**Canada – Country & Agency Information**

### General Information
- **Capital**: Ottawa
- **Area**: 9,984,670 Sq.Km
- **Population**: 36.29 m
- **Government**: Federal parliamentary
- **Prime Minister**: Justin Trudeau
- **Languages**: English/French

### Economic Information
- **GDP**: 1.672 trillion $
- **GDP per capita**: 46,199 $
- **2016 Growth**: 1.6%
- **2017 Growth**: 2.5%
- **2016 inflation**: 1.43%
- **Currency**: 1CAD = 0.8 USD

Source: Stat Canada

### Trade Business Information (2017)
- **Export Value**: 469 Bn$
- **Import Value**: 533 Bn$
- **Teus inbound**: 2.77 M
- **Teus outbound**: 2 M

Source: Stat Canada

### Services
- **Canada East Coast**: SL1, C-JAX, MED-CAN, CAGEMA
- **Canada West Coast**: C-PNW, TPX, DAHLIA, NWX, BOHAI

Table Of Contents
Our main recent achievements

CMA CGM acquires Containerships, a leader in intra-regional transportation in Northern Europe. Through signature of an agreement with Container Finance Ltd Oy, the Group strengthens its development strategy and densifies its regional network.

With its complete range of services and logistics solutions by ship, truck, rail and barges, the Finnish company, specialized in Intra-European short-Sea will efficiently complement CMA CGM and its affiliate MacAndrew’s service offering in North Europe and the Mediterranean.

This strategic acquisition also reinforces the Group’s environmental commitment as Containerships will take delivery of four LNG-fueled vessels.

In 2018, CMA CGM unveils its 40th anniversary logo and launches a global program.

On this occasion, the Group unveils its anniversary logo and launches a series of global projects, which will represent an opportunity to recall the Group’s saga since its creation in 1978.

The Group launches a program of worldwide actions that will take place throughout 2018, for both its employees and the public 40 years after its creation, the CMA CGM Group rose to the level of world leader in the maritime transport industry, thanks to its ability to innovate as well as its human characteristics.

CMA CGM deploys its innovative solution for trackability, TRAXENS by CMA CGM. A connected device offering unique traceability: location, temperature, chocks and doors opening.

Thanks to its near real-time alert system, the Group’s clients can efficiently track their merchandise and thus be more reactive at each step of the transport. The management of the logistic chain is eased through an intuitive user-friendly interface updated in real time.

This solution allows customers to identify logistics difficulties and to implement concrete solutions, and thus, to optimize costs and security.

CMA CGM confirms its investment in CEVA Logistics (“CEVA”), taking over 24.99% of the capital of this major logistics player.

With this acquisition, the Group takes a strategic turning point and significantly reinforces its presence in logistics. This investment allows CMA CGM to pursue its development in maritime transport, and to build a complete logistics offering and to support customers’ needs across the Supply Chain.

Thanks to this expanded offer clients will also be able to benefit from other collaborations such as CEVA’s temperature controlled warehouses that could be used by Reefer department.

CMA CGM starts its new unmatched service offering: Ocean Alliance Day Two Product.

The Ocean Alliance Day Two Product strengthens CMA CGM’s service offering by providing even better services and upgrades to the Group’s customers.

CMA CGM customers will be able to enjoy the new range of products and services developed by the Group as part of its Customer Centricity strategy and an additional intermodal and logistics offer combined to a range of new added-value services.
Our Organization
CMA CGM, A Global Transport Group

SHIPPING COMPANIES

CMA CGM

APL

ANL

CNC

COMANAV

MACANDREWS

MERCOSUL LINE

PORT ACTIVITIES

CMA TERMINALS

TERMINAL LINK

LOGISTICS & INTERMODAL

CMA CGM LOG

PROGECO

SUPPORT ACTIVITIES

CMA SHIPS
# CMA CGM Group key figures

<table>
<thead>
<tr>
<th>Over 200 Shipping lines</th>
<th>Over 30,000 Employees Worldwide</th>
<th>2.53 Million TEU of fleet capacity*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Over 420 Ports of Call</td>
<td>18.9 Millions TEU transported in 2017*</td>
<td>39 Terminals**</td>
</tr>
<tr>
<td>755 Offices worldwide</td>
<td>494 Vessels*</td>
<td>21.1 Billion USD of revenue in 2017</td>
</tr>
</tbody>
</table>
### CMA CGM: a Global Market Leader in Capacity and Market Shares

<table>
<thead>
<tr>
<th>Rank</th>
<th>Operators</th>
<th>% Owned</th>
<th>Capacity TEUS</th>
<th>Number of Ships</th>
<th>Share %</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>MAERSK + Hamburg Sud</td>
<td>56%</td>
<td>4,051,895</td>
<td>708</td>
<td>17.8%</td>
</tr>
<tr>
<td>2</td>
<td>Mediterranean Shg Co</td>
<td>33%</td>
<td>3,321,530</td>
<td>524</td>
<td>14.6%</td>
</tr>
<tr>
<td>3</td>
<td>COSCO Container Lines</td>
<td>49%</td>
<td>2,794,728</td>
<td>469</td>
<td>12.3%</td>
</tr>
<tr>
<td>4</td>
<td>CMA CGM Group</td>
<td>38%</td>
<td>2,681,618</td>
<td>513</td>
<td>11.8%</td>
</tr>
<tr>
<td>5</td>
<td>Hapag-Lloyd</td>
<td>64%</td>
<td>1,650,491</td>
<td>231</td>
<td>7.3%</td>
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<tr>
<td>6</td>
<td>ONE (Ocean Network Express)</td>
<td>37%</td>
<td>1,516,788</td>
<td>217</td>
<td>6.7%</td>
</tr>
<tr>
<td>7</td>
<td>Evergreen Line</td>
<td>49%</td>
<td>1,193,098</td>
<td>201</td>
<td>5.2%</td>
</tr>
<tr>
<td>8</td>
<td>Yang Ming</td>
<td>30%</td>
<td>636,228</td>
<td>98</td>
<td>2.8%</td>
</tr>
<tr>
<td>9</td>
<td>PIL (Pacific Int. Line)</td>
<td>54%</td>
<td>423,986</td>
<td>132</td>
<td>1.9%</td>
</tr>
<tr>
<td>10</td>
<td>Hyundai M.M.</td>
<td>31%</td>
<td>413,213</td>
<td>70</td>
<td>1.8%</td>
</tr>
<tr>
<td>11</td>
<td>Zim</td>
<td>6%</td>
<td>334,514</td>
<td>68</td>
<td>1.5%</td>
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<tr>
<td>12</td>
<td>Wan Hai Lines</td>
<td>66%</td>
<td>254,784</td>
<td>95</td>
<td>1.1%</td>
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<td>13</td>
<td>IRISL Group</td>
<td>62%</td>
<td>154,415</td>
<td>50</td>
<td>0.7%</td>
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<td>14</td>
<td>Antong Holdings Co Ltd</td>
<td>73%</td>
<td>140,325</td>
<td>115</td>
<td>0.6%</td>
</tr>
<tr>
<td>15</td>
<td>Zhonggu Logistics Corp.</td>
<td>65%</td>
<td>138,480</td>
<td>100</td>
<td>0.6%</td>
</tr>
</tbody>
</table>
CMA CGM: The Volumes

Volumes Carried in K TEU

Table Of Contents
Our Modern Vessel Fleet

494 operated vessels of which 140 owned*

<table>
<thead>
<tr>
<th>Container Capacity</th>
<th>% Fleet Capacity CMA CGM</th>
</tr>
</thead>
<tbody>
<tr>
<td>16,000 TEU +</td>
<td>7%</td>
</tr>
<tr>
<td>From 10,000 to 15,999 TEU</td>
<td>31.7%</td>
</tr>
<tr>
<td>From 7,500 to 9,999 TEU</td>
<td>19.8%</td>
</tr>
<tr>
<td>From 4,500 to 7,499 TEU</td>
<td>15.9%</td>
</tr>
<tr>
<td>From 2,000 to 4,499 TEU</td>
<td>18.8%</td>
</tr>
<tr>
<td>From 0 to 1,999 TEU</td>
<td>6.6%</td>
</tr>
</tbody>
</table>

* As of 31/03/2018
Our Container Fleet

Modern container fleet of 3,900 million TEUs

- 36% is less than 5 years old
- Over 365,000 TEUs are Reefer containers incl. 60% TEUs low energy
CMA CGM Liner Services: a Global Offer

- East West
  - Asia > Europe (North & South)
  - Transpacific (WC & EC)
  - Transatlantic ✓ 51%

- North South
  - Latin America
  - Central America and Caribbean
  - Africa
  - Middle East Gulf
  - Indian Sub Continent
  - Australasia & Oceania ✓ 29%

- Intra Zone
  - Intra Asia ✓ 20%
  - Intra Europe
  - Intra Med
  - Intra Africa
  - Intra Caribbean
  - ...

Table Of Contents
Second Quarter 2018 Financial Results

- Growth in volumes (+9.6%) and revenue (+7.4%)
- Core EBIT margin (1.2%) impacted by rising oil prices (+27.7% over a year)
- Supportive market development in the third quarter

Rodolphe Saadé, Chairman and Chief Executive Officer of the CMA CGM Group, commented on the results.

*Over the second quarter, CMA CGM has recorded a core EBIT margin close to the first quarter as well as a positive net income in spite of a sharp increase in fuel prices. The strong volume growth demonstrates our commercial strength and the quality of our service offering. The acquisition of a 25% stake in CEVA is an important step in our strategy to complement our transport offering with logistics services. We are confident for the second half of the year. We anticipate an improved operating margin thanks to the rise in freight rates and sustained volumes."

<table>
<thead>
<tr>
<th></th>
<th>Q2 - 2017 Groupe</th>
<th>Q2 - 2018 Groupe</th>
<th>Variation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue in USD millions</td>
<td>5.31</td>
<td>5.70</td>
<td>+7.4%</td>
</tr>
<tr>
<td>Core EBIT* in USD millions</td>
<td>472</td>
<td>67</td>
<td>(85.8)%</td>
</tr>
<tr>
<td>Core EBIT margin</td>
<td>9.9%</td>
<td>1.2%</td>
<td>(7.7) pts</td>
</tr>
<tr>
<td>Net Income Group share in USD millions</td>
<td>213.0</td>
<td>33.7</td>
<td>NS</td>
</tr>
<tr>
<td>ROIC (return on invested capital)</td>
<td>5.26%</td>
<td>7.30%</td>
<td>2.1 pts</td>
</tr>
<tr>
<td>Volumes carried in TEU millions**</td>
<td>4.73</td>
<td>5.19</td>
<td>+9.6%</td>
</tr>
<tr>
<td>Vessel fleet</td>
<td>462</td>
<td>509</td>
<td>+10.2%</td>
</tr>
<tr>
<td>Fleet capacity in TEU millions**</td>
<td>2.4</td>
<td>2.6</td>
<td>+11.5%</td>
</tr>
<tr>
<td>Gearing (adjusted net debt / equity)**</td>
<td>1.32 x</td>
<td>1.23 x</td>
<td>(0.09) x</td>
</tr>
</tbody>
</table>

* Core EBIT excluding asset sales and depreciation and non-recurring elements
** TEU = Twenty-foot Equivalent Unit
*** On 30th June

MAIN FIGURES

<table>
<thead>
<tr>
<th></th>
<th>REVENUE</th>
<th>CARRIED VOLUMES</th>
</tr>
</thead>
<tbody>
<tr>
<td>5.7 BILLION USD (+7.4%)</td>
<td>5.19 MILLION TEU (+9.6%)</td>
<td></td>
</tr>
</tbody>
</table>

OPERATING MARGIN

<p>| |</p>
<table>
<thead>
<tr>
<th></th>
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<tbody>
<tr>
<td>1.2%</td>
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</table>

NET RESULT

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>22.7 MILLION USD</td>
<td></td>
</tr>
</tbody>
</table>

Table Of Contents
For Q2 2018, ONE posted net loss of $120M
- OOCL records net loss of $77M for 1H18
- Hapag Lloyd lost $80M for 2Q18. 1H18 net loss at $122M.

Maersk recorded net loss of $85M for 2Q18. However, 1H18 overall stands at $305M loss for 1H18.
- HMM recorded net loss of $215M for 2Q18, taking total losses to $371M for 1H18.

CMA CGM remains the top performer: +1.2%

Overall, improvements were driven mainly by robust demand, with average liftings surging by 10.2%
Consolidations & Alliances – How the TOP 20 became the TOP 12

- Consolidation combined with new and larger alliances are reshaping the shipping industry leading to a high concentration

- In 2018, only 12 global container carriers will remain in the market, compared to 20 in 2016.

- The TOP 12 carriers would control over 83% of total worldwide capacity.

- In 2020, the TOP 5 carriers will represent 66% of total capacity

The 12 Carriers that will remain

9 Carriers have departed or will soon be making their exits

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**Ocean Alliance**

Guarantees service & stability in a perturbed environment for the next 10 years

[CMA CGM Logo]
GDP Growth: global upswing from 3.2% in 2016 to 3.8% in 2022

Expected Real GDP growth per area (%)

Source: IMF, WEO October 2017
Supply and Demand evolution

Sources: Alphaliner / Drewry / IHS Global Insight / SCFI (2009 annual data are estimated)
CMA CGM has grown its business in Canada faster than the market.

**CMA CGM Canada vs. Market Growth**

*In TEUs and Growth Percentage*

- **2008-2017 CAGR**
  - CMA CGM = +22%  
  - Market = +5%

Volumes include discharges and loaded containers at Canadian ports, including U.S. IPIs.

**Innovation**

- **3** Offices in Montreal, Toronto, and Vancouver
- **9** Weekly shipping services
- **102** Employees in Canada, including CC LOGISTICS

**Modern fleet**

- Of 10,500 teus nominal to Canada
- WC

**5% Volume growth YTD**

- 201,000 Teus in
- 158,000 Teus out, incl. **20,086 teus Reefers**

**6.9% MS export**

**3.2% MS import**

**359,000 Teus throughput**

**62 Vessels calling**

- Canada (50% CMA operated)

**6 Canadian ports called**

**data for 2018**
CANADA OFFICES

Montreal

Toronto

Vancouver
Montreal

Contact Information:

Address: 740 Notre-Dame Street West – Suite 1330 H3C 3X6 Montreal, QC

Phone: 1 514 908 7001

Fax: 1 514 908 7142

Email: cda.genmbox@cma-cgm.com

Sales Contact: cda.cmallette@usa.cma-cgm.com
## Toronto

### Contact Information:

<table>
<thead>
<tr>
<th><strong>Address</strong></th>
<th>5915 Airport Road – Suite 820 L4V 1T1 Mississauga, ON</th>
</tr>
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<tbody>
<tr>
<td><strong>Phone</strong></td>
<td>1 905 362 2272</td>
</tr>
<tr>
<td><strong>Fax</strong></td>
<td>1 905 362 2273</td>
</tr>
<tr>
<td><strong>Email</strong></td>
<td><a href="mailto:cda.genmbox@cma-cgm.com">cda.genmbox@cma-cgm.com</a></td>
</tr>
<tr>
<td><strong>Sales Contact</strong></td>
<td><a href="mailto:cda.jcomte@usa.cma-cgm.com">cda.jcomte@usa.cma-cgm.com</a></td>
</tr>
</tbody>
</table>
Vancouver

Contact Information:

Address: 1199 West Pender Street – Suite 540 V6E 2R1 Vancouver, BC

Phone: 1 604 681 0987

Fax: 1 604 681 6835

Email: cda.genmbox@cma-cgm.com

Sales Contact: cda.amenon@usa.cma-cgm.com
### Contact Manager:

<table>
<thead>
<tr>
<th>Department</th>
<th>Name</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer service</td>
<td>Mrs Linda POIRIER</td>
<td><a href="mailto:cda.lpoirier@usa.cma-cgm.com">cda.lpoirier@usa.cma-cgm.com</a></td>
</tr>
<tr>
<td>Operations</td>
<td>Mr Ian HAMILL</td>
<td><a href="mailto:cda.ihamill@usa.cma-cgm.com">cda.ihamill@usa.cma-cgm.com</a></td>
</tr>
<tr>
<td>Trade</td>
<td>Mr Vincent COUSTES</td>
<td><a href="mailto:cda.vcoustes@usa.cma-cgm.com">cda.vcoustes@usa.cma-cgm.com</a></td>
</tr>
<tr>
<td>Intermodal</td>
<td>Mr Brahim BAKRI</td>
<td><a href="mailto:cda.bbakri@usa.cma-cgm.com">cda.bbakri@usa.cma-cgm.com</a></td>
</tr>
<tr>
<td>Sales Canada EC</td>
<td>Mrs Caroline MALLETTE</td>
<td><a href="mailto:cda.cmallette@usa.cma-cgm.com">cda.cmallette@usa.cma-cgm.com</a></td>
</tr>
<tr>
<td>Sales Ontario</td>
<td>Mr Jeremy COMTE</td>
<td><a href="mailto:cda.jcomte@usa.cma-cgm.com">cda.jcomte@usa.cma-cgm.com</a></td>
</tr>
<tr>
<td>Sales Canada WC</td>
<td>Mr Pei YAN</td>
<td><a href="mailto:cda.pyan@usa.cma-cgm.com">cda.pyan@usa.cma-cgm.com</a></td>
</tr>
<tr>
<td>Ocean Alliance Services</td>
<td>Other Services</td>
<td>Oceania Services</td>
</tr>
<tr>
<td>---------------------------------</td>
<td>---------------------------------</td>
<td>------------------</td>
</tr>
<tr>
<td>BOHAI</td>
<td>SL1</td>
<td>PAD1</td>
</tr>
<tr>
<td>CPNW</td>
<td>MEDCAN</td>
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<tr>
<td>TPX</td>
<td>CAGEMA</td>
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<tr>
<td>NWX</td>
<td></td>
<td></td>
</tr>
<tr>
<td>DAH</td>
<td></td>
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</tr>
</tbody>
</table>
ASIA
NORTH AMERICA
WEST COAST
BOHAI
Asia - North America West Coast

CMA CGM Strengths
- Qingdao and Tianjin direct service
- Optimized IPI service offer via double gateway of PSW and PNW
- 1 of 4 weekly calls from Shanghai to PSW
- 1 of 2 weekly calls from Qingdao to PSW
## Transit Times*

<table>
<thead>
<tr>
<th></th>
<th>Tianjin Xingang</th>
<th>Qingdao</th>
<th>Shanghai</th>
</tr>
</thead>
<tbody>
<tr>
<td>Westbound</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Prince Rupert</td>
<td>24</td>
<td>26</td>
<td>29</td>
</tr>
<tr>
<td>Long Beach</td>
<td>17</td>
<td>19</td>
<td>22</td>
</tr>
<tr>
<td>Oakland</td>
<td>14</td>
<td>16</td>
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<table>
<thead>
<tr>
<th></th>
<th>Prince Rupert</th>
<th>Long Beach</th>
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<tbody>
<tr>
<td>Eastbound</td>
<td></td>
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</tr>
<tr>
<td>Tianjin Xingang</td>
<td>15</td>
<td>20</td>
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<tr>
<td>Qingdao</td>
<td>12</td>
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</tr>
<tr>
<td>Shanghai</td>
<td>10</td>
<td>15</td>
<td>20</td>
</tr>
</tbody>
</table>

*Non contractual Transit Times
COLUMBUS PNW
Asia - North America

CMA CGM

CMA CGM Strengths
- 100% CMA CGM Core service in the continuity of the current Columbus PNW service
- 1 of 4 weekly calls from Yantian to PNW
- 1 of 3 weekly calls from Shanghai to PNW
- Comprehensive Asian coverage to PNW, with a new Xiamen call
- Efficient hub solution of Busan for North China cargo
- Fast service from Central China to USA PNW
- Fast transit times from Canada to Japan

Table Of Contents
Services
### Transit Times

#### Westbound

<table>
<thead>
<tr>
<th></th>
<th>Yantian</th>
<th>Xiamen</th>
<th>Ningbo</th>
<th>Shanghai</th>
<th>Busan</th>
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<tbody>
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<td></td>
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<tr>
<td>Vancouver</td>
<td>17</td>
<td>20</td>
<td>24</td>
<td>25</td>
<td>27</td>
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</table>

#### Eastbound

<table>
<thead>
<tr>
<th></th>
<th>Seattle</th>
<th>Vancouver</th>
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<tbody>
<tr>
<td>Yantian</td>
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<td>22</td>
</tr>
<tr>
<td>Xiamen</td>
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<td>14</td>
</tr>
<tr>
<td>Busan</td>
<td>9</td>
<td>11</td>
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</table>

* Non-contractual Transit Times
# MANHATTAN BRIDGE TWIN PEAKS
Asia - North America East Coast & West Coast

## Transit Times*

### EASTBOUND

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<thead>
<tr>
<th></th>
<th>Prince Rupert</th>
<th>Vancouver</th>
</tr>
</thead>
<tbody>
<tr>
<td>Singapore</td>
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<td>26</td>
</tr>
<tr>
<td>Cal Mep</td>
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<td>Hong Kong</td>
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<td>20</td>
</tr>
<tr>
<td>Yantian</td>
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<td>18</td>
</tr>
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<td>Ningbo</td>
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<td>15</td>
</tr>
<tr>
<td>Shanghai</td>
<td>9</td>
<td>13</td>
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### WESTBOUND

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<tr>
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<th>Ningbo</th>
<th>Nansha</th>
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<tbody>
<tr>
<td>Prince Rupert</td>
<td>23</td>
<td>25</td>
<td>28</td>
</tr>
<tr>
<td>Vancouver</td>
<td>19</td>
<td>21</td>
<td>24</td>
</tr>
</tbody>
</table>

* Non contractual information.
### Transit Times *

<table>
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<tr>
<th>WESTBOUND</th>
<th>Tokyo</th>
<th>Osaka</th>
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* Non-contractual Transit Times
# DAHLIA (DAH)
Asia - North America

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* Non-contractual Transit Times
COLUMBUS JAX (CJX)
Far East - North America East Coast and West Coast

CMA CGM Strengths
- 100% CMA CGM Core service
- Full control of operations and terminal in Los Angeles (GGS)
- Fastest transit time from Vietnam to USWC
- Direct service to Halifax
- Direct export opportunities from USEC to Malaysia, Singapore, Thailand, Indonesia and Vietnam
# COLUMBUS JAX (CJX)
**Far East - North America East Coast and West Coast**

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### Transit Times*

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#### EASTBOUND

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*Non contractual Transit Times*

### Contacts

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  Phone: 1-905-362-3644
- **Canada Export rates & service information:**  
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  Phone: 1-800-784-1457

### November 2017
CAGEMA
Weekly, direct and fast dedicated service from USEC & Canada to Caribbean

CMA CGM Strengths
- Vessels 100% operated by CMA CGM
- New direct call in Saint John in Canada and new service offer in Dominican Republic and Puerto Rico
- Optimum coverage with new direct calls to West Indies including Fort de France, Bridgetown, Castries, Saint Georges & Campden Park
- Direct service from Kingston to Caribbean, USEC & Canada
- Fast connections in Kingston providing optimum coverage from and to Asia/US/US Gulf/North Europe/WCSA/ECSA/Med
- Break Bulk & OOG handled by dedicated project team

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- Services
# Table Of Contents

1. Services

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## CAGEMA
Weekly, direct and fast dedicated service from USEC & Canada to Caribbean

| Transit Times* | From | To | Saint John | New York | Savannah | Miami | Kingston | Point Lisas | Port of Spain | Campden Park 1/2 | Saint Georges 1/2 | Port de France | Bridgetown | Castries | Roseau 1/2 | San Juan | Kingston | Rio Haina (T/S) | Rio Haina | San Juan (T/S) | Saint John |
|----------------|------|----|------------|----------|----------|-------|----------|------------|---------------|----------------|----------------|---------------|------------|----------|---------|-----------|--------|--------|------------|----------|-------------|-----------|
| Saint John     | -    | 2  | 5          | 7        | 10       | 14    | 14       | 16         | 16            | 17             | 18             | 19           | 20        | 22       | 24       | 11       | -       | -          | -        | 13         | -         |
| New York       | -    | -  | -          | 5        | 7        | 11    | 12       | 14         | 14            | 15             | 16             | 17           | 18        | 19       | 22       | 9        | -       | -          | -        | -          | -         |
| Savannah       | -    | -  | -          | 4        | 8        | 9     | 11       | 12         | 13            | 14             | 15             | 16           | 17        | 18       | 19       | 7        | -       | -          | -        | -          | -         |
| Miami          | -    | -  | -          | 2        | 6        | 7     | 9        | 10         | 11            | 14             | 13             | 14           | 15        | 16       | 17       | 5        | -       | -          | -        | -          | -         |
| Kingston       | -    | -  | -          | 3        | 4        | 6     | 5        | 6          | 8             | 9              | 9              | 3            | -         | 1        | -        | -        | -       | -          | -        | -          | -         |
| Point Lisas    | -    | -  | -          | -        | 2        | 2     | 3        | 4          | 5             | 6              | 8              | 10           | -         | 12       | -        | 21       | -       | -          | -        | -          | -         |
| Port of Spain  | -    | -  | -          | -        | 1        | 0     | 1        | 3          | 4             | 4              | 6              | 8            | 11         | -        | 19       | -        | -       | -          | -        | -          | -         |
| Campden Park   | -    | -  | -          | -        | 0        | 1     | 2        | 3          | -             | 4              | 5              | 8            | 18        | -        | -        | -        | -       | -          | -        | -          | -         |
| Saint Georges  | -    | -  | -          | -        | -        | 1     | 2        | 3          | -             | 4              | 5              | 8            | 18        | -        | -        | -        | -       | -          | -        | -          | -         |
| Fort de France | -    | -  | -          | -        | -        | -     | 1        | 2          | 3              | 4              | 7              | 9            | 17        | -        | -        | -        | -       | -          | -        | -          | -         |
| Bridgetown     | -    | -  | -          | -        | -        | -     | -        | 0          | 1              | 3              | 5              | 8            | 16        | -        | -        | -        | -       | -          | -        | -          | -         |
| Castries       | -    | -  | -          | -        | -        | -     | -        | -          | 0              | 2              | 4              | 7            | 15        | -        | -        | -        | -       | -          | -        | -          | -         |
| Roseau         | -    | -  | -          | -        | -        | -     | -        | -          | -              | 1              | 4              | 6            | 14        | -        | -        | -        | -       | -          | -        | -          | -         |
| San Juan       | -    | -  | -          | -        | -        | -     | -        | -          | -              | 2              | 4              | 7            | 13        | -        | -        | -        | -       | -          | -        | -          | -         |
| Kingston       | -    | -  | -          | -        | -        | -     | -        | -          | -              | 3              | -              | 1            | -         | -        | -        | -        | -       | -          | -        | -          | -         |
| Rio Haina      | -    | -  | -          | -        | -        | -     | -        | -          | -              | -              | 2              | 4            | 10        | -        | -        | -        | -       | -          | -        | -          | -         |
| San Juan       | -    | -  | -          | -        | -        | -     | -        | -          | -              | -              | -              | -            | 8         | -        | -        | -        | -       | -          | -        | -          | -         |

*Non contractual Transit Times*

## Contacts

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Rem SIAMAD  
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*September 2017*
CMA CGM Strengths

- Network centralized in CMA CGM Kingston Hub to allow reliable and fast connection from mainliners
- Full coverage of the Caribbean
- 90% of the coverage served with CMA CGM operated lines
WEEKLY PAD LINE
The unique and fastest weekly service connecting Europe and US East Coast with Australia, NZ and Pacific Islands

New
- Weekly frequency
- Best transit times on the market on key trades
- Extended port coverage in Oceania
- Unique direct service in & out Brisbane and Nelson
- Miami call in Southbound

Key facts
- Frequency: Weekly
- Ports of call: 19
- Vessels: 13 x 2100 / 2500 Teus
- Reefer plugs: 600 plugs
- Duration: 91 days

CMA CGM Strengths
- Large Reefer capacity
- Direct service to / from the French Pacific Islands
- Direct service to / from Europe and the US East Coast to / from Australia and New Zealand
- Extended port coverage in Australia and New Zealand
- Extended coverage ex US East Coast with the new call in Miami
- Dedicated breakbulk and project cargo teams
- Multimodal service fully integrating 15 strategic markets within the CMA CGM global network

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Services
### Weekly Pad Line

The unique and fastest weekly service connecting Europe and US East Coast with Australia, NZ and Pacific Islands

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#### Transit Times*

**Europe to Papeete / Noumea**

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**Europe to Brisbane / New Zealand**

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**US To FPI**

<table>
<thead>
<tr>
<th>From To</th>
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<tr>
<td>New York</td>
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<td>28</td>
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<tr>
<td>Savannah</td>
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<tr>
<td>Houston</td>
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<tr>
<td>Miami</td>
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**US To Australia and New Zealand**

<table>
<thead>
<tr>
<th>From To</th>
<th>Brisbane</th>
<th>Sydney</th>
<th>Melbourne</th>
<th>Nelson</th>
<th>Napier</th>
<th>Tauranga</th>
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<tr>
<td>New York</td>
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<td>28</td>
<td>30</td>
<td>34</td>
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**Australia / New Zealand to USA**

<table>
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<th>Brisbane</th>
<th>Sydney</th>
<th>Melbourne</th>
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<td>25</td>
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*Non contractual Transit Times

---

#### Main Connections

- Cartagena SB: Mediterranean / US Gulf / Caribbean / Central America / South America
- Rotterdam, Spain / Portugal / UK cotouts & Eire feeders / Baltics feeders / Scandinavia feeders
- Manzanillo NB: Caribbean / Central America / South America / US Gulf & South Atlantic / Mediterranean

#### Contacts

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---
COMPETITIVE STRENGTHS
• Effective service to West and East Africa from both Canadian coasts
• Dry, reefer, and project cargo accepted
• Large network of fully owned agencies in Africa
• Efficient intermodal services throughout Africa
• Full coverage of Indian Ocean ports
DESIGNING AND DEPLOYING WORLDWIDE INLAND SOLUTION

YOUR WORLDWIDE EXPERT FOR DOOR-TO-DOOR SOLUTIONS
In addition to its maritime offer, CMA CGM provides its customers with a comprehensive DOOR-TO-DOOR service for seamless continental connections with rail, road or barges' 1st class vendors to offer you a safe multi-modal solution up to the very last miles.

ONE-STOP SHOP FOR TAILOR-MADE SOLUTIONS
Everywhere in the world, in all CMA CGM Offices, our teams are available to provide you with the intermodal solutions best suited to meet your specific requirements; including the organized pick-up and delivery of cargo, minimized delays, optimized safety and security of transport conditions.

ECO-LOGIC SOLUTIONS
With optimized intermodal routing and outstanding port range, you can load / discharge your cargo closer to the point of origin / destination – minimizing the length of the landside transport leg: as a result, using our services not only saves you time and money; it also reduces your business’s carbon footprint.

From every origin to every final destination around the globe, our offer doesn’t begin and end at the port.
IMPORT RAIL TRANSIT TIMES (from departure at port until ramp arrival)

<table>
<thead>
<tr>
<th>ORIGIN</th>
<th>DESTINATION</th>
<th>Calgary</th>
<th>Edmonton</th>
<th>Montreal</th>
<th>Saskatoon</th>
<th>Toronto</th>
<th>Vancouver</th>
<th>Winnipeg</th>
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<td>2</td>
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Free times indicated are for standard dry containers.
COMPETITIVE STRENGTHS

- Rail service for temperature controlled cargo only available out of Montreal, Toronto, Winnipeg and Calgary
- Earliest Receiving Dates (ERD) and ramp cutoffs are published by CN at www.cn.ca
- Ramp cutoffs at Toronto and Montreal for New York, New Jersey and Philadelphia are 5 working days prior to the port cutoff
- All-motor service available for line-haul moves to New York, Philadelphia and Montreal

<table>
<thead>
<tr>
<th>ORIGIN</th>
<th>PORT OF LOADING</th>
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<tbody>
<tr>
<td></td>
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<td>Pr. George</td>
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<td>Vancouver</td>
<td>8</td>
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<table>
<thead>
<tr>
<th>EXPORT RAIL TRANSIT TIMES (ramp departure until port cutoff)</th>
</tr>
</thead>
<tbody>
<tr>
<td>ORIGIN</td>
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<tr>
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<tr>
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<tr>
<td>Vancouver</td>
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LEGEND
- CN RAIL
- CSX RAIL
CMA CGM, with the capacity to transport oversized and overweight cargo to anywhere in the world, has a track record transporting the wide variety of project cargoes.

Combined with efficient loading and discharging capabilities in the ports we cover, regular sailings and short transit times, the versatility and flexibility of service offerings enable us to go the extra mile securing our clients efficient tailor-made solutions.

- Organization dedicated to Project Cargo in HO, Marseilles (25 FTEs)
- 7 specialized teams in Europe, China, Brazil, USA, Middle East and South Africa (17 FTEs + dedicated local sales)
- 900 Breakbulk projects handled in 2018 with double digit growth yoy
- 260'000 equivalent Teus of Out of Gauge
- Awarded having shipped the heaviest containerized breakbulk piece at 457mt
- Under deck stowage as general principle
CMA CGM Project Cargo Division is organised as a « one stop shop » with the ability to act on all trades and relying on dedicated teams

**CMA CGM service’ offerings for project cargo reach across all continents**

**Powering this division** is a team of technical and commercial project shipping professionals delivering our customers with best-in-class **consulting, planning, budgetary** and **execution** of ocean transportation for your project cargo

Each project cargo shipment is coordinated by a **dedicated project manager** as single points of contact supervising all aspects of the contract execution

**Integrated approach** to ensure that we meet our customers’ precise schedules, whether the components originate from one country or from across the globe
BREAKBULK SOLUTION: ENGINEERING & PROJECT MANAGEMENT

- Designs of technical solutions for the entire journey including:
  - Lifting plan
  - Stowage plan
  - Lashing & securing plan
  - Lashing calculation

- Supervision of loading and discharging operations by Cargo Surveyors

- Transport drawings and method statements for the entire operation
Contacts WHO’s WHO

Head of Project Cargo Division – Stéphane Berninet +33 4 88 91 96 47

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  - Mohamed Abdelkhalek (865) dub.mabdexkhalek@cma-cgm.com

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  - Laurelle Niekerk dba.inieker@cma-cgm.com
Our Container Service’s Offering & Our Competitive Advantages

CMA CGM Project Cargo: a strategic container vessel carrier meeting all your project needs

- **Our business model**: Regular and reliable sailings with high-frequency, fast transit time and global coverage, at reasonable transport costs.

- **Key advantages for your Project Planning**:
  - Forecasting specific departure and arrival dates & planning ahead with confidence
  - Smooth supply chain: no large volumes needed for the shipment as per conventional vessels

- **Ability to carry up to 500 tons** cargo on our modern container vessels

- **“All-in-one” shipment for large project**: project related breakbulk cargo and containerized cargos can be loaded on the same vessel

- **Unique quality** of services with added value to our customers

- **Positive impact on the overall project financials** by meeting construction timelines and delivery schedule
Serving major industry sectors (Yachting & boating, Energy, Renewables, EPCs, Transport, Mining, Heavy Industries …)
Offering 99% of project cargos through freight forwarders

A LARGE PANEL OF FREIGHT FORWARDERS

And many more …
OOG SOLUTION: When a container can’t fit your project needs

CMA CGM Project Cargo “modifies” the container according to your project needs

- Flat Racks (20’ & 40’) are designed to transport **heavy material**.

- FR are dedicated for the carriage of cargos which are heavy, bulky, **over weight** and/or **over width**.

- FR with collapsible end-walls are dedicated to **over length** cargos.

- **Open top containers** with no rigid roof, are dedicated to carry heavy and bulky finished products whose handling can only be performed with a crane.

![Diagram of OOG Solution with dimensions and port pairs](image)

From Port of Loading

To Port of discharge

Over width & over high

Flat rack capacity up to 47 mt (heavy tested)
OOG SOLUTION: *some previous shipments*

- OOG 40' FR' Over width
- Motor Yakht on Flat rail system
- OOG 40' FR Over high & over width
- OOG 40' FR' cargo secured with cradles
- OOG 40 FR' Over width
- OOG 40 FR' – Discharge at night
BUSINESS CASE: to create an artificial tween deck in cargo hold w/ a bed of 16x40’ flat racks, almost 40m wide overall, to accommodate 8 pieces of steel structure, safely secured, ready for a fast transit time to its destination
BUSINESS CASE: Taylor made shipping solution for TRIMARAN BP IX

Customer: Team Banque Populaire together with P&M
Large dimensions 32m x 23m x 5.8m, High lifting.

Shipping solution from Casablanca to Lorient w/ technical and commercial offer provided within 3 days

Lifted from water in Casablanca
Stowed on board and carefully secured for shipment
Discharge to water in Lorient
## TERMINALS

### Canada West Coast

- **Vancouver**
  - GCT DeltaPort
  - Fraser Surrey Docks
  - GCT Vanterm
  - DPW Centerm

- **Prince Rupert**
  - DPW Fairview

### Canada East Coast

- **Montreal**
  - Racine

- **Halifax**
  - Halterm

- **St John**
  - DPW
Terminal Data:
- Terminal Area: 85 hectares (210 acres)
- Length of Quay: 1,100 meters (3,609 feet)
- Berth Priority: Yes
- Area of Gate/Interchange: 3.2 hectares (8 acres)
- Weight Bridges/Scales: 2
- Intermodal Yard: On dock
- Intermodal Tracks: 8 tracks totaling 8,534.4 meters (28,000 feet)

Berth Facilities:
- Water Depth (Low Tide): 15.9 m (52 ft)
- Top of Dock to High Water: 3.3 m (10 ft, 8 in)
- Top of Dock to 0.0 Tide: 8.9 m (26 ft)
- Length of Berth: 1,000 m (3609 ft) each
- Distance Between Bollards: Variable
- Front Crane Rail to Dock Fence: 6.96 m (20 ft)

Container Yard Details
- Container Yard (CY) Area: 251 hectares (62 acres)
- Height & Row Length of Stack: 5 high, 7 wide
- Chassis Capacity: N/A
- Reefer Points & Voltage/Phase: 1020 points / 440 volts

Standard Gate Hours:
Day Schedule:
Monday – Friday: 08:00 - 15:5
Night Schedule:
Monday – Friday: 17:00 - 23:59

Contact
Colin Parker, Director, Operations
Phone:+1 (604) 267-5470
cparker@globalterminals.com
Ben Hawk, Manager, Operations
Phone:+1 (604) 267-5494
bhawk@globalterminals.com

Website: http://globalterminals canada.com/gct-deltaport/
Terminal Data:
- Terminal Area: 31 hectares (76 acres)
- Length of Quay: 619 meters (2,030 feet)
- Berth Priority: Yes
- Area of Gate/Interchange: 1.2 hectares (3 acres)
- Weight Bridges/Scales: 2
- Intermodal Yard: On dock
- Intermodal Tracks: 9 tracks totaling 2,926.1 m (9,600 feet)

Berth Facilities:
- Water Depth (Low Tide): 15.5 m (51 ft)
- Top of Dock to High Water: 2.2 m (7 ft, 3 in)
- Top of Dock to 0.0 Tide: 7.08 m (23 ft, 3 in)
- Length of Berth: 619 m (2,030 ft)
- Distance Between Bollards: 18.29 m (60 ft)
- Front Crane Rail to Dock Fence: 2.13 m (7 ft)

Container Yard Details
- Container Yard (CY) Area: 251 hectares (62 acres)
- Height & Row Length of Stack: 5 high, 7 wide
- Chassis Capacity: N/A
- Reefer Points & Voltage/Phase: 1020 points / 440 volts

Standard Gate Hours:
Day Schedule:
Monday – Friday: 08:00 - 15:59
Night Schedule:
Monday – Friday: 17:00 - 23:59

Contact
Chris Reyburn, Mgr, Operations
Phone: +1 (604) 267-5300
creyburn@globalterminals.com

Shakil Karmali, Mgr, Operations
Phone: +1 (604) 267-5378
skarmali@globalterminals.com

Website: http://globalterminalscanada.com/gct-vanterm/
Terminal Data:
- Terminal Area: 63 hectares (154 acres)
- TEUs Capacity: 185,000
- Length of Quay: N/A
- Area of Gate/Interchange: N/A
- Weight Bridges/Scales: N/A
- Intermodal Yard: On dock
- Intermodal Tracks: 10,000 feet

Berth Facilities:
- Water Depth (Low Tide): 11.7 m
- Top of Dock to High Water: N/A
- Top of Dock to 0.0 Tide: N/A
- Length of Berth: N/A
- Distance Between Bollards: N/A
- Front Crane Rail to Dock Fence: N/A

Container Yard Details:
- Container Yard (CY) Area: 30,654 square m
- Height & Row Length of Stack: N/A
- Chassis Capacity: N/A
- Reefer Points & Voltage/Phase: N/A

Standard Gate Hours:
- Day Schedule: Monday – Friday: 08:00 to 16:00
- Closed Saturday, Sunday, and Holidays

Contact
David Martin Director, Operations
Phone: (604) 581-2233 x7026
FAX: (604) 495-1195
Container Export Traffic
Phone: (604) 581-2233 Ext 7079
Email: Heidik@fsd.bc.ca

Website: http://www.fsd.bc.ca/
Terminal Data:
- Terminal Area: 28 hectares (72 acres)
- Length of Quay: 647 m (2123 ft)
- Berth Priority: N/A
- Area of Gate/Interchange: N/A
- Weight Bridges/Scales: N/A
- Intermodal Yard: on dock
- Intermodal Tracks: N/A

Berth Facilities:
- Water Depth (Low Tide): 15 m (50 ft)
- Top of Dock to High Water: N/A
- Top of Dock to 0.0 Tide: N/A
- Length of Berth: 647 m (2123 ft)
- Distance Between Bollards: N/A
- Front Crane Rail to Dock Fence: N/A

Standard Gate Hours:
Monday – Friday: 08:00 – 23:59
Closed Sunday

Contact
Brendon Hull Terminal Mgr
Phone: +1 (604)-252-2515
Brendon.hull@dpworld.com

Kelly Greene General Cargo
Phone: +1 (604)-252-2502
kelly.greene@dpworld.com

Website: https://www.dpworld.ca/
**Terminal Data:**
- Terminal Area: 24 hectares (59 acres)
- Length of Quay: 800 m (2625 ft)
- TEUs Capacity: 850,000
- Area of Gate/Interchange: N/A
- Weight Bridges/Scales: N/A
- Intermodal Yard: on dock
- Intermodal Tracks: 7 working (18,000 ft) 6 storage (20,000 ft)

**Berth Facilities:**
- Water Depth (Low Tide): 17 m (55.8 ft)
- Top of Dock to High Water: N/A
- Top of Dock to 0.0 Tide: N/A
- Length of Berth: 360 m (1180 ft)
- Distance Between Bollards: N/A
- Front Crane Rail to Dock Fence: N/A

**Container Yard Details**
- Container Yard (CY) Area: N/A
- Height & Row Length of Stack: N/A
- Chassis Capacity: N/A
- Reefer Points & Voltage/Phase: 72

**Standard Gate Hours:**
Monday – Friday: 08:00 – 23:59
Closed Sunday

**Contact**
Kurt Slocombe Terminal Mgr
Phone: +1 (250)-624-2124 2104
Kurt.slocombe@dpworld.com

Website: [https://www.dpworld.ca/](https://www.dpworld.ca/)
## Terminal Data:
- **Terminal Area:** 24 hectares (60 acres)
- **Length of Quay:** N/A
- **Teu Capacity:** 150 00
- **Area of Gate/Interchange:** N/A
- **Weight Bridges/Scales:** N/A
- **Intermodal Yard:** on dock
- **Intermodal Tracks:** N/A

## Berth Facilities:
- **Water Depth (Low Tide):** N/A
- **Top of Dock to High Water:** N/A
- **Top of Dock to 0.0 Tide:** N/A
- **Length of Berth:** N/A
- **Distance Between Bollards:** N/A
- **Front Crane Rail to Dock Fence:** N/A

## Container Yard Details
- **Container Yard (CY) Area:** N/A
- **Height & Row Length of Stack:** N/A
- **Chassis Capacity:** N/A
- **Reefer Points & Voltage/Phase:** 276

## Standard Gate Hours:
### Hours of Operations
- 07:00-15:00
- 15:00-23:00
- 23:00-07:00

## Contact:
- **Information sur les conteneurs:** (514) 257-3060
  - [MGTcustomerservice@mtrtml.com](mailto:MGTcustomerservice@mtrtml.com)
- **Daniel Tremblay, VP operations**
  - Phone: (514)257-3081
  - [dtremblay@mtrtml.com](mailto:dtremblay@mtrtml.com)
- **SECTION 62:**
  - (514) 257-3040

## Website:
- [https://www.mtrtml.com/login.php](https://www.mtrtml.com/login.php)
### Terminal Data:
- **Terminal Area:** 30 hectares (74 acres)
- **Length of Quay:** 1045 meters (3428 feet)
- **Teu Capacity:** 750,000
- **Area of Gate/Interchange:** N/A
- **Weight Bridges/Scales:** N/A
- **Intermodal Yard:** on dock
- **Intermodal Tracks:** 2438 meters (8000 feet)

### Berth Facilities:
- **Water Depth (Low Tide):** 15 m
- **Top of Dock to High Water:** N/A
- **Top of Dock to 0.0 Tide:** N/A
- **Length of Berth:** 190m | 333m
- **Distance Between Bollards:** N/A
- **Front Crane Rail to Dock Fence:** N/A

### Container Yard Details
- **Container Yard (CY) Area:** N/A
- **Height & Row Length of Stack:** N/A
- **Chassis Capacity:** N/A
- **Reefer Points & Voltage/Phase:** 483

### Standard Gate Hours:
- **Contact:**
  - **Kim Holtermand, CEO/ COO**
  - Kim.holtermand@halterm.com
  - **Ron Twohig, Mgr, operation**
  - Rtwohig@halterm.com

### Website:
- www.halterm.com
Terminal Data:
- Terminal Area: 15 hectare (37.5 acres)
- Length of Quay: N/A
- Berth Priority: N/A
- Area of Gate/Interchange: N/A
- Weight Bridges/Scales: N/A
- Intermodal Yard: on dock
- Intermodal Tracks: N/A

Berth Facilities:
- Water Depth (Low Tide): 10m-12.2m (33 to 40f)
- Top of Dock to High Water: N/A
- Top of Dock to 0.0 Tide: N/A
- Length of Berth: 291m (954ft)-369m (1210f)
- Distance Between Bollards: N/A
- Front Crane Rail to Dock Fence: N/A

Standard Gate Hours:

Container Yard Details
- Container Yard (CY) Area: 12.6 hectare (31.3 a)
- Height & Row Length of Stack: N/A
- Chassis Capacity: N/A
- Reefer Points & Voltage/Phase: N/A

Contact

Website: [http://web.dpworld.com/](http://web.dpworld.com/)
NON-OPERATING REEFERS
Stuff your cargo into 40’RH NOR units

Recommended cargo
- clean items
- easy to stow
- preferably in cardboard cartons

Forbidden cargo
- hazardous
- scrap
- damaging cargo

Inner dimensions*
L = 11,584 mm
W = 2,294 mm
H = 2,557 mm

Volume*
68 m³

4 lashing points

Things to remember
- Volume is almost similar to that of a dry 40’ (40ST)
- Preferred Origin:
  Asia: China, Japan, Hong-Kong, South-Korea, Indonesia, Philippines, Taiwan, Malaysia,
  Europe: Belgium, France, Netherlands, Poland, United Kingdom, Scandinavia
  Africa: Ivory Coast, Benin
  Middle East: UAE
- Specific pricing conditions
- In any case, do not hesitate to check with Reefer Department
- For further advice, ask our dedicated teams

* Indication only – this may vary depending on reefer container design
CMA CGM
VALUE ADDED SERVICES

- CARGO VALUE SERENITY
- CONTAINER PREPARATION & SPECIAL EQUIPMENT
- REEFER SPECIAL SERVICES
  - Atmosphere Control
  - Reefer Pharma
- CUSTOMS MANAGEMENT
- DIGITAL & E-COMMERCE
- TRAXENS – Smart Containers
- END TO END SUPPLY CHAIN SERVICES
At CMA CGM, we are dedicated at your business development and your specific needs. This is why we want to develop new services that will help you optimize and simplify your supply chain management and expand your business.
OUR VALUE ADDED SERVICES OFFER IS STRUCTURED AROUND TWO PRODUCT RANGES

**SERENITY**
Benefit from **Serenity** by being sure that they will be able to easily manage the transit details, that their cargo will be there **on time**, is covered in case of any **unexpected events** or protected from **damage or theft**

- **Cargo Value - Serenity**
- **Container preparation & special equipment**
- **Reefer special services**
- **Customs Management**
- **Digital and eCommerce**

**EXPAND**
**Develop business opportunities**, shorten time to market, grow into new markets and/or increase cash flow and productivity

- **TRAXENS – Smart Containers**
- **Inland services**
- **End to end supply chain services**
CARGO VALUE SERENITY
FOCUS ON YOUR BUSINESS, WE TAKE CARE OF YOUR CARGO

By choosing CMA CGM CARGO VALUE SERENITY, we make sure you will not lose time or money in looking after a long legal dispute and lots of administrative processes in case of damage or loss of your goods.

SAVE TIME AND MONEY

Forget about the surveyors, the administrative formalities, the endless legal dispute with the carrier, the unpleasant discussion with your bank, the negative commercial impacts.

GET STARTED, ASK FOR CARGO VALUE SERENITY

• 49 USD/Ctr to secure your cargo value up to 25 000 USD/Ctr
• 99 USD/Ctr to secure your cargo value up to 50 000 USD/Ctr
• 199 USD/Ctr to secure your cargo value up to 100 000 USD/Ctr
• Personalized option:

***Serenity-Website***

***Terms & Conditions***
CONTAINER PREPARATION & SPECIAL EQUIPMENT

> Garment On Hanger
GARMENT ON HANGER: THE FASHIONABLE CONTAINER

CMA CGM GOH container fleet is dedicated to retail customer willing to transport all kind of garments in safer, cheaper and easier way compared to standard packing in dry container.

Benefits of garment container are numerous:

> GOH equipment protect sensitive garment such as suits, silk or leather for example: safer than standard packing

> Reduce packing/unpacking process: time cost savings at origin and destination

> Reduce cost of ironing at destination

> Reduce handling cost and labor
Single bar containers
Strings / Straps

Heavy garments, low creasing potential

- Technical standards

String
20’ = 220 pieces // 40’ = 440 pieces
300 kgs max pay load per bar

Strap
20’ = 165 pieces // 40’ = 330 pieces
500 kgs Max pay load per bar

Double bar containers

High creasing potential, fragile garments

- Technical standards

2 tiers cross bar per container
20’ = 11 Bars per tier
40’ = 22 bar per tier
Max payload per bar : 150 kg
REEFER SPECIAL SERVICES

- Atmosphere Control
- Reefer Pharma
CONTROLLED ATMOSPHERE TECHNOLOGY
CONTROLS THE WAY YOUR FRUIT CARGO BREATHES
AND INCREASES SHELF-LIFE

Controlled Atmosphere technology controls the way your fruit cargo breathes and maintains cargo optimum quality during Transport

• The atmosphere control system controls the atmosphere inside a container

• It offers enhanced functionality to help slow down the ripening process of fruits and vegetables by removing ethylene

Controlled Atmosphere allows extended time for distribution at destination, and reaching markets with longer transit times

• By maintaining an uninterrupted, controlled atmosphere and refrigerated environment, shelf life of fruits can now be extended

• Delivery to remote markets exploring new destinations
MODIFIED ATMOSPHERE (MA) AND CONTROLLED ATMOSPHERE (CA): TWO SOLUTIONS AVAILABLE DEPENDING ON YOUR CARGO NEEDS

“Modified Atmosphere” a technology able to monitor CO2 in addition to humidity, ventilation and temperature

- Modified Atmosphere (MA) is the possibility to manage only one Gas (CO2); the oxygen will be in balance. The total of CO2 + O2 will be at 21%.

- Technologies available: Liventus, Maxtend, Purfresh, Afam+

“Controlled Atmosphere” a technology able to monitor CO2 and O2 in addition to humidity, ventilation and temperature

- Controlled Atmosphere is the possibility to manage independently the CO2 and the O2 inside the container with a different value and not in balance (Oxygen Nitrogen and CO2)

- Technologies available: XtendFresh and Smartcare (Starcool CA)
PHARMA SOLUTIONS BY SEA

A DEDICATED TRANSPORT PROCEDURE FOR PHARMA PRODUCT INSURING CARGO CARE AND RISK CONTROL

- Maritime reefer freight is cheaper than air freight for the transport of sensitive pharma products
- Risk assessment and cargo damage prevention before transport
- Dedicated procedure for pharmaceuticals Good Distribution Practice requirements
A PACKAGED PRODUCT INSURING SAFE TRANSPORT OF YOUR CARGO

- Operational focus with training of our agency network handling pharma shipment (Port of Loading, Transhipment, etc)

- Risk assessment prior to commercial offer (POL / POD, number of transshipments, hazardous goods, safe temperature range, cargo value etc.)

- Special Pre-Trip Inspection (PTI) in place depots in all DRY involved (Reefer, units, CLEAN, ODOR FREE, age limit max 7 years, Keyboard locked)

- Temperature recording data for the trip available on demand

- Dedicated team in headquarter Reefer department – well trained staff (commercial team, technical support, equipment management desk, customer service)

- High value and Sensitive cargo procedure (SCC – sensitive cargo contribution)
CUSTOMS MANAGEMENT: CMA CGM has developed a high level of expertise to guide and support its customers in their international trade activities, to reduce cost to procure, cash flow impacts and risks.

**CUSTOMS MANAGEMENT**
- **Standard:**
  - Documentary validation
  - Customs procedure validation
  - Right and taxes advance
  - Fiscal representation
- **Specialty expertise:**
  - Agri-food industry
  - Pharmaceutical
  - Sensitive cargo

**GUIDANCE**
- Cost to procure efficiency
  - Tax avoidance
- Cash flow impact management
  - Inward processing
  - Performance audit
  - Documentation
  - Classification
  - Quality certification

**OUTSOURCING**
- PDD
  - Possible from 2 units (warehousing, factory) for a same company
  - PDU
  - Clearance procedure with a single address quickly available within one hour for industrial key players
DIGITAL & E-COMMERCE
EBUSINESS: CARRYING YOUR EXPECTATIONS

Our eBusiness platform offers you an integrated business management solution, covering all aspects of the transport cycle.

MAKING SHIPPING SIMPLE
All the information you need just a click away with intuitive tools to help you to manage your business.

SAVE TIME ON YOUR SUPPLY CHAIN
Quick and 24/7 accessibility to your information is the key to your success: use templates to gain time, and see and print your documents right away!

A CUSTOMIZABLE TOOL TO MEET YOUR NEEDS
You are the captain of your views, dashboards and alerts and can set the parameters as you need!

OUR EXPERTISE
As the 3rd global carrier we draw the benefits of our teams and network to innovate constantly to push quality and customers’ requirements forward. Our products are created to improve your productivity.
PRE-BOOKING
Check our schedules online and get a tariff from point to point.
• 24/7 availability, allowing you to plan and ease your transport logistics.

SHIPMENT EXECUTION
Place easily your bookings & shipping instructions or submit your VGM declarations on our eBusiness Platform.
• With our intuitive tools, we guarantee fast treatment and better quality of information increasing productivity

DOCUMENT MANAGEMENT
Check and track needed documents in your secured dashboard:
• Booking, Loading & Release Confirmations
• BL Draft, Seawaybill, Non-negotiable and Original BL: correct and approve your drafts online, upload and print them faster
• Arrival Notice and Delivery Order
• Invoice

VISIBILITY
Keep in touch with your box on your desktop or mobile phone anytime.
• Take control of dashboards and personalize your notifications to get real-time alerts on your shipments.

CUSTOMER SERVICE
• Benefit from our eCustomer assistance 24 / 7 to provide direct solutions in less than 24 hours.
• One single entry point: ecustomersupport@cma-cgm.com

ACCESSIBILITY
• Our philosophy is to remain close to our customers: our platform and assistance are available in 5 languages (English, French, Chinese, Spanish, Portuguese)
• The website is optimized for compatibility with any device so users will have a smooth experience whether using a PC, tablet or phone.
TRAXENS – Smart Containers
WHAT IS A SMART CONTAINER, POWERED BY TRAXENS?

• Standard containers equipped with a ground-breaking device designed by our partner TRAXENS®
• This high-tech equipment generates near-real time information, 24/7 and even during inland transportation to track a wide range of data:

   - Position
   - Movement
   - Door opening
   - Shocks
   - External temp

Remote sensors can also be added in the container for cargo information

- Cargo temp
- Humidity

Coming in July 2018
SMART CONTAINER HAVE BEEN IMAGINED TO HELP YOU ENHANCE AND YOUR SUPPLY CHAIN

Operate exception management and action emergency sourcing plans...

NEAR REALTIME DATA & ALERTS

- Visibility even during inland transport
- Near-real time information and personalized alerts
- Geo-fencing notification of inbound movement of given sites
- Track container precise position to organize inland transport right on time after arrival at port

Drive your business
Monitor transit time, operate exception management and emergency sourcing plans if needed.

...tackle operational improvements and cost reduction

SUPPLY CHAIN ANALYSIS

- Cargo quality management (shocks tracking)
- Cargo Security (door opening)
- Lead Time and root cause analysis
- KPIs per door to door trade (average lead time / idles)

Optimize your logistics
Identify and implement concrete operational improvements to generate costs reduction.

Value added services
Table Of Contents
FLEXIBILITY OF DATA AVAILABILITY TO ANSWER CUSTOMER’S SPECIFICITIES

DATA AVAILABILITY THROUGH TRAXENS HUB

- Key Operational Indicators
- Exception Notifications
- Booking Details
- Live Position

State of the art Hub  Alert customization potential
Data contextualization with carrier’s data.
No restriction on number of users

DATA AVAILABILITY DIRECTLY INTO YOUR CORPORATE INFORMATION SYSTEM

All raw data generated by your smart containers can be accessed by your ERP or TMS
SMART CONTAINER OFFER

Assess Supply Chain Performance
- Discover a new level of visibility
- Understand Smart Container Value

Harvest Value on Quick-Win Cases
- Multiply Smart Containers Projects (New routings, selected routes with high complexity, cost improvement focus)

Selected Perimeter or Wide Deployment
- Smart Containers required in tenders
- Integration with shipper’s IT systems

<table>
<thead>
<tr>
<th>Data</th>
<th>Services</th>
<th>Consulting</th>
<th>Support</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Full access to all data generated by TRAXENS solution</td>
<td>- 24/7 Cargo Monitoring</td>
<td>- Dedicated Project Manager</td>
<td>- On-site Training</td>
</tr>
<tr>
<td>- Share data to selected third parties (suppliers, clients, etc.)</td>
<td>- Real-time Exception Notifications</td>
<td>- Advanced Flow Analysis</td>
<td>- Help Desk</td>
</tr>
</tbody>
</table>

150+ Containers | 3 to 6 months | Limited number of origins/destinations

100€ PER CONTAINER
ALL INCLUDED
List of already available ports of origins is growing rapidly. Additional ports can be added on demand within a 1-month period.

List as of March 2018
END TO END SUPPLY CHAIN SERVICES

Provided by CMA CGM Log & CEVA
Every logistics challenge has a tailor-made solution

Customs Brokerage
Our Focus:

Customs Brokerage - All Modes of Transport

Sea Freight  Air Freight  Multimodal  Custom Management
CMA CGM LOG has developed a high level of expertise to guide and support its customers in their customs clearance needs, to reduce compliance issues and to streamline the movement of their cargo.

Consulting Services

- Importing requirements
- Business number application and IOR Registration with CRA
- Identify goods being imported
- HS classification support and guidance
- Determine VFD and valuation methods required for customs clearance
- Documentation

Customs Clearance and Entry Processing

**Standard:**
- Documentation validation for release
  - B3 processing
  - Tracking and Tracing
- Post clearance support and follow

**Specialized expertise:**
- All OGD declarations
- Perishable & time sensitive cargo
- Hand-Carry processing

Trade Compliance Support

- B3 audit prior to accounting.
  - Post audit review
  - B2’s, duty drawbacks
    - FTA and Certificate of Origin support
- Corrections and record keeping requirements
- AMPS and Customs Legislation
Contact:
CMA CGM Logistics Canada Inc.
5915 Airport Road, Suite #820
Mississauga, Ontario, L4V 1T1
Ph: 905-362-2272
Fax: 905-362-2273

Michael Bressi - Manager, Customs Brokerage
Email: cda.mbressi@cmacgm-log.com

Lauren Fortich - Senior Executive, Customs
Email: cda.lfortich@cmacgm-log.com
CEVA: a leading supply chain company with global scale

CEVA's direct presence
Represented through our partners

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Value added services

CEVA Logistics in Canada 2017
CEVA facts

- Serving **23 of the top 25 supply chains** in the world
- Worldwide **Top 3 Contract Logistics provider**
- A combined storage space of more than **8 mil sqm**
- Ranked in the **Top 10 largest ocean freight** forwarders
- **6th largest air freight** company in the world
- Handling **customs clearance in 600+ ports**

- Serving **major industry sectors** (Automotive, Consumer and Retail, Energy, Healthcare, Industrial, Technology)
- Strongly embedded **lean and operational excellence** culture
- Transforming supply chain data into business value creation
- Globally **integrated account management** through Century program

* Source: TI report Global Contract Logistics 2014  
** Source: TI report Global Freight Forwarding 2014; ranking in tonnage
CEVA in North America

- 150 sites
  - regionally: 110 sites (US),
  - 28 sites (Mexico)
  - 11 sites (Canada)
- 1750 CEVA Local CEVA Delivery Trucks
- 11,000 truckload moves per month
- 17.5 million square feet warehousing
- +500 combined tons shipped air
- +180,000 combined TEU's shipped
- +1,000,000 customs entries processed annually
- Full in-country & trans-border compliance & transport connectivity
- #2 Contract Logistics Provider throughout region
- 30% of USD $6.94b in annual revenues
- TSA, CTPAT, PIP, TAPA & ISO certified

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Value added services
CEVA's Supply Chain Management

Complete end-to-end solutions for your supply chain

- Demand management, supply chain execution framework, supply chain velocity and performance

Improved inventory performance
- Reliability and predictability of supply chain performance
- Reduce transit time variability
- Visibility to plan against validated in-transit inventory

Value added services
- Managing on time release by supplier
- Electronic integration with service providers
- Timely and accurate status updates
- Visibility of order, part and shipment status

Reduced average transit time by 8-15%*
Reduced premium transportation volumes by 5-10%*
Reduce buffer stock by 5-10%*

* Typical impact for an Industrial sector customer
OUR VALUE PROPOSITION

CEVA is the only Global Freight Forwarder with a true in house end to end supply chain solution.
Customs Brokerage Services

Prompt and compliant clearance of international cargoes thanks to:

- **Expert and experienced** Customs specialists in over 100 countries around the globe
- **Around 500,000 entries** processed annually through our U.S. network
- **Complete account based Customs compliance programs** for consistent and accurate declarations in all ports of entry
- **Complete portfolio of services**: Customs clearance, documentation, duty management
- **Complementary Customs services**, such as duty drawback and trade compliance consulting
- **A dedicated team of compliance experts**
## Integrated end-to-end approach

### Inbound/Outbound Transportation
- Receipt and management of raw materials and products at source
- Control
- Re-packaging
- Value-added services
- A range of multi-modal capabilities
- Time definite services
- Customs brokerage
- Web enabled tracking solutions

### Warehousing & Distribution Centers
- Dedicated and shared warehousing
- Distribution network centers
- Value-added services
- Transportation network management

### Final Mile Solution
- Spare parts warehousing
- Spare parts distribution
- Returns
- Repairs
- Reverse logistics
- Call center services
- Home delivery for finished goods
- One and two man home delivery
- After sales set up
- Installation
- Reverse logistics

### Value added services
- Home delivery for finished goods
- One and two man home delivery
- After sales set up
- Installation
- Reverse logistics
CUSTOMER GUIDE
Export Bookings

➢ Export bookings:
  • The fastest and most convenient way to place booking → Online via our website www.cma-cgm.com
  • We also accept bookings through other Ecommerce Platforms.

➢ Equipment release:
  • Please note that equipment is not released automatically. Please contact our equipment release team via email usa.canadaeq@usa.cma-cgm.com for regular container and CDA Reefer Releases cda.reeferreleases@usa.cma-cgm.com for reefer containers to confirm equipment availability and the release depot. The same procedure applies if you are planning to street-turn import equipment.

➢ Port cutoffs and documentation cutoffs:
  • ERD and cutoffs are indicated at your booking confirmation. However may be subject to change. Please verify at the websites of our terminal operator.
Export Bookings – Bill of lading instructions

➢ Bill of Lading instructions:
  • Online via our website www.cma-cgm.com
  • We also accept B/L instruction sent through other Ecommerce platform.

➢ B/L instruction via e-mail
  • Please send all B/L instructions as a PDF-file or WORD-file attachment to ssc.cadocumentation@cma-cgm.com

➢ B/L correction and amendments
  • Please send all requests for B/L corrections and amendments to ssc.cadocumentation@cma-cgm.com

➢ VGM weight submissions
  • https://www.cma-cgm.com/help/tutorials
Export Bookings

➢ **B/L releases** :
  • Please send requests for releases of B/Ls and Sea Waybills to cda.documentation@cma-cgm.com

➢ **Diversions and changes of destination**
  • For changes of destination and other instructions concerning your cargo after departure please contact our customer service teams at cda,exportservices@cma-cgm.com or cda.canadareefer@usa.cma-cgm.com or cda.specializedcargo@usa.cma-cgm.com

➢ **Local fees & charges**
  • For a detailed list of our services fees and charges please refer to http://www.cma-cgm.com/local/canada/tariffs-local-charges
Useful Links & Contacts

➢ Free times for demurrage and detention
  • Free times and per-diem amounts for demurrage and detention are published at our website at:

  Unless otherwise agreed these published tariff terms are applicable. Any request for extra free time must be approved prior to booking.

➢ Cargo tracking is available online at
  • http://www.cma-cgm.com/ebusiness/tracking

  Our track-and-trace app for mobile devices is also available at the App store and at Google Play

➢ Weight limits
  • Our Canadian weight limitations and overweight charges are posted at our local website at
Useful Links & Contacts

➢ Cargo claims for damaged or missing cargo
  • Please contact our risk management for any question related to cargo loss or damage:
    cda.canada-claims@cma-cgm.com or phone +1(514)908-7851

➢ Customer advisories and newsletters
  • You can subscribe to receive our corporate news at http://www.cma-cgm.com/news/subscribe

➢ Credit applications
  • https://www.cma-cgm.com/static/eCommerce/Attachments/CMA%20CGM%20group%20Standard%20Credit%20Agreement%20page%2019032014.pdf

➢ Freight disputes
  • cda.disputes@cma-cgm.com

➢ Demurrage & Detention inquiries and disputes
  • cda.detdembilling@cma-cgm.com
Environment & Initiatives
CMA CGM: caring for the future today

- 3 strategic focuses on environmental issues since 2005:
  - OCEAN: Conservation Biodiversity
  - AIR: Climat change Air quality
  - INNOVATION: Eco-Solutions Sustainable transport

- Our CO2 emissions per container transported have dropped down by 50% between 2005 and 2015. We have the ambition to reduce these emissions by -30% between 2015 and 2025.

- A Special Committee, has been assigned by the General Management to steer all projects under the scope of our environmental strategy.

- This new program is called: Energy Transition Ambition 2020

ETA 2020

2020 ENERGY TRANSITION
Sulphur Regulation

For the benefit of:

- **Public Health**: improved air quality, & reduce deseases
- **Environment**: reduction of acid rains, soil erosion

APPLIES TO ALL SEA-GOING VESSELS WORLDWIDE:

> 50 000

OBJECTIVE ON 1/1/2020

Reducing average sulphur emissions worldwide by

-85%

*(Marpol Annex 6 regulation)*

2020 ENERGY TRANSITION

CMA CGM
2020 IMO Sulphur regulation: facts & figures

MARPOL* ANNEX VI SULFUR LIMITS

• Current global sulphur cap on bunker fuel: 3.5%

• As from January 1st, 2020, stricter regulation will be enforced with a new global sulphur limit of 0.5%. This requirement comes in addition to the 0.1% Sulphur limit in the SECA zones.
2020 IMO Sulphur regulation has a cost

An estimated

60 BILLION DOLLAR cost for the shipping industry*

An estimated average overcost of 160 dollars per TEU transported by CMA-CGM - detailed trade by trade on due course.

* Suresh Sivanandram of Wood Mackenzie (a research firm), in The Economist
TO BE COMPLIANT JANUARY 1ST, 2020

CMA CGM has been implementing a series of actions for a few years.
CMA CGM bold choice in 2017: Liquid Natural Gas

- LNG is probably the best answer in terms of environnemntal footprint reduction
- Following 7 years R&D in cooperation with shipyards, engine makers, ports...
- A technology that will apply on 9 22,000 TEUs containerships for the first time ever and will equip all our future vessels. First delivery expected Q2-2020.

Benefits of Liquified Natural Gas:
- -99% sulphur emissions
- -99% particulate matters
- -85% nitrogen oxides emissions
- Up to 25% less CO2
Replacing all fleet with LNG vessels will take decades

During this transition period, CMA CGM will implement 2 main solutions

**Solution 1**
Use Fuel with Low Sulphur Level

**Solution 2**
Clean the emissions from Sulphur

2020 ENERGY TRANSITION
Use fuel with low sulphur level: short term main solution

Current Bunker contains 3,5% Sulphur
It is not compliant starting 1/1/2020

01
Use available Marine Diesel fuel containing 0,1% sulphur
→ More expensive fuels
→ Investments required to adapt vessels

02
Create a new compliant fuel containing 0,5% sulphur

CMA CGM is working along with its oil and gas company partners to gear up for the stricter fuel regulations. If necessary, CMA CGM will use Marine Diesel Fuel to make sure all Cargo will be delivered starting January, 1rst 2020

2020 ENERGY TRANSITION
Clean the emissions from Sulphur

Exhaust gas cleaning systems are already used in many industries and are now being installed on more than 400 vessels.

It allows the use of 3.5% fuel and cleans the exhaust gas which then respect the regulation.

CMA CGM will equip some vessels with exhaust gas cleaning systems

- Delivery of 3 new built vessels S1-2018 (2,500 TEUs Ice Class)
- Ongoing retrofits on a limited number of high capacity vessels (>10,000 Teus)
CMA CGM compliant January 1rst, 2020

Short term main solution
Maximize the use of new 0.5% fuel
Use Marine Gasoil otherwise

Other more limited solutions
Install exhaust gas cleaning systems
A way to keep using existing fuel
Deploy LNG-fueled vessels
Long term best solution for the moment
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 data are reviewed and verified by KPMG, according to the Clean Cargo Group methodology.
Carbon Premium Services

- 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 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