



Levante Ferries Group

The Ferry Network Problems and Opportunities in the *Ionian Sea*

Shortsea Shipping Days 2019
Shortsea: Challenges Ahead



Who we are

- Levante Ferries Group (LFG), is a relatively young maritime company which started operations in late 2014
- Our mission is to provide high quality coastal ferry services for passengers, vehicles and freight that add value to the areas we serve
- Young and dynamic management team with proven multiyear experience in complex and large scale projects in various sectors (e-government, Telecom Services, Shipping etc.)
- Company started in 2014 with a single Ro/Pax vessel and currently owns and operates 4 Ro/Pax vessels



Fleet Characteristics

	M/V Fior Di Levante	M/V Mare Di Levante	M/V Andreas Kalvos	M/V Kefalonia
LOA (m)	118,8	120,2	98,56	120,78
Breadth (m)	20	21,02	16,24	17,2
Draught (m)	4,75	4,51	4,3	5,46
Max Speed (kts)	19	18	17,5	22,5
Service Speed (kts)	17,8	17	16,5	20
GRT	9.024	4.058	1.765	3.924
Passengers	1.140	1.068	805	1.154
Lane Meters	450	770	300	360
Vehicles	300	350	180	205
M/E	2 x 4.800 Bhp, MAN	2 x 4.500 Bhp, UBE-MAK	2 x 2.800 Bhp, Daihatsu	2 x 7.000 Bhp, Pielstik
STABILIZER	2	-	-	2
Ramps	2 Vehicles + 1 Passengers	2 Vehicles + 1 Passengers	2 Vehicles + 1 Passengers	1 Vehicles + 1 Passengers



Area Of Coverage

- LFG currently, is the universal provider of coastal ferry services for the islands of Zakynthos, Kefalonia and Ithaca in the South Ionian Sea
- We are connecting the islands with the mainland through the ports of Kyllini and Patras
- We operate our own 6 central agencies and cooperate with 400 more travel agencies across the country and internationally
- The crossings range from 17 miles to 56 miles and the routes are multiple per day.



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Area Of Coverage

- We run 9 daily return trips during the winter, 14 daily return trips during the summer period plus extra daily routes exclusively for dangerous goods such as liquid fuel and gas
- Our vessels are suitable to operate both as Ro/Pax (Currying Trucks, vehicles and passengers) but also as Ro/Ro (Currying Trucks and vehicles only) due to their size and transport capacity
- During year 2018 our vessels have safely and timely transported more than 1,7Mil passengers, 400K Vehicles, 110K trucks and busses and 3.5K dangerous goods trucks.



e|emed



Milestones

- SHIPPAX award, 2015
- Launch of e-ticketing so passengers can check-in the vessel with their mobile alike the airplanes
- Implementation of the European ELEMED programme, an EU initiative, for the electrification of ships while at ports
- Leading Brand awareness in Ionian sea, through media advertising

Problems & Opportunities

- Poor Port Infrastructure
 - Despite our significant investment in modern vessels that exceeds 50ME, we operate in ports with minimum infrastructure
 - Damaged or improper loading ramps and no mooring fenders
 - Poor Navigation Lighting
 - No traffic arrangements and regulations on ports for passengers, vehicles and trucks
 - Non operational Scale Ramps



Problems & Opportunities

- Bureaucracy - Inefficiency
 - Excessive fines for delays
 - Poor coordination between port authorities and port management
 - All decisions are taken centralized creating complexity and reduced flexibility.
 - Lack of staff and means at local ports
 - Construction of new road Patras – Pyrgos (60km – 475M Euros)
 - Positive effects of Ionia & Egnatia odos
 - Development of airports in the islands (2018: 847K Zakynthos, 325K Kefalonia)



Problems & Opportunities



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- Opportunities
 - Visibility of scheduled routes and reservation online systems
 - Inter-island ferry connection for passengers, cars and trucks
 - Intense and structured promotion of islands and hospitality services
 - Governmental support to island local communities (i.e. metaforiko isodinamo)
 - Subsidy of non viable but necessary routes
 - Resistance to changes
 - Change of mindset



Thank you for your time

*Stratis Apergis
Managing Director*

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Non Operational Scale



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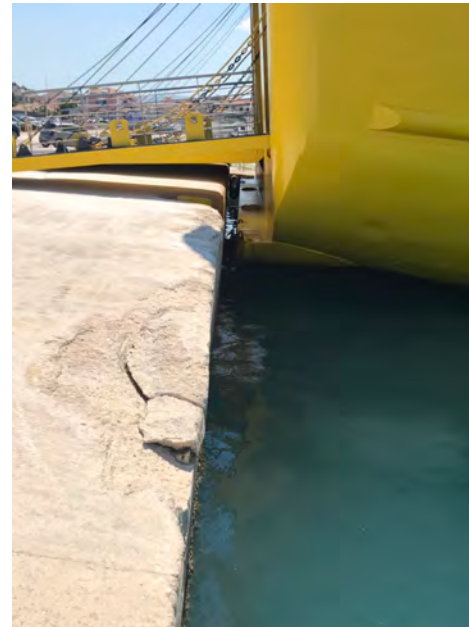
Chaos On Ports



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Damaged Ramps



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