



Liguria, the fruitful hub

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**FRUIT
LOGISTICA**

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The numbers of italian's leadership

In the 2021 the global sales of italian
fresh fruit and vegetables
increased by +8%

The 2021 registered the **high value**
of all the times with **5.7 billions euros**

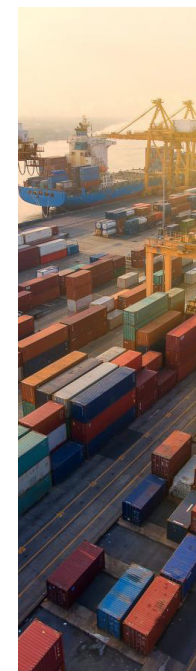
+8%



- Fresh apples
 - Pears
 - Cherries
- Table grapes
 - Kiwis
- Hazelnuts
- Chestnuts



- Tomatoes
- Eggplants
- Artichokes
- Fresh chicory
 - Celery
 - Fennel



Italy leading Producer of F&V

The figures of 2022 for F&V

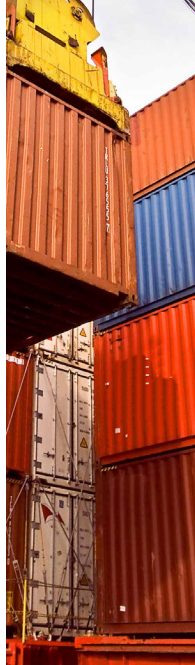


In the first nine months of 2022, exports registered **+0.3% in value** and **-2.6% in volume** respect 2021

The quantities imported **(over 2.7 million tonnes)** exceed those exported **(2.6 million tonnes)**

On the contrary, imports increased **+16.8% in value** and **+6.8% in volume**

The trade balance goes from **781 million** in the first nine months of 2021 to **291 million (-62%)**



Italy import and export numbers

For Exports

Negative signs
in value for

- dried fruit (-28%)
- citrus fruits (-3%)
- pears (-43.8%)
- oranges (-10.9 %)

Positive signs
in value for

- fresh-fruit (+5.7%)
- kiwifruit (+3.2%)
- lemons (+7.7%)
- table grapes (+1.9%)



For Imports

Only positive signs
in value for

- legumes-vegetables (+37%)
- citrus fruits (+17.8%)
- dried fruit (+14.4 %)
- tropical fruit (+11.5%)
- pineapples (+18.3%)
- bananas (+11%)

“Difficulties mastered are opportunities won”
Winston Churchill

Why is our country in danger of losing the lead in the productions ad export of many products?

- Energy increases 300%
- Increases in international transport up to 100%
- 30% to 70% increases in the costs of packaging
- Contraction of consumption due to inflation



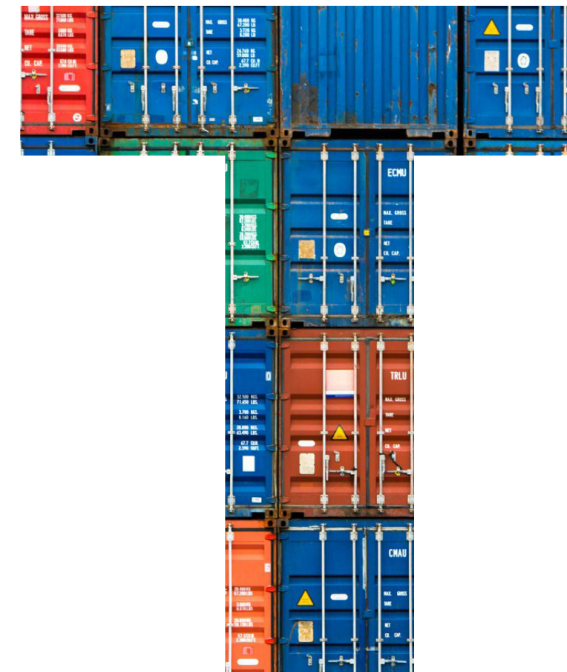
Factors drivings the export crisis





How can this crisis situation be turned into a great opportunity for Ligurian Ports?

- New investments in port and civil infrastructures (6.5 bl euro in the next 5 years) will make Genoa as Europe's fruit import and export hub
- The cost of transport will come down as rail offering increase
- Optimization of the Simplified Logistic Zone (ZLS) and customs corridors will cut down bureaucracy and its cost
- The Green Logistic Valley project can offer to the packaging market cost-effective advanced 5g technology solutions to increase efficiency and productivity
- With the optimisation of port's services dedicated to fruit, vegetables and perishables goods



Transform the crisis in opportunity



Services of the goods: food, fruit and beverage

SERVICES OF THE GOODS

Warehouses available for refrigerated

Vado Ligure Reefer Terminal	24,000 m ²
Vado Ligure VIO	8,000 m ²
Genova Messina	20 m ²
Genova Frigo	6,500 m ²
Total	39.220 m²

Reefer Plugs column number

Vado Ligure APM Terminal	950
PSA Pra'	1700
PSA-GP	300
Ignazio Messina & C.	130
Gruppo Spinelli	290
Terminal San Giorgio	100
Total	3.470

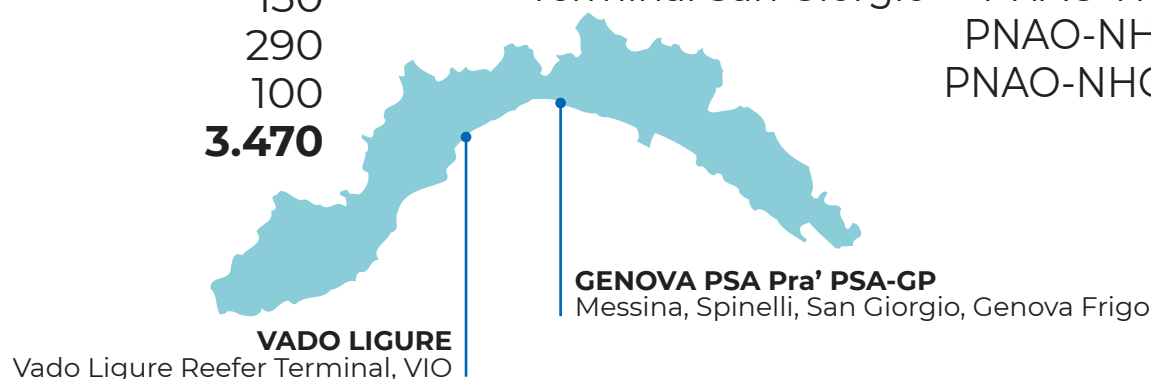
BORDER INSPECTION POINTS

Inspection service Ratings to categories of animals and goods

Terminal PSA-GP	POA-HC
	POA-NHC-T(CH)
	POA-NHC-NT

Terminal PSA Pra'	POA-HC
	POA-NHC-NT
	PNAO-HC (FOOD)-NT
	PNAO-NHC (FEED)-NT
	PNAO-NHC (OTHER)-NT

Terminal San Giorgio	PNAO-HC (FOOD)-NT
	PNAO-NHC (FEED)-NT
	PNAO-NHC(OTHER)-NT





Green Logistic Valley

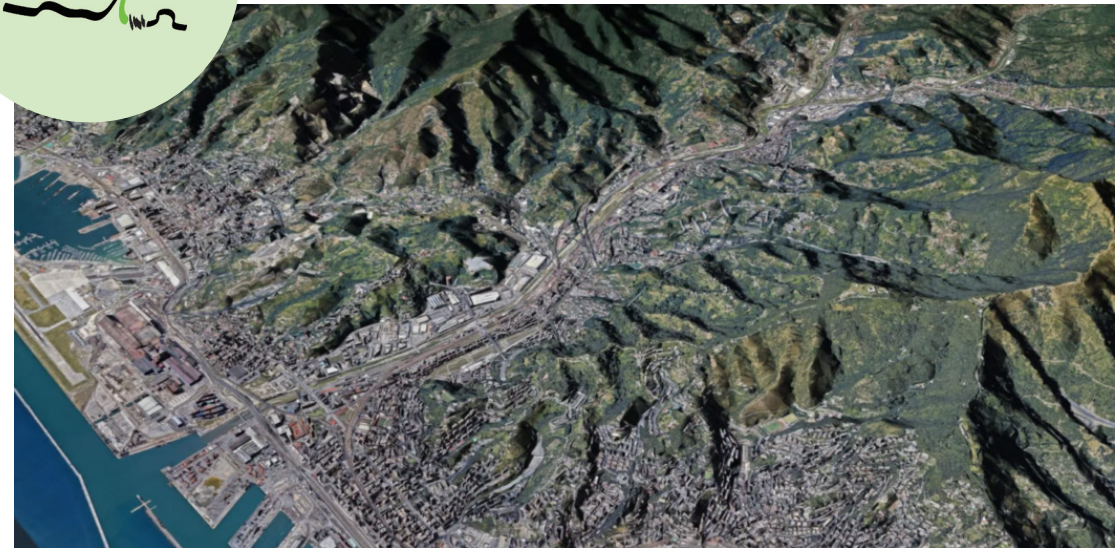
The vision

The **Ligurian Ports** move today **more than 50% of national container traffic** and more than **35% of rail freight traffic**.

The new breakwater project increase the volumes of containers by **up to 150%** and **40%** of rail traffic grow.

The new Genoa's rail way provide, at full capacity, 750-meter trains:

- **18 freight trains by day**
- **24 freight trains night**



For a totale of 42 complete trains to serve European Market through the Reno Alpi Corridors.

The Ports of Genoa will be the first logistic hub for the import and export in Europe with amazing capacity to extend the fruit and vegetables market



Thanks!

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