CMA CGM Group
PROJECT CARGO DIVISION

INTRODUCTION
CMA CGM a leader in container shipping

Founded in Marseille in 1978 by Jacques Saadé, the CMA CGM Group is a leading worldwide shipping group.

CMA CGM Group is today a global carrier operating on all the world’s shipping routes and offers the full range of logistics and transportation services to its customers.
CMA CGM Group key figures

<table>
<thead>
<tr>
<th>Over 200 Shipping lines*</th>
<th>29,000 Employees Worldwide*</th>
<th>2,2 Million TEUs of fleet capacity*</th>
</tr>
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<tbody>
<tr>
<td>Over 420 Ports of Call*</td>
<td>15,6 Millions TEUs transported in 2016*</td>
<td>34 Terminals in operation*</td>
</tr>
<tr>
<td>Over 600 Owned offices worldwide*</td>
<td>445 Vessels**</td>
<td>16 Billion USD of revenue in 2016*</td>
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</table>
Our Modern Vessel Fleet *

445 operated vessels
(160 owned vessel)

CMA CGM BOUGAINVILLE

CMA CGM BOUGAINVILLE’s length: 396,00m

Car (4m)  Semi-trucker (30m)  Airbus A380 (72,72m)  Charles de Gaulle aircraft carrier (250,5m)  Queen Mary II (345m)

% fleet capacity CMA CGM

16000 TEUs +
7,5 %

from 10000 To 15999 TEUs
29,5%

from 7500 To 9999 TEUs
21 %

from 4500 To 7499 TEUs
16 %

From 2 000 To 4499 TEUs
19,5%

From 0 To 1999 TEUs
6,5 %
Global partner for the transport of project cargo

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
- 7 specialized teams in Europe, China, Brazil, USA, Middle East and South Africa
- **Over 850 Breakbulk projects** handled in 2017 with double digit growth yoy
- **230’000** 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.
Container carriers able to edge into this market cause:

- Increasing demand for regular and reliable sailings with high-frequency, fast transit time and global coverage, at reasonable transport costs
- By using liner vessels, you:
  - have the advantage of forecasting specific departure and arrival dates, meaning you can plan ahead with confidence
  - can smoothly supply chains by eliminating need to accumulate large volumes needed to fill a conventional vessels
- The modern container vessels able to carry up to 500 tons of cargo, and container terminals adapting to that trend
- All-in-one while talking large project where most of the cargo is already loaded in containers

CMA CGM: your strategic carrier focusing on quality of services

- Offering unique services while adding value to our customers, delivering material timely as per project schedule
- Positive impact on the overall project financials by meeting construction timelines and delivery schedule
Project Cargo Teams by Region

- **Norfolk**: North America
- **Miami**: North America
- **Brazil**: Latin America & Caribbean
- **Dubai**: Middle East
- **Durban**: South & East Africa
- **ECSA**: South & East Africa
- **Shanghai**: Asia

**PROJECT CARGO DIVISION**
S BERNINET

**KEY ACCOUNT / BUSINESS DVPMT**
- Key Accounts
- Sales Network monitoring & Dvpmt

**PRICING POOL / PROJECT MANAGEMENT**
- At HO
- By trade lanes
- OOG desk

**PRICING POOL / PROJECT MANAGEMENT**
- In Regions
  - By trade lanes
  - OOG desk

**Project Cargo Division**
P 8
## Contacts WHO’s WHO

### Project Management in Marseille Headquarter

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- **Asia, India Middle East Gulf, East Med to/from North Continent**
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- **Africa and India Ocean related trades**
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### Project Management in Regions

#### Shanghai Regional office ➔ Asia to IMEG/US/Africa/Latin America

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#### Norfolk Regional office ➔ US exports (excluding Latam)

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- Gregoire Duchet-Suchaux (440 3824) : usa.guchetsuchaux@usa.cma-cgm.com
- Chummar Ceril (961 2554) : usa.oograterequest@usa.cma-cgm.com
- Lamont Johnson (961 2670) : usa.oograterequest@usa.cma-cgm.com

#### Miami Regional office ➔ Intra Americas + Latam exports

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- Leila Bakhti : usa.ibakhti@cma-cgm.com

#### Sao Paulo Regional office ➔ Brazil exports

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- Guilherme Lemos : bma.glemos@cma-cgm.com

#### Dubai Regional office ➔ MEG to West Africa

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- Surin Ranchigoda : dxb.sranchigoda@cma-cgm.com

#### Durban Regional office ➔ SAF and EAF exports

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- D’Nielle Clarke : dba.dclarke@cma-cgm.com
<table>
<thead>
<tr>
<th>Name</th>
<th>Responsibility</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stéphane Berninet</td>
<td>- Sales Network monitoring and development</td>
</tr>
<tr>
<td>Muhajiz Kollatt</td>
<td>- Medium &amp; small size customers - Project Cargo Network associations</td>
</tr>
<tr>
<td>Julian Kurz</td>
<td>- IFFs - Project cargo FFs - Infrastructure Projects</td>
</tr>
<tr>
<td>Hélène Janvier</td>
<td>- Tenders - Projects</td>
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<tr>
<td>Luc Lagarde</td>
<td>- Heavy Industry a/c</td>
</tr>
<tr>
<td>Bernie Hac</td>
<td>- Boat &amp; Yacht a/c</td>
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</tbody>
</table>

Team leader for terminal aspects - Julian Kurz

Team leader for OOG process - Luc Lagarde
From Melbourne to Savannah
100-foot maxi sailing yacht ‘Comanche’
35m long 32mt and his mast 45m long

From Adelaide to Salerno
Sailing yacht ‘Rambler 88’ 30m long
22mt and his mast 39.5m long

From Brisbane (ad-hoc call) to Miami
(ad-hoc call)
5 Riviera + 2 Maritimo yachts

From Rotterdam to Freemantle
Motoryacht Sunseeker 75

From London to Callao
Yacht Sunseeker San Remo 48

From Papeete to Le Havre
SMA Imoca 60’ participating at
the 2016 Vendé Globe
HEAVY MACHINERY

From Rotterdam to New York
1 Rotor on 7x40' FR
17.4 x 2.3 x 2.1 – 237.5 T

From Shanghai to Hamburg
1 Reactor 29.5 x 3.9 x 4.1 – 50mt
Stowed on a bed of 8x40’ FR (13 rows)

From Constanta to Busan
8 Crank throw – 40mt
stowed in 2 bays

From Rotterdam to New York
2 transformers 517mt total
VARIOUS

From Dunkerque to Busan
Airbus wings part

From Bremerhaven to Veracruz
4 crane parts dimensions 26.1 x 1.4 x 1.35

From Rotterdam to Busan
10 pcs. of steel slings stowed on 3 layers

From Hamburg to Shanghai
1 unpacked propeller 9 x 9 x 2,2 - 68mt + 1 case with accessories

From Triste to Busan
Cranes designed for naval industry
RAIL MACHINES
THANK YOU