

# Welcome to the Port of Marseille Fos

*The smart French Port,*

*Opportunities for Global Supply  
Chains Development*

March 2017

## The Port of Marseille Fos, brief insight

- Addressing Logistics, Connectivity Challenges, Safety and Security issues
- Marseille Fos, your alternative Mediterranean solution: 2 examples

## The Port of Marseille Fos, the smart French Port:

- Innovative port authority and cargo community systems: key to smooth and flexible operations

## The Port of Marseille Fos, an innovative Smart Port



## Brief insight...



**Marseille Fos the southern alternative...**  
**A strategic location in the Mediterranean**



**Marseille and Fos : a Multipurpose port ,  
Two specifically dedicated Harbors**

# A multipurpose port, serving its domestic & beyond borders markets

**General Cargo**

**18.453 KT**

**+ 3 %**



**Containers**

**1.250.761 evp**

**+ 3 %**



**Liquid Bulk 49.473**

**KT**

**- 1%**



**Solid Bulk**

**12.958 KT**

**- 7 %**



**Passengers**

**2,707.000 + 6 %**

**Incl Cruise**

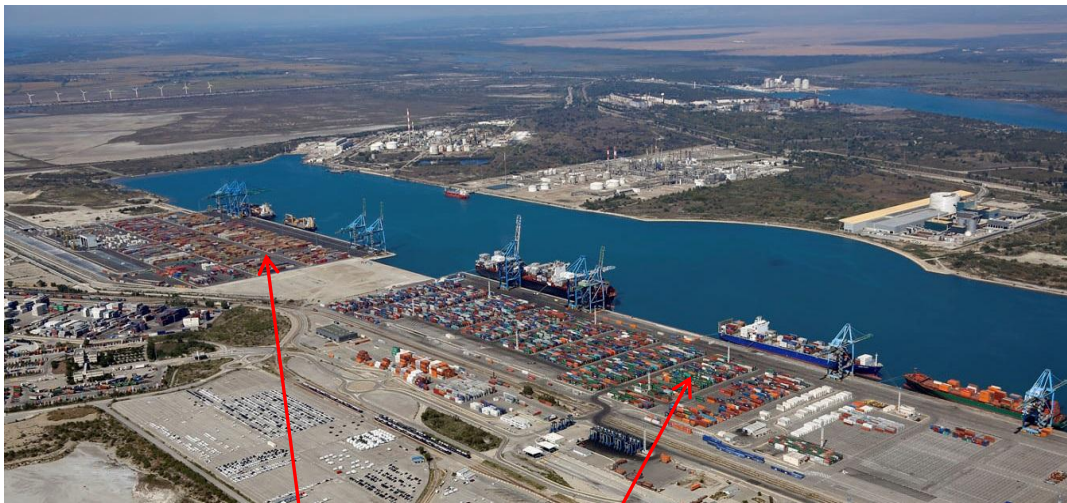
**1,591.000 + 9 %**



**Trade Exchange with Egypt: 18.000 teus in 2016, balanced in and out**

**7 Direct shipping services connect Marseille Fos with Egyptian Ports**

**Total throughput in 2016: 81 MT & 7500 calls**



### **Seyard - Container Terminal**

Capacity: 1,5 million teus

- 52 Ha yard area / 15-17 m. draft
- 860 meter quay length
- 400 reefer plugs
- 5 gantry cranes + 1 in 2017
- 30 straddle carriers

### **Eurofos - Container Terminal**

Capacity: 2 million teus

- 80 Ha yard area / 15-17 m. draft
- 1600 meter quay length
- 370 reefer plugs
- 8 gantry cranes + 2 in Sept. 2016
- 40 straddle carriers
- New quay shed of 6,000 m<sup>2</sup>



### **Med Europe Terminal**

Container – Conro – Breakbulk

Terminal operator : Marseille Manutention

- 32 Ha of storage capacity
- 1 km of quay length
- 11 meter draft
- 180 reefer plugs
- 3 panamax cranes
- 12 straddle carriers
- 2 Reachstackers (45 t.)

**Container Terminals in Marseille and in Fos  
serving east-west and north-south trades**



**59** direct liner services

**14 East-West Services:**

13 services in Fos

1 service in Marseille

**45 North South Services:**

33 services in Marseille

12 services in Fos



**Diversified Liner Services in both harbors**

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## Multimodal options for inland transportation, modal shares:

- River network : 8%
- Rail network : 10%
- Highway network : 82%



**Marseille Fos, A tri-modal Port**

|           | Fos / Marseille |
|-----------|-----------------|
| Geneva    | 458 km          |
| Basel     | 710 km          |
| Lyon      | 320 km          |
| Paris     | 760 km          |
| Torino    | 405 km          |
| Milano    | 550 km          |
| Antwerp   | 1 078 km        |
| Rotterdam | 1 174 km        |



**82%** OF THE TOTAL CONTAINERS ARE CARRIED BY ROAD

**500,000** TRUCKS PER YEAR

**Average Truck Turnaround Time on Terminals : 34 min**



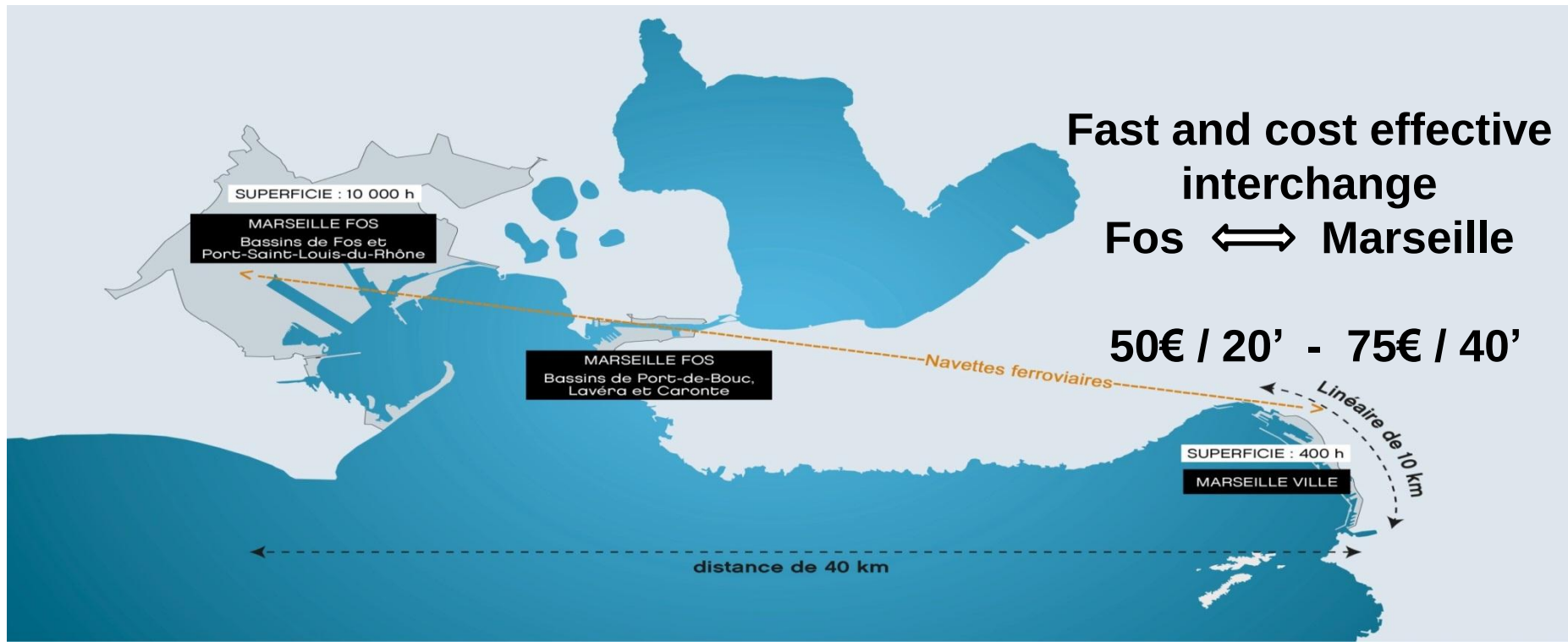
A STRATEGIC NETWORK ON THE RHÔNE AND SAONE RIVERS FOR CONTAINERS, BREAKBULK AND LIQUID BULK.

|  |        |  | Best TT |
|-----------------------------------------------------------------------------------|--------|-----------------------------------------------------------------------------------|---------|
| Chalon                                                                            |        | 2/week                                                                            | A / D   |
| Mâcon                                                                             |        | 2/week                                                                            | A / D   |
| Lyon                                                                              | 3/week | 2/week                                                                            | A / C   |
| Valence                                                                           | 2/week |                                                                                   | A / B   |

In 2016 : 83 000 TEUs - Modal share : 8%



Only port in the Med to offer Inland water-way services, 2 private operators



**INTERHARBOR RAIL SHUTTLES**  
**2 trains / wk between Marseille & Fos terminals**

## Modal Ovest



### Examples:

**ANTWERP: 9**  
SHUTTLES PER WEEK

**LUDWIGSHAFEN: 3**  
SHUTTLES PER WEEK

**STRASBOURG: 3**  
SHUTTLES PER WEEK

**PARIS: 11**  
SHUTTLES PER WEEK

**LYON: 17**  
SHUTTLES PER WEEK

In 2016 : 121 500 TEUs (+8%) - *Modal share : 10%*



# 7 Operators offer Rail Services for containers

# 5 Logistics Platforms representing 3 million sqm of warehouses in operation

## SAINT MARTIN DE CRAU

Area : 380 ha

- Katoen Natie
- Castorama
- Maison du Monde/Distrimag
- Office Dépôt
- Rhodanienne de Transit
- Transport Perrenot
- Transport Vivarais
- Cevital

## DISTRIPORT

Area : 160 ha

- Mattel/Geodis
- SDV
- Maison du Monde/Distrimag
- GCA (Groupe Charles André)
- Ceva Logistics
- Mediac Vrac
- Fly
- SeaFrigo
- Havaianas/ Tempo Log
- Aubert
- Weldom

## CLESUD

Area : 280 ha

- ID Logistics / Intermarché / Carrefour / System U
- XPO Logistics
- Mousset Logistics
- Atosa
- Rexel
- ADIL / GIF
- Monoprix / Samada
- Jacky Perrenot
- Deret Logistics
- Dachser

## PARC DE LA CRAU

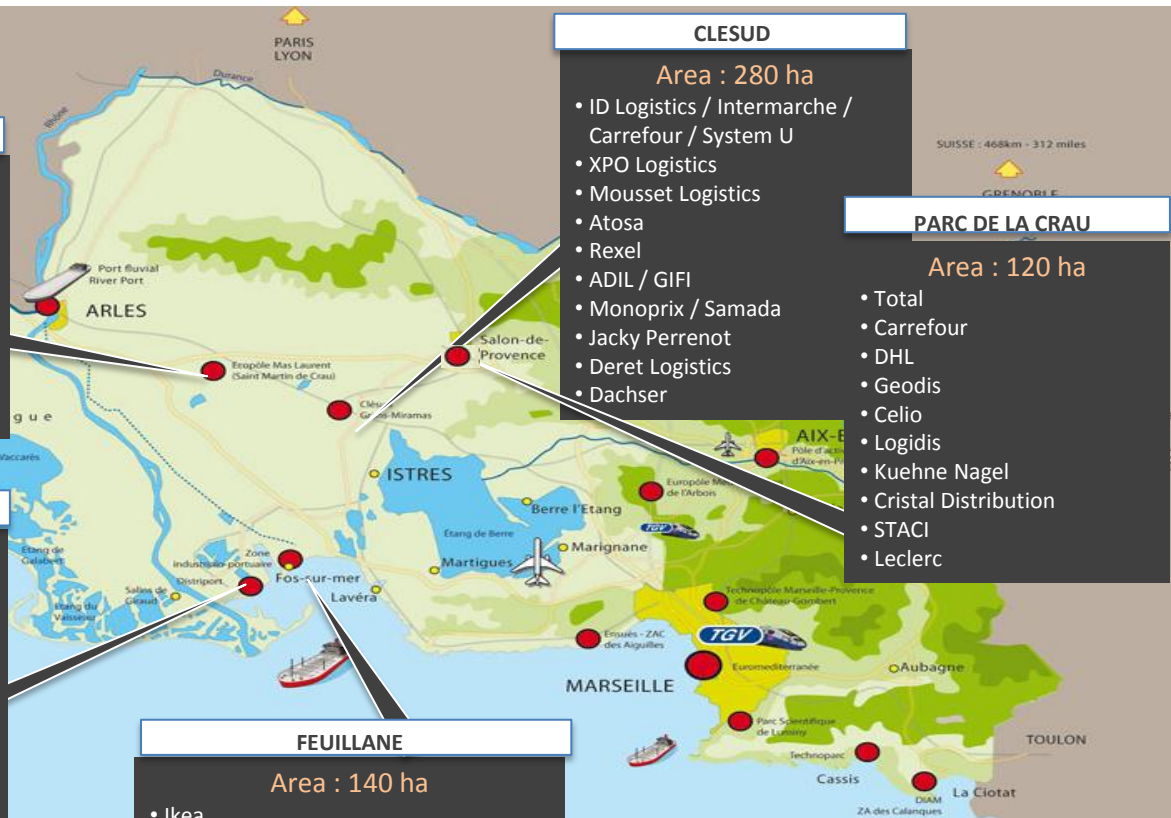
Area : 120 ha

- Total
- Carrefour
- DHL
- Geodis
- Celio
- Logidis
- Kuehne Nagel
- Cristal Distribution
- STACI
- Leclerc

## FEUILLANE

Area : 140 ha

- Ikea
- Maison du Monde/Distrimag

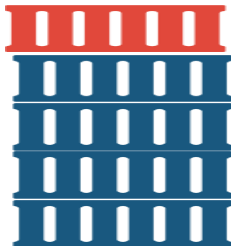




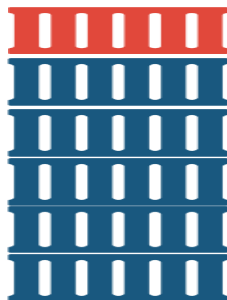
MATTEL  
40 000 M<sup>2</sup>



IKEA  
65 000 M<sup>2</sup>



MAISONS DU  
MONDE  
114.000 M<sup>2</sup>



**havaianas**

**Weldom**



TRANSAFOS

Logistics in the South of France powered by majors...

- 32 ISPS compliant port facilities

- 600 cameras

- 2 port and maritime security squads:

  - 80 policemen

  - 3 surveillance boats



**An efficient and paperless port, dematerialization  
is on the move...**

- Quicker and more efficient links  
via South Europe ports, Marseille Fos your alternative  
Mediterranean solution



Gain in transit time and efficiency:

**2** examples

## Quicker and more efficient links via South Europe ports

Gain in transit time  
and efficiency



Combined transport train + vessel,  
total port-to-port transit time  
between Antwerp and Algiers  
→ 4 to 5 days



**EXPORT**

3 per week shuttle trains + vessel between  
Antwerp and Algiers via Marseille

« Fresher, cheaper, cooler, greener »

IMPORT

Second season, last vessel  
called Fos on 19/01, containers  
delivered in Rotterdam on  
20/01...

Combined transport: vessel + train,  
total port-to-port transit time  
between Haifa and Rotterdam  
→ 7 days

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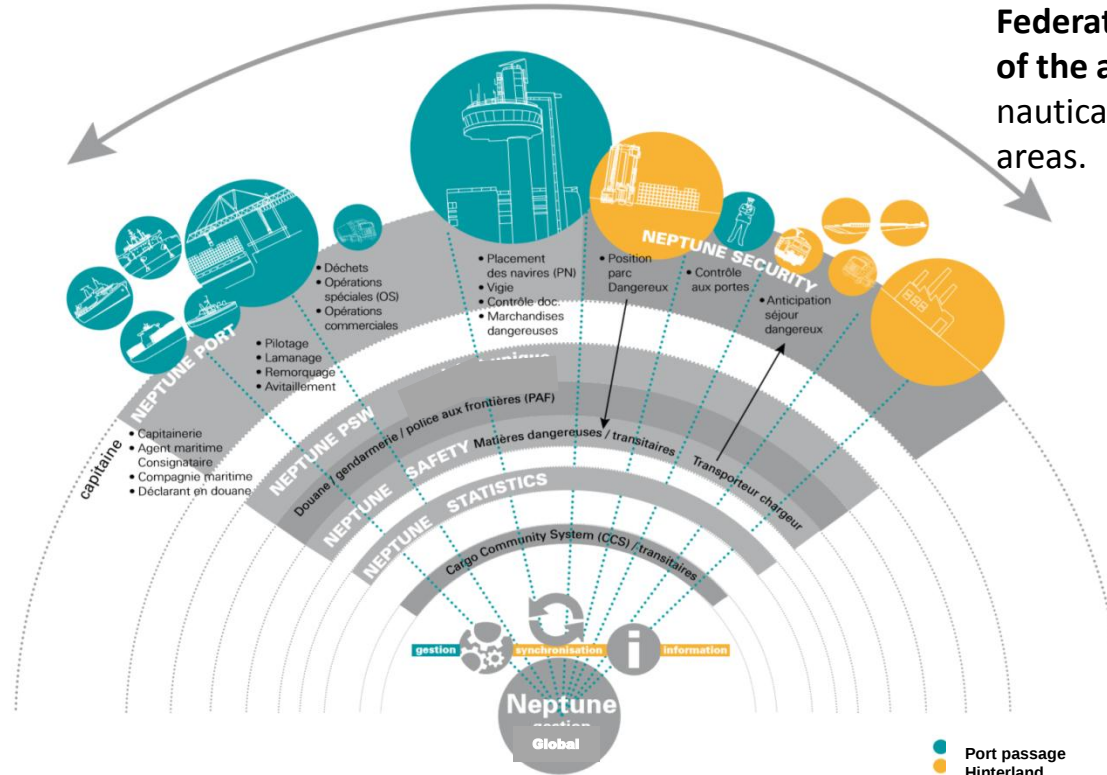
The Port of Marseille Fos, an innovative Smart Port



Neptune Global port system → Accommodating ships in the port.

Federating and synchronizing all of the actors involved in the nautical, freight and transport areas.

Covering the **Supply Chain** from the sea to the land allowing a **real time management**.



## Neptune, a P. Authority System for the 21<sup>st</sup> century

## A Single Window which Supports Transparent Maritime Operations

Neptune Port is a true one stop paperless solution for maritime and port management. It provides for easy traceability of sensitive information in the area of goods (detailed list of goods categorized, including dangerous and hazardous items).

In the areas of personnel (detailed list of passengers and crews). It also provides detailed information for monitoring and management of all ship waste products to meet

international compliance standard under the protection of marine environment. Hosted on the same platform, such information is then shared via secured data channels disseminated to local, regional or national authorities.

It allows reliability of information sharing while enhancing productivity. Neptune Port is the heart of Port Information System.

# A successful Public/Private Partnership :

A « one-stop shop » for the connected players

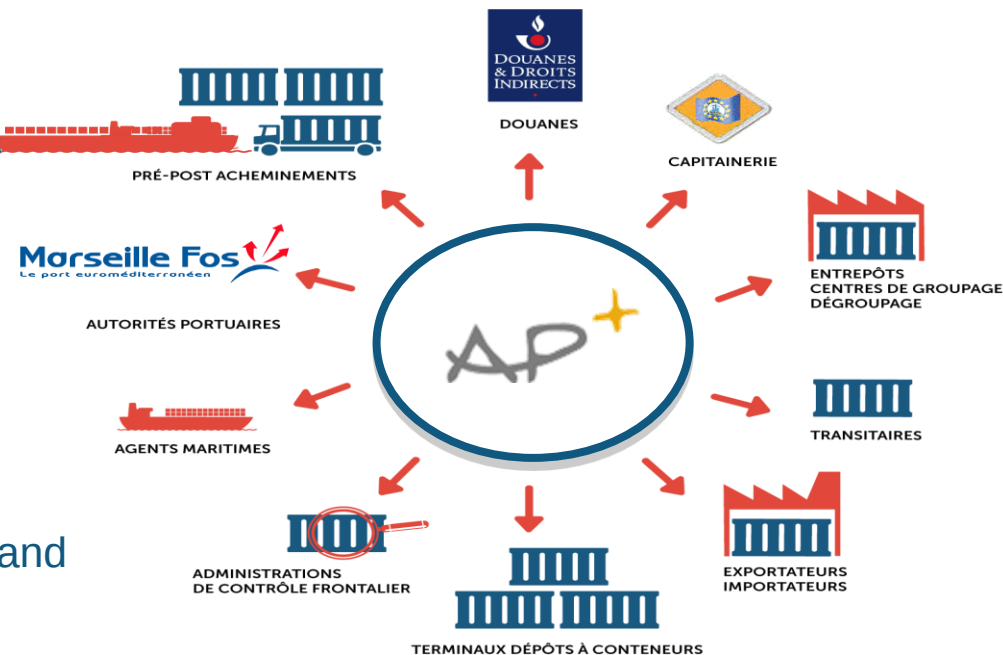
Helps in reducing exchange of documents

Improves the port transit time-frame

Reduces multiple input of information

Track and trace: physical, administrative and customs status of the cargo

Secured exchange of information



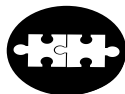
**AP+, an efficient Cargo Community System**



# The CCS connects the entire supply chain with smart door-to-door goods tracking



FastLane



Interoperability



Activity  
Monitoring



Business  
intelligence



User centric



From AP+ to Ci 5...

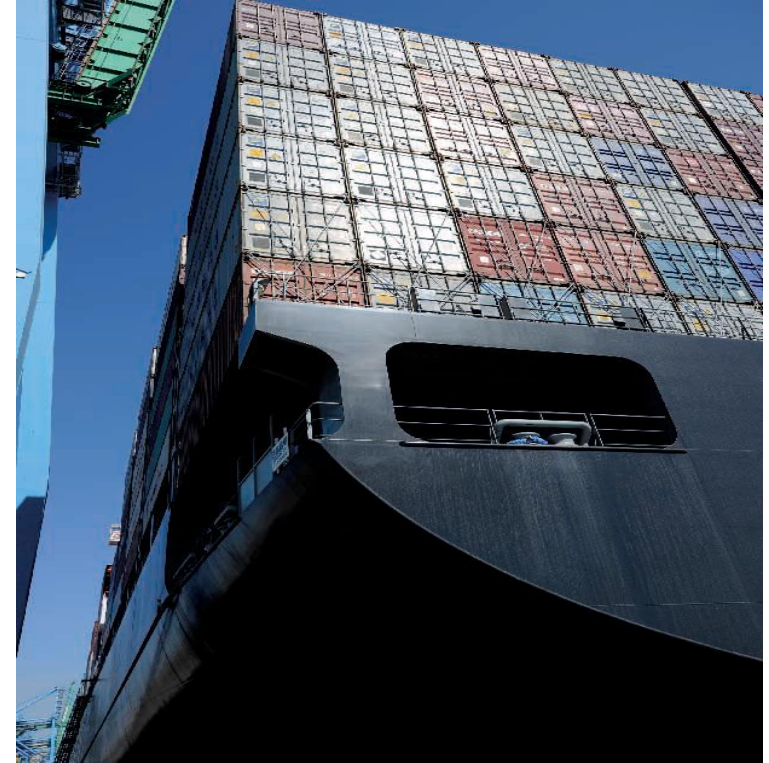
# Integrated Intelligent Multimodal Transport

**A Tool for Optimal Coordination Of Cargo & Equipment**



**Tracking containers with RFID chips...**

- **MARITIME INDICATORS**  
*Ex : 92% vessels berth without waiting time*
- **LAND INDICATORS**  
*ex : 100% trains are operated upon arrival*
- **CARGO INDICATORS**  
*ex : customs formalities carried out within 6 minutes*



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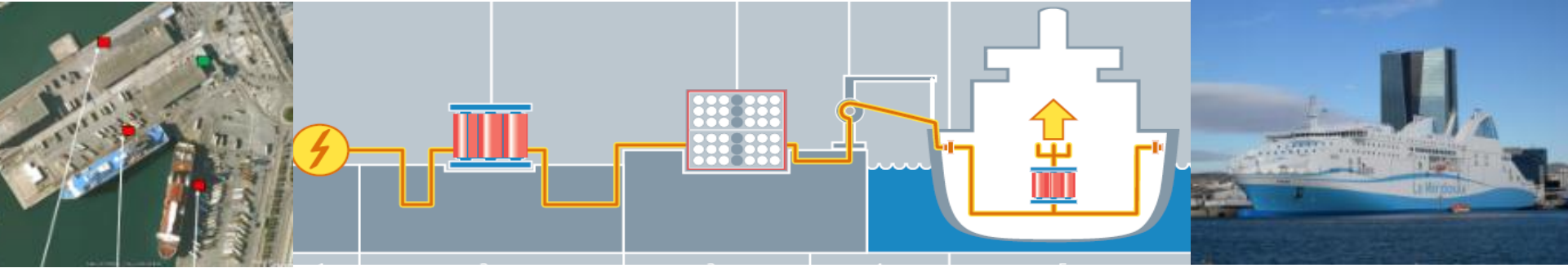
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# Marseille 1<sup>st</sup> Mediterranean Port to plug ships onshore

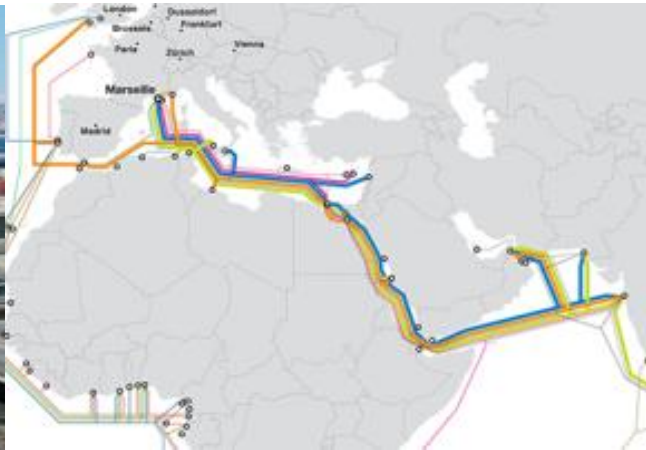
→ Experimental setup on 3 ferry passenger ships



In progress for cruise and ship repair...

**Shore to Ship Power**

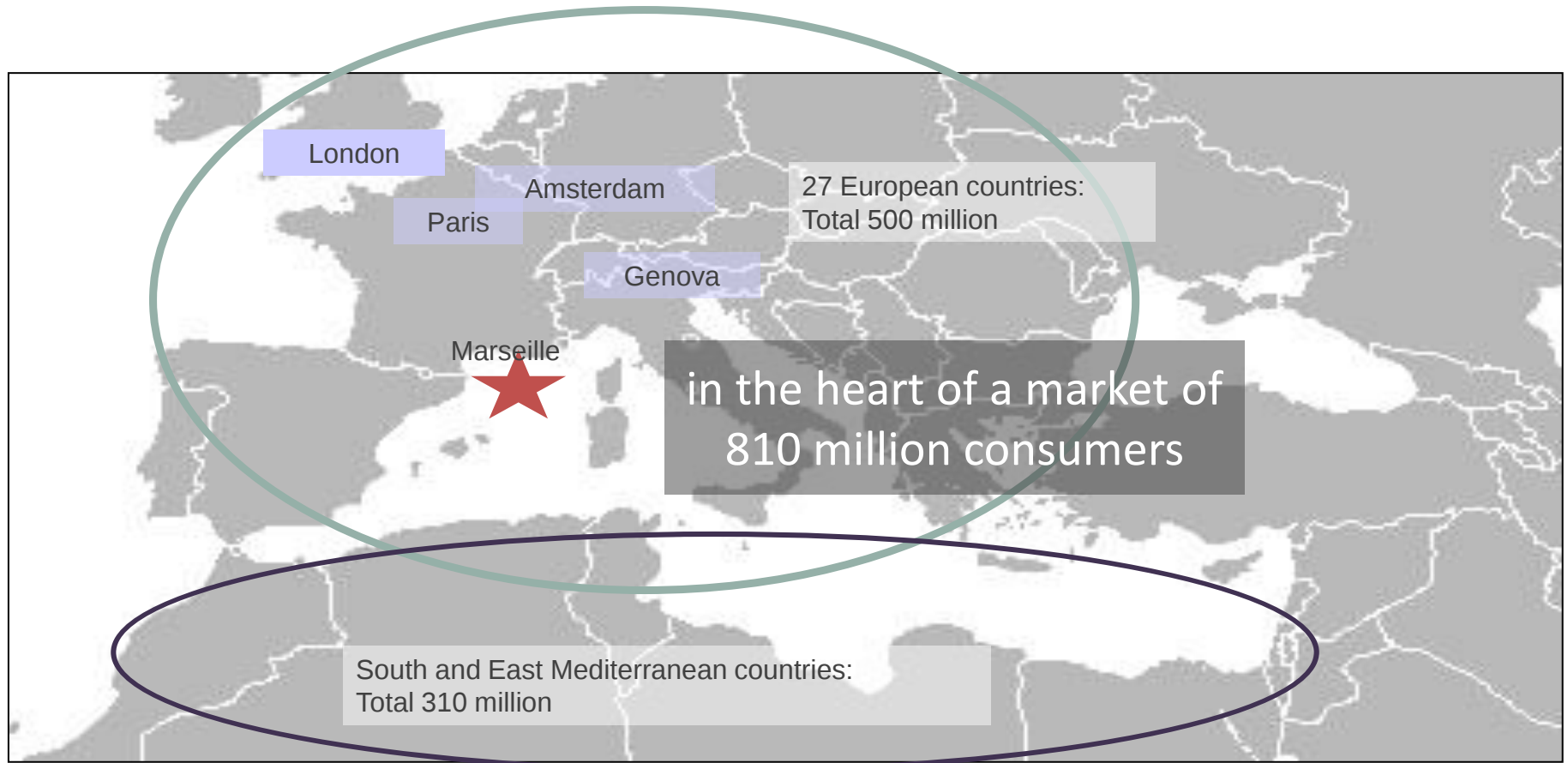
# interxion **A Port at the heart of information highways**



**Secured and highly connected environment for big data**

**A Data Center in the Port, by a leader in  
the sector...**

**TO CONCLUDE...**



**Marseille Fos, an ideal geographical location  
in Southern Europe, building the future...**

# Before leaving...

- How can we develop our trade exchange?
- We have dedicated facilities in our port for reefer containers;
- Experimented innovative approach aiming at using environmental friendly mode to dispatch perishable cargo...



**Our workshop tomorrow at 11h00 will  
provide more details...**

# THANK YOU FOR YOUR ATTENTION

Monica MICHEL-BONVALET

Commercial Director

March 2017