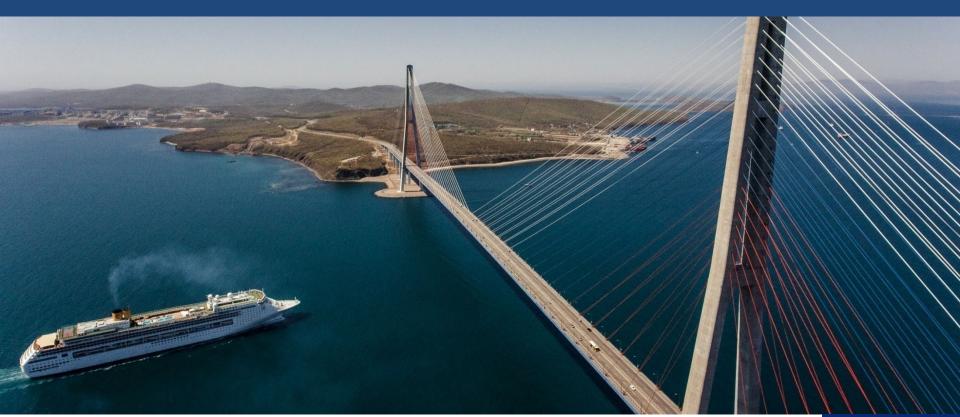
The current state and prospects for the development of cruise tourism in Pacific Russia





Nagornyi Valeryi, CEO of Vladivostok sea terminal (cruise terminal operator)

DISCOVER PACIFIC RUSSIA

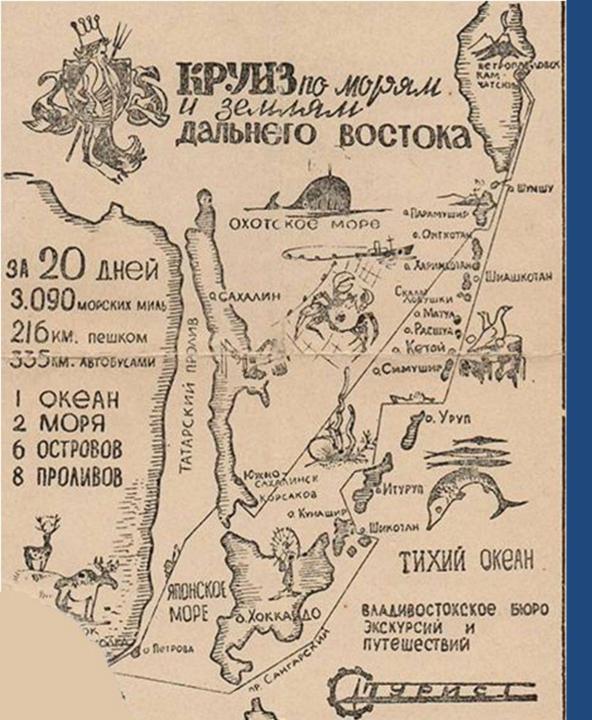
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1. Current state:

- In 2019 Vladivostok + Sakhalin + Kamchatka about 60,000 cruise passengers per year;
- In 2020, the Ponant company made 1 cruise from Anadyr to Korsakov;
- •Order of the Government of the Russian Federation No. 635-r of March 16, 2020 "On temporary restrictions on the entry into the Russian Federation of foreign citizens and stateless persons ..." restricts the entry of foreign citizens into the Russian Federation through sea checkpoints from March 2020 to the present. It has already led to the loss of two cruise seasons;
- •To date, there is only 1 ship that regularly makes cruises in the Russian Far East Professor Khromov (up to 50 pax);
- •Domestic market: the task is to attract more Russian tourists.



1. Current state:

Historical experience:

In 1960–1990 there was strong Soviet & Russian cruise industry in Far East

Itineraries between regions of Russian Far East, towards to Japan & Korea and cruises to nowhere

A lot of passengers ships up to 15

1. Current state:

Active work is underway to improve and promote Vladivostok's attraction as a hub for sending tourists from all over Russia along the routes of the Russian Far East and after lifting bans along the routs including Korea, Japan and China.



The current covid situation allowed us to pay more attention to the development of the domestic cruise market in Russian Far East.

Regular domestic cruises (as we see it in Japan, China, and hope that it can be launched at Russian market).

- berthing infrastructure;
- coastal tourist attraction



VLADIVOSTOK: After the completion of dredging works in 2019, the Vladivostok Seaport can receive the Spectrum of the Seas – the largest ever calling at Russian seaports.

PORT INFRASTRUCTURE: CURRENT SITUATION

TERMINAL MAIN FEATURES

Length b. #1: 235,7 m **Depth** b. #1: 9,7/9,8 m

of berths b. #2: 255,6 m #2A: 159 m at the berths b. #2: 9,9 m

total 650,3 m b.#2A: 8,8 m

Bus stop Terminal

capacity: 55-100* building GBA: 14 622 m²

Taxi stand: 50-100 p/l Parking area: 6000 m^2



Since 2018, in the port of **KAMCHATKA**, ships have the ability to approach the berth and disembark passengers.

PORT INFRASTRUCTURE: CURRENT SITUATION

TERMINAL MAIN FEATURES

Length b. #5: 113 m of berths total 113 m

> b. #6: 140 m b. #7: 143,8 m b. #8: 170 m

total 453,8 m (unified line)

Depth

at the berths b. #5: 9,0 m

b. #6: 9,4 m b. #7: 9,4 m b. #8: 9,4 m

Bus stop capacity: 20*

* possible to expand

Taxi stand: 40 p/l

Terminal building GBA: 8 000 m²



PORT INFRASTRUCTURE: CURRENT SITUATION TERMINAL MAIN FEATURES

Length
of berths* b. #4: 140 m

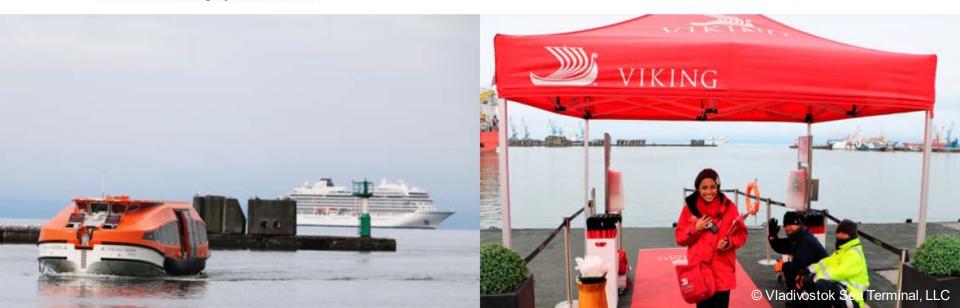
Bus stop

Depth
at the berths* b. #4: 4,8 m

Parking area: 800m²

capacity: 20+

^{*} ships which are longer than 140 meters and draft for more than 4,3 meters are accommodating by tender boats



SAKHALIN sea port needs development.

PORT INFRASTRUCTURE: FUTURE DEVELOPMENT

The construction of a berth wall for cruise ships up to 350 m. and draft more than 9 m. The construction of new terminal building with a modern checkpoint



3. Concept of Pacific Russia as a cruise destination



3. Concept of Pacific Russia as a cruise destination

In 2019, on our initiative, together with Kamchatka and Sakhalin, was developed a concept PACIFIC RUSSIA AS A UNIQUE DESTINATION FOR WORLD CRUISE MARKET

In the concept, the following points are disclosed for each region:

- ✓ PORT INFRASTRUCTURE
- ✓ AIRPORT INFRASTRUCTURE
- ✓ KEY ATTRACTIONS
- ✓ TOURISM INFRASTRUCTURE
- ✓ FOOD and UNIQUE GOODS TO BUY
- ✓ TARGETED SOURCE MARKETS
- ✓ VARIANTS OF ITINERARIES

This concept was presented to most of cruise companies with a proposal to increase the number of cruises in the Russian Pacific region.

4. Expedition segment development

The expeditionary fleet is increasing, which allows to attract more expeditionary cruises not only to large ports but also to remote areas.



4. Expedition segment development

Compared to large cruise ships, expedition ships have no infrastructure constraints.



5. Cooperation between the Japanese and Russian sides

Vladivostok has got close cooperation with Yokohama, Kanazawa and Maizuru.

A Memorandum of Understanding for establishing professional network between cruise ports of Sea of Japan / East Sea and its adjoining seas was signed in 2018 with:

- Niigata Port,
- Sakai Port,
- Kyoto Maizuru Port,
- Kanazawa Port,
- Gangwon-do Maritime Tourism Center.

Memorandum Of Understanding with Yokohama is being signed.

We propose to start cooperation with the ports of Hokkaido, including Otaru, on joint promotion North-West Pacific with the target of increasing the number of cruises in the region.

Thank you for your attention! We are ready to discuss and agree the ways of mutual activity!



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