

Press Conference – 19th January 2024

Review of 2023 & Future Prospects

- ▶ Mid-Term Report on the 2021-2026 Strategic Plan
- ▶ Energy Transformation Is Underway
- ▶ A New Policy to Value-Enhance Port Authority Real Estate
- ▶ Developing Industrial and Logistical Facilities
- ▶ Contrasting Changes in Port Traffic Levels on the Loire Estuary
- ▶ A 31.9-Million Euro Investment Programme
- ▶ An Ongoing Dialogue with Stakeholders

Appendices:

- . Captioned photographs available via this link: <https://we.tl/t-NeZm8Zvtlk>
- . Composition of the Supervisory Board and of the Development Board



On 3rd December 2021, Nantes – Saint Nazaire Port's Supervisory Board adopted the strategic plan for the period 2021-2026; it is built upon three major objectives: *"delivering successful energy and ecological transition"*, *"consolidating the Port's role as the maritime gateway to Greater Western France"* and *"serving the economic and social development of the Loire Estuary"*, which are being implemented via a programme comprising 30 actions.

At the halfway point, three quarters of those actions have been undertaken. The levers for growth identified in order to offset the decrease in fossil energy activities and to help to construct a new economic model have been activated; these include the conduct of real-estate projects for the logistics and tertiary sectors, and the creation of services enabling the emerging offshore floating wind power sector to develop. Actions are also being undertaken to promote the growth of bulk cargo and general cargo traffic, including containers and ro-ro, to the benefit of businesses in Greater Western France.

The initial results today confirm the relevance of the strategy that was adopted over two years ago now, underpinned by a high level of investment that is expressed in a long-term policy for the period 2021-2030 and represents the total amount of 530 million euros (M€).

As a consequence of the implementation of the actions contributing to the value-enhancement of Port Authority real estate, in 2023 port property revenues represent one third of the Port Authority's overall income, as opposed to a quarter of that income in 2020. An extensive programme for the development of a "plug & play" logistical real-estate offer has notably been deployed at the Montoir de Bretagne industrial operations facility and urban real-estate projects are under study in Nantes and in Saint Nazaire.

Following the successful deployment in 2022 of France's first offshore wind farm, as of 2024 Nantes – Saint Nazaire Port is getting ready to receive the first components of the future offshore wind farm facility to be sited off the islands of Île d'Yeu and Noirmoutier. In addition, the Port Authority is anticipating the contribution that it will be making to future generations of offshore wind farms through a major project named Éole, which consists in the construction of a floating wind power integration base in Saint Nazaire.

Container and ro-ro shipping services have been expanded, with the addition of new connections to Southern and Northern Europe, and all the way to Asia for a "con-ro" (containers and ro-ro) service. Operations to upgrade Port Authority assets have also been conducted, so as to enhance the performance of the Port's industrial facilities.

This programme of action is going to continue in 2024, a year that will mark the renewal of the Port Authority's Governance Bodies. A new Chair of the Management Board should be appointed in the spring, and the new five-year term of office of the Supervisory Board and of the Development Board is set to commence as of the end of 2024.



Nantes – Saint Nazaire Port is backing the development of the marine renewable energy (MRE) sector, and preparing the upcoming stages for the reception of future generations of offshore wind farm facilities. The Port Authority is also actively participating in ambitious joint projects aiming to deliver carbon neutrality by 2050.

With the successful experience of the deployment of France’s first offshore wind farm, Nantes – Saint Nazaire Port and the whole Port Community are now setting the standard for logistics in the MRE sector.

In this way, in what is a sign of that recognition, Nantes – Saint Nazaire Port has been chosen to be the port of installation for the île d’Yeu – Noirmoutier offshore wind farm. An agreement covering the reservation of Port Authority real estate has been signed by Siemens Gamesa Renewable Energy (SGRE), Nantes – Saint Nazaire Port, and the Company Eoliennes en Mer des Îles d’Yeu et de Noirmoutier (EMYN) for a period of use of 21 months in duration. Sixty-two 8 MW wind turbines will transit the Saint Nazaire dock basins between the spring of 2024 and the autumn of 2025. The total capacity of the wind farm facility amounts to nearly 500 MW, enough to meet the annual electricity requirements of 800 000 people, the equivalent of the population of the Department of Vendée.



Marc Hirt, Michel Puyrazat, Christelle Morançais, David Samzun, Paolo Cairo and Frédéric Petit, at the Opportunity season-opening event, on 9th October 2023, gathered together to announce the choice of Saint Nazaire as the port facility for the installation of the EMYN wind farm.

The future generations of offshore wind farms, which will comprise 20 to 25 MW capacity wind turbines, require suitable port-based infrastructures. Nantes – Saint Nazaire Port hopes to anticipate the massive growth of large-sized offshore wind turbines, by making available to the offshore wind farm sector a



Here is a prospective, non-contractual view of the Éole project.

dedicated industrial integration base for fixed-foundation and floating wind turbines. The Éole project consists in redimensioning the existing infrastructure, namely the pre-assembly facility in Saint Nazaire, so as to meet the requirements of the sector’s industrial firms. At this stage of the study process, the integration base would comprise more than 700 metres of quay with a capacity of 15 to 30 tonnes per m² and a draught of 12 to 14 metres, with the ability to receive items measuring over 300 metres in height. It will accommodate XXL type equipment designed to handle cargo consignments weighing several thousands of tonnes.

The geotechnical surveys began in 2023. Alongside the currentology, turbulence and hydro-sedimentary studies, work has started on the project dimensioning and on the inventories of fauna, flora and habitats. In 2024, the project will be put out to consultation, through a referral to the French National Public Debate Commission (CNDP). That consultation will be launched as a continuation to the public debate on the new seaboard strategic documents, which commenced at the end of November 2023, and which will notably determine the location of future wind farm facilities comprising floating wind turbines.

Representing a key issue for the future of the Regional Community, and supported on a local, national and European level, the Éole project has its own steering committee, which is co-chaired by the Chair of Pays de la Loire Regional Council and by the Prefect for the Pays de la Loire Region.

Nurturing Ambitions for Hydrogen

Hydrogen is already benefitting from strong momentum, driven by the national strategy for the development of low-carbon hydrogen in France, and as will offshore wind power, this energy source will be called upon to occupy an increasingly important place in the French and European energy mix. Aware of the potential of this new energy source, Nantes – Saint Nazaire Port has been studying the scenarios for the deployment of the hydrogen sector within its ecosystem, with the ambition of becoming the first major port facility for hydrogen on France’s Atlantic Seaboard.



A 12-hectare site located to the north of the multi-bulk terminal will accommodate a renewable hydrogen production facility.

On a site located to the north of the multi-bulk terminal, a renewable hydrogen production and distribution unit will come into being by 2028. The Nantes-based firm Lhyfe, one of the world’s pioneers for the production of green, renewable hydrogen, submitted the winning proposal following the call for expressions of interest (CEI) issued on 21st November 2022. The CEI related to the accommodation of a project to establish a facility for the industrial production and distribution of renewable or low-carbon hydrogen and derived e-fuels. The future 250 MW industrial facility (representing an annual output of 30 000 tonnes of renewable hydrogen) will help to decarbonize the industrial and port activity complex itself, and more generally the maritime transport sector.

Furthermore, Nantes – Saint Nazaire Port is pursuing its cooperation with EDF for the development, on the Loire Estuary, of a facility for the production of synthetic, sustainable aviation fuels. Driven by the French energy company and its partners, the Take Kair industrial project represents an investment in the amount of 750 M€. By 2028, it will be contributing to the decarbonization of air transport and industrial activities, in compliance with the relevant national and regional roadmaps.

A Collective Commitment to a Low-Carbon Industrial Activity Zone

These projects are also in keeping with the low-carbon industrial activity zone (ZIBaC) programme, which is led by AILE, the Loire Estuary Association of Industrial Firms (Arcelormittal, Cargill, EDF, Elengy, Engie, Eqiom, TotalEnergies, and Yara), Nantes – Saint Nazaire Port, Saint Nazaire Urban Area District Authority, Estuaire et Sillon Community District Authority, and Pays de la Loire Regional Authority. In July 2023, the Loire Estuary Regional Community made the successful bid following the call for proposals by the French National Agency for Energy Transition (ADEME) for a low-carbon industrial activity zone within the framework of the "France 2030" Programme. The partners are proposing some thirty concrete actions to speed up the decarbonization and energy transition of the industrial area. The ZIBaC label will make it possible to secure funding to study and to ramp up the deployment of those actions.

In line with this programme, a plan for the capture, transportation and sequestration of CO₂ is being driven by Elengy, in partnership with GRTgaz, Heidelberg Materials, Lafarge, Lhoist, and TotalEnergies. This project named GoCO₂ is supported by Pays de la Loire Regional Authority and by Nantes – Saint Nazaire Port. Studies are under way to define the conditions for the establishment of a liquefied CO₂ loading terminal at Montoir de Bretagne.



The value-enhancement of Port Authority real estate and the conduct of real-estate projects for the logistics and tertiary sectors are among the growth drivers identified and included in the 2021-2026 strategic plan. This source of income should make it possible to construct a new economic model that is less reliant on fossil-energy-related maritime traffic.

The programme to develop a "plug & play" logistical real-estate offer at the Montoir de Bretagne industrial operations facility continued in 2023. Offering storage solutions has become a major economic factor, in response both to a Regional Community logistical real-estate market that is feeling the strain, and to the requirements of a variety of sectors of activity (the aeronautical, agri-food, and marine renewable energy sectors, shipbuilding, mass retailing...), which generate multiple supply chains calling for storage capacity in strategic locations.



In the space of two years, five metal-and-textile buildings have been delivered at the industrial operations facility.

On a site located at the foot of the Pont de Saint-Nazaire bridge, three metal-and-textile buildings representing a total surface area of 17 000 m² were delivered in the spring of 2023, to meet the logistical requirements of the marine renewable energy sector, and notably of General Electric, which is based at the industrial operations facility. These are in addition to the first two metal-and-textile buildings installed in that area at the end of 2021 and early in 2022. To the north of the container terminal, a similar building with a surface area of 3 000 m² was accepted in June and handed over to terminal operator Terminal du Grand Ouest for its logistics operations.

Nearby, Nantes – Saint Nazaire Port is continuing to develop "plug & play" logistics platforms to accommodate dry storage facilities and industrial logistics warehousing. A 9-hectare plot of land in the west section of the Montoir de Bretagne industrial operations facility is being preloaded. The work to develop paved areas and structures will then go ahead in two phases: early in 2025 for the first phase, and in mid-2026 for the second. In the east section, studies are being carried out for a similar development on a 6-hectare plot, the aim being to capture local logistical flows and to handle those flows as close as possible to where shipping services are provided.

Real-Estate Projects in Urban Areas

Nantes – Saint Nazaire Port is seeking to breathe new life into old port facilities located in the heart of the City. In this way, the Quai d'Aiguillon – Shed N° 12 site beside the River Loire, halfway between the rapidly changing Bas-Chantenay District of the City and the heart of Nantes, has formed the subject of a call for expressions of interest. Shed N° 12 will make way for a new building, which will be exemplary on an environmental level, and which will contribute to the economic development of Bas-Chantenay and help to make the most of the Port Authority's real estate.



The site of Shed 12, Quai d'Aiguillon, is forming the subject of a real-estate development project.

The winning project will be announced in the course of 2024. Other real-estate development projects are also being considered for the Île de Nantes area of the City.

In Saint Nazaire, Nantes – Saint has undertaken a project to redevelop the outer harbour and the Petit Maroc area, notably involving the creation of islands for tertiary activities. The aims are to value-enhance the built heritage and landscape of this site possessing exceptional potential, to render it more attractive, and to open up new perspectives towards the River Loire, as a continuation of the waterfront. The main urban redevelopment orientations were presented to the inhabitants at a public information meeting held on 22nd November 2023 and attended by 90 people. The consultation process continued on 14th December 2023 then on 16th January of this year, with collaborative workshops in which some thirty residents took part.

Port Authority Real Estate Serving Energy Transition

Unoccupied up to now, 22 hectares of land whose use is restricted under the Montoir de Bretagne technological risk prevention plan (TRPP) will be utilized to accommodate two photovoltaic power plants.

Sited to the east and to the north of the Montoir de Bretagne LNG terminal, a first photovoltaic power plant came into service in January 2023. With its 14 000 ground-level solar panels covering a 9-hectare area, this photovoltaic power plant operated by Engie Green is capable of producing up to 7.6 MW of electricity.

Furthermore, a second project driven by energy specialist Amarenco and covering an area of 13.9 hectares to the west of the LNG terminal is currently undergoing administrative review.



Sited to the east and to the north of the LNG terminal, the photovoltaic power plant operated by Engie Green.

Designed by DENV-R, the first prototype floating data center will be commissioned in the first quarter of 2024 in the port and maritime area, near the Quai Wilson facility in Nantes. The initial preparatory work was carried out at the end of 2023. The floats are due to be installed in late January. A natural, closed-loop cooling system will make it possible to recover frigories from the water around the float via an exchanger circuit. The low-carbon-footprint data center will be partly powered by renewable energy via an in-situ energy production system. A 120 m² area of water and a 28 m² plot of land have been made available to DENV-R for the installation of this first prototype. The firm has collaborated with Geps-Techno on the design of the float, the platform of which will receive containers integrating the servers.



The data center designed by DENV-R will be installed in the River Loire, near the Quai Wilson facility, in the coming weeks.

An innovative system was installed in December at the Nantes Cheviré port facility. Nantes – Saint Nazaire Port made available a 390 m² area to the Nantes-based company Enerdigit, so that it could deploy an electricity storage and redistribution system equipped with 8 racks of batteries with a unit capacity of 372.7 kWh, a control

cabinet to supervise the system, a converter, a transformer and a delivery substation connected to the Enedis high-voltage grid via a source station located nearby. The project forms a part of the "smart grids" (for the intelligent control and management of electricity networks and flows of electrical energy) making it possible to optimize distribution and consumption on a real-time basis. This innovative flexibility solution for the national electricity grid will be used to operate emergency services and to provide stability, with the aim of ensuring at all times a proper balance between the production and the consumption of electricity, which is very useful notably at times of peak consumption in the winter months.

The French subsidiary of the UK company Harmony Energy has also chosen the Cheviré port activity zone as the location for its electricity storage operation. An agreement was signed with transmission system operator RTE and an application for planning permission granted in October 2023 for the development of a 12 000 m² surface area located close to the transformer substation. The operation will have a capacity of 200 MWh and it should come into service in 2026.

Nantes – Saint Nazaire Port supports the development of emerging sectors of activity, notably the sail power sector and the many projects aimed at decarbonizing maritime transportation. CWS, a company specializing in the design of rigid sails, will be locating to the downriver port area. The official announcement was made on 1st June in Saint Nazaire, at the Wind for Goods Trade Show, the gathering dedicated to wind-powered transportation, of which Nantes – Saint Nazaire Port is a partner. Contacts regarding the installation of prototypes are also advanced with other companies, such as Wisamo, the Michelin Group start-up and producer of retractable, inflatable wingsails, and Farwind Energy, a venture of École Centrale Engineering School, which is involved in the design of vessels that produce energy and are propelled by the wind using sails.



Nantes – Saint Nazaire Port contributed to the development of new shipping services in 2023. The Port Authority also made a number of investments in order to maintain and to develop the level of performance of its industrial facilities, to the benefit of the Regional Community’s businesses.



The first call by the WEC Lines shipping service, on 19th September 2023, at Montoir de Bretagne.

The shipping service offer expanded in 2023. Starting in February, a con-ro (containers and ro-ro) vessel now calls once a month at the Montoir de Bretagne general cargo and container terminal, arriving from Shanghai (China), via Chennai (India) and Jeddah (Saudi Arabia). Operated by Bahri Lines, this service is used to supply components to the General Electric factory at Montoir. Open to other traffic and suitable for XXL cargo consignments, it offers a connection to the hubs of Bremerhaven (Germany) and Antwerp (Belgium).

In September, shipping line WEC Lines incorporated Montoir de Bretagne in its Northern Europe – Southern Europe maritime logistics plan. Several of Greater Western France’s companies in the agri-food, industrial, building and civil engineering and clothing sectors are now able to benefit from a new shortsea shipping service for the importation or exportation of their goods. Two vessels with a capacity of 800 TEUs call every week at the Port of Nantes – Saint Nazaire. The first arrives from Morocco, Portugal and Spain, and the second from Northern Europe, namely from the United Kingdom, the Netherlands and Belgium. From May to November, shipping line CMA CGM has opened up a feeder service connecting Montoir de Bretagne to the hub of Algeciras.

Ro-ro activities have regained good momentum after the years of COVID-19-related disruption, thereby strengthening Montoir de Bretagne’s position as the chosen point of entry for flows of motor vehicles arriving from Morocco and Spain. Furthermore, since June 2023, the terminal has been utilized for the export of the 13-MW Haliade X offshore wind turbine nacelles assembled at the General Electric factory, which is located close to the berth where such XXL cargo handling operations are carried out. 35 generators have been transported to offshore wind farm facilities in the United Kingdom and 21 to the USA.



Export of the Haliade nacelles produced by General Electric, outbound from the dedicated facility at Montoir de Bretagne.

The terminal is now equipped with electric charging stations, and has acquired a rail ramp with a view to future multimodal projects that will serve to decarbonize motor vehicle manufacturers’ supply chains. This investment complements Nantes – Saint Nazaire Port’s rail service offer, following the extensive work carried out in 2022 to renew the port-based rail network.

Maintaining High-Performance Infrastructures

In Saint Nazaire, the mobile structures permitting access to the dock basin have benefitted from an extensive upgrade over the course of several years, and are under constant scrutiny to ensure that they are ready to meet the major challenges ahead, an intense level of dockyard activity being concomitant with the deployment of offshore wind farms. Refurbishment work has been carried out at the location of the south lock, notably on the downstream part of the structure and on the swing bridge, including the hydraulic and electric mechanisms.



Refurbishment work on the swing bridge of the south lock, in Saint Nazaire.

Particular attention is also paid to the dry docks of the Penhoët dock basin, in Saint Nazaire, which saw intense activity in 2023. They were notably utilized for the replacement of a part of the hull of the *Belem* in the spring, and for the annual maintenance turnaround of the dredger *Samuel de Champlain*, from November to January.



The Aloès crane barge, here being used for the refurbishment of the dolphins of the Cheviré ro-ro berth.

Work was carried out on the Quai de Penhoët quay in order to increase the berthing capacity of that infrastructure, which is used by the Chantiers de l'Atlantique shipyard in fitting out its cruise liners. The replacement of several bollards is scheduled to be carried out in two phases, from July to August 2023 and then from November 2023 to March 2024.

Nantes – Saint Nazaire Port's technical teams conducted refurbishment work on the wooden fender piles of the seven dolphins of the ro-ro pontoon at the Cheviré facility. Extensive work was carried out on the Aloès crane barge and on the Les Coteaux floating dock, at Le Pellerin, which is notably used for maintenance work on the Loire ferries.



Contrasting Changes in Port Traffic Levels on the Loire Estuary

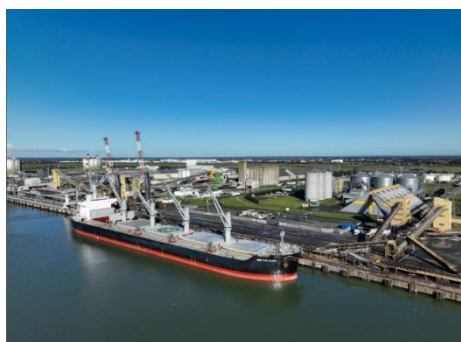
In 2023, the total traffic volume at the Port of Nantes – Saint Nazaire amounts to 28.4 million tonnes (MT), a figure that comprises 21 MT in import traffic and 7.3 MT in export traffic. Following a start to the year that was impacted by the industrial action relating to the retirement pensions reform, the traffic on the Loire Estuary recovered its forward momentum, as evidenced by the growth in ro-ro traffic, in animal feedstuffs traffic, and in liquefied natural gas imports.

The geopolitical situation has direct consequences for the international economy, notably in terms of the cost of energy, raw materials and transportation. Being core to worldwide trade, maritime and port-based activities are affected by these developments, which have an effect on the flows and on the volumes of cargo handled. Many European ports experienced a downturn in activity in the course of 2023. As of the end of November, the main French ports recorded an average contraction in their traffic volume of nearly 7 %.

In 2023, imports of crude oil on the Loire Estuary progressed by 33 % compared to 2022, a year that was characterized by the resumption of refining operations during the summer following an 18-month-long interruption. Activity at TotalEnergies' Donges refinery returned to normal production levels, except during a technical shutdown lasting several weeks in the spring of 2023. Refined petroleum products traffic continued to progress (+ 6 %), with a rebalancing being noted between imports (1.2 MT) and exports (3.3 MT).

At 8.1 MT, liquefied natural gas traffic remains at a high level. 114 vessels called at Elengy's liquefied natural gas terminal at Montoir de Bretagne as opposed to 139 in 2022, an exceptional year during which, just like many countries in Europe, France strengthened the security of its energy supplies and stocks.

The EDF thermal power station at Cordemais was little in demand in 2023. Coal traffic was limited to 0.4 MT, significant stocks having been built up in 2022.



Imports of ingredients used in the production of animal feed progressed by 5 %.

Imports of ingredients used in the production of animal feed maintained good momentum (+ 5 %) compared to the previous year. Grain and cereals exports are down by almost half, as is the case for most French ports, in spite of the good level of the 2023 harvest. Grain and cereals of French origin continue to face stiff competition from the countries bordering the Black Sea. The historic destinations, Africa and the Middle East in particular, are opening up henceforth to produce of other origins. Agri-food-related liquid bulk cargo traffic records a level which is comparable to 2022, the sustained demand for oils serving to maintain a good level of output at Cargill's trituration plants in Saint Nazaire and at Montoir de Bretagne.

Although the market is under pressure, dry bulk products for the building and civil engineering sector are stable overall, driven by the dynamism and appeal of the Loire Estuary Regional Community. Marine sand traffic represents 1.2 MT, and cement and clinker traffic, on a par with the previous year, amounts to 0.4 MT. In spite of a first quarter marked by the interruption of exports from the Nantes Cheviré port facility,

recycled scrap metal traffic remains buoyant. Exports bound mainly for steelworks in Spain and Turkey are up 11 %.

The volume of activity at the ro-ro terminal progresses by 13 %, as a result of a strong upturn in the automotive sector after the difficult years that followed on from the COVID-19 pandemic. In 2023, over 118 000 vehicles transited the terminal, which has become the preferred point of entry for deliveries from Morocco and Spain. In addition to the historic shipping lines LD Seaplane and Suardiaz, new operators such as Grimaldi, Neptune Lines, Transfennica, Erkport and Polaris have been calling at Montoir de Bretagne. Furthermore, the Stellantis plant in Rennes has chosen the Loire Estuary facilities as the port of shipment for its vehicles bound for Turkey, and automobile manufacturer Volkswagen has used those same installations on several occasions to supply its inter-regional network of dealerships.



A call by the Neptune Horizon, on 11th February, with 3 100 vehicles on board.

2023 is marked by a slowdown in global containerized trade. A result of a decline in household consumption, this has led notably to the contraction of volumes between Asia and Europe. In that context, business at the Montoir de Bretagne container terminal remained steady overall. Between May and November, an export link to the hub of Algeciras was opened up by shipping line CMA CGM, and a new short-sea service taking in ports in Spain, Portugal and the United Kingdom was launched in October by WEC Lines, offering industrial firms in Greater Western France new intra-European transport alternatives.



A 31.9-Million Euro Investment Programme

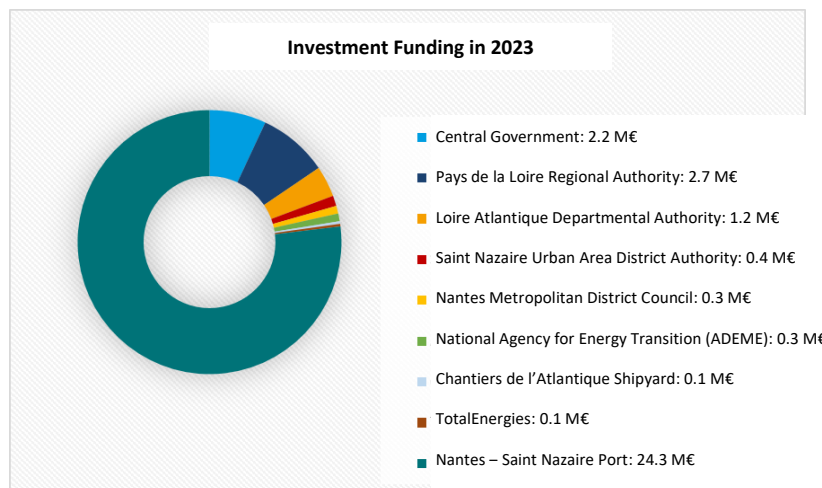
Nantes – Saint Nazaire Port made 31.9 million euros in investments in 2023, the third year of implementation of the long-term investment plan accompanying the changes being made to Nantes – Saint Nazaire Port's economic model.

The investment commitments notably concern the ongoing operations relating to the development of the marine renewable energy sector, including the studies concerning the Éole project, the preparatory work for the EMYN project, and the purchase of three pontoons for the east entrance to the Saint Nazaire dock basin.

This amount includes operations contributing to the value-enhancement of Port Authority real estate, such as the preloading of plots of land at the Montoir de Bretagne industrial operations facility, and logistics-related real-estate operations such as the delivery of metal-and-textile buildings. It also covers the continuation of studies and proceedings for property development operations in the tertiary sector.

Operations have been carried out to maintain and to upgrade Port Authority assets, including work on the infrastructures in Saint Nazaire of benefit to shipbuilding activities, such as the operation to increase the reception capacity of the Quai de Penhoët facility or the setting up of a guidance system for large-sized vessels using the Joubert sluice dock. This investment item also covers the construction of a service base for vessels at Montoir de Bretagne and the commitment to replace the crane at the dry docks in Saint Nazaire.

The investment programme has been co-financed by the European Union, by Central, Regional and Local Government, and by Nantes – Saint Nazaire Port, either from its own funds or through borrowing.



On 24th November 2023, the Supervisory Board validated an investment programme in the amount of 33.5 M€ for 2024. 19.5 M€ will be devoted to operations to maintain Port Authority assets and designed to reduce the carbon footprint, to develop multimodality and to deploy digital technology. 14 M€ will be used for development operations aimed at supporting port-based logistics, at developing renewable energy activities, notably the floating wind power sector, and at value-enhancing Port Authority real estate through the provision of new "plug & play" platforms and tertiary sector property development projects.



An Ongoing Dialogue with Stakeholders

Operating within a rich and diversified ecosystem, Nantes – Saint Nazaire Port engages in dialogue with each of the interested parties: political, institutional, industrial and logistical players, interest groups and associations, citizens... On numerous occasions in 2023, the Port Authority joined forces with its maritime and port-based partners.

Relaunched in 2022 in order to go out and capture new markets, the force of the port promotion collective was illustrated on many occasions in 2023. Under the **OPORTunity** banner, the Collective composed of Nantes – Saint Nazaire Port, Nantes Ports Maritime Union (UMNP), the Nantes – Saint Nazaire Chamber of Commerce and Industry, Pays de la Loire Regional Authority, Saint Nazaire Urban Area District Authority, Nantes Metropolitan District Council, and Loire Atlantique Departmental Authority was active both in the Port's hinterland and at major maritime and port-based logistics gatherings. Having held meetings with shippers in the Department of Mayenne on 7th March, as part of the second stage of the regional tour initiated in December 2022, the Collective took part in several trade shows in the transport and logistics sector (BreakBulk, Shipping Days, SITL) or in the area of new energy sources (Seanergy). On 9th October, 220 people, public- and private-sector stakeholders from the port and maritime world, assembled at Quai du Commerce in Saint Nazaire to mark the first year of existence of the **OPORTunity** initiative. At the end of November, the members of the Collective came together on the same stand for the Maritime Economy Forum, which was held in Nantes on 28th and 29th November. This annual gathering brings together the entire membership of France's maritime community. The event offered the chance to present the industrial and logistical service offer, and the strategy for the decarbonization and sustainable development of the Port of Nantes – Saint Nazaire.



The OPORTunity Collective at the BreakBulk Trade Show in Rotterdam, from 6th to 8th June 2023.

Mobilizing Every Expertise to Deliver Innovation

Nantes – Saint Nazaire Port launched a Smart Port initiative in order to facilitate and to speed up digital technology innovations for the benefit of port-based activities and to enhance the attractiveness of the Regional Community. From Season 2 of the Smart Port Hackathon, Nantes – Saint Nazaire Port has derived some genuine, concrete solutions that are going to contribute to its innovative thinking and appeal in crucial areas. The first deliverables from this event, which is now integral to the Loire Estuary Regional Community landscape as a meaningful gathering of many minds, were revealed at



The commercial showcase for real-estate offers, a most valuable asset for the sales teams...

the end of the year. The commercial showcase for real-estate offers has been online via the Nantes – Saint Nazaire Port website since late November. This new digital solution offers a 360° experience seen from the sky, for a complete immersion in the heart of the industrial and logistical operations centre at Montoir de Bretagne, the better to discover the real estate available there. The tool also puts into perspective all the advantages of this port activity zone when it comes to meeting the logistical requirements of potential project developers. A no-download, mobile guide app intended for port activity zone users has just been finalized. Without an address, in one click or thanks to a QR Code, the application guides users directly to their meeting place in the port activity zone, on their mobile phone and in their own language, following a route which is recommended for the regulated zones and is connected directly to Google Maps.

Dialoguing with the General Public

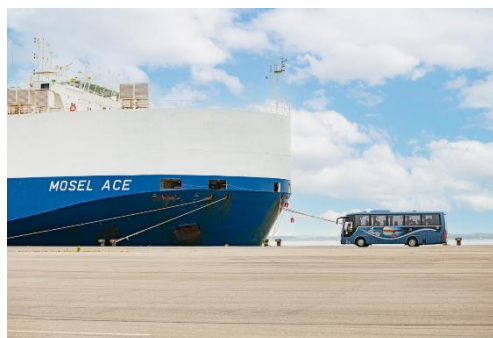


Nantes – Saint Nazaire Port was a partner of the "Right on the Loire" event.

Nantes – Saint Nazaire Port is stepping up its efforts to become better known to the general public, and notably to the citizens of the Loire Estuary. From 30th May to 5th June, the festive, nautical and cultural event "Right on the Loire" returned for a third edition, which attracted 200 000 spectators between Saint Nazaire and Mauves-sur-Loire. The guiding theme of the festival was the spotlight cast on the Estuary and the strong bond that unites the inhabitants and their river. A major partner of the event, Nantes – Saint Nazaire Port welcomed the participants (including the organizers and their partners) and a large audience to its facilities, notably to the Quai d'Aiguillon quay, which

formed the heart of the festival, and of course onto the water for the nautical parade by the entire fleet. Playing an integral part among the many attractions on offer to the public, Nantes – Saint Nazaire Port gave people the chance to find out about its activities through a photographic exhibition, an escape game on a set or an immersion inside the port terminals via a virtual reality headset.

Invested for almost 20 years now in business discovery tourism, Nantes – Saint Nazaire Port collaborates with the Tourist Offices in Nantes and in Saint Nazaire (A Journey to Nantes and Stunning Saint Nazaire), as well as with the Regional Community's tourism amenities in welcoming nearly 20 000 visitors a year. The quality of the tours of the downriver port installations was recognized once again at the start of November, with the renewal of the Qualité Tourisme™ ("Quality Tourism") brand accreditation. Conducted by Stunning Saint Nazaire, these tours attract close to 2 000 people each year.



"Quality Tourism" accreditation has been granted once again for the tours of the downriver port facilities.

On 26th and 27th October, as part of the 8th edition of the Pays de la Loire Company Tours in Our Region Days initiative, Nantes – Saint Nazaire Port gave visitors the opportunity to meet port professionals in locations that are usually closed to the public. They were able to see what goes on behind the scenes at

Somaloir, a company specializing in ro-ro logistics, and at the port terminals on the Loire Estuary. A few lucky visitors were also received at the Harbour Master's Office in Nantes, during a tour of the upriver port facilities. Involved ever since the very first edition of this event, Nantes – Saint Nazaire Port has enabled more than 550 visitors to benefit from these encounters and to step behind the scenes of the port environment.

For the fifth consecutive year, Nantes – Saint Nazaire Port joined in the Pays de la Loire Regional Education Pact programme, which is driven by Pays de la Loire Regional Authority, in partnership with the Visit Our Businesses in Pays de la Loire Association, the Pays de la Loire Chambers of Commerce and Industry and the Office of the Director of Education in Nantes. This programme supports the success and professional inclusion of young high school students and apprentices in the Region. As part of this programme, over 60 students receiving primary vocational training in maintenance, logistics, and customer relations were able to discover the richness of the whole port and industrial complex by talking to those who work there.