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THE MARKET CHOOSES TRANSPOTEC LOGITEC 2024

- *All the 'eight sisters' in the sector will be present for the first time: these manufacturers lined up to talk about innovations that will help achieve European decarbonisation targets*
- *In the context of a dynamic market: contract logistics in Italy is worth €112 billion in 2023 and truck registrations grew by +11.4%.*
- *Sustainability and digitalisation are the watchwords to ensure growth and competitiveness for the sector*
- *Training and updating: a packed programme to foster dialogue between manufacturers, institutions and hauliers, which is indispensable for building the future of the logistics sector together*

Milan, 6 March 2024 - The road transport and logistics sector is undergoing a moment of major evolution and transformation. In a scenario where more than **80% of goods are transported by road** (Eurostat data), the challenge of decarbonisation is very closely linked to the evolution of transport systems: **currently, in Italy alone, CO2 emissions from freight transport are equivalent to 30% of total road transport emissions** (Politecnico di Milano data). These are numbers that, while on the one hand confirm the strategic role of logistics for the development of the country, on the other hand make it even more urgent and necessary to **accelerate sustainability and digitisation** and to define effective strategies to support the sustainable development of the sector.

Transpotec Logitec, Italy's leading event for road transport and logistics, scheduled **from 8 to 11 May at Fiera Milano**, will be the ideal place where operators can find the answers and tools to face the new challenges and an opportunity for constructive dialogue between manufacturers, institutions and hauliers. It is a proposal that appeals to the market, as demonstrated by the already confirmed presence of **all the eight major heavy vehicle manufacturers** in Europe (**DAF Industrial Vehicles, Daimler Truck Italia, Ford Trucks Italia, Italscania, IVECO, MAN Truck & Bus Italia, Renault Trucks Italia, Volvo Trucks Italia**) who will be bringing to the show previews, new engines and services designed to meet the decarbonisation steps set by the European Union, which provide for a 90% reduction in emissions by 2040.

LOGISTICS AND FREIGHT TRANSPORT: THE SCENARIO

The event will give an insight into a dynamic sector that is ready to look ahead and requires long-term strategies to do so. **Third-party logistics in Italy continues to grow at an essentially steady rate**: +6.4% turnover in 2022 and a forecast of +5.5% in 2023 or €112 billion (data from the 'Gino Marchet' Contract Logistics Observatory of the Politecnico di Milano).

Also of interest is the **heavy truck market**, which in Italy grew by +11.4% year-on-year in 2023, totalling 28,623 registrations. **Commercial vehicles** also did

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well, with 195,618 licence plates, marking a growth of 22.5% compared to 2022 and, when compared to 2021, growth of 6.7%. The year was not as good for **towed vehicles** (trailers and semi-trailers), which registered 15,533 vehicles in 2023, equal to -7.9% of registrations, although, in comparison with 2021, the registration of new vehicles was +2.7%. (Source: Focus Italia commercial and industrial vehicles market, Anfia, 2023).

There was **also a growing trend in Europe** with +16.3% (or 412,000 new registrations) for heavy goods vehicles and +15.6% (1,872,000 units) for light commercial vehicles (source: Anfia Studies and Statistics Area, covering the EU-EFTA-UK 2023 market).

TRANSPOTEC LOGITEC 2024: INNOVATION ON SHOW

The May edition of Transpotec Logitec promises to be extensive and well-structured in terms of proposal and content. **Four halls** - one more than at the previous edition - and the **large outdoor area in Largo Nazioni** will host the best of innovation in vehicles and services, a comprehensive picture of the existing opportunities with a view to reducing emissions, operating costs and increasing efficiency.

While all of the 'eight sisters' will be there to represent heavy trucks, on the light commercial vehicle front the presence of **IVECO, Koelliker, MAN** and **Renault** has been confirmed.

In addition to the vehicle manufacturers, returning in force this year are **trailers e semi-trailers**, in all their different set-ups, from vans to tankers, from tippers to temperature-controlled transport. International brands such as **IFAC, Koegel** and **Lecitrailer** also already confirmed in this field.

Great attention will be paid to **digitalisation**, which is playing a central role in the renewal process of the sector and as a facilitator of the energy transition. Technology enters trucks to facilitate the work of drivers and in companies for more structured and efficient process management.

Once again at this edition of Transpotec Logitec 2024, **services aimed at the haulage industry** will be given ample space, and truckers and fleet owners will be able to learn more about new insurance, fuel cards, toll payment systems and telematics systems for fleet management.

On the path to climate neutrality, the role of new **types of fuel** will also be important. There are now many alternatives available and progress is being made quickly on others. Once again, Transpotec Logitec will offer a wholly-representative showcase of the latest clean energy frontiers such as hydrogen, compressed natural gas and other possible alternatives to replace fossil fuels.

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VERTICAL FOCAL POINTS

Confirmed for the fourth time at Transpotec Logitec is **Aftermarket Village**, organised by Parts Truck magazine from the DBInformation publishing group. The village will host a collective of more than 40 Italian and foreign companies, entirely dedicated to the aftermarket realities for commercial and industrial vehicles. In addition to the exhibition part, there is a central square to facilitate networking between professionals.

Together with its third edition, the **Logistic Village**, organised by FIAP (Italian Federation of Professional Hauliers), will provide a meeting and sharing platform where professional road haulage and logistics firms, customers and institutions at national and European levels can meet to stay up to date on and expand their understanding of the political, economic, regulatory, and technological factors shaping their relationships and work in the near to mid-term. Six topics will be covered during the four-day event: economy in motion, the **challenges and the opportunities for the companies of transport and logistics**; Horizon 2030 - **the next Europe between politics, economy, environmental commitments and social challenges**; Innovate the collaboration between Enterprises, **the evolution in the relationships between clients and suppliers**; energy revolution - **how to deal with the transition from dependence on fossil fuels to fuels and energy carriers of the future**; Entrepreneurs of the future among emerging technologies, digitalization and A.I., **new market dynamics and sustainability objectives**; moving Italy in the world together - **Politics meets Companies**.

This is an important networking opportunity between companies in the sector and customers: company managers will be able to listen to and hold discussions with experts and institutions, with the common goal of focusing on issues that will influence their relationships and work in the coming years. It is a tool to initiate a constructive dialogue, in preparation for the development of processes and tools that allow future challenges to be tackled competently and professionally.

When talking about logistics, one cannot overlook urban logistics, i.e. the final stage of delivery, which, in the age of e-commerce, represents a new and additional challenge. Transpotec Logitec will host for the first time the **Last Mile-Microvan & cargo bike area**, a special focus on the last mile and a reflection on projects that are already proposing new solutions for freight transport in urban areas, such as the use of cargo bikes or microvans, to transform city logistics and reduce their environmental impact. This theme will be realised at the event not only through the offerings of suppliers, but also with a test drive area in Hall 14 where visitors will be able to experience innovative solutions and proposals at first hand.

OUTDOOR AREAS

Outdoors, the vast spaces on Largo Nazioni will be transformed for four days into **test drive** tracks. Thanks to the cooperation with the tv show Next to the Trucker, visitors, accompanied by experienced and certified instructors, will be able to try

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out heavy and light commercial vehicles first-hand, testing the newest vehicles and different engines. A different way to drive innovation.

With a view to sustainability, Transpotec Logitec could not fail to include the **Second Hand Square**, organised in cooperation with Next to the Truckers: an area of over 1,000 square metres between Halls 18 and 22 will host second-hand vehicles, selected by the best Italian dealers according to strict standards of reliability and safety. This is an opportunity to evaluate several alternatives in a single setting and initiate purchase negotiations.

COMPARING NOTES TO BUILD THE FUTURE

Not just a moment in which to do business: Transpotec Logitec confirms its identity as a **platform for meetings, discussion and training**, offering important opportunities to explore the most interesting topics for all professionals. Kicking off the packed **calendar of events** will be the inaugural joint Transpotec Logitec-NME Next Mobility Exhibition which, thanks to the contribution of the main players in these two sectors, will offer a major opportunity to reflect on the present and future of goods and passenger transport, two parallel worlds that share many common challenges. These challenges will be explored in depth in the meetings and workshops scheduled throughout the days of the event and will turn Transpotec Logitec into an interesting and useful moment of professional training, sharing of experiences and constructive interaction with institutions in order to grow and design the future of the sector together. From the need to develop strategies to meet EU sustainability commitments to the need for innovation in logistics to new professional opportunities for young people, the event will offer a comprehensive overview of the market and its professionals.

TRAINING AND PERSPECTIVES FOR LOGISTICS, GIVING YOUTH A CHANCE

The logistics sector today suffers from a serious shortage of personnel that could threaten the competitiveness of Italian companies in the global market, since it limits their ability to provide high-quality services and to innovate. Only on Italy there are at least **60,000 job vacancies in the sector** (data from the 'Gino Marchet' Contract Logistics Observatory of the Politecnico di Milano): drivers, but also IT professionals, quality control officers, purchasing clerks, warehouse managers, to name but a few, roles that increasingly require high levels of education and offer opportunities for professional growth and continuous training. The search for new recruits therefore represents a truly urgent need that will find a point of synthesis at Transpotec Logitec. In cooperation with Next to the Truckers, the event will host a discussion on how a positive collaboration between the world of education and companies can lead to enticing employment opportunities for young people. At the table there will be representatives of the Fondazione ITS Area Mobilità Emilia Romagna, a post-diploma training school that trains higher technicians in the technological area of logistics and freight mobility, some companies that work closely with the ITS, and young people who



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have gone through this course of study and are already in the world of work, who will bring their experience and tell of their journey.

Find out more about the exhibition offering in detail and purchase your ticket: www.transpotec.com

Transpotec Logitec is going to run from 8 to 11 May 2024 at Fiera Milano. Simultaneously, the space will also host NME - Next Mobility Exhibition, the event dedicated to means, solutions, policies and technologies for a sustainable mobility system, scheduled from 8 to 10 May. The two events will retain their own separate identity and design, but will address shared themes such as energy transition, new prospects for infrastructure renewal and urban mobility: key topics for the sustainable development of goods and passenger transport and logistics, especially in the light of the deadlines set at European level.