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20 August 2019 : Date / التاريخ
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Alexandria , 20 August 2019

Egyptian Italian Dialogue on Maritime Economy Second edition 2019

Based on the both Documents received from your esteemed side dated 17th of April 2019 & 29th of July 2019 and the result of discussions held between H.E Ambassador Cantini & H.E Admiral Ayman saleh on 21st of July 2019 ,

The Egyptian side concluded an internal meeting with all relevant stakeholders on 18th of August and a strong will of cooperation was shown during the meeting as the Italian proposals were intensively discussed.

The Egyptian side will organize field visits for Italian delegation for the following sites (Suez canal Economic Zone , Alexandria port Authority , Damietta Port Authority, in the field of shipyards (proposed sites :Suez canal affiliated shipyard: Port said Ship yard , Naval forces affiliated shipyard: Alexandria Ship yard) .

As Agreed (6) workshops to discuss mutual fields of interest and training shall be cross cutting point of discussion as Follow :

- Workshop (1) Ports & Shipping
- Workshop (2) Networking (Port Facilities / Custom Cooperation/ Road Transport /Dry Ports)
- Workshop (3) Cooperation in the field of gas treatment in ports / Green Ports
- Workshop (4) Infrastructural/intermodal projects
- Workshop (5) Maritime Tourism
- Workshop (6) Ship Building

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Workshop (1) Ports & Shipping

Points of Discussion

Italian Side	Egyptian Side Points of Discussion during the workshop
<p>1. Enhancing Ro-Ro lines:</p> <p>a) <u>Enhancing existing lines</u>: A stronger cooperation between National Custom Authorities would permit to reach an operating model able to extend pre-clearing procedures already existing in Italy in the EU framework.</p> <p>b) <u>New Ro-Ro lines</u> between Italian and Egyptian Ports: A few Italian Ports are discussing with Egyptian Ports of Alexandria and Damietta the signing of MoU.</p> <p>c) Venice Port Authority is now willing to promote the establishment of new regular ro-ro services with Egyptian ports.</p>	<p>1- Enhancing Ro-Ro lines:</p> <p>a) Egyptian Custom Authority is willing to enhance the cooperation with the Italian authority and further discuss the e-linkage between both authorities.</p> <p>b) Egyptian Ports of Alexandria and Damietta are willing & ready for practical discussions in this regard.</p> <p>c) The Egyptian ports (Damietta/Alexandria) are willing to promote the establishment of new regular ro-ro services with Venice Port Authority & to carry out further discussions regarding the suggested routes.</p>
<p>2- Cooperation in cargo lines (perishable goods)/"green corridor":</p> <p>a. Italian companies and Port authorities are interested in starting discussions on reactivating a "green corridor" for <u>fruits and vegetables and perishable goods</u> between Italy and Egypt</p> <p>b. <u>Project cargo</u>: Italian ports are leaders in this sector of activity (Trieste, Venice, Ravenna, Genoa) As to perishable products, Italian Port Authorities can provide flexible structures, fast control procedures and logistics services to maintain the cold chain of perishable goods exported from Egypt to Italy.</p>	<p>2- Cooperation in cargo lines (perishable goods)/"green corridor":</p> <p>a. Relevant stakeholders will be present to discuss practical means for reactivating "green corridor" .. (Main stakeholders: Agriculture Export Council (Egyptian Agriculture Exporters) , Export Development Authority – Ministry of Trade & industry, International Freight forwarders association , Egyptian Ports(Alexandria ,Damietta), shipping Chambers , customs ...)</p> <p>b. Egyptian Side is willing to cooperate in this regard and go for further discussions through Ports working group</p>

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Egyptian Participation Workshop (1)

Maritime Transport Sector
Damietta Port Authority
Alexandria Port authority
Agriculture Export Council
Egyptian Customs Authority
Export Development Authority – Ministry of Trade & industry
International Freight forwarders association
Shipping Chambers
The General Association for Egyptian commercial chambers

Expected level of attendance chairman / vice chairman of ports +2
2 high level representative +1 from each entity.

Workshop (2) Networking (Port Facilities / Custom Cooperation/ Road Transport /Dry Ports)

Italian Side	Egyptian Side Points of Discussion during the workshop
<p><u>1-Customs</u></p> <p>a) It would be useful to explore the possibility of further enhancing the cooperation between National Custom Authorities.</p> <p>b) Technical training in the field of <u>custom, phytosanitary and standard rules</u> (within the EU framework), in order to facilitate the adoption and implementation of pre-clearing of goods.</p>	<p><u>1-Customs</u></p> <p>a) The Egyptian side is willing to discuss further cooperation and welcoming the linkage between both authorities</p> <p>b) Accepted point and willing to discuss further details (programs, number of trainees, duration, location...etc..)</p>

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<p>2- Road Transport</p> <p>A bilateral G2G Agreement for road transport would help to enhance traffic in Italy and namely support to the application of the Agreement of the International Carriage of Perishable Foodstuffs and on the Special Equipment to be used for such Carriage-ATP.</p>	<p>2- Road Transport</p> <p>a. Agreed / willing to discuss draft Agreement / MoU</p> <p>b. Egyptian side suggest Italian Training in the field of ATP standers & regulations as well as carriage of dangerous goods .</p>
<p>3- Dry ports</p>	<p>3- Dry Ports</p> <p>a) The Egyptian side is willing to cooperate in the field of dry port and offering discussion regarding partnership in Saloum – near Libya - dry port and logistic area (Management & operation of Saloum dry port PPP)</p> <p>b) The Egyptian side shall present a full presentation for the Dry ports projects in Egypt during the workshop</p>
<p>4- Ports</p> <p>Promoting <u>Electronic integration linkage between Egyptian and Italian Ports</u>: priority should be given to exploring and developing possible interconnections between Port Community Systems</p>	<p>4- Ports</p> <p>Agreed Further Discussions required</p>

Egyptian Participation Workshop (2)

General Authority for Bridges & road Transport
General Authority for Dry and inland ports
Port Authorities
Egyptian Customs Authority

Expected level of attendance :2 high level representative +1 from each entity

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Workshop (3) Cooperation in the field of gas treatment in ports / Green Ports

Italian Side	Egyptian Side Points of Discussion during the workshop
<p><u>1-LNG Terminals</u></p> <p>a) Italy and Egypt could coordinate their positions within <u>roundtables/working groups</u> in the MED area, in order to play jointly a pivotal role in the development of LNG and related onshore and offshore terminals and platforms as an alternative fuel for shipping, also with the view of a progressive reduction of air pollution in port areas.</p> <p>b) As to the LNG sector, the Port of Venice will be the Adriatic hub for supplying and distribution of LNG with a brand new dedicated terminal to be set up in the next future (with a capacity of 32,000 m3).</p>	<p><u>1-LNG Terminals</u></p> <p>a) The Egyptian side is interested to discuss further cooperation.</p> <p>b) Damietta port is willing to cooperate in joint project regarding the Establishment of Vessel LNG supply terminal in Damietta port.</p> <p>c) Damietta port is willing to discuss further cooperation with Venice port.</p>
<p><u>2- Green ports</u></p>	<p><u>2- Green ports</u></p> <p>Exploring Italian Experience in the field of green ports & the environmental requirements for LNG terminals & platforms.</p>

Egyptian Participation Workshop (3)

Damietta port authority
Alexandria university Faculty of entering – maritime engineering
Naval Forces
Ministry of petroleum

Expected level of attendance :2 /1 high level representative +1 from each entity.

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Workshop (4) Infrastructural/intermodal projects

Italian Side	Egyptian Side Points of Discussion during the workshop
<p><u>infrastructural/intermodal projects</u></p> <p>a) Exploring potential cooperation on main infrastructural/intermodal projects: the Italian companies could visit the Suez Channel Free Zone Areas and explore with Egyptian counterparts how to cooperate on designing, building and managing maritime infrastructures.</p> <p>b) the Italian companies are interested in receiving an <u>updated list of projects</u> to discuss with Egyptian counterparts, with <u>potential co-financing from the Asian Infrastructure Investment Bank</u> and/or with Cassa Depositi e Prestiti</p>	<p><u>infrastructural/intermodal projects</u></p> <p>a) The Egyptian shall provide an updated list of projects as soon as possible</p> <p>b) The general authority of Suez canal Economic zone shall provide presentation of main projects .</p> <p>c) Field visit will be organized to The general authority of Suez canal Economic zone .</p> <p>d) Egyptian side is willing to promote cooperation and joint partnership in infrastructure projects in safaga port – Red sea ports in the scope of BRI initiative</p>

Egyptian Participation Workshop (4)

The general authority of Suez canal Economic zone
Holding company for maritime & inland Transport
Port Authorities – Red Sea Port – Damietta - Alexandria

Expected level of attendance :2 /1 high level representative +1 from each entity

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Workshop (5) Maritime Tourism

Italian Side	Egyptian Side Points of Discussion during the workshop
<p>the Italian shipping companies are available to discuss with the Egyptian side <u>data analysis and fiscal incentives in Suez canal, Red Sea harbors, and Alexandria Port cruise Terminal</u>, while Italian cruise operators could consider the possibility to cooperate with the Egyptian Authorities in designing and implementing a plan for a favorable attractive environment for cruise lines and services in the Egyptian ports.</p>	<p>Egyptian Side is very interested to discuss the proposed points from the Italian side based on data sent to the Italian side stated in the document dated 7/7/2019.</p>

Egyptian Participation Workshop (5)

Maritime Transport Sector
Alexandria port
Red Sea Ports
Port Said Port
Main Cruise private Sector in Egypt 2-3 companies

Expected level of attendance :2 /1 high level representative +1 from each entity

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Workshop (6) Ship Building

Italian Side	Egyptian Side Points of Discussion during the workshop
R.I.N.A is available for further discussion in the field of classification of ships	<ul style="list-style-type: none">a) Discussing with R.I.N.A Assisting Egypt in establishing a first class for Egyptb) cooperation in the field of construction /repair/maintenance of LNG vesselsc) Discuss Partnership between Egyptian and Italian shipyardsd) The Egyptian Side (Suez canal & affiliated Shipyards) will perform a presentation on the Egyptian shipyards potentialse) The Egyptian side wants further discussion in the field of vessels' dissemination <p><i>The Egyptian side is willing to receive a specialized delegation in the field of shipyards (proposed sites : Port said Ship yard ,Alexandria Ship yard)</i></p>

Egyptian Participation Workshop (6)

Naval Forces
Alexandria maintenance & ship Building yard
Port Said maintenance & ship Building yard
The general authority of Suez canal
The General authority for maritime safety of navigation

Expected level of attendance :2 high level representative +1 from each entity