



HAROPA PORT

Le Havre
Rouen
Paris

HAROPA PORT on the Seine Axis: Port of France

1st French consumer market and
2nd in Europe

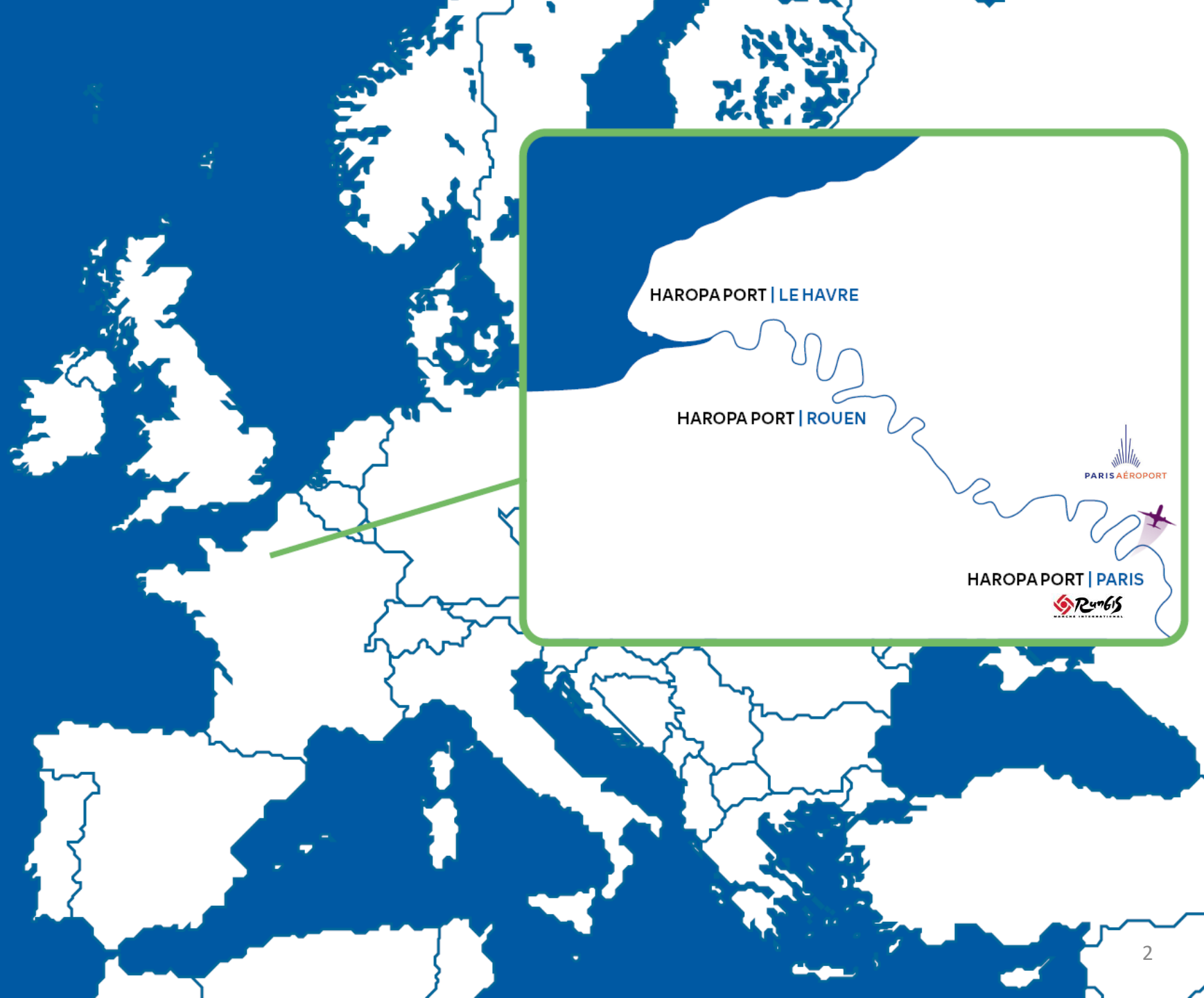
-

A large hinterland

-

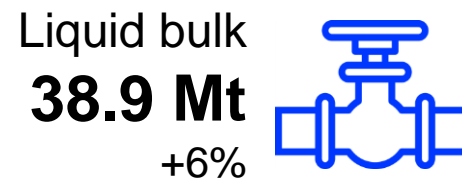
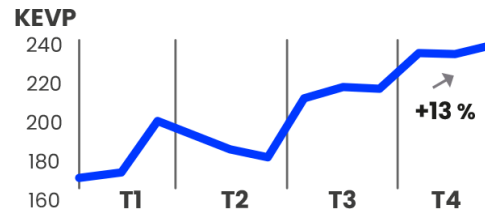
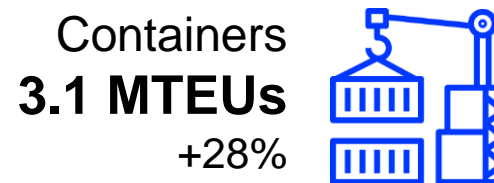
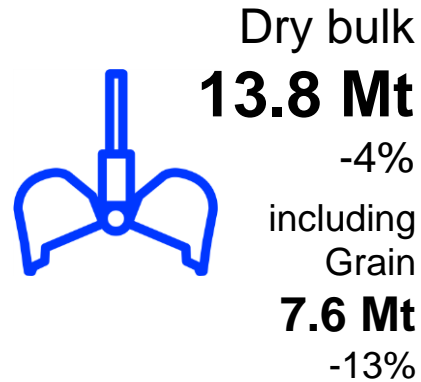
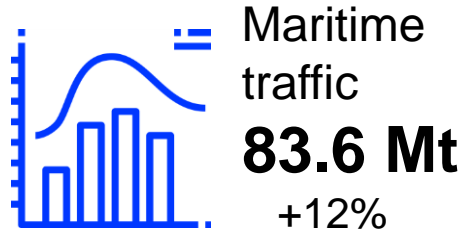
Connected to 2 European
transport corridors:

- Atlantic
- North Sea - Mediterranean

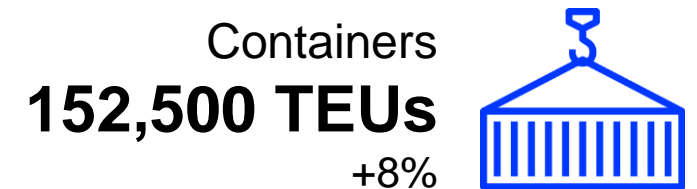
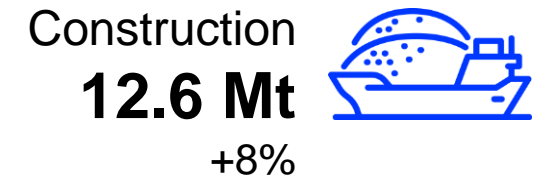
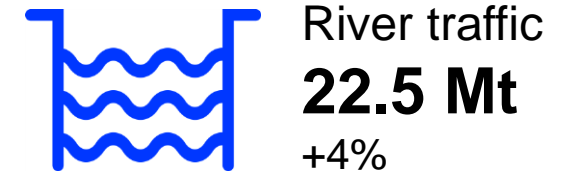


2021 overview

Total activity (maritime and river)



Ile-De-France River traffic in 2021



Investment in 2021

€550 M

Public
€197 M



Private
€353.5 M

HAROPA PORT

#1 reefer port in France

HAROPA PORT, #1 reefer port in France



- #1 French port for animal products
- #1 French port for fruit and vegetable exports
- #1 worldwide port for wine and spirits exports
- #1 port in France for pharmaceutical products

Dedicated equipment

- On the terminals, dedicated equipment with specialized reefer protocol:
 - **3,800 reefer plugs**
 - Remote monitoring 24 hours of day of containers equipped with modems in Le Havre terminals
 - Temperature and humidity readings*

The **Reefer Park**, a specialized reefer area

- **50** specialized freight forwarders
- Leading logistics companies
- **100** container or conventional road hauliers
- Expert service providers for refrigerated products

HAROPA PORT, #1 reefer port in France

Volume indicators



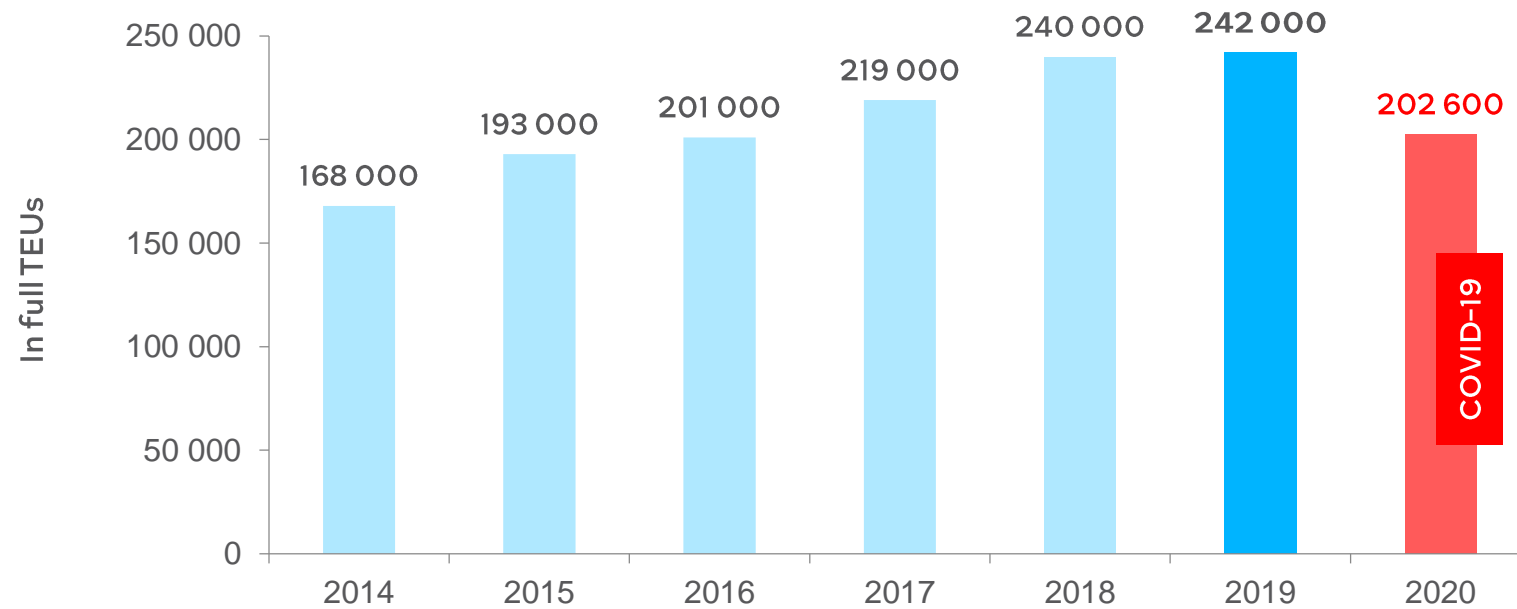
+44%

Volume growth, 2014 – 2019

242.000 TEUs

Traffic volume, 2019

Volume trends



HAROPA PORT, #1 reefer port in France

Import volume indicators



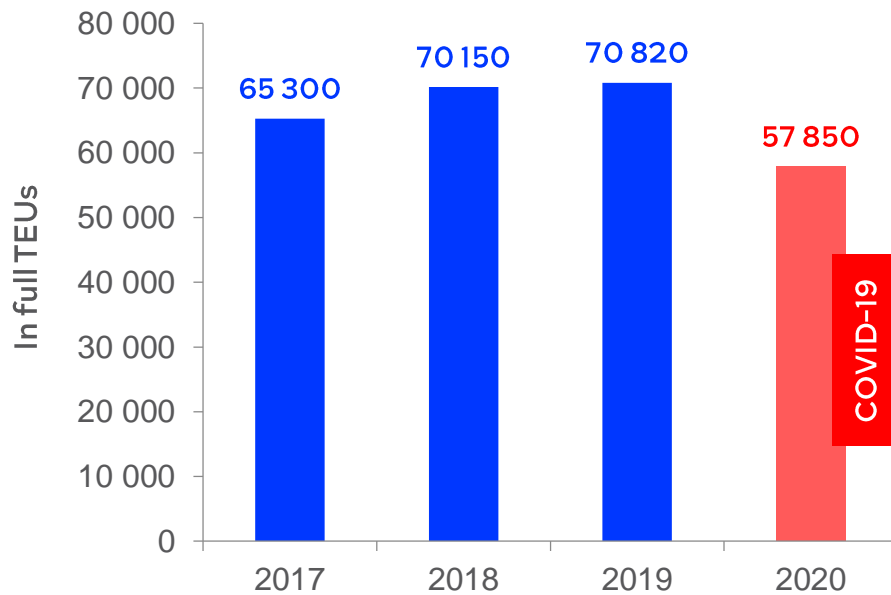
+8.5%

Volume growth, 2017–2019

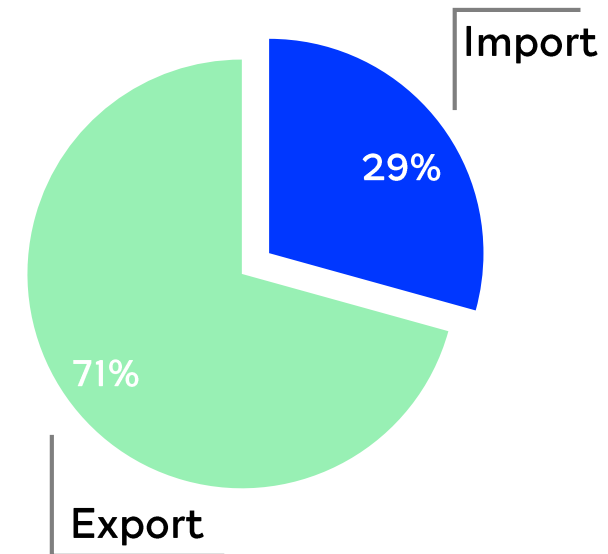
70.820 TEUs

Import volume, 2019

Import trends



Breakdown, 2019



HAROPA PORT, #1 reefer port in France

Export volume indicators



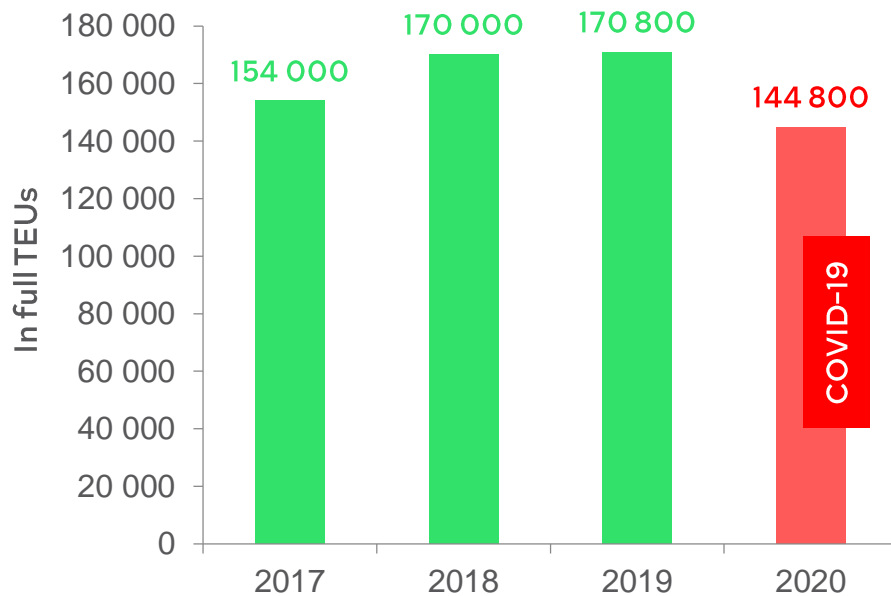
+11%

Volume growth, 2017–2019

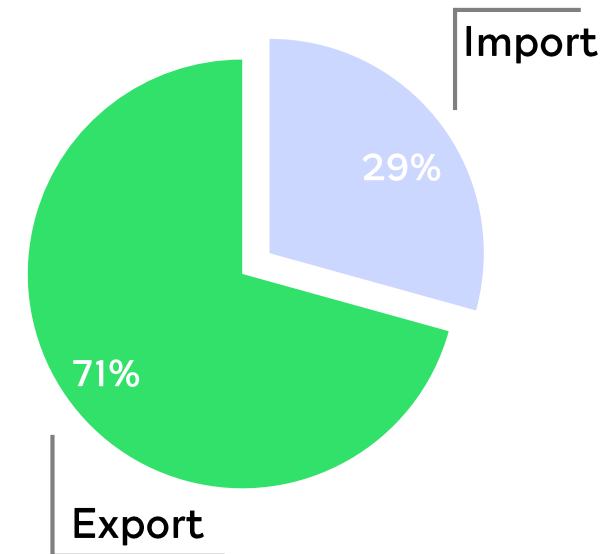
170.800 TEUs

Export volume, 2019

Export trends








Breakdown, 2019





HAROPA PORT, #1 reefer port in France

A specialized reefer port



					
Positive cold Chilled food	13.000 m ³	10.000 m ³	5,000 pallets 25.000 m ³	5.000 m ³	10,000 pallets + 13.000 m ²
Negative cold Frozen food		40.000 m ³	67,000 pallets 325.000 m ³	36.000 m ³	10,000 pallets
Packaging	No	Yes	Yes	Yes	Yes

					
Positive cold Chilled food	-	20.000 m ³	5.200 m ³	8.900 m ³	9.400 m ²
Negative cold Frozen food	22.000 m ³	8.000 m ³	7.500 m ³	11.000 m ³	-
Packaging	Yes	No	No	No	Yes

*PLS in French for Seafriigo Logistics Park

A single point of contact for all controls



BIP* – EU Entry Post – PED** – Customs

Consolidation on a **single site**:

- Simplified control formalities
- Reduced transit times
- Reduced import costs

BIP – EU Entry Post – PED

- **97.2%**: Goods of animal origin acceptance rate in 2021 (BIP & PED)
- **97.7%**: Goods of plant origin acceptance rate in 2021 (EU Entry Post)

Customs

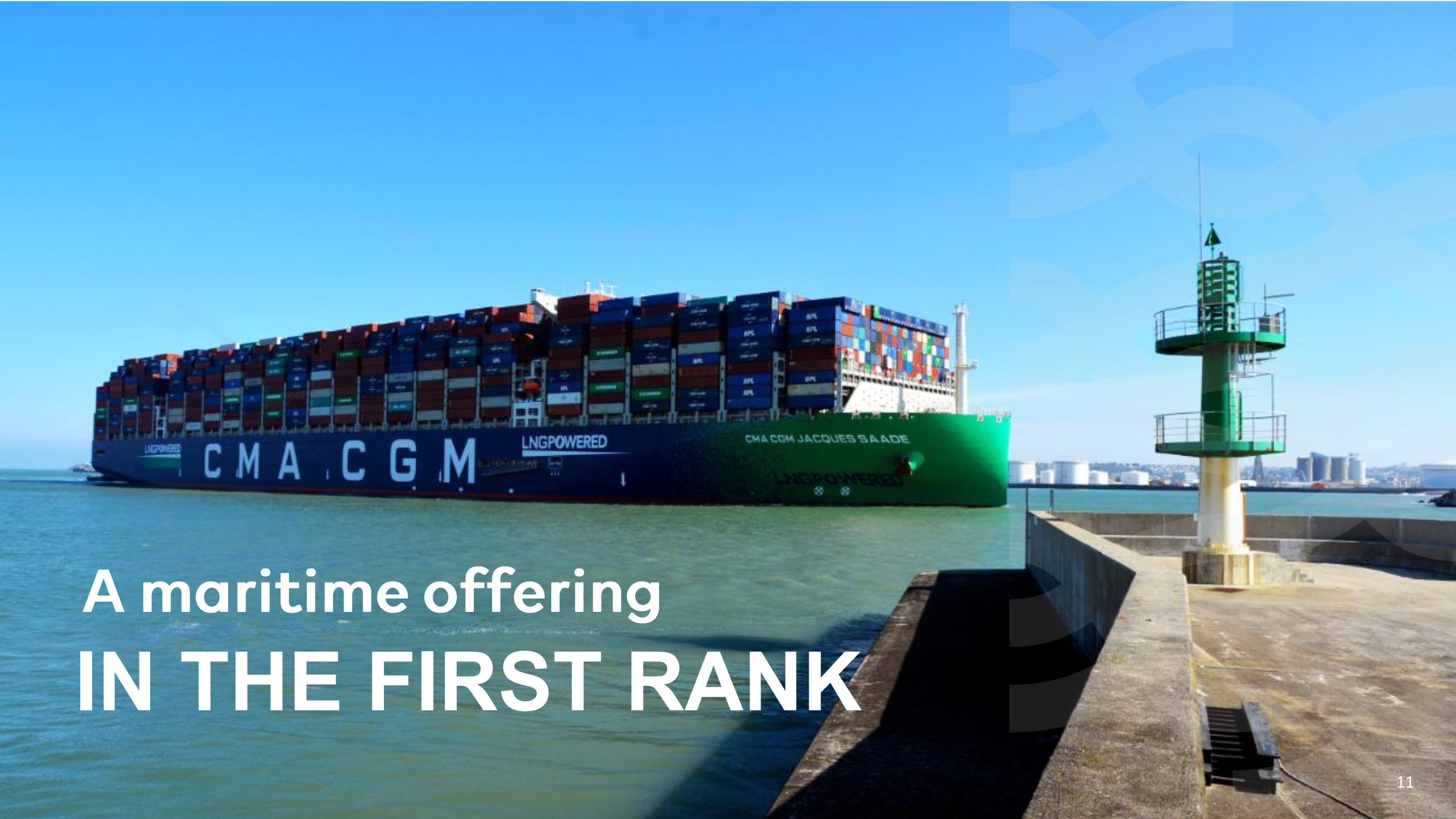
Simplified customs clearance procedure for products subject to veterinary control

- **Automatic interconnection** between DELTA, TRACES and TELEFEL
- **Advantages**: time-saving and streamlined checking procedures



Deployment of the digital platform France Sesame

Facilitate administrative formalities follow-up and management just as controls related to border crossing of sanitary and phytosanitary goods.

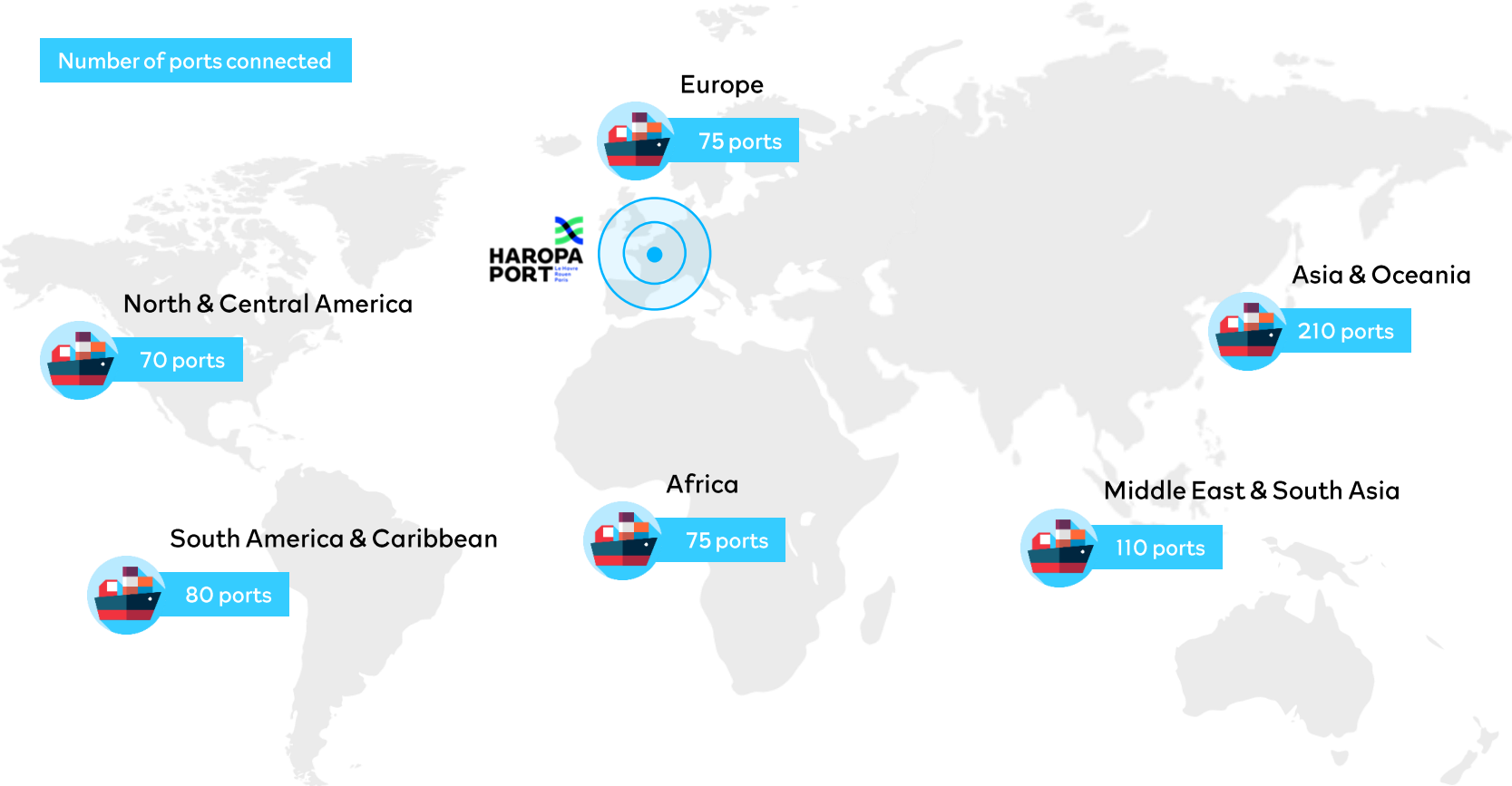


A maritime offering
IN THE FIRST RANK

#1 container shipping services

Weekly shipping connections to all markets

620 ports of call – 52 shipping companies – 3,500 commercial offers



#1 major port

For some services first port of call on imports and last on exports on Northern European rotation

Non-congested port

In both maritime and hinterland modes

Deep water port

No tidal constraint, accessible 24/7 and 365 days a year to the world's largest fully loaded vessels
24,000 TEUs container vessels, new generation bulk carriers, etc.

Less than 1 ½ hours

From 'pilot on board' to start of handling operations
In Rotterdam and Antwerp: between 5 and 10 hours

3,500 commercial offers

Ranked #16 best-connected port in the world
The United Nations Conference on Trade and Development (UNCTAD) 2020 ranking based on a sample of over 900 international ports

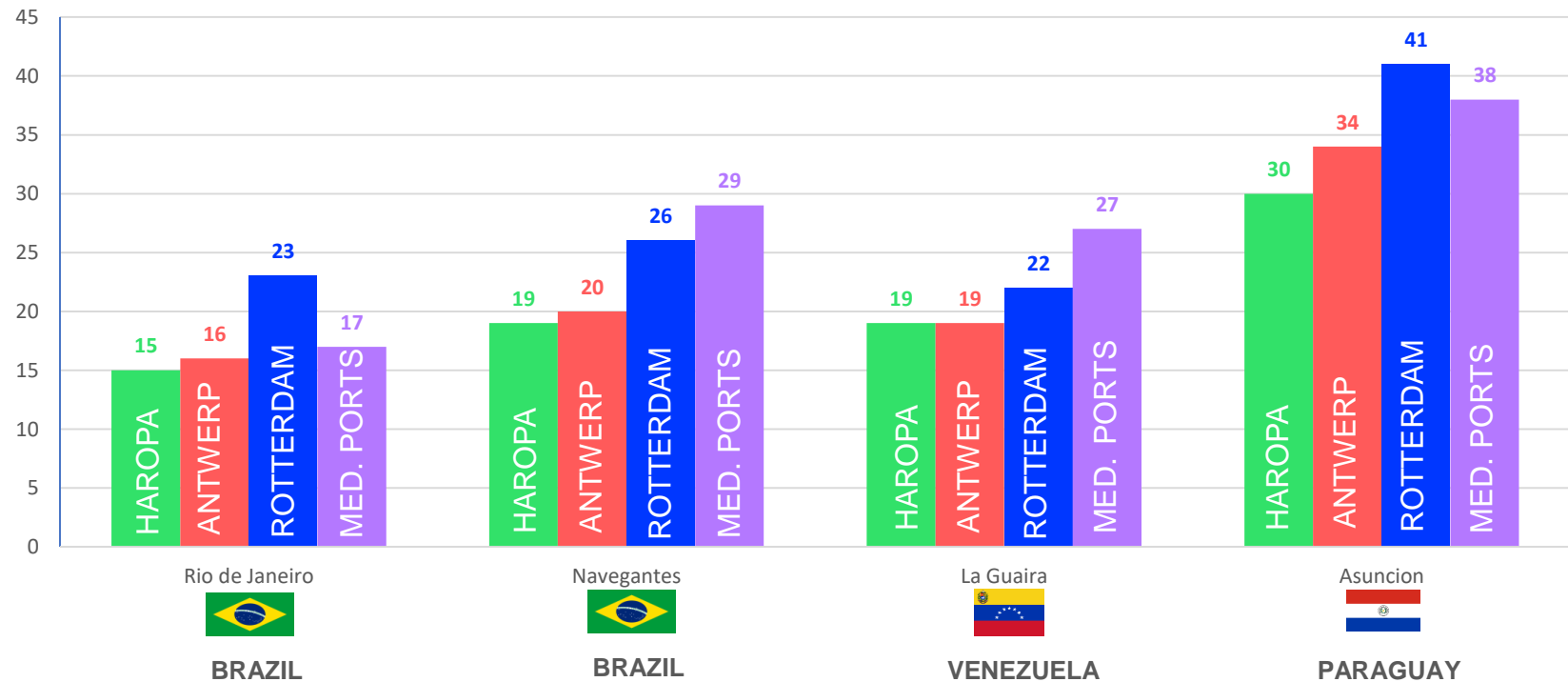
Presence of all Alliances: **2M** **THE Alliance** **Ocean Alliance**

Container shipping services : South America



- **50** ports connected to HAROPA Port;
- More than **250** commercial offers;
- **12** shipping companies.

**Competitive transit times
from HAROPA Port to South America**
(in days – july 2021)



Container shipping services

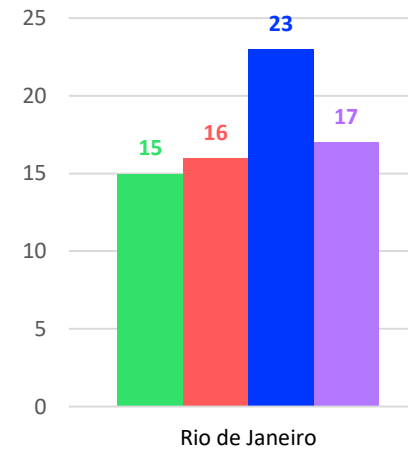
Brazil



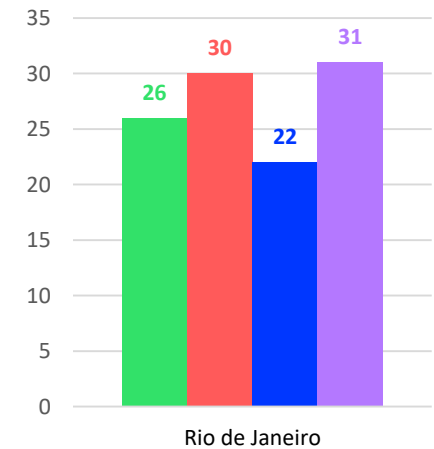
- **16** ports connected to HAROPA Port
- **100** commercial offers
- **6** shipping companies



Competitive transit times
HAROPA Port to Brasil
(in days – june 2022)



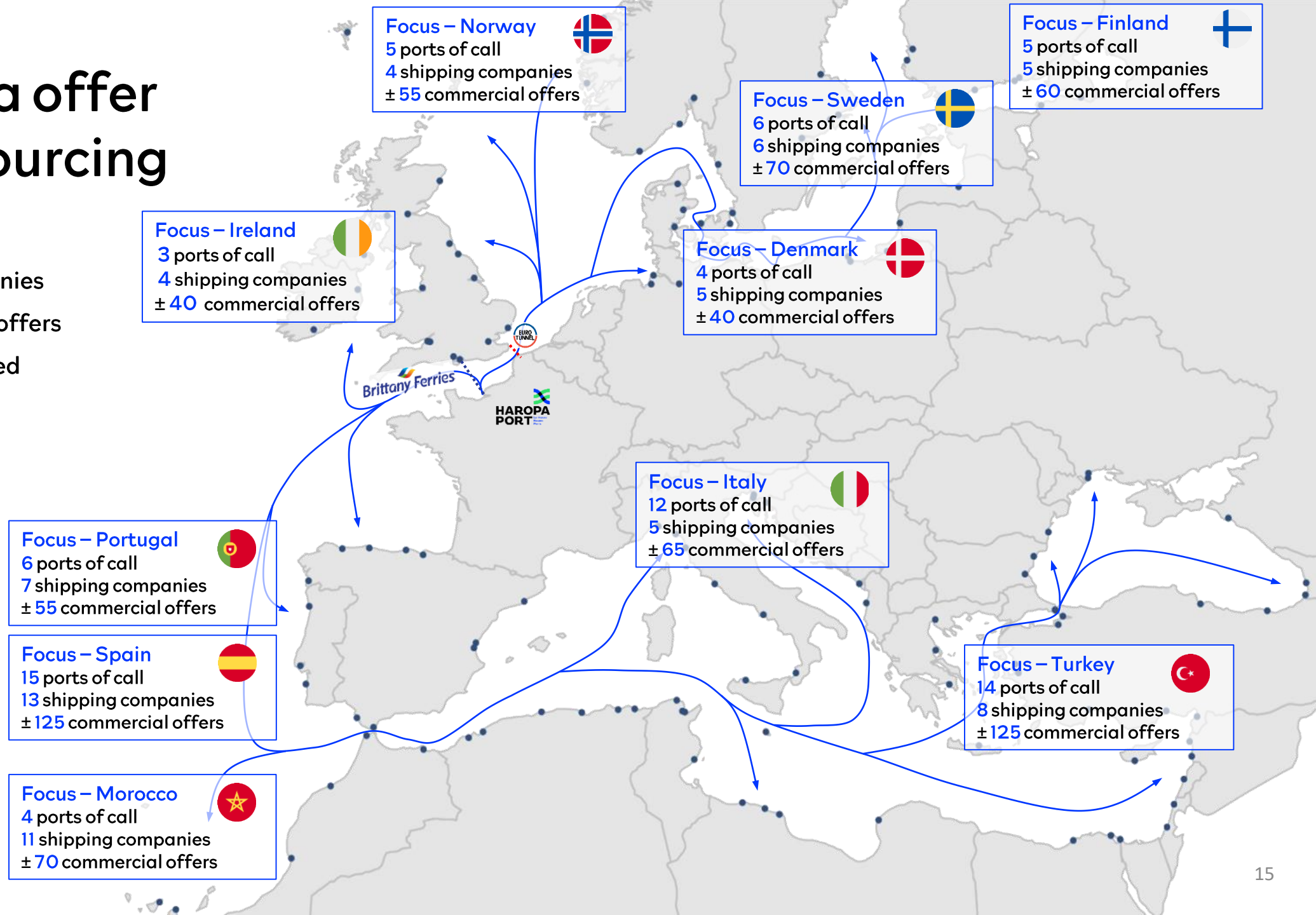
Competitive transit times
Brasil to HAROPA Port
(in days – june 2022)



■ HAROPA ■ ANTWERP ■ ROTTERDAM ■ MED. PORTS

A shortsea offer of close sourcing

± 165 ports of call
± 27 shipping companies
± 1,400 commercial offers
± 45 countries covered





The GATEWAY to the European markets

Rapid and direct access to the hinterland by road



Non-congested
motorway
network

Deliveries all
over France and
Europe (day
1/day 2)

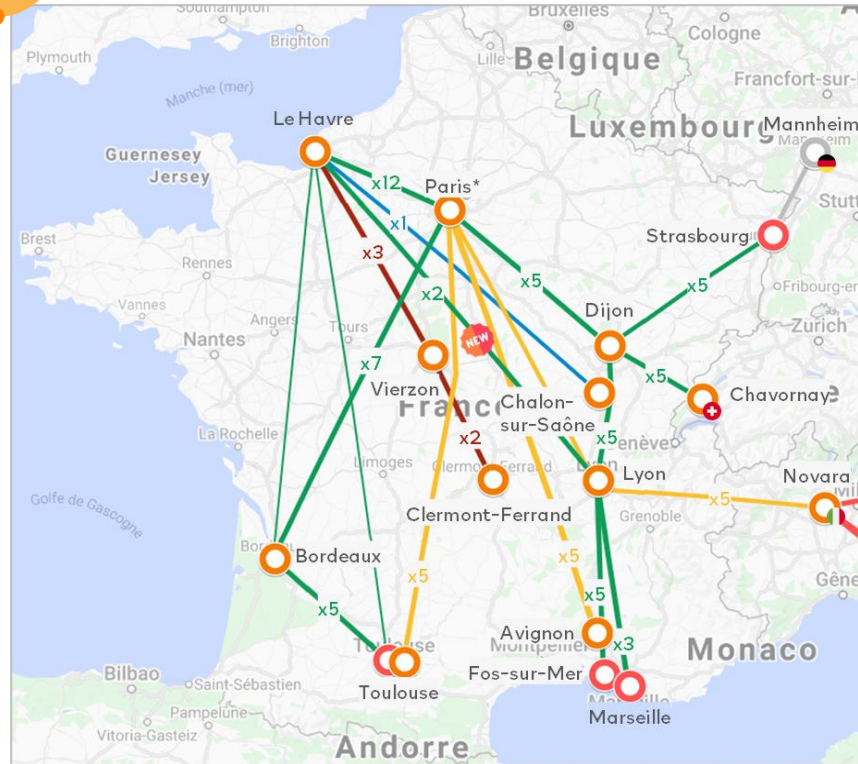
8mn by truck
from maritime
terminals to
motorway
network

More than 300
road hauliers
and also companies
specialized in
combined transport

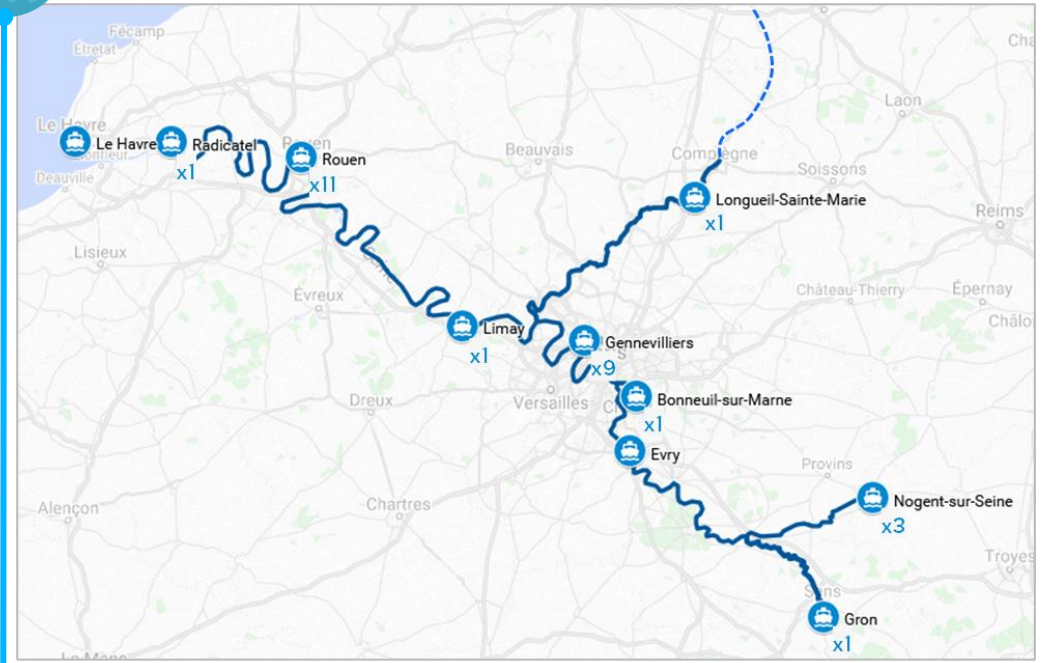
A complete multimodal offer to the hinterland



85 railway round-trips per week
to 18 destinations



35 waterway round-trips per week
to 9 destinations



Daily connection with United-Kingdom by ferry



- **7 weekly round trips** between Le Havre and Portsmouth
- A ferry terminal meeting new post-Brexit requirements
 - 140 parking places for trucks and trailers.
 - Official entry point to the European territory with the French border police and French customs.
 - Special road marking helping drivers to reach quickly the right destination and enabling a smooth traffic flows on the terminal.
 - Truck flows connected to the Port Community System = **Customs procedures easy and fully digitalized**



HAROPA PORT

Monitoring performance

Container KPIs

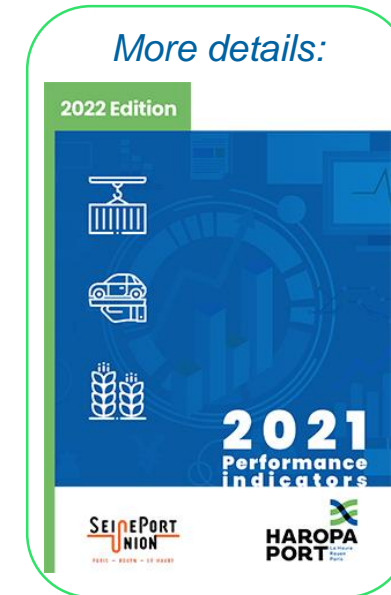
Performance for goods in transit

Examples of KPI's for import

- **5.75 d.:** average gate-out time of a container from terminal **by road**
- **4.99 d.:** average gate-out time of a container from terminal **by rail**
- **6.18 d.:** average gate-out time of a container from terminal **by river**

Examples of KPI's for export

- **7.43 d.:** gate-in – loading on board average time (in anticipation) **by road**
- **8.96 d.:** gate-in – loading on board average time (in anticipation) **by rail**
- **5.63 d.:** gate-in – loading on board average time (in anticipation) **by river**



<https://www.haropaport.com/fr/publications/indicateurs-de-performance-conteneurs-2021>

Shipping
performance

Customs and
health
performance

Performance
for goods in
transit

On-shore
performance

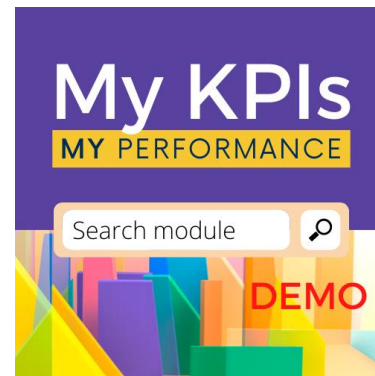
Container KPIs

Web module "My KPIs "

HAROPA PORT performance is demonstrated through "My KPIs" web module for managing the passage of goods

To be found in dynamic mode on the HAROPA PORT and SOGET websites

- **My KPIs tracks step by step** the average turnaround times of container shipped through road / rail / waterway
- **Analyse** of different stages in container processes: logistics, customs, commercial flows for import and export
- Analyse of the **average port performance**
- Analyse of the **individual performance of your company**



Get your own
performance
indicators:

*Free request on demand
to SOGET*



<https://portal.sogetone.com/portal/BiStats/KpiGlobal?0>

Performance indicators

A dynamic of continuous improvement



ETA PREDICTIVE BY



Aggregation of reliable information from multiple and relevant databases, Artificial Intelligence and Deep-learning will give a quality predictive ETA with scalable confidence index.

Product accessible on an API platform, secured with verified data, updated in real time and interconnected with all existing tools.

The ongoing work on this predictive ETA is based on data collected from a vessel's AIS (Automatic Identification System), journey and weather to accurately predict the arrival time.

The safety and security of your cargo ensured

HAROPA PORT is the 1st port in Europe and 2nd in the world to have been certified its safety-security global management, thank to a unique security service in France working in conjunction with the prefectural and judicial authorities:

- **17 tightened inspection areas** (preventive checks and searches)
- Prevention and surveillance rounds provided by **patrols 24/7**
- Remote and **video-protection**
- **Container escorts**
- Security for exceptional transport loads
- Security for the helisurface



Sustainable, rational reindustrialization protective of resources

The goal of HAROPA PORT is to become the leading center for industrial ecology in France by creating a virtuous ecosystem along the entire Seine Axis, one in which all port-based enterprises operate in synergy:

- sharing resources and infrastructure
- optimizing flows of materials and energy
- recycling the waste and co-products of some to supply the needs of others





REAL ESTATE

An attractive and dynamic market offering in Europe

Port real estate summarized in figures

A wide variety of sites

from 5,000 to 175,000 sq. m.:
from vacant lots for construction to turnkey
warehouses and office buildings

over 500 current propositions
on port land

Nearly one million sq. m. of planned warehousing space

on and adjacent to port land along the entire Seine Axis

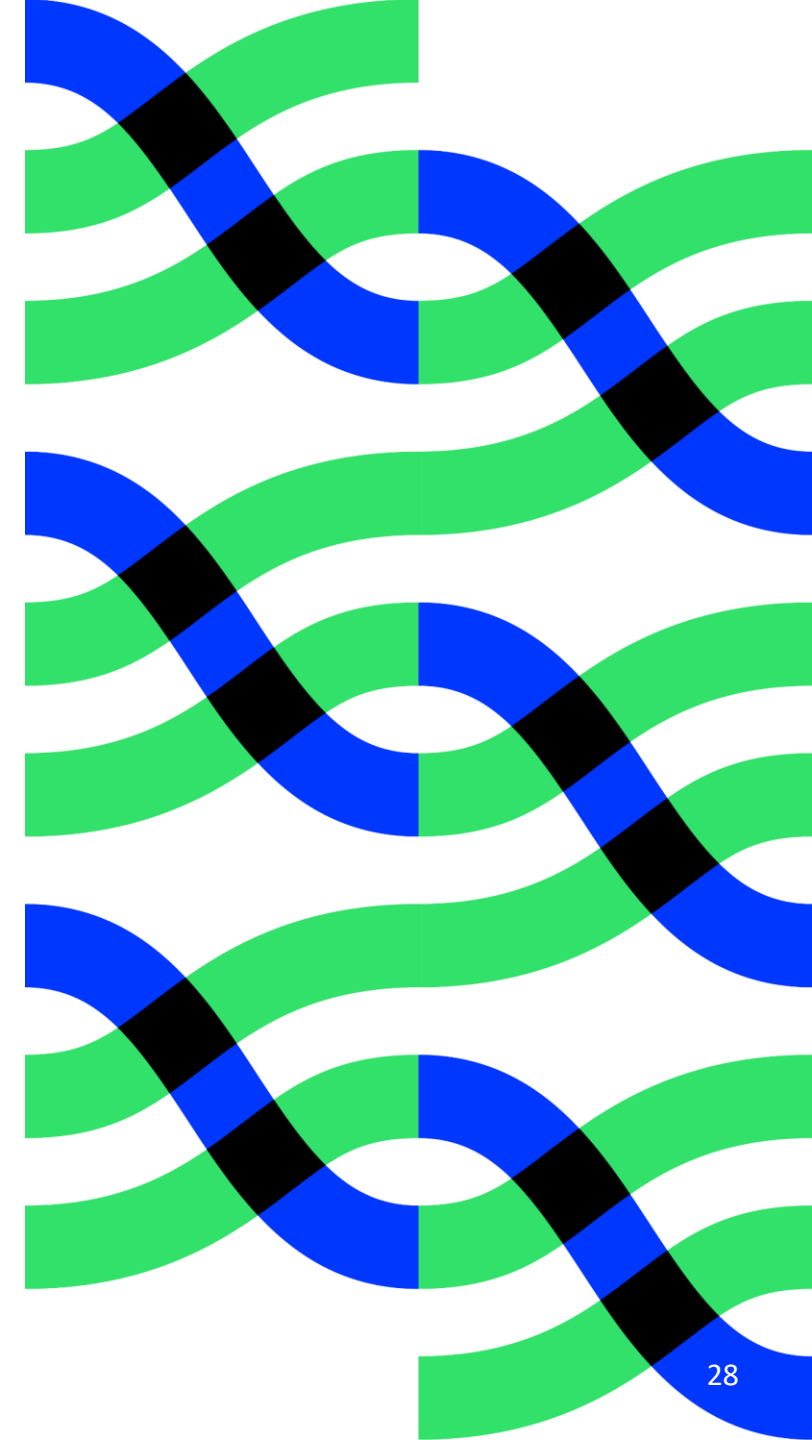
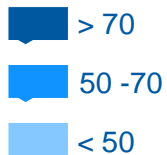
By 2025: an additional 21% sq. m.

of logistics warehousing offered on port land (1,545,000 sq. m. in 2019,
1,870,000 sq. m. in 2025).



Competitive « prime » renting costs in Europe

Warehouse > 5 000 m²
Rent in €/m²/year



Your dedicated contacts



FRANCE/EUROPE

Mr Sébastien ROUX

Tel.: +33 1 40 58 43 43

sebastien.roux@haropaport.com



MERCOSUR

Mr Jean-Pierre BERNARD

Tel.: +55 (11) 51 81 22 18

Mobile: +55 (11) 99 22 17 556

jeanpierre@bea-fdb.com



MERCOSUR

Mrs Lucia DULAC

Tel.: +55 (11) 38 16 83 47

Mobile: +55 (11) 98 08 39 503

haropa@bea-fdb.com

www.haropaport.com

     #HAROPA PORT



**HAROPA
PORT** Le Havre
Rouen
Paris

Connection makers