

SECH

GIP GROUP

The gateway to Europe in the
heart of the Med





A story of challenges and success.

In 2015, the largest ship ever to enter Genova's old port berthed at SECH. It was a 14,000 TEU container carrier and this breakthrough opened the way to new commercial development opportunities for SECH, reasserting its strategic relevance on major routes to and from the Mediterranean.

The strength of GIP Group is each individual member.

SECH (Southern European Container Hub) took over the management of the Calata Sanità Container Terminal in Genova in 1993, and it became an integral part of Gruppo Investimenti Portuali (GIP). This transition was a determining factor in the Group's growth, which received a further boost in 2017 with the arrival of leading European infrastructure investors Infracapital and Infravia.

Today, GIP group draws on the strategic enterprise vision and international scope of the new corporate structure to position itself on the market as one of the leading terminal operators in Italy, with majority shareholdings in SECH Genova and TDT Livorno and minority stakes in other important Italian container terminals (VTE - VECON).

Integration creates value.

The new corporate structure projects SECH into a new dimension and develops synergy among the Group's different members to generate added value. Structural integration and reconfiguring internal procedures across the GIP Group, with a view to innovation, security and quality, contributes to establishing an ethical framework and giving SECH a unique approach.



Quality is service.

Consolidated experience in the industry, an excellent location for logistics and the quality of the company's technological and human resources make SECH a preferred point of access to production areas in northern and southern Italy.

Situated in the heart of Genova's old port, SECH has turned its specific structural features into a business model, offering each customer the possibility of exclusive access to the Terminal's facilities.

Excellent service and the operational capabilities provided mean that today SECH is a leading Italian container terminal and a natural outlet for typical Italian, transatlantic and Middle/Far Eastern import-export flows.

Based on the quality of its operating processes, SECH has been Certified as an Authorised Economic Operator (AEO) since 2013 and is recognised by the leading Certification Entities.



 **45**
min to / from pilot station

 **30**
min, truck
turnaround time

 **1**
km from the motorway entrance



High operating capacity, links with the main logistics hubs

SECH is located in a prime position as a logistics hub, with convenient sea access and excellent connections to and from the motorway and railway network.

Its close proximity to the port means reduced manoeuvring time, with inbound ships requiring less than 60 minutes and outbound ships as little as 30 minutes.

Terminal main features

Access by sea, road and rail



1 Port entrance

3 SECH quay

5 Calata Bettolo
development area

2 Turning basin

4 SECH rail facility

Every Customer is unique.

An exclusive focus on the Customer is the true competitive edge enjoyed by SECH.

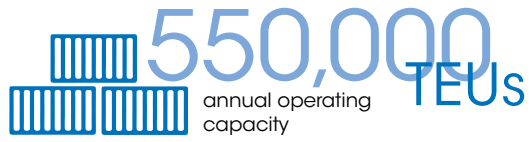
Recent structural investments have made it possible to accommodate large ships up to 14,000 TEU.

Every ship that moors at SECH's has exclusive access to the terminal's facilities and can be served immediately and continuously by five gantry cranes. This operating power translates into real service punctuality and flexibility.

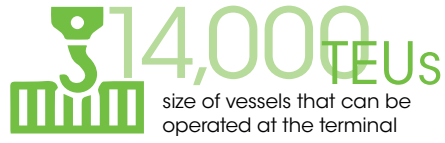




gate in/out lanes



annual operating capacity



size of vessels that can be operated at the terminal



ship-to-shore gantry cranes with possibility of simultaneous use on the mooring ship



reefer plugs

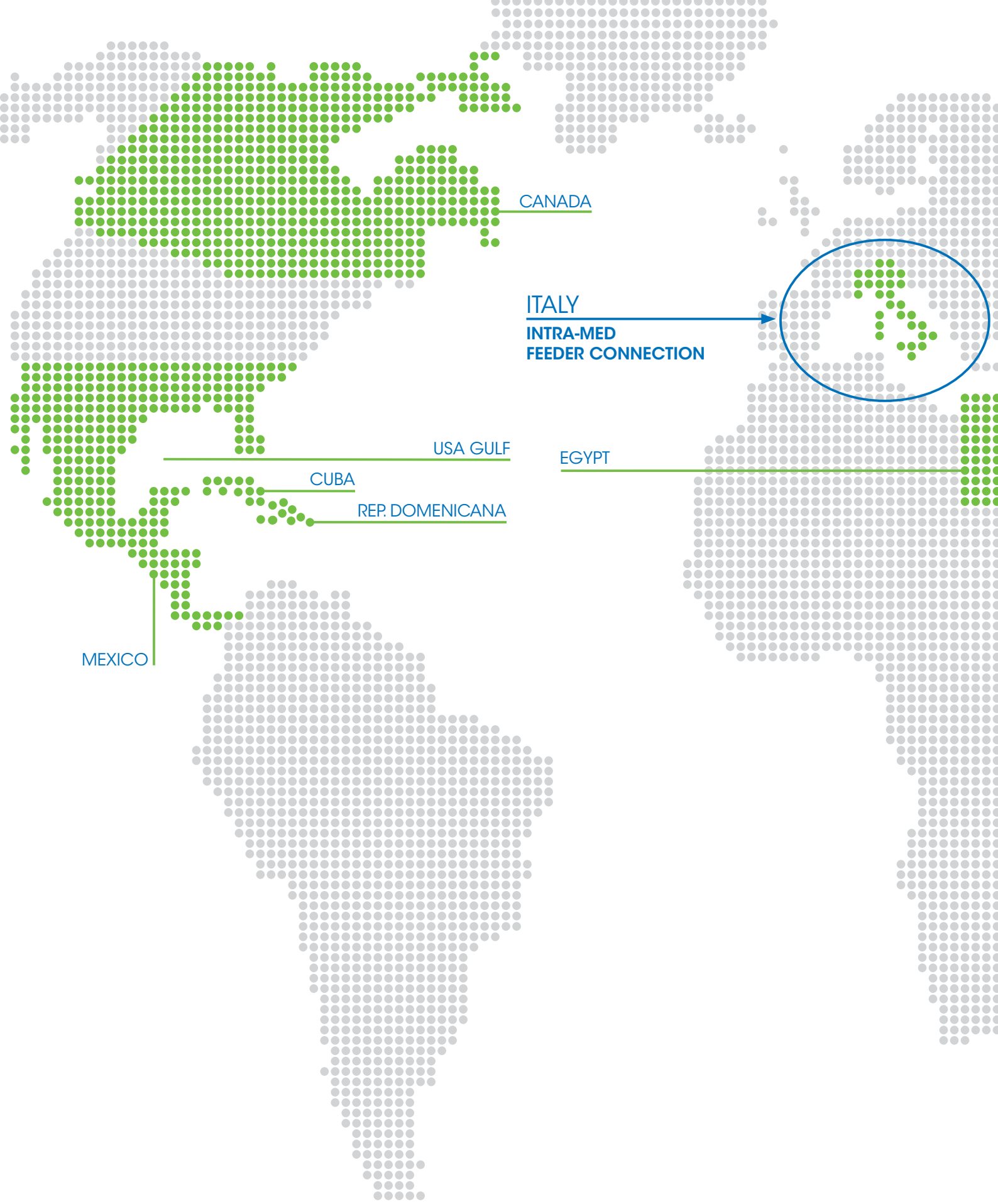


rail tracks



RTGs/RMGs





CANADA

ITALY
INTRA-MED
FEEDER CONNECTION

USA GULF

CUBA

REP. DOMINICANA

MEXICO

EGYPT




Main Origin & Destination Markets

Major investments to increase competitiveness.

The growth reported by SECH is the result of an investment strategy addressed to raising the level of quality of the offering in response to the challenges of an ever more fiercely competitive market. This objective has been achieved through a series of targeted initiatives

- Outreach increase on 4 of the 5 dock cranes, in order to serve ships up to 20 rows wide.
- Yard tractor fleet renewal and RMG revamping.
- Rationalisation of storage space for temperature-controlled and hazardous goods containers.



 **15** metres depth
on the entire
quay length

549
TEUS
hazardous goods
storage area 

#1 internal veterinary inspection point,
the only one of its kind to carry out
veterinary inspections in the Old
Port area

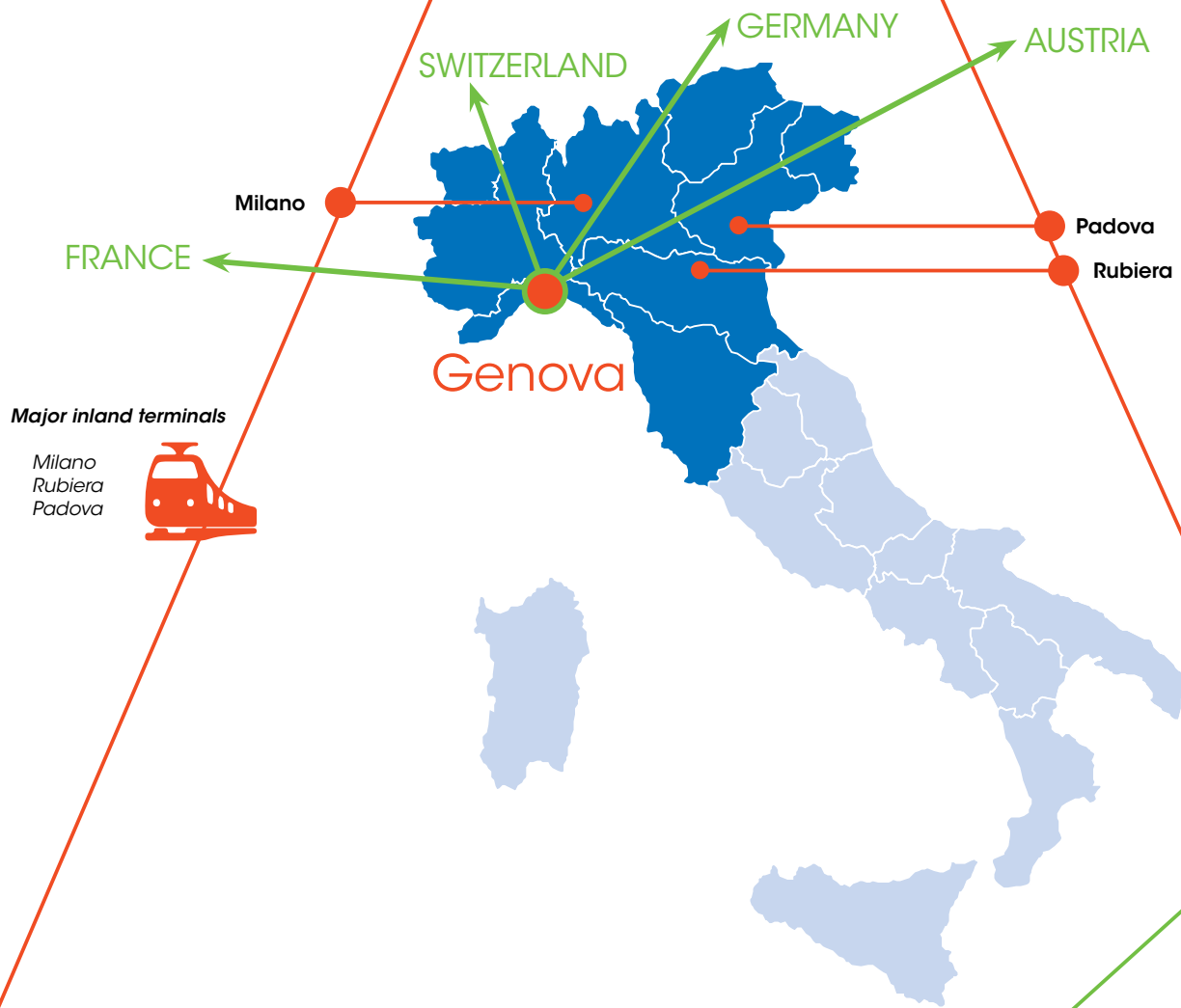


Developing innovation to accelerate growth.

The management of handling operations is made more efficient, safer and faster not only by structural investments, but also by the use of cutting-edge technology and the consolidation of automated procedures.

- Introduction of the new Navis N4 operating system.
- Investment in direct communications with Customers using the EDIFACT standard.
- Direct link to the Port of Genova (E-Port) PCS (Port Community System) and the online customs system (AIDA).
- Gate-out process automation (trucks), using OCR technology.





Major inland terminals

- Milano
- Rubiera
- Padova



Markets and intermodal connections



Together into the future.

Ongoing investments in development and innovation are the result of a customer-oriented Group policy, reflecting an ambition to provide a personalised offering and to respond promptly to the needs of individual operators with new procedures and services.

It is a strategy consistent with the Group's current dimensions and one that enhances both its flexibility and its ability to adapt and listen. SECH is evolving and renewing, working in synergy with the other operators in the Group to deliver consolidation and growth.







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