

**VIENNA, AUSTRIA**  
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INTERNATIONAL RAIL BUSINESS FORUM  
**STRATEGIC PARTNERSHIP 1520:**  
CENTRAL EUROPE



**Mr. Giovanni Rocca**

**Ferrovie dello Stato Italiane**

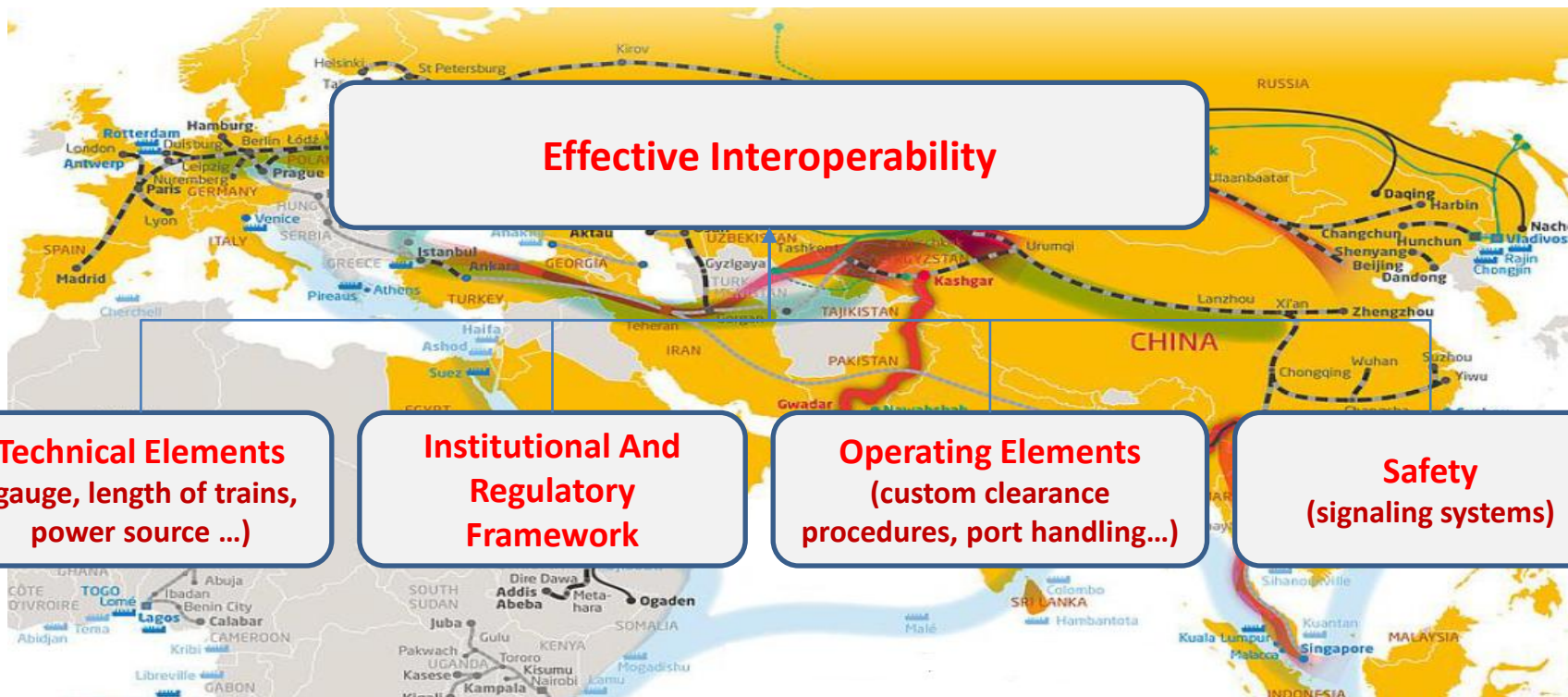
**Central Department of International Markets**

**Promotion of International Activities**

***Vice President***



# One major challenge



**Effective Interoperability**

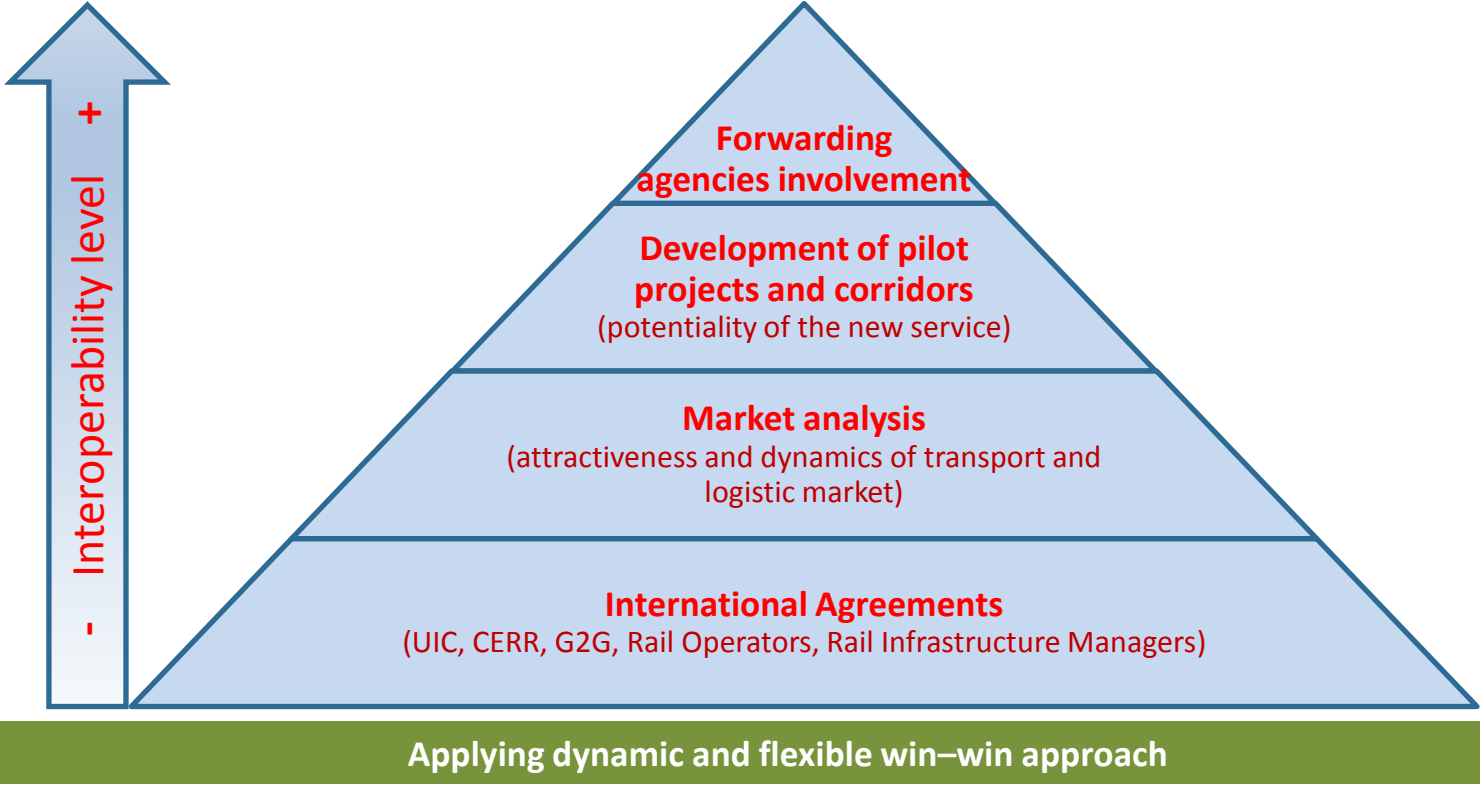
**Technical Elements**  
(gauge, length of trains,  
power source ...)

**Institutional And  
Regulatory  
Framework**

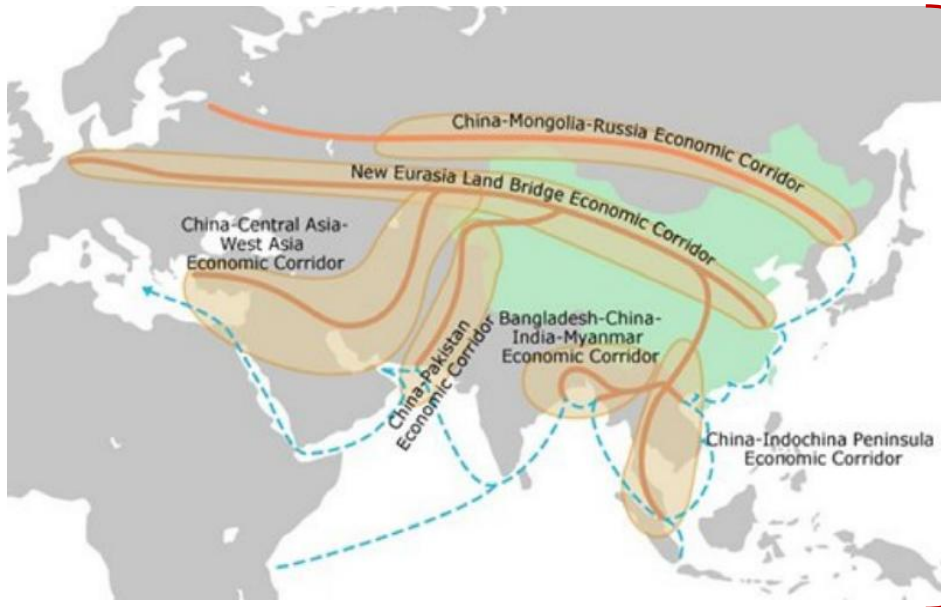
**Operating Elements**  
(custom clearance  
procedures, port handling...)

**Safety**  
(signaling systems)

# How to tackle this challenge



# The outcome we expect



Increase of **commercial exchanges** (overall flow growth)

**Growth opportunities** also for transit countries

**Increase in speed and in efficiency** in transport systems (vs ship and truck)

**Optimization of trade flows** and routes (medium term period)

**Environmental benefits** (vs trucks)

Example of outcome



Development / growth of flows Russia – EU/Europe – Asia (China, ...) **through Italy and Greece**