

CMA CGM Ibérica SAU

Jornada CLUB DEL TRANSITARI MARÍTIM

Carme Guillén Gumbau – Directora General
Barcelona – 03/11/2016



PORT DE BARCELONA Factors diferencials

Evolució del volums Import – Export (exterior):

RANKING	AP	GEN – SEPT 2015	GEN – SEPT 2016	VARIACIÓ (%)
1	Valencia	1.317.687	1.352.774	2,66
2	Barcelona	973.269	1.056.763	8,58
3	Bilbao	359.404	339.624	-5,5
4	Bahía de Algeciras	254.282	248.042	-2,45
5	Castellón	132.352	134.447	1,58
6	Vigo	106.631	102.319	-4,04
7	Las Palmas	45.746	50.155	9,64
8	Cartagena	42.061	46.175	9,78
9	Tarragona	36.334	35.887	-1,23
10	Gijón	36.750	34.448	-6,26
TOTAL ESPANYA		3.422.809	3.524.349	2,97

* Xifres en **TEUS** - Inclou contenidors buits - Dades obtingudes de www.puertos.es

Volum de transbordaments ESALG – ESBCN – ESVLC:

	Plens 2015				Buits 2015				Total 2015			
	Export	Import	T/S	% T/S	Export	Import	T/S	% T/S	Export	Import	T/S	% T/S
Algeciras	161.519	98.768	3.010.433	92%	16.478	94.967	640.639	85%	177.997	193.735	3.651.072	91%
Barcelona	661.432	476.249	205.774	15%	87.024	247.846	55.635	14%	748.456	724.095	261.409	15%
Valencia	743.225	543.875	1.922.601	60%	220.161	422.343	432.472	40%	963.386	966.218	2.355.073	55%

* Xifres en **TEUS** - Dades obtingudes de APBA – APB - APV

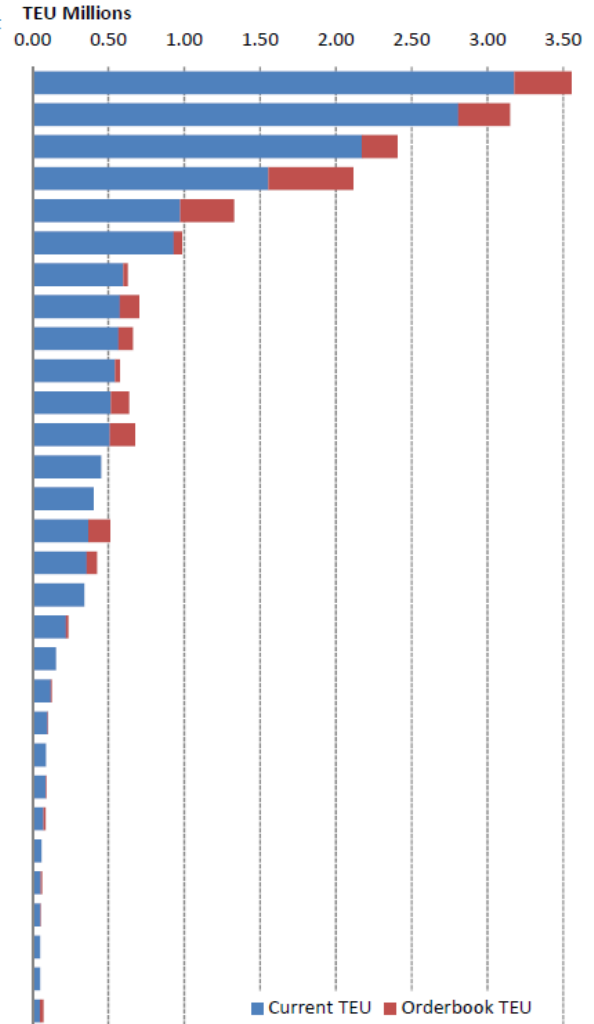
PORT DE BARCELONA Evolució del volum per àrees

Àrea geogràfica	TOTAL 2015		TOTAL 2016 PROJECTAT		INCREMENTS		
	Export	Import	Export	Import	% Export	% Import	% TOTAL
EXTREM ORIENT I JAPÓ	127.562	260.668	134.284	290.480	5,30%	11,40%	9,40%
ÀFRICA DEL NORD	95.938	13.345	95.503	14.205	-0,50%	6,40%	0,40%
GOLF PÈRSIC	90.439	12.162	85.539	12.828	-5,40%	5,50%	-4,10%
MEDITERRANI ORIENTAL	75.460	35.275	73.300	38.935	-2,90%	10,40%	1,40%
CENTRE AMERICA I CARIB	38.211	5.361	37.661	5.953	-1,40%	11,00%	0,10%
SUDAMÈRICA (ATLÀNTIC)	31.528	10.092	36.931	9.183	17,10%	-9,00%	10,80%
SUD-EST ASIÀTIC	32.925	43.648	32.497	50.373	-1,30%	15,40%	8,20%
AMÈRICA DEL NORD (ATLÀNTIC)	30.129	10.740	31.281	11.824	3,80%	10,10%	5,50%
GOLF DE MÈXIC (MÈXIC I EUA)	27.268	11.775	30.444	12.459	11,60%	5,80%	9,90%
PAKISTAN / ÍNDIA / SRI LANKA / BANGLADESH	17.898	37.351	19.608	45.556	9,60%	22,00%	17,90%
MAR ROIG	17.687	4.855	17.644	5.235	-0,20%	7,80%	1,50%
SUDAMÈRICA (PACÍFIC)	17.454	5.988	16.815	6.332	-3,70%	5,70%	-1,30%
ÀFRICA DEL SUD I DE L'EST	17.841	4.406	16.769	4.593	-6,00%	4,20%	-4,00%
ÀFRICA OCCIDENTAL	12.412	7.813	12.796	8.356	3,10%	6,90%	4,60%
ITÀLIA / FRANÇA (MEDITERRANI)	8.240	5.371	9.401	5.248	14,10%	-2,30%	7,60%
AUSTRÀLIA I NOVA ZELANDA	6.387	1.236	7.304	1.012	14,40%	-18,10%	9,10%
CANADÀ (ATLÀNTIC) I GRANS LLACS	5.427	2.090	6.309	2.256	16,30%	7,90%	13,90%
AMÈRICA DEL NORD (PACÍFIC)	4.843	1.327	5.636	2.056	16,40%	54,90%	24,70%
EUROPA (ATLÀNTIC)	3.779	2.746	2.993	2.424	-20,80%	-11,70%	-17,00%
TOTAL ÀREES	661.428	476.249	672.715	529.308	1,70%	11,10%	5,70%

* Xifres en TEUS - Només contenidors plens - Dades obtingudes de la APB

COMPANIES MARÍTIMES Evolució de la capacitat (I)

Rank	Operator	Total existing		Owned		Chartered			Orderbook			Market Share
		TEU	Ships	TEU	Ships	TEU	Ships	% Chart.	TEU	Ships	O/E %	
1	APM-Maersk	3,176,562	613	1,762,516	263	1,414,046	350	45%	377,140	28	12%	15.3%
2	MSC	2,807,143	493	1,057,085	191	1,750,058	300	62%	343,345	26	12%	13.5%
3	CMA CGM	2,171,516	459	970,746	129	1,200,770	330	55%	235,624	24	11%	10.5%
4	COSCON	1,555,520	279	463,317	81	1,092,203	198	70%	560,888	35	36%	7.5%
5	Evergreen	975,767	188	548,041	105	427,726	83	44%	352,848	38	36%	4.7%
6	Hapag-Lloyd	932,239	165	506,011	70	426,228	95	46%	52,500	5	6%	4.5%
7	Hamburg Süd	597,886	115	292,311	44	305,575	71	51%	30,400	8	5%	2.9%
8	OOCL	576,270	98	410,739	54	165,531	44	29%	126,600	6	22%	2.8%
9	Yang Ming	565,600	101	203,810	43	361,790	58	64%	98,396	7	17%	2.7%
10	UASC	544,680	57	419,203	38	125,477	19	23%	29,986	2	6%	2.6%
11	MOL	515,358	83	151,316	22	364,042	61	71%	120,900	6	23%	2.5%
12	NYK Line	508,721	97	267,544	45	241,177	52	47%	168,182	12	33%	2.4%
13	Hyundai M.M.	453,514	63	165,080	22	288,434	41	64%			0%	2.2%
14	Hanjin Shg	401,729	56	260,976	36	140,753	20	35%			0%	1.9%
15	PIL	369,008	140	295,477	119	73,531	21	20%	141,600	12	38%	1.8%
16	K Line	357,308	61	80,150	12	277,158	49	78%	69,350	5	19%	1.7%
17	Zim	341,430	73	27,800	6	313,630	67	92%			0%	1.6%
18	Wan Hai	220,688	86	168,590	70	52,098	16	24%	15,200	8	7%	1.1%
19	X-Press Feeders	153,761	101	27,441	22	126,320	79	82%			0%	0.7%
20	KMTC	120,761	60	44,811	26	75,950	34	63%	7,200	4	6%	0.6%
21	IRISL Group	99,867	47	99,867	47			0%	2,288	1	2%	0.5%
22	SITC	87,470	70	62,082	47	25,388	23	29%			0%	0.4%
23	TS Lines	84,033	40	1,578	1	82,455	39	98%	7200	4	9%	0.4%
24	Arkas / EMES	73,569	42	61,430	36	12,139	6	17%	11,016	4	15%	0.4%
25	Simatech	59,013	20	19,757	7	39,256	13	67%			0%	0.3%
26	Quanzhou An Sheng	53,888	43	51,169	37	2,719	6	5%	9,600	4	18%	0.3%
27	RCL	50,810	27	23,713	18	27,097	9	53%	3,376	2	7%	0.2%
28	Transworld Grp	50,708	30	37,441	20	13,267	10	26%			0%	0.2%
29	UniFeeder	50,233	47			50,233	47	100%			0%	0.2%
30	Zhonggu Shg	49,152	42	40,306	21	8,846	21	18%	22,500	9	46%	0.2%



* Recent consolidations : CSCL consolidated in COSCON from 1 Mar 2016. APL consolidated in CMA CGM from 1 Jul 2016.

* Dades obtingudes de ALPHALINER – Market Share sobre Total existing TEU

COMPANYIES MARÍTIMES Evolució de la capacitat (II)

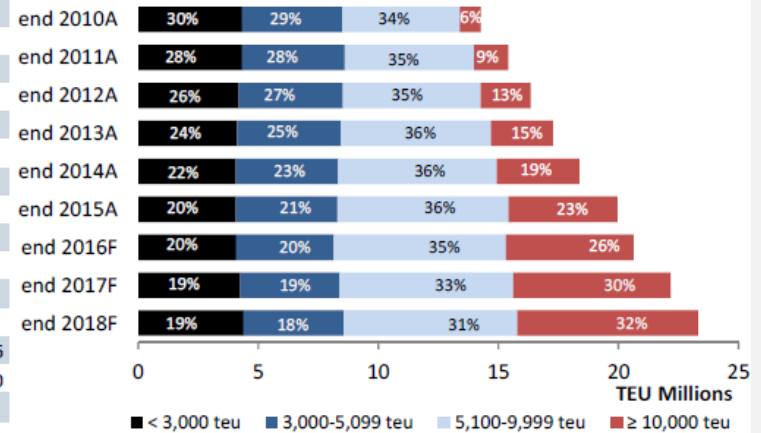
Cellular Fleet Projections

Fleet as at :	31 Dec 2015		31 Dec 2016		31 Dec 2017		31 Dec 2018		31 Dec 2019	
Nominal TEU	No.	TEU	No.	TEU	No.	TEU	No.	TEU	No.	TEU
18,000-21,000	35	656,524	48	909,959	73	1,414,936	100	1,936,384	105	2,026,384
13,300-17,999	109	1,572,072	126	1,827,758	149	2,153,218	164	2,364,016	173	2,489,756
10,000-13,299*	196	2,308,644	221	2,570,690	257	2,982,364	276	3,219,264	278	3,242,864
7,500-9,999	459	4,026,150	478	4,202,253	483	4,248,029	483	4,248,029	483	4,248,029
5,100-7,499	502	3,089,060	481	2,965,952	485	2,987,132	485	2,987,132	485	2,987,132
4,000-5,099	735	3,335,118	703	3,184,146	708	3,204,146	708	3,204,146	708	3,204,146
3,000-3,999	262	908,010	253	878,484	265	922,305	274	954,305	276	961,405
2,000-2,999	648	1,639,599	644	1,628,878	678	1,716,980	709	1,799,716	711	1,805,316
1,500-1,999	582	994,455	598	1,023,150	629	1,078,513	645	1,107,913	650	1,117,035
1,000-1,499	697	808,717	704	814,281	726	839,001	749	867,939	752	871,901
500-999	755	561,212	750	557,547	754	559,737	754	559,737	754	559,737
100-499	186	59,300	193	61,811	195	62,531	195	62,531	195	62,531
Total	5,166	19,958,861	5,199	20,624,909	5,402	22,168,892	5,542	23,311,112	5,570	23,576,236
Adjusted Total	5,166	19,958,861	5,139	20,375,793	5,246	21,569,776	5,311	22,461,996	5,269	22,477,120
Annual Growth		8.6%		2.1%		5.9%		4.1%		0.1%

Projections based on orderbook as at 1 Oct 2016. Adjusted fleet includes forecast scrapping and expected delivery slippage.

* Note on neo-panamax ships - Ships of 13,300 to 14,000 teu with neo-panamax gauge are counted in the 10,000-13,299 teu segment

Cellular Fleet Projections

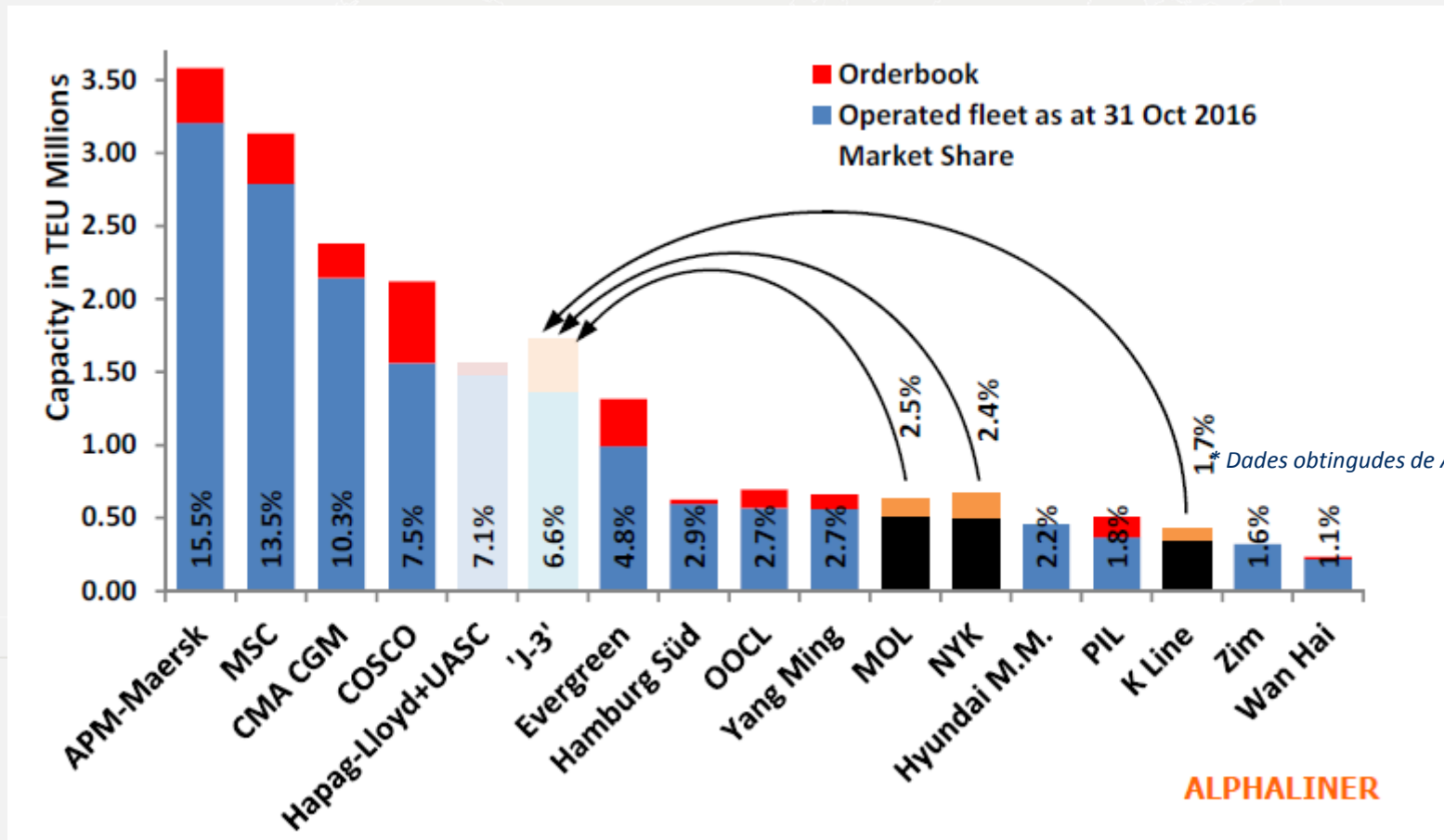


* Dades obtingudes de ALPHALINER

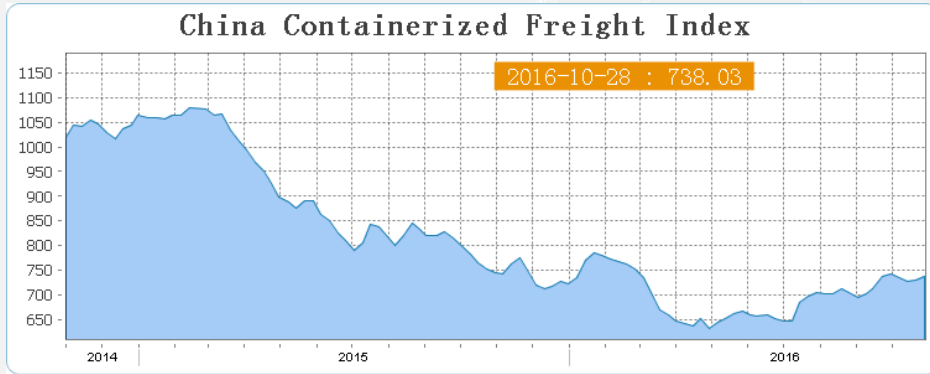
- L'increment de la capacitat de les flotes s'aturarà l'any 2019.
- Els vaixells de major capacitat passen a dominar les principals rutes.

COMPANYIES MARÍTIMES Procés d'integració

L'any 2018, el nombre de "Global Carriers" s'haurà reduït fins a les 14 companyies



NIVELL DE PREUS



<http://chineseshipping.com.cn/>



Photo: PR-foto/CMA CGM

Rodolphe Saadé: We may see a new Hanjin

CARRIERS: The consolidation wave in the container industry is not over, but the industry will likely face one or several collapses similar to South Korea's Hanjin, said Rodolphe Saadé, Chief Executive of French CMA CGM, at the Danish Maritime Forum.

<http://shippingwatch.com/>

REPTES DEL SECTOR Claus per entendre el futur immediat

- Increment de la capacitat i adequació de la flota fins l'any 2019.
- Aprofundiment en la cooperació entre Companyies. Major concentració de serveis.
- Implementació continuada de polítiques d'estalvi de costos.
- Desenvolupament del gas natural liquat (LNG) com a combustible alternatiu al fuel.
- Inversió en sistemes de IT.
- Sistemes de eCommerce com a estàndard de comunicació entre clients i Companyies.

K Line, MOL, NYK to Join Forces in Container Shipping



Image Courtesy: NYK Line

Japan's big three container shipping companies have agreed to establish a new joint-venture company to integrate their container shipping businesses.

After the resolution by the board of directors of each company held today, and subject to regulatory approval from the authorities, Kawasaki Kisen Kaisha (K Line), Mitsui O.S.K. Lines (MOL), and Nippon Yusen Kabushiki Kaisha (NYK Line) will establish the new company which will, besides the container shipping businesses, include worldwide terminal operating businesses

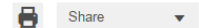
excluding Japan.

<http://worldmaritimeneews.com/>

Environment

Use of liquefied natural gas as an alternative to heavy fuel oil for maritime transportation: CMA CGM signs a first Memorandum of Understanding with ENGIE

Wednesday, October 19, 2016



- The agreement focuses on a study about liquefied natural gas (LNG) uses.
- It follows up CMA CGM research programs to design LNG powered container vessels.
- ENGIE is a pioneer in the development of LNG as a marine fuel.

<http://www.cma-cgm.com/>