

# Port of Barcelona

**Barcelona: New terminals, new strategies**



**Port de Barcelona**

Lluís París, Commercial Manager  
October 2016

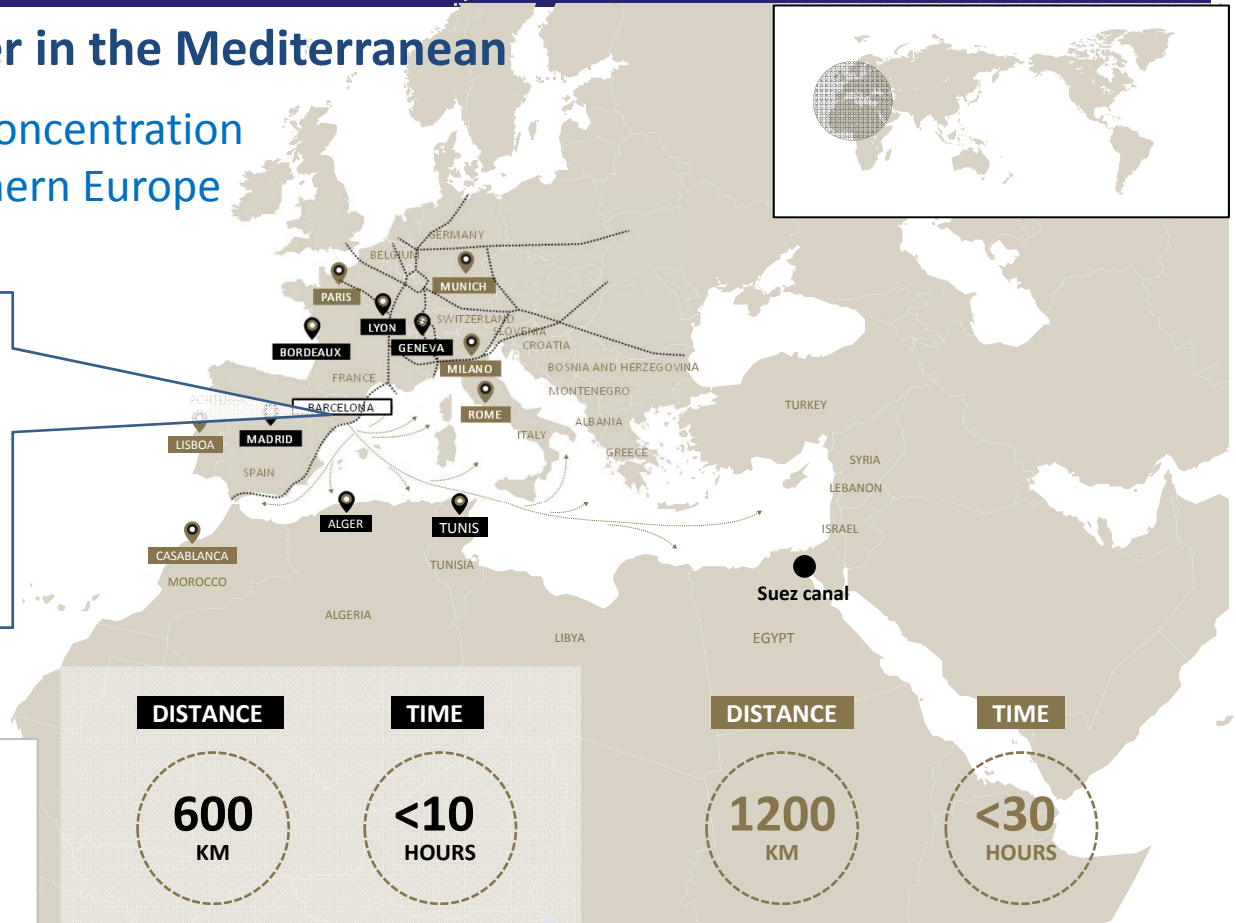
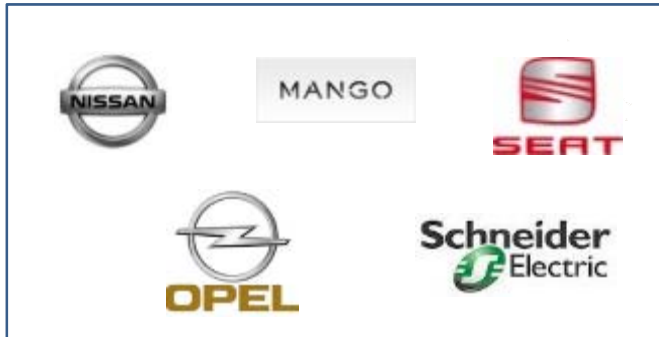


1. Barcelona: logistics center in the Mediterranean
2. The Port of Barcelona and its strategy
3. Enlargement
4. Connectivity
5. Traffic Port of Barcelona – Saudi Arabia
6. Client Oriented



## 1. Barcelona: logistics center in the Mediterranean

Biggest industrial and logistics concentration in the Mediterranean and Southern Europe



### Barcelona

- *In the main industrial, consumer and logistics area in the MED.*
- *Many multinational companies have understood the enormous possibilities of the MED and Barcelona and invested here to distribute to Spain, Portugal, France and the rest of the MED*

Madrid (SPAIN)

Bordeaux (FRANCE)

Lyon (FRANCE)

Geneva (SWITZERLAND)

Alger (ALGERIA)

Tunis (TUNISIA)

Lisboa (PORTUGAL)

Paris (FRANCE)

Munich (GERMANY)

Milano (ITALY)

Rome (ITALY)

Casablanca (MOROCCO)



## 1. Barcelona: logistics center in the Mediterranean Industry and consumption concentration

### BARCELONA REGION

1,5% Spanish area and 10% Spanish population, account for:

**20 %** Spanish GDP and Industry

**26%** Spanish exports flows

**28%** Spanish imports flows

**30%** Spanish exporting companies

**25%** Spanish tourists



### Global clusters

Automotive, chemical, pharmacy, fashion....



3rd city in the world for the organisation of international meetings and conferences

Headquarters of Global Companies: SEAT, MANGO, Desigual...

2 Business schools among the 10 best in Europe and in the top 25 worldwide

**Industrial specialization, sectorial clusters & powerful partnership opportunities**



# 1. Barcelona: logistics center in the Mediterranean

## MERCABARNA:



### The main distribution center for fresh and frozen foods southern Europe

Of the 700 companies located in Mercabarna, **more than 250 are located in the central markets** and engaged in wholesale trade.

#### Central Fruit and Vegetables market:



Opening: 1971  
Surface: 170.000 m2  
Companies: 160  
Commercialization: About 1'2 million tn/year

#### Central Fish Market



Opening: 1983  
Surface: 24.000 m2  
Companies: 52  
Commercialization: 80.000 tn/year

#### Mercabarna-Flowers

Opening: 2008  
Surface: 44.000 m2  
Companies: 45  
Commercialization: 14 millions units





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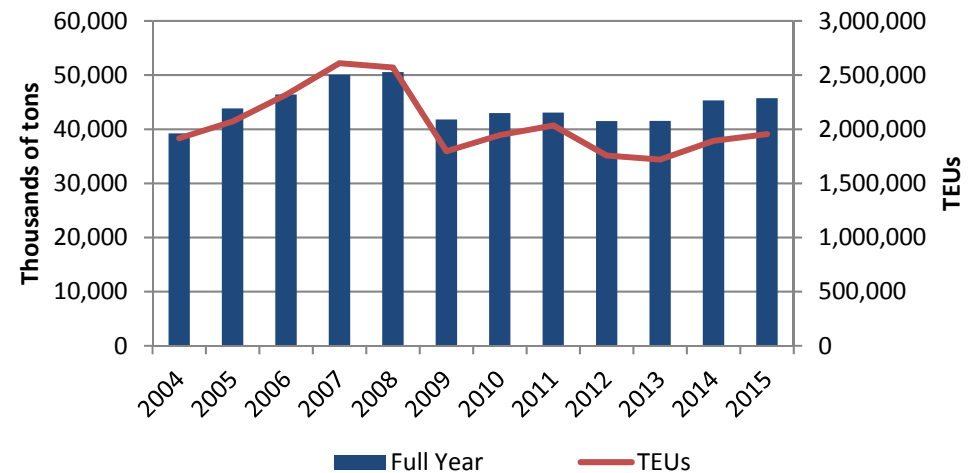
## 2. The Port of Barcelona and its strategy

A unique port due to its specialisation in different traffics

### Traffic 2015

Total traffic	45,7 M Tm
Container	2 M TEU
Vehicles	881.893 Units
Ro-Ro traffic	360.995 ITUs
Passengers	3,7 M Pax

Total traffic in the Port of Barcelona 2004-2015  
(Thousands of tons)



Over 30% of cargo is to/from Mediterranean

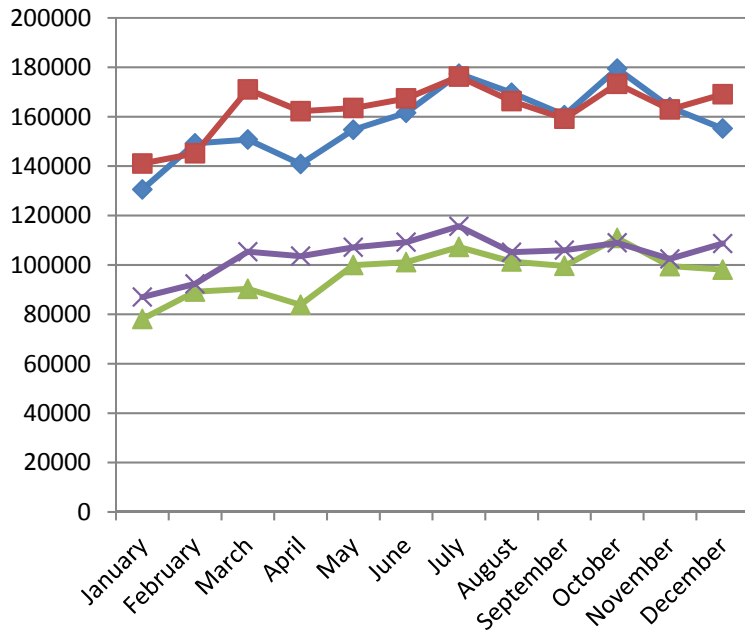
→ A highly specialised port





## 2. The Port of Barcelona and its strategy

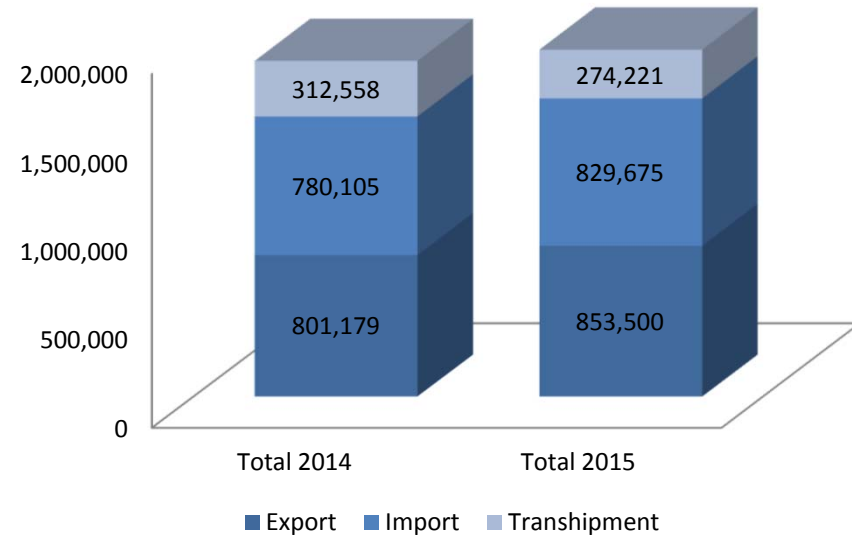
### Port of Barcelona statistics. TEU traffic



**Total traffic 2015: 1,9 M Teu  
3.36% increase vs. 2014**

◆ Total TEU 2014  
 ■ Total TEU 2015  
 ▲ Full TEU without T/S 2014 1,159,149 **7.95%**  
 ✕ Full TEU without T/S 2015 1,251,343

	Total 2014	Total 2015	Variation (%)
Export	801,179	853,500	6.53%
Import	780,105	829,675	6.35%
Transshipment	312,558	274,221	-12.27%
<b>Total Traffic</b>	<b>1,893,842</b>	<b>1,957,396</b>	<b>3.36%</b>







## 2. The Port of Barcelona and its strategy

A diversified port: traffic distribution areas



Port de Barcelona: Offering solutions for all



## 2. The Port of Barcelona and its strategy

Strategy in three pillars

Enlargement  
of the Port and  
Logistics areas



Improved  
connectivity with  
hinterland and  
foreland



Client-oriented:  
competitiveness,  
quality, proactivity,  
efficiency





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### 3. Enlargement

TCB: Growing operational capabilities

TCB terminal	
Capacity	2.3 M TEU
Area	80,4 ha
Berthing line	1.515 ml
Draught	16 m
Quay cranes	13
Reach Staker	3
Fork lift	10
Straddle carrier	62
Reefer plugs	486

Railway terminal
6 Rail tracks (750mts each) (Mixed gauge UIC-Iberian) 3 RMG



1.515 m    Hasta 16 m    80,4 ha    2,3 m TEUs    ISO 14001, ISO 9001, EMAS, OSHAS, OEA, Efficiency Network    3 @22, 5 @18, 5 @16    62    3    10

1. Crane height of 3 Super Post Panamax will be increased from 41 to 47m
2. Online berthing windows booking system, avoiding vessel berthing delays
3. Visual container inspection system (OCR), vessel to terminal and terminal to truck EIR, avoiding and reducing cargo and container claims to a minimum.
4. Receiving & Delivery daily average 2,500 truck moves.



### 3. Enlargement

BEST: First semi-automated terminal in the Mediterranean

BEST 2015	
Capacity	2.5 M TEU
Area	85 ha
Berthing line	1.500 ml
Draught	16 m
Quay cranes	11
Blocks	27
ASC	54
Shuttle carriers	30
RMG	2
Reefer plugs	1700*

Railway terminal	
8 Rail tracks (750mts each) Total rail tracks of 21Km (Mixed gauge UIC-Iberian) 2 RMG	

BEST End of Works phase 1	
Capacity	2.6 M TEU
Area	100 ha
Berthing line	1.500 ml
Draught	16 m

- Horizontal movements with non-automated Shuttle carrier
- Automated operations with ASC in the stockage area
- Land side operations with remote control





## 3. Enlargement SSS Terminals

### Terminal Port Nou:

Balearia  
Cotunav

- Berthing line: 556 m
- Surface: 4,9 Ha
- Max. draft: 16 m
- RO-RO ramps: 1

### Terminal GRIMALDI:

Grimaldi  
Grandi Navi Veloci

- Berthing line : 420 m
- Surface : 6,2 Ha
- Max. draft: 11,20 m
- RO-RO ramps : 6

### Terminal Ferry Barcelona:

Trasmediterranea  
Suardiaz

- Berthing line : 1.276 m
- Surface : 12 Ha
- Max. draft: 11,20 m
- RO-RO ramps : 4

### Terminal Drassanes:

Balearia

- Berthing line : 350 m
- Surface : 4,4 Ha
- Max. draft: 7,3 m
- RO-RO ramps : 2





## 3. Enlargement

### ZAL



*Important logistics international & national operators choose ZAL Barcelona as logistics hub and distribution center for the South of Europe and North of Africa*



	ZAL BCN	ZAL PRAT	ZAL
Surface (Ha)	65	143	208
Development area (m2)	265,000	580,000	845,000
Warehouses & offices (m2)	250,000	550,000	800,000
Services (m2)	14,000	32,000	46,000
Companies	100	120	220
Workers	5,000	8,000	13,000
Investment (thousand €)	55,000	235,000	290,000





### 3. Enlargement

#### Reefer facilities and BIP



- 5.729 m<sup>2</sup> in two floors
- 14 refrigerated warehouses (3.119 m<sup>2</sup>)
- 31 Loading docks
- 8 Different operative areas
- Truck parking area

- Beginning of operations: 9th July 2012
- Investment: 7M Euro
- 31 gates for different kind of goods
- Operating Monday to Friday from 08:00 h. to 20:00 h.





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## 4. Connectivity

Weekly connections linking to the main world ports.



More than 100 regular lines and 163 shipowners.

Wide range of feeder and Short Sea Shipping services in the Mediterranean.

Updated services at:

<http://www.portdebarcelona.cat/en/web/Port-dels-Negocis/lineas-regulares>



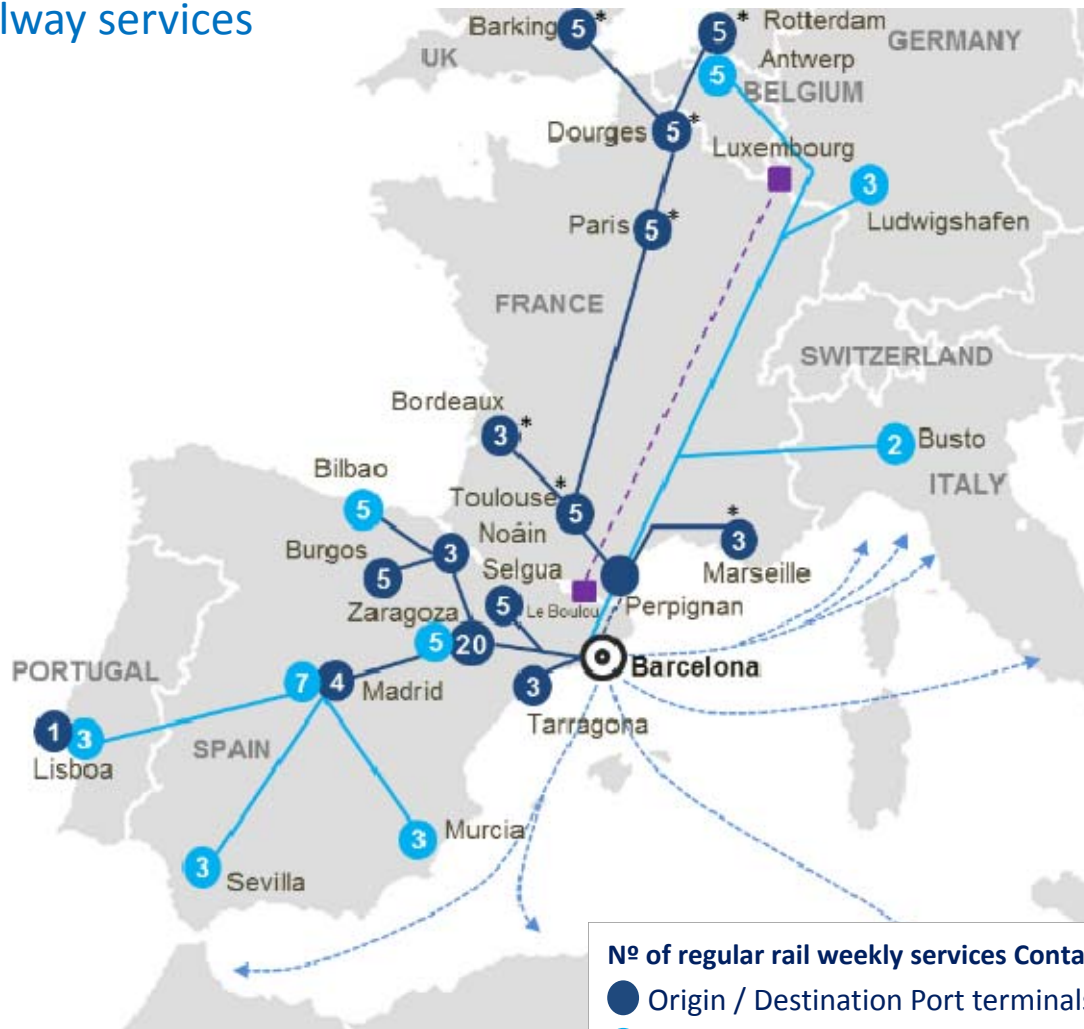
## 4. Connectivity

Regular maritime lines SSS. Mediterranean weekly services





## 4. Connectivity Railway services



\* Multimodal offer

March 2016

Nº of regular rail weekly services Containers

● Origin / Destination Port terminals

● Origin / Destination Morrot or Can Tunis

■ Rail Motorway O/D Le Boulou

From TCB & BEST	Weekly basis
<b>França &amp; UK (Perp, Toul.Bourd, Paris, Dour, Bark, Marsella)</b>	
T.Portuarios	5/3
<b>Lisboa (Portugal)</b>	
Alfil	1
<b>Madrid Azuqueca</b>	
Best + Alfil	3
SICSA + TCB	1
<b>Noáin (Pamplona)</b>	
Best	3
<b>Selgua (Huesca)</b>	
MSC	2
TCB	3
<b>Tarragona</b>	
T.Portuarios	3
<b>Villafria (Burgos)</b>	
TCB	5
<b>Zaragoza PLAZA</b>	
SICSA	2
<b>Zaragoza TMZ</b>	
TCB	15
SICSA	3
<b>Total ***</b>	<b>41</b>

\*\* by SOSTRAT and stakeholders information

\*\*\* France & UK offer not included

From Morrot	Weekly basis
<b>Antwerp</b>	
Hupac	5
<b>Bilbao</b>	
Transefa/Continental	5
<b>Busto</b>	
Hupac	2
<b>Ludwigshafen</b>	
Kombiverkher	3
<b>Madrid Abroñigal****</b>	
Renfe	7
<b>Zaragoza PLAZA</b>	
Renfe	5
<b>Total</b>	<b>27</b>

\*\*\*\* connections with Murcia, Sevilla, Lisboa and others

You can check updated services at:

<http://www.portdebarcelona.cat/en/web/port-dels-negocis/lineas-ferroviarias>



## 4. Connectivity

Rail traffic evolution in the Port of Barcelona

Quality and cost = **+400%** increase in 9 years



	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
TEUs	37.070	41.770	52.562	59.544	103.898	146.685	148.926	154.522	189.553	213.026
TOTAL increase	-23,4%	12,7%	25,8%	13,3%	74,5%	41,2%	1,5%	3,8%	22,7%	12,4%
Railway share over total I+E traffic	2,6	2,6	3,2	4,8	7,9	10,7	11,3	10,7	12,0	12,7



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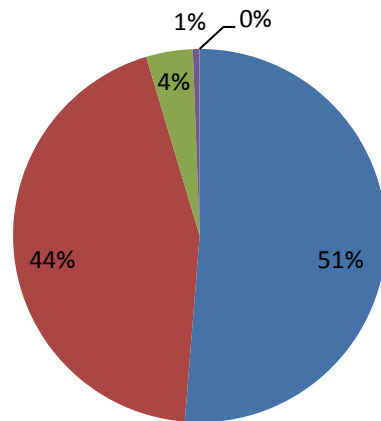


## 5.- Port of Barcelona – Saudi Arabia

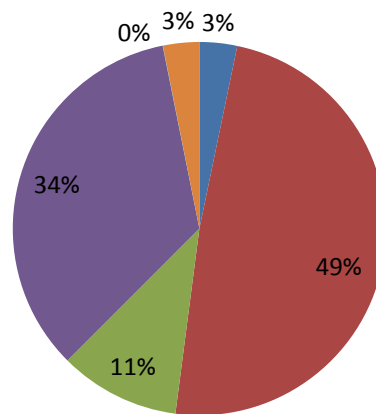
### TRAFFIC PORTS (TEUs)

	2013				2014				2015			
	Export	Import	T/S	Total	Export	Import	T/S	Total	Export	Import	T/S	Total
JEDDAH	13.688	9.252	2.144	<b>25.084</b>	14.628	8.873	512	<b>24.013</b>	12.645	8.036	578	<b>21.259</b>
SADMM DAMMAM (KING ABDUI AZIZ PORT)	6.910	1.624	726	<b>9.260</b>	7.474	628	649	<b>8.751</b>	14.699	537	82	<b>15.318</b>
JUBAIL	108	5.755	1	<b>5.864</b>	86	7.283	56	<b>7.425</b>	165	5.656	107	<b>5.928</b>
KING ABDULLAH CITY					556	801	47	<b>1.404</b>	1.157	1.720	136	<b>3.013</b>
YANBU INDUSTRIAL CITY		1.244		<b>1.244</b>		769		<b>769</b>		517		<b>517</b>
DAMMAN	227	52		<b>279</b>	45	11		<b>56</b>	4	3		<b>7</b>
<b>Total</b>	<b>20.933</b>	<b>17.927</b>	<b>2.871</b>	<b>41.731</b>	<b>22.789</b>	<b>18.365</b>	<b>1.264</b>	<b>42.418</b>	<b>28.670</b>	<b>16.469</b>	<b>903</b>	<b>46.042</b>

Export 2015



Import 2015



- SADMM DAMMAM (KING ABDUI AZIZ PORT)
- JEDDAH
- KING ABDULLAH CITY
- JUBAIL
- DAMMAN
- YANBU INDUSTRIAL CITY

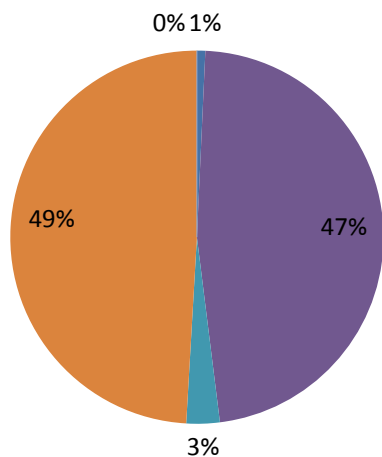


## 5.- Port of Barcelona – Saudi Arabia

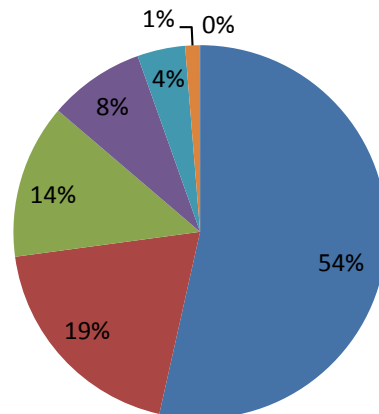
### TRAFFIC PORTS (Tons)

	2013				2014				2015			
	Export	Import	T/S	Total	Export	Import	T/S	Total	Export	Import	T/S	Total
JUBAIL	465	159.813	4.210	<b>164.488</b>	552	367.105	818	<b>368.475</b>	2.634	348.298	118.129	<b>469.061</b>
JEDDAH	182.264	91.426	33.089	<b>306.778</b>	194.366	79.221	9.474	<b>283.062</b>	172.384	54.156	44.881	<b>271.420</b>
SADMM DAMMAM (KING ABDUI AZIZ PORT)	95.538	24.796	8.659	<b>128.992</b>	96.730	9.075	17.358	<b>123.163</b>	178.850	8.279	9.044	<b>196.173</b>
YANBU INDUSTRIAL CITY		20.077		<b>20.077</b>		12.021		<b>12.021</b>		125.959		<b>125.959</b>
YANBU		101.858		<b>101.858</b>		59.290		<b>59.290</b>		87.136		<b>87.136</b>
GIZAN											71.953	<b>71.953</b>
KING ABDULLAH CITY					6.051	12.538	666	<b>19.255</b>	10.558	26.993	264	<b>37.814</b>
DAMMAN	2.996	722		<b>3.718</b>	582	49		<b>631</b>	19	72		<b>91</b>
RABIGH		38.701		<b>38.701</b>								
<b>Total</b>	<b>281.262</b>	<b>437.392</b>	<b>45.957</b>	<b>764.611</b>	<b>298.281</b>	<b>539.299</b>	<b>28.316</b>	<b>865.896</b>	<b>364.445</b>	<b>650.892</b>	<b>244.271</b>	<b>1.259.608</b>

Export 2015



Import 2015



- JUBAIL
- YANBU INDUSTRIAL CITY
- YANBU
- JEDDAH
- KING ABDULLAH CITY
- SADMM DAMMAM (KING ABDUI AZIZ PORT)
- DAMMAN



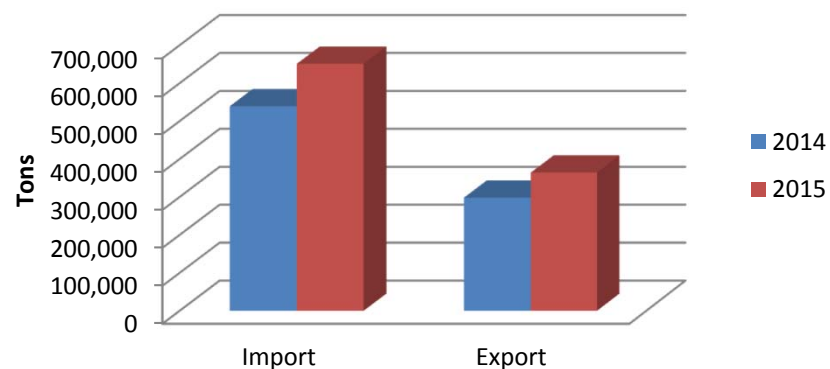


## 5.- Port of Barcelona – Saudi Arabia

### TOP 10 TRAFFIC PER PRODUCTS : (Tons)

Goods code		2014				2015			
		Export	Import	T/S	Total	Export	Import	T/S	Total
27	MINERAL FUELS & OILS AND SIATILLATES	72	192.983	60	<b>193.116</b>	277	347.602	214.601	<b>562.479</b>
39	PLASTICS	7.159	200.999	1.070	<b>209.228</b>	14.357	157.347	2.646	<b>174.350</b>
29	ORGANIC CHEMICALS	2.979	118.639	5	<b>121.623</b>	2.661	119.466	11.946	<b>134.074</b>
73	ARTICLES OF IRON OR STEEL	8.842	10.083	21	<b>18.946</b>	10.511	7.861	139	<b>18.511</b>
19	PREPARATIONS OF CEREALS	7.187		64	<b>7.252</b>	11.702	51	286	<b>12.039</b>
87	VEHICLES AND PARTS	14.371	19	1.763	<b>16.153</b>	16.998	26	6.853	<b>23.877</b>
85	ELECTRICAL MACHINERY AND EQUIPMENT	16.486	16	50	<b>16.552</b>	16.316	7	76	<b>16.399</b>
12	OIL AND GRAINS	91.090		29	<b>91.119</b>	140.582			<b>140.582</b>
48	PAPER AND PAPERBOARD	44.954	90	414	<b>45.458</b>	35.140		304	<b>35.445</b>
23	PREPARED ANIMAL FOOD	21.693			<b>21.693</b>	20.790			<b>20.790</b>
-	FRESH FOOD	7.973		52	<b>7.925</b>	9.090		2.949	<b>12.039</b>
<b>Total Top 10</b>		<b>222.806</b>	<b>522.829</b>	<b>3.530</b>	<b>749.065</b>	<b>278.424</b>	<b>632.360</b>	<b>239.800</b>	<b>1.150.585</b>
<b>Rest</b>		<b>83.449</b>	<b>16.470</b>	<b>24.837</b>	<b>124.757</b>	<b>95.111</b>	<b>18.532</b>	<b>7.420</b>	<b>121.063</b>
<b>Total</b>		<b>306.255</b>	<b>539.299</b>	<b>28.367</b>	<b>873.822</b>	<b>373.535</b>	<b>650.892</b>	<b>247.220</b>	<b>1.271.648</b>

### Traffic per products



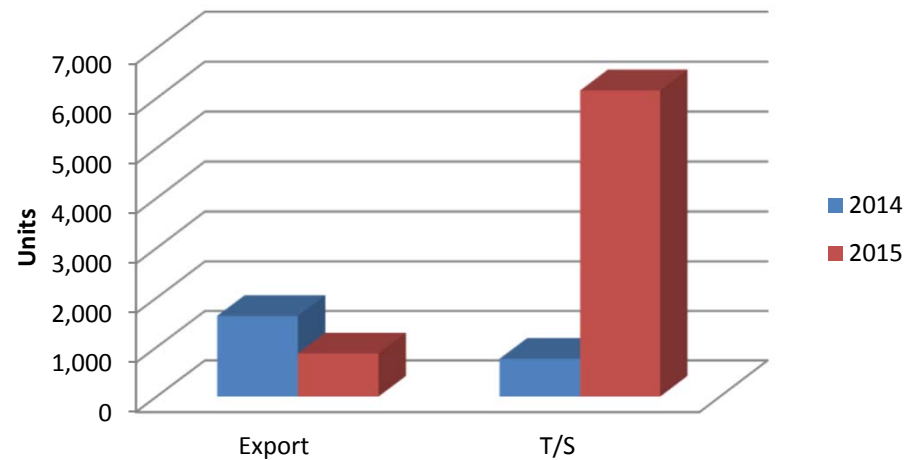


### 5.- Port of Barcelona – Saudi Arabia

TRAFFIC VEHICLES: (Units)

	2014			2015		
	Export	T/S	Total	Export	T/S	Total
Total	1.634	765	2.399	872	6.145	7.017

#### New vehicle traffic





## 5.- Port of Barcelona – Saudi Arabia

### CONTAINER LINER SERVICES

LINER SERVICES SAUDI ARBIA					
13/10/2016					
Service name	Shipping Line	Freq.	Port	Export TT	Import TT
MD3 / HPM	COSCO CONTAINER LINES (COSCON)	Setmanal	Jeddah Islamic Port	11	14
	EVERGREEN MARINE CORPORATION				
	HANJIN SHIPPING CO. LTD.				
	K LINE				
JADE / AE-11	UNITED ARAB SHIPPING, CO.	Setmanal	King Abdullah City	12	-
	YANG MING LINE				
EUM	MAERSK LINE/A.P.MOLLER	Setmanal	Jeddah Islamic Port	12	13
	MEDITERRANEAN SHIPPING CO				
	A.P.L. (AMERICAN PRES. LINE)				
	HAPAG-LLOYD,A.G.				
	HYUNDAI MERCHANT MAR				
MEX 1 / AMX 9 / AMC 3	MITSUI OSK LINES LTD	Setmanal	Jeddah Islamic Port	16	-
	NYK LINES				
	ORIENT OVERSEAS CONT. LINE				
	CMA CGM				
IMEX / MEDEX / IME	COSCO CONTAINER LINES (COSCOCS)	Setmanal	Jeddah Islamic Port	18	11
	COSCO CONTAINER LINES (COSCON)				
	UNITED ARAB SHIPPING, CO.				
	A.P.L. (AMERICAN PRES. LINE)				
ME2	CMA CGM	Setmanal	Dammam	18	31
	COSCO CONTAINER LINES (COSCON)		Jeddah Islamic Port	8	17
	HANJIN SHIPPING CO. LTD.		Jubail Commercial Port	21	28
	UNITED ARAB SHIPPING, CO.				



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## 6. Client Oriented



The SAC (Customer Service) is the link between the market and the Port. It acts as a promotion, complaints handling, information requests, incidents resolution, etc.



Portic is the Port Community System of the Port of Barcelona. Improves the competitiveness of the port community through a technological platform that provides an easier interaction



The Quality Team (EQ) is involved in the detection of damage and faults in the goods and in the seal and supports the inspection services; Controls interventions and provides incidents information. It acts at TCB, Tercat, the PIF, and Setram Autoterminal.



The APB has begun to develop logistics consultancy work for those customers that want to improve their logistics, proposing more competitive alternatives than usual.



Information services addressed to end users. Recently, training actions have been initiated in company to exporters and importers.



Information service regarding the CO2 generated by the customer logistics chains and advice on more effective alternatives from an environmental point of view.





## 6. Client Oriented

From a Paperless Port towards a Smart Port. Continuous IT developments

The **Port of Barcelona** has been awarded by the International Association of Ports and Harbours (**IAPH**) with the **2015 IT award** for the implementation of the **Smart Gate-In** and **Get-Out process**.

Procedures & EDI messages for VGM (Verified Gross Mass) in force 1st July 2016, ready in PCS (Port Community System)

**PORTIC** is the telematic platform of the Port of Barcelona for efficient and effective exchange of information

### You can arrange:

- Shipping contracts
- Land transport procurement
- Customs
- Ship's cargo list
- Financial services
- "Portic Manifiesta" allows to apply calls and berthing, to generate load and unload manifests, and others.



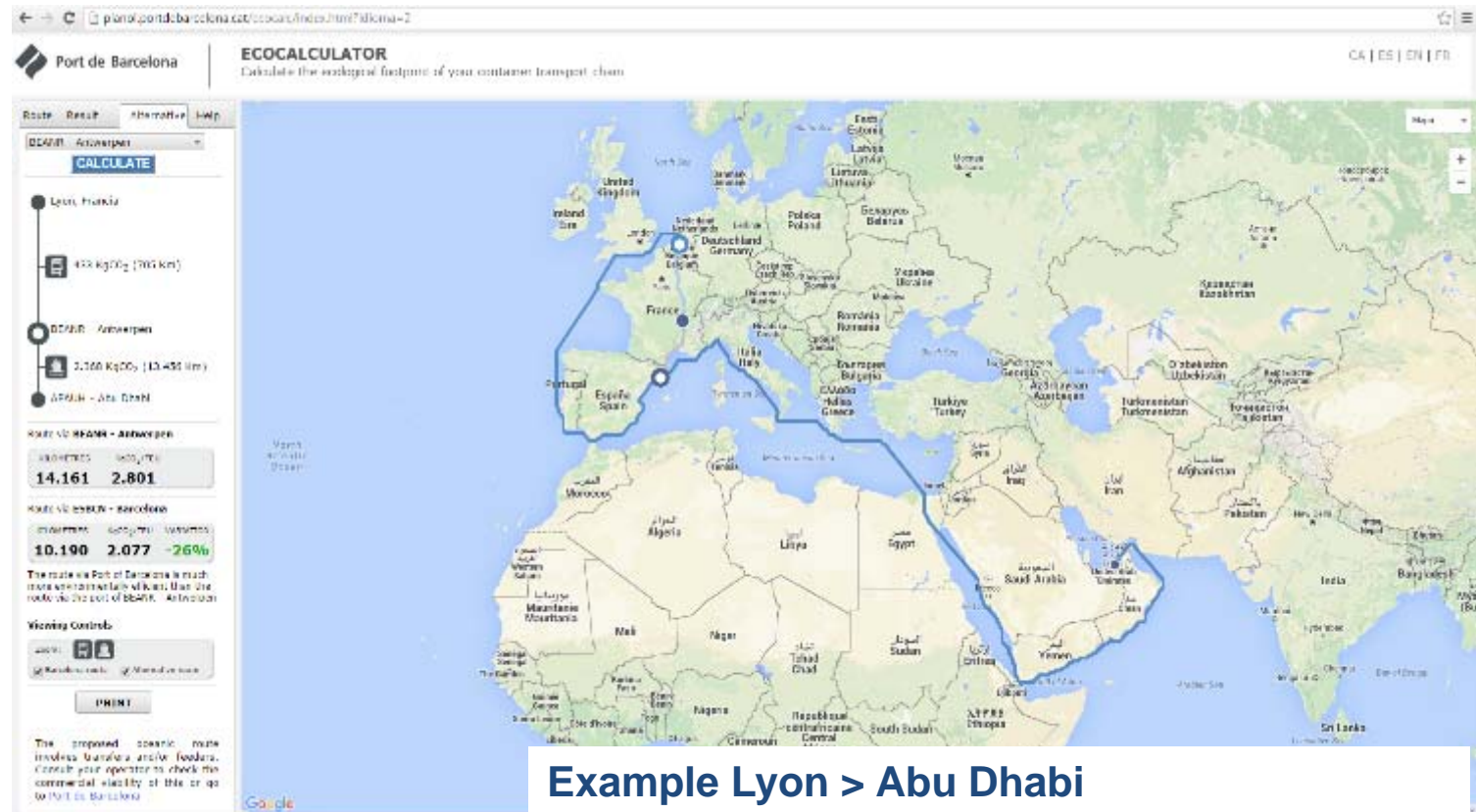


## 6. Client Oriented Ecocalculator

Web tool for calculating CO2 emissions associated to transport routes

- Maritime section: origin port to destination port
- Land section between the Port of Barcelona and the final location: by road or rail (last mile always by road)

Comparisons with other European ports of call



### Example Lyon > Abu Dhabi

The route via Port of Barcelona has significantly less environmental impact than the route via the Port of Antwerpen

**-26 % CO2 emissions**

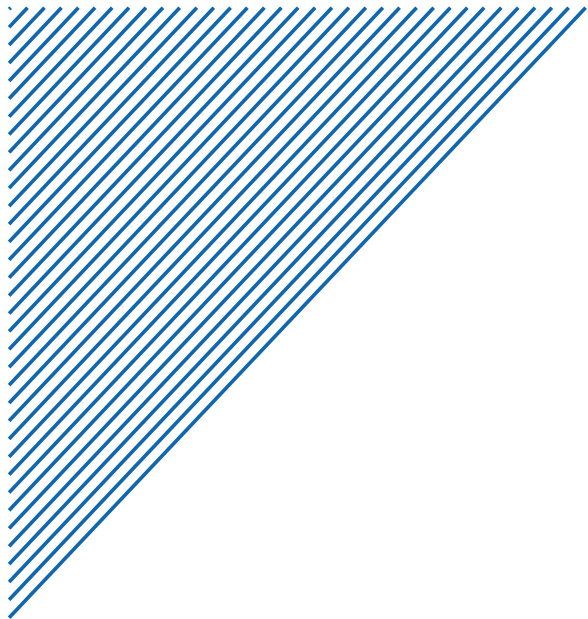
Try out on [www.portdebarcelona.cat](http://www.portdebarcelona.cat)





## The Barcelona advantage

- Reduction of **transit time** by 3-4 days **fuel savings** and **lower CO2 emissions** on routes to/from Far East compared with North European Ports.
- Potential **hinterland** of more than 4 million TEU within a radius of 600 km .
- Unique location in one of the largest **commercial and industrial centers** in the Mediterranean.
- **Multimodal corridors** connecting the port with major industrial and consumer areas in Europe.
- The European Union has included Barcelona and its Port as one of the **main nodes of the Mediterranean Corridor**, one of the Europe's main transport corridors.
- Fully **integrated services** for a global market and specialized logistics solutions for different sectors.
- Excellence in Service: worldwide recognition on **Quality and Efficiency** (customs clearance within 17 hours in case of physical inspection), Paper Free Port and development of Logistics Areas.
- **Client oriented:** added value services to increase the competitive advantage for our clients



[www.portdebarcelona.cat](http://www.portdebarcelona.cat)

**Thanks**

