

INVEST
IN ITALY

ITCA
ITALIAN TRADE AGENCY

INVITALIA

Promoting the Italian Port System

Port Terminals & Retro Ports Areas

February 24TH , 2021

INDEX

ITALIAN PORT SYSTEM STATISTICS; FINANCIAL PERFORMANCE

I
O
N
P
V
E
O
S
R
T
T
M
U
E
N
T
I
T
I
E
S

READY TO GO TERMINAL & RETRO PORT AREAS
PORT OF CAGLIARI

NEW DEVELOPMENTS
PORT OF LEGHORN; PORT OF RAVENNA

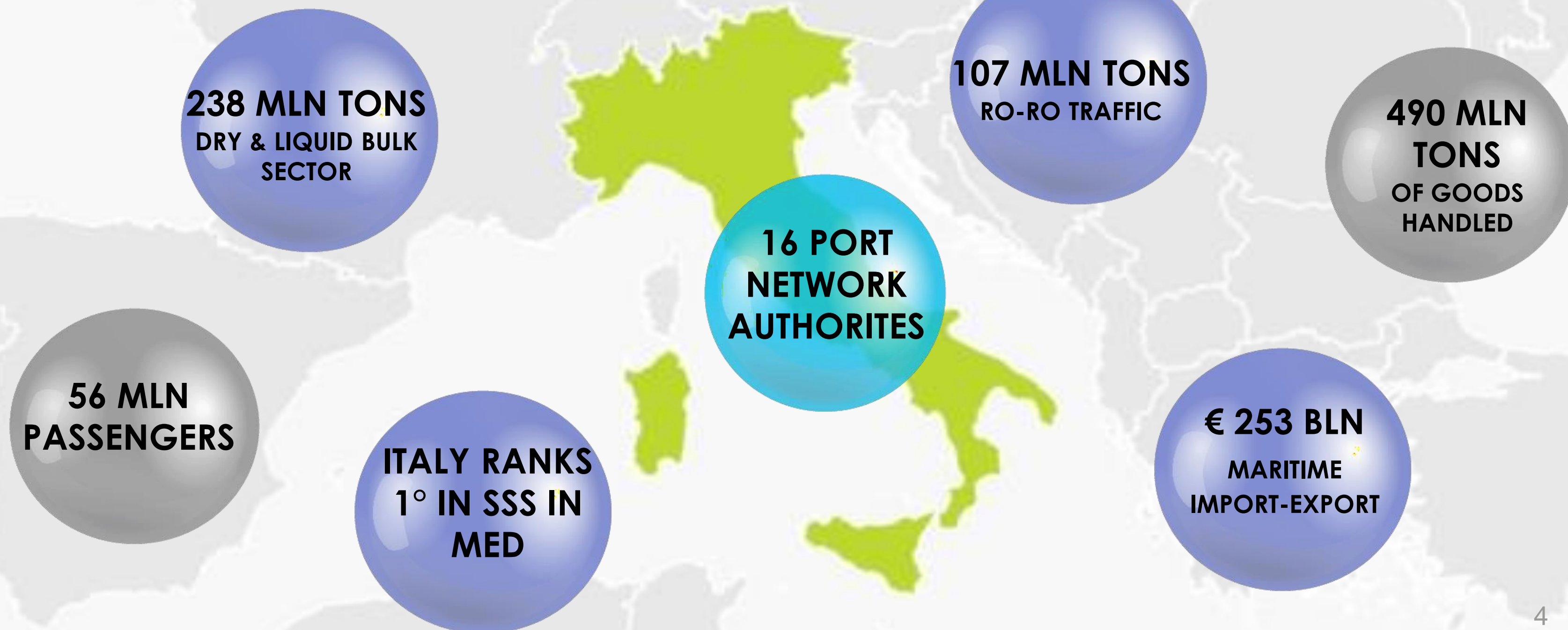
OTHER TERMINAL
PORT OF BRINDISI

The Italian Ports

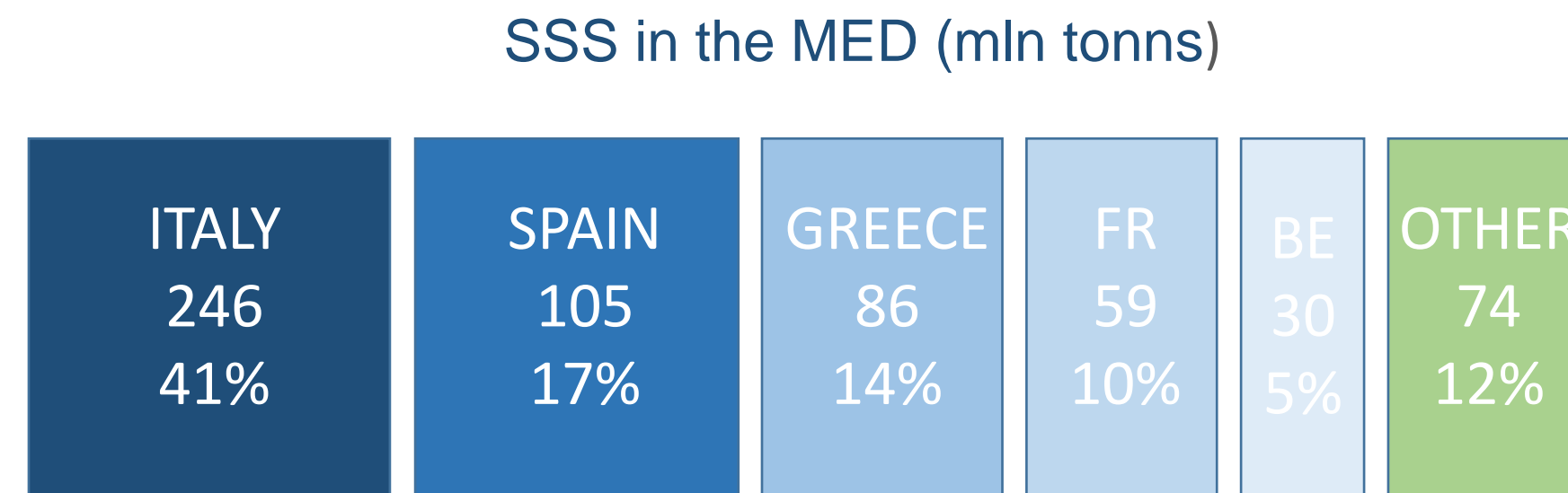
- 57 ports of national relevance in Italy, overseen by 16 Port Authorities (AdSP); over 8.000 km of coastline.
- Port Authorities are public entities in charge of managing the state owned Port territory. most of their income comes from the fees of the concessions of the port spaces.
- Overall turnover from the management of port activities: €1.1 billion in 2019.
- Ports play a key role in the management of goods entering and leaving Italy: 55.4% of imports and 41% of exports use the maritime connection (Source: ISTAT, 2019 figures).



Italian Ports Main Statistics



Italian Ports System in Europe & MED Context

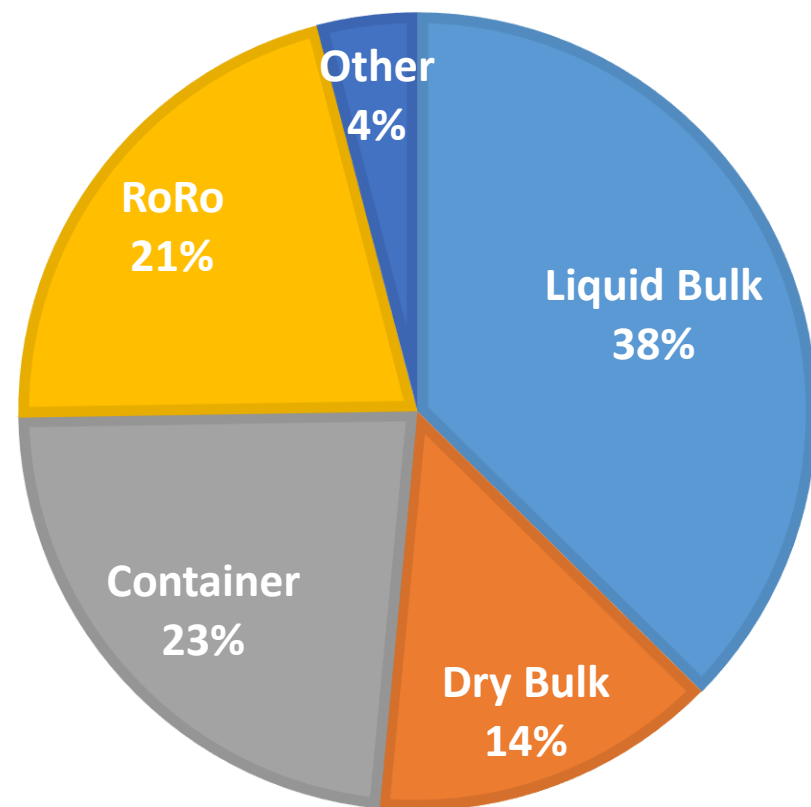


Ranking	Category of goods				
	Liquid Bulk	Dry Bulk	Ro-Ro	Non - containerised cargo	Container
1	Marseille (FR)	Ravenna (IT)	Livorno (IT)	Valencia (ES)	Valencia (ES)
2	Trieste (IT)	Taranto (IT)	Genoa (IT)	Barcelona (ES)	Piraeus (GR)
3	Algeciras (ES)	Marseille (FR)	Trieste (IT)	Trieste (IT)	Algeciras (ES)
4	Agii Theodori (GR)	Tarragona (ES)	Palma de Mallorca (ES)	Algeciras (ES)	Gioia Tauro (IT)
5	Cartagena (ES)	Koper (SI)	Piraeus (GR)	Marseille (FR)	Barcelona (ES)

Which are the Most Important Ports in Italy & Which Goods do they Handle?

TRAFFIC %

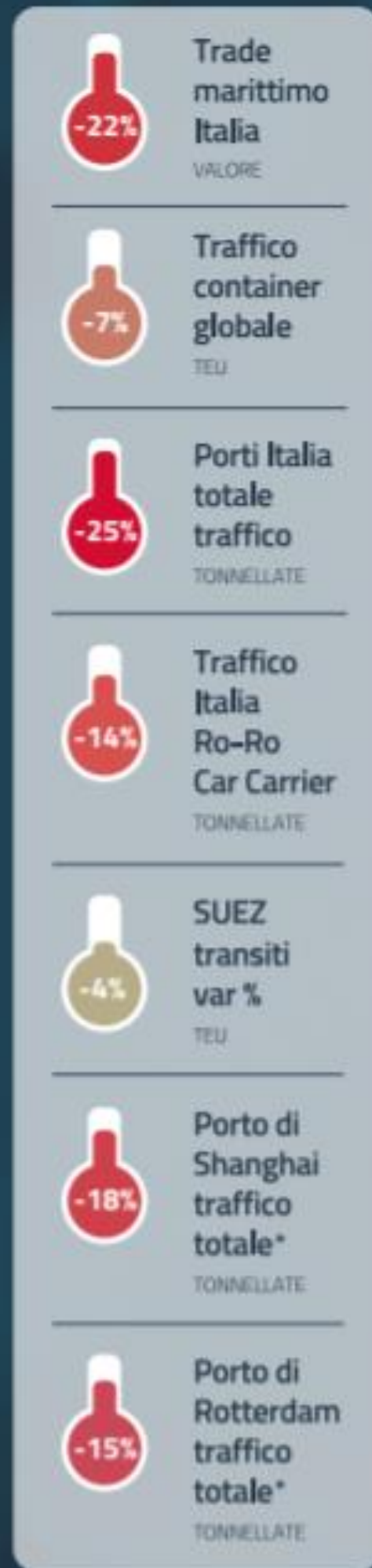
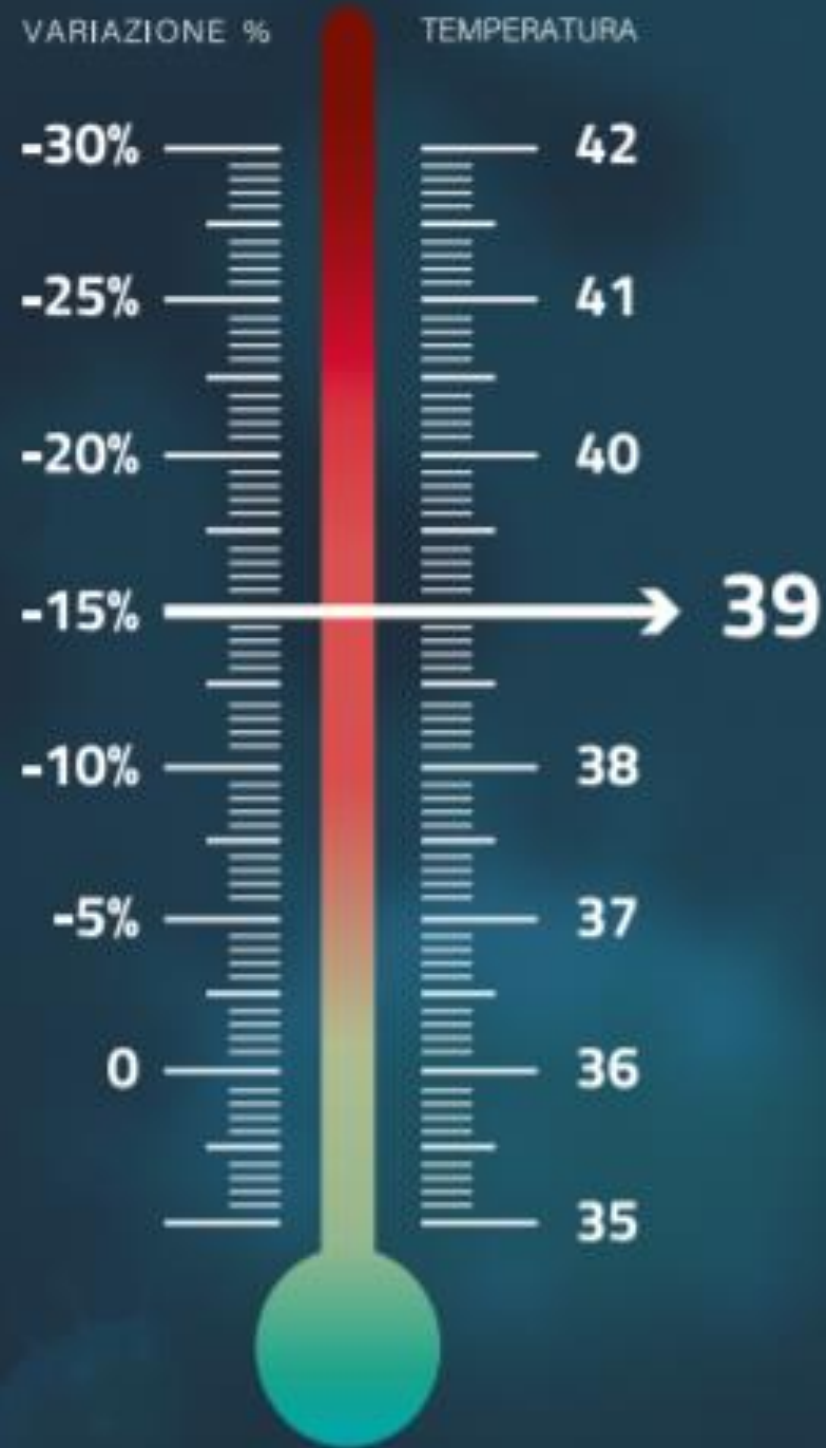
■ Liquid Bulk ■ Dry Bulk ■ Container ■ RoRo ■ Other



TOP 15 Italian ports per handled freights (tons)

Port	Total tons	Liquid bulk	Dry bulk	Container	Ro-Ro	Other freight
1° Trieste	61,997,445	43,349,423	1,717,294	9,224,722	6,504,361	1,201,645
2° Genoa	52,759,195	15,361,950	2,564,866	24,668,513	9,643,929	519,937
3° Leghorn	36,715,346	9,045,286	782,190	9,142,346	16,041,803	1,703,721
Cagliari-Sarroch	34,701,792	26,915,689	684,033	669,861	3,745,599	2,686,610
Gioia Tauro	29,122,760	88,328	-	28,821,390	213,042	-
Ravenna	26,256,248	4,643,362	11,167,726	2,388,268	1,630,737	6,426,155
Venice	24,917,830	9,017,717	6,183,927	5,688,133	1,763,634	2,264,419
Messina-Milazzo	24,295,221	17,856,829	138,850	-	6,299,542	-
Augusta	21,422,613	20,465,954	956,659	-	-	-
Naples	18,550,424	5,489,264	1,048,510	6,734,846	5,277,804	-
Taranto	18,125,171	4,344,056	9,170,869	-	-	4,610,246
La Spezia	15,881,905	2,132,635	370,918	13,346,013	-	32,339
Savona-Vado	14,392,738	6,299,635	2,483,075	534,269	4,296,472	779,287
Salerno	14,326,847	-	180,354	5,104,253	8,095,864	946,376
Ancona-Falconara	10,767,182	4,434,506	386,948	1,252,197	4,693,531	-

COVID-19 Maritime Index



In all the main segments there was a decrease in volumes, BUT the container traffic held up well: →

Covid-19 Effects

TRAFFIC	2019	2020	%VAR
TOTAL PORTS MOVEMENTS	490	441	-10,7%
TOTAL TEU MOVEMENTS	10,7	10,5	-0,9%
TEU PER SINGLE PORT:			
Genova	2.600.000	2.300.000	-10%
Gioia Tauro	3.190.000	2.052.000	+26%
La Spezia	1.490.000	1.200.000	-15%
Trieste	688.648	687.921	-1%
Livorno	789.00	700.00	-12%
Civitavecchia	112.249	106.305	-5%
Ravenna	183.000	170.000	-12%
Savona - Vado	54.542	160.000	+193%
Napoli	1.091.000	1.021.000	-3%

Private foreign investors in Italian Container Terminals (CT)

MAERSK GROUP (DENMARK))	<ul style="list-style-type: none"> • Savona – Vado CT (50,1%)
PORT OF SINGAPORE AUTHORITY	<ul style="list-style-type: none"> • Voltri Terminal Europe-Sech in Genoa • Vecon Terminal in Venice
MEDITERRANEAN SHIPPING COMPANY (MSC - SVITZERLAND)	<ul style="list-style-type: none"> • La Spezia Container Terminal • Medcenter Container Terminal in Gioia Tauro • Lorenzini Terminal, in Leghorn • Roma Container Terminal, in Civitavecchia • Conateco, in Naples • Adriatic Container Terminal, in Ancona • Terminal Intermodale Venezia, in Venice • Trieste Maritime Terminal, in Trieste • Calata Bettolo Terminal, in Genoa
CONTSHIP ITALIA – EUROGATE/EUROKAI (GERMANY)	<ul style="list-style-type: none"> • La Spezia Container Terminal • Ravenna Container Terminal • Salerno Container Terminal
INFRACAPITAL (UK) INFRAVIA (FRANCE)	<ul style="list-style-type: none"> • Leghorn Terminal Darsena Toscana
YILPORT (TURKEY)	<ul style="list-style-type: none"> • San Cataldo Terminal, in Taranto
HAMBURGER HAFEN UND LOGISTIK AG (GERMANY)	<ul style="list-style-type: none"> • Logistics Platform, Trieste

Economic Performance of Italian Ports

SOCIETY	TOTAL turnover 2018 (x'000 €)	Total turnover 2019 (x'000€)	% VAR 2018/2019	VALUE ADDED (x'000€)	EBITDA (x'000€)	EBIT (x'000€)	FINAL RESULT (x'000€)	EMPLOYEES
VTE-GE	170.290	166.049	-2,5%	88.989	45.789	28.771	25.683	655
LSCT-SP	166.778	161.628	-3,1%	98.592	61.740	50.332	33.041	621
MCT-RC	83.818	n.d.	n.d.	n.d.	n.d.	n.d.	n.d.	n.d.
TMT-TS	68.363	76.551	12,0%	24.144	9.127	6.578	4.272	295
TDT-LI	48.831	49.952	2,3%	26.708	7.718	4.266	3.315	295
CON -NA	38.563	41.912	8,7%	22.232	6.902	1.643	76	n.d.
SECH-GE	33.993	35.772	5,2%	20.798	3.917	60	192	238
VCT-VE	28.369	29.790	5,0%	19.209	12.310	9.026	6.112	83
TCR-RA	21.097	n.d.	n.d.	n.d.	n.d.	n.d.	n.d.	n.d.
CICT-CA	15.071	n.d.	n.d.	n.d.	n.d.	n.d.	n.d.	n.d.
ACT-AN	6.374	7.843	23,0%	2.394	1.338	1.182	839	18
SCT-SA	23.620	21.460	-9,1%	13.237	3.074	970	586	205
TOTAL	705.167	590.957	1,0%	316.303	151.915	102.771	74.116	2.410

INDEX

	ITALIAN PORT SYSTEM STATISTICS; FINANCIAL PERFORMANCE
I N V E S T M E N T I E S	READY TO GO TERMINAL & RETRO PORT AREAS PORT OF CAGLIARI
	NEW DEVELOPMENTS PORT OF LEGHORN; PORT OF RAVENNA
	OTHER TERMINAL PORT OF BRINDISI

Port & Port Areas Investment Opportunities



The State manages the major ports through dedicated Public bodies – the Port Network Authorities. This means that the Port Authorities have the right to temporarily transfer portions of the port territory, equipped or not, to private subjects against payment of a **concession fee**.

PPP SCHEME:

PROJECT FINANCING – PRIVATE PROPOSER

- 3 steps
- Private operator presents a complete proposal
- The Administration evaluates and eventually approves
- The Administration publishes a tender on the base of the received proposal
- The Private operator has the right to present an offer equal to the winner if not selected in the tender (right of first refusal)

IN BOTH CASES:
Balance between risks held by Public and Private must be as follows:
PUBLIC: 49%
PRIVATE: 51%

PROJECT FINANCING - PUBLIC

- 2 steps
 - Approval of the project
 - Tendering procedure
- All the decision making concerning the proposal is up to the Public Administration.
- There's no dialogue with private sector operators.

The Shipping Alliances – Market Dynamics

SHIPPING ALLIANCES GLOBAL FIGURES



6,101 ACTIVE SHIPS
including 5,280
fully cellular



23,080,715 TEU
22,695,179 TEU
fully cellular



280,066,508 DWT

2M ALLIANCE		OCEAN ALLIANCE		THE ALLIANCE	
RANK	SHARE	RANK	SHARE	RANK	SHARE
CAPACITY 7.977.200		CAPACITY 6.874.546		CAPACITY 3.875.918	
TEU 34,5%		TEU 29,8%		TEU 16,8%	
1	MAERSK LINE 18,0%	3	COSCO SHIPPING 12,6%	5	Hapag-Lloyd 7,3%
4,149,630 TEU		2,903,396 TEU		1,688,609 TEU	
2	MSC 14,7%	4	CMA CGM 11,6%	6	ONE 6,7%
3,402,020 TEU		2,685,045 TEU		1,539,835 TEU	
9	HMM 1,8%	7	EVERGREEN 5,6%	8	YANG MING 2,8%
425,550 TEU		1,286,105 TEU		647,474 TEU	

The Processes:

1. Specialization



2. First step integration process e.g. → MSC TIL



3. Entire integration process e.g. → CMA CGM, TERMINAL LINK, CEVA LOGISTICS



Who We Are Looking For

We are looking for:

- **Port terminal operators**
- **shipping lines**
- **investment Funds**
- **real estate developers**

Euromed area numbers are growing, international players are continuing to invest in the MED Area:
e.g.HHLA (Italy), QTERMINALS (Ukraine).

There are several investment opportunities available, lets work on the market targets together!



SUCCESS STORIES:

- MSC  GIOIA TAURO – CONTAINER TERMINAL

Total investment: 117 mlm €

Employment Impact: 151 employees

- YILPORT  **YILPORT**
HOLDING INC. TARANTO – MULTIPURPOSE TERMINAL

Total investment: 74 mlm €

Employment Impact: 250 employees

INDEX

	ITALIAN PORT SYSTEM STATISTICS; FINANCIAL PERFORMANCE; FDI
I N V E S T M E N T I E S	READY TO GO TERMINAL & RETRO PORT AREAS PORT OF CAGLIARI
	NEW TERMINAL DEVELOPMENTS PORT OF LEGHORN; PORT OF RAVENNA
	OTHER TERMINAL PORT OF BRINDISI; PORT OF CIVITAVECCHIA

INVEST
IN ITALY

ITA
ITALIAN TRADE AGENCY

INVITALIA

PORT OF CAGLIARI

Concession for Container Terminal



Distanze in miglia dai centri più importanti del Mediterraneo

Transshipment Hub

The Industrial Port extends over a total surface of 435,000 sqm and 3,000 sqm of stretch of water.

- Quay length: 1,3000 meters
- Depth: 16 meters

THE CONTAINER TERMINAL:

- 2 M/TEU capacity
- 1,300 m of quay
- 388,479.00 sqm of yard area hosting 6 electrical substations and ancillary infrastructures
- 3 buildings used for administrative offices, cafeteria and changing rooms and equipment storage
- a Border Inspection Point (BIP), authorised as Designated Point of Entry (DPE), pursuant to European Commission letter No 430881 of 22 January 2016.



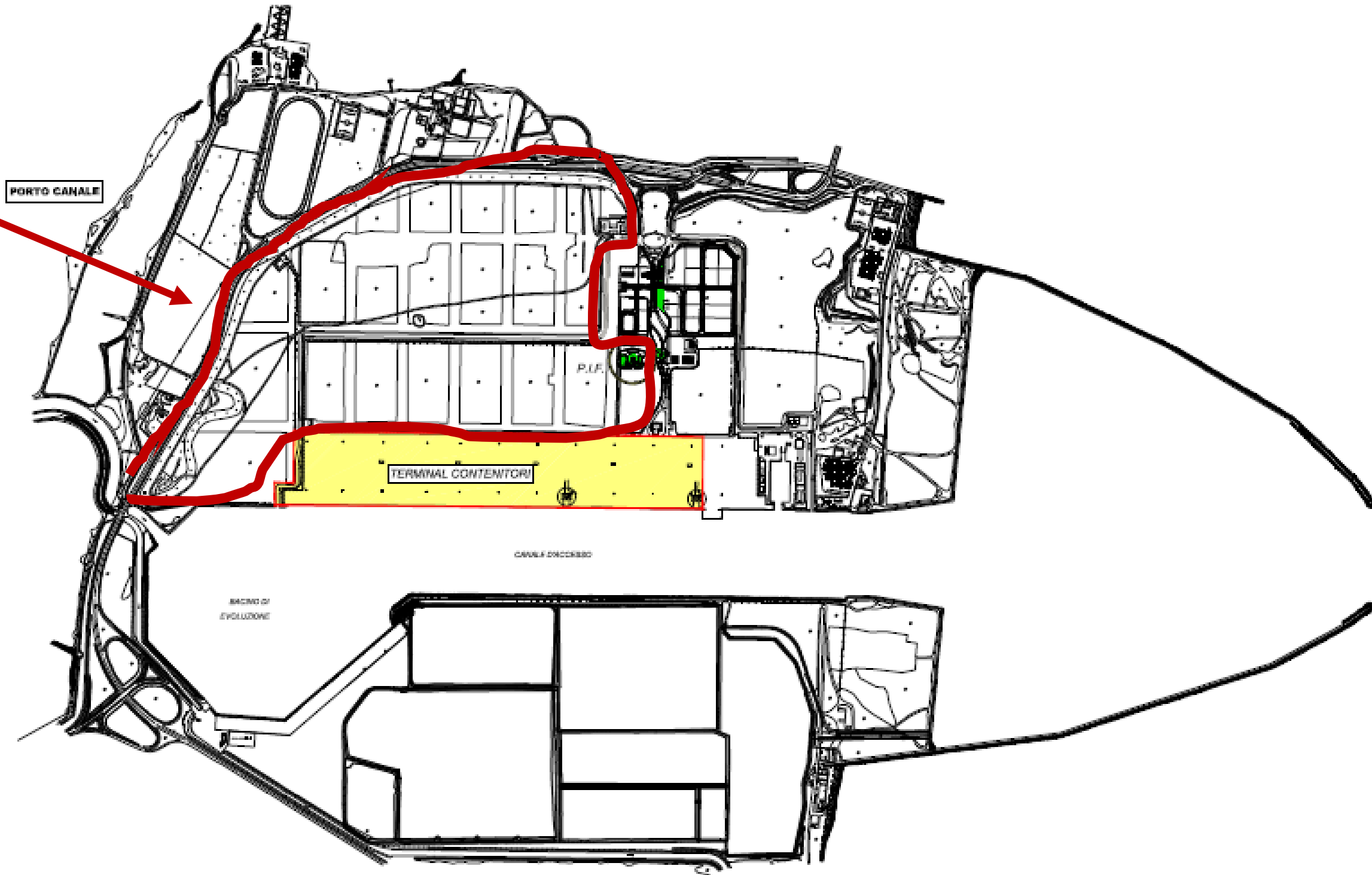
The terminal is equipped with cranes and container handling equipment, owned by CACIP (Industrial Consortium of the Province of Cagliari) which may be leased and/or purchased under terms to be agreed with the Consortium.

Port Planimetry

Special Economic Zone 38 HA

There are **three types of benefits** for companies settling in a SEZ:

- 1. tax credit** for companies initiating their economic activities or investments in special areas.
- 2. faster procedures and timing** for the release of **authorizations**.
- 3. reduced administrative and submission charges.**



INDEX

	ITALIAN PORT SYSTEM STATISTICS; FINANCIAL PERFORMANCE; FDI
I N V E S T M E N T I E S	READY TO GO TERMINAL & RETRO PORT AREAS PORT OF CAGLIARI
	NEW DEVELOPMENTS PORT OF LEGHORN; PORT OF RAVENNA
	OTHER TERMINAL PORT OF BRINDISI; PORT OF CIVITAVECCHIA

INVEST
IN ITALY

ITA
ITALIAN TRADE AGENCY

INVITALIA

PORT OF LEGHORN

Port Network Authority of the
North Tyrrhenian Sea

Geographical Positioning

These ports comprise one of the largest systems of Italian ports for the total traffic handled with over 42 million tons of goods and 9 million passengers every year.

The network's most important nodes (the Port of Livorno and "A. Vespucci" freight village), are well connected with the secondary nodes of the network and are part of the Scandinavian Mediterranean Corridor; the Port of Piombino, Pisa Airport, Florence Airport and the freight village of Prato, being on direct road and rail links, are also connected to the ScanMed Corridor, with a high capacity for penetration into the markets of Central and North Europe.

THE PORTS OF THE NORTH TYRRHENIAN SEA



The Port Today - Livorno



Europa Dock: main numbers

THE LARGEST PROJECT IN ITALY:

- 3 km of new piers
- 2 million square meters of total area
- 2 large new terminals
- 18 m draught
- A new channel capable of handling the latest generation of ships.
- The largest expansion project available in Italy
- Phase A: container terminal
- Phase B: Motorways of the Sea: Ro-Ro Ro-Pax



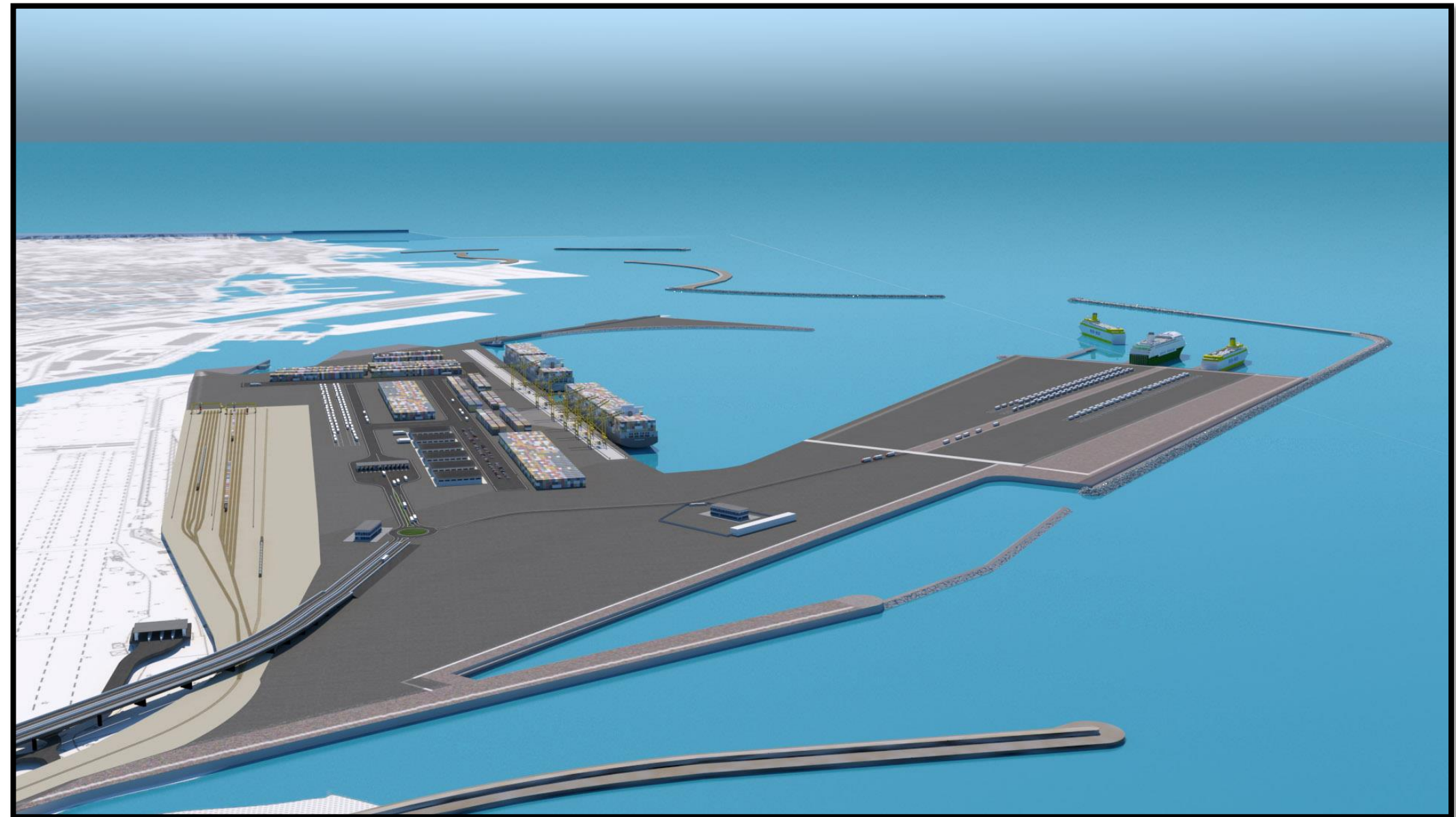
Europa Dock- Container Terminal

- Total surface: 800,000 m²
- Quay length: 1200 m
- Terminal surface: 620,000 m²
- Terminal capacity: 1,6 – 2,0 MTEU
- Project dredging depth: -20 m
- Initial dredging depth: -16 m
- Electrified railway connection: available,
- ready to accommodate trains with a length of 750 m

Already secured financing:

- 450 M€, as follows:
 - 50 M€ + 200 M€ Italian State funds
 - 250 M€ Tuscany Region
- 50 M€ from the Port Authority

TOTAL: 500 M€



The Public sector will cover all the infrastructure investments concerning dredging, breakwaters and soil consolidation. Public works (dredging, breakwaters) will start during 2022.

The investment in the container terminal is up to the private sector.

INVEST
IN ITALY

ITA
ITALIAN TRADE AGENCY

INVITALIA

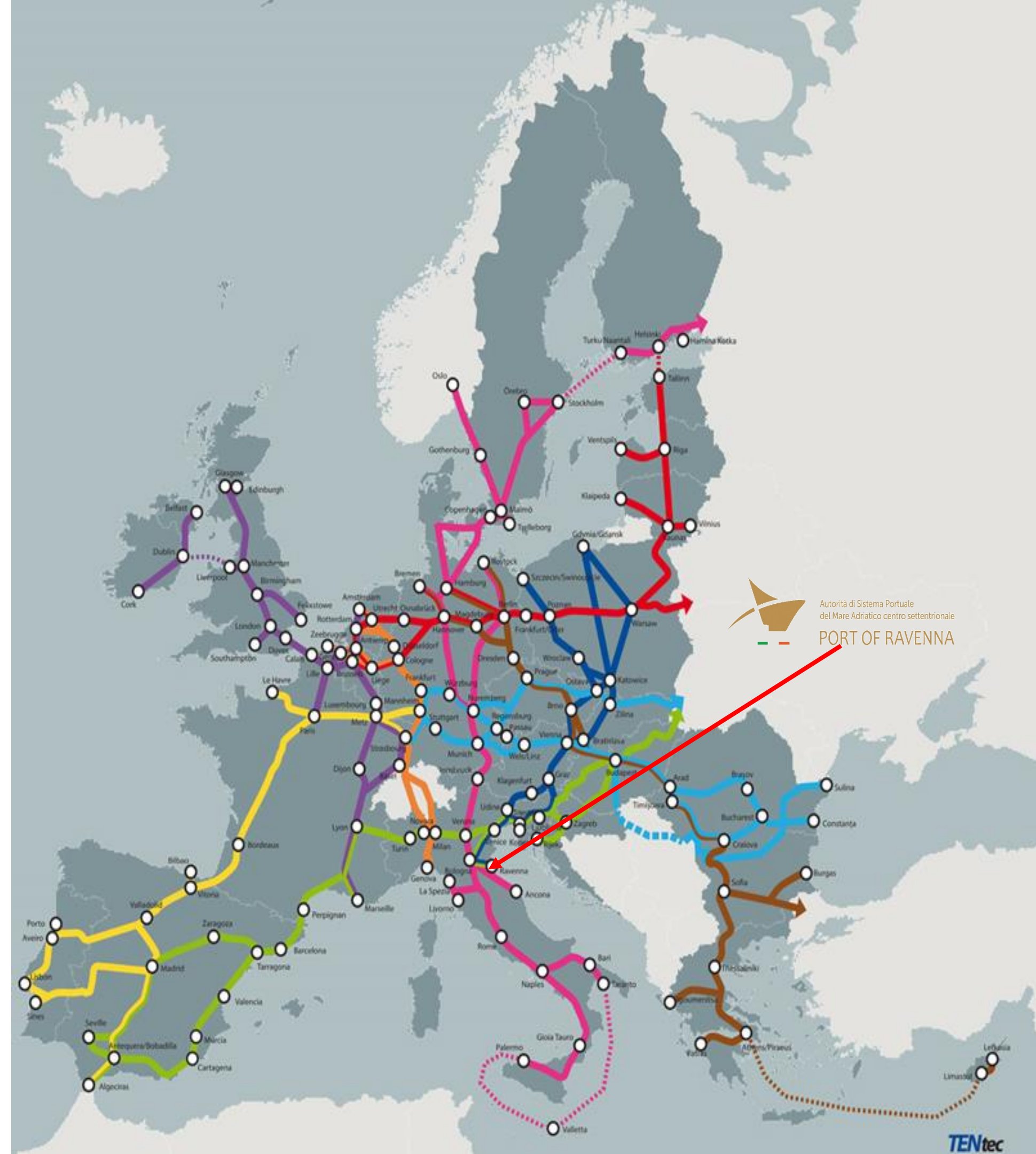
PORT of RAVENNA

Port Network Authority of the
Northern Centre Adriatic Sea

Geographical Positioning

The Port of Ravenna is the port of the Emilia-Romagna Region.

By virtue of its strategic geographic position, the Port of Ravenna is a leading port in Italy for its trade with the markets of the Eastern Mediterranean and Black Sea (almost 40% of the national total and excluding coal and oil products) and plays an important role as regards trade with the markets of the Middle and Far East



Port Connections



From 2019

gauge railway P/C 80

From 2021

module 750 meters

7,300 trains per year from Ravenna terminals to Italy and North Europe carrying 3,5 Million tons, 13,5% of total cargo handled in the port.

MONTHLY TRAIN CONNECTIONS:

ITALY	529
GERMANY	27
FRANCE	14
HUNGARY	14
POLAND	13
SERBIA	10
AUSTRIA	1

Container Lines

☐ East Med17 weekly services

Ro-Ro Lines

☐ Ravenna-Sicily

☐ Ravenna - Albania

Existing Container Terminal

Terminal Container Ravenna



Ravenna is an important logistic platform to delivery perishable goods to central/nord Europe, above all those coming from the Mediterranean basin; with specific and targeted investments this market share could grow significantly.

Railways Connections

RAILWAYS CONNECTIONS		Trains/week
RAVENNA	DINAZZANO (REGGIO EMILIA)	3
RAVENNA	MELZO (MILAN)	6

9 TRAINS/WEEK

INTERNATIONAL RAIL LINKS		Trains/week
MELZO	ROTTERDAM	26
MELZO	VENLO	10
MELZO	FRENKENDORF (Basel)	10
MELZO	DUISBURG	6

REGIONE	GDP (% of Italy)	IMPORT* (maritime)	EXPORT* (maritime)
EMILIA ROMAGNA	9%	11.000.796 ton	5.034.990 ton
VENETO	9%	6.483.437 ton	4.046.832 ton

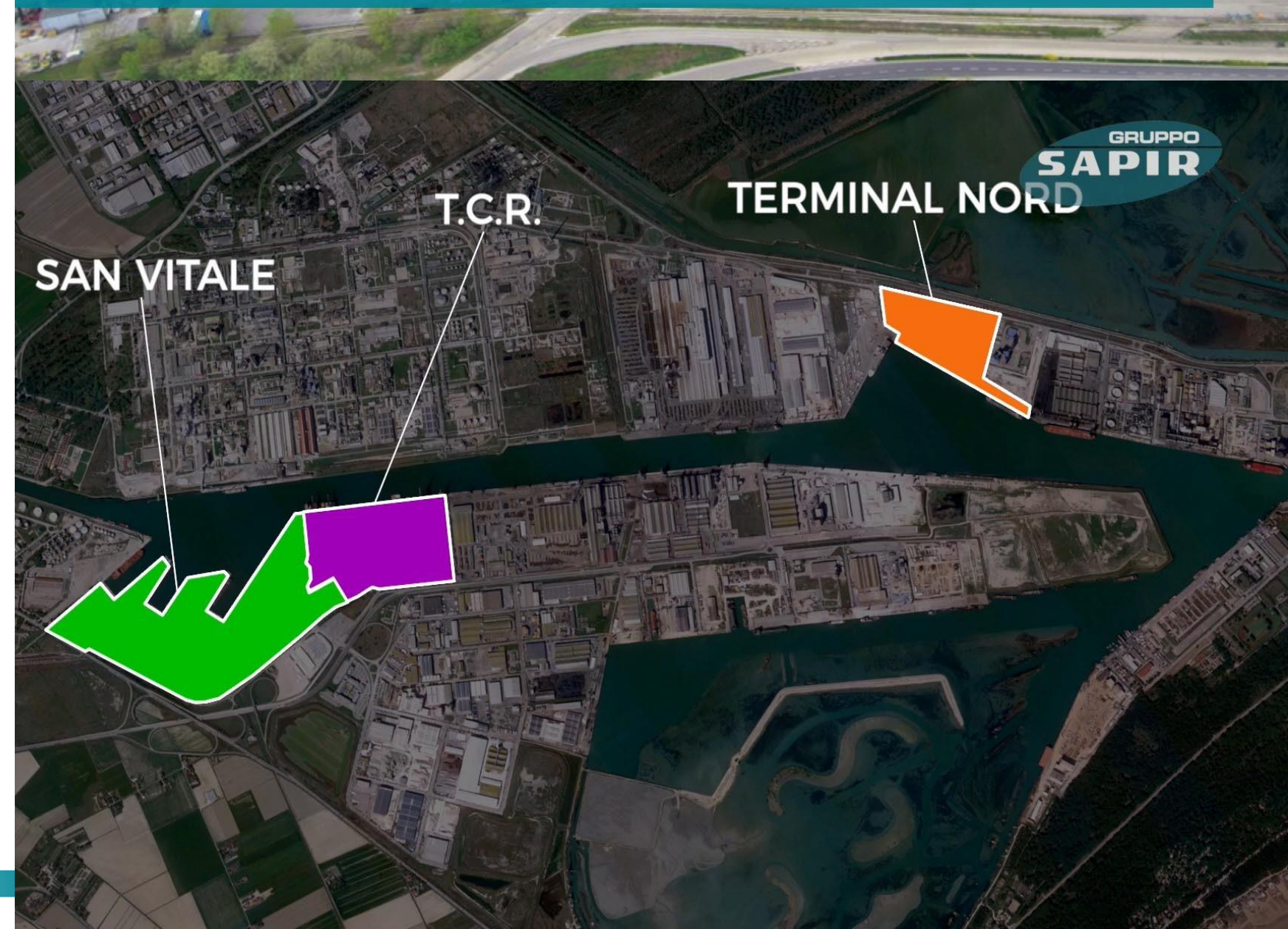
*source: ISTAT, elaboration Contship Italia (oil products not included)



SERVING
18% OF
ITALIAN GDP



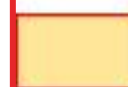
Terminal Container Ravenna



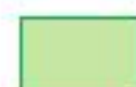
Future Development



SAPIR property



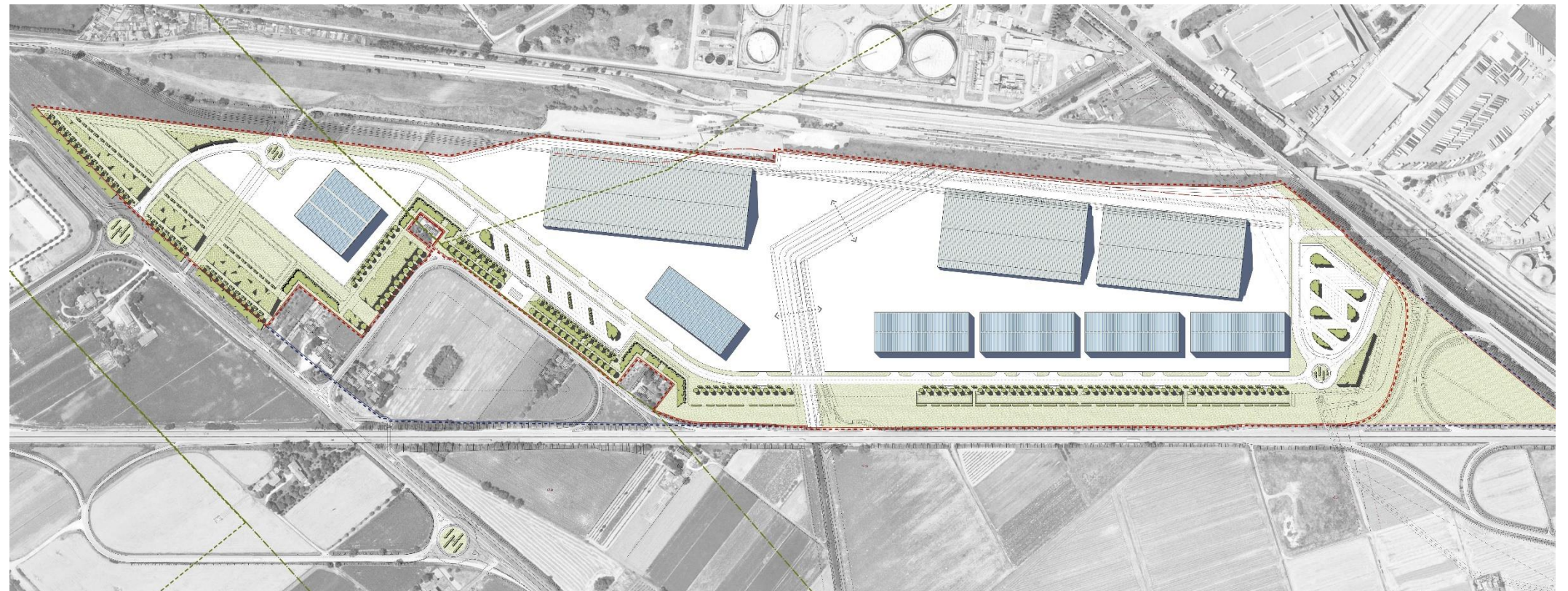
Existing Area



Future development Area

L1 Logistics Area

- Area «Logistica 1» on Sapir Property for 46 ha (26,2 HA for logistic development)
- Direct connection with San Vitale quays by rail and road
- Sapir quay 500 meter long and equipment just suitable for 2 Mtons of goods
- Very large Railway Station next Logistica 1 connects to Ravenna Central Station with one track prepared for double or triple tracks, electrified in next future
- Access to Logistica 1 from three different road connected to main road to north and south highways
- Expansion of Logistica 1 buying residential area (plus 5 ha)



About 26,2 ha for logistic development with 80% of covered surface

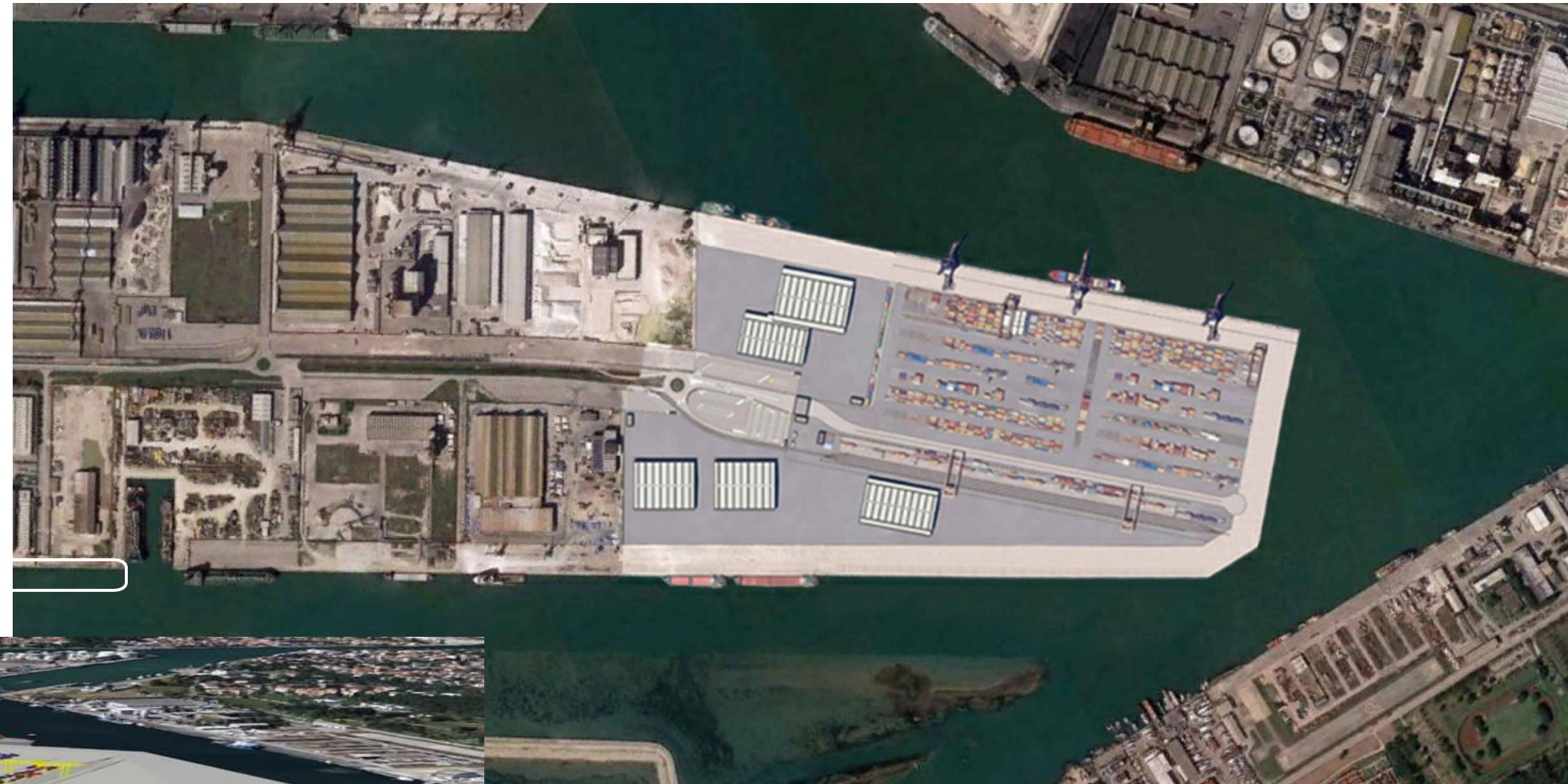
Business model: no sale of full ownership. But, strategic Partnership:

1. Right of surface; e.g. 40 years duration, the client develops the area
2. JV, NEWCO, Partnership

New Container Terminal-trattaroli Peninsula

- Area «Trattaroli» on Sapir Property for 38 ha
- Direct connection with existing and new Trattaroli quays
- Sapir quay 1.000 meter long and 12,5 mt depth (Phase 1) and 14,5 (Phase 2)
- Connection with Very large Railway Station next Logistica 1 connects to Ravenna Central Station with one track prepared for double tracks
- Possibility to electrified railway in next future

About 38 ha for logistic development with 80% of covered surface



Esp1: Port expansion area for various industrial activities of 59,120 square meters equipped with a 301 meter dock at the current height of 2.5 meters and a future of 3.5 meters;

Esp2: Area of harbor expansion for various industrial activities of 101.300 square meters equipped with a 328 meter high platform of 2.5 meters;

Esp3: Expansion area for the future Container Terminal of 180,000 square meters equipped with a future dock of 684 meters of height 3.5 meters.

INDEX

	ITALIAN PORT SYSTEM STATISTICS; FINANCIAL PERFORMANCE; FDI
I N V E S T M E N T I E S	READY TO GO TERMINAL & RETRO PORT AREA PORT OF CAGLIARI
	NEW DEVELOPMENTS PORT OF LEGHORN; PORT OF RAVENNA
	OTHER TERMINAL PORT OF BRINDISI; PORT OF CIVITAVECCHIA

INVEST
IN ITALY

ITA
ITALIAN TRADE AGENCY

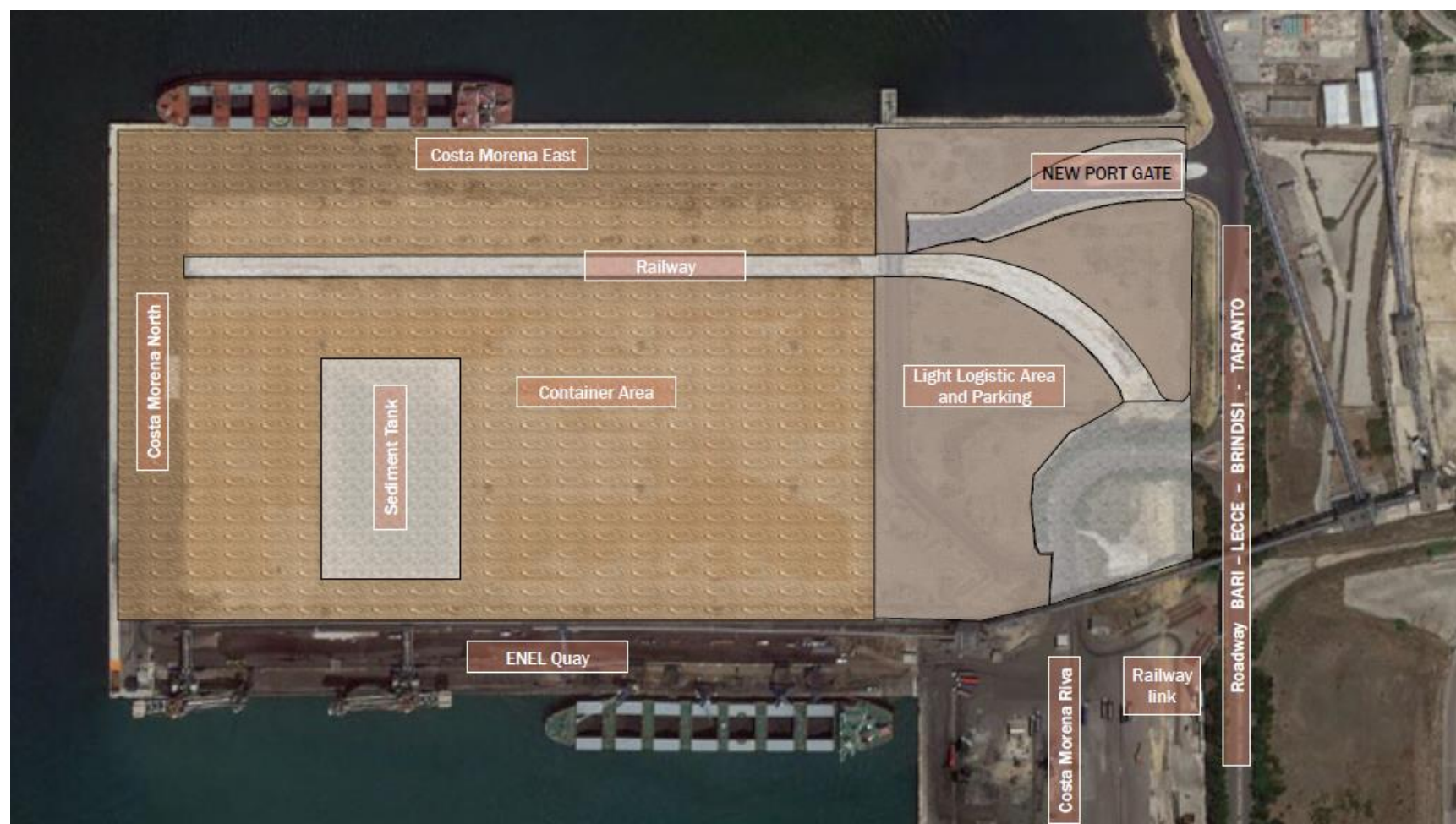
INVITALIA

PORT OF BRINDISI

Port Network
Authority of the
Southern
Tyrrhenian Sea



Operating Costa Morena Intermodal Terminal



COST	€ 21.750.000,00	COMPLETION	100 %.	DURATION	1,5 years
TARGET	AVAILABILITY OF LARGE AREAS (approximately 200,000 sq. M) for intermodal and multipurpose stocking of containers, liquid and solid bulk for about 750.000 teu/year. Quay length about 1,4 km. Draught from 12 to 14 m.				

COST	€ 7.100.000,00	COMPLETION	100 %.	DURATION	5 years
TARGET	Enhancing rail infrastructure with new 1,5 km of railway into the port area.				

INVEST
IN ITALY

ITCA
ITALIAN TRADE AGENCY

INVITALIA

Thank you:

Massimiliano Maurizi mmaurizi@invitalia.it

Ambra Nicole Strub astrub@invitalia.it