

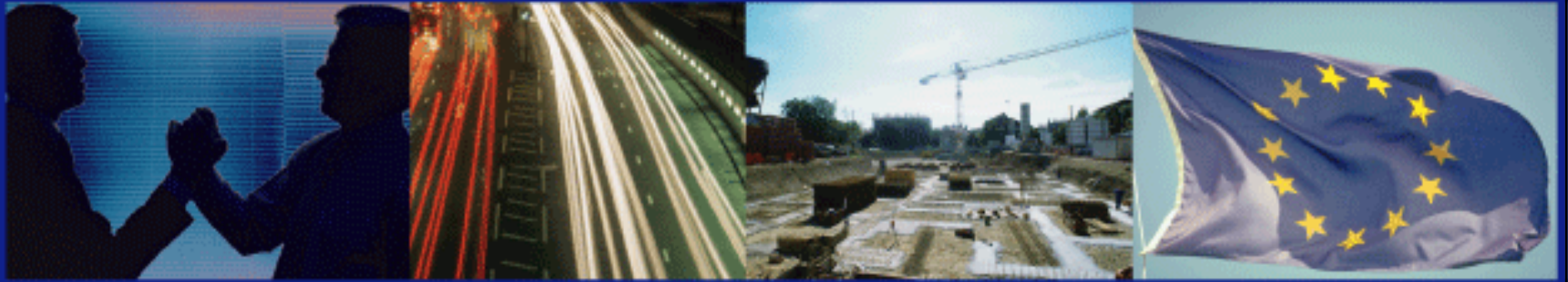
Logistic Platform in Civitavecchia (Rome)

Pasquale Marasco

Presidency of the Council of Ministers

Department for Economic Policy Coordination and Planning

PPP Task Force, Italy



**Development of Financial Markets in the Russian Federation -
EuropeAid/121435/C/SER/RU**

Rome 21 February 2008



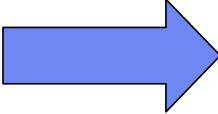
Market Analysis: National Scenario

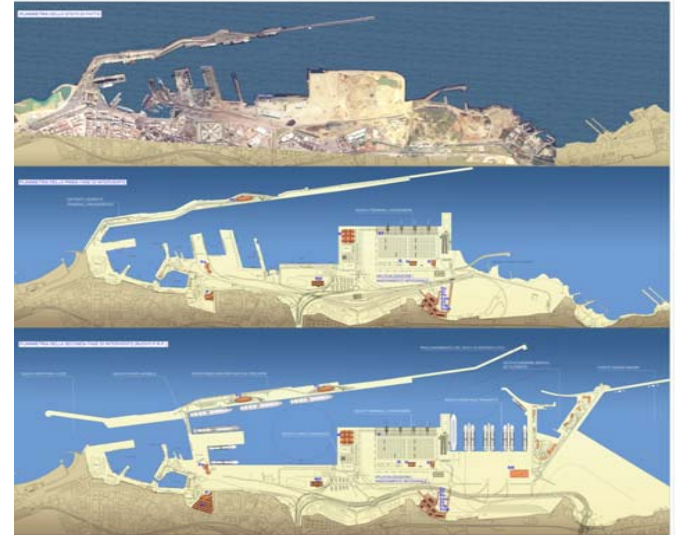
- **Fast growth of international trade volumes from/to Italy**
- **Cost increase of road transport**
 - ↓ Gas oil cost
 - ↓ Traffic
 - ↓ Drive hours limitations
- **Development of competitive transport alternatives**
 - ↓ Sea ways (cargo and RoRo)
 - ↓ Rail road
- **Companies focus on logistics as key factor of competition**
 - ↓ Cost reduction
 - ↓ Service level competition
 - ↓ Outsourcing with specialized operators (sinergy and flexibility)

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Market Analysis: Local Scenario

- 5 millions people concentrated in Rome area
 - Development of Civitavecchia Port Infrastructure
 - Proximity of Fiumicino International Airport
- 
- Fast growth of Cruise vessel lines in Mediterranean Sea
 - Fast growth of Cargo (container) and Sea shipping (trailer) traffic from/to Lazio region



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Market Analysis: Business Opportunity

- Lack of modern intermodal infrastructure in Lazio Region
- Lack of bonded warehouse with veterinary inspection point
- Need for logistic services to support Civitavecchia Port
- Need for logistic services to support International Cruises Companies



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ICPL Project finance: Milestones 1

- • **2000:**
 - ↓ Transport Ministry and Lazio Region “Transport Plan” identify Civitavecchia as a strategic site for intermodal logistics in Rome area
 - ↓ ICPL Company set up (only private shareholders)
 - ↓ ICPL draw up the building project and the business plan
 - ↓ Preliminary approval of business plan by a certified Bank
 - ↓ ICPL presents the project and the business plan to Civitavecchia Municipality
- **2001:**
 - ↓ Publication of project by Civitavecchia Municipality (public tender)
 - ↓ Preliminary agreement between ICPL and Civitavecchia Municipality
- **2002:**
 - ↓ ICPL increase in capital and public shareholder subscription (49%)

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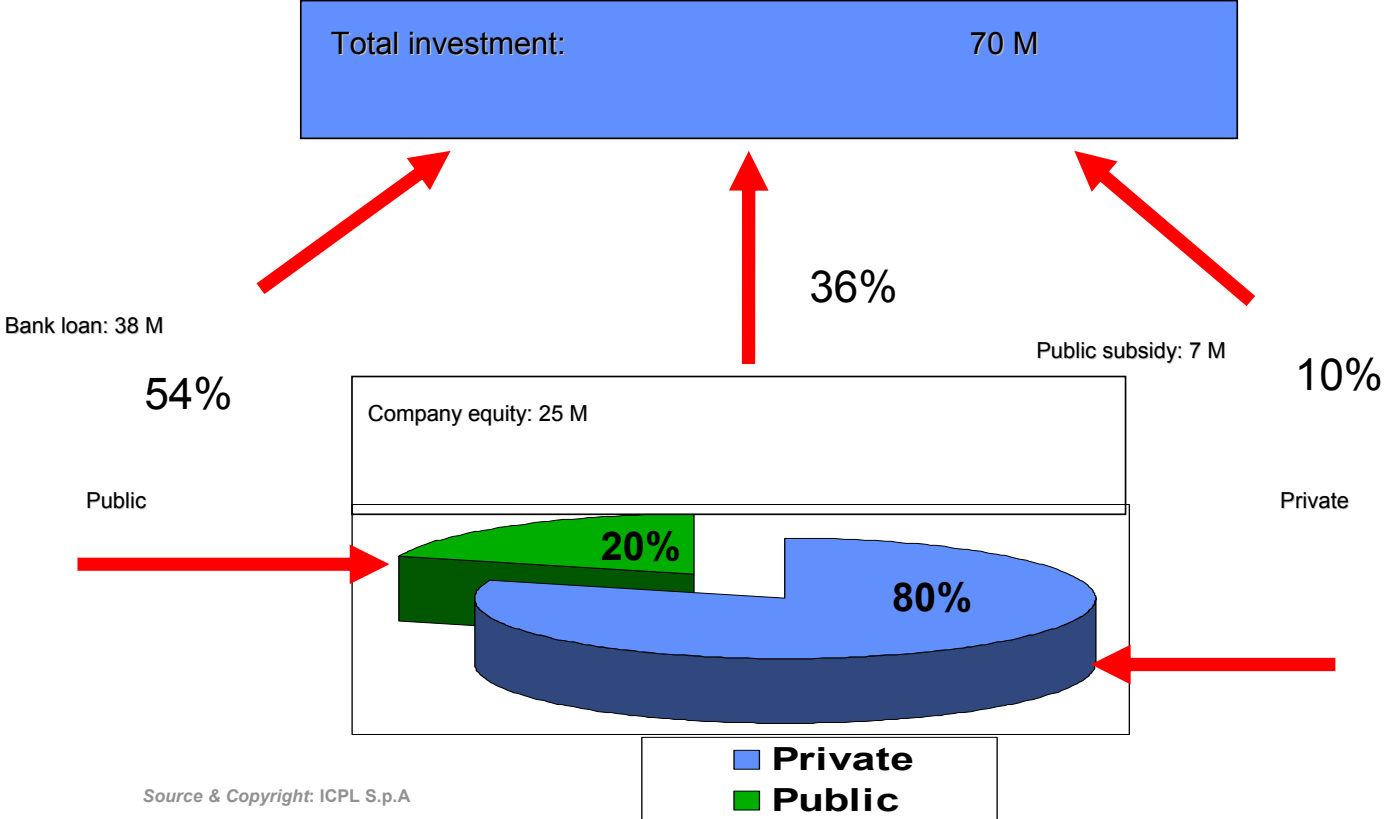
ICPL Project finance: Milestones 2

- 
- **2003:**
 - ↓ Special project committee (Government and local public authorities) approves the ICPL project and releases the building licence
 - ↓ Start up of building work
 - **2005:**
 - ↓ Bank loan grant to ICPL
 - ↓ ICPL second increase in capital and public shareholder reduced subscription (public shares to 20%)
 - **2006:**
 - ↓ End of building works
 - ↓ Start up of ICPL operations
 - **2010:**
 - ↓ Forecast of ICPL break even point

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ICPL Project finance: Finance



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In the center of Mediterranean Sea



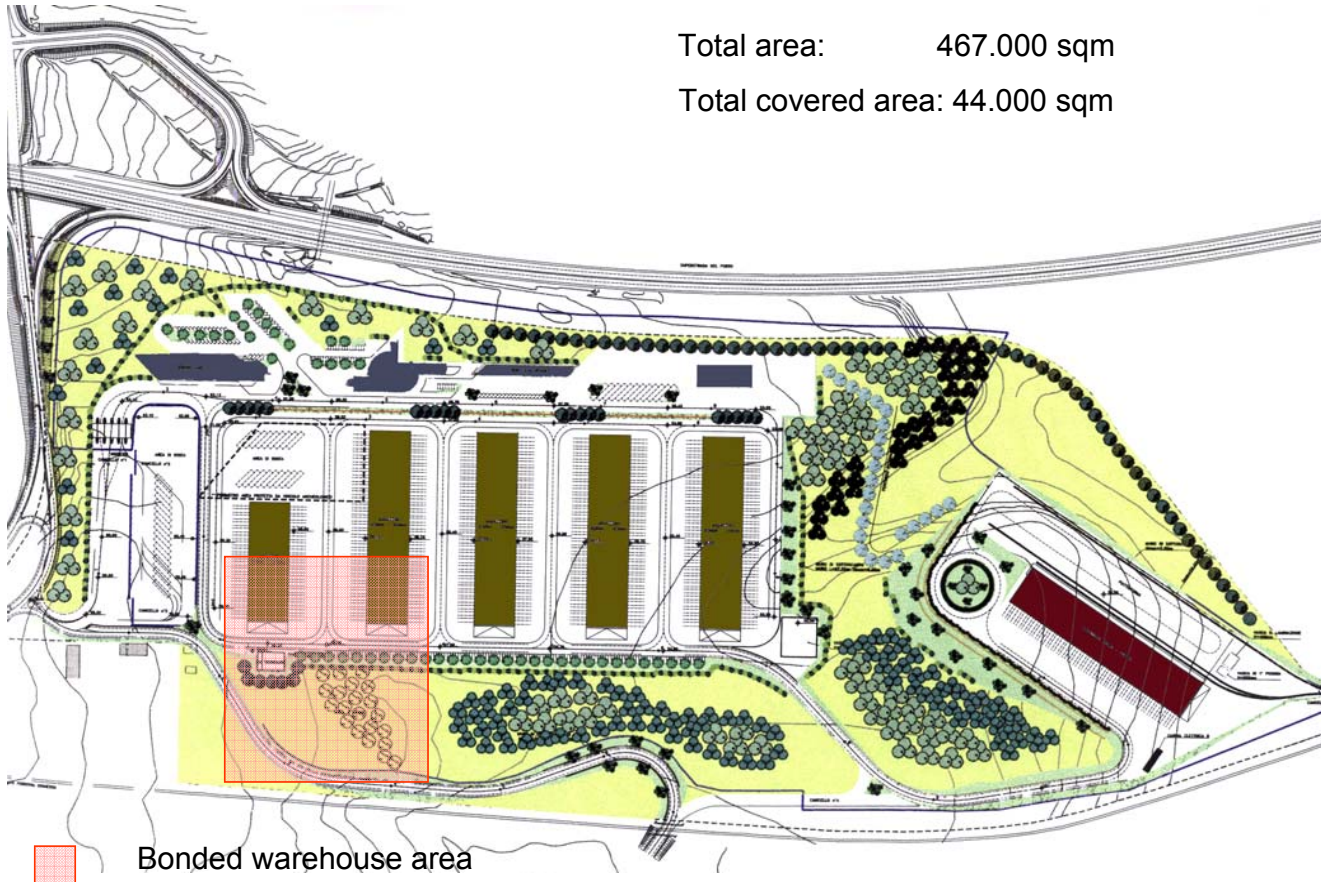
Port, motorway and railway connections



Interport Map

Total area: 467.000 sqm

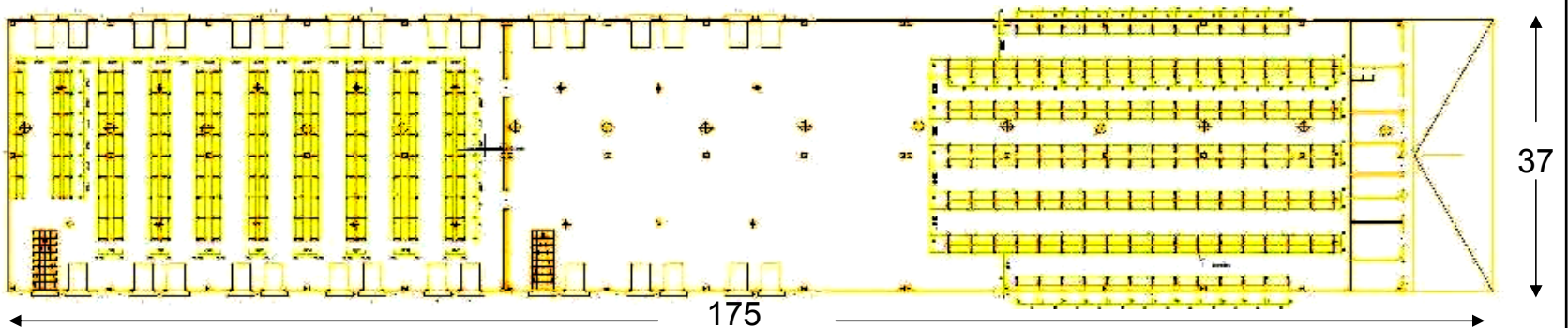
Total covered area: 44.000 sqm



Warehouse Unit



6.475 sqm h11,00mt
5.000 plt
on racks
30 in/out doors



Security

- **Security service 24/7**
- **Security gate procedures**
- **Telecontrol system with recorder**
- **Fire alarm system**
- **100% direct employees**

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Main Facilities

- **Customs Area** - 2 bonded warehouses (sqm 10.500), 4 refrigerated rooms (cbm 10.000), total area 20.000 sqm:
- **Transportation Center** 3 warehouses, for material handling and storage (16.000 pallet places on racks), total covered area 20.000 sqm.
- **Multimodal terminal (RAIL-ROAD)** : warehouse of 7.000 sqm with a large front area of 12.500 sqm and three rail tracks.
- **Services Area to vehicles:** truck and container maintenance and repair, parking area, external energy supply for trucks and containers.

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Customs Authorizations

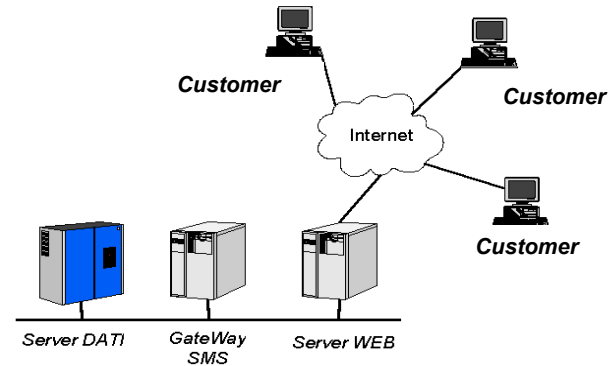
Bonded warehouse area	Room T°C	2-8°C	-25°C
Custom area	X		
Custom area food (EU appr.)	X	X	X
Custom area food (non EU appr.)	X	X	X
VAT warehouse	X		
Fiscal warehouse (alcohol)	X		
Provisions warehouse	X	X	X

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- **SAP+INCAS management**
- **Back up system**
- **Emergency power generator and UPS**
- **Radiofrequency warehouse management**
- **Web access to warehouse inventory**

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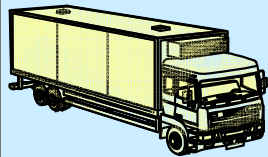
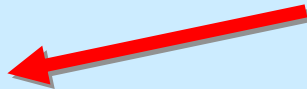
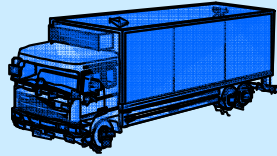
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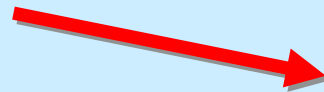
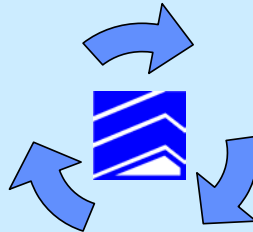


Cruise Vessel

Delivery alongside the vessel or to other Europe locations

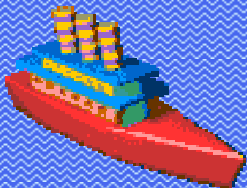
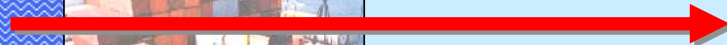
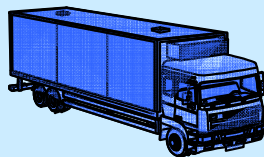


EU Suppliers

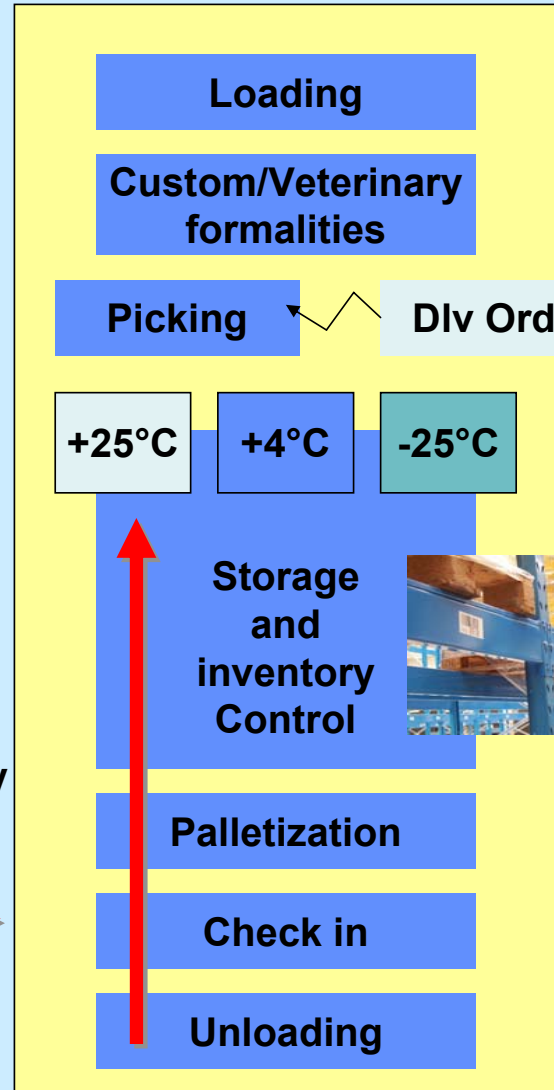


Terminal Container

Custom/Veterinary formalities and shuttle to ICPL



Cargo Ship



Thank You for your kind attention!

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CONTACTS

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