

November 3rd 2010 - Barcelona
UIC-FIATA Market Place Seminar

Grimaldi Lines

Antonio F. Vargas - General Manager

Grimaldi Logística España, S.L.



GRIMALDI GROUP

FOUNDED IN 1947, GRIMALDI IS A FULLY INTEGRATED INTERNATIONAL LOGISTICS SPECIALIZED IN THE SHIPPING OF CARS, MOBILE LOAD CONTAINERS, REFRIGERATED CARGO, PROJECT CARGO AND PASSENGERS.

GROUP IS A FAMILY TRADITION, LED BY FOUNDER GUIDO GRIMALDI GUIDO BY HIS TWO SONS, GIANLUCA AND EMANUEL AND FOR HIS SON-IN-LAW DIEGO PACELLA.

MAIN OFFICE (HEADQUARTER) IS IN NAPLES WITH OWN OFFICES AND COMPANIES REPRESENTING MORE THAN 40 COUNTRIES.

WITH AN ANNUAL TURNOVER OF OVER THAN 2.4 BILLION EUROS, THE GROUP IS MADE UP OF 8 COMPANIES.

FLEET OF 120 VESSELS (AVERAGE AGES LESS THAN 6 YEARS OLD) OF TYPE ROLL-ON ROLL-OFF, CAR CARRIERS, MULTI-PURPOSE AND RO-ROCRUISE FERRIES.

THE GROUP HAS OVER 8,000 EMPLOYEES WORLDWIDE.

IN 2009 ABOUT 2.5 MILLION PASSENGERS HAVE USED THE SERVICES OF THE GROUP, AS CARGO VOLUMES HAVE REACHED ALMOST 3 MILLION AND 2 MILLION CARS AND MOBILE UNITS / TRAILERS AND CONTAINERS.



GRIMALDI GROUP

IN RECENT LAST YEARS THE GRIMALDI GROUP HAS IMPLEMENTED A PLAN OF LONG-TERM INVESTMENTS OVER THE 4 BILLION EUROS.

MORE THAN 65 NEW VESSELS HAVE BEEN ORDERED INTO SEVERAL SHIPYARDS SINCE 1997, OF WHICH ARE ONLY 20 RECEIVABLE.

GRIMALDI GROUP HAS ALSO ACQUIRED AND IS CONSTANTLY BUILDING OWN NEW TERMINALS IN THE MAJOR PORTS OF THE WORLD.

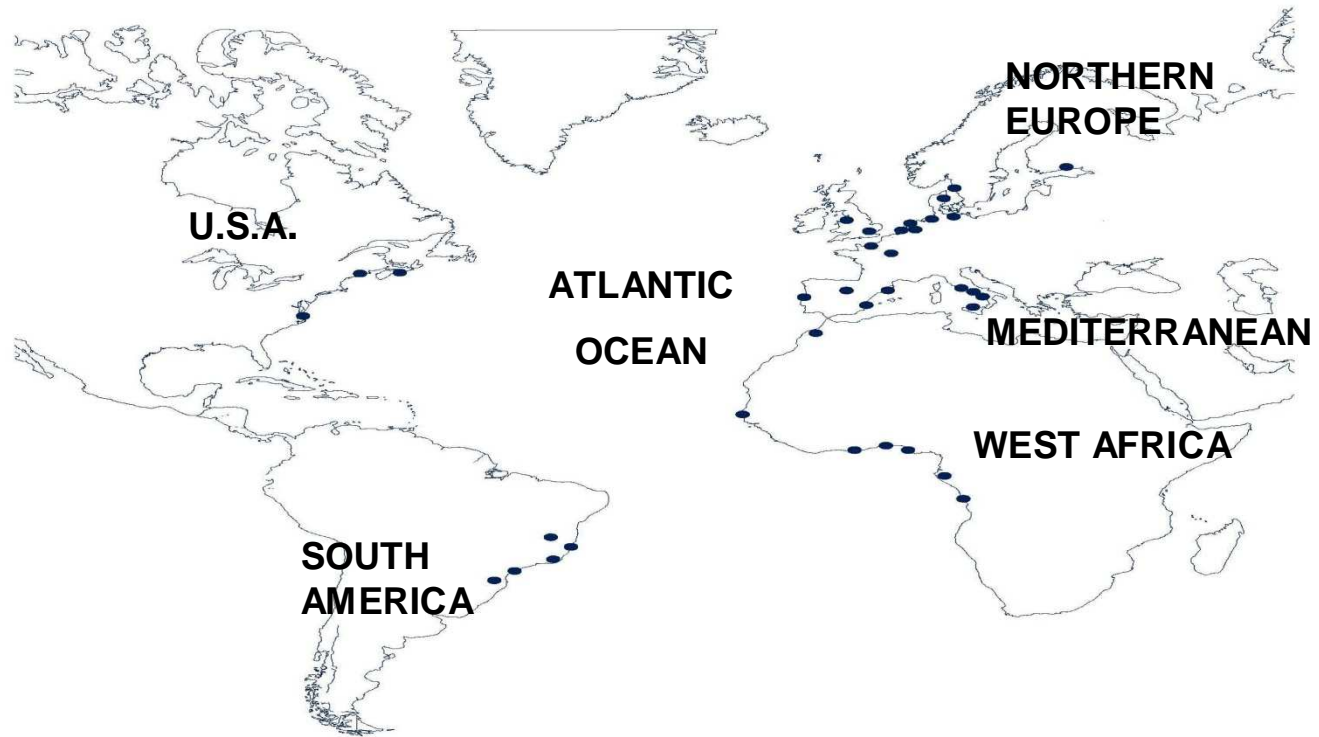
COMPREHENSIVE PLAN INVESTMENT WITH THE ACQUISITION OF OTHER SHIPOWNERS GROUPS (ACL-FINNLINES-MALTA MOTORWAYS OF THE SEA), MEANWHILE IN OTHER KEYS AN IMPORTANT NUMBER OF SHARES (GRIMALDI, MINOAN LINES , LOUIS DREYFUS-LINES).

THE MAIN GOAL IS THE TOTAL GRIMALDI GROUP INTERNATIONAL EXPANSION IN ACCORDANCE WITH THE STRATEGIES THAT ENHANCE THE APPLICATION OF ENVIRONMENTAL SUSTAINABILITY AND RESPOND TO THE NEEDS AND EXPECTATIONS OF ALL THE GUESTS TO REACH THE MAXIMUM QUALITY STANDARDS.





GRIMALDI GROUP EN EL MUNDO



Short Sea Shipping Promotion. A priority for the UE.

In the last twenty years, road transport has made a great contribution to the development of the European Union and its share in the overall internal transport in the EU has steadily increased.

But in many countries, roads are becoming increasingly saturated.

Community transport in many places traffic has collapsed.

Therefore, it is necessary to find alternative transport modes and logistic solutions with higher growing capacity, that can make a sustained development possible. Maritime transport appears to be the logical choice for several economic and environmental reasons.

Hence, the UE institutions and the Member States intend to promote its development in the intra-Community trades.

This paper describes the present state of these initiatives, including, among others: the proposed Directive for liberalising port services, the concept of "Motorways of the Sea", the Marco Polo programme of community aids, the European network of

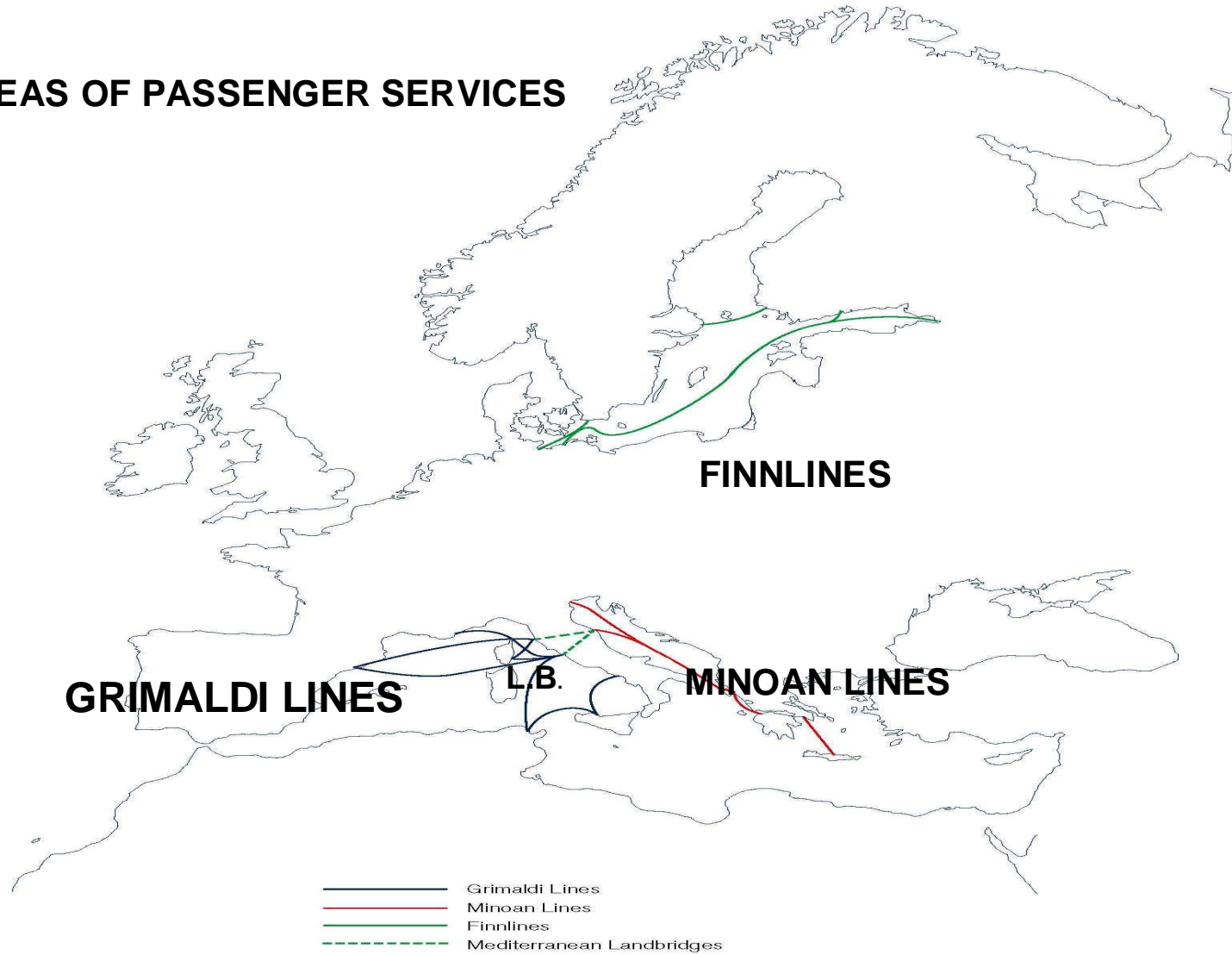
Short Sea promotion centres, the streamlining of the customs procedures, etc.



THIS IS THE PORT OF SALERNO, WHICH TOGETHER WITH ANTWERPEN PORT ARE THE MOST IMPORTANT PORT OF EUROMED NETWORK, WHERE THE CARGOES ARE COMING FROM NORTHERN EUROPE & U.S.A. TO BE TRANSHIPPED TO THE ALL MEDITERRANEAN AND NORTHERN AFRICA.



AREAS OF PASSENGER SERVICES



OPERATIONAL ASPECTS OF SHORT SEA SHIPPING



Mediterranean ShortSea





THE PICTURE SHOWS THE NEW CONCEPT OF PORT OPERATIONS.

AS SHOWN THE TRUCKS CAN ENTER TO SHIP BY MAIN RAMP AND DIRECT ACCESS TO BRIDGE ACROSS TOP SUPER-ELEVATED TRAIN AS WELL.

THIS TYPE OF STRUCTURE PERMITS FASTER OPERATIONS AND REDUCES THE POSSIBILITY OF SUBSTANTIAL DAMAGE AND ACCIDENTS.

NOWADAYS VERY FEW PORTS IN THE WORLD HAVE THIS KIND OF FACILITIES.



What are the Motorways of the Sea?

A definition:

Set of ports and intermodal transport, short sea shipping, in a particular geographical area of the European Union, as part of the Trans-European Networks, which serves as an interface between European regions, with certain standards of **regularity, reliability, quality, functionality** and **efficiency** to enable a transportation alternative to collaborate in reducing congestion in land transport road networks, the preservation of the environment, and meets the overall goal of sustainable growth of transport in the European Union.



Motorways of the Sea :

- Reliable and frequent connections
- Competitive rates and shorter delivery times
- Avoid natural barriers: Pyrenees and Alps
- Reduction in vehicle theft
- Possibility covered by the Italian eco-bonus
- Rest of the drivers
- Reduce accidents
- Reducing congestion in road transport



Combined Transport Rail-Maritime

Ferroutage
Piggy Back (USA)
Rolling Road (UK)



The ferroutage railway or highway belongs to the category combined road-rail with two configurations.

- Transport unaccompanied**
- Transport accompanied**

http://www.youtube.com/watch?v=K5_YEBayDEY



Combined Transport Rail-Maritime

DIFFERENT SYSTEMS



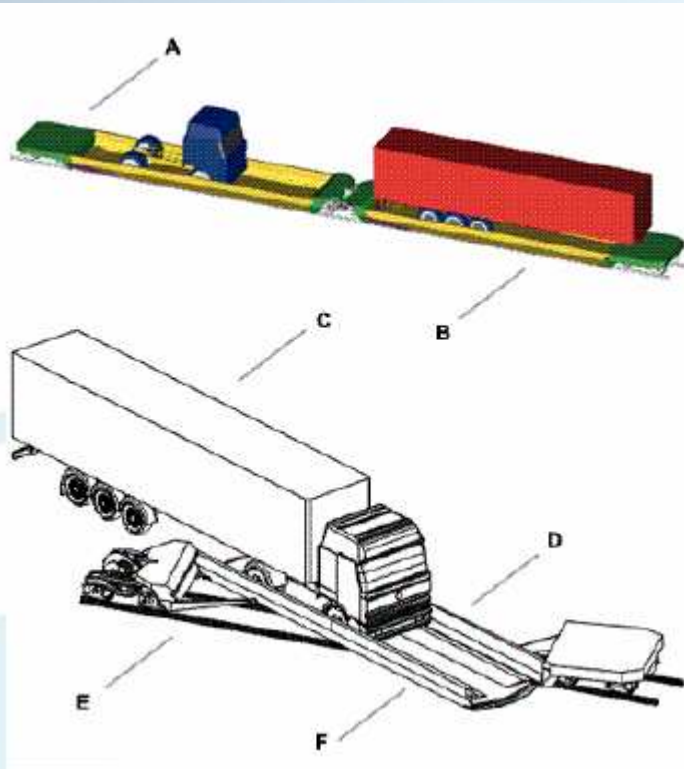
**Cars with small wheels.
Trans-Alpine rail links**



Modalohr system



Combined Transport Rail-Maritime



- **Wheels and standard type bogies comparable to those of a classic car.**
- **A very low load floor that allows Truck over 4 meters height in the existing railway lines.**
- **Horizontal position after loading trucks.**
- **Loading lateral "spikes" made tractor directory that allow simultaneous transfer very fast truck.**
- **Joint system and opening purely mechanical and very wagons simple, high reliability and very low cost.**



Improvement Requirements

Enhancing rail for goods:

- **Conditioning rail lines for goods (sidings of 750 m.)**
- **Improve railway access and rail management in the Ports**
- **Improve services in Terminals**
- **Improve the intermodality in the largest Mediterranean Ports**
- **Develop an Euro-Mediterranean arch strategy**
- **Intermodal solutions are the biggest challenge to expand the use of rail**
- **Increasing the exchanges of intermodal units (containers & mobile boxes) among the different companies.**



Thank you for your attention

