

MARFRET
COMPAGNIE MARITIME

1951
Founding of Marseille Fret

1987
Creation of Marfret

2005
Creation of FluvioFeeder

MARFRET & SUBSIDIARIES

Staff: 320

Turnover: € 200 million

“The sea is often seen as a barrier. At Marfret, we see it as the pathway to the world, a means of discovering different cultures through an openness towards others”.

MARFRET : AT THE HEART OF WORLD TRADE

A fascinating profession, the shipping business requires total commitment from its professionals and an ability to make decisions on a daily basis. Each link in the shipping chain, from ship's captain to agent to stevedore, plays an essential role in keeping the company on course and bringing it safely to port in all weathers.

With the globalization of trade and thanks to containerization, port modernization and liner shipping services, the shipping business has boomed.

While the big shipping companies are using larger and larger vessels, thus forcing them to concentrate on the major ports and resort to transshipment from feeder services, Marfret on the other hand prefers the direct route, in order to provide the best service, reliability and transit times.

Extremely well positioned on the major north/south sea routes, Marfret has

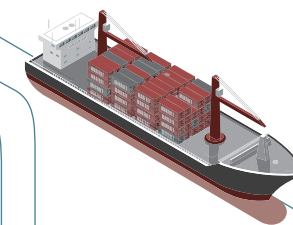
patiently built up its liner service network and now offers a worldwide coverage and more than 80 ports of calls.

Using its own containers, Marfret provides an integrated, multimodal service from door to door.

Marseille Fret, the original company, ensures that the vessels operated by Marfret maintain the highest level of reliability.

Shaped by a culture of openness and entrepreneurship, the company has always been able to make the most of every opportunity, a talent that goes back to its beginnings in the tramp trade, picking up cargoes on the spot market.

In today's globalized market, Marfret is proving that it is possible to create joint solutions involving ports, port communities and shippers.





The world of Marfret

LINER SHIPPING SERVICES

A shipping company operating liner services, MARFRET covers the globe with 5 shipping lines deployed on the major north/south routes.

In a booming sector dominated by the globalization of trade and increasing concentration, Marfret's independence and responsiveness provide its customers with a freedom of choice while at the same time offering the highest level of service.

PROXIMITY AND EFFICIENCY: THE ART OF ROUTING

Bringing the ship as close as possible to the cargo remains a key factor in keeping overall transport costs down.

Marfret has patiently built its route network to provide extensive coverage of the globe: Mediterranean, North Atlantic, Caribbean, South America, South Pacific...

RATIONALISATION AGREEMENTS

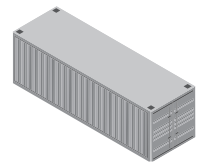
Marfret knows how to bring together the key elements of punctuality and competitiveness required to make a liner activity successful by entering into rationalization agreements with other major carriers.

In this way, Marfret can continually improve service frequency and generate economies of scale.

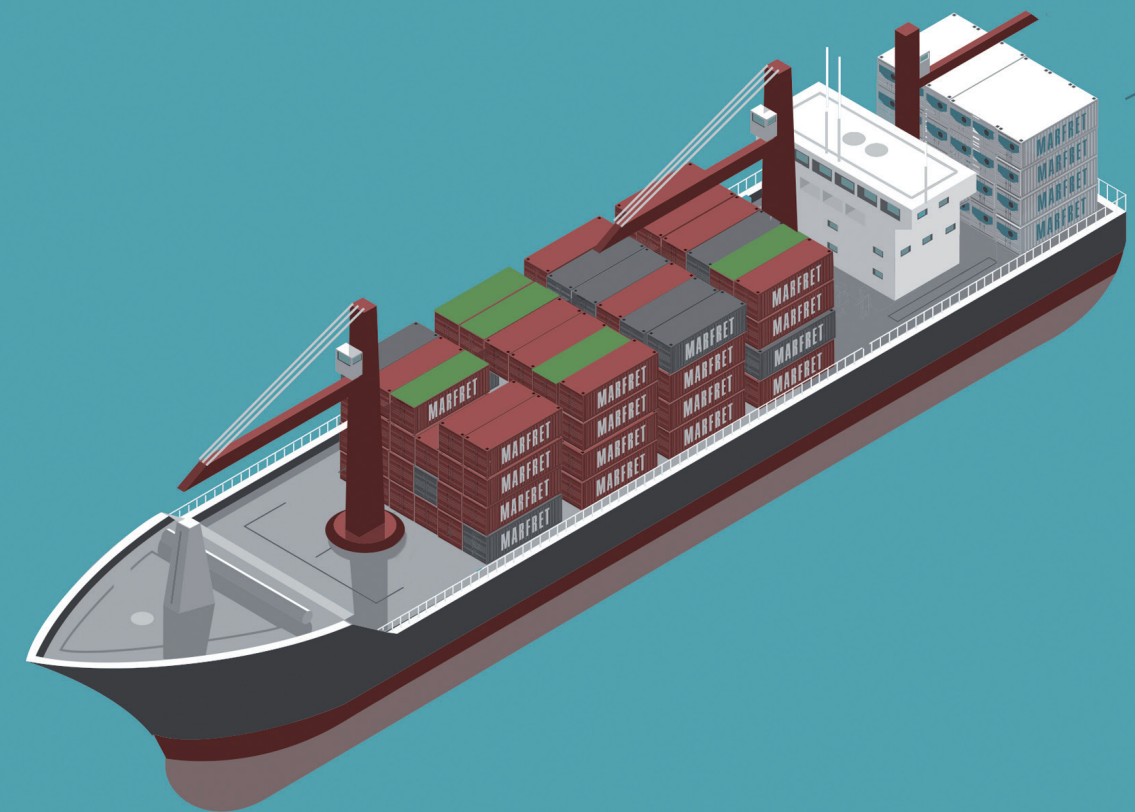
FOUR GOOD REASONS FOR CHOOSING MARFRET'S SERVICES

Four points highlight the pertinence of Marfret's services in the liner shipping offering:

- development of strategic routes with direct port calls;
- control of the entire logistics chain from end to end;
- an international network of trusted partners;
- personalised business relations between Marfret and its clients.



30 countries
80 ports of call
30 ships
operated



THE MARFRET LINES

- > Mediterranean
- > Mediterranean - Caribbean
- > North Europe - West Indies
- > North Europe - French Guiana - Amazon and Northern Brazil
- > North Atlantic - South Pacific

CONTAINER LINER SHIPPING SERVICES

Container traffic between Europe and Africa, North and South America, the Pacific, the Caribbean and the Mediterranean – zones covered by Marfret’s services – is increasing steadily. This unprecedented growth in international trade is closely linked to the introduction of the container, a standardised steel box suitable for all modes of transport that can be loaded and unloaded in record time. Equally at home on ships, road vehicles, freight trains or barges, the container offers considerable savings for Marfret’s customers, whether shippers or forwarders.

THE CLIENT AN ACTIVE PARTICIPANT IN THE TRANSPORT CHAIN

In addition to its reliable fixed-day departure schedule, Marfret provides its clients with all the key elements to assist them in making decisions, streamlining administrative tasks and monitoring their shipment’s progress:

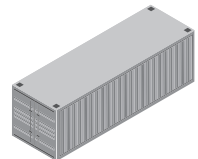
- a totally integrated seafreight service offer: ships, agents, stevedoring companies that ensure on-time departures;
- comprehensive transport engineering to make administrative tasks less complex and greatly reduce cargo damage and loss;
- real-time coordination of operations using the MARIUS data system developed by Marfret;
- individual booking monitoring to optimize allocation management.

MULTIMODAL TRANSPORT

The container has many advantages when it comes to reducing overall transport costs including reduced berth time, ease of handling and its use of different modes of transport (road, rail, sea and river). Important factors, the logistics of containerized goods and of the containers themselves allow Marfret to provide its clients with a reliable, adaptable and economic solution. In addition to dry units, the company can supply a wide range of containers for all transport requirements:

- tank containers for shipping liquids or gases;
- Reefer containers for perishable goods;
- open-top containers for break-bulk cargo or machinery;
- flat containers for out-of-gauge shipments.

In addition, Marfret offers ro-ro (roll on-roll off) services for goods loaded on wheeled vehicles, such as the inter-island Ferryamar service in the West Indies.



100,000
TEUS
carried by sea
each year



CONTAINER TYPES

- 20' and 40' dry
- 20' and 40' open-top
- 20' and 40' flat
- 20' and 40' Reefer
- 20' and 40' Pallet-wide

THE REEFER CONTAINER

The refrigerated or “reefer” container has revolutionized the carriage of fresh or fragile produce such as foodstuffs. In its constant effort to innovate, Marfret has extended reefer capacity to all its shipping lines to offer its clients a reliable and economic solution that is totally adapted to their requirements, with frequent sailings and adjustable volumes.

OPERATIONAL FLEXIBILITY

The fresh produce market is expanding rapidly. Conventional cargo ships carrying perishable goods in refrigerated holds are today facing competition from refrigerated containers. Shipping by reefer container on regular services allows Marfret's clients an enormous degree of operational flexibility:

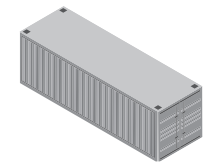
- regular, frequent transport services;
- time saving at port calls.

SERVICE RELIABILITY

Equipped with the latest technology, Marfret's vessels use a centralized control system to monitor the reefer's functioning throughout the entire voyage. In addition, a “reeferman” checks the containers daily and is able to carry out repairs in the event of a breakdown.

FOUR GOOD REASONS FOR CHOOSING THE MARFRET REEFER SOLUTION

- **Flexibility:** the client books the number of reefers according to the size of the consignment;
- **Logistics:** the containers are positioned at the production site or plantation and are equipped with Gensets to maintain the required temperature during the journey to the port;
- **Meticulous organization:** the reefer temperature is set by the shipper and checked by Marfret's specialist teams throughout its journey;
- **Security:** shipping in a reefer container means fewer transshipment operations and less risk of breaking the cold chain.

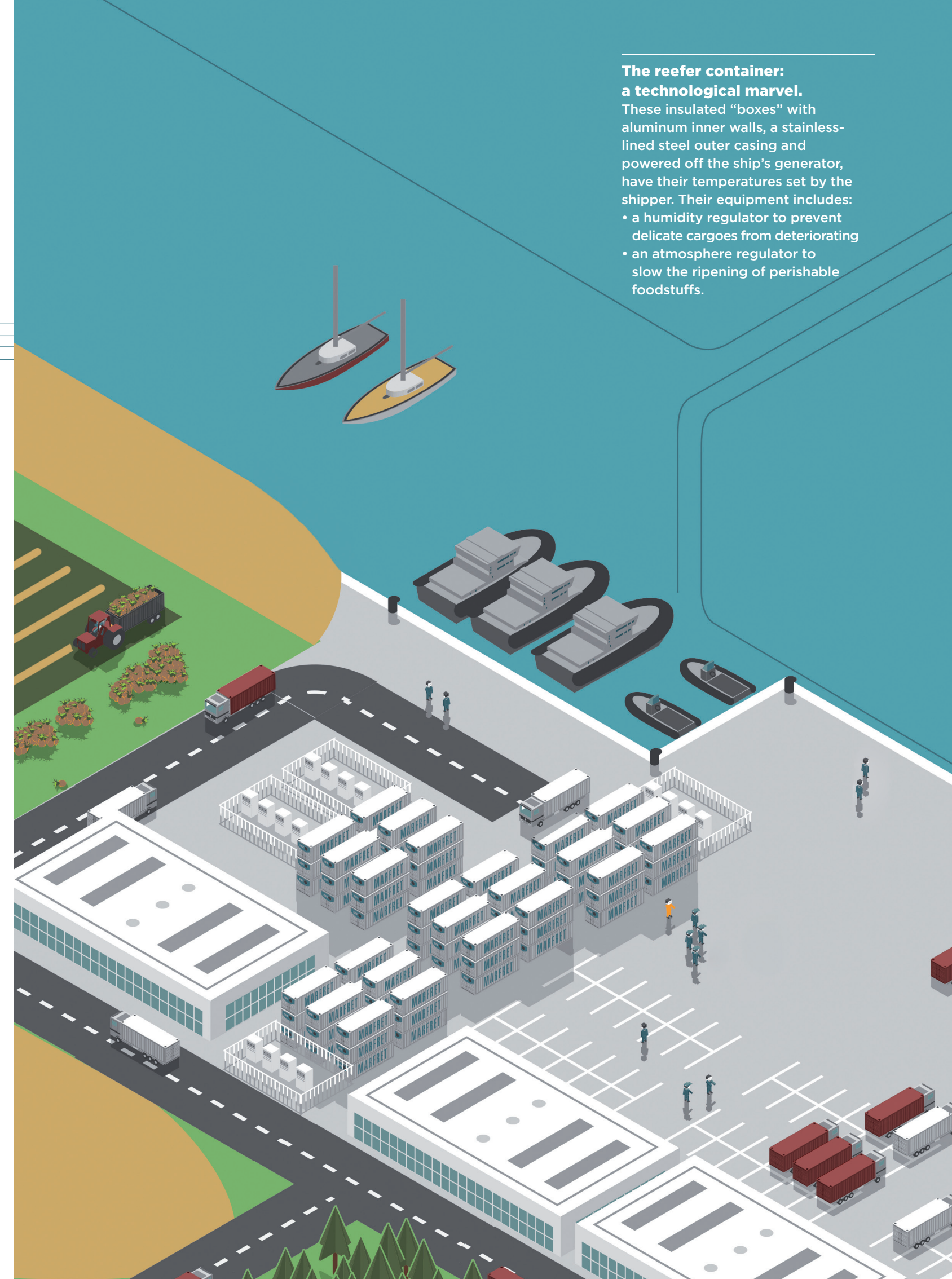


20,000 reefer containers carried each year

The reefer container: a technological marvel.

These insulated “boxes” with aluminum inner walls, a stainless-lined steel outer casing and powered off the ship's generator, have their temperatures set by the shipper. Their equipment includes:

- a humidity regulator to prevent delicate cargoes from deteriorating
- an atmosphere regulator to slow the ripening of perishable foodstuffs.



RIVER TRANSPORT

A partner to sea, road and rail transport, river transport provides considerable economic, environmental and social advantages. An established river and multimodal transport operator along the River Seine, FluvioFeeder is setting up new transport links between ports and cities and new multimodal combinations between the maritime, inland waterways and road networks.

COMBINED TRANSPORT OF IMPORT AND EXPORT CONTAINERS

River transport is an ideal choice for any door-to-door multimodal logistics scheme, providing substantial return in terms of added value. On the Seine, Marfret has put in place a logistics solution dedicated to the pre- and post-carriage of international containers, empty or full, that provides its key accounts with considerable advantages including:

- a reduction in container storage time and costs at the port;
- a solution to the problem of congestion at the ports caused by queuing trucks;
- delivery of goods to the closest point to distribution centres.

INDUSTRIAL LOGISTICS AND WASTE

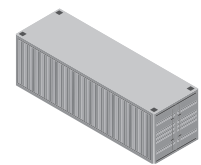
To respond to specific requests from industrial clients, the FluvioFeeder research department is developing innovative and cost-effective projects to integrate perfectly with their industrial process and to provide a comprehensive service that includes the pre- and post- carriage by road:

- combined transport increases traffic flow using a massified and secure transport solution with simplified customs procedures and the advantage of the road transport restriction being increased from 40 tonnes to 44 tonnes.
- a circular economy using the 45' curtain-side: this container, created by Marfret and similar to a semi-trailer, provides an easy way of moving industrial loads from the Paris area to factories located downstream on the Seine.

FOUR GOOD REASONS FOR CHOOSING MARFRET

For Marfret, the river has always been an integral part of its liner service strategy since it offers numerous advantages including:

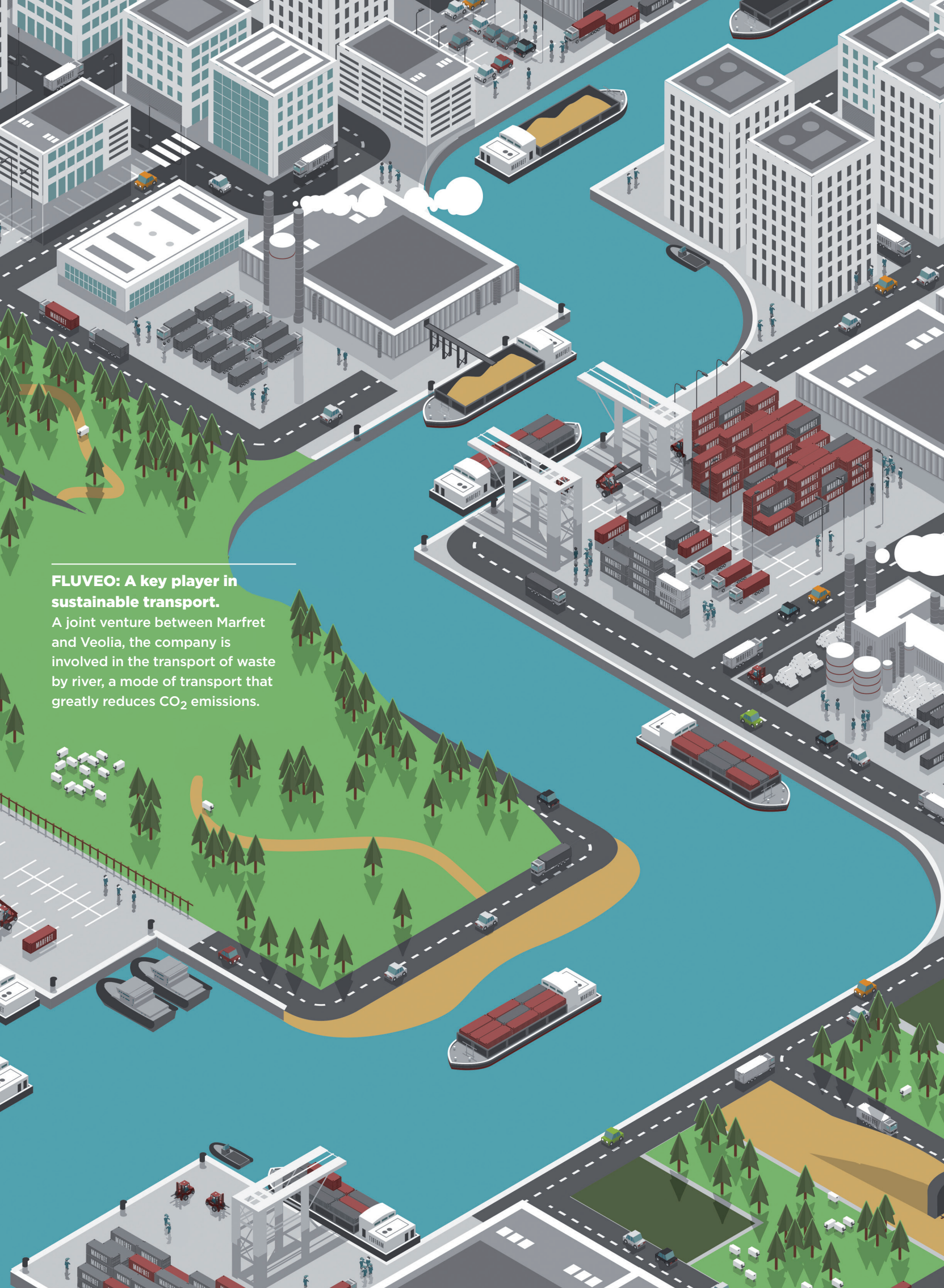
- bringing the vessel closer to the goods;
- economic and environmentally-friendly solution and a perfect substitute for road transport and its saturated network;
- numerous and frequent calls at all the port terminals close to the logistics hubs;
- qualified experienced staff able to manage the many stocks items with the minimum of delay.



45,000 TEUS
of import/export cargo
carried each year

70,000 tonnes
of containerised industrial
waste carried each year

100,000
tonnes
of bulk industrial waste
carried each year.



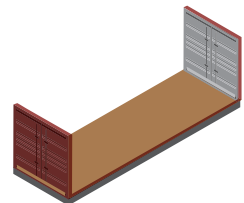
FLUVEO: A key player in sustainable transport.

A joint venture between Marfret and Veolia, the company is involved in the transport of waste by river, a mode of transport that greatly reduces CO₂ emissions.

SPECIAL TRANSPORT-SMIS

SMIS is the Marfret's division specializing in moving industrial and other large or special loads by sea and multimodal means.

With a network of agents and its end-to-end control of the logistics and transport chain, Marfret offers comprehensive, turnkey solutions that provide its clients with savings in cost and time and reduce risks.



Major industrial groups rely on Marfret, including the French Navy and the Kourou Space Centre in French Guiana.



HIGH ADDED-VALUE PROJECTS

Whether it's space cargo capsules, satellites, entire factories, navy ships or racing yachts, the projects handled by Marfret's SMIS division are designed to solve the problems inherent in carrying heavy and/or oversized consignments, calling on all of Marfret's expertise as ship owner, chartering agent, stevedoring company, freight forwarder, ship's agent and logistics services provider.

A SPECIALIZED PROJECT DEPARTMENT

In a world of standardization imposed by the ISO container, special transport requires the ability to analyze costs and assess risks and technical feasibility to undertake tailored solutions. Marfret's project team has this ability. For each project, SMIS delivers a door-to-door solution that takes into account:

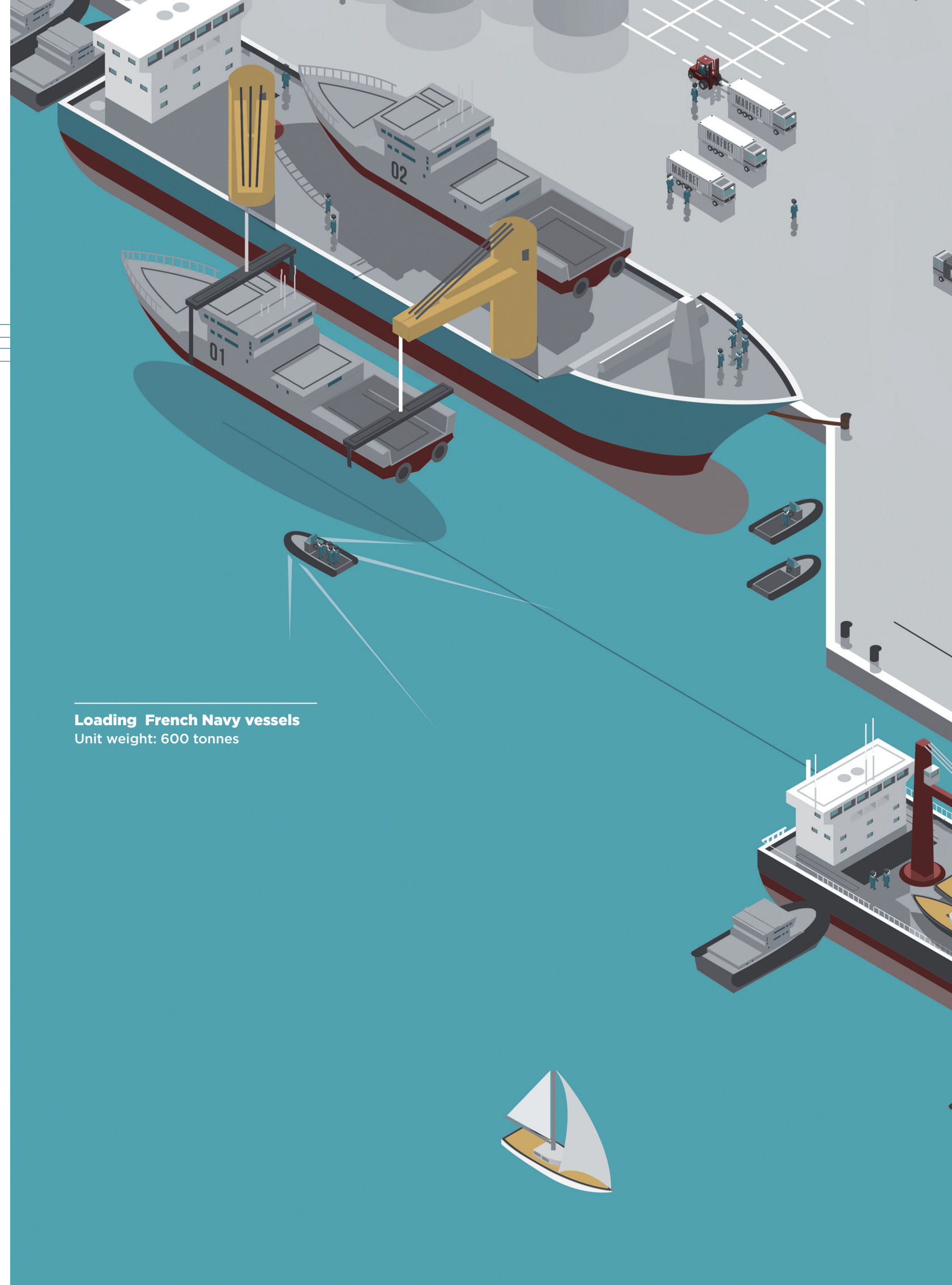
- sea, road and inland waterway transport options by conventional cargo or container;
- ship loading and unloading protocols (using slings, lifting platforms, etc.)
- routing and delivery schedule constraints

A TRUSTED NETWORK

The SMIS division is backed by a network of agents in over 30 countries. This permanent presence on the ground gives it a huge advantage in terms of local knowledge of regulations and customs and cost factors in the Caribbean, Mediterranean, Pacific, Central and South American zones where Marfret is strongest.

FOUR GOOD REASONS FOR CHOOSING MARFRET

- A specialized project department experienced in all aspects of handling and shipping special loads;
- a network of agents providing a daily presence on the ground;
- absolute control of costs and risks during the entire road/inland waterway/sea transport chain;
- compliance with the highest industrial standards.



Loading French Navy vessels
Unit weight: 600 tonnes



SHIP'S AGENCIES, STEVEDORING & WAREHOUSING

The port call is a crucial meeting point between ship and goods that takes place within an extremely short time frame. Responsible for the consignment until its final delivery, Marfret provides a comprehensive, integrated service, the quality of which is ensured by the various companies within the Marfret group. Its expertise in the field allows it to open up mutually-profitable opportunities between ports, port communities and its clients.



Come rain or shine, the different links in the transport chain ensure the goods are safely transported from point of collection to point of final delivery. A pact of trust between Marfret and its clients.

SHIP'S AGENT RESPONSIVENESS

With the drastic shortening of port stays, the role of the ship's agent is an increasingly vital factor. As representatives of the Marfret brand, agents are an invaluable asset for their professional experience and knowledge of the geographical zones covered.

- Marfret has ship's agents and representative offices for its services in many ports in France and overseas.
- Marfret is developing its representation services in France for foreign shipping companies among them Conti Lines.

STEVEDORING EFFICIENCY

During port calls, the stevedoring process is one of the most delicate phases in the shipping cycle. Controlling and integrating the stevedoring is vital to guarantee the safe delivery of all types of goods whether containers, bulk loads or special consignments. To this end, Marfret has several stevedoring companies located in French Guiana, Guadeloupe and Martinique.

WAREHOUSING SECURITY

With several warehouses located along the banks of the Seine close to Paris, Marfret is able to bring the ship closer to the goods, thus optimizing its clients logistics management and providing better control over risks and costs through:

- a multimodal, inland-waterway-based approach;
- warehousing facilities close to production/distribution sites;
- constant upgrading of its facilities (video surveillance, intruder detection, specialized computer systems, etc.) to ensure the goods' safety and security.

SOMARDOCKS

With this dockside warehouse designed to meet the needs of wood importers, consignments can be offloaded directly into store from the ship and barge holds.



MARFRET - SHIP OWNER

If the container provides an easy means of transporting goods, the sea remains a perilous environment for seamen, even when the ships are maintained to the most stringent standards of safety and performance. Marfret is an independent ship owner recognized in the sea and inland waterway shipping sectors.

THE SHIPS - BENCHMARKS OF OUR PERFORMANCE

The purchase or building of a ship is one of the most important decisions the company has to make, since it represents a long-term investment that entails a considerable financial burden. Ship's performance and reliability are key factors in ensuring schedules are maintained and goods carried safely on its liner services.

SHIP MANAGEMENT - IN-COMPANY COMPETENCE

A long-established expertise within the company, the ship management is handled internally. Each company employee is aware of his or her responsibilities and of the need to give absolute priority to the prevention of workplace-related accidents. The procedures put in place at head office and on board ship are all designed to ensure the safety and security of the ships' crews and cargoes and to prevent pollution.

LINE AND FLEET MANAGEMENT

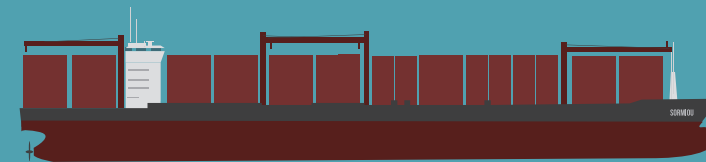
In addition to its vessels in ownership, the company also operates a number of chartered ships, with the same constant attention to monitoring performance and reliability.

The ship management team and the crews are particularly attentive to achieving two main aims:

- ensuring the fixed day schedule despite any unforeseen events;
- maintaining the ship in the highest standards to ensure long-term reliability and optimize its residual value.

Running a fixed-day service whether container or ro-ro, relies on the combined talents of the teams on shore and the crews on board to ensure smooth operations for both the ships at sea and those in ports.

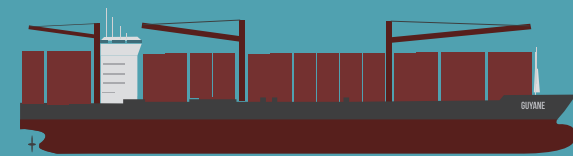
TYPES OF SEA-GOING AND RIVER VESSELS IN SERVICE



MARFRET SORMIOU-TYPE CONTAINER SHIP 2600 TEUS
Used on the West Indies and Med-Caribbean and Pacific

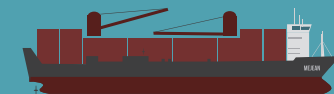
SPECIFICATIONS

LOA: 210 m
Beam: 30.10 m
Deadweight: 34,622 tonnes
No. reefer plugs: 440
Engine: MAN BW 8S70 MC-C - 24815 kW
Speed: 21.5 knots
No. and capacity of cranes: 4 x 45- tonne



MARFRET GUYANE-TYPE CONTAINER SHIP 1700 TEUS
Used on the South America service

LOA: 170 m
Beam: 27.2 m
Deadweight: 20,686 tonnes
No. reefer plugs: 300
Engine: MAN BW 7S60 MC-C - 15 820 kW
Speed: 19 knots
No. and capacity of cranes: 3 x 40- tonne



MARFRET SAUMATY CONTAINER SHIP 500 TEUS
Used on the North Africa and coastal services

LOA: 100 m
Beam: 18,8 m
Deadweight: 5608 tonnes
No. reefer plugs: 84
Engine: MAK 9M32 - 4 320 kW
Speed: 13 knots
No. and capacity of cranes: 2 x 40- tonne



SEA-GOING RO-RO VESSEL - 967 LIN. M/80 SEMI-TRAILERS
Used on the FerryMar (Caribbean inter-islands) service

LOA: 114.4 m
Beam: 18 m
Deadweight: 4690 tonnes
No. reefer plugs: 15
Engine: WARTSILA VASA 16V32D - 5 920 kW
Speed: 15.5 knots



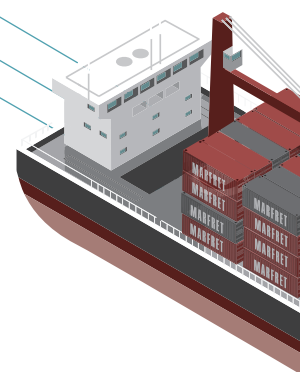
MARIVEL-TYPE CONTAINER BARGE

LOA: 100 m
Beam: 11,4 m
Capacity: 98 TEUS
Deadweight: 1850 tonnes



DIGEANNE-TYPE WASTE-CARRYING BARGE

LOA: 45 m
Beam: 7,4 m
Capacity: 20 TEUS
Deadweight: 400 tonnes



www.marfret.fr
Head Office : 13 Quai de la Joliette
13002 Marseille France