





# From door-to-door

# Keep it simple and efficient

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# Digital innovations create further opportunities for you as our Customers

We want to simplify shipping by innovating across the whole supply chain – and we have already started

#### **Quick Quotes**

Generate an online container shipping quote in just 30 seconds

#### **Navigator 2.0**

Stay on top of all your shipment information with our **new**Navigator 2.0

#### **Inland Tariffs**

Access to our competitive Inland rates





Inland Tarif	F @	
Base Date*		
Inland Location		0
Country	v Country	v
Location	Location	
	_	
Additional filters	<b>©</b>	
Tariff	v	
Container Type	v	
Mode of Transport	v	





# Hapag-Lloyd Mexico leader in road, rail and sea



7 PORTS



**2 RAILWAY COMPANIES** 



13 DIRECT SERVICES 2 FEEDERS



**26 DEPOTS NATIONWIDE** 



170+ TRUCK VENDORS
214+ INLAND LOCATIONS
900+ ROUTES



250+ LOGISTIC EXPERTS

With our inland product, we offer you transportation services to and from inland ramp terminals – and directly to your doorstep.

Our highly committed team will closely track your shipment from start to finish and will support you with local expertise. Inland Coverage all around the country in Tandem and Single basis.

# Hapag-Lloyd intermodal service for you



#### **PLANNING**

- Direct acces to the entire intermodal market
- On-time delivery
- Tailor-made solutions



#### **EXPERTS**

- 250+ logistic experts
- 50+ Year experience
- Specialized intermodal teams by industry



#### **INSTANT ACCESS**

- Visibility of rates
- Quick quotes 24/7
- Hapag-Lloyd Navigator



#### **MOVING YOUR CARGO CLOSER**

- Seamless supply chain integration
- 24/7 national coverage



#### **INTERMODAL**

- Qualified and certified vendors
- 26 strategic depots
- Intermodal logistic developed for special customer requirements



#### **SHIPPING**

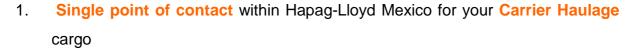
- 13 weekly services
- 2 Feeders
- Priority information and proactive service
- Comprehensive Mexican connections





# Key benefits of including Intermodal Services (by Truck, Rail or Rail + Truck) with Hapag-Lloyd







- 2. Specialized intermodal staff team
- 3. Competitive market rates





- 5. Cargo follow up via Hapag-Lloyd Digital Tools\*: Navigator and App
- 6. Less paperwork! as there is only one provider and one invoice/Bill of Lading



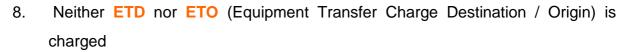


- a) Maneuvers and Gate in/out at port terminal of full container
- b) Inland haulage: Port Customer premises Depot (for Imports) or
   Depot Customer premises Port (for Exports)



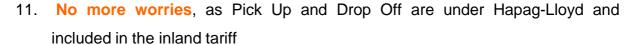


- d) Empty container maneuvers at port/hinterland depot
- e) Basic container cleaning (neither washing nor repairs are included)
- f) GPS Mirror access (by request, truck tracking)





- Qualified vendors to offer the same Service Level as Hapag-Lloyd
- 10. High availability, due to our large vendor fleet





12. **Demurrage** possibility is **reduced** since empties have not to be picked up/dropped off all the way to port terminal

<sup>\*</sup> Per container, only main activities

<sup>\*\*</sup> Detention and demurrages are still under Customer responsibility





# Your Truck services at a glance







# Your truck services at a glance



#### **OUR OFFER**

- Market leaders in inland services on tandem and single\* basis
- A complete, seamless door-to-door service from booking to the final delivery
- "One stop shop" for ocean and inland services
- Tailor-made inland solutions by our dedicated and specialized intermodal teams
- Qualified and certified vendors through service level agreements
- Multiport truck vendors helps to cover all country services with access to the most relevant markets and main ports.
- Tracking and tracing by a specialized team

- Intermodal logistic developed for special customer requirements e.g. automotive, electronics, reefer, OOG, DG Cargo
- Quotations for inland business in a matter of seconds via Quick Quotes
- Dedicated fleet exclusive for Hapag-Lloyd's cargo (dry and reefer)
- New: Single Plus \*\* (single delivery with tandem truck availability)
- New: Hapag-Lloyd Live: Reefer cargo monitoring (real-time GPS position, temperature & humidity)
- New: Electric powered trucks (first & last mile)
- Soon: Live monitoring for dry cargo (GPS on container)

# B

#### YOUR BENEFIT

- Broad inland coverage (7 ports, +170 truck vendors, +214 inland locations, +900 routes)
- Save time and costs by avoiding delays in your supply chain
- Defined transit times allow you to manage inventories efficiently
- High available capacity allows you to move larger volumes of containers from/to same origin/destination
- Synergies and benefits balancing your imports and exports

- Dedicated logistic experts make sure to give you fast response times and tailor-made solutions
- Operative synergies shared with you e.g. utilization of inland depots
- Competitive inland rates due to large number of vendors contracted and economies of scale
- Flexibility during contingencies
- Ability to provide a "proof of delivery" to the customer premises and/or terminal

Please contact your local Hapag-Lloyd sales representative or visit www.hapag-lloyd.com for more information.

<sup>\*</sup> Single move are subject to truck availability and 60% additional surcharge.

<sup>\*\*</sup> Single plus: 100% additional surcharge, tandem move availability





# Tandem and Single basis - FAQ

Tandem: One truck pulls two containers



Single: One truck pulls only one container



- For most of Mexican roads, truck inland haulage is allowed in tandem basis, also known as "full"
- A trucking company needs to have certified trucks and drivers to perform tandem basis haulage
- · There are maximum allowed weight limits to be enforced
- · Trucking companies want to optimize trucks and drivers
- Tandem basis is used for more than 90% of inland haulages in Mexico
- Truck availability used for single basis is much lower compared to tandem basis

#### **FAQ**

- 1. Q What is the maximum payload (cargo weight) allowed?
  - A Please refer to next page
- 2. Q Do I have to pay extra for moving my cargo by truck single basis?
  - A Yes, 60% on top of our Inland tariff
- 3. Q After paying that 60% extra, is the haulage completely secured?

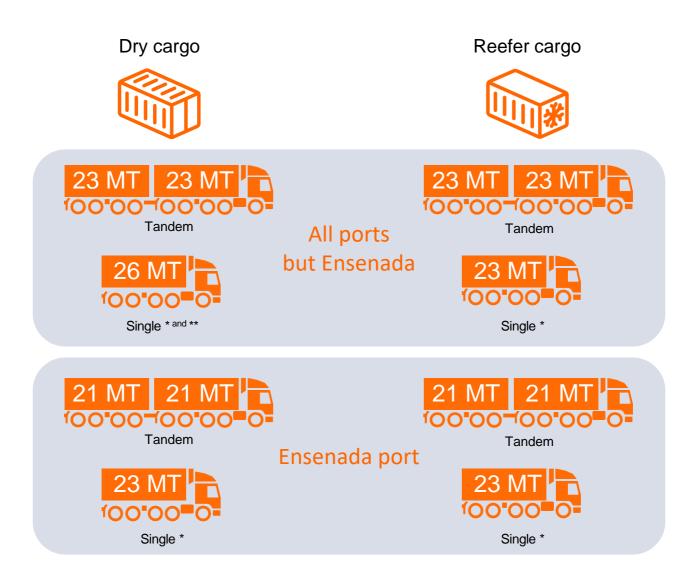
  A No, single haulage is still subject to single truck availability. However, for increased truck power, we now offer Single Plus, where you have tandem truck availability (extra is 100% of current inland rate)
- **4. Q** I have only one container (no overweight), is there any way my cargo can be moved tandem basis?
  - A Yes, our fully committed Intermodal Staff will try to find cargo on the same route and date, so both can benefit of tandem basis: tariff and truck availability. It only applies for dry cargo (20ST/40ST/40HC)
- 5. Q What happens if there is no other cargo to "match and share the truck" or if I can not wait for it?
  A Your cargo would have to be moved single basis (please refer to Q2 & Q3)
- **6. Q** I have cargo that exceeds weight limits for tandem basis, can Hapag-Lloyd make and exception and move it tandem basis?
  - A No, Hapag-Lloyd always respects all local, national, and international laws.





# **Truck Weight Restrictions**

Since January 2015, the Mexican Ministry of Transport published in the Official Gazette the "Gross Weight and Dimensions Regulation" (NOM-012-SCT-2-2014), applicable in the country. This regulation clearly establishes the co-responsibility between the Shipping Line, the Trucking Company and the Customer contracting the transport services for any damages arising as result for not complying or exceeding the weight and/or dimensions legally allowed.



All shown weights are the maximum allowed payloads

<sup>\*</sup>Single move are subject to truck availability and 60% additional surcharge

<sup>\*\*</sup> Single plus: 100% additional surcharge, tandem move availability





#### **EXTENSIVE TRUCK COVERAGE**

- Collection and delivery services to and from 7 ports and 26 depots – the most comprehensive Mexican port range of any other shipping line
- National road and rail network
- Efficient cargo transportation planned by our highly experienced team



## **Additional Products and Services**

Please visit the following links for further information on:

- Pick up and drop off opportunities at inland locations
- Street Turn: Import container reutilization for export cargo (MH MH only)





#### **Dedicated fleet**

As your cargo is our main priority, we are always working on ways to improve our truck availability and service quality for both cargo types: dry and reefer on Exports and Imports.

Since late 2021 we have implemented with four of our top vendors a dedicated Hapag-Lloyd trucking fleet with the following goals and actions:

- Brand new trucks "0 milers", with top of the edge technology
- Best drivers assigned to the same truck permanently
- Trucks and drivers are being fully assigned to Hapag-Lloyd customers only
- Trucks branded as Hapag-Lloyd, fully and easily identifiable
- Regular customers and routes assigned to the same drivers
- Drivers know better customers' facilities and operations
- Customers know better trucks and drivers for faster turn around, receiving better service
- Trucks and drivers have better performance and utilization







So, if you have regular cargo on the same route (it does not have to be large volume), with proficient stuff/unstuff process -remember standard time is 4 hours for each container, you might be eligible or already a customer of our Dedicated Fleet.





# Your Rail & Combined Rail (with First and Last mile) services at a glance







# Your rail services at a glance

#### **OUR OFFER**

- Broad network of railway companies
- Extensive coverage of rail ramp connections
- Connectivity with the main Mexican ports and access to the most relevant industries in the country
- Rail and Combined Rail service designs for a better program scheduling
- "One stop shop" for ocean and inland services
- Tracking and tracing by a specialized team
- Tailor-made inland solutions by our dedicated and specialized intermodal teams
- Quotations for inland business in a matter of seconds via Quick Quotes

#### YOUR BENEFIT

- Save time and costs by avoiding delays in your supply chain
- Defined transit times allows to manage inventories efficiently
- High capacity allows you to move very large volumes of containers from/to same origin/destination in short period of time
- Safest mode of inland transportation

- Higher payload per container versus truck
- Dedicated logistic experts make sure to give you fast response times and tailor-made solutions
- Competitive inland rates aligned with rail & transit time business requirements
- Eco friendly: One railroad can move the same cargo as upto 300 truck, thus a 3.2 less CO2 emissions



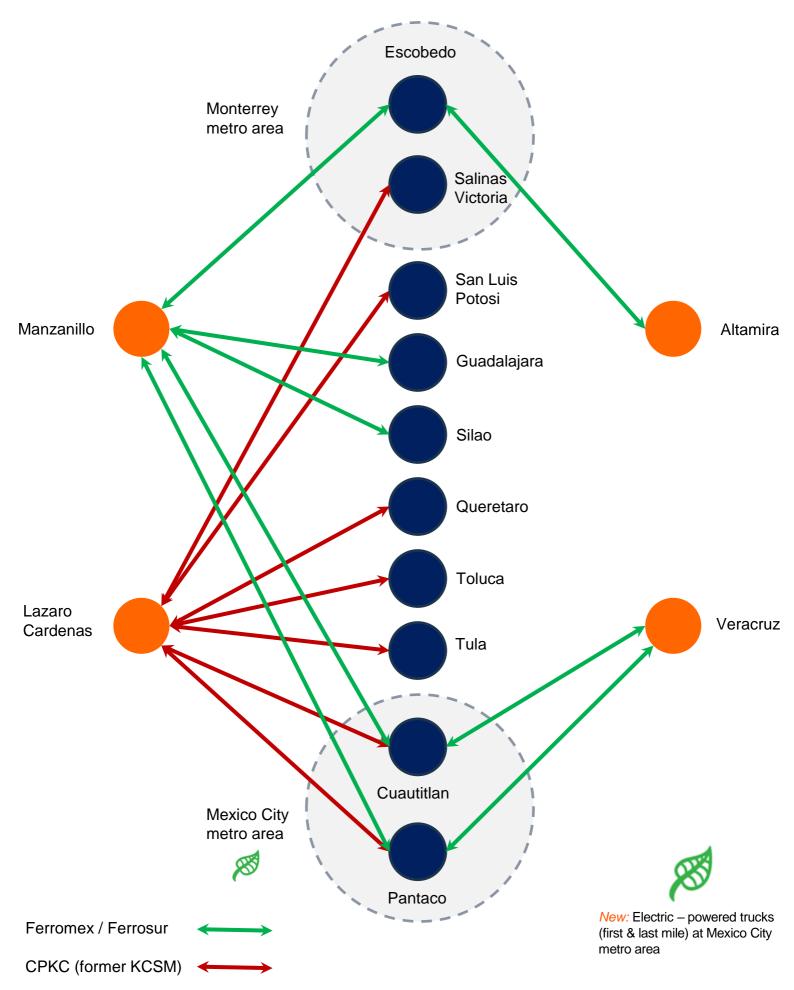


Please contact your local Hapag-Lloyd sales representative or visit <a href="https://www.hapag-lloyd.com">www.hapag-lloyd.com</a> for more information.



# **Railroad Routes**







# **Service specification**



#### Ferromex / Ferrosur

From Port	To StdLoc	To City	Departures	Transit time
Altamira	MXESC	Monterrey metro Area	Tu, W, Th, F, Sa, Su	96 hours
	MXESC	Monterrey metro Area	Tu, W, Th, F, Sa, Su	77 hours
	MXGDL	Guadalajara	Tu, W, Th, F, Sa, Su	17 hours
Manzanillo	MXSIL	Silao	Tu, W, Th, F, Sa, Su	52 hours
	MXCUT	Mexico City metro Area	M, Tu, W, Th, F, Sa, Su	28 hours
	MXMEX	Mexico City metro Area	M, Tu, W, Th, F, Sa, Su	28 hours
Vorocruz	MXCUT	Mexico City metro Area	M, Tu, W, Th, F, Sa, Su	72 hours
Veracruz	MXMEX	Mexico City metro Area	M, Tu, W, Th, F, Sa, Su	72 hours

#### **CPKC**

From Port	To StdLoc	To City	Departures	Transit time
Lazaro Cardenas	MXCUT	Mexico City metro Area	M, Tu, W, Th, F, Sa	72 hours
	MXMEX	Mexico City metro Area	M, Tu, W, Th, F, Sa	72 hours
	MXQRO	Queretaro	M, Tu, W, Th, F, Sa, Su	72 hours
	MXSAV	Monterrey metro Area	M, Tu, W, Th, F, Sa, Su	72 hours
	MXSLP	San Luis Potosi	M, Tu, W, Th, F, Sa, Su	72 hours
	MXTOL	Toluca	M, Tu, W, Th, F, Sa, Su	72 hours
	MXTUL	Tula	M, Tu, W, Th, F, Sa	72 hours

<sup>\*</sup> Effective transit time from Ramp to Ramp. Loading & unloading time varies according with cargo and terminal conditions

## **Ferromex / Ferrosur**

# Mazatlan Agusscalientes Guadalajara Siao Queretaro City Pantaco Sea port Ferromex rail ramp Ferromex rail track

#### **CPKC**







# Rail Ramp Service details

# Rail Ramps common names (also "known as")

City	StdLoc	Common name	Company	Port (to / from)
Guadalajara	MXGDL	IMEX Guadalajara	Ferromex	Manzanillo
			CPKC	Lazaro Cardenas
	MXCUT	A PM Cuautitlan	Ferromex	Manzanillo
Mayiaa City			Ferrosur	Veracruz
Mexico City			CPKC	Lazaro Cardenas
<b>X</b>	MXMEX Pantaco	Pantaco	Ferromex	Manzanillo
(-			Ferrosur	Veracruz
Monterrey metro	MXESC	IMEX Escobedo	Ferromex	Manzanillo and Altamira
Area	MXSAV	Kansas	CPKC	Lazaro Cardenas
Queretaro	MXQRO	SID	CPKC	Lazaro Cardenas
San Luis Potosi	MXSLP	Interpuerto	CPKC	Lazaro Cardenas
Silao	MXSIL	IMEX Silao	Ferromex	Manzanillo
Toluca	MXTLC	Puerta Mexico	CPKC	Lazaro Cardenas
Tula	MXTUL	"La TILH"	CPKC	Lazaro Cardenas

# Max payload (and OverWeight surcharge)

40 feet

20 feet



Max payload

according to container's door spec

according to container's door spec

OW surcharge (above 23 MT)

none

+25% for Manzanillo, Veracruz, and Altamira routes

# Restricted Container and cargo types on RailRoad











Reefer / NOR

Open Top

Hard Top





# First and Last Mile for Rail Service









#### First and Last Mile for Rail Service

As cargo does not originate / terminate on Rail Ramps, Hapag-Lloyd offers Truck service from /to your facility to the closest Rail Ramp, this is known as Combined Rail Service. Which allows to enjoy the best of Rail and Truck: served at your door, with the reliable schedule and high volume of Rail Service.

# Combined Weight Restrictions for First and Last mile

Even Rail Road allows cargoes upto max payload specification per container, First and Last mile (by truck) must comply with maximum allowed weight restriction.





Local service (upto 30 Kms from port or Rail Ramp for CR service)





E – Trucks (Mexico City metro area, according to coverage)

All shown weights are the maximum allowed payloads

\*Single move are subject to truck availability and 60% additional surcharge







# E-Truck for Last / First mile (Mexico City area)

# **FERROVALLE**









As our environment is one of Hapag-Lloyd's top priorities, by late February 2024, in a joint effort with our business partners Transportes Marva, Ferrovalle, and Damco Cuautitlan (formerly APM Cuautitlan), we can now offer first / last mile haulage with Electric Trucks for Mexico City metropolitan area.

- 100% emission free (CO<sub>2</sub>, NOx and SO<sub>2</sub>)
- Reduction of upto 40 MT of CO<sub>2</sub> emission per truck, per year (Mexico City metro Area)
- Almost zero-noise operation
- Improved Quality of Life and Environmentally friendly
- Brand new electric trucks "0 milers", with top of the edge technology
- Trucks branded as Hapag-Lloyd, fully and easily identifiable
- High-priority access to Pantaco and Cuautitlan ramps, very agile operation at ramp & depot
- Upto 320 Kms of range for each full loaded battery
- Faster turn around: 2 free hours at your premise to stuff/unstuff cargo.
- Maximum payload (without tare): 23 MT per container
- Single delivery only
- Truck equipped with ADAS (Advanced Driver Assistance Systems)



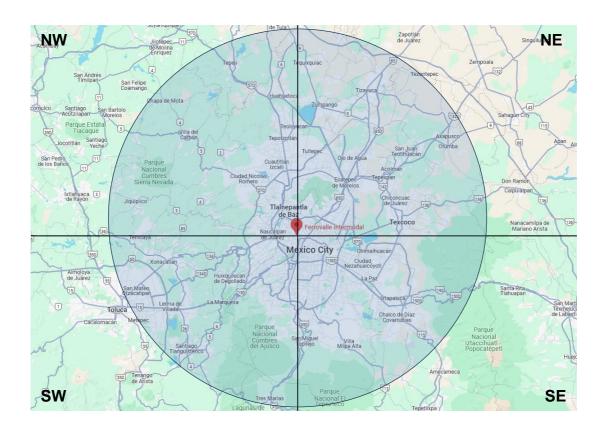
If you want to help our planet, environment, health, and overall business efficiency with clean and fast operation, please let your Customer Service or Sales executive know this to be considered on this new service.







# E-Truck for Last / First mile (Mexico City area coverage)



Region	Main Industrial Parks	Distance from Pantaco (Kms)
	AZCAPOPARK	6.6
	INDUSTRIAL ALCE BLANCO	7.9
	INDUSTRIAL LAS ARMAS	8.2
	INDUSTRIAL NAUCALPAN	9.2
	FRACCIONAMIENTO INDUSTRIAL TLALNEPANTLA	12.1
	TLALNEPARK 1	16.9
	CPA LOGISTIC CENTER TLALNEPANTLA	17.7
st	CPA LOGISTIC CENTER.	18.2
NorthWest	TLALNEPARK 4	18.4
£	SAN MARTIN OVISPO PARK 1,2,3	24.9
ž	INDUSTRIAL CUAMATLA	27.7
	INDUSTRIAL SAN LORENZO	31
	INDUSTRIAL ODONEL	31.6
	PROLOGIS PARK CEDROS	31.6
	PARK GRANDE TEPOTZOTLAN	34.7
	MEGA PARK TEPOTZOTLAN	35.3
	TEPOZPARK TEPOTZOTLAN	36.8
	INDUSTRIAL TEPEJI DEL RIO	52.3
	INDUSTRIAL VALLEJO	5.5
	TULTIPARK 1	21.5
	TULTIPARK 2	24.7
	TULTIPARK 3	28.8
	TULTIPARK 4	28.6
ast	CUAUTIPARK 1	26.4
불	CUAUTIPARK 2	34.3
NorthEast	INDUSTRIAL XHALA	30.7
	TLALNEPARK 2	12.6
	TLALNEPARK 3	12
	INDUSTRIAL TABLA ONDA	12.6
	NUEVA INDUSTRIAL VALLEJO	8.5
	INDUSTRIAL XALOSTOC	14.7

Region	Main Industrial Parks	Distance from Pantaco (Kms)
	INDUSTRIAL DOÑA ROSA	53.5
	INDUSTRIAL LERMA	55.6
	LERMA PARK 2	56.1
	INDUSTRIAL POLARIS	58.3
#	LERMA PARK 1	58.3
Şe	INDUSTRIAL SANTIAGO TIANGUISTENGO	62.6
SouthWest	INDUSTRIAL EL COECILLO	63.5
	INDUSTRIAL LA BOMBA	64.3
	INDUSTRIAL ZIPOREX	66.5
	VESTA PARK TOLUCA 2	67
	INDUSTRIAL TOLUCA2000	67.4
	INDUSTRIAL TOLUCA	67.6
	INDUSTRIAL NIKNELIA	68.8
	INDUSTRIAL SANTA MARIA INSURGENTES	5.1
	INDUSTRIAL GRANJAS MODERNAS	9.3
SouthEast	INDUSTRIAL GRANJASSAN ANTONIO	21.9
	CENTRAL DE ABASTOS	21.1
	COMPLEJO INDUSTRIAL TECNOLOGICO	24.5
	INDUSTRIAL SANTA ISABEL TLAHUAC	24.4
	INDUSTRIAL GRANJAS ESMERALDA	28.9
	INDUSTRIAL GRANJAS ESTRELLA	28.9
	PARQUE INDUSTRIAL CHALCO	48.1





