



**Role of Ports, Transport and Transport Policy
in Keeping Industry in Europe**

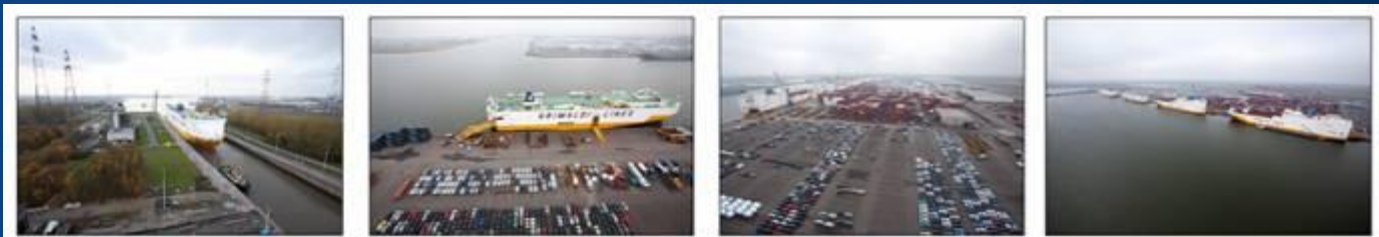
The shipowners' point of view





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Choosing a port: parameters considered by a shipowner

- Cost of services (port dues, pilotage, towage, mooring, stevedoring);
- Quality and reliability of services offered;
- Infrastructure and equipment available (berths, draft, storage areas, handling equipment, etc);
- Accessibility to the hinterland (road, rail, inland waterways);
- Proximity to logistics centres, production sites and to consuming markets;
- Possibility to invest in terminal facilities.





Study case: the Grimaldi Group

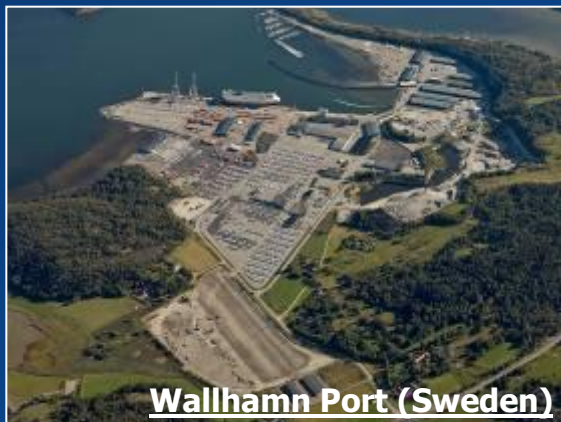
- One of the biggest logistics providers for the European automotive industry
- One of the biggest short sea operators
- 100 vessels (ro/ro, PCTC, ferries)
- 115 ports served in 47 countries in 4 continents
- 17 ro-ro/container terminals in Europe and West Africa + 1 port (Wallhamn - Sweden): total 4.5 million m2
- 4 Owned Logistics Companies



Euro Mediterranean Lines

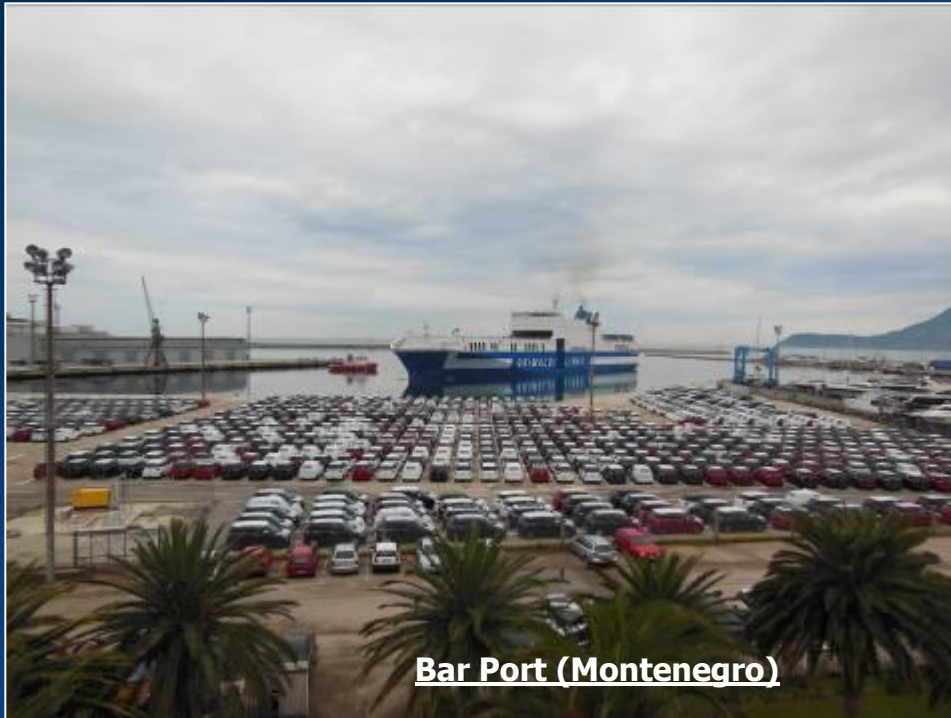


Study case: the Grimaldi Group





Successful case of a port supporting an industrial project



- Nearest port from the recently developed Serbian industrial area;
- High storage area;
- Efficient rail connection;
- Competitive port dues and tariffs;
- Well connected to the network of ports served by the Grimaldi Group.

The Grimaldi Group started to call Bar mid of 2012 for the transport of the new 500L Fiat model, produced at the Kragujevac plant (Serbia) and distributed worldwide.



Future challenges

- Port facilities (infrastructure & superstructure): public vs private investment
- The issue of port services: How to increase efficiency and cost effectiveness? Liberalisation or not?
- Future stricter environmental regulations (0,1% sulphur content in ECAs, Nox, black carbon, particulates, etc): what effect on ports and maritime transport?
- Should ports be specialised?
- Will South European ports successfully face the threat coming from North Africa?
- What instruments to further promote the use of maritime transport? (ex: European Eco-bonus)





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GRIMALDI GROUP



THANK YOU