2022, June 15th

Welcome to

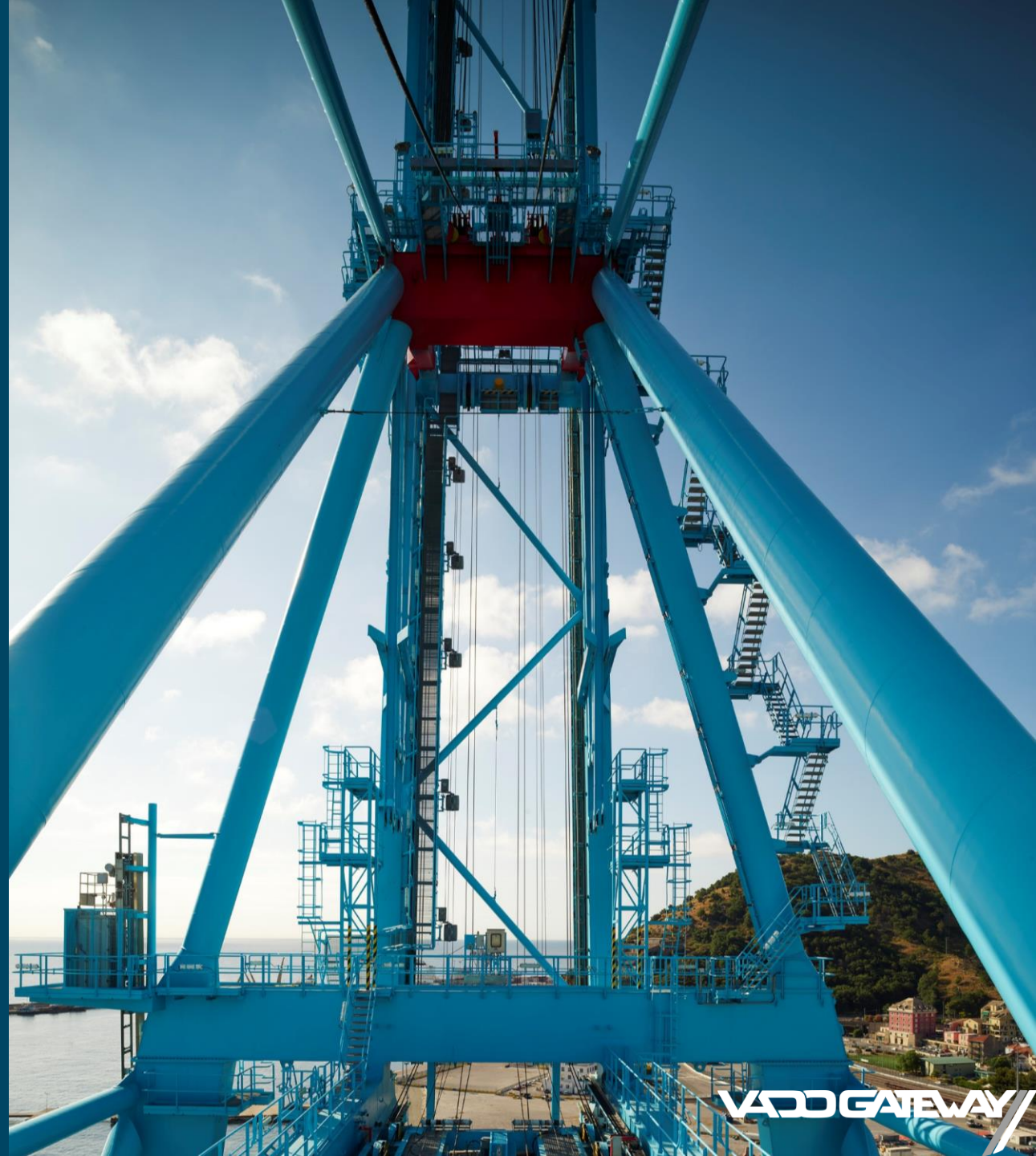
Classification: Public

Who we are

The Vado Gateway Terminal opened on 12 December 2019 and is fully integrated with the existing Reefer Terminal.

Vado Gateway is the first semi-automated port in Italy with a fully-automated gate and stacking yard.

The 16.5 depth berth at Vado Gateway can accommodate the latest Ultra Large Container Vessels (ULCVs).



Classification: Public

Our values

As Italy's fastest and most advanced gateway for growth, we offer you the easiest and most efficient connection from the Mediterranean hinterland to the rest of the world – we serve as an accelerator for business growth.

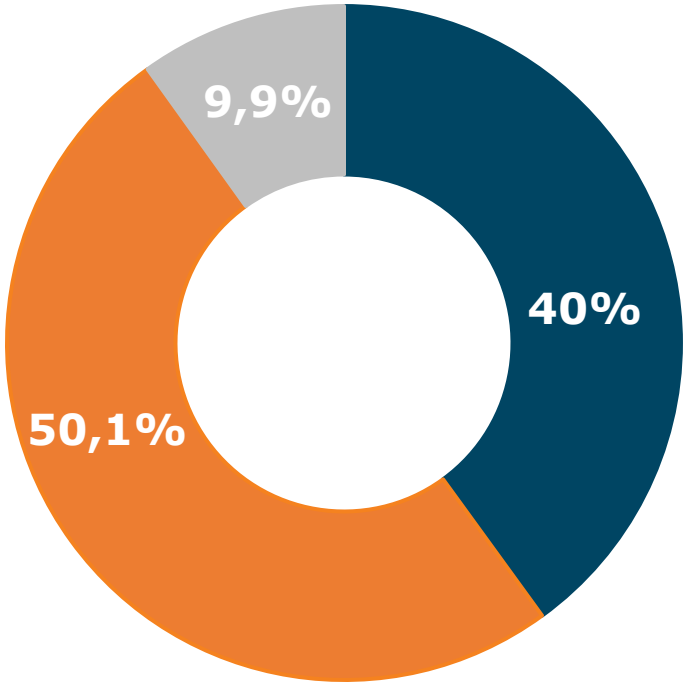
With our integrated facilities, state-of-the-art technology and always-on team of experts we are able to offer connectivity, flexibility and speed – while maintaining high-cost efficiency and pace.

Being a semi-automated terminal with a low CO2-footprint – we also set the pace for innovation and sustainability in the regional industry.

WHO WE ARE – JOINT VENTURE

山东港口 SHANDONG PORT | 青島港 Qingdao Port

APM TERMINALS



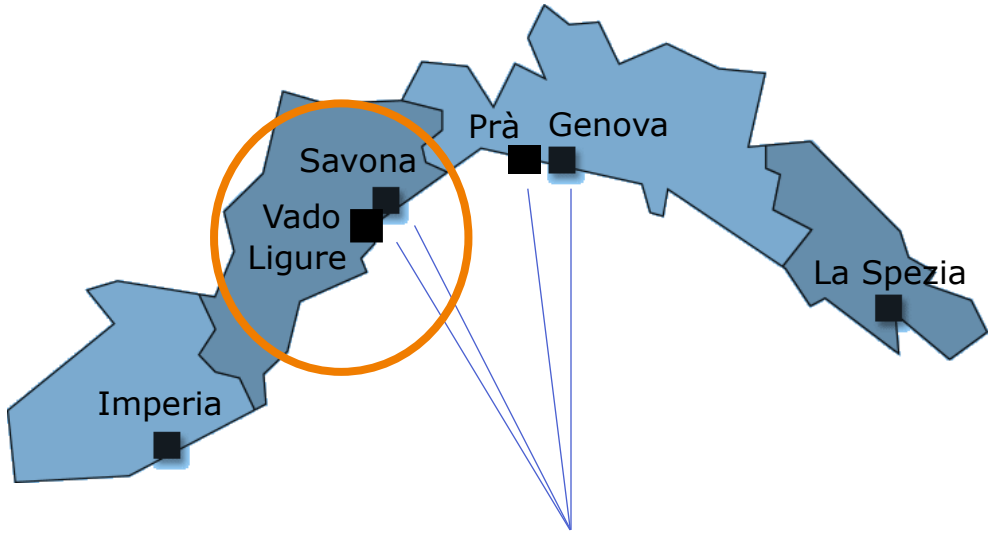
COSCO SHIPPING 中遠海運港口 COSCO SHIPPING Ports
The Ports for ALL

«A Joint Venture among giants»

Classification: Public

OUR TERMINALS

OUR TERMINALS - LOCATION



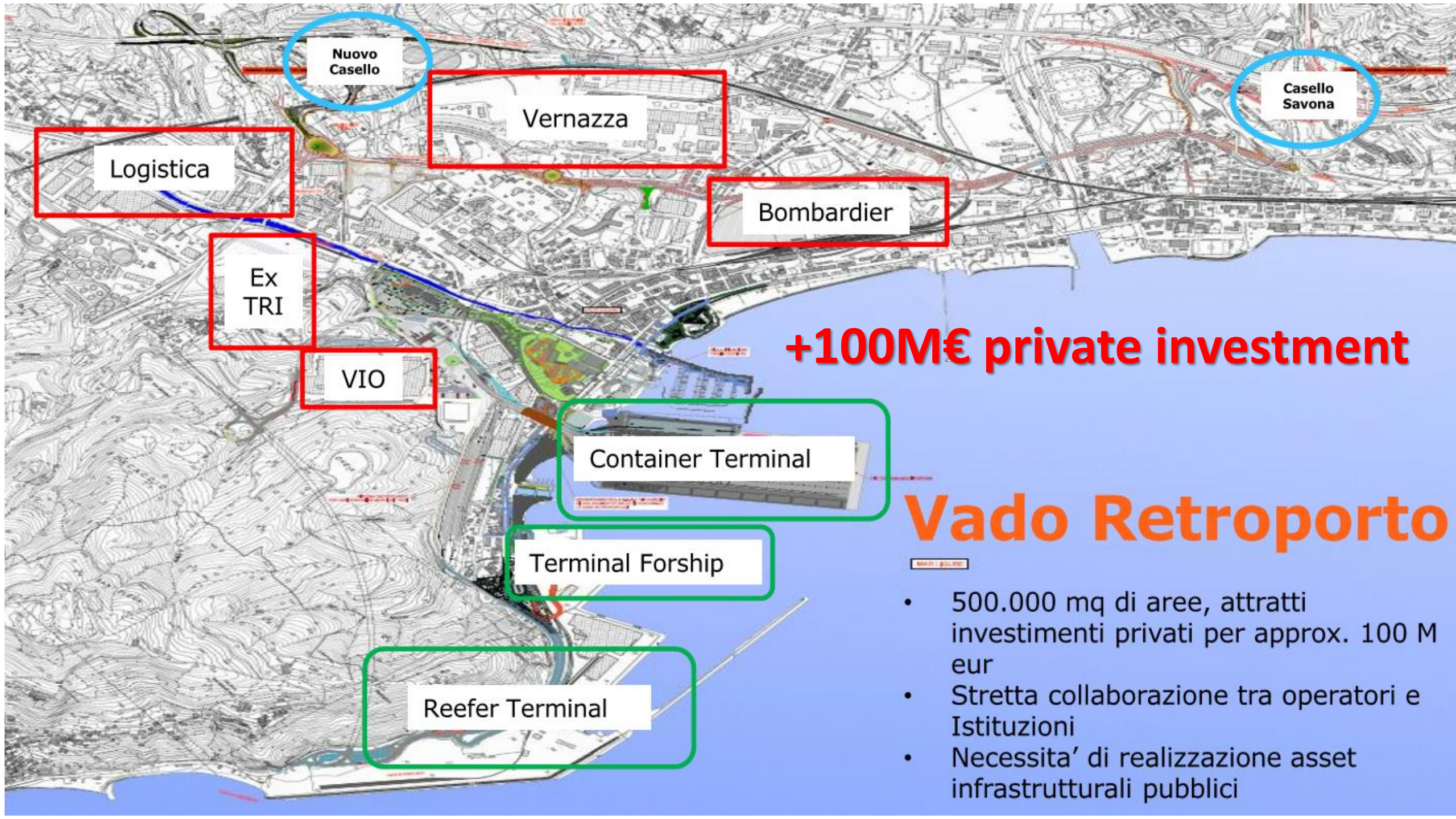
PORTS of GENOA
VADO LIGURE ▪ SAVONA ▪ PRA' ▪ GENOVA

VADO GATEWAY

Classification: Public

OUR TERMINALS – Ports of Savona and Vado Ligure

Port of Savona – (Ro-Ro and Bulk cargo including paper, steel, carbon, minerals, etc.)



+100M€ private investment

Vado Retroporto

- 500.000 mq di aree, attratti investimenti privati per approx. 100 M eur
- Stretta collaborazione tra operatori e Istituzioni
- Necessita' di realizzazione asset infrastrutturali pubblici

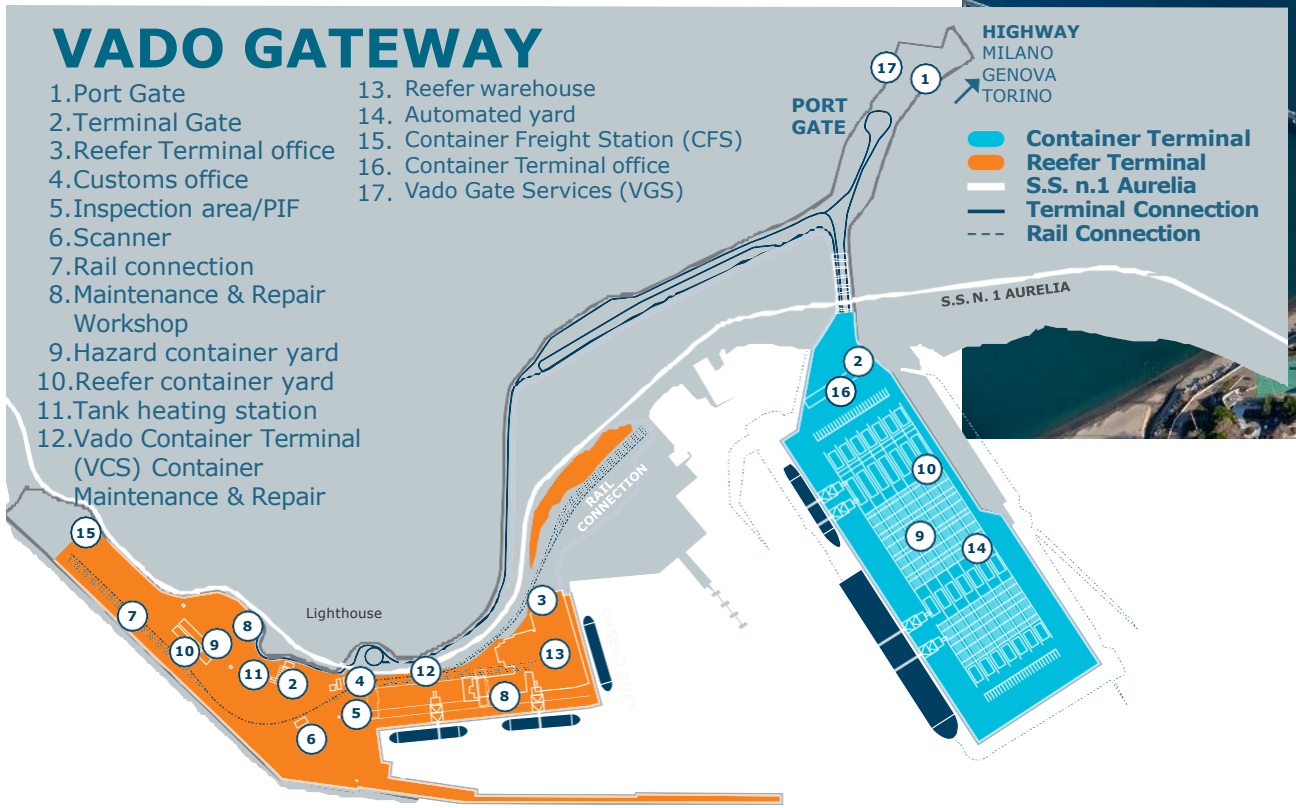
OUR TERMINALS - LOCATION

Reefer Terminal

Container Terminal

VADO GATEWAY

1. Port Gate
2. Terminal Gate
3. Reefer Terminal office
4. Customs office
5. Inspection area/PIF
6. Scanner
7. Rail connection
8. Maintenance & Repair Workshop
9. Hazard container yard
10. Reefer container yard
11. Tank heating station
12. Vado Container Terminal (VCS) Container Maintenance & Repair
13. Reefer warehouse
14. Automated yard
15. Container Freight Station (CFS)
16. Container Terminal office
17. Vado Gate Services (VGS)



Classification: Public

OUR TERMINALS - CAPACITY

REEFER TERMINAL

- ✓ 14 mtrs net draft
- ✓ 2 ro-ro quays
- ✓ Refrigerated Warehouse

VADO GATEWAY

- ✓ 16.5 mtrs net draft
- ✓ 700 mtrs quay
- ✓ Easy nautical access

Classification: Public

OUR TERMINALS - CAPACITY

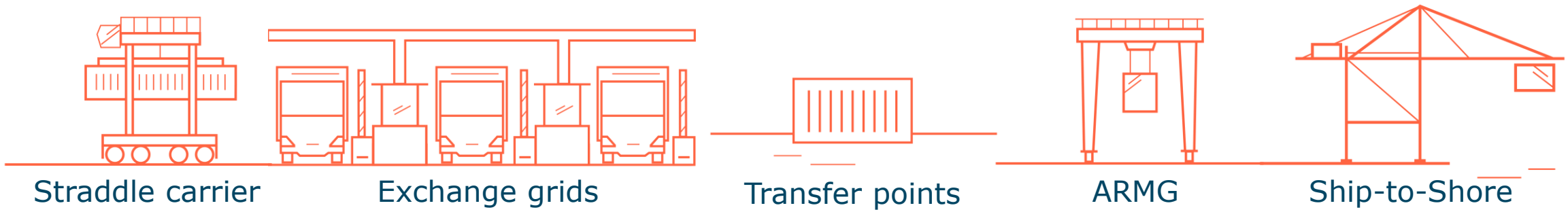
	REEFER TERMINAL	CONTAINER TERMINAL	Total
Length (mts)	470 | 200 | 240	700	1610
Cargo Type	Container/ Fruit | Ro-Ro | Fruit	Container	Multipurpose
Quay Cranes	2	4	6
Design Capacity	250 000 TEUs	900 000 TEUs	1 150 000 TEUs
Warehouse Capacity	600 000 tons/ 10 000 plts slots (15 cells -2°C/+14°C)	/	600 000 tons/plts
Yard Equipment	2 RMG | 6 RS	14 ARMG | 19 SC	/
Gate Lanes	8	14	/
Reefer plugs	530	900	1430

Classification: Public

VADO GATEWAY

VADO GATEWAY

VADO GATEWAY - LAYOUT



Classification: Public

2. First semi - automated Terminal & fully automated gate in Italy

- 14 reversible lanes
- 'Truck-Turnaround Time' target of 30 mins (45 mins in peaks)
- Truck appointment system to facilitate flows
- "Pit-stop" principle
- Container number ID/ISO code recognition
- Container Seal/IMO labels presence
- Interface with Terminal Operating System

Classification: Public

REEFER TERMINAL

REEFER TERMINAL

REEFER TERMINAL - LAYOUT

Rail area

Customs and veterinary inspections

M&R area

Refrigerate warehouse in the terminal

Orsero, Main and Ro-ro quay

Classification: Public

REEFER TERMINAL - UNICITY

Largest Fruit Port Hub in Mediterranean

- 15 cells (500 sqms each) -2°C to +14°C
- 600.000 pallets/tons capacity
- AEO certified
- Authorized for biological fruit

Classification: Public

Special Cargo handling

- Breakbulk
- Staffing
- Stripping
- OOG

OUR TERMINALS' PERFORMANCES

VADO GATEWAY

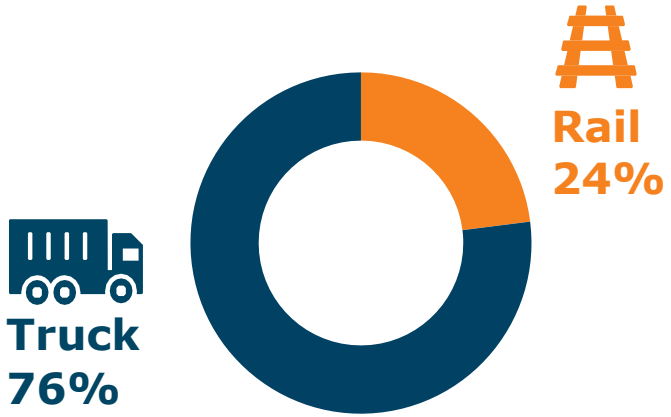
OUR PERFORMANCES – CONTAINER AND REEFER TERMINAL CONNECTIVITY

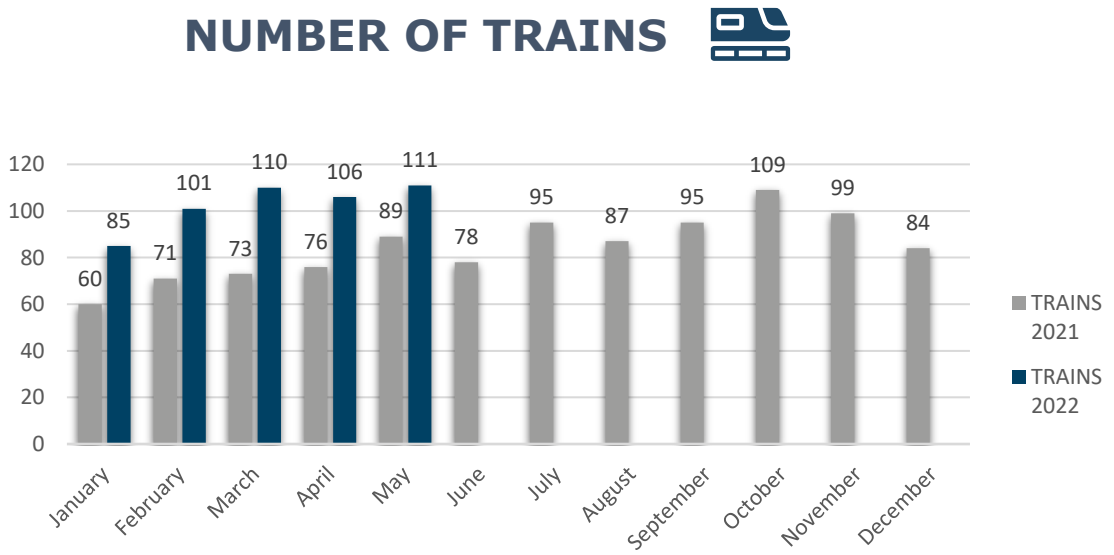
- **Trains from/To:**
  - ✓ Milan
  - ✓ Rubiera
  - ✓ Padua
  - ✓ Piacenza

- **On-dock rail terminal**

- **Intermodal ratios:**
  - ✓ Genoa 18%
  - ✓ La Spezia 34%
  - ✓ Vado target 40%

- **Vado Z.I. Station + Parco Doria Station future upgrade to 750 mtrs rail tracks**





Classification: Public

OUR PERFORMANCES – CONTAINER TERMINAL TIMING

Unique Fully Automated Gate in Italy, safety and efficiency improved compared to the traditional Italian terminal gates set-up

- ✓ Container Code recognition
- ✓ Container Seal/IMO placecard presence
  Container images system
- ✓ Interface with Terminal Operating System

FAST TURNAROUND TIME
(target 30-45 min)

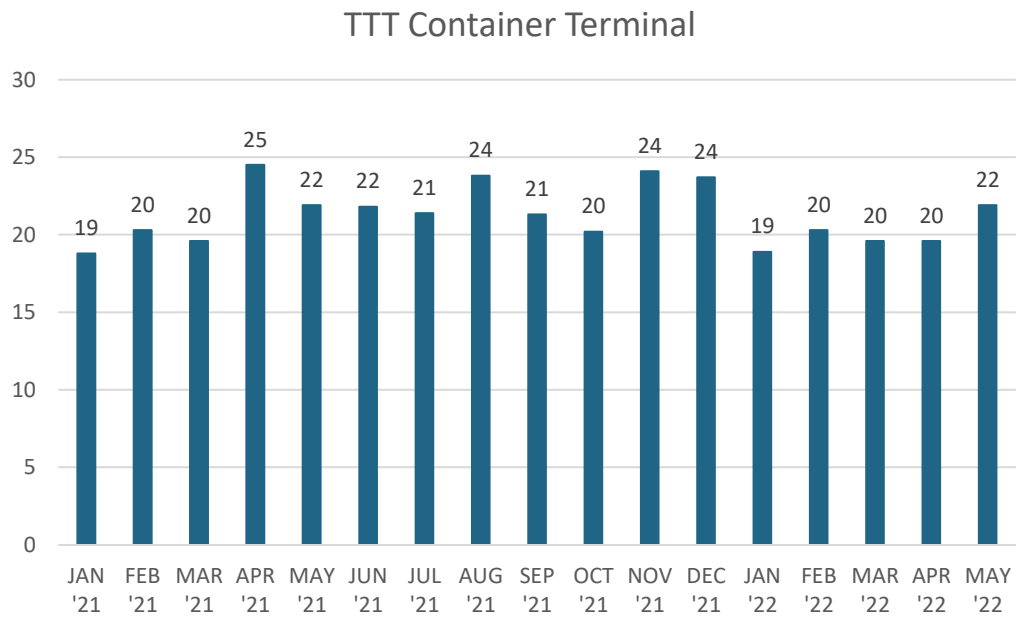
Truck Appointment System:

- ✓ Easy to use
- ✓ Facilitates Trucking Companies deployment planning
- ✓ Allows very fast Turnaround Time

Pit-stop principle

VGS (Vado Gate Services) – Dedicated assistance to our customers outside the gate:

- ✓ Documentation handling
- ✓ Trouble shooting area

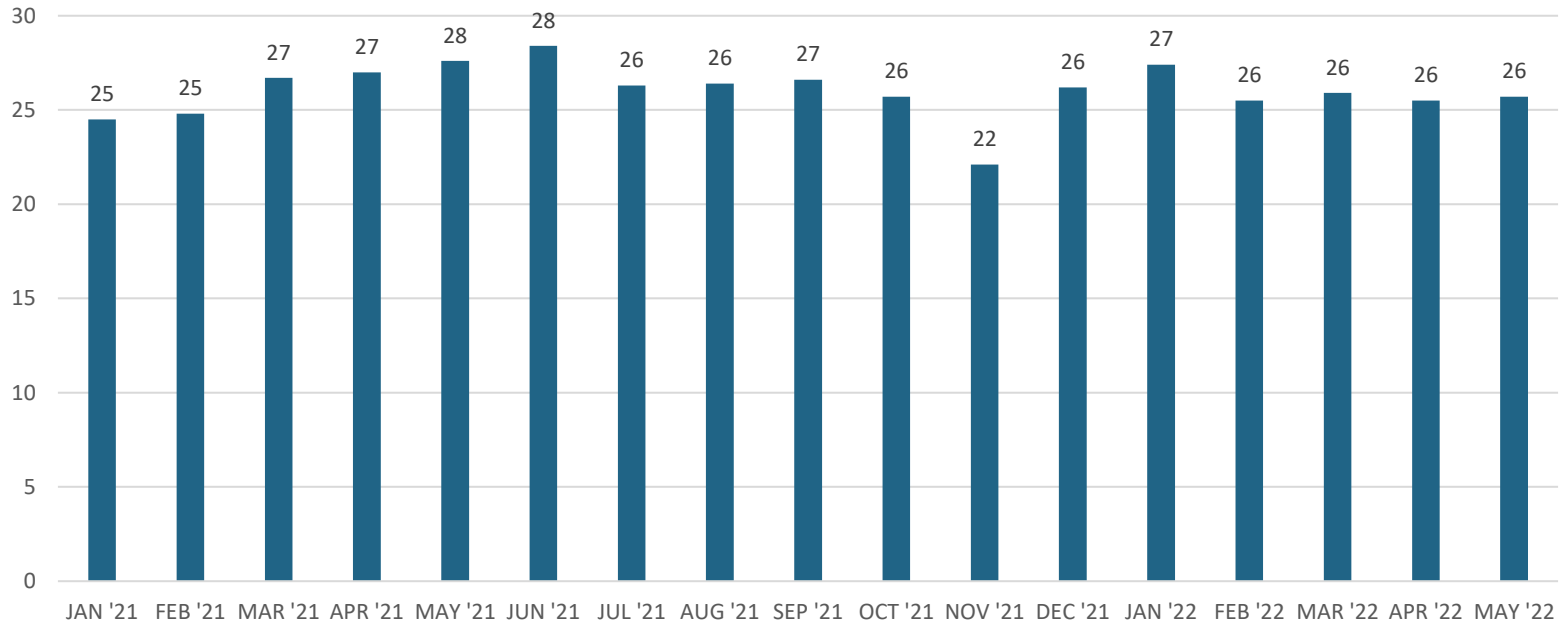


Classification: Public

OUR PERFORMANCES – CONTAINER TERMINAL PRODUCTIVITY

A STRONG TERMINAL PRODUCTIVITY

- High terminal productivity supports vessel schedules and Line's reliability
- GMPH aligned with 2021 target



Classification: Public

OUR PERFORMANCES – CUSTOMER CARE

WE IMPROVE THE CUSTOMER EXPERIENCE THROUGH OUR

- SPEED
- ACCURANCY
- RELIABILITY

YTD 2022 Net Promoter Score (NPS)

[18]

Landside customer

[40]

Shipping Line

Voice Of Customers

"In less than 2 years and under covid emergency this terminal exceeded biggest and most experienced competitors. In 5 years and with proper infrastructure it will be the new benchmark for the market"

"We are satisfied of Vado Gateway performances, which are beyond expectations in terms of service quality granted."

"We have recently re-routed volumes to Vado Ligure to benefit of a reduced transit time and of a good rail service."

"Satisfied by truck terminal turnaround time and operations at gate."

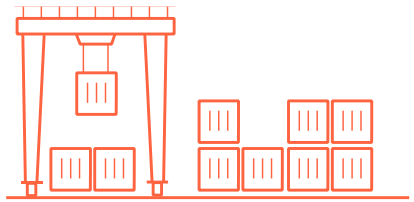
Classification: Public

OUR PERFORMANCES – CERTIFICATIONS

Safety for Life

Safety & Security as license to operate

- ISO 14001 Certification for Environmental Management System
- ISO 45001 Certification for Safety Management System
- Focus on Sustainibility by Stakeholders Engagement Project
- Go-Green policy for Environment Protection



We protect:

Human lives

The environment

Your assets

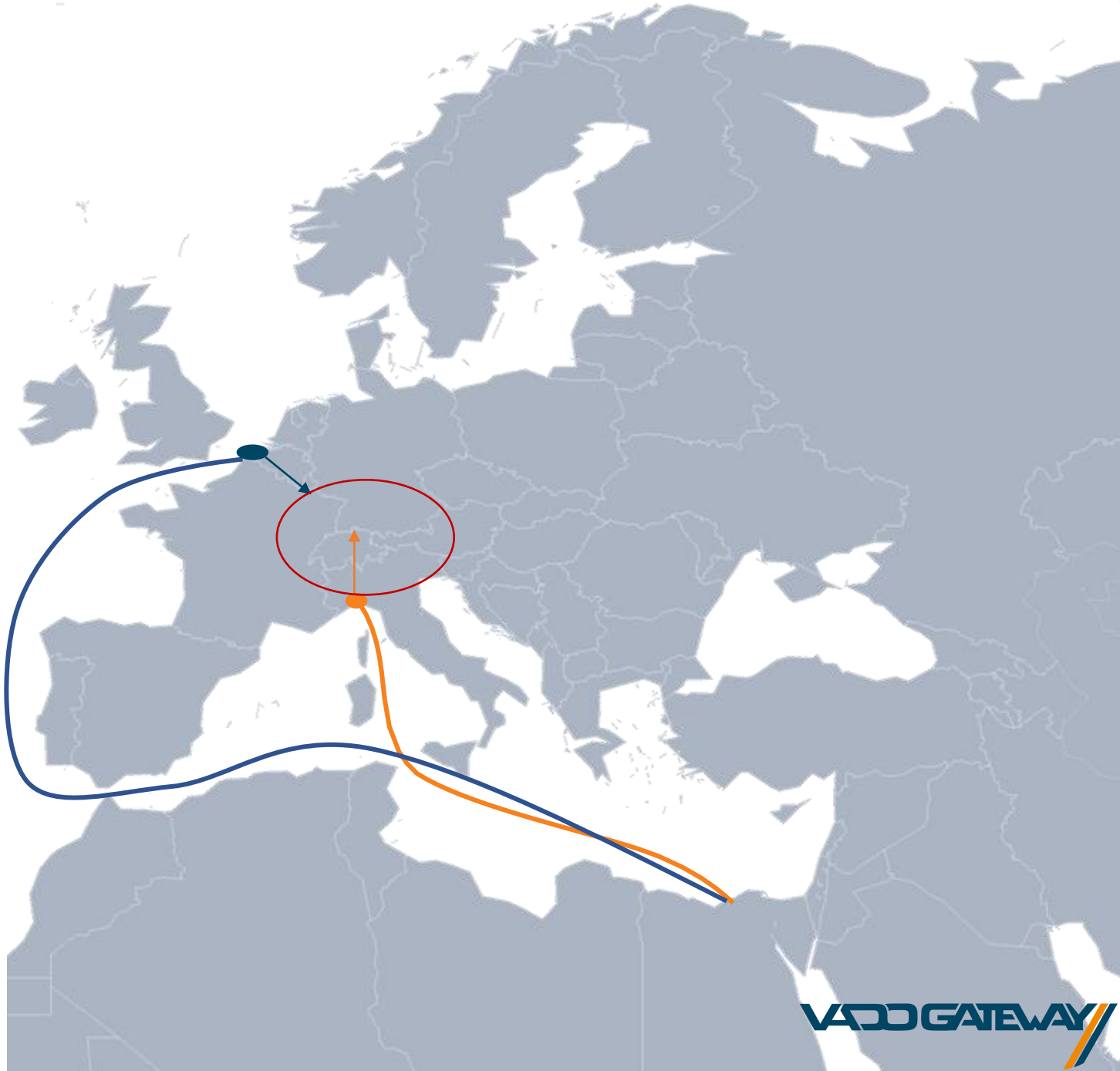
Classification: Public

FUTURE DEVELOPMENTS

FUTURE DEVELOPMENTS – OUR MARKET

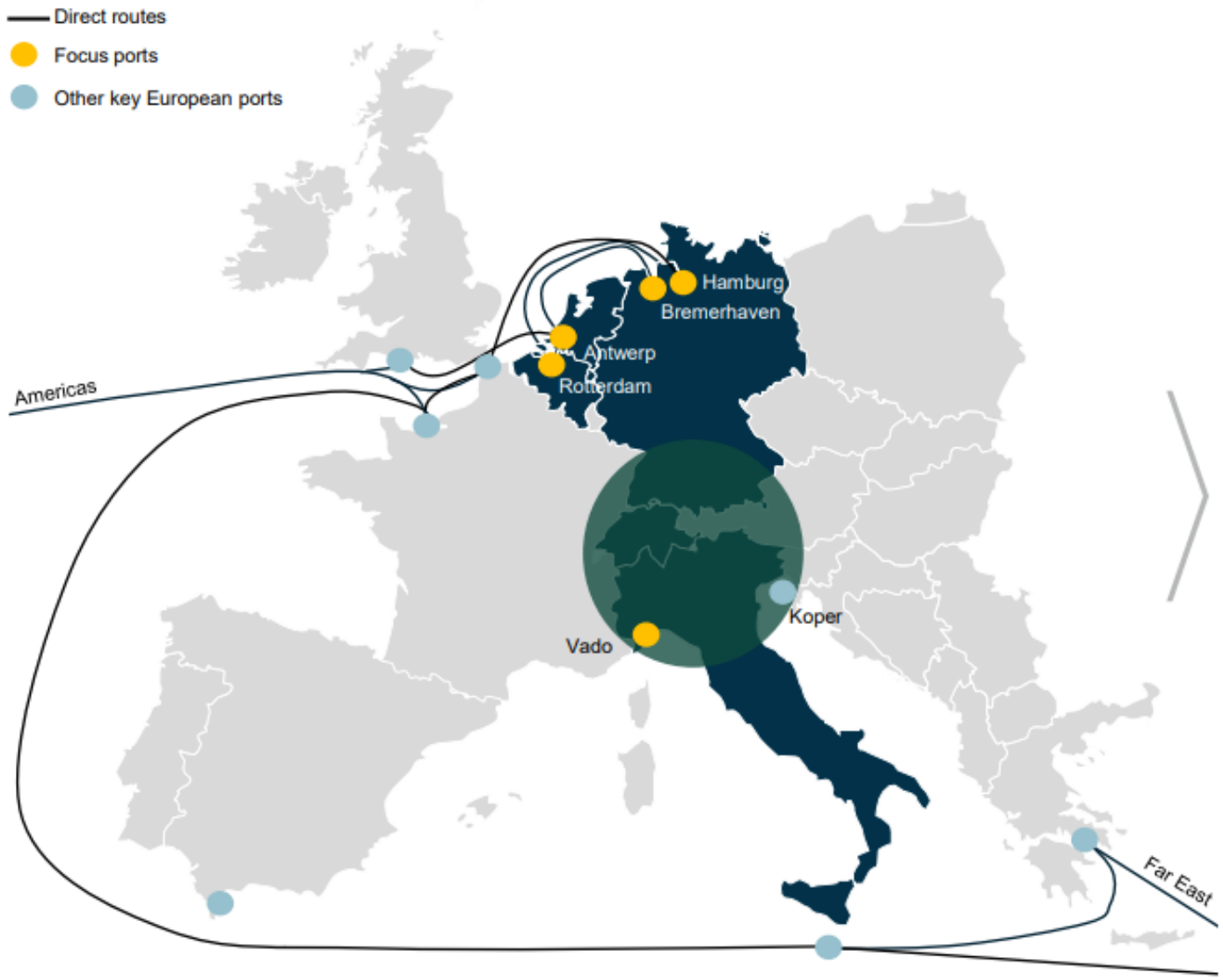
- **A 70M consumers' market:**
  - ✓ North Italy,
  - ✓ Switzerland,
  - ✓ South Germany

- **Gotthard pass**: an opportunity to connect faster Central European markets



Classification: Public

OUR MARKET – Potential catchment area

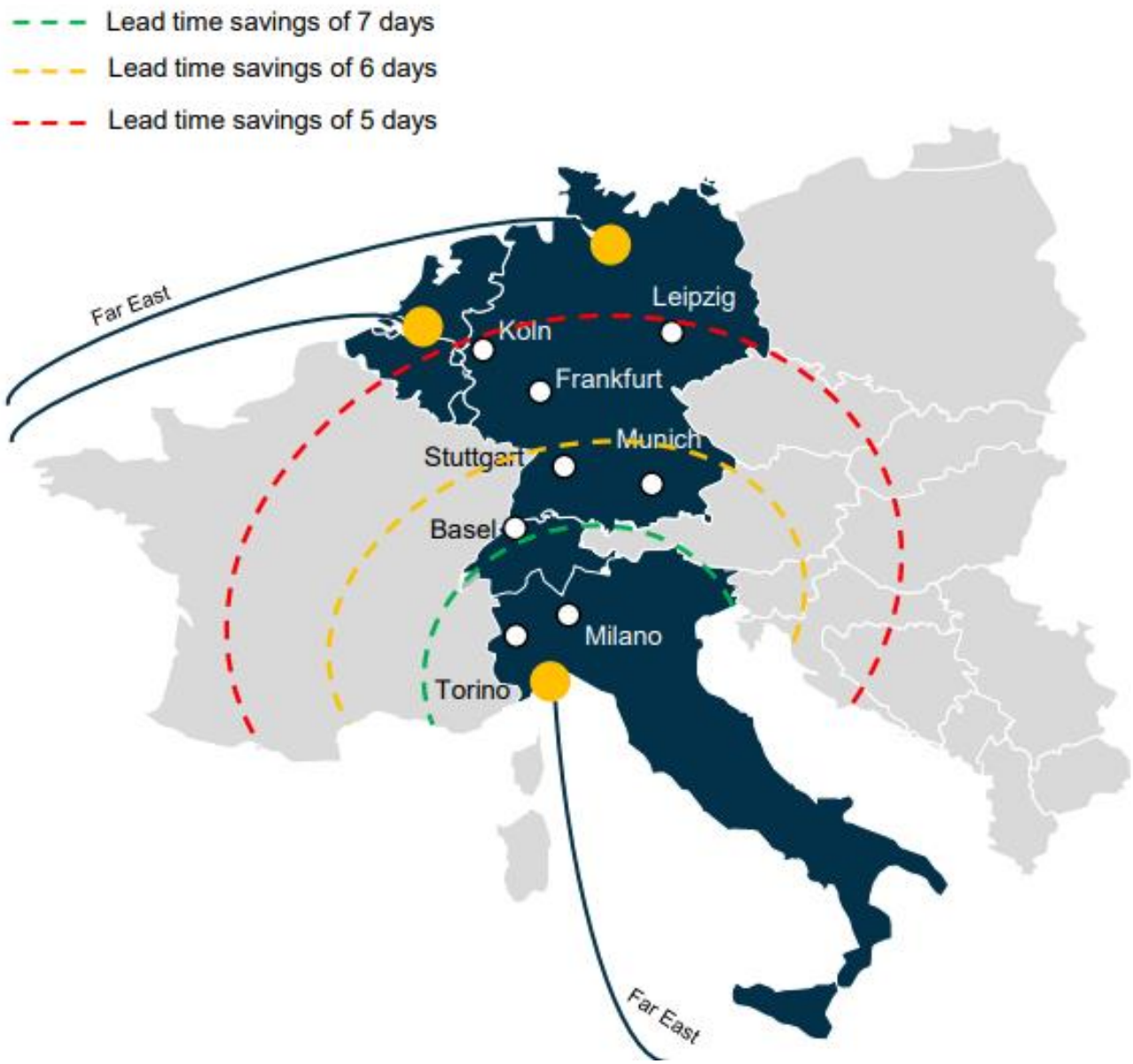


Key takeaways

- The potential catchment area for the Ligurian ports is defined as **Southern Germany, Switzerland and Northern Italy** due to the geographical proximity that these areas have to the Ligurian ports*.
- Further, when looking at inland connectivity the Ligurian area is connected to the catchment area via TEN-t corridors similar to the Northern Range Port (see Appendix A).
- The area is referred to as the "blue banana", a geographic area within Europe known for high productivity and corresponding large trade volumes.
- Today, most containers going to/from this area, pass through Northern Range Ports on their way to/from either the Far East or Americas.
- Austria is not included in the analysis due to its proximity to the Port of Koper. Research shows that Koper is the main port of choice for Austria when routing cargo via Southern Europe.

Classification: Public

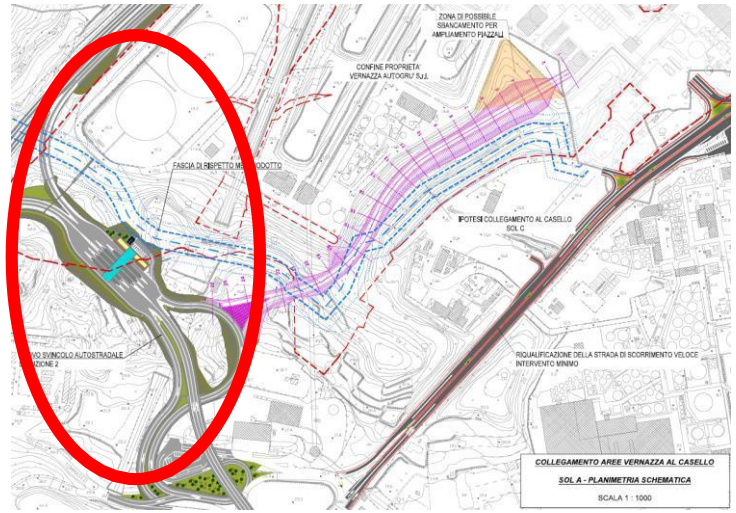
OUR MARKET – Transit time saving



Classification: Public

FUTURE DEVELOPMENTS – ROAD

NEW TOLLGATE BOSSARINO



Classification: Public

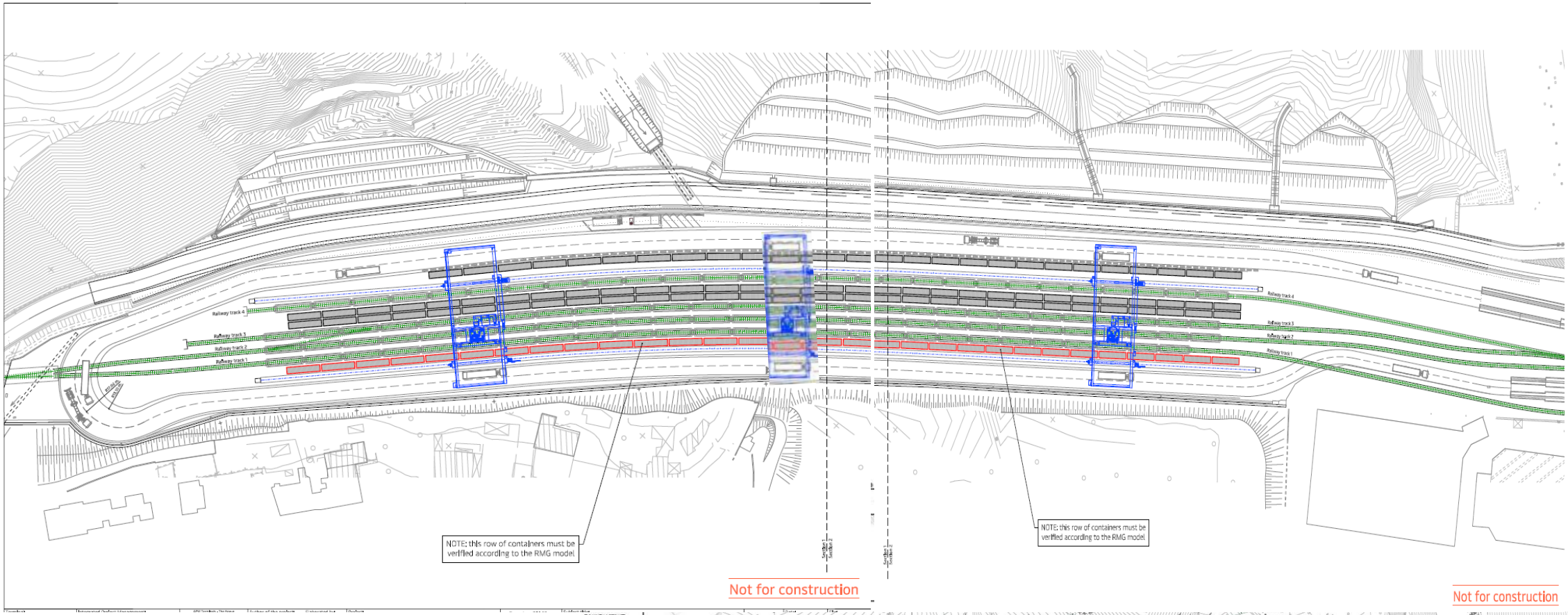
FUTURE DEVELOPMENTS – RAIL

- Reefer Terminal : 5 to 7 couples of trains/day
- New Rail terminal VIO: 12 couples of trains/day

- Vado Z.I. Station + Parco Doria Station upgrades :
  Works already started, including future upgrade to 750 mtrs

Classification: Public

Rail Ramp - buffer area



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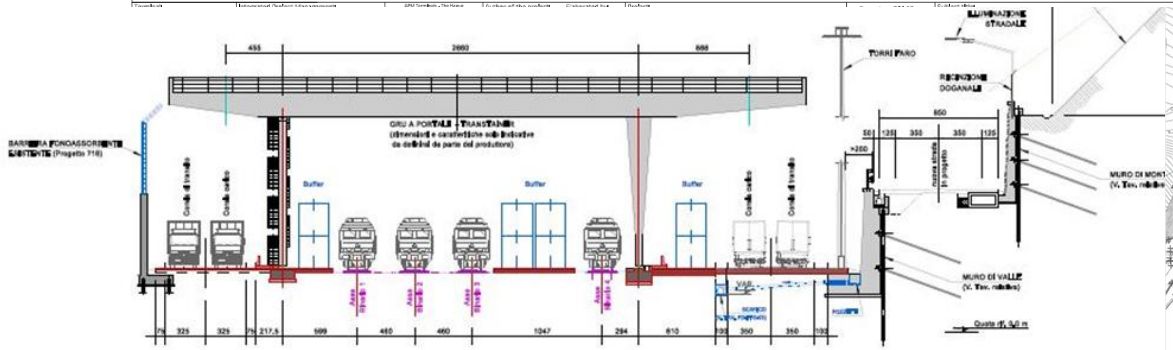

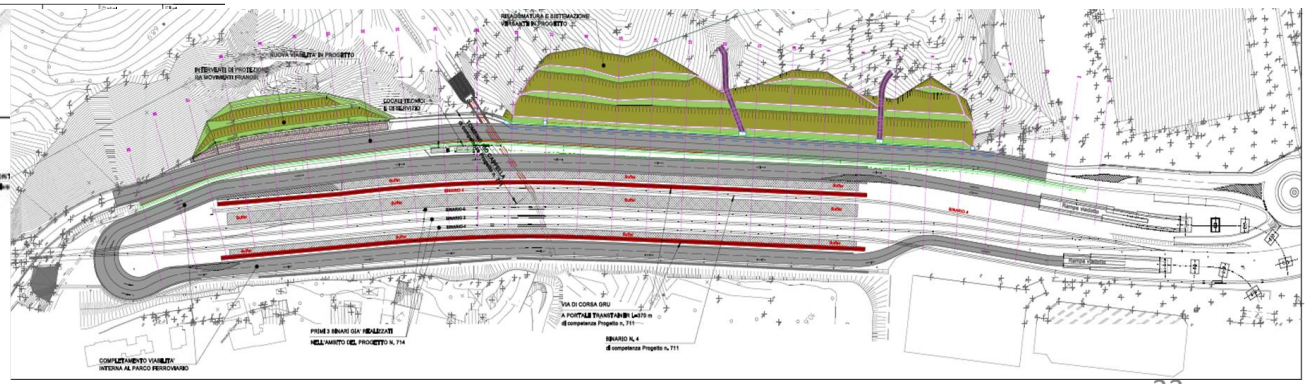

Not for construction

Classification: Public

ESG – ZERO CARBON

As part of the A. P. Moller-Maersk group we have committed to Net Zero Greenhouse Emissions by 2040.
We have also committed to a 70% reduction in absolute (total) emissions as an interim milestone for the period 2020-2030. This is the most ambitious target set by any terminal operator to date. To meet this commitment, we are working hard to achieve zero-emission container handling services, without using carbon offsetting. Instead, we are utilizing technologies in our terminals to deliver zero-emission container handling services.

The Net Zero criteria use the Science Based Targets initiative (SBTi) pathway to limit global warming to 1.5°C. They include a societal commitment to act now and drive material impact in this decade, and a commitment to deliver net zero supply chains to customers by 2040.

Classification: Public

QUESTIONS ?

02
ZPMC
上海振华重工
S.W.L Under Spreader Single Lift 51T
S.W.L Under Spreader Twin Lift 65T
S.W.L Under Cargo Beam 100T
APM TERMINALS
VADO GATEWAY

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