

The Gavio Group, the connection ports - market strategy, investments and employment impact.

In the last decade the Group has carried out a strategy in order to create a logistic system which guarantees a complete service of goods, starting from its presence in different ports (both as terminal operator and as railway and logistic service provider) and developing a series of exchange structures which are present in the main transport hubs. Briefly, the numbers which describe these actions are the following:

Dry ports logistics: the 500,000 sq m of covered storehouses and 2,000,000 sq m of operational areas in 10 different sites, today offer a solid logistic system in support of the entire country and thanks to the TEN network's hubs, holds a strong leadership especially on the north-west area.

Port Terminals : approximately 3,0 km of quays distributed on 6 terminals, allow the Group to be among the first national terminal operators; through its presence in all market fields (containers, bulk goods, food, ro-ro and various goods) the Group, thanks to the Civitavecchia terminal, will be the third national port operator.



In regards to the logistic system management, Gavio Group has decided to create solid partnerships with the greatest operators on the market; among which we find: for the Vado area in relations to dry port activities, the Group collaborates with the **APM Maersk** Group (a worldwide leader), with the **Orsero** Group and with the Port Authority, for the Rivalta area (Rivalta Europa Terminal) it manages operations together with the **Katoen Natie** Group (Anversa's main logistic services provider with over 150 logistic structures worldwide), and for the current Civitavecchia operation, a partnership is being created with the most important railway groups: **Cemat and FS Logistica** for the terminal management and with **Trenitalia** for the shuttle port service.

The Gavio Group is present in 6 port terminals, 10 dry ports and is part of two companies which manage the rail traffic.

In regards to the dry port Logistics up to now the group has invested resources for **180 million Euro** and is willing to invest further **48 millions** in the next three years; in regards to the different structures, the Group counts over thirty primary operators, a total employment of over **3.000 units** and, considering the future investments, a direct (Gavio Group) occupational increase of 10% has been evaluated together with further **1.000** new job positions related to the clients.

Port Terminals, the Group investment (at Taranto and Civitavecchia) is of over **94 million Euro** and the creation of the Terminal in Civitavecchia plans further investments for **300 million Euro**; considering employment, today over **150 units** are working at the terminal site, to these, working days of workers who comply to art. 16 and art. 17 must be considered as well (**over 4.000 working days**); the Plan approved by the Port Authority has esteemed for the new terminal container of Civitavecchia, **450 direct working units (employee of the Terminal) and further 700 units given by external workers who will be employed in the productive cycle and in satellite activities.**

Summarizing, Gavio Group confirms its will to invest in our country, also in the port and logistic sectors; until now the investments made and the future ones amount to approximately 400 million Euro; 3.200 employee (both direct and indirect) work in the Goup's structures, while the new investments will bring over 2.000 new working positions.