

Business Mission
to the UAE
April 14-16, 2019



UNITED ARAB EMIRATES
MINISTRY OF ECONOMY



الإمارات العربية المتحدة
وزارة الاقتصاد



Infrastructure Focus Sector Roundtable

UAE infrastructure development: current and future strategies and projects

Business Mission
to the UAE
April 14-16, 2019



UNITED ARAB EMIRATES
MINISTRY OF ECONOMY



الإمارات العربية المتحدة
وزارة الاقتصاد



Infrastructure Focus Sector Roundtable

UAE infrastructure development: current and future strategies and projects

Business Mission
to the UAE
April 14-16, 2019



UNITED ARAB EMIRATES
MINISTRY OF ECONOMY



الإمارات العربية المتحدة
وزارة الاقتصاد



Mr. Vincenzo Ercole

Head of International Commercial & Institutional
Relations for Italian Infrastructure Ind.

ANCE

The Italian Construction Companies in the World

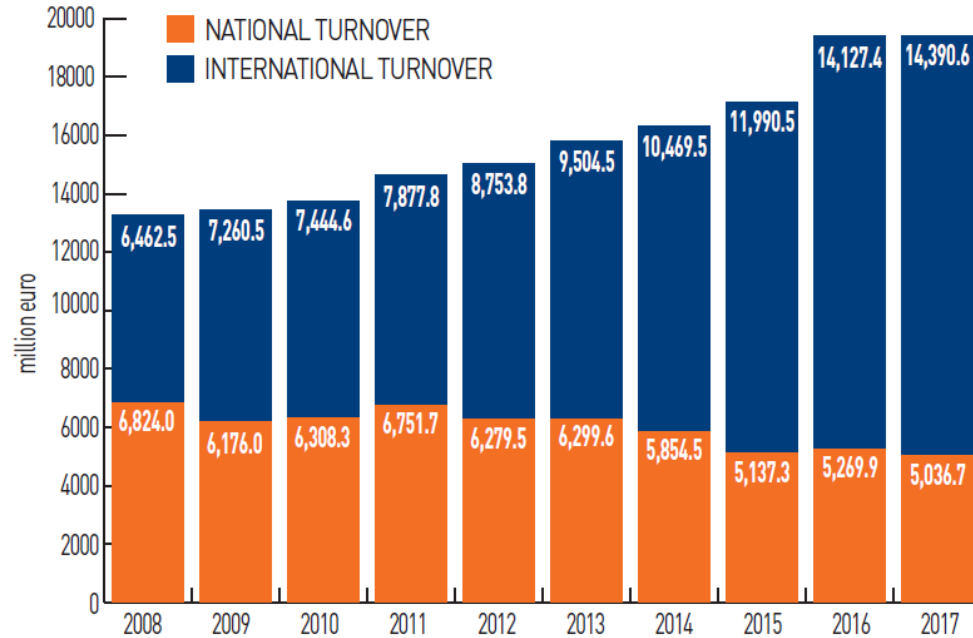
Vincenzo Ercole Salazar Sarsfield

Italian Contractors' Association

TOP ITALIAN INTERNATIONAL CONTRACTORS (Million euro)

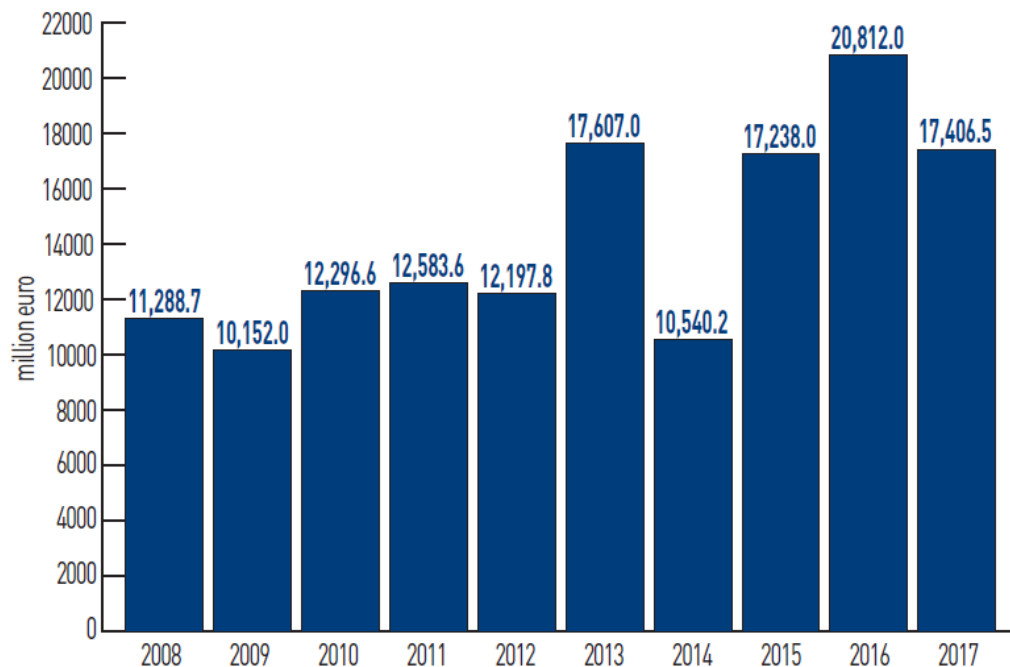
Rank 2017	Firm	International Revenues 2017	Total Revenues 2017	New Contracts 2017
1	Salini Impregilo	5,847.6	6,347.8	4,221.8
2	Astaldi	2,325.0	3,060.7	2,372.9
3	Rizzani De Eccher	914.0	1,073.0	636.0
4	Pizzarotti	713.5	1,161.0	596.1
5	Bonatti	704.1	760.8	754.1
6	CMC	655.3	1,118.9	1,299.4
7	Sicim	542.1	545.5	94.6
8	Trevi	526.9	559.8	264.2
9	Ghella	450.0	564.0	231.4
10	Condotte	300 (*)	500 (*)	n.d.
11	Cimolai	289.0	441.0	121.5
12	Renco	211.0	248.0	240.9
13	ICM	181.0	288.8	17.5
14	Grandi Lavori Fincosit	148.0	376.0	203.8
15	GCF	100.0	325.0	1.5
16	Itinera	94.0	400.0	590.2
17	Salcef	65.8	332.0	25.2
18	Italiana Costruzioni	63.3	155.6	71.5
19	MAEG	47.5	81.3	42.0
20	Toto	36.3	150.2	n.d.

NATIONAL & INTERNATIONAL TURNOVER (2008-2017)



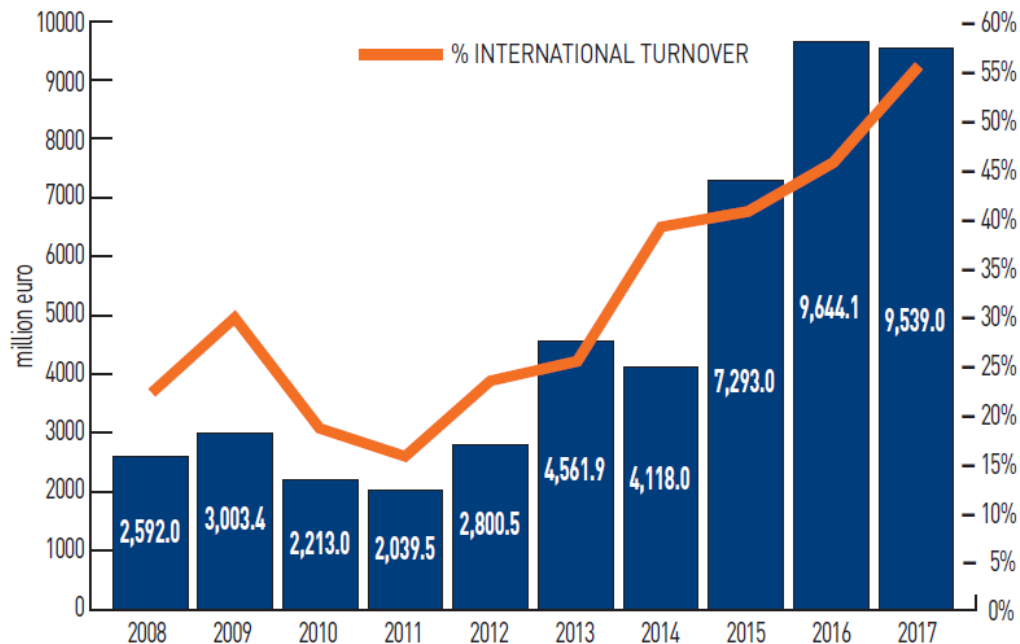
The International turnover represents 74.1% of the total turnover.

NEW CONTRACTS' VALUE (2008-2017)



New contracts' value reached € 17.4 billion in 2017.

NEW CONTRACTS' VALUE OECD MEMBER COUNTRIES (2008-2017)



The value of new contracts has increased in the developed countries.

COMPANY SIZE: INTERNATIONAL TURNOVER COMPARED TO TOTAL REVENUES

Company Size in terms
of Total Revenues (million euro)

% of International
Turnover in 2008

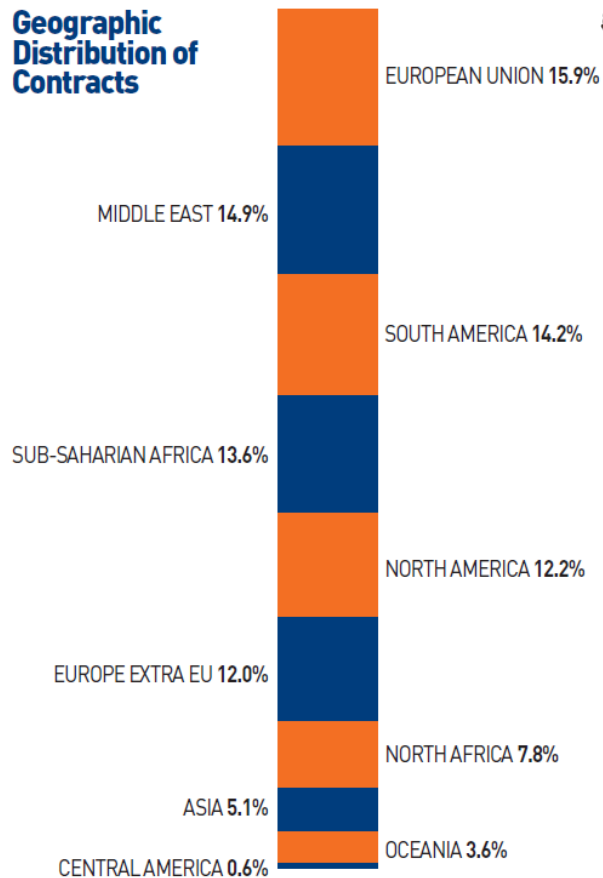
% of International
Turnover in 2017

UP TO 50	25.2%	26.6%
51-100	7.7%	28.3%
101-250	32.4%	38.1%
251-500	54.6%	40.6%
OVER 500	52.8%	82.7%
TOTAL	48.7%	74.1%

International activities have increased for almost all sizes of companies.

GEOGRAPHIC DISTRIBUTION OF CONTRACTS

**Geographic
Distribution of
Contracts**



DISTRIBUTION BY RANGE OF CONTRACTS' AMOUNT (Million euro)

> 1.000

UNITED STATES
ETHIOPIA
TURKEY
SAUDI ARABIA
ALGERIA
VENEZUELA
AUSTRALIA
FRANCE
PERU
QATAR
LYBIA
ROMANIA
DENMARK
UNITED ARAB EMIRATES
RUSSIA
CHILE
KUWAIT
ARGENTINA
GREECE
POLAND
NIGERIA
COLOMBIA
TAJIKISTAN
SOUTH AFRICA
CANADA
MEXICO

500,1-1.000

AUSTRIA*
KAZAKHSTAN
SWITZERLAND
SWEDEN
KENYA
NORWAY
ZAMBIA
MALAYSIA

100,1-500

GEORGIA
BELARUS*
BRASIL
CONGO (REP)
ISRAEL
IRAQ
EGYPT
LAOS
ANGOLA
SLOVAKIA
NAMIBIA
ARMENIA
LUXEMBOURG
MONTENEGRO
SINGAPORE
VIETNAM
PHILIPPINES
LEBANON
TUNISIA
CAMEROON*
INDONESIA*
GERMANY*
ALBANIA
PANAMA
ZIMBABWE
SIERRA LEONE
NEPAL
UNITED KINGDOM
MOZAMBIQUE

50,1-100

HONDURAS
INDIA
PAKISTAN
COSTA RICA
UGANDA
SERBIA
GREATER ANTILLES
NICARAGUA
OMAN
BOTSWANA
BELGIUM

< 50

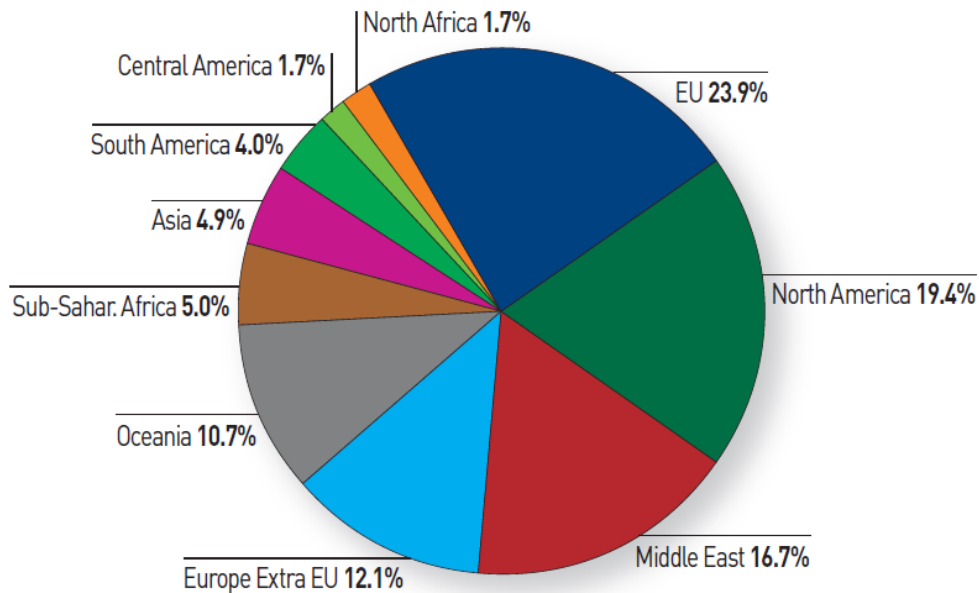
CHINA
CZECH REP.
LESSER ANTILLES
LESOTHO
MOLDOVA
IRELAND
MOROCCO
CAPE VERDE
CROATIA
TANZANIA
HONG KONG (P.R.C.)
HUNGARY
MALTA
GUYANA
BULGARIA
NEW ZEALAND*
SLOVENIA*
IRAN*

* New Countries in 2017

PRIMARY MARKETS FOR ITALIAN CONTRACTORS

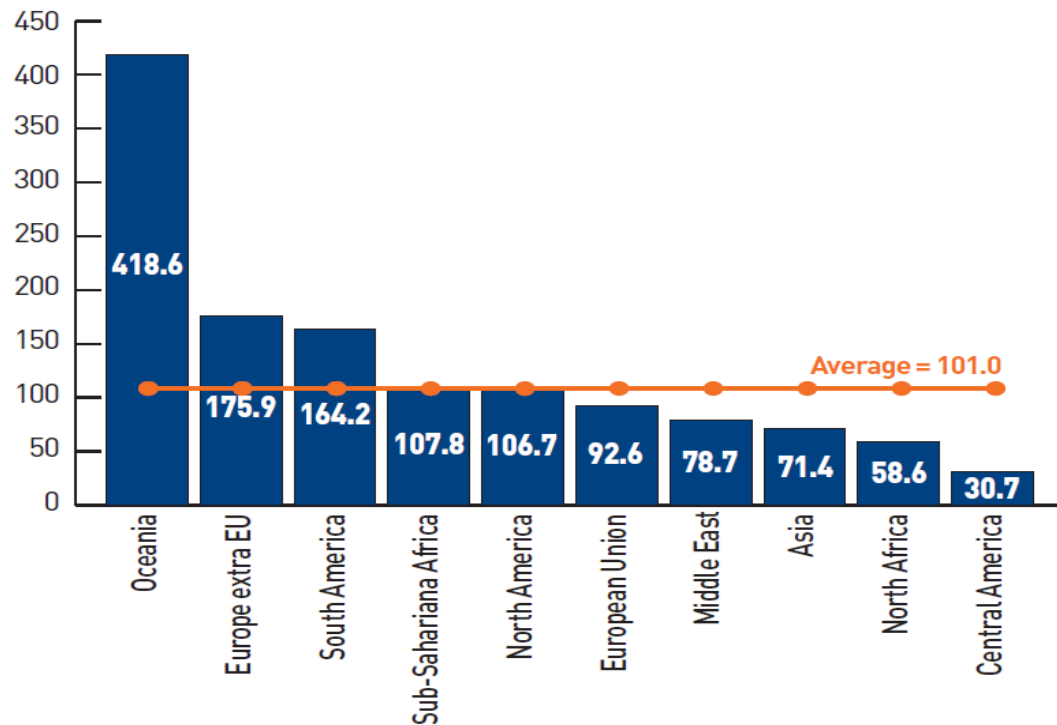
New Contracts in 2017		Total Ongoing Contracts	
1. UNITED STATES	3,073.5	1. UNITED STATES	8,003.6
2. AUSTRALIA	1,833.5	2. ETHIOPIA	5,499.6
3. SAUDI ARABIA	1,332.6	3. TURKEY	4,881.9
4. ROMANIA	1,321.2	4. SAUDI ARABIA	4,826.3
5. UNITED ARAB EMIRATES	1,318.4	5. ALGERIA	3,449.7
6. TURKEY	1,108.5	6. VENEZUELA	3,366.3
7. AUSTRIA	972.3	7. AUSTRALIA	2,929.0
8. SWEDEN	620.0	8. FRANCE	2,895.1
9. ZAMBIA	510.0	9. PERU	2,854.0
10. BELARUS	468.3	10. QATAR	2,620.7
Total Main 10 Markets in 2017	12,558.3	Total Main 10 Markets	41,326.2
Total New Contracts in 2017	17,406.5	Total Ongoing Contracts	82,219.2

GEOGRAPHIC DISTRIBUTION OF NEW CONTRACTS - 2017



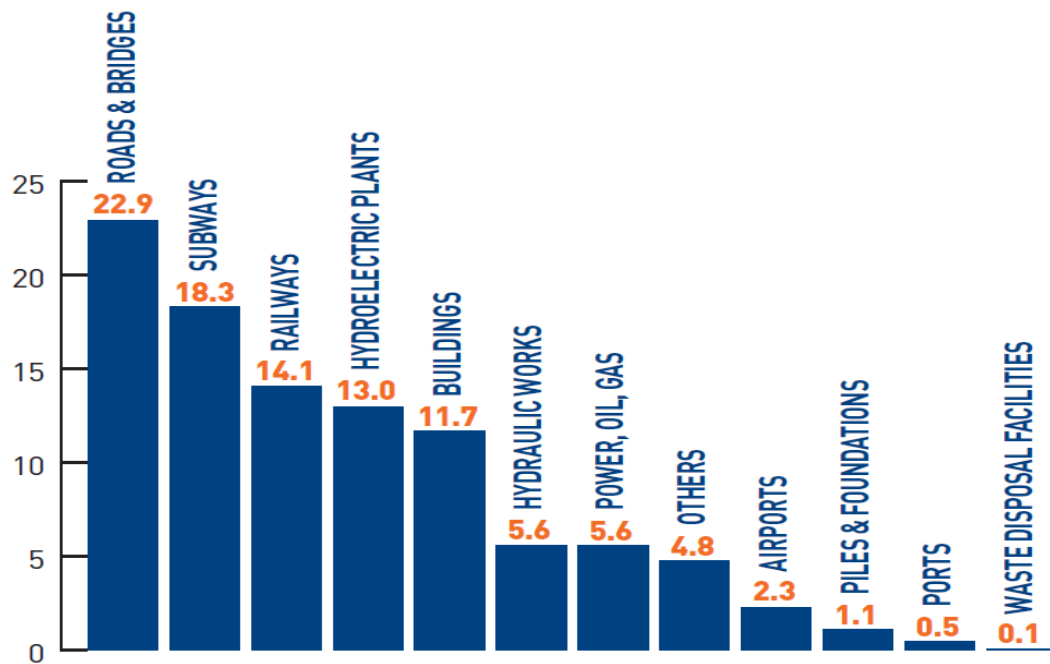
New contracts signed in 2017 are concentrated in European Union,
North America and Middle East.

CONTRACTS' AVERAGE AMOUNT BY GEOGRAPHIC AREA (Million euro)



Major works are located in Oceania and Europe Extra EU.
Average amount is € 101.0 million.

AMOUNT OF CONTRACTS PER SECTORS (% ON TOTAL REVENUES)



The majority of the companies undertakes complex infrastructures such as roads, bridges, subways, railways and hydroelectric plants.

SUMMARY

	Construction Sites n.	Value of Contracts million euro	Contracts' average amount million euro	Backlog
CONSTRUCTION				
New Contracts in 2017	298	17,406.5		11,999.1
Total	811	82,219.2		51,333.0
CONCESSIONS				
New Concessions in 2017	2	420.3		
Total	19	25,484.2	1,341.3	

Italian contractors are running 811 construction sites internationally for € 82.2 billion. Value of concessions are approximately € 25.5 billion.

ITALIAN CONTRACTORS IN THE WORLD

NORTH AMERICA 10,033.7

Canada
Astaldi
Bonatti
Mexico
Bonatti
Edilmac
Ferretti Industrial serv.
United States
Astaldi
Cimolai
Cmc
Condotte
Donati
GL Fincosit
Pizzarotti
Salini Impregilo
Trevi

CENTRAL AMERICA 490.7

Costa Rica
Ghella
Graeter Antillas
Salini Impregilo
Guyana
Icop
Honduras
Astaldi
Ghella
Lesser Antillas
GL Fincosit
Nicaragua
Astaldi
Panama
Astaldi
Cogeis
Sarep
Trevi

SOUTH AMERICA 11,659.6

Argentina
Cmc
Ghella
Salini Impregilo
Trevi
Brazil
Ghella
Salini Impregilo
Chile
Astaldi
Cimolai
Cmc
Edilmac
GL Fincosit
Trevi
Colombia
Rizzani De Eccher
Salini Impregilo
Trevi
Peru
Astaldi
Pizzarotti
Salini Impregilo
Sicim

Venezuela
Astaldi
CLF
Ghella
Salini Impregilo
Trevi

NORTH AFRICA 6,392.1

Algeria
Astaldi
Bonatti
Cimolai
Cipa
CLF
Donati
Condotte
Europea 92
GL Fincosit
Ibi
Nessi & Majocchi
Rizzani De Eccher
Secap
Salini Impregilo
Sofing
Trevi
Egypt
Bonatti
Cipa
Cmc
Salcef
Trevi
Libya
Bonatti
Cmc
Condotte
Conicos
ICM
Pizzarotti
Renco
Salini Impregilo
Morocco
CLF
Ghella
Mont-Ele
Tunisia
Pellegrini
Salini Impregilo
Sedir

SUB-SAHAR. AFRICA 11,102.3

Angola
Cmc
Sicim
Botswana
Cimolai
Itinera
Cameroon
Pizzarotti
Cape Verde
ICM
Congo (Rep)
Renco
Seas
Ethiopia
Salini Impregilo

Kenya
Alma Cis
Cmc
ICM
Itinera
Lesotho
Cmc
Mozambique
Bonatti
Cmc
Renco
Trevi
Namibia
Cmc
Salini Impregilo
Nigeria
Salini Impregilo
Trevi
Sierra Leone
Salini Impregilo
South Africa
Cmc
Salini Impregilo
Tanzania
Gillardi
Uganda
PAC
Salini Impregilo
Zambia
Cmc
Zimbabwe
Salini Impregilo

EUROPEAN UNION 13,062.8

Austria
Itinera
Trevi
Belgium
Vezzola
Ferretti Industrial serv.
Bulgaria
Salcef
GCF
MAEG
GL Fincosit
Czech Rep.
Pellegrini
Denmark
Cipa
CLF
Ghella
Itinera
Mangiavacchi Pedercini
Nessi & Majocchi
Rizzani De Eccher
Salini Impregilo
France
Cimolai
Cipa
Cogeis
Condotte
Edilmac
GCF
Ghella
Icop
Pizzarotti

Germany
Bonatti
Edilmac
Greece
Bonatti
Rusiera
Condotte
Ghella
Edilmac
Renco
Salini Impregilo
Hungary
Bottoli
Cimolai
Ireland
Sicim
Luxembourg
Bonatti
Condotte
Edilmac
GCF
Pizzarotti
Rizzani De Eccher
Malta
Ibi
Poland
Astaldi
Cipa
Pizzarotti
Salini Impregilo
Romania
Astaldi
Bonatti
Cipa
Condotte
COSEDIL
ICM
Itinera
Pizzarotti
Salcef
Salini Impregilo
Sedir
Slovakia
Bottoli
Salini Impregilo
Slovenia
Condotte
Mont-Ele
Sweden
Astaldi
Cmc
Vianni
United Kingdom
Cimolai
Donati

EUROPE EXTRA UE 9,848.8

Albania
Condotte
Renco
Belarus
Rizzani De Eccher
Georgia
Astaldi
Salini Impregilo
Moldova
Pizzarotti
Montenegro
Pizzarotti

Norway
Condotte
Ghella
Trevi
Russia
Astaldi
Cimolai
Pizzarotti
Rizzani De Eccher
Serbia
Condotte
Ibi
Italiana Costruzioni
Switzerland
Cimolai
Cogeis
Condotte
Edilmac
GCF
Pizzarotti
Rizzani De Eccher
Salini Impregilo
Turkey
Astaldi
Condotte
GCF
Salini Impregilo
Sicim
Trevi

MIDDLE EAST 12,202.4

Iran
Ferretti Industrial serv.
Iraq
Bonatti
GL Fincosit
Sicim
Trevi
Israel
Edilmac
Pizzarotti
Kuwait
Condotte
Pizzarotti
Rizzani De Eccher
Salini Impregilo
Toto
Lebanon
Cmc
ICM
Italiana Costruzioni
Oman
ICM
Trevi
Qatar
Cimolai
Condotte
ICM
Italiana Costruzioni
MAEG
Rizzani De Eccher
Salini Impregilo
Trevi

Saudi Arabia
Bonatti
Pizzarotti
Rizzani De Eccher
Salcef
Salini Impregilo
Trevi
United Arab Emirates
Cimolai
Ghella
Itinera
Pizzarotti
Rizzani De Eccher
Salini Impregilo
Trevi

ASIA 4,215.3

Armenia
Renco
China (P.R.C.)
Cmc
Mont-Ele
Hong Kong (P.R.C.)
Trevi
India
Cmc
GL Fincosit
Salcef
Indonesia
Astaldi
Kazakhstan
Bonatti
Renco
Sicim
Laos
Cmc
Trevi
Malaysia
Icop
Salini Impregilo
Nepal
Cmc
Pakistan
Cmc
Singapore
Cmc
Tajikistan
Salini Impregilo
Vietnam
Ghella
Rizzani De Eccher

OCEANIA 2,930.4

Australia
Ghella
Rizzani De Eccher
Salini Impregilo
Trevi
New Zealand
Trevi

Business Mission
to the UAE
April 14-16, 2019



UNITED ARAB EMIRATES
MINISTRY OF ECONOMY



الإمارات العربية المتحدة
وزارة الاقتصاد



Infrastructure Focus Sector Roundtable

UAE infrastructure development: current and future strategies and projects

Business Mission



to the UAE



April 14-16, 2019



UNITED ARAB EMIRATES
MINISTRY OF ECONOMY



الإمارات العربية المتحدة
وزارة الاقتصاد



The support of SACE (Italian ECA) in the UAE

Federica Pocek

Senior Relationship Manager



INFRASTRUCTURE

UAE infrastructure development: current and future strategies and projects

Dubai, April 15th 2019

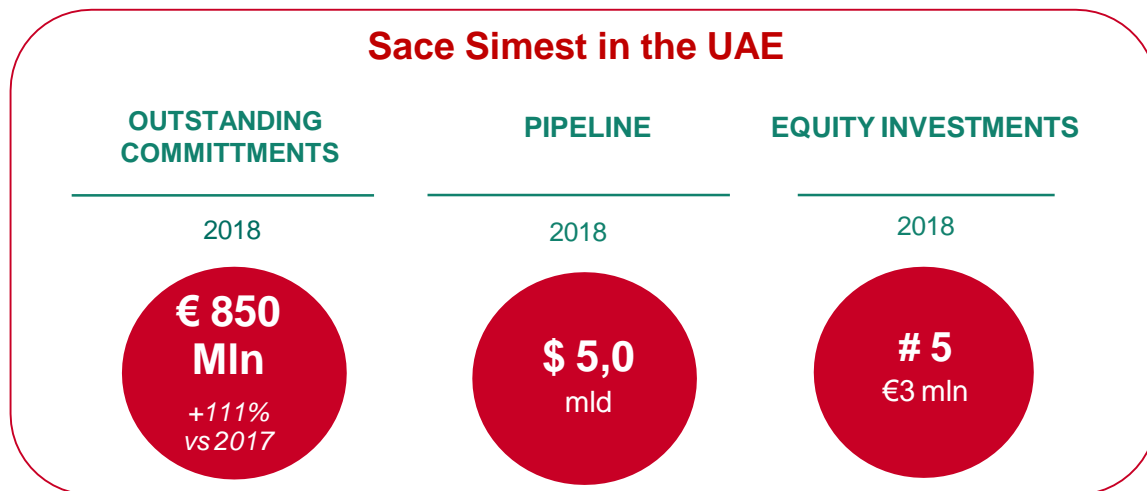
History and company profile

- SACE is the Italian Export Credit Agency, that jointly with Simest forms the **Export and Internationalization Hub** of Cdp, the state owned entity that promotes the development of the Italian industrial system
- Sace Simest support Italian companies with a **wide range of insurance and financial products**: export credit, investment protection, financial guarantees, surety bonds, factoring, equity investments and soft loans
- with a € 114 billion transaction portfolio, Sace Simest facilitate the **financing of large projects** involving an **Italian procurement**, providing foreign buyers with competitive finance/ payment terms



UAE a strategic area for Sace Simest

- **UAE represents a focus market** for our activities due to huge Governments investing in infrastructures, urban development and industrial diversification
- **Sace Simest was the first ECA to open an office in Dubai**, a strategic hub for reaching out business opportunities all over the MENA regional hub for the GCC and North Africa countries
- UAE selected among **pioneer markets** to promote our “**Push Strategy**”



Case studies - Infrastructures

Ministry of Transportation - Perú

▪ **Export Credit Facility of €800 mln entirely covered by SACE** granted from Cdp, KfW IPEX-Bank, Banco Santander, Société Générale and ICO destined to the construction from the Consortium Metro 2 - participated by Ansaldo STS and Salini Impregilo – of the new metro line Lima-Callao



Ministry of Health - Turkey

- **Export Credit Facility of € 125 mln entirely covered by SACE** granted in Project Financing by a pool of international banks for the construction on a BOT basis of a 3500 beds hospital campus in Ankara, commissioned by the Turkish Ministry of Health



National Grid - UK

▪ **Export Credit Facility of € 520 mln 90% covered by SACE** granted by a pool of international banks for the design, supply and installation of a submarine cable interconnecting UK and Norway energy grids with a capacity of 1400 MW, part of a project valued at €2.0 bn



Sace Simest: enhancing trade and investment opportunities in the UAE

SOCIAL INFRASTRUCTURE



meydan

\$ 300 mln

CDP group's first initiative in the infrastructure in the SACE UAE. Italy backed make-by provided by SIMEST

TRANSPORTATION



مترو دبي
Dubai metro



€ 120 mln

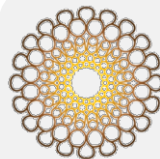
SACE has guaranteed Italian sub-supplies for € 120 million to expand the Dubai metro network toward Expo 2020



Letter of Interest to Etihad Rail Network to support the project



Letter of Interest to Al Maktoum Airport/DACC: €1.0 billion credit line for purchasing Italian goods and services for the construction of Dubai South

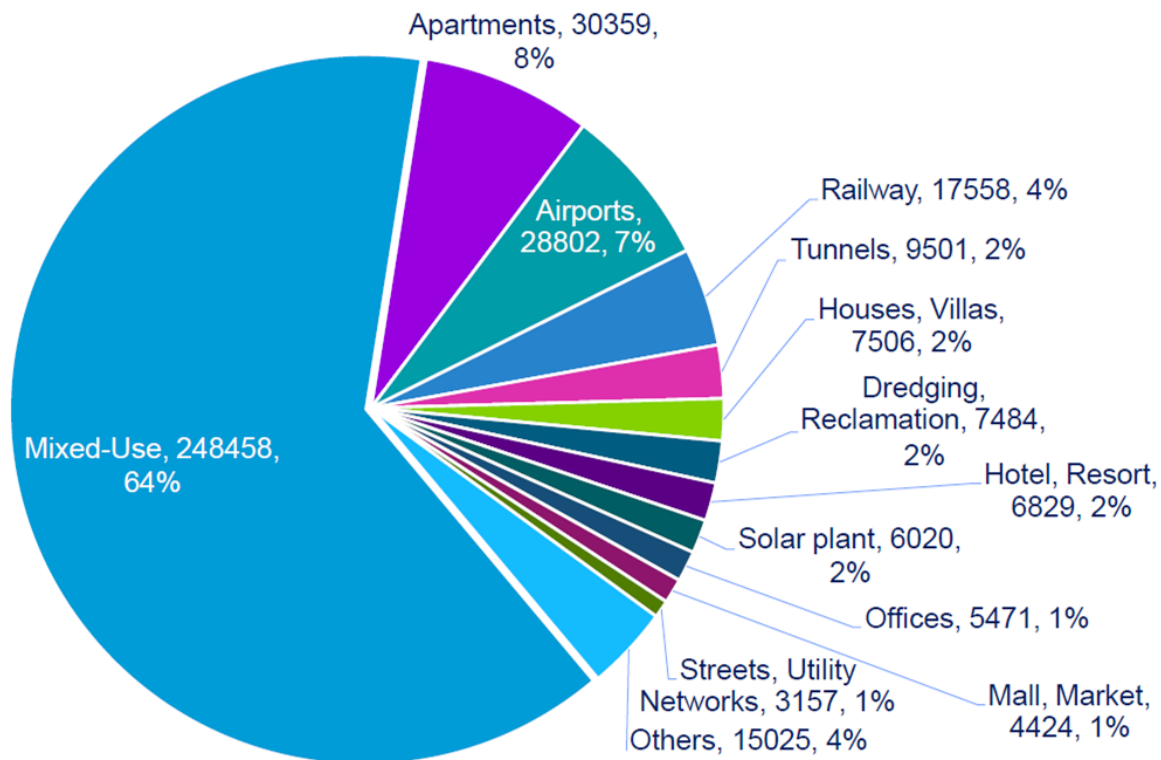


إكسبو 2020
دبي، الإمارات العربية المتحدة
DUBAI, UNITED ARAB EMIRATES

Letter of Interest to UAE Department of Finance to support up to \$1.0 billion for projects connected to the Expo 2020 site involving Italian suppliers

Construction of Italian Pavillion: a MOU with General Section Commissioner for Expo Dubai 2020 to build Italian Pavillion

Some highlights on the infrastructure projects in the UAE



Connecting mind, targeting the infrastructure

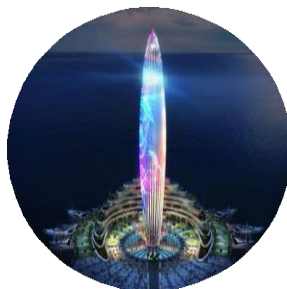
Dubai Creek Tower



DIFC 2.0



Dubai Harbour



Hyperloop



Sharjah



Zayed National Museum



Focus on Expo 2020 Dubai


25
Million
Visitors


70%
International
Visitors


200+
International
Participants


438
Hectare Site

300,000
Site Capacity

Peak day

Weekday 131,000
Weekend 173,000



24/7
173
Days



Expo Hours
10:00 to
01/02:00

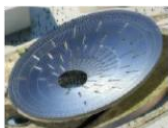


02:00 to
10:00
Overnight
Service Hours



204

Country & Cooperate
Self-Built, Rented and
Assisted Pavilions



Shade/Canopy
structures
12 Km



**Al Wasl
Trellis**

150mts width
and 70mts high

400+
Buildings



200+
Food outlets

171
Tonnes of
Waste per Day



85%

Waste Recycled &
Reverted from Landfill



Head Office

Rome Piazza Poli 37/42 • 00187 • Tel. +39 06 67361 • Fax +39 06 6736225

Italy

Bari +39 080 5467763 • bari@sace.it | Bologna +39 051 0227440 • bologna@sace.it | Brescia +39 030 2292259 • brescia@sace.it | Florence +39 055 536571 • firenze@sace.it | Lucca +39 0583 444234 • lucca@sace.it | Milan +39 02 4344991 • milano@sace.it | Monza +39 039 3638247 • monza@sace.it | Naples +39 081 5836131 • napoli@sace.it | Palermo +39 091 581100 • palermo@sace.it | Pesaro +39 0721 383229 • pesaro@sace.it | Rome +39 06 6736309 • roma@sace.it | Turin +39 011 3997839 • torino@sace.it | Venice +39 041 2905111 • venezia@sace.it | Verona +39 045 8099460 • verona@sace.it

Worldwide

Hong Kong +852 35076190 • hongkong@sace.it | Istanbul +90 212 2458430/1 • istanbul@sace.it | Johannesburg +27 11 4638595 • johannesburg@sace.it | Mexico City +52 55 24536377 • mexicocity@sace.it | Moscow +7 495 2582155 • mosca@sace.it | Mumbai +91 22 43473470 • mumbai@sace.it | Nairobi +254 719 014 207 • nairobi@sace.it | São Paulo +55 11 31712138 • saopaulo@sace.it



| +971 45543451 | dubai@sace.it

Business Mission
to the UAE
April 14-16, 2019



UNITED ARAB EMIRATES
MINISTRY OF ECONOMY



الإمارات العربية المتحدة
وزارة الاقتصاد



Infrastructure Focus Sector Roundtable

UAE infrastructure development: current and future strategies and projects

Business Mission



to the **UAE**



April 14-16, 2019



UNITED ARAB EMIRATES
MINISTRY OF ECONOMY



الإمارات العربية المتحدة
وزارة الاقتصاد



Presentation of Italian technologies and projects

Business Mission to the UAE

April 14-16, 2019



UNITED ARAB EMIRATES
MINISTRY OF ECONOMY



الإمارات العربية المتحدة
وزارة الاقتصاد



Roberto Nassi

Head of Branch Dubai of MM

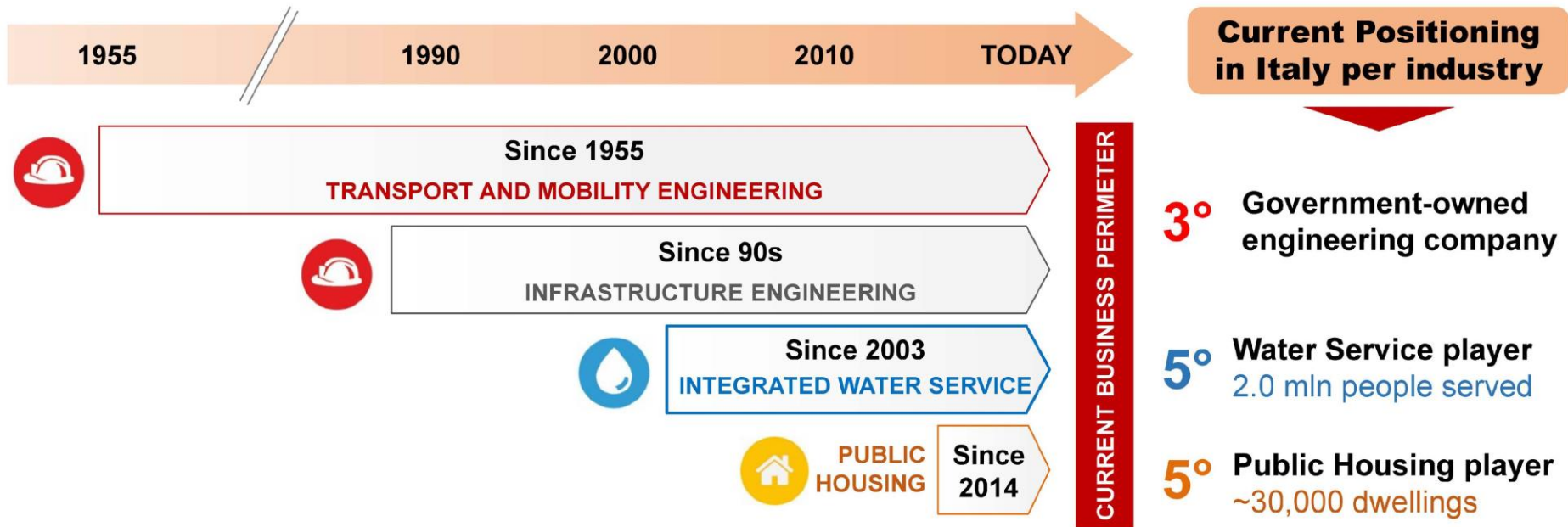
Dubai

UAE Mission, April 15th, 2019



MM Spa

MM SpA The Company at a glance



Thanks to its core engineering competences, MM has progressively increased its multi-infrastructure business perimeter

MM SpA Economic and financial data

Sr No.	Description	Financial Data 2016	Financial Data 2016
		(Indian Rupees - INR)	(Euro - EUR)
		1€ = 71.5935 ₹	
1	Total Assets	44.276.786.082	618.447.012
2	Current Assets	33.892.263.099	473.398.606
3	Total External Liabilities	26.090.791.643	364.429.615
4	Current Liabilities	20.068.783.643	280.315.722
5	Annual Profits Before Taxes	2.185.265.010	30.523.232
6	Annual Profits After Taxes	1.307.520.037	18.263.111
7	Net Worth [= 1 - 3]	10.384.522.983	145.048.405
8	Liquidity [= 2 - 4]	6.022.007.927	84.113.892
9	Return on Equity	13%	13%
10	Annual turnover (from consultancy)	2.287.770.293	31.955.000
11	Gross Annual turnover	15.504.335.325	216.560.645

➔ Relevant asset amount of both current and non current assets

➔ Solid net profit generation, with a 13% Return on Equity

➔ More than 200 million € turnover (1550.4 crore)

MM SpA Key economic indicators across 2015-2017 period

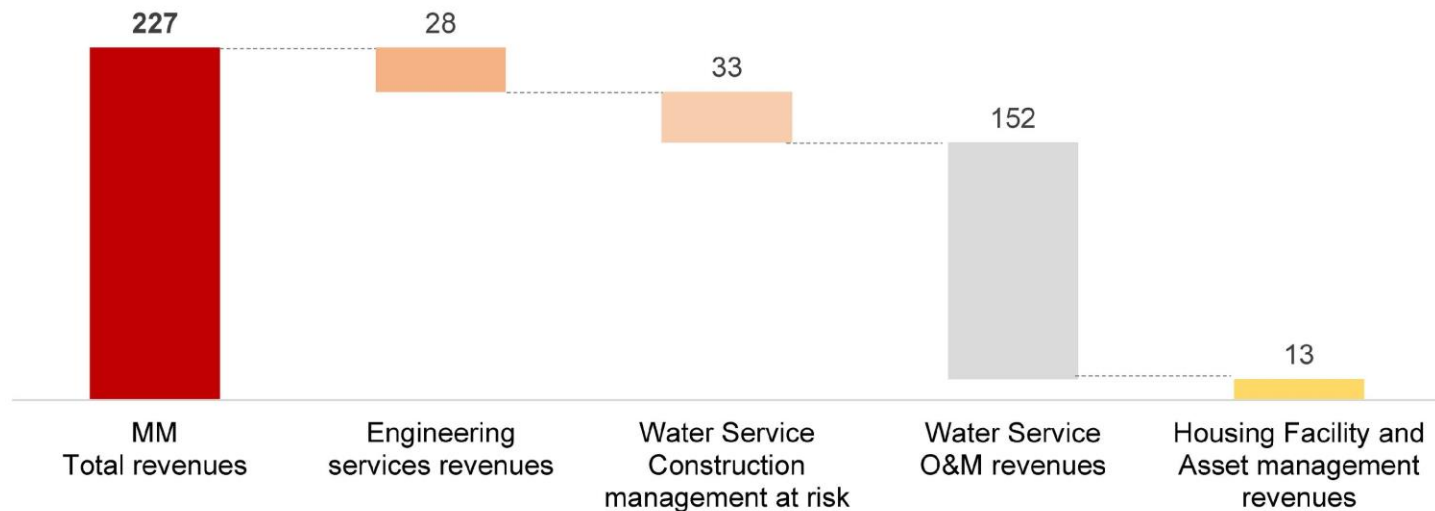
Key economic & financial data

Data	Unit	2015A	2016A	2017A
Revenues	€ mln	225	217	227
EBITDA	€ mln	48	50	55
EBITDA Margin	%	21%	23%	24.5%
EBIT	€ mln	35	37	41
Margin	%	15%	17%	18.0%
Net Debt	€ mln	95	140	137
Leverage	x	2.0x	2.8x	2.5x
Equity	€ mln	127	145	178
D/E	x	0.7x	1.0x	0.7x

MM has a sound economic performance, consistent over time, with more than € 200 mln turnover, € 35 mln to € 41 mln EBIT and a limited debt leverage with respect to its Equity



MM SpA 2017 revenues breakdown per kind of activity (€ mln)



All of MM revenues come from services related to infrastructure construction or management

MM SpA An experienced company working with financial institutions

MM has developed during past years a significant experience in working with Multilateral Development Banks (such as EIB) and financial institutions

1



Signing with EIB of a 70 million € financial agreement for 2016-2034 period to invest in Water Infrastructure Upgrade

2



Listing on Euronext Dublin stock exchange of a 100 million € institutional amortizing Bond for 2016-2035 period to invest in Water Infrastructure Upgrade investments

3



Credit Rating assignment by the two most important rating agencies in the World:

- Standard & Poor's → **BBB**
- Moody's → **Baa3**

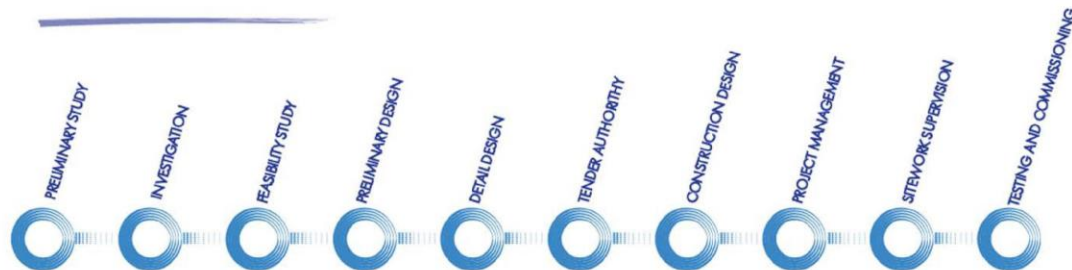


Comune di
Milano

MM

Engineering, PMO
Metro-Rail Corporation
100% Share

METRO RAIL CORPORATION CAPABILITIES



METRO NETWORK

- 4 operating lines (M1, M2, M3, M5)
- 101,3 km network length
- 113 stations
- 10.720 – 37.500 pphpd
- over 1,3 M ppd
- almost 500 M ppy

RAILWAY NETWORK

- 6 main fundamental railways
- Main Italian HSR node
- 4 stations served by HSR:
 - a central terminus,
 - a central going-through and
 - two gate stations
- Excellent connection with metros and local



MM



EUROPEAN METRO NETWORKS				
Rank	City	Stations	km	Lines
1	London	382	460	11
2	Paris	303	220	16
3	Madrid	292	290	13
4	Moscow	195	325	12
5	Berlin	173	146	10
6	Barcelona	165	124	11
7	Milan	113	101	4
8	Wien	104	79	5
9	Munich	100	101	8
10	Stockholm	100	110	3

MRT

- 2010: 3 lines, 79 km, 88 stations
- 2015: 4 lines, 101 km, 113 stations
- 2022: 5 lines, 118 km, 136 stations
- 2025: 5 lines, 135 km, 151 stations
- 2035: 6 lines, 158 km, 165 stations



+28% in 5 years, 2010-2015
+50% in 12 years, 2010-2022

RRT

- 2015: 12 lines, 403 km, 125 stations
 - 2025: 17 lines, 470 km, 138 stations
- +42% lines,
 - +17% km,
 - +10% st.



- High Speed Stations
- Main Regional Stations
- Only suburban Stations



EUROPEAN METRO NETWORKS				
Rank	City	Stations	km	Lines
1	London	382	460	11
2	Paris	303	220	16
3	Madrid	292	290	13
4	Moscow	195	325	12
5	Berlin	173	146	10
6	Barcelona	165	124	11
7	Milan	113	101	4
8	Wien	104	79	5
9	Munich	100	101	8
10	Stockholm	100	110	3

MRT

- 2010: 3 lines, 79 km, 88 stations
- 2015: 4 lines, 101 km, 113 stations
- 2022: 5 lines, 118 km, 136 stations
- 2025: 5 lines, 135 km, 151 stations
- 2035: 6 lines, 158 km, 165 stations



+28% in 5 years, 2010-2015
+50% in 12 years, 2010-2022

RRT

- 2015: 12 lines, 403 km, 125 stations
- 2025: 17 lines, 470 km, 138 stations



- +42% lines,
- +17% km,
- +10% st.

- High Speed Stations
- Main Regional Stations
- Only suburban Stations



Dubai Branch - SAME Region



-  Branch Established
-  Tendering
-  New Development
-  Not Entered

UAE

Dubai

Expo 2020 - Total #18 Tender Submitted
4 Tender Shortlisted
2 Tender Awarded

RTA - #1 Tender support for International JV
Green Line Extension

Abu Dhabi

Etihad Rail - #2 Pre Tender Service

KSA

Riyhad Metro – #3 Consultancy Services

Makkah Metro - #1 Invitation to tender

OMAN

MUSKATE - #2 Tender Submitted

SALALAH - #1 Tender Submitted

DUQM - #2 Tender Submitted

SOHAR - #1 Tender Submitted

INDIA

#18 Tender Submitted

4 Tender Shortlisted

2 Tender Awarded

Business Mission
to the UAE
April 14-16, 2019



UNITED ARAB EMIRATES
MINISTRY OF ECONOMY



الإمارات العربية المتحدة
وزارة الاقتصاد



Infrastructure Focus Sector Roundtable

UAE infrastructure development: current and future strategies and projects

Business Mission
to the UAE
April 14-16, 2019



UNITED ARAB EMIRATES
MINISTRY OF ECONOMY



الإمارات العربية المتحدة
وزارة الاقتصاد



Manuel Giros
Vice President
Middle East Railway of Ansaldo STS

Hitachi Rail STS in the UAE

Information Note

04/15/2019

Manuel Giros

Europe, Middle East & Africa Business Unit
Hitachi Rail STS

Hitachi Rail STS in the UAE

Information Note

04/15/2019

Manuel Giros

Europe, Middle East & Africa Business Unit
Hitachi Rail STS

Hitachi Rail STS is present in the UAE with an established Branch owned 100% by ex Ansaldo STS S.p.A.

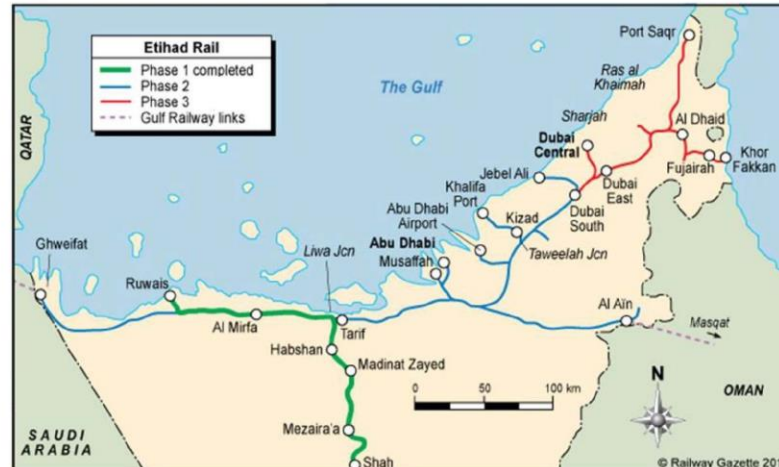
Hitachi Rail STS has already delivered in 2015 the First Railway Project named Etihad Rail Stage1 in Abu Dhabi region and currently is supporting the Operator in the maintenance of Signalling and SCADA subsystems.

Etihad Rail is the national freight and passenger railway network connecting the seven emirates of the United Arab Emirates (UAE). The 1200 km network is being built in three phases.

Etihad Rail's 1200 km network is being built in three stages to link the principal center of population and industry of the UAE, as well as to form a vital part of the wider Gulf Cooperation Council (GCC) railway network.

1-2 Hitachi Rail STS Business in the UAE

The first stage, which is complete, is the 264-kilometre route linked the Shah gas field with the port and refinery of Ruwais. The second and largest phase will connect the railway to Khalifa Port in Abu Dhabi, Jebel Ali Port in Dubai, and to the Saudi and Omani borders, a distance of about 650km. The final stage will be a 279km extension to the northern emirates Fujairah, Ras Al Khaimah and Sharjah.



In Etihad Rail Stage1 Hitachi rail STS performed the Design, Built and Commissioning the following subsystems: Signalling ERTMS 2, Telecom and SCADA for 250 km of railway.

In January 2019 Hitachi Rail STS has submitted the prequalification documents for the new Tender of Etihad Rail Stage 2.

Etihad Rail Stage 2 is the second phase of Railway Network from Ruwais to the border with Saudi Arabia as well as to Khalifah Port, Jebel Ali Port and Fujairah, including facilities for 603 km length (as mentioned above, the First phase of the project Shah-Habshan-Ruwais is already in revenue service and System Package was provided by Hitachi Rail STS).

- EPC Contract
- Final Customer : Etihad Rail Company
- Budget Estimated : 250 to 400 M€

Tender Steps

- PQ Submission: 15-Jan-2019 (submitted)
- Bid Starting Date: Feb 2019
- Bid Closing Date: May 2019
- Contract Award: End of 2019
- Client Targeted Project Completion Time: 3 years

Competitors

- Alstom – Bombardier - Siemens - Thales

During the Tender and even in the case of Project Award the Project will be managed by the Italian legal entity of Hitachi Rail STS

Top Management will be Italian.

The Design will be developed and approved by the Italian team allocated in the main offices of Napoli and Genova with local support of local engineers.

- **Signalling System** is the core business of Hitachi Rail STS and we will use the equipment made in Hitachi Rail STS factory in Tito (Potenza)
- **Telecom & Security Systems** (GSM-R, Public Address/Voice Alarm, Master Clock, Passenger Information Service, CCTV, Access Control, SCADA) coordination of Italian engineering department for the shopping around of equipment (involving mainly Italian suppliers)
- **Power Supply and Distribution:** Coordination of Italian engineering department for the shopping around of equipment (involving mainly Italian suppliers)
- **Railway System Integration** (100 % performed by Hitachi Rail STS Italian team)

We know that French and other Government Representatives are strongly supporting our competitors, we need to explain to UAE Ministry that Italian Government trusts in Hitachi Rail STS capability to delivery in time with high quality of service this contract. Emirates Representatives have to feel that Hitachi Rail STS is not alone, but it is protected by our Government that has in his agenda to grow up, exporting our engineering competences abroad.

Hitachi Rail STS in the UAE

Information Note

04/15/2019

Manuel Giros

Europe, Middle East & Africa Business Unit
Hitachi Rail STS

HITACHI
Inspire the Next 

Business Mission
to the UAE
April 14-16, 2019



UNITED ARAB EMIRATES
MINISTRY OF ECONOMY



الإمارات العربية المتحدة
وزارة الاقتصاد



Infrastructure Focus Sector Roundtable

UAE infrastructure development: current and future strategies and projects

Business Mission to the UAE

April 14-16, 2019



UNITED ARAB EMIRATES
MINISTRY OF ECONOMY



الإمارات العربية المتحدة
وزارة الاقتصاد



Silvia Rossi
Manager
Clust-ER Build



Emilia Romagna Regione: the clust-ER BUILD

DUBAI
04/15/2019

Silvia Rossi Architect
Build Cluster Manager

Emilia Romagna Clust-ER system

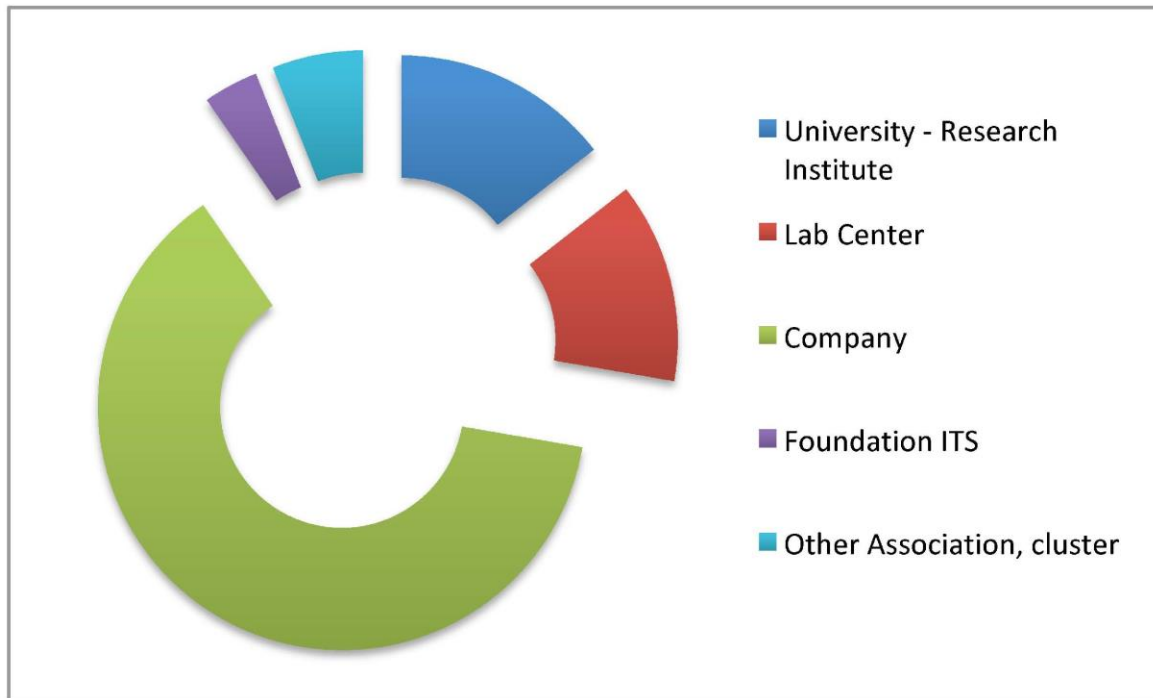


Communities of public and private subjects (research centers, companies, training institutions) that share **ideas, skills, tools, resources** to support the competitiveness of the most important production systems of Emilia-Romagna.

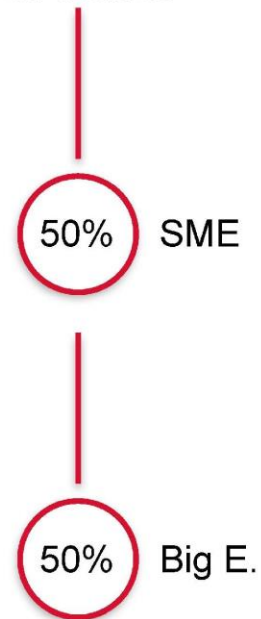
- Develop **collaborative projects** with a supply chain impact
- Support participation in European research and **innovation** programs
- Encourage the **formation** of high skills consistent with the demands of companies



Clust-ER BUILD: who we are



Tot. 86 entities



Cluster BUILD: where we are



Building Heritage Excellence

Industrial Leadership: ceramics, window,
timber transformation

Innovation system dedicated to

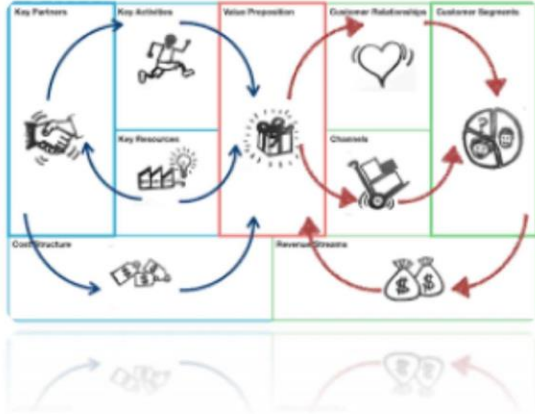
High impact as economic trigger

High number SME

Export

Cluster BUILD: where we want to go

Business Model



Technology Readness



Circular Economy



Cluster BUILD Cores



INNOVA CHM

Conserve and promote the cultural heritage, both historic buildings and the artistic one.

- Smart materials
- Predictive diagnostic
- Digitalized process

GREEN 2 BUILD

Energy efficiency and building sustainability.

- low impact materials (good LCA)
- low CO2 emissions and smart grid
- urban regeneration and cities resilience



SICUCI

Safety in Buildings and infrastructure

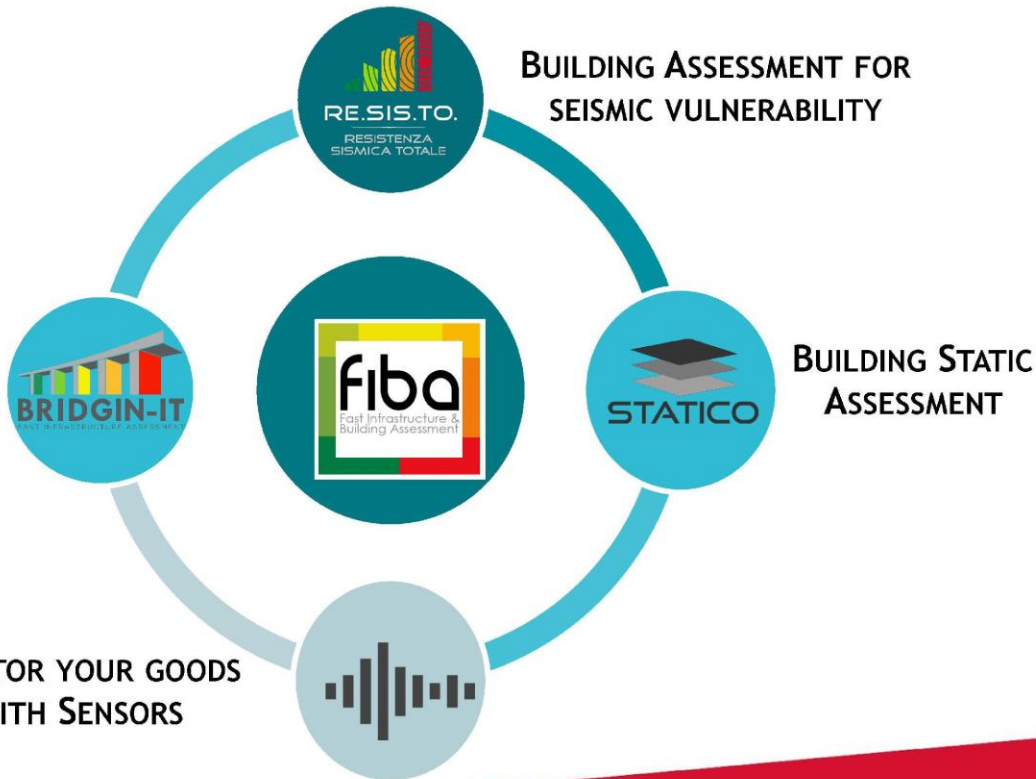
- Safety improvement
- Innovative technology
- Smart Management of the infrastructure

Cluster BUILD Best Practice - Infrastructure



INFRASTRUCTURES BRIDGES
AND VIADUCTS ROAD/RAIL

MONITOR YOUR GOODS
WITH SENSORS



THANKS!

silvia.rossi@build.clust-er.it



Associazione Clust-ER Edilizia e Costruzioni
c/o Aster – CNR, Area della Ricerca di Bologna
Via Gobetti, 101 – 40129 Bologna
Tel. +39 051 6398099
Web: build.clust-er.it

Business Mission
to the UAE
April 14-16, 2019



UNITED ARAB EMIRATES
MINISTRY OF ECONOMY



الإمارات العربية المتحدة
وزارة الاقتصاد



Infrastructure Focus Sector Roundtable

UAE infrastructure development: current and future strategies and projects

Business Mission
to the UAE
April 14-16, 2019



UNITED ARAB EMIRATES
MINISTRY OF ECONOMY



الإمارات العربية المتحدة
وزارة الاقتصاد



Presentation of the Italian Special Economic Zones by

Pietro Spirito

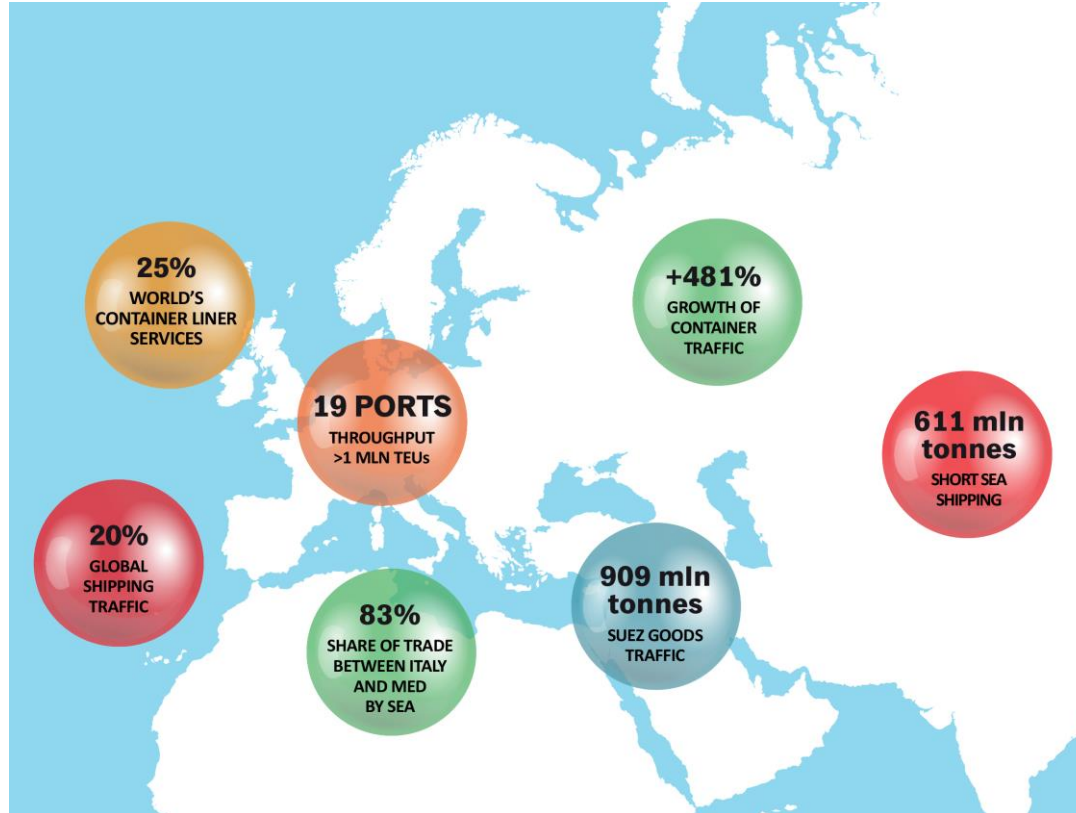
President of Naples Special Economic Zones

*“The Special Economic
Zones of South Italy:
economic development
and investment
attraction”*

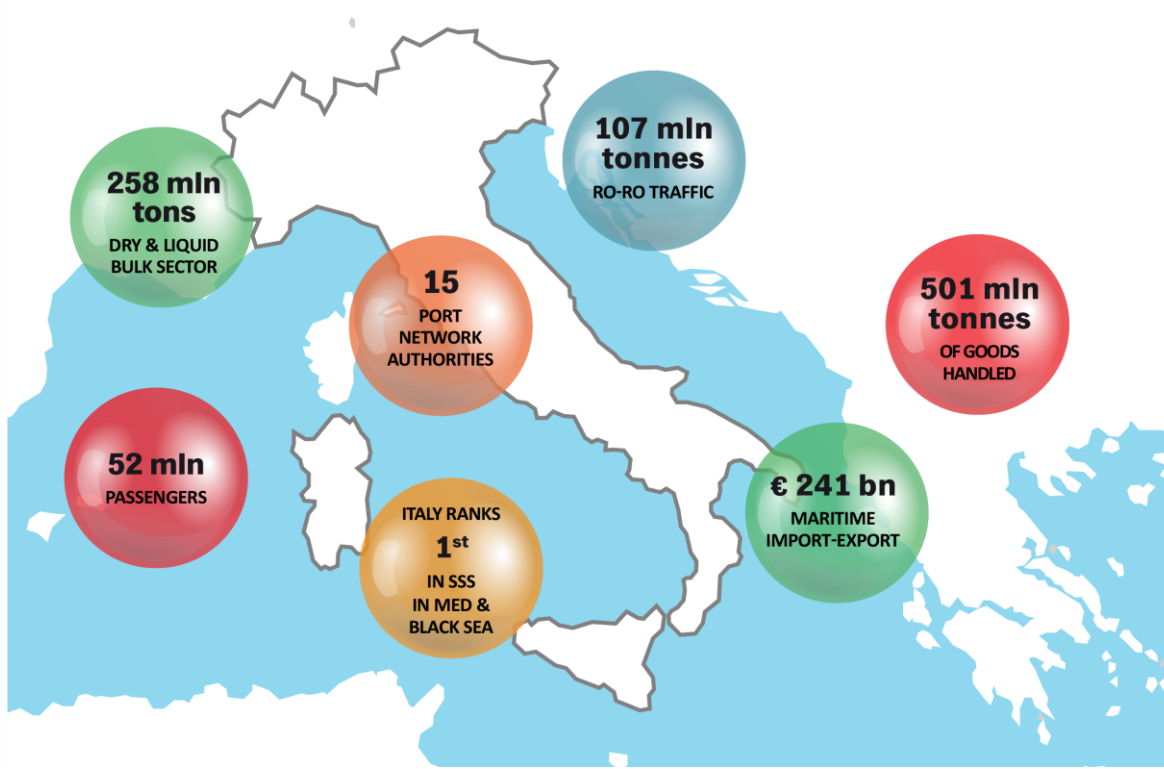
*Pietro Spirito-President of
SEZ Napoli*



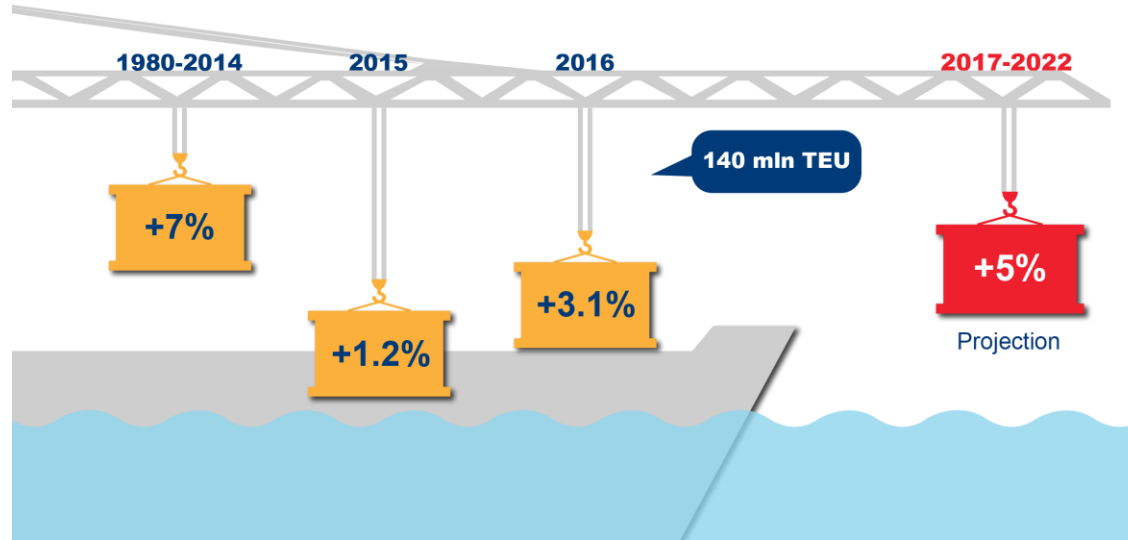
The most important data on the shipping sector in the Med



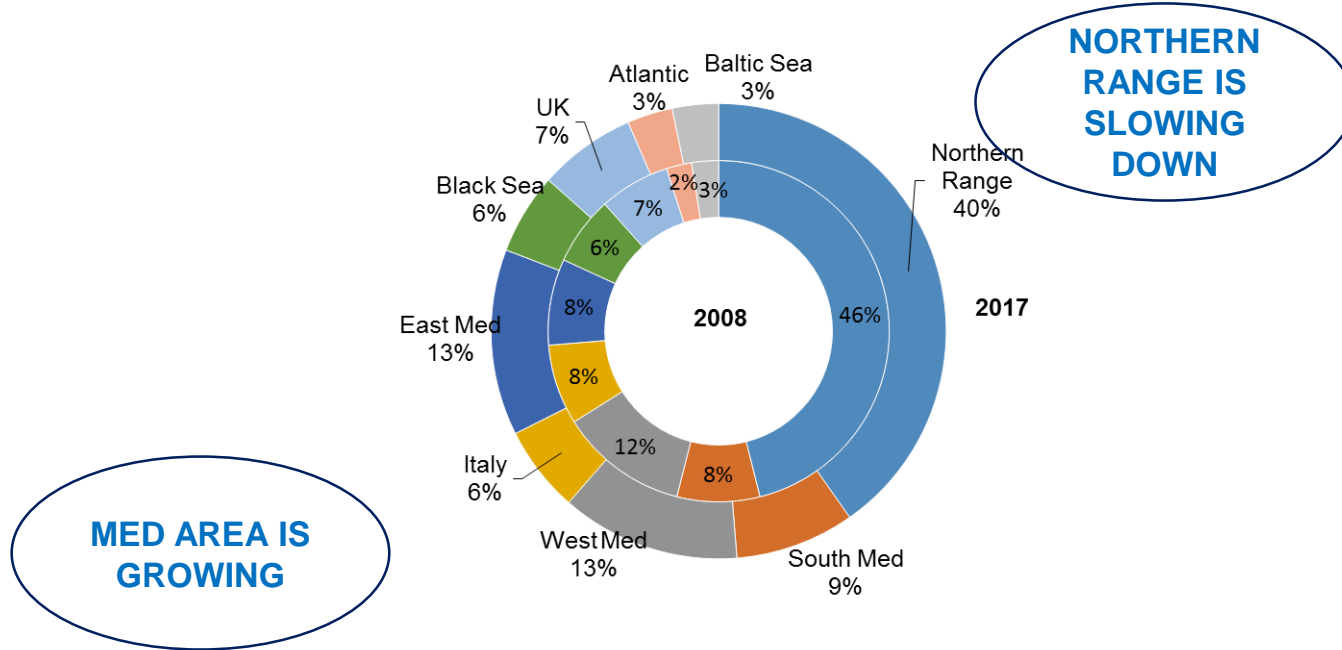
Main ports & Shipping statistics in Italy



World container traffic reached 140 million TEU in 2016, showing an increase of 3.1% after hitting a low of 1.2% in 2015. The recovery was caused by significantly increased traffic on the Asia-Europe: the projections until 2022 suggest a medium average increase of 5%



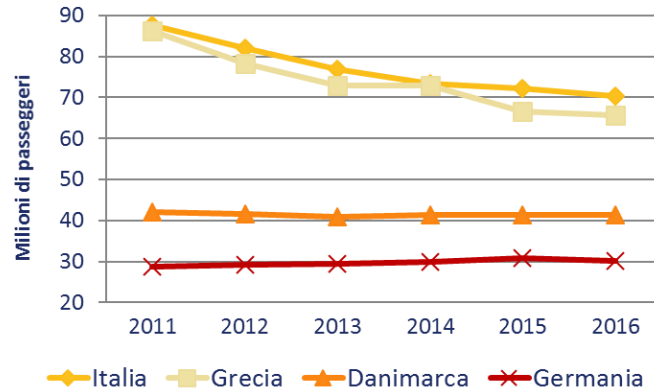
The analysis of container ports by geographic area: the new role of Med



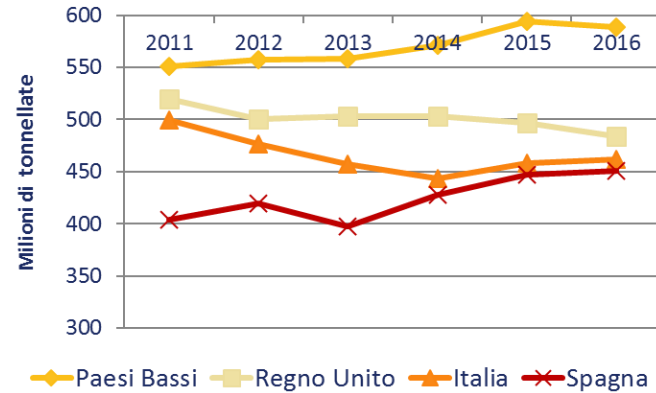
Northern Range market share (40%) is decreased between 2008 and 2017.

In Europe the Italian ports are first for passenger traffic and third for cargo (Eurostat)

Passenger traffic



Freight traffic



Italian Port Networks - 2017

Total movements: 501.423.074 (+ 1,6%)
di cui:

Liquid bulk: 187.769.189 (+3,3%)
Solid bulk: 70.487.125 (-3,4%)
Other cargo: 243.166.760 (+1,8%)

Containers (TEUs): 10.651.399 (+0,7%)
Passengers (n): 51.264.160 (+5,4%)

SEZ in the Italian legislation

«A geographic area - bounded and clearly identified - located within the national border, also consisting of non-territorially adjacent areas with a functional economic connection, and with at least a port area with characteristics established by EU Regulation n.1315, of December 11, 2013»

(D.L. June 20, 2017, n.91, art. 4, c.2)

Objective

The creation and launch of a SEZ is important to stimulate the growth of an industrial and logistics hub and to ***attract Foreign Direct Investments.***



The ***objective*** is to switch from supply-side economics - heavily characterized by support initiatives benefiting entire industries - with an approach based on development factors, through integrated tools available at a regional and national level.

Benefits

Companies operating within the Special Economic Zone gain benefits in terms of:

- Streamlined customs processes;
- Fiscal breaks;
- Financial advantages;
- Simplified administrative procedures.

The goal is to promote the growth of companies already operating within the SEZ area, while attracting new ones.

Benefits and time frame

Incentives

Incentives aim to both supporting companies already operating in the area, helping modernize pre-existing production sites as well as developing new industrial settlements capable of leading to the creation of innovative products.

Simplification

Within the Special Economic Zone, companies will benefit from simplified administrative and bureaucratic procedures through regional law and national measures defined by the law n. 11 of 2019.

Time frame

Investment terms require a minimum of seven-year commitment. SEZ is set to last fourteen years, which can be extended for an additional seven.

Priority, to access benefits, shall be given to:

- Industries relating to export;
- Innovative products and production processes;
- Impact on stable employment.

Nation-wide incentives

- Tax credits on investments up to 50 million Euros;
- Simplified administrative procedures;
- Access to credit.

Tools to simplify development processes

“Newly established companies and pre-existing ones, developing entrepreneurial, economic or investment activities within the SEZ area, may leverage simplified business processes, put forth by regional and national administrations [omissis]...”

(art. 5, co. 1, lett.a) DL 91/2017)

The national law for simplification in SEZ

The recent national law for simplification, approved by the Parliament in February 2019, introduced - in Special Economic Zones - specific tools and administrative advantages for the companies that will invest in the SEZ area



Reduction of half
time for all the
administrative
authorizations



Single window for
all the
administrative
procedures



Enclosed Customs
area within the
SEZ

Access to credit

The role of the financial products in order to sustain the initiatives within the Special Economic Zone is a strategic issue.

Agreements signed with Intesa Sanpaolo Group, available to finance entrepreneurial initiatives within the Southern Italian Special Economic Zones of Napoli, Bari-Taranto



**Thank you for
your attention**

INVEST
IN ITALY