



# **Trade Flows, Economic Development and Maritime Transport in Mediterranean area**

Luca Forte

***SRM – Head of Med Observatory***

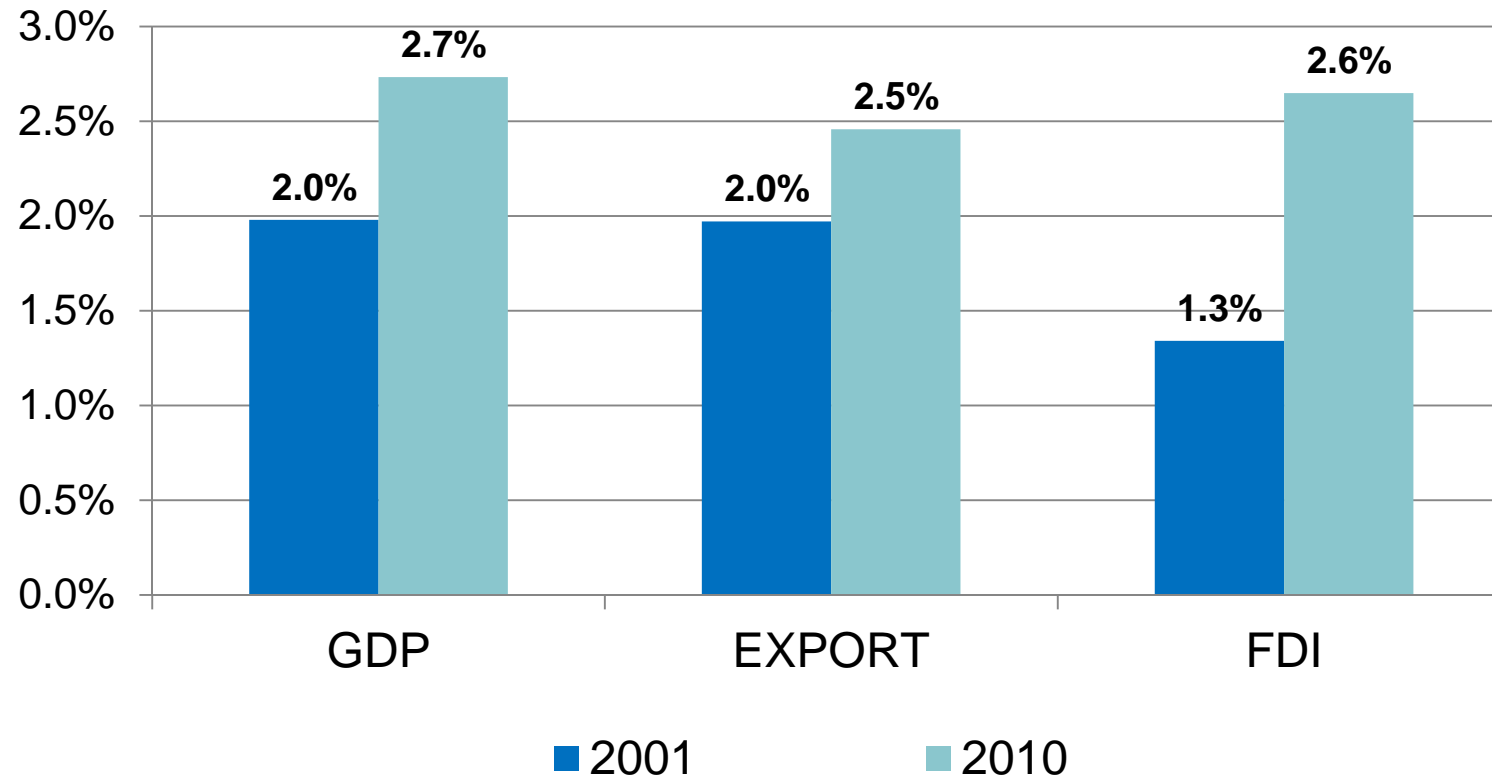
Naples, April 15th 2013

# AGENDA

- ***The growing importance of Mediterranean***
- ***Trade relations between EU countries and the Mediterranean area***
- ***Italian business in the MED countries***
- ***Maritime Transport in the Mediterranean***
- ***Final remarks***

# The growing importance of Mediterranean

## The weight of the Mediterranean area on some global quantities

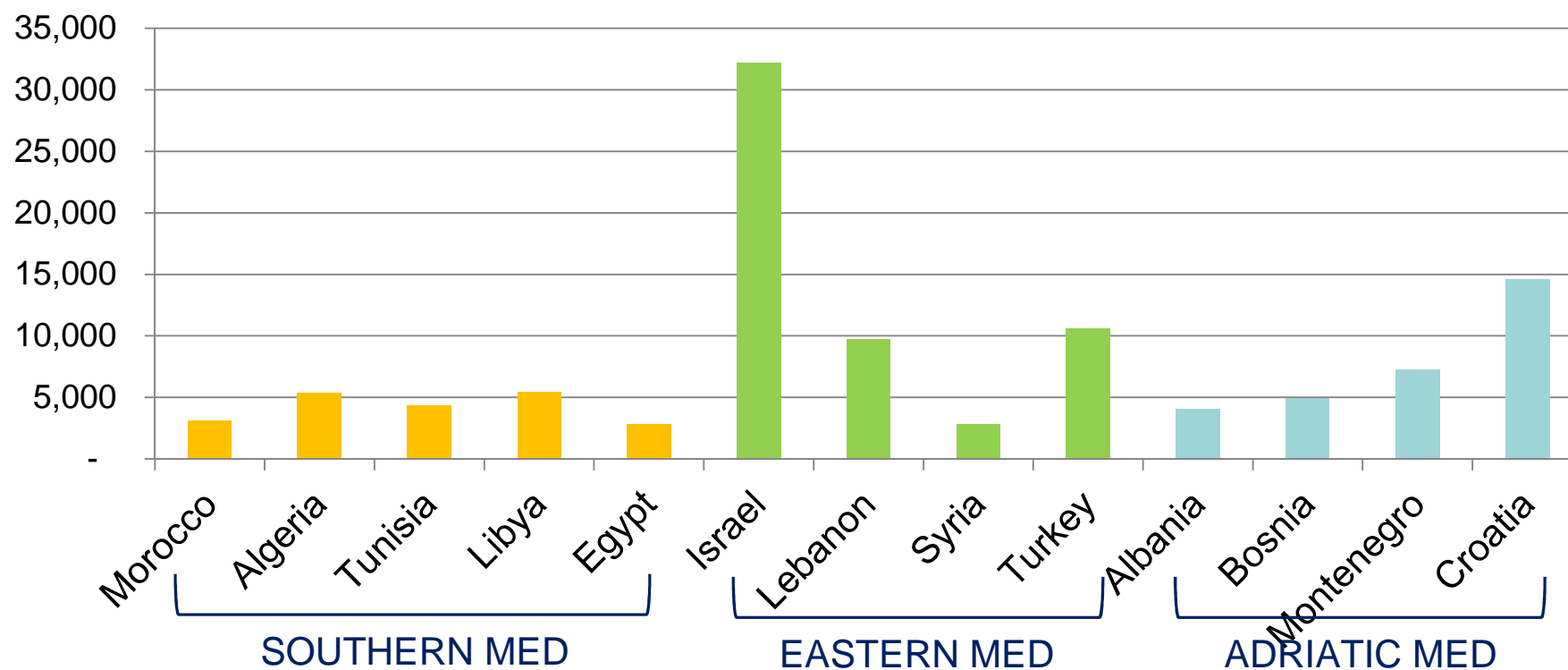


Source: SRM elaboration on IMF data (WEO october 2012)

# The MED Area (*in SRM-Med analysis*)

- **Southern Med:** Morocco, Algeria, Tunisia, Libya, Egypt
- **Eastern Med:** Israel, Lebanon, Syria, Turkey
- **Adriatic Med:** Albania, Croatia, Bosnia, Montenegro

**Med Area countries: per-capita GDP in 2011 – US\$**



Source: SRM elaboration on IMF data (WEO october 2012)

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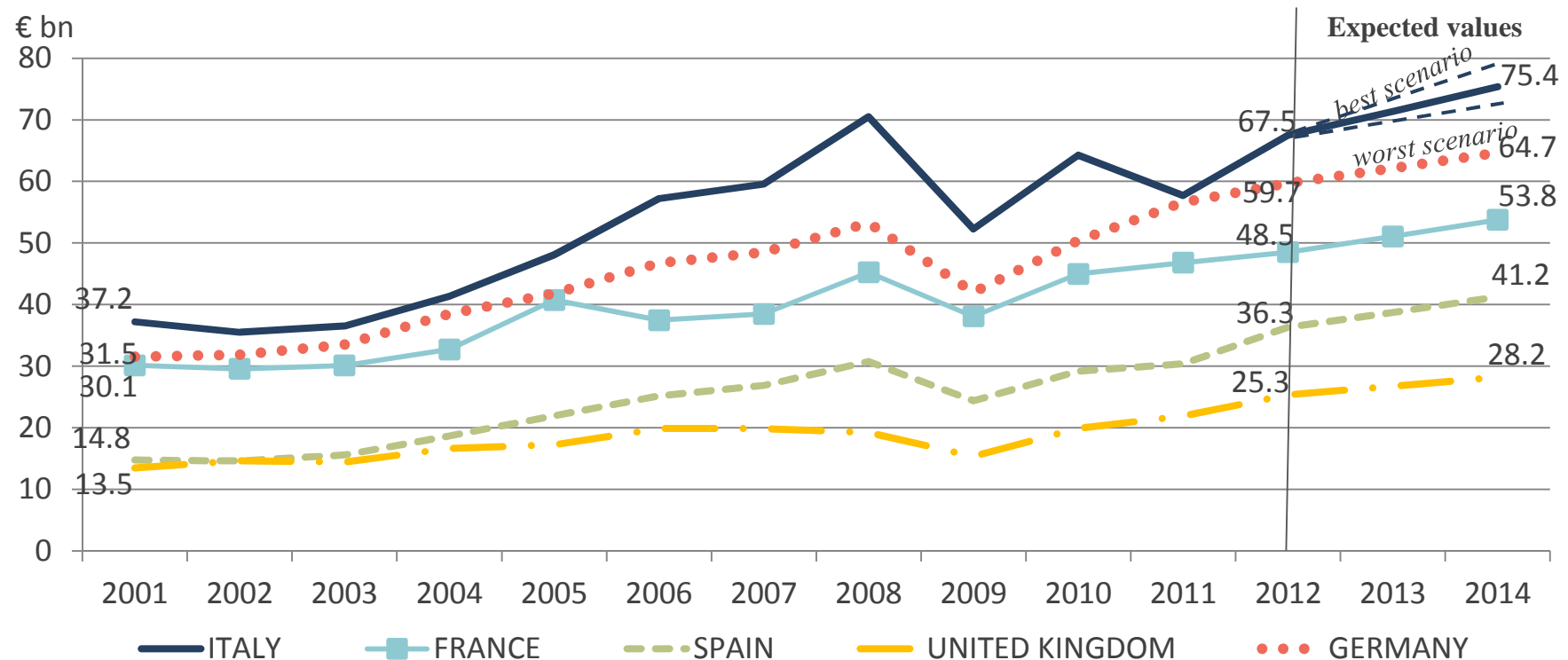
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# Trade relations (import + export) between European countries and Non EU Med countries: Italy leader

➤ Italy's foreign trade with Non EU Med countries increased from €37.2 bn in 2001 to **€67.5 bn in 2012 (+81.5%)**. Positive projections to 2014.

## Main European countries: Total trade with Non EU Med countries



Source: SRM elaboration on Eurostat data

# European countries: geographical distribution of trade flows within the Med Area

History and geography count...

**Main European countries: Total trade with the Med Area and the 3 sub-areas**  
**Year 2012 – €bn and sub-areas' share (%)**

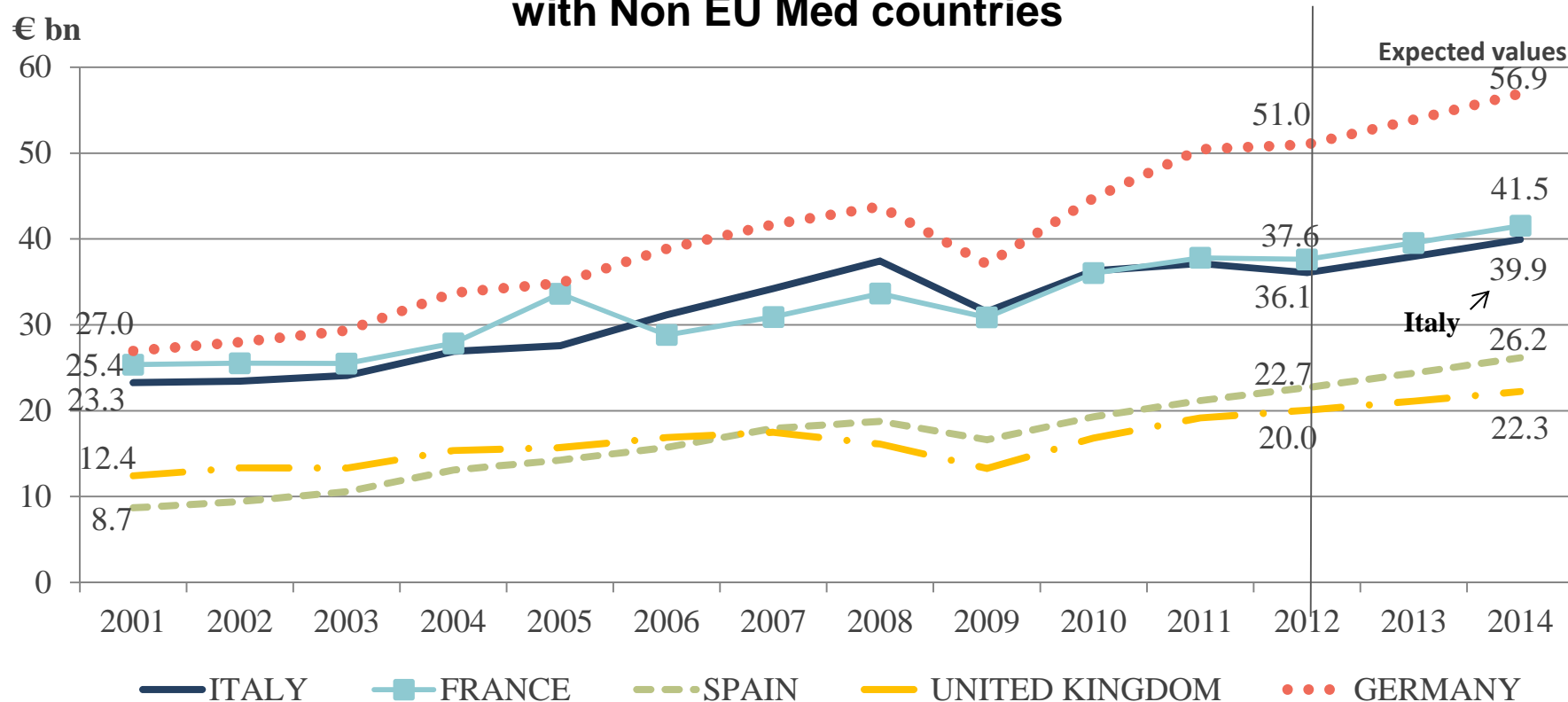
	<i>Southern Med (%)</i>	<i>Eastern Med (%)</i>	<i>Adriatic Med (%)</i>	<i>Med Area (€ bn)</i>
Italy	<b>60.0</b>	30.4	9.6	67.5
Germany	31.1	<b>61.4</b>	7.5	59.7
France	<b>66.6</b>	31.9	1.5	48.5
Spain	<b>71.0</b>	27.5	1.5	36.3
United Kingdom	35.5	<b>63.1</b>	1.4	25.3

Source: SRM elaboration on Eurostat data

## Even excluding energy products, trade with Non EU Med countries grew in the 2001-2012 period: Italy rank 3rd among EU countries

➤ for Italy it amounted to **€36.1 bn** in 2012 (-2.9% compared to 2011), in line with the foreign trade of France (€37.6 bn; +48.4% vs. 2001), as opposed to more significant growth for German trade (€51.0 bn; +89.2% vs 2001).

### Main European countries: Total trade, excluding energy products, with Non EU Med countries



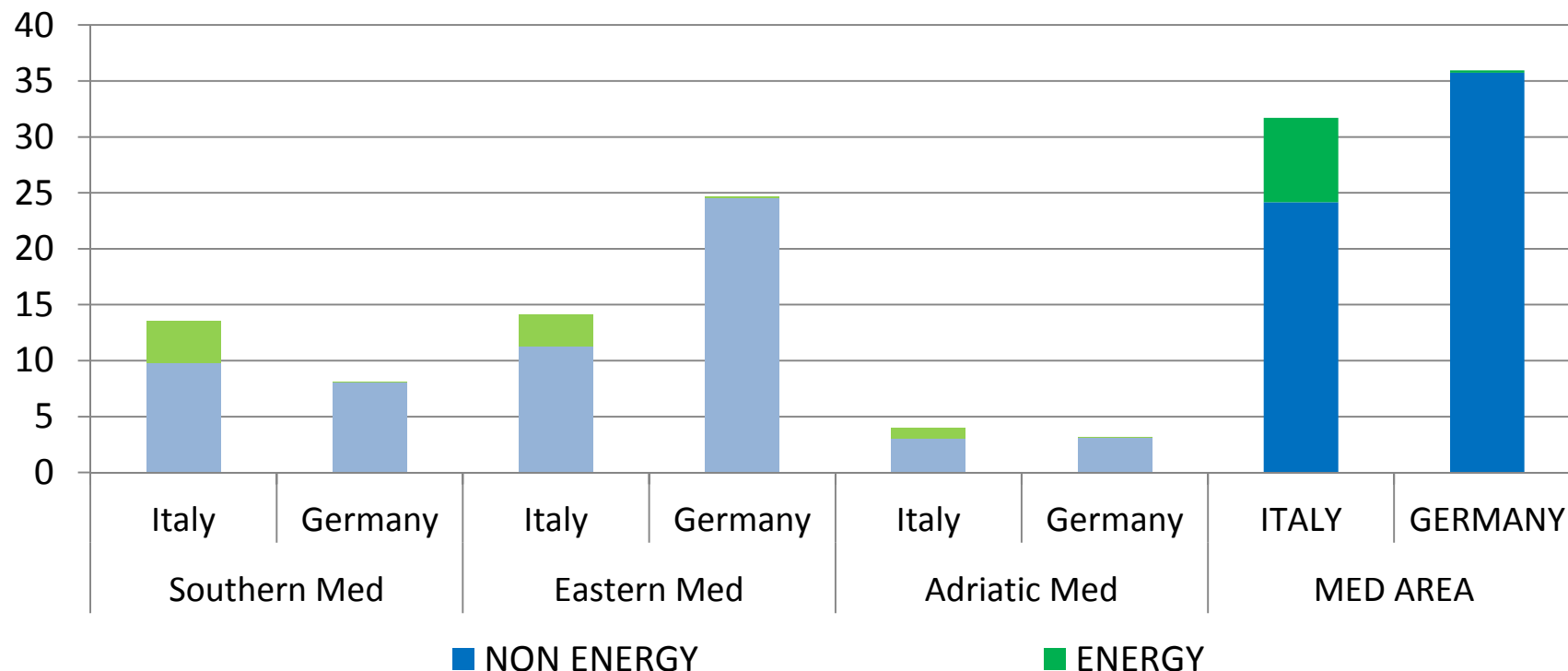
Source: SRM elaboration on Eurostat data



## Almost 24% of Italian Exports to the Med Area is made up of energy products, compared to 0.6% of German Exports

➤ Italy exports refined petroleum products especially to **Turkey** (€2.2 billion) and **Libya** (€1.3 billion)

### Italy and Germany: Exports to the Med Area and the 3 sub-areas Energy and Non-Energy products - €bn



Source: SRM elaboration on Eurostat data

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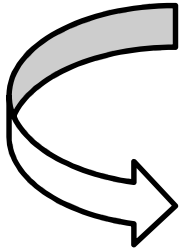
# SRM's «Business Project»: a survey on Italian Business in the Med Area countries

- A multi-year project that aims to estimate the “value” of Italian business presence in the Mediterranean countries

## THE MAIN FEATURES OF THE RESEARCH PROJECT:

- From microeconomics to macroeconomics.
- Work carried out on the field.
- Western countries' performances used as a benchmark.

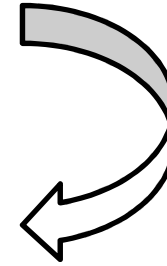
# ITALIAN BUSINESS IN



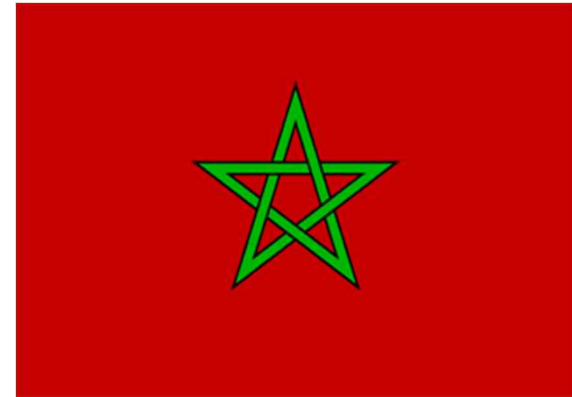
**TURKEY**



and



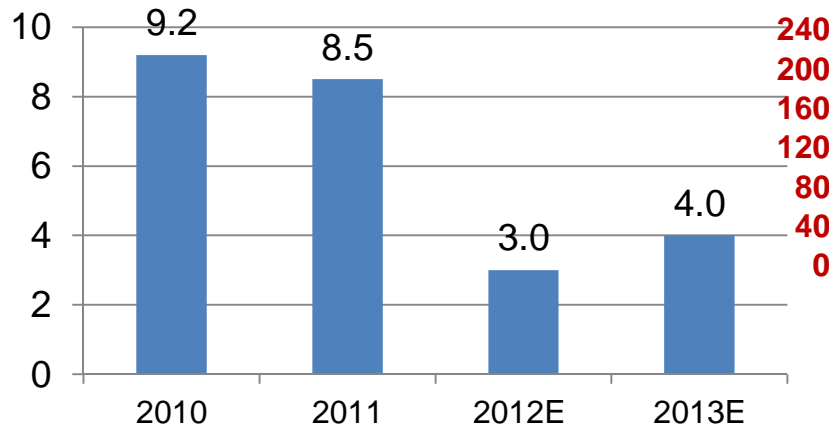
**MOROCCO**



## Turkish Economy

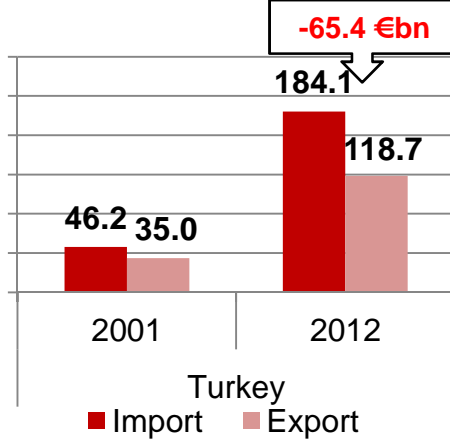


### Real GDP growth rate

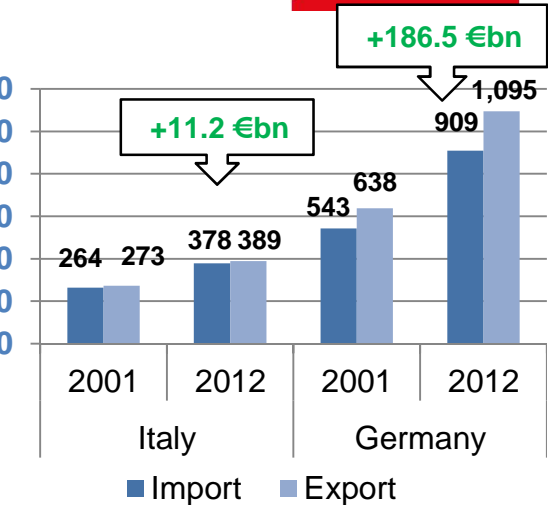


Source: SRM on IMF – World Outlook Oct.2012

### Trade, €bn



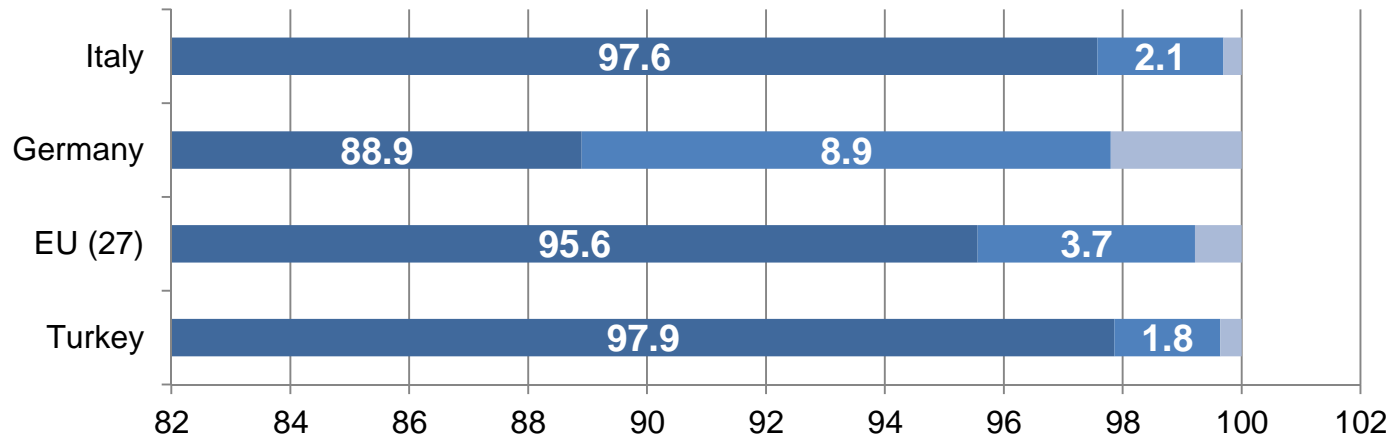
Source: SRM on UnctadSTAT



## Business structure



### Enterprises (%) by size

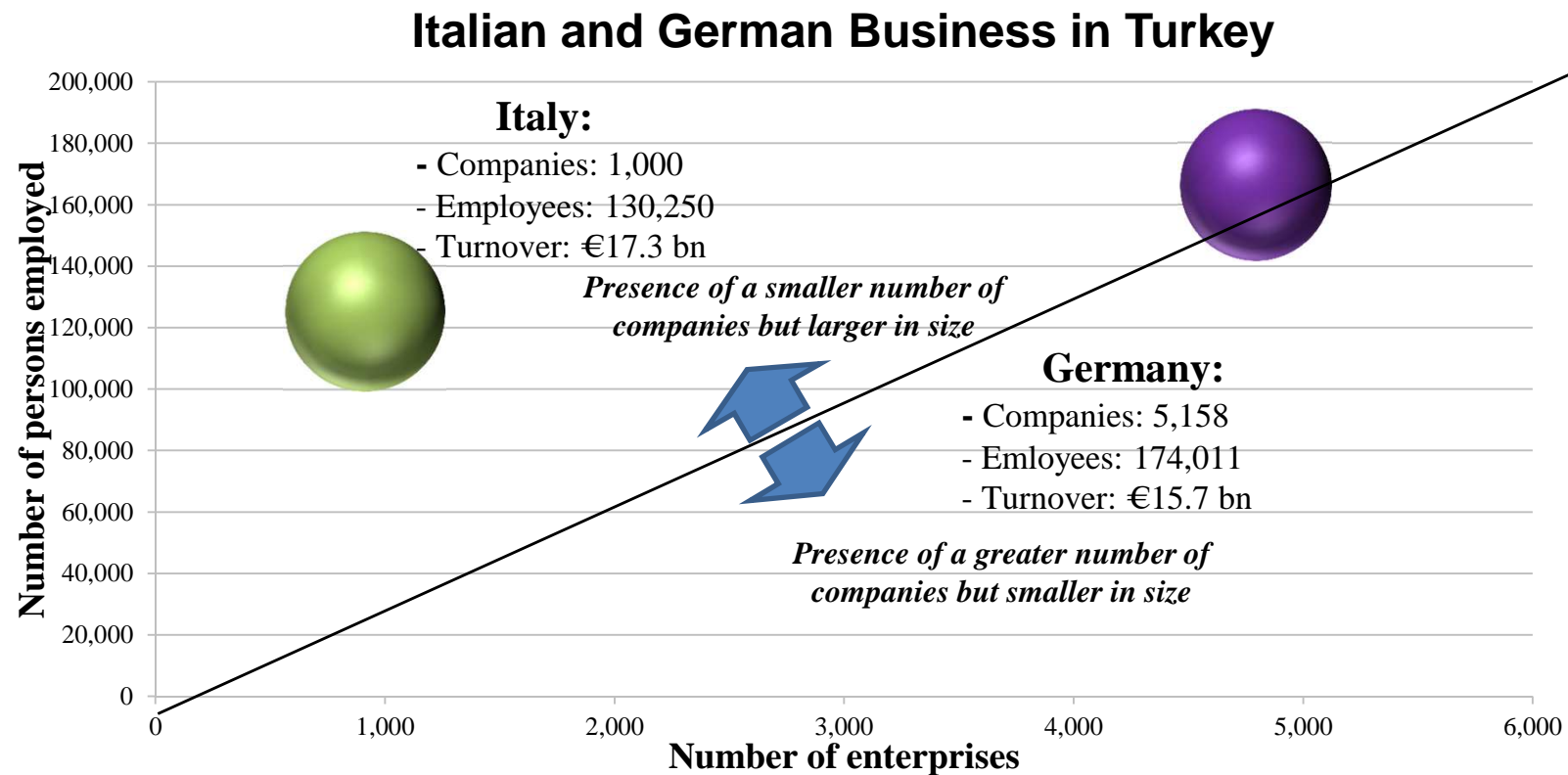


Source: SRM on Eurostat and Turkstat

■ Small and Micro ■ Medium ■ Large

# Italian companies in Turkey generate €17,3 bn in revenue; +4.2% compared with 2011 (SRM estimate)

- Employees are about 130,250.
- There are more German companies (5,158) in Turkey than Italian ones (1,000). but the estimated turnover is lower (€15,7 bn; +4.8% on Oct. 2012).



Source: SRM on Ministry of Economy of the Rep. of Turkey and BV-DEP(Orbis) data

# Business in Turkey: Italian and German companies' performances

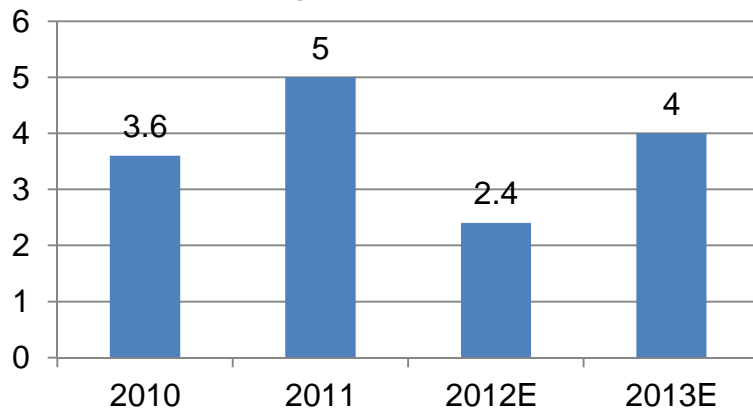
- The first three sectors as for Italian companies in Turkey (by Turnover) are: **Motor vehicles** (49.6%), **Machinery** (18.6%) and **Rubber and Plastic** (8.3%).
- As for German companies, Turnover is more proportionally distributed among the sectors; the first 3 sectors in terms of turnover are: **Machinery and equipment** (29.7%), **Chemicals**, (11.6%), **Construction** (7.4%).
- **Growth and Profitability:** Italian companies' Turnover has grown more than German companies' (respectively **+33.5%** and **+21.7%** between 2009 and 2010); but German companies are more profitable (**25%** was the RoE in 2010, while the Italian one was **20.8%**). However, for both Italian and German companies, economic and financial performances are positive.

Source: SRM elaboration on BV-DEP (ORBIS) data

## Morocco Economy

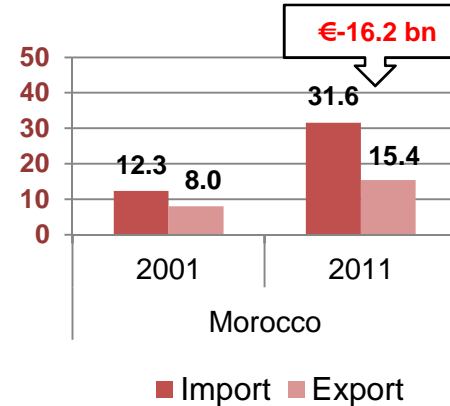


### Real GDP growth rate

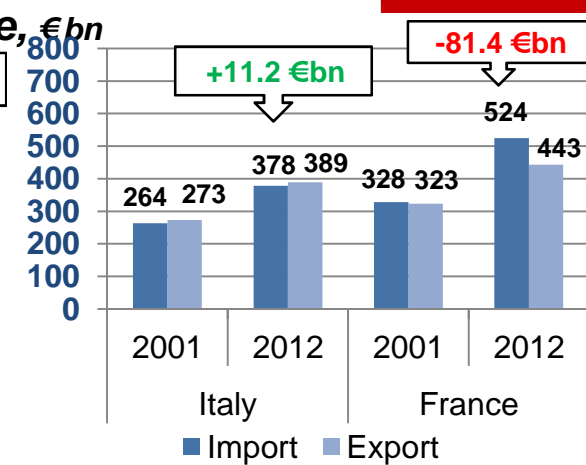


Source: SRM on IMF – World Outlook Oct.2012

### Trade, €bn



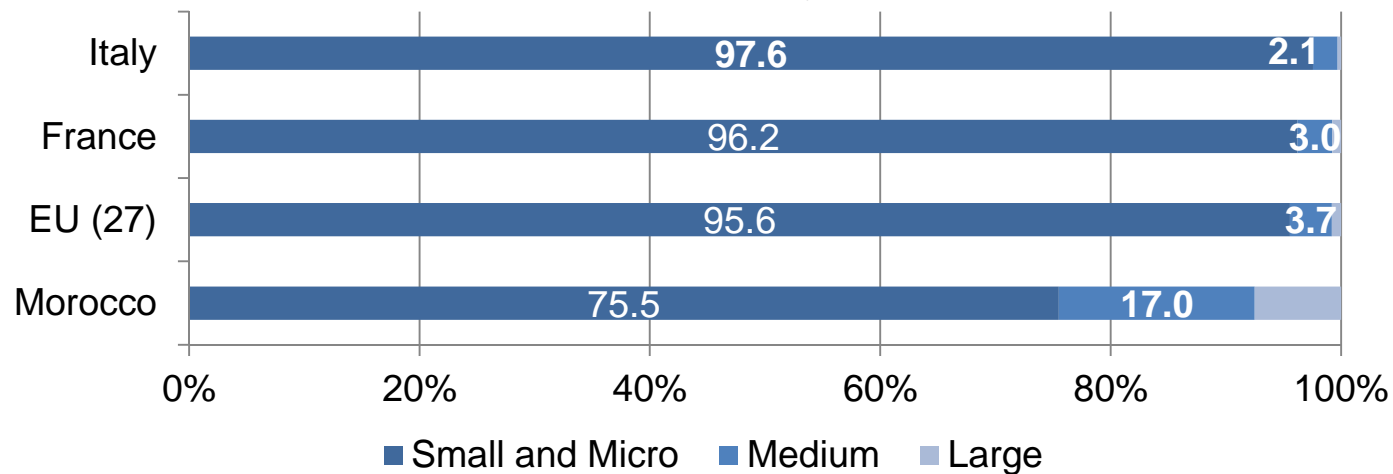
Source: SRM on UnctadSTAT



## Business structure



### Enterprises (%) by size

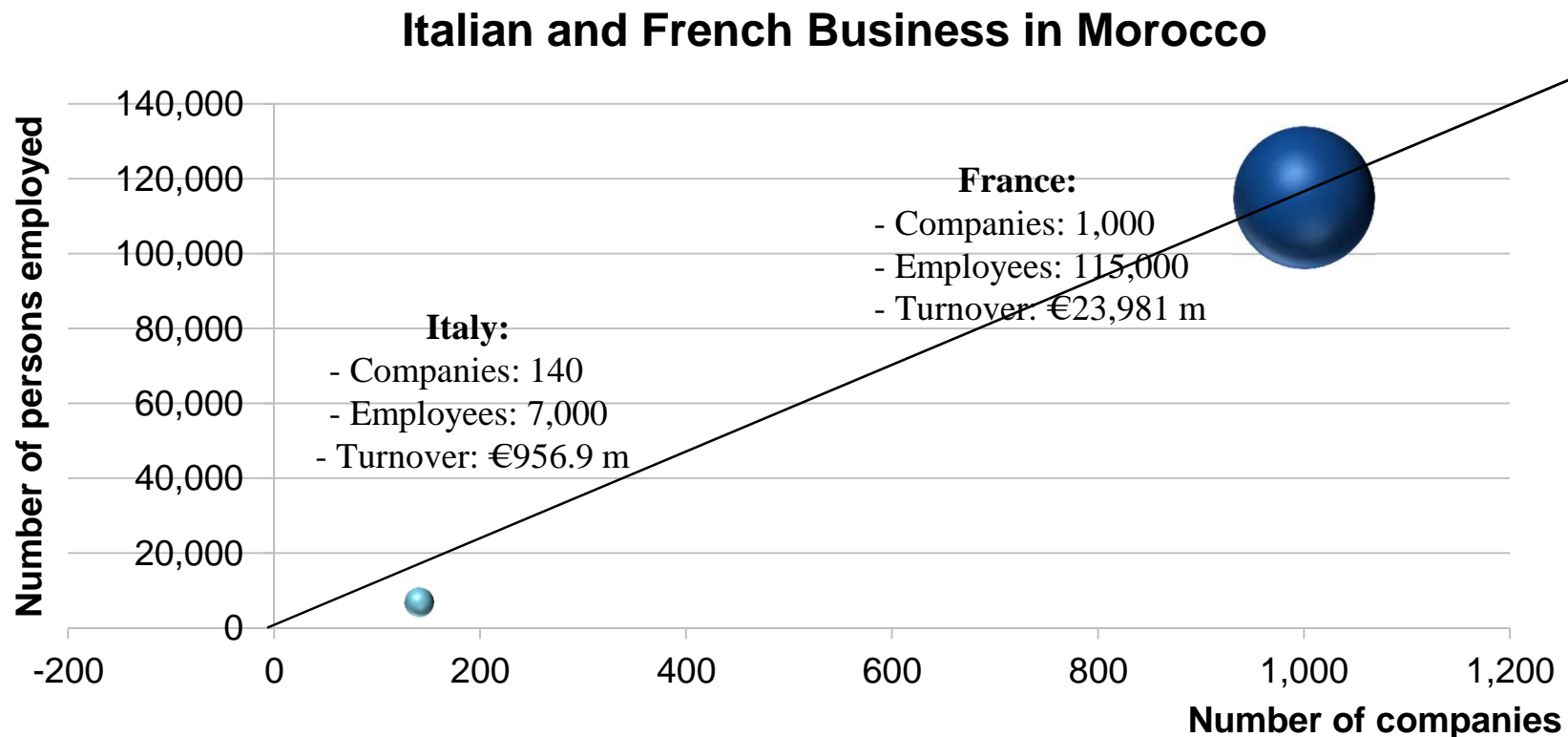


Source: SRM on Eurostat and Haut Commissariat au plan au Maroc data



# Italian companies in Morocco generate €956.9m in revenue;

- Employees are about **7,000**.
- There are more French companies (**1,000**) in Morocco than Italian companies (**140**). The estimated turnover of French companies (**€24.0 bn**) is higher than the turnover generated by the Italian companies operating in Morocco (**€957 m**)



Source: SRM elaboration on Association des Entreprises Italiennes au Maroc, Chambre Italienne de Commerce au Maroc, Ambassade de France au Maroc and Cribis D&B data

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# Business in Morocco: Italian and French companies comparison

➤ The first three sectors as for Italian companies in Morocco (by Turnover) are: **Metals, machinery and motor vehicles** (13.5%), **Food and beverages** (9.9%) and **Textile and apparel** (9.9%).

➤ As for French companies, the **consulting services** have the lion's share (23.3%), followed by **Metals, machinery and motor vehicles** (14%) and Electronics and ICT (12.4%).

		Italian and French companies in Morocco			
<i>Italian companies</i>		Italian companies	French companies	<i>French companies</i>	
<b>Manufacturing:</b> 45.4%	Metals, Machinery and Motor vehicles	13.5%	14.0%	<b>Manufacturing:</b> 49.0%	
	Food and Beverage	9.9%	6.5%		
	Textile and apparel	9.9%	6.5%		
	Electronics and ICT	7.1%	12.4%		
	Chemicals and Pharmaceuticals	3.5%	8.5%		
	Paper and print	1.4%	1.1%		
	Mine and Building	8.5%	7.7%		
<b>Services:</b> 46.1%	Wholesale and retail trade	9.2%	2.0%	<b>Services:</b> 43.3%	
	Culture and Tourism	8.5%	1.5%		
	Consulting services	6.4%	23.3%		
	Transport and logistic	4.3%	5.3%		
	Finance	2.8%	5.5%		
	Utilities	0.7%	2.7%		
	Other sectors	14.2%	3.0%		
<b>TOTAL NUMBER OF COMPANIES</b>		<b>200</b>	<b>1,000</b>		

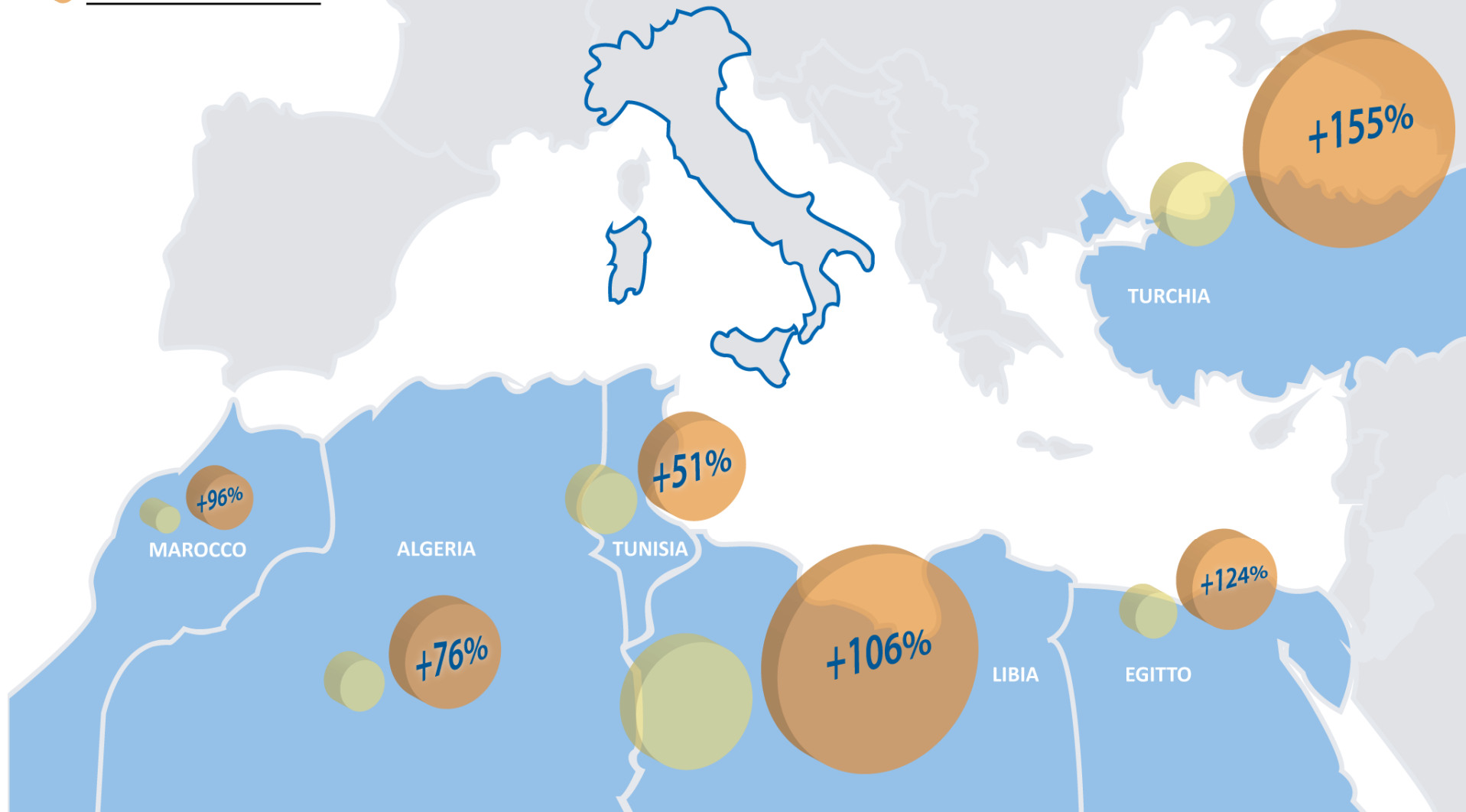
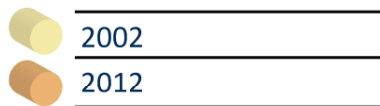
Source: SRM on Chambre de Commerce Italienne au Maroc and Ambassade de France au Maroc data

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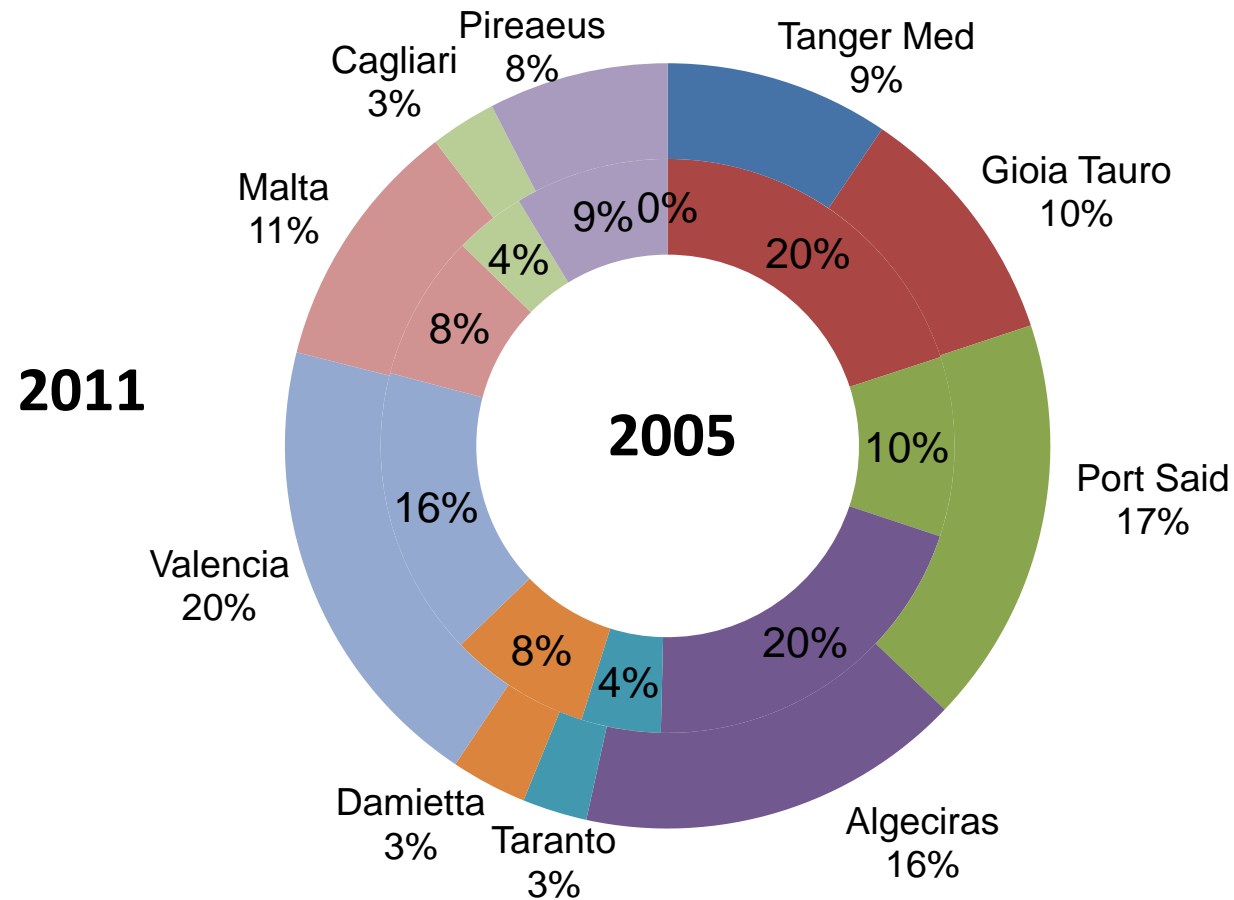
# The increase of Italian maritime trade with the Non EU Med Countries

Maritime trade accounts for **70.2%** of total Italian trade with the Non EU Med Countries in 2012



# Traffic trend in Mediterranean hubs

Market shares in Mediterranean hubs  
2005-2011 comparison



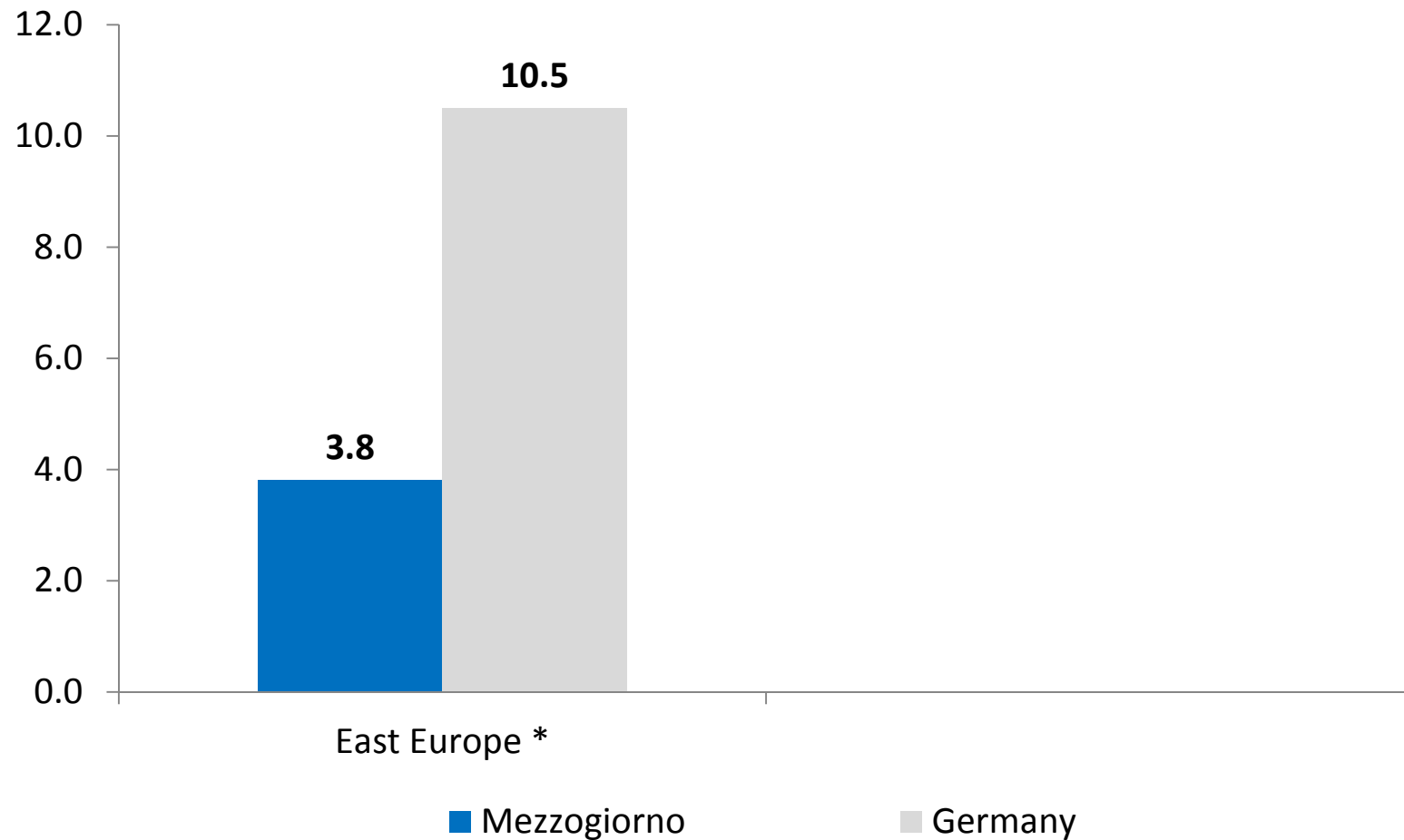
Source: SRM on Assoporti and Port Authorities data, 2012

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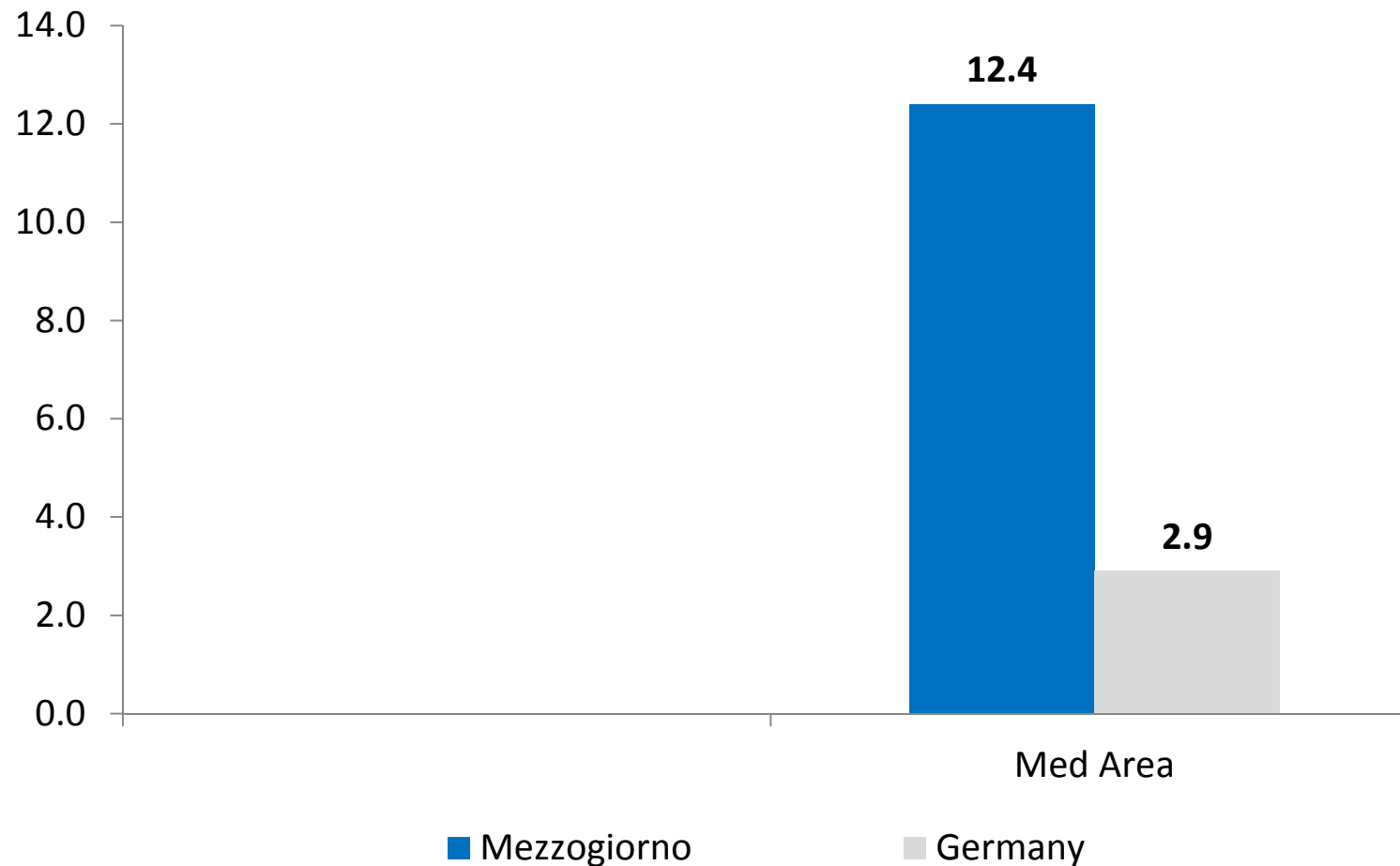
**In conclusion of the presentation  
I would like to express  
a hope for our Mezzogiorno...**

# The weight of Eastern Europe on foreign trade of Southern Italy and Germany





# The weight of the Med Area on foreign trade of Southern Italy and Germany



**Thanks for your attention**