



Puerto de Motril  
**GRANADA**



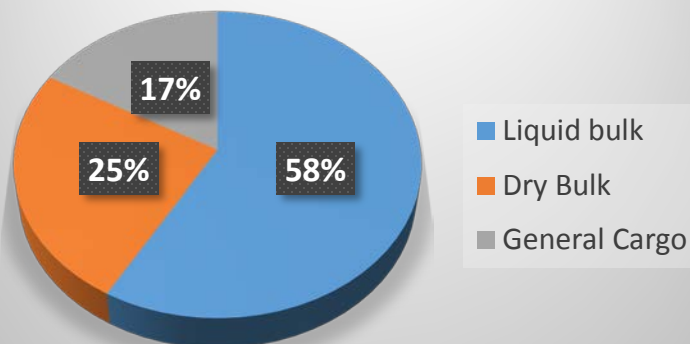
[www.apmotril.com](http://www.apmotril.com)

## • ID Card - Port of Motril

- Autoridad Portuaria de Motril - Recinto Portuario 18613 Motril (Granada)  
Tlf: +34 958 601 207
- Port Authority is only 10 years old
- **Nautical constraints** : up to 12m (Azucenas quay) draft (from 6,4m, average of 8m on inners berths)
- 3 berths for dry bulk cargoes
- 150 ha of port area
- 6 cement terminals in 2006, only 2 at present maintaining activity .
- **2014 profit after tax** : loss of 928 K€. Motril is one of the 7 Spanish ports with losses
- **2014 traffic** : 1,9 Mt (-1%/2013). Sharp decrease in number of containers and -10% in dry bulk.

Commercial traffic	Total 2013 (in Kt)	Total 2014 (in Kt)	% var. 14/13
Liquid Bulk	1 120	1 150	+2,3%
Dry Bulk	480	430	-10,5%
General Cargo	320	320	=
<i>Of which containers traffic (TEU)</i>	1 717	5 982	-70%
<b>TOTAL</b>	<b>1 920</b>	<b>1 900</b>	<b>-1%</b>

## Traffic 2014



## Port operators

- **SALG (Sociedad Anónima López Guillén)**  
Historical operator  
All kind of goods. Tlf. + 34 958 833 571  
[jjimenez@grupolopezguillen.com](mailto:jjimenez@grupolopezguillen.com)
- **Terminal Marítima de Granada (oil, biomass)**  
Historical operator  
Telf:+ 34 958 603 480  
[f.lorenzo@tmaritimagranada.com](mailto:f.lorenzo@tmaritimagranada.com)
- **J. Ronco y Cía., S.L. (special goods, heavyweights).**  
Active since end 2014  
Telf:+ 34 950 238 344  
[ops@ironco.com](mailto:ops@ironco.com)



# Key people

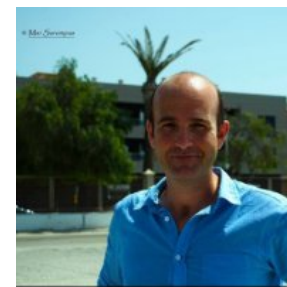
## Francisco Álvarez de la Chica

Presidente of AP Motril since March 2014  
PSOE – Junta de Andalucía



## Francisco Jose Gonzalez Mendez Herrera

Managing Director of Port of Motril since 2008



## Luisa Garcia Chamorro

Mayor of Motril (Partido popular)  
(Election 24<sup>th</sup> May 2015)



## Ángel Luis Gijón Díaz

President of Camara de Comercio de Motril





# Port Strategy, key findings & swot analysis

- **Port Strategy**
- Motril is trying to become a real independent Port authority, able to finance its development.
- The PA is now 10 years old and the CEO focuses its development on passengers traffic with Melilla, general cargoes and several green bulk goods as biomass (new) or hydraulic generators
- Passengers terminal is one of the main objectives of the port. The old part of the port will be dedicated to this traffic, with quays, car parks and leisure areas.
- The Port of Motril has a huge empty terminal at the entrance of the port with 12m draft (Azucenas). They try to develop dry bulk traffics and heavy weights but the port hinterland is limited (Granada province).
- **2015 key findings**
  - New website for Port of Motril
  - End of works of the entrance protection (dique) : 14 M€investment
  - Pasengers terminal : works on stream
  - Building of 2d entrance to the port by road
- March 2014 : new chairman named for Motril port authority, Francisco Álvarez de la Chica
- Creation of MotrilPort, an external entity, dedicated to promotion and comercial actions in trade fairs
- Several new traffics thanks to active comercial actions

## Port Strenghts

- Large area available, mainly in Azucenas quay (300 000 m<sup>2</sup>)
- Direct access to the quay
- Bulk traffics are not located close to the city of Motril
- Targeted commercial actions
- Directly connected with Madrid area by highway (450km)

## Port Weaknesses

- Small hinterland
- Financial difficulties due to the move of status in 2005 (independant)
- 60% of traffics is made by liquid bulks
- Competition with Almeria and Malaga ports



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Azucenas terminal