

Lloyd's List

15 dicembre 2011

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THIRTY SIX

Emanuele and Gianluca Grimaldi



Managing directors

GRIMALDI GROUP



EMANUELE Grimaldi is outspoken and sociable. His brother Gianluca prefers to stay in the background. But together, they form a formidable team behind one of Europe's most successful shipping groups.

Grimaldi car carriers, with their distinctive yellow and white hulls, are a regular sight in ports across the Mediterranean, northern Europe and West Africa. **Grimaldi** ferries ply the shortsea trades, and subsidiaries such as Atlantic Container Line, Finlines and Minoan Lines are leaders in their field.

The group operates a fleet of around 100 ro-ro and ro-pax ships, transported the equivalent of 2.8m cars in 2010, carried 2.7m passengers, and also operates 18 terminals, including a recently acquired facility in Barcelona. The proud boast is that **Grimaldi** Group has never posted a quarterly loss, even in the depths of the recession, while turnover recovered to €2.3bn (\$3bn) last year after falling from €2.5bn to €2.1bn between 2008 and 2009.

The Naples-headquartered group has carved out a very specific market for itself, avoiding the rough and tumble of the east-west container routes and instead concentrating on the ro-ro trades west of Suez and extending across the Atlantic.

Grimaldi has also opened up difficult regions, serving West Africa with purpose-built ships and investing in port facilities to bring world-class standards to countries where the transport infrastructure is in poor shape.

The business has invested heavily in new tonnage, including an imminent order for the biggest ro-ro vessels ever ordered that will replace ACL's existing multipurpose vessels. It is also at the forefront of calls for older tonnage to be scrapped.

Grimaldi's outstanding orderbook consists of four ro-ro ships for its subsidiary Finlines, each with loading capacity of 3,326 lane metres of rolling cargo and 600 cars. Another four ro-ro vessels for **Grimaldi** Line are being built by Hyundai Mipo. All eight are due for delivery in 2012 and 2013.

Emanuele Grimaldi has always been prepared to take on the political establishment, complaining most recently about the risk of cargo being forced back onto Europe's roads because of the cost to shipowners of low-sulphur fuels.

He and Gianluca are the sons of Guido **Grimaldi**, founder of the group who died in 2010. He was the nephew of legendary Italian shipowner Achille Lauro.

Shipping is in the blood, with a third generation of family members now starting to work for the group, including Emanuele's son Guido who is currently commercial manager for shortsea services.

Location: Italy

Key to ratings

- ▲ From 2010
- ▼ Fleet power
- S Finance
- Person Notoriety
- Skull Innovation