



**AAPA 2019**

**VIRGINIA**

REVOLUTIONIZING AMERICA'S FIRST PORT





# CMA CGM America

Ludovic Renou - President

AAPA Annual Convention - Norfolk, October 15, 2019

SHIPPING THE FUTURE



# CMA CGM: A Worldwide Shipping Group Led by Rodolphe Saadé



Rodolphe Saadé, Chairman and  
CEO of CMA CGM Group

CMA CGM, founded by **Jacques R. Saadé** in **1978** in Marseille, is a French leading worldwide shipping and logistics group.

Now headed by **Rodolphe Saadé**, CMA CGM enjoys continuous growth and keeps innovating to offer its customers new maritime, inland and logistical solutions.

In 2016, he successfully led the voluntary general cash offer for **Neptune Orient Lines (NOL)**, a Singapore-based container shipping company.

In April 2016, he conducted talks leading to the signature of the largest operational agreement of the sector with three Asian competitors: **Ocean Alliance**.

In February 2017, he was appointed **Chief Executive Officer of the CMA CGM Group**.

In April 2019, he was elected as **Chairman of the CEVA Board of Directors**.

# Guided By Our Values



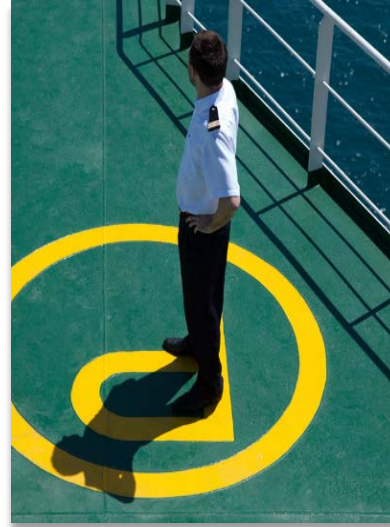
## BOLDNESS

To undertake to exceed one's limits



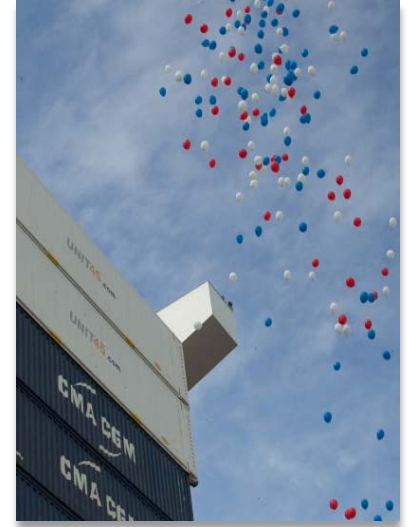
## INITIATIVE

To dare in order to progress



## INTEGRITY

To respect others for the long term



## IMAGINATION

To be creative and to adapt ourselves in order to be the best in the field

# Our Organization

## CMA CGM, A Global Transport Group

SHIPPING COMPANIES



PORT ACTIVITIES



LOGISTICS ACTIVITIES



SUPPORT ACTIVITIES



# Our Organization

## CMA CGM, A Global Transport Group

### SHIPPING COMPANIES



### PORT ACTIVITIES



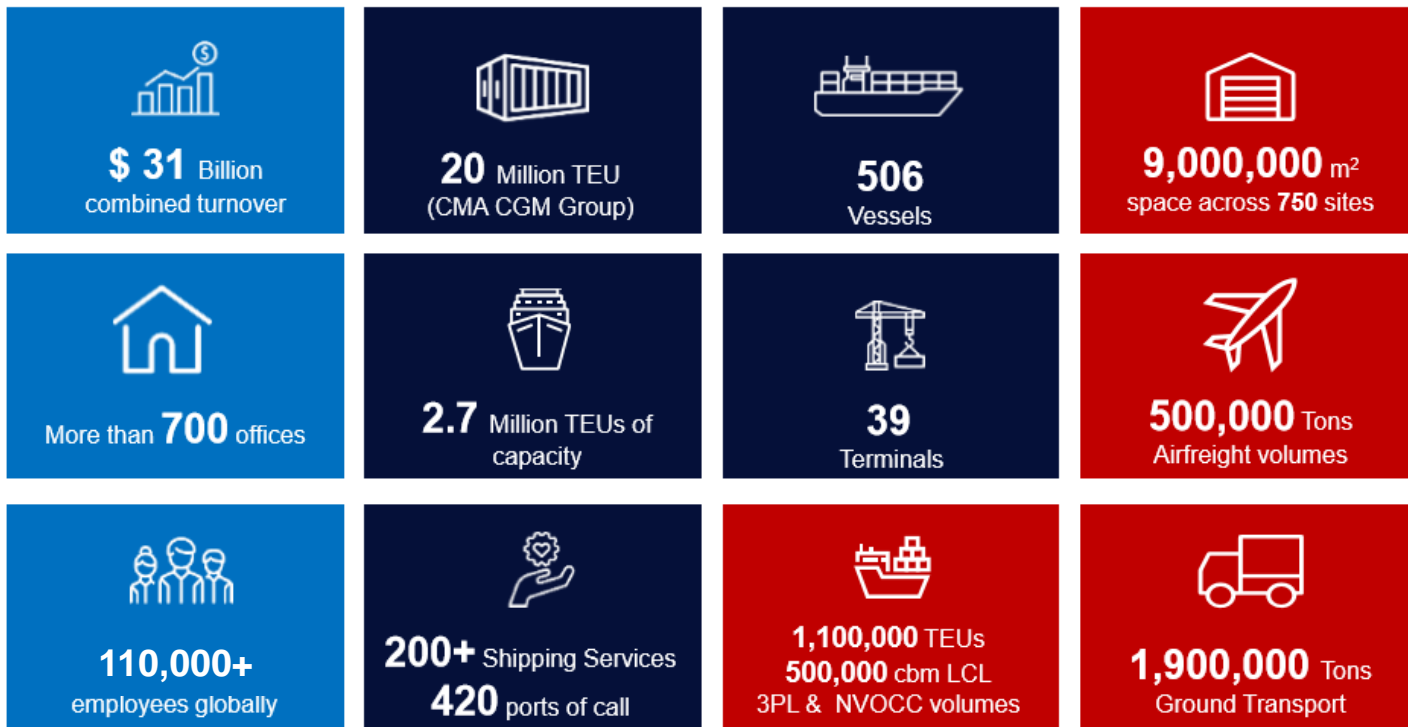
### LOGISTICS ACTIVITIES



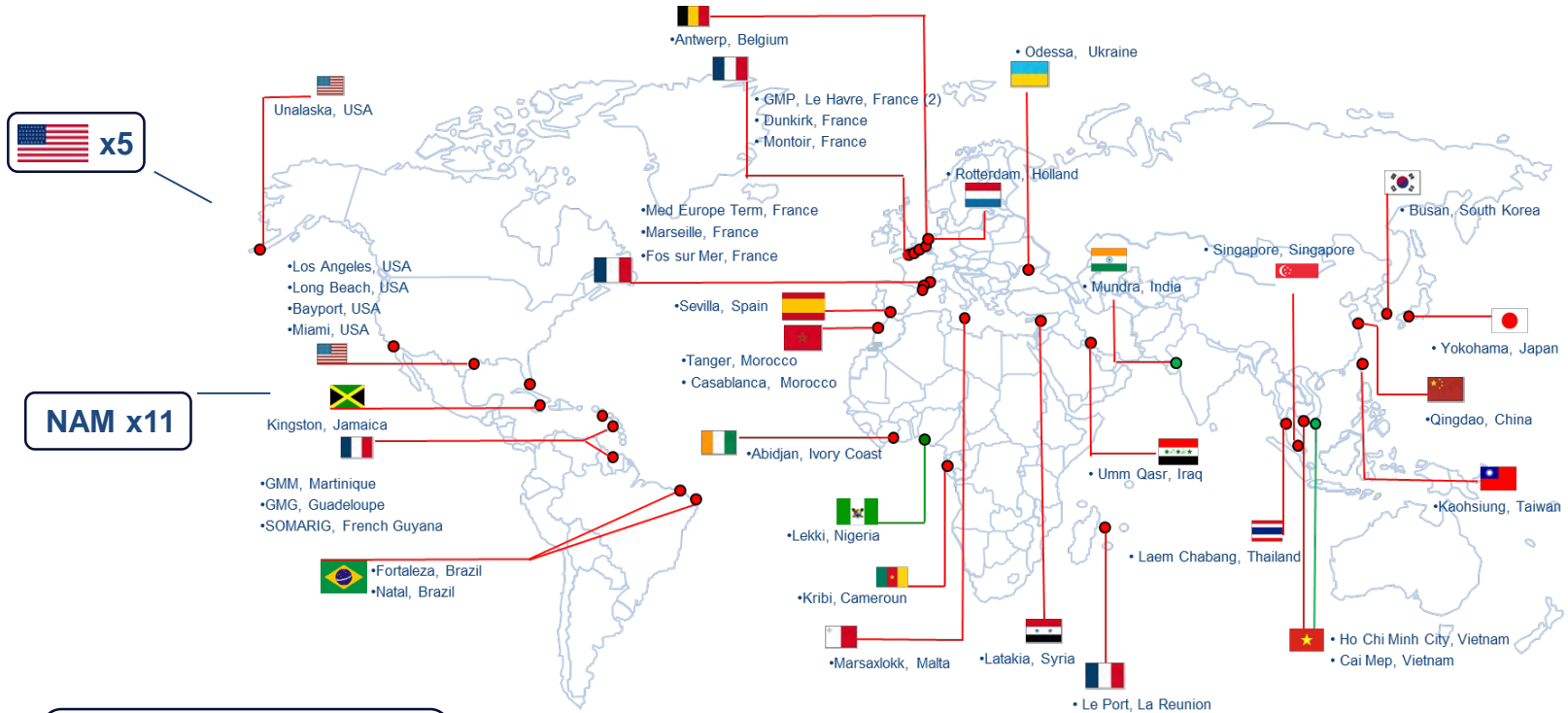
### SUPPORT ACTIVITIES



# CMA CGM Group Key Figures



# CMA CGM Group – Terminal Footprint



**45 operational terminals**  
**27 countries**



# A New Strategy for New Ambitions:

## SHIPPING THE FUTURE



Profitability



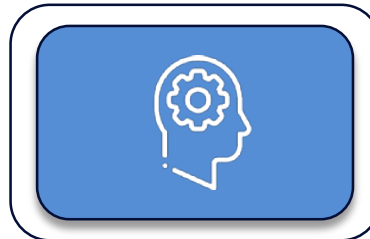
Maritime, Inland  
and Logistics Solutions



Digitalization



Customer Centricity



Organization Agility



Environment & Sustainability



CMA CGM America



# CMA CGM America – a Virginia-Based Headquarters



Present in the U.S. market since 1996.

Today, **#1 Shipping Group** in the U.S.

*“We will continue to drive shipping resolutely towards a responsible and profitable future, to create value for all.*

*The United States and each one of you can rely on the dedication and expertise of the 110,000 associates of the CMA CGM Group.”*

**- Rodolphe Saadé, Chairman and CEO  
of CMA CGM Group**

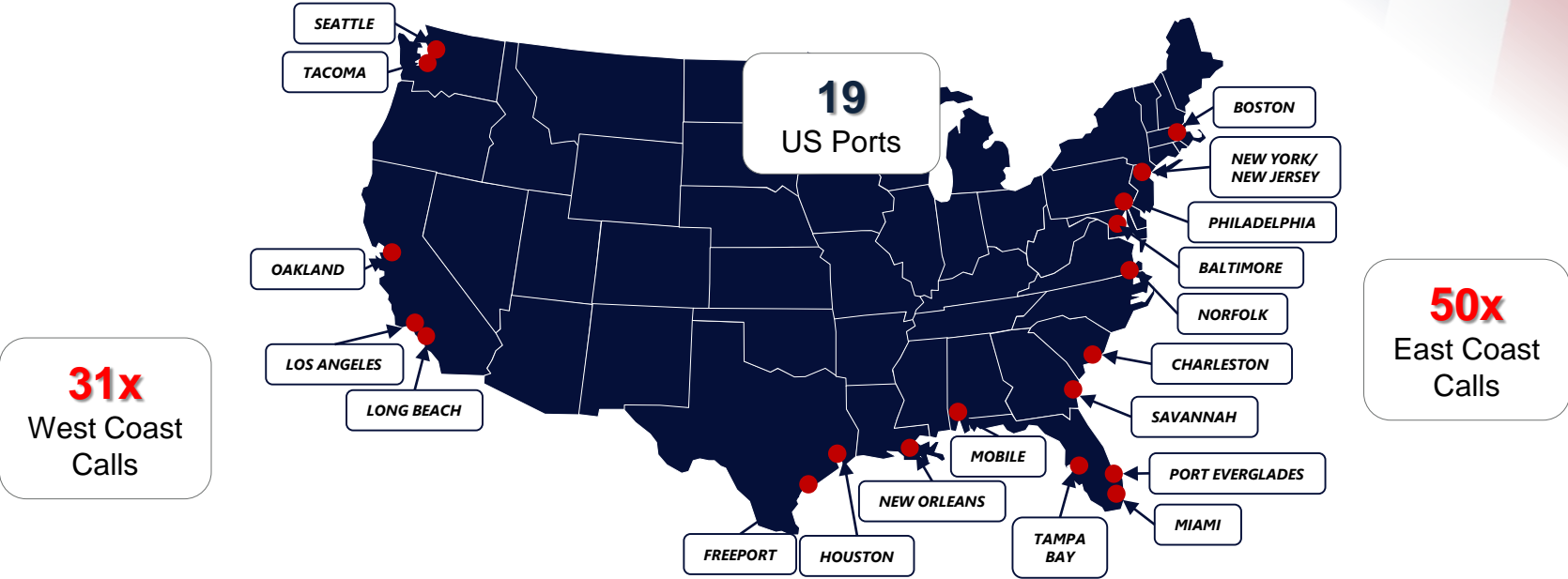
# A Leading Presence in the United States



<p><b>34</b> Weekly Services</p>	<p><b>+26%</b> Growth since 2016</p>	<p><b>9,200</b> Truck moves per week</p>
<p><b>19</b> Ports of call</p>	<p><b>#1</b> Shipping Group <i>by market share</i></p>	<p><b>18,000</b> Rail moves per week</p>
<p><b>10</b> Offices (100 Locations CEVA)</p>	<p><b>1,617</b> Staff Members (10,500 with CEVA)</p>	<p><b>3.7 B\$</b> US OPEX</p>

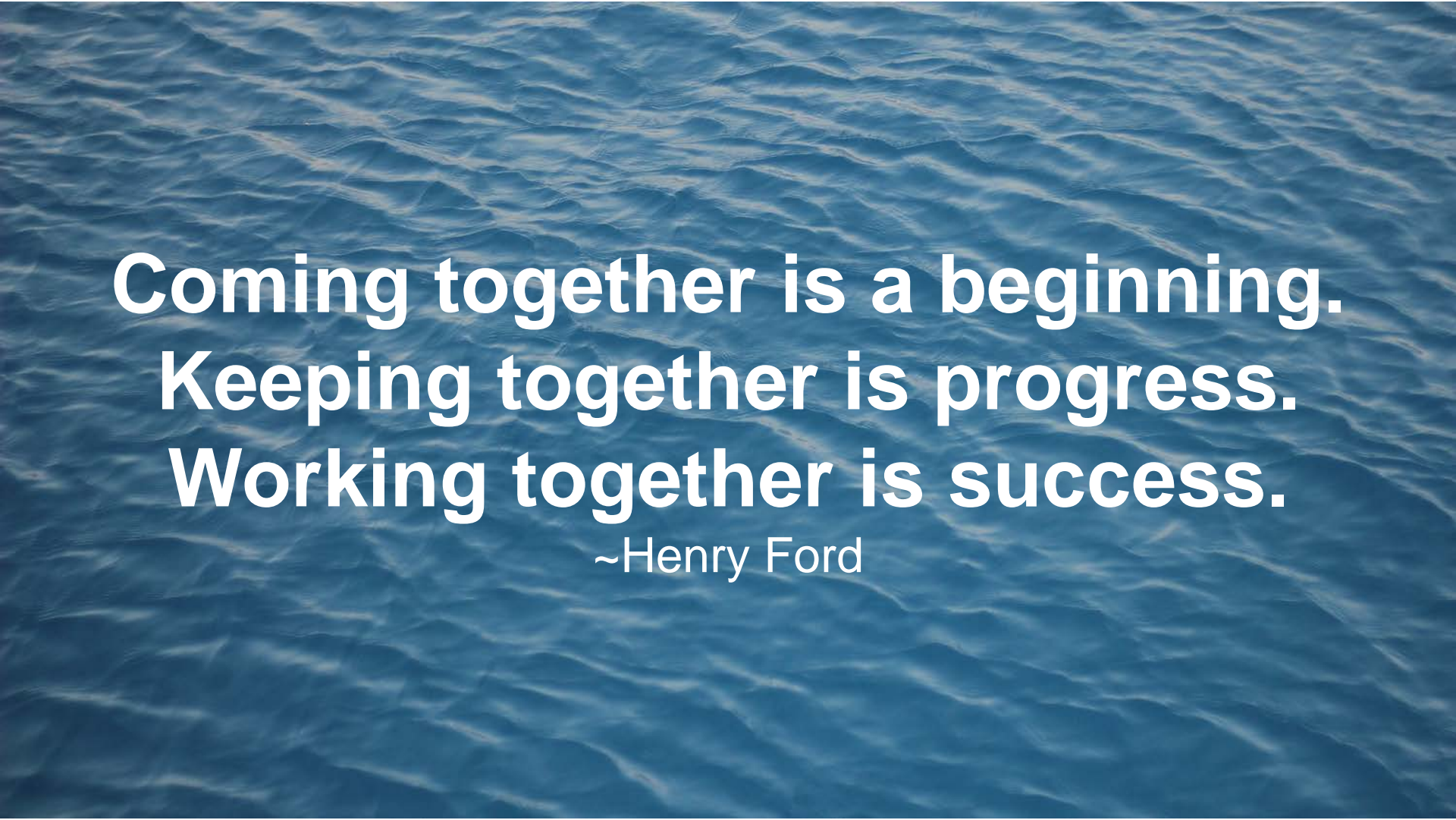


# CMA CGM services make 93 port calls per week in the U.S.



• 9 Teus handled every minute  
• 1 Ship every 2 hours

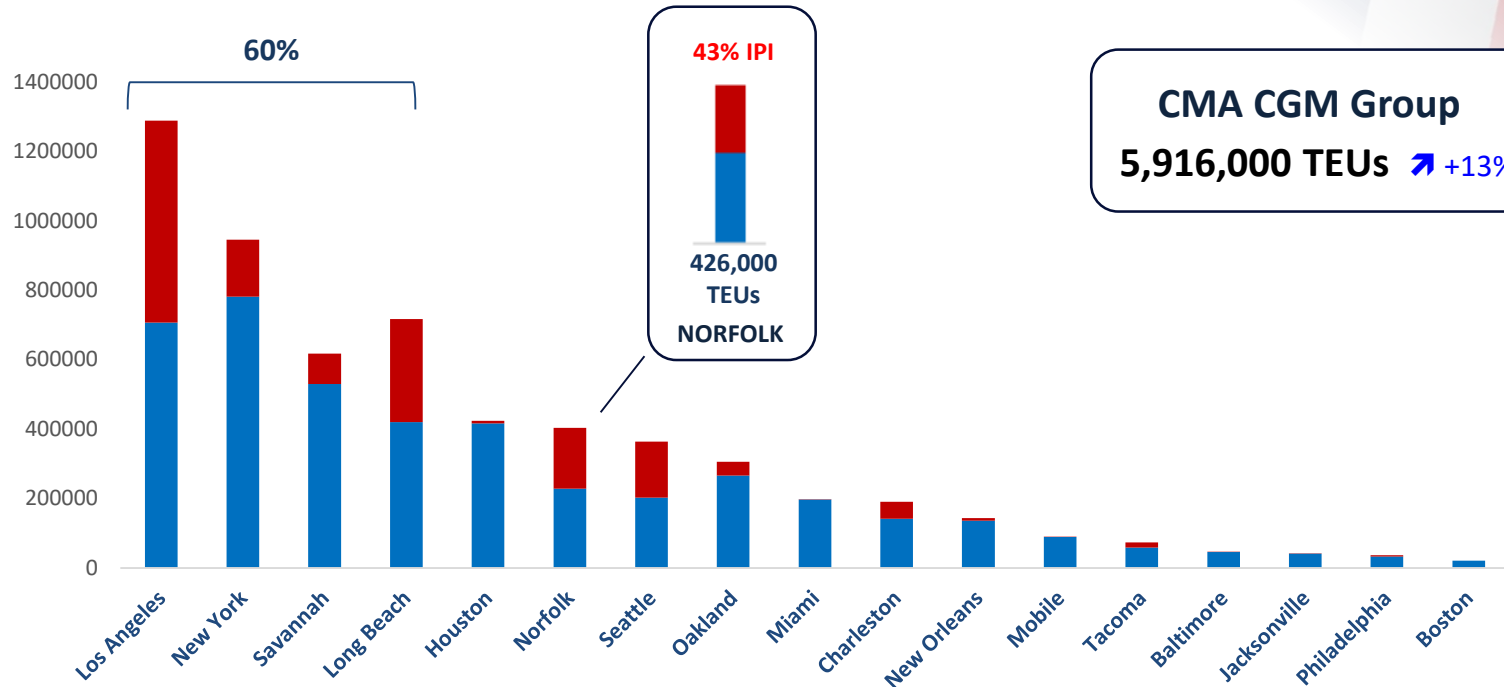
12x  
Gulf Coast  
Calls



**Coming together is a beginning.  
Keeping together is progress.  
Working together is success.**

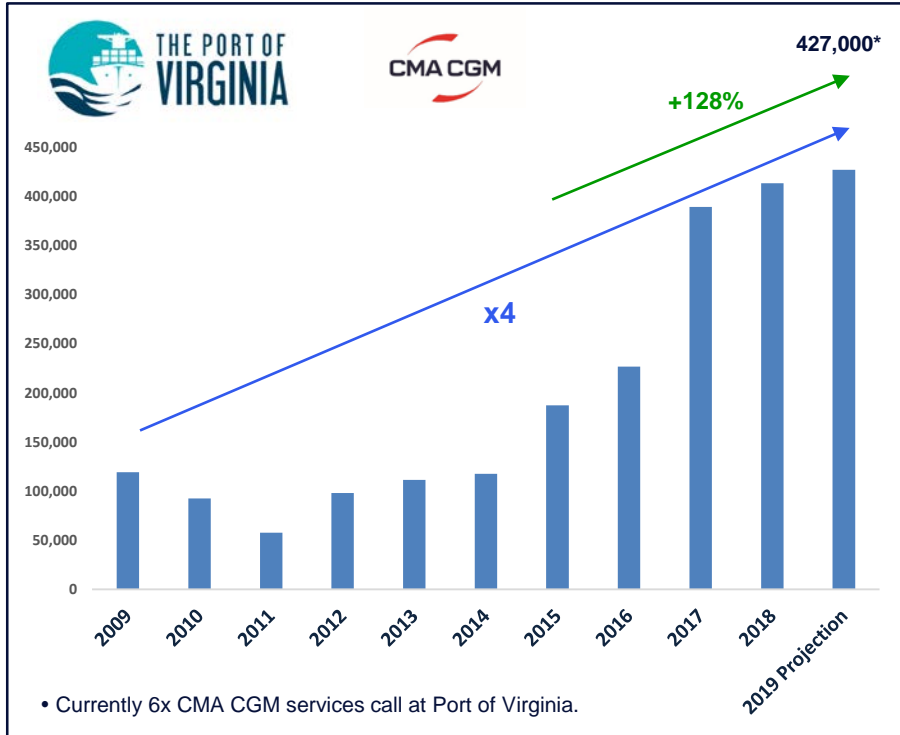
~Henry Ford

# Strategic Gateways – Key to Our Success





# Port of Virginia – Committed to Supporting Growth



Access to 75% of the U.S. population in 2 days.



Efficient intermodal rail connections to/from 19x inland destinations/origins within 48 hours.



+40% capacity equ. 1 million additional containers annually by 2020.

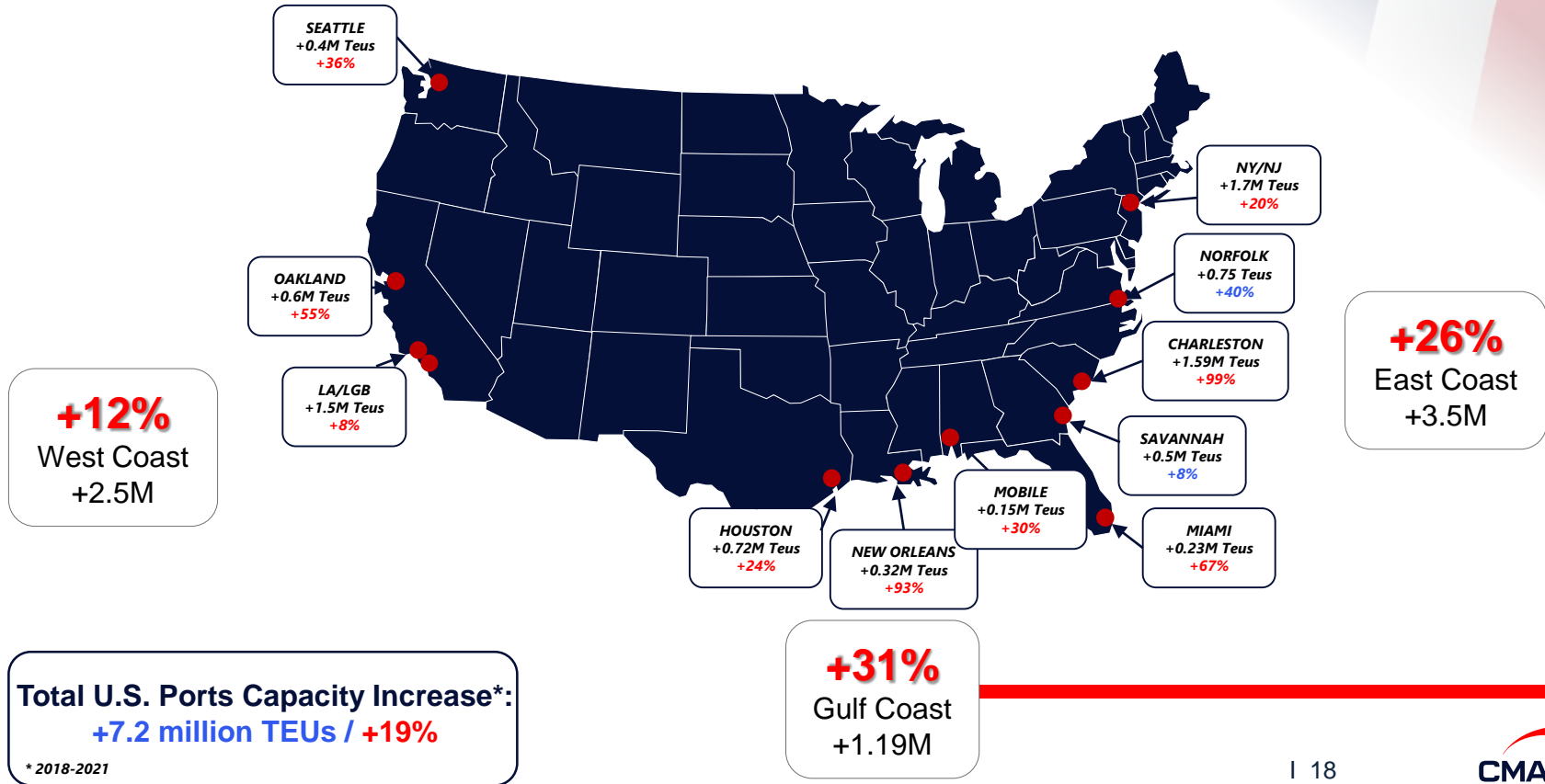


80% of truck TAT 60< with TRS.



Cost effective

# U.S. Ports Bridging Capacity Needs By 2021





## A Company Committed to Protecting the Environment

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*« CMA CGM confirms its ambition to be an industry-leading force, in environment protection, by pioneering in innovative and eco-responsible technologies. »*

### **Rodolphe Saadé**

Chairman and CEO of the CMA CGM Group

# CMA CGM Caring for the Future Today

A deeply rooted strategy within our DNA

- 3 strategic focuses on environmental issues since 2005.



**OCEAN**  
Conservation  
Biodiversity



**INNOVATION**  
Eco-Solutions  
Sustainable transport



**AIR**  
Climate change  
Air quality

- A Special Committee has been assigned by CMA CGM Senior Management to steer all projects under the scope of Sustainability and Environment Protection.

# A Modern and Efficient Fleet Strong with 15 Years of Innovations

Vessel's environmental stewardship and eco-technologies



- ECO-CONTAINERS**
- BAMBOO FLOOR
  - LIGHT STEEL
  - SOLVENT FREE PAINTS
  - LOW CONSUMPTION REEFER

LIMITED AIR POLLUTANTS (NOX, SOX)

- 24/7 FLEET NAVIGATION CENTER**
- ROUTING AND WEATHER OPTIMIZATION
  - SLOW STEAMING

CARGO HOLD BILGE WATER HOLDING TANK

**AMP**

ALTERNATIVE MARITIME POWER SHORE POWER CONNECTION



TWISTED LEADING EDGE RUDDER WITH BULB

OPTIMIZED PROPELLERS

AIR SEALED STERN TUBE

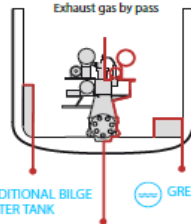
WATER BALLAST TREATMENT SYSTEM CHEMICAL FREE

TIN-FREE ANTIFOULING COATING

OPTIMISED HULL LINES DOUBLE HULL PROTECTION

OPTIMIZED BULBOUS BOW

MULTICHAMBER WASTE COMPACTORS NO INCINERATOR, NO WASTE AT SEA

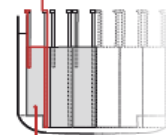


ADDITIONAL BILGE WATER TANK

GREY WATERS TANK

ELECTRONICALLY CONTROLLED ENGINE AUTOTUNING ENGINE/ SELF ADJUSTED ENGINE

FAST OIL RECOVERY SYSTEM



ULTRA LOW SULFUR COMPLIANCE

CO2 emission - energy efficiency

Ocean preservation

Air quality

# Environment: Above and Beyond the Regulatory Standards



- CMA CGM **will not use the Northern Sea Route**, a forward-looking, socially responsible choice to protect the biodiversity of both the Arctic region and its role in regulating global climate patterns.
- CMA CGM will give **priority to liquefied natural gas** to power its future ships and continues its research into other energy sources.
- The Group was the world's first container shipping company to successfully **test a biofuel** oil, made with 20% recycled vegetable oils and forest residues.



**CO2 Reduction from  
2005 to 2015**



**Additional CO2  
Drop by 2025**

# World Innovation

Big ships powered by liquefied natural gas

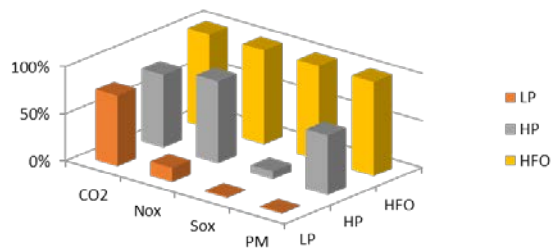


# World Innovation

Big ships powered by liquefied natural gas



- With LNG, CMA CGM has made the ground-breaking choice that goes beyond current and future environmental regulations.

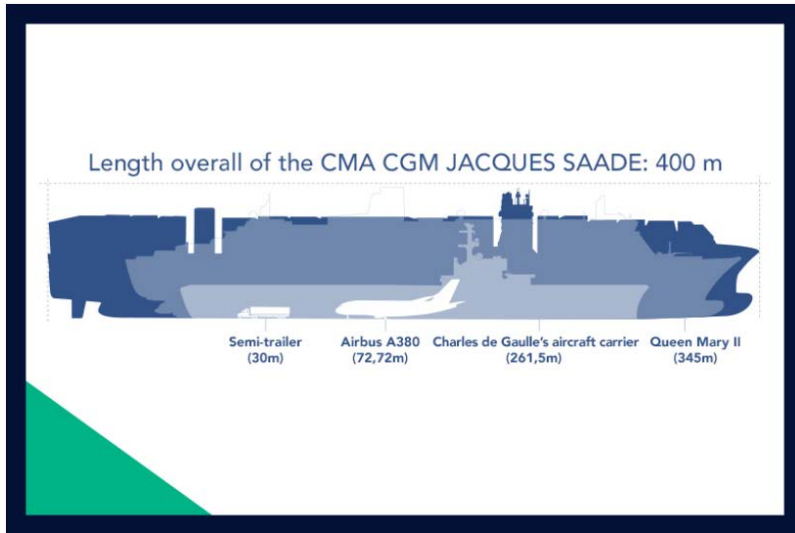


\*EEDI: Energy Efficiency Design Index

- In 2022, the CMA CGM fleet will include 20 LNG-powered vessels.



# The CMA CGM JACQUES SAADE is...



- Nominal Capacity: 23,112 TEU
- Year Built : 2020
- Flag : French
- LOA : 400 m
- Overall beam : 61 m
- Draft : 16 m

- Longer than 4 football fields or 5.5 Airbus 380 aircrafts.
- Bigger than the Empire State Building (381m) and the Eiffel Tower (324m).
- A Propeller of remarkable dimensions: more than 10m diameter and weighing more than 92 tons.
- An LNG tank that is large enough to hold the Statue Of Liberty.
- An engine with maximum power rating of 68,340 kW, equal to 10 Airbus Jet engines.
- Containers would stretch from New York City to Philadelphia if placed end to end.

# Carbon Premium Services

**CMA CGM**

## CUSTOMIZED CO2 REPORT

Keys to make your supply chain greener

CO2 report is a useful tool for customers who want to monitor their logistics carbon footprint per year, per trade and per mode, a first step towards CO2 emissions optimization

**FEATURES & BENEFITS**

- #1 CO2**  
**Your carbon KPIs at a glance**  
Detail of your global carbon footprint (maritime and inland) and related shipments in TEUs
- #2**  
**Evolution of your emissions**  
A quarterly outlook of your CO2 emissions and the distribution by transport mode (main liners, feeders, inland)
- #3**  
**Trade analysis**  
A snapshot of your top trades and preferred services ; their performance and share in your total CO2 emissions over the period
- #4**  
**Focus on POO/FPD analysis**  
An analysis of your n°1 door to door traffic, allowing you to compare the CO2 weight of the different services and modes you favored and spot potential CO2 savings
- #5**  
**CMA CGM Environment and Sustainability News**  
[www.cma-cgm.com](http://www.cma-cgm.com)  
f t v i

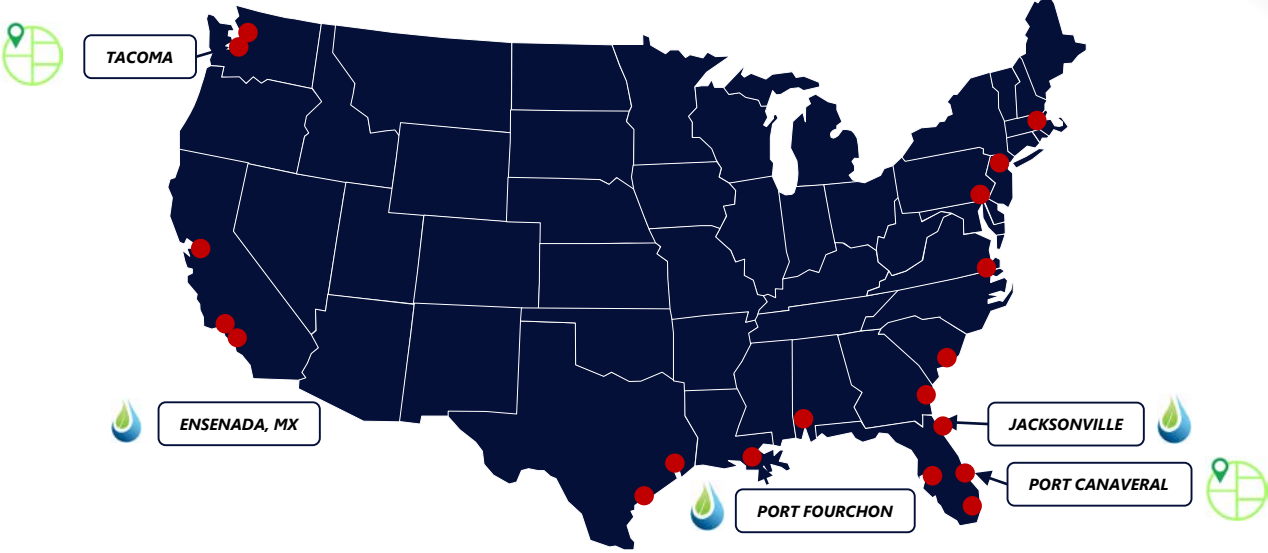
Contact your usual sales representative to get your own personalized report

**POO New York** **POO Amsterdam** **Amsterdam** **Rotterdam** **Singapore** **POO Istanbul**

Inland rail: 184,273 tCO2e (100% of total CO2 emissions)  
Maritime (incl. air-sea): 11,818,100 tCO2e (99% of total CO2 emissions)

- Carbon calculator is available on [www.cma-cgm.com](http://www.cma-cgm.com).
- For eCommerce customers, carbon information is automatically calculated and displayed in “shipment details.”
- “Your Carbon Footprint” is a CMA CGM premium service for strategic customers to track, analyze, understand and reduce carbon emission from the logistics chain.
- In 2017, **15 % of total Group business is covered by specific sustainability requirements**, estimated to 2.9M TEUs.
- Carbon reports data is verified by KPMG.

# U.S. Ports Next Wave of Upgrades: LNG Facilities



-  Identified LNG fueling facilities
-  LNG fueling facilities projects



CMA CGM America

SHIPPING **THE** FUTURE

