



September 2006

# CustomerNEWS

Dear Customer,

We are pleased to provide you with the September edition of our Customer News informing you about the latest developments within Hapag-Lloyd.

This Customer News provides information about the following subjects:

- Update on CP Ships Integration
- Service Network containing New and Enhanced Services as well as Services Changes
- E-Business Function: Web Export List
- Phase Out of CP Ships Website
- Organisation

In case you require any further information or have any questions, please contact your local Hapag-Lloyd office or visit our website [www.hapag-lloyd.com](http://www.hapag-lloyd.com).

We very much appreciate your continued support in a challenging time.

Kind regards

Hapag-Lloyd





## ■ Update on CP Ships Integration

The first phase of integrating the CP Ships services into the Hapag-Lloyd network has concluded mid of July. Eleven North Atlantic Services of which the last vessel sailed end of June have been transferred to the Hapag-Lloyd system.

During the second phase of the service integration we are focusing on the transition of all remaining CP Ships Services. The Australia Europe Service (ANS) was the first Phase Two service to be transferred to Hapag-Lloyd with the sailing of "Alexandra Rickmers" from Sydney on July 17<sup>th</sup>, 2006.

An updated version of the Vessel Cut-Over List for Phase Two containing the latest schedule information is provided in the annex.

With the conclusion of the second phase of the service transition the integration of the service network will be completed. All integration related issues are being proactively monitored and addressed with senior management focus.

The CP Ships container fleet as well as all CP Ships vessels have been transferred to Hapag-Lloyd Ship & Container Management. Hapag-Lloyd now operates 141 vessels and offers a total container fleet of about a million TEU. Most of the former CP Ships fleet has already been changed to Hapag-Lloyd branding and vessel naming.

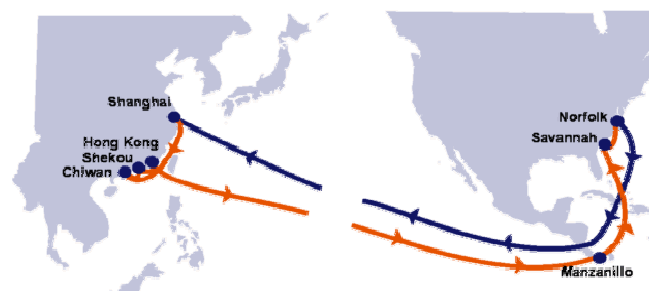
The former Hapag-Lloyd structure of three Regions has been expanded by adding the Regions of Latin America and South Europe which are fully operative since July 1<sup>st</sup>, 2006. In this context internal processes are constantly reviewed to ensure that our customers will receive the known service quality from Hapag-Lloyd.

If you encounter at any stage a process which has not been optimized yet, you may rest assured that the necessary adjustment will be completed in due course.

## ■ Service Network: New Service

### East Coast South Express / ECS

As of August 2006, Hapag-Lloyd and its Grand Alliance partners in the Trans Pacific trade offer a new Asian – United States East Coast service via the Panama Canal. In Asia, the ports of Shanghai, Chiwan, Shekou, and Hong Kong will be served, while Norfolk and Savannah will be called at in the United States. In addition, the Panamanian port of Manzanillo will be served on the eastbound leg.



The East Coast South Express (ECS) is jointly operated by the Grand Alliance and The New World Alliance (TNWA). Each alliance contributes ships with a capacity of approximately 3,500 TEU per vessel to the weekly services that operates on a 56-day rotation.

The ECS service is the third all-water offering through the Panama Canal complementing the Pacific Atlantic Express (PAX) and the East Coast North Service (ECN). The new service allows Hapag-Lloyd to better cover our customers' growing shipping needs to the US East Coast.



## New South Africa Service

Hapag-Lloyd will start its new weekly service from Europe to South Africa in October 2006. For the first time in the company's history Hapag-Lloyd will be serving all five continents.

The **South Africa Express (SAX)** will link the European ports Felixstowe, Hamburg, Antwerp and Le Havre with Cape Town, Port Elizabeth and Durban. Transit time from Cape Town to Hamburg will be 18 days. The service will start with the first voyage from Felixstowe on October 16<sup>th</sup>, the first north bound vessel will leave Durban on October 29<sup>th</sup>.

Hapag-Lloyd will operate its new service from Europe to Africa by chartering space from Mediterranean Shipping Company (MSC), based in Geneva. Hapag-Lloyd has expanded its presence in South Africa with an own organization headquartered in Durban and further offices in Cape Town and Johannesburg.

## ■ Service Network: Enhanced Service

### Brazil East Coast South America Express Service (BEX)

Hapag-Lloyd has enhanced its commitment to the US East Coast / South America East Coast trades with the introduction of the new BEX service. The BEX service now offers a weekly fixed day sailing schedule with 6 x 1,100–1,700 TEU vessels.

## ■ Service Network: Service Changes

Hapag-Lloyd has implemented the following service changes during the last month in order to improve schedule reliability and to streamline the scope of our services:

### North China Express / NCX



The full rotation of the upgraded BEX product is New York, Philadelphia, Norfolk, Savannah, Caucedo, Puerto Cabello (fortnightly), Port of Spain, Santos (1), Itajai, Santos (2), Vitoria, Salvador, Puerto Cabello (fortnightly), Caucedo, and New York.



The new BEX product enables Hapag-Lloyd to service both the Dominican Republic and Trinidad on a direct call basis.

The BEX service will utilize the Hapag Lloyd transshipment hub to / from Caucedo, Dominican Republic, and offer connections to our East / West services.

This product also offers connectivity to/from South Florida with the US Gulf Coast South America East Coast Service (GS1) via Caucedo. In addition to the improved service option the BEX Service offers expanded reefer capacity.

- The port call at Los Angeles was replaced by Long Beach mid of August 2006.



### Brazil - Argentina Service / SAEC 4



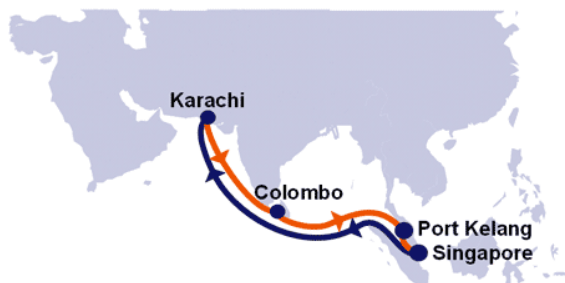
- Port calls at Tilbury and Imbituba were dropped mid of August 2006.

### Mediterranean Pacific Service / MPS



- A southbound call at Cartagena was added mid-July 2006.

### Pakistan – India Express / PIX



- The westbound call at Colombo was dropped mid of August 2006.

### Med Caribbean Service / MCS



- As of August 2006 this service is offered eastbound only. The Caribbean hub has switched to Caucedo.

In addition the Thamesport call was replaced by Southampton on the following services:

- Pacific – Atlantic Express / PAX
- Gulf – Mexico Express / GMX
- Gulf – Atlantic Sprint Service / GAX
- St. Lawrence Coord. Service 1 / SLCS 1

For the service details please visit our website [www.hapag-lloyd.com](http://www.hapag-lloyd.com) .



## ■ E-Business Function: Web Export List

This Online Business function on the Hapag-Lloyd website offers the opportunity to view the status of your current exports on the Export List.

Available information includes

- Booking and container number
- Container type
- Equipment status for GIFU (Gate In Full) and LOFU (Loaded Full)
- Planned / actual departure date
- Port of discharge
- Schedule voyage and DP voyage number
- Exchange rate export

A wide range of search criteria allows you to limit your results according to your needs. The amount of search criteria is reduced to an absolute minimum to be slim and easy-to-understand. By just selecting a mainline vessel and a port of loading, a list of corresponding customer bookings is generated.

The underlying security gives the web user only access to his associated bookings. This function only requires internet access and registration to the Hapag-Lloyd Online Business.

## ■ Phase Out of CP Ships Website

With the completion of the transition of all CP Ships services to Hapag-Lloyd at the end of August, the CP Ships website will be shut down. This will also mark the retirement of the CP Ships brand.

After the website has been shut down, CP Ships Online Services will still be available on [www.cpships.com](http://www.cpships.com) until the end of November 2006 for document retrieval and container tracking for shipments booked through CP Ships.

## ■ Organisation

### Ulrich Kranich appointed Chief Financial Officer

Ulrich Kranich (56) was appointed by the supervisory board of Hapag-Lloyd AG to the company's executive board with effect from July 1<sup>st</sup> 2006. He is responsible for the financial area.

Kranich has been with Hapag-Lloyd since 1975, serving in various positions in Germany and other countries. He was appointed managing director of Hapag-Lloyd Container Linie GmbH in 1997. In this function, Kranich was responsible for the entire fleet expansion as well as the controlling of ship and container system costs worldwide. In 2005, Ulrich Kranich was appointed head of the group finances area, being granted with general signatory authority.

Other members of the executive board of Hapag-Lloyd AG are Michael Behrendt (chairman) and Adolf Adrion.

### New Name for Hapag-Lloyd Container Linie

The organisational consolidation of Hapag-Lloyd AG and Hapag-Lloyd Container Linie GmbH (HLCL) already realised in 2005 is now also being effected in formal legal terms in the context of the integration of CP Ships.

Hapag-Lloyd AG and Hapag-Lloyd Container Linie GmbH form a single unit and will operate in future under Hapag-Lloyd AG. With these organisational changes, Hapag-Lloyd combines all container shipping activities in one company, ensuring transparent structures and short communication paths.



**Annex: Vessel Cut-Over List for Phase Two**

Below Vessel Cut-Over List indicates the first voyage of each service to be operated by Hapag-Lloyd. Updated information compared to the Vessel Cut-Over List provided to you in the last edition of the Customer News is marked in bold.

CP Ships Service	Hapag-Lloyd Service	Direction	Voyage	Vessel	Voyage No.	DP Voyage No.	First Loading Port	ETS
Asia-Americas 1	AME	WB	CP Ships - last	APL Peru	008	-	Oakland	<b>6-Aug</b>
			Hapag-Lloyd - first	Saxonia Express	031	<b>85122</b>	Oakland	<b>13-Aug</b>
		EB	CP Ships - last	Holsatia Express	031	-	Chiwan	<b>9-Aug</b>
			Hapag-Lloyd - first	APL Argentina	020	<b>85127</b>	Chiwan	<b>17-Aug</b>
Asia-Australia	AAS	NB	CP Ships - last	SYMS Peonia	630	-	Sydney	<b>19-Aug</b>
			Hapag-Lloyd - first	Perth	032	<b>802535</b>	Sydney	<b>26-Aug</b>
		SB	CP Ships - last	Hansa Narvik	632	-	Chiwan	<b>17-Aug</b>
			Hapag-Lloyd - first	Hertford	019	<b>802540</b>	Chiwan	<b>24-Aug</b>
Asia-North America Eastcoast Express	AEX	WB	CP Ships - last	OOCL Los Angeles	044	-	Laem Chabang	<b>27-Jul</b>
			Hapag-Lloyd - first	OOCL Singapore	073	<b>84247</b>	Laem Chabang	<b>3-Aug</b>
		EB	CP Ships - last	Paris Express	023	-	Savannah	<b>28-Jul</b>
			Hapag-Lloyd - first	OOCL Chicago	041	<b>83960</b>	Savannah	<b>4-Aug</b>
Australasia - Caribbean - US East Coast - Europe	ANP	NB	CP Ships - last	Maersk Decatur	605	-	Melbourne	<b>18-Jul</b>
			Hapag-Lloyd - first	Maersk Dominica	605	<b>85216</b>	Melbourne	<b>25-Jul</b>
		SB	CP Ships - last	Maersk Dunafare	606	-	Zeebrugge	<b>21-Jul</b>
			Hapag-Lloyd - first	Maersk Dale	606	<b>85241</b>	Zeebrugge	<b>28-Jul</b>
Australasia-Europe (Suez)	ANS	NB	CP Ships - last	Cape Race	6123	-	Sydney	<b>10-Jul</b>
			Hapag-Lloyd - first	Alexandra Rickmers	6124	82194	Sydney	<b>17-Jul</b>
		SB	CP Ships - last	<b>Canmar Promise</b>	6030	-	Tilbury	<b>27-Jul</b>
			Hapag-Lloyd - first	Adelaide Express	6031	83747	Tilbury	<b>30-Jul</b>
Australasia-US East Coast-Europe (Panama)	OCE	NB	CP Ships - last	CMA-CGM Matisse	6521	-	Brisbane	<b>9-Jul</b>
			Hapag-Lloyd - first	Canberra Express	6523	83992	Brisbane	<b>23-Jul</b>
		SB	CP Ships - last	CMA-CGM Manet	6427	-	Tilbury	<b>8-Jul</b>
			Hapag-Lloyd - first	Marfret Provence	6429	84527	Tilbury	<b>22-Jul</b>
Europe-India/Pakistan	IOS	WB	CP Ships - last	Mumbai Express	2936	-	Jebel Ali	<b>7-Aug</b>
			Hapag-Lloyd - first	CMA-CGM Kingston	3036	84237	Jebel Ali	<b>14-Aug</b>
		EB	CP Ships - last	<b>CMA-CGM Sambhar</b>	3126	-	Tilbury	<b>2-Aug</b>
			Hapag-Lloyd - first	Bavaria Express	3226	84571	Tilbury	<b>9-Aug</b>
Gulf-Caribbean	GCS	NB	CP Ships - last	Barmbek	14	-	<b>Puerto Limon</b>	<b>15-Aug</b>
			Hapag-Lloyd - first	<b>Sierra Express</b>	4	<b>85781</b>	<b>Puerto Limon</b>	<b>28-Aug</b>
		SB	CP Ships - last	<b>Sierra Express</b>	4	-	Houston	<b>15-Aug</b>
			Hapag-Lloyd - first	Venice Express	13	<b>85339</b>	Houston	<b>22-Aug</b>
Gulf-East Coast South America 1	GS1	NB	CP Ships - last	CP Shenandoah	35	-	Paranagua	<b>5-Aug</b>
			Hapag-Lloyd - first	Libra Santos	38	<b>85366</b>	Paranagua	<b>11-Aug</b>
		SB	CP Ships - last	CP Denali	32	-	Veracruz	<b>12-Aug</b>
			Hapag-Lloyd - first	CP Everglades	37	<b>85373</b>	Veracruz	<b>19-Aug</b>
Brazil Eastcoast Express	BEX	NB	CP Ships - last	<b>Bernhard S.</b>	<b>01N32</b>	-	<b>Itajai</b>	<b>7-Aug</b>
			Hapag-Lloyd - first	<b>Westerdeich</b>	<b>01N33</b>	<b>85955</b>	<b>Itajai</b>	<b>14-Aug</b>
		SB	CP Ships - last	<b>Sanuki</b>	<b>01S31</b>	-	<b>New York</b>	<b>31-Jul</b>
			Hapag-Lloyd - first	<b>Sumida</b>	<b>15S33</b>	<b>85502</b>	<b>New York</b>	<b>14-Aug</b>
Mexico-West Coast America	MXP	NB	CP Ships - last	Titan	3	-	Callao	<b>14-Aug</b>
			Hapag-Lloyd - first	<b>Rahana</b>	87	<b>905965</b>	Callao	<b>23-Aug</b>
		SB	CP Ships - last	<b>Rahana</b>	87	-	Manzanillo (MX)	<b>12-Aug</b>
			Hapag-Lloyd - first	Jork	4	<b>905966</b>	Manzanillo (MX)	<b>22-Aug</b>



CP Ships Service	Hapag-Lloyd Service	Direction	Voyage	Vessel	Voyage No.	DP Voyage No.	First Loading Port	ETS
North America-Africa	NAA	NB	CP Ships - last	Atlantic Action	005	-	Durban	7-Jul
			Hapag-Lloyd - first	Rotorua	827	85328	Durban	20-Aug
		SB	CP Ships - last	Rotorua	827	-	Montreal	7-Jul
			Hapag-Lloyd - first	Atlantic Action	006	85223	Montreal	13-Aug
North Europe-ECSA 2	SAEC 4	NB	CP Ships - last	CSAV Santos	6357	-	Paranagua	8-Aug
			Hapag-Lloyd - first	Libra Santa Catarina	6260	85376	Paranagua	15-Aug
		SB	CP Ships - last	Paranagua Express	6263	-	Amsterdam	9-Aug
			Hapag-Lloyd - first	CSAV Peru	6265	85383	Amsterdam	16-Aug
Northwest Express	NWX	WB	CP Ships - last	OOCL America	100	-	Seattle	8-Aug
			Hapag-Lloyd - first	Kaga	W33	85076	Seattle	15-Aug
		EB	CP Ships - last	OOCL Britain	092	-	Ningbo	13-Aug
			Hapag-Lloyd - first	OOCL Netherlands	74E33	85081	Ningbo	20-Aug
Pacific Northwest Express	PNX	WB	CP Ships - last	OOCL San Francisco	041	-	Vancouver	9-Aug
			Hapag-Lloyd - first	OOCL Shanghai	47W33	84103	Vancouver	16-Aug
		EB	CP Ships - last	OOCL Hong Kong	097	-	Singapore	9-Aug
			Hapag-Lloyd - first	OOCL China	03E33	84850	Singapore	16-Aug
Trans Tasman Container 1	TTB	WB	CP Ships - last	MSC Sariska	tba	-	Port Chalmers	21-Aug
			Hapag-Lloyd - first	Vega Gotland	0628	906080	Port Chalmers	29-Aug
		EB	CP Ships - last	MSC Sariska	tba	-	Sydney	17-Aug
			Hapag-Lloyd - first	Vega Gotland	0627	906081	Sydney	23-Aug
Trans Tasman RoRo	TTR	WB	CP Ships - last	Rotoiti	858	-	Auckland	13-Aug
			Hapag-Lloyd - first	Rotoiti	859	906094	Auckland	27-Aug
		EB	CP Ships - last	Rotoiti	859	-	Sydney	18-Aug
			Hapag-Lloyd - first	Rotoiti	860	906093	Sydney	1-Sep
US East Coast-East Coast South America	ESS	NB	CP Ships - last	CSAV Rio Puelo	21	-	Paranagua	13-Aug
			Hapag-Lloyd - first	Cap San Lorenzo	43	86625	Buenos Aires	16-Aug
		SB	CP Ships - last	Cap San Nicholas	43	-	New York	7-Aug
			Hapag-Lloyd - first	Libra Salvador	22	86562	New York	17-Aug
US East Coast-India/Pakistan	Indamex	WB	CP Ships - last	APL Amazonite	6131	-	Colombo	4-Aug
			Hapag-Lloyd - first	CMA CGM Puget	6132	85938	Colombo	11-Aug
		EB	CP Ships - last	APL Alexandrite	6227	-	New York	30-Jul
			Hapag-Lloyd - first	CMA CGM Eiffel	6228	84444	New York	6-Aug
US West Coast - Mediterranean	MPS	WB	CP Ships - last	Valencia Express	V009	-	Valencia	1-Aug
			Hapag-Lloyd - first	Santiago Express	V002	83940	Valencia	12-Aug
		EB	CP Ships - last	Caribia Express	V002	-	Manzanillo (MX)	28-Jul
			Hapag-Lloyd - first	Milan Express	V009	82005	Manzanillo (MX)	8-Aug
US West Coast-Australasia 1	WAS	NB	CP Ships - last	Hansa Rendsburg	875	-	Melbourne	5-Aug
			Hapag-Lloyd - first	Maersk Auckland	876	85272	Melbourne	10-Aug
		SB	CP Ships - last	Maersk Hong Kong	878	-	Los Angeles	6-Aug
			Hapag-Lloyd - first	Hansa Sonderburg	879	85265	Ensenada	11-Aug
US West Coast-Australasia 2	WAN	NB	CP Ships - last	Kapitan Afanasyev	674	-	Sydney	3-Aug
			Hapag-Lloyd - first	Albert Rickmers	675	85288	Sydney	8-Aug
		SB	CP Ships - last	Maersk Novazzano	678	-	Oakland	3-Aug
			Hapag-Lloyd - first	Santa Federica	679	85285	Seattle	13-Aug
Gulf-Mediterranean	MGX	WB	CP Ships - last	Norfolk Express	48	-	Marsaxlokk	24-Jul
			Hapag-Lloyd - first	Northern Fortune	8	83889	Livorno	8-Aug
		EB	CP Ships - last	CP Jalisco	50	-	San Juan	11-Aug
			Hapag-Lloyd - first	CP Challenger	48E30	83884	San Juan	21-Aug



CP Ships Service	Hapag-Lloyd Service	Direction	Voyage	Vessel	Voyage No.	DP Voyage No.	First Loading Port	ETS
Brazil and River Plate Express	SAEC 1	NB	CP Ships - last	Monte Rosa	12	-	Paranagua	4-Aug
			Hapag-Lloyd - first	Monte Olivia	11	84602	Paranagua	11-Aug
		SB	CP Ships - last	Alianca Maua	09	-	Rotterdam	4-Aug
			Hapag-Lloyd - first	Monte Sarmiento	11	84609	Rotterdam	11-Aug
Brazil Express Service	SAEC 2	NB	CP Ships - last	CMA CGM Iguacu	01	-	Itajai	3-Aug
			Hapag-Lloyd - first	CMA CGM Bahia	72	84618	Itajai	10-Aug
		SB	CP Ships - last	Itajai Express	02	-	Rotterdam	14-Aug
			Hapag-Lloyd - first	Cap Roca	85	84621	Rotterdam	15-Aug
New Zealand Fiji Service	NFS	NB	CP Ships - last	Capitaine Wallis	172n	-	Lyttleton	21-Aug
			Hapag-Lloyd - first	Capitaine Wallis	173n	802630	Lyttleton	4-Sep
		SB	CP Ships - last	Capitaine Wallis	171s	-	Lautoka	15-Aug
			Hapag-Lloyd - first	Capitaine Wallis	172s	802637	Lautoka	29-Aug
Europe Asia 2	EU2	EB	CP Ships - last	NYK Leo	32E32	-	Amsterdam	12-Aug
			Hapag-Lloyd - first	NYK Sirius	54E33	84305	Amsterdam	19-Aug
Australasia - Asia (feeder)	AAX	NB	CP Ships - last	ANL Emblem	035N	-	Brisbane	12-Aug
			Hapag-Lloyd - first	ANL Esprit	028N	906136	Brisbane	21-Aug
		SB	CP Ships - last	ANL Esprit	028S	-	Singapore	8-Aug
			Hapag-Lloyd - first	APL Jakarta	034S	906143	Singapore	15-Aug
Panama-West Coast South America Sling 1	SW1	NB	CP Ships - last	Cap Trafalgar	6128N	-	Valparaiso	1-Aug
			Hapag-Lloyd - first	Cap Nelson	6129N	83769	Valparaiso	8-Aug
		SB	CP Ships - last	Cap Bisti	6132S	-	Manzanillo (PA)	17-Aug
			Hapag-Lloyd - first	Ems Trader	6133S	84668	Manzanillo (PA)	25-Aug
Panama-West Coast South America Sling 2	SW2	NB	CP Ships - last	Elqui	6228N	-	Port of Spain	21-Jul
			Hapag-Lloyd - first	CSAV Manzanillo	6229N	84023	Port of Spain	28-Jul
		SB	CP Ships - last	Libra Chile	6232S	-	Rotterdam	31-Jul
			Hapag-Lloyd - first	CSAV San Antonio	6233S	84032	Rotterdam	7-Aug
North Europe-Caribbean Sling 1	SW1	SB	CP Ships - last	Cap Bisti	6132S	-	Manzanillo (PA)	17-Aug
			Hapag-Lloyd - first	Ems Trader	6133S	84668	Manzanillo (PA)	25-Aug
North Europe-Caribbean Sling 2	SW2	SB	CP Ships - last	Libra Chile	6232S	-	Rotterdam	31-Jul
			Hapag-Lloyd - first	CSAV San Antonio	6233S	84032	Rotterdam	7-Aug