

Italian gateways. Playing LOCAL or playing INTERNATIONAL?

Daniele Testi — Marketing Director

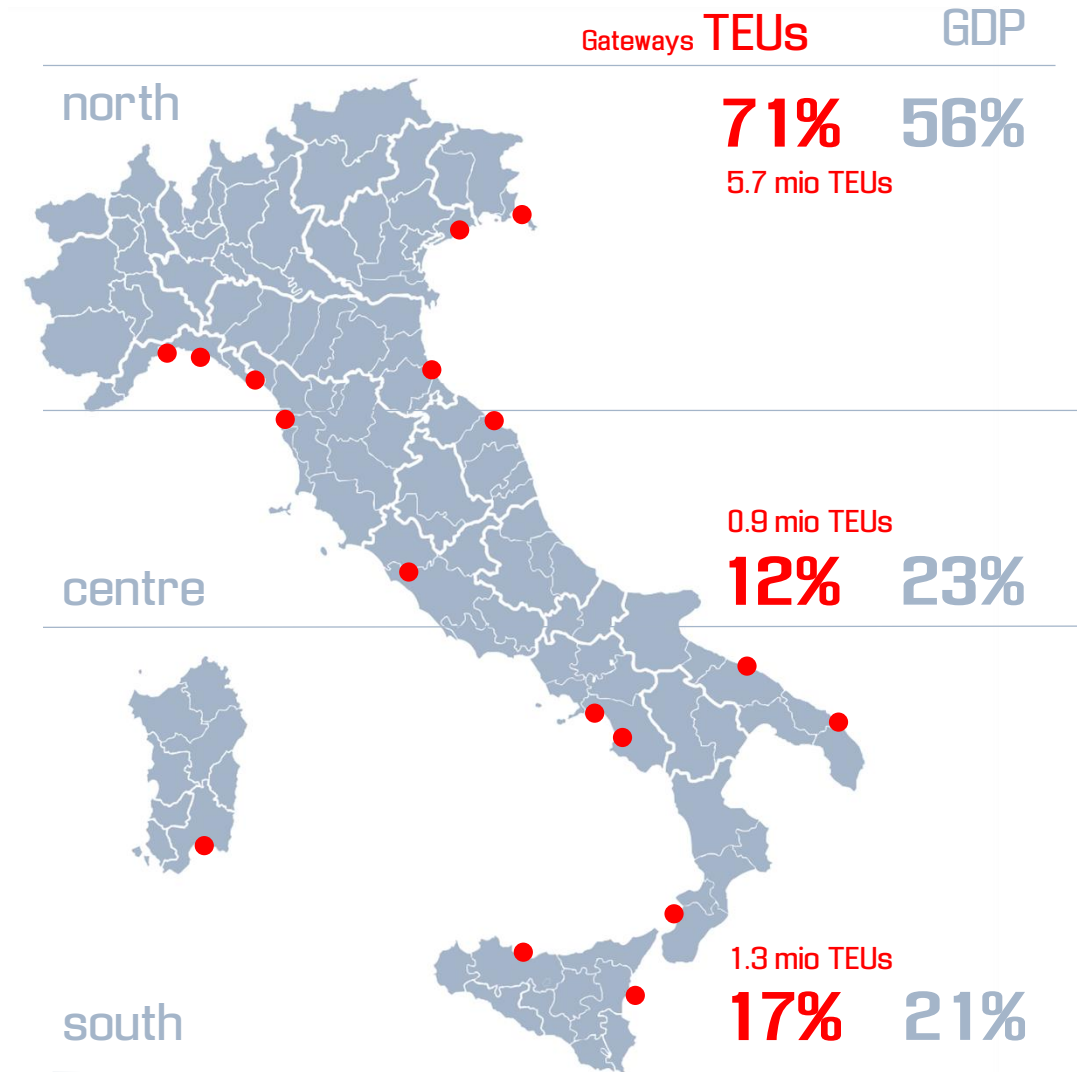
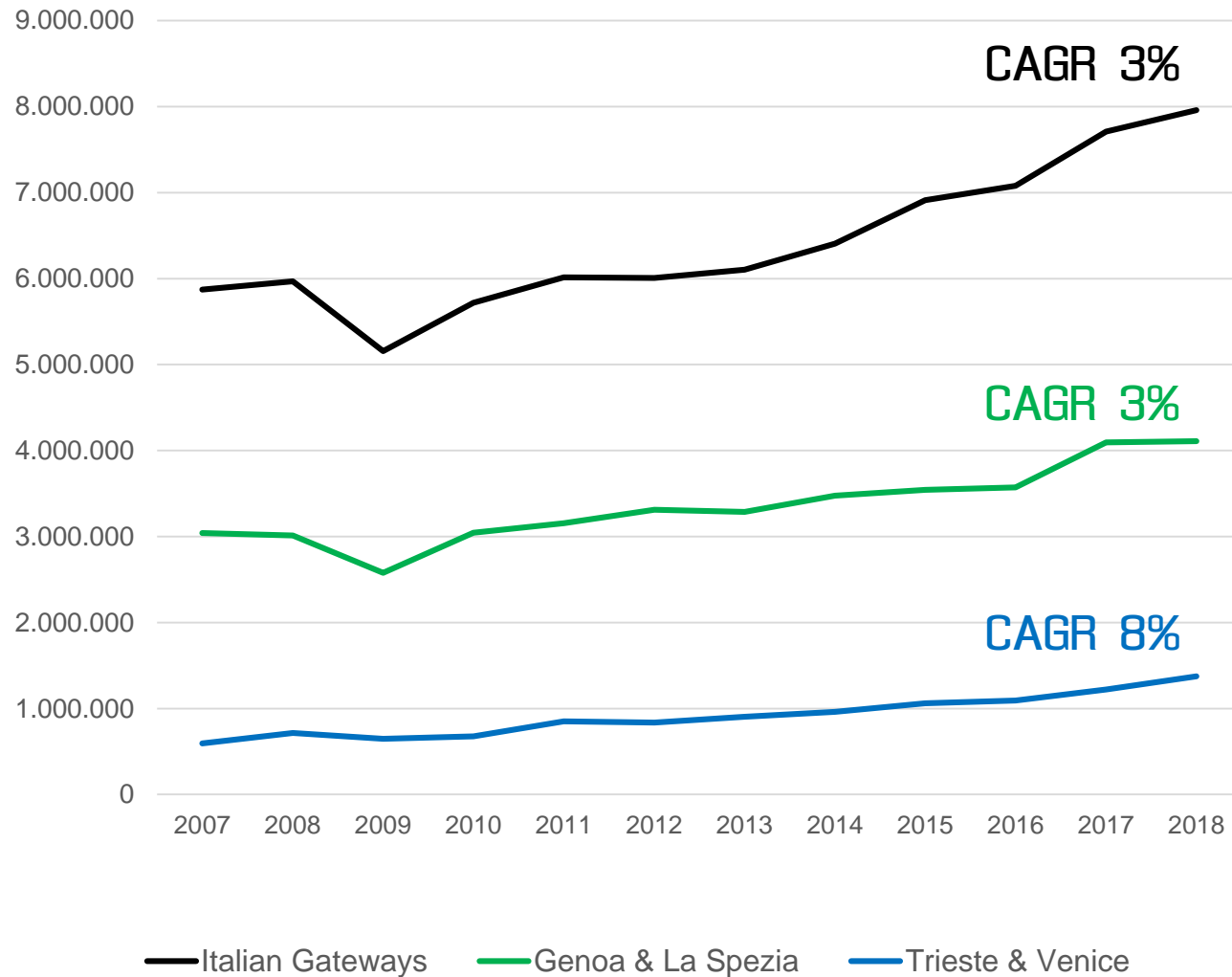


contship italia group

1969 2019
#contship50years

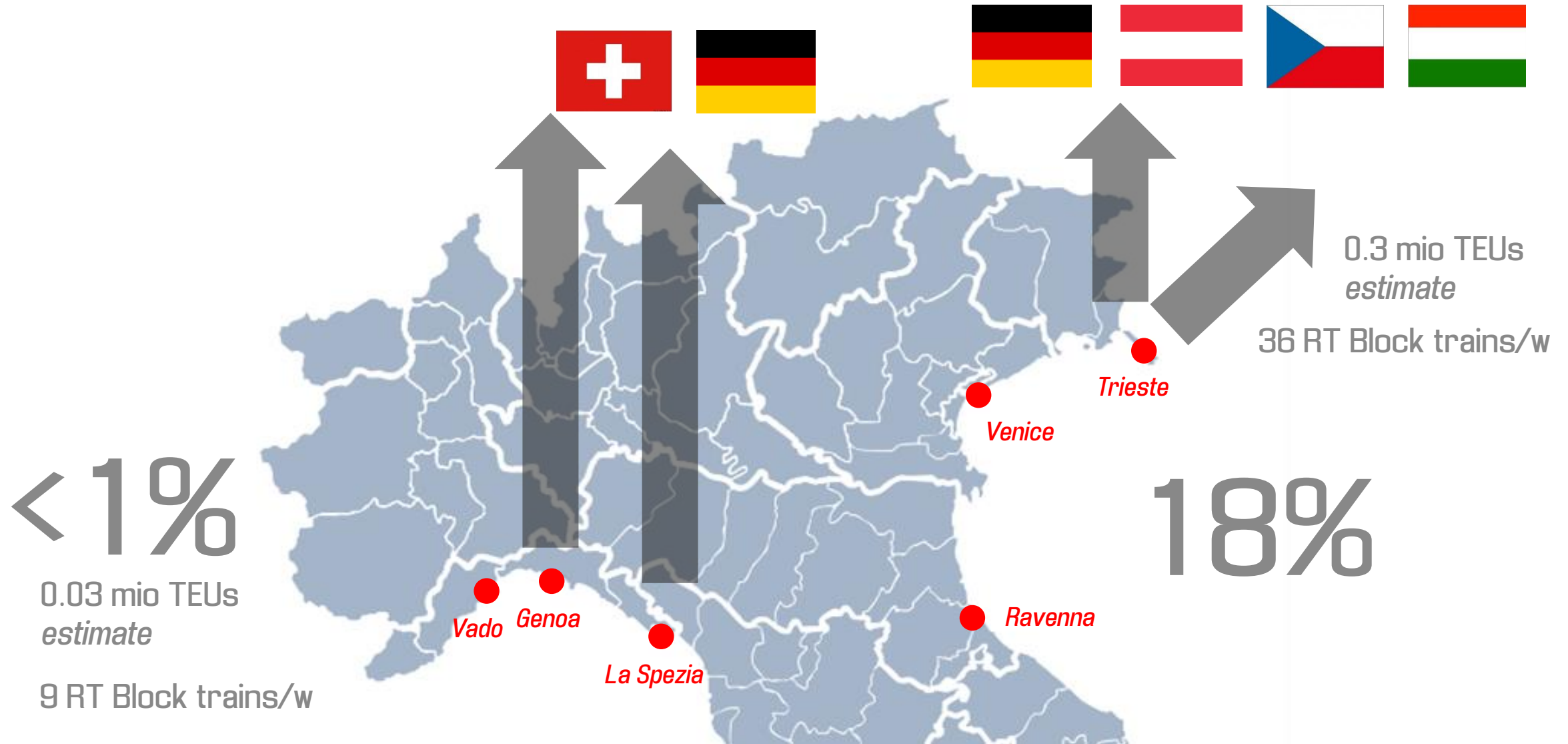
CHANGE
your point of
VIEW

Italian Container Gateways (handled volumes, TEUs)

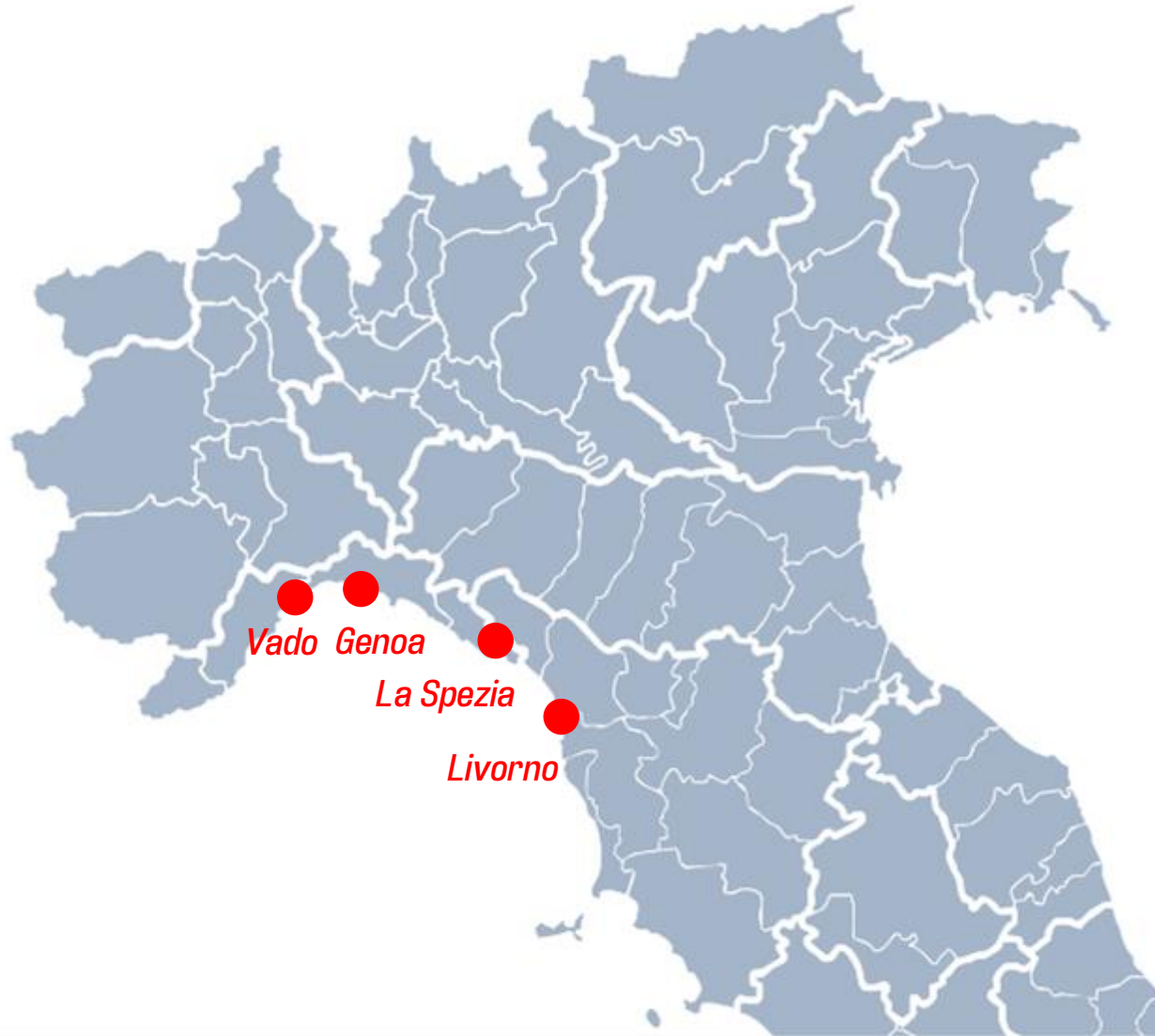


Gioia Tauro (GTA), Cagliari, (CAG) Taranto not included except 100,000 Teus in GTA and 56,000 Teus in CAG

Playing international ?



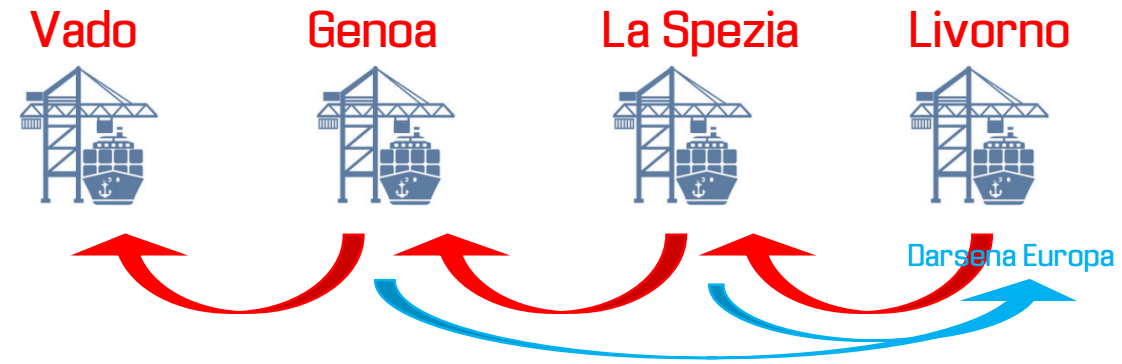
Volumes projections (5 years trend) and new capacity (quay/improvement)

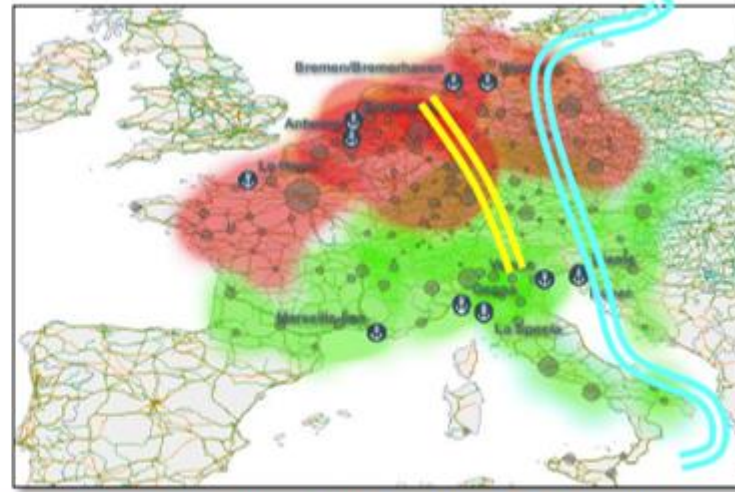
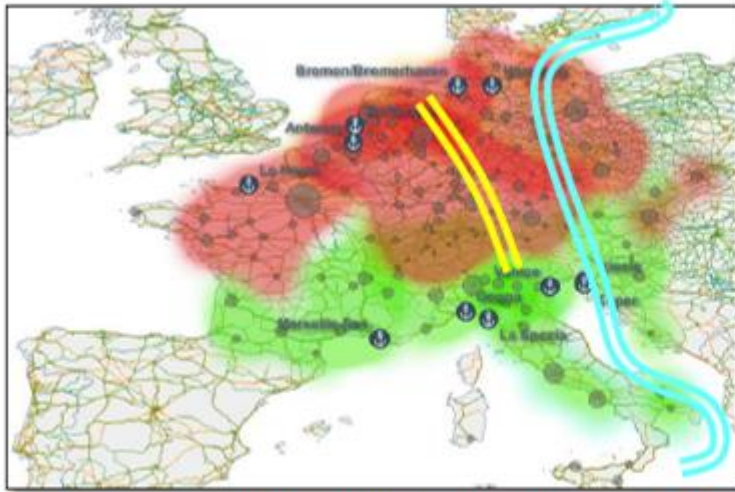


Volumes (mio TEUs)	2018	2023
Vado	0.06 mio TEUs	0.25 mio TEUs*
Genoa	2.6 mio TEUs	3.4 mio TEUs
La Spezia	1.4 mio TEUs	1.7 mio TEUs
Livorno	0.7 mio TEUs	1.2 mio TEUs

* Max volumes handled

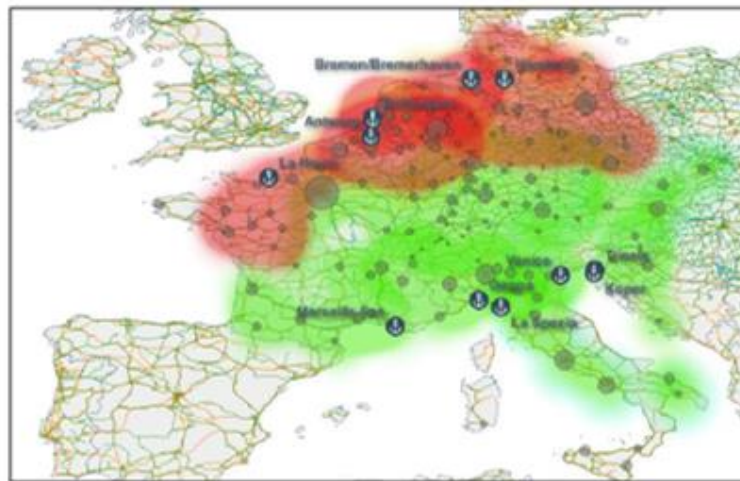
Capacity expansion (mio TEUs) 2023	Saturation
Vado	20/25%
Genoa	60/65%
La Spezia	75/80%
Livorno	65/75%



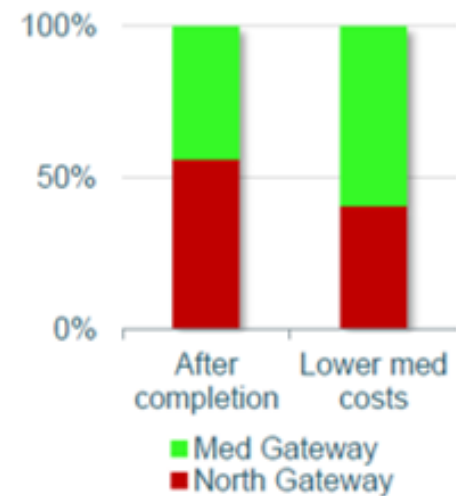
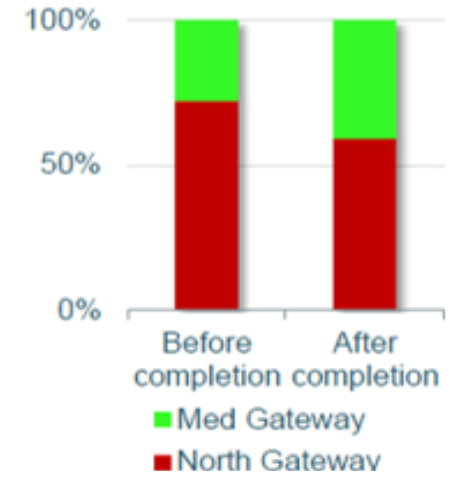


High level cost-based hinterland calculation after completion of the Rhine-Alpine and Scan-Med Ten-T corridors and lower med costs

Source: OSC Geospatial Economics



Gateway hinterland reach

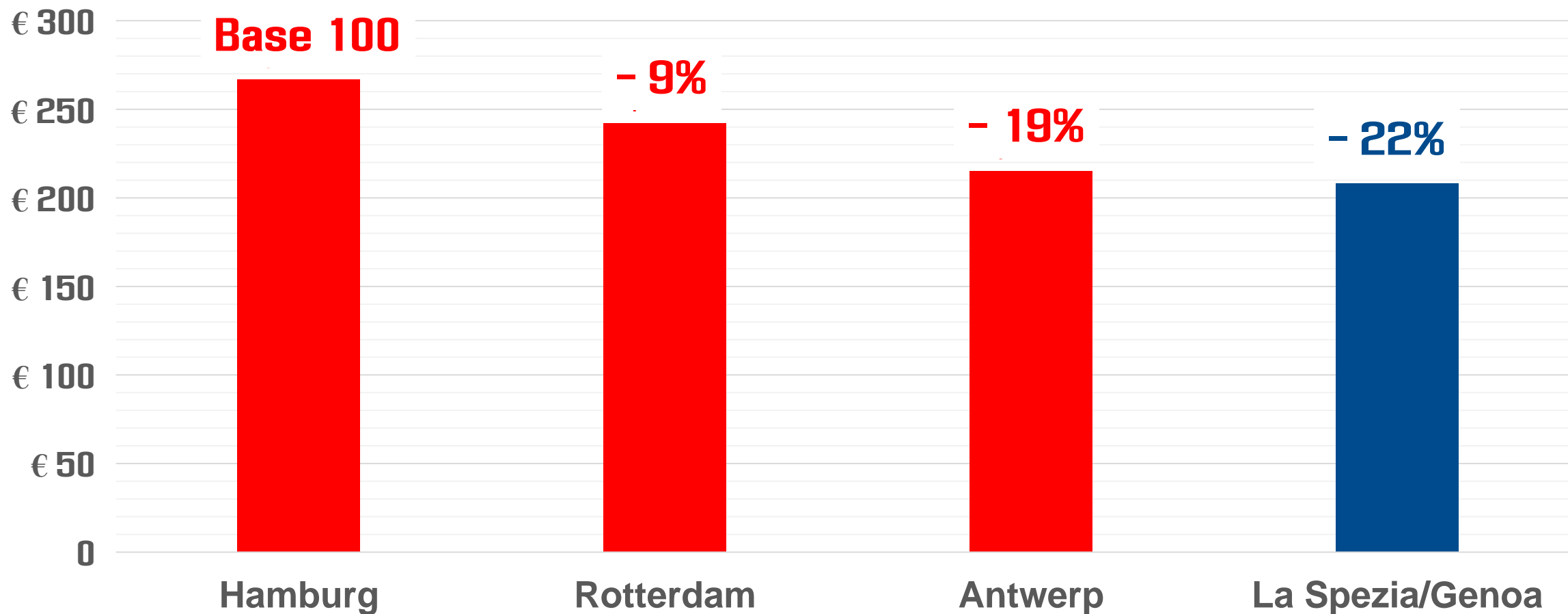




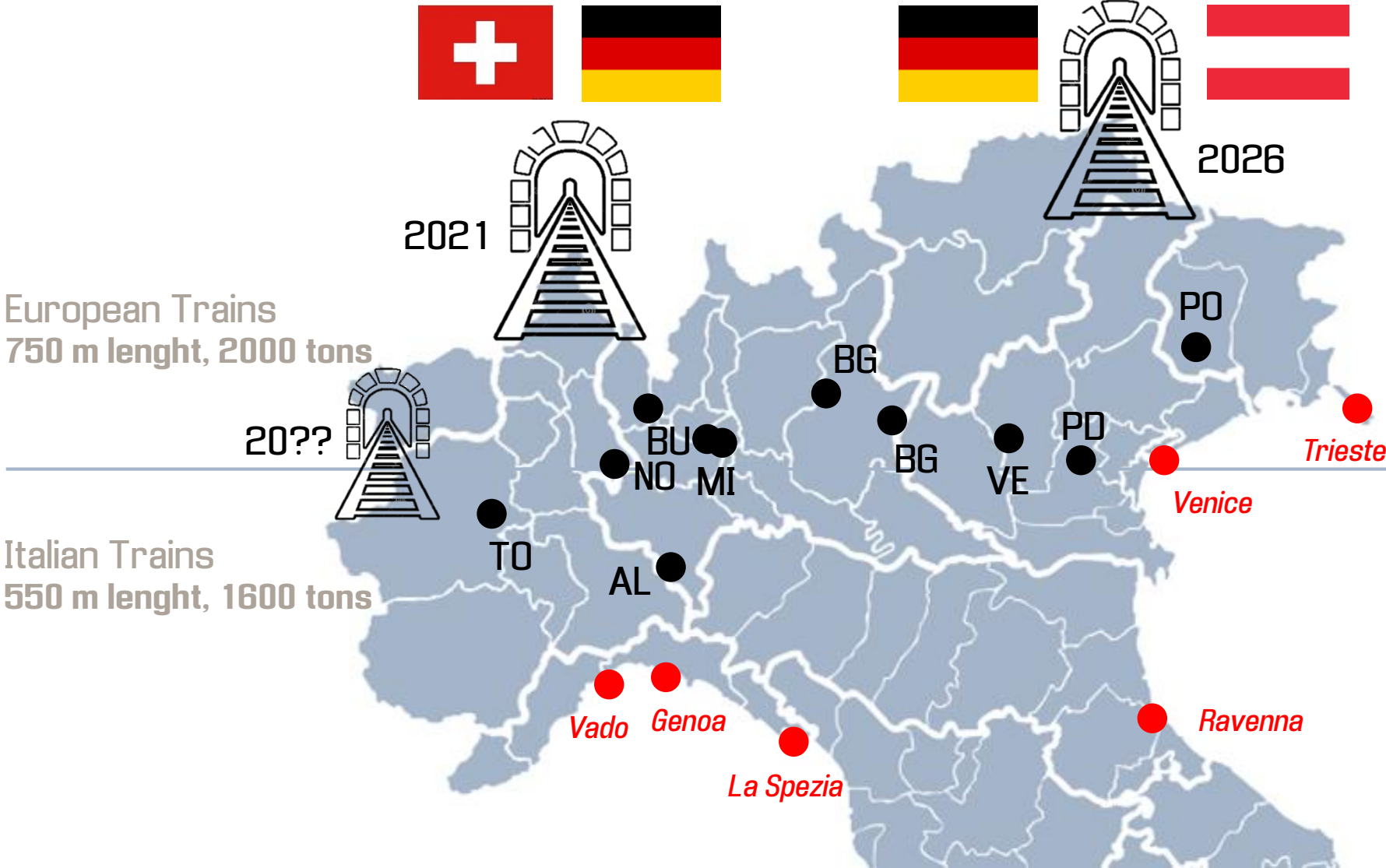




Terminal Handling Charge



What we need to go international



Direct «deep sea» Service

- Water depth: 15-18m min
- Ship2Shore: 25 rows across
- Quay length: > 500m
- Extensive Rail network
- Cold ironing / LNG facilities
- International promotion by port community

«Intra med» Service

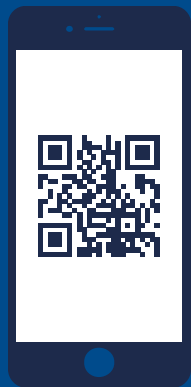
- Water depth: 13-15m min
- Ship2shore: 17/20 rows across
- Quay length: > 400 m
- Extensive Rail network
- International promotion by port community



La Spezia Container Terminal, 1971



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