



Business Integrity

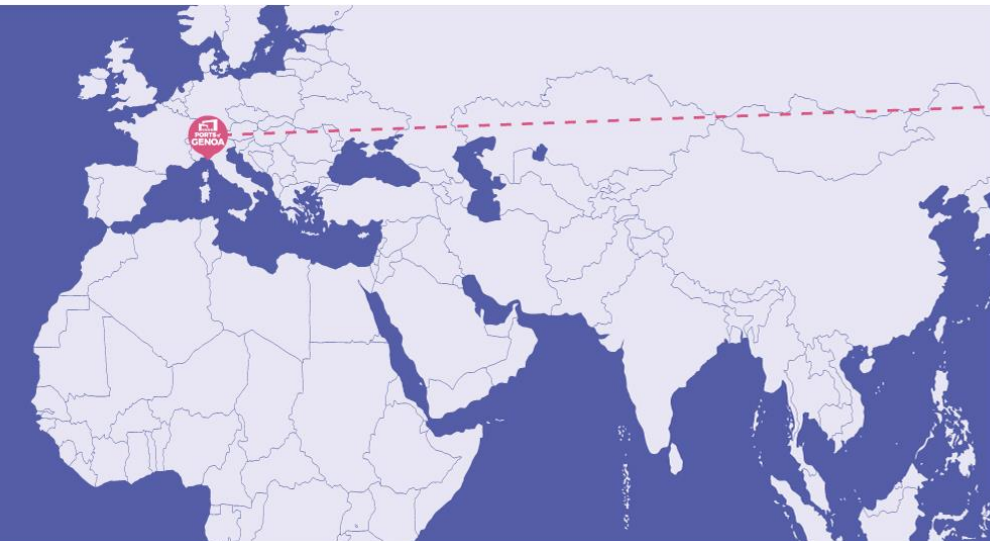
The Italian Experience

*Integrity and Compliance
Lessons learned in the Italian
public-private partnership*

Lucia Tringali - *Chief Director of the
Financial Resource Planning and Auditing
Department*

Bucharest, April 12th, 2022





■ **4 multi-commodity port basins**

located along a 50 km coastline

■ Over **7 million sqm** of port land

■ **30 port terminals**

operated by leading global players

■ Over **27 km of quays** with over 100 berths





ECONOMY

- € **55 million** in port dues
- € 40 million of state property concession fees
- **Over 1,100 port concessions**
- €650 million in investments in 2021
- € 10 bn contribution to the Italian GDP
- € 3.7 bn (30% of Italian VAT) revenue on imports



EMPLOYMENT

- **Direct jobs:** 31,000
- **Indirect jobs:** 77,000
- Induced jobs across Italy: 122,000



TRADE

- **1st Italian container gateway port:** 2.8 million TEUs in 2021, 33% total Italian gateway traffic market share
- **6th European container gateway port**
- 2nd Italian Cruise Port: 2 million passengers pre-Covid
- 64.5 million tons of total tonnage



PORTS OF GENOA



**Institutional
relations**

**Economic and
Financial relations**

**Industrial
relations**

**Concession
relations**



***Port
Operators***

***Public
Institutions***

***Logistic
Operators***

Shipyards

***Local
Community***

***Service
Providers***

***Workers
Trade
Associations***





GLOBAL BUSINESS PARTNERS

Operational Med headquarters

- Hapag Lloyd
- MSC
- Costa Cruises

Superyacht and Shipconstruction hub

- Fincantieri
- Mariotti
- San Giorgio del Porto
- Amico&Co

Port terminal operators

- PSA (Port of Singapore Authority)
- APM
- Costa Cruises (Carnival Group)
- MSC
- COSCO
- Steinweg

Worldwide carriers

- | | |
|-------------|-------------------------|
| ▪ Maersk | ▪ Merchant Marine |
| ▪ MSC | ▪ Hapag-Lloyd |
| ▪ Cosco | ▪ Ocean Network Express |
| ▪ CMA CGM | ▪ Yang Ming |
| ▪ APL | |
| ▪ Evergreen | |
| ▪ Hyundai | |

Private equity and Infrastructure funds

- Infracapital
- Infravia
- iCon Infrastructure





PSA GENOVA PRA'

Top Italian full-container terminal



Throughput capacity

2,000,000 TEUs /year



VADO GATEWAY APM TERMINALS

Semi-Automated Container Terminal



Throughput capacity

900,000 TEUs /year



BETTOLO GENOVA MEDITERRANEAN GATEWAY – MSC



Throughput capacity

500,000 TEUs /year





GENOA

Homeport to MSC



SAVONA

Homeport to Costa Cruises
(Carnival Corp. & plc)





GLOBAL LEADERS IN SHIPCONSTRUCTION SHIP REPAIRS YACHT REFITTING DEMOLITION

- **Over 70** dedicated companies
- **Over 6,500** specialised direct and indirect workers





Collapse of the Morandi Bridge 14 August 2018

The “Genoa Decree” set forth the rule of exemptions, based upon EU legislation which dovetails streamlined procedures with regulations on health, safety environment and criminal infiltration:

- integrated tenders with reduction in tendering process timespan
- reduction in environment, cultural heritage and landscape approval process timespan
- max. 45 days for Report of the Superior Council of Public Works



Key elements of the **MoU** to combat **Criminal Infiltration** in the construction of the bridge

- Territorial jurisdiction
- Simplification of administrative procedures
- Activation of the Central Control Room
- By contract, provision of personal data of all participating companies
- Information Technology Platform which groups together and shares data
- List of subcontractors participating in construction works
- Weekly Construction Reports

Across this protocol the Prefect issued preemptive diktats excluding two companies from construction works



In 2019, in the aftermath of the collapse of the Morandi Bridge the Port Recovery Action Plan was approved:

2.3 BILLION EURO INVESTMENT PROGRAMME addressing the main **European transport and logistic** priorities for the Ports of Genoa.

29 PROJECTS

- Maritime, Road, Rail and Air Accessibility
- Airport Terminal Development
- Waterfront Redevelopment and Green Project
- Shipyard Expansion



New Genoa Breakwater

€ 950 million funded by the Next Generation EU and by a loan from the European Investment Bank



The new breakwater is designed to guarantee direct access for ultra- large passenger and cargo ships in full safety.

Shipyard Expansion

€ 480 million funded by the “Genoa Decree”



A new dock with a 440 m long quay to cater for the construction of the latest generation of ultra-large vessels.





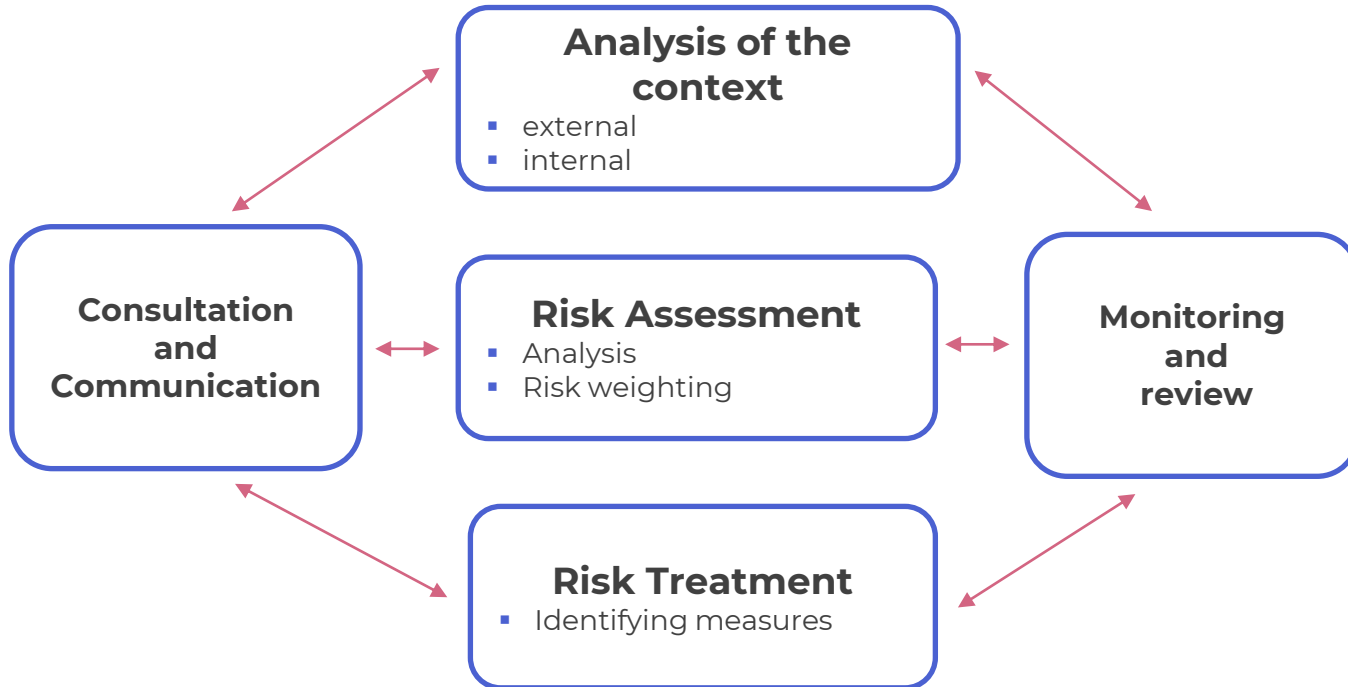
The Ports of Genoa adopted an ad-hoc **Anti-Corruption Plan** to counter corruption money recycling and a lack of transparency



[www.portsofgenoa.com
/amministrazione-trasparente](http://www.portsofgenoa.com/amministrazione-trasparente)



3-STEP PORTS OF GENOA CORRUPTION RISK MANAGEMENT PROCESS



PRINCIPAL RISK AREAS

PUBLIC PROCUREMENT

- Specific procedural plan, in compliance with EU principles, on tender awards in the infrastructure investment programme
- Legality memorandum + anti-mafia protocol with the prefecture for the two core projects

CONCESSIONS

- Model of concession contracts
- Monitoring business plans
- Public procedures to award the concessions

MODEL OF CONCESSION CONTRACT

The Concession-holder must submit the **Business Plan** which includes:

- **Investments** dedicated to an increase in port volumes and productivity
- Compliance with the **Timetable**

PUBLIC PROCEDURES FOR AWARDING THE CONCESSION

1. New concessions across a **Public Tender**
2. Renewal of concessions:
 - **Publication of Applications** from existing concessionaires
 - **Assessment** of new **Applicants**

INDICATION OF THE "RISK AREAS"





THANK YOU
FOR YOUR ATTENTION

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