

HAROPA News letter

PORTS

Your logistics solution in Europe

Come and meet HAROPA in 2019!

* simple free registration

➤ From 28 January to 1 February
West Indies / Guyana Task Force
organisation of 3 Business Events

➤ From 4 to 8 February
Roadshow in India
3 Business Events in New Delhi,
Chennai, Mumbai



➤ from March 26 to 28
SITL



Joint exhibitor proposals welcome

Contact : nathalie.genevieve@haropaports.com

➤ Thursday March 21
Business Event in LYON
5th edition

«HAROPA Smart Corridor, THE transport and logistics solution to boost the competitiveness of the region with the 2nd largest economy in France»



HAROPA in images !

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And access the constantly updated HAROPA Regular Shipping Lines search engine!



Meeting

with Gilles DUPONCHEL
General Manager - ONE France

1/ ONE is one of the new major shipping players in the Port of Le Havre: can you introduce us this new line and tell us about the major developments of the ONE service offering for HAROPA (double call, last port, first port, and so on)?

Ocean Network Express was created on 1 April 2018 with the merger between the 3 Japanese companies MOL, NYK and Kline. We employ 165 people in France, of whom 150 are located in Le Havre. We are lucky enough to have 3 «ASIA» port calls per week direct to in Le Havre (1 to Japan as the last port, 1 to China as the first port and 1 to Southeast Asia as the penultimate port) to the TDF terminal, and 3 «TRANSATLANTIC» port calls (including 1 to the west coast of the United States) to the CNMP terminal, which allows us to offer many transshipment destinations as well, in Oceania, India, Pakistan and South Africa among others.

2/ What are the aims in terms of development for ONE France?

First of all we want to provide the quality of service required by Japanese culture, and anchor these 6 weekly services in the French maritime landscape, both for imports and exports.

Our second objective will be to promote our concepts throughout the HAROPA hinterland by optimizing our road, barge and train transport services, for a healthy balance of flows.

Finally, we want to develop the niche markets that the 3 Japanese companies had started to build well, such as the Reefer and Breakbulk segments for example.

3/ You were one of the forerunners of the production and publication of KPIs in the shipping world: what do you expect from the HAROPA ports in terms of digitization to assist you in your development?

It is true that ONE France from the outset wanted to be backed by reliable data to make the best decisions for our customers as well as for customs, ship safety and the environment. Integrating our customers with EDI will be crucial in the long term. HAROPA, like all the respective port operators, is setting up reliable tools to measure and, above all, streamline our processes. We shall be fully-fledged partners.



30 october 2018 :
1st port call by the ONE
CONTINUITY

WebTV Report



HAROPA PORTS News letter

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HEADLINE NEWS FROM YOUR SMART PORT

➤ 1st ONE ship calls at HAROPA - Port of Le Havre



On October 30, HAROPA - Port of Le Havre welcomed the 1st port call of a container ship from the ONE shipping company, flying the official magenta flag of the new shipowner formed last April. ONE is the result of the merger of the containerised shipping branches of the Japanese companies Kline, NYK and MOL.

The ONE Continuity is part of the Japanese service fleet operated entirely by the Japanese shipping line as part of THE Alliance: with ten ships sailing to Le Havre, Singapore (20d), Kobe (29d), Nagoya (30d), Shimizu (31d), Tokyo (32d), Singapore, Jeddah, and then returning to Europe. The Japan service, as well as 2 other services of the same alliance, are handled on Port 2000 by GMP (Générale de Manutention Portuaire). ONE already markets 8 services to the Port of Le Havre. The company helps enhance the catalogue of shipping services for the customers of HAROPA and thus bolsters the place of Le Havre as the leading port for French containerised foreign trade.

HAROPA Contact: Shipping Lines Division

Marc Laplace-Builhé + 33 2 32 74 73 13
marc.laplace-builhe@haropaports.com

➤ SMART CORRIDOR: HAROPA helping to develop the Seine Valley



Faced with the digital revolution, HAROPA has begun its digital transformation. A genuinely «smart corridor», HAROPA is a connected collective port, which relies on information and digital technologies to offer optimised flow management, while integrating a sustainable ecological approach.

As a key player in the regional economic and urban fabric, HAROPA actively participates in the development of the regions surrounding the Seine corridor and seeks to perpetuate, through innovation, the attractiveness of the overall region and the competitiveness of French companies in general. That strategic approach was detailed at the conference entitled «Smart Corridor ports serve to develop the Seine Valley», during the Smart City Forum organised by the French newspaper La Tribune on 27 and 28 November in Paris.

HAROPA Contact:

Research & Innovation Development Department
 Cyril Chédot + 33 2 32 74 74 39
cyril.chedot@haropaports.com

In the «Medium-Size City» category, the Grand Prize for a Smart City Initiative was awarded to the «Smart Port City» project, co-designed by HAROPA and other partners to create a new urban, industrial and port model by 2025.

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News

> HAROPA prepares for BREXIT



SOGET, a partner of HAROPA, has just launched a secure information exchange solution for cross-Channel market players affected by Brexit. With 5 million heavy goods vehicles on the cross-Channel coastal perimeter, the infrastructures will have to absorb the introduction of a new logistics frontier.

Called «EasyBrexit», this tool is the result of joint work with the French customs authorities, port authorities, shipping companies and road hauliers. The solution is based on the dematerialized forecasts of information flows related to goods. As soon as the information on the goods is known to the carrier, EasyBrexit confidentially shares the data between the players involved in the transport chain between the United Kingdom and the Community entry point.

> HAROPA at the forefront of the new trend in world shipping: the Arctic route



For its 1st call to a French port, the heavy-lift ice-breaker and freighter M/V TIAN EN from Cosco Shipping, the leading Chinese shipowner, chose the dedicated infrastructures and facilities of HAROPA - Port of Rouen - Radicatel Terminal. The exceptional trip from Shanghai across the Arctic took 32 days, meaning 40% less transit time than the traditional route and 20% lower fuel consumption, for its out-of-gauge cargo: 63 industrial projects weighing up to 70 tonnes, 21 blades of wind turbines 53 meters long, handled by RMS Manutention on behalf of Sealogis, the French port and maritime logistics group.

A 100% digitized port of call with the end-to-end processing of the ship and its goods under S)ONE, the latest Port Community System (PCS) from SOGET, fully interoperable with the information systems of the French Customs Authorities and the 'Grand Port Maritime de Rouen' seaport.

HAROPA Contact, Breakbulk sector:

Patrick Bret

+ 33 2 35 52 54 33

patrick.bret@haropaports.com



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News

➤ MSC tests HAROPA's new universal digital port system

On 29 October, the super-ship MSC MIRJAM, the latest-generation container ship of the MSC shipping line, was fully processed under S)ONE, the latest-generation Port Community System (PCS) developed by SOGET. Using cutting-edge technological advances in a partnership with Microsoft, this new interconnected port tool developed with supply chain players, has opened the door to the future for HAROPA and all of its partners in the shipping world.

The interoperability between S-WING, the 3D port call management tool used by the Harbour Master's office, and S)ONE, the Port Community System, has meant the processing of cargo can be dematerialized and ensures digital continuity between all the players in the transport supply chain. The interconnection of the players via highly sophisticated digital tools has resulted in the optimization of flow management, thereby gaining fluidity and traceability.

The 100% digitized port call of the MSC MIRJAM illustrates a new collaborative success:

HAROPA, the port communities, all the industry members and the French Customs Authorities, a partner since the very beginning in digital and logistics experimentation in Le Havre, create eco-systems based on joint practices and interests, as sources of growth, innovation and knowledge sharing. For a port system that is more attractive, more competitive, and smarter for customer satisfaction.

HAROPA Contact: Nathalie Wagner

Nathalie Wagner + 33 2 32 74 71 53
nathalie.wagner@haropaports.com

➤ Inauguration of the CMA CGM Saint Exupéry, the largest containership in the world



The CMA-CGM ANTOINE SAINT EXUPERY was officially inaugurated on September 6 in the presence of Bruno Le Maire, Minister of Economy and Finance and Elisabeth Borne, Minister of Transport.

The flagship of the CMA CGM group (with a capacity of 20,600 TEU) went into service in February 2018 on the emblematic line of FAL 1 (French Asia Line), the longest shipping route in the world linking Asia to North Europe. The line offers a weekly service with 16 port calls. The vessel further enhances the quality of a line that allows Group customers to have a fixed-day connection between Le Havre and Central and Southern China (the country's main export areas).

HAROPA Contact: Shipping line Department:

Marc Laplace-Builhé + 33 2 32 74 73 13
marc.laplace-builhe@haropaports.com

HAROPA PORTS News letter

Your logistics solution in Europe

News

> SMART PORT CITY HACKATHON



The 3rd edition of the Hackathon was held on 16 & 17 November in the Port of Gennevilliers. Entitled «Smart Port City Hackathon - Connected Cities, Ports, Rivers», this edition focused on innovations for the leading French river port by imagining solutions that meet the challenges facing ports today and tomorrow.

For 24 hours, participants imagined the solutions of the smart port city: a connected, smart, open, sustainable and collective port ... a port that responds to economic and environmental challenges by focusing on new technologies, such as Artificial Intelligence, Big Data, Blockchain and Cyber-security, to name a few.

Smart technologies that boost a port's competitiveness and therefore its attractiveness.

Contact for the HAROPA Research & Development Innovation Department:

Cyril Chédot + 33 2 32 74 74 39

cyril.chedot@haropaports.com

> HAROPA - Port of Rouen, capital of the grain and agro-industrial sector



The 58th edition of the European Trade Exchange (BCE) was held in Rouen, on October 25 and 26. The world-renowned international trade fair brought together some 2,500 players in the grain industry from all around the world. Cooperatives, traders, seed companies, industrialists, supervisors, ports, shipping agents, handlers and hauliers were present, as well as HAROPA as a partner of the Rouen Stock Exchange.

This meeting point for strategic discussions on the issues of the grain sector provided an opportunity to highlight the excellence of the port of Rouen, as well as the know-how and skills of the associated services.

Including all types of grain, the terminals in Rouen handled 7 million tons during the 2017-2018 campaign. The competitiveness of the Rouen marketplace is constantly growing, and now represents more than 44% of French exports. That dynamics has been reinforced by investments and strategic alliances between local operators and the set-up of leading companies (Beuzelin, Sénalia)

HAROPA Contact, Agro sector:

Manuel Gaborieau + 33 2 35 52 96 10

manuel.gaborieau@haropaports.com



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News

➤ The GMP, a player in the continuous development of HAROPA - Port of Le Havre



GMP (Générale de Manutention Portuaire), one of the 3 terminal operators of Port 2000 in Le Havre, has been supporting the developments in shipping and the handling of mega container-ships (the super-ships carrying up to 22,000 TEU are to arrive in 2019) by a vast investment program:

The latest: the delivery of 12 new ESC 450 Kalmar straddle carriers. Transported aboard the «Monika», these new machines are equipped with a diesel-electric engine. With a lifting capacity of 50 tons, they will replace some of our old units and allow us to store containers on three heights.

During this year, a major jumboization operation took place raising the lifting height of four gantry cranes from 40 to 49 meters high. The GMP has also gained an additional row of containers in width, on six first-generation handling gantries and will increase the same capacity of the other 4 second-generation gantries, extending their reach length from 22 to 23 rows.

In addition, in terms of reefer flows, as part of the continuous improvement of its services for customers, the GMP wants to ensure increased handling capacity and thus respond to the growth in business: on its Terminal de France the handler has deployed more than 250 additional reefer locations, thus increasing its total capacity in terms of reefer locations to 900 outlets.

Contact for the HAROPA Shipping Lines Department:

Marc Laplace-Builhé +33 2 32 74 73 13

marc.laplace-builhe@haropaports.com

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News

➤ HAROPA, leading port in France for the healthcare industry

With growth of more than +18% during the 1st half of 2018 mainly due to exports that followed a record year in 2017 and a commitment to continuous improvement, HAROPA has consolidated its leading position in the controlled-temperature transport of pharmaceutical products.

A legitimate positioning highlighted during the 2nd edition of the TIPS conference (International Transport Pharma Seminar) which took place at the Cité Internationale in Lyon, on November 20 and 21. The theme for 2018 was «Integrity and Data Retention in the International Transport of Health Products», with targeted workshops and 100 conferences related to the medical value chain.

The health products sector benefits not only the maritime and port activities of HAROPA but also more widely the development of the Seine corridor ecosystem and the attractiveness of the region as a whole.

HAROPA Contact, Reefer Sector:

Bruno Le Gurun + 33 6 85 91 41 40

bruno.legurun@haropaports.com



The transport of healthcare products has progressed in Le Havre

+25% in dry containers

+13% in reefers

HAROPA, leading reefer port: with special refrigeration equipment, **3,500 reefer outlets**, 24-hour remote monitoring, tracing/tracking, a specialized reefer port community with more than **50 forwarding agents**, **550,000 m³** of warehouses and laboratories...

Talk by HAROPA during the «maritime transport» workshop: Moderator: Franck PHILIPPE, Pharma Director for France Bollere Logistics

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News

> Designing for smart containers in Le Havre



The Higher Institute of Logistics Studies (ISEL) University of Le Havre – one of the 4 founding members of TRAFIS Lab, the 1st public / private research laboratory for trade facilitation and the development of digital logistics – actively participated in the second edition of Bercy INNOV, the day dedicated to innovation by France's economy and finance ministries. During the day, in conjunction with the Customs Authorities, ISEL presented the project to use drones to inspect containers.

The innovation should improve container monitoring and the security of goods entering the European market. It will increase the safety of customs agents and reduce customs clearance phases thus helping to improve the fluidity of cargo transit times.

HAROPA Contact:

Nathalie Wagner +33 2 32 74 71 53
nathalie.wagner@haropaports.com

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➤ Become a player in sustainable development by choosing inland waterways!

The modal shift to inland waterways is just one of the transport solutions proposed by HAROPA and a key issue for the ports of the Seine corridor.

The port of Gennevilliers, the leading multimodal platform in the Ile-de-France region hosted the last HAROPA Business Event of the year entitled «For an efficient and sustainable supply chain in river mode».

Transport by barge is an economical and ecological solution increasingly proposed by logistics market leaders (DSV) and acclaimed by industrialists (COMI, Mousquetaires Group). HAROPA has many advantages: a complete range of riverborne transport services (40 per week) and multimodal terminals all along the Seine corridor, with genuine vectors of added value: regularity, fluidity, safety, free-storage, tailor-made operations, to name a few.

For full details on all the presentations, please click on the link below:

www.haropa-solutions.com/gennevilliers2018

HAROPA Contact:

Virginie Allili + 33 6 30 94 88 80

virginie.allili@haropaports.com



**LogiSeine becomes
Logi Ports Shuttle**



Tribune:

- > **HAROPA:** Régine Bréhier, Director of HAROPA - Ports of Paris and Antoine Berbain, Deputy Managing Director of HAROPA
- > **SOGET:** Laurie Mazurier, Deputy Director, Customer Services
- > **Customs Authorities:** Laurence Coredo - Head of the Regional Customs
- > **DSV :** Arnaud Zani, Director of Operations, Deputy Managing Director
- > **COMI Mousquetaires Group:** Jean-Marie Petitdidier, MD
- > **Logi Ports Shuttle :** Gilles Peyrot, DG
- > **Logi Ports Shuttle:** Gilles Peyrot, MD



**DSV sets up in Gennevilliers:
with more than 10,000 sq. m
of floorspace**

**Target for riverborne transport
= 2,000 TEU / year**



WebTV Report

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HAROPA in the four corners of the world...

> HAROPA central to shipping with the Indian Ocean

The task force representing HAROPA and the Seine Ports Union in the Indian Ocean from 10 to 15 September 2018 was a success. Two Business Events were organised in Antananarivo with more than 60 economic operators in the Malagasy capital, and on Reunion Island with 80 decision-makers and members of the Reunion shipping community. The dynamic partnership with the Port of Reunion was the main reason for the success of the business promotion operation. All the local players were present, with the genuine intention to develop containerised traffic with Europe, backed by their new positioning as the new hub in the Indian Ocean.



MADAGASCAR

France, leading trade partner
Containerised sea traffic up 17%
(2016/2017)

Exported products:

Coffee, tea, vanilla, spices, fish, shellfish...

Imported products:

pharmaceuticals, cars...



REUNION ISLAND

New hub in the Indian Ocean

Best transit time:

21 jours depuis HAROPA



For full details on all the presentations,
please click on the links below:

www.haropa-solutions.com/madagascar-2018

www.haropa-solutions.com/reunion-2018

HAROPA Contact,
Africa & French Overseas Departments (DOM) sector:
Patrick Bret + 33 2 35 52 97 64
patrick.bret@haropaports.com

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> HAROPA, historic partner for North America

On November 13 and 14, HAROPA organized two Business Events in Chicago and Montreal. The two meetings with the members of the logistics and shipping industry allowed the task force to present the competitiveness of the solutions set up by HAROPA and its partners to connect the North American and European markets. North America is the 2nd largest container market for HAROPA with a market share of 15% in 2017 and the leading export market for the wine and spirits sector. The HAROPA transport system was acclaimed among others for its shipping services with the presence of all the major alliances, logistics with highly attractive costs in terms of land, labour, free parking on the inland terminals, an uncongested marketplace, and a groupage freight hub for transport links to the African continent.

Finally, various proposals for further work with the Port of Montreal - with which HAROPA signed a cooperation agreement in 2017 - were launched to study the synergies of the two port authorities on the agri-food sector between Canada and the European continent.



An outstanding shipping service:

- > **40 ports** connected with HAROPA
- > **250 shipping services** per week
- > **13 shipping companies** maritimes
- > **8d** to New York
- > **1d** from HAROPA to Montreal

HAROPA Contact, International Division:

Sébastien Roux +33 1 40 58 43 43
 sebastien.roux@haropaports.com



Business Event Montréal

- **Montreal Port Authority**
Me Sylvie VACHON, CEO
- **Montreal Port Authority**
M. Tony BOEMI, Vice-President
- **Canada Ship Owners Association**
M. Michael BROAD, President
- **Bolloré Logistics**
M. Nicolas DELFOUR



Business Event Chicago

- **Montreal Port Authority**
Me Rosetta IACONO,
Director Growth & Development
- **MSC**
M. Allen CLIFFORD,
Executive Vice-President
- **Bolloré Logistics**
M. Marc FALLY,
Regional Manager



> Click on the link below to view all the presentations in Montreal:

<http://www.haropa-solutions.com/fr/montreal-canada-2018>



> Click on the link below to view all the presentations in Chicago:

www.haropa-solutions.com/fr/chicago-usa-2018



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➤ HAROPA, the Chemical place to be

Today the chemistry sector is regulated by an increasingly important body of regulations. The repercussions are felt on the industrial set-ups on-site and their capacity to develop as well as on the fluidity of cargo transit times. Against this background, HAROPA gave a talk during the 6th International Chemical Supply Chain Summit held in China on the theme «Safety Control for Chemical Goods», the aim being to demonstrate the «business friendly» character of the port complex and its position as French cluster in chemicals (see box)

HAROPA is a benchmark in Europe with Synerzip LH, a new French chemical platform and a real corporate culture in terms of risk and prevention. Its international reputation has been enhanced by dedicated tools and services: monitoring / tracing with the Computerised Processing of Hazardous Materials, high-performance equipment, numerous technical and operational possibilities, the QSE certification of the ports on the Seine corridor and the ISO 28000 certification of HAROPA - Port of Le Havre: all high-value assets that make HAROPA more attractive as a top-tier chemical hub.

Contact HAROPA Filière Chimie France :

Grégory Legendre + 33 6 50 86 58 74
gregory.legendre@haropaports.com

HAROPA Contact, International Division:

Sébastien Roux +33 1 40 58 43 43
sebastien.roux@haropaports.com



HAROPA, top-tier chemical hub:

- > **25 % of French production of olefins**
- > **40 % of French refining capacity**
- > **50 % of French production in plastics and elastomers.**
- > **80 % of French production in additives and oils**
- > **Leading region producer of fertilizer in Europe**

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➤ Cooperation Agreement Signed with the Port of Nagoya



The Japanese economy is based on the high level of cooperation of Japanese companies with each other and with their public partners. Ports therefore have a very important role as specifiers. Against this backdrop and as part of the celebrations for the 160 anniversary of cultural exchanges between France and Japan, HAROPA - Port of Le Havre signed a cooperation agreement with the Port of Nagoya, the 3 largest trading port behind Hanshin (= Kobe + Osaka) and Tokyo.

Japan can serve as a major source of growth for French companies. The Japanese market offers a wide range of opportunities. One example is the Nagoya region which constitutes the 2nd largest business hub in Japan (in front of Osaka) with the headquarters of TOYOTA and its industry in particular.

HAROPA Contact, International Division:

Sébastien Roux +33 1 40 58 43 43

sebastien.roux@haropaports.com



France is the leading trade partner for Japan

- > **for alcoholic beverages** (30.8% market share),
- **for perfumes and cosmetics** (19.5% market share),
- **the 2nd largest business partner for aeronautics** (6.1% market share),
- **the 4th largest partner for leather products** (9.5% market share),
- **the 5th largest partner for pharmaceuticals** (7.1% market share).



Main products imported from Nagoya

- > **Cars, chassis, parts, complete knock-down kits (CKD)**
- > **raw tobaccos**
- > **miscellaneous manufactured articles.**

Main products exported to Nagoya :

- > **raw plastics**
- > **pig iron, iron, steel**
- > **non-perishable foods**
- > **petroleum products**
- > **manufactured tobacco**

All the team of HAROPA
wishes you a happy new Year!