

Network of the Future

Customer Value Proposition



NETWORK OF THE FUTURE



Ambition for 90%
reliability once fully
phased in



Speed via
efficiency and
optimisation



Global reach
with local service



Our Network of the Future will
deploy a **fleet of 340+ vessels**
and a combined capacity of
3.7 million TEU.



More reliability and flexibility
through the optimised use of our
**fleets of mainline and shuttle
vessels**, as well as the global
network of transshipment hubs
and inland services.



Maersk and Hapag-Lloyd have come
together in a long-term operational
collaboration – called the **Gemini
Cooperation**.



This enhanced agility of the new
network enables us to transport your
containers on **major East-West trade
lanes** via optimised routes to get ahead
of potential delays and disruptions.

IMPLEMENTING THE CAPE OF GOOD HOPE NETWORK

After thorough consideration, and given the continued safety concerns in the Red Sea, Hapag-Lloyd and Maersk, confirm that they expect to phase in their Cape of Good Hope network for the commencement of the Gemini Cooperation on 1 February 2025.

As the situation remains highly dynamic, Hapag-Lloyd and Maersk will return to the Red Sea when it is safe to do so.

The Gemini Cooperation's ambition is to deliver industry-leading schedule reliability of above 90 percent once fully phased in, ensuring efficient and flexible services across the East-West trades.

The Cape of Good Hope network will include 29 mainliner services supported by 28 intraregional shuttle services and will be operated by a fleet of around 340 vessels with a total capacity of 3.7m TEU.

KEY FACTS AND FIGURES – CAPE OF GOOD HOPE NETWORK

7 East-West trade lanes



- Asia / US West Coast
- Asia / US East Coast
- Asia / Middle East
- Asia / Mediterranean
- Asia / North Europe
- Middle East – India / Europe
- Transatlantic



340+

vessels in the combined fleet



3.7 million

TEU combined capacity (Twenty-foot Equivalent Unit)

57

services



Mainline services

29

Shuttle services

28

11 in Europe, 12 in Asia, 4 in the Middle East, and 1 in Gulf of Mexico

transshipment hubs located like “pearls on a string”



Access to **tons of** Port pairs



Latest technology reducing cargo dwell time up to 20%

USD

3 billion+

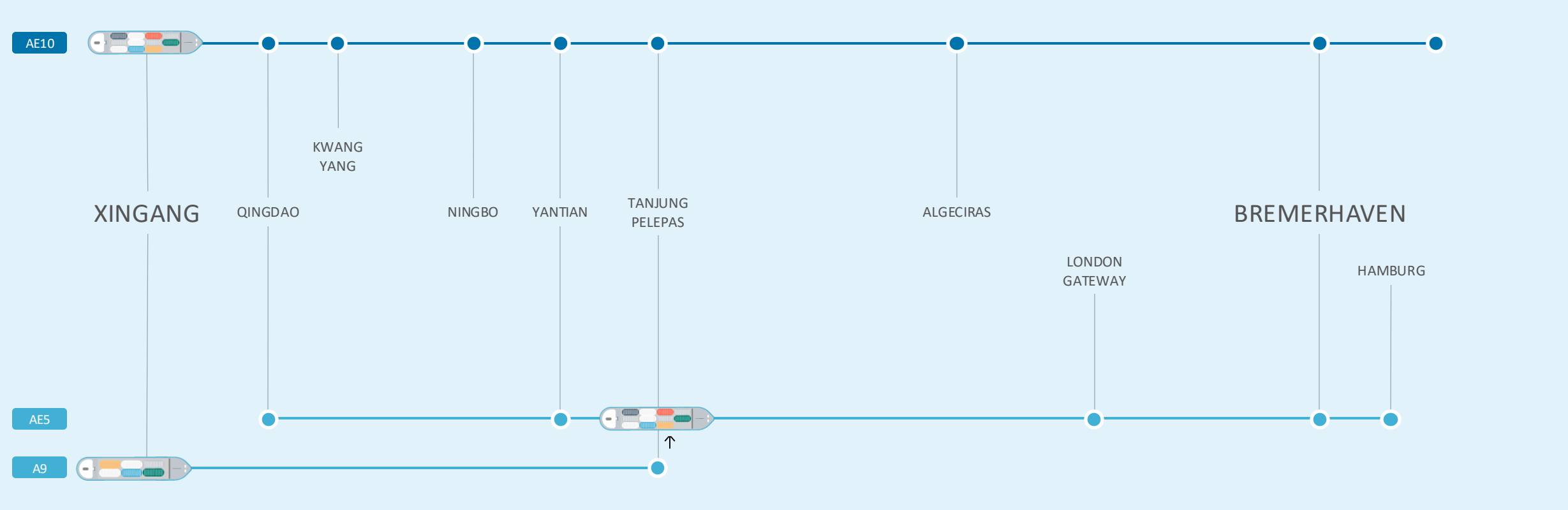


investments in APMT Hubs for a **30% increase in capacity**

How does the Network of the Future compare with Today's Network?

Below you can see the current network comparative to the Network of the Future the example here is a typical route for container shipping from North China (Xingang) to Germany (Bremerhaven).

Today's Network



Network of the Future

Today's Network: **7 stops** > Network of the Future: **3 stops**

MODULARITY: CONNECTIVITY, CONTROL AND RELIABILITY

What the Network of the Future offers:

Leaner mainline rotations

With 2-3 ports per region, including strategic hubs



Strategically located terminal hubs

Hub terminals placed like “pearls on a string”, controlled by Maersk or Hapag Lloyd with close operative interfaces



Dedicated shuttle network

Hub terminals placed like “pearls on a string”, controlled by Maersk or Hapag Lloyd with close operative interfaces



Coordinated Connections

Moves from mainliners to mainliners and to shuttles will be synchronized



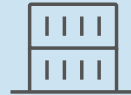
What this means for your business:

- Shorter round voyage times, more resilience and less sources of disruption
- Single operator for mainline loops (either Maersk or Hapag-Lloyd), reducing executional complexity.
- Consistent high-quality levels and shorter port stays, avoiding hub congestion
- More calls on APM Terminals, where we have operational control and priority handling.
- High flexibility and adaptability to customer needs
- short sailing distances enable agile routing, and greater flexibility of schedules.
- Clockwork network significantly reducing dwell times for vessels and containers
- Vast network combining mainline, shuttle and hub services, offering same geographical coverage as 2M alliance.

The network is also adaptative to external shocks, e.g. geo-political situations

Maersk has already invested USD 3 billion in 2020-23 for a 30% increase in capacity, with further investments being made by APM Terminals and Hapag-Lloyd to continue enhancing hub capabilities.

Expanded Capacity



APMT hubs have seen a 14% rise in productivity over the last 2 years, which have helped reduce port stays by 15-20%, with further improvements expected as upgrades continue.

Increased Productivity



Our APMT hubs deploy **Port Mirror** to simulate terminal operations to forecast potential issues like congestions or of equipment availability, and **Berth Planner** to optimise vessel lineups and berth planning.

Tech-led Operations



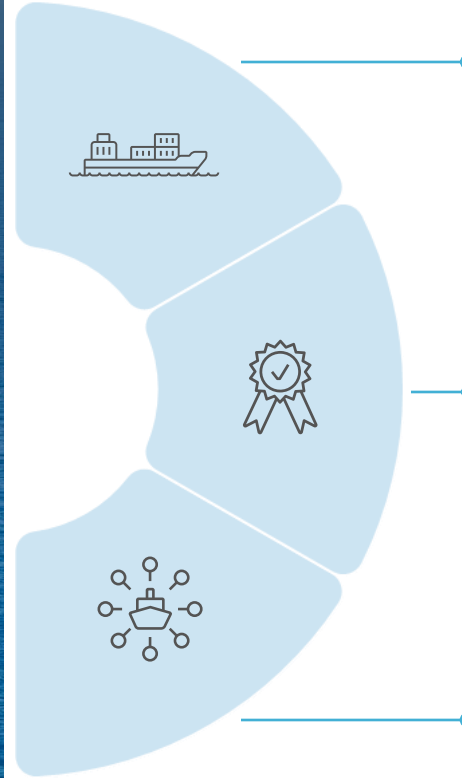
Harnessing the potential of our TRANSSHIPMENT HUBS

Seamless collaboration between APMT, Hapag-Lloyd and Maersk, along with our strategically located hubs and integrated logistics services aim to enable us to deliver on our ambition of offering +90% service reliability

Unlocking reliability with our

FLEET OF SHUTTLES

The Network of the Future will be covered extensively through our mainliner services, supported by dedicated shuttle services in strategic markets.



More Agility

The new network leverages a fleet of shuttles to unlock greater agility, enabling the swift isolation of issues and control of operational bottlenecks to prevent network-wide impact.

Extension of Mainlines

The shuttles have similar sizes and capacity as mainline vessels, will call on few ports, be fully controlled by Maersk and enjoy the same priority at terminals, enabling greater flexibility to cater to fluctuating demand dynamics.

Ability to Scale

Planned expansions across the fleet and network enables us to quickly add capacity and volumes to support your growth.

HOW WILL WE DELIVER THE NETWORK OF THE FUTURE?

Ambition of 90% reliability delivered through:



- **Leaner loops**, with mainline services calling on fewer ports.
- Mostly **single operator for mainline loops** (either Maersk or Hapag-Lloyd), reducing executional complexity.
- More calls on APM Terminals, where we have operational control and priority handling.

Speed delivered through:



- The **optimised network** enabling **competitive transit and lead times** across strategic corridors.
- **Dedicated shuttles** with short sailing distances enabling **agile routing** and greater flexibility of schedules.
- Strategically located **transshipment hubs**, which are being made more efficient with investments by Maersk, Hapag-Lloyd and APMT.

Global reach delivered through

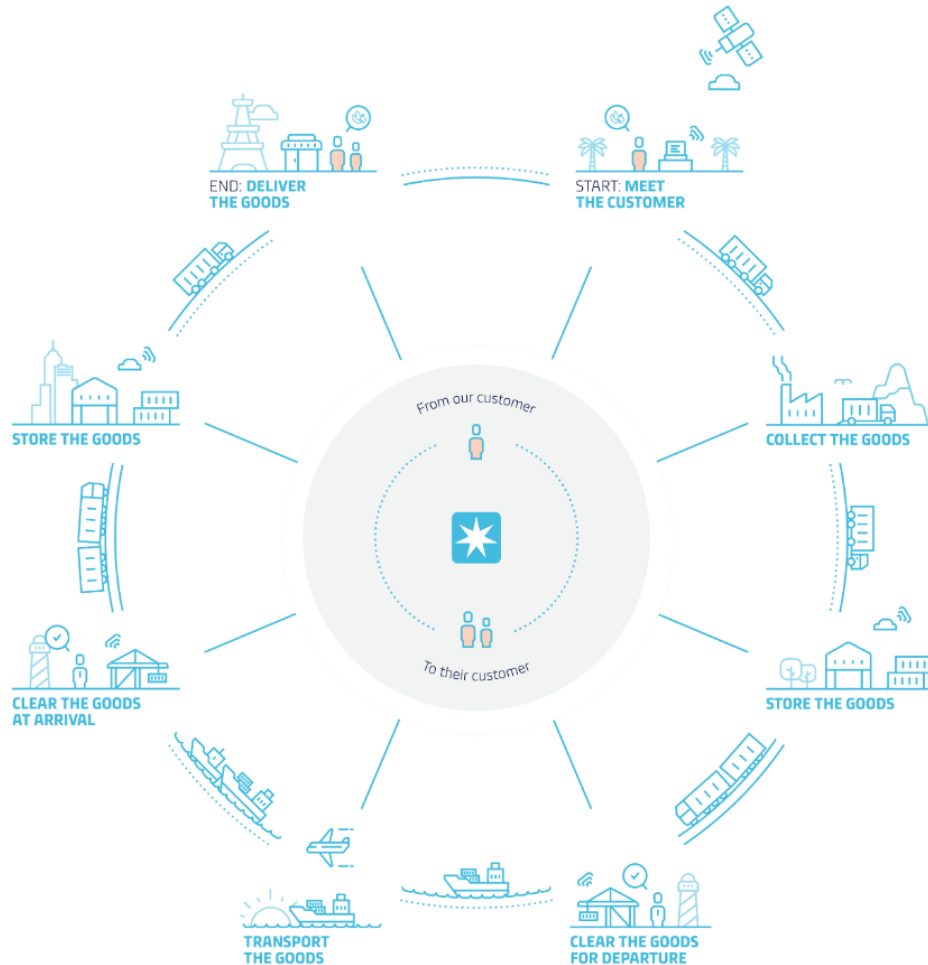


- Vast network of our **combined mainline, shuttle and hub services**, ensuring same geographical coverage as 2M alliance today.
- Continued investments in **fleet expansion and route optimisation**.
- Teams of professionals with **local expertise in 180+ countries**.
- Full suite of **integrated logistics services** enabling true end-to-end service for your supply chain needs.



MAERSK

Connecting, optimising and simplifying global supply chains with Maersk Integrated Logistics



- Get more than just the power of our new ocean network by leveraging our **suite of integrated logistics products and services** to seamlessly transport your goods across the world.
- Worried about landside transportation at origin or destination? Simply add on [Maersk Inland Services](#) to your Ocean contracts and we'll take care of the rest.