

Virginia : A Gateway to the World
“Moving Freight, Moving Forward”

December, 2011



Frank J. Baragona

President

CMA CGM (America) LLC

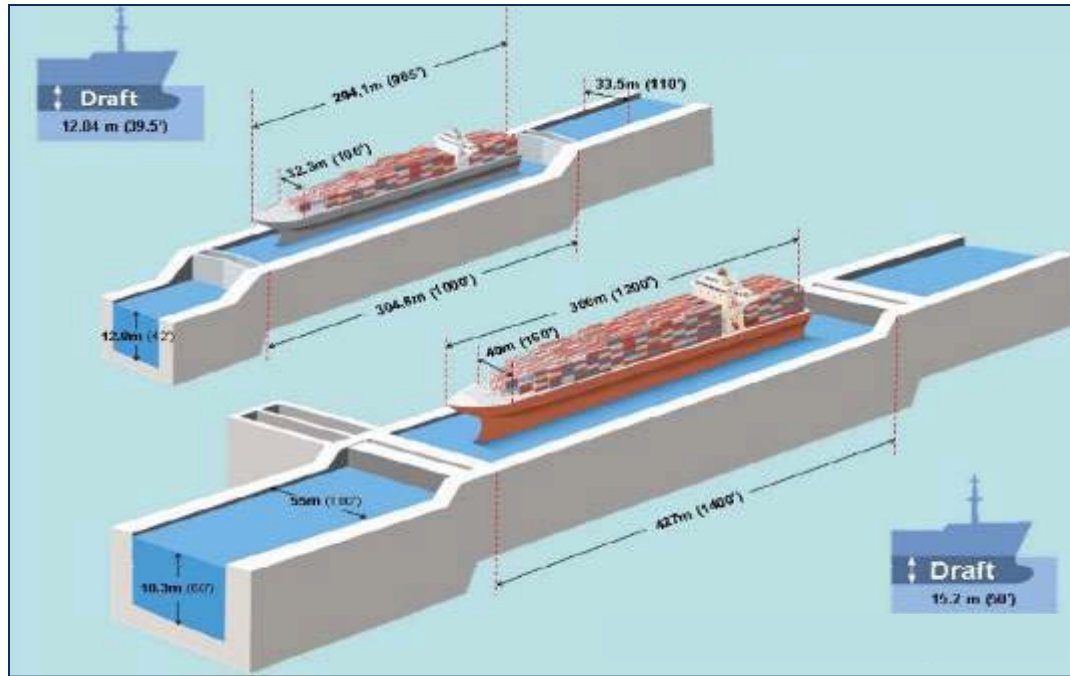
CMA CGM



- **World's Third Largest Container Carrier**
- **Headquartered in Marseilles, France**
- **9 Million TEUs Carried in 2010**
- **8.2% Global Capacity**
- **155 Services Globally**
- **400 Ports Covered**
- **US Headquarters in Norfolk**
 - **750 US Employees**
- **18 Services Covering 14 US Ports**



Panama Canal



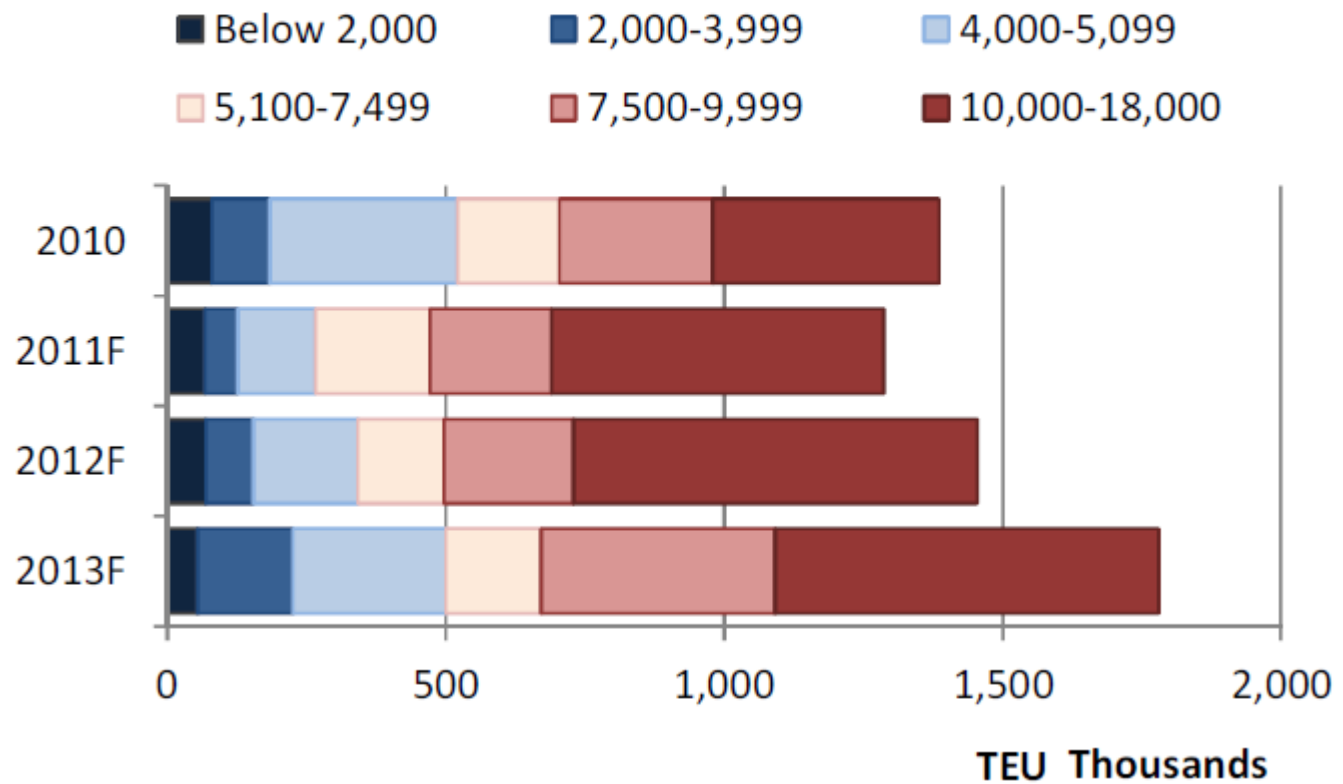
	Current Locks	Current Panamax	New Locks	New Panamax
Length	304.6	294.1	427	365.8
Width	33.5	32.3	55	49
Draft	12.8	12.4	18.3	15.2
TEU*		5000		12000

Dims in Meters

TEU Capacity Estimated based on Vessel Size

Larger Vessels Are Coming

2011-2013 Containership Deliveries (TEU Capacity) by Size Range

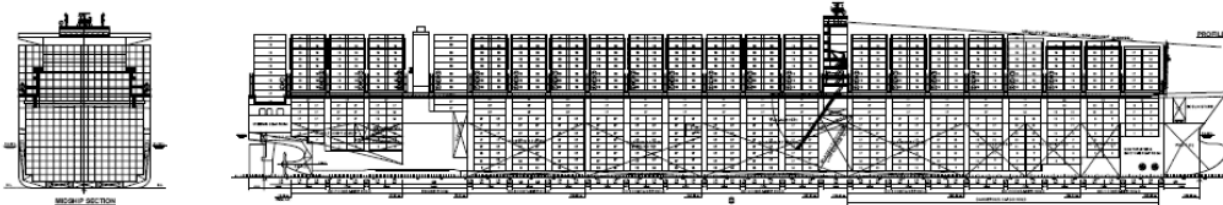


New Panamax Size Vessels

After expansion, the maximum size for new Panamax vessel will be:
13.000 TEU nominal or 9.100 teu at 14 tons



CMA CGM NEWBUILDING 12,600 Teu
SAMSUNG Heavy Industries HN 1815, 16, 17
 Delivery March, July, September 2011



MAIN PARTICULARS

Length over all	apprx. 366.0 m
Length between perp.	350.0 m
Breadth	48.20 m
Depth to main deck	29.8 m
Draught, design	13.0 m
Draught, scantling	15.50 m
Air draft (without/with tilting)	66 m
Deadweight on Td	apprx. 105 188 Ton
Deadweight on Ts	apprx. 142 388 Ton
Lightship weight	abt xxxx Ton
Service Speed	apprx. 24.00 knots
(15.50m draught, 90% MCR, 15% power margin)	
SWBM	xxx t.m

CLASS : GL

+ 100A5, Container Ship, RSD STAR, *MC, AUT, IW,
 "SOLAS II-2 reg 19", NAV-O, BWM-F, ERS

TANK CAPACITIES

Heavy fuel oil	abt 11200 m ³
Marine diesel oil	abt 500 m ³
Lubricating oil	abt xxx m ³
Fresh water	abt 450 m ³
Ballast water	abt 40 500 m ³

MAIN ENGINE

Licensee – Man B&W	12K98MC-C Mk 7
MCR	98,150 BHP (72,240 kW) / 104 RPM
Fixed-pitch propeller	xx Blades
Bow thruster	2 x 1,700 kW

FUEL OIL CONSUMPTION OF MAIN ENGINE

(L.C.V=10,200kcal/kg)
 D.F.O.C at NCR aprx. 300 MT/day

Cruising range aprx. 20,000 NM

POWER SUPPLY

Diesel Generators	2 x 3 800 kW
	2 x 2 800 kW
Emergency Generator	1 x 300 kW

CARGO HATCH COVER

Type	: Steel pontoon type
Stack weight	: 90MT/20ft & 140MT/40ft
Panel weight	: Max.40.0 tons of each panel (excluding container loose fittings)

COMPLEMENT

Crew of 28p + 6 Suez crew

CONTAINER CAPACITIES

With max. number of Containers

	IMO visibility guideline
On deck (8 tiers)	6561 TEU
_In hold	5991 TEU
Total	12 552 TEU

Rows max. in holds/on hatches 17 /19 Rows
 Tiers max. in holds/on hatches 11 / 8 Tiers

EI. Plugs (for reefer Container)
 On deck 1,000 FEU


Stability (14T/TEU homo. at Ts) : xxx TEU
 (based on 8ft 6inches, 45% Container VCG)

NAVIGATION EQUIPMENT

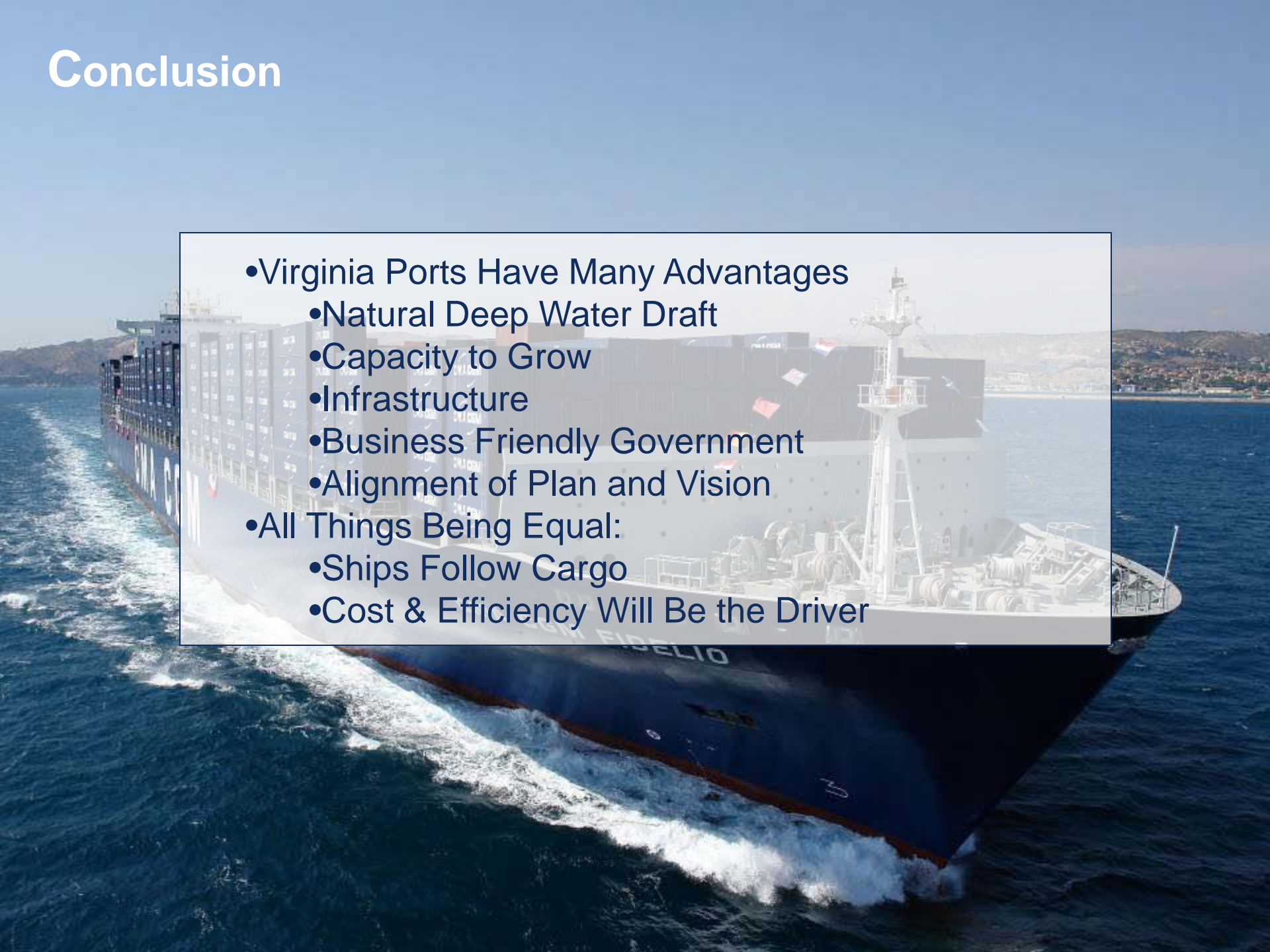
- 2 - Radar Plant with ARPA
- 1 - Auto Pilot / 2 Gyro compass
- 2 - DGPS navigator, 2 ECDIS,
- 1 speed log dual axis

TONNAGE : GT xxx NT xxx
 Suez Tonnage GT xxx NT xxxx

World Class Terminal Vision

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- A large container ship is docked at a port at night. The ship's deck is filled with stacks of colorful shipping containers. Several large gantry cranes are positioned along the dock, their lights illuminating the scene. The ship's name, "CMA CGM", is visible on its side. A semi-transparent white box is overlaid on the image, containing a list of ten bullet points in dark blue text. The background shows the dark water of the harbor and some distant lights from the port area.
- Labor Relations
 - Safety
 - Security
 - Environment
 - Productivity
 - Safe Berth and Deep Water Draft
 - On-Dock Rail
 - Automation/Technology
 - Customer Service
 - Pilot/Tugs

Conclusion

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- Virginia Ports Have Many Advantages
 - Natural Deep Water Draft
 - Capacity to Grow
 - Infrastructure
 - Business Friendly Government
 - Alignment of Plan and Vision
 - All Things Being Equal:
 - Ships Follow Cargo
 - Cost & Efficiency Will Be the Driver

Thank You!

