



WORLD OCEAN COUNCIL

CMA CGM Sénégal

August 2018



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About the CMA CGM Group

- CMA CGM Group key figures
- CMA CGM Senegal

CMA CGM a leader in container shipping



CMA CGM, founded by Jacques R. Saadé in 1978, is a leading worldwide shipping group.

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

Our Organization

CMA CGM, A Global Transport Group

SHIPPING COMPANIES



PORT ACTIVITIES

CMA **TERMINALS**



LOGISTICS & INTERMODAL

CMA CGM **LOG**



SUPPORT ACTIVITIES

CMA **SHIPS**

CMA CGM Group key figures



Over 200 Shipping lines	Over 30,000 Employees Worldwide	2.53 Million TEU of fleet capacity*
Over 420 Ports of Call	18.9 Millions TEU transported in 2017*	39 Terminals**
755 Offices worldwide	494 Vessels*	21.1 Billion USD of revenue in 2017

* 31/03/18

** shareholding included

CMA CGM activities : CMA CGM Senegal



AGENCY

- Collaborators : 81
- 2017 volumes : 105 000 TEU
- Annual growth : +8%
- 2017 Market Share: 28,6%
- Main strengths :
 - Leader on import side
 - Leader on reefer
 - Flexibility and responsiveness
 - Very good local reputation



EURAF 1

- 2 calls per week (NB / SB)
- Regular service NB and SB
- Direct from and to North Europe
- Direct from and to Ivory Coast
- Connexion hubs with Algeciras and Tanger



WAZZAN

- Launched in 2015
- 1 call per week
- Sub-regional connexion, allowing CMA CGM Group to be leader in imports from Marrocco



EURAF 4

- Launched in 2018
- 1 call per week
- Allows to develop new markets: Mediterranean on import side and West African Coast for exports

CMA CGM activities : CMA CGM CONTAINERS TERMINAL DAKAR



2 LOGISTICS PLATFORMS

- 120 collaborators including 70 on terminals
- 2,7 ha of container storage (1 500 TEU)
- 2 packing/unpacking zones, 1 drying zone
- 30 affiliated transport companies
- Use of an organic soap (ECOCERT certified) to wash containers and machines



SERVICES TO CUSTOMERS

- Customs clearance
- Local, regional and international distribution
- Reefer expertise
- Personalized follow-up
- Empty container transfer from and to the terminal
- Empty container storage
- Cleaning and PTI of reefers

CMA CGM in the Community

- Environment and Sustainability

World innovation: Big ships powered by liquefied natural gas



- From 2020, 9 ships of 22,000 TEUs will be equipped with engines using liquefied natural gas.
- CMA CGM is becoming the first shipping company in the world to equip giant containerships with this motorisation
- The use of LNG allows:
 - › up to 25% less CO2
 - › 99% less sulphur emissions and particulate matters
 - › 85% less nitrogen oxides emissions
 - › Improvement by 20% of The Energy Efficiency Design Index which measures the ship's environmental footprint
- Between 2005 and 2015, the Group has reduced by 50% its CO2 emissions per transported container per kilometer and plan to go further by reducing it by 30% by 2025.

"We have made the bold decision to equip our future 22,000 TEUs vessels with a technology firmly focused on the protection of the environment. By choosing LNG, CMA CGM confirms its ambition to be the a leading force in the industry in environmental protection by being a pioneer in innovative and eco-responsible technologies."

Rodolphe Saadé
CMA CGM Group CEO

ECOVADIS: « Gold recognition level »



- › For the third consecutive year, CMA CGM received the "Gold Recognition Level"
- › The best ratings of the Group concern:
 - › Across all categories: TOP 1 % of the most successful companies
 - › Sea and coastal water transport: TOP 2 % of the most successful companies
 - › Sustainable procurement: TOP 1 % of the most successful companies
 - › Environmental compliance : TOP 5 % of the most successful companies
 - › Labor practices : TOP 6 % of the most successful companies
- › Compared with last year, the CMA CGM Group particularly progressed in the field of fair business practices and sustainable procurement.



"We cannot envision our future development without an ambitious policy regarding social responsibility. This evaluation, which ranks us among the TOP 1 % of the most dynamic companies regarding CSR, demonstrates our commitment towards a more respectful future and encourages us to double our efforts. This ambition is intrinsically connected to our group's family dimension and its very strong human values."

Tanya Saadé Zeenny,
Executive Officer of the CMA CGM Group

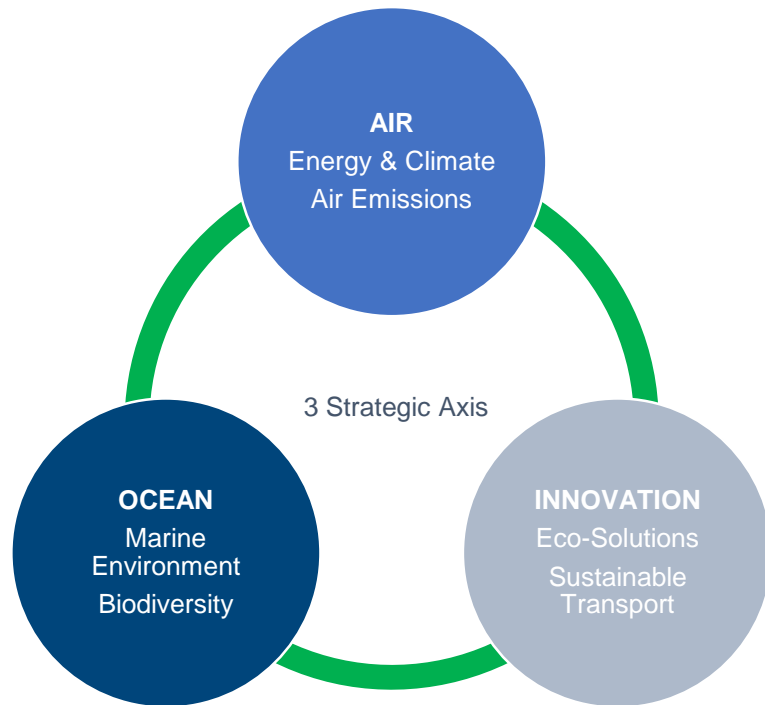
Environment is an integral part of our sustainability journey



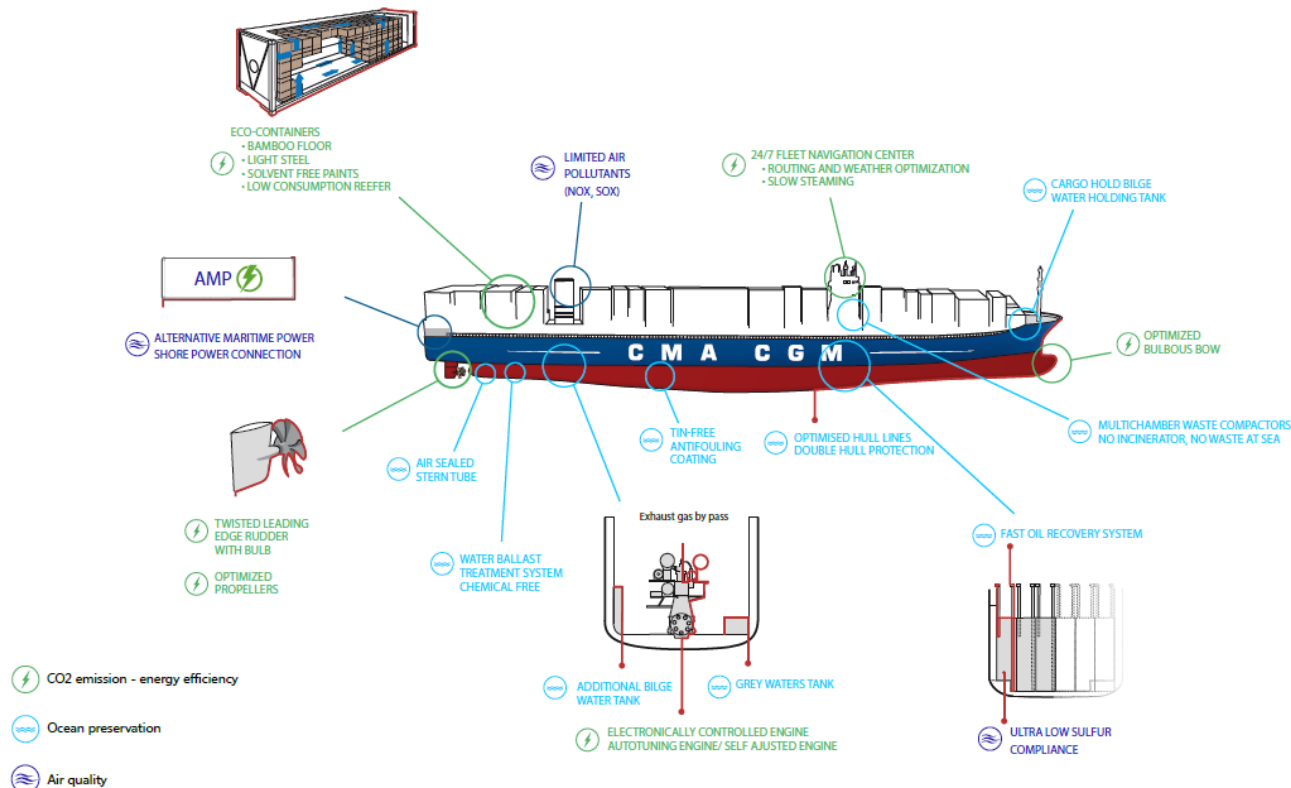
“When it comes to protecting the environment and safeguarding the marine world, I expect our performance to be outstanding. This is why we have defined a very strict environmental strategy, which I am asking all staff member, both sea-going and sedentary, to support.”

In this regard, CMA CGM has to set an example in all aspects of its business, not just in its financial performance. This is a genuine commitment that we are all making together.”

Jacques R. Saadé,
Founder chairman of CMA CGM Group



A modern, efficient and innovative fleet



LNG Propulsion: technological breakthrough for the protection of the environment



LNG tank

■ Benefits of Liquefied Natural Gas :

- › Up to 25% less CO₂
- › -99% sulphur emissions
- › -99% particulate matters
- › -85% nitrogen oxides emissions



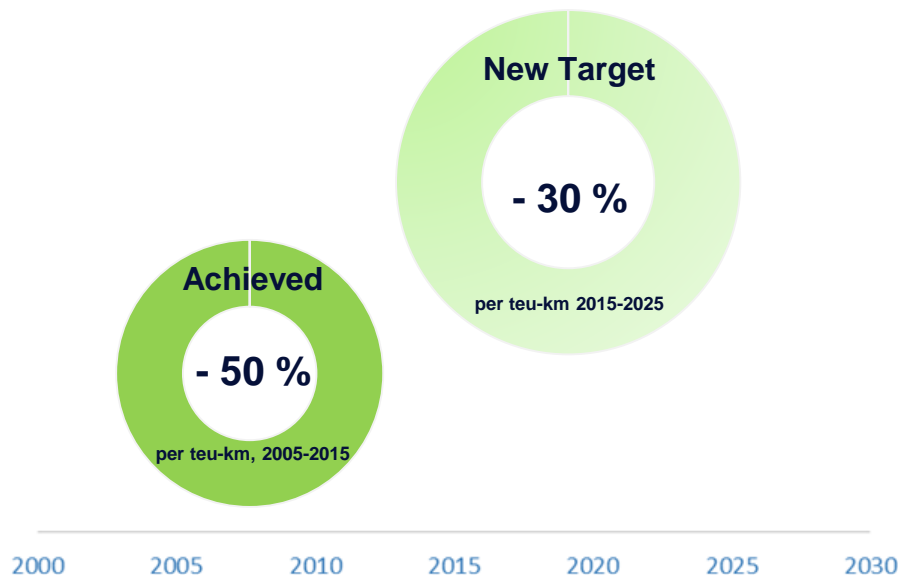
- The result of a 7 years R&D project in cooperation with shipyards, engine makers, ports etc ...
- A technology that will apply on 22,000 TEUs containerships for the first time in the history of the shipping industry
- LNG engine by CMA CGM implies a limited number of changes in vessels design :
 - › Dual fuel solution for propelling and auxilliary engines
 - › Tanks capacity :18 000 m3

* EEDI : Efficiency index compared to classic fuel-powered ships


Leading the climate change agenda

- Between 2005 and 2015, CMA CGM Carbon efficiency has been improved by 50 % per teu-Km
- Between 2015 and 2025, CMA CGM targets an additional - 30 % CO2 per teu transported
- In 2017, CO2 efficiency improved by 10 % per teu carried, one year ahead of our 2025 goal.

CO2 datas are reviewed and verified by KPMG, according to the Clean Cargo Group methodology



Carbon Premium Services



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

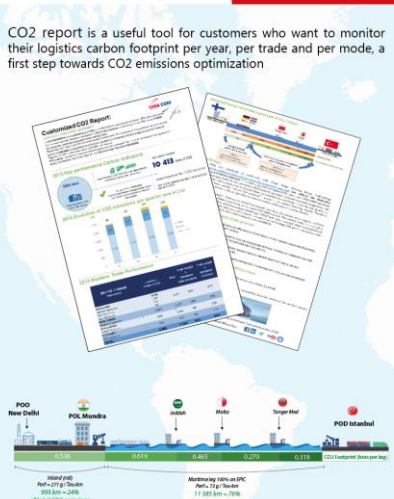
An analysis of your n°1 door to door traffic, allowing you to compare the CO2 weight of the different services and modes you favored and spot potential CO2 savings

#5

CMA CGM Environment and Sustainability News

www.cma-cgm.com

Contact your usual sales representative to get your own personalized report



Visual representation of CO2 emissions optimization, showing a map of the world with various ports and routes, and a bar chart comparing CO2 emissions per TEU for different routes.

- Carbon calculator is available on www.cma-cgm.com
- For eCommerce customers, carbon information is automatically calculated and displayed in “shipment details”
- “Your Carbon Footprint” is CMA CGM premium service for strategic customers to track, analyze, understand and reduce carbon emission from the logistics chain
- Carbon reports data are verified by KPMG



SHIPPING THE FUTURE

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