

# CMA CGM Group

## PROJECT CARGO DIVISION





CMA CGM, with the capacity to transport oversized and overweight cargo to anywhere in the world, has a track record transporting the wide variety of project cargoes.

Combined with efficient loading and discharging capabilities in the ports we cover, **regular sailings** and **short transit times**, the **versatility and flexibility of service offerings** enable us to go the extra mile securing our clients efficient **tailor-made solutions**.

- **Organization** dedicated to **Project Cargo** in HO, Marseilles
- **7 specialized teams** in Europe, China, Brazil, USA, Middle East and South Africa
- **Over 700 Breakbulk projects** handled in 2016 with double digit growth yoy
- **200'000** equivalent Teus of Out of Gauge
- **Awarded** having shipped the heaviest containerized breakbulk piece at **457mt**
- **Under deck stowage** as general principle



YACHTS &  
BOATS



ENERGY



RAIL  
MACHINES



ROLLING  
EQUIPMENT



HEAVY  
MACHINERIES



CRATES



VARIOUS

**CMA CGM Project Cargo Division is organized as a “one stop shop” with the ability to act on all trades and relying on dedicated teams**

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**TRANSPORT  
SPECIALIST**

**ENGINEERING &  
CONSULTANCY**

**PROJECT  
MANAGEMENT**



**CMA CGM service’ offerings for project cargo reach across all continents**



**Powering this division** is a team of technical and commercial project shipping professionals delivering our customers with best-in-class **consulting, planning, budgetary** and **execution** of ocean transportation for your project cargo



Each project cargo shipment is coordinated by a **dedicated project manager** as single points of contact supervising all aspects of the contract execution



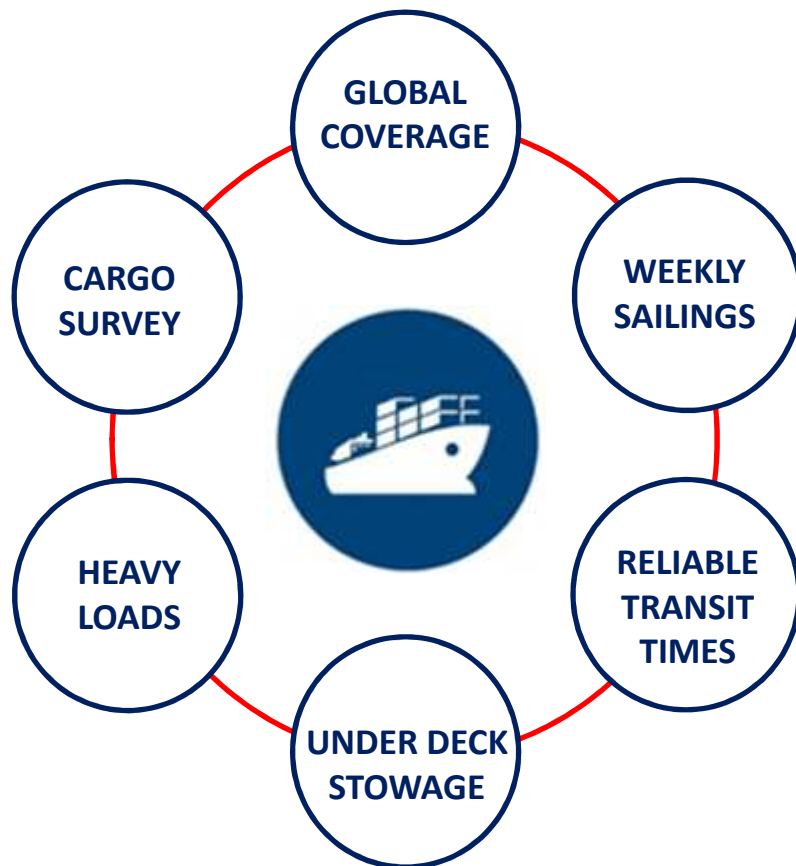
**Integrated approach** to ensure that we meet our customers’ precise schedules, whether the components originate from one country or from across the globe



# OUR CONTAINER SERVICE'S OFFERING & OUR COMPETITIVE ADVANTAGE



***Container carriers able to edge into this market cause :***



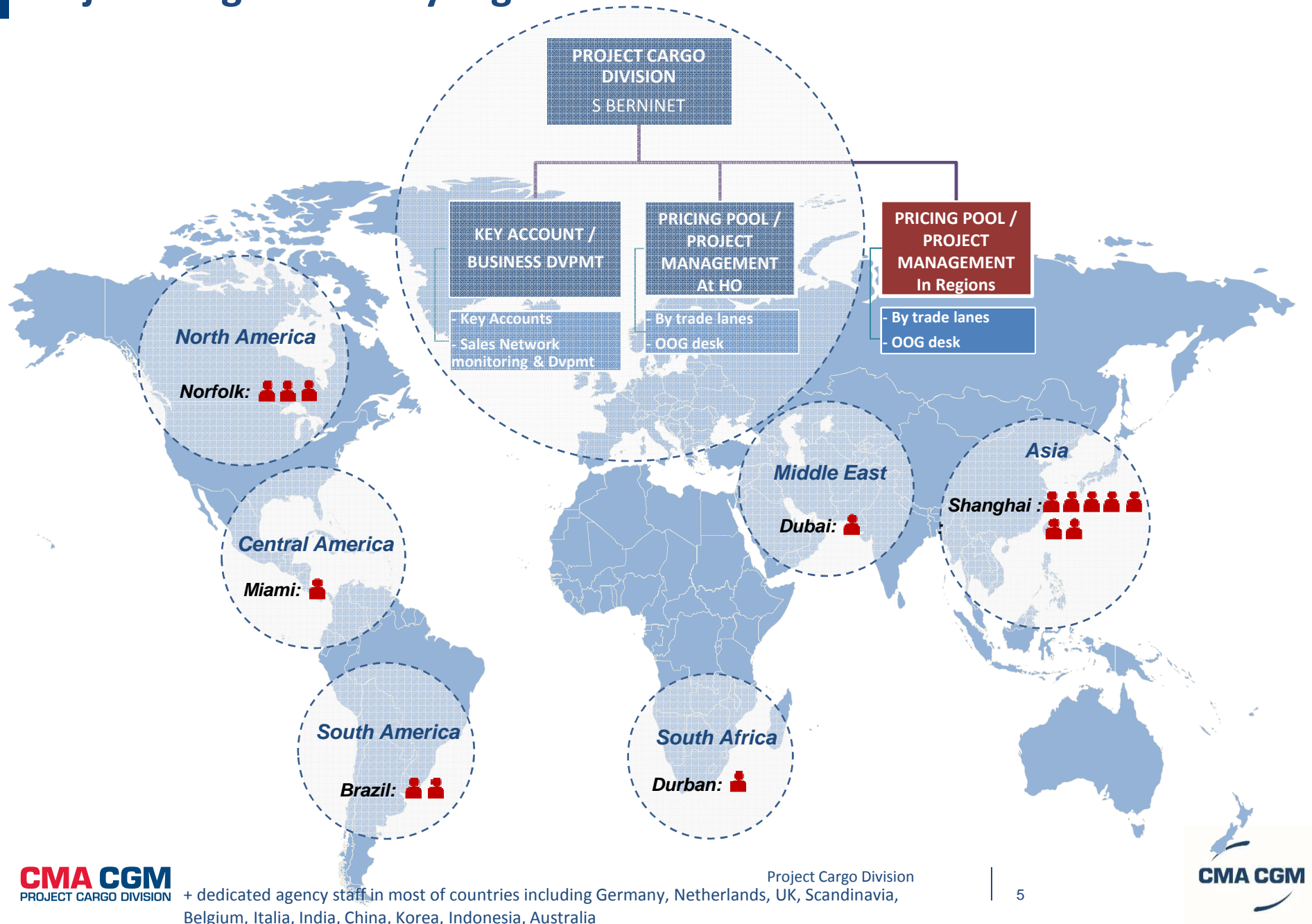
- Increasing demand for regular and reliable sailings with high-frequency, fast transit time and global coverage, at reasonable transport costs  
By using liner vessels, you have the advantage of forecasting specific departure and arrival dates, meaning you can plan ahead with confidence
- The modern container vessels able to carry up to 500 tons of cargo, and container terminals adapting to that trend
- All-in-one while talking large project where most of the cargo is already loaded in containers

**CMA CGM : your strategic carrier  
focusing on quality of services**

- ▶ Offering unique services while adding value to our customers, delivering material timely as per project schedule
- ▶ Positive impact on the overall project financials by meeting construction timelines and delivery schedule



# Project Cargo teams by regions



# CONTACTS - WHO's WHO

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## Project Management in Marseille Headquarter

☎ + 33 4 91 88 (ext)

### ▶ Asia, India Middle East Gulf, East Med to/from North Continent

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Gaelle Joffre (8269) [ho.gjoffre@cma-cgm.com](mailto:ho.gjoffre@cma-cgm.com) (OOG Desk)

### ▶ Asia, India, Middle East Gulf to/from Mediterranean

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Thomas Oggiano (6634) [ho.toggiano@cma-cgm.com](mailto:ho.toggiano@cma-cgm.com) (West Italy)

### ▶ Europe/IMEG to US/Mexico

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Marta Cosulich (3151) [ho.mcosulich@cma-cgm.com](mailto:ho.mcosulich@cma-cgm.com)

### ▶ Europe to/from Latin America

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### ▶ Europe to/from Oceania

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### ▶ Africa and India Ocean related trades

**Marc Ozenda** (3196) [ho.mozenda@cma-cgm.com](mailto:ho.mozenda@cma-cgm.com)

### ▶ French West Indies and French Guyana

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## Project Management in Regions

### Shanghai Regional office ▶ Asia to IMEG/US/Africa/Latin America

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Alvin Sheng (9384) [shg.asheng@cma-cgm.com](mailto:shg.asheng@cma-cgm.com) (USEC)

Tim Lu (9465) [shg.tlu@cma-cgm.com](mailto:shg.tlu@cma-cgm.com) (Latam)

Jacky Wang (9467) [shg.jwang@cma-cgm.com](mailto:shg.jwang@cma-cgm.com) (Africa)

### Norfolk Regional office ▶ US exports (excluding below trades)

☎ + 1 757 (ext)

✉ [usa.oograterequest@usa.cma-cgm.com](mailto:usa.oograterequest@usa.cma-cgm.com)

**Gregoire Duchet-Suchaut** (440 3824) [usa.guchetsuchaux@usa.cma-cgm.com](mailto:usa.guchetsuchaux@usa.cma-cgm.com)

Chummar Ceril (961 2554) [usa.oograterequest@usa.cma-cgm.com](mailto:usa.oograterequest@usa.cma-cgm.com)

Lamont Johnson (961 2670) [usa.oograterequest@usa.cma-cgm.com](mailto:usa.oograterequest@usa.cma-cgm.com)

### Miami Regional office ▶ US to Caribbean & Latin America

☎ + 1 305 398 (ext)

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**Gerhard Meier** (3756) [usa.gmeier@usa.cma-cgm.com](mailto:usa.gmeier@usa.cma-cgm.com)

### Sao Paulo Regional office ▶ Brazil exports

☎ + 55 11 3708 0772

**Guilherme Lemos** [bma.glemos@cma-cgm.com](mailto:bma.glemos@cma-cgm.com)

### Dubai Regional office ▶ MEG to West Africa

☎ + 971 4 40 47 842

**Surin Ranchigoda** [dxs.sranchigoda@cma-cgm.com](mailto:dxs.sranchigoda@cma-cgm.com)

### Durban Regional office ▶ SAF and EAF exports

☎ + 27 31 581 6175

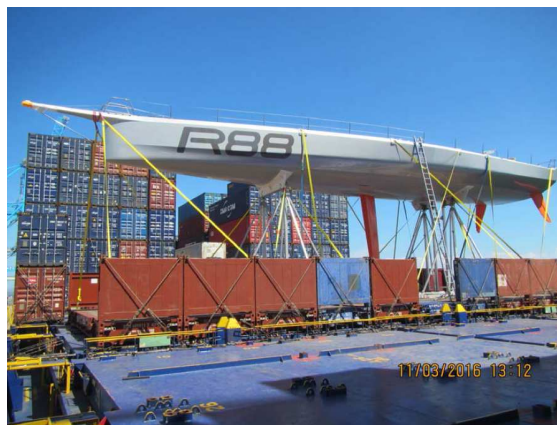
**D'Nielle Clarke** [dba.dclarke@cma-cgm.com](mailto:dba.dclarke@cma-cgm.com)



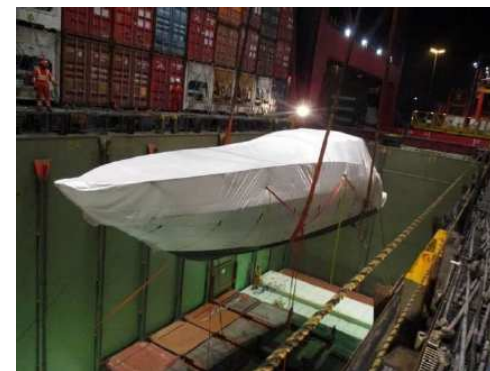
## ■ YACHTS & BOATS



From Melbourne to Savannah  
100-foot maxi sailing yacht 'Comanche'  
35m long 32mt and his mast 45m long



From Adelaide to Salerno  
Sailing yacht 'Rambler 88' 30m long  
22mt and his mast 39.5m long



From London to Callao  
Yacht Sunseeker San Remo 48



From Brisbane (ad-hoc call) to Miami  
(ad-hoc call)  
5 Riviera + 2 Maritimo yachts



From Rotterdam to Freemantle  
Motoryacht Sunseeker 75



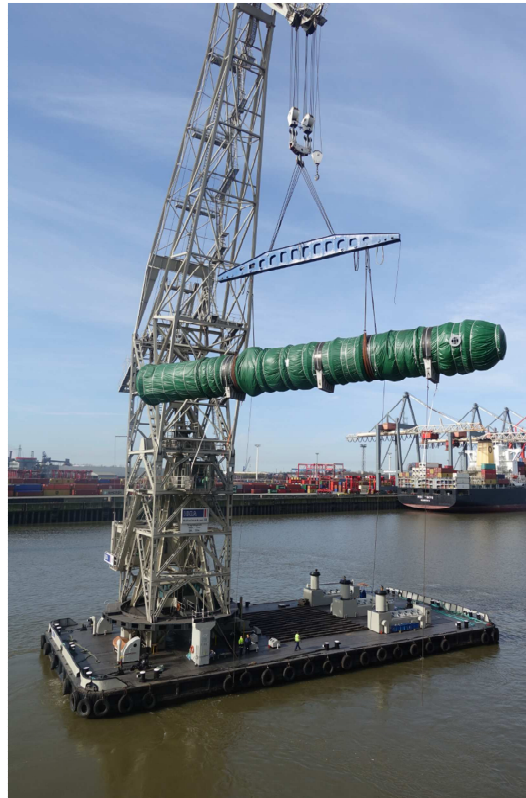
From Papeete to Le Havre  
SMA Imoca 60' participating at  
the 2016 Vendé Globe



## ■ HEAVY MACHINERY



From Rotterdam to New York  
1 Rotor on 7x40' FR  
17.4 x 2.3 x 2.1 – 237.5 T



From Shanghai to Hamburg  
1 Reactor 29.5 x 3.9 x 4.1 – 50mt  
Stowed on a bed of 8x40' FR (13 rows)

From Constanta to Busan  
8 Crank throw – 40mt  
stowed in 2 bays



From Shanghai to Hamburg  
Steel cylinder machinery –  
50mt



From Rotterdam to New York  
2 transformers 517mt total



## ■ RAIL MACHINES





## ■ VARIOUS



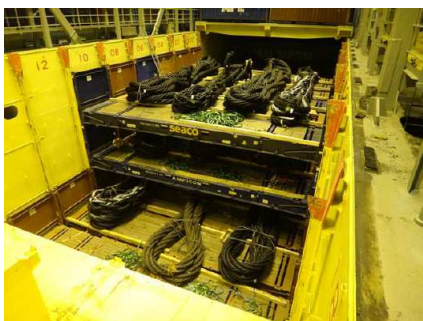
From Dunkerque to Busan  
Airbus wings part



From Bremerhaven to Veracruz  
4 crane parts dimensions 26.1 x 1.4 x 1.35



From Hamburg to Shanghai  
1 unpacked propeller 9 x 9 x 2,2 - 68mt  
+ 1 case with accessories



From Rotterdam to Busan  
10 pcs. of steel slings stowed  
on 3 layers



From Triste to Busan  
Cranes designed for naval industry

