

Metrocarga Italia seeks financial investors to raise EUR 20m to EUR 30m – MD

By Laura Larghi
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Metrocarga Italia, a privately held developer of an innovative container handling system, is looking to raise EUR 20m to EUR 30m, Managing Director Guido Porta said.

The company favours financial investors such as private equity firms, Porta said. Strategic players from the transportation sector could be also of interest, he added. He noted that the company's stake available for the investor is yet to be decided.

Porta said that Metrocarga Italia (Metrocarga) relies on its network to find investors and is also considering to join the ELITE program, created by the Italian Stock Exchange (**Borsa Italiana**) to help SMEs to prepare and structure for the next stage of growth.

Wholly owned by **I.LOG Iniziative Logistiche**, Metrocarga generates revenues of EUR 7m and employs 10 people, Porta said. To date, approximately EUR 6m has been invested in the company, he added. I.LOG Iniziative Logistiche, owned by Porta, is an Italian engineering company specialized in the development of innovative activities in the logistic field.

Metrocarga has developed an intermodal door-to-door transport system that needs to be built along the rail tracks. It uses a horizontal shift technology to move units from one train to another or to a truck in a single automated operation. The system provides high security, low environmental impact and does not require shunting activities, reducing costs and accelerating the operations, according to the company website.

The MD explained that the proceeds would finance the building of the first network of terminals that could support Metrocarga's handling system and added that the construction will take approximately two years.

Metrocarga is ready to build the first network in Italy where it has already potential customers, but the company's handling system can be used also in other countries, Porta said. It has already built and tested a first industrial prototype, he explained.

At first, the terminals will be built at a distance of approximately 200km but going forward the distance will reduce, the MD said. He noted that within five years with a total investment of EUR 300m, Metrocarga could have a network of terminals (in Italy) able to generate revenues of up to EUR 1bn, Porta said.

Metrocarga is part of a group of 16 companies which employs a total of 317 people and generates revenues in excess of EUR 50m. Italian companies **InRail**, **FuoriMuro**, **Locoitalia** and **TS Traction and Service** are part of the group, which is managed by Porta, according to a company's presentation.

Classification:

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