

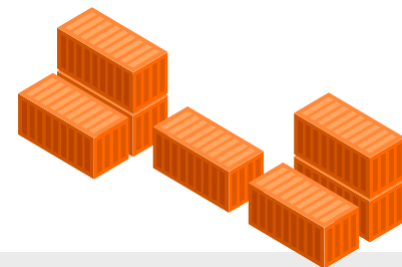
Gemini Cooperation and Our New Services



January 2025 | Hapag-Lloyd Türkiye



With Strategy 2030 we continue our strive to become the “Undisputed Number One for Quality“



STRATEGY 2030

Undisputed Number One for Quality

STRATEGIC DIRECTION

Pureplay-Plus

WHERE-TO-PLAY

Top 5 Global Player

HOW-TO-WIN

Undisputed #1 For Quality

Sustainability Driver

Top Performing Carrier



The Gemini Cooperation will be an important enabler to deliver on our Strategy 2030



Reliability



Connectivity



Sustainability

Gemini Cooperation: Hapag-Lloyd will leave THE Alliance and team up with Maersk

- A long-term agreement has been signed with Maersk and will start in February 2025
- Partners have been informed that we will leave THE Alliance end of January 2025

Gemini Cooperation will be an integral part of Hapag-Lloyd's overall East-West Network ...

- After thorough consideration, **Hapag-Lloyd and Maersk have jointly confirmed** the expected **network design** for our **Gemini Cooperation**, which is set to launch on 1 February 2025
- As the situation in the Red Sea remains highly dynamic, we plan to **continue to sail around the Cape of Good Hope**
- The **safety** and well-being of our **seafarers**, our **vessels** and the **cargo** of our customers **are key**
- We will **return to the Red Sea** when it is **safe** to do so

Our Gemini Cooperation Cape Network will...



57
Services



~340
Vessels

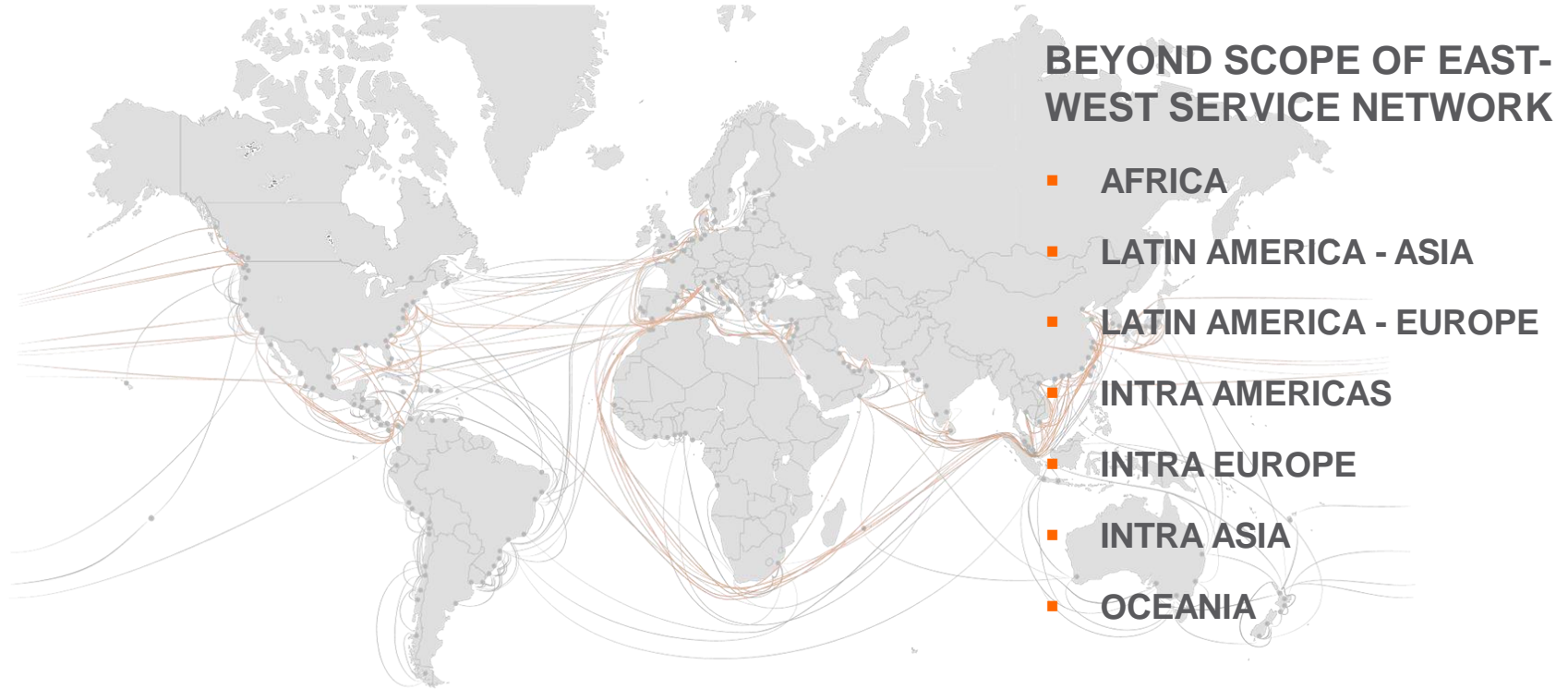


~3.7m TEU
Capacity

...**deliver** on **reliability** and **connectivity**, powered by the innovative **Hub & Spoke Network**

...offer **broad port coverage** with an **efficient mainliner network**, **dedicated shuttle** services and **complementing feeder** services

... and will be an integral part of Hapag-Lloyd's overall network of in total around 120 services globally



Our dedicated shuttles complement our network with fast and reliable connections within the regions and serve Intra Regional Trades

HIGHLIGHTS

- **Extensive shuttle network** covering Europe, Asia, Middle East and North America
- **Shuttles** are dedicated to **serve** the **Gemini Cooperation partners**
- **Shuttles** are **deployed by the Gemini Cooperation partners**
- Shuttle network offers **competitive solutions** for **Intra Regional Trade cargo**
- **Shuttles will connect to selected other Hapag-Lloyd services** that are not part of the Gemini Cooperation



Highlights

ATLANTIC

- Highly reliable and resilient Atlantic network with competitive transit times
- Weekly service from ISTANBUL, IZMIT & ALIAGA with TEX & from MERSIN & PIRAEUS with AL7
- TNE service will be terminated at the end of March.
- Gemlik shipments will be transhipped via Tanger Med.
- Baltimore, Charleston and Port Everglades were added to our service network.

INTRA SOUTH EUROPE

- Salerno & Livorno direct calls will be available on TEX service.

NORTH EUROPE

- Weekly new service from MERSIN & ISKENDERUN via PORT SAID with EME Service.

FAR EAST & OCEANIA

- MD3 service will be replaced with our new services (SE1 and SE3) at the end of March. SE3 service will have direct call from Istanbul & Izmit. Other TR ports will connect via PORT SAID.

MIDDLE EAST

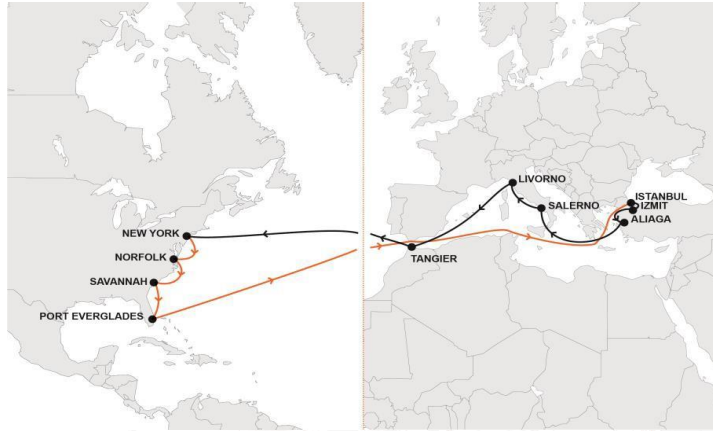
- TRE & TRS service will be terminated at the end of January'25 and JD3 service will be available for JEDDAH and AQABA via PORT SAID.

Gemini Service Details



US East Coast Direct Services

Mediterranean - North America / Turkey East Coast Express **TEX**



TNE Service Update:

TNE will be discontinued.

TEX Service Transition:

TEX will now operate on a weekly basis.

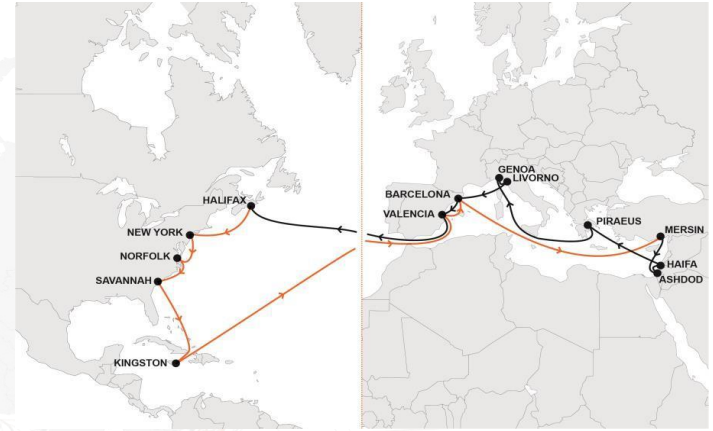
New Port Calls:

- Salerno and Livorno are added as new port calls.
- Local cargo will also be accepted for these locations.
- Port Everglades will be served directly on TEX

Increased Capacity:

- The service will feature enhanced capacity to meet growing demand.

Mediterranean - North America / Atlantic Loop 7 **AL7**

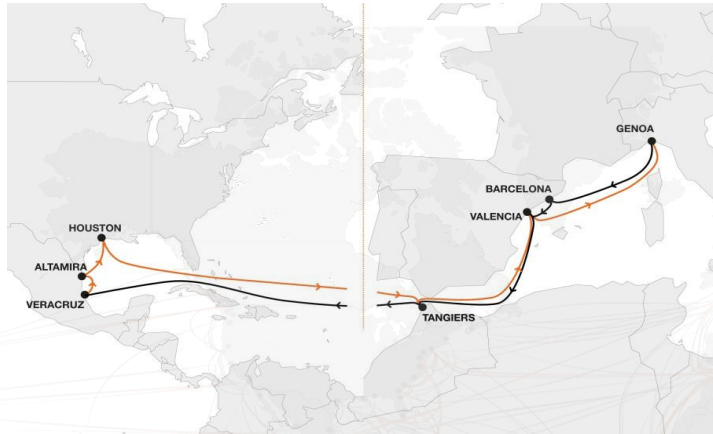


AL7 Service Update:

- The service will now operate exclusively between Mersin and Piraeus to US East Coast.
- Norfolk will be served on t/s connecting from Livorno on TEX service with competitive transit time.

West Med – US East Coast Services

Mediterranean - North America / Mediterranean Gulf Express **MGX**



MGX Service Update:

This service will replace the GM8 service.

Mediterranean - North America / Atlantic Loop 6 **AL6**



AL6 Service Update:

- Miami will no longer be a port of call.
- Baltimore and Charleston have been added as new port calls.
- One-stop transshipment service to these ports will be available via Tanger for cargo originating from Gemlik, Istanbul, Izmit, and Aliaga.

North Europe Services

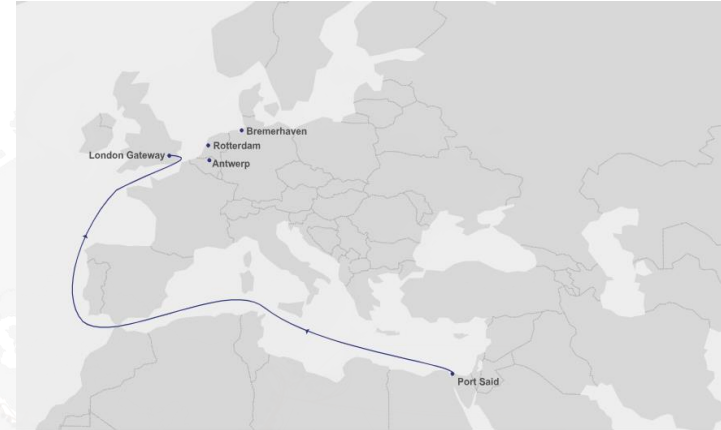
North Europe – Mediterranean / East - Mediterranean Express **EMX**



EMX Service Update:

- No changes on service structure and capacity.
- The EME service will be an alternative to EMX for cargo from the Marmara region and Aliaga..

Mediterranean - North Europe / East Med Express **EME**

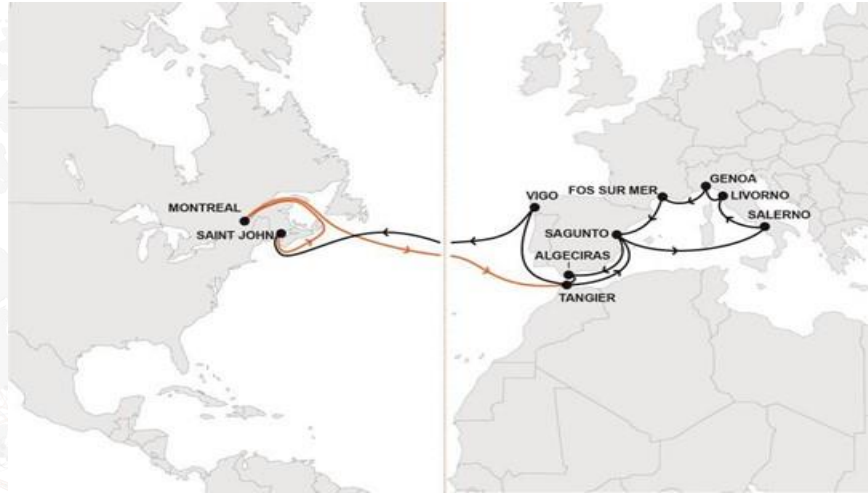


EME Service Update:

- A North Europe service will be provided via Port Said for cargo originating from Mersin and Iskenderun.
- Until shuttles are fully integrated into the service, this transshipment will be facilitated by the YAT service as an extra loader to Port Said to connect EME service.

Canada Service

Mediterranean - North America / Mediterranean Canada Service MCA

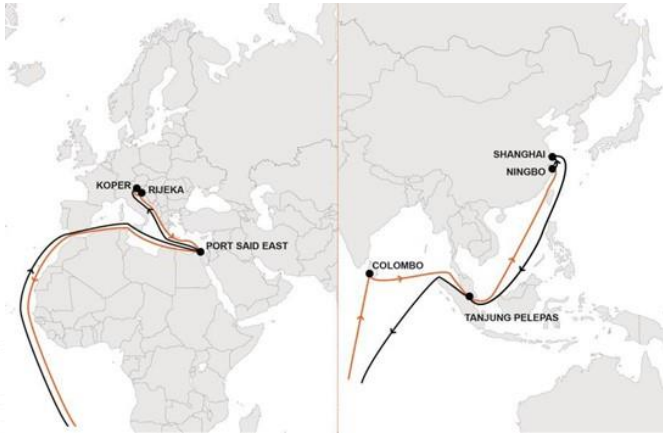


MCA Service Update:

- From Iskenderun to Canada will start to offer service via Port Said & Tanger.
- For other TR ports, connections will be available via a single transshipment via Salerno or Tanger.

Far East Services

Asia – Mediterranean / Asia - South Europe Services **SE1**



Asia – Mediterranean / Asia - South Europe Services **SE3**



SE1 and SE3 Service Update:

- The MD3 service will be replaced with our new services, SE1 and SE3 which export (Eastbound) voyages will start at the end of March.
- SE3 service will have direct call from / to Istanbul & Izmit.
- Aliaga – Mersin – Iskenderun will be served on t/s basis via Port Said with shuttles to connect SE1 & SE3 services
- FEWB 1st SE3 vessel AL QIBLA starts her voyage from Qingdao on February 8th, 2025

Middle East & India Services (1/2)

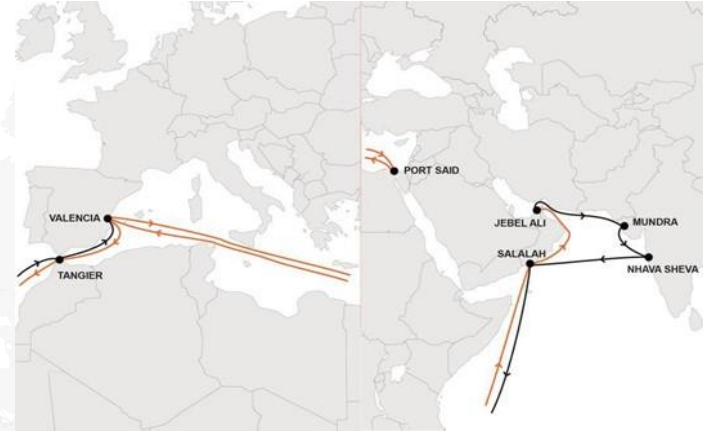
Middle East – Mediterranean / Jeddah Service **JD3**



JD3 Service Update:

- Service to Jeddah and Aqaba will be via Port Said using the YAT service until mid March and as of end March shuttles will replace the YAT extra loaders.
- TRE and TRS services will be terminated end January.

Mediterranean - Middle East / Indian Subcontinent Mediterranean Express **IMX**

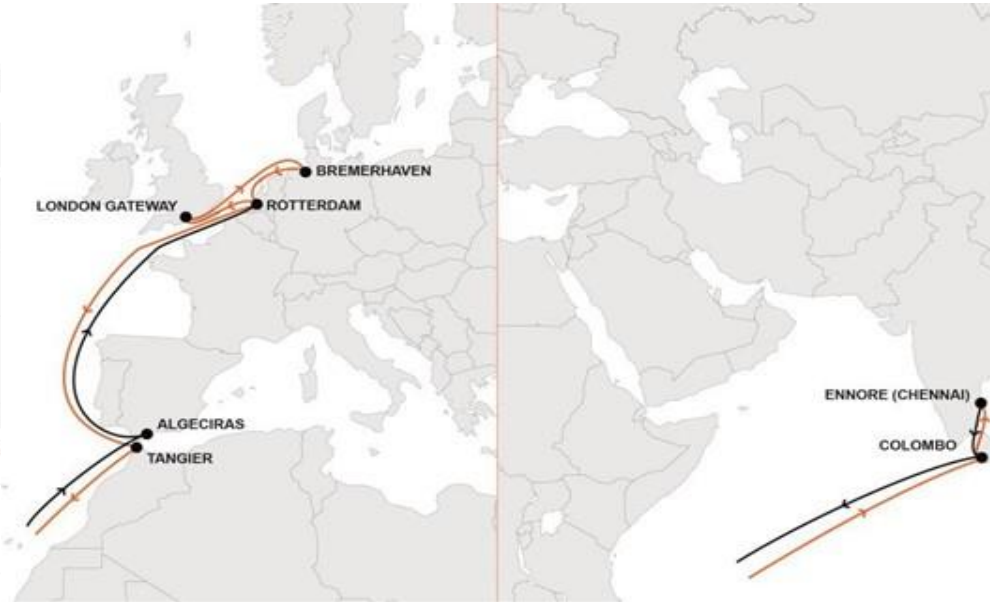


IMX Service Update:

- The service is connected from all ports via transshipment through Piraeus, Port Said, or Tanger.
- Karachi will be served via Salalah.
- Cargo for Dammam and Middle East outports will be accepted via transshipment through Salalah or Jebel Ali.

Middle East & India Services (2/2)

Middle East - North Europe / South East India - Europe Express IEX



IEX Service Update:

- Colombo and Ennore services will be via Tanger
- Additionally, cargo for Chittagong will be accepted via Colombo transshipment.

Europe Feeder Service

Mediterranean- Mediterranean / West Med Black Sea Service **WBS**

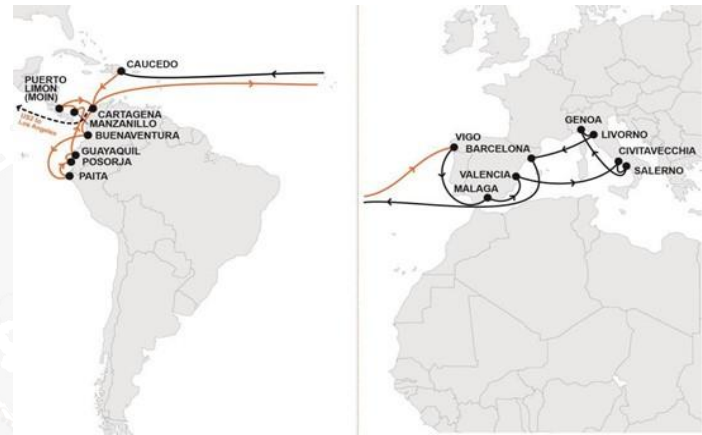


WBS Service Update:

- Direct Casablanca service from Istanbul and Gemlik.
- Connections via Tanger for US East Coast, US Gulf, Canada and West Africa.
- Connections via Barcelona for South America West Coast and Caribbean services.

West Coast South America Service

Mediterranean - South America / West Coast South America Express **MSW**



MSW Service Update:

- Service from Gemlik via Barcelona transshipment with the WBS service.
- Service from Istanbul, Izmit, and Aliaga via Livorno or Salerno transshipment with the TEX service.
- Starting from April, service from Mersin and Iskenderun via Port Said and Valencia transshipment.

Africa Services

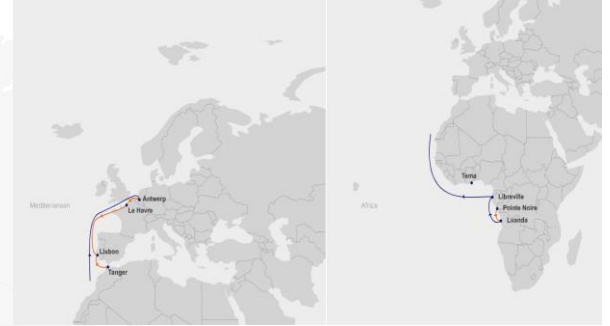
West Africa Express (WAX)
Southbound



West Africa Service (WA1)
Southbound



West-Europe-West Africa Service (WWA)
Southbound



Africa Service Update:

- West Africa ports served via Tanger transshipment with the WBS service from Istanbul and Gemlik.
- West Africa ports served via Tanger transshipment with the TEX service from Istanbul, Izmir, and Aliaga.
- West Africa ports served via Tanger transshipment from Mersin and Iskenderun.
- Increased capacity for West Africa destinations thanks to the weekly frequency of the TEX service and our new extraloader YAT Service via Tanger Med.

More Opportunities for ISKENDERUN



We are pleased to announce our new operational structure at Iskenderun Port, enabling us to provide expanded services to various locations. Key features include:

- **Expanded Connectivity**

Direct connections to the **U.S. East Coast, U.S. Gulf, Canada, and West Africa**, as well as ports in the **Middle East and India**, via Port Said and Tanger Med.

- **Enhanced North Europe Service (EME)**

Shipments originating from Iskenderun will connect to North Europe through our new EME service, facilitated via Port Said.

- **Regional Access**

Connections to **Jeddah and Aqaba** will also be available via Port Said.

- **Far East & Oceania Integration**

Cargo destined for the Far East & Oceania will be served via Port Said on SE1 & SE3

Expectations from Our Customers for Gemini Services

- For any **additional questions**, please contact your dedicated **Sales** or **Customer Service Representative**.
- While checking **schedules**, requesting **quotations**, or creating **bookings**, if you encounter **errors** or **incorrect information**, please reach out to us immediately.
- To achieve **high schedule reliability** with GEMINI, we will be **less flexible with cut-off extension** compared to the past for all services. Please complete your shipment preparations within the **designated deadlines** to ensure smooth **operational** and **documentation processes**.
- Failure to meet the **deadlines** may result in your shipments being planned for the **next available vessel** and **additional charges**.
- If you identify any **HLAG disadvantage related to cut-off timings**, please inform us **immediately** to address the issue promptly.

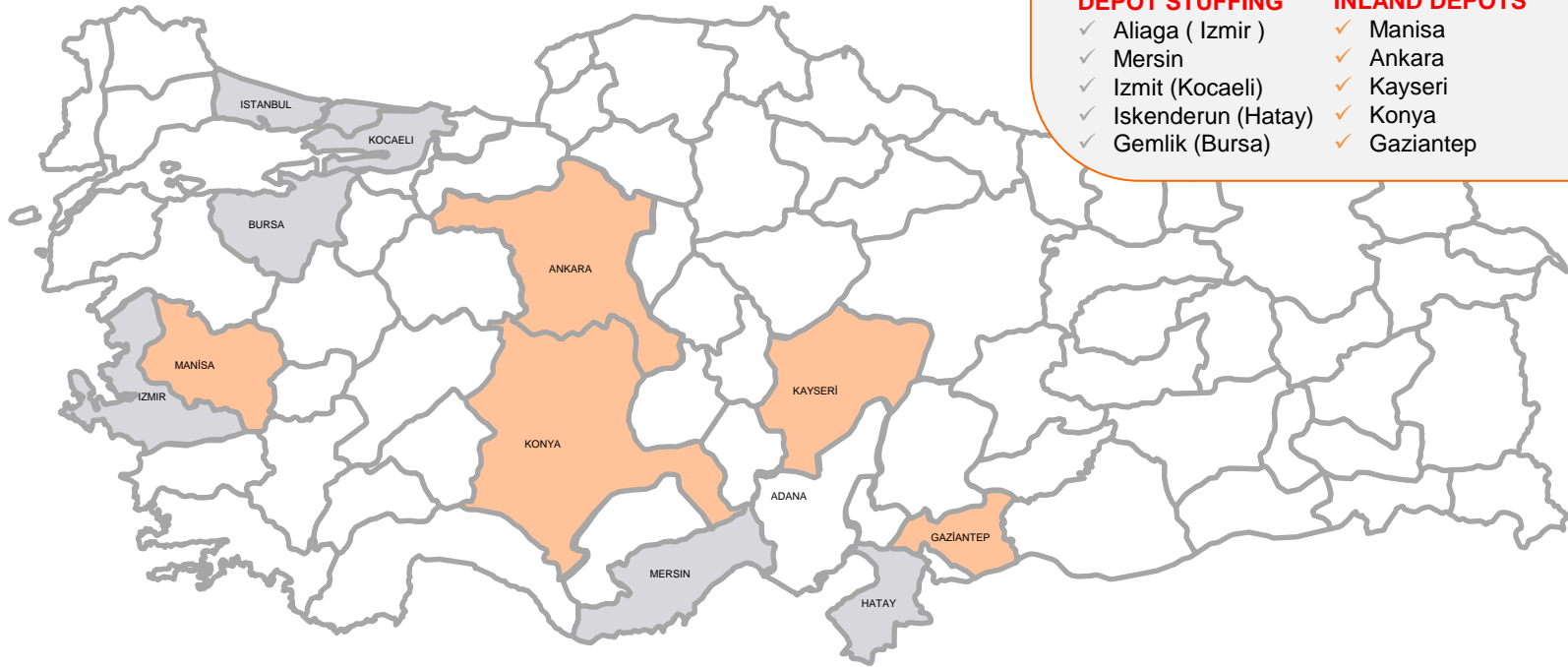




Inland – Commercial

HL Inland Potential in Turkiye

A - Depot Stuffings & Other Inland depots



A1 Depot Stuffing Locations and Depots

Area Turkey – Depot Stuffing

Depot Stuffing Locations

PORT & LOCATION	DEPOT	LOCATION CODE	STUFFING TYPES	FREQUENCY
ALIAGA	OZMAR	TRADP	Block Marble & Palletized & Cases	Daily
		TRADD	Iron & Steel	
		TRADU	Bundle Marble	
	CBM	TRADP	Block Marble & Palletized & Cases	Daily
		TRADD	Iron & Steel	
		TRADU	Bundle Marble	
	ARKAS	TRADP	Block Marble & Palletized & Cases	Daily
		TRADD	Iron & Steel	
		TRADU	Bundle Marble	
LIMSER	TRADP	Block Marble & Palletized & Cases	Daily	
	TRADD	Iron & Steel		
	TRADU	Bundle Marble		
ISTANBUL	MAKR	TRISD	Palletized & Cases	Daily
IZMIT	CBM	TRCDP	Block Marble & Palletized & Cases	Daily
		TRCDD	Iron & Steel	
	ARKAS	TRCDP	Block Marble & Palletized & Cases	Daily
		TRCDD	Iron & Steel	
MERSIN	ARKAS	TRMDP	Block Marble & Palletized & Cases	Daily
GEMLIK	ARKAS	TRGDP	Block Marble & Palletized & Cases	Daily
ISKENDERUN	GUCPORT	TRIDP	Palletized	Daily

Use location codes TRADP, TRIDP, TRGDP, TRMDP, TRCDP, TRISD for depot stuffing during quotation and booking process for carrier haulage in digital tools.

Land Freight = OLF (Origin Land Freight) + FSO (Fuel Surcharge Origin)

VAT (20%) included in Land Freight.

Inland rates will be subject to FSO (Fuel Surcharge Origin) in export.



Our Offer

- Package services for depot stuffing requests (VGM + stuffing + trucking to the port)
- Tailor-made solutions for each of your cargo requests
- Competitive inland rates in depot stuffings
- Get a quotation and make easy booking for your depot stuffing requests according to special location codes / stuffing types

Your Benefits

- Enjoy fast and direct communication
- Utilise our extensive service and simplify your transport
- Optimise your administration levels
- Improve your planning and rely on exact timing

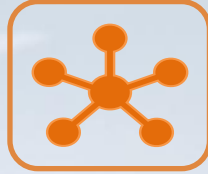
HL Inland Potential in Türkiye

B – Rail points

Current Connections



Inland & Gemini



New SSY Connections



Inland Solutions
Depot stuffing
Trucking
Rail Connections
Live position



Supplier Diversity
Certificated Suppliers



High Service Quality in
Inland with Dedicated
Inland Team



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