

# annual report '07



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## forward

2007 was a dynamic and successful year for the Port of Constantza, mainly in terms of container traffic which increased by 36%. We confirmed the title of "main container hub at the Black Sea", and we managed to attract a new wave of major shipping lines which was brought to Constantza by well-known companies: China Shipping, CMA-CGM, Hapag Lloyd, Jang Ming, K-line, MSC, NYK, OOSL, ZIM, etc. The total throughput of Constantza Port continued to steadily increase also, rising to 57.8 million tonnes, and it has to be mentioned that we estimate the same trend during 2008.



**Constantin MATEI,**  
General Manager,  
APM SA Constantza

Both Constantza Port Administration and DP World have made efforts to increase the capacity and efficiency of Constantza South Container Terminal (CSCT), which contributes more than 80% to total container throughput of the port. In May 2007, the private operator and the port authority concluded a new agreement with regard to the next expansion of CSCT on the other half of Pier II South, so that the terminal capacity will rise to 2 million tonnes. At the end of June, the first two Super-Post Panamax Cranes arrived at CSCT and boosted total efficiency to 125-140 moves per hour, making the fastest rate in the Black Sea.

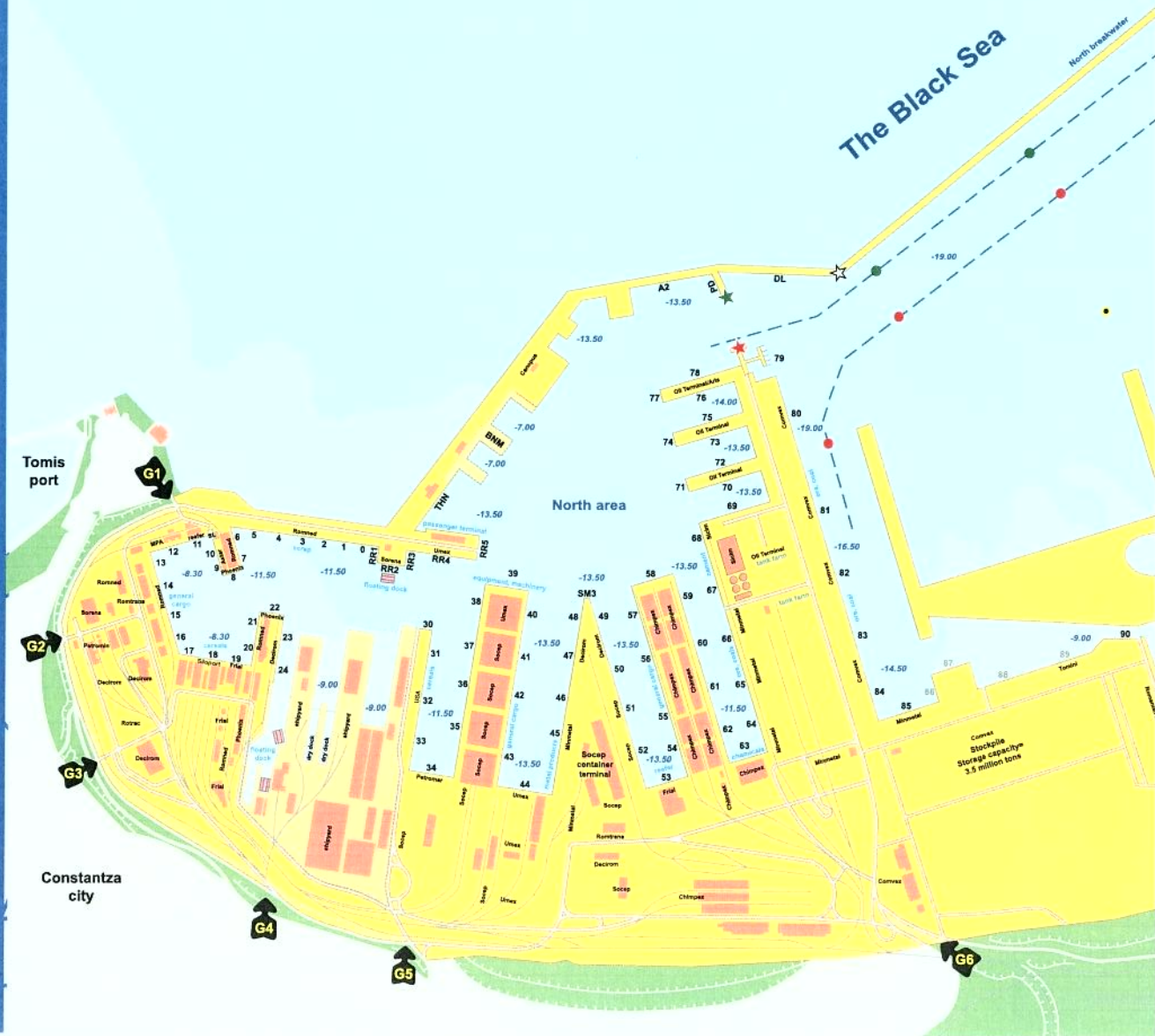
To further develop, Constantza Port has followed the main directions of the Master Plan, proceeding with next steps for building the new Pier III specialized terminal, and finalizing the Barge Terminal. Last year, our specialists started to prepare the necessary documentation in order to obtain structural funds designated for Sectorial Operational Program for Transport (SOP-T) launched by the European Union.

To enable the improvement of touristic capacity of Constantza City, the port administration has intensively promoted the Passenger Terminal at international level. In 2007, Constantza Port Administration became full member of "MedCruise" – Association of Mediterranean Cruise Ports, which showed interest in the opportunities offered by the cruise tourism in Romania. This international body has facilitated meetings between NC Maritime Ports Administration SA Constantza and representatives of the most important cruise companies, establishing a direct connection with the significant players in the international cruise industry. At the end of 2007, we registered a traffic of 77 ships and over 24.000 tourists.

Constantza Port stands in the front line of EU transport policy and regulations implementation process. Having become a full member of European Sea Ports Organization, the Port of Constantza is making better use of the European know-how thus becoming directly involved in the European Commission legislative initiatives on port-related matters.

The expansion of container industry tends to change the old hierarchy of European ports, and Constantza is able to offer a preferable alternative of transport for the goods traded between the Central Europe and the Far East. By improving our connections with the hinterland, we are convinced that the future will reserve us the status of major regional logistics center.

To meet our goals we have to maintain a constructive climate within our Port. Therefore, I would like to thank all our personnel and Board of Administration, as well as the private companies acting in Constantza Port, and I am confident that together, we will be able to better face the future challenges of the maritime industry in full swing.



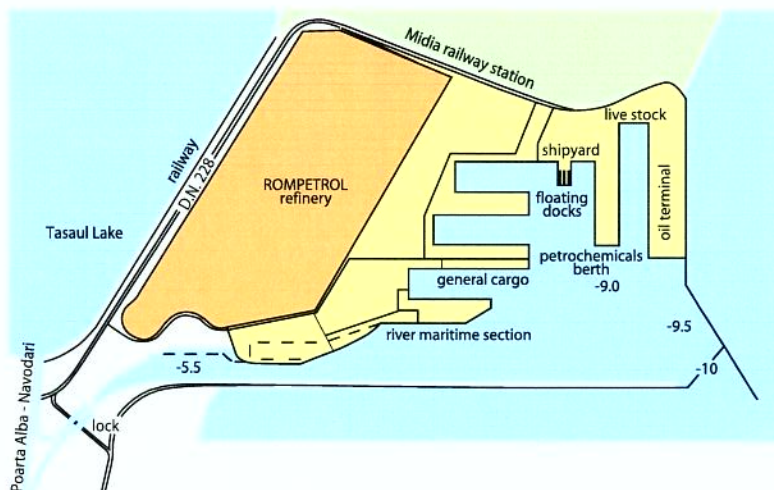
# constantza port map



## satellite ports

### Midia

Midia Port is located on the Black Sea coast line, 25 km North from Constantza. It was designed and built to serve the nearby industrial and petrochemical facilities but other types of cargo are also being operated there. The port covers cca. 834 ha of which 234 ha is land and 600 ha is water. Dredging operations performed lately in the port increased its depths at the crude oil unloading berth 1-4, allowing access of tankers up to 8.0 m maximum draught and 20,000 DWT.

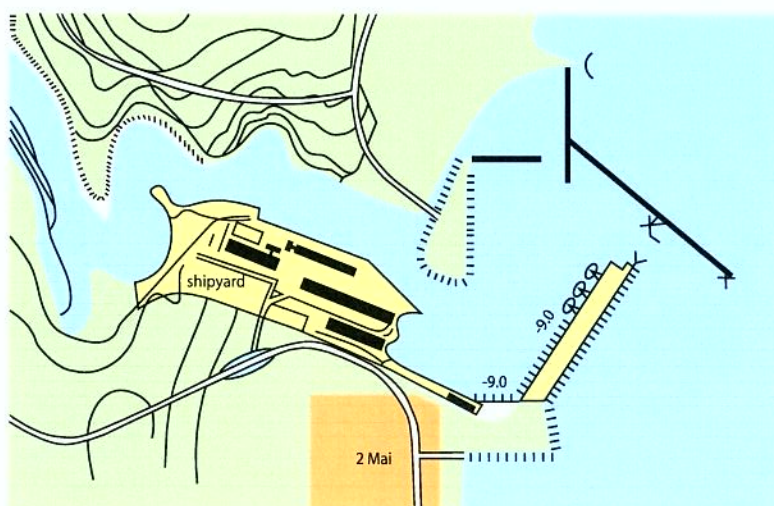


Dredging operations performed lately in the port increased its depths at the crude oil unloading berth 1-4, allowing access of tankers up to 8.0 m maximum draught and 20,000 DWT.

Important investments were made for berth 9 by Rompetrol Petrochemicals, therefore liquid chemicals like ethylene and polypropylene can be operated. Further on, extensions of the berth 9 to 9B and 9C will be made to diversify the types of liquid chemicals operated. The berths are served by two 6.3 tonne cranes and the port offers covered storage areas of 2,160 sq.m. and open storage of 10,800 sq.m. Midia port is connected to the national rail and road system and as well as inland waterway access through the Poarta Alba-Midia-Navodari canal.

### Mangalia

Mangalia is the other satellite port of Constantza and is located 38 km to the South. It supports Constantza Port by taking over smaller vessels of up to 10,000 DWT. The port can handle traffic up to 400,000 tonnes per year. There is a 400 metre long quay with a depth alongside from 8.5 to 9.0 metres, served by 6.3 tonne cranes and backed by 4,300 sq.m. of covered storage space and 20,000 m of open storage.



The Port of Mangalia has three dry docks, the largest of which can accommodate vessels up to 250,000 DWT, currently used by Daewoo Mangalia Heavy Industries shipyard. The port is linked directly to the road and rail systems.

## constantza port overview

Located at the crossroads of the trade routes which link the East to the West of Europe and of those linking the Middle East, the Far East and North Africa with Europe, the Port of Constantza offers a lot of advantages which, together with the new objectives foreseen in the development plans, support the new status of the port as the Hub for the Black Sea area and the Eastern gateway of Europe.

Development of international relations is of utmost importance for the new role of the port. In this respect, it can be mentioned the membership to some international associations such as IAPH - International Association of Ports and Harbours, ESPO - European Sea Ports Organisation, EIA - European Intermodal Association, INE - Inland Navigation Europe, BASPA - Black and Azov Seas Ports Association, OWSV - Österreichischer Wasserstraßen und Schifffahrtsverein, ERSTU - European River-Sea-Transport Union e.V, EFIP - The European Federation of Inland Ports, MedCruise - The Association of Mediterranean Cruise Ports.

The port complex consists of the old part to the North and the new part to the South. The North part is entirely operational and consists of 12 basins, the water depths between 7.0 and 13.5 m, 15.5 km of quay and 82 berths. It has specialised terminals for ores, coal, crude oil and oil products, grains, chemical products, containers, general cargo, platforms and warehouses.

The South port is partially operational. It has 13 km of quays, 50 operational berths and handling facilities for containers, ores, coal, phosphate, crude oil and oil products, , general cargo, platforms and ware houses. Part of the traffic is handled as ro-ro and ferry cargo. The South area also encompasses the entrance to the Danube-Black Sea Canal which is part of Europe's most important waterway, the Rhin-Main-Danube corridor.

The South port has a dedicated river/maritime basin for transshipment of cargo into river barges. Of the cargo handled in Constantza, 80 percent is bulk cargo. Of that, half is liquid bulk, mainly crude oil and oil derivatives, and the other half is dry bulk, mainly iron ore and non-ferrous ores, coal, coke, phosphate, apatite, steel products and cereals.

General cargo consists of imports of industrial equipment, foods, fertilisers and chemical products, clothing and electrical appliances and exports of furniture and wood products, foodstuff, textiles, glass products and vehicles.

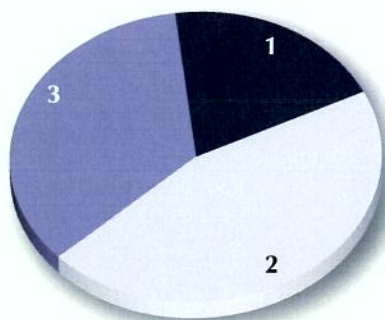
| Characteristics          | North | South<br>(existing) | South<br>(final) | Total  |
|--------------------------|-------|---------------------|------------------|--------|
| Total area (ha)          | 789   | 2,941               | 3,037            | 3,826  |
| of which: land (ha)      | 484   | 714                 | 1,500            | 1,984  |
| water (ha)               | 305   | 2,227               | 1,537            | 1,842  |
| Breakwater length (km)   | 3.50  | 10.46               | 11.46            | 14.96  |
| Quay length (km)         | 15.45 | 13.07               | 50.0             | 65.45  |
| Number of berths         | 82    | 50                  | 200              | 282    |
| Depths of basins (m)     | 7-14  | 7-19                | 7-22.5           | 7-22.5 |
| Capacity (millions t.yr) | 85    | 20.0                | 170.0            | 255    |

## global traffic



2006

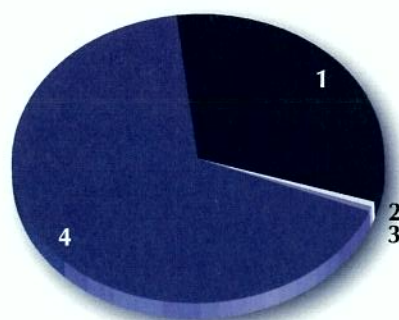
maritime



Qty Operated

|              |                 |
|--------------|-----------------|
| 1. Transit   | 8988864         |
| 2. Import    | 20407864        |
| 3. Export    | 15749191        |
| <b>Total</b> | <b>45145919</b> |

fluvial

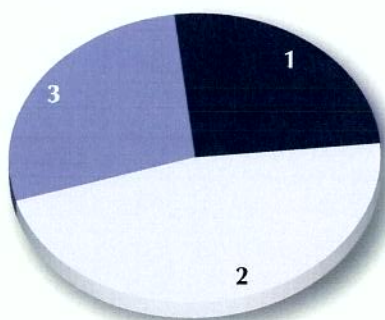


Qty Operated

|              |                 |
|--------------|-----------------|
| 1. Transit   | 3846155         |
| 2. Import    | 58562           |
| 3. Export    | 71339           |
| 4. Cabotage  | 8006605         |
| <b>Total</b> | <b>11982661</b> |

2007

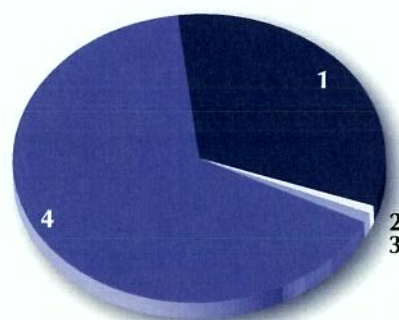
maritime



Qty Operated

|              |                 |
|--------------|-----------------|
| 1. Transit   | 12068979        |
| 2. Import    | 21994399        |
| 3. Export    | 12951150        |
| <b>Total</b> | <b>47014528</b> |

fluvial



Qty Operated

|              |                 |
|--------------|-----------------|
| 1. Transit   | 3502381         |
| 2. Import    | 90450           |
| 3. Export    | 120810          |
| 4. Cabotage  | 7055146         |
| <b>Total</b> | <b>10768787</b> |



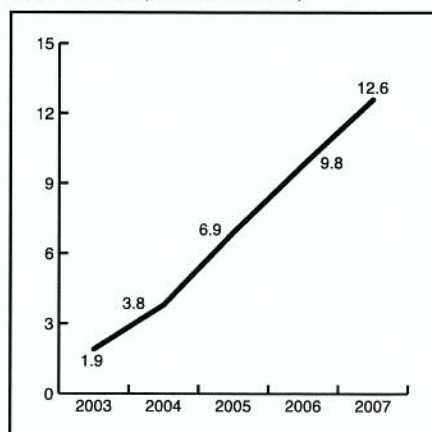


## container traffic

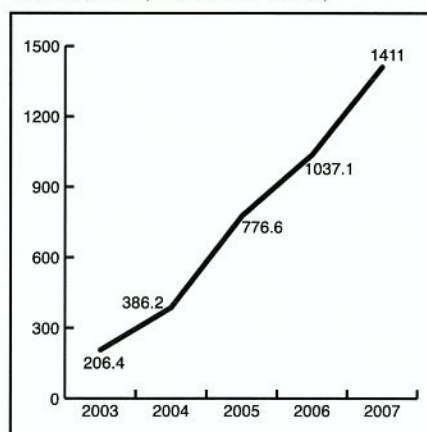
| (TEUs)          | 2003   | 2004   | 2005   | 2006    | 2007    |
|-----------------|--------|--------|--------|---------|---------|
| <b>unloaded</b> | 102158 | 190007 | 385997 | 525211  | 708933  |
| full            | 72138  | 144583 | 281406 | 372802  | 516357  |
| empty           | 30020  | 45424  | 104591 | 152409  | 194576  |
| <b>loaded</b>   | 104291 | 196275 | 390597 | 511857  | 702481  |
| full            | 84325  | 162831 | 246878 | 316995  | 436531  |
| empty           | 19966  | 334444 | 143719 | 194862  | 265950  |
| <b>total</b>    | 206449 | 386282 | 776594 | 1037068 | 1411414 |
| full            | 156463 | 307414 | 528284 | 689797  | 950888  |
| empty           | 49986  | 78868  | 248310 | 347271  | 460526  |

| (thousand tons) | 2003   | 2004   | 2005   | 2006   | 2007    |
|-----------------|--------|--------|--------|--------|---------|
| unloaded        | 882.6  | 2065.0 | 3628.5 | 5300.7 | 6855.9  |
| loaded          | 1016.9 | 1813.3 | 3301.6 | 4515.1 | 5787.1  |
| <b>total</b>    | 1899.5 | 3878.3 | 6930.1 | 9815.8 | 12643.0 |

total traffic (millions tons)

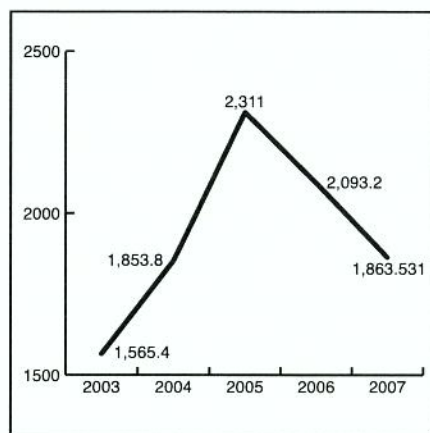


total traffic (thousand TEUs)

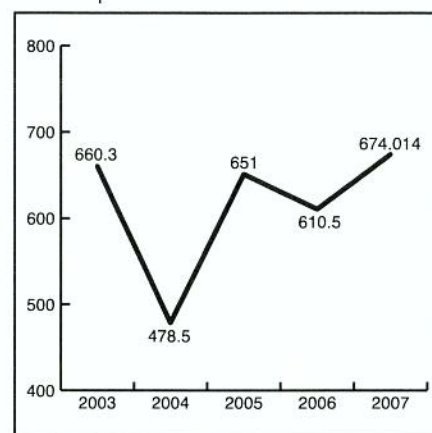


## traffic by kind of cargo (thousand tons)

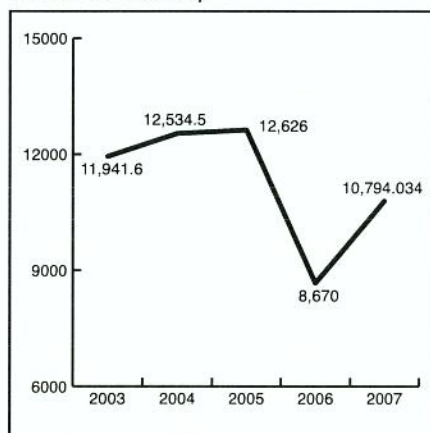
natural & chemical fertilizers



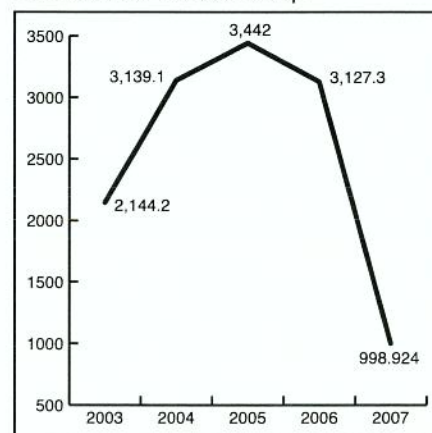
raw or processed minerals



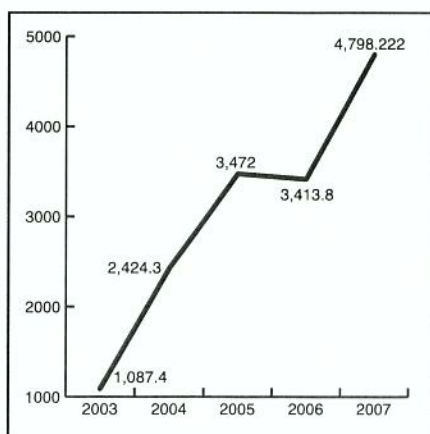
iron ores & scrap



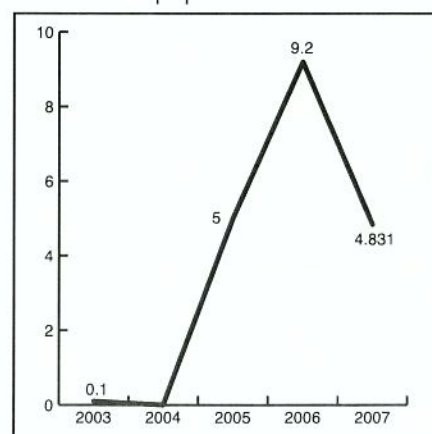
non-ferrous ores & scrap



coal & coke



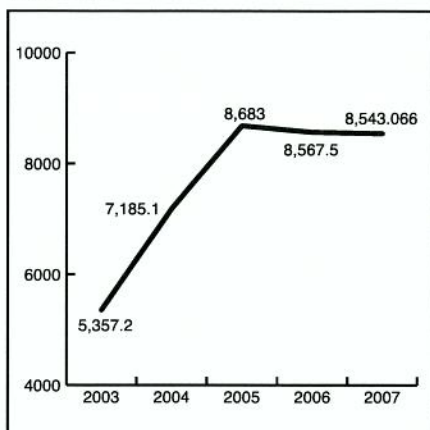
cellulose & paper waste



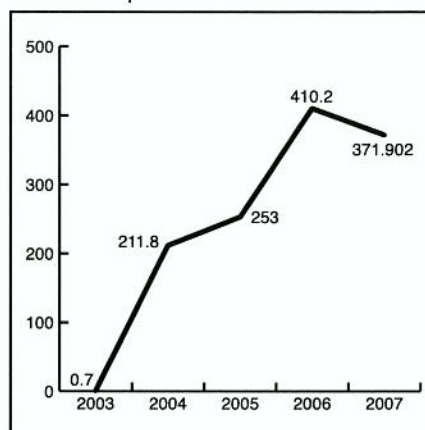


## traffic by kind of cargo (thousand tons)

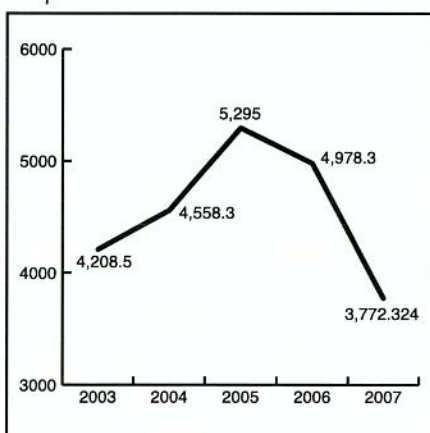
crude oil



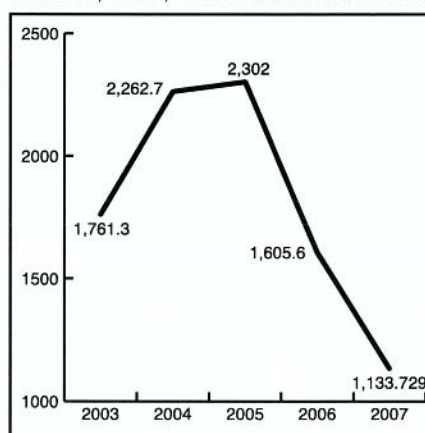
chemical products from coal & tar



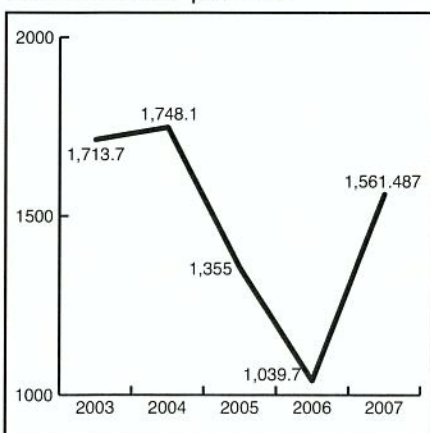
oil products



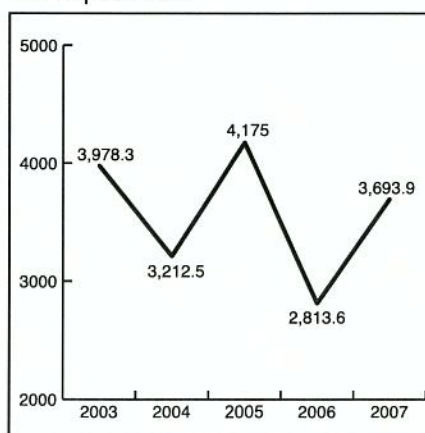
cement, lime, construction materials



other chemical products

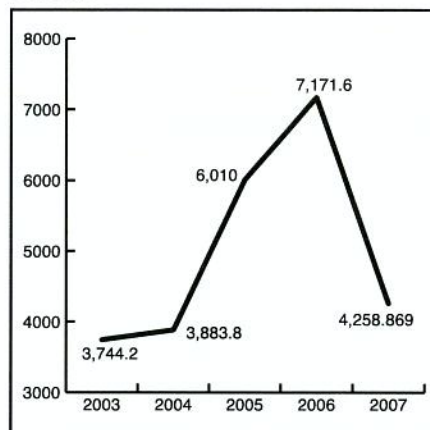


metal products

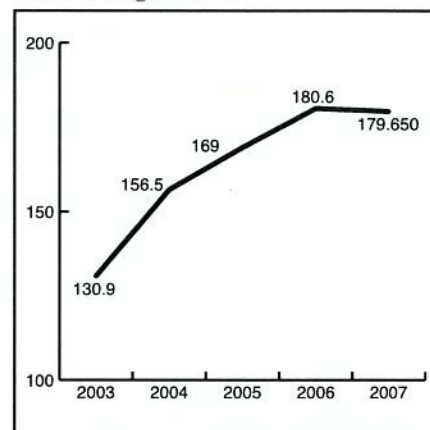


## traffic by kind of cargo (thousand tons)

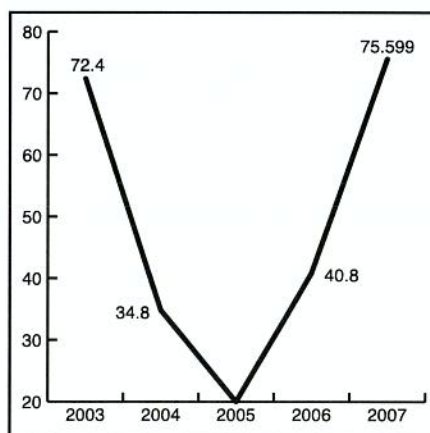
cereals



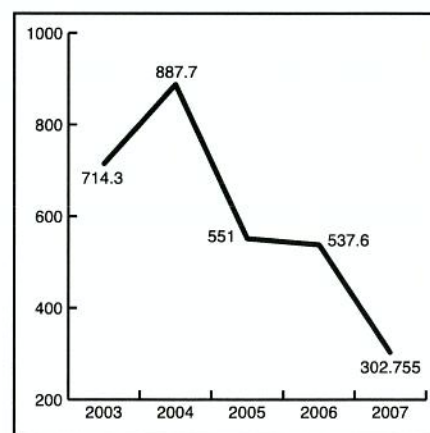
fruits & vegetables



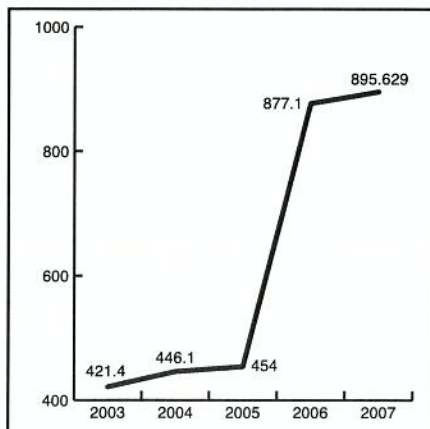
live stock



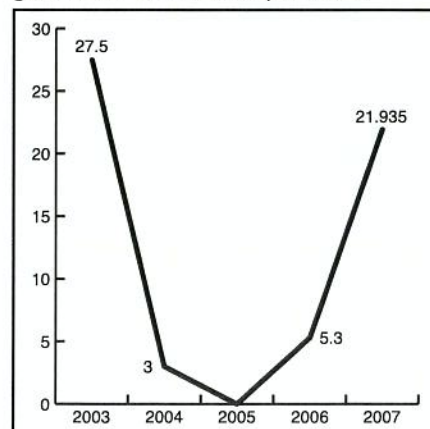
food stuff & animal feed



seeds, vegetal oils, fats

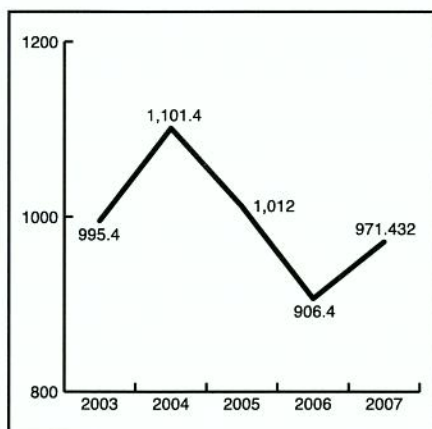


glassware & ceramic products

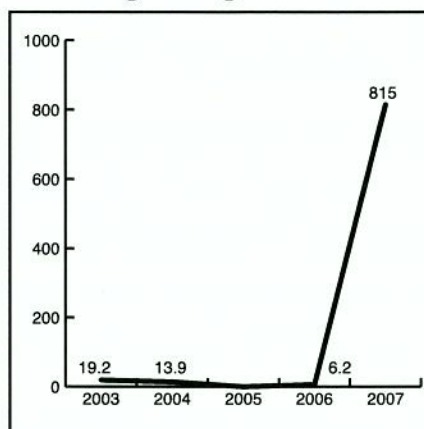


## traffic by kind of cargo (thousand tons)

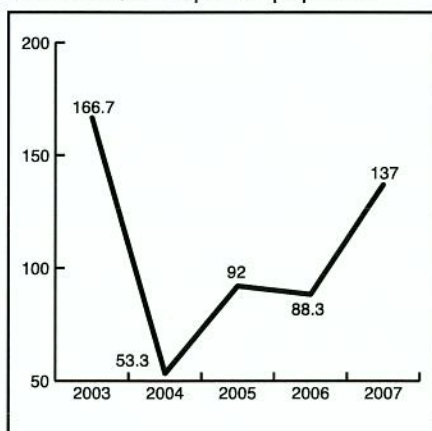
wood & cork



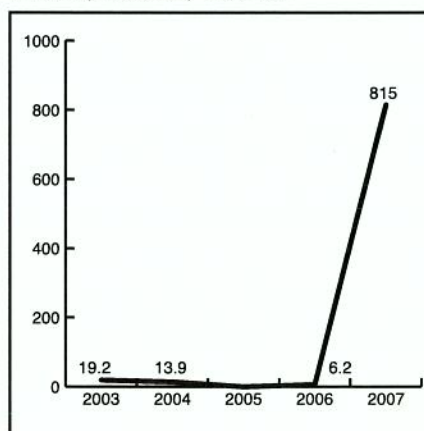
textiles/fibres, raw materials of  
animal/vegetal origin



machines, transport equipment



leather, textiles, clothes



## port traffic

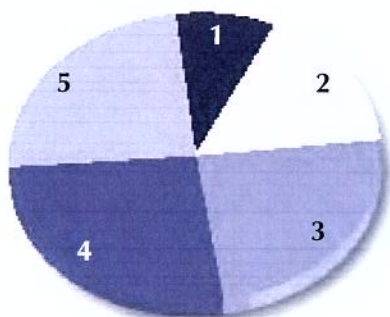
### by type of ship

|                   |              |
|-------------------|--------------|
| cargo ship        | 2,851        |
| container carrier | 1,137        |
| tanker            | 961          |
| bulk carrier      | 362          |
| reefer            | 105          |
| passenger ship    | 75           |
| LPG               | 65           |
| ro/ro             | 55           |
| livestock carrier | 56           |
| other             | 93           |
| <b>total</b>      | <b>5,760</b> |

### by classification

|                      |       |
|----------------------|-------|
| GRT 1 to 5,000       | 3,702 |
| GRT 5,001 to 10,000  | 873   |
| GRT 10,001 to 20,000 | 507   |
| GRT 20,001 to 40,000 | 339   |
| more than 40,001     | 339   |

### passengers



1. 2003 - 8,986      4. 2006 - 26,506  
 2. 2004 - 16,514    5. 2007 - 24,088  
 3. 2005 - 24,511

### by flag

|                    |              |
|--------------------|--------------|
| Turkey             | 1,021        |
| Malta              | 524          |
| Georgia            | 428          |
| Panama             | 414          |
| Antigua & Barbuda  | 311          |
| Russian Federation | 283          |
| Liberia            | 277          |
| Comoro             | 209          |
| Ukraine            | 161          |
| other              | 2,132        |
| <b>total</b>       | <b>5,760</b> |





## container lines

### Mediterranean Shipping Company Geneva

- Tiger Express (Constantza - Gemlik - Piraeus - Jeddah - Singapore - Chiwan - Shanghai - Qingdao - Ningbo - Fuzhou - Chiwan - Hong Kong - Singapore - Istanbul - Constantza)
  - Black Sea Feeder 1 (Constantza - Odessa - Constantza)
- agent: MSC Romania Shipping
- Black Sea Feeder 2 (Constantza - Istanbul - Novorossiysk - Constantza)
- agent: MSC Romania Shipping
- Black Sea Feeder 3 (Constantza - Ilyichevsk - Constantza)

### CSAV Norasia

- ABS (Asia Black Sea Service) (Constantza - Istanbul - Damietta - Colombo - Port Kelang - Shanghai - Ningbo - Keelung - Chiwan - Port Kelang - Damietta)
  - ABS (Asia Black Sea Feeder Service) (Constantza - Ilyichevsk - Constantza)
  - United Feeder Services /a MCL Feeders (Constantza - Odessa - Varna - Constantza / Constantza - Novorossiysk - Poti - Constantza)
  - Black Sea Turkey Services 1 (Constantza - Haydar Pasar - Gemlik - Constantza)
- agent: EISA - Economou International Shipping Agency

### ZIM Integrated Shipping Services Ltd

- Asia Med Pacific (Piraeus - Kumpot - Constantza - Haifa - Colombo - Singapore - Shekou - Hong Kong - Shanghai - Pusan - Vancouver - Portland - Pusan - Shanghai - Xiamen - Hong Kong - Shekou - Singapore - Suez - Haifa - Piraeus)
  - ABX\* (Shanghai - Ningbo - Shekou - Nansha - Port Kelang - Istanbul - Constantza - Ilyicevsk - Shanghai)
  - Black Sea Services (BSX) - (Haifa - Istanbul - Novorossiysk - Constantza - Odessa - Gemlik - Piraeus - Izmir - Haifa)
  - Varna Ilyicevsk Service (Constantza - Varna - Burgas - Ilyichevsk - Odessa - Novorossiysk - Constantza)
- agent: Zimrom Shipping

### Compagnie Maritime d'Affrètement - CMA CGM

- AZOV Black Sea 2 (Constantza - Taganrog - Constantza)
  - Asia - Black Sea Express (Kwangyang - Pusan - Qingdao - Shanghai - Ningbo - Chiwan - Port Kelang - Istanbul - Madras - Constantza - Odessa - Ilyicevsk - Damietta - Port Kelang)
  - Black Sea Malta (Malta - Constantza - Poti - Novorossiysk - Odessa - Constantza - Varna - Malta) / (Malta - Piraeus - Thessaloniki - Constantza - Izmir - Malta)
- agent: CMA CGM Romania

### Navigation Maritime Bulgare BULCON

route: Varna - Burgas - Ambarli - Odessa - Constantza - Varna  
agent: HUB Dacia

### Maersk Line

- routes:
- Port Said - Gioia Tauro - Constantza - Novorossiysk
  - Novorossiysk - Constantza - Novorossiysk
  - Odessa - Constantza - Varna - Odessa
  - Far East - Constantza - Ilyichevsk - Far East
  - Gioia Tauro - Constantza - Poti - Gioia Tauro
- agent: Maersk Romania

### K-Line Europe

- BSX (Port Said - Istanbul - Odessa - Constantza - Varna - Izmir - Port Said)
  - ABX\* (Shanghai - Ningbo - Shekou - Nansha - Port Kelang - Istanbul - Constantza - Ilyicevsk - Shanghai)
- agent: Kapital Leading Transport

### China Shipping Container Lines Co. Ltd.

- ABX\* (Shanghai - Ningbo - Shekou - Nansha - Port Kelang - Istanbul - Constantza - Ilyicevsk - Shanghai)
- agent: China Shipping (Romania) Agency Co. Ltd.

### Yang Min Line

- ABX\* (Shanghai - Ningbo - Shekou - Nansha - Port Kelang - Istanbul - Constantza - Ilyicevsk - Shanghai)
- agent: Team Logistic Specialists

### EMES Line

- Ukraine Services (Marport - Haydarpasa - Izmir - Piraeus - Marport - Haydarpasa - Constantza - Odessa - Marport)
  - Black Sea Shuttle (Marport - Constantza - Ilyicevsk - Odessa)
- agent: Romar Shipping Agency

### Hapag Lloyd (HLL)

- Asia Black Sea Express ABX (Shanghai - Ningbo - Shekou - Singapore - Damietta - Istanbul - Constantza - Odessa - Izmir - Damietta - Singapore)
- agent: Hub Dacia

### Ocean Overseas Container Line (OOCL)

- Asia Black Sea Express ABX (Shanghai - Ningbo - Shekou - Singapore - Damietta - Istanbul - Constantza - Odessa - Izmir - Damietta - Singapore)
- agent: Medtainer RO

### Nippon Yusen Kaisha Line (NYK)

- Asia Black Sea Express ABX (Shanghai - Ningbo - Shekou - Singapore - Damietta - Istanbul - Constantza - Odessa - Izmir - Damietta - Singapore)
- agent: Transterra Logistics

### United Feeder Operator / Inter Black Sea services

route: Constantza - Poti - Odessa - Novorossiysk - Varna - Constantza  
agent: Romship Agencies

### MISC Berhad (MISC)

- Asia Black Sea Express ABX (Shanghai - Ningbo - Shekou - Singapore - Damietta - Istanbul - Constantza - Odessa - Izmir - Damietta - Singapore)
- agent: Pott and Koerner SRL Bucuresti

### Neptune Shipping Lines

route: Constantza - Sete - Alger - Sagundo - Valencia - Constantza  
agent: Medtainer RO

### Danube Container Line

route: Constantza - Belgrade - Constantza  
agent: Nord Marine

### Danube service / Mainrom Line

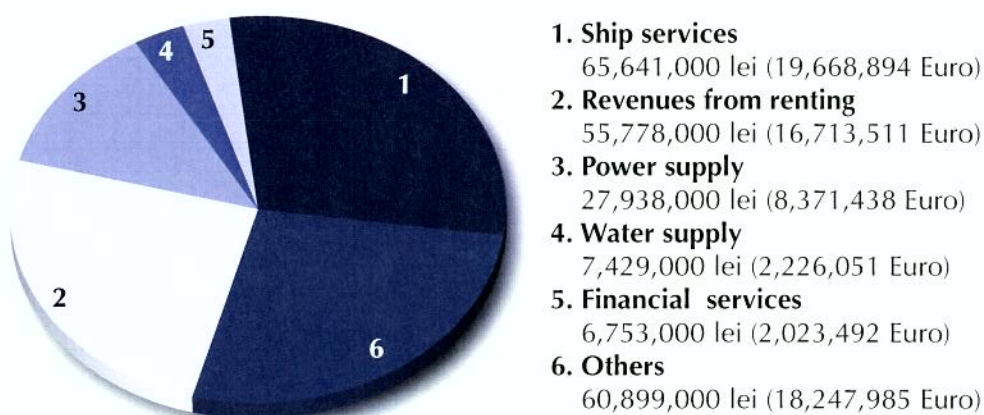
route: Constantza - Giurgiu - Constantza  
agent: Transcanal

## financial report

### revenues

The total income of NC Maritime Ports Administration SA Constantza in 2007 was **224,438,000 lei** (67,251,371 Euro)

The income structure is presented in the chart below:

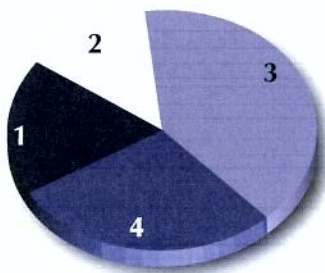


Currency exchange rate (medium) used for 2007: 1 EUR = 3.3373 RON  
(source: National Bank of Romania)

### investments

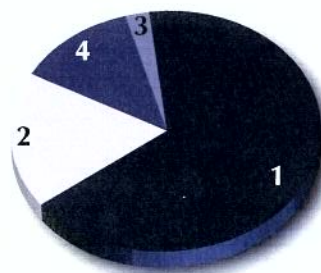
The total value of the investments made in 2007 was **131,070,000 lei** (39,274,263.6 Euro)

#### resources



1. own sources (18.4%)
2. budgetary allocations (13.2%)
3. external loans (40.2%)
4. other (28.2%)

#### structure



1. infrastructure (66.9%)
2. superstructure (18.2%)
3. equipment (2.4%)
4. other (12.5%)



## port tariffs - applicable as of January 2008

### chapter I - general principles

1. Foreign-flagged vessels, which call at the ports under NC-MPA-SA Constantza , have to be represented by a ship-agency company that has concluded a service contract with the Administration. In special circumstances a shipmaster may make payments, on own behalf, for services provided before the vessel departs from port.
2. The amounts payable for services provided by the Administration are on ship-owner's account and the payments are to be made through ship-agency companies or directly by the ship-owner (for Romanian-flagged vessels).
3. All tariff rates applied by the Administration are expressed in EUR.
4. Payments for services provided are made in hard currency for foreign-flagged vessels and in equivalent national currency (RON) for Romanian-flagged vessels.
5. Conversion of tariff rates into other currencies (including the national currency) is made at the official rates of exchange notified by the National Bank of Romania (BNR) for the invoicing day of the service provided, in conformity with the legal regulations in force.
6. The tariffs are VAT free. VAT will be invoiced in accordance to the Romanian Tax Law.
7. The amounts resulting from the application of tariff rates are due before the vessel departs from port and the ship agent is to guarantee the payment thereof on departure of the vessel. On or after departure of the vessel from port, the ship-agent makes the due payments in conformity with the clauses provided by the contract concluded between the respective agent and the Administration.
8. Basic port tariffs are applied as follows:
  - port access tariff, basin tariff and quay tariff are applied to vessels moored pierside (including those moored in double berth and other off-pier mooring positions), in compliance with conditions provided in Chapter III - items 1, 2, and 3;
  - basin and quay tariffs, provided in Chapter III - items 2 and 3, are applied as per ship's LOA to vessels which moor stern-to or bows-to the quay;. port access and basin tariffs are applied to vessels riding at anchor in port waters, inner roads inclusive, as well as to vessels moored alongside the berths which do not belong to the Administration, in compliance with provisions of Chapter III - items 1 and 3;
  - port access tariff is applied to vessels which are transiting (without staying in port) to/from the Danube-Black Sea Canal, each time the vessel enters/departs from the port, in compliance with provisions of Chapter III - item 1;
  - port access tariff is applied only once to vessels that enter or depart from the shipyards in the ports of Constantza and Mangalia , vessels which leave the port for sea trials, as well as military vessels participating in exercises at sea;
  - no port access tariff is applied to foreign-flagged military vessels coming alongside or staying at military berths in the port of Constantza; since the respective berths belong to the General Staff of the Romanian Naval Forces, there is no justification for the basin or quay tariffs to be applied;
  - any type of a sea-going vessel may fall under only one of the tariff positions provided by Chapter III, items 1, 2 and respectively 3, in any of the mentioned situations that vessel might be;
9. Quay and basin tariffs are not applied to sea-going vessels on their arrival day in port (except the case in which the vessel makes a port call of less than 24 hours), as the such vessels do not use the port infrastructure for the entire arrival day and respectively departure day.
10. Any service or use of port equipment is provided against of an order, temporary agreement or contract except in case of force majeure. The applicant is obliged to specify in his order all the necessary data that ensure that the service is provided under the best conditions.  
Tariffs related to these services are to be negotiated with the relevant offices of the Administration, depending on the current conditions under which the services requested by the clients will be provided.
11. Documents accepted as a basis for calculation of port tariffs for all vessels are the International Tonnage Certificate - 1969 (ITC) and Registry or Nationality Certificate.
12. Basic port tariffs provided in Chapter III are not applied to surveillance and control vessels of the public port service (belonging to the Romanian Naval Authority, Harbour Master, Coast Guard, Transports Police and other authorities of the Romanian state) and vessels belonging to the Administration , maritime rescue vessels, fire-fighting vessels, marine research vessels and military vessels belonging to the General Staff of the Romanian Naval Forces.

### chapter II - definitions

1. A vessel is considered to navigate in liner service if:
  - The vessel navigates on a liner time-schedule between the ports under NC-MPA-SA and, at least, one fixed destination to a foreign port. The schedule will be notified by 30 days in advance for a new line and at least by 3 days in advance before the end of the current month for the next month, in case of ships being already in the liner time-schedule. This schedule has to contain the following data: name of vessel and port of registry, ship-owner's/charterer's name and head office, shipping route and ports of call, arrival at and departure times from the ports administrated by NC-MPA-SA , running numbers of voyages.



- A ship-owner/charterer has to ensure that at least one monthly call is made at ports of Constantza/Midia/Mangalia.
- A ship-owner/charterer has to comply with the time schedule that has notified in advance with the following exceptions:
  - a) 5 days earlier or later for passages to/from Black Sea and Near East ports;
  - b) 8 days earlier or later for passages to/from other ports.
- A ship-owner/charterer may substitute the vessels nominated in the schedule with other vessels, informing the Administration to this effect. Notification in regard to substitution of a vessel is done by at least 5 days in advance for liner passages to/from Black Sea and Near East ports, respectively by 8 days for passages to/from other ports.

- The vessel loads/discharges general cargo (including containerized) and Ro-Ro.

The vessels that do not comply with any of the stipulations mentioned above, beginning with the next call, but no sooner than 15 days, will not benefit from the tariff system related to the liner vessels.

1.2. Liner Service (LINER SHIPPING) has the following characteristics:

- Sailings are based on a regular schedule made public in advance;
- The service is available on a regular basis, advised in advance, even if not used;
- The service is carried out between 2 or more ports, the Line's freights being made public;
- The loading/discharge of specific cargo is carried out on LIFO terms (Liner In/Liner Out).

The ships performing the Liner Service can be owned by the shipowner or hired but have to be run by a single management company/operator (named Liner Company) having the following obligations:

- to guarantee towards the stevedoring companies the payment of the services rendered;
- to guarantee the arrival/departure of the ships according to the pre-announced programme, which is made public, with the exception of the force majeure events and/or special events, irrespective of the ship being;
- to guarantee the loading, on his account, all the cargo being up to vessel's full capacity;
- to guarantee the delivery of the cargo at destination, irrespective of the cargo being transhipped and taken over by other intermediary liner shipping companies;

Running a Liner Service is not subject to a Charter Party, Booking Note, aso. The transport contract is represented by the Bill of Lading itself;

The Liner Company has to have a firm contract with a stevedoring company (in case operating containers - with a container terminal);

A Liner Shipping Company is obliged to advise in advance the sailing schedule of its service, being allowed to substitute the vessels at any time, subject to due notification given to customers, without being compelled to advise the reason, allowing the number of ships to be increased or decreased depending on the quantity of cargo available. When the number of the ships which serving a liner shipping is smaller then the number established in the current month, beginning with the next month will be applied proper tariff with the number of the ships which effectively arrived in the port.

2. Duration of the port call for river-going vessels is the counted as the period between their arrival and departure through Port of Midia to/from KM 0 of Danube - Black Sea Channel of Agigea.

3. The type of vessel as used in this document is defined as follows:

- Bulk-carrier: a vessel that carries solid cargoes in bulk;
- Tanker: a vessel that carries liquid cargoes, including oil and chemical products;
- LPG carrier: a vessel build and used for any liquid gases transportation (including liquid petroleum gases);
- Cargo-vessel: a vessel that carries general cargoes (including containers);
- Container-carrier: a vessel the construction of which is entirely or partially cellular or a vessel that can be alternatively used as a container carrier or that loads exclusively containerized cargo;
- RORO/Ferryboat: a vessel that carries wheeled transport means (motor vehicles - drivers inclusive, railway carriages - attendants inclusive);
- Passenger vessel: a vessel registered for the exclusive carriage of passengers and their belongings (luggage, privately owned cars and coaches);
- Inland passenger-vessel: a vessel that has a registered river-class for exclusive transportation of passengers and their luggage on inland navigation channels;
- Military vessel: a vessel constructed and equipped to perform military assignments;
- Fishing vessel: a fishing ship used for catching fish or other marine living beings;
- Inland navigation vessel is a vessel that carries goods along inland navigable waterways (barge, lighter and other assimilated thereto);

- Technical vessel is a vessel that provides harbor services in the ports of Constantza/Midia and Mangalia: floating crane, bunkering tank, dredger, lighter, scow, floating elevator, drilling platform, rock-breaker, pontoon, floating bridge, supply vessel, diver's vessel, antipollution vessel, floating dock, pilot boat, launch, open lighter, tug, pusher. Maritime vessels that do not fall under the types defined above (live stock carriers, reefers, multi-purpose vessels etc.) are assimilated to cargo-vessels, except for the OBO carriers that shall be charged depending on the cargoes carries, respectively as bulk carriers or tankers.

4. Ship's characteristics used in the present document are defined as follows:

- Lmax (LOA): maximum length measured horizontally on the fore-and-aft plane in metres, between the outer ends of the ship (m);
- TB: gross tonnage shown in documents mentioned in Chapter I - item 10;
- TBR: reduced gross tonnage, as shown in documents mentioned in Chapter I, item 10, to which basic port tariff rates are applied to tankers, which certify by documents that they have separate tanks for ballast and they possess the Tonnage Certificate in which it is expressly mentioned the reduced gross tonnage regardless the cargo shipped, the mode of loading and the aim of the vessel's entry to the Romanian ports.
  - UTB: gross tonnage unit;

- TC: maximum loading capacity of cargo inland vessels, expressed in tons (t);
- TD (displacement tons): total weight of a laden vessel expressed in tons;
- CP: horse power

For vessels the TB (gross tonnage) of which is not shown in the documents, the gross tonnage will be replaced by using the calculation formula established in conformity with "Rule 3 - gross tonnage, of the International Convention for Tonnage Measurement of Vessels TONNAGE - 69", adopted by Romania through Decree No. 23/1976, as follows:

**TB = (0.2 + 0.02 log 10 V) x V where V = L x B x D x 0.9**

V = volume of ship's hull (cu.m.)

L = length (m.)

B = beam (m.)

D = draft (m)

## chapter III - basic port tariffs

|                     | M/U     | 0-5000 | 5001-10000 | 10001-20000 | 20001-45000 | 45001-70000 | >70000 |
|---------------------|---------|--------|------------|-------------|-------------|-------------|--------|
| <b>Vessel Type*</b> | Eur/UTB | 0.155  | 0.155      | 0.155       | 0.155       | 0.155       | 0.155  |

\* vessel type - bulk carrier, tanker/LPG, cargo-vessel, container-carrier, ro-ro/ferryboat, passenger-vessel, military-vessel.

1.1. For the liner vessels (which meet the requirements provided in Chapter II, item 1.1) and for the ships employed in liner services (which meet the requirements provided in Chapter II, item 1.2 and belonging to some owners/charterers which serving this service with minimum 4 ships - calls by month) the port access tariff is applied according to items 3,4,5 and 6, as follows:

|                     | M/U     | 0-5000 | 5001-10000 | 10001-20000 | 20001-45000 | 45001-70000 | >70000 |
|---------------------|---------|--------|------------|-------------|-------------|-------------|--------|
| <b>Vessel Type*</b> | Eur/UTB | 0.078  | 0.078      | 0.078       | 0.078       | 0.078       | 0.078  |

\* vessel type - bulk carrier, tanker/LPG, cargo-vessel, container-carrier, ro-ro/ferryboat, passenger-vessel, military-vessel.

The same tariffs from the upper table the port access tariff are applied for the vessels calling only for bunkering, change of crew, disembarkation of sick persons.

1.2. For the ships employed in liner service (as per the requirements provided in Chapter II, item 1,2 and belonging to some owners/charterers serving this service with minimum 2-3 ships - calls by the month) the port access tariff is applied as follows:

|                     | M/U     | 0-5000 | 5001-10000 | 10001-20000 | 20001-45000 | 45001-70000 | >70000 |
|---------------------|---------|--------|------------|-------------|-------------|-------------|--------|
| <b>Vessel Type*</b> | Eur/UTB | 0.109  | 0.109      | 0.109       | 0.109       | 0.109       | 0.109  |

\* vessel type - bulk carrier, container-carrier, ro-ro/ferryboat, passenger-vessel.

1.3. For the ships employed in liner service (as per the requirements provided in Chapter II, item 1,2 and belonging to some owners/charterers asper serving this service with only one ship - calls on the month) the port access tariff is applied as follows:

|                     | M/U     | 0-5000 | 5001-10000 | 10001-20000 | 20001-45000 | 45001-70000 | >70000 |
|---------------------|---------|--------|------------|-------------|-------------|-------------|--------|
| <b>Vessel Type*</b> | Eur/UTB | 0.124  | 0.124      | 0.124       | 0.124       | 0.124       | 0.124  |

\* vessel type - bulk carrier, container-carrier, ro-ro/ferryboat, passenger-vessel.

1.4. Port access tariff is applied to vessels that make a second port call within 30 days from the previous port call (taking the departure time as reference point) and to vessels which leave port for the roads and return to port to continue the operations (loading, discharging, repairs, etc.) as follows:

|                     | M/U     | 0-5000 | 5001-10000 | 10001-20000 | 20001-45000 | 45001-70000 | >70000 |
|---------------------|---------|--------|------------|-------------|-------------|-------------|--------|
| <b>Vessel Type*</b> | Eur/UTB | 0.132  | 0.132      | 0.132       | 0.132       | 0.132       | 0.132  |

\* vessel type - bulk carrier, tanker/LPG, cargo-vessel, container-carrier, ro-ro/ferryboat, passenger-vessel, military-vessel.



\* vessel type - bulk carrier, tanker/LPG, cargo-vessel, container-carrier, ro-ro/ferryboat, passenger-vessel, military-vessel.

2. Quay tariff - is applied per vessel's maximum length (LOA) and number of days in port depending on the type of vessel and the gross tonnage (TB) heading under which the vessel falls, as follows:

| Vessel Type       | M/U       | 0-5000 | 5001-10000 | 10001-20000 | 20001-45000 | 45001-70000 | >70000 |
|-------------------|-----------|--------|------------|-------------|-------------|-------------|--------|
| Tanker/LPG        | Eur/m/day | 8.094  | 15.565     | 17.806      | 23.527      | 33.122      | 35.115 |
| Container-carrier | Eur/m/day | 7.469  | 8.472      | 8.749       | 8.963       | 9.496       | 10.030 |
| Ro-Ro/ferryboat   | Eur/m/day | 5.852  | 7.223      | 7.720       | 8.468       | 8.717       | 9.339  |
| Passenger vessel* | Eur/m/day | 10.585 | 10.585     | 10.585      | 10.585      | 10.585      | 10.585 |
| Military vessel   | Eur/m/day | 11.830 | 11.830     | 11.830      | 11.830      | 11.830      | 11.830 |

\* for the inland passenger-vessels (with a river class), as well as for the vessels transporting passengers in a regular line regime, it is to be applied a quay tariff rate of 6.349 EURO/m/day.

\*\* for the maritime passenger-vessels for which the port call does not exceed 12 hours, a quay tariff rate of 5.292 EURO/m is to be applied.

2.5. Bulk-carriers shall be charged with the following tariff:

- when operating the following bulk cargoes: coal and derivatives, phosphates, apatite, iron ore, bauxite, the quay tariff rates to be applied are as follows:

| Vessel Type  | M/U       | 0-5000 | 5001-10000 | 10001-20000 | 20001-45000 | 45001-70000 | >70000 |
|--------------|-----------|--------|------------|-------------|-------------|-------------|--------|
| Bulk-carrier | Eur/m/day | 3.735  | 5.852      | 9.960       | 11.204      | 18.673      | 26.142 |

- when operating cargoes other than those stated in the previous paragraph, the quay tariff rates to be applied are as follows:

| Vessel Type  | M/U       | 0-5000 | 5001-10000 | 10001-20000 | 20001-45000 | 45001-70000 | >70000 |
|--------------|-----------|--------|------------|-------------|-------------|-------------|--------|
| Bulk-carrier | Eur/m/day | 1.857  | 2.927      | 4.981       | 5.602       | 8.336       | 13.071 |

-when bulk-carriers operating scrap the quay tariff rate corresponding to the cargo-vessel is to be applied as stipulated in the item 2.6., alignment 2, according to the appropriate TB group, in case that the appliance of the tariff rate is favourable to the ship.

2.6. Cargo-vessels shall be charged with the following tariff:

- when operating the following bulk cargoes: coal and derivatives, phosphates, apatite, iron ore, bauxite, the quay tariff rates to be applied are as follows:

| Vessel Type   | M/U       | 0-5000 | 5001-10000 | 10001-20000 | 20001-45000 | 45001-70000 | >70000 |
|---------------|-----------|--------|------------|-------------|-------------|-------------|--------|
| Cargo-carrier | Eur/m/day | 3.921  | 4.673      | 6.914       | 7.090       | 7.282       | 7.522  |

- when operating any other cargoes (except those stated in the previous paragraph), the quay tariff rates to be applied are as follows:

| Vessel Type   | M/U       | 0-5000 | 5001-10000 | 10001-20000 | 20001-45000 | 45001-70000 | >70000 |
|---------------|-----------|--------|------------|-------------|-------------|-------------|--------|
| Cargo-carrier | Eur/m/day | 2.614  | 3.116      | 4.609       | 4.727       | 4.855       | 5.015  |





A vessel of any type which, during loading and unloading operations, operates more kinds of cargoes is charged with the tariff rates corresponding to the type of vessel and kind of cargo which makes up the greatest weight in the loading/unloading operations. For vessels falling under one of the following situations:

- vessels which make port calls only for repair works (inclusively compulsory operations preceding the repair works) to be carried out alongside the quay (outside the shipyard), but only when are not doing loading/discharging operations;
- vessels during one call, performing both commercial operations and repair works;
- maritime vessels that are moored side by side (no commercial operations performed) in the second and next positions, the quay tariff is applied as follows:

| Vessel Type       | M/U       | 0-5000 | 5001-10000 | 10001-20000 | 20001-45000 | 45001-70000 | >70000 |
|-------------------|-----------|--------|------------|-------------|-------------|-------------|--------|
| Bulk-carrier      | Eur/m/day | 1.867  | 2.927      | 4.981       | 5.602       | 9.336       | 13.071 |
| Tanker/LPG        | Eur/m/day | 4.047  | 7.783      | 8.903       | 12.763      | 16.561      | 17.557 |
| Cargo-vessel      | Eur/m/day | 1.307  | 1.558      | 2.305       | 2.363       | 2.427       | 2.507  |
| Container-carrier | Eur/m/day | 3.735  | 4.236      | 4.375       | 4.481       | 4.748       | 5.015  |
| Ro-Ro/ferryboat   | Eur/m/day | 2.927  | 3.612      | 3.860       | 4.234       | 4.359       | 4.670  |
| Passenger vessel  | Eur/m/day | 5.292  | 5.292      | 5.292       | 5.292       | 5.292       | 5.292  |
| Military vessel   | Eur/m/day | 5.915  | 5.915      | 5.915       | 5.915       | 5.915       | 5.915  |

3. Basin Tariff - tariff rates for port basin is applied per vessel's maximum length (LOA) and number of days in port depending on the type of vessel and gross tonnage (TB) heading under which the vessel falls as follow:

| Vessel Type       | M/U       | 0-5000 | 5001-10000 | 10001-20000 | 20001-45000 | 45001-70000 | >70000 |
|-------------------|-----------|--------|------------|-------------|-------------|-------------|--------|
| Bulk-carrier      | Eur/m/day | 0.651  | 0.576      | 0.534       | 0.501       | 0.480       | 0.448  |
| Tanker/LPG        | Eur/m/day | 0.790  | 0.747      | 0.683       | 0.651       | 0.640       | 0.619  |
| Cargo-vessel      | Eur/m/day | 0.459  | 0.320      | 0.267       | 0.224       | 0.213       | 0.203  |
| Container-carrier | Eur/m/day | 0.427  | 0.309      | 0.256       | 0.224       | 0.213       | 0.203  |
| Ro-Ro/ferryboat   | Eur/m/day | 0.373  | 0.309      | 0.224       | 0.203       | 0.181       | 0.171  |
| Passenger ship*   | Eur/m/day | 0.534  | 0.534      | 0.534       | 0.534       | 0.534       | 0.534  |
| Military ship     | Eur/m/day | 0.534  | 0.534      | 0.534       | 0.534       | 0.534       | 0.534  |

\* for the maritime passenger-vessels for which the port call does not exceed 12 hours, a quay tariff rate of 0.267 EURO/m /day is to be applied.

## chapter IV - unique tariff rates for the utilisation of port infrastructure by certain types of vessels

Tariff rates for technical vessels, of which:

Tariff rates for tugs -are applied per total power of the main engine or engines of the vessel expressed in HP and the number of stay days in port, irrespective of the location of the vessel in the port basin as follows :

- EUR 0.020/HP/day - for tugs which make temporary use of the port infrastructure;
- EUR 0.010/HP/day - for tugs which make frequently use of the port infrastructure, at least 60 days in a calendar year (\*);

Tariff rates for pushers - are applied per total power of the main engine or engines of the vessel expressed in HP and the number of stay days in port, irrespective of the location of the vessel in the port basin as follows.

- a) EUR 1.067/100 HP/day - for pushers which make temporary use of the port infrastructure;
- b) for pushers which make frequently use of the port infrastructure, at least 60 days in a calendar year (\*\*):
- EUR 0.534/100 HP/day

Tariff rate for floating docks

- EUR 0.060/m/day is applied per LOA of the floating dock and number of stay days in the port

Tariff rates for other technical vessels - are applied per gross tonnage (TB) of the vessel and number of days in port, irrespective of location of the the vessel in the port basin as follows:

- EUR 0.100/UTB/day - for technical vessels which make temporary use of the port infrastructure
- EUR 0.050/UTB/day - for technical vessels which make frequent use of the port infrastructure, for at least 60 days in a calendar year (\*)

Tariff rates for inland navigation vessels - is applied per TC of the vessel and number of stay days in port, irrespective of the location of the vessel in the port basin as follows:.

- a) river cargo vessels which make temporary use of the port infrastructure;
- EUR 1.067/100TC/day - for non-propelled inland navigation vessels
- EUR 4.268/100TC/day - for self-propelled inland navigation vessels
- b) for vessels which make frequently use of the port infrastructure, at least 60 days in a calendar year (\*);
- b1) tariff rates for non-propelled inland navigation vessels - EUR 0.534/100/TC/day
- b2) tariff rates for self-propelled inland navigation vessels - EUR 2.134/100/TC/day

Tariff rate for fishing vessels - EUR 1.067 /m/month - is applied per vessels's LOA and duration of port call/stay in berth.

Tariff rate for vessels in conservation/abandoned - EUR 1.100/m/month - is applied per vessel's LOA and duration of port stay in berth.

Tariff rate for riding at mooring buoy in Midia port - EUR 42.000/vessel/month - is applied to each vessel that rides at mooring buoy in the Port of Midia.

Tariff rate for the LPG vessels which perform operations in the MARI-GAZ terminal of the Midia port and make use of the port basin - EUR 1.370/m/day - is applied per LOA of the vessel and number of stay days in the port, to which port access tariff is also applied.

Tariff rates for vessels under repair by the dock - are applied in addition to port access tariff, for the period when the respective vessels stay moored at the Administration berth as follows:

- EUR 0.154 /m/day - for the first 30 days
- EUR 0.103 /m/day - for the following 30 days
- EUR 0.077 /m/day - for the period in excess of 60 days

(\*) is applied to technical and river vessels moored in port berths for at least 60 running days or employed in trade and provide a berth occupancy of at least 60 days in one calendar year, beginning with the 61st day until the end of the respective year. Vessels which were granted this facilitation during one calendar year until the 31st of December, will continue to benefit from it as from the first day of the following calendar year on condition that they provide a berth occupancy of at least 60 days during the coming year.

(\*\*) is applied to inland navigation vessels moored in port berths for at least 60 running days or employed in trade and provide a berth occupancy of at least 60 days in one calendar year, beginning with the 61st day until the end of the respective year. The same tariff is also applied to inland cargo-vessels, in compliance with provisions of Chapter II, item 1.

## chapter V - special tariffs

Tariff rates for supervision, security and control of loading/discharging operations of maritime and river vessels - applied to each vessel performing loading/discharging operations in port, including those operating Ferry Boat berth, meaning tariff rates for supervision, security and control of passenger vessels, as follows:

- EUR 0.080/UTB - ( but not less than EUR 215/vessel) - for maritime vessels;
- EUR 0.128/UTB - for passenger vessels;
- EUR 0.710/UTB - for inland cargo-vessels.

Tariff rates for operation at TTS sea-buoys - are applied for vessels that operate at MAST sea-buoys terminal, except the access and basin tariff rates, as follows:

| Vessel Type  | M/U       | 0-5000 | 5001-10000 | 10001-20000 | 20001-45000 | 45001-70000 | >70000 |
|--------------|-----------|--------|------------|-------------|-------------|-------------|--------|
| Bulk-carrier | Eur/m/day | 1.120  | 1.761      | 2.988       | 3.361       | 5.602       | 7.842  |
| Cargo-vessel | Eur/m/day | 0.784  | 0.935      | 1.383       | 1.418       | 1.456       | 1.504  |

3. Tariff rate for utilization the Passengers Terminal by the passengers from vessels - will be calculated based on the number of passengers transiting the Terminal (including the relevant berth), as per the passengers list transmitted by the security officer (employed by NC MPA SA Constantza), and confirmed by the ship's master, as follows:

- EUR 5.000/passenger - for the passengers from maritime vessels;
- EUR 2.500/passenger - for the passengers from the inland cargo vessels.

The tariff is applied the passengers disembarked from or embarked on board of the vessel one single time only for the same passengers (even if they get off/get on board several times during same call of the vessel. Tariff is not applied for the passengers remaining on board of the vessels.

4. Containers X-ray scan inspection tariff rates - EUR 2/container - is applied for containers which are object of import/export operations through Constantza port (excepting transit containers), on the basis of Cargo Declaration - FAL, worked out by Agent.

The payment for the service performance will be factured separately for the transported containers by each vessel and for each liner agent, in equivalent national currency (RON), at the official rates of exchange.

For the containers subject of import operations, VAT will be added.

## chapter VI - tariffs for specific port utilities and services

1. Tariff for water supply - EUR 5.00/t - is applied differently for water supply directly from the quay or from water lighter (barge). Water supply service is charged in compliance with the voucher confirmed by the vessel/agent when water is supplied from water lighter or barge (in the roads or port basin) the minimum supplied quantity being 30 tons, a tariff of EURO 148/hour (negotiable) for the barge service is also to be applied.

2. Tariff for power supply - EUR 0.30/Kwh - is applied per quantity of electric power consumed (expressed in kwh) on basis of power consumption voucher/minutes confirmed by the vessel or agent.

3. Vessels identified to have polluted the port basin with petroleum residues/wastes shall pay for the de-pollution service on basis of a cost estimate worked out by the Administration and approved by Harbour Master.

4. During the port call of vessels, the Administration provides collection of residues (petroleum residues, bilge and used water) free of charge by means of specialized vessels, with the exceptions provided in Chapter III, Article 25, paragraph 2 from the Operational Rules for the Romanian Maritime Ports, which tariff rate is of EUR 8/ton.

In order to have the residues taken under right conditions, the vessels should comply with the following requirements:

- the maximum quantity of residues free of charge is 15t;
- delivery minimum rate is 5t/hour;
- the residues are accepted in compliance with international standard;
- the residues must be delivered at environment temperature;
- unfounded solicitations are charged with the vessel's tariff/hour that is taking over the residues.

(\*) For any other operations requested by the ship/ship owner, the Agent will address to the Administration .



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# annual report '07

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