994.43) | - | - | - |
| C. ENDING BALANCE 2009 | 337,843,451.98 | 302,595,361.59 | (45,781,030.35) | (2,010,949.25) | 143,744,534.11 | 736,391,368.08 |
| I. Adjustments for changes in accounting standards in 2008 | - | - | - | - | - | - |
| II. Adjustments for errors in 2008 | - | - | - | - | - | - |
| D. ADJUSTED BEGINNING BALANCE 2010 | 337,843,451.98 | 302,595,361.59 | (45,781,030.35) | (2,010,949.25) | 143,744,534.11 | 736,391,368.08 |
| I. Total recognised income and expenses | - | - | 21,193,814.98 | (1,998,535.11) | 33,500,590.44 | 52,695,870.31 |
| II. Transactions with shareholders or owners | - | - | - | - | - | - |
| III. Other changes in equity | - | (45,781,030.35) | 45,781,030.35 | - | - | - |
| E. ENDING BALANCE 2010 | 337,843,451.98 | 256,814,331.24 | 21,193,814.98 | (4,009,484.36) | 177,245,124.55 | 789,087,238.39 |

The Cash-Flow Statement for the years ending 31st December 2010 and 2009 is:

| ITEMS (In €) | 2010 | 2009 |
|---|---|---|
| A) CASH FLOW FROM OPERATING ACTIVITIES (+/-1+/-2+/-3+/-4) | 44,882,643.72 | 26,452,709.13 |
| **1. Profit for the year before tax** | 21,193,814.98 | (45,764,038.13) |
| **2. Adjustments to profit** | 25,533,427.67 | 81,867,513.64 |
| a) Depreciation and amortisation charge (+) | 46,169,691.04 | 43,621,897.40 |
| b) Valuation adjustments for impairment (+/-) | 147,273.45 | (212,904.11) |
| c) Changes in provisions (+/-) | 3,018,396.91 | 35,011,502.58 |
| d) Allocation of grants (-) | (2,745,655.30) | (2,288,394.03) |
| e) Gains or losses on the derecognition or disposal of non-current assets (+/-) | 217,392.00 | 1,410,406.85 |
| f) Gains or losses on the derecognition or disposal of financial instruments (+/-) | - | - |
| g) Financial income (-) | (10,516,296.24) | (1,086,506.45) |
| h) Financial costs (+) | 9,002,984.84 | 11,022,312.29 |
| i) Changes in the fair value of financial instruments (+/-) | 1,029,034.93 | (272,976.60) |
| j) Income from reverted concessions transferred to income statement (-) | (1,126,396.78) | (1,146,430.62) |
| k) Allocation of advances received for sales or services to income statement (-) | (4,681,601.62) | (4,205,872.27) |
| l) Other income and expenses (+/-) | (14,981,395.56) | 14,478.60 |
| **3. Changes in working capital** | 4,528,138.65 | (411,996.34) |
| a) Inventories (+/-) | (15,426.29) | (17,656.52) |
| b) Trade and other receivables (+/-) | 4,116,156.65 | (1,749,409.01) |
| c) Other current assets (+/-) | 82,402.02 | - |
| d) Trade and other payables (+/-) | 455,953.26 | 1,618,753.13 |
| e) Other current liabilities (+/-) | 43,553.01 | (53,083.94) |
| f) Other non-current assets and liabilities (+/-) | (154,500.00) | (210,600.00) |
| **4. Other cash flows from operating activities** | (6,372,737.58) | (9,238,770.04) |
| a) Interest paid (-) | (6,810,041.73) | (10,343,669.99) |
| b) Dividends received (+) | 2,524.28 | 4,148.32 |
| c) Interest received (+) | 584,636.92 | 1,381,804.34 |
| d) Payment of tariff litigation principals and late payment interest (-) | (185,187.93) | (45,065.80) |
| e) Payment received from State-owned Ports Body (OPPE) to pay tariff litigation principals and late payment interest (+) | 35,330.88 | 9,734.92 |
| f) Corporation Tax recovered (paid) (+/-) | - | (241,867.77) |
| g) Other payments (proceeds) (-/+) | - | (3,854.06) |
| B) CASH FLOW FROM INVESTMENT ACTIVITIES (7-6) | (217,447,210.21) | (172,675,331.06) |
| **6. Payments due to investments (-)** | (241,636,008.72) | (203,493,550.68) |
| a) Group and associated companies | (50,999,982.21) | (24,800,000.00) |
| b) Intangible assets | (1,357,846.34) | (2,518,687.17) |
| c) Property, plant and equipment | (189,278,180.17) | (176,174,863.52) |
| d) Investment property | - | - |
| e) Other financial assets | - | - |
| f) Other non-current assets held for sale | - | - |
| g) Other assets | - | - |
| **7. Proceeds from disposals (+)** | 24,188,798.51 | 30,818,219.62 |
| a) Group and associated companies | - | 1,099.96 |
| b) Intangible assets | - | - |
| c) Property, plant and equipment | - | 8,001.04 |
| d) Investment property | - | - |
| e) Other financial assets | - | - |
| f) Other non-current assets held for sale | - | - |
| g) Other assets | 24,188,798.51 | 30,809,118.62 |
| C) CASH FLOW FROM FINANCIAL ACTIVITIES (+/-9+/-10) | 143,830,583.72 | 170,197,335.83 |
| **9. Proceeds and payments relating to equity instruments** | 34,270,241.60 | 6,855,825.32 |
| a) Grants, donations and bequests received (+) | 34,270,241.60 | 6,855,825.52 |
| **10. Proceeds and payments relating to financial liability instruments** | 109,560,342.12 | 163,341,510.31 |
| a) Issue | 115,000,000.00 | 168,453,000.00 |
| 1. Bank borrowings (+) | 115,000,000.00 | 156,150,000.00 |
| 2. Payable to Group and associated companies (+) | - | - |
| 3. Other payables (+) | - | 12,303,000.00 |
| b) Refund and repayment of | (5,439,657.88) | (5,111,489.69) |
| 1. Bank borrowings (-) | (5,439,657.88) | (5,111,489.69) |
| 2. Payable to Group and associated companies (-) | - | - |
| 3. Other payables | - | - |
| E) NET INCREASE/DECREASE IN CASH AND CASH EQUIVALENTS (+/-A+/-B+/-C) | (28,733,982.77) | 23,974,713.90 |
| Cash and cash equivalents at the beginning of the year | 35,715,050.84 | 11,740,336.94 |
| Cash and cash equivalents at the end of the year | 6,981,068.07 | 35,715,050.84 |

## 3.5. MESOSPORT PROJECT ECONOMIC INDICATORS

As a result of the MESOSPORT project, which aims to compile a guide to drawing up sustainability reports in the Spanish port system, a series of economic, environmental and social indicators have been defined. These indicators have been tailored to the particularities of port authorities and aim to provide information about their activities. Against this background, and with a view to progressively including these indicators in our Annual Report, the first economic indicator is shown below.

| Port Authority of Valencia (figures in euros) | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| E1: | Economic value generated and distributed, including revenue, operating costs, staff remuneration, donations and other investments in the community, undistributed profits and payments to capital suppliers and governments. | | | | | | | |
| | | 2010 | 2009 | 2008 | 2007 | 2006 | 2005 | 2004 |
| E1_a | Revenue | 107,337,458.70 | 104,882,728.67 | 114,130,272.64 | 105,682,671.52 | 92,871,470.19 | 80,451,678.92 | 74,684,663.71 |
| | Valencia | 89,317,820.68 | 88,168,334.50 | 95,640,380.04 | 88,962,061.85 | 76,775,474.11 | 67,998,355.72 | 63,478,838.33 |
| | Sagunto | 16,473,526.96 | 14,987,379.52 | 16,388,612.63 | 14,485,272.49 | 13,410,402.46 | 9,559,285.24 | 8,497,055.51 |
| | Gandia | 1,546,111.06 | 1,727,014.65 | 2,101,279.97 | 2,235,337.18 | 2,685,593.62 | 2,894,037.96 | 2,708,769.87 |
| E1_b | Operating results | 20,886,181.50 | -36,284,743.38 | 35,731,941.31 | 38,473,912.02 | 39,789,580.64 | 33,175,810.37 | 29,318,899.31 |
| E1_c | Profit for the year | 21,193,814.98 | -45,781,030.35 | 19,050,994.43 | 21,355,659.54 | 37,398,352.80 | 27,063,990.67 | 22,333,035.51 |
| E1_d | EBITDA | 76,776,490.86 | 10,565,171.56 | 75,195,125.23 | 67,389,138.18 | 63,465,367.51 | 51,715,214.43 | 46,220,587.75 |
| E1_e | Return (on sales, assets, equity) | | | | | | | |
| | Return on sales | 19.75% | -43.65% | 16.69% | 20.21% | 40.27% | 33.64% | 29.90% |
| | Return on assets | 1.37% | -3.19% | 1.53% | 1.93% | 3.53% | 3.20% | 3.11% |
| | Return on equity | 3.44% | -7.70% | 2.97% | 3.44% | 6.24% | 4.82% | 4.18% |
| E1_f | Goods traffic by ports (tonnes) | 64,029,000 | 57,784,702 | 59,743,639 | 53,592,859 | 47,540,374 | 41,193,005 | 37,490,734 |
| | Valencia | 56,894,000 | 50,689,779 | 51,897,938 | 45,717,316 | 40,295,203 | 36,904,699 | 33,005,552 |
| | Sagunto | 6,869,000 | 6,843,961 | 7,501,163 | 7,508,516 | 6,767,962 | 3,774,792 | 3,990,865 |
| | Gandia | 266,000 | 250,962 | 344,538 | 367,027 | 477,209 | 513,514 | 494,317 |
| E1_g | Total investment | 171,354,388.73 | 179,886,741.09 | 181,617,381.67 | 131,772,528.61 | 188,264,546.02 | 108,722,568.55 | 68,003,215.81 |
| | Fixed assets | 119,029,349.33 | 152,704,859.05 | 173,145,143.83 | 121,898,982.76 | 181,430,652.91 | 104,284,512.68 | 63,575,293.97 |
| | Intangible assets | 1,170,557.19 | 2,171,282.04 | 2,218,411.43 | 2,444,404.76 | 3,074,733.11 | 4,357,255.87 | 4,215,634.84 |
| | Investments | 51,154,482.21 | 25,010,600.00 | 6,253,826.41 | 7,429,141.09 | 3,759,160.00 | 80,800.00 | 212,287.00 |
| E1_h | Resource consumption | 7,119,865.15 | 6,603,933.45 | 5,601,938.66 | 5,008,312.04 | 4,171,603.10 | 3,061,946.18 | 2,637,657.80 |
| | Water | 330,813.85 | 494,509.33 | 333,963.20 | 296,583.15 | 296,344.92 | 254,455.18 | 226,360.01 |
| | Electricity | 6,701,542.79 | 6,014,703.39 | 5,162,878.67 | 4,620,107.90 | 3,795,010.64 | 2,724,507.79 | 2,337,175.83 |
| | Fuel | 87,508.51 | 94,720.73 | 105,096.79 | 91,620.99 | 80,247.54 | 82,983.21 | 74,121.96 |
| E1_i | Overheads - Total | 119,392,366.75 | 164,506,279.91 | 108,302,681.00 | 94,950,440.32 | 75,575,056.19 | 64,315,169.83 | 59,584,657.06 |
| | Staff | 19,877,919.46 | 19,411,892.45 | 17,787,541.04 | 17,055,805.18 | 15,837,315.84 | 14,671,030.21 | 13,537,984.83 |
| | Depreciation | 46,169,691.04 | 43,621,897.40 | 35,703,581.65 | 28,915,226.16 | 23,675,786.87 | 18,539,404.06 | 16,901,688.44 |
| | External services | 26,667,385.08 | 24,240,052.93 | 21,830,182.83 | 19,256,153.17 | 16,719,437.67 | 14,245,900.71 | 12,563,463.84 |
| | Financial costs | 9,002,984.84 | 11,022,312.29 | 17,506,670.44 | 10,640,887.19 | 4,167,854.91 | 1,430,457.96 | 1,312,134.60 |
| | Miscellaneous | 17,674,386.33 | 66,210,124.84 | 15,474,705.04 | 19,082,368.62 | 15,174,660.90 | 15,428,376.89 | 15,269,385.35 |
| E1_j | Breakdown of staff costs | 19,877,919.46 | 19,411,892.45 | 17,787,541.04 | 17,055,805.18 | 15,837,315.84 | 14,671,030.21 | 13,537,984.83 |
| | Wages, salaries and related costs | 14,280,077.20 | 14,105,396.11 | 12,936,088.26 | 12,481,609.70 | 11,543,065.41 | 10,656,835.89 | 9,822,153.08 |
| | Social Security paid by the company | 4,174,001.78 | 4,051,363.96 | 3,727,945.92 | 3,659,628.59 | 3,404,628.97 | 3,233,830.42 | 2,996,743.87 |
| | Other staff costs | 1,423,840.48 | 1,255,132.38 | 1,123,506.86 | 914,566.89 | 889,621.46 | 780,363.90 | 719,087.88 |
| E1_k | Payments made to suppliers (by type) | | | | | | | |
| | Current transactions (thousand euros) | 29,263 | 26,604 | 29,736 | 30,283 | 28,899 | 29,925 | 19,341 |
| | Non-current transactions (thousand euros) | 192,292 | 177,933 | 202,532 | 182,845 | 169,665 | 117,572 | 48,475 |
| | Total assets | 1,552,099,655.10 | 1,436,639,444.18 | 1,242,960,899.95 | 1,104,474,890.65 | 1,060,285,764.01 | 846,428,157.36 | 718,986,810.03 |
| | Total equity | 615,851,598.20 | 594,657,783.22 | 640,438,813.57 | 620,645,779.30 | 599,290,119.76 | 561,891,766.96 | 534,827,776.29 |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# CH 04

# TRAFFIC EVOLUTION

# 4 TRAFFIC EVOLUTION

## 4.1. INTRODUCTION

In 2010, throughput at the Port Authority of Valencia went up to 64,028,786 tonnes, a rise of 10.81% compared to 2009. The PAV handled a total of 4,206,937 TEUs during the year, i.e. a 15.4% increase over the previous year, and became the first port in the Mediterranean to reach this record-breaking figure.

A breakdown of goods traffic reveals that liquid bulk throughput fell by 10.33% to 5,171,307 tonnes. This decrease was mainly due to a drop in natural gas traffic. Solid bulk throughput went down by 26.47% to 2,591,139 tonnes as a result of the cumulative decreases in almost all the following goods: cement and clinker, grain and flour, coal and fertiliser. Conventional general cargo rose by 21.27% to 6,949,115 tonnes thanks to the recovery in iron and steel goods as well as increased Ro-ro traffic and tourism. Finally, container traffic increased by 15.41% to 49,029,766 tonnes.

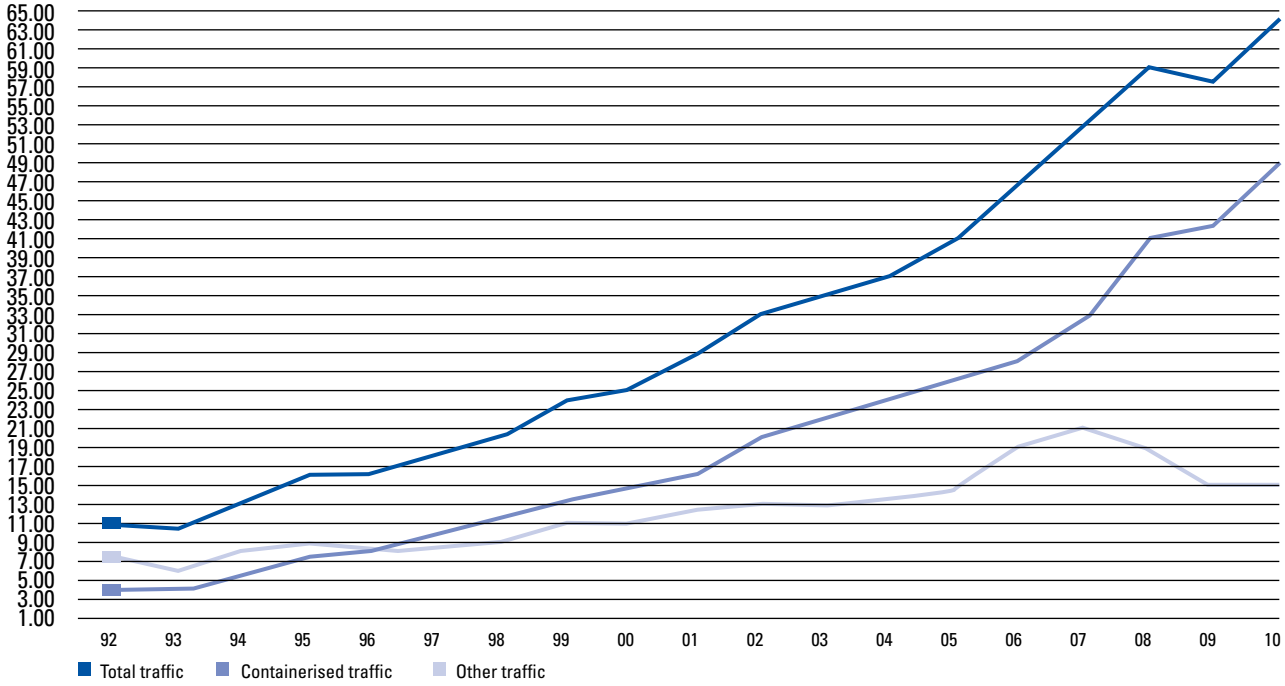
The table below shows the evolution of the three ports which make up the Port Authority of Valencia:

| **Thousand tonnes (including fish catches and supplies)** | **2010** | **2009** | **Difference** | **%** |
|---|---|---|---|---|
| **Port of Valencia** | 56,894 | 50,690 | 6,204 | 12.24% |
| **Port of Gandia** | 266 | 251 | 16 | 6.20% |
| **Port of Sagunto** | 6,869 | 6,844 | 25 | 0.36% |
| **Total PAV** | **64,029** | **57,785** | **6,244** | **10.81%** |

The following table provides a breakdown of the percentages of the different goods handled, including fish catches and supplies.

| Thousand tonnes (including container tares) | **2010** | **2009** | **Difference** | **%** |
|---|---|---|---|---|
| **General cargo** | 55,979 | 48,212 | 7,767 | 16.11 |
| **Containerised cargo** | 49,030 | 42,482 | 6,548 | 15.41 |
| **Conventional cargo** | 6,949 | 5,730 | 1,219 | 21.27 |
| **Liquid bulk** | 5,171 | 5,767 | -595 | -10.33 |
| **Solid bulk** | 2,591 | 3,524 | -933 | -26.47 |
| **Total** | 63,741 | 57,503 | 6,238 | 10.85 |
| **Fish catches and supplies** | 287 | 282 | 5 | 0.02 |
| **Total traffic** | **64,029** | **57,785** | **6,244** | **10.81** |
| **TEUs (Units)** | 4,206,937 | 3,653,890 | 553,047 | 15.14 |

**Traffic evolution (million tonnes)**




## 4.2. PASSENGER FERRIES AND CRUISE SHIPS

### REGULAR PASSENGER FERRIES

2010 saw regular passenger ferries run between the Port of Valencia and the Balearic Islands. These were operated by Trasmediterránea (Ibiza, Mahon and Palma de Majorca), and Balearia (Palma de Majorca, Ibiza and San Antonio de Ibiza). Services to Italy (Leghorn and Salerno) and Morocco (Tangiers) were operated by Grimaldi.

Regular ferry traffic totalled 250,709 passengers in 2010, an increase of 1.5% compared to the previous year.

| Passengers | 2010 | 2009 | Difference | % |
|---|---|---|---|---|
| Balearic Islands | **249,373** | 246,344 | 3,029 | 1.23 |
| Italy | **735** | 664 | 91 | 13.8 |
| Morocco | **601** | | | |
| **Total regular passenger ferries** | **250,709** | 247,008 | 3,701 | 1.5 |

### CRUISE SHIPS

The number of cruise passengers rose by 37.2% over 2009 to reach a figure of 253,743 passengers. The Port of Valencia was the home port for 79,754 passengers whilst 173,989 were transit passengers.

| Passengers | 2010 | 2009 | Difference | % |
|---|---|---|---|---|
| **Passengers** | **253,743** | 184,909 | 68,834 | 37.2 |
| Home port | **79,754** | 97,189 | -17,435 | -17.94 |
| Transit | **173,989** | 87,720 | 86,269 | 98.35 |
| **Vessels** | **157** | 143 | 14 | 9.8 |

## 4.3. VESSEL TRAFFIC

In 2010, 7,043 vessels called at the ports managed by the Port Authority of Valencia, an increase of 237 vessels (+3.48%) compared with the previous year. Gross tonnage in 2010 rose to 190 million, i.e. an increase of 7.29% over the previous year.

| Vessels (number) | 2010 | 2009 | Difference | % |
|---|---|---|---|---|
| Vessels | **7,043** | 6,806 | 237 | 3.48 |
| Gross tonnage (thousand tonnes) | **190,432** | 177,482 | 12,941 | 7.29 |

The following table provides a list of vessel types. It shows a rise in general cargo vessels and a decrease in bulk carriers.

| Type of vessels (number) | 2010 | 2009 | Difference | % |
|---|---|---|---|---|
| Containerships | **3,187** | 3,023 | 164 | 5.43 |
| General cargo | **1,315** | 1,245 | 70 | 5.62 |
| Ro-ro | **860** | 648 | 212 | 32.72 |
| Ropax | **946** | 1,046 | -100 | -9.56 |
| Tankers | **308** | 329 | -21 | -6.38 |
| Bulk carriers | **198** | 299 | -101 | -33.78 |

Vessel traffic at the different ports is shown in the following table.

| | 2010 | 2009 | Difference | % |
|---|---|---|---|---|
| **Valencia.** – Number: | **5,654** | 5,666 | -12 | -0.21 |
| G.T. (thousand tonnes): | **170,953** | 160,688 | 10,265 | 6.39 |
| **Gandia.** – Number: | **128** | 129 | -1 | -0.78 |
| G.T. (thousand tonnes): | **670** | 611 | 59 | 9.67 |
| **Sagunto.** – Number: | **1,261** | 1,011 | 250 | 24.73 |
| G.T. (thousand tonnes): | **18,799** | 16,183 | 2,617 | 16.17 |

**Flags**

Of the 7,043 vessels which called at the Port Authority of Valencia during 2010, 917 did so under the Panamanian flag, 841 under the Italian flag and 610 under the Maltese flag. 732 vessels flew the Spanish flag.

## 4.4. WHEELED TRAFFIC

Wheeled traffic in the Port Authority of Valencia can be divided into three categories: passenger vehicles, vehicles as goods, and wheeled intermodal transport units (ITUs).

These types of goods account for 19% of the total general cargo handled through the PAV ports.

### PASSENGER VEHICLES

In 2010, 73,531 passenger vehicles (cars, motorcycles and coaches) used the Port Authority of Valencia. This represents a decrease of 2.7% compared to 2009.

### VEHICLES AS GOODS

410,335 new cars were shipped as goods in 2010 as non-containerised Ro-ro traffic (excluding transit traffic). This figure represents a rise of 5.84% compared to the previous year. 229,071 of these new cars were exported or shipped to the Balearic Islands

or the Canary Islands, the main brands being Ford, Peugeot, Renault, Citroën and Fiat. The other 181,264 were imported, mainly Fiat, Toyota, Ford, Dacia and Opel.

### WHEELED ITUs (INTERMODAL TRANSPORT UNITS)

Wheeled intermodal transport unit traffic went up by 4.7% in 2010 compared with the previous year. The following table shows the figures for 2010 and 2009.

| Type of ITU (units) | 2010 | 2009 | Difference | % |
|---|---|---|---|---|
| Articulated lorry | **89,415** | 66,132 | 23,283 | 35.2 |
| Tractor unit | **2,454** | 2,305 | 149 | 6.5 |
| Rigid lorry | **21,239** | 21,663 | -424 | 1.9 |
| Chassis/Flatbed trailers | **16** | 22 | -6 | 27.3 |
| Vans | **74** | 125 | -51 | -40.8 |
| Trailers | **79,239** | 93,503 | -14,264 | -15.3 |
| **Total** | **192,437** | **183,750** | **8,687** | **4.7** |

## 4.5. TRANSIT TRAFFIC

Transit traffic rose by 15.8% compared with the previous year to a total of 32,261,941 tonnes. The number of TEUs in transit went up to 2,155,551 TEUs, i.e. a rise of 18.13%.

Transit traffic accounted for 50.6% of the total goods throughput handled at the PAV. This figure rose to 51.2% of the total numbers of containers (TEUs).

## 4.6. CONTAINER TRAFFIC

### CONTAINERS (TEUs)

The number of TEUs increased by 15.14% in 2010 to the record-breaking figure of 4,206,937. Of these TEUs, 1,044,423 were loaded goods, 1,006,963 were discharged, and 2,155,551 were transit traffic.

| | 2010 | 2009 | Difference | % |
|---|---|---|---|---|
| **Total units (containers)** | **2,776,910** | 2,430,204 | 346,706 | 14.2 |
| **TEUs** | **4,206,937** | 3,653,890 | 553,047 | 15.1 |
| **Container tares** | **8,615,072** | 7,404,950 | 1,210,122 | 16.3 |

***Container traffic. Evolution by types.***

| Thousand TEUs | 98 | 99 | 00 | 01 | 02 | 03 | 04 | 05 | 06 | 07 | 08 | 09 | 10 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| DOMESTIC | 166 | 149 | 151 | 156 | 151 | 152 | 170 | 153 | 202 | 177 | 178 | 153 | **136** |
| FOREIGN | 701 | 819 | 950 | 1,053 | 1,198 | 1,268 | 1,366 | 1,554 | 1,602 | 1,831 | 1,842 | 1,703 | **1,916** |
| TRANSIT | 138 | 202 | 207 | 298 | 471 | 573 | 609 | 703 | 808 | 1,034 | 1,582 | 1,824 | **2,156** |
| **Total** | 1,005 | 1,170 | 1,308 | 1,507 | 1,821 | 1,993 | 2,145 | 2,410 | 2,612 | 3,043 | 3,602 | 3,654 | **4,207** |

## 4.7. RAIL TRAFFIC

The PAV's rail connection ensures access to any production area on the Iberian Peninsula and Europe. There is a two-track railway inside the port premises which runs parallel to the main road and branches off to the different quays.

In 2010, 2 million tonnes of goods were transported by rail. This represents 4% of total port throughput. This figure rises to 7% if shipping traffic is excluded and only overland transport is taken into account.

## 4.8. GOODS

Goods traffic is analysed from two different perspectives in this report. The first centres on actual port throughput, i.e. traffic that involves moving goods and passengers within the port premises, including imports, exports, transit, transhipments and goods tares. The second focuses on foreign and domestic trade and analyses import and export trends as well as domestic traffic.

As we have explained in other sections of this report, the Port Authority of Valencia is made up of the ports of Valencia, Sagunto and Gandia. However, for the purposes of this study, the PAV will be taken as a single operating unit, although a particular port may be indicated where relevant.

### PORT TRAFFIC

#### Liquid bulk

The Port Authority of Valencia handled a total of 5,171,307 tonnes of liquid bulk in 2010. This represented a decrease of 10.33% compared with the previous year. The main types of cargo included in this category are:

| (tonnes) | 2010 | 2009 | Difference | % |
|---|---|---|---|---|
| Natural gas | **3,669,947** | 4,272,323 | -602,376 | -14.10 |
| Diesel | **528,212** | 537,938 | -9,726 | -1.81 |
| Chemical products | **323,487** | 335,885 | -12,398 | -3.69 |
| Fuel-oil | **279,910** | 203,162 | 76,748 | 37.78 |
| Wine, beverages, alcohol and by-products | **260,668** | 276,343 | -15,675 | -5.67 |
| Asphalt | **40,133** | 57,607 | -17,474 | -30.33 |
| Petrol | **29,718** | 18,543 | 11,172 | 60.24 |
| Natural and chemical fertilisers | **14,130** | 20,025 | -5,895 | -29.44 |

#### Solid bulk

Solid bulk throughput registered a total of 2,591,139 tonnes in 2010 which represented a decrease of 26.47% compared with the previous year. The main types of cargo shipped in this category were:

| (tonnes) | 2010 | 2009 | Difference | % |
|---|---|---|---|---|
| Cement and clinker | **788,595** | 1,387,577 | -598,982 | -43.17 |
| Grain and flour | **780,769** | 1,031,626 | -253,857 | -24.54 |
| Natural and chemical fertilisers | **504,546** | 551,309 | -46,763 | -8.48 |
| Coal (thermal) and petroleum coke | **177,815** | 226,741 | -48,926 | -21.58 |
| Other industrial and processed minerals | **138,786** | 113,586 | 25,200 | 22.19 |
| Chemical products | **114,253** | 50,110 | 64,143 | 128 |
| Green and dry fodder | **67,198** | 151,135 | -83,937 | -55.54 |

### Conventional general cargo

In 2010, conventional general cargo went up by 21.27% to a total of 6,949,115 tonnes. The main types of cargo handled in this category were:

| (tonnes) | 2010 | 2009 | Difference | % |
|---|---|---|---|---|
| **Valencia** | | | | |
| Vehicles and parts | **470,760** | 401,479 | 69,281 | 17.26 |
| Other food products | **454,834** | 337,250 | 117,584 | 34.87 |
| Other goods | **336,501** | 222,626 | 113,875 | 51.15 |
| Oils and fats | **317,142** | 198,121 | 119,021 | 60.07 |
| Construction materials | **194,312** | 170,187 | 24,125 | 14.18 |
| Machinery, apparatus, tools and spare parts | **178,542** | 296,647 | -118,105 | -39.81 |
| **Gandia** | | | | |
| Paper and pulp | **181,638** | 163,351 | 18,287 | 11.19 |
| Chemical products | **48,155** | 46,315 | 1,840 | 3.97 |
| Wood and cork | **16,117** | 21,556 | -5,439 | -25.23 |
| Fruit, vegetables and pulses | **7,809** | 4,020 | 3,789 | 94.25 |
| Iron and steel products | **7,174** | 7,415 | -241 | -3.25 |
| **Sagunto** | | | | |
| Iron and steel products | **1,951,337** | 1,403,803 | 547,534 | 39 |
| Vehicles and parts | **136,663** | 100,110 | 36,553 | 36.51 |

### Containerised general cargo

In 2010, containerised general cargo increased by 15.4% to 49,029,766 tonnes. The main types of cargo included in this category were:

| (tonnes) | 2010 | 2009 | Difference | % |
|---|---|---|---|---|
| Construction materials | **3,166,776** | 3,057,571 | 109,205 | 3.57 |
| Other goods | **2,036,860** | 1,807,430 | 229,430 | 12.69 |
| Chemical products | **1,213,225** | 1,122,200 | 91,025 | 8.11 |
| Other industrial and processed minerals | **1,193,650** | 993,021 | 200,629 | 20.20 |
| Paper and pulp | **840,292** | 980,128 | -139,836 | -14.27 |
| Machinery, apparatus, tools and spare parts | **827,610** | 665,138 | 162,472 | 24.43 |
| Wine, beverages, alcohol and by-products | **688,596** | 548,574 | 140,022 | 25.52 |
| Other food products | **419,455** | 407,386 | 12,069 | 2.96 |
| Fruit, vegetables and pulses | **287,295** | 273,600 | 13,695 | 5.01 |
| Iron and steel products | **261,161** | 238,127 | 23,034 | 9.67 |
| Green and dry fodder | **232,798** | 229,017 | 3,781 | 1.65 |
| Vehicles and parts | **232,700** | 200,460 | 32,240 | 16.08 |
| Wood and cork | **226,590** | 213,214 | 13,376 | 6.27 |

## FOREIGN AND DOMESTIC TRADE

### Foreign trade

### Exports

Exports shipped by the Port Authority of Valencia rose by 10.72% during 2010. The following table shows the main types of cargo exported from the ports managed by the PAV:

| (tonnes) | 2010 | 2009 | Difference | % |
|---|---|---|---|---|
| Construction materials (tiles) | **2,758,861** | 2,666,061 | 92,800 | 3.48 |
| Other industrial and processed minerals (marble) | **1,032,014** | 794,467 | 237,547 | 29.90 |
| Chemical products | **949,426** | 864,927 | 84,499 | 9.77 |
| Wine, beverages, alcohol and by-products | **736,008** | 493,365 | 242,643 | 49.18 |
| Paper and pulp | **505,483** | 653,250 | -147,767 | -22.62 |
| Vehicles and parts | **448,669** | 423,466 | 36,203 | 8.78 |
| Other goods | **477,544** | 362,889 | 114,655 | 31.6 |

The main export destinations were:

| (tonnes) | 2010 | 2009 | Difference | % |
|---|---|---|---|---|
| China | **1,154,415** | 1,041,549 | 112,866 | 10.84 |
| Italy | **899,293** | 660,295 | 238,998 | 36.2 |
| Saudi Arabia | **665,509** | 479,706 | 185,803 | 38.73 |
| The USA | **359,432** | 355,773 | 3,659 | 1.03 |
| Algeria | **308,373** | 362,292 | -53,919 | -14.88 |
| United Arab Emirates | **344,792** | 287,913 | 56,879 | 19.76 |
| Russia | **319,701** | 242,378 | 77,323 | 31.90 |
| Morocco | **281,414** | 268,280 | 13,134 | 4.9 |
| Israel | **303,509** | 230,664 | 72,845 | 31.58 |
| United Kingdom | **214,281** | 244,575 | -30,294 | -12.39 |

### Imports

Imports decreased by 3.78% in 2010, with a total of 13,368,880 tonnes being handled.

The ten main types of cargo imported were:

| | 2010 | 2009 | Difference | % |
|---|---|---|---|---|
| Natural gas | **3,669,947** | 4,272,381 | -602,434 | -14.10 |
| Iron & steel products | **1,910,899** | 1,328,154 | 582,745 | 43.88 |
| Other goods | **1,610,064** | 1,363,571 | 246,493 | 18.08 |
| Grain and flour | **735,258** | 1,086,504 | -351,246 | -32.33 |
| Chemical products | **707,180** | 626,085 | 81,095 | 12.95 |
| Machinery, apparatus and tools | **565,613** | 553,428 | 12,185 | 2.20 |
| Diesel | **519,959** | 537,938 | -17,979 | -3.34 |
| Paper and pulp | **474,935** | 426,733 | 48,202 | 11.30 |
| Cement and clinker | **400,037** | 1,024,371 | -624,334 | -60.95 |
| Construction materials | **369,509** | 338,974 | 30,535 | 9.01 |

The ten most important countries of origin were:

| (tonnes) | 2010 | 2009 | Difference | % |
|---|---|---|---|---|
| China | **2,373,466** | 2,291,208 | 82,258 | 3.59 |
| Qatar | **1,145,110** | 494,674 | 650,436 | 131.49 |
| Italy | **1,123,989** | 829,843 | 294,146 | 35.45 |
| Egypt | **971,717** | 1,843,761 | -872,044 | -47.30 |
| France | **958,905** | 899,274 | 59,631 | 6.63 |
| Algeria | **834,860** | 688,841 | 146,019 | 21.20 |
| The USA | **673,433** | 592,379 | 81,054 | 13.68 |
| Nigeria | **567,054** | 486,998 | 80,056 | 16.44 |
| Turkey | **354,163** | 439,299 | -85,136 | -19.38 |
| Holland | **248,147** | 107,246 | 140,901 | 131.38 |

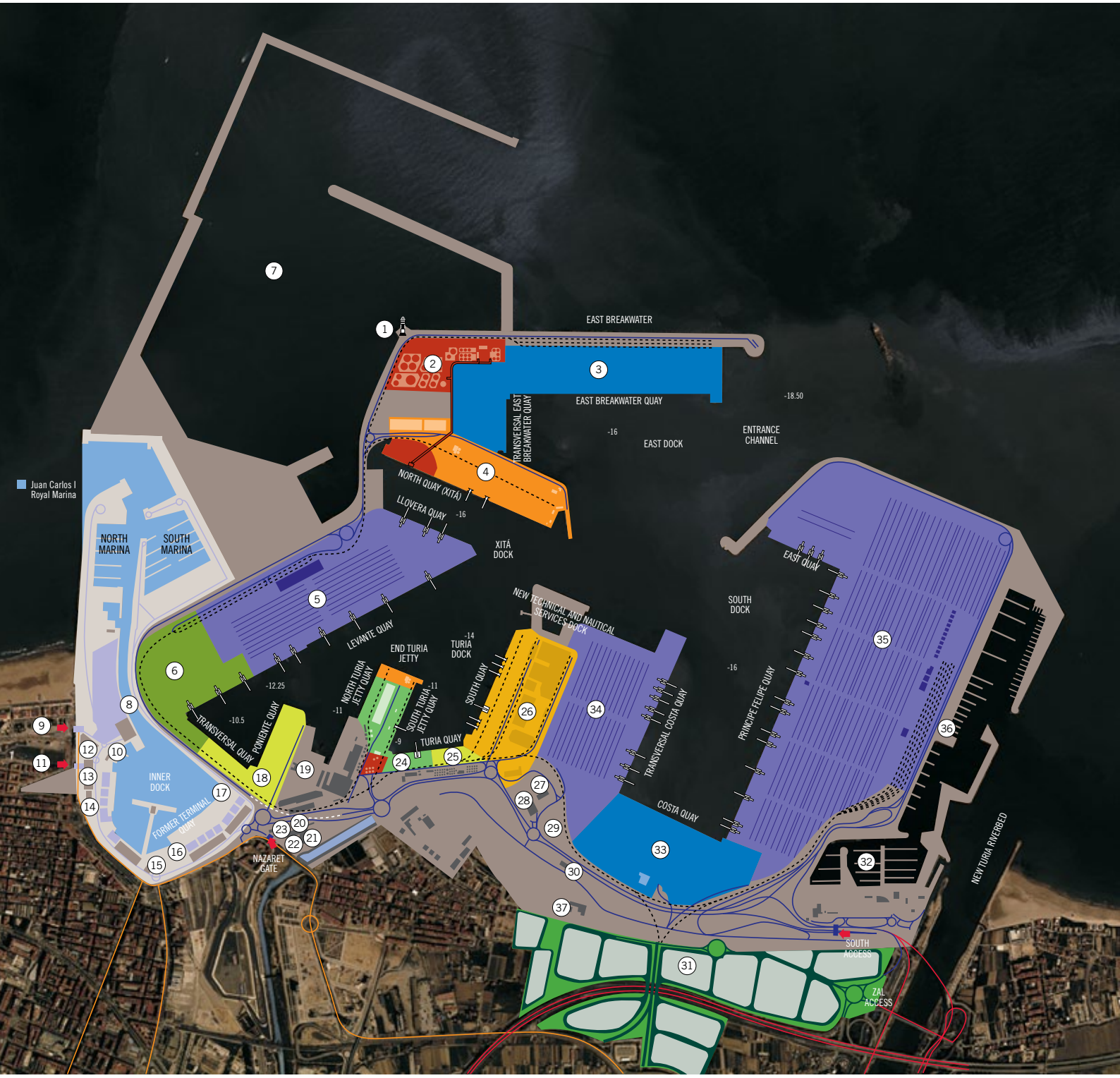
**Domestic trade**

Domestic traffic (excluding transit traffic) fell by 2.09% during 2010. A total of 2,687,087 tonnes (excluding tares) were loaded and discharged. Over half of this traffic was to and from the Balearic Islands and 20% was shipped to and from the Canary Islands.


Marítima Valenciana, S.A.

# CH 05

# TERMINALS AND QUAYS IN OPERATION




01. Lighthouse
02. Chemical and Oil Terminal
03. Ro-ro and Vehicle Terminal 2
04. Solid Bulk Terminal 1
05. Container Terminal 3
06. Multipurpose Terminal
07. North Extension (under construction)
08. Moveable bridge
09. Access to Juan Carlos I Royal Marina
10. Varadero building
11. Customs gate
12. Customs administration
13. Foreign Health Department
14. Port Authority of Valencia/ Valencia 2007 Consortium
15. Clocktower building
16. Press centre
17. Fish market (provisional location)
18. Ferry Terminal / Passenger and Cruise Terminal
19. Shipyard
20. Port Police
21. Valenciaport Foundation / VPI / Quality Mark
22. Port Authority of Valencia
23. Plant Disease Station / CCE / Infoport Valencia
24. General and bulk cargo
25. Passenger Terminal
26. Solid Bulk Terminal 2
27. PIF (Border Inspection Post)
28. Harbourmaster´s Office
29. Cold storage warehouse
30. SEVASA Stevedoring Company
31. Logistics Activities Area (ZAL)
32. Royal Valencia Yacht Club
33. Ro-ro and Vehicle Terminals
34. Container Terminal 2 (MSC)
35. Public container terminal
36. Maritime Civil Guard building
37. Logistics warehouses

Container Terminals
Multipurpose Terminal
Solid Bulk
Ro-ro and Vehicle Terminals
Passenger Terminals
Liquid Bulk

# 5.1. PORT OF VALENCIA
## CONTAINER TERMINAL

## PUBLIC CONTAINER TERMINAL


① **Operator:** Marítima Valenciana, S.A.U.
Tel. No.: 96 393 83 00 - mv@marvalsa.com
www.marvalsa.com

**Quays:** Principe Felipe Quay and East Quay. The Principe Felipe Quay is 1,500 metres long and the East Quay is 330 metres long. They are both 16 metres deep. Available storage area: 914,613 m$^2$ on the Principe Felipe Quay. Rail Terminal: 50,000 m$^2$, 4+1 railway tracks x 650 m.

**Machinery:** The Terminal is equipped with 18 gantry cranes for containers with lifting capacities of between 40 and 65 tonnes, 28 tractors, 59 Mafi-type tractors and 56 RTG transtainers with 40/50.8 tonne capacity. It also has 912 power points for refrigerated containers.

| Annual traffic: | 2008 | 2009 | **2010** |
|---|---|---|---|
| Containerised general cargo | | | |
| Tonnes | 21,539,439 | 21,454,798 | **24,046,974** |
| TEUs | 1,903,720 | 1,770,208 | **2,060,568** |

## MSC TERMINAL VALENCIA

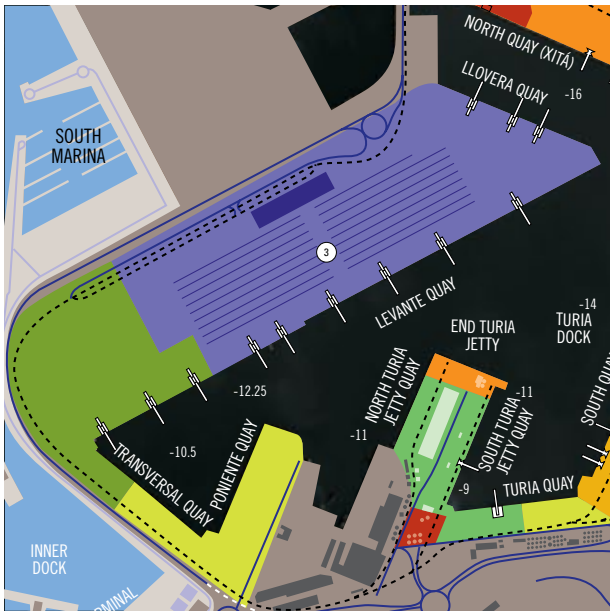
② **Operator:** MSC Terminal Valencia
Tel. No.: 96 332 55 00 - svalentin@msctv.es

**Quays:** MSC Transversal Costa Quay. The Terminal has a 770 metre-long and 16 metre-deep berthing face. Available storage area (including office buildings and workshop): 334,971 m$^2$.

**Machinery:** The Terminal is equipped with 8 gantry cranes for containers with lifting capacities up to 65 tonnes, 28 transtainers with 50 tonne capacity, 50 terminal tractors, 8 reach stackers and 6 empty container handlers.

| Annual traffic: | 2008 | 2009 | **2010** |
|---|---|---|---|
| Containerised general cargo | | | |
| Tonnes | 10,910,373 | 13,357,370 | **17,235,525** |
| TEUs | 875,946 | 1,129,168 | **1,391,751** |

## TCV OPERADORES PORTUARIOS




③ **Operator:** TCV Operadores Portuarios, S.A.
Tel. No.: 96 324 16 80 - tcv@tcv.es - www.tcv.es

**Quay:** Section 2 of the Levante Quay has a 1,133 metre-long berthing face and a maximum depth of 14 metres. The Llovera Quay is 430 metres long and 16 metres deep.

**Machinery:** The Terminal has 9 container cranes (3 Super Post-Panamax, 4 Post-Panamax and 2 Panamax/feeder) with a lifting capacity of between 40 and 50 tonnes, 29 forklifts with a lifting capacity of between 3 and 45 tonnes, 38 tractors and 19 RTG transtainers.

| Annual traffic: | 2008 | 2009 | **2010** |
|---|---|---|---|
| Containerised general cargo | | | |
| Tonnes | 6,981,058 | 6,433,774 | **6,777,605** |
| TEUs | 634,892 | 613,931 | **640,707** |
| Conventional general cargo | | | |
| Tonnes | 3,255 | 7,347 | **5,242** |

# MULTIPURPOSE TERMINALS

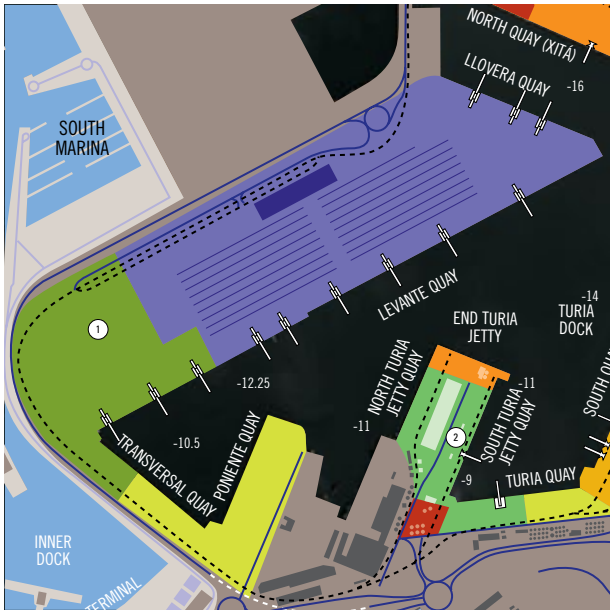
## TERMINALES DEL TURIA

① **Operator:** Terminales del Turia, S.A.
Tel. No.: 96 324 14 50

**Quay:** Levante Quay. The Terminal has a 430 metre-long berthing face and a maximum depth of 12 metres.

**Machinery:** Three 32 to 40 tonne container cranes, twelve 4 to 45 tonne forklifts, 18 tractors and 2 transtainers.

| Annual traffic: | 2008 | 2009 | **2010** |
|---|---|---|---|
| Containerised general cargo | | | |
| Tonnes | 1,425,696 | 593,819 | **200,802** |
| TEUs | 154,059 | 66,122 | **16,566** |
| Conventional general cargo | | | |
| Tonnes | 891,646 | 430,177 | **461,548** |




## TCV MULTIPURPOSE TERMINAL

② **Operator:** TCV Operadores Portuarios
Tel. No.: 96 324 16 80 - tcv@tcv.es - www.tcv.es

**Quay:** Turia Jetty. The North face is 281 metres long and the South face is 350 metres long. It also has 2 Ro-ro ramps. Available storage area: 21,815 $m^2$.

**Machinery:** 1 mobile crane with 50 tonne lifting capacity. 12 forklifts with a lifting capacity of between 3 and 45 tonnes, and 4 tractors.

| Annual traffic: | 2008 | 2009 | **2010** |
|---|---|---|---|
| Conventional general cargo | | | |
| Tonnes | 42,566 | 47,333 | **90,494** |

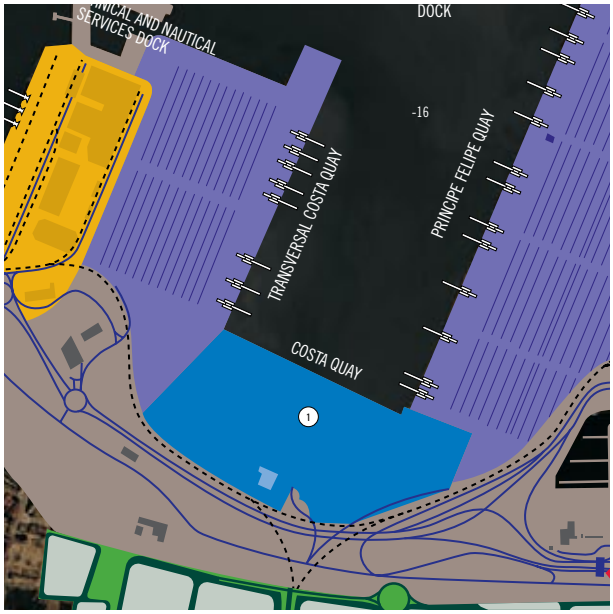
## RO-RO AND VEHICLE TERMINALS

### COSTA QUAY TERMINAL

① **Operators:** Europark Express Valencia, S.A., Ford España, S.A. and Valencia Terminal Europa, S.L.

**Quay:** Costa Quay. This quay is 502 metres long and 16 metres deep. Storage area of 237,216 m².

| Annual traffic: | 2008 | 2009 | **2010** |
|---|---|---|---|
| Passenger vehicles | 744 | 0 | **0** |
| Vehicles as goods | 206,932 | 90,612 | **57,473** |
| Tonnes: | 1,528,440 | 127,568 | **86,838** |

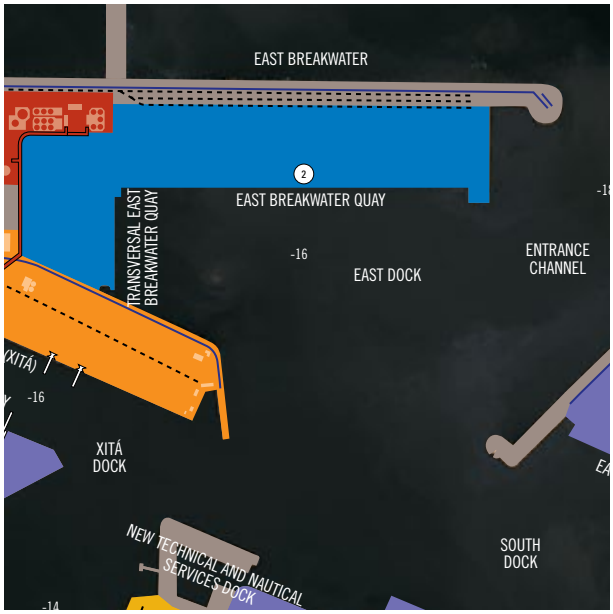



### EAST BREAKWATER TERMINAL

② **Operators:** Europark Express Valencia, S.A., Ford España, S.A. and Valencia Terminal Europa, S.L.

**Quay:** East Breakwater Quay. This quay is 970 metres long and 16 metres deep. Available storage area: 171,582 m².

| Annual traffic: | 2008 | 2009 | **2010** |
|---|---|---|---|
| Passenger vehicles | 1,197 | 126 | **11** |
| Vehicles as goods | 180,689 | 175,268 | **234,066** |
| Tonnes | 424,939 | 1,167,657 | **1,523,950** |



## PASSENGER FERRY AND CRUISE SHIP TERMINAL

**Location:** Poniente and Transversal Quays.

**Characteristics:** The Poniente and Transversal Quays are 379 metres and 395 metres long respectively and have a maximum depth of 11 and 12 metres.

**Passenger terminal:** The passenger terminal has 3 floors and a total surface area of 3,975 m².


## TRASMEDITERRÁNEA

① **Operator:** Compañía Trasmediterránea, S.A.
Tel. No.: 96 316 48 12 - www.trasmediterranea.es

| Annual traffic: | 2008 | 2009 | **2010** |
|---|---|---|---|
| Passengers | 179,609 | 134,001 | **118,229** |
| Passenger vehicles | 38,534 | 28,156 | **35,956** |
| Vehicles as goods | 36,796 | 29,067 | **28,329** |
| Tonnes | 1,650,002 | 1,634,519 | **2,075,092** |

## CRUISE SHIPS

② **Operator:** Miscellaneous

| Annual traffic: | 2008 | 2009 | **2010 *** |
|---|---|---|---|
| Cruise ships | 164 | 143 | **156** |
| Passengers | 199,335 | 184,909 | **252,569** |

* In addition, 1 cruise ship with 1,174 passengers called at the Port of Gandia.

## BALEARIC ISLAND FERRY ON TURIA QUAY AND OTHER QUAYS

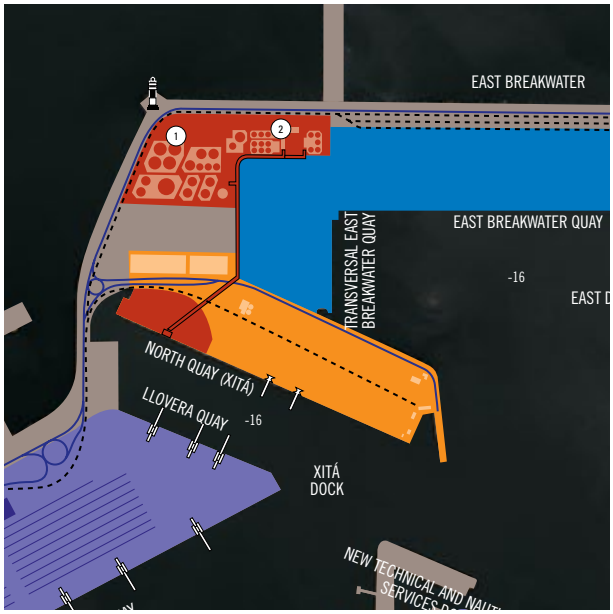
**Characteristics:** The Turia Quay is 387 metres long and 9 metres deep.

## BALEARIA

③ **Operators:** Balearia

| Annual traffic: | 2008 | 2009 | **2010** |
|---|---|---|---|
| Passengers | 50,593 | 103,373 | **131,144** |
| Passenger vehicles | 20,678 | 30,734 | **37,518** |
| Vehicles as goods | 497 | 572 | **351** |

## OIL AND CHEMICAL PRODUCT TERMINAL




### GALP ENERGÍA ESPAÑA, S.A.U.

① **Operator:** Galp Energía España, S.A.U.

**Quay:** The North Quay is 837 metres long and 16 metres deep.

**Facilities:** Discharging of oil products on jetty owned by Terminales Portuarias, S.A. This jetty is 225 metres long and 11 metres deep. Discharged products are stored in 20 tanks with a capacity of 139,520 $m^3$.

| Annual traffic: Tonnes | 2008 | 2009 | **2010** |
|---|---|---|---|
| Fuel-oil | 27,127 | 47,122 | **93,579** |
| Diesel | 484,525 | 537,938 | **528,212** |
| Petrol | 46,294 | 18,546 | **29,718** |
| Chemical products | 0 | 13,796 | **6,214** |

### TEPSA

② **Operator:** Terminales Portuarias, S.L.
Tel. No.: 96 367 68 02 - valencia@tepsa.es - www.tepsa.es

**Quay:** The North Quay is 837 metres long and 16 metres deep.

**Facilities:** Three interconnected storage areas with capacities of 46,965, 53,278 and 61,720$m^3$ respectively, for chemical products, oil products and non-flammable products.

| Annual traffic: Tonnes | 2008 | 2009 | **2010** |
|---|---|---|---|
| Fuel-oil | 198,821 | 156,040 | **186,331** |
| Oil energy gases | 4,675 | 3,848 | **0** |
| Diesel | 10,431 | 0 | **0** |
| Other oil products | 786 | 0 | **3,582** |
| Chemical products | 180,681 | 140,790 | **166,293** |

## DEMAGRISA

③ **Operator:** Demagrisa, S.A.

**Quay:** Turia Jetty, North face - Section 1. This jetty is 62 metres long and 9 metres deep. Turia Jetty, South face - Section 1 is 153 metres long and 9 metres deep.

**Facilities:** Tanks for liquid bulk with a capacity of 15,500 m³.

| Annual traffic: Tonnes | 2008 | 2009 | 2010 |
|---|---|---|---|
| Fertilisers | 16,003 | 20,025 | **14,128** |
| Oils and fats | 431 | 3,987 | **8,921** |
| Molasses | 29,760 | 18,665 | **6,160** |
| Other oil products | 8,673 | 3,438 | **4,364** |


## PRODUCTOS ASFÁLTICOS

④ **Operator:** Productos Asfálticos, S.A.

**Quay:** Turia Jetty, South face - Section 1. This quay is 153 metres long and 9 metres deep.

**Facilities:** Asphalt product hose connected to pipeline with pumping gear. 8 tanks with a capacity of 14300 m³.

| Annual traffic: Tonnes | 2008 | 2009 | 2010 |
|---|---|---|---|
| Asphalt | 31,634 | 57,607 | **40,133** |
| Chemical products | 0 | 5,238 | **0** |
| Other oil products | 2,001 | 0 | **0** |

## TEVA - TANK

⑤ **Operator:** Teva-Tank, S.L

**Quay:** Turia Quay. This quay is 387 metres long and 9 metres deep.

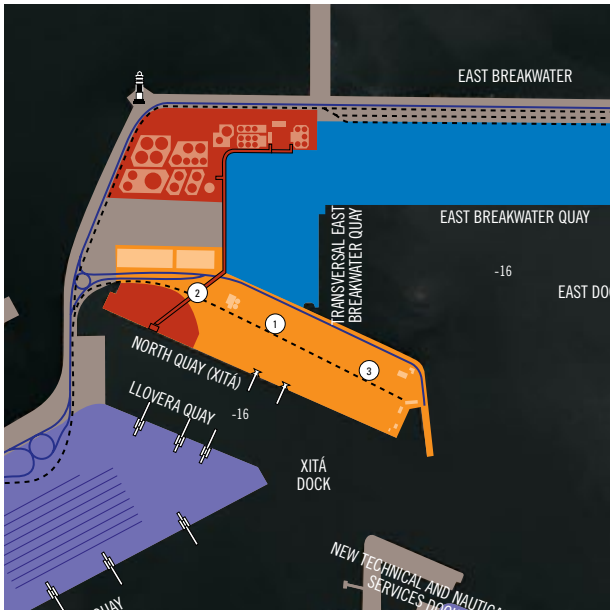
**Facilities:** 2 edible fat and oil hoses and 1 molasses hose both connected to pipelines with pumping gear.

| Annual traffic: Tonnes | 2008 | 2009 | 2010 |
|---|---|---|---|
| Natural and chemical fertilisers | 3,290 | 0 | **0** |
| Oils and fats | 0 | 1,508 | **0** |
| Molasses | 12,484 | 4,147 | **2,000** |

## SOLID BULK TERMINAL 1

### Location: NORTH QUAY

**Characteristics:** This quay is 837 metres long and 16 metres deep.




**OPERATORS**

### HOLCIM ESPAÑA

① **Operator:** Holcim España, S.A.
Tel. No.: 96 367 05 10

**Machinery:** One 60-tonne electronic weighbridge for weighing trucks.

**Facilities:** Two cement silos with a capacity of 10,000 tonnes.

| Annual traffic: Tonnes | 2008 | 2009 | **2010** |
|---|---|---|---|
| Cement | 145,927 | 94,118 | **94,830** |

### SILOS Y ALMACENAJES DE VALENCIA

② **Operator:** Silos y Almacenajes de Valencia, S.A. de Cementos

**Machinery:** One 60-tonne electric weighbridge and a wheel loader with a capacity of 3 $m^3$.

**Facilities:** Storage area with a capacity of 25,000 tonnes. Available storage area: 8,200 $m^2$.

| Annual traffic: Tonnes | 2008 | 2009 | **2010** |
|---|---|---|---|
| Cement | 43,652 | 51,300 | **27,716** |

### TERMINALES MARÍTIMAS SERVICESA

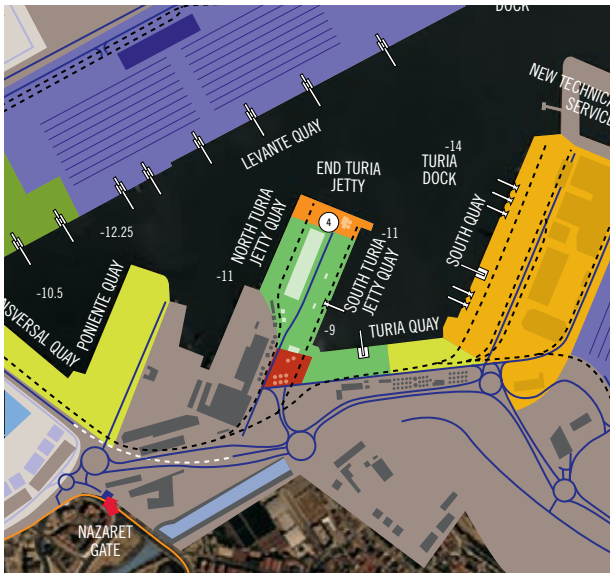
③ **Operator:** Terminales Marítimas Servicesa, S.A.

**Machinery:** Two 60-tonne electric weighbridges for weighing trucks, 8 grabs and 18 loaders.

| Annual traffic: Tonnes | 2008 | 2009 | **2010** |
|---|---|---|---|
| Cement | 2,018,450 | 992,230 | **497,991** |
| Coal | 589,131 | 226,741 | **173,432** |
| Other oil products | 0 | 6,123 | **0** |
| Other industrial minerals | 7,048 | 0 | **12,072** |

### Location: END TURIA JETTY

**Characteristics:** This jetty is 183 metres long and 14 metres deep.




### CEMEX ESPAÑA

④ **Operator:** Cemex España, S.A.
Tel. No.: 96 367 05 12

**Facilities:** It has two simultaneous gravity systems which use belts and gantries from silos and pneumatic gear from trucks. The system can handle up to 800 t/hr. The facility has 3 silos (1 silo with a storage capacity of 10,000 tonnes and 2 silos each with a capacity of 2,000 tonnes).

| Annual traffic: Tonnes | 2008 | 2009 | **2010** |
|---|---|---|---|
| Cement and clinker | 158,289 | 167,981 | **84,442** |
| Other industrial minerals | 14,739 | 24,061 | **3,899** |

## SOLID BULK TERMINAL 2

## Location: SOUTH QUAY

**Characteristics:** This quay is 595 metres long and 14 metres deep.

### OPERATORS


## TEMAGRA

① **Operator:** Temagra, S.L.
Tel. No.: 96 367 10 01 - www.temagra.com

**Machinery:** 3 mobile cranes with a lifting capacity of 64 tonnes (nominal weight for hook) and 33 tonnes (grab), 8 loaders, 2 sweepers, 3 hoppers, 1 forklift, 6 automatic continuous weighing systems for loading/discharging vessels, 15 fixed conveyor belts, and 3 mobile conveyor belts.

**Facilities:** Equipment designed to move grain from the silo to the vessel. Vessel unloading rates can reach 1,000 tonnes per hour with mobile cranes and 500 tonnes per hour using a gantry crane fitted with pneumatic equipment. Vessels can be loaded at a rate of 500 tonnes per hour with pneumatic equipment or directly loaded from the lorry. It has storage capacity of 150,000 tonnes. It has two grain silos with a capacity of 63,500 $m^3$.

| Annual traffic: Tonnes | 2008 | 2009 | **2010** |
|---|---|---|---|
| Rice | 19,397 | 8,398 | **1,894** |
| Oats | 4,750 | 1,575 | **0** |
| Barley | 74,639 | 57,137 | **80,661** |
| Corn | 785,504 | 642,775 | **549,008** |
| Wheat | 222,070 | 303,452 | **147,696** |
| Other grain | 3,927 | 18,939 | **1,510** |
| Natural and chemical fertilisers | 175,127 | 240,818 | **302,115** |
| Green and dry fodder | 247,069 | 136,818 | **67,198** |
| Other goods | 229,744 | 135,054 | **205,955** |

## BÓRAX ESPAÑA, S.A.

② **Operator:** Bórax España, S.A.

**Facilities:** Horizontal silo with a capacity of 12,000 tonnes for borax goods and a 300 $m^3$ redistribution silo.

| Annual traffic: Tonnes | 2008 | 2009 | **2010** |
|---|---|---|---|
| Borates-Perborates | 17,155 | 12,750 | **21,827** |

## SILESA

③ **Operator:** Silesa

**Facilities:** Mechanised, horizontal silo with a capacity of 7,114 $m^2$ and a storage capacity of 35,435 tonnes. Equipment includes four intake hoppers, two hoists and two conveyor belts with trippers with a capacity of 500 tonnes each.

## Location: TURIA QUAY

**Characteristics:** This quay is 387 metres long and 9 metres deep.


## ESTACIÓN DE DESCARGA Y CARGA

④ **Operator:** Estación de Descarga y Carga, S.A.

**Machinery:** Pneumatic discharging system for cereal and seed with suction device connected to conveyor belt installed in gallery.

**Facilities:** Silos for soya and concrete tanks for solid bulk with a capacity of 18,600 m³ and also pneumatic discharging gear for soya beans and pellets.

| Annual traffic: Tonnes | 2008 | 2009 | 2010 |
|---|---|---|---|
| Oils and fats | 3,000 | 9,368 | **0** |
| Green and dry fodder | 68,954 | 14,317 | **0** |

## LOGISTICS & REFRIGERATED WAREHOUSES


## FRIOPUERTO

① **Operator:** FRIOPUERTO
Tel. No.: 96 367 35 15 - friopuerto@friopuerto.com
www.friopuerto.com

**Location:** Next to the Public Container Terminal, opposite the Logistics Activities Area (ZAL) and the Border Inspection Post (PIF).

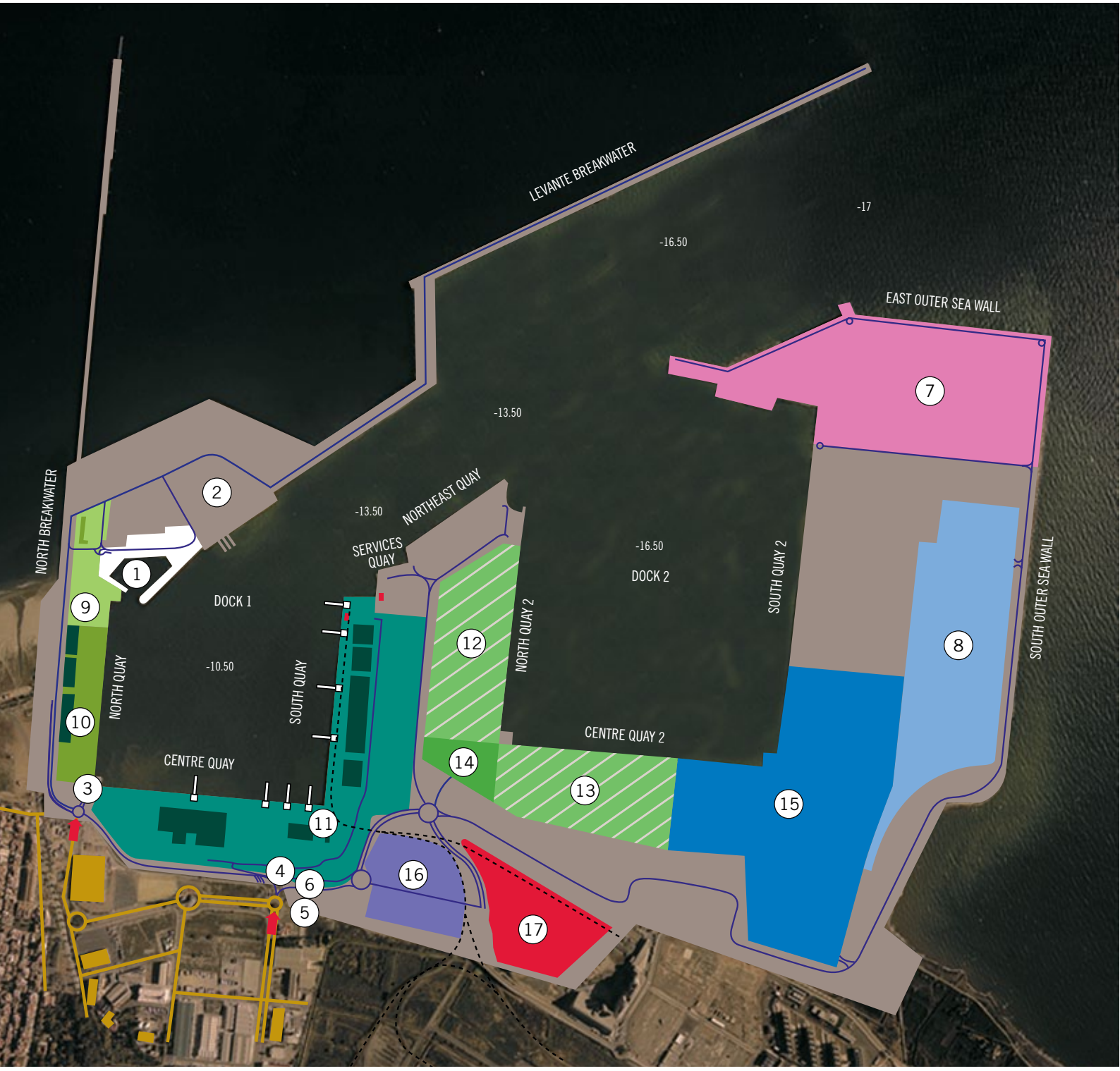
**Facilities:** These offer integrated logistics cold storage solutions for perishable goods for human consumption (frozen, refrigerated and dry products). The refrigerated warehouse has a capacity of over 50,000 m³, and has 3 cold stores for frozen produce (-35ºC to -18ºC) with moveable shelving which can cater for 3,200 pallets, 2 freezer/chill stores for over 500 pallets (-25ºC to +15ºC), a 600 m² refrigerated product store for quality control, inspections and cross-docking (0ºC to +18ºC) and a separate 400 m² handling store (+2ºC to +14ºC), as well as their corresponding service areas.

## FCC LOGÍSTICA

② **Operator:** FCC LOGÍSTICA, S.A.
Tel. No.: 96 367 43 49 - plataforma.valencia@fcclogistica.com
www.fcclogistica.com / www.citaprevia.fcclogistica.com

**Location:** South Area.

**Facilities:** The Bonded Warehouse has a Customs Office Area for transit and TIR traffic and a tax depot. Other types of operations which create added value to the logistics chain, such as brand control, repackaging, labelling, and packing on pallets, can also be carried out.




01. Fishing dock
02. Shipyard
03. Harbourmaster´s Office
04. Port Authority
05. Customs
06. SESASA Stevedoring Company
07. SAGGAS
08. Toyota
09. Multipurpose Terminal 1 (Dock 1)
10. Multipurpose Terminal 2 (Dock 1)
11. Multipurpose Terminal 3 (Dock 1)
12. Multipurpose Terminal 2 (Dock 2) under construction
13. Multipurpose Terminal 2 (Dock 2) future construction
14. Iron and Steel Processing Centre
15. Ro-ro Vehicle Terminal
16. Provisional container area
17. Fertiliser Plant

Multipurpose Terminal
Ro-ro and Vehicle Terminal
Vehicle Logistics Centre
Liquid Bulk
Provisional container area

## 5.2. PORT OF SAGUNTO

### MULTIPURPOSE TERMINAL 1 (DOCK 1)

**Operator:** Logística del Puerto de Sagunto.
Tel. No.: 96 269 81 18

**Quays:** North 1. This quay is 489 metres long and 9 metres deep.

**Machinery:** It has 1 mobile crane with a capacity of 36 tonnes, 2 tractors with a capacity of 41 tonnes, 11 forklifts, 2 reach stackers and 1 semi-automatic hopper.

| Annual traffic: Tonnes | 2008 | 2009 | **2010** |
|---|---|---|---|
| Iron and steel products | 222,429 | 148,920 | **314,875** |
| Wood and cork | 30,908 | 22,016 | **18,284** |
| Construction materials | 1,767 | 11,250 | **15,779** |
| Wine, beverages and alcohol | 2,062 | 9,464 | **11,127** |
| Other goods | 6,151 | 20,201 | **20,410** |

### MULTIPURPOSE TERMINAL 2 (DOCK 1)

**Operator:** Portuaria Levantina, S.A.
Tel. No.: 96 268 40 49 / 96 267 56 86 - www.porlesa.com

**Quays:** North 1. This quay is 489 metres long and 9 metres deep.

**Machinery:** It has 2 mobile cranes with a lifting capacity of 120 tonnes, 10 forklifts, 2 reach stackers (45 tonnes), 1 wheel loader (mod. 960) and 1 Mafi-type tractor.

| Annual traffic: Tonnes | 2008 | 2009 | **2010** |
|---|---|---|---|
| Iron and steel products | 337,333 | 169,684 | **227,998** |
| Natural and chemical fertilisers | 66 | 111 | **7,900** |
| Other industrial and processed minerals | 486 | 599 | **6,318** |
| Cement and clinker | 7,908 | 1,262 | **4,824** |
| Other goods | 40,594 | 23,546 | **9,368** |

### PROVISIONAL CONTAINER AREA (DOCK 1)

**Operator:** Intersagunto Terminal, S.A.
Tel. No.: 96 269 90 60
operacionesmaritimas@saguntoti.com

**Quays:** Public quays: North Quay 1, which is 489 metres long and 9 metres deep, and Centre Quay which is 620 metres long and has a maximum depth of 11.25 metres. It has a surface area of 30,000 $m^2$ and power points for 50 refrigerated containers.

**Machinery:** It has 2 mobile cranes, two 4x4 tractors, 5 tractors, 7 Mafi-type roll trailers and 5 reach stackers.

| Annual traffic: | 2008 | 2009 | **2010** |
|---|---|---|---|
| Containerised general cargo | | | |
| Tonnes | 32,160 | 113,706 | **249,940** |
| TEUs | 5,178 | 19,333 | **33,464** |

### MULTIPURPOSE TERMINAL 3 (DOCK 1)

**Operator:** Marítima Valenciana, S.A.
Tel. No.: 96 265 61 19 - www.marvalsagunto.es

**Quays:** Centre Quay, which is 620 metres long and has a maximum depth of 11.25 metres. South Quay 1, which is 580 metres long and has a maximum depth of 10 metres.

**Machinery:** It has 2 mobile cranes (100 x 22 m), 2 reach stackers, 2 coil stackers, 2 container stackers, 28 front lifts, 20 electric forklifts, 4 side loaders.

| Annual traffic: Tonnes | 2008 | 2009 | **2010** |
|---|---|---|---|
| Iron and steel products | 1,490,389 | 1,018,534 | **1,251,974** |
| Cement and clinker | 16,858 | 56,257 | **61,746** |
| Cars and parts | 3,389 | 5,403 | **23,109** |
| Other industrial minerals | | 3,551 | **4,231** |
| Other goods | 1,391 | 5,288 | **482** |

### FRUIT AND PERISHABLE GOODS TERMINAL

**Machinery:** Two electric gantry cranes with a lifting capacity of 17 tonnes which can handle 240 pallets/hour.

**Special facilities:** This Terminal has several sections: 5,900 $m^2$ refrigerated area, 3,051 $m^2$ sorting area, 2,470 $m^2$ storage area, 2,289 $m^2$ loading bay, 7,000 $m^2$ warehouse.

| Annual traffic: Tonnes | 2008 | 2009 | **2010** |
|---|---|---|---|
| Fresh and dried bananas | 30,021 | 23,468 | **7,032** |
| Fresh and dried citrus fruit | 7,435 | 4,537 | **3,089** |
| Dates, figs, pineapples, avocados and other | 1,780 | 1,114 | **1,571** |
| Cassava roots, arrowroot and other | 1,228 | 1,195 | **1,344** |
| Other goods | 1,061 | 1,406 | **1,531** |

### FERTILISER PLANT

**Operator:** Fertiberia, S.A.
Tel. No.: 96 269 90 04 - www.fertiberia.es

**Quay:** South Quay. This quay is 580 metres long and has a maximum depth of 10 metres.

**Special facilities:** Anhydrous ammonia discharged by means of retractable, loading boom gear and pipelines. Pipelines and pumps in the system to collect sea water for refrigeration.

| Annual traffic: Tonnes | 2008 | 2009 | **2010** |
|---|---|---|---|
| Anhydrous ammonia | 151,993 | 176,061 | **182,814** |

## IRON AND STEEL PROCESSING CENTRE (DOCK 2)

**Operator:** Procesos Logísticos Integrales, S.A.
Tel. No.: 902 627 720 - info@plisa.es - www.plisa.es

**Characteristics:** Storage for iron and steel products, heavy products, projects, etc. Logistics for distribution, labelling, repacking, sorting and preparing orders. Land, sea and rail transport.

**Special facilities:** Gantry cranes with lifting capacities of up to 32 tonnes.
Shot and painting line (max. 2,500 mm)
Oxy-fuel welding and cutting. Bevelling machine.

## RO-RO AND VEHICLE TERMINAL (DOCK 2)

**Operator:** Carport Sagunto, S.L.
Tel. No.: 96 269 95 30 - www.bergeycia.es

**Quay:** South Quay 2, which is 218 metres long and has a maximum depth of 16 metres, Centre Quay 2, which is 235 metres long and has a maximum depth of 16 metres, and a Ro-ro heel which is 38 m x 39 m.

**Machinery:** It has 1 forklift with a lifting capacity of 5 tonnes and 1 Mafi-type tractor (Tug master) with a gooseneck.

| Ro-ro traffic | 2008 | 2009 | **2010** |
|---|---|---|---|
| Tonnes | 95,047 | 116,853 | **150,233** |
| Vehicles as goods | 59,957 | 75,296 | **95,282** |

## TOYOTA VEHICLE LOGISTICS CENTRE (*)

**Operator:** Toyota Logistics Services España, S.L.U.
Tel. No.: 96 043 80 54

**Characteristics:** Toyota and Lexus Vehicle Logistics Centre for storage, inspection and accessory assembly.

| Annual traffic: Units | 2008 | 2009 | **2010** |
|---|---|---|---|
| Toyota and Lexus vehicles | 29,815 | 46,812 | **45,995** |

(*) Handled by Carport. Therefore Toyota's figures are included in Carport.

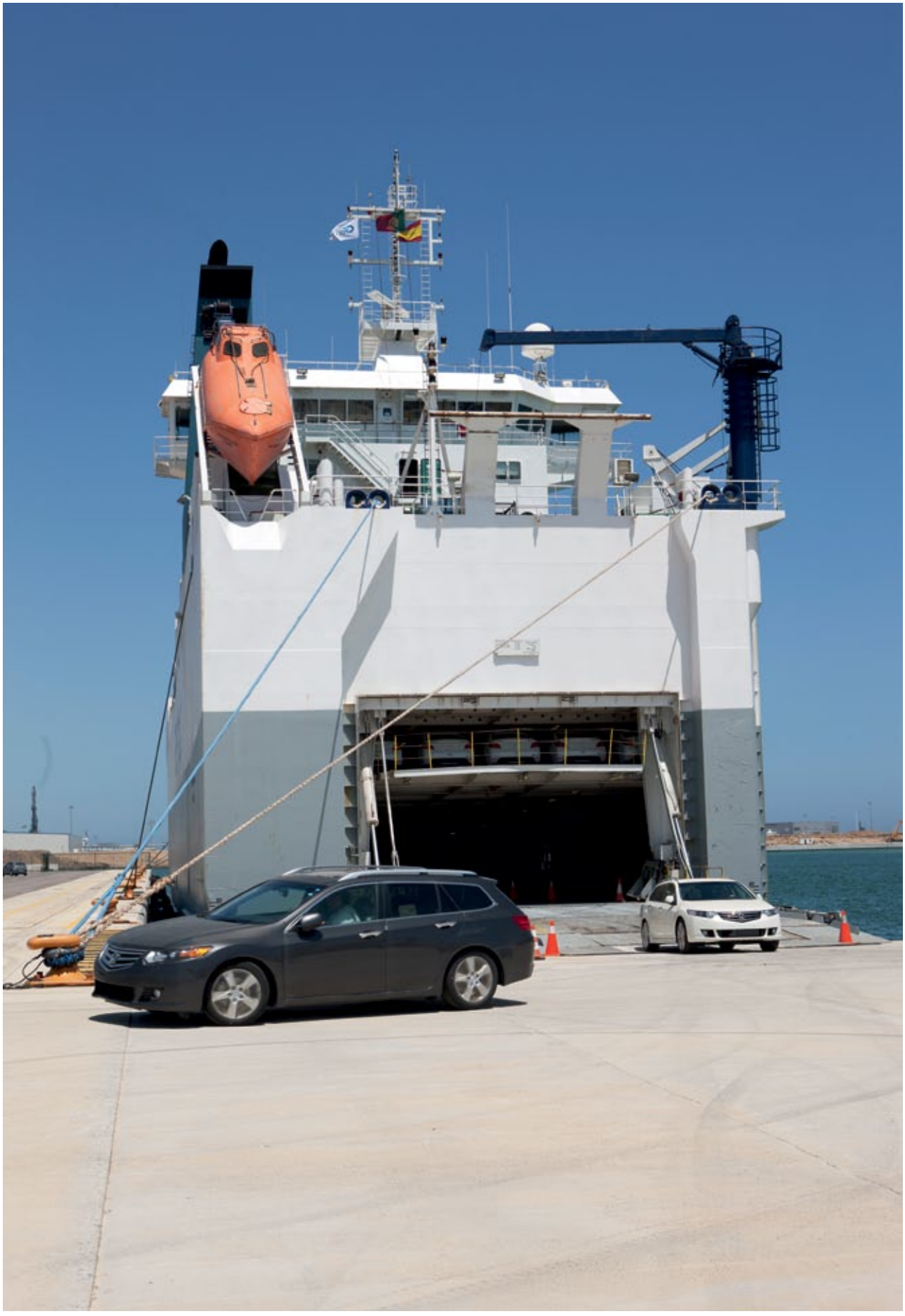
## REGASIFICATION PLANT (DOCK 2)

**Operator:** Saggas, S.A.
Tel. No.: 96 101 42 20 / 96 269 90 77 - saggas@saggas.com
www.saggas.com

**Quay:** Saggas Jetty. This quay is 330 metres long and has a maximum depth of 14 metres.

**Special facilities:** Regasification plant for the transformation of liquid gas discharged from vessels to tanks and then regasified, connected to a generation plant and to the Spanish gas pipeline network. It has four 150,000 $m^3$ tanks for storing Liquefied Natural Gas (LNG).

| Annual traffic: Tonnes | 2008 | 2009 | **2010** |
|---|---|---|---|
| Natural gas | 4,445,033 | 4,272,323 | **3,669,947** |




01. Royal Gandia Yacht Club
02. Dry Dock
03. Fish market
04. Customs
05. SEGASA
06. Cold storage warehouse
07. Port Authority
08. Harbourmaster´s Office
09. To N-332 AP-7 (Xeresa exit)
10. To C-230 Gandia AP-7 (Oliva exit)

Fishing area
Port operations area
Mixed use area (yachts, commercial, leisure)

Zona pesquera

## 5.3. PORT OF GANDIA

**Operator:** Navarro y Boronad, S.L.
Tel. No.: 96 284 01 00 - www.navarroyboronad.com

**Quay:** Serpis Quay. This quay is 300 metres long and has a maximum depth of 9/10 metres.

**Machinery:** 3 electric gantry cranes with lifting capacities of 20 tonnes and one mobile crane with a lifting capacity of 40 tonnes, 39 forklifts, 30 lorries and 2 spreaders.

**Facilities:** Two warehouses for storing paper reels with a total surface area of 8,763 $m^2$.

| Annual traffic: Tonnes | 2008 | 2009 | **2010** |
|---|---|---|---|
| Kraft paper and cardboard | 122,402 | 84,763 | **102,980** |
| Reels of newspaper paper | 1,098 | 276 | **0** |
| Other paper and cardboard | 93,409 | 78,312 | **78,658** |
| Sawn timber | 30,543 | 20,134 | **16,117** |
| Laminated products | 11,202 | 6,836 | **7,168** |

## FRUIT AND PERISHABLE GOODS WAREHOUSE

**Operator:** Dehorsa, S.A.
Tel. No.: 96 284 86 28 - terminal@gandiareefer.com
www.gandiareefer.com

**Quay:** South Quay. This quay is 300 metres long and 6 metres deep.

**Machinery:** 1 crane, 1 reach stacker, 14 electric forklifts, 14 pallet jacks.

**Facilities:** 6,240 $m^2$ refrigerated warehouse.

| Annual traffic: | 2008 | 2009 | **2010** |
|---|---|---|---|
| Tonnes | 18,361 | 4,155 | **7,809** |


PACECO ESPAÑA
Marítima Valenciana S.A.
HANJIN HELSINKI
HAMBURG
HANJIN
U A S C

# CH 06

# REGULAR SHIPPING LINES

| REGULAR LINES | OPERATOR | WEST AFRICA | CANADA-USA (NORTH ATLANTIC-GREAT LAKES) | CANADA-USA (PACIFIC) | CENTRAL AND SOUTH AMERICA (PACIFIC) | USA, GULF OF MEXICO, CARIBBEAN AND CENTRAL AMERICA | SPAIN | EUROPE (ATLANTIC AND BALTIC) | PERSIAN GULF, RED SEA, INDIAN OCEAN AND SOUTH & EAST AFRICA | FAR EAST, AUSTRALIA, NEW ZEALAND AND PACIFIC ISLANDS | MEDITERRANEAN AND BLACK SEA | SOUTH AMERICA (ATLANTIC) |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| AGREXCO - EAST-MED | AGREXCO AGRICULTURAL EXPORT CO. | | | | | | | | | x | | x |
| APL - GRAND ALLIANCE | AMERICAN PRESIDENT LINES LTD. | | | | | | | | x | | x | x |
| ARKAS - CANARY ISLANDS | ARKAS SPAIN, S.A. | | | | | | x | | | | | |
| BALEARIA-PALMA ROPAX SERVICE | EUROLÍNEAS MARÍTIMAS, S.A. | | | | | | x | | | | | |
| BOLUDA - CANARY ISLANDS | BOLUDA LINES, S.A. | x | | | | | x | | x | x | | x |
| BULCON | BULCON (NAVIG. MTME. BULGARE) | | | | | | | | | | | x |
| CCL - CAM Service | COSTA CONTAINER LINES SPA | | | | | x | | | | | | |
| CCL - CCM Service | COSTA CONTAINER LINES SPA | | | | | x | | | | | | |
| CCL - SEAGULL Service | COSTA CONTAINER LINES SPA | | | | | x | | | | | | |
| CCNI - MEDSAP | CÍA. CHILENA NAV. INTEROCEÁNICA | | | x | x | x | | | | | x | x |
| CHINA SHIPPING - AMX1 | CHINA SHIP. CONT. LINES (HONG KONG) | | | | | x | | | x | x | x | x |
| CIA. LIBRA DO NAVEGAÇAO - NEW SIRIUS | COMPANHIA LIBRA DE NAVEGAÇAO | | | | | | x | | | | | |
| CMA-CGM - AMERIGO EXPRESS | CMA-CGM, S.A. | | | | | x | | | | | | |
| CMA-CGM - MED. CARIBBEAN | CMA-CGM, S.A. | | | | x | x | | x | | x | x | |
| CMA-CGM - MEDITERRANEAN CLUB EXPRESS | CMA-CGM, S.A. | | | x | | | | x | x | x | x | x |
| CMA-CGM - NEW SIRIUS | CMA-CGM, S.A. | x | | | | | | | | x | | x |
| COMANAV - NAF (North Africa) | COMANAV (COMPAGNIE MAROCAINE D.) | | | | | | | | | x | | x |
| COSCO - AMX | COSCO CONTAINER LINES LTD. | | | | | | | | | | x | |
| COSCO - MD1 | COSCO CONTAINER LINES LTD. | x | | | | | x | | | x | x | x |
| COSCO - MD2 | COSCO CONTAINER LINES LTD. | | | | | | | | | x | x | |
| CSAV - MARE NOSTRUM SERVICE | NORASIA CONTAINER LINES LTD. | | | | | | x | | x | x | x | x |
| CSAV - MEDSAP | CÍA. SUDAMERICANA DE VAPORES | | | x | x | x | x | | | | x | x |
| CSAV - NEW SIRIUS | CÍA. SUDAMERICANA DE VAPORES | | | | | | x | | | | | x |
| DELMAS - WEST AFRICA | DELMAS | x | | | | | | | | x | | x |
| DOLE OCEAN CARGO EXPRESS | DOLE OCEAN CARGO EXPRESS | | | | x | x | | | | | | x |
| EMES - NORTH AFRICA (MOROCCO) | EMES FEEDERING SAM | x | | | x | | x | | x | x | x | x |
| EVERGREEN SINGAPORE - UAM | EVERGREEN MARINE (SINGAPORE) LTD. | | | | | | | x | | x | x | x |

| REGULAR LINES | OPERATOR | WEST AFRICA | CANADA-USA (NORTH ATLANTIC-GREAT LAKES) | CANADA-USA (PACIFIC) | CENTRAL AND SOUTH AMERICA (PACIFIC) | USA, GULF OF MEXICO, CARIBBEAN AND CENTRAL AMERICA | SPAIN | EUROPE (ATLANTIC AND BALTIC) | PERSIAN GULF, RED SEA, INDIAN OCEAN AND SOUTH & EAST AFRICA | FAR EAST, AUSTRALIA, NEW ZEALAND AND PACIFIC ISLANDS | MEDITERRANEAN AND BLACK SEA | SOUTH AMERICA (ATLANTIC) |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| EVERGREEN TW - UAM | EVERGREEN MARINE CORP (TW) LTD. | | | | | | | x | | x | x | x |
| EVERGREEN UK - UAM | EVERGREEN MARINE (UK) LTD. | | | | | | | | | x | x | x |
| GRIMALDI - EURO AEGEAN | GRIMALDI CIA. DI NAVIGAZIONE | | | | | | x | x | | | | x |
| GRIMALDI - MED WAF | GRIMALDI CIA. DI NAVIGAZIONE | x | | | | | | | | | | x |
| GRIMALDI - ROPAX | GRIMALDI CIA. DI NAVIGAZIONE | | | | | | | | | | | x |
| GRIMALDI - SHORT SEA SHIPPING - A SERVICE | GRIMALDI CIA. DI NAVIGAZIONE | | | | | | | | | | | x |
| GRIMALDI - SHORT SEA SHIPPING - B SERVICE | GRIMALDI CIA. DI NAVIGAZIONE | | | | | | | x | | | | x |
| HAMBURG SUD - CAMS SERVICE | HAMBURG SUD | | | | x | x | | | | | x | x |
| HAMBURG SUD - CCMS SERVICE | HAMBURG SUD | | | | x | x | | | | | | x |
| HAMBURG SUD - EMSR SERVICE | HAMBURG SUD | | | | x | x | | x | | x | | x |
| HAMBURG SUD - NEW SIRIUS | HAMBURG SUD | x | | | | | x | | | x | | x |
| HAMBURG SUD - EMNR Service | HAMBURG SUD | | | | | | | x | | | | x |
| HAMBURG SUD - TUVA SERVICE | HAMBURG SUD | | | | | | | | | x | | x |
| HANJIN - EMA Service | HANJIN SHIPPING CO. LTD. | | x | | | x | x | | x | x | x | x |
| HANJIN - MCA MED - MONTREAL ALLIANCE | HANJIN SHIPPING CO. LTD. | | x | x | | | | | | | | x |
| HANJIN - MD3 | HANJIN SHIPPING CO. LTD. | x | | | | | x | | | x | x | x |
| HANJIN - MIX/MINA | HANJIN SHIPPING CO. LTD. | x | x | | | x | x | | x | x | x | x |
| HAPAG - MGX - MED GULF EXPRESS | HAPAG-LLOYD AG | | | | | x | | | | | | |
| HAPAG - MPS - MED PACIFIC SERVICE | HAPAG-LLOYD AG | | x | x | x | x | x | x | x | | x | x |
| HAPAG-LLOYD - GRAND ALLIANCE | HAPAG-LLOYD AG | | | | | | x | | x | | x | x |
| HAPAG-LLOYD - MCA MED- MONTREAL ALLIANCE | HAPAG-LLOYD AG | x | x | x | x | x | x | x | | | x | x |
| HOEGH - USMED | HOEGH AUTOLINERS AS | | | | | | | | x | | x | |
| HOLLAND MAAS - CANARY ISLANDS Service | HOLLAND MAAS SHIPPING BV | | | | | | | | | x | | |
| HOLLAND MAAS - IBERIA EXPRESS LINE (IBEX) | HOLLAND MAAS SHIPPING BV | x | | | | | x | x | x | x | x | x |
| HYUNDAI – EUM Service | HYUNDAI MERCHANT MARINE CO. LTD. | | | | | | | | x | | x | x |
| IMTC - NORTH AFRICA (MOROCCO) | INTERNATIONAL MARITIME TRANSP. | x | | | x | x | x | | x | | x | x |
| IRISL - AMX1 | ISLAMIC REP. OF IRAN SHIPPING | | | | | | | | x | | x | x |

| REGULAR LINES | OPERATOR | WEST AFRICA | CANADA-USA (NORTH ATLANTIC-GREAT LAKES) | CANADA-USA (PACIFIC) | CENTRAL AND SOUTH AMERICA (PACIFIC) | USA, GULF OF MEXICO, CARIBBEAN AND CENTRAL AMERICA | SPAIN | EUROPE (ATLANTIC AND BALTIC) | PERSIAN GULF, RED SEA, INDIAN OCEAN AND SOUTH & EAST AFRICA | FAR EAST, AUSTRALIA, NEW ZEALAND AND PACIFIC ISLANDS | MEDITERRANEAN AND BLACK SEA | SOUTH AMERICA (ATLANTIC) |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| ITALIA MARITTIMA - AMERIGO EXPRESS | ITALIA MARITTIMA SPA | | | | | | | | | x | | |
| ITALIA MARITTIMA - UAM | ITALIA MARITTIMA SPA | | | | | | | | | x | x | x |
| K-LINE - MD2 | KAWASAKI KISEN KAISHA LTD. | | | | | | | | | x | x | |
| MAERSK - AE6 | MAERSK LINE | x | x | | x | x | x | x | x | x | x | x |
| MAERSK - Europe to Far East (AE5) | MAERSK LINE | | | | | | x | | | | | |
| MAERSK - SCANMED | MAERSK LINE | | | | | | | x | | | | x |
| MARFRET - MED. CARIBBEAN | COMPAGNIE MARITIME MARFRET | | | | x | x | | x | | x | x | |
| MARGUISA - EAST AFRICA | MARGUISA | x | | | | | | | | x | | x |
| MARUBA - NEW SIRIUS | MARUBA SCA | | | | | | | x | | | | |
| MEDEX TUNISIAN SERVICE | MEDEX CONTAINER SERVICES LTD. | | | | | | x | | | | | x |
| MELFI - MED. CARIBBEAN | MELFI MARINE CORP., S.A. | | x | | | x | | | | | | |
| MISC - GRAND ALLIANCE | MALAYSIA INTER.SHIPPING CO. BHD | | | | | | | | | | x | |
| MOL - GRAND ALLIANCE | MITSUI O.S.K. LINES LTD. | | | | | | | | x | | x | x |
| MSC - CANADA EXPRESS | MEDITERRANEAN SHIPPING CO. | x | x | x | x | x | x | | x | x | x | x |
| MSC - DRAGON SERVICE | MEDITERRANEAN SHIPPING CO. | x | x | x | x | x | x | x | x | x | x | x |
| MSC - INDIA PAKISTAN | MEDITERRANEAN SHIPPING CO. | x | x | x | x | x | x | x | x | x | x | x |
| MSC - INDIAN OCEAN - AUSTRALIA | MEDITERRANEAN SHIPPING CO. | x | x | x | x | x | x | x | x | x | x | x |
| MSC - ISRAEL EXPRESS (NORTHBOUND) | MEDITERRANEAN SHIPPING CO. | | | | x | | x | x | | x | x | x |
| MSC - MAGHREB SERVICE | MEDITERRANEAN SHIPPING CO. | x | x | | | | x | x | x | x | x | x |
| MSC - SILK SERVICE (WEST-EAST BOUND) | MEDITERRANEAN SHIPPING CO. | | x | | | x | x | x | x | x | x | x |
| MSC - SPAIN / SOUTH AMERICA EAST COAST | MEDITERRANEAN SHIPPING CO. | x | | | | | x | x | x | x | x | x |
| MSC - SPAIN, PORTUGAL-IRISH SEA SERVICE | MEDITERRANEAN SHIPPING CO. | x | x | x | x | x | x | x | x | x | x | x |
| MSC - UNITED STATES - GULF | MEDITERRANEAN SHIPPING CO. | x | x | x | x | x | x | x | x | x | x | x |
| MSC - UNITED STATES - NORTH ATLANTIC | MEDITERRANEAN SHIPPING CO. | | | | | | | | | | x | |
| MSC - WEST MED. TO GREECE/TURKEY | MEDITERRANEAN SHIPPING CO. | x | x | | | x | x | x | x | x | x | x |
| MSC - WEST MED./SOUTH AMERICA EAST COAST | MEDITERRANEAN SHIPPING CO. | x | | | | | x | | x | | | x |
| MSC - WEST MEDITERRANEAN - WEST AFRICA | MEDITERRANEAN SHIPPING CO. | x | x | x | x | x | x | | x | x | x | x |

| REGULAR LINES | OPERATOR | WEST AFRICA | CANADA-USA (NORTH ATLANTIC-GREAT LAKES) | CANADA-USA (PACIFIC) | CENTRAL AND SOUTH AMERICA (PACIFIC) | USA, GULF OF MEXICO, CARIBBEAN AND CENTRAL AMERICA | SPAIN | EUROPE (ATLANTIC AND BALTIC) | PERSIAN GULF, RED SEA, INDIAN OCEAN AND SOUTH & EAST AFRICA | FAR EAST, AUSTRALIA, NEW ZEALAND AND PACIFIC ISLANDS | MEDITERRANEAN AND BLACK SEA | SOUTH AMERICA (ATLANTIC) |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| NEPTUNE LINES | NEPTUNE SHIPPING AGENCIES LTD. | | | | | | x | | | | x | x |
| NISA - Algiers Service | NISA NAVEGACIÓN, S.A. | | | | | | | | | | | x |
| NISA MARÍTIMA - CANARY ISLANDS SERVICE | NISA NAVEGACIÓN, S.A. | x | | | | | x | | x | | | |
| NORDANA - USA/MED | NORDANA LINE | | | | x | x | | | | | | x |
| NYK - GRAND ALLIANCE | NIPPON YUSEN KAISHA (NYK LINE) | | | | | | | | x | | x | x |
| OOCL - GRAND ALLIANCE | ORIENT OVERSEAS CONTAINER LINE | | | | | | | | x | | x | x |
| TRASMEDITERRÁNEA - BALEARIC ISLANDS SERVICE | CÍA. TRASMEDITERRÁNEA, S.A. | | | | | | x | | | | | |
| TURKON LINE | TURKON CONTAINER LINE | | | | | | x | x | | | | x |
| UASC - EMA | UNITED ARAB SHIPP. CO. (S.A.G.) | | | | | | | | x | x | x | x |
| UASC - MIX/MINA | UNITED ARAB SHIPP. CO. (S.A.G.) | x | x | x | x | x | x | | x | x | x | x |
| WALLENIUS LINES | WALLENIUS WILHELMSEN LINES AB | | | | | | | | | | x | |
| WHITE LINE | WHITE LINE SHIPPING D/V | | | | | | | | x | x | | x |
| X-PRESS - IBX | X-PRESS CONTAINER LINE (UK) LTD. | x | x | x | x | x | x | x | x | x | x | x |
| X-PRESS - SMX | X-PRESS CONTAINER LINE (UK) LTD. | x | x | | | x | x | | | | | x |
| X-PRESS - SPX | X-PRESS CONTAINER LINE (UK) LTD. | x | x | x | x | x | x | x | x | | x | x |
| X-PRESS - STX | X-PRESS CONTAINER LINE (UK) LTD. | x | x | | | x | x | | | | | x |
| X-PRESS - WAX | X-PRESS CONTAINER LINE (UK) LTD. | | | | x | x | x | | | | x | x |
| YANG MING - MD2 | YANGMING MARINE TRANSPORT CORP. | | | | | | | | | | x | |
| ZIM - NEW SIRIUS | ZIM INTEGRATED SHIPPING S. LTD. | x | | | | | | | | x | | x |

# CH 07

# THE YEAR IN IMAGES

# 7 THE YEAR IN IMAGES

## INSTITUTIONAL EVENTS


Valenciaport presents its portal in China as an ICT model applied to the logistics industry


TOC Europe 2010 held in Valencia

Four foreign ports to partner the PAV in drawing up Best Practice Guide

The PAV shares its experience as a rail infrastructure manager at Rail Forum

The Valencian Regional Government President highlights the Port of Valencia's role as a driving force behind the economy


The Port of Sagunto is awarded ANFAC-OPPE certification for new vehicle traffic

The PAV's Ecoport II project brings companies closer to the EMAS environmental system

The Quality Mark to be implemented in the Mexican port of Lázaro Cárdenas in July 2011

New meeting between representatives of the Port of Shenzhen and the PAV

New initiatives underway as part of the ECOLOGISTYPORT and CLIMEPORT projects


MSC launches another vessel, MSC GAIA, at the Port of Valencia

The PAV and the Customs Authority organise a Conference on the Customs Code Security Amendment

The PAV plays host to the 4th Port Cluster Innovation Symposia

Meeting between the Head of Infrastructure Australia and the PAV

UNCTAD's Train for Trade programme presents its 2011 Action Plan for the Spanish-speaking Network at the Port of Valencia

The PAV presents its ports as the Southern European Union's gateway to the Asian shipping trade at the Shanghai World Expo

Channels established to electronically link the port authorities of Shanghai and Valencia

The Port of Gandia welcomes Grand Holiday, its first cruise ship

Meeting with institutional and business representatives from Morocco

Singapore Port Authority delegation visits the Port of Valencia

Encounter with the Panamanian Ambassador

Shenzhen and Valencia sign cooperation agreements on issues related to their major strategic objectives

The PAV presents its European Transport Policy criteria to the European Commission

Agreement to promote port-city relations between the PAV and the town of Sagunto

Top management representatives from Evergreen visit the Port of Valencia

## CULTURAL ACTIVITIES

20th Valencia Half Marathon

A PAV port policeman wins three gold medals at EUROPOLYB

The 23rd "Pas Ras" race at the Port of Valencia

The arrival of the "Three Wise Men" at the Port of Valencia

Celebration of the Saint Christopher procession at the Port of Valencia

Celebration of the Virgin of the Carmen festivity at the Port of Valencia


23rd Port of Sagunto Half Marathon

The Poblats Marítims Athletics Club thanks the Port Authority of Valencia for its support of the "Pas Ras" race


NEW PACIFIC
Quail Cruises

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