



Inland Port Terminals.
Syncromodality for port terminals optimization

RCSM Final Conference – January 31th 2017

Seaports

United Nations Conference on Trade and Development (UNCTAD) defined the Seaports as:

“Interfaces between several modes of transport, and thus they are centers for combined transport.”

In 2004 in the document called “Assessment of a seaport land interface: an analytical framework”, the UNCTAD described the importance of the logistics and the cost of logistics, including

“Impact of Modern Logistics on Port Operations Management”

PORTS ARE (AN IMPORTANT) PART OF THE LOGISTIC CHAIN

Evolution of ports

1st Generation:

- **Before 60's**
- **Loading and Unloading services**
- **Connection between maritime and terrestrial**
- **Small integration and independents activities**

3rd Generation:

- **From 80's**
- **Container traffic**
- **Commercial Platforms**
- **Logistics and distribution services**



2nd Generation:

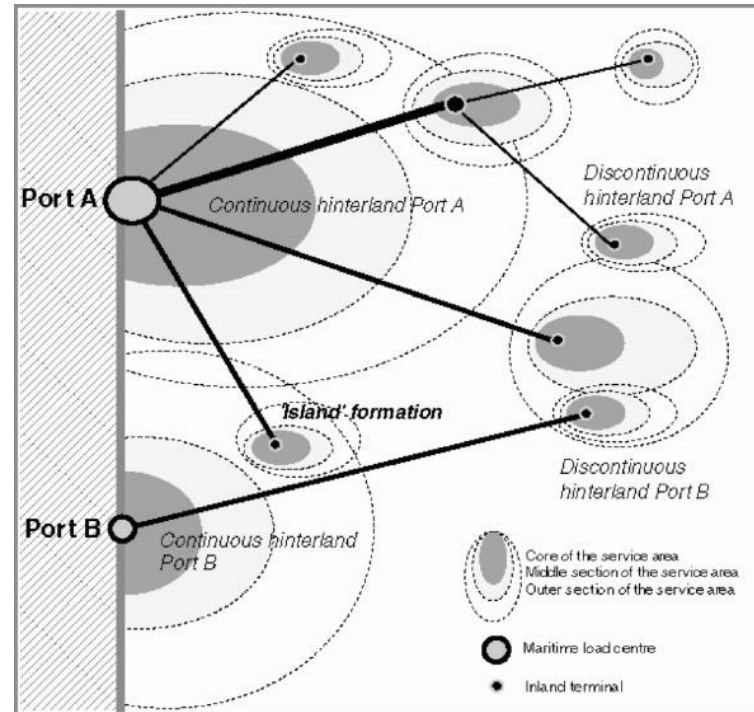
- **From 60's to 80's**
- **Loading, Unloading and warehousing services**
- **Conection between maritime and terrestrial**
- **Cargo transformation services**
- **Commercial and industrial services**

4rd Generation:

- **Last years**
- **Network ports**
- **Multimodal activity**
- **Logistics platforms**
- **Commercial and Management units**
- **New technologies,**
- **Inland expansion strategy**

Evolution of ports

“Logistics integration and network orientation in the port and maritime industry have redefined the functional role of ports in value chains and have generated new patterns of freight distribution and new approaches to port hierarchy.”



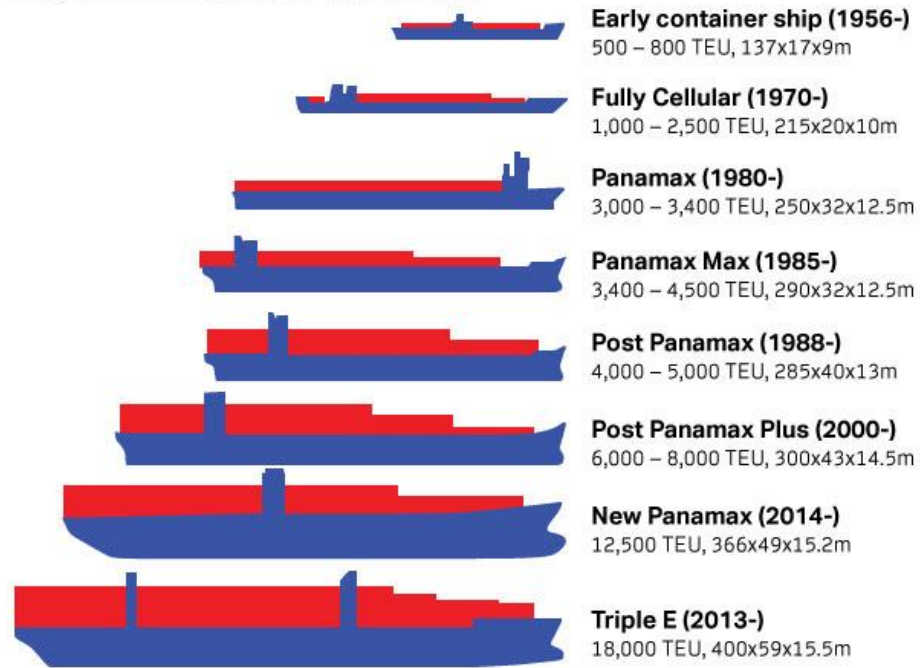
Notteboom, T. and Rodrigue, J.P., Port regionalization: towards a new phase in port development, 2005

Key Changes in last years

GIGANTISM

Evolution of Container Ships

TEU: twenty-foot equivalent units,
length x width x depth below water in meters

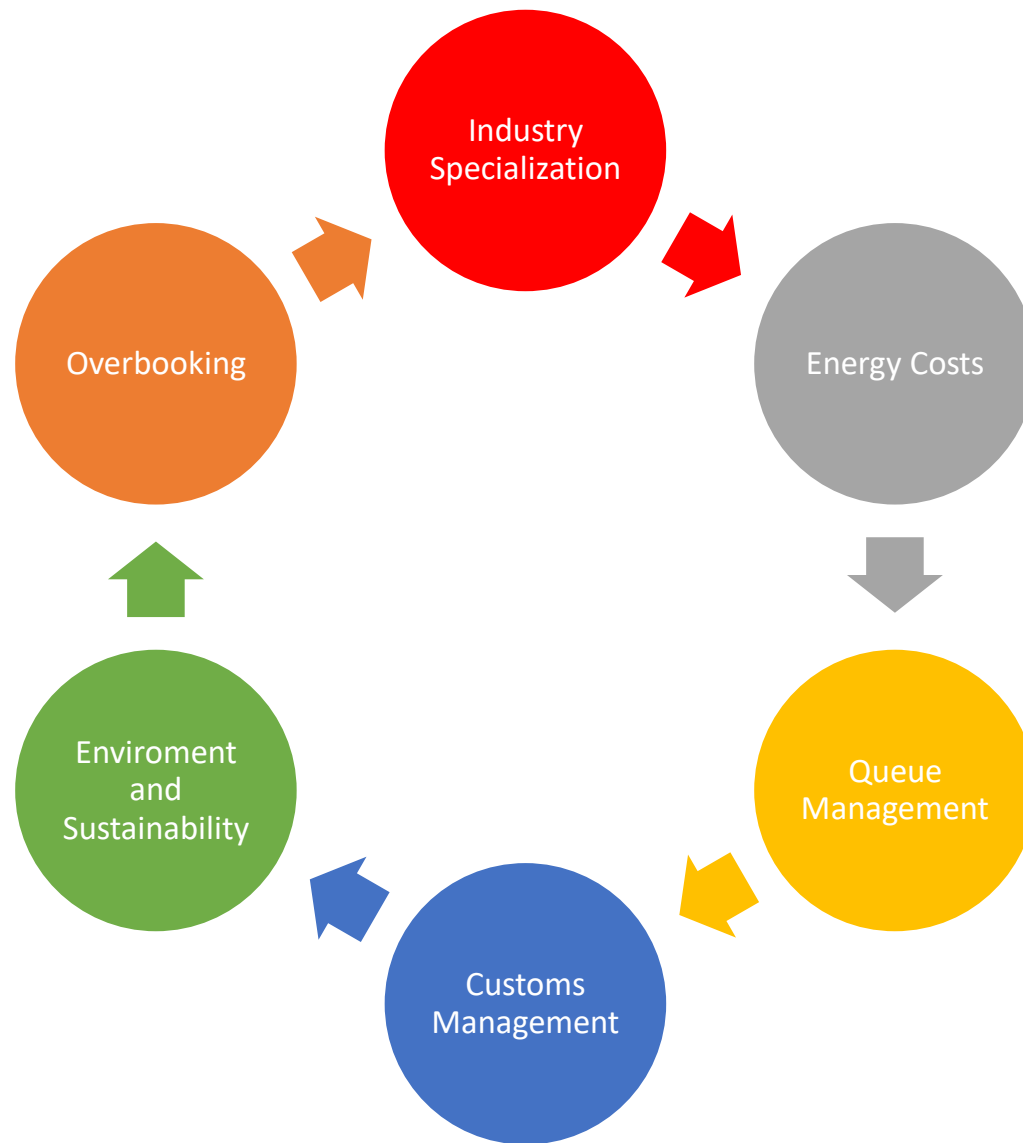


ADAPTED WITH PERMISSION FROM THE GEOGRAPHY OF TRANSPORT SYSTEMS, JEAN-PAUL RODRIGUE



- **Companies alliance and concentration**
- **Reducing the Numbers of Ports**
- **Enlarging the last mile**
- **Appearance of new concepts:**
 - **Motorways of the sea**
 - **Multimodality**
 - **Dry Ports**
 - **Syncromodality**

Risk in port terminals



Maersk: Stronger integrated container, logistics and port business

Transport & Logistics

A stronger and more integrated container, logistics and port business that can deliver profitable growth, improved products and a much better customer experience driven by digital



- New growth initiatives – building on combined strength of Transport & Logistics - will be launched



- APM Terminals to focus on implementation of new terminals currently under construction
- Focus on cost, utilisation, productivity and driving synergies with Maersk Line.
- Win new profitable third party business



- Maersk Line to grow market share organically on a consistent basis
- Accelerate growth and drive consolidation through acquisitions if the opportunity arises
- Significant investment in digitisation



- Damco to continue to execute its turnaround plan
- Pursue renewed growth in 3PL/4PL business
- Collaborate closer with Maersk Line driving sales leads and volume to each other



- Svitser to pursue opportunities in cooperation with APM Terminals and Maersk Line
- MCI and Maersk Line to jointly optimise container production planning, and development of new technology

Combined operational networks, IT and functions will drive synergies expected to generate ~2pp additional ROIC

MSC: Intermodalism.



The screenshot shows the MSC website's navigation and content. At the top, the MSC logo and 'MEDITERRANEAN SHIPPING COMPANY' are visible, along with 'Services' and 'Indus' links. Below the navigation bar, there are two main menu items: 'TRACK A SHIPMENT' and 'SEARCH SCHEDULES'. The breadcrumb trail reads 'Home : Help Centre : Guide to international shipping : Intermodalism'. The main heading is 'INTERMODALISM', followed by the text 'MSC can provide a global door-to-door transit utilising our extensive land-side services.' Below this is a photograph of a white MSC truck being loaded with a yellow container by a red forklift at a port. The truck has 'MSC' and 'MEDITERRANEAN SHIPPING COMPANY' branding. The forklift is a red and white model. The background shows a stack of colorful shipping containers and a clear blue sky with some clouds.

What is an intermodal service offering?

When it comes to the transit of cargo intermodal simply means the use of more than one form of transport to move goods from the point of origin.

While ocean carriage remains MSC's core service offering, we also offer inland transport services – be it road, rail or barge – providing our customers with a swift and reliable door-to-door service, wherever they are in the world.

CMA-CGM: Intermodal & Greenmodal. - New INLAND TERMINALS

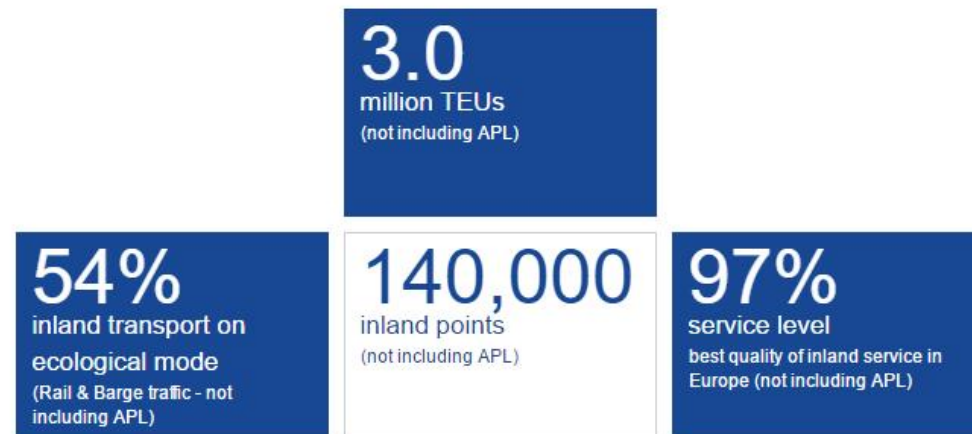
CMA CGM Intermodal services and transports

A worldwide inland network for a global solution



To create an efficient inland network, CMA CGM has significantly invested all around the world in **own barges, land based infrastructures, ports and inland terminals** and **intermodal transport**.

By combining all the inland transport chain with CMA CGM maritime services, the Group guarantees **transcontinental and regional connections without any break**. This wide coverage provides a **global solution**, as well as a green and sustainable service.

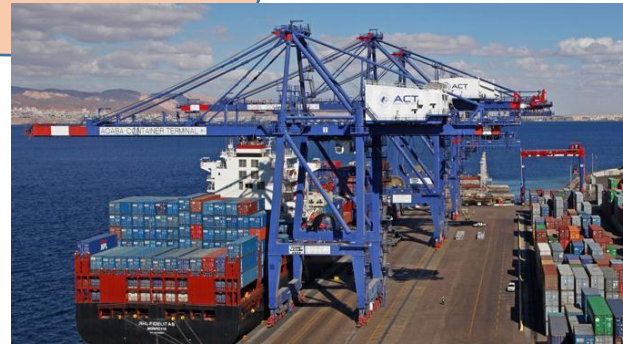
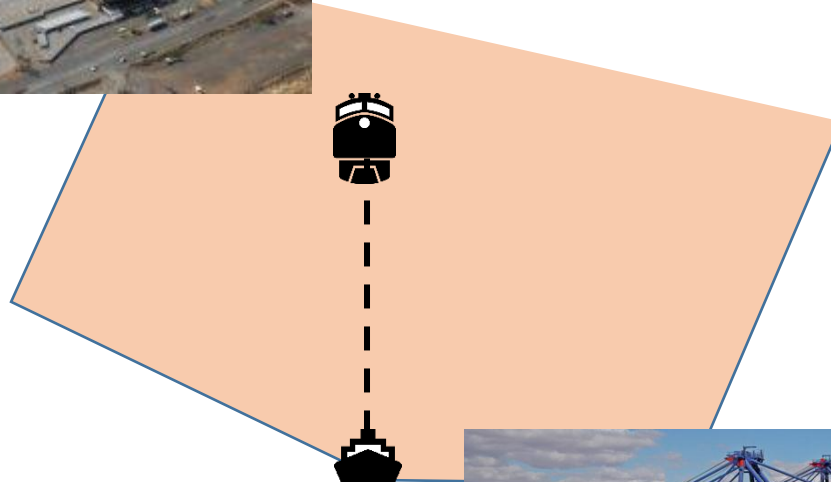


* In 2014

Inland Terminals



***So, the way is defined...
concentration in the sea and
inland operations.
Winner mix***



Inland Terminals

There is a wide bandwidth to the definition of a “marine inland terminal”, but

“Inland terminal is a location connected physically and technologically with a sea port, to help in the import, export, inspections and add value services offered by the sea terminals”

Developing an Inland Port changes the playing field

- ***Infrastructure responsibility goes beyond the traditional port location***
- ***This can in some cases cause “some heartburn”***
- ***However, it is also an opportunity for traditional “non-port” supporters to recognize the strategic importance of a port***

An inland port is “ripe” for P3 opportunities

- ***“Skin in the Game”.....if done in a comprehensive fashion, many of the industry stakeholders “want the fame”***
- ***And the \$\$\$\$***

American Association of Port Authorities

Inland Terminals



Advantages:

- **Velocity**
- **Capacity**
- **Dwell**
- **Throughput**
- **Appointments**
- **Customer Requirements**
- **Profitability**

The old dilemma: What about cost?

*Costs will be distributed increasing some of them
and giving savings in the other hand*

INCREASING COSTS:

- *Haulage*
- *Distributed personal*
- *Interconnection*

SAVING COSTS:

- *Reducing the occupation in the terminal, using a cheaper land*
- *Specialized traffics and operative, reserving the port terminal for only sea task transshipment.*
- *Reduce the Haulage cost from terminal dock to the warehouse*
- *Cease to exist the queue in the port terminal with all the inconvenience in the operative inside the port.*
- *Make easy the relation between different transport means.*

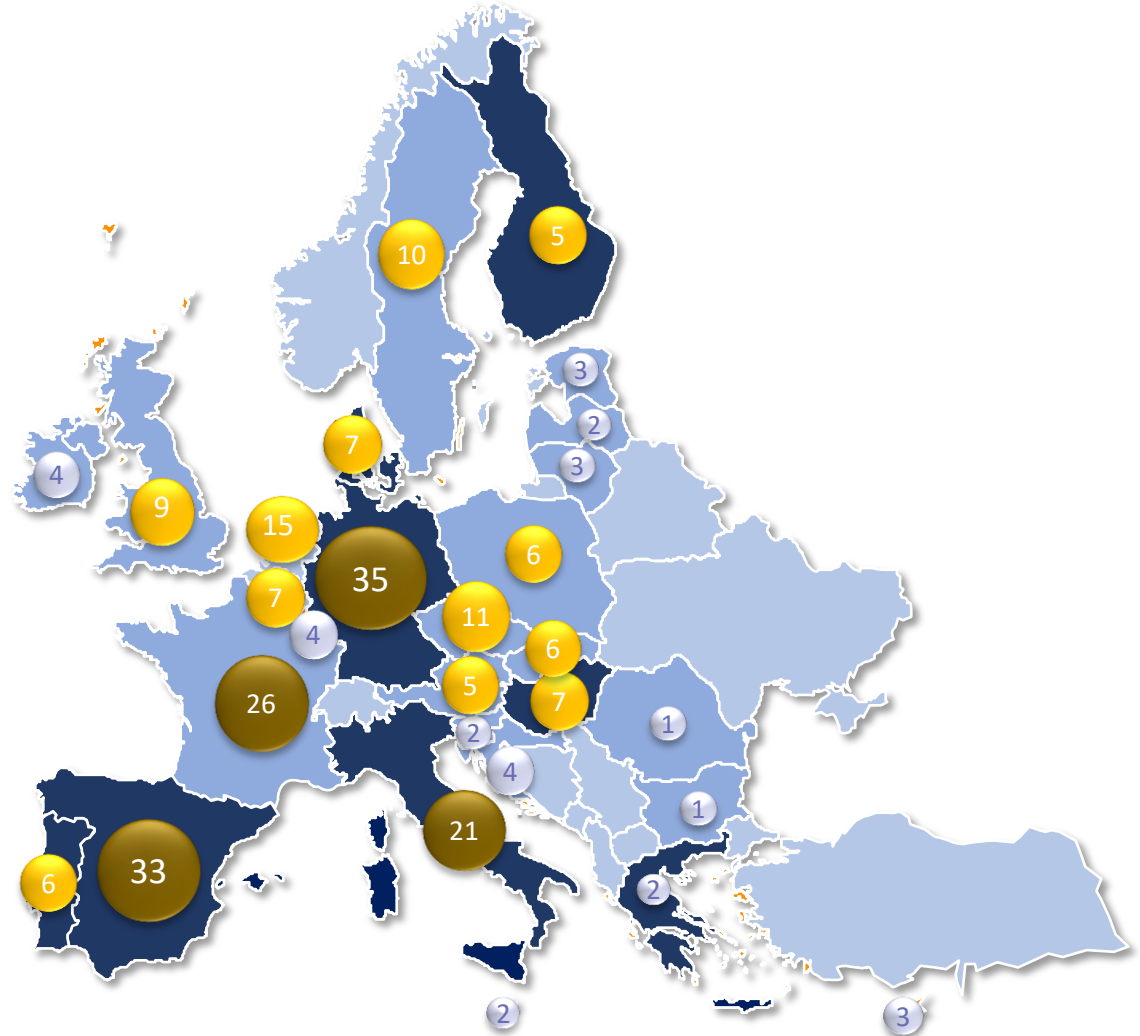
Where?

Logistics Platforms:
“Centre in a defined area within which all activities relating to the transport, logistics and distribution of goods, both for national and international transit, are carried out by various operators on a commercial basis.”



Where?

Distribution of Logistics Platforms in Europe



Re-think container terminals

“Our unique position in transport and logistics gives us a solid starting point to build on.”



SØREN SKOU, GROUP CHIEF
EXECUTIVE OFFICER

***Specialized Inland terminals for import and export...
MAKING MORE PRODUCTIVE THE LOGISTIC CHAIN***



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