Cruise Tourism In the Mediterranean: Challenges and Opportunities

John Portelli – General Manager

Roma Cruise Terminal

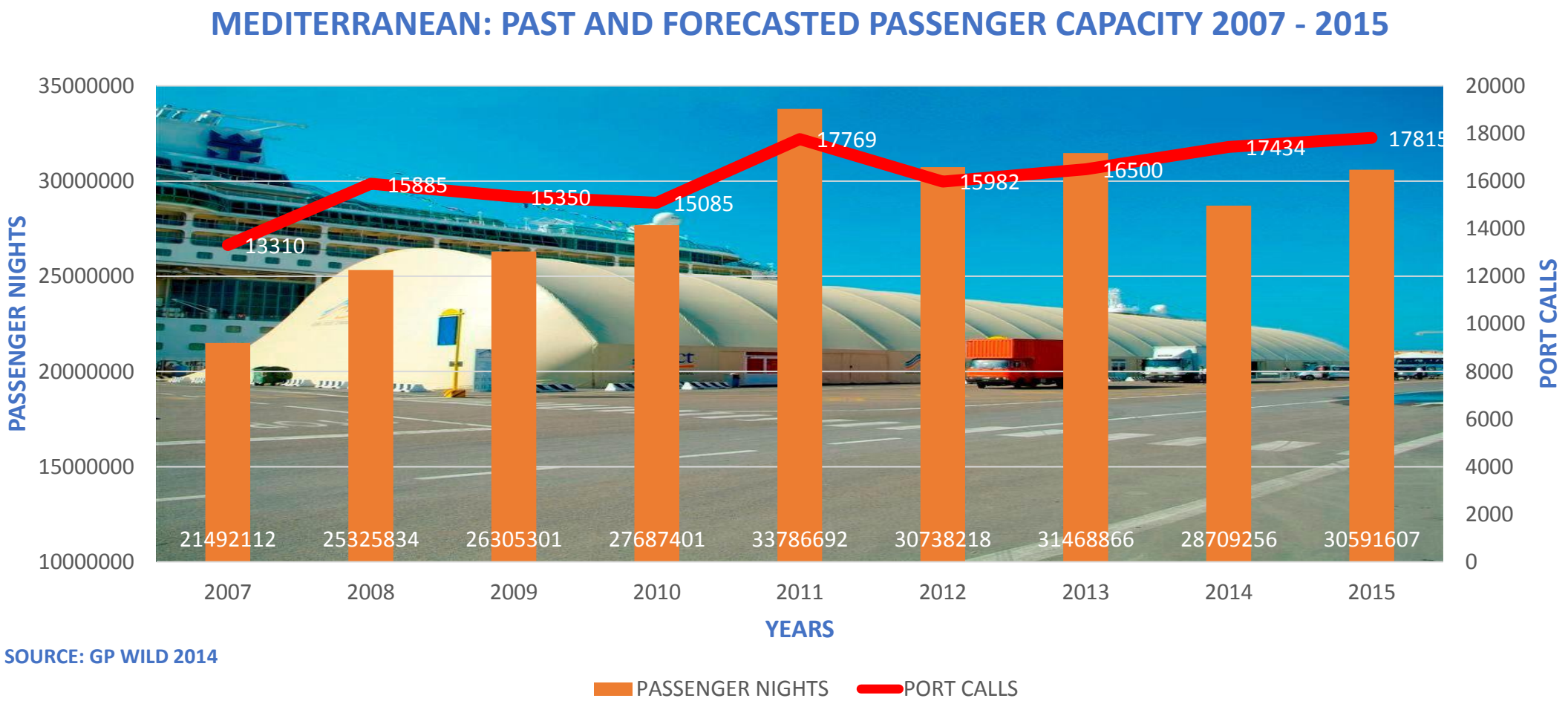
Topics

- Roma Cruise Terminal
- A growing industry
- The economic return
- The challenge of future growth: capital, labour and innovation
- Working Together

Roma Cruise Terminal: Milestones

April 2005	2009
Roma Cruise Terminal s.r.l. is set up. Shareholders are Costa Crociere, Marinvest and Royal Caribbean Cruises.	Record year. More than 1000 ship calls and 2.57 million passengers
2005 In September, 40 year concession agreement signed with the Port Authority of Civitavecchia, Gaeta and Fiumicino.	**2014** In September, RCT assigns the design and construction of the new cruise passenger terminal to Studio Vicini.
New passenger handling terminals.	In November, Signing of Deed of Delivery of the Antemurale Cristoforo Colombo (designated construction site).
RCT handles more than 1.5 million passengers	
2008	**2015**
More than 900 ship calls registered in one year.	In January, clearing of designated construction site.
RCT handles more than 1 million transit passengers.	

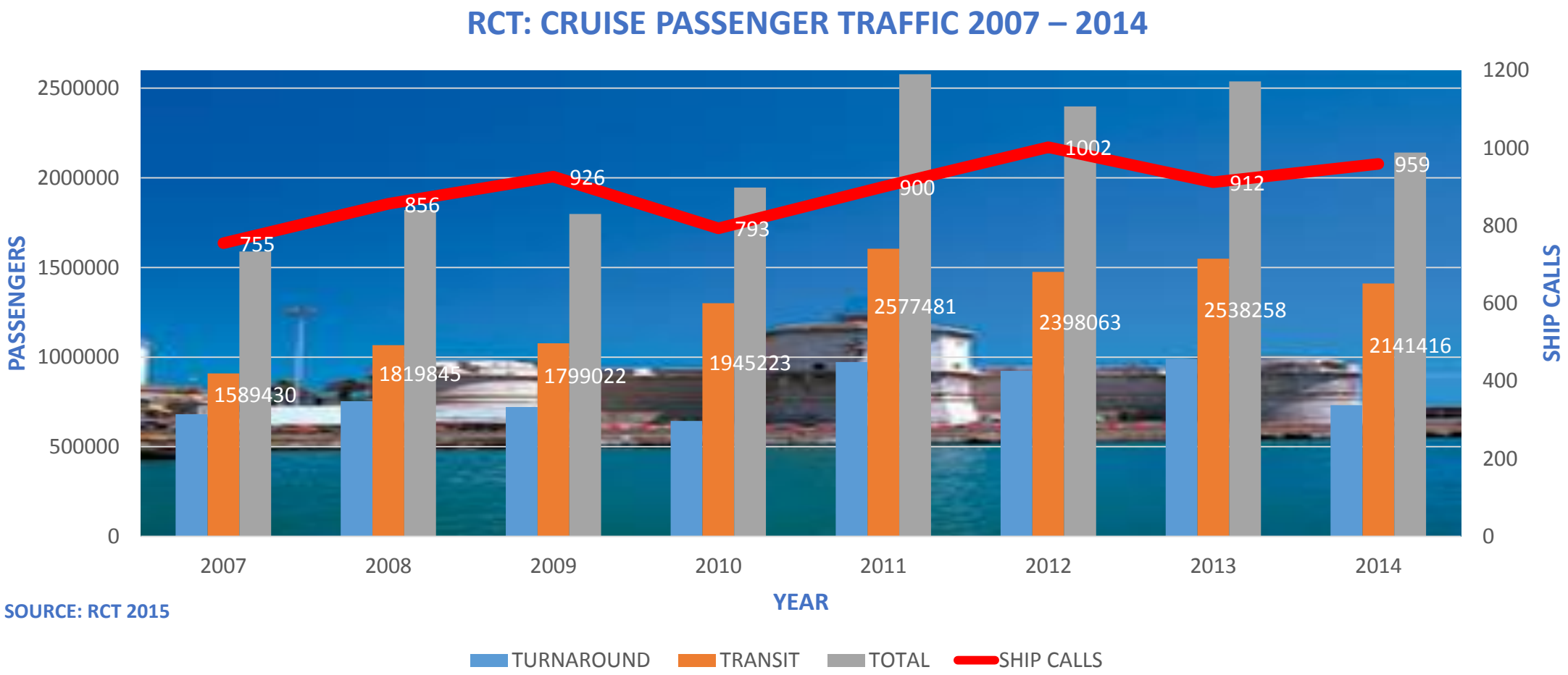
A Growing Industry



SOURCE: GP WILD 2014

ROMA CRUISE TERMINAL s.r.l.

A Growing Industry



SOURCE: RCT 2015

ROMA CRUISE TERMINAL s.r.l.

The Economic Return (2013) (Source: CLIA Europe/GP Wild)

ITEM	EUROPE	ITALY
DIRECT EXPENDITURE	€ 16.2 billion	€4.6 billion (28%)
SHIP BUILDING (2014 – 2017)	€ 4.0 billion	€ 1.5 billion (37%)
EMPLOYEE COMPENSATION	€ 10.5 billion	€ 3.1 billion (29%)
EMPLOYMENT	339,417	164,804 (49%)

According to the CLIA Europe report, each € 1 million in direct cruise expenditure generated €2.43 million in business output and 21 jobs paying an average €31,000.

The Challenge of Future Growth

Working Together

Working Together

John Portelli – Roma Cruise Terminal

John Portelli is the General Manager of Roma Cruise Terminal, the private terminal operator responsible for managing cruise passenger operations in the port of Civitavecchia. The port of Civitavecchia is Italy's largest cruise port. It handled more than 2 million passengers in 2014 and is the second largest cruise port in Europe.

John Portelli has been involved in the passenger and cargo port sector for more than twenty years. He joined Roma Cruise Terminal, from Valletta Cruise Port. During his term as CEO of Valletta Cruise Port, VCP was voted the best turnaround port by *Cruise Insight* for three consecutive years. He also served as General Manager of CMA CGM's Malta office as well as a director of MFT Limited one of Europe's largest container terminals.

As Chief Secretary of the Government Privatisation Unit in Malta, he drafted the privatisation strategy document and represented Government, in all the privatization projects that occurred up to 2005 and in particular the ones involving the port and transport sector.

John Portelli has written and lectured extensively about port reform, development and management. Over the years, he conducted a number of port consultancy and privatisation assignments behalf of international agencies.

A Fellow of the Chartered Institute of Logistics and Transport and a Chevening Scholar, John Portelli is a graduate of the University of Malta and the University of Manchester.