

GRUPPO CARONTE & TOURIST



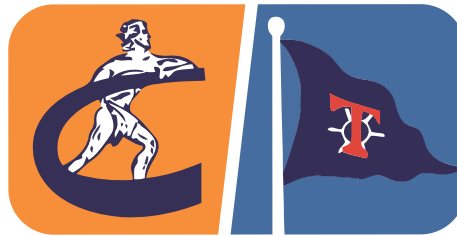
CARONTE & TOURIST



siremar
Caronte & Tourist Isole Minori S.p.A.



GRUPPO CARONTE & TOURIST



CARONTE & TOURIST



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Executive summary: Focus



Caronte e Tourist Group (C&T), is a leader organization in the shipping industry, covering short and medium distances, with RO-RO ships that cross the Mediterranean. It has net revenues of **215 million Euros** and a gross operating margin of **44 million Euros**.

The firm is growing constantly and steadily and has an incredible 50 year experience. Today the Group has a fleet of 29 ships of various characteristics, carries more than 650 thousand commercial vehicles and 2 million cars every year.

Over 6 million passengers travel with C&T ships every year. Through the years, C&T reached important goals regarding financial and economic performances and a significant margin increase, maintaining a solid financial structure in that manner.

In 2016, **C&T** expanded its business through the acquisition of ferry activities that operate as connectors of the Sicilian islands (ex-

Siremar). C&T's development plan for 2018-2022 involves: investment plans aiming to reinforce the fleet's efficiency; revenue consolidation; marginal growth with respect to current values. Looking to the future, the C&T Group is thinking of environmentally sustainable transport.

A will that finds a synthesis in the realization of **"Elio", the first ferry boat to sail in the Mediterranean using the LNG, fuel with a very low environmental impact**, whose delivery ceremony took place November 17, 2018.

A path of growth and managerialization, undertaken by C&T, necessary to guarantee a successful future which led to open up to capitals outside the families of the founders, first counting among its shareholders the Fondo Italiano di Investimenti, with a stake repurchased in 2016 by the Company, and with the entry in January 2019 of the British investment fund Basalt Infrastructure in the Group's shareholding with a 30% stake.



+ 200 million
revenue



+ 650 thousand
commercial vehicles
carried



+ 6 million
passengers/year



29
fleet ships



+ 2 million
cars carried

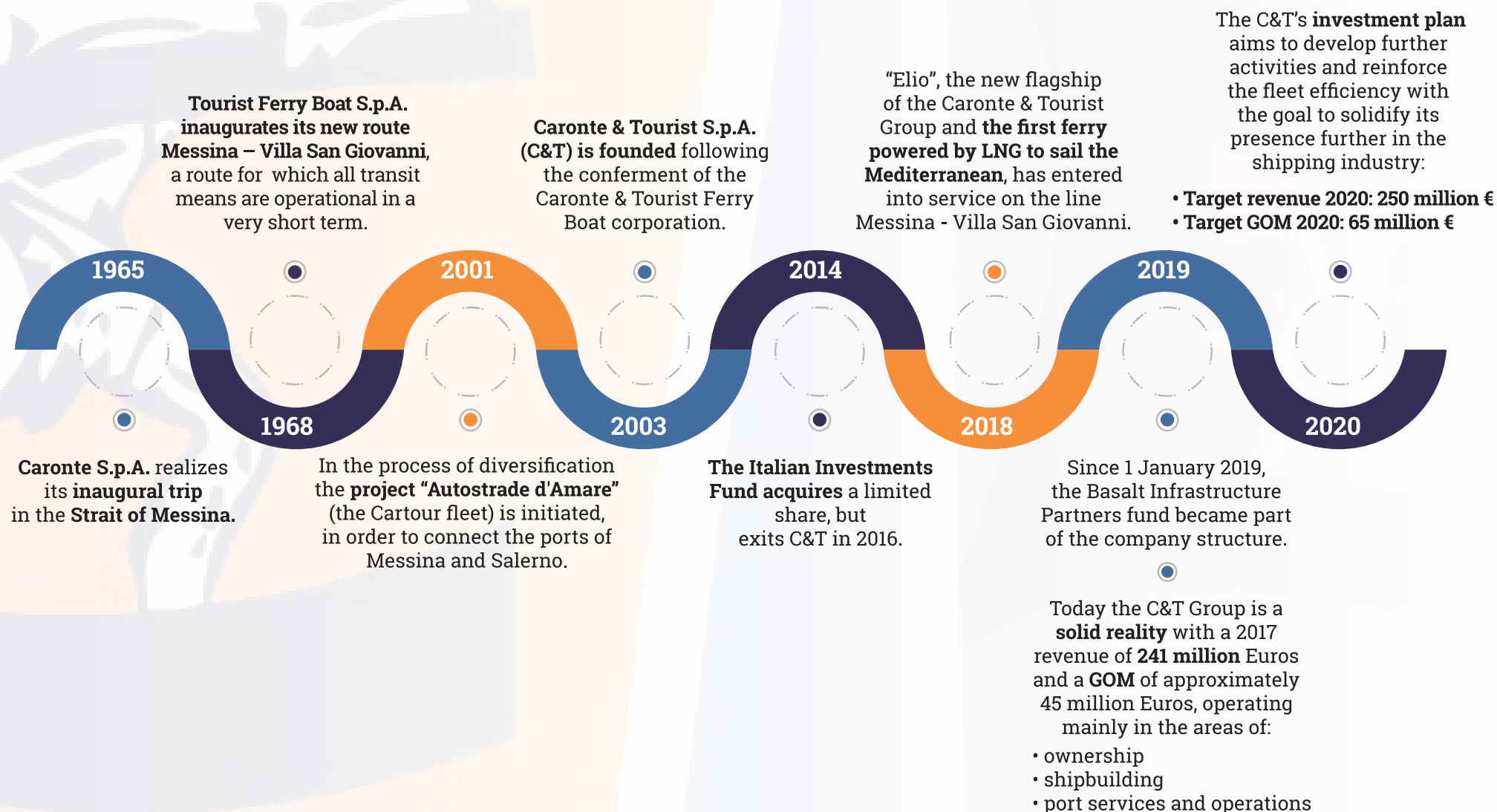


+ 1200
employees

- 
- **The origins**
 - **Organizational structure of the C&T Group**
 - **Business lines**
 - **The Group's fleet**
 - **Social commitment**

Caronte & Tourist Group

The main development stages



The Origins

Caronte & Tourist S.p.A, active in the maritime and shipping industries for more than 50 years, was founded through the conferment of the **Caronte S.p.A.** and **Tourist Ferry Boat S.p.A.**, that were operational since 1965 and 1968 respectively. The challenge began in the 1960s; in **June 1965**, the 'Marina di Scilla' ship makes the inauguration journey crossing the Strait of

Messina, connecting, in alternative to the State Railways, the ports of Messina and Reggio Calabria. Three years later, the Tourist Ferry Boat started to operate on the route Messina-Villa S. Giovanni.



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C&T Corporate Structure

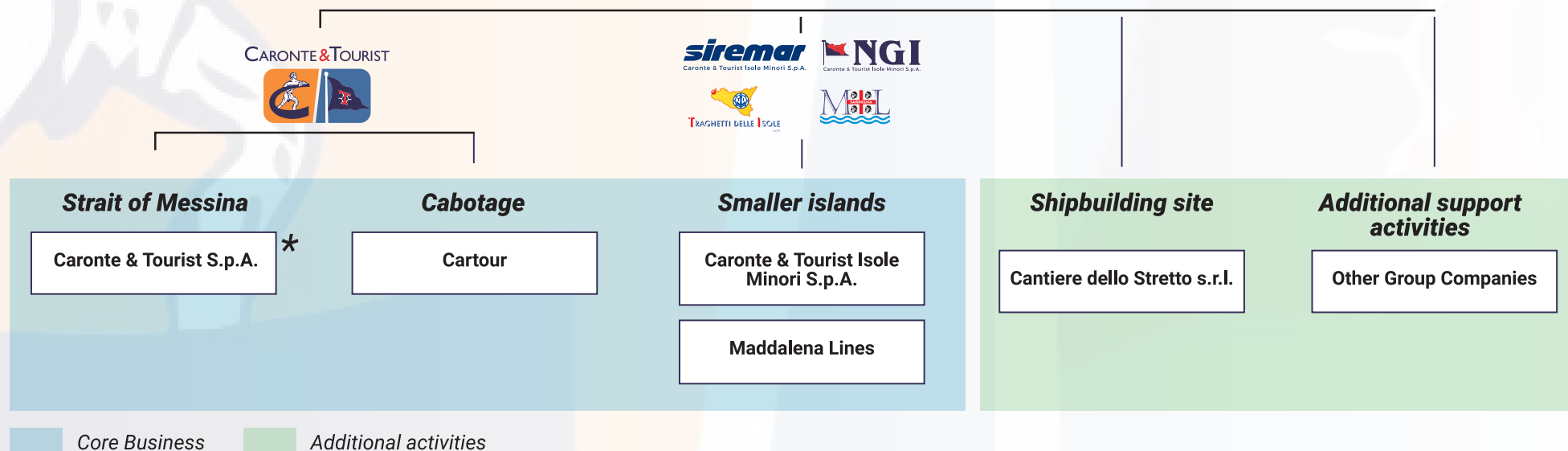
Caronte & Tourist S.p.A.

Board of directors

Olga Mondello Franza	President
Lorenzo Matacena	CEO
Vincenzo Franza	CEO
Gennaro Matacena	Board Member
Santi Giuffrè	Board Member
Federico D'Angelo Giordano	Board Member
Pietro Franza	Board Member
Luigi Genghi	Board Member
John H. W. Hanna	Board Member
Carlo Galdo	Board Member
Fabrizio Vitiello	Board Member

Caronte & Tourist S.p.A.

Divisions



* Caronte & Tourist is simultaneously the Holding company and the head division of the Strait of Messina



Shipbuilding
Site



Logistics
and
Technology



Ticket Office



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Business Lines

Strait of Messina

Messina - Villa S. Giovanni (RC)

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Tremestieri (ME) - Villa S. Giovanni (RC)

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Small Island

Milazzo - Aeolian Islands



Milazzo - Aeolian Islands - Naples



Palermo - Ustica



Trapani - Aegadian Islands



Trapani - Pantelleria



Porto Empedocle -
Aegadian Islands



La Maddalena - Palau



Cabotage

Messina - Salerno

CARONTE & TOURIST



C&T Business Model: General Overview



1. Transport



2. Duration



3. Geography

CARONTE & TOURIST



☒ Goods

40 min

☒ Pax

20 min



☒ Goods

9 h

☒ Pax



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NGI
Caronte & Tourist Isole Minori S.p.A.

TRAGHETTI DELLE ISOLE
S.p.A.

MIL
S.p.A.

☐ Goods

☐ Pax

Short range: 20 min-2 h
Long range: 9 -12 h



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Strait of Messina

The connections on the Strait of Messina are ensured by a **24/7 service and departures at least every 40 minutes** from each port.

Customer satisfaction constitutes one of the firm's policy key point, guaranting, thanks to the experience matured throughout the years, **personalized client services and high-quality services**.

Throughout the years, the C&T Group modernized its port facilities, offering services that connect ticket offices, customer care, in land and onboard assistance.

The main characteristics that differentiate our services are **constancy, efficiency, punctuality and the highly qualified and trained personnel**.

CARONTE & TOURIST



Some numbers...



€ >100M
Business Volume



9
Ships



50,000
Annual Travels



255,000
Miles / year



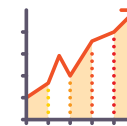
Cabotage



The C&T Group connects the ports of Messina-Salerno at least once per day in both directions. The cabotage fleet, personalized through the years, comprises of two ships, one of which is in service (Cartour Delta) and our second (Epsilon), which is leased to third parties. Ferries have a capacity of 600 to 1000 passengers, can reach a top speed of 25/26 knots, and can carry a maximum number of 800 cars (or 150 commercial vehicles). Ferries from 600/1000 passengers, with a speed of 25/26 knots, with capacity of 800 cars (or 150 commercial vehicles). The ships, are further equipped with comfortable cabins (single, double, triple and quadruple), services and lounge areas with multiple couches and reclining

sofas. There are a lot of many extra commodities that aim to improve the quality of onboard stay: bars, restaurants, satellite TVs, satellite covering for mobile telephony, internet connection, roaming, kids areas and areas designed for the disabled. The route Messina-Salerno, operated by Caronte&Tourist., provides at least six weekly departures from each port and is exclusively carried out by Cartour Delta.

Some numbers...



>€20 M
Business Volume



2
Ships



600
Annual Travels



100,000
Miles / year

Small Islands

Some numbers...



€>84M
Business Volume



18
Ships



20
Destinations



>300.000
Miles / year

The C&T Group ensures a public service for Sicily and its small islands with the "Caronte & Tourist Isole Minori S.p.A." services. Since April 2016, following the acquisition of ex Siremar, the connection of smaller Sicilian islands has been reinforced, previously operated by NGI (General Italian Navigation) and Traghetti delle Isole, merged today in C&T Isole Minori.

The Firm operates in a market that constitutes of five distinct areas: the Eolian islands sector (prolonged on Napoli), Ustica island, the Egadi islands, the island of Pantelleria, and finally the Pelagie islands (Lampedusa and Linosa). The fleet composes of traditional ship units, moto-ferries, capable of transporting cars, trucks and passengers. The Firm guarantees the ferry transport for the smaller Sicilian islands.

siremar
Caronte & Tourist Isole Minori S.p.A.


TRAGHETTI DELLE ISOLE
S.p.A.


NGI
Caronte & Tourist Isole Minori S.p.A.


MIL



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The Group's Fleet

Strait of Messina

Cabotage

Small islands

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TRAGHETTI DELLE ISOLE
S.p.A.

MIL
SARDEGNA



Archimede
Elio
Giano
Giuseppe Franza
Stretto di Messina
Telepass
Tremestieri
Villa San Giovanni
Zancle

Cartour Delta
Epsilon*

Antonello da Messina
Bridge
Caronte
Cossyra
Filippo Lippi
Helga
Isola di Stromboli
Isola di Vulcano
Lampedusa

Laurana
Pace
Paolo Veronese
Pietro Novelli
Sansovino
Sibilla
Simone Martini
Ulisse
Vesta

*Leased to third parties

Elio

The first LNG ferry boat to sail in the Mediterranean.

A social strategy aimed to the environmental protection has always been a priority for the Caronte & Tourist Group. Indeed, the company is fully involved in **campaigns of national associations** focused on the protection of the sea. This widespread action now finds an organic synthesis in the realization of "Elio", the first vessel powered by liquefied natural gas (LNG) to operate in the Mediterranean.

ENVIRONMENTAL BENEFITS

The adoption of diesel and diesel+LNG-fueled engines decreases the environmental impact:

Total abatement of particulate

CO₂ -30% of emissions

SO_x -85% of emissions

NO_x -99% of emissions

The hull paint is silicone-based: it reduces the use of biocides that are harmful for marine environment and minimizes hydrodynamic resistance.

FEATURES

Length overall	133,60 m
Width	21,50 m
Maximum draught line	4,0 m
Gross Tonnage	8.778 tons
Maximum speed	19 knots
Loading decks	n. 2
Car max	n. 290
Trailers max	n. 38
Passengers	n. 1.500
Cruising speed	15 knots

TECHNOLOGICAL INNOVATION

The dynamic positioning system DP0 allows to maneuvering the ship with great precision through a simple joystick, also in bad weather conditions. To support sustainable mobility, charging stations for electric cars are available in the ship. Propulsion is generated by 2 azimuth thrusters (one at bow, one at stern) that can rotate of 360°.

PASSENGER SERVICES

Access is granted by escalator or elevators from the garage to the passenger decks. Particular attention was paid to the reception of people with reduced mobility, simplifying the procedures for accessing and the usability of the service. Services available on board: coffee shop, playground, shops, multimedia content, wired broadcasting system, charging stations.



Discover more on
elio.carontetourist.it



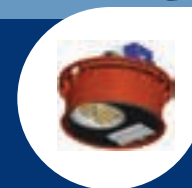
2X azimuth thrusters
Z-DRIVE Rolls Royce Azipull
AZP 100 2500 kW



3x principal generators
DUAL-FUEL (DIESEL + LNG)
6L34DF Wartsila 3000 kW



LNG MAN CRYO SYSTEM:
Cryogenic tank
Gasification equipment



2X PUMPJET Veth 400 kW

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Corporate Responsibility



**GIUSEPPE FRANZA
ELIO MATAACENA**

“GIUSEPPE FRANZA - ELIO MATAACENA” NON-PROFIT ORGANIZATION

Caronte & Tourist decided to celebrate the 50th anniversary since its first private ferry trip in the Strait of Messina, by composing a non-profit Association that carries the name of the Group's founders.

The NPO **“Giuseppe Franza – Elio Maticena”** intends to use targeted investments for qualitative and social improvements of the Strait area. The Organization's Administrative Council chooses, year after year One or more intervention lines (for example: elders, kids, migrants, suburban areas, environmental issues, urban recovery,

onde sonore

culture, arts, etc). The investment areas have been made public through the NPO's actions that fix policies and regulations through which projects can be attained. The Scientific and Technical Committee, following a careful evaluation, decides which and how many actual projects will be admitted for financing.

The “Giuseppe Franza – Elio Maticena” has an annual allocation of €500.000,00.

MUSIC AND SOLIDARITY

The Caronte & Tourist Group realizes an review named **“Onde Sonore”** during the holidays.

On Elio's lounge stage (the fleet's flagship) you can enjoy performances from the best Sicilian and Calabrian bands during navigation through the Strait.

A success that allowed the Caronte & Tourist Group – thanks to incomes deriving from the events, which are doubled by the Group – to collect charity funds for NPOs and associations that are dedicated to the most impacted social groups both on a local and national level.




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THE SEA IN
YOUR POCKET.**

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THE CARONTE & TOURIST
AND SIREMAR ROUTES.




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MESSINA

Caronte & Tourist S.p.A.
Viale della Libertà 34
98121 - Messina
servizioclienti@carontetourist.it
carontetourist@pec.it

MILAZZO

Siremar - Caronte & Tourist
Isole Minori S.p.A
Via dei Mille, 20
98057 - Milazzo (ME)
servizioclienti@siremar.it
ctisoleminori@pec.it

www.carontetourist.it

DESTINATIONS



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NGI
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TRAGHETTI DELLE ISOLE
S.p.A.

MIL
MILAZZO

