

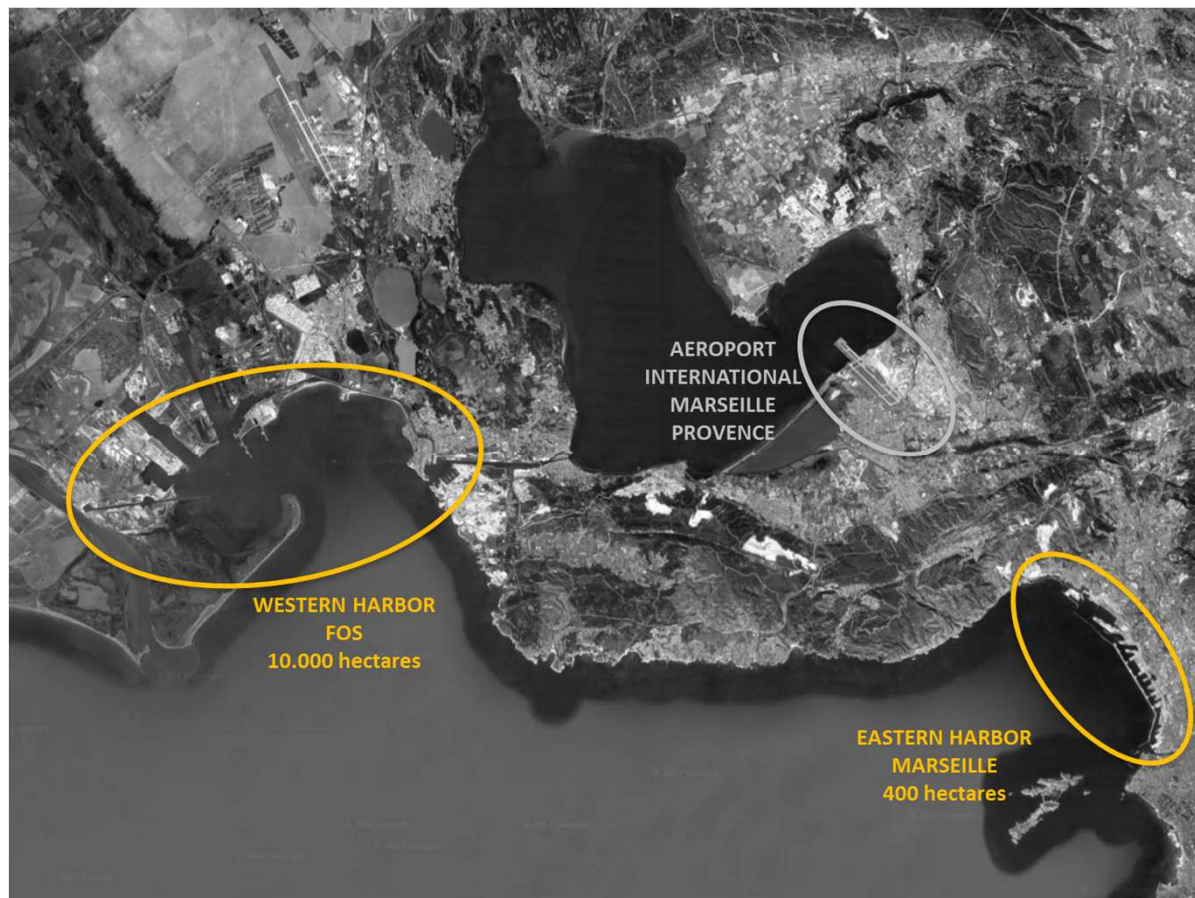
# THE PORT OF MARSEILLE FOS : SOUTHERN GATEWAY TO EUROPE

30/05/2017

**Rail Freight Corridor North Sea – Mediterranean  
Terminal Advisory Group**  
Christine Cabau Woehrel  
Chief Executive Officer

**Marseille Fos**  
Le port euroméditerranéen 

# Marseille-Fos : Two specific harbors



Global traffic : almost 81 MT in 2016

Liquid Bulk: 49,5 Mt  
General Cargo: 18,5 Mt  
(/Containers: 12 Mt)  
Solid Bulk : 13 Mt  
Passengers: 2,7 Mpax

# Port of Marseille Fos : Strategic hub in Med

West/East flows



North/South flows



1<sup>st</sup> Port in France / 2<sup>nd</sup> Port in Med / 6<sup>th</sup> Port in Europe

More than 60 direct regular services  
towards 160 countries in 460 ports in the world

7500 calls in 2016  
Efficient services with Asia, Carribean and  
North/South America  
Direct to African and Mediterranean markets

# A multimodal port and the ambition to develop massified transport



More than 6,5 Millions tons  
120 000 TEUs  
10% of port modal share



Almost 2,5 Millions tons  
83 000 TEUs  
30% of modal share in  
reachable hinterland



Almost 500 000 trucks  
linked to TEUs traffics



# The Port, owner and manager of its rail network



## Rail Port Network Key figures 2016

50 km of railway in operation +  
28 km on rail-connected terminals

24 customers  
(railway compagnies – combined transport operators  
– rail-connected terminals)

8 160 train paths

# Regular rail services to French & European markets

THE PORT OF MARSEILLE FOS :  
SOUTHERN GATEWAY TO EUROPE  
Rail Freight Corridor NSMED  
Terminal Advisory Group  
30/05/2017

25 destinations in France and Europe  
45 direct services  
(rail shuttles for containers)

## A Proactive rail and multimodal Strategy

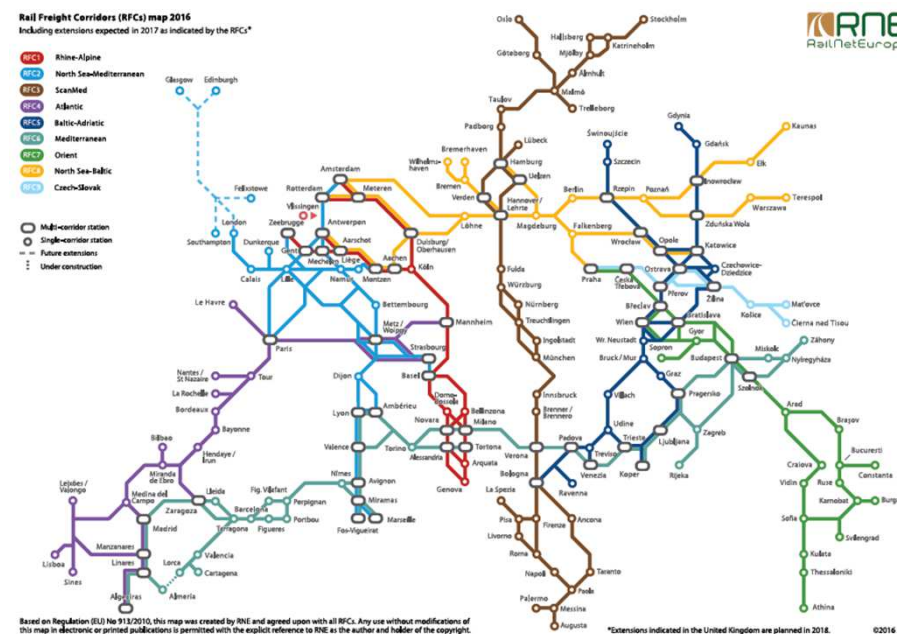
- Investments in rail capacity & accessibility projects
- Promotion of regular railway services
- Availability of customs facilities and e-procedures
- Hinterland access to the port CCS
- Specific organization for containers of dangerous cargo on maritime terminals
- Local coordination for improving rail transport



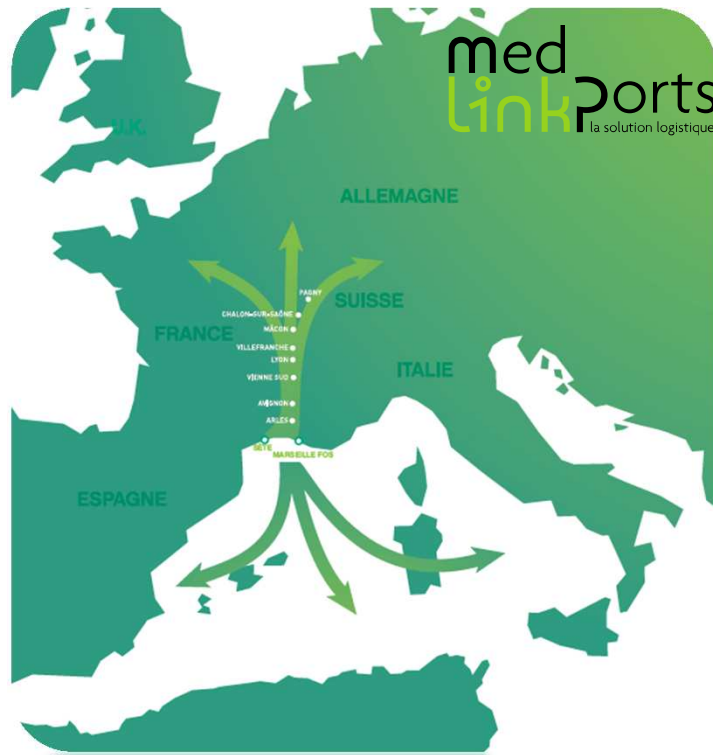
# The challenges in developing rail freight through European Corridors

THE PORT OF MARSEILLE FOS :  
SOUTHERN GATEWAY TO EUROPE  
Rail Freight Corridor NSMED  
Terminal Advisory Group  
30/05/2017

- Improve the visibility of the rail + Med port performing solutions
- Develop the international hinterland of marseille-fos and consolidate its position of Southern European gateway
- Offer massified and sustainable solutions to all kind of maritime traffics
- Strengthen reliability and efficiency (TT)
- Integrate more flexibility in the rail mode to meet the requirements of supply chains



# The waterway asset → Organizing development through platforms partnership on the corridor



Around 103 millions tons  
transported through MEDLINK PORTS in 2016  
→1st French sea-river entity

2 maritime ports  
8 inland ports  
Waterway infrastructure managers

## Objectives

- Increase waterway and massified traffic on Rhône – Saône – Med axis
  - Develop added value services for a competitive supply chain (on platforms, digitization...)
  - Provide trade promotion for these connected platforms to serve their customers
- Draw up the appropriate collaborative strategy for the future, aiming at ports multimodal development



Thanks for your attention

30/05/2017

Rail Freight Corridor North Sea – Mediterranean  
Terminal Advisory Group  
Christine Cabau Woehrel  
Chief Executive Officer

