Europe – Far East Trade
2020 Product

June 2020
Agenda

01  Trade Overview

02  North Europe – Far East

03  Mediterranean – Far East
01 Trade Overview
Customer Benefits

- Focus on **lean products** with **faster transit times** between main markets in Far East and Europe
- **Multiple service options** from main base ports in both Europe and Far East
- **Reliable** weekly services connecting Far East and North Europe / Mediterranean / Black Sea with **competitive transit times**
- Extensive **feeder network** to and from non-direct ports and comprehensive **inland services**
- Direct connection for **Scandinavia/Baltic and North China (Bay of Bohai)**
- **Six weekly** services for China
- **Four weekly** Services for Busan plus a **unique call in Kwangyang**
- Five weekly Singapore Eastbound connections for **Oceania and South East Asia**
- **Fast Product in and out of Rotterdam & Antwerp**, especially to Singapore and Hong Kong
- Extended links to/ from **UK with three gateways** – Felixstowe, Southampton and London Gateway
- Very fast transit time for the German market with three gateways – **Hamburg, Bremerhaven and Wilhelmshaven**
- **Connecting main Asian markets** to South of Spain through Algeciras
- Multiple options to connect other Trades like Africa through **Tangier**
- **Direct connection to Malaysia** through Tanjung Pelepas and Port Kelang
- **Very fast connections to China**, especially Shanghai
- Dedicated Services for **Indochina and Japan**
02 North Europe – Far East
Our Far East Product

General – North Europe

- Dedicated lean products to achieve product differentiation by transit times, connectivity and reliability
- Five calls per week in Hamburg, Rotterdam and UK and three calls per week in Le Havre and Antwerp
- Dedicated loops for Japan, South East Asia, South and North China with extensive port coverage
- Additional port calls at Colombo, Jeddah allowing further connections to Hapag-Lloyd services
- Extensive coverage to European outports through dedicated feeder network
North Europe Services

FP1 – Far East Loop 1
(Focus Japan)

Key Service Strengths

- **Asia to Europe**
  - **Prime Japan** service with fast transit times and only one stop-over port
  - Several transshipment options available from Asian origins via Singapore

- **Europe to Asia**
  - **Direct Japan** service with fast transit times and only one stop-over port
  - Several transshipment options available to Asian destinations via Singapore
North Europe Services

FE2 – Far East Loop 2
(Focus China)

Key Service Strengths

- **Asia to Europe**
  - Prime service to United Kingdom
  - Qingdao added for direct coverage during FE4 suspension
  - Le Havre added

- **Europe to Asia**
  - Fast transit time to Korea
  - Jebel Ali call shifted to FE3
Key Service Strengths

- **Asia to Europe**
  - Prime South China service
  - Extensive port coverage in South China and Taiwan
  - Fast transit times as no stop-over port
  - Shanghai and Ningbo added as a second direct call to FE2 with competitive transit times into North Europe

- **Europe to Asia**
  - Jebel Ali added with fast transit times to Middle East
  - Various transshipment options to serve Asian destinations via Singapore
  - Le Havre cancelled but transhipment option to Asian destinations by using FP1 & FE2 via Singapore
Key Service Strengths

- **Asia to Europe**
  - Busan call added in addition to FE2
  - Qingdao added from FE2 to maintain North China coverage
  - *Attractive transit times from China* e.g. Singapore added to offer various transshipment options
  - *Le Havre* shifted to FE2

- **Europe to Asia**
  - Busan added in addition to FE2 with fast transit times & loading port Antwerp as dedicated OOG & BB port
**North Europe Services**

**FE5 – Far East Loop 5**

### Key Service Strengths

- **Asia to Europe**
  - Added Yokohama as additional Japanese port in the network
  - Direct port call at Laem Chabang and Vung Tau
  - Connection from Indian Subcontinent via Colombo

- **Europe to Asia**
  - Connection from/to Middle East via Jeddah
  - Additional South China coverage by calling Hong Kong and Yantian
  - Colombo call dropped but presence maintained through IEX service launch

### Transit times

#### EASTBOUND

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<th>Arrival Day</th>
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*Frequency weekly*
North Europe Services

FE6 – Far East Loop 6

Key Service Strengths

- **Asia to North Europe**
  - Prime Service from North China and Korea to the United Kingdom
  - Dedicated product for the markets Rotterdam & Antwerp

- **North Europe to Asia**
  - Dedicated product for Benelux & German hinterland markets incl. projects
  - Connecting South of Spain through Algeciras to main Asian ports
  - Connecting Africa through Tangier to main Asian ports

Transit times

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Key Service Strengths

**Asia to North Europe**
- Only direct service to Gothenburg and Aarhus
- Direct port call in North China as well as in Malaysia
- Dedicated product for the German market with gateways Bremerhaven and Wilhelmshaven

**North Europe to Asia**
- Connecting Africa through Tangier to main Asian ports
- Fast transit times from Bremerhaven/Wilhelmshaven into Shanghai
- Dedicated North China Loop
Key Service Strengths

**Asia to North Europe**
- Direct port call in Gdansk
- Direct port call in North China as well as in Malaysia
- Unique direct port call in Kwangyang
- Connecting main Asian ports through Algeciras to South of Spain

**North Europe to Asia**
- Direct port call in Gdansk
- Direct port call in North China as well as in Malaysia
- Unique direct port call in Kwangyang
- Fast transit times from Bremerhaven into Shanghai

Transit times

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03 Mediterranean – Far East
Our Far East Product

General – Mediterranean

- **Two** reliable weekly services connecting Asia and the West Mediterranean / Adriatic / North Africa and East Mediterranean
- **One dedicated Turkey** / East Mediterranean / Black Sea service
- Competitive **transit times**
- Dedicated **feeder network** throughout the Mediterranean
- South East Asia **hub** servicing Japan and South East Asia outports
- **Jeddah** port call offers a link to and from the Middle East
- **Damietta** port call offers connection to Adriatic, East Mediterranean and North African ports
- **Tangier** port call offers connection to West and South African ports
Mediterranean Services

MD1 – Mediterranean Service 1
(Focus Spain)

Key Service Strengths

- **Asia to Mediterranean**
  - Connection to Africa and Middle East via Jeddah
  - Connection to Adriatic, East Mediterranean and North African ports via Damietta
  - Connection to North and West African ports via Tangier
  - Shanghai – Damietta in 25 days
  - Shanghai – Barcelona in 30 days

- **Mediterranean to Asia**
  - Connection from Africa and Middle East via Jeddah
  - Connection from Adriatic, East Mediterranean and North African ports via Damietta
  - Valencia – Qingdao in 35 days
  - Damietta – Shanghai in 29 days
  - Genoa – Singapore in 20 days
MD2 – Mediterranean Service 2
(Focus Italy & France)

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**Key Service Strengths**

- **Asia to Mediterranean**
  - Connection to *East Mediterranean, Black Sea and North African ports via Piraeus*
  - Shanghai – Genoa in 30 days
  - Shekou – Fos in 29 days

- **Mediterranean to Asia**
  - Connection from *East Mediterranean, Black Sea and North African ports via Piraeus*
  - Genoa added
  - Genoa – Busan in 33 days
  - Fos – Hong Kong in 26 days
  - Genoa – Singapore in 24 days
Mediterranean Services

Key Service Strengths

- **Asia to Mediterranean**
  - Connection to **Black Sea and North African ports** via **Istanbul**
  - Connection to/from **Middle East via Jeddah**
  - **Shanghai** – **Istanbul** in 27 days
  - **Shekou** – **Istanbul** in 24 days

- **Mediterranean to Asia**
  - Connection from **Black Sea and North African ports** via **Istanbul**
  - Connection to/from **Middle East via Jeddah**
  - **Aliaga** – **Busan** in 29 days
  - **Mersin** – **Shanghai** in 29 days
  - **Izmit** – **Singapore** in 24 days
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