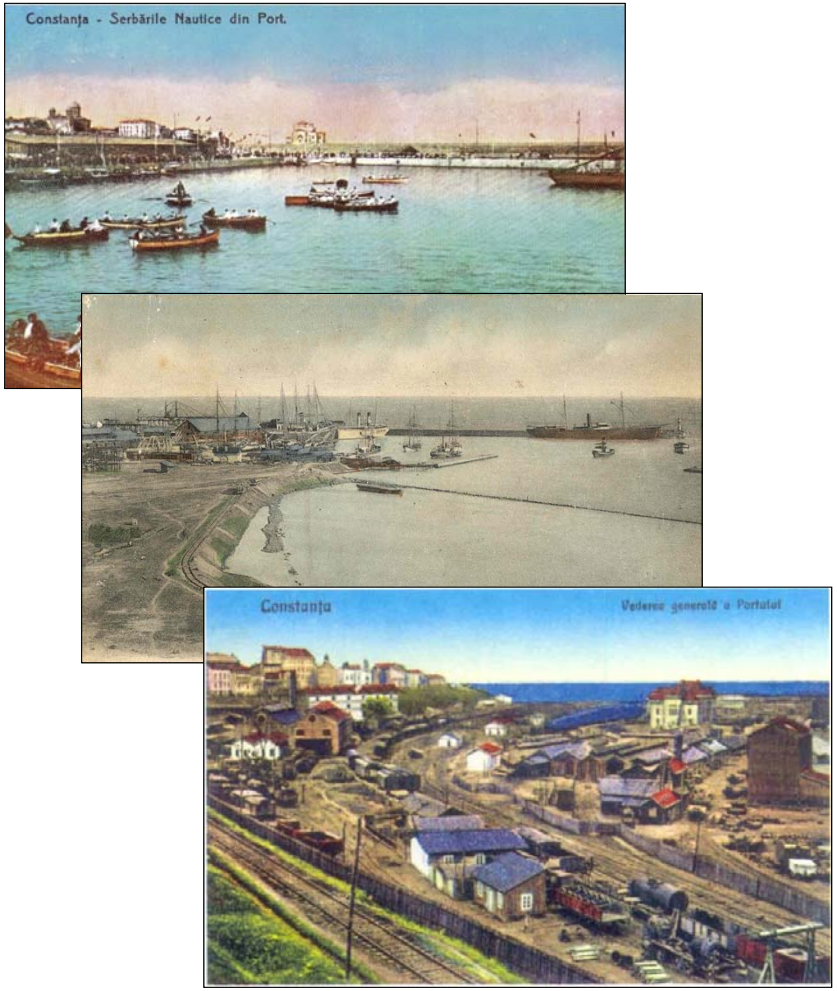
CONSTANTA PORT – A Cruise Destination
with Direct Links to the Danube Corridor
Transit your business
Port of CONSTANTA
National Company MARITIME PORTS ADMINISTRATION S.A. Constanta

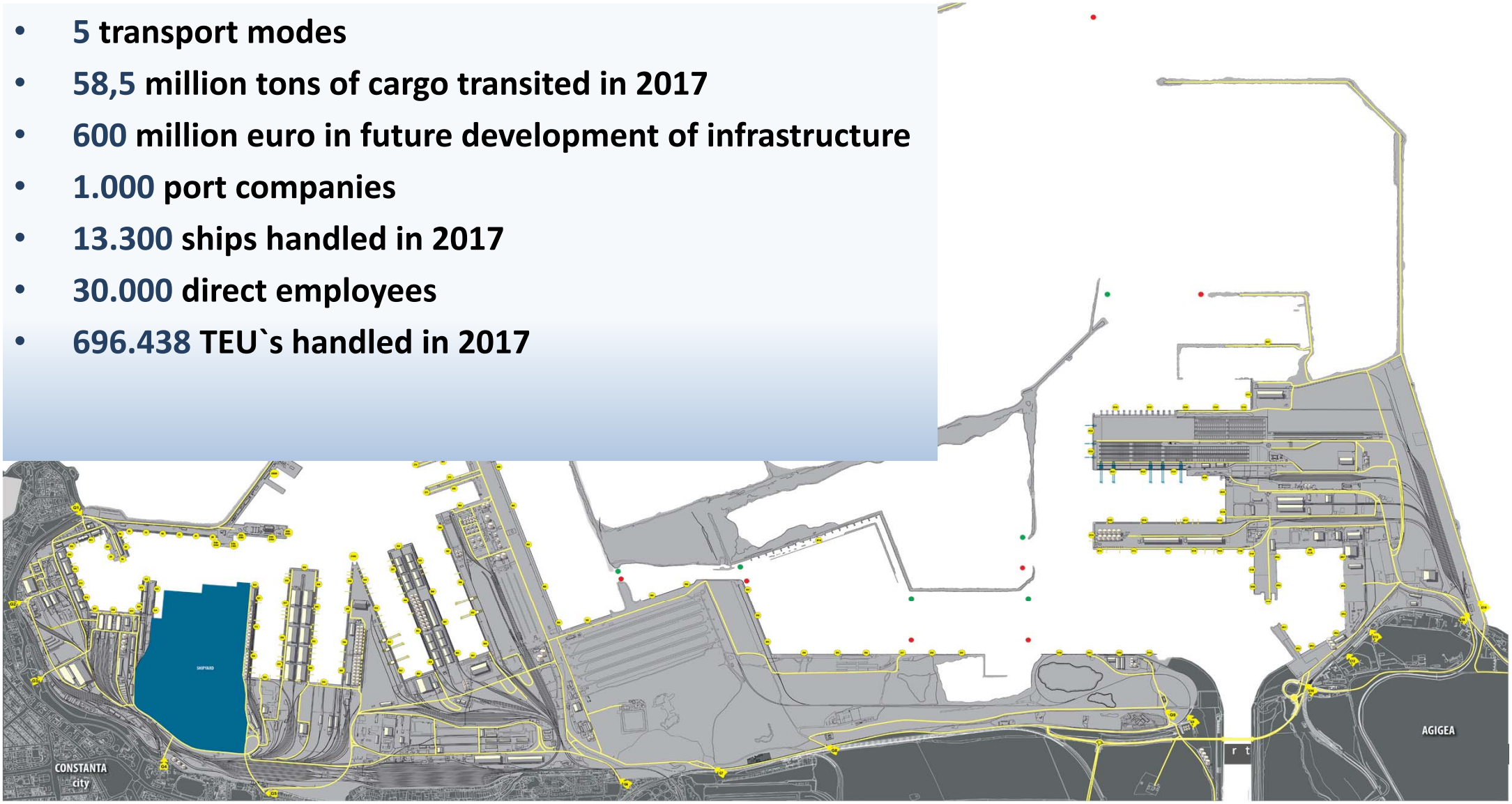
Constanta Port - Past vs Present



Welcome to **CONSTANTA Port** / transit your **business**

Key numbers of Port Community

- **5 transport modes**
- **58,5 million tons of cargo transited in 2017**
- **600 million euro in future development of infrastructure**
- **1.000 port companies**
- **13.300 ships handled in 2017**
- **30.000 direct employees**
- **696.438 TEU`s handled in 2017**



Constanta - River and Maritime Port

Connection with Danube through Black Sea Danube River Canal

- **Canal is 64.4 km long and**
- **90 m wide and**
- **has a water depth of 7 m and 17.5 m clearance under the bridges**

Constanta Port Passenger Terminal

Year	Total no. of calls	Maritime calls	River calls	No. of passengers
2006	74	28	46	26.506
2007	75	43	32	24.083
2008	82	56	26	30.948
2009	46	44	2	891
2010	58	49	9	21.286
2011	43	43		23.878
2012	52	41	11	34.010
2013	69	53	16	54.609
2014	91	72	19	69.843
2015	36	25	11	37.014
2016	18	11	7	15.750
2017	15	4	11	3.150

Passenger Terminal characteristics:

- Berthing front : 293m
- Draft : 13,5 m
- Its position (at port entrance) assures direct and easy access for large passenger ships
- Built to accommodate 100,000 passengers/year

Welcome to **CONSTANTA** **Port** / transit your **business**

Constanta Port Passenger Terminal

Constanta Port Passenger Terminal

Terminal facilities include:

- **Fully ISPS compliant (enhanced security)**
- **Customs and Immigration Office**
- **Distinct spaces for Arrivals and Departures**
- **Separate lanes for EU and non-EU residents**
- **Info stand**
- **Exchange Office**
- **Generous parking spaces**
- **Duty-free shops and other commercial stands**
- **2 bar areas**
- **Newspapers and magazines stands**

Welcome to **CONSTANTA** **Port** / transit your **business**

Constanta Port Passenger Terminal

RIVER CRUISING & PORT OF CONSTANTA

RADU COMANICI
Danube Cruises Romania

A short overview on the obstacles River Cruise operators have to meet to add Port of Constanta as a standard destination

DCR CRUISE SERVICES

Danube Cruises Romania

Company experience related to port Constanta

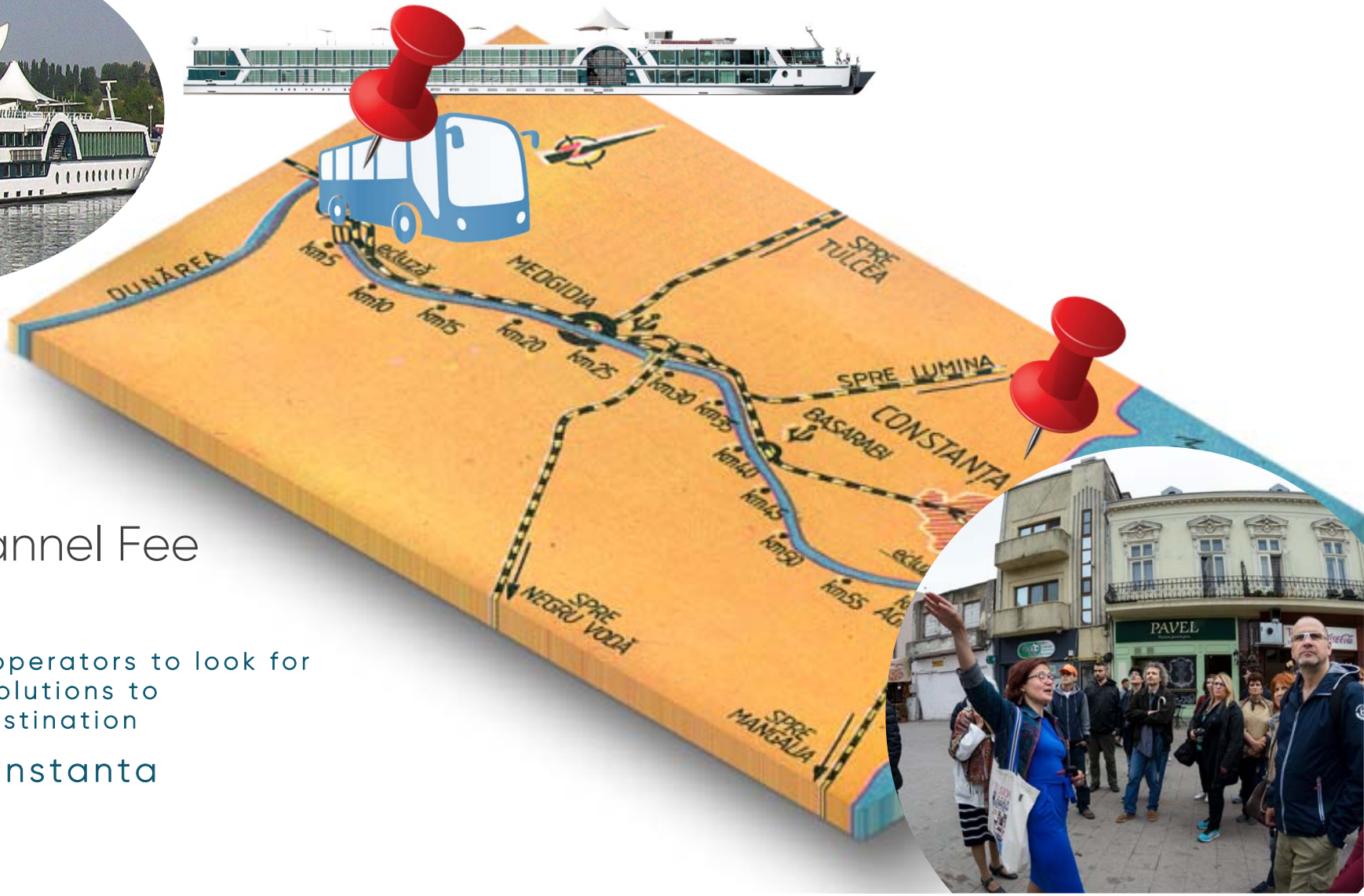
1997 Launched first Amadeus vessel and opened the season with a Premiere cruise Program starting Amsterdam and ending Harbor Constanta. Continued the rest of season 1997 and also entire season 1998

UNIQUE

Cultural Experience for Passengers

On board lectures creating link to history and political changes over the last decades

P.O.I. RELOCATION



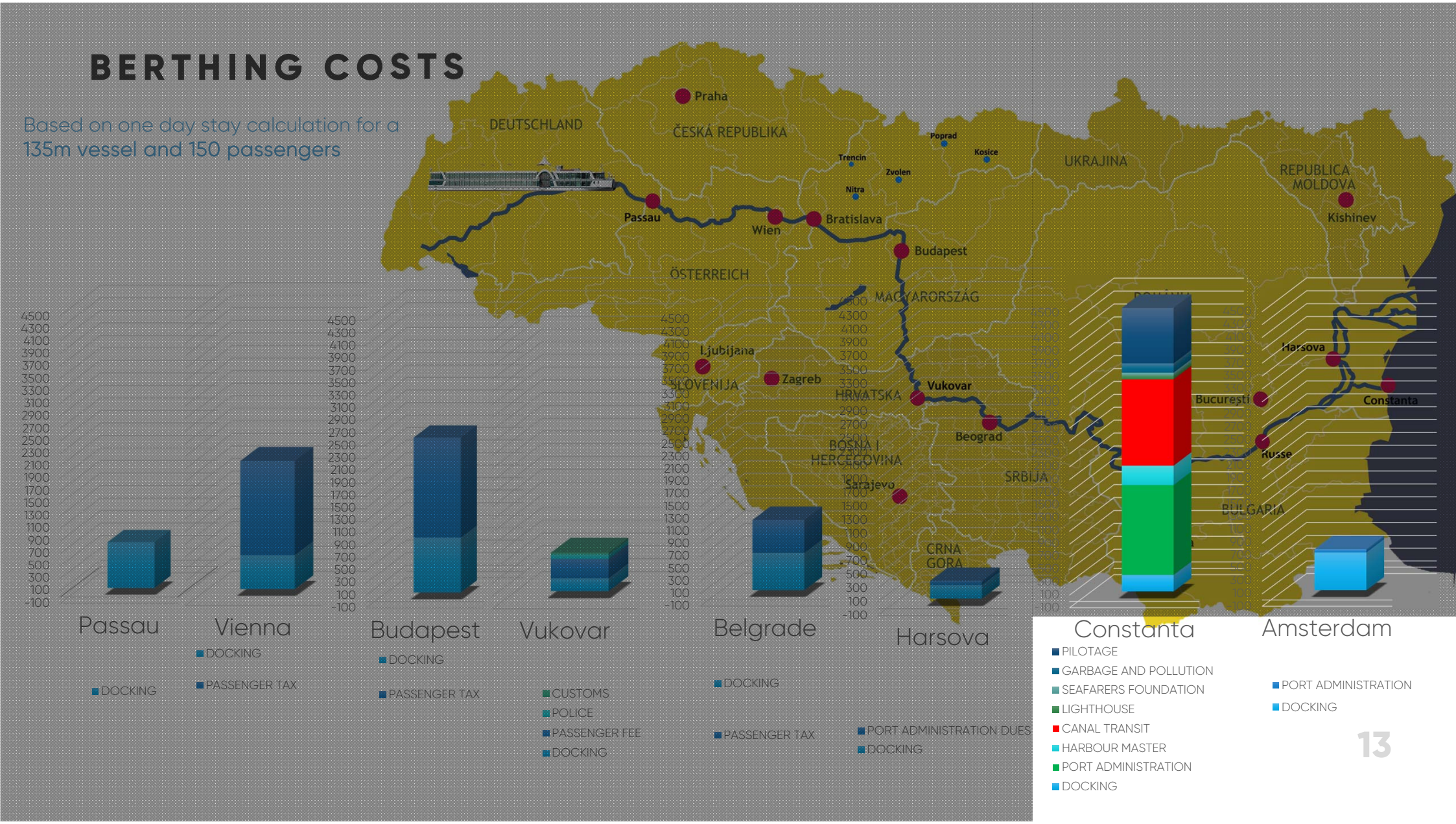
High Channel Fee Costs

forced tour-operators to look for alternative solutions to substitute destination

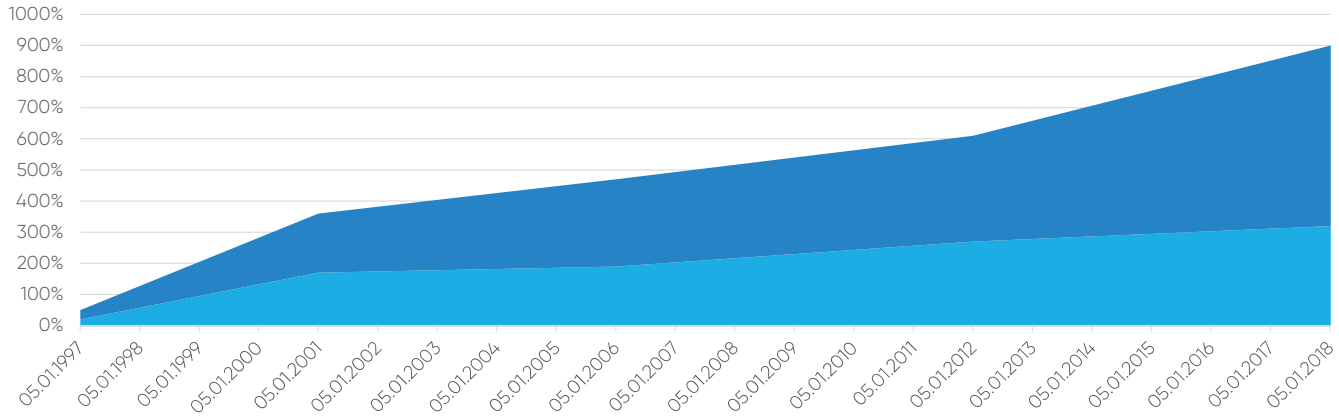
Port of Constanta

BERTHING COSTS

Based on one day stay calculation for a
135m vessel and 150 passengers



RIVER CRUISE VESSELS **INFOGRAPHIC**



European Guests

Non-European guests

- Since 1997 number of river cruise vessel & capacity increased approx.. 1000 %
- Huge potential & opportunities for Port & Region Constanta ;
- Cruise Lines are looking to innovative schedules combining different ports

RIVER & SEA CRUISES

Key differentiation that can be transformed to an advantage when combined

SYNERGIES OF EXPERTISE

SIZE LIMITATIONS

CONSTRUCTION CONCEPT

CRUISE EXPERIENCE EXPECTATION

DIFFERENT POSSIBILITIES

KEY OF SUCCESS

RIVER CRUISE ADVANTAGES

Historical & cultural density of the route
Port-Intensive approach
Short distances between ports
Get to know everyone
Dock in town center,
culturally focused

GUEST TYPOLOGY

ON RIVERS

RIVER CRUISER

River Cruise Traveler advantage:

Sailing scenery, cultural aspects

Docking in the center of visited cities

Guest typology “educational ones” Entertainment focusing on lectures, sailing experience: Narrow lock. Low bridges etc. increase touch to the product and cruise feeling.

AT SEA

OCEAN CRUISER

Ocean Traveler Entertainment options not possible on river cruise:

Casino

Theatre , Live shows etc.

Many bars and restaurants

Guest typology “ to be entertained ones “

Ocean-River Cruise Brand Integration

STUDY CASE

Fred.Olsen Cruise Lines

Product extension

Strategic approach by Ocean Cruise market player Fred Olsen

Expertise joint

Cruise product extension using co-operation and integrating existing expertise of partner

Strategic partnership for mutual benefit sharing common goals

Continuing Market Differentiation

Product can be extended with direct maritime-river link and schedule alignment for perfect integration.

BRABANT

Cruise product extension & integration

To meet the expectations of passengers we have established a holistic approach

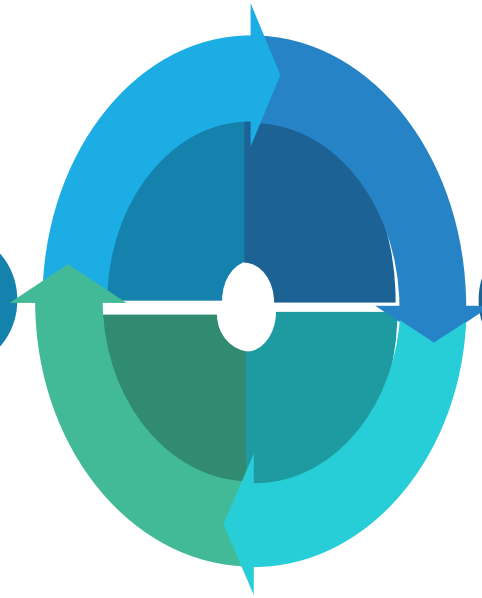
CUSTOMER UNDERSTANDING

Keep in mind the expectation of the passenger as main stakeholder. Promote positive differences of river cruising as marketing tool

CRUISE EXPERTISE

Combine pioneering approach with inhouse expertise for tailored platform to integrate maritime product to river concept

SEA CRUISE



RIVER CRUISE

ALREADY EXPERIENCE

Fine tuning service blue print used for small contingents of maritime cruisers and alignment to full maritime cruise brand alignment

INNOVATIVE DEVELOPMENT

Reinvent the entire concept from the scratch. New logistic to connect sea cruise to river cruise incl. Pre&Post program

Constanta touristic resorts

The littoral resorts, known to the international circuit - Mamaia, Eforie Nord, Eforie Sud, Techirghiol, Costinesti, Olimp, Neptun, Jupiter, Cap Aurora, Venus, Saturn and Mangalia - with their complexes featuring accommodation, treatment and various recreation possibilities, offer conditions for leisure and treatment during the summer season, some even in the off-season.

Constantza City Tour and Roman Ruins

THE ARCHAEOLOGICAL MUSEUM: An important collection of archaeological material discovered in the area. The Treasury Hall displays 24 marble statues dating from the 2nd and 3rd centuries, which represent various deities, such as Fortuna and Pontus, god of the Black Sea, and the fantastic "Glykon Snake".

THE ROMAN EDIFICE: A complex of warehouses and shops from the 4th Century A.D., incorporating a magnificent mosaic floor, the largest discovered in South Eastern Europe.

Ancient Citadel of Histria

Histria, situated 70 kilometres north of Constanta, was founded in 656 B. C. The city was active until the late 6th Century A. D.

One may see a variety of city walls from the Hellenistic, early Roman and late Roman Empire, the remains of public buildings, baths, secular basilicas, three Christian churches, shops, workshops, a.o.

The museum beside the ruins, display a unique collection of high valuable archaeological discoveries from the area.

Tropaeum Traiani & Monarchal Picnic at St. Andrew's Cave

The TROPAEUM TRAIANI Triumphal Monument, which has been rebuilt and restored to its initial aspect and The TROPAEUM TRAIANI Museum, displaying the original parts of the monument, the metopas showing battle scenes between the Romans and the Dacians and a review of the victorious armies cheering their emperor, statues and inscriptions, funerary monuments, earthenware, coins, primitive oil lamps etc.

St. Andrew's Hermitage is a small church in the cave where the Apostle lived. He was the first to bring the Christian religion to the Romanians. There is also the new church where service is held and another one under construction.

North Dobrudjea Monasteries

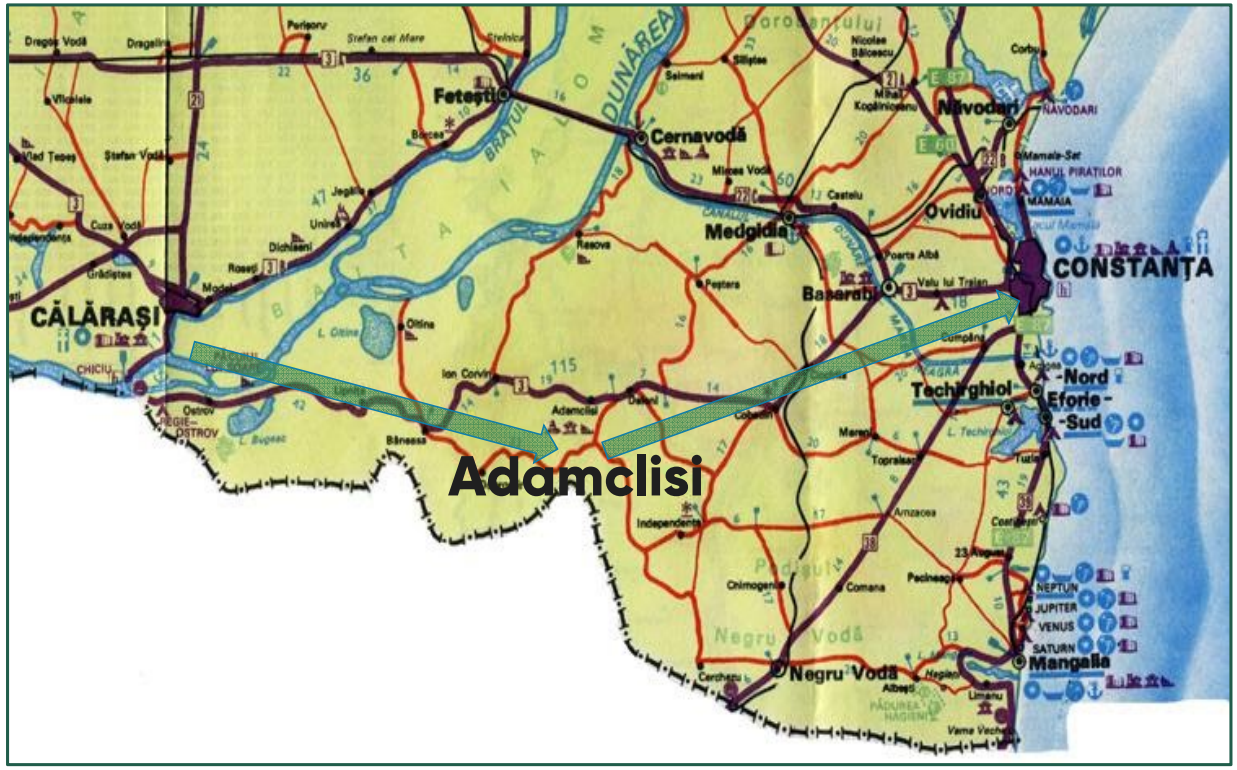
CELIK-DERE MONASTERY: The name of Celik-Dere, coming from a small river, means "steel valley" in Turkish. Among the activities developed here during the centuries, the church organized a carpet workshop for artistic embroidery and for clerical garments, a school of painting and the church choir.

SAON MONASTERY: The initial small church was destroyed by fire and in 1909 another church was built and repainted in 1956.

Enisala fortress and village

Enisala village and ottoman lounge

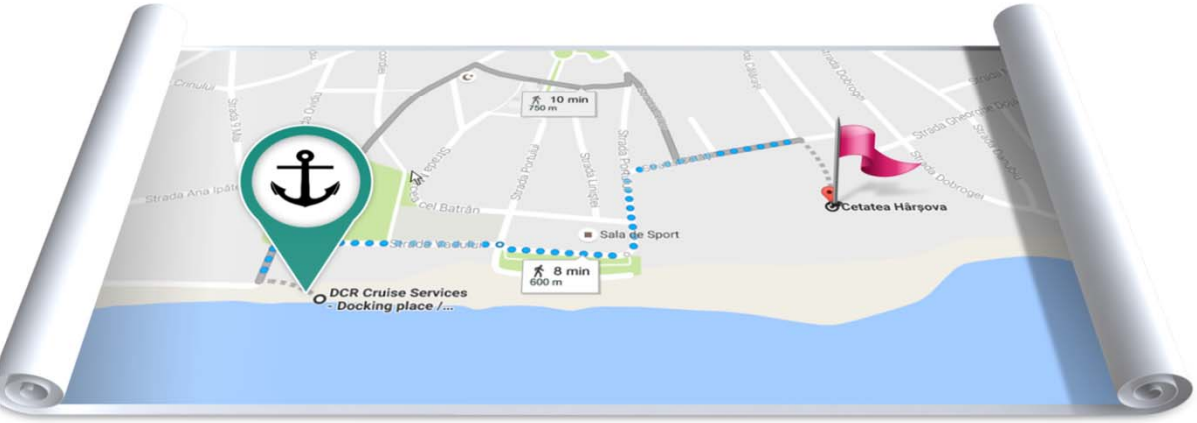
Danube Limes Brand



From Dobrogea to Constanta – the most beautiful route is along Via Principalis with beautiful landscapes

CARSIUM P.O.I

Restoration of the Carsium Roman fortress only 300m away from the Docking point



LOWER DANUBE

Challenges, bottlenecks and opportunitie

- *Ongoing problems with docking lower Danube.*
- *Emergent planning hindered* by sectional interest
- *Administrative barriers*
- *Difficulties for nautical staff referring to safety, stability, facilities, high/low water accessibility and improper configuration for passengers with limited mobility .*
- Availability scarce *Density* lower Danube much *lower as in upper part*

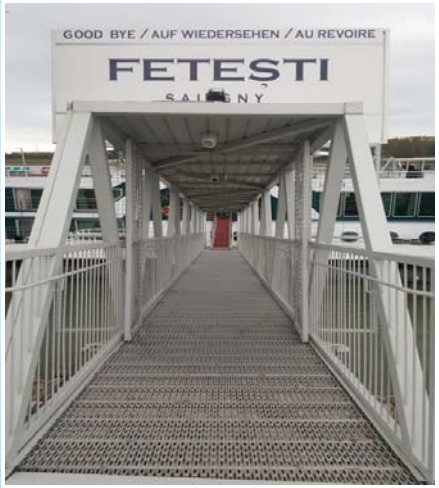
NEW CHALLENGE
HIGH INVESTMENT INITIATIVE

1. *Platform for 5 buses*
2. *Smart Docking Concept* for *Fetesti-Saligny* and *Harsova-Carsium. Launched 2016*
3. *Tailor made for cruise vessels*, according last *EU standards for safety* and accessibility.
4. *Best* benchmarked *integrated docking concept on lower Danube*

Facilities

SMART-DOCKING CONCEPT

Light masts illuminate harbor and the docking area by night.



No Steps

Easy access for disabled

Short distance from Vessel Gangway to Bus: aprox 40 m.

Safety Team

Uniformed

During embarkation / disembarkation, a *safety team in uniform* is always present and *monitors the safety of the passengers.*

24/7 Professional Video surveillance & monitoring

According class register and ship operators best docking reference for the lower Danube

Challenge for the other providers imposed by the **new standards**

The gangway pasted heavy test to 6,25 kN /m² (approx. 250 persons at the same time on the gangway) and has been accredited to 5 kN/m² (500 kg/m²);

625
kg /m²

Port Facilities

SMART-DOCKING CONCEPT

Waste Collection

Selective waste collection service to be available starting . Waste container handling services are to be provided by the port starting Aril 2017;

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High-Speed Internet Access

Unlimited and unrestricted internet access at speeds of up to 50 Mbps. The connection can also be used as a bridged WAW gateway for vessels which are equipped with the necessary systems to rebroadcast the network for its crew or guests ;

Water Supply

Available starting April 2017. The fresh water system will have the capacity to supply a minimum of 15 cubic meters per hour;

Safety Features

Fully surrounded by fence. Security Staff, Video Surveillance, etc

Extreme water conditions vessel accommodation

Docking is possible regardless water level;

Differentiation by Innovation

01 Overarching cruise product concept including land programs.

02 Vessel Main factor = design, atmosphere on board, gastronomic experience etc but cannot integrate and cover entire river cruise experience.

03 Good schedule= recipe of success, adding value = makes the difference and happy passengers

Competitive advantage

By differentiation

Destination and variety is not enough;

Adding value and extend the highlight experience with extended local exploration

Cooperation with local provider

Personalization and *co-developm*ent of the product

Integration with the cruise product

Perfect match to passenger Expectations

Proactive mind-set of our local provider With responsive attitude

Unexpected collateral achievements

Institutional learning process of skippers: developing capabilities (language skills, appreciation, financial reward)

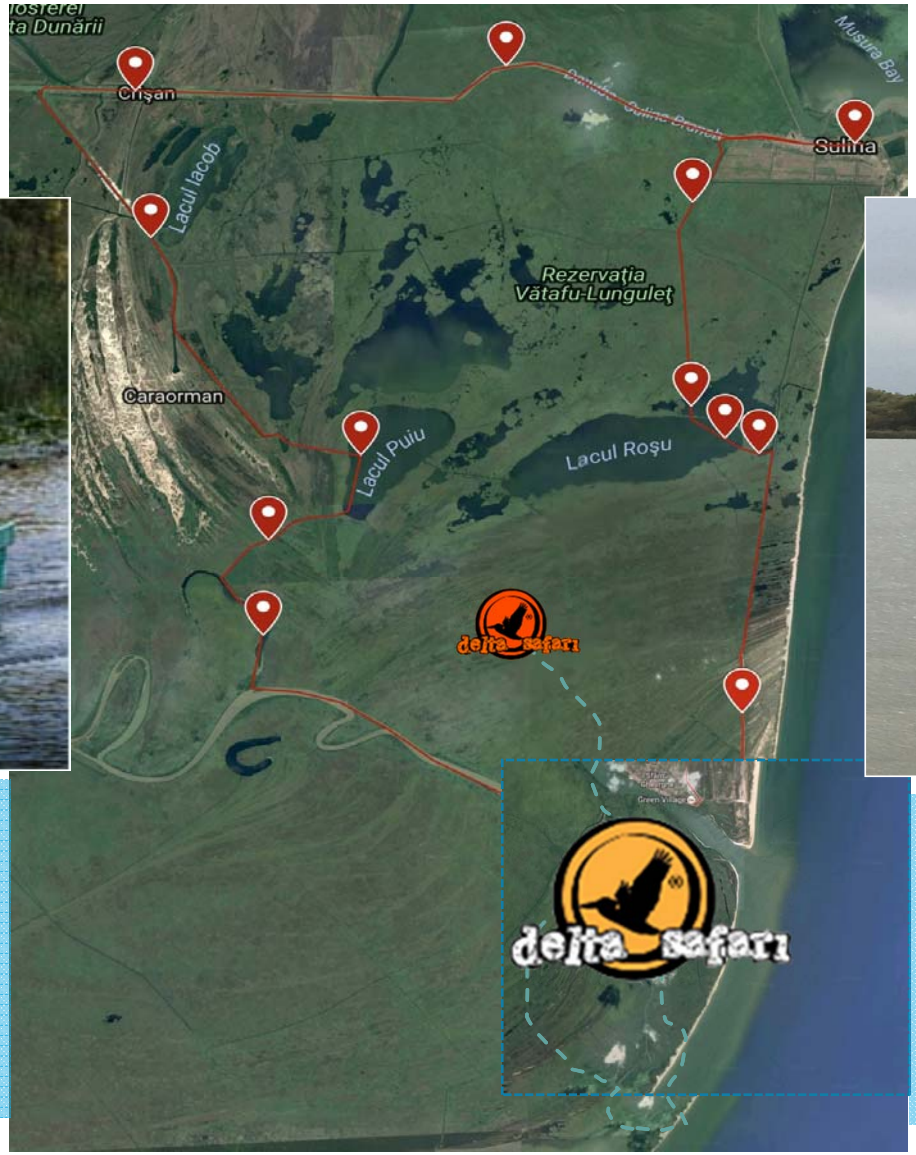
Social acceptance. Cultural cohesion and integration in the community:

Combining passive communication with interactive explanation of local expert.

Reinvention is a constant drive

Delta Safari

Adding diversity on multiple levels
The myopia of the served market"
Extend the portfolio with a new subsequent product.



Delta Safari Express

Brand-new concept:
Delta Safari Premium Express - Fulfill the highest expectation for extended Delta experience and comfort

TRANSIT YOUR BUSINESS

Welcome to

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THANKS FOR WATCHING!

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