



Subject: CMA CGM Group announces the Reorganization of the Trade Networks of CMA CGM, APL and ANL brands

As part of our customer centricity philosophy, the Group will reorganize the trade network of its CMA CGM, APL and ANL brands to clarify our presence on the different trades and strengthen our value proposition towards our customers.

We wish to simplify the interactions between you, our valued customers, and our brands, while focusing on delivering the highest quality of service. To achieve this, we will build on the strengths of each carrier:

CMA CGM will become the sole carrier on the following trades:

- Trans-Atlantic (Europe – North America),
- Asia – Europe (Northern and Mediterranean),
- India & Middle East Gulf – Europe,
- Asia – Caribbean,
- Oceania & Pacific Islands – Europe (Northern and Mediterranean),
- Oceania & Pacific Islands – North America East Coast and Latin America,
- Oceania & Pacific Islands – Africa and Indian Ocean.

APL will benefit from an exclusive presence on the Asia – Indian Subcontinent trade.

ANL & APL will become the sole carriers on the following trades:

- Oceania & Pacific Islands – Asia, Indian Subcontinent, Middle East Gulf and Red Sea
- Oceania & Pacific Islands – North America West Coast

These changes will be effective as from October 1st, 2019. For all other trades, the presence of our brands remains unchanged.

As always, our first priority is to ensure best-in-class customer care and the high quality of service which you have been experiencing with the Group while continually meet your expectations.

Everything will be done to guarantee business continuity from day 1 to all shipments on these trades. The CMA CGM, APL and ANL teams are fully committed to ensuring a smooth transition so that this transformation will have no impact on our commercial operations and the service we provide.

Your usual representative will contact you shortly to provide you with the necessary information about this trade network reorganization.

In addition, our sales and customer service teams will be happy to assist you with any queries that may arise during this transition process.

Thank you for your continued support to the CMA CGM Group.

Mathieu FRIEDBERG
Senior Vice-President Commercial & Agency Network

A handwritten signature in blue ink, appearing to read 'Mathieu Friedberg', is written over the printed name and title.

