

Analysis of trade and synergies in the economic context of Central Italy regions

Focus on the Port Network Authority of Central Adriatic Sea

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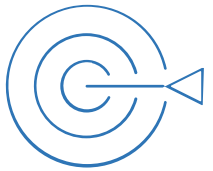
Autorità di Sistema Portuale
del Mare Adriatico Centrale

Porti di Ancona, Pesaro, Falconara M.ma, S. Benedetto D.T., Pescara, Ortona, Vasto

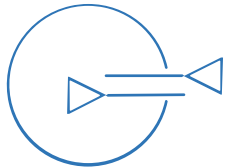
Munich, June 4th 2025

The structure of the study

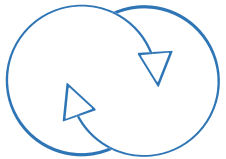
Goals



Port competitiveness



Catchment area and traffic.
Focus on the Motorways of the Sea



Logistics and industrial synergies
between territory and ports

The study

1

Import – Export and main routes

2

Ports traffic

3

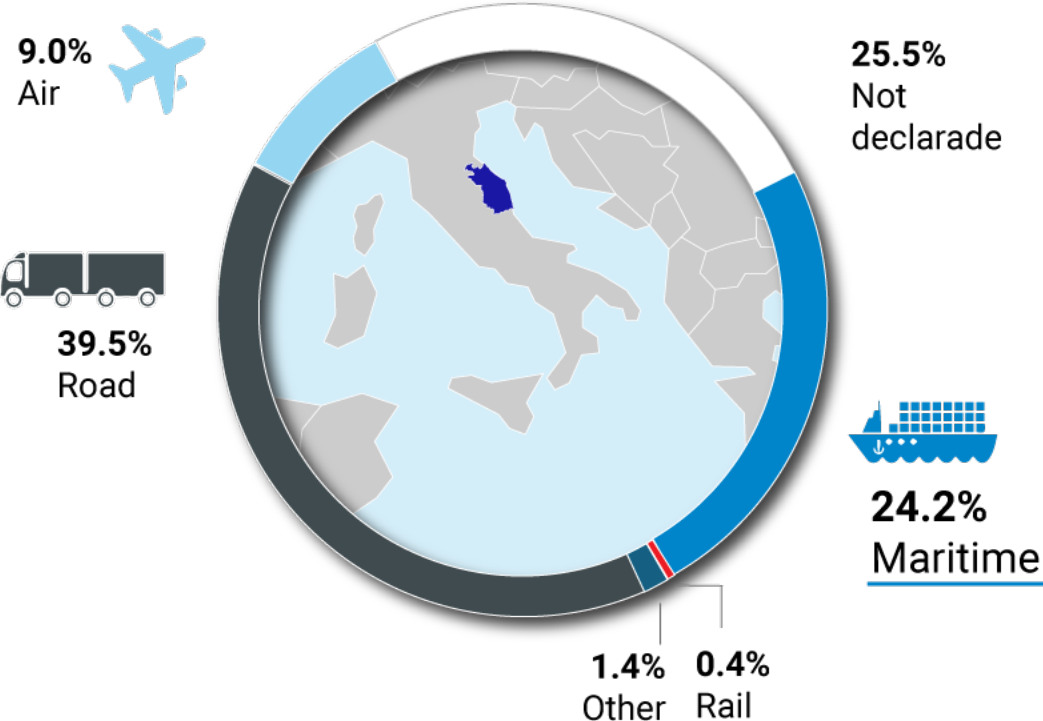
Survey on 300 manufacturing companies

4

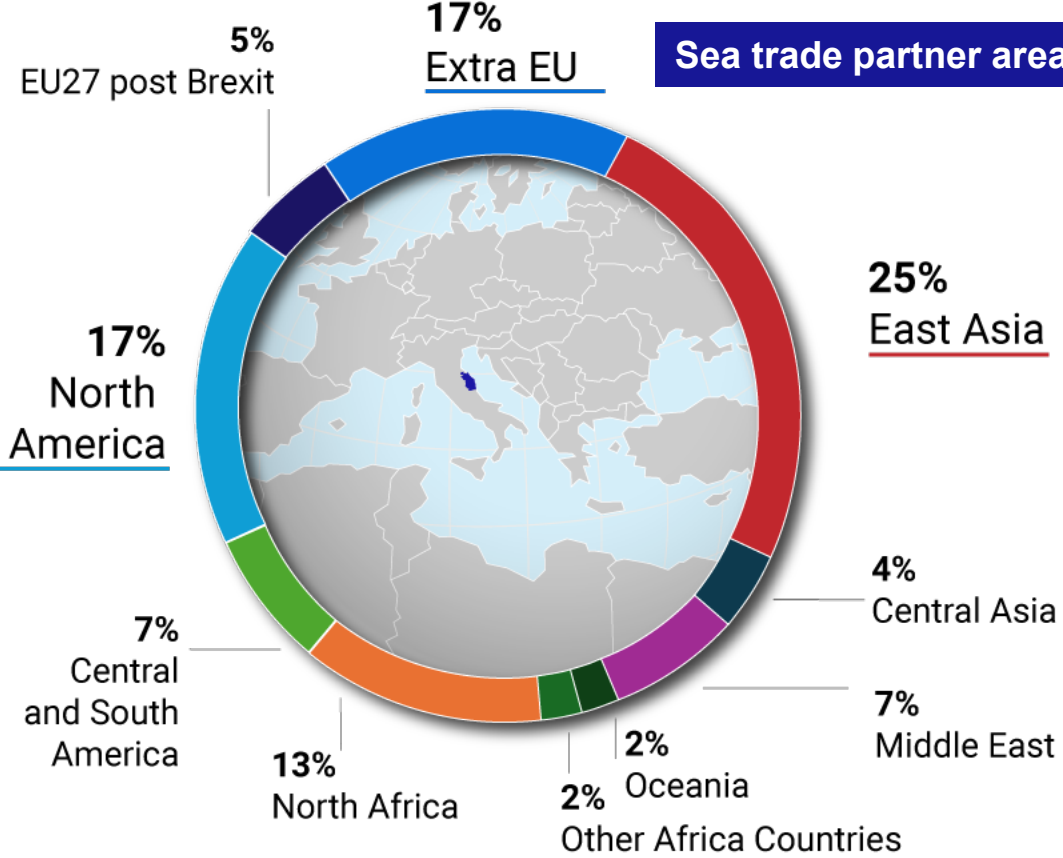
Ro-Ro and road traffic analysis

Marche. Import – Export analysis: the role of maritime transport and the trade partner areas

Import – Export | transport modes



Sea trade partner areas



The **seaborn trade** is worth **EUR 5.1 billion** and accounts for some 24% of total trade (import+export).

Seaborne foreign trade (in value) is **concentrated in relations with East Asia.**

Opportunities from infrastructure projects and synergies with the Tyrrhenian ports

Some key infrastructural investments

-  Railway Route Orte-Falconara
-  Railway Route Roma-Pescara
-  Highway E78 Grosseto-Fano
-  Doubling of SS 16



A survey on 300 manufacturing companies

Company profile

- Limited companies
- Import - Export
- By sea
- Container
- Ro-Ro

Reference Area: 6 provinces of Central and Southern Italy (Ancona, Pesaro, Macerata, Ascoli Piceno, Teramo and Chieti).

The aim of the survey

Assessing production, trade, modal and business interconnections through operators' perceptions.

Main results

IMPORT_EXPORT

The companies are predominantly exporters:

87% choose sea for containerised transport mainly for export.

LOGISTICS MANAGEMENT

The logistics function is predominantly internalised: **62%** answered that they manage their logistics operations in-house, mainly using trucks.

Companies that outsources the logistics function: **63%** mandate the freight forwarder.

With regard to infrastructure equipment, **85%** of the companies are equipped with **warehouses**

The use of digital platforms in logistics operations is still limited: only **35%** of the surveyed companies.

LOGISTICS INTEGRATION

There is no recourse to intermodality: the companies use road. Mostly for cost reasons

The Port of Ancona through operators' perception

Container



Reference Port
for IMPORT: **50%** of operators



Reference Port
for EXPORT: **25%** of operators



Ro-Ro



Reference Port
for IMPORT: **over 50%** of operators



Reference Port
for EXPORT: **23%** of operators



WHY ANCONA?

USERS COMPANIES

1

**Fast and regular
land transport
services (38%)**

2

**Cutting edge IT
System (37%)**

3

**Fast Customs
services (35%)**

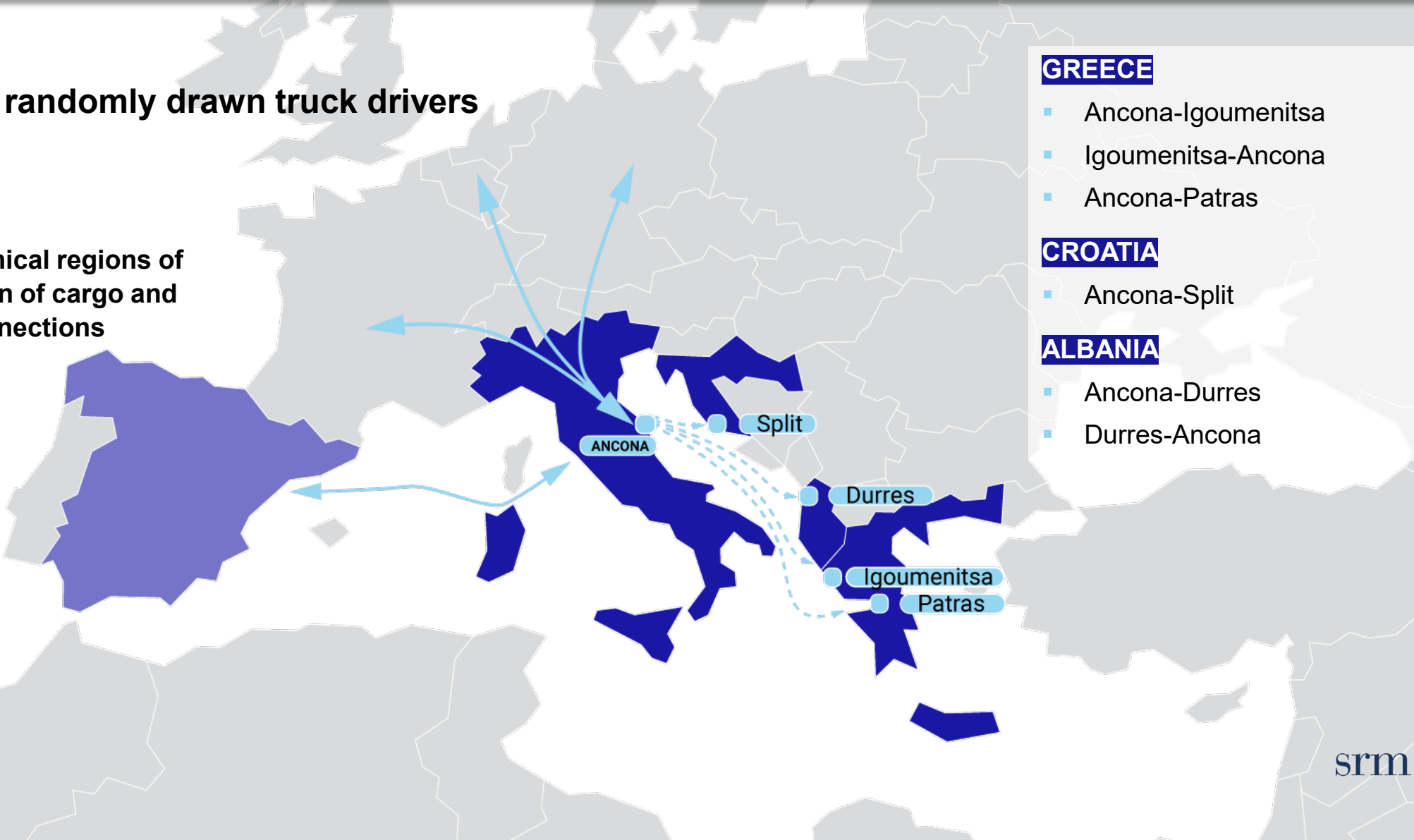


Survey on Origin/Destination of transit goods through the Port of Ancona

Sample of 4,416 randomly drawn truck drivers

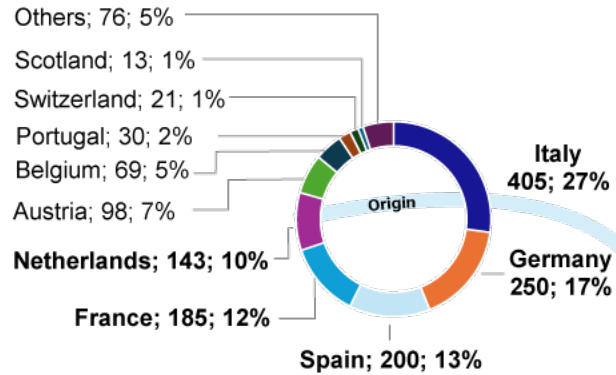
Goals

Identify the geographical regions of origin and destination of cargo and the frequency of connections



The Ancona-Igoumenitsa and Igoumenitsa-Ancona routes

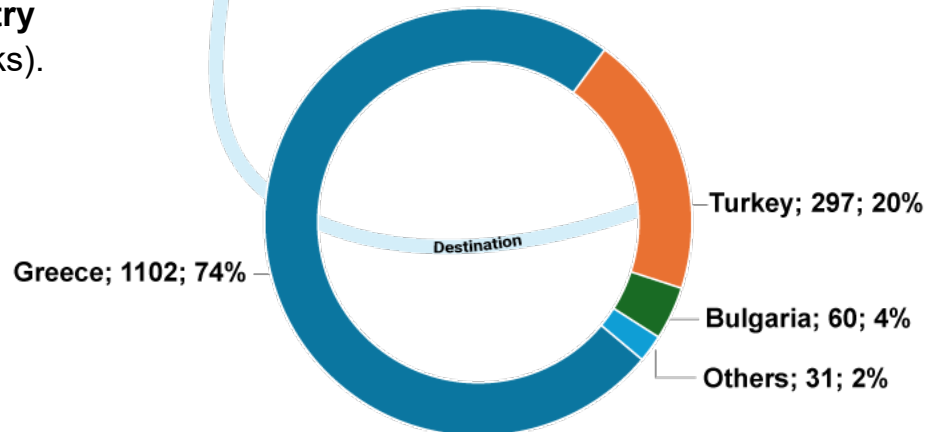
ANCONA → IGOUMENITSA



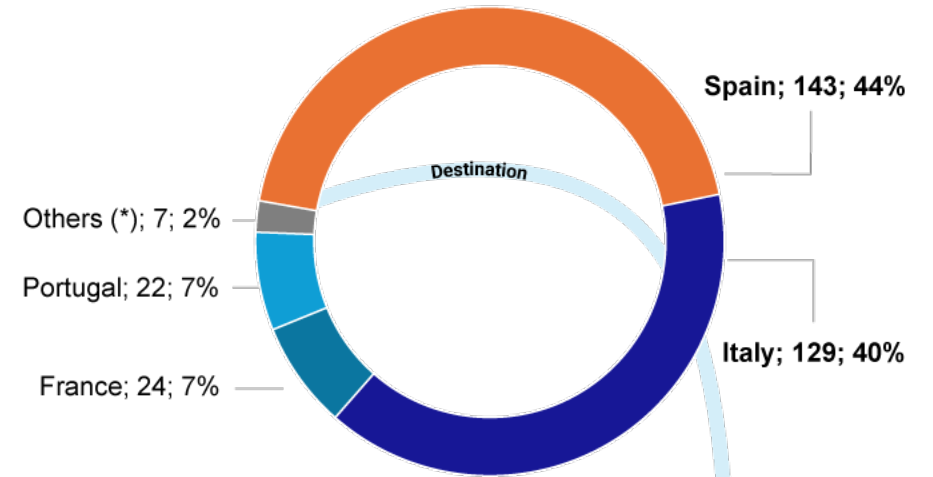
79% from Italy, Germany, Spain, France and Netherlands.

Italy is the first country of origin (27% of trucks).

Greece first destination. Then Turkey.



IGOUMENITSA → ANCONA



Origin: Turkey.

Destination: Spain is the first country (44%); Italy is the second destination (40%).

Some final remarks

The Central Adriatic Port system

Strategic for the Ro Ro

Strategic for the routes connecting with the Balkans and the Eastern Mediterranean

At the core of a development process thanks to ongoing infrastructure projects

Growth opportunities thanks to synergies with the Tyrrhenian ports

Key player in the challenges to become increasingly sustainable and digital



Thank you for your attention

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