

Le Havre, 10 April 2019

The Supervisory Board of the Port of Le Havre which met on 26 March 2019 has welcomed the good financial results for 2018, which demonstrate a significant improvement in the port's situation and the restoration of its internal financing capacity. The balance sheet allows the port to carry out the ambitious investment programme voted in 2018 and to consolidate its development as part of an integrated complex all along on the Seine corridor.

*"As Chair of the Supervisory Board, I am pleased with the results achieved both in terms of traffic and financial matters; I should like to congratulate and thank all the teams for the work done, especially Hervé Martel and Baptiste Maurand. **The good figures mean we can "make it"**, that is to say, continue the operations undertaken in recent years and initiate new ones. Our port is in good health today and ready to meet the challenges to ensure our development. **Emmanuèle Perron***

The port posts its excellent financial situation

This situation is due - and in the same proportions - to the growth in turnover, the control of its expenses and the support of the State. The increase in turnover, which stands at € 195 million for 2018, reflects the effectiveness and relevance of the pricing policy set up, particularly with regard to the new public property policy adopted by the port of Normandy. The cash flow from operations exceeds the target set by the strategic project and stands at € 55 million for 2018: a result that has tripled in the last five years. The cash flow-to-debt ratio, which indicates the number of years needed to repay the debt, is also improving: 3 years in 2018 against 13 years in 2013.

Change in governance

Hervé Martel, Managing Director of the Port of Le Havre since 23 March 2012, has been appointed head of the Seaport of Marseille (Grand Port Maritime de Marseille) from 15 April 2019.

Baptiste Maurand, previously Deputy Managing Director of the Port of Le Havre, has been appointed Managing Director.

The Executive Committee of the port now consists of Baptiste Maurand as Chair, **Serge Ferreira**, Director of Human Resources, and **Sylvain Levieux**, Director of Finance.

The € 600m investment program continues

The favourable financial situation, which is in line with the growth in traffic (+2% in 2018), puts the port in a good position and reinforces its attractiveness to carry out its ambitious investment programme. For the record, this program of € 500 million, raised to € 600 million due to the development of the wind farm project, was unanimously decided last June by the members of the Supervisory Board further to the recommendation of the report submitted by the Guarantor after consultation with all the stakeholders, which concluded on the relevance and prioritization of the investments necessary for the development of the Port, including the completion of Port 2000:

- **the development of berths 11 and 12 of Port 2000 has therefore been launched:** the Supervisory Board, after having read the motion of the Development Board, unanimously confirmed the procedure initially initiated and recalled that the results of this procedure are to be presented to the Supervisory Board for a decision in June 2019. The

purpose of this decision is not to delay the timetable for what has been unanimously recognized as the most strategic investment for the further development of the port.

- **river access to Port 2000** (the 'flapgate'), which was the subject of a public consultation last year, **is going ahead**: the Port of Le Havre welcomes the decision of the European Commission to allocate € 25m as part of the 2018 Transport Call for Proposals for the Connecting Europe Facility (CEF). That support, announced on March 26, is fully in line with Europe's approach to encouraging projects that promote multimodal development. It allows us to complete the financing of this infrastructure: 20% of the total cost of the project will therefore be borne by Europe and the remaining two-thirds will be provided by the Port of Le Havre (11% or € 13.75 million), the French government (3% or € 3.6 million) and the Regional Council (66% or € 82.65 million). The complementary studies (especially on the environmental issues) are in progress; applications for building and operating permits could be filed in 2020 with work beginning in 2021 and start of operation in 2023.

*"This investment program gives visibility to our customers and generates a climate of trust that sets in over time." **Baptiste Maurand***

The multimodal terminal continues to progress

The multimodal terminal consolidated its development in the first months of 2019. These good results follow the 7% growth recorded in 2018 compared with 2017. The Supervisory Board has decided to launch an RFP for a public service concession involving the integrated operation of the multimodal terminal, the transfer system and the management of the related services; the challenge is to provide outlooks for growth and give long-term visibility to the future operator of the system.

Le Havre, 43% of France's foreign trade in market share

Hinterland full container traffic for the Port of Le Havre has been growing steadily for 10 years (+27.4%), against a background marked by the weak dynamism of "containerizable" French foreign trade with third countries (those outside the EU). This growth in traffic is mainly driven by exports, in particular to North America (+54%), but also to Africa (+49%), South East Asia (+48%) and Central America (+38%).

HAROPA's market share in France's foreign trade with third countries is higher for exports (50%) than for imports (40%), consistent with the shipping services offer in Le Havre, which highlights its positioning as the "last port call for exports" (3.5 times more transoceanic services choose a port call in Le Havre as the "last port for exports" rather than the "first port for imports"). There has been a resumption of imports since 2017, which coincides with the renewal of the offer of alliances on the main east-west trades.

*"The sharp increase in traffic since 2017 corresponds to services operated by the three major shipping alliances which have confirmed their confidence in the port of Le Havre; their activity today represents 76% of our import flows and 54% of our export flows." **Hervé Martel***

These good results and the ongoing investments represent a real asset for the creation of a sea and river port establishment on the scale of the Seine corridor. It should be recalled that in January, French Prime Minister Edouard Philippe appointed Catherine Rivoallon to prefigure the future public enterprise. To carry out that task, Ms. Rivoallon relies in particular on a prefiguration committee: chaired by Valérie Fournayron, the committee includes Thierry Tuot, State Councillor, Gilles Belier, lawyer member of the National Council for Labour Relations, Frédéric Henry, Chair of the Supervisory Board of the Grand Port Maritime of Rouen, and Emmanuèle Perron, Chair of the Supervisory Board of the Grand Port Maritime of Le Havre. It is for this reason that Emmanuel Perron is taking part in the work involved in setting up the future enterprise.

The Port of Le Havre ready for Brexit

Although Brexit has been postponed, the Port of Le Havre is ready. The port teams have taken action, in close conjunction with all the market stakeholders, to anticipate and prepare for the exit of the United Kingdom from the EU. The common goal is to be able to accommodate and streamline traffic, particularly with the doubling of round trips by BAI 3 days/week, which started on 30 March 2019. Every measure has been taken to be ready.

About HAROPA - Port of Le Havre

Enjoying an exceptional location on the west coast of Europe, HAROPA - Port of Le Havre, the #1 French port for foreign trade and the 5th ranking port on the North Europe range for container traffic, each year berths nearly 6,000 vessels including the largest container ships in the world. Accessible 24/7, it handles more than 70 million tonnes of goods each year and supplies nearly 40% of French crude oil imports. A member of HAROPA, the #1 French port system, alongside the ports of Rouen and Paris, Le Havre is a fast shipping outlet to every continent for the world's shipping lines with nearly 700 ports of call. One of the largest port complexes in Europe, HAROPA has nearly 500 hectares of land available or suitable for conversion along the Seine corridor. The port supports its customers in setting up and managing competitive and sustainable logistics systems to serve the largest consumer marketplace in Europe with some 25 million inhabitants.

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