# Hapag-Lloyd East-West Service Network 2025

**Hapag-Lloyd** 

Trade Highlights and Service Maps – Cape of Good Hope

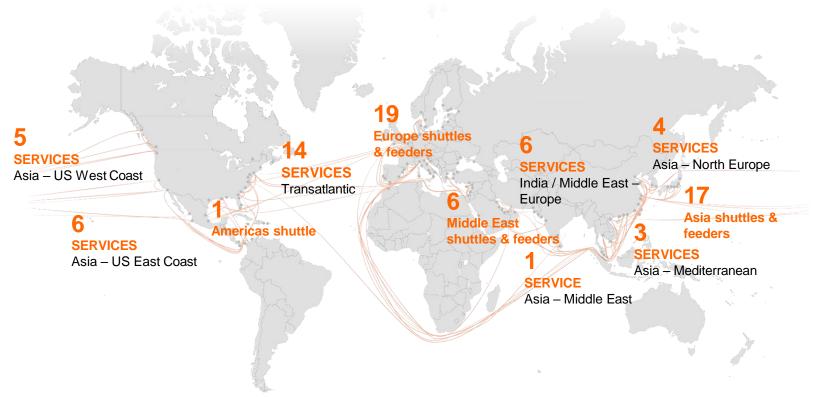


## **Agenda**

A.	Hapag-Lloyd East-West Service Network at a Glance	2
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## Hapag-Lloyd's East-West Service Network offers a broad coverage across key trades with complementing intra-regional connectivity



## Gemini Cooperation will enable us to offer significantly higher quality liner services to our customers

## Our value proposition ...







## ... your benefit

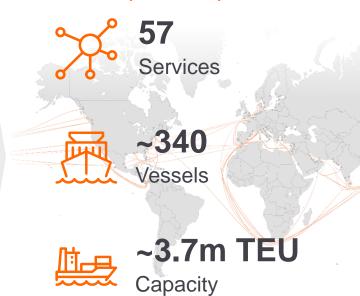
- Enable >80% on-time delivery of your cargo
- Link all your relevant markets with fast and resilient transit times
- Accelerate the decarbonization of your supply chains



## 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

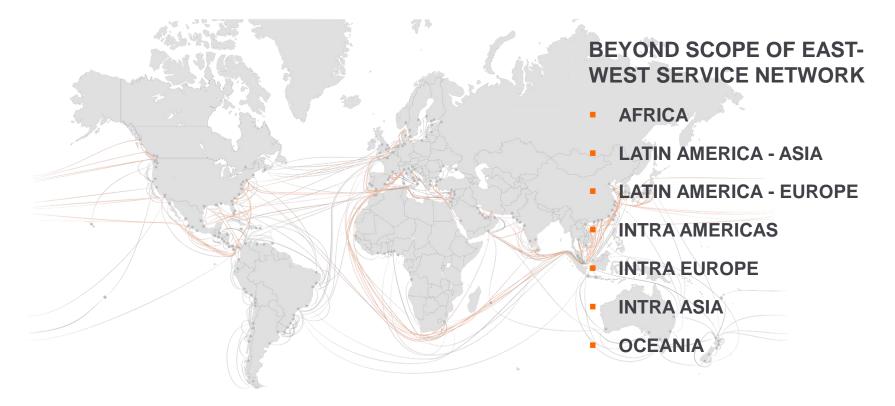
Our Gemini Cooperation Cape Network will...



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

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



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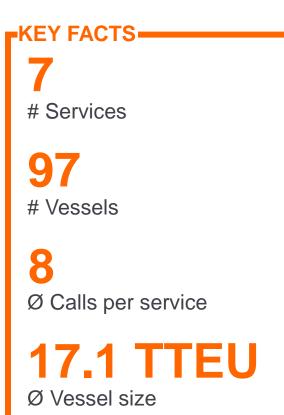


## **Highlights of our Asia - Europe services**

- Comprehensive Asia product with unrivalled reliability
- Delivering robust, on-time and weekly service schedules to our customers
- Benefit from a broad coverage of key markets through dedicated shuttle network in Asia and Europe offering seamless connections
- Enhanced coverage allowing further connections to key markets,
   e.g. Asia to Africa and Europe to Oceania
- Seamlessly connected shuttle network at mostly owned or controlled hubs
- New connections, e.g. from / to Malaysia and from / to Koper (as a gateway into Central Europe)



## **Our Asia - Europe service in numbers**





## Key features and improvements of our Asia - Europe service



### **Transit times for selected port pairs** (across Asia network)

As of December 17, 2024

	TO										
ROM	Hamburg Wilhelmshaven		Rotterdam	London Gateway	Le Havre	Valencia	Barcelona	Istanbul	Genoa	Koper	
Ningbo	41	43	42	39	39	36	40	48	46	49	
Shanghai	42	40	39	42	47	40	44	54	50	45	
Qingdao	49	42	41	39	59	39	44	51	49	49	
Xiamen	38	43	46	40	54	40	44	51	50	49	
Yantian	37	38	34	35	38	34	38	45	44	43	
Tokyo	54	52	51	52	52	49	53	60	59	58	
Busan	45	43	42	48	43	40	44	51	50	49	
Laem Chabang	37	37	34	34	37	34	38	45	44	43	
Haiphong	41	46	38	39	39	36	40	54	46	45	
Vung Tau	36	41	33	38	34	31	35	45	41	40	

> 90% Schedule reliability

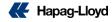
<u>Disclaimer:</u> The transit times are subject to change based on our final schedules and routings. We will publish final schedules, routings and transit times before our official start of booking in December



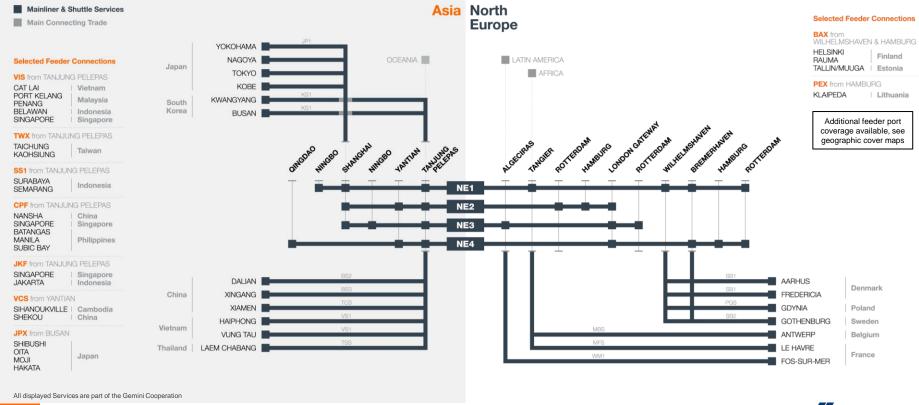
## Port coverage on our Asia - North Europe services



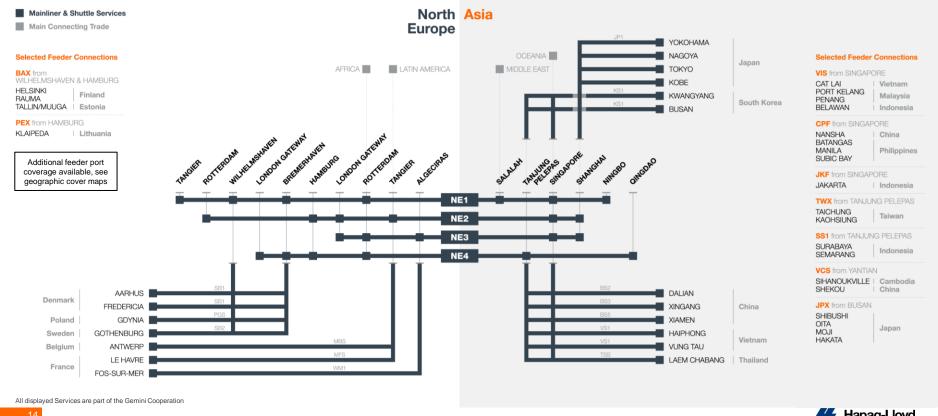




## Our Asia – North Europe services at a glance



## Our North Europe – Asia services at a glance



### Service Profile NE1

Gemini Cooperation Service



#### **KEY SERVICE VALUE PROPOSITION**

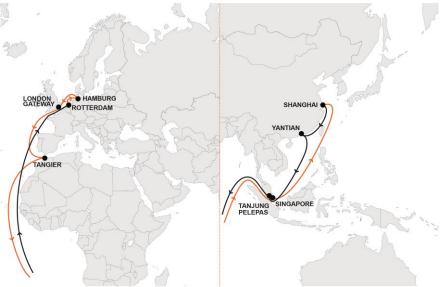
- Key service from Central China to North Europe via the Cape of Good Hope through Tangier (MA)
- Eastbound service from Germany, Scandinavia/Baltic to Central China with connections to Southeast Asia and Oceania
- Serving the markets from North and South Europe to the Middle East with a direct connection to Salalah (OM)

- Shuttles via Tangier (MA) connect to the Mediterranean
- Shuttles via Bremerhaven (DE) and Wilhelmshaven (DE) connect to Scandinavia and Poland
- Shuttles via Rotterdam (NL) & Tangier (MA) to Le Havre (FR)
- Shuttles via Shanghai (CN) connect to Japan
- Shuttles via Tanjung Pelepas (MY) and Singapore (SN) for Southeast Asian, South China, Korea, the Bohai Sea and Oceania cargo
- Salalah (OM) to connect the Persian Gulf and Pakistan



## **Service Profile NE2**

Gemini Cooperation Service



#### **KEY SERVICE VALUE PROPOSITION**

- Key service to connect Hamburg (DE) as additional gateway from Central and South China to North Europe via the Cape of Good Hope
- Eastbound service with connection from London Gateway (UK) to Central China, Southeast Asia and Oceania

- Shuttles via Rotterdam (NL) connect to Antwerp (BE) and Le Havre (FR)
- Shuttles via Shanghai (CN) connect to Japan
- Shuttles via Tanjung Pelepas (MY) and Singapore (SN) for Southeast Asian, South China, Korea, the Bohai Sea and Oceania cargo
- Connection via Tangier (MA) to the Mediterranean



## **Service Profile NE3**

Gemini Cooperation Service



#### **KEY SERVICE VALUE PROPOSITION**

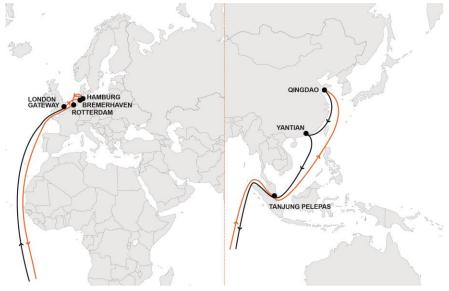
- Key service from Central China to South and North Europe via the Cape of Good Hope
- Eastbound service from the Netherlands to Central China, Southeast Asia and Oceania

- Shuttles from Algeciras (ES) and Rotterdam (NL) to serve cargo from Antwerp (BE) and Le Havre (FR)
- Shuttles via Shanghai (CN) for Japan
- Shuttles via Tanjung Pelepas (MY) and Singapore (SN) for Southeast Asian, South China, Korea, the Bohai Sea and Oceania cargo
- Connection via Tangier (MA) to the Mediterranean



## **Service Profile NE4**

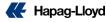
Gemini Cooperation Service



#### **KEY SERVICE VALUE PROPOSITION**

- Key service from Central and South China to North Europe via the Cape of Good Hope
- Eastbound service from Germany to Southeast Asia
- Additional gateway option for Hamburg (DE) and London Gateway (UK) next to NE2

- Shuttles via Bremerhaven (DE) to connect to Scandinavia and Poland
- Shuttles via Rotterdam (NL) to connect Antwerp (BE) and Le Havre (FR)
- Shuttles via Tanjung Pelepas (MY) for Southeast Asian,
   South China, Korea, the Bohai Sea and Oceania cargo



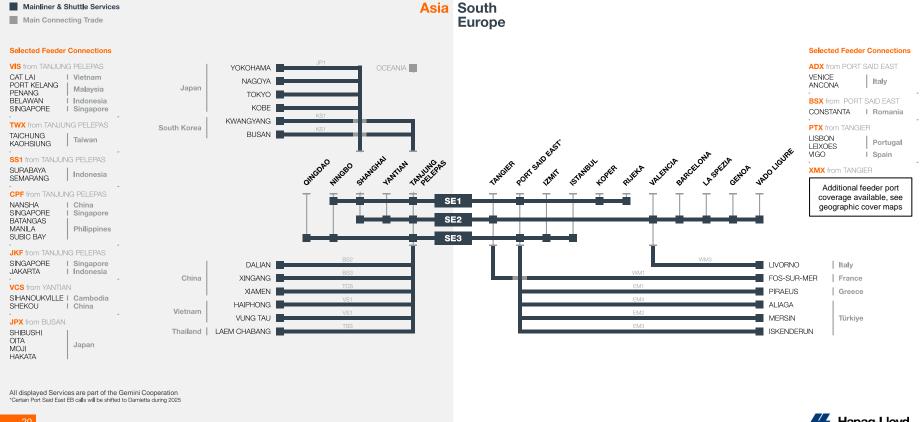
## Port coverage on our Asia - South Europe services



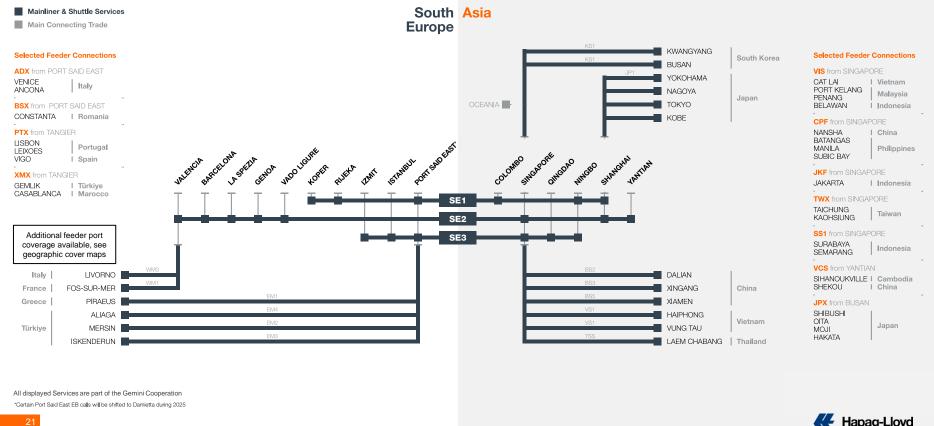




## Our Asia – South Europe services at a glance

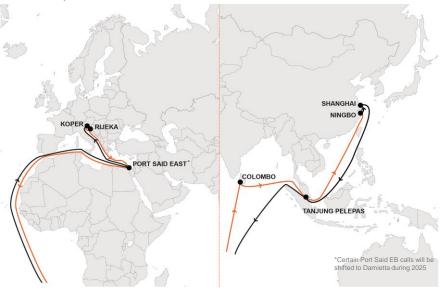


## Our South Europe – Asia services at a glance



### Service Profile SE1

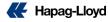
Gemini Cooperation Service



#### **KEY SERVICE VALUE PROPOSITION**

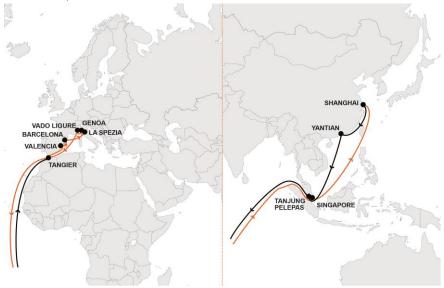
- Key service from Koper (SI) and Rijeka (HR) as gateways to Central European markets from Central China via the Cape of Good Hope
- Serving the Indian Subcontinent and Middle East with direct Connections to Colombo (LK) and Port Said East (EG)

- Shuttles via Shanghai (CN) for Japan
- Shuttles via Tanjung Pelepas (MY) for Southeast Asian,
   South China, Korea, the Bohai Sea and Oceania cargo
- Port Said East (EG) enables fast and efficient transit from and to Türkiye, Greece and Red Sea
- Connection via Colombo (LK) to the Indian subcontinent



## **Service Profile SE2**

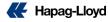
Gemini Cooperation Service



#### **KEY SERVICE VALUE PROPOSITION**

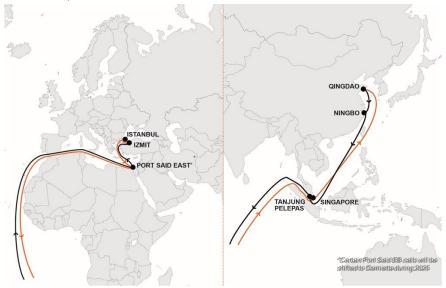
- Key service connecting West Med from/to Central & South China with competitive transit times to Italy and Spain
- Eastbound service to export markets from Italy and Spain to Central and South China, Southeast Asia and Oceania via Tanjung Pelepas (MY) or Singapore (SG)

- Shuttles via Shanghai (CN) for Japan
- Shuttles via Tanjung Pelepas (MY) and Singapore (SN) for Southeast Asian, South China, Korea, the Bohai Sea and Oceania cargo
- Tangier (MA) and Valencia (ES) connect to the remaining Mediterranean



## **Service Profile SE3**

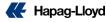
Gemini Cooperation Service



#### **KEY SERVICE VALUE PROPOSITION**

- Key service to Türkiye, as gateway to Europe, from Qingdao (CN) and Ningbo (CN)
- Allows for additional Middle East ex- and imports via Port Said (EG)

- Shuttles via Tanjung Pelepas (MY) and Singapore (SN) for Southeast Asian, South China, Korea, the Bohai Sea and Oceania cargo
- Port Said East (EG) enables fast and efficient transit from and to Italy, Greece and Red Sea
- Black Sea to be connected via Istanbul (TR)

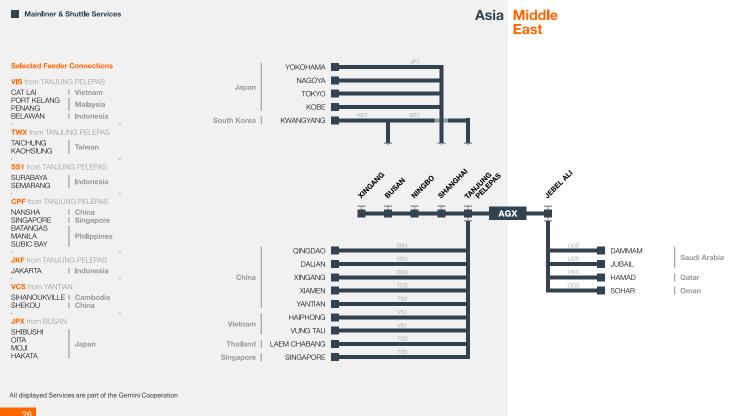


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#### Middle East

## Our Asia – Middle East services at a glance

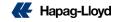


Additional feeder port coverage available, see geographic cover maps

#### Selected Feeder Connections

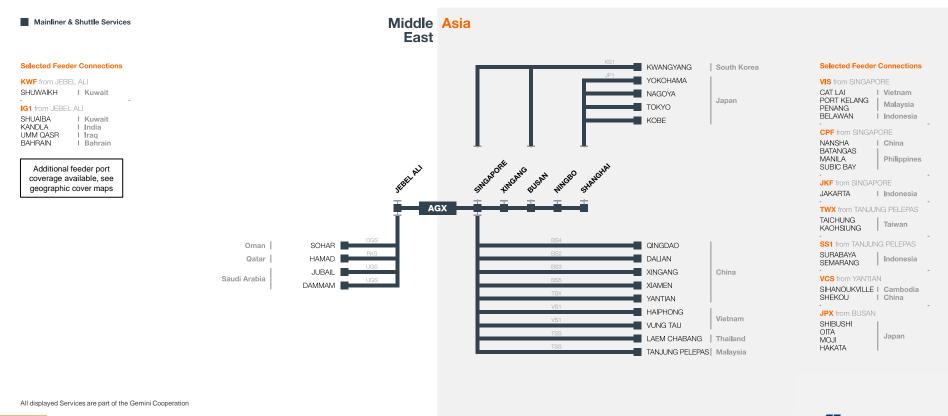
KWF from JEBEL ALI SHUWAIKH I Kuwait IG1 from JEBEL ALI

SHUAIBA I Kuwait KANDLA I India UMM QASR 1 Iraq BAHRAIN I Bahrain



#### Middle East

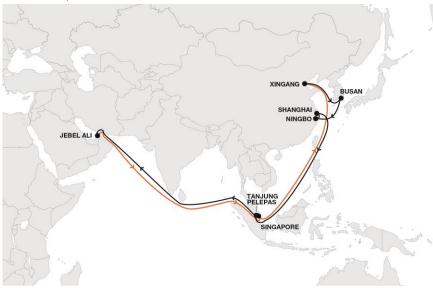
## Our Middle East – Asia services at a glance



#### **Asia-Middle East**

## **Service Profile AGX**

Gemini Cooperation Service



#### **KEY SERVICE VALUE PROPOSITION**

- Key service from Busan (KR), Xingang (CN), Shanghai (CN) and Ningbo (CN) to the Arabian Gulf
- Eastbound service from the Arabian Gulf to East Asia and Oceania via Tanjung Pelepas (MY) or Singapore (SG)

- Shuttles via Jebel Ali (AE) into the Arabian Gulf
- Shuttles via Shanghai (CN) for Japanese and via Tanjung Pelepas (MY) and Singapore (SN) for Southeast Asian, South China, the Bohai Sea and Oceania cargo



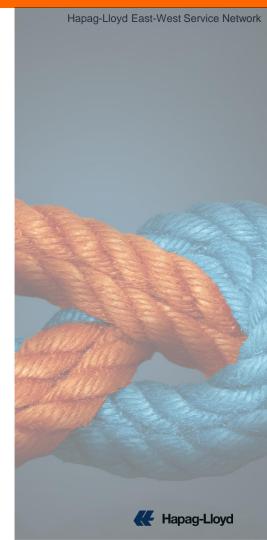
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## **Highlights of our Atlantic services**

- Highly reliable and resilient Atlantic network with competitive transit times
- Strong product with excellent coverage connecting North and South Europe with the USA and Mexico
- Prime product out of North Europe to the US East and Gulf Coast
- Continued dedicated Mexico services out of North and South Europe
- Strong connectivity from the West Mediterranean via Tangier to the US East Coast
- Efficient US West Coast coverage via Cartagena
- Continued Atlantic Canada and East Mediterranean coverage through Hapag-Lloyd services outside of the Gemini Cooperation scope



## **Our Atlantic service in numbers**

#### KEY FACTS

14

# Services

**92** 

# Vessels

8

Ø Calls per service

**5.4 TTEU** 

Ø Vessel size

>18
ports covered in North
America and Mexico

1 shuttle connecting Florida

Go to shuttle network

>53
ports covered in Europe

19 shuttles & feeders connecting hubs and European gateways



## Key features and improvements of our future Atlantic service

### Transit times for selected port pairs (across Atlantic network)



As of December 17, 2024

	TO								
FROM	New York	Norfolk	Philadelphia	Baltimore	Savannah	Charleston	Houston	Veracruz	Altamira
Hamburg	12	1 <b>7</b> <sup>2</sup>	15 <sup>3</sup>	25	18	13	31 <sup>2</sup>	15	18
Antwerp	22	15	21	24	25	20	22	21	24
Rotterdam	15	13	18	21	15	10	20	19	22
Southampton	18	18	21	24	23	18	25	23	26
Le Havre	21	21	24	27	21	16	30	23	26
Genoa	13	15	25	18	24	20	30	22	24
Livorno	16	20	24	21	24	23	32	24	26
Valencia	15	17	32	27	29	29	24	16	18
Barcelona	17	19	43	22	28	24	26	18	20
Fos-sur-Mer	18	20	31	19	25	21	27	22	24

> 90% Schedule reliability

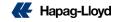
<u>Disclaimer:</u> The transit times are subject to change based on our final schedules and routings. We will publish final schedules, routings and transit times before our official start of booking in December



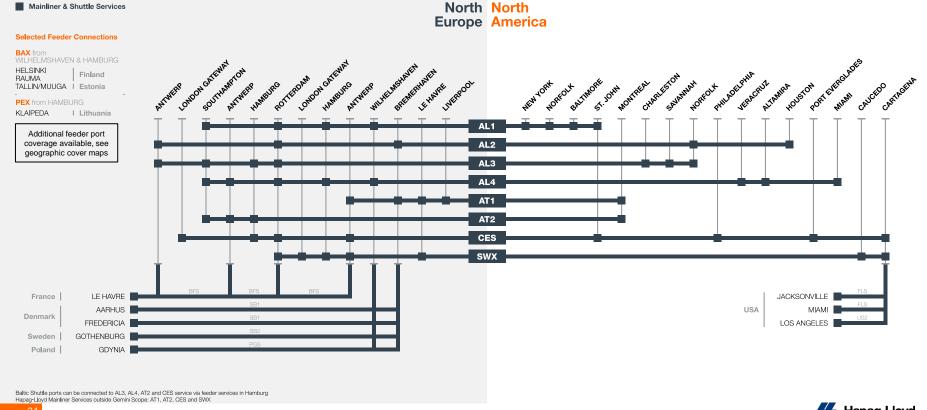
## Port coverage on our North America - North Europe services



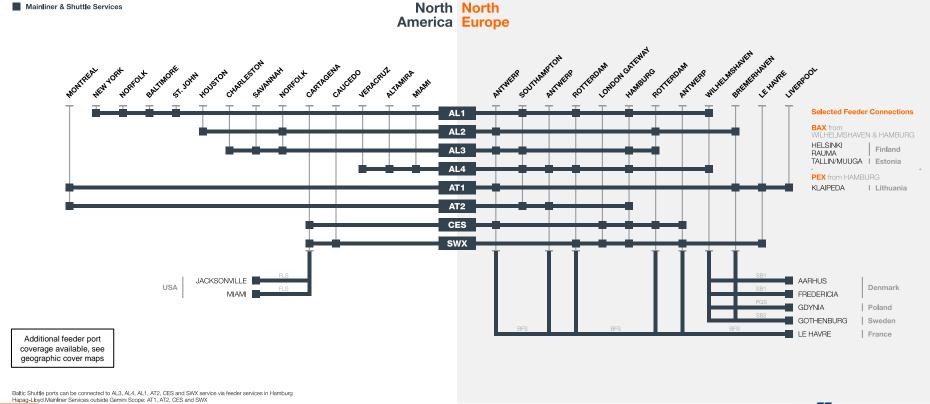




## Our North Europe to North America services at a glance



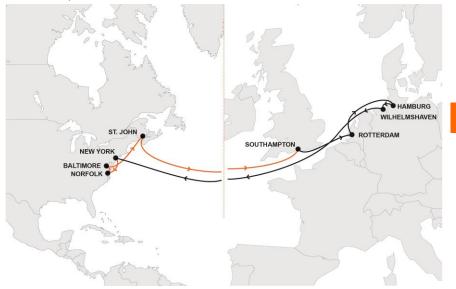
## Our North America to North Europe services at a glance



#### **North Europe - North America**

## **Service Profile AL1**

Gemini Cooperation Service



#### **KEY SERVICE VALUE PROPOSITION**

- Extended coverage of the US East Coast
- Prime product from Central Europe with two gateway options in Hamburg (DE) and Wilhelmshaven (DE) to New York (US)
- Fastest transit time from Wilhelmshaven (DE)
- Coverage of Norfolk (US) and Baltimore (US)

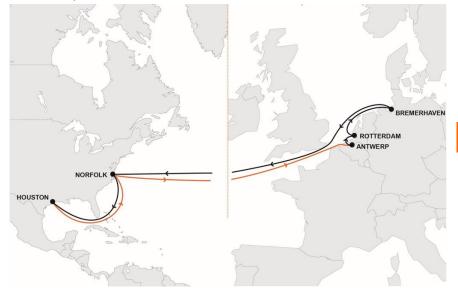
- Le Havre (FR) connected by dedicated shuttle via Rotterdam (NL) with connectivity westbound and eastbound
- Shuttles via Wilhelmshaven (DE) connect to Poland,
   Sweden and Denmark
- Comprehensive intermodal connections into US Midwest
- Scandinavian and Baltic markets covered via Wilhelmshaven (DE)
- Oakland, CA (US) will be connected via Norfolk (US) by mini-land-bridge rail on east- & westbound



#### **North Europe - North America**

## **Service Profile AL2**

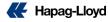
Gemini Cooperation Service



#### **KEY SERVICE VALUE PROPOSITION**

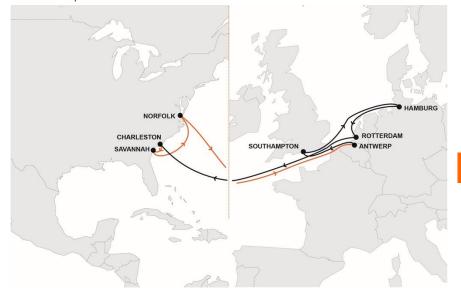
- Core service from Benelux and Germany non-stop to Norfolk (US) and Houston (US) as second port westbound
- US Flag Service

- Le Havre (FR) connected by dedicated shuttle via Rotterdam (NL)
- Shuttles via Bremerhaven (DE) connect to Poland, Sweden and Denmark
- Additional Scandinavian and Baltic ports are covered via Bremerhaven (DE)



### **Service Profile AL3**

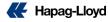
Gemini Cooperation Service



### **KEY SERVICE VALUE PROPOSITION**

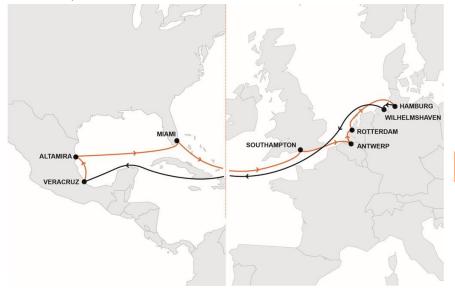
- Concentrated coverage of the South Atlantic market
- Key service for connections from the UK, Germany and Benelux markets to Charleston (US)
- Coverage of the German and Benelux hinterland market eastbound and westbound with calls in both Antwerp (BE) and Rotterdam (NL)

- Le Havre (FR) connected by dedicated shuttle via Rotterdam (NL)
- All Scandinavian and Baltic markets connected via Hamburg (DE) by a comprehensive network of feeders



# **Service Profile AL4**

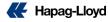
Gemini Cooperation Service



### **KEY SERVICE VALUE PROPOSITION**

- Core Mexico service without stopover in the US on westbound rotation, with key attributes like no U.S. AMS required
- Prime eastbound service from Mexico and Miami (US) to the UK and Benelux markets

- Le Havre (FR) connected by dedicated shuttle via Rotterdam (NL)
- All Scandinavian and Baltic markets connected via Hamburg (DE) by a comprehensive network of feeders



# **Service Profile AT1**

Hapag-Lloyd Service

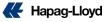


### **KEY SERVICE VALUE PROPOSITION**

- Direct service offering Liverpool and Le Havre in addition to Bremerhaven and Antwerp to Montreal
- Excellent cross-border connection to/from US Midwest

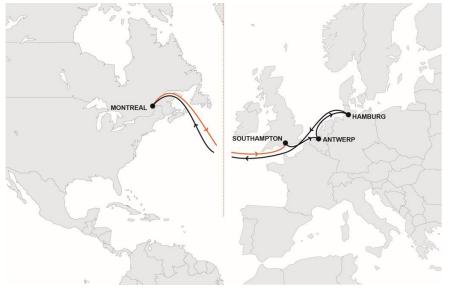
### **IMPORTANT CONNECTIONS**

 Gothenburg (SE), Aarhus (DK) and Gdansk (PL) connected via shuttle services via Bremerhaven (DE)



### **Service Profile AT2**

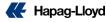
Hapag-Lloyd Service



### **KEY SERVICE VALUE PROPOSITION**

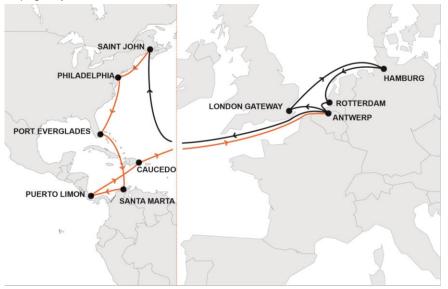
- One of the fastest services from North Europe to Montreal
- Excellent cross-border connection to/from US Midwest
- Direct service from Montreal to Southampton

- Le Havre (FR) connected by dedicated shuttle via Antwerp (BE)
- All Scandinavian and Baltic markets connected via Hamburg (DE) by a comprehensive network of feeders



### **Service Profile CES**

Hapag-Lloyd Service



#### **KEY SERVICE VALUE PROPOSITION**

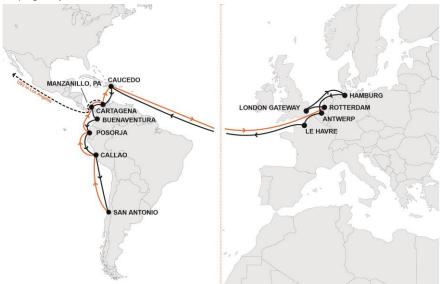
- Competitive transit times for the Atlantic and Latin American connections
- Weekly coverage of St. John (NB) paired with the London Gateway & Rotterdam calls and Caribbean connectivity
- Coverage of Philadelphia (US)

- Le Havre (FR) connected by dedicated shuttle via Antwerp (BE) and Rotterdam (NL)
- All Scandinavian and Baltic markets connected via Hamburg (DE) by a comprehensive network of feeders



# **Service Profile SWX**

Hapag-Lloyd Service

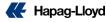


### **KEY SERVICE VALUE PROPOSITION**

 Connecting service of the North Europe main ports with a direct transshipment in Cartagena (CO) connecting to the US2 to Los Angeles (US)

### **IMPORTANT CONNECTIONS**

 All Scandinavian and Baltic markets connected via Hamburg (DE) by a comprehensive network of feeders



### **Atlantic**

# Port coverage on our North America - South Europe services

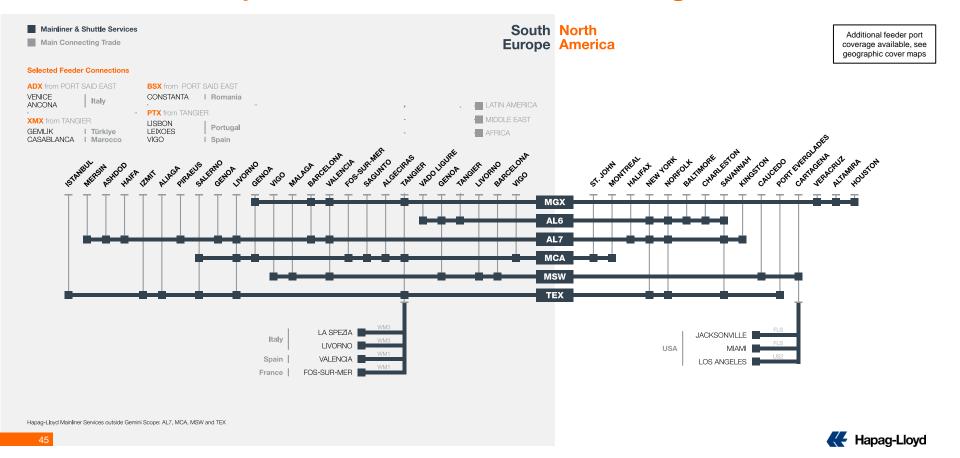






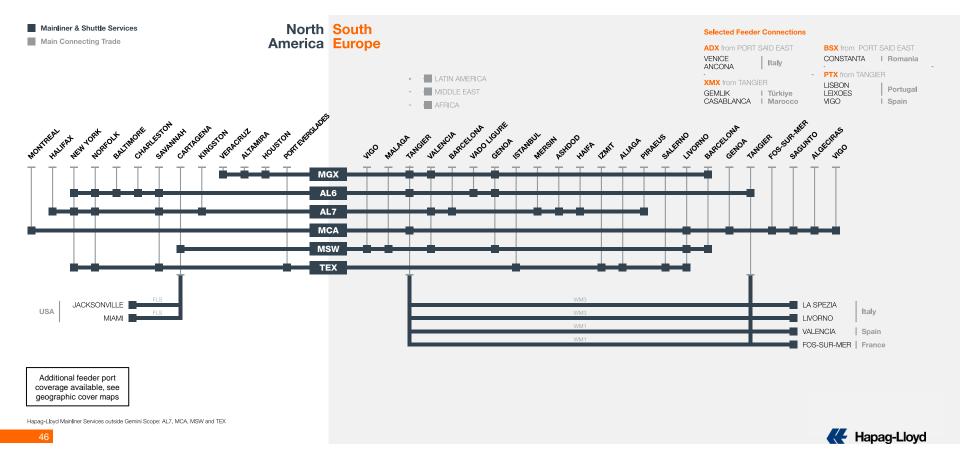
### **Atlantic**

# Our South Europe to North America services at a glance



### **Atlantic**

# Our North America to South Europe services at a glance



# **Service Profile MGX**

Gemini Cooperation Service



### **KEY SERVICE VALUE PROPOSITION**

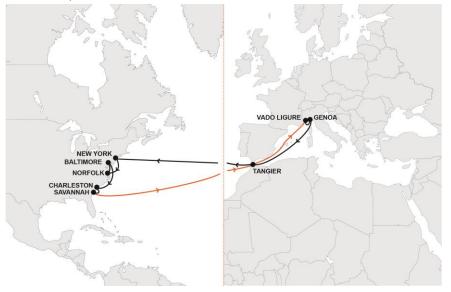
- Core West Mediterranean to Mexico service without stopover in the US, with key attributes like no U.S. AMS required
- Comprehensive coverage of the Spanish market with non-stop connection from Med to Mexico
- Eastbound and westbound calls in Valencia (ES) providing excellent connections in both directions

- Livorno (IT) and Fos-sur-Mer (FR) connected by reliable shuttles via dedicated hub in Tangier (MA)
- Tangier (MA) calls allowing excellent connection to the global network from and to other Mediterranean markets, Africa and the Middle East
- Exports from US WC via rail from Houston to the Med
- Imports from the Med to Oakland (US) will be connected via Houston by rail



### **Service Profile AL6**

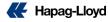
Gemini Cooperation Service



### **KEY SERVICE VALUE PROPOSITION**

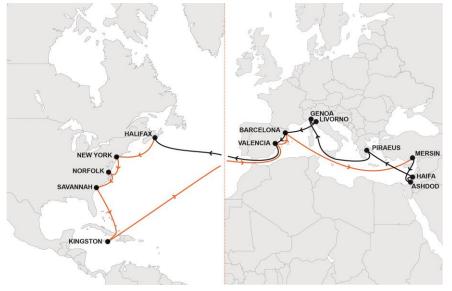
- Key service with extensive coverage from West Mediterranean to US East Coast
- New York (US) as first westbound call to ensure fastest transit time
- Direct calls in Genoa and Vado Ligure

- Shuttles via Tangier (MA) to connect the Mediterranean
- Comprehensive intermodal connections into the US Midwest



# **Service Profile AL7**

Hapag-Lloyd Service

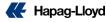


### **KEY SERVICE VALUE PROPOSITION**

- Direct coverage of Israel and Greece with two direct Turkish ports
- Additional Eastern Mediterranean and Black Sea ports linked via own feeder network

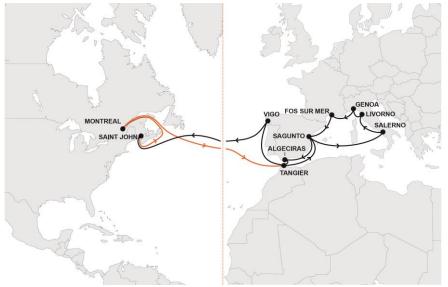
### **IMPORTANT CONNECTIONS**

 Shuttles from Valencia (ES) connecting imports via Tangier (MA) to our global network



### **Service Profile MCA**

Hapag-Lloyd Service

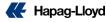


### **KEY SERVICE VALUE PROPOSITION**

- Service offering excellent transit times to/from Montreal
- Excellent cross-border connection to/from US Midwest, for imports to US Midwest also via St. John
- Very comprehensive direct port coverage in the Med
- Hub in Tangier allows for cross-trade business between Montreal and Africa,
- South America Eastcoast and Middle East/India

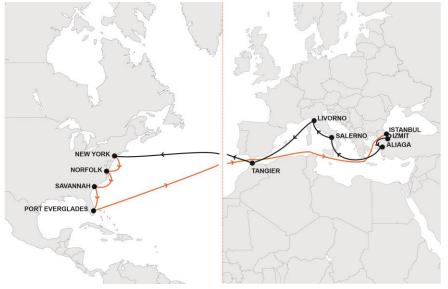
#### **IMPORTANT CONNECTIONS**

 Shuttles via Tangier (MA) to connect to our global network



### **Service Profile TEX**

Hapag-Lloyd Service



### **KEY SERVICE VALUE PROPOSITION**

- Fast and direct connection between major Turkish and US East Coast ports
- Salerno connected directly to US East Coast
- Connecting Turkey via the hub in Tangier to our global network

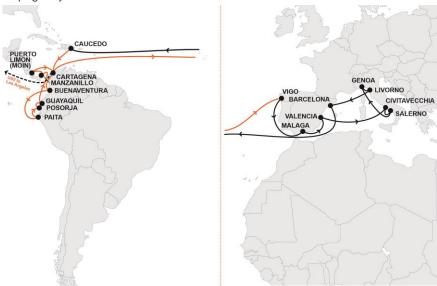
### **IMPORTANT CONNECTIONS**

 Shuttles via Tangier (MA) to connect to Valencia (ES), Livorno (IT), La Spezia (IT) and Fos sur mer (FR)



# **Service Profile MSW**

Hapag-Lloyd Service

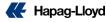


### **KEY SERVICE VALUE PROPOSITION**

 Connecting a wide range of Mediterranean ports via transshipment to the US West Coast

### **IMPORTANT CONNECTIONS**

 Link to US West Coast, Miami (US) and Jacksonville (US) via Cartagena (CO)



# **Agenda**

A.	Hapag-Lloyd East-West Service Network at a Glance	2
B.	Trade Overview Asia - Europe	7
C.	Trade Overview Atlantic	28
D.	Trade Overview Transpacific	52
	Trade Overview Transpacific  Trade Overview Middle East	<b>52</b> 72



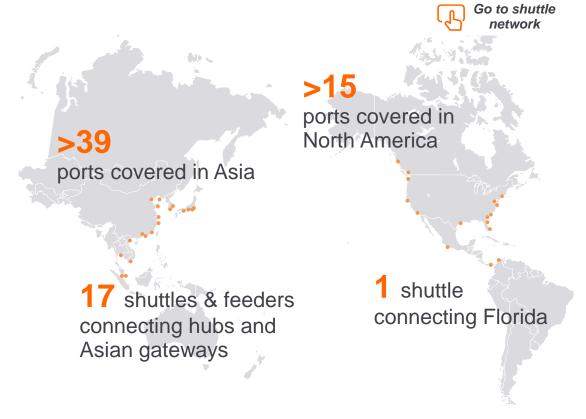
# **Highlights of our Transpacific service**

- Comprehensive Transpacific product with unrivalled reliability
- Delivering robust, on-time and weekly service schedules to our customers
- The new network will provide connections between all key Asia and North American ports and gateways with further inland connections to all key rail ramps and doors
- Extensive coverage of Southeast Asia and Japan through our shuttle network via hubs
- Seamless connection through our innovative Hub & Spoke system



# **Our future Transpacific service in numbers**

# KEY FACTS # Services # Vessels Ø Calls per service **10.3 TTEU** Ø Vessel size



# Key features and improvements of our future Transpacific service

### Transit times for selected port pairs (across Transpacific network)



As of December 17, 2024

	ТО										
FROM •	Los Angeles	Oakland	Tacoma	Vancouver	Prince Rupert	New York	Baltimore	Norfolk	Charleston	Savannah	Houston
Shanghai	15	26	17	23	20	34	55	38	32	30	43
Yantian	17	42	24	31	24	41	47	45	50	53	35
Ningbo	15	36	21	27	23	38	55	49	36	34	40
Qingdao	23	34	23	32	25	36	54	40	57	60	41
Xiamen	37	48	28	34	25	43	46	47	49	52	46
Nansha	19	62	23	29	31	43	49	46	52	55	45
Vung Tau	23	46	40	42	39	34	30	37	40	36	44
Haiphong	23	41	28	34	37	45	51	48	41	39	60
Laem Chabang	24	51	36	40	33	36	42	39	58	48	42
Busan	19	30	13	19	16	29	48	33	45	43	29

> 90%
Schedule reliability

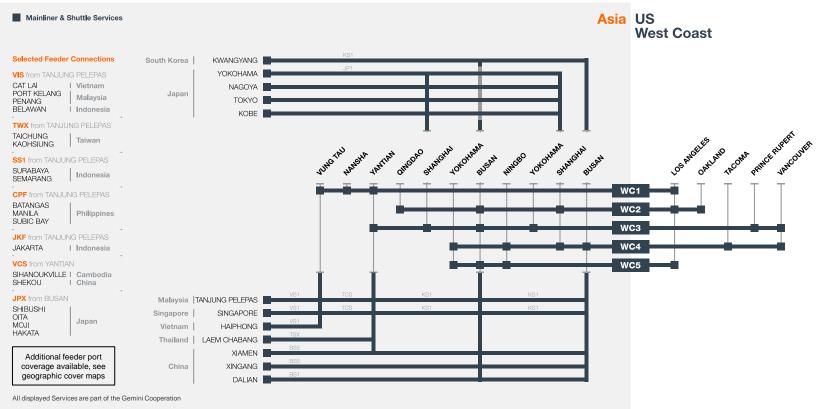
<u>Disclaimer:</u> The transit times are subject to change based on our final schedules and routings. We will publish final schedules, routings and transit times before our official start of booking in December



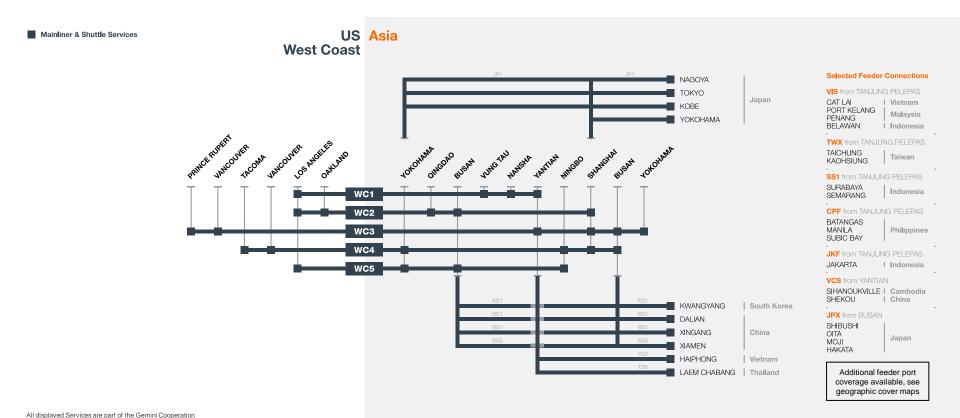
# Port coverage on our Transpacific services



# Our Asia to US West Coast services at a glance



# Our US West Coast to Asia services at a glance



### **Asia - US West Coast**

# **Service Profile WC1**

Gemini Cooperation Service

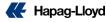


### **KEY SERVICE VALUE PROPOSITION**

- Key service to connect Southeast Asia to the US West Coast
- Direct connection from Yantian (CN) to Los Angeles (US)
- Direct connection from Los Angeles (US) to Vung Tau (VN)

### **IMPORTANT CONNECTIONS**

 Shuttle via Vung Tau (VN) and Yantian (CN) connects cargo to the remaining Asian service network



### **Asia - US West Coast**

# **Service Profile WC2**

Gemini Cooperation Service



### **KEY SERVICE VALUE PROPOSITION**

- Key service to connect Central China and South Korea to the US West Coast
- Direct connection from Busan (KR) to Los Angeles (US)
- Direct connection from Oakland (US) to Qingdao (CN)

- Connection via Shanghai (CN) serves Japanese cargo
- Shuttle via Busan (KR) to connect the Bohai sea



### Asia - Canada West Coast

# **Service Profile WC3**

Gemini Cooperation Service



### **KEY SERVICE VALUE PROPOSITION**

- Key service to connect China, South Korea and Japan to the Canada West Coast
- Canada only service to Vancouver (CA) and direct connection to Prince Rupert (CA)

- Connection via Shanghai (CN) serves remaining Japanese cargo and Shuttle via Busan (KR) to connect the Bohai sea
- Inland network connects to all key rail ramps and doors in Canada and the US



### Asia - Canada and US West Coast

# **Service Profile WC4**

Gemini Cooperation Service



### **KEY SERVICE VALUE PROPOSITION**

- Key service to connect Central China, South Korea and Japan to the Canada West Coast and US West Coast
- Direct connection from Busan (KR) to Tacoma (US)
- Direct connection from Vancouver (CA) to Yokohama (JP)

- Connection via Shanghai (CN) serves remaining Japanese cargo and Shuttle via Busan (KR) to connect the Bohai sea
- Inland network connects to all key rail ramps and doors in Canada and the US



### **Asia - US West Coast**

# **Service Profile WC5**

Gemini Cooperation Service

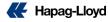


### **KEY SERVICE VALUE PROPOSITION**

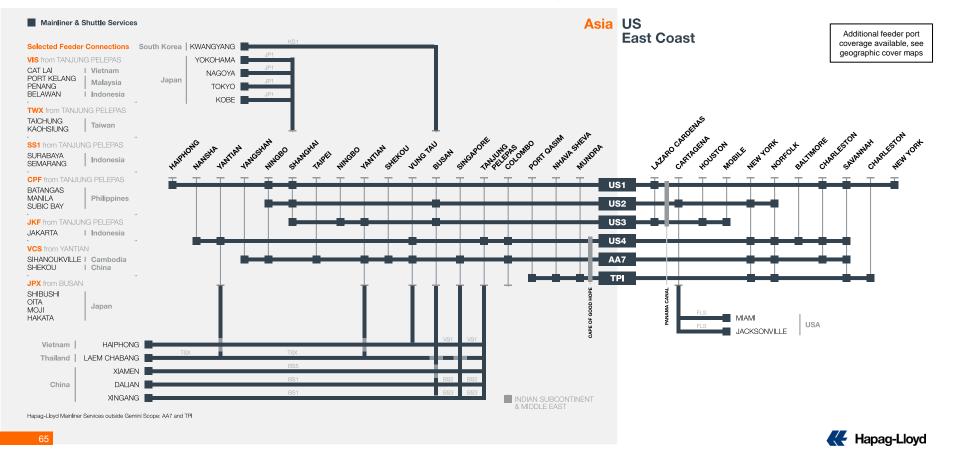
- Key service to connect Central China, South Korea and Japan to the US West Coast
- Direct connection from Ningbo (CN) to Los Angeles (US)
- Direct connection from Los Angeles (US) to Yokohama (JP)
- US Flag Service

### **IMPORTANT CONNECTIONS**

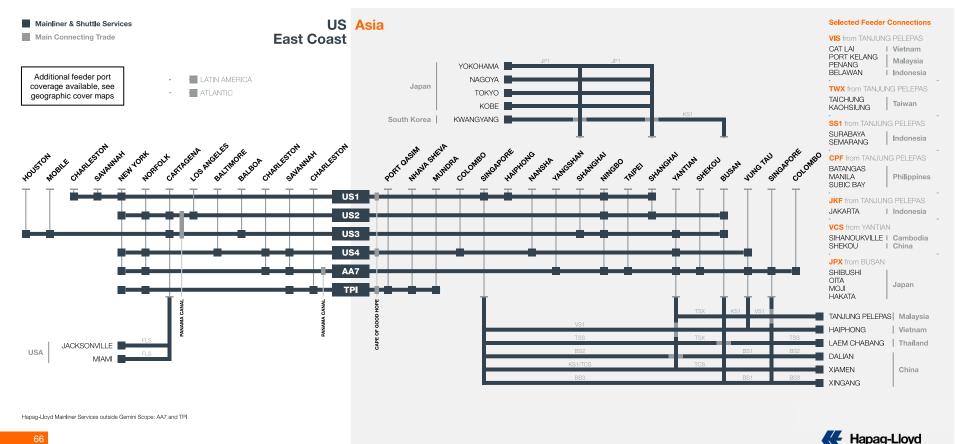
 Shuttle from Busan (KR) serves the markets of the Bohai Sea



# Our Asia to US East Coast services at a glance



# Our US East Coast to Asia services at a glance



### **Asia - US West Coast**

# **Service Profile US1**

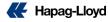
Gemini Cooperation Service



### **KEY SERVICE VALUE PROPOSITION**

- Key service to connect Central China and Southeast Asia to the US East Coast via the Panama Canal
- Direct connection from Shanghai (CN) to Lazaro Cardenas (MX)

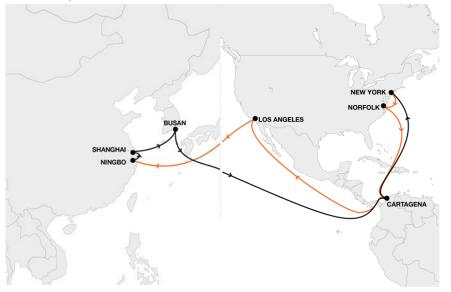
- Shuttles via Shanghai (CN) for Korean and Japanese and via Haiphong (VN) for Southeast Asian cargo
- Cross-border rail network accesses to Dallas (US) via Lazaro Cardenas (MX)
- Comprehensive intermodal connections into the US Midwest



### **Asia - US West Coast**

# **Service Profile US2**

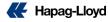
Gemini Cooperation Service



### **KEY SERVICE VALUE PROPOSITION**

- Key service to connect Central China, South Korea and Japan to the US East Coast
- Direct connection from Los Angeles (US) to Ningbo (CN)

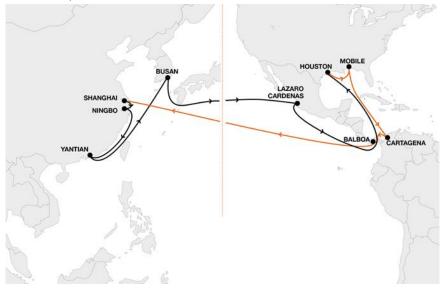
- Shuttles via Shanghai (CN) for Japanese cargo
- Direct connection to Cartagena (CO) serves as a link to Latin American markets and Florida (US)
- Comprehensive intermodal connections into the US Midwest



### Asia - US Gulf Coast

# **Service Profile US3**

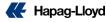
Gemini Cooperation Service



#### **KEY SERVICE VALUE PROPOSITION**

- Key service to connect Central China, South Korea and Japan to the US Gulf Coast
- Direct connection from Busan (KR) to Lazaro Cardenas (MX)

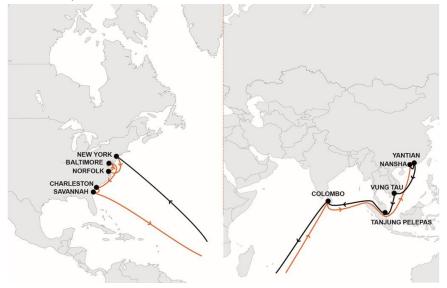
- Shuttles via Shanghai (CN) for Japanese cargo
- Cross-border rail network accesses to Dallas (US) via Lazaro Cardenas (MX)
- Direct connection to Cartagena (CO) serves as a link to Latin American markets and Florida (US)



### Asia - US East Coast

# **Service Profile US4**

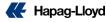
Gemini Cooperation Service



### **KEY SERVICE VALUE PROPOSITION**

- Key service to connect the US East Coast with Southeast Asia and South China with a connection to the Indian subcontinent via Colombo (LK)
- Coverage of all US East coast ports

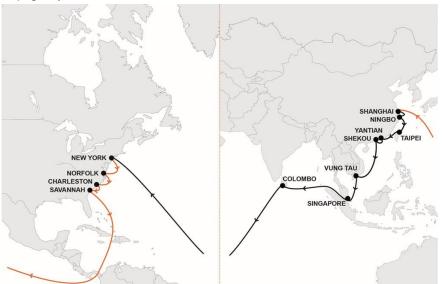
- Shuttles via Shanghai (CN) for Korean and Japanese and via Tanjung Pelepas (MY) for Southeast Asian, South China and Bohai sea cargo
- Connection via Colombo (LK) into the Indian subcontinent
- Comprehensive intermodal connections into the US Midwest



### **Asia - US East Coast**

### **Service Profile AA7**

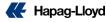
Hapag-Lloyd Service



### **KEY SERVICE VALUE PROPOSITION**

- More connections from East Asia and Southeast Asia
- Enhanced rotation with two additional ports: Shanghai and Colombo
- Calling APM terminal in New York/New Jersey with infrastructure connectivity, modern IT systems and largest Reefer capacity in the region
- On dock rail services

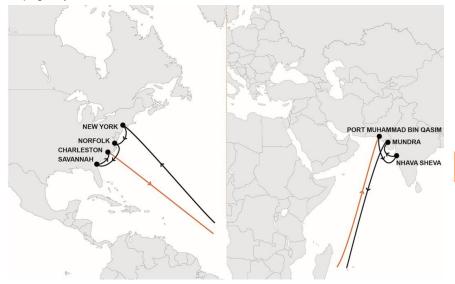
- Shuttles via Shanghai (CN) for Korean and Japanese and via Singapore (SG) for Southeast Asian, South China and Bohai sea cargo
- Connection via Colombo (LK) into the Indian subcontinent
- Comprehensive intermodal connections into the US Midwest



### **Indian Subcontinent - US East Coast**

### **Service Profile TPI**

Hapag-Lloyd Service

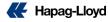


### **KEY SERVICE VALUE PROPOSITION**

- TPI (Indamex) is THE premium service in North/Central India, Pakistan and US East Coast Market. With the TPI we offer outstanding service in ISC-US East coast market
- The TPI service has been augmented by the TPI extra loaders to help our customers to better connect to the US and put some relief on the continuous high demand.

### IMPORTANT CONNECTIONS

 Comprehensive intermodal connections into the US Midwest



# **Agenda**

F.	Overview Shuttle Network and Intra Regional Trades	88
E.	Trade Overview Middle East	<b>72</b>
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C.	Trade Overview Atlantic	28
B.	Trade Overview Asia - Europe	7
Α.	Hapag-Lloyd East-West Service Network at a Glance	2

# **Highlights of our Middle East service**

- Comprehensive Middle East product with unrivalled reliability
- Delivering robust, on-time and weekly service schedules to our customers
- Broad coverage of all key markets in Middle East, North and South Europe through a dedicated shuttle network, seamlessly connected in selected own / and or controlled hubs
- Multiple options with enhanced connectivity to key trades like Africa, Atlantic, Far East, Latin America and Transpacific



## Our future Middle East service in numbers

KEY FACTS
6
# Services
43

# Vessels

**7**Ø Calls per service

**10.4 TTEU** 

Ø Vessel size



## Key features and improvements of our future Middle East service

## Transit times for selected port pairs (across Middle East Network)

As of December 10, 2024

	Discover our
(92)	Schedule

ED OM	10									
FROM A	Jebel Ali	Jeddah	Dammam	Hamad	Salalah	Nhava Sheva	Mundra	Chennai	Karachi	Colombo
Hamburg	37	25	45	40	34	44	41	58 <sup>2</sup>	41	38
Rotterdam	40	33	48	43	37	47	44	43	44	37
London Gateway	32	21	40	35	29	39	36	40	36	34
Genoa	35	21	42	37	34	44	40	39	41	34
Izmit	51	18	58	53	47	60	56	47	54	41

FROM A	Hamburg	Rotterdam	Antwerp	London Gateway	Valencia	Fos-sur- Mer	Genoa	Istanbul	Mersin	Izmit
Nhava Sheva	37	33	40	41	30	46	38	45	43	43
Mundra	41	37	44	45	34	50	42	49	47	47
Chennai	59	34	46	37	37	39	63	56	50	20
Jubail	42	38	56	46	48	53	45	63	61	50
Jeddah	20	20	17	28	12	28	23	17	8	11

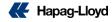
> 90%
Schedule
reliability

<u>Disclaimer:</u> The transit times are subject to change based on our final schedules and routings. We will publish final schedules, routings and transit times before our official start of booking in December

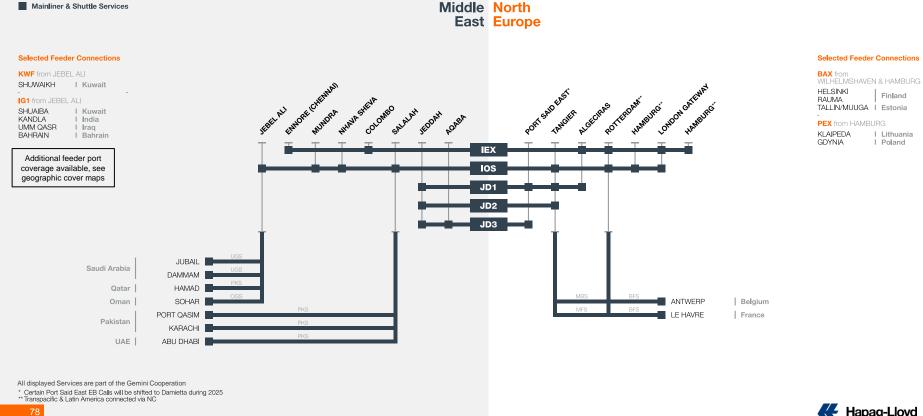
# Port coverage on our Middle East – North Europe services



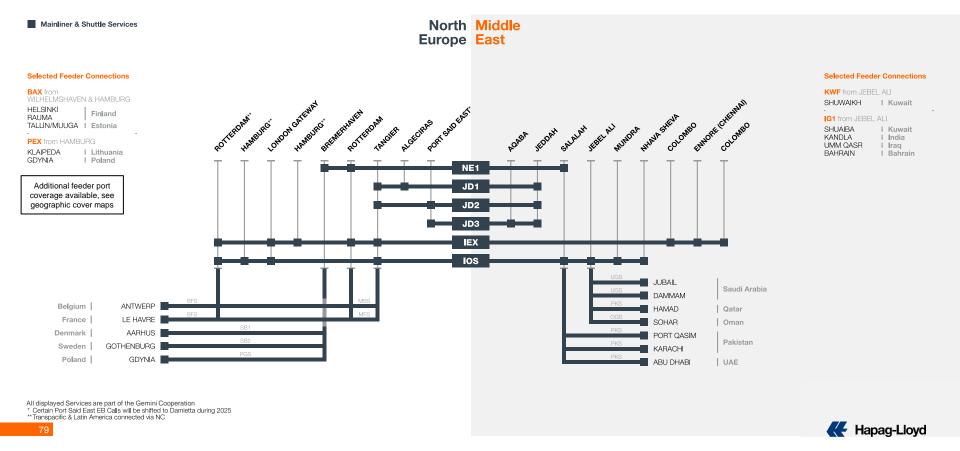




## Our Middle East to North Europe services at a glance



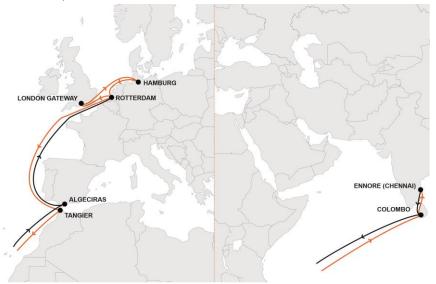
## Our North Europe to Middle East services at a glance



#### Middle East - North Europe

## **Service Profile IEX**

Gemini Cooperation Service

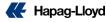


#### **KEY SERVICE VALUE PROPOSITION**

- Key service for connections from the Indian Subcontinent to North Europe via the Cape of Good Hope
- Connection especially relevant for sensitive and high value cargo of those markets, e.g. reefer, OOG and break-bulk

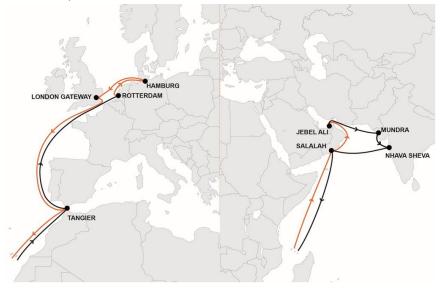
#### **IMPORTANT CONNECTIONS**

- Shuttles via Bremerhaven (DE) to connect Scandinavia and via Rotterdam (NL) to connect Antwerp (BE), and Le Havre (FR)
- Shuttles via Tangier (MA) and Algeciras (ES) to connect the Mediterranean
- Connecting into the Indian Subcontinent via Colombo (LK)



## **Service Profile IOS**

Gemini Cooperation Service

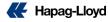


#### **KEY SERVICE VALUE PROPOSITION**

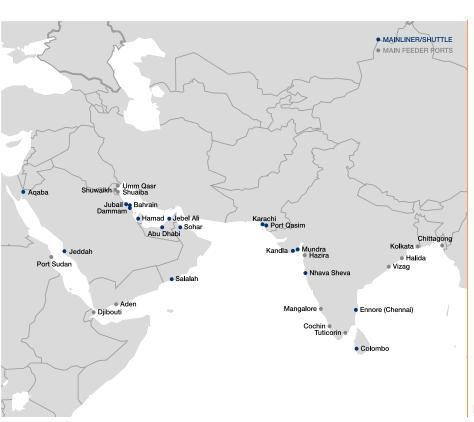
- Key service between North Europe, the Indian Subcontinent, Red Sea and Arabian Gulf
- Serving the markets of Africa, US East Coast and Latin America through a direct connection to Tangier (MA)
- Additional coverage of Jebel Ali (AE), Salalah (OM),
   Mundra (IN) and Nhava Sheva (IN) next to IMX

#### **IMPORTANT CONNECTIONS**

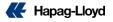
- Shuttles via Rotterdam (NL) connect to Antwerp (BE) and Le Havre (FR)
- Shuttles via Salalah (OM) and Jebel Ali (UA) connect to the Persian Gulf and Pakistan



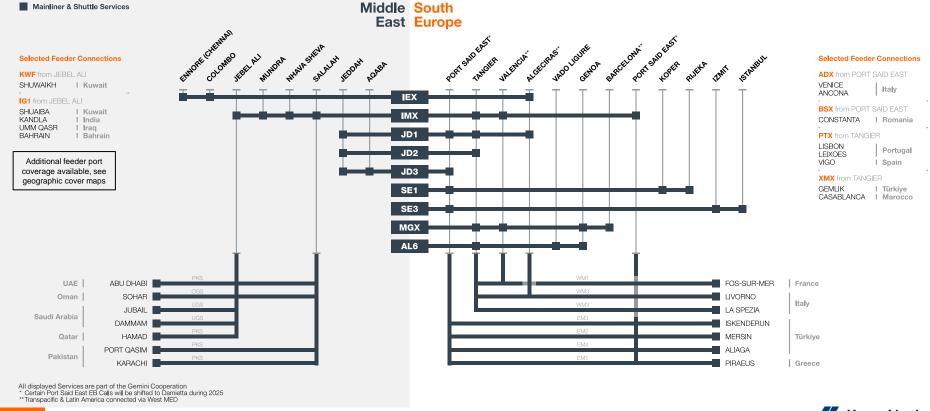
# Port coverage on our Middle East – South Europe services



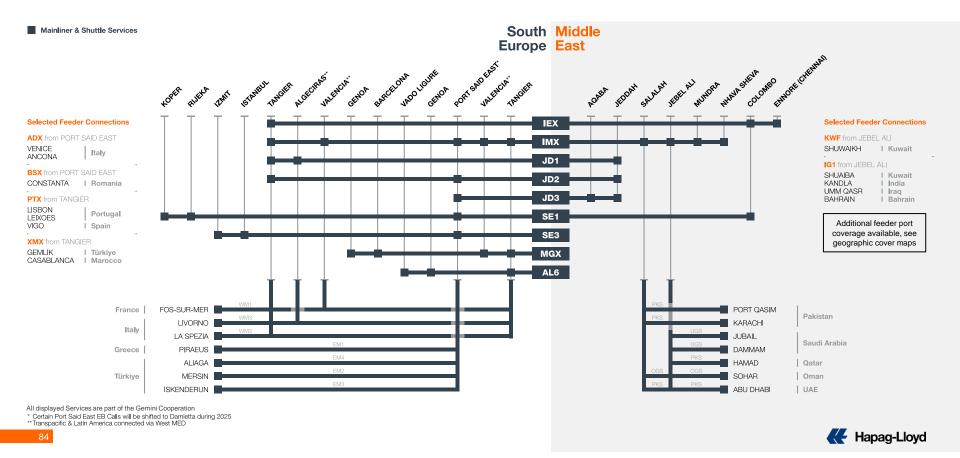




## Our Middle East to South Europe services at a glance

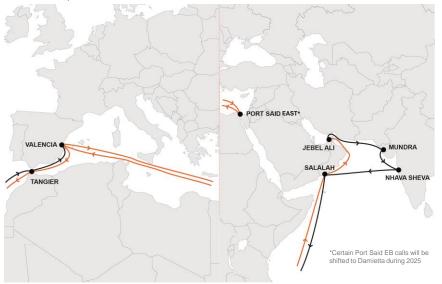


# Our South Europe to Middle East services at a glance



## **Service Profile IMX**

Gemini Cooperation Service

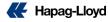


#### **KEY SERVICE VALUE PROPOSITION**

- Key service for connections from the West Mediterranean to the Middle East and West India via the Cope of Good Hope
- Connection especially relevant for sensitive and high value cargo, e.g. reefer, OOG and break-bulk cargo
- Additional coverage of Jebel Ali (AE), Salalah (OM),
   Mundra (IN) and Nhava Sheva (IN) next to IOS

#### **IMPORTANT CONNECTIONS**

- Connections via Tangier (MA), Valencia (ES) and Port Said (EG) to connect the remaining Mediterranean
- Shuttles via Salalah (OM) and Jebel Ali (UA) connect the Persian Gulf and Pakistan



## **Service Profile JD1**

Gemini Cooperation Service



#### **KEY SERVICE VALUE PROPOSITION**

 Key service connecting North Europe, North America, Latin America and Africa via West Med Hubs Algeciras (ES) and Tangier (MA) with the Red Sea through Jeddah (SA)

#### **IMPORTANT CONNECTIONS**

 Red Sea into West Med and East Med can be connected with shuttles via Algeciras (ES) and Port Said (EG)



## **Service Profile JD2**

Gemini Cooperation Service



#### **KEY SERVICE VALUE PROPOSITION**

Key service connecting North Europe via Tangier (MA) with the Red Sea

#### **IMPORTANT CONNECTIONS**

- Port Said (EG) enables fast connections into East Med
- Fast connections for Reefer Business into Red Sea



## **Service Profile JD3**

Gemini Cooperation Service

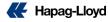


#### **KEY SERVICE VALUE PROPOSITION**

 Key Service connecting the Red Sea via East Med Hub Port Said East

#### **IMPORTANT CONNECTIONS**

- Direct Aqaba (JO) call to connect the entire HL network via Suez
- Fast connection for Reefer Business into Red Sea



# **Agenda**

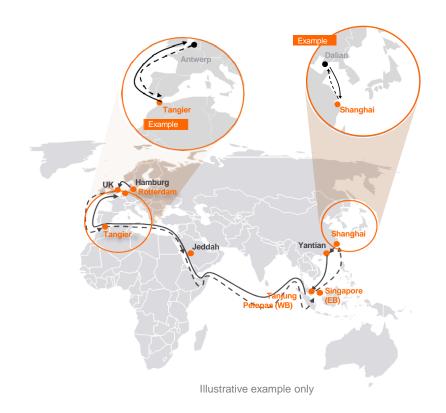
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B.	Trade Overview Asia - Europe	7
A.	Hapag-Lloyd East-West Service Network at a Glance	2

# The joint network uses a hub and spoke model to make it much more reliable and resilient, with fast connectivity

#### **NETWORK PRINCIPLES**

- Setup with 2-3 main port calls per region including strategic hubs enable shorter round voyage times and better reliability
- All hub terminals are carefully selected for top quality and reliability plus mostly owned and/or controlled by Hapag-Lloyd or Maersk
- Hub & Spoke with multiple shuttles provide wide coverage and fast connections
- Synchronized connections from mainliners to mainliners and to shuttles significantly reduce dwell times

This network is much more **reliable** and **interconnected** than traditional setups, increasing **resilience** against external effects. We will reach this through a combination of streamlined port calls, controlled hubs and dedicated shuttle services.





# 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

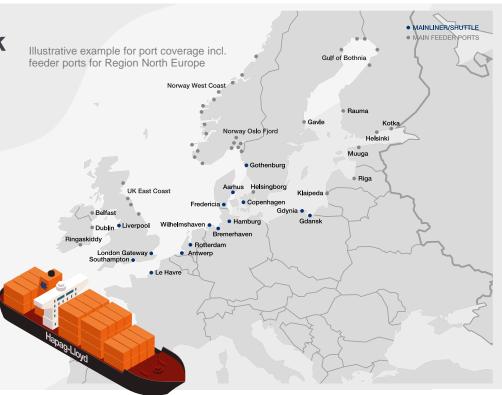




## Our feeder network will enhance our broad connectivity in specific markets

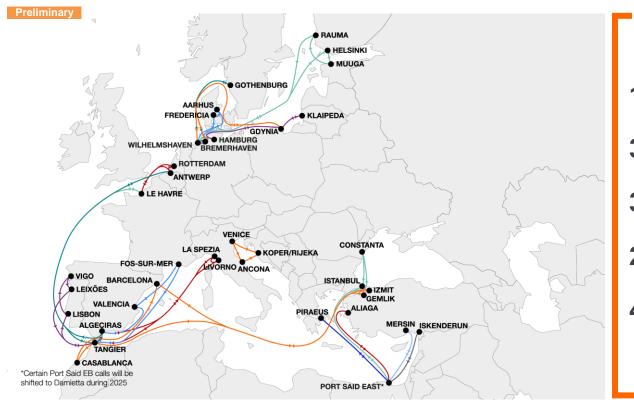
# **Complementing Feeder Network**

- Smaller sized vessels operated by either Hapag-Lloyd or strategic suppliers
- Extension of our existing hub and shuttle port coverage ensuring seamless connectivity in specific markets
- Next to our mainliner and shuttle network, an integral part to support our customers cargo planning globally
- Supporting the optimization of routes and vessel deployments to contribute further to our reliability goals



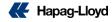


## **Europe Shuttle & Feeder Services**



### KEY FACTS

- 19 shuttles & feeders
- 39 ports
- 35 vessels
- 2.8 TTEU Ø vessel size
- 4 calls per system (Ø)



# **Europe Shuttle & Feeder Services (1/3)**



















# **Europe Shuttle & Feeder Services (2/3)**



















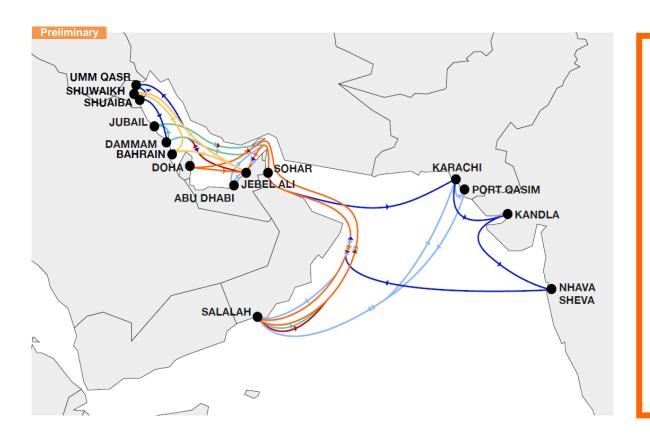
# **Europe Shuttle & Feeder Services (3/3)**







## Middle East Shuttle & Feeder Services



## **KEY FACTS**

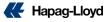
6 shuttles & feeders

15 ports

14 vessels

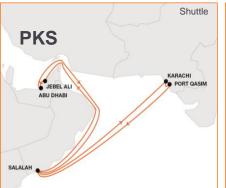
**3.9 TTEU** Ø vessel size

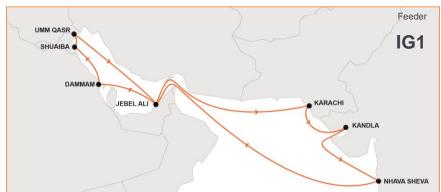
**5** calls per system (Ø)



## Middle East Shuttle & Feeder Services



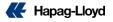




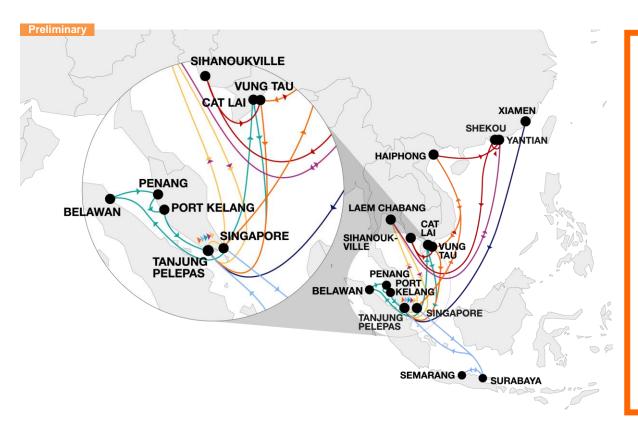








## **Asia Shuttle Services (1/2)**



## KEY FACTS

17 shuttles & feeders

30 ports

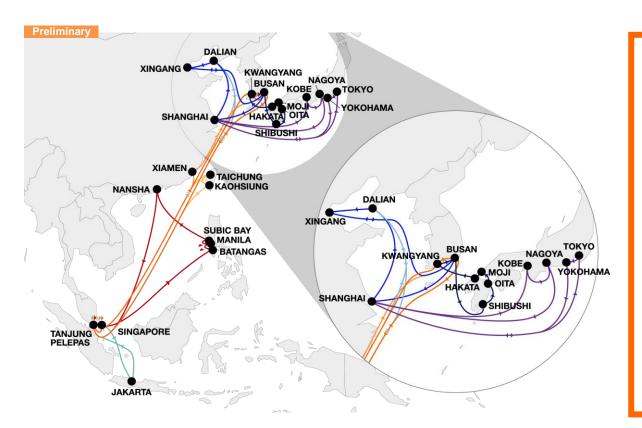
41 vessels

**4.4 TTEU** Ø vessel size

**5** calls per system (Ø)



## **Asia Shuttle Services (2/2)**



## KEY FACTS

17 shuttles & feeders

30 ports

41 vessels

4.4 TTEU Ø vessel size

**5** calls per system (Ø)



# **Asia Shuttle & Feeder Services (1/3)**



















# **Asia Shuttle & Feeder Services (2/3)**



















# Asia Shuttle & Feeder Services (3/3)





## **North America Shuttle**



## -KEY FACTS

- 1 shuttle
- **3** ports
- 2 vessels
- 2.5 TTEU Ø vessel size
- 3 calls per system (Ø)





# **DISCLAIMER**

#### **Disclaimer**

This presentation contains forward-looking statements that involve a number of risks and uncertainties. Such statements are based on a number of assumptions, estimates, projections or plans that, by their nature, are subject to significant risks, uncertainties and contingencies. Actual results may differ materially from the Companies' forward-looking statements and expected results.

