



“Quale competizione,..... e con chi ?”

Milano, 30 gennaio 2020

ITALIAN SPOKE AND HUB DISTRICTS

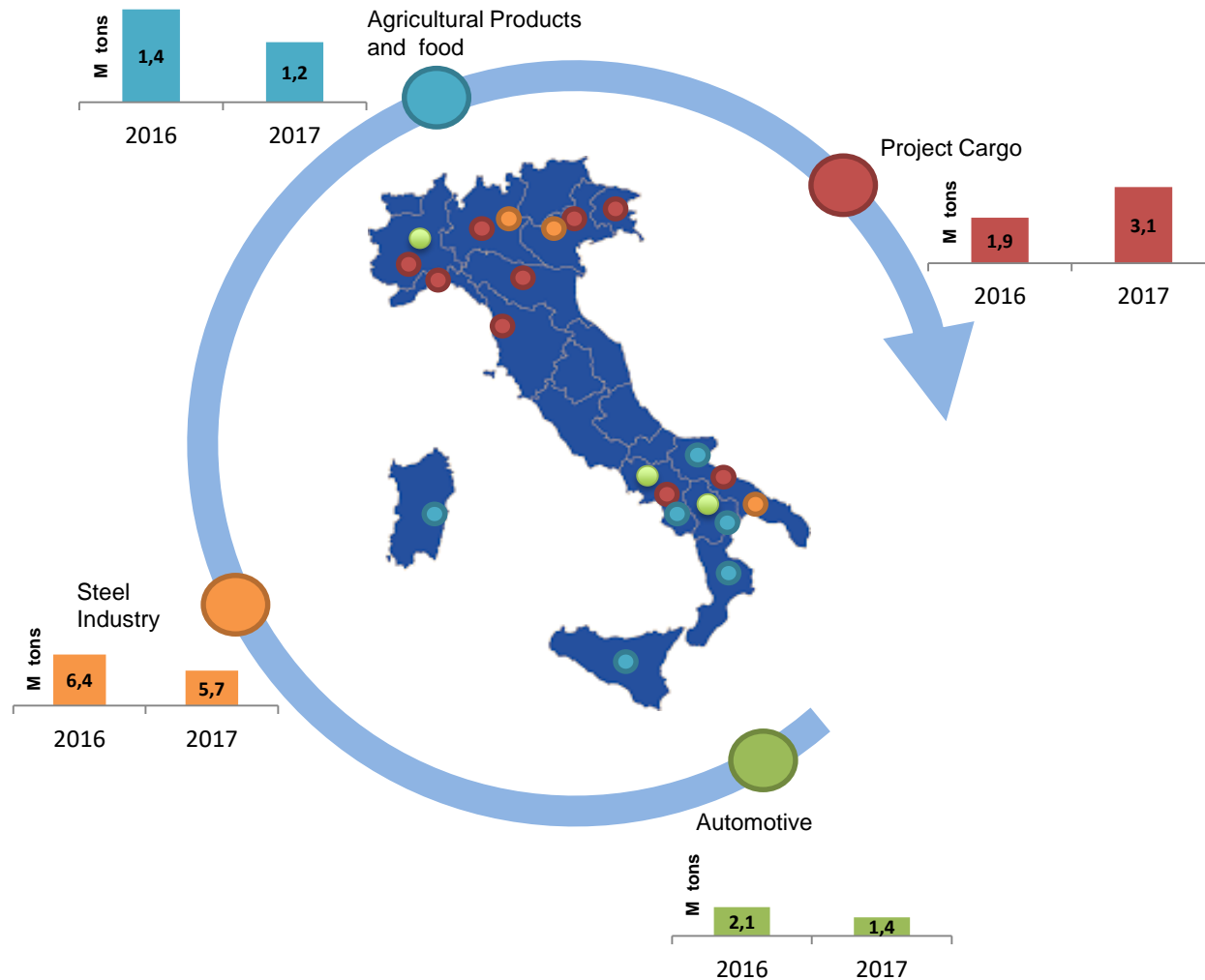
The most important Italian districts for *imported goods by sea* are the following:



Source: Italian Port Association, "Bollettino Statistico", 2017

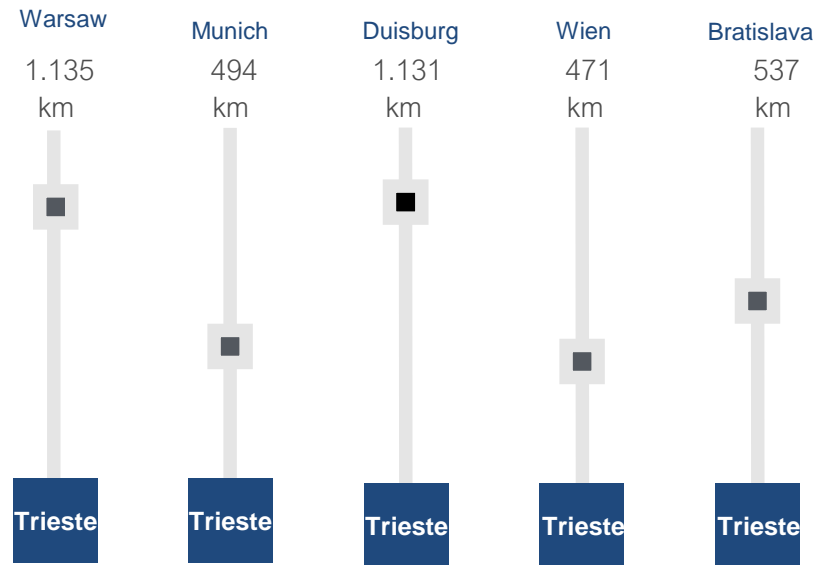
ITALIAN SPOKE AND HUBDISTRICTS

The most important Italian districts for exported *goods by sea* are the following:



Source: Italian Port Association, "Bollettino Statistico", 2017

ITALY AS LOGISTIC PLATFORM

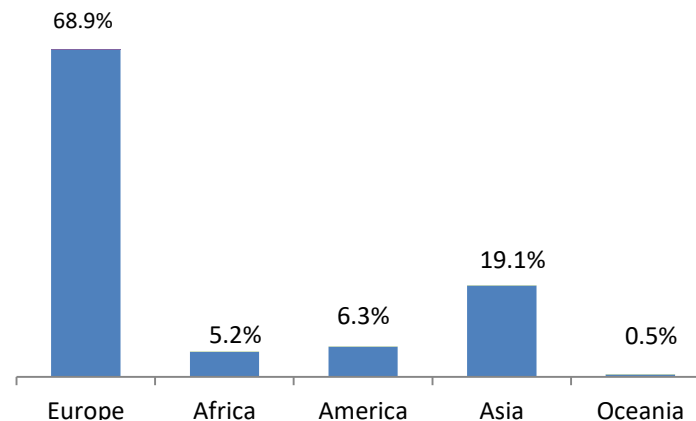


FROM TRIESTE

ITALIAN IMPORT AND EXPORT AREAS

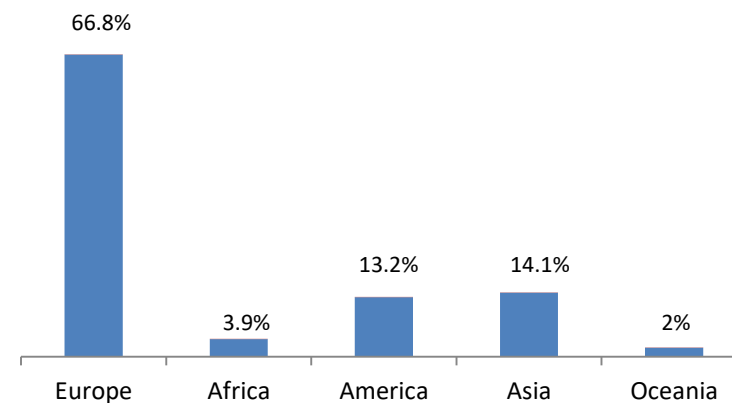
Origin of Italian import in million euro

| | |
|-------------------------|---------|
| EUROPE | 292.179 |
| AFRICA | 22.016 |
| AMERICA | 26.661 |
| ASIA | 81.136 |
| OCEANIA AND OTHER AREAS | 2.006 |



Origin of Italian export in million euro

| | |
|-------------------------|---------|
| EUROPE | 309.181 |
| AFRICA | 18.037 |
| AMERICA | 60.915 |
| ASIA | 65.450 |
| OCEANIA AND OTHER AREAS | 9.316 |



Source: Economic Observatory elaborations
on FMI-DOTS data

ITALIAN IMPORT-EXPORT RANKING

| | Countries | Market share |
|----|-------------|--------------|
| 1 | China | 12,9% |
| 2 | USA | 8,6% |
| 3 | Germany | 8,1% |
| 4 | Netherlands | 3,7% |
| 5 | Japan | 3,8% |
| 6 | France | 3,0% |
| 7 | South Korea | 3,1% |
| 8 | Italy | 2,8% |
| 9 | Hong Kong | 2,9% |
| 10 | UK | 2,5% |
| 11 | Canada | 2,3% |
| 12 | Belgium | 2,4% |
| 13 | Mexico | 2,3% |
| 14 | Russia | 2,3% |
| 15 | Singapore | 2,1% |

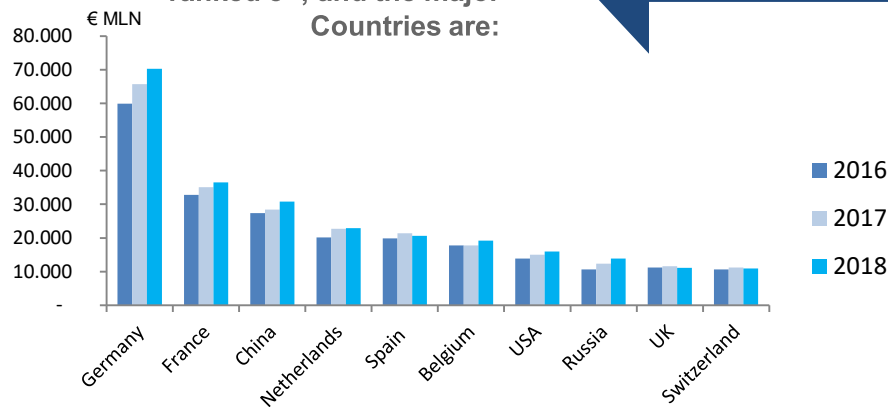
| | Countries | Market share |
|----|-------------|--------------|
| 1 | USA | 13,0% |
| 2 | China | 10,9% |
| 3 | Germany | 6,6% |
| 4 | Japan | 4,0% |
| 5 | UK | 3,4% |
| 6 | France | 3,4% |
| 7 | Netherlands | 3,3% |
| 8 | Hong Kong | 3,2% |
| 9 | South Korea | 2,7% |
| 10 | India | 2,6% |
| 11 | Canada | 2,5% |
| 12 | Mexico | 2,5% |
| 13 | Italy | 2,6% |
| 14 | Belgium | 2,3% |
| 15 | Spain | 2,0% |

IMPORT

EXPORT

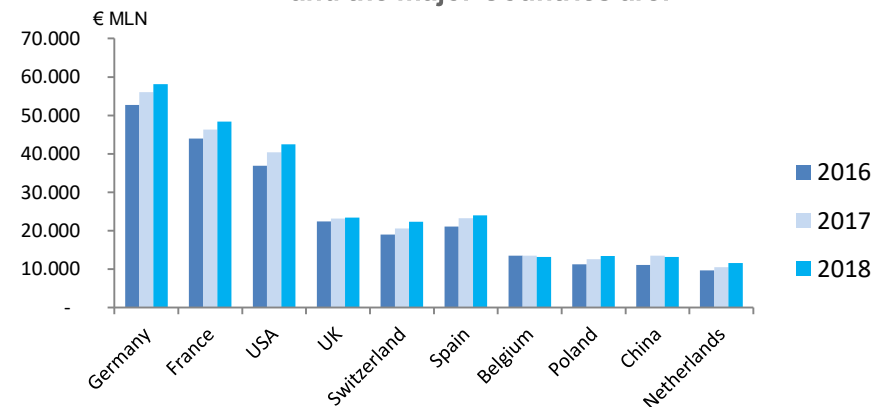
ITALY

Italy, relating to export, is ranked 8th, and the major Countries are:



ITALY

Italy, relating to import, is ranked 13th, and the major Countries are:



Source: Economic Observatory elaborations on FMI-DOTS data

WAY OF TRANSPORTATION

Road
Transport:
335.8 € billion
49%



Air Transport:
76.7 € billion
11%



Rail transport:
17.2 € billion
3%

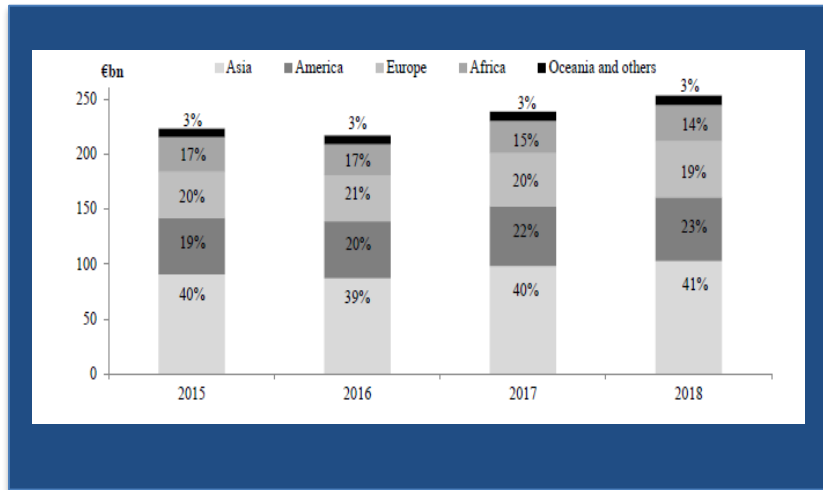


Maritime
Transport:
253.7 € billion
37%

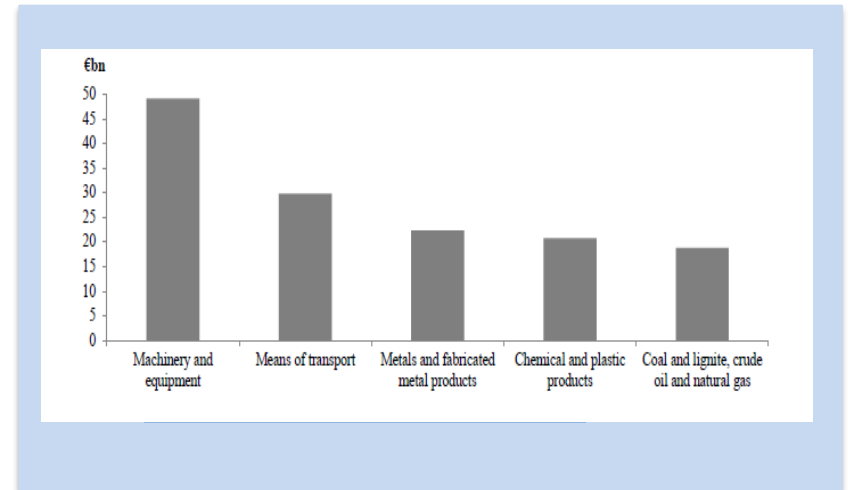


Source: Report SRM Italia Maritime Economy

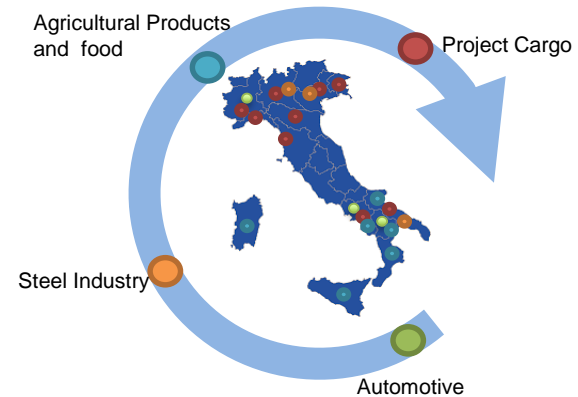
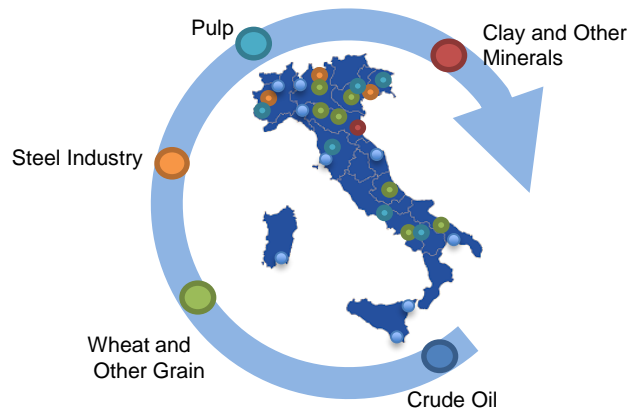
ITALIAN MARITIME IMPORT-EXPORT



The Italian maritime import-export trend shows the importance of Asia



The main goods categories transported by sea worldwide in 2018 are coherent with numbers of Italian districts



Source: Report SRM Italia Maritime Economy

TOP 10 IMPORTERS AND EXPOTERS TO/FROM ITALY

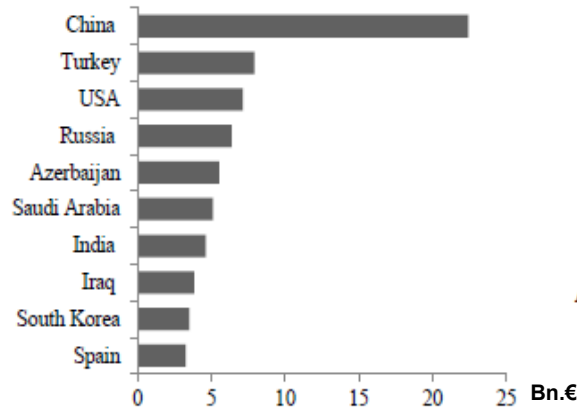


● China is the main country supplier, which with € 22.4 billion represents 17% of all imports by Italian sea.

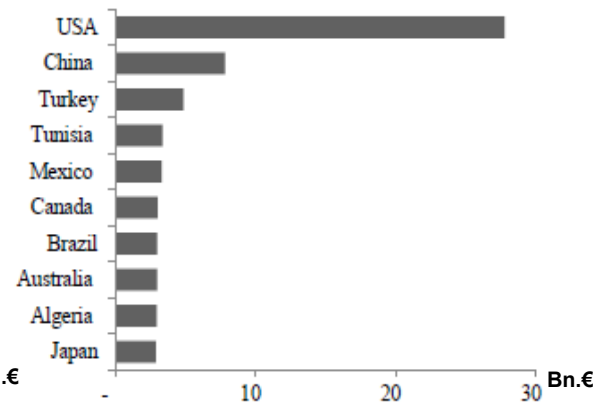
● United States is the main country client, with € 27.7 billion concentrates 23% of our export.



Top 10 Importers

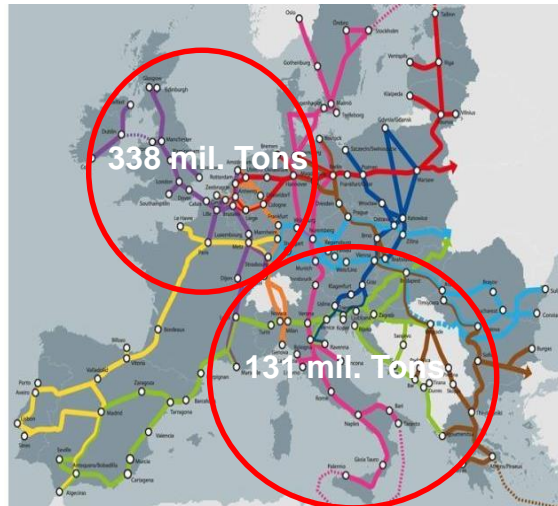


Top 10 Exporters



Source: Report SRM Italia Maritime Economy

RORO FREIGHT PATTERN



| No. | Country | Cargo [mln tn] |
|-----|---------------------|----------------|
| 1 | United Kingdom | 103.8 |
| 2 | Sweden | 44.9 |
| 3 | Germany | 36.9 |
| 4 | France ² | 30.1 |
| 5 | Denmark | 21.2 |
| 6 | Belgium | 20.7 |
| 7 | Netherlands | 18.8 |
| 8 | Finland | 17.7 |
| 9 | Ireland | 13.9 |
| 10 | Poland | 7.8 |

- Three "Big Markets" through main 4 main TEN-T Corridors
- Opportunity leveraging the network to improve the connections with Mediterranean Basin and MENA Region

| No. | Country | Cargo [mln tn] |
|-----|---------------------|----------------|
| 1 | Italy | 88.5 |
| 2 | Greece | 19.9 |
| 3 | Spain ² | 13.2 |
| 4 | Turkey | 8.5 |
| 5 | France ³ | 6.0 |
| 6 | Slovenia | 0.9 |
| 7 | Malta | 0.6 |
| 8 | Croatia | 0.3 |
| 9 | Romania | 0.3 |
| 10 | Bulgaria | 0.2 |

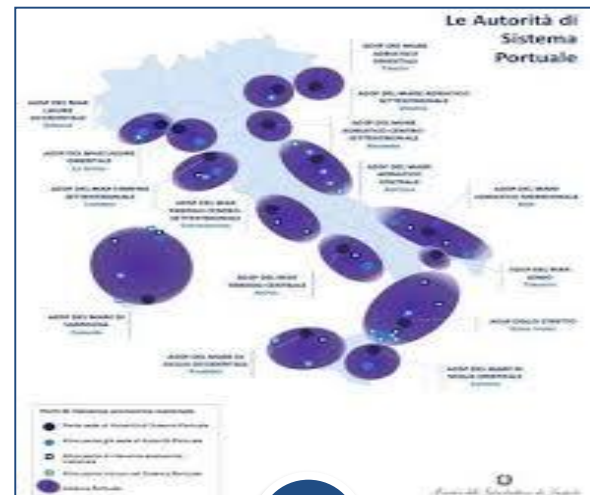
Source: VSL on Harbours Review Data

THE ITALIAN STRATEGIC POSITION



- BALTIC - ADRIATIC
- NORTH SEA - BALTIC
- MEDITERRANEAN
- ORIENT / EAST-MED
- SCANDINAVIAN - MEDITERRANEAN
- RHINE - ALPINE
- ATLANTIC
- NORTH SEA - MEDITERRANEAN
- RHINE - DANUBE

Under the reform of Law 84/94 ruling the Port System was arranged by 15 Main Port Districts



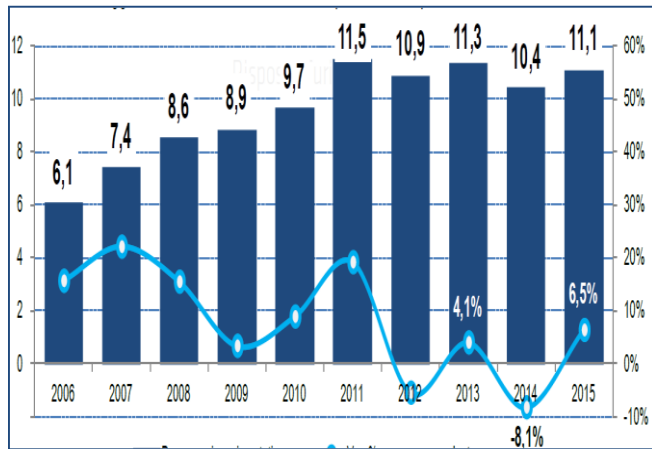
Italy, thank to its strategic position, has a crucial role for the Mediterranean trade.



These, named as AdSP (Autorità di Sistema Portuale), were fully re-shaped and New Governance was established

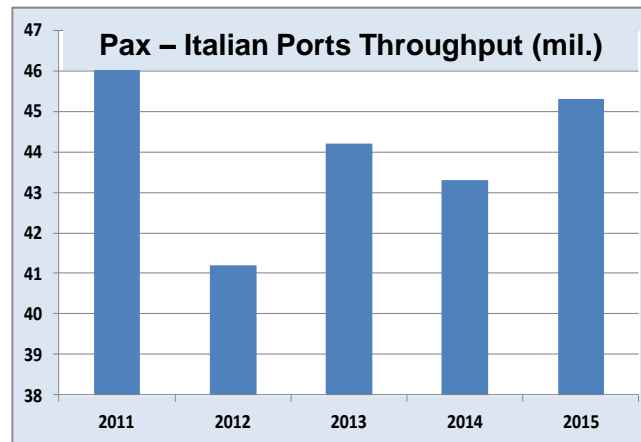
Ensuring straight and direct executive process in order to take the strategic decisions by empowered Presidents

ITALIAN FLEET DEVELOPMENT

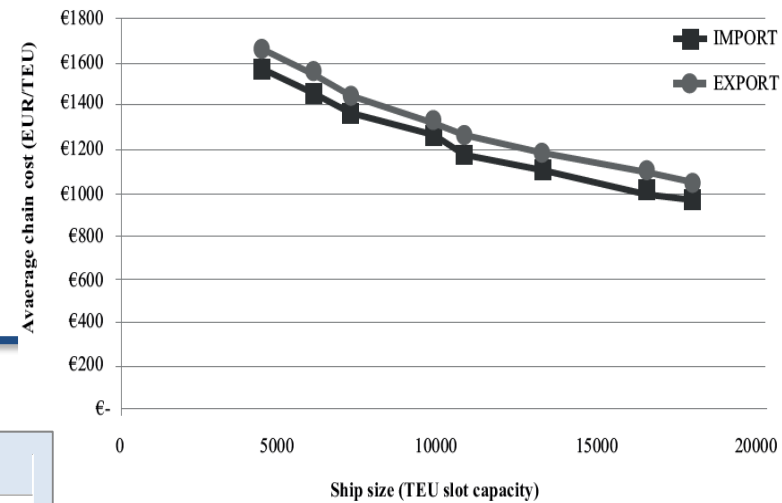


...as well the leadership in RoPax short sea trade

Italy gained the European leadership in cruise movements ...



Influence of ship size on the average generalised chain cost



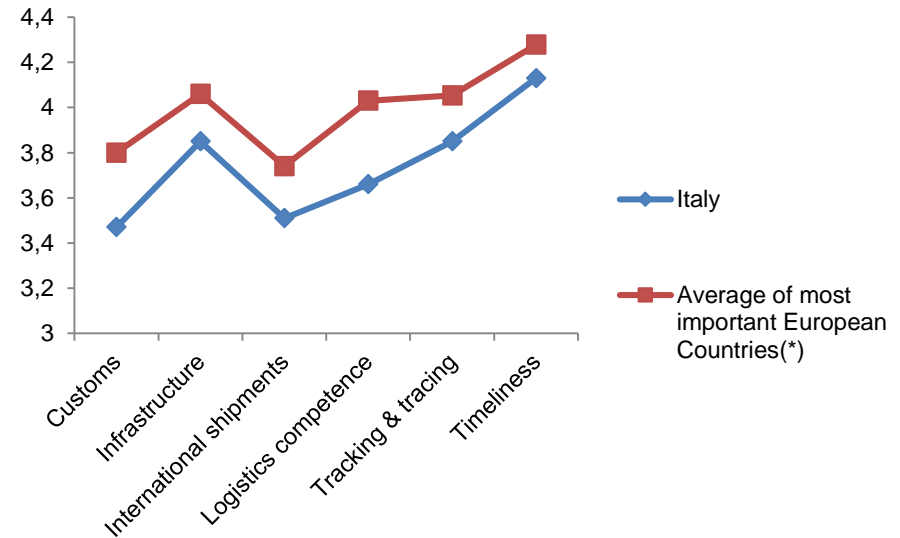
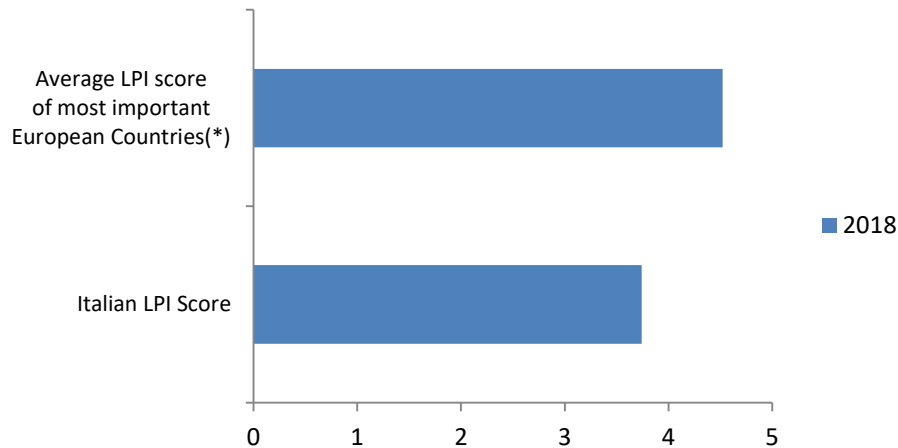
The economy of scale process is non reversible in the maritime industry. It's mandatory!

Source: VSL on Confitarma Data

LOGISTIC PERFORMANCE INDEX

The LPI is an interactive benchmarking tool created to help countries identify the challenges and opportunities they face in their performance on trade logistics and what they can do to improve their performance. The LPI 2018 allows for comparisons across 160 countries.

LPI INDEX



The Italian Logistic Performance Index has a total score of 3.74.

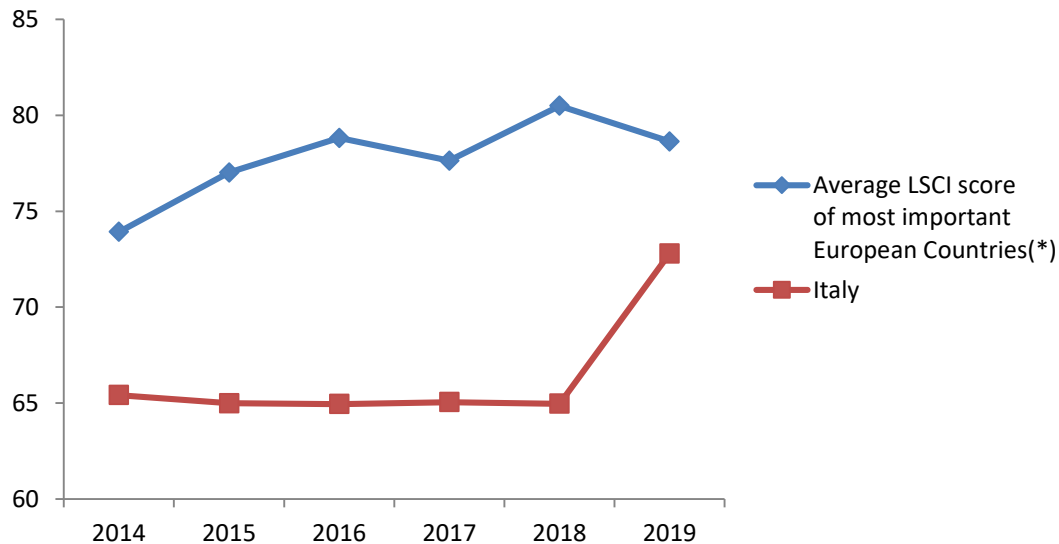
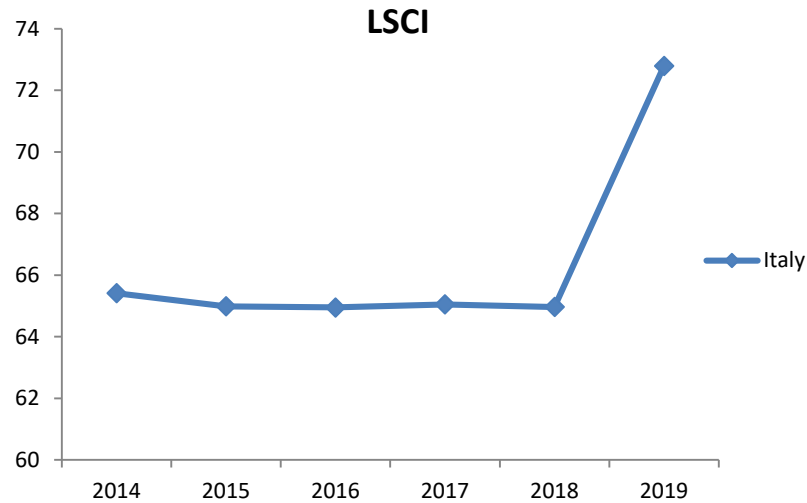
In the World Ranking Italy has a score 19 out of 161 Countries

To reach the top ten, Italy needs to improve not only the points below the blue line but also the points slightly above the line

(*) Germany, Belgium, Netherlands, Denmark, France, Spain, UK

Source: VSL on THE WORLD BANK

LINER SHIPPING CONNECTIVITY INDEX



The Liner Shipping Connectivity Index (LSCI) aims at capturing the level of integration into the existing liner shipping network by measuring liner shipping connectivity. It can be calculated at the country and at the port level.

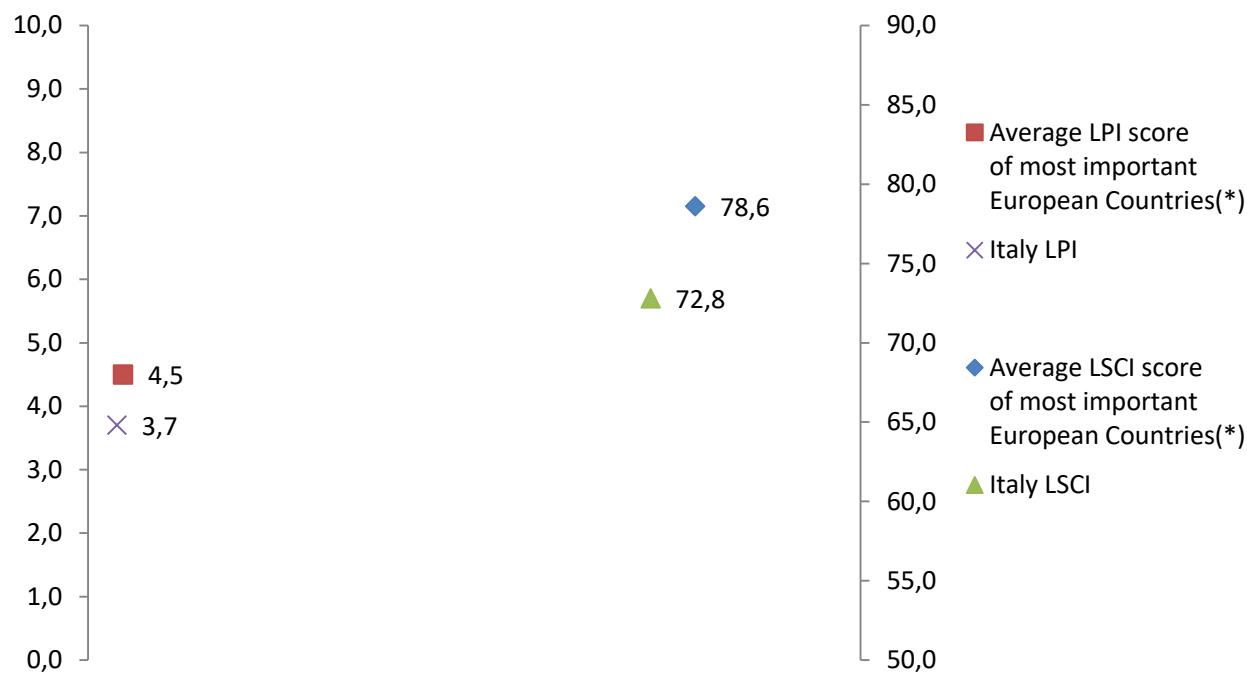
The higher the index, the easier it is to access a high capacity and frequency global maritime freight transport system and thus effectively participate to international trade.

In the 2019 World Ranking Italy, has a score 13 out of 171 Countries.

(*) Germany, Belgium, Netherlands, Denmark, France, Spain, UK

Source: UNCTAD data

LOGISTIC PERFORMANCE AND LINER SHIPPING CONNECTIVITY INDEX



| INDEX | Italy | Belgium | Netherlands | United Kingdom | Spain | Germany | France | Denmark | AVERAGE (Without Italy) |
|-----------|-------|---------|-------------|----------------|-------|---------|--------|---------|----------------------------|
| LPI 2018 | 3.74 | 4.04 | 4.02 | 3.99 | 3.83 | 4.2 | 3.84 | 3.99 | 4.52 |
| LSCI 2019 | 72.8 | 88.4 | 88.0 | 84.9 | 84.2 | 82.8 | 72.6 | 49.6 | 78.63 |

(*) Germany, Belgium, Netherlands, Denmark, France, Spain, UK

Source: UNCTAD data, VSL on THE WORLD BANK

WEAKNESSES OF ITALIAN LOGISTIC

01

■
Excessive
Road Transport

02

■
Infrastructure

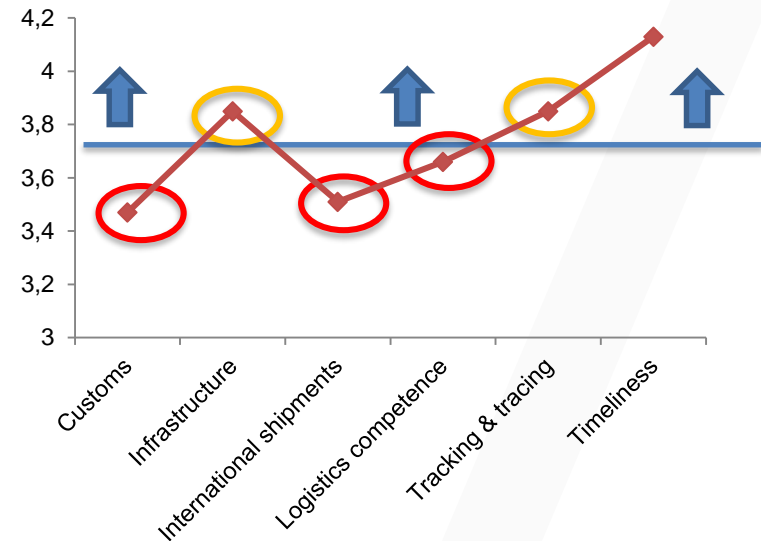
03

■
Logistic competences
and skills

04

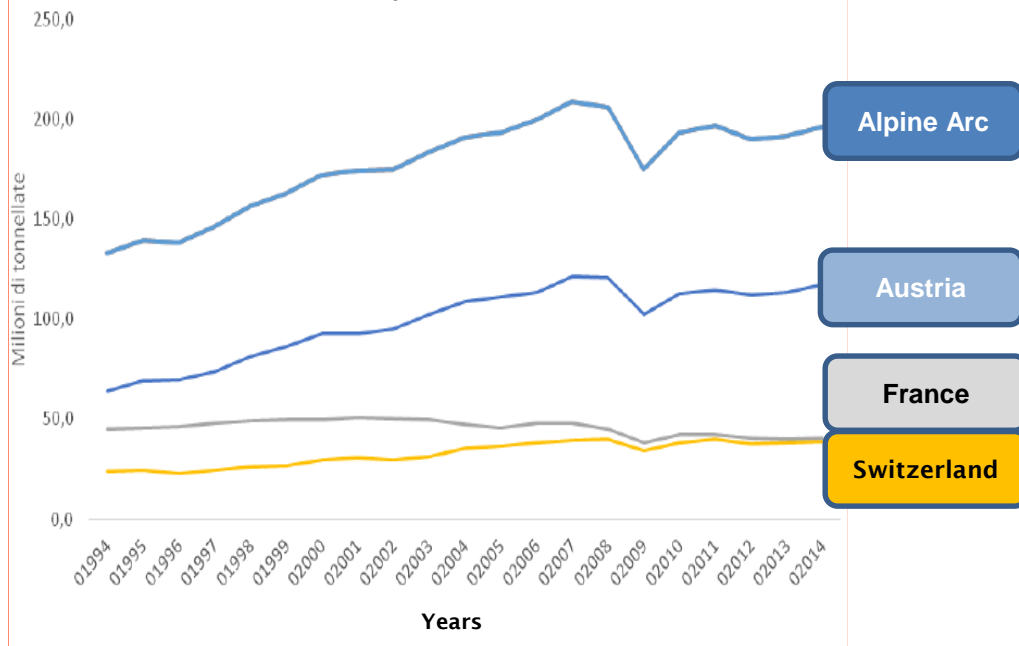
■
Bureaucracy / Custom

ITALIAN LOGISTIC PERFORMANCE INDEX



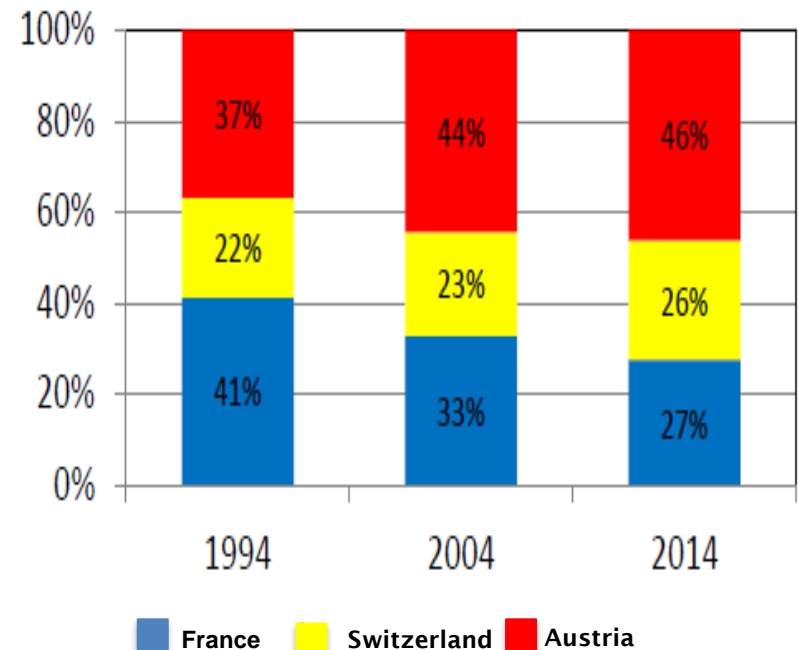
FOCUS ON INFRASTRUCTURE WEAKNESSES

Alpine trade



Italian infrastructure problems are mainly due to its orography. In fact, Alps and Apennine make difficult the transit of goods and the Rail Transport.

The graph below shows the breakdown by country of the flows of goods through the Alpine passes.



FOCUS ON INFRASTRUCTURE WEAKNESSES

| REPORTER | SPAIN | | | FRANCE | | | PORTUGAL | | |
|---------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|----------------|---------------|----------------|
| PARTNER | Import | Export | Total | Import | Export | Total | Import | Export | Total |
| ALBANIA | 0 | 10.691 | 10.691 | 4.152 | 8.006 | 12.158 | 83 | 3.001 | 3.084 |
| BOSNIA AND HERZEGOVINA | 24.757 | 23.839 | 48.596 | 18.360 | 24.801 | 43.161 | 611 | 637 | 1.248 |
| BULGARIA | 179.373 | 720.540 | 899.912 | 258.278 | 177.917 | 436.195 | 5.422 | 7.515 | 12.937 |
| GREECE | 0 | 547.120 | 547.120 | 191.636 | 345.194 | 536.830 | 0 | 0 | 0 |
| CROATIA | 0 | 163.726 | 163.726 | 31.115 | 91.218 | 122.333 | 0 | 7.983 | 7.983 |
| HUNGARY | 373.652 | 352.470 | 726.121 | 677.050 | 516.987 | 1.194.038 | 81.784 | 21.891 | 103.674 |
| MOLDOVA, REPUBLIC OF | 28.896 | 19.599 | 48.495 | 12.361 | 9.086 | 21.448 | 3.466 | 585 | 4.051 |
| FORMER YUGOSLAV REPUBLIC OF MACEDONIA | 19.021 | 78.302 | 97.323 | 6.980 | 21.387 | 28.366 | 2.507 | 867 | 3.374 |
| ROMANIA | 0 | 491.185 | 491.185 | 461.471 | 754.290 | 1.215.761 | 0 | 41.937 | 41.937 |
| SLOVENIA | 0 | 248.775 | 248.775 | 218.821 | 309.409 | 528.230 | 10.885 | 6.991 | 17.876 |
| UKRAINE | 1.338.119 | 1.926 | 1.340.044 | 483.629 | 91.479 | 575.108 | 0 | 4.990 | 4.990 |
| KOSOVO (EU data from 01/06/05 ex CS) | 1.070 | 26.514 | 27.584 | 714 | 2.113 | 2.826 | 2 | 216 | 218 |
| SERBIA (EU data from 01/06/05 ex CS) | 417.964 | 71.982 | 489.946 | 125.599 | 77.913 | 203.512 | 79.720 | 3.234 | 82.953 |
| TOTALE | 2.382.851 | 2.756.667 | 5.139.518 | 2.490.166 | 2.429.800 | 4.919.965 | 184.479 | 99.846 | 284.325 |

Excluding the
transport by sea and
analyzing the
International Trade,
around 10 million
tons move from East
to West excluding
Italy

Source: elaborations on ISTAT data

Year: 2015

UoM: Tons

FOCUS ON INFRASTRUCTURE WEAKNESSES

International Italian trade trough the West Alpine Arc

| Counties | Total | Via Switzerland | West Alpine Pass |
|------------|------------|-----------------|------------------|
| Belgium | 6.154.575 | 11.920.000 | 130.203 |
| Lussemburg | 547.688 | | |
| Netherland | 5.347.940 | | |
| UK | 5.582.345 | 1.300.000 | 4.282.345 |
| Total | 17.632.548 | 13.220.000 | 4.412.548 |

Souce: elaborations on ISTAT data – Coeweb and Bundesamt fur Verkehr (2015)

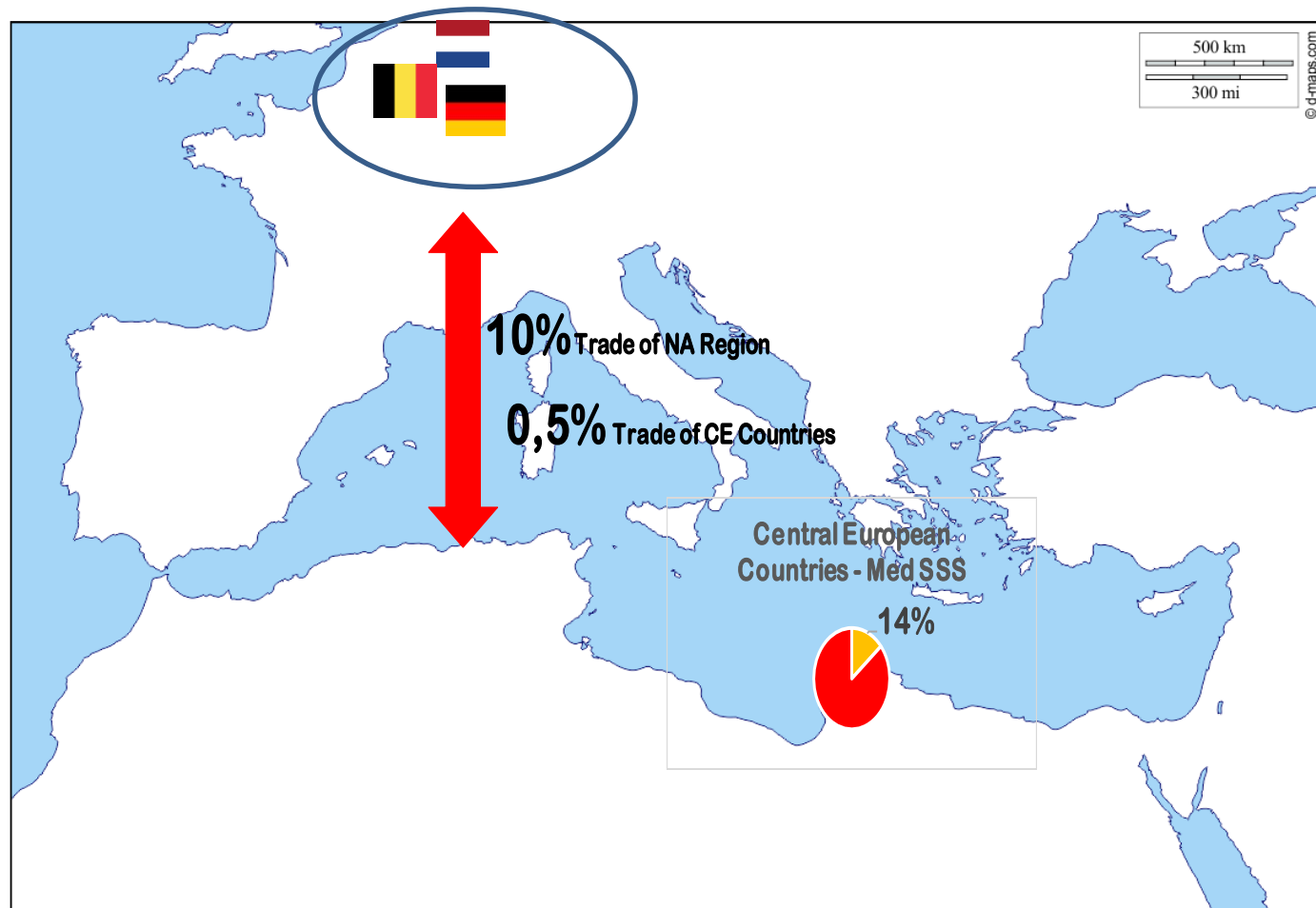
Year: 2015 (ISTAT) and 2914 (CAFT)
UoM: Tons

The transport through West Alps needs the **France door**



Fonte: ISTAT, Coeweb

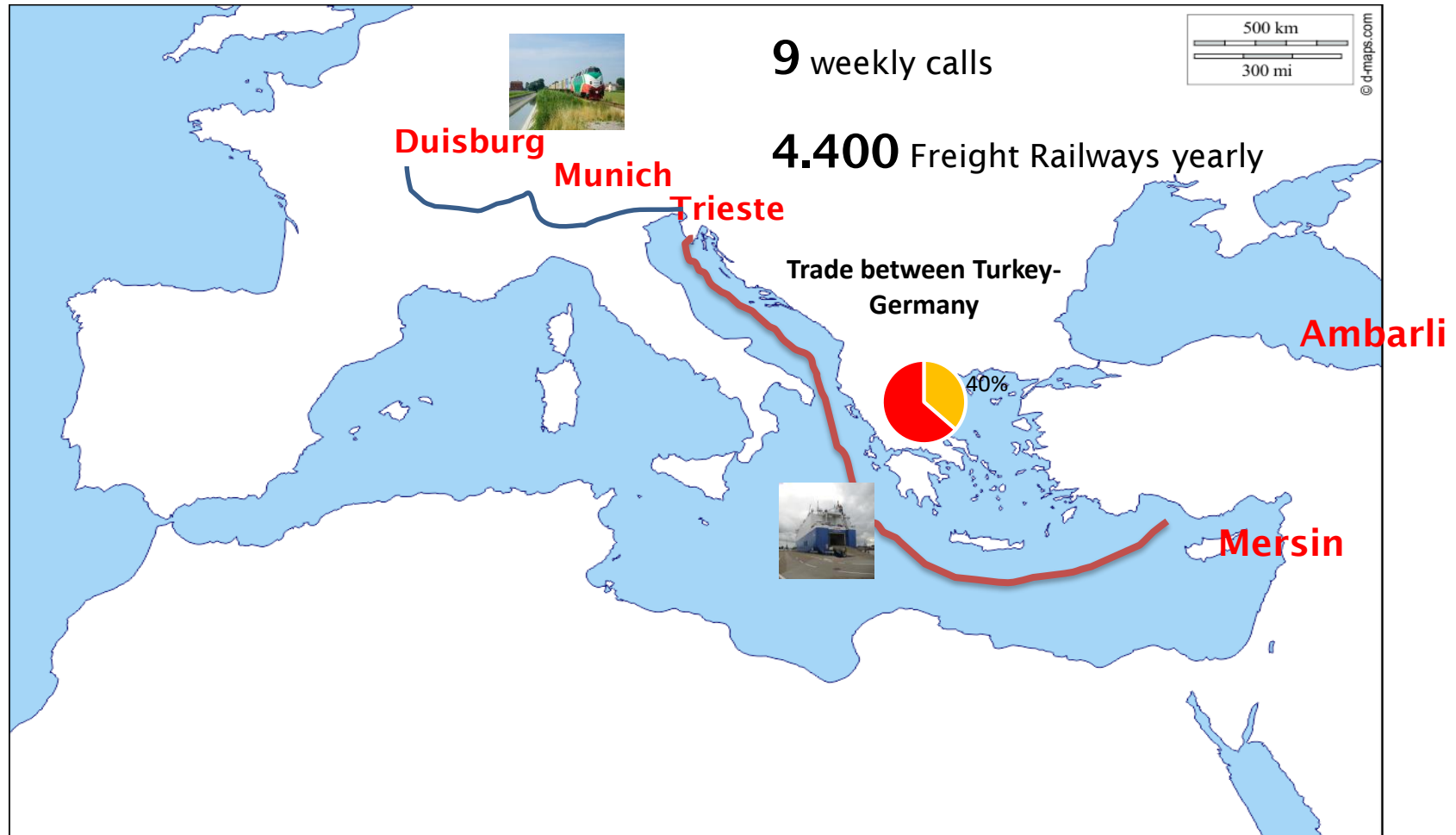
CE TRADE PATTERN WITH LOW MED BASIN



Italy could play a central role as logistic platform on the trade between Central Europe and North Africa

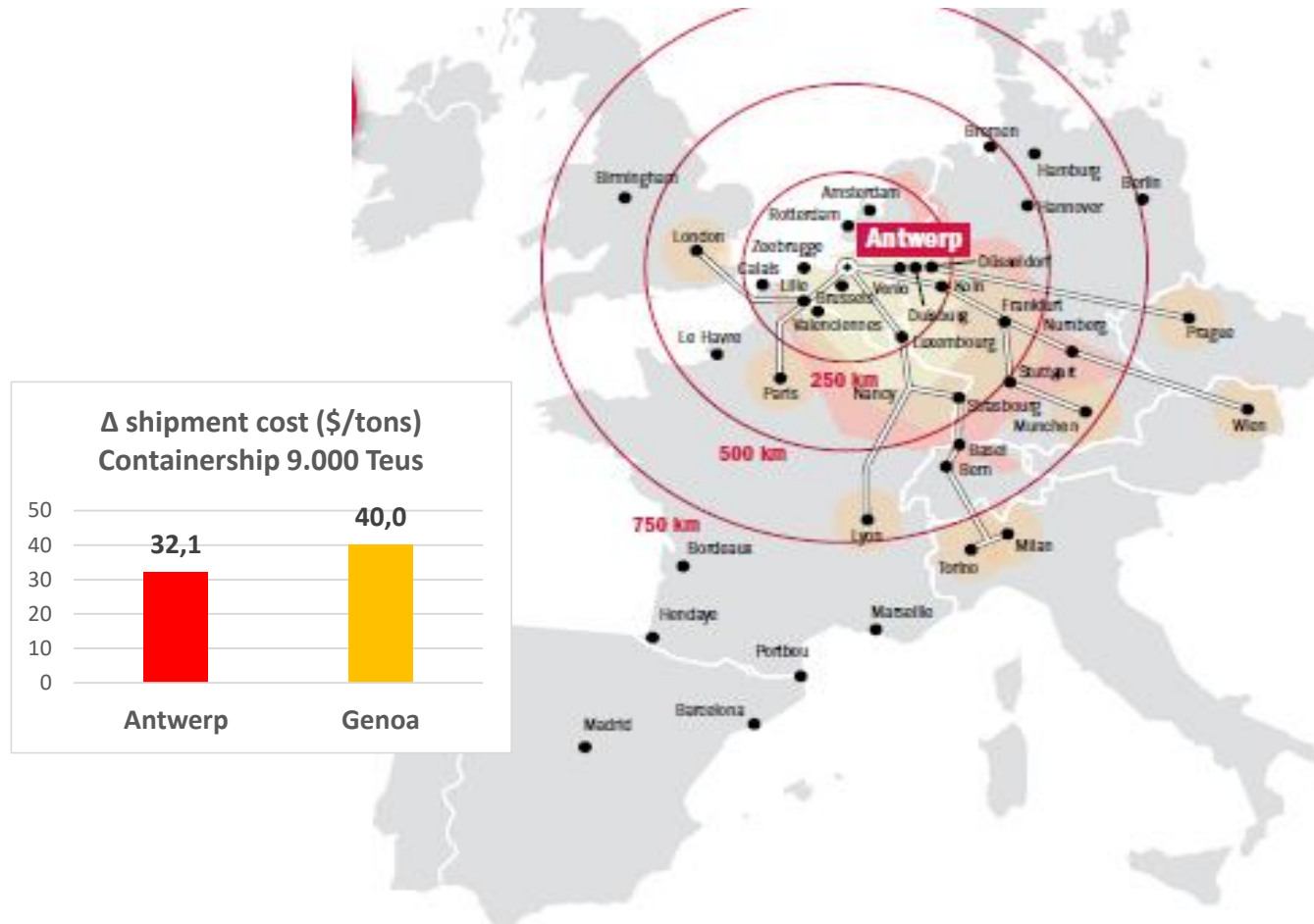
ITALY – POTENTIAL INTERMODAL PLATFORM

SAMPLE CASE - TURKEY



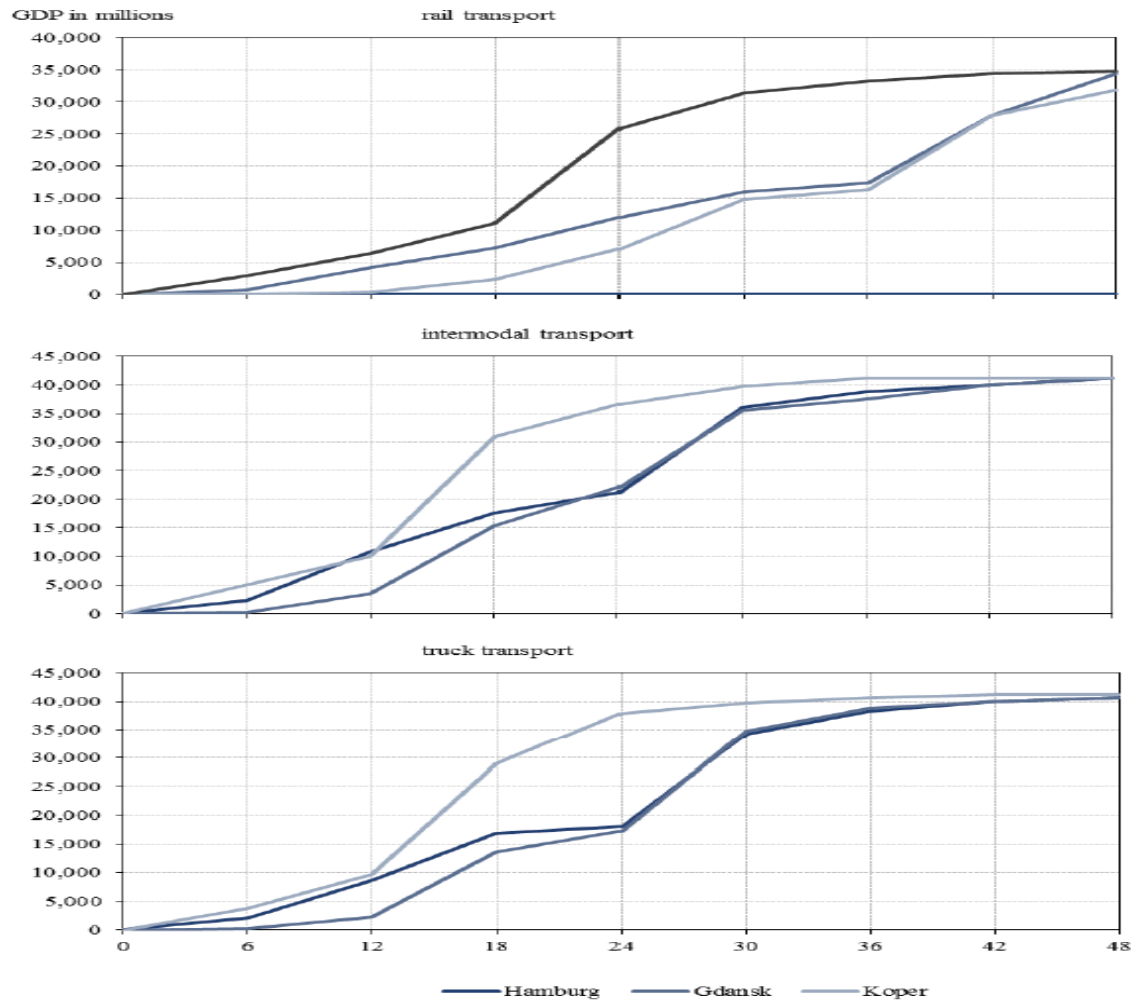
Source: VSL on World Bank (Port Authority)
Data

CATCHING THE MID OF EUROPE



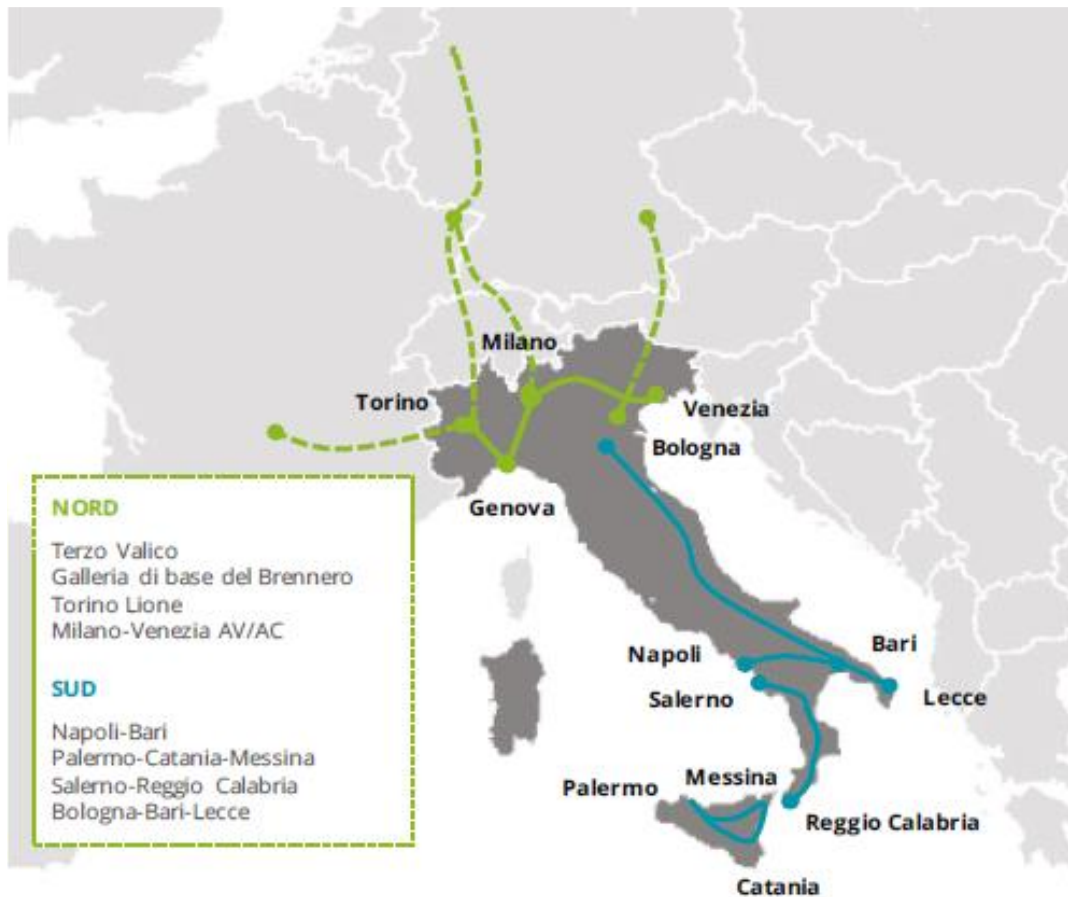
Source: VSL on POA Presentation

CATCHMENT AREA – 48h.



Source: ECONSTOR

FUTURE RAIL INFRASTRUCTURE INVESTMENT



Future Rail Infrastructure Investment:

54,2 bn. €

- High Capacity/High Speed = 31,6
- Cross Border Crossings = 18,1
- Urban knots = 4,5