

CREATING A SYSTEM TO PROMOTE OPPORTUNITIES

Greetings to all those present, first of all, a special greeting to the Organizers, to Propeller, to Assolombarda, for their hospitality, and thanks for the opportunity to hold this brief speech on the occasion of this Event.

I will try to develop my intervention quickly avoiding numerical statistical representations to express, as usual, simple and linear strategic concepts.

The importance of the One Belt One Road project, as outlined by China, must be actively implemented by our country. What we must do now as Italian Companies is to continue evaluating how to better structure and operate in order to play a leading role.

Italy can and must be a fundamental point of the OBOR path, both for its manufacturing tradition, that places it at the top of the EU export, and for its strategic position, not wanting to talk about its historical tradition. Between Italy and China there has always been a relationship based on friendship. China is the first commercial partner of Italy in Asia and the project President Xi Jinping started in 2013, objectively wants to bring benefits along all the way. Italy as a country system must be able to grasp the best of this project, taking full advantage of the opportunities offered.

As a bridge between Europe and the East, Italy must acquire an increasingly important role in this project. The Italian port and railway systems are ready to handle the goods from One Belt One road.

It is the Upper Adriatic, with the recent announcement of the launching of two new services, including the direct service with the Far East, operated by OCEAN ALLIANCE, which includes COSCO, the natural point of arrival of the contemporary Silk Road. On the other hand, as we know, COSCO SHIPPING PORTS and QUINGDAO INTERNATIONAL DEVELOPMENT have respectively acquired 40% and 9.9% of the new Vado Ligure Container Terminal; this will accelerate the growth of Vado as a key node for import / export serving the north-western Italian markets and part of Europe.

The railway sector, which adds an intermediary alternative service, must be structured with a direct and neutral aim, not limited to initiatives of corporate singularities and therefore without a necessary wide access offering to the market.

Let's not forget, moreover, of the entire OBOR path that involves 65 countries (most of which are developing - therefore with great potential), 63% of the world population and 29%

of the world total GDP. Kazakhstan, Russia and the Caucasus will play an important role in this development.

What we expect from the authorities is to support infrastructures that must be at an excellent level to be competitive and at the same time by companies that understand the importance of creating a system.

The Italian manufacturing companies must also be responsibly aware that the implementation of their own logistics policy is now unavoidable, relying on Italian shipping companies in this, recognizing them as partners in the management of company logistics. The permanence, on export, of a prevalent use of the EXW, FCA or FOB terms, involves the denial of the construction of their own logistic network, with absolute lack of control over costs, delivery terms and times of their Supply Chain. Such an attitude diminishes the growth of the Italian logistics system in favor of other countries, contributing to maintain a subordination towards foreign countries that is no longer admissible.

The answer to the question "If it exists, it may or must exist a national approach to the One Belt One Road" is that this must absolutely exist. Steps are already being taken in this direction, and the Ministry of Infrastructures and Transport is certainly very attentive and interested in this matter, although obviously we still have a long way to go. Our government is moving in this direction: the decree for the SEZ signed by Premier Gentiloni on January 24th could push even more in this direction. Attracting foreign and non-foreign investments with different forms of incentives is another way of increasing our development.

In our opinion, the direction to follow is that of a close synergy between Industry, Institutions and Shipping Companies. Making a system: this must be our goal. Only in this way can we fully grasp the opportunities offered by this historic initiative of economic, political and strategic significance. Build up a Team to play the game at the highest level; create a winning system in order to achieve common goals.

Thank you

Mario Enrico Disegni