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## PRESS RELEASE

### **Business France and the port of Marseille-Fos sign a strategic partnership to support the re-industrialization of France and enhance its international profile**

In the presence of Christophe Castaner, Chairman of the Supervisory Board of the Port of Marseille-Fos, Laurent Saint-Martin, Chief Executive Officer at Business France, and Hervé Martel, Chairman of the Executive Board of the Port of Marseille-Fos, yesterday signed a partnership agreement to contribute to the re-industrialization of France and the development of strategic sectors related to the “France 2030” plan.

This agreement defines the terms of collaboration with Business France to enable the port to promote its international strengths and position itself, as well as its wider region, as a major access point in France to the European market, and as a world-class industrial port area.

The partnership between Business France and the port of Marseille-Fos includes:

- **The development of maritime flows and exports:** The port wishes to explore new markets by promoting its competitive advantages. Business France will be able to provide its expertise to help achieve this goal.
- **The development of foreign investment:** The port will provide Business France with tools to showcase its international strengths.
- **Providing Technical information for Business France teams:** The port will offer Business France’s international teams data and insights to raise awareness of port and logistics issues and activities.

Thanks to this partnership, collaboration between Business France and the port will be strengthened, as has already been the case recently:

- In September 2023, during the French Maritime Days in Saudi Arabia, high-level contacts were established with Saudi stakeholders in the fields of alternative fuels, ship repair and cruise traffic.
- In October 2023, during the Investor Days in China, when the port’s low-carbon logistics excellence was demonstrated to Chinese decision-makers.
- In December 2023, during the Investor Days in India, when the port’s strategic logistic position and its commitment to decarbonization were highlighted.

The port is positioning itself as a key player and partner for Business France. The Marseille-Fos port area is facing a historic period of transition on the energy, industrial and digital fronts. In April 2024, a total of 55 turnkey sites were announced as part of the “France 2030” plan, including eight in the Provence-Alpes-Côte d’Azur region and three directly in the port area (Innovex, Tonkin and Cavaou). These new sites will support the development of green industry, driving activities aligned with decarbonization targets. Among the major projects planned in

Fos-sur-Mer is that of GravitHy, which plans to set up a factory to produce green iron and steel, while H2V intends to open a gigafactory to produce green hydrogen and methanol, and Carbon aims to open a solar panel factory. This project alone is expected to generate 3,000 new jobs.

Currently, 42,600 salaried jobs, spread across 1,570 establishments, are directly or indirectly linked to the activities of the port of Marseille-Fos, which equates to 7.9% of salaried merchant shipping jobs in the Bouches-du-Rhône *département* (INSEE Provence-Alpes-Côte d'Azur region, May 2023).

Laurent Saint-Martin, Chief Executive Officer at Business France, said: "We're delighted to sign this agreement with the Port of Marseille-Fos, a strategic partner that embodies excellence and innovation in the field of maritime trade. This collaboration will not only strengthen our positioning on the international stage, but it will also stimulate economic growth, attract foreign investment and create new export opportunities for French businesses. Together, we'll open new paths to prosperity and success."

Hervé Martel, Chairman of the Executive Board of the Port of Marseille-Fos, added: "The signing of this agreement between our two establishments marks a major step forward for industrial and port development. Thanks to this alliance, we're bringing our skills together to better promote our international strengths and best meet the needs of foreign investors."

### **About Business France**

Business France is the public consulting business serving the international development of the French economy. It is responsible for fostering export-led growth by French businesses, as well as promoting and facilitating foreign investment in France.

It promotes France's firms, business image and nationwide attractiveness as an investment location, and also runs the VIE international internship program.

Business France has more than 1,400 personnel, both in France and in 55 countries throughout the world.

In 2023, support from Business France made it possible to generate €3.3 billion in additional export revenues for French SMEs and mid-size companies, accounting for more than 27,111 jobs created or planned. Business France supported 58% of the 1,815 foreign investment decisions in 2023, accounting for 67% of the 59,254 jobs created or maintained nationwide.

### **About the Port of Marseille-Fos**

A major player in international trade, the Port of Marseille-Fos welcomes nearly 10,000 ships each year, processes 72 million tonnes of goods and is developing 10,400 hectares as part of its commitment to environmental excellence.

With an area the size of Paris, the Port of Marseille-Fos has the space and infrastructure to accommodate maritime, logistics and industrial activities. It can handle a wide range of activities, from import to export of all types of goods (bulk liquids, containers, minerals, food products, etc.). The port boasts large-scale logistics platforms catering for international players supplying the French and European markets.

Industrial activities, such as refining, steelmaking, the chemical industry and naval repair, including the world's third largest dry-dock "Form 10", reflect the diversity of the port's ecosystem. The Port of Marseille-Fos also meets the international standards required for passenger, cruise and ferry activities. The Port of Marseille-Fos places environmental excellence at the heart of its strategy. It focuses on sustainable economic growth through responsible and innovative industrial development that promotes the circular economy. It is also acting to considerably reduce the impact of maritime activities on air quality by connecting ships to the quayside electricity supply and by liquified natural gas fueling.  
[www.marseille-port.fr](http://www.marseille-port.fr)

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**Port of Marseille-Fos**

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