



ONLY ITALIA

Italy is a Matter of Skill, Culture and Love

**FREIGHT TRAINS BRING CASPIAN
REGION CLOSER, AND MAKE
EURASIA SMALLER**

Davos, 1-22-2019

A Very Short Introduction to Only Italia

- The title might be a good summary of my speech, and I am sure that more than one person in this hall is fully aware that what I am saying is right
- What represent here today is a network of companies operating in a coordinated manner since the year 2010 in order to support Italian small and medium enterprises to enter Far East markets, namely China market. We have three offices in China, in Shanghai, Yangzhou (Jansu province) and Chengdu (Sichuan province)
- We develop a wide range of services, from retail to trade, from technology to design, all what can tighten the links between Italy and China



A Very Short Introduction to Only Italia

- Traditionally, Italian companies have a strong individual character, and this requires an advanced and multi-tasking platform of services.
- That's why Only Italia is now made of several independent business units, flexibly adapted according to market needs, all of which operating in a coordinated manner.
- Created in 2011, Only Italia received several acknowledgements. In 2013 Only Italia received a plaque from the President of the Italian Republic at that time, Giorgio Napolitano



Only Italia Logistics

- Only Italia Logistics is the last borne company in Only Italia system. It was originated by the needs of the Group of providing logistic & transportation services for the companies of the group itself.
- A test freight train has already been done on October 6, 2018, from Milan to Chengdu, and we are now in a condition to offer a service from other cities in northern Italy, such as Verona and Turin, until the very last mile in China, wherever the goods have to go
- Only Italia Logistics has been created to provide the entire Italian market a functional freight train service, efficiently going to China, with no useless load break in Germany (but just when needed, and where required by gauge switch, at Russian and Chinese boundary).



Actual Service from Northern Europe to China Single wagon

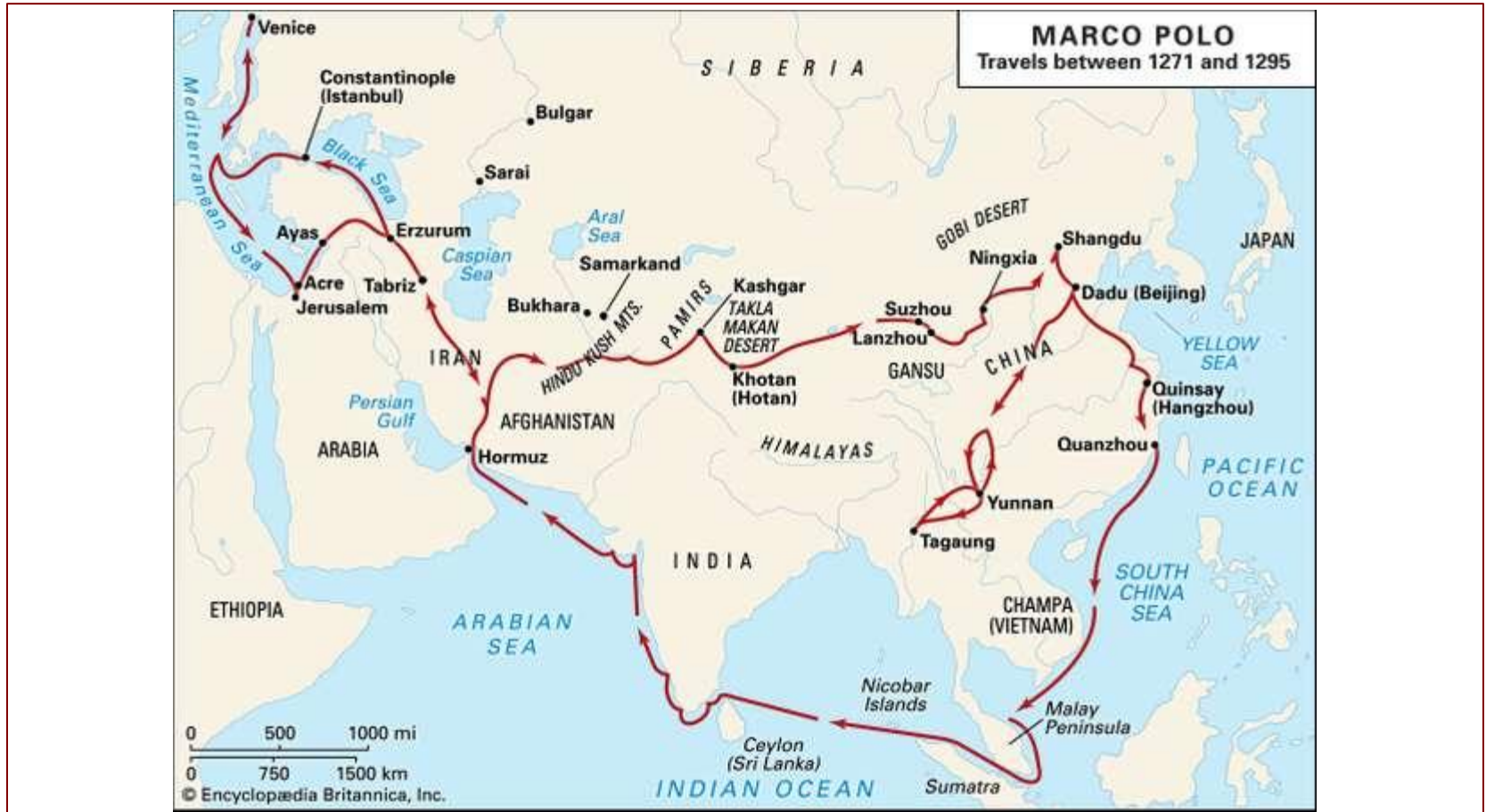


A Strategic Connection

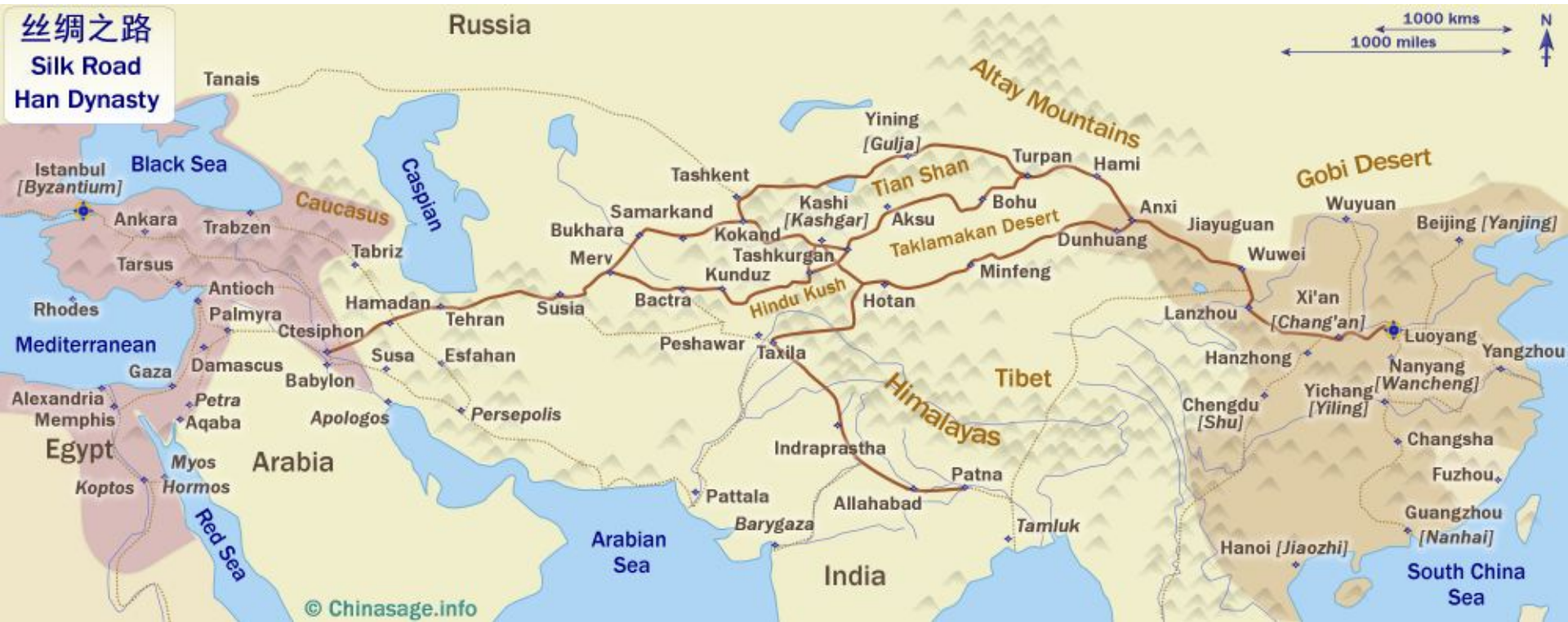
- Actual routes are all functional to northern transit and trade, be it destined to stop in Russia or to go through it. Geography is self-evident under this respect: for Southern Europe a southern lane would be much fitter, so to rectify routing, to shorten transit time and, last but not least, to further lower the costs of service.
- That's why Only Italia is promoting business relationships and strategic partnership agreements with some key countries along the so-called Silkroad. But there is much more than that on the table.
- For instance, Turkmenistan, with its ancient cultural heritage and strategic position, can properly claim to be again the “heart” of the Silkroad, not just in a symbolis sense but with an actual, economic and strategic meaning.



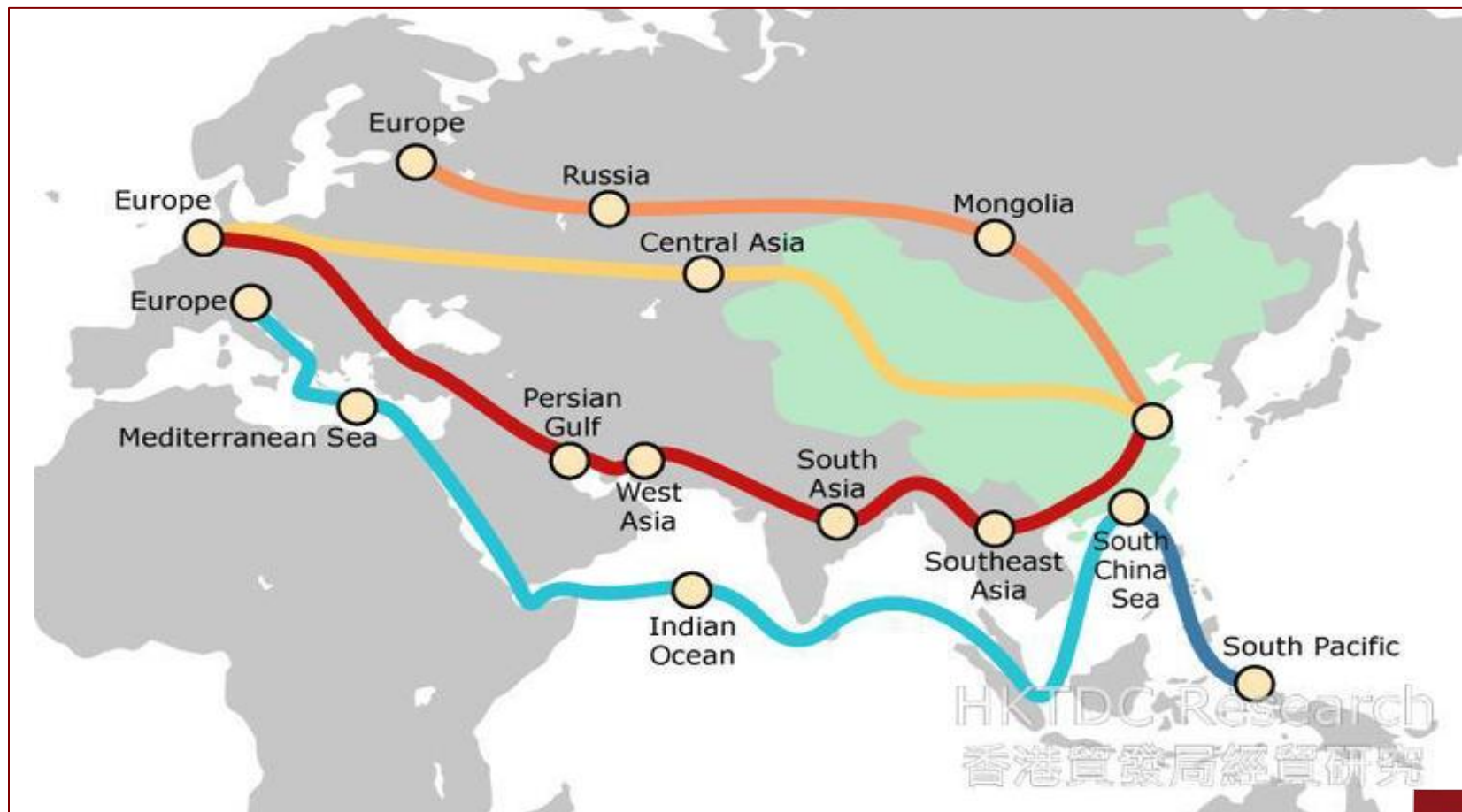
Marco Polo's Travels 1271-1295



Silkroad Han Dynasty 200 b.C.-200 a.C.



Modern Silkroad: Northern, Central, Southern, Maritime



Ukraine «New» Silkroad



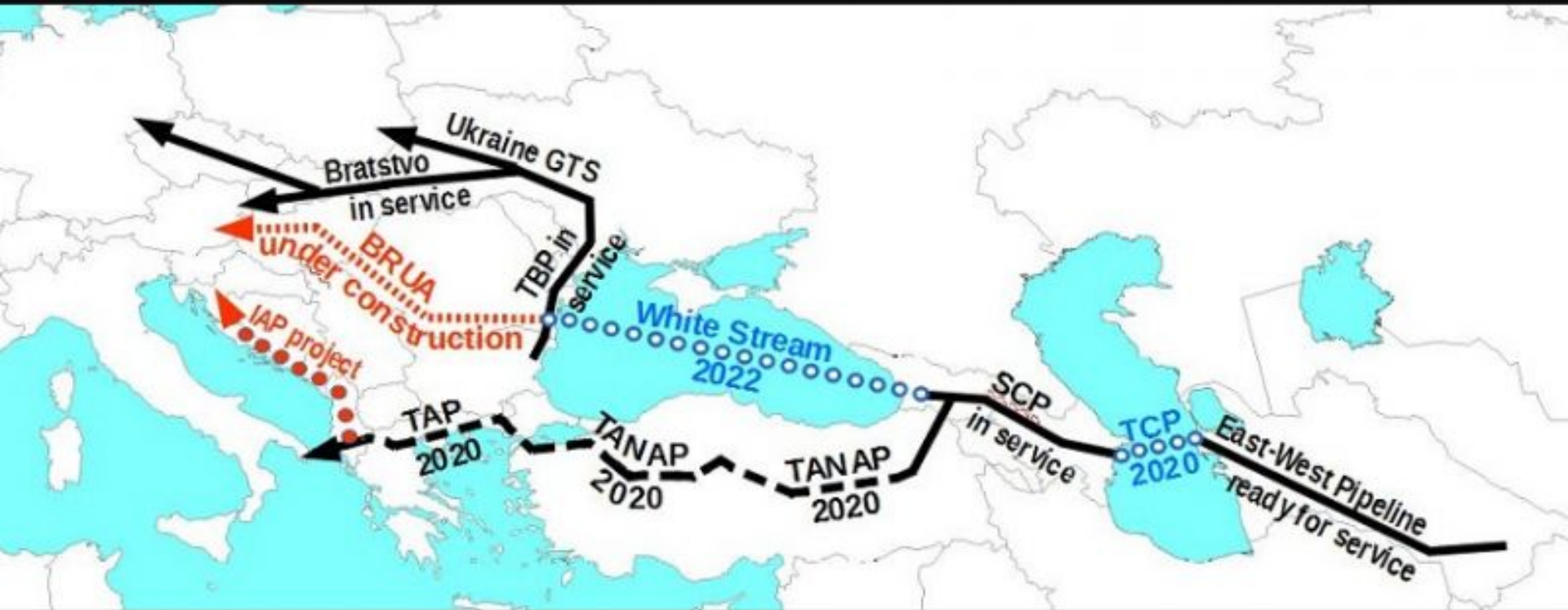
Yangtze River Program



The «Lapis Lazuli» Eurasian Corridor, 2015



Southern Gas Corridor, today



New Scenarios, Our Proposal

A serious investment program in freight trains transportation, and infrastructures, from Italy to China have a strategic impact as:

- They optimize transportation costs providing a faster alternative to ship and a cheaper solution than airfreight, with a short transit time;
- They make Italy, and Southern Europe independent from Northern European routes, time and prices for railway cargo;
- They create a transportation hub in the Mediterranean Region, for the benefit Southern Europe and Northern Africa;
- They trigger a virtuous cycle of Italian, European and intercontinental infrastructures' development and integration, in particular with Central Asia and Caspian Region



GEIE Eurasia Med

- Such an effort multiply business opportunities and cultural integration. In particular, we hope to enforce friendship between the Mediterranean Region and the Caspian Region
- That's why we created a dedicated vehicle, called European Group of Economic Interest Eurasia Med. It has already been registered in the EU Transparency register, and can be considered the "lobbyist" of Eurasian integration.

My personal hope and commitment is to make any effort to convince you to join us



**THANKS FOR
WATCHING!**

