

# Europe – Far East Trade

Product Changes from April 2018

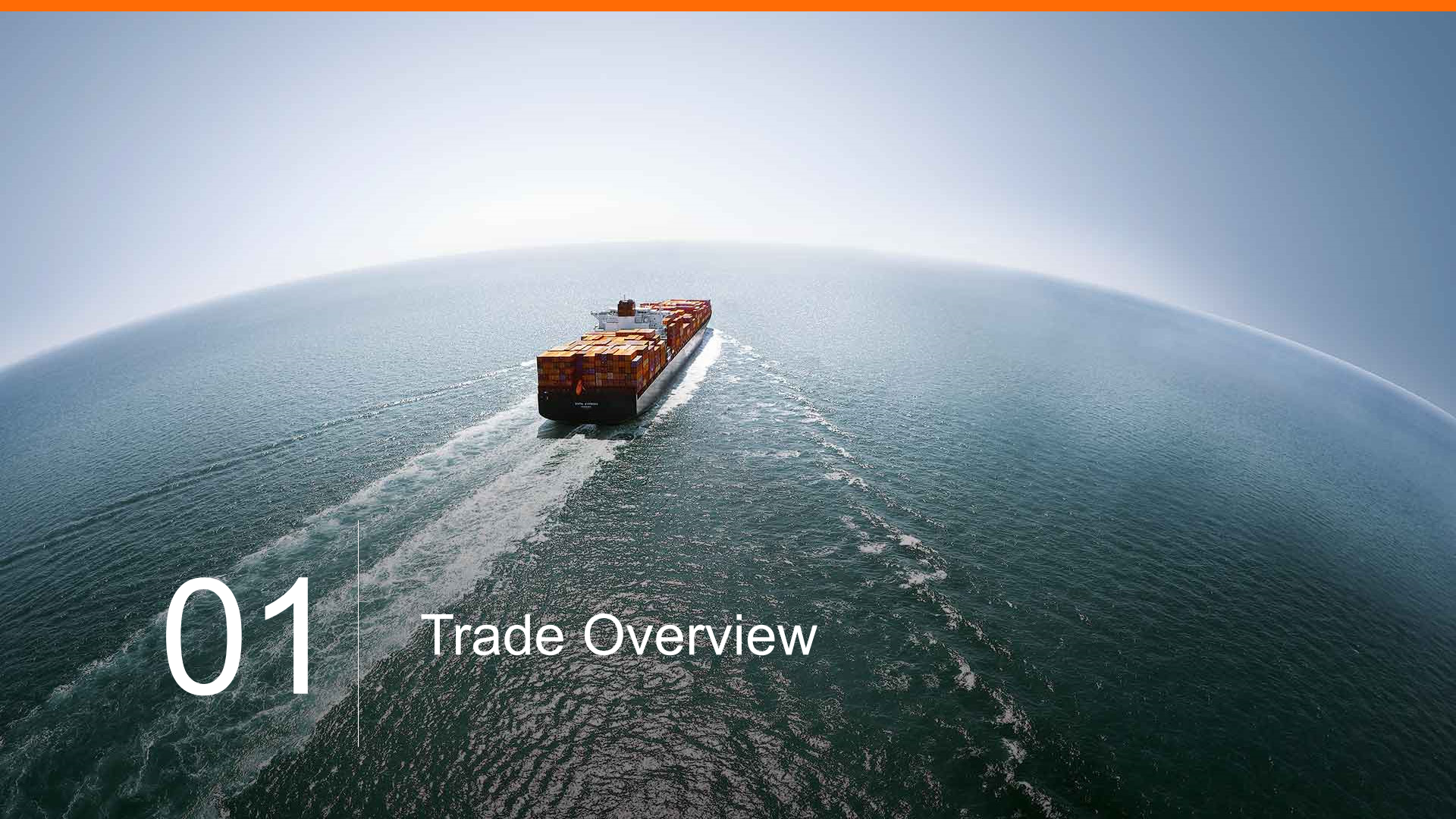


# Hapag-Lloyd

# Agenda

- 01 | Trade Overview
- 02 | North Europe – Far East
- 03 | Mediterranean – Far East





01

Trade Overview

# Strengths of our new Product

## Customer Benefits

- Reliable weekly services connecting Far East and North Europe / Mediterranean / Black Sea with competitive transit times
- A modern fleet, environmentally improved – less emissions
- 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
- Extensive feeder network to and from non-direct ports and comprehensive inland services
- Modern reefer container fleet
- Local expertise with a network of offices throughout Far East and Europe

# Hapag-Lloyd Europe – Asia Trade



Jesper Sorensen

Senior Director, Trade Management Far East

*“With this revamp of THE Alliance product we are pleased to announce some improvements of our existing network. We will maintain our coverage of main ports in North Europe with dedicated loops from and to main markets in Asia. Additionally we have added an import call in Le Havre and added an improved product into Shanghai from North Europe. Our direct Japan service will continue and we are pleased to offer an upgraded South East Asia service.*

*THE Alliance product to Mediterranean has been changed to dedicated services to improve schedule reliability. We will launch a dedicated Spain service adding Tangiers and Busan, as well as a dedicated France and Italy service with an addition of Qingdao. On our East Mediterranean service we will add export calls in Izmit and Ashdod.*

*With these service changes on THE Alliance network we are looking forward to offering an improved product to match our customers’ requests.”*



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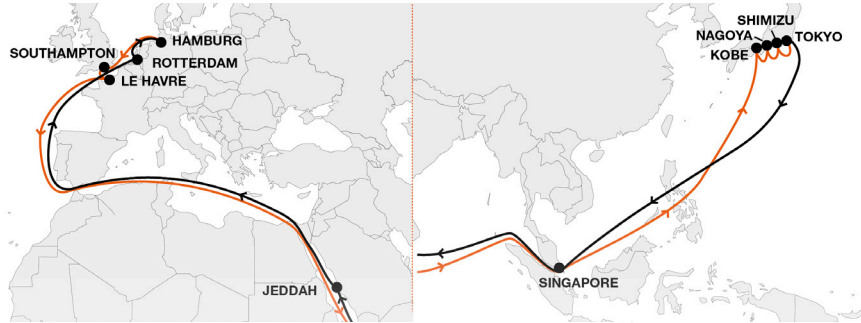
North Europe – Far East

# Our Far East Product

## General – North Europe

- Five 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



## Transit times

EASTBOUND	Singapore	Kobe	Nagoya	Shimizu	Tokyo
Rotterdam	26	35	36	37	38
Hamburg	24	33	34	35	36
Southampton	22	31	32	33	34
Le Havre	20	29	30	31	32

Frequency: weekly

WESTBOUND	Jeddah	Rotterdam	Hamburg	Southampton	Le Havre
Kobe	22	32	34	37	39
Nagoya	21	31	33	36	38
Shimizu	20	30	32	35	37
Tokyo	18	28	30	33	35
Singapore	10	20	22	25	27

Frequency: weekly

# FE1 – Far East Loop 1

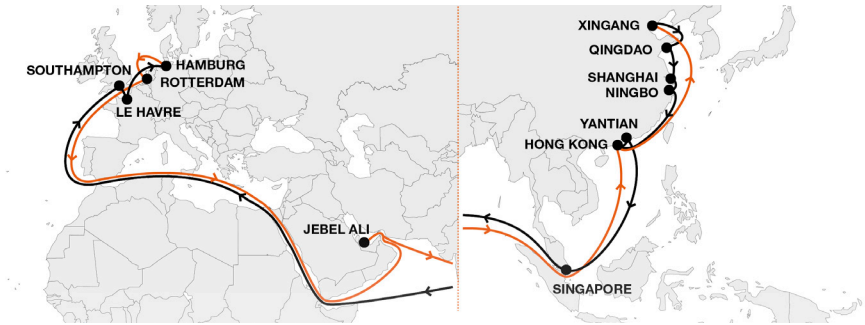
## Key Service Strengths

- **Asia to Europe**
  - Dedicated Japan service with fast transit times due to minimal number of stop-over ports
  - Direct connection ex Japan to Red Sea
- **Europe to Asia**
  - Direct service to Japan with one of the fastest transit times in the market



# North Europe Services

# FE2 – Far East Loop 2



## Transit times

EASTBOUND	Jebel Ali	Hong Kong	Xingang	Qingdao	Shanghai
Southampton	25	39	44	47	50
Le Havre	23	37	42	45	48
Hamburg	19	33	38	41	44
Rotterdam	15	29	34	37	40

Frequency: weekly

WESTBOUND	Southampton	Le Havre	Hamburg	Rotterdam
Xingang	37	40	43	47
Qingdao	33	36	39	43
Shanghai	31	34	37	41
Ningbo	30	33	36	40
Hong Kong	27	30	33	37
Yantian	25	28	31	35
Singapore	21	24	27	31

Frequency: weekly

## Key Service Strengths

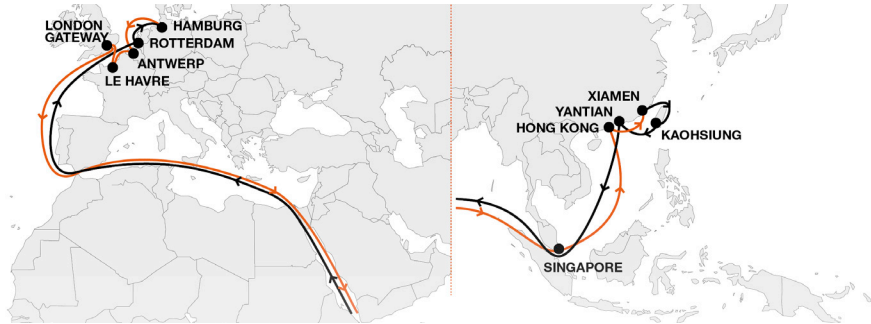
### Asia to Europe

- Extensive coverage of Chinese ports
- UK service focus with fast transit times
- Fast transit times to Le Havre as second inbound port

### Europe to Asia

- Great connectivity to Chinese ports
- Connection from/to Middle East via Jebel Ali

# North Europe Services



## Transit times

EASTBOUND	Singapore	Hong Kong	Xiamen	Kaohsiung	Yantian
Rotterdam	31	36	38	41	43
Hamburg	28	33	35	38	40
Antwerp	24	29	31	34	36
Le Havre	22	27	29	32	34
London Gateway	21	26	28	31	33

Frequency: weekly

WESTBOUND	Rotterdam	Hamburg	Antwerp	Le Havre	London Gateway
Hong Kong	31	34	38	41	42
Xiamen	28	31	35	38	39
Kaohsiung	26	29	33	36	37
Yantian	23	26	30	33	34

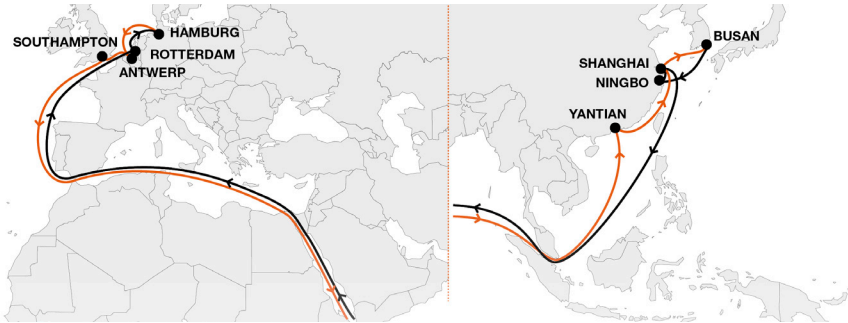
Frequency: weekly

# FE3 – Far East Loop 3

## Key Service Strengths

- **Asia to Europe**
  - Dedicated South China service
  - Direct Taiwan to North Europe service
  
- **Europe to Asia**
  - Very attractive transit time from Le Havre as second last loadport in Europe

# North Europe Services



## Transit times

EASTBOUND	Yantian	Shanghai	Busan	Ningbo
Rotterdam	35	38	41	45
Hamburg	31	34	37	41
Antwerp	28	31	34	38
Southampton	26	29	32	36

Frequency: weekly

WESTBOUND	Rotterdam	Hamburg	Antwerp	Southampton
Busan	32	35	39	42
Ningbo	28	31	35	38
Shanghai	25	28	32	35

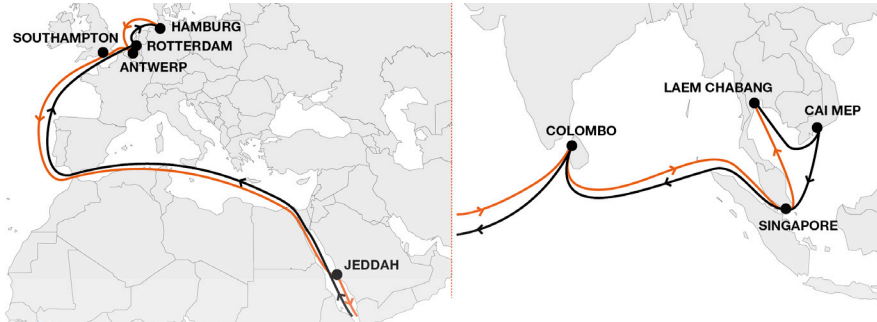
Frequency: weekly

# FE4 – Far East Loop 4

## Key Service Strengths

- **Asia to Europe**
  - Dedicated Central China and Korea service
  - Fast transit times as no stop-over in South East Asia
  
- **Europe to Asia**
  - Fast transit times to Shanghai
  - Direct connection to South China without previous stop-over port

# North Europe Services



## Transit times

EASTBOUND	Jeddah	Colombo	Singapore	Laem Chabang	Cai Mep
Rotterdam	17	26	30	32	38
Hamburg	14	23	27	30	35
Antwerp	11	20	24	27	32
Southampton	10	19	23	26	31

Frequency: weekly

WESTBOUND	Rotterdam	Hamburg	Antwerp	Southampton
Laem Chabang	26	28	32	34
Cai Mep	23	25	29	31
Singapore	20	22	26	28
Colombo	17	19	23	25

Frequency: weekly

# FE5 – Far East Loop 5

## Key Service Strengths

- **Asia to Europe**
  - Dedicated South East Asia service
  - Direct port call at Laem Chabang and Cai Mep
  - Connection to Indian Subcontinent via Colombo
  
- **Europe to Asia**
  - Connection to Indian Subcontinent via Colombo



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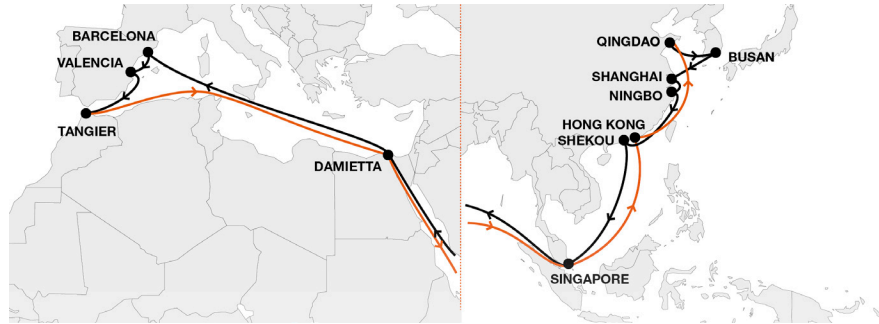
Mediterranean – Far East

# Our Far East Product

## General – Mediterranean

- Two reliable weekly services connecting Asia and the Mediterranean / Adriatic / North Africa / East Mediterranean and Black Sea
- One dedicated Turkey / East Mediterranean / Black Sea service
- Improved transit times
- Dedicated feeder network throughout the Mediterranean
- New direct call in Izmit
- South East Asia hub servicing Japan and South East Asia outports
- Jeddah call offers a link to and from the Middle East

# Mediterranean Services



## Transit times

EASTBOUND	Singapore	Hong Kong	Qingdao	Busan	Shanghai	Ningbo
Barcelona	23	28	31	33	35	36
Valencia	20	25	28	30	32	33
Tangier	18	23	26	28	30	31
Damietta	13	18	21	23	25	26

Frequency: weekly

WESTBOUND	Damietta	Barcelona	Valencia	Tangier
Qingdao	24	30	31	35
Busan	22	28	29	33
Shanghai	20	26	27	31
Ningbo	19	25	26	30
Shekou	17	23	24	28
Singapore	12	18	19	23

Frequency: weekly

# MD1 – Mediterranean Service 1

## Key Service Strengths

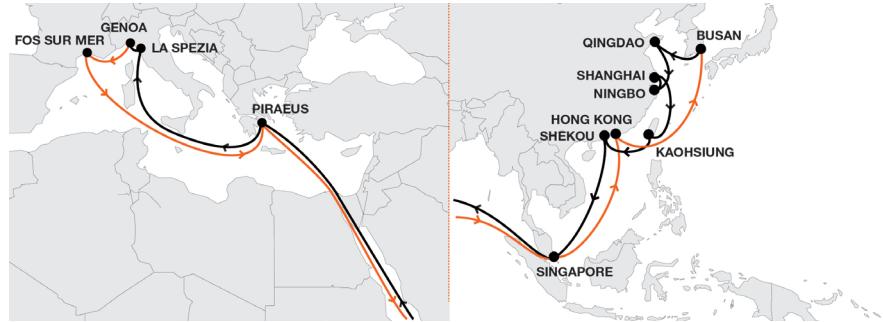
### ■ Asia to Mediterranean

- Dedicated Spain service
- Expanded port coverage in Asia including a new direct call in Busan
- Transshipment via Damietta to Adriatic ports
- New Tangier call for transshipment to North Africa ports

### ■ Mediterranean to Asia

- Dedicated Spain service
- Transshipment via Damietta from Adriatic ports

# Mediterranean Services



## Transit times

EASTBOUND	Singapore	Hong Kong	Busan	Qingdao	Ningbo
La Spezia	25	30	33	36	38
Genoa	21	26	29	32	34
Fos Sur Mer	18	23	26	29	31
Piraeus	15	20	23	26	28

Frequency: weekly

WESTBOUND	Piraeus	La Spezia	Genoa	Fos Sur Mer
Busan	28	34	38	41
Qingdao	25	31	35	38
Ningbo	23	29	33	36
Shanghai	22	28	32	35
Kaohsiung	20	26	30	33
Shekou	18	24	28	31
Singapore	14	20	24	27

Frequency: weekly

# MD2 – Mediterranean Service 2

## Key Service Strengths

### ■ Asia to Mediterranean

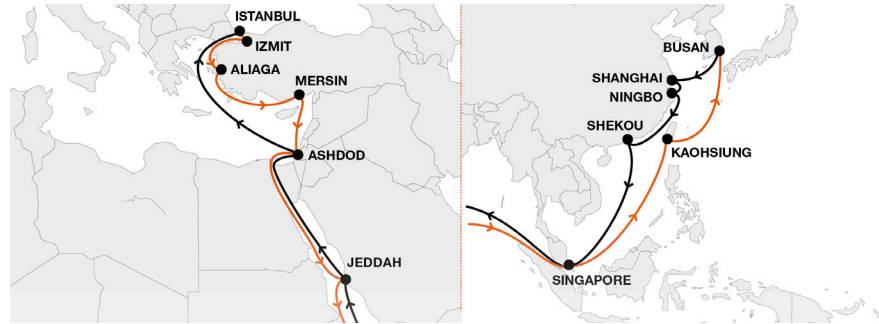
- Dedicated Italy and France service
- New direct call in Piraeus for transshipment to East Mediterranean and Black Sea

### ■ Mediterranean to Asia

- Dedicated Italy and France service
- New direct call in Piraeus for transshipment from East Mediterranean and Black Sea



# Mediterranean Services



## Transit times

EASTBOUND	Jeddah	Singapore	Kaohsiung	Busan	Shanghai	Ningbo
Istanbul	13	27	32	36	38	40
Izmit	11	25	30	34	36	38
Aliaga	8	22	27	31	33	35
Mersin	5	19	24	28	30	32
Ashdod	3	17	22	26	28	30

Frequency: weekly

WESTBOUND	Jeddah	Ashdod	Istanbul	Izmit	Aliaga	Mersin
Busan	22	27	30	34	36	40
Shanghai	20	25	28	32	34	38
Ningbo	18	23	26	30	32	36
Shekou	16	21	24	28	30	34
Singapore	10	15	18	22	24	28

Frequency: weekly

# MD3 – Mediterranean Service 3

## Key Service Strengths

- **Asia to Mediterranean**
  - New direct call in Izmit
  - Transshipment via Istanbul to Black Sea
  - Transshipment via Jeddah to Middle East
  
- **Mediterranean to Asia**
  - New direct call in Ashdod
  - Transshipment via Istanbul from Black Sea
  - Transshipment via Jeddah from Middle East



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