Digital Customs simplification and supply chain Innovative Federative Services

SIMPLIFICATION AND DATA SHARING FOR THE NEXT GENERATION FORWARDER

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Speaker
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Something about me

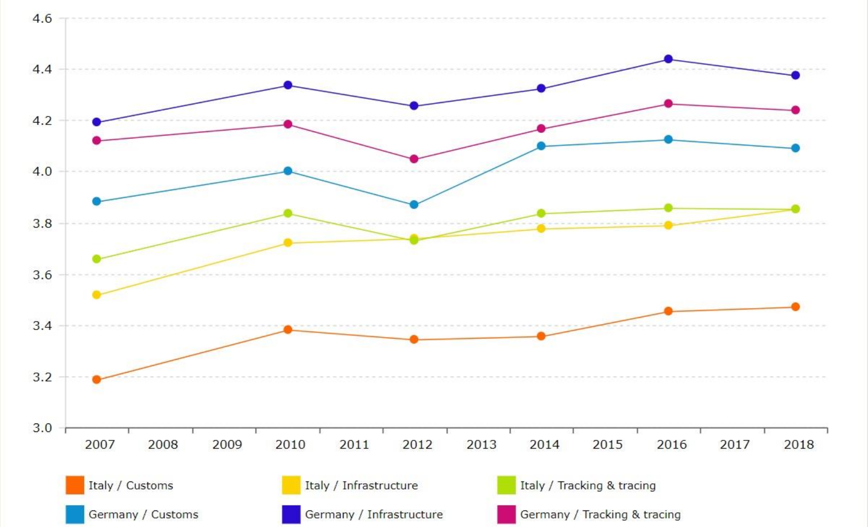
Spediporto General Manager (from 2010 until now), the most rapresentative Maritime Freight Forwarders Association in Italy: 330 companies, 11.200 employees and more than 3 bln euro of total turnover rapresented

Hub Telematica Srl CEO (from 2013 until now), the ICT company involved, from the 2005 until today in the Port Community System of Genova, Ravenna and Savona

Spediservices srl CEO (from 2012 until now) the services company, owned by Spediporto, involved in the automation of the terminal gates in the Port of Genova

Where we are in Italy

- ✓ October 2010, Directive 2010/65 well known as «RDF» or «Reporting Formalities Directive»
- ✓ In 2016 Europian Commission concluded that the RDF's Obiectives where not met
- ✓ After more than 10 years we can say that something gone wronge….especially for Italy. it's time to see the reasons:



LPI GLOBAL RANKING WORLDBANK

- ❑ GERMANY 1° IN CUSTOMS PROCEDURES
- ❑ ITALY 11° IN CUSTOMS PROCEDURES
- ❑ GERMANY 1° IN INFRASTRUCTURES
- ❑ ITALY 18° IN INFRASTRUCTURES
- ❑ GERMANY 2° IN TRACKING AND TRACING
- ❑ ITALY 18° IN TRACKING AND TRACING

Why are we out of the top 10 ?

- ✓ PMIS (Port Management Information System – Cost Guard)
- ✓ AIDA (Customs Management System for excise duty)
- ✓ TROVATORE (Customs Management System MIA missed in action !!!!!)
- ✓ SMART TERMINAL (Customs Managment System for tracing in advance the ships)
- ✓ TRACES NT (EU system for tracing agri-food and sanitary/phytosanitary certifications)
- ✓ PLN (National Logistic Platform of PCS)
- ✓ Single PCS (Port Community Systems) etc..

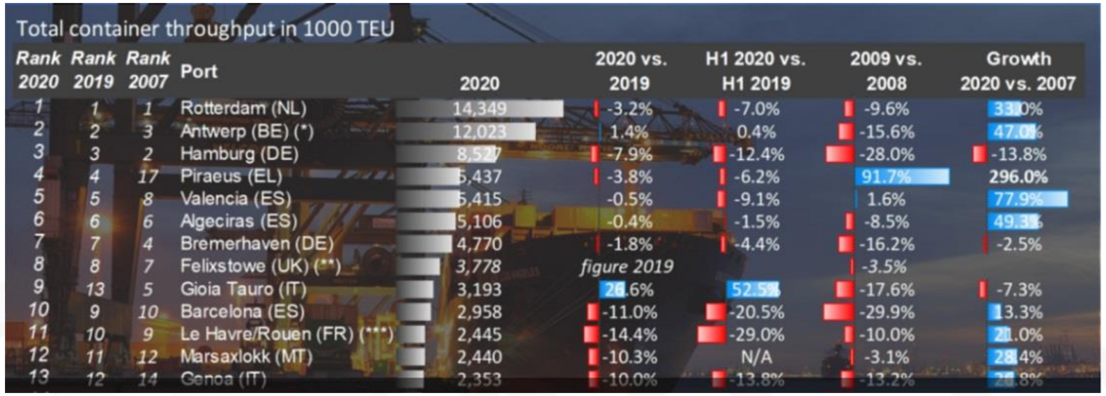
Where're simplifications ?

- ✓ PA (public administration) more than 68 documents for import/export, about 1050 differents data, up to 17 different controls on the same shipment
- ✓ Private sectors more than 50 documents for import/export, about 800 differents data and more than 10 players (terminal, forwarders, customs brokers etc…..

Where're sharing data ?

SIMPLIFICATION AND DATA SHARING FOR THE NEXT GENERATION FORWARDER

Where we want to be



Total container throughput in 1000 TEU

Rank 2020	Rank 2019	Rank 2007	Port	2020	2020 vs. 2019	H1 2020 vs. H1 2019	2009 vs. 2008	Growth 2020 vs. 2007
1	1	1	Rotterdam (NL)	14,349	-3.2%	-7.0%	-9.6%	33.0%
2	2	3	Antwerp (BE) (*)	12,023	1.4%	0.4%	-15.6%	47.0%
3	3	2	Hamburg (DE)	8,527	-7.9%	-12.4%	-28.0%	-13.8%
4	4	17	Piraeus (EL)	5,437	-3.8%	-6.2%	91.7%	296.0%
5	5	8	Valencia (ES)	5,415	-0.5%	-9.1%	1.6%	77.9%
6	6	6	Algeciras (ES)	5,106	-0.4%	-1.5%	-8.5%	49.3%
7	7	4	Bremerhaven (DE)	4,770	-1.8%	-4.4%	-16.2%	-2.5%
8	8	7	Felixstowe (UK) (**)	3,778	figure 2019		-3.5%	
9	13	5	Gioia Tauro (IT)	3,193	26.6%	52.5%	-17.6%	-7.3%
10	9	10	Barcelona (ES)	2,958	-11.0%	-20.5%	-29.9%	13.3%
11	10	9	Le Havre/Rouen (FR) (***)	2,445	-14.4%	-29.0%	-10.0%	21.0%
12	11	12	Marsaxlokk (MT)	2,440	-10.3%	N/A	-3.1%	28.4%
13	12	14	Genoa (IT)	2,353	-10.0%	-13.8%	-13.2%	26.8%

In the Top 5 EU Ports for:

- Simplifications (procedures and documentations)
- Infrastructures
- Data sharing (public and private)
- Smart technology

What we need to do

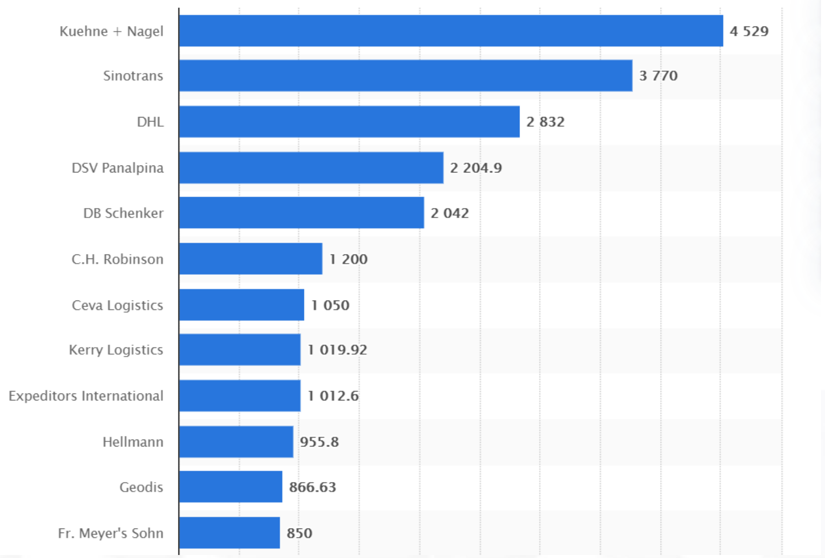
Real Simplifications

- Real Maritime Single Window environment
- Not more than two control authorities: customs and sanitary control (including veterinary and phyto)
- Cutting bureaucracy for a real semplification
- Definition and implementation of one digital standard language for public and private platforms

What we need to have

- Real simplification in terms of less bureaucracy
- Investments in infrastructures for enpowering ports and logistics (Recovery Plan could boosting the system)
- One system of PCS well connected and integrated with National Single Window for controls
- Implementation, where possible, of ZES (Economic Special Zone) and ZLS (Semplified Logistic Zone) as preview by the Italian Law (i.e. art. 7 law n. 130/2018)
- Implementations of Smart Technologies for a better interaction with the market (IoT, AI, Big Data etc..)

Where we are as Italian Forwarders



Ranking	Company	Country	Country LPI	HD LPI
1	Kuehne+Nagel	Switzerland	13°	13°
3	DHL Supply Chain	Germany	1°	1°
4	DB Schenker	Germany	1°	1°
5	DSV Panalpina	Denmark	11°	11°
9	Hellmann	Germany	1°	1°
10	Mr. Meyer's Sohn	Germany	1°	11°
11	Bollore Logistics	france	15°	15°
13	Geodis	france	15°	15°
14	Ceva Logistics	Switzerland	13°	13°
18	Logwin AG	Luxemburg	16°	16°
	Savino del Bene	Italy	over 50°	21°

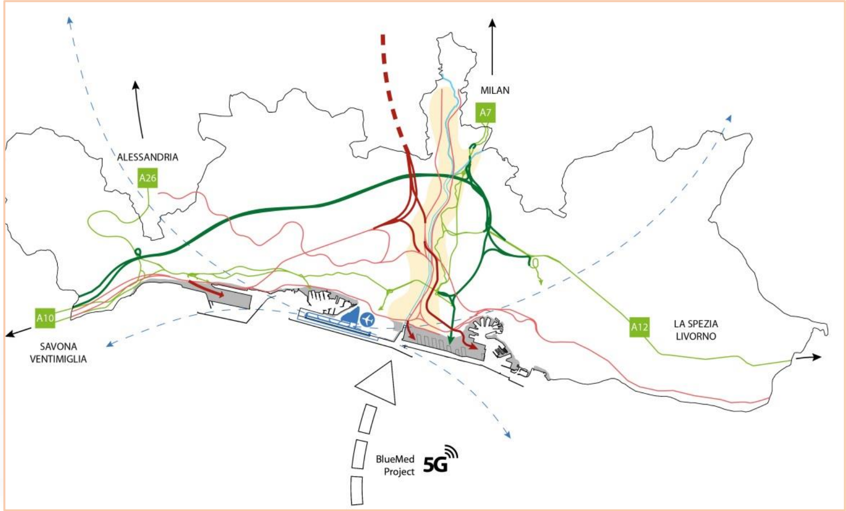
Why out of the top 50 players ?

- ✓ Too much expensive our logistic systems

Actions

- ✓ We need to start-up projects to involve equity and investors

Green Logistics Valley project



Where: Valpolcevera Valley

Why there:
- ✓ Good intermodal connectivity sea and land (sea and truck)
- ✓ Good data connection with the 5G BlueMed Project
- ✓ ZLS initiative by Port Authority and Genova city
- ✓ 2 milion sqm°
- ✓ PCS Port of Genova, 1° in Italy
- ✓ 4,5 bl investment by 2026

- ✓ One port corridor with customs semplifications project
- ✓ One inland corridor integrated with ZLS
- ✓ Sharing data with 5G and the Technological District already existing

Thanks for the attention !

Any questions ?

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