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## 5) FMG Logistics 2

C/o ex Tubimar







# AN ALL-ITALIAN STORY

## joining land and sea

Since 1903 we have been facilitating all maritime traffic: goods, people and ideas. Heirs to an all-Italian maritime tradition, our company provides a genuine end-to-end transportation infrastructure: our business units are able to facilitate the entire operational cycle for ships, goods, passengers and crew. We deal with national and international transport, by land and by sea. From maritime freight forwarding, which we manage as the general agent for leading shipping companies, to tourist bookings through our Tour Operator. With regard to goods, we provide integrated logistics services, customs consultancy, warehousing, container depots and shipping, as well as port terminal operations.

Our organisation currently benefits from the professionalism of senior and junior figures, who work together day after day to ensure the success of the company's diverse projects.

## VISION

We are committed to working towards a single goal: in a continually expanding landscape, we manage cargo and passengers by satisfying an increasingly sophisticated demand with innovative and effective solutions that offer high added-value services.

## MISSION

For over 100 years we have been sharing our expertise in the maritime sector with customers through the use of innovative and integrated systems, in a winning combination of experience and innovation, with an enthusiasm and dynamism that have always been in our DNA.





# MARITIME AGENCY

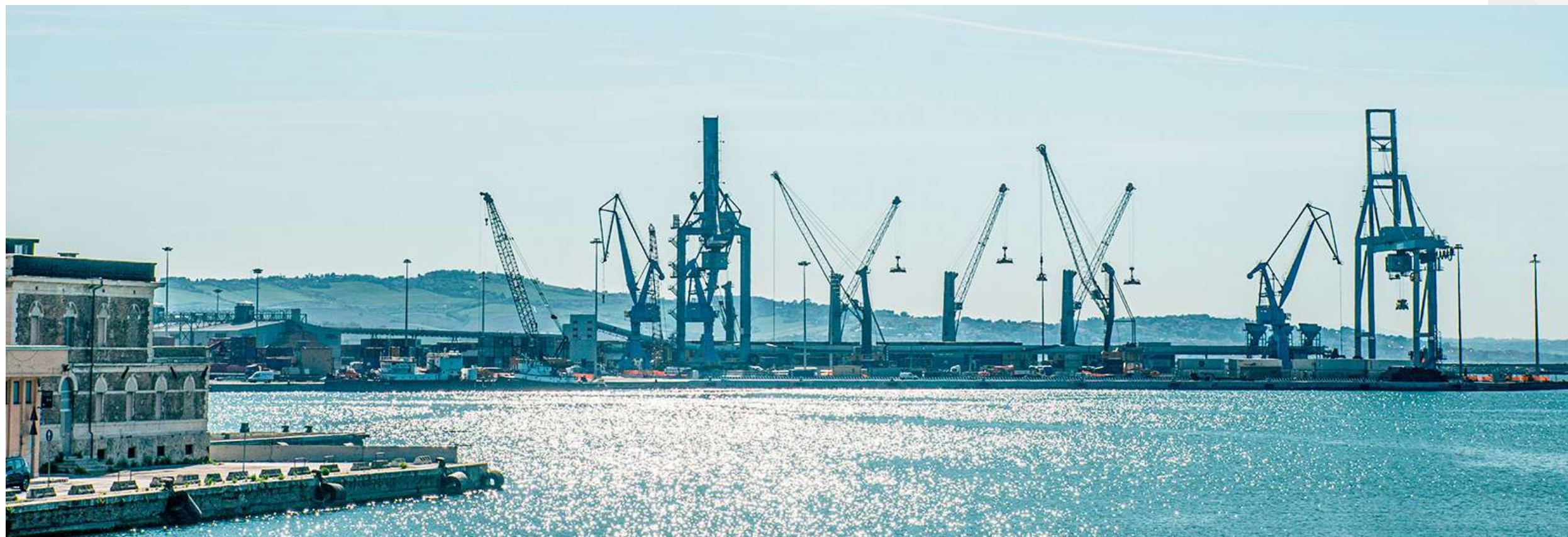
a bridge between land and sea

We support ship owners by providing all agency services, including liner services, safeguarding their interests by adopting the very best operational solutions. Over the years, thanks to the in-depth knowledge of our specialised and dynamic team, we have acquired a high degree of expertise in the field, assisting all types of tramp vessels, as well as passenger ferries, oil tankers, yachts and cruise ships.

## Yachting

Ancona, home to some of the most renowned companies in the shipbuilding and yacht construction sector, has nurtured development of expertise that enables us to communicate with ship owners, owner's representatives, project managers, legal and fiscal advisors, as required by a unique sector such as nautical tourism.



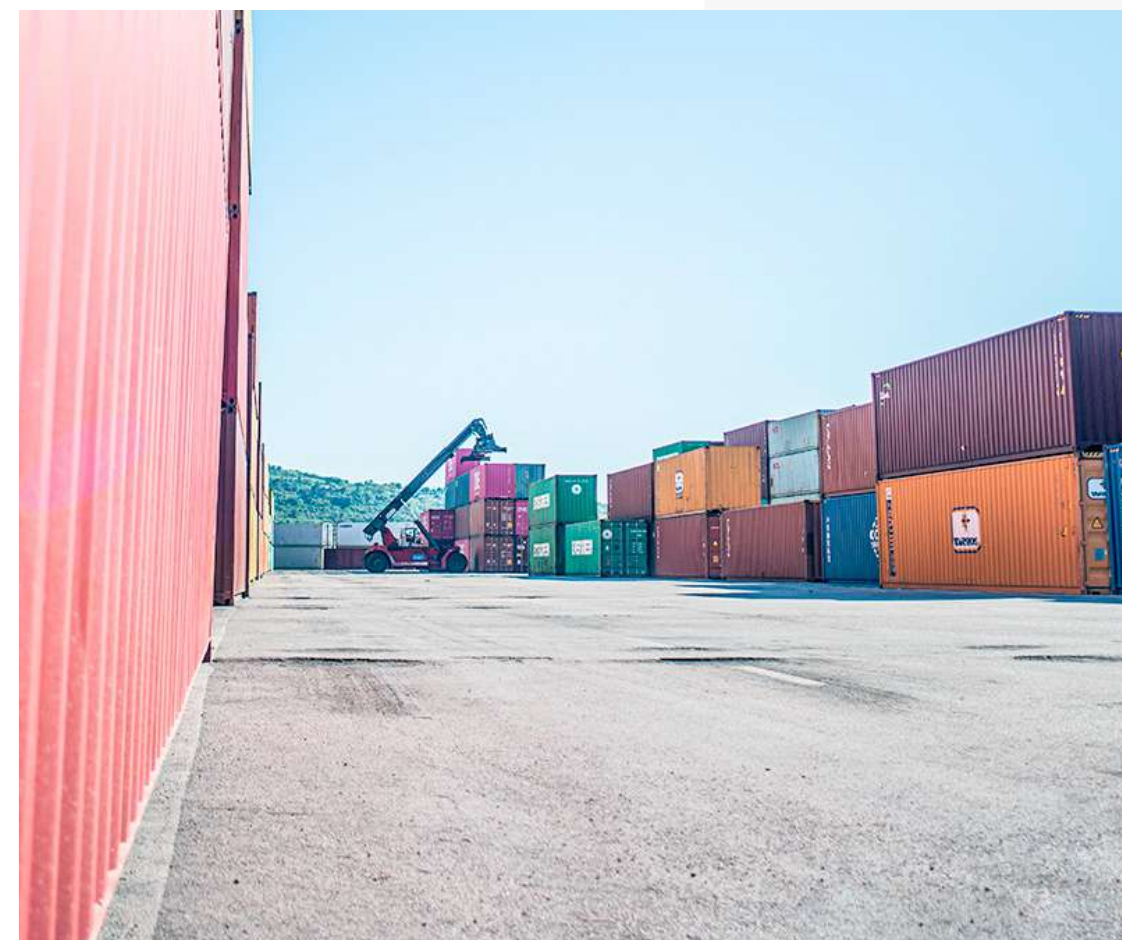


# CUSTOMS OFFICES

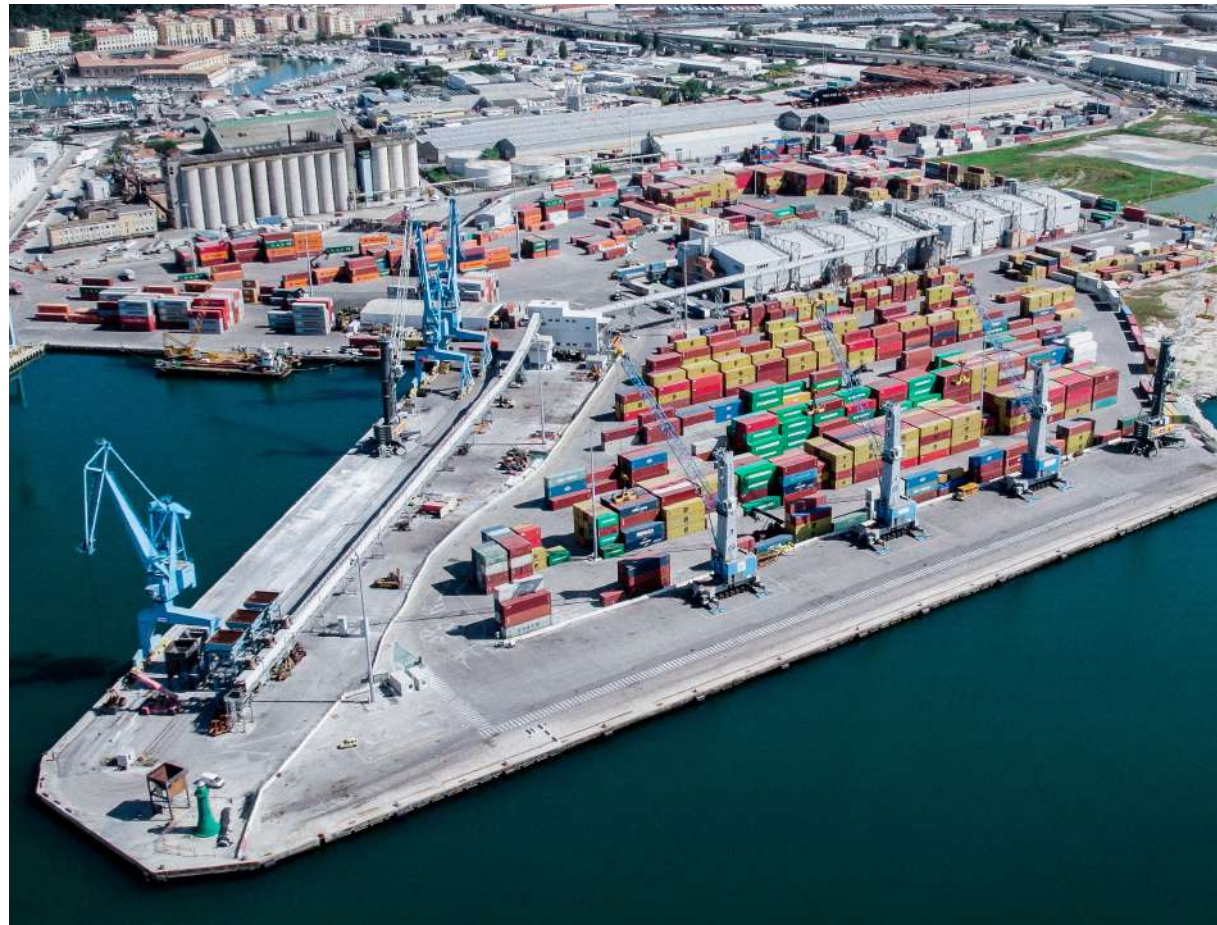
## comprehensive assistance and consultancy

Our Group prides itself on maximum efficiency in customs procedures. Passenger traffic assistance to ships in port, the completion of customs formalities related to shipbuilding, as well as import/export flows (customs clearance of bunkers, diesel, allocation of customs codes, etc.) are activities that we handle in a timely and punctual manner, with a proven track record of facilitating and rendering all office processes efficient:

- import/export documentation
- customer representation for all related inspection tasks
- Intrastat service and New Community Transit System (NCTS) declarations
- inbound and outbound declarations
- manifests in accordance with Cargo regulations
- consultancy on customs regulations, litigation, ministerial licences
- customs warehousing processing and clearance (inward and outward)
- assistance to passenger ships, container ships, freight in the hold, tankers
- use of VAT tax warehouses
- domestic and international transport by land, sea and air freight carriers.







# TERMINAL CONTAINER OPERATOR

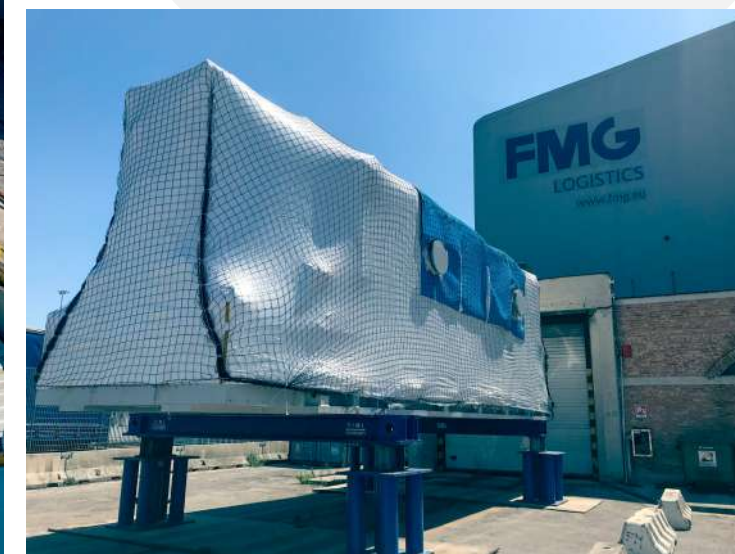
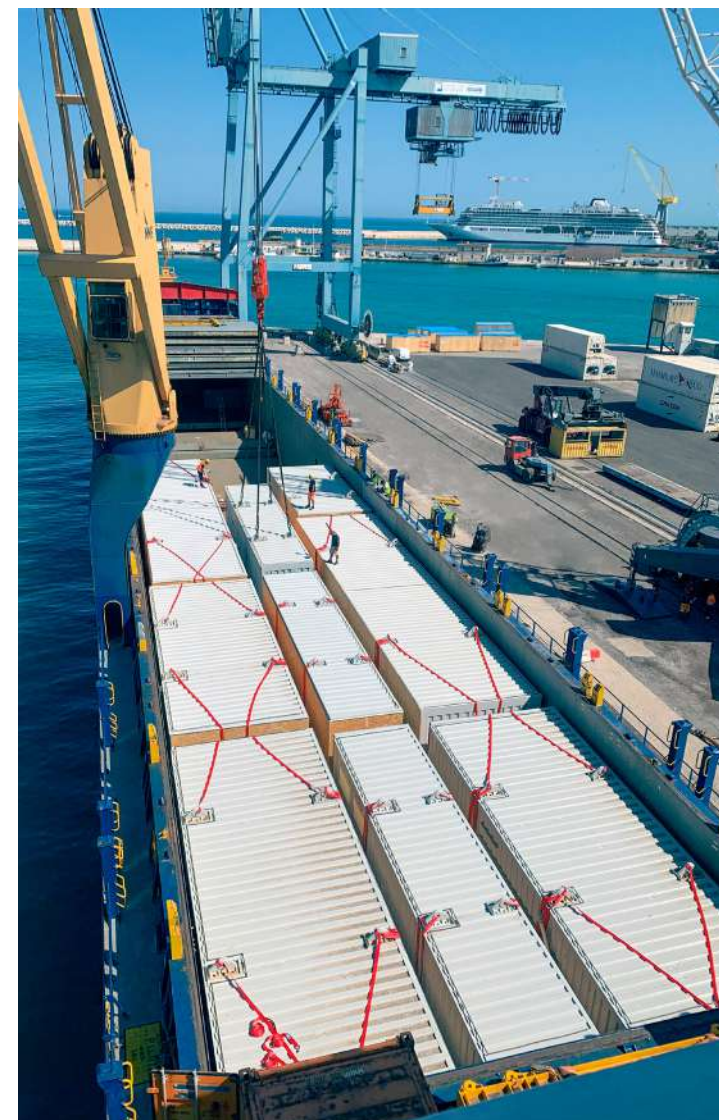
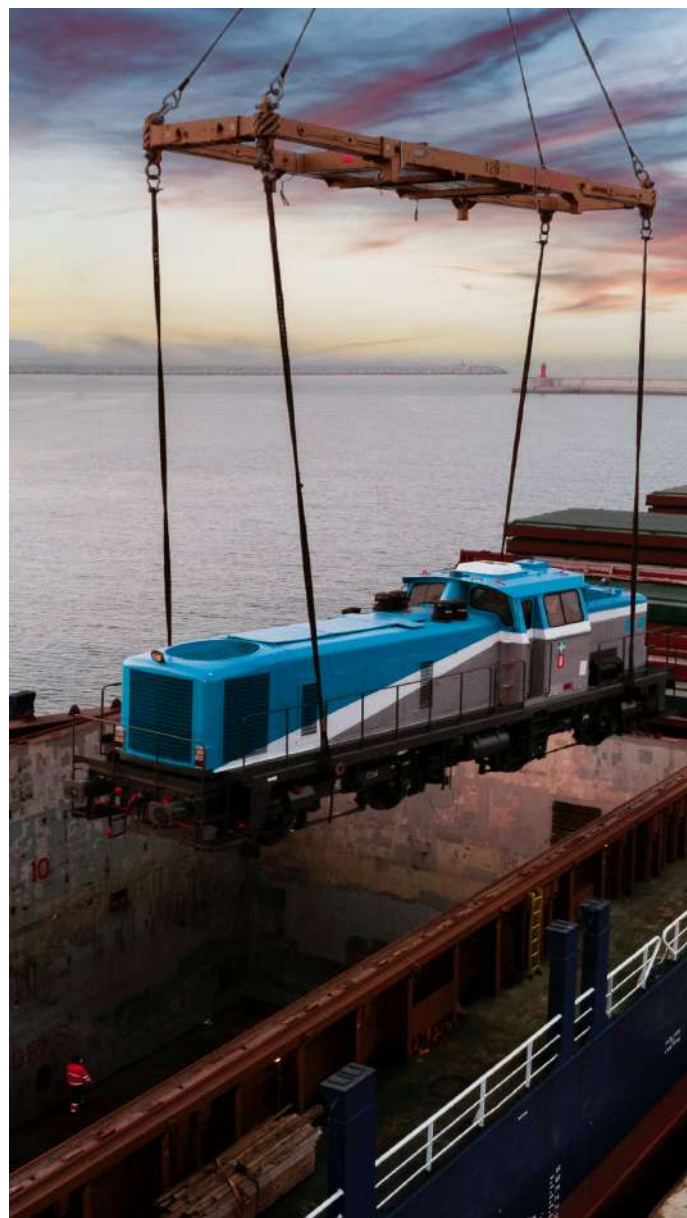
we look after both containers and contents

As one of the main operators in the port of Ancona, we are involved in handling a major part of the container traffic transiting through the port, by means of synergic operations between customs and warehouses, loading, unloading and cargo handling. With the support of highly qualified partners, we offer marine terminal and container depot in an area of 50,000 m<sup>2</sup>, equipped with:

- rail connections
- container depot for dangerous goods (regulated by SEVESO law)
- container repair area
- electrical plug-in stations for REEFER containers.

The service is complemented by maintenance and repair services for all types of containers.





# PORT OPERATOR

a commercial soul with superior performance

Our organisation has experienced personnel, specific know-how and appropriate equipment for domestic and international cargo handling operations.

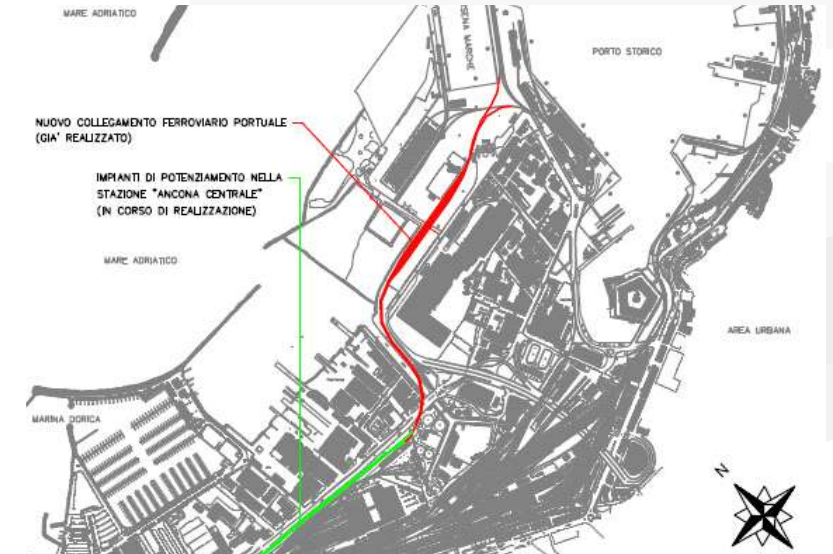
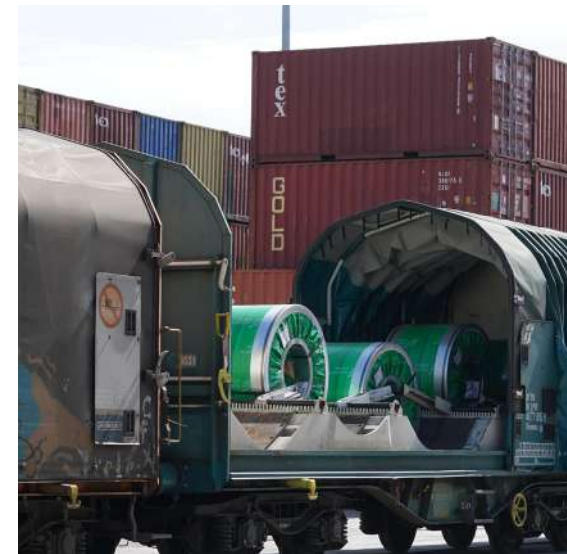
We act as a port company (ex Article 16 Law 84/94) and forwarding agents in Ancona and Vasto where we carry out storage, lashing/unlashing, loading and unloading both on board and at the quay of:

- various unitised and non-unitised goods
- containers
- mobile crates
- project cargo
- trailers/vehicles.

We have gained further specialisation in commercial activities performed for Ro-Ro ships for which, in addition to the management of disembarkation and embarkation, we have developed a logistics and storage service for vehicles and semi-trailers of all kinds.

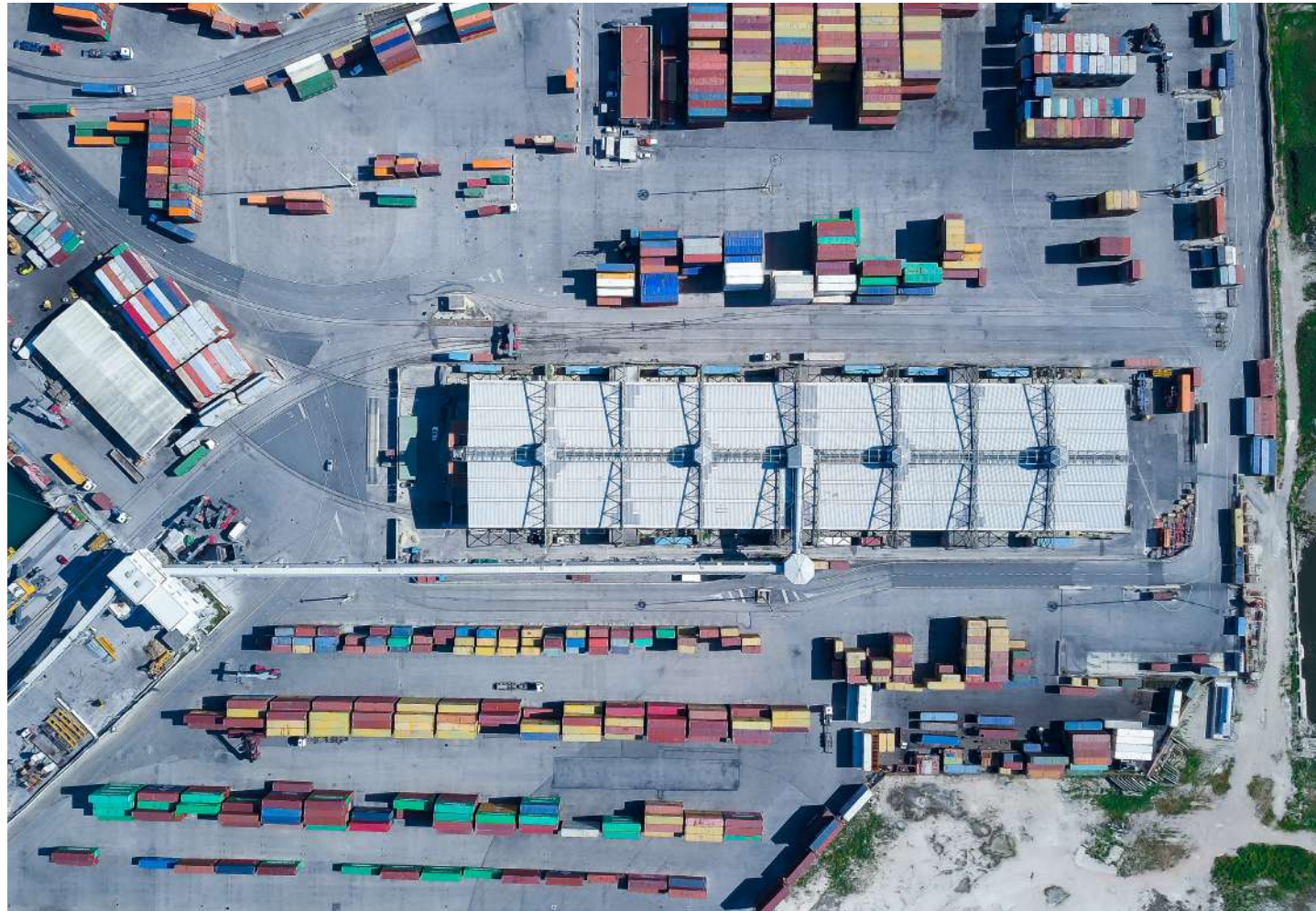
We offer state-of-the-art mobile cranes, reach-stackers, mechanical shovels, tug masters, mafi and forklift trucks from 3 to 32 tonnes, but it is above all the availability of covered warehouse areas, equipped and customs-cleared, that provide our customers with the added value they are looking for when choosing our services.





We are able to facilitate and recommend the most suitable multimodal transport formula to our customers. We handle road transport (with our own licence for third parties), rail and maritime transport for short, medium and long haul requirements. Our multimodal network can count on versatile vehicles and the punctuality of selected, reliable partners.





# FMG LOGISTICS

efficiency, scale and versatility

Covering an area of 17,000m<sup>2</sup>, 10,000 of which are covered and 7,000 uncovered, in the heart of the commercial port, the site allows for the storage of various unified and non-unified goods across a wide range of product categories. The four tracks running through the entire facility (one internal and three external) allow the use of combined road and rail transport solutions, creating the right conditions for the development of intermodal traffic.







FMG Logistics is authorised as a foreign customs warehouse and VAT tax warehouse, thus adapting to all the market's main business requirements. The warehouse has the prestigious AEO customs certification, which grants the privileges established by the regulations in force, thus guaranteeing customers maximum security for their goods, rapid inspections and qualified professional assistance in tax matters.

We also provide customers with lifting and transport means that allow a modern and efficient goods handling cycle.

The structure, located within the customs area guarded by the Guardia di Finanza, is equipped with fences around the entire perimeter and a 24/7 video surveillance system for monitoring and protecting the logistics flow.



- Our vehicles:
- 5 overhead cranes
  - 1 reach stacker for container handling
  - 7 tug masters + semi-trailers
  - 9 forklifts with capacities from 3 to 32 tons
  - 1 VGM weighbridge
  - 1 certified weighbridge up to 3 tons
  - automatic packaging equipment
  - 1 mechanical shovel





# THE “EAGLE” PROJECT

With the aim of better responding to the growing needs of the market, FMG has made a significant contribution to the relaunch of the economy in the Doric port, with the reclamation and redevelopment of an industrial site covering an area of approximately 50,000 m<sup>2</sup>, unused for more than 12 years. Eagle will effectively provide this space with a new purpose and will play a key role in the Doric terminal.

Firstly, thanks to an innovative scheme, an ultra-modern 20,000 m<sup>2</sup> logistics facility, which specialises in handling numerous types of merchandise and also capable of attracting new ones, designed to rationalise the flow of incoming and outgoing traffic in and out of the port and to make clean energy available for the port's needs that can also be used by the ferries that dock there on a regular basis.

With a view to integration with the city, our aim is to build an office structure in the upper part of the storage buildings, the sole remnants of industrial architecture of this kind in the port of Ancona today.

## Next Steps:

- Photovoltaic panels will be installed on the roofs of the war warehouses, with a capacity of approximately 1.8MW, which will enable energy production equivalent to the annual needs of around 750 families. The installed energy system will be able to meet the needs of the entire logistics facility and feed two thirds of its output back into the grid, output sufficient to satisfy the energy requirements of two ferries docked at the quayside;
- New warehouses and other building work will be carried out in compliance with the Environmental Criteria introduced by the recent Ministerial Decree No. 256 of 23.06.2022, based on principles and circular economy development models consistent with a bio-ecosustainable architectural approach.



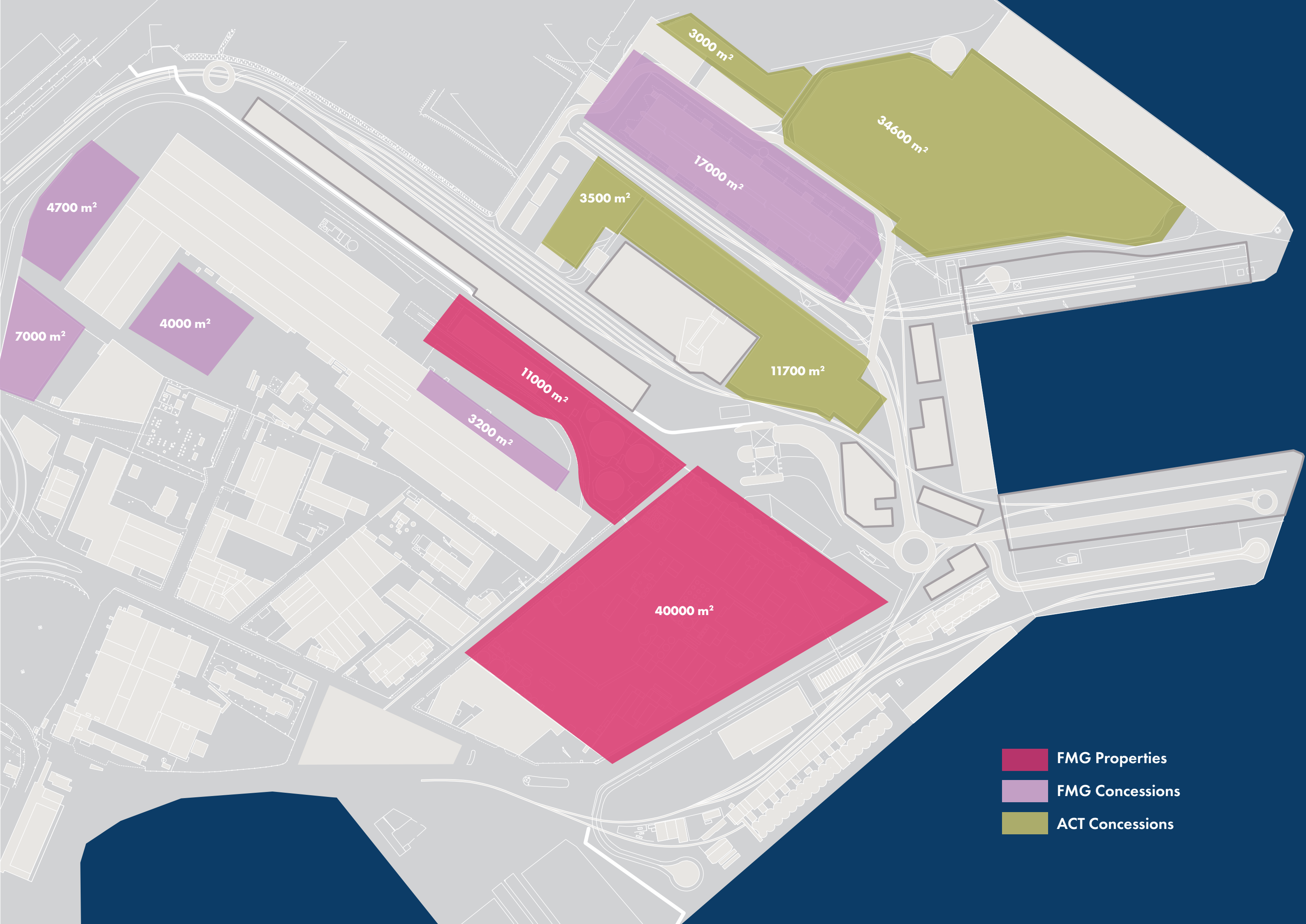


The concept of *Adaptive Reuse* is increasingly topical, an obligation to the community, since the reuse of disused buildings makes it possible both to reduce the impact on the environment generated by new building works, as well as preserving spaces that conjure up emotions and memories.

The Eagle project is essentially based on three fundamental pillars: the realisation of a port logistics infrastructure that is the result of reclamation and redevelopment, respect for the environment and consequently environmentally sustainable thanks to the use of photovoltaic energy.

Finally, the third major principle relates to the tremendous opportunity for the city, which will benefit from the new facilities, not only housing the FMG warehouse and offices, but also a gymnasium, recreational areas and event and exhibition spaces for the public for use on a regular basis.





- FMG Properties
- FMG Concessions
- ACT Concessions

4700 m<sup>2</sup>

7000 m<sup>2</sup>

4000 m<sup>2</sup>

3200 m<sup>2</sup>

11000 m<sup>2</sup>

40000 m<sup>2</sup>

3500 m<sup>2</sup>

17000 m<sup>2</sup>

3000 m<sup>2</sup>

11700 m<sup>2</sup>

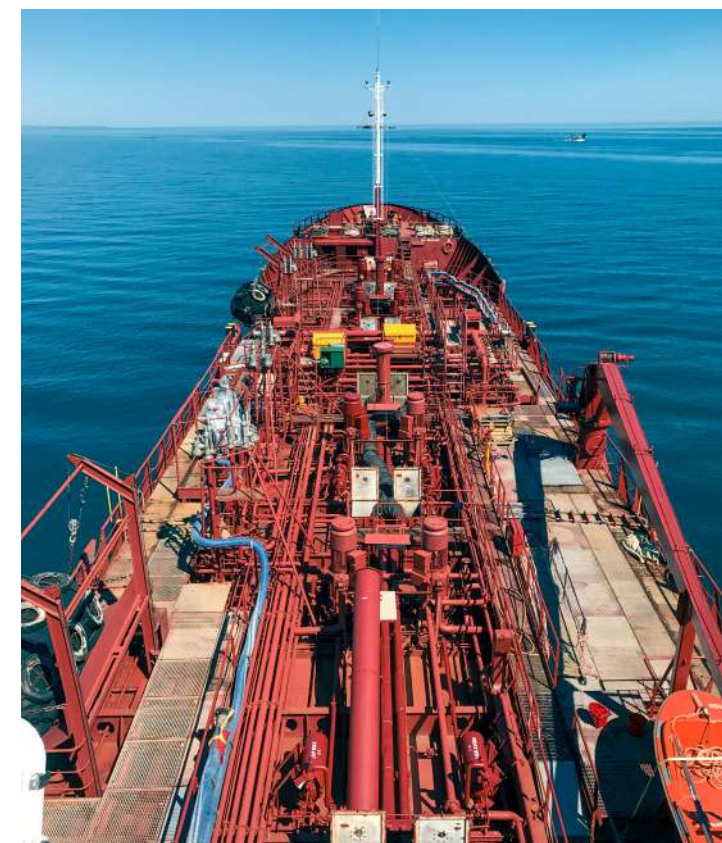
34600 m<sup>2</sup>



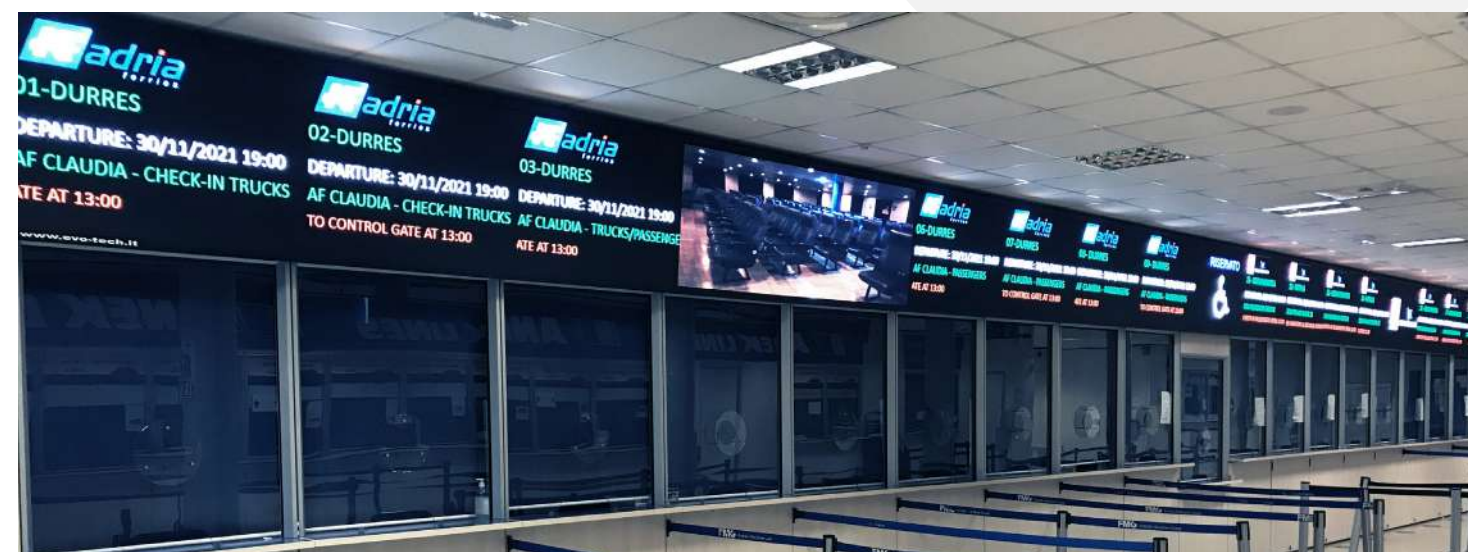
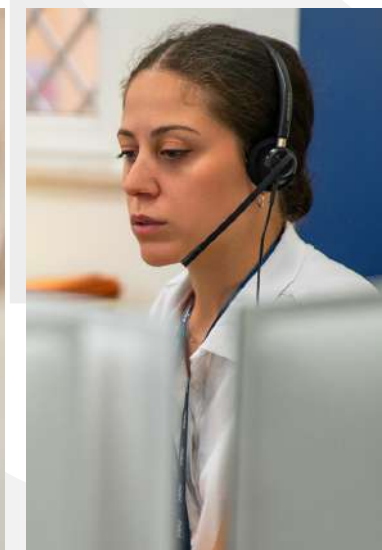
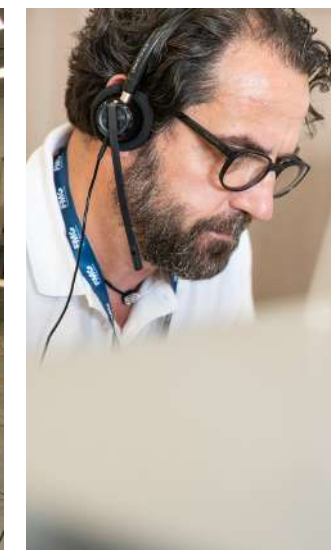
# LA "FALCONA"

## bunkering within reach of ships

The 'Falcona', a small 85m-long tanker with a loading capacity of 3,000 tonnes, is used to transport fuel from the Falconara Refinery to the Port of Ancona. This bunkering activity guarantees a reliable service to support passenger liners and cruise ships: refuelling is carried out with all the most advanced safety equipment and a specially trained crew, in order to offer the maximum guarantee of operations fully respecting the safety of people and the environment. It's a further confirmation of our commitment as an integral part and point of reference for the economic development of the Doric port, oriented towards continuous and growing international reputation.







# PASSENGER DIVISION

at our customers' side from  
booking to destination

The passenger division is one of the company's most important divisions: as General Agents for Italy of Adria Ferries and Grimaldi Minoan Lines, we directly manage around 2,300 annual arrivals and departures of passenger ferries and Ro/Ro ships, handling more than 500,000 passengers and 150,000 trucks with regular sailings to Albania and Greece.

The booking department operates in a spacious and welcoming office and is equipped with state-of-the-art and sophisticated management systems. It is comprised of a team of young, motivated staff with experience in the sector, able to confirm bookings in real time and interface with around 6,000 agencies in the country and abroad with whom we deal on a daily basis.

We can access the booking sites of our partners Adria Ferries, Minoan Lines and Grimaldi Lines and directly purchase online tickets to and from Albania, Greece, Spain, Tunisia, Sardinia and Sicily.





# ADRIA FERRIES

## Italy-Albania line

Our history and connections with Albania began years ago, as Agents of the then "Adriatica Compagnia di Navigazione" which was superseded by Adria Ferries in 2005, operating their own ships on the connections from Ancona and Bari to Durres.

From the very beginning we have supported the ambition, experience and incredible potential of this ship-owning initiative led by Adria Ferries, which with its modern fleet of Ro-pax vessels now boasts more than 4 million passengers transported with 900,000 vehicles and approximately 175,000 in the last three years alone, thus contributing to the development of the market as well as relations between Italy and Albania.

Over the years Adria Ferries has acquired and consolidated its position as market leader thanks also to our contribution as General Agent Italy and abroad: the partnership today can proudly claim an agency and sub-agency network distributed throughout Italy and Albania, as well as Central Europe.







**MINOAN AGENCIES**  
 NAVIGA IN BUONA COMPAGNIA

# MINOAN AGENCIES

experts in maritime connections

Through the company Minoan Agencies we operate as Agents in Italy for the shipping companies Grimaldi Lines and Minoan Lines, dealing with bookings and tickets, promotion and commercial operations, guaranteeing our clients a dedicated assistance service from the moment of booking, to the voyage by ship, all the way to their destination.







Albania - Gjipe Beach



Albania - Berat



Greece - Kefalonia



**IL MONDO IN MANO**  
TOUR OPERATOR BY MINOAN AGENCIES

# IL MONDO IN MANO

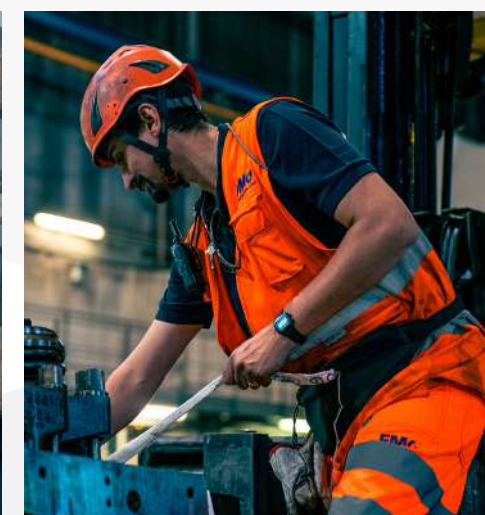
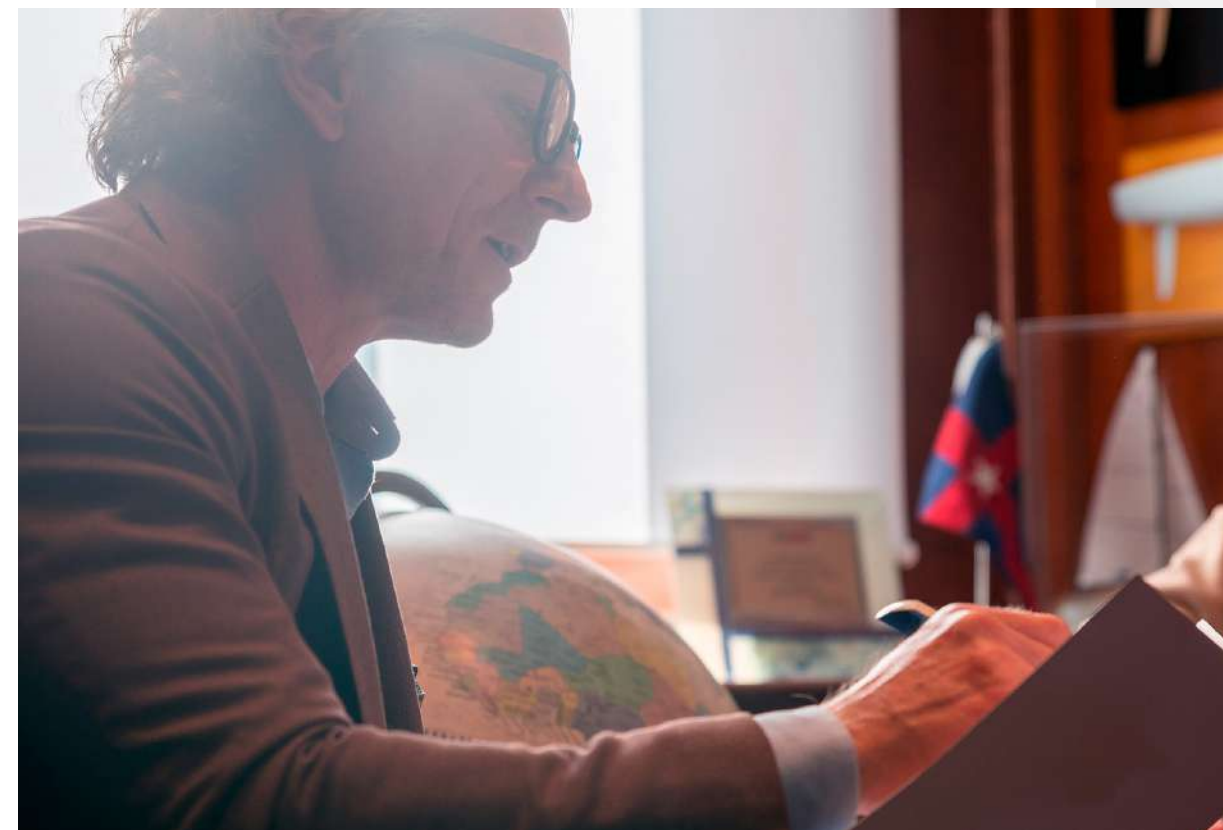
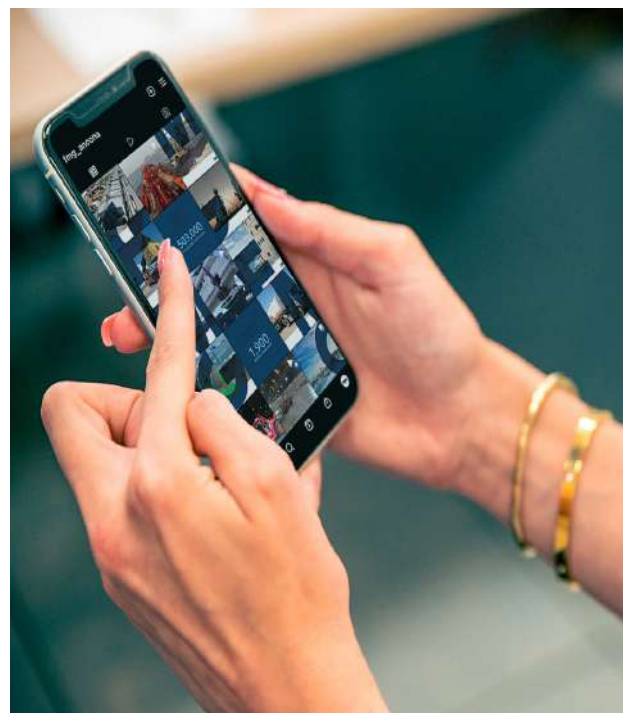
## Tour Operator for Greece and Albania

Our Tour Operator "Il Mondo in Mano by Minoan Agencies" is a market leader in the organisation of travel packages to the most beautiful destinations in Greece and Albania. We specialise in sea holidays, cultural tours, mini-cruises and event trips for young people. We have selected the best apartments, hotels and villas in the most beautiful destinations on the Ionian and Adriatic Seas to make every travel experience truly unforgettable.



Greece - Athens, Parthenon





# TECHNOLOGY AND INNOVATION

corporate culture goes digital

Today more than ever, technology plays a major role in business development and in supporting organisational transformation. The company's changes and dynamism are supported by an in-house IT team ready to respond to every need, equipping the entire organisation with state-of-the-art technological tools in the shortest time possible and with maximum efficiency. Our challenge: to combine technological innovation with a competitive organisational and management model in the years to come, with an overriding focus on security.

# MEDIA AND COMMUNICATION

the voice of the brand

Communication represents a strategic lever for creating, maintaining and strengthening trust between the company and its stakeholders. The Media & Communication division works every day to devise online and offline communication strategies capable of promoting the Group's core values, fostering the flow of information inside and outside the company.

# OUR PEOPLE

our strength

At FMG we believe in and invest in the skills of our human resources, because we consider the professional growth of each individual employee to be a driving force for the development of the entire company organisation. We promote and support the training of all our employees, never losing sight of gender equality and equal opportunities. We work to attract, motivate and retain the talent that our country offers, and in return we create real opportunities for growth. Joining FMG means being part of a team where relationships are not based on hierarchy, but on trust, where dialogue between people takes place under the banner of respect, esteem and transparency.





# COMPLIANCE

## Code of ethics and Model 231

As a function of the company's constant growth and to prepare ourselves to face the challenges of the future, we decided to adopt two tools to guide the Group in the management of ethical principles and transparency, through the introduction of the Code of Ethics and the Organisation, Management and Control Model pursuant to Legislative Decree 231/01.

Through the Code of Ethics, we have made explicit those values that must guide the conduct of every employee, consultant and external collaborator in the carrying out of their work, such as moral integrity, personal honesty and fairness in internal and external relations, as well as the rejection of any conduct that, although aimed at achieving a result, presents aspects that are not compatible with the law and the rules of conduct in force within the Company.

The decision to adopt an Organisation, Management and Control Model, on the other hand, responds to the need to ensure conditions of propriety and transparency in the conduct of business and corporate affairs, to protect its position and image, the expectations of its shareholders and the work of its employees.

# CERTIFICATION

The growing need for safety and the desire to meet international targets in the areas of occupational health and safety have motivated our choice of obtaining **UNI ISO 45001** certification.

Our commitment has always been to safeguard the health of our employees, by adopting preventive, effective and sustainable measures.

Over the course of many years of experience gained as a land service provider to the shipping industry, combined with the continuous development of the ship-owning sector, we have developed the knowledge that the evolution of the market in question requires an appropriate response in terms of qualitative optimisation of business processes. For this reason we have chosen to employ processes according to **ISO 9001:2015** certification standards, which allow us to operate in the market with a significant competitive advantage over our competition.

Our awareness of the significance of the environment led us to successfully conclude the **ISO 14001:2015** certification process, which demonstrates our responsibility in terms of sustainability in order to guarantee the analysis and control of direct and indirect environmental aspects and the related impacts of the services we provide.



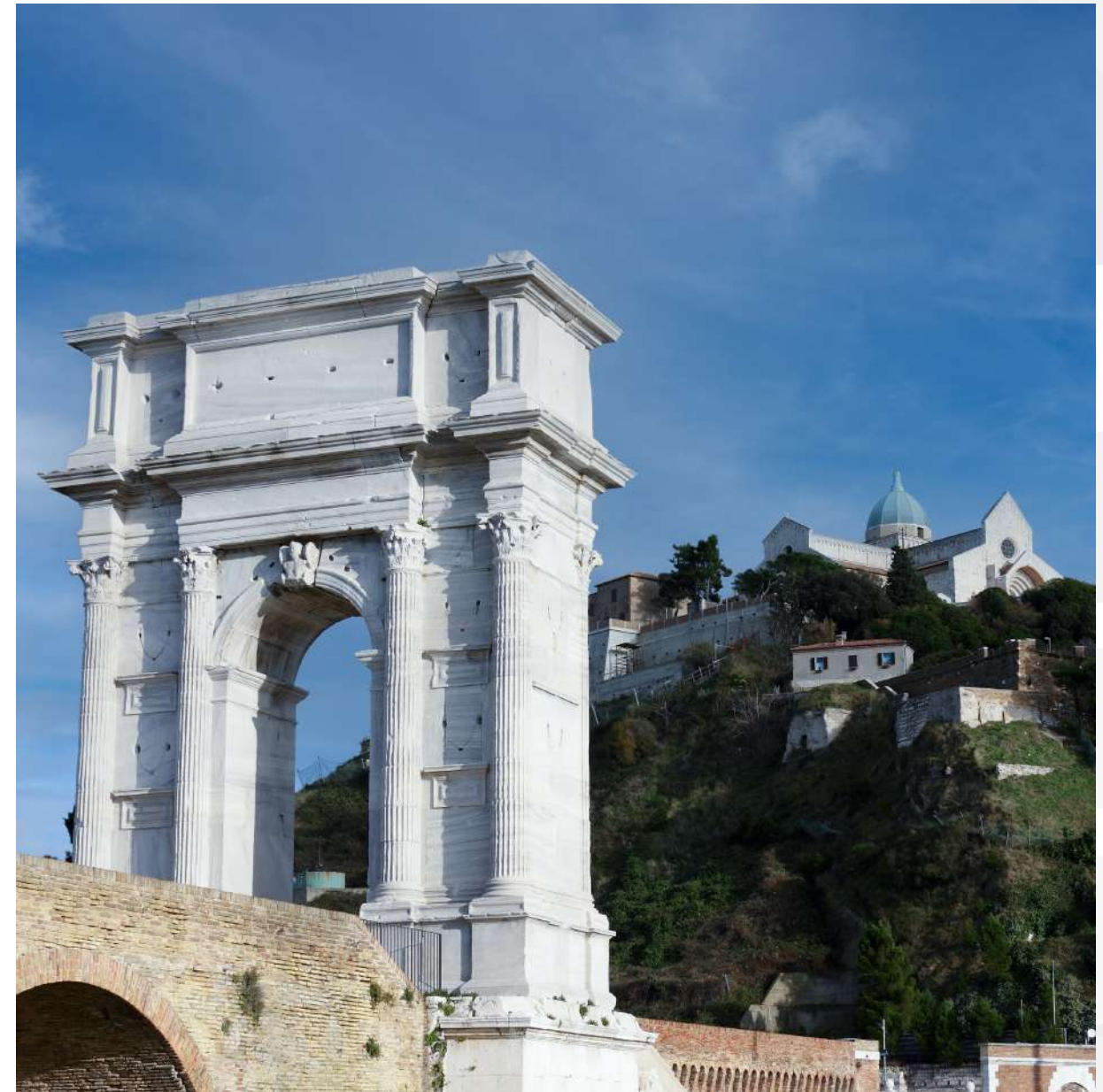




# OF BLUE BLOOD, BUT WITH A GREEN SOUL

always on the side of the sea

Respect for the environment is fundamental to who we are and what we do; it is a major commitment we willingly shoulder in order to build a more efficient and sustainable world. The sea is not just our habitat, but a life mission. Our business is travelling in a sustainable direction and every investment represents an opportunity to contribute to the preservation of the planet.



# CORPORATE SOCIAL RESPONSIBILITY

between commitment and ethical

We have always supported numerous social and philanthropic activities, actively dedicating ourselves to supporting the local community and beyond. Being an active part of local initiatives represents an important opportunity for us to build shared values with and for our citizens. We are inspired not only by the principles of professional responsibility, but also those guiding behaviour in the field of solidarity. We sponsor cultural and sports projects and believe in a broad interpretation of business ethics, with the aim of creating a positive impact on the community in which our customers, partners and employees live.





# WHAT DO OUR PEOPLE SAY ABOUT US?

We asked our people, "What does it mean to you, in a word, to work at FMG?"  
Here is what they replied:

LUCK  
COMPETITION  
**RESPECT**  
PRIDE  
AMBITION  
COMMITMENT  
PASSION  
STIMULATION  
**ADVENTURE**  
SATISFACTION  
EXPERIENCE  
ENTHUSIASM  
RESPONSIBILITY  
FAMILY  
SERIOUSNESS  
**DEVELOPMENT**  
EVOLUTION  
BELONGING  
SECURITY  
POSITIVITY







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