

Sustainable Business Development Committee

Online meeting 1st June 2021

Minutes

▪ Welcome and presentation of the Agenda

The Chairman of the Committee, Ahmed Bennis, welcomed everyone to the meeting and presented the **agenda** of the meeting which was:

- Presentation of the MEDports statistics by the SG/Fajr Wahba
- Design of a webinar business oriented: fresh food? break-bulk?
- MED Solid Bulk Project presented by the Port of Marseille (Jaureguy Fatiha)
- Smart Ports: Cybersecurity, how to improve the exchange of best practices between us, and how to promote the MEDports Association practices in this field.
- ECA Seminar: Date and Form
- West MED Initiative
- Any other issues
 - **Sea Traffic Management**
- Data and location for next committee meeting.

The agenda was approved. Ahmed Bennis stated that the meeting today to define a few topics to work on this year.

▪ Presentation of the MEDports statistics

Philippe expressed his happiness about this because of difficulties to get them in the past. Good for representativity of Med ports (included in attachment)

More than **700 Mt**, very encouraging and impressive. Only **5 M passengers**. It makes more than 70% of overall Med traffic. Passengers: **-72,03%** in 2020 in Med. **Down from 20 M to 5 M.**

More than **50%** of traffic is **general cargo**, **30%** for **liquid bulk**, **20%** **solid bulk**.

In comparison with Northern range in 2019 and 2020: In terms of dynamic, globally the same. General cargo, decrease for both areas of **1 Mt**.

1. Medports:

- Decrease of 11% Liquid
- Decrease of 7% solid bulk
- +1 % increase of General cargo 2020

2. North range:

- Decrease of 9% Liquid,
- Decrease of -13% solid bulk,
- Decrease of -3% of general cargo 2020

Thanks to new members and dynamic of historical members. It was agreed that it's important to have these **numbers regularly from promotion purposes** to make the promotion of our members and have visibility.

Delphine Beudin suggested **the distribution of traffics in areas between MPA members, in addition to the number of ports and which ones.**

Philippe stated that we lack 3 main ports: **Genoa, Piraeus and Turkish ports**, but difficulty with Turkey because they are private administrators. Ahmed Bennis will introduce the MEDports with **Yildirim**, a private administrator of Turkish ports.

▪ **MED Solid Bulk Project presented by the Port of Marseille**

Geraldine Manzon presented a project of Marseille-Fos. She proposed a survey to work together:

- Share traffic info to develop synergies,
- Optimize maritime transport,
- Increase sustainable business.

Marseille-Fos has received a proposal of a new solid bulk line. Therefore, the following project was proposed to have a better view of the Med traffics:

A Member-only study: To share information on traffics of Solid Bulk and Break Bulk. This could help find out how to increase MED business, and how to avoid empty vessels. As the figures showed, Med ports handle more than 200Mt of Break Bulk.

Ahmed Bennis said, even if in Tanger Med such traffics represent a very low portion of the total, he is interested of the project, because it can help gain visibility and potential new traffics.

It is suggested, to improve this proposal, to **identify a group of products** than can represent new traffics and generate info for each group of product. Mrs. Manzon proposed a table to fill, with the year, the sense (in/out), the product type, the tonnage.

Philippe Guillaumet said, this study can help the Association to be in adequation with what members asked, to be more business oriented. Often, 1 ship makes only 1 call in 1 port. This study could help find opportunities to develop this business and optimize the calls. It can concern every size of ports and help create a real Mediterranean network.

▪ **Smart Ports**

In Tanger Med, they have in their strategic plan for **full digitalization process**, **Cyber-security** is their top concern, as well as identifying **new items to connect Tanger Med with other ports in the world**.

Stéphane Reiche, as former Chair of the previous SMARTport committee, stated that in the last session of the Smartport Committee, **a smartport Challenge** was proposed and sharing best practices.

The ANP mentioned that they launched a Smartport Challenge last year. They exchanged with Stéphane Reiche on how they did, which companies can participate.

Another way **to work together**: When a port organizes a Smartport Challenge, they can share with the MEDports network **1 of the topics in this Challenge**.

Stéphane Reiche stated, at least one of the topics of the Marseille port challenge could be shared with other ports.

<https://lefrenchsmartportinmed.com/les-defis-2021>

<https://lefrenchsmartportinmed.com/les-defis/defi-port-de-marseille-fos-et-union-maritime-et-fluviale-smart-port-challenge-3>

During the last Smartport Committee, the possibility of drafting a position paper was raised. The position paper aimed at expressing a common position of the MPA regarding **the need to digitalize** the declaration of goods, etc, and the whole process. Regarding customs, this is an issue of long of IPSCA. This topic is not new, but the European Administration is quite slow to respond to this idea, so **MPA can work on it**.

Tarik Maaouni then proposed to issue a **0-paper statement**, which could find a way for cooperation in order to exchange digitally documents (for example, the Certificate of origin, not yet exchanged and many other papers to exchange).

In this regard, we need to **define common goals** to define which documents to exchange. The main issue is that each port is cooperating with different ports, but in order to cooperate alone this would require **a huge effort** so the best way to **work together**. And regarding Smartport Challenge, **they suggest that not only Smartport, but also security, sustainability issues**, etc, could be raised. **Going together can make us gaining time.**

Ahmed Bennis stated that **an example of cooperation** between **Tanger Med and Port of Algeciras** regarding legal documents can be an example to accelerate the process so Tanger MED can show a presentation on this topic and which **actions were taken to achieve this**. He also suggested that we can also go with **a workshop with representative from Tanger Med and Algeciras**.

Stéphane suggested **organizing a webinar** with the EU on this subject and **the possibility to duplicate the same with other ports of the Med**.

Philippe added that it was discussed in the Promotion Committee, this event in Brussels, to be attended physically, so **it's time to work on position paper and integrate this point in the delegation of the MEDports this year**. Philippe also suggested an idea could be to **have a network of all trainings of blue economy in the Med**. This topic is Cooperation Committee responsibility now and could be discussed in the next **General Assembly (probably 5th of July)**.

Ahmed Bennis stated that it's time to have the eastern part of Med to participate, **the Smartport challenge could be the occasion**, to host in **Alexandria or Malta the Challenge?** honoured to have them participate more.

- **Design of a webinar business oriented: fresh food? break-bulk?**

Ahmed Bennis suggests **fresh food traffics in MED**,topic of the next webinar session. Philippe agreed, saying that fresh food is **the most common traffic**, proposing **October or November?**

Tarik proposes another idea which is to **develop SSS in the Med** and **use ships instead of road**, as number of trucks is rising and it is already a problem. The idea here is: How to bring this traffic in ports? We could have **the EU support in that field, because it supports their policies**.

After discussion, it was agreed that 2 Webinars this year will be difficult, proposing that **maybe 1 in October/November, another in February**. We could begin with fresh food and **perishable**, and **second one on SSS**, with support of Med and EU institutions.

▪ ECA Seminar

Ahmed Bennis stated that ECA seminar can still be planned as already the framework is set, just we need a date. Fresh food is something that can be easily planned, he proposed **last 2 weeks of November** for ECA seminar.

▪ West MED Initiative

Raul shared that working groups: **among them West Med Technical Group on Green Shipping, they presented the Sustainability Committee, afterward showed interest of MPA to take part in their technical committees. Issue relevant documents, attend their meetings, and provide our network.** There are 3 initiatives on the table, the MPA could join

- **Feasibility Study.** Boosting Green Shipping: maximising investments in sustainable energy; Lead by University of Genoa
- **Pilot Action 1.** Network of WestMED Maritime Ports as Energy Communities; Lead by Fundación Valenciaport
- **Pilot Action 2.** Boost adaptation of WestMED commercial vessels (ferries and service), Led by CONFITARMA/GRIMALDI and with the participation of Fundación Valenciaport

Raul stated that now it is time to say where do we see Medports Association as participant and what role do we give to such participation, to what extend should Medports be involved considering the lack of resources available.

Raul highlighted the **opportunity to join these initiatives** won't take a large time, but **MEDPorts have to be active**, he added to also **identify EU calls for fund to fund these initiatives.**

Philippe stated that it is interesting for MEDports to be in this kind of initiatives and that MPA could give a clear mandate in the GA to follow the initiative for us and set the conditions.

▪ Sea Traffic Management

Swedish Maritime Association: EU project Sea Traffic Management could be extended to the Med about digitalization of info exchange within the port; port call optimization. Stéphane will forward the email, if interested members, could issue a call with Swedish colleagues.