

Europe – Latin America Trade



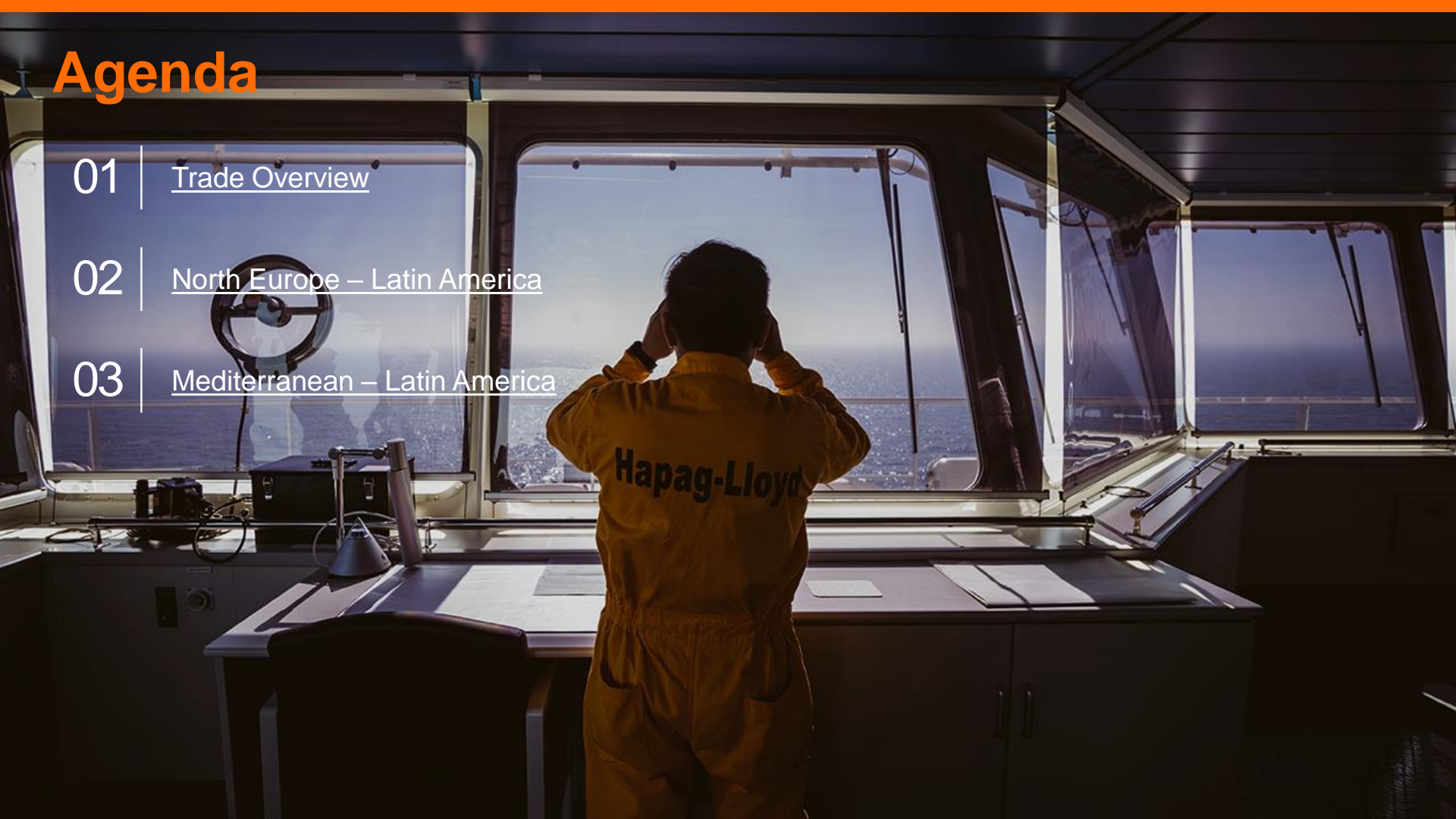
Hapag-Lloyd

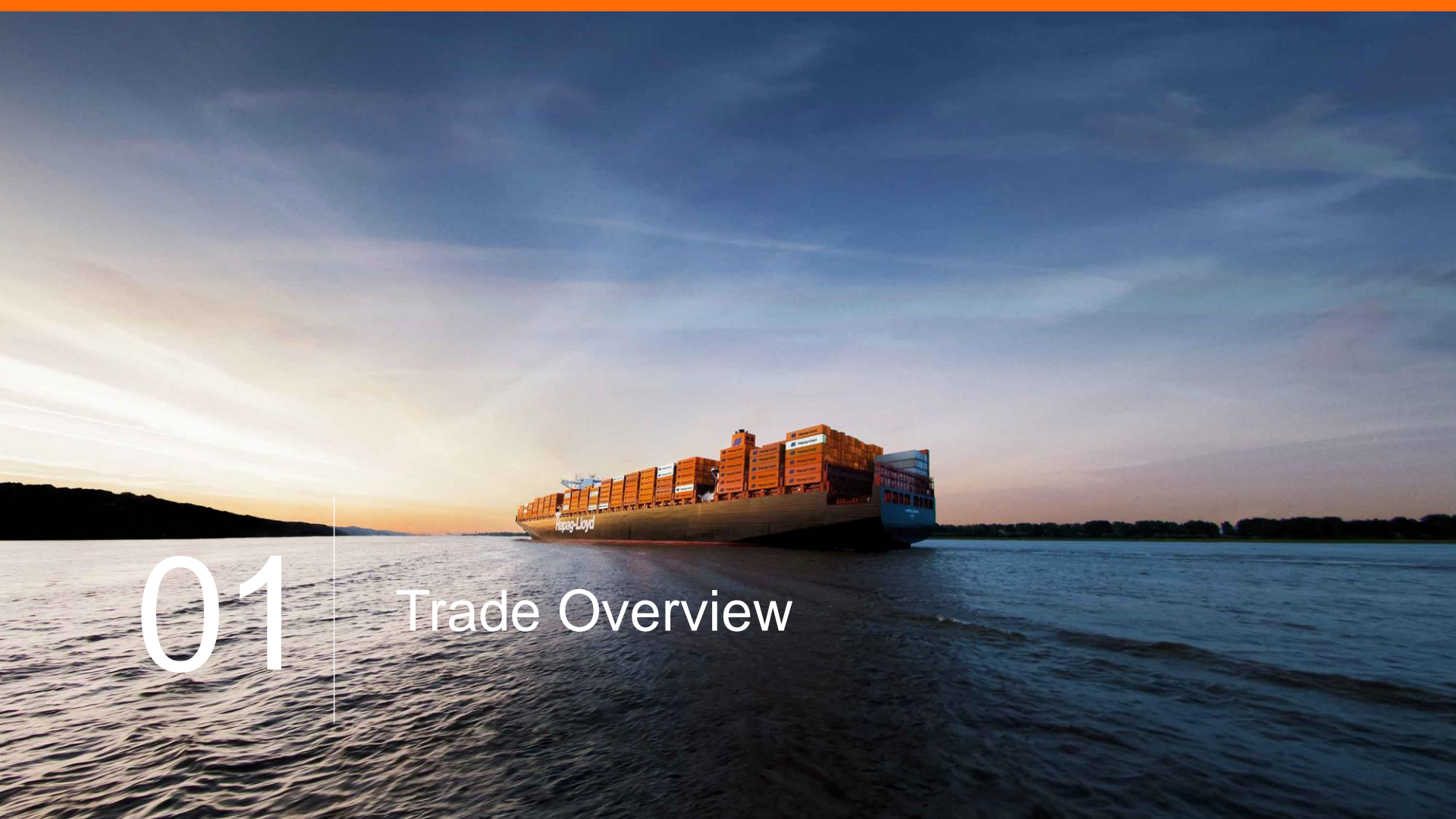
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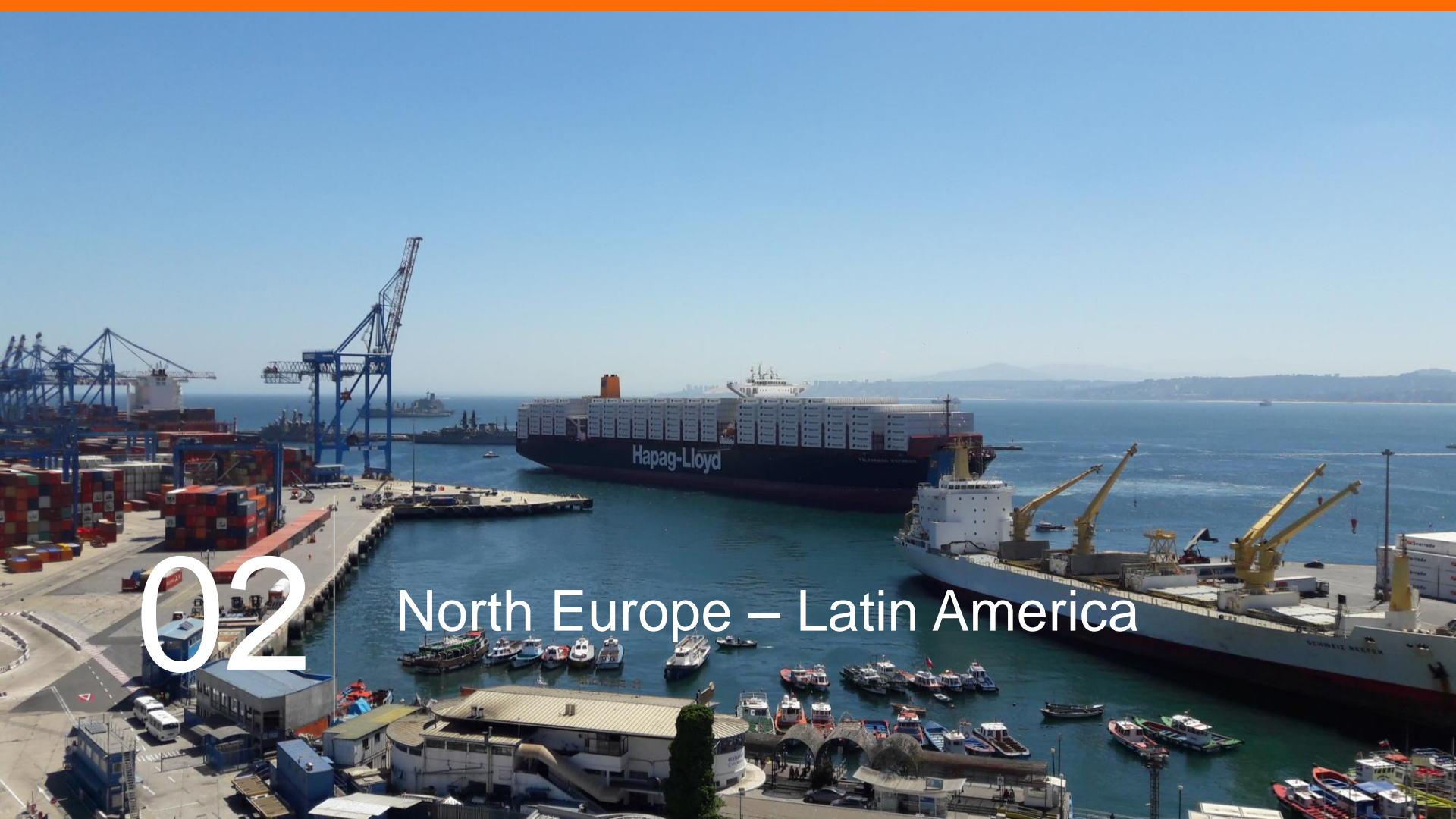
01

Trade Overview

Strengths of our products

Customer Benefits

- One of the leading carriers in the Europe - Latin America markets
- Excellent and highly competitive transit times and high degree of schedule reliability from and to Latin America and its attached global network (Mediterranean, Baltic, Middle East, Asia and Africa etc.)
- Quality reefer service available for all types of refrigerated cargo:
 - Modern reefer equipment with a strong commitment to continue with reefer investments
 - One of the biggest 20' and 40' reefer fleet in the market
 - ExtraFresh & ExtraFresh Plus Controlled Atmosphere
 - HL Live - GPS tracking available
- Inland transport solutions available throughout Europe and in all central American countries as well as Puerto Rico, Bolivia, Chile, Ecuador and Brazil
- Extensive availability of special equipment – specialized in out-of-gauge and break-bulk
- Specialized in transport of dangerous goods
- Strong presence of own offices and agents with a long-term relationship and proven record of expertise



02

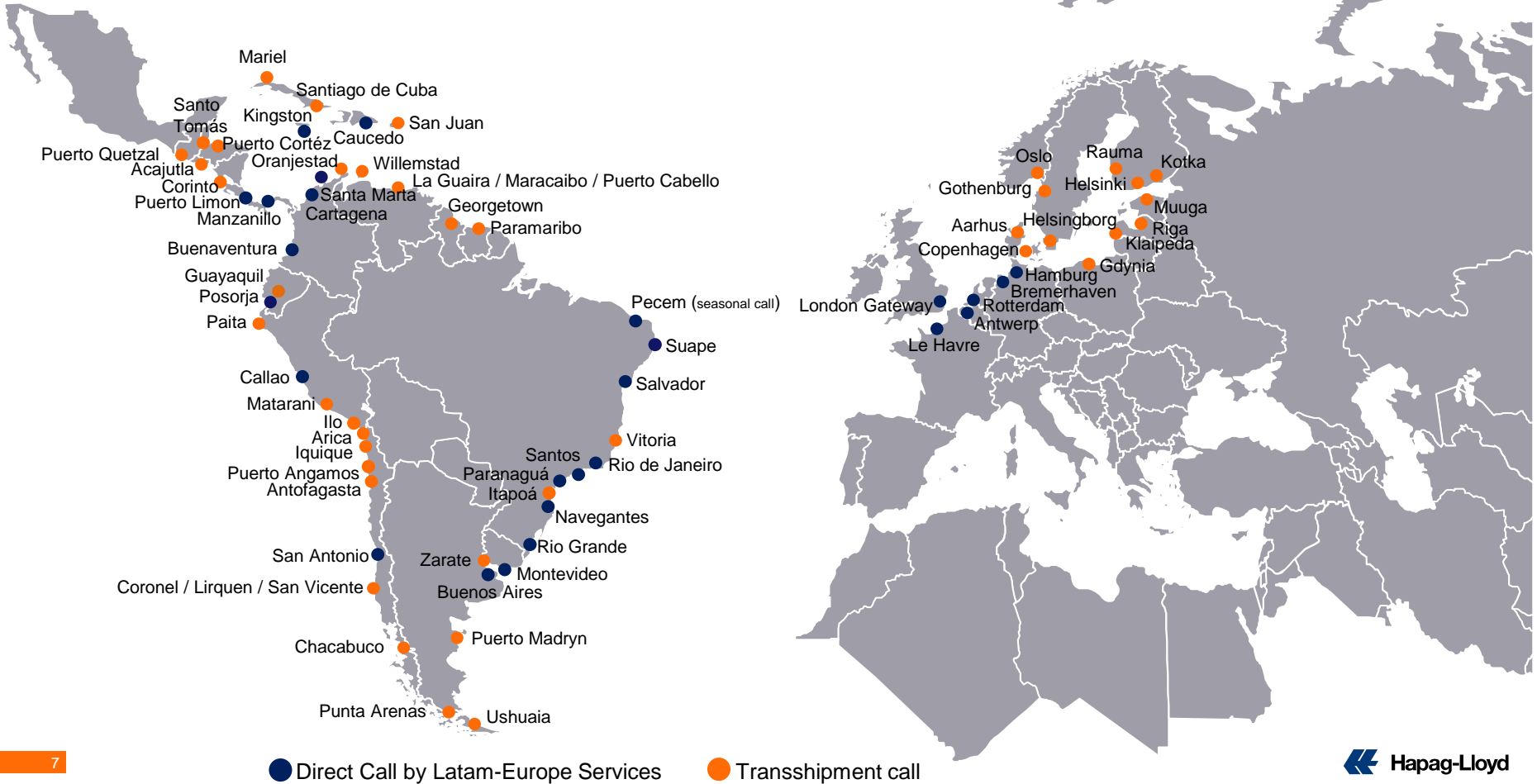
North Europe – Latin America

Our Latin America Product to/from North Europe

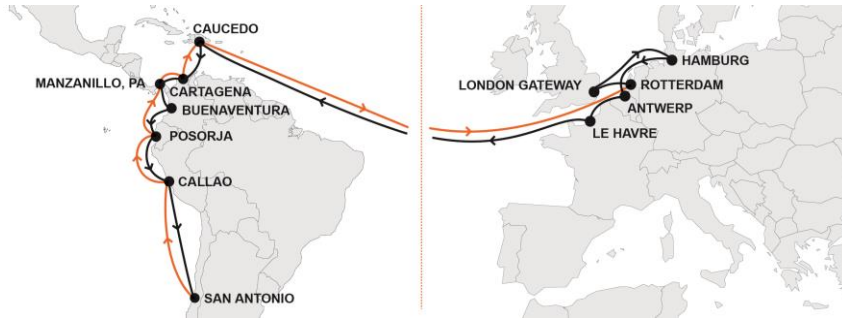
General – Latin America

- Direct services with highly competitive transit times and connectivity with coverage of all major markets
- Dedicated service from/to North Europe to/from the Caribbean and Latin America West Coast
 - Only direct product connecting U.K.
- Synchronized feeder services to/from South Chile , Peru, Central America, Cuba and Zarate (Argentina)
- Quality reefer service for all types of refrigerated cargo
- Extensive availability of special equipment – specialized in out-of-gauge and break-bulk
- Own operated vessels in all services deployed
- High provision of reefer capacity on all services

North Europe and Latin America ports of call



North Europe – Latin America West Coast



Transit times

SOUTHBOUND	Caucedo	Cartagena	Manzanillo, PA	Buenaventura	Posorja	Callao	San Antonio
Rotterdam	21	23	26	30	32	35	40
London Gateway	20	22	25	29	31	34	39
Hamburg	17	19	22	26	28	31	36
Antwerp	14	16	19	23	25	28	33
Le Havre**	11	13	16	20	22	25	30

Frequency: weekly **Sailing as from Sept from Europe

NORTHBOUND	Rotterdam	London Gateway	Hamburg	Antwerp	Le Havre**
San Antonio	25	27	30	33	36
Callao	21	23	26	29	32
Posorja	18	20	23	26	29
Manzanillo, PA	14	16	19	22	25
Cartagena	13	15	18	21	24
Caucedo	10	12	15	18	21

Frequency: weekly **Sailing end of July from latam

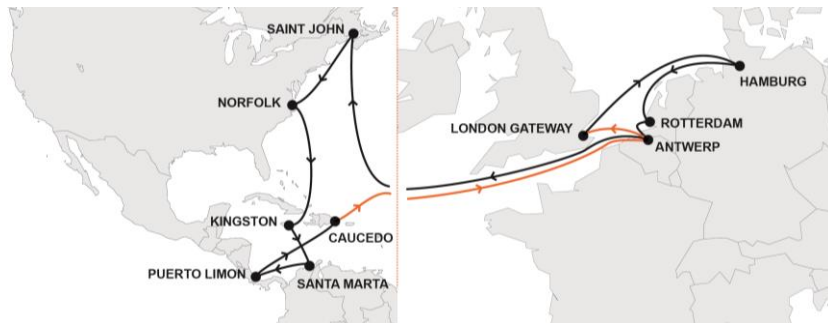
SWX| South America West Coast Express

Key Service Strengths

- Weekly coverage of the major markets in North Europe and Latin America West Coast and Caribbean
- Highly competitive transit times & high schedule reliability soon even better by deploying a tenth vessel
- Superior service from/to North Europe to/from Caribbean & Latin America West Coast – fastest direct service to/from Ecuador
- Specialized in out-of-gauge, break-bulk and dangerous goods as well as in reefer cargoes
- Connecting to WS3 service to/from Antofagasta, San Vicente in Chile. In addition, the MSW service with connection to Paita, Peru and Guayaquil, Ecuador
- Deployment of own operated vessels with Hapag-Lloyd providing the majority of most modern, homogenous and cost-efficient ships to the service

North Europe – Central America

CES | Caribbean Express Service



Transit times

SOUTHBOUND	Norfolk	Santa Marta	Puerto Limon	Caucedo
Arrival Day	FRI	FRI	SUN	WED
London	19	26	28	31
Rotterdam	17	24	26	29
Hamburg	15	22	24	27
Antwerp	14	21	23	26
Saint John	3	9	11	14

Frequency: weekly

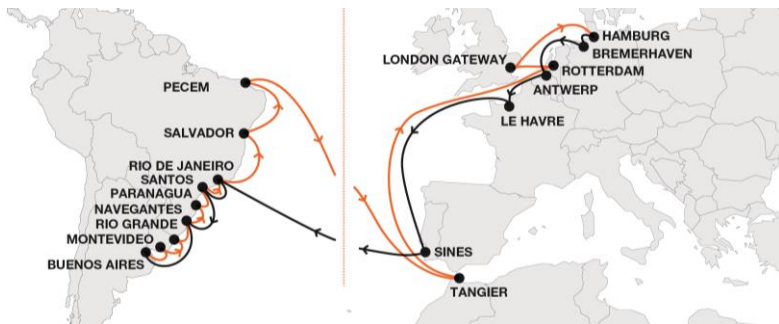
NORTHBOUND	London	Rotterdam	Hamburg	Antwerp	Saint John
Arrival Day	SUN	MON	WED	FRI	MON
Norfolk	22	23	25	27	37
Santa Marta	16	17	19	21	31
Puerto Limon	13	14	16	18	28
Caucedo	10	11	13	15	25

Frequency: weekly

Key Service Strengths

- Continuation of the current Hapag-Lloyd stand-alone product
- Attractive transit times from North Europe to the Caribbean destinations
- Increase of the schedule reliability by deploying a sixth vessel
- Highly competitive Northbound transit times for Reefer customers

North Europe – Latin America East Coast



Transit times

SOUTHBOUND	Rio de Janeiro	Santos	Navegantes	Buenos Aires	Montevideo	Rio Grande
Rotterdam	24	26	28	32	34	36
London Gateway	22	24	26	30	32	34
Hamburg	20	22	24	28	30	32
Bremerhaven	19	21	23	27	29	31
Antwerp	16	18	20	24	26	28
Le Havre	15	17	19	23	25	27
Sines	11	13	15	19	21	23

Frequency: weekly

NORTHBOUND	Tangier	Rotterdam	London Gateway	Hamburg	Bremerhaven	Antwerp	Le Havre
Buenos Aires	25	29	31	33	34	37	38
Montevideo	23	27	29	31	32	35	36
Rio Grande	21	25	27	29	30	33	34
Navegantes	18	22	24	26	27	30	31
Paranagua	17	21	23	25	26	29	30
Santos	15	19	21	23	24	27	28
Rio de Janeiro	14	18	20	22	23	26	27
Salvador	10	14	16	18	19	22	23
Pecem	7	11	13	15	16	19	20

Frequency: weekly

ECX | Europe East Coast Express

Key Service Strengths

- Extended port coverage in North Europe and Latin America East Coast
- High allocation of reefer plugs to cover all major reefer products including the Salvador fruit season
- Very competitive transit time to Rotterdam
- Fast transit times to Santos, Navegantes, Buenos Aires, Montevideo and Rio Grande
- The only product serving Bremerhaven
- Connecting Northbound to the markets in the MED, Africa & Middle East
- Specialized in out-of-gauge, break bulk and dangerous goods

03

Mediterranean – Latin America



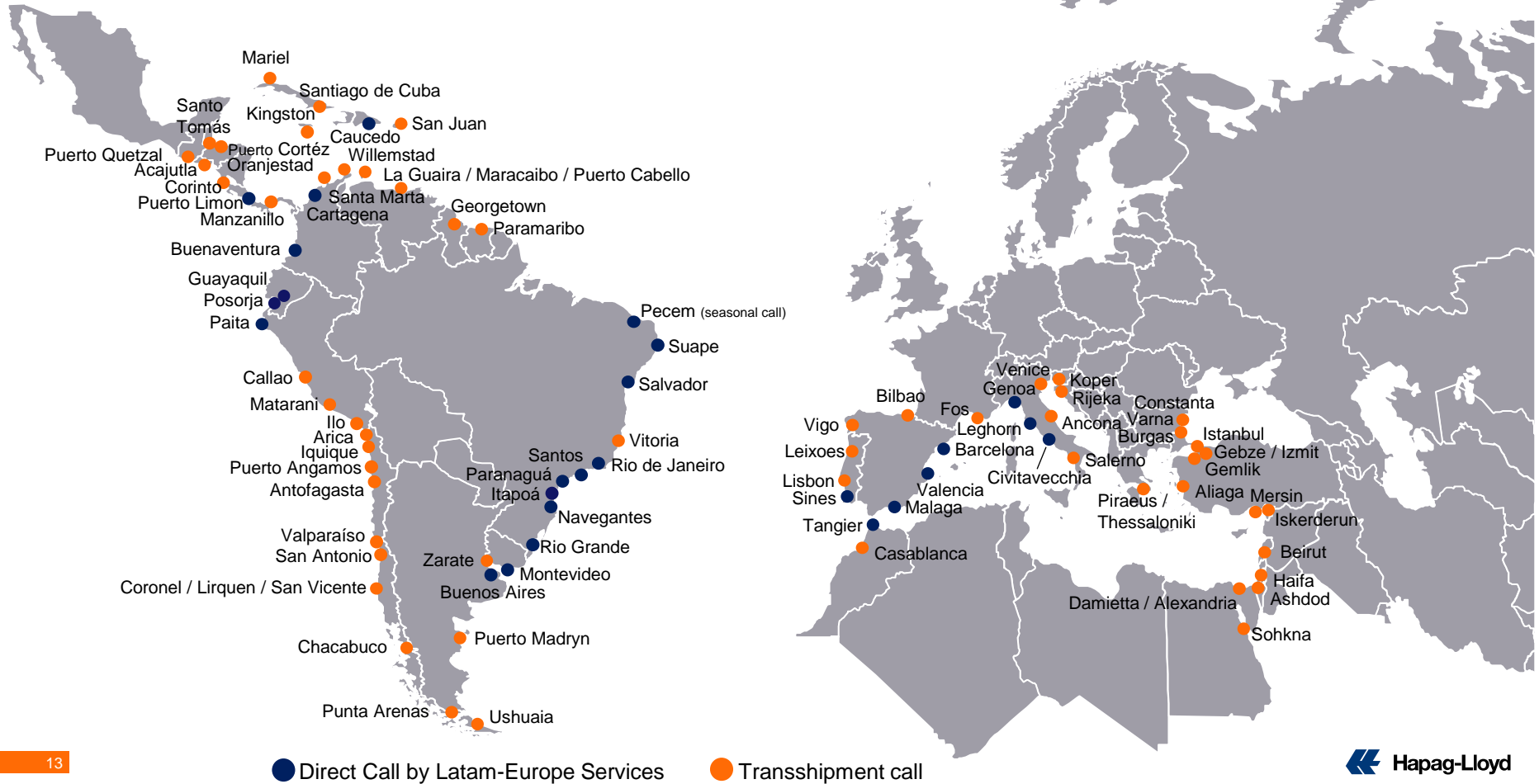
Our Latin America Product to/from Mediterranean

General – Latin America

- Direct services with highly competitive transit times and connectivity with coverage of all major markets
- Dedicated and synchronized feeder services to/from South of Chile and Peru, Central America, Cuba and Zarate (Argentina)
- Connecting a wide range of Mediterranean outports to the major markets in Latin America
- Quality reefer service for all types of refrigerated cargo
- Extensive availability of special equipment – specialized in out-of-gauge and break-bulk



South Europe and Latin America ports of call

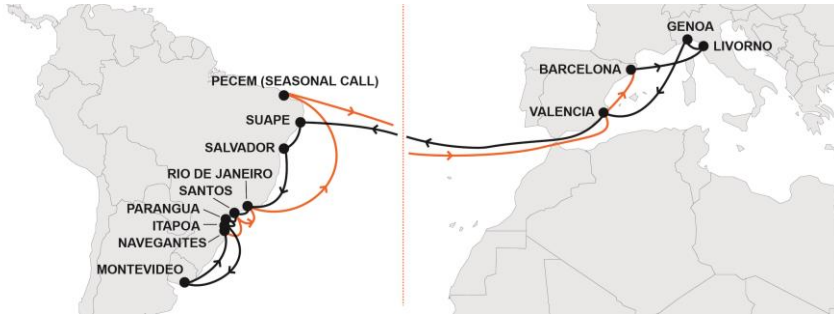


Mediterranean – Latin America East Coast

MSE | MEDECSA

Key Service Strengths

- Only direct service to/from Livorno, Genoa, Barcelona and Valencia to/from South America East Coast
- Services to all major ports in Brazil, Uruguay and Argentina
- Very fast and competitive transit times
- High allocation of reefer plugs
- Connecting to our highly competitive short sea service within the Mediterranean and other markets in Africa and the Middle East
- Seasonal call (Oct – Feb) at the port of Pecem to support the local reefer market



Transit times

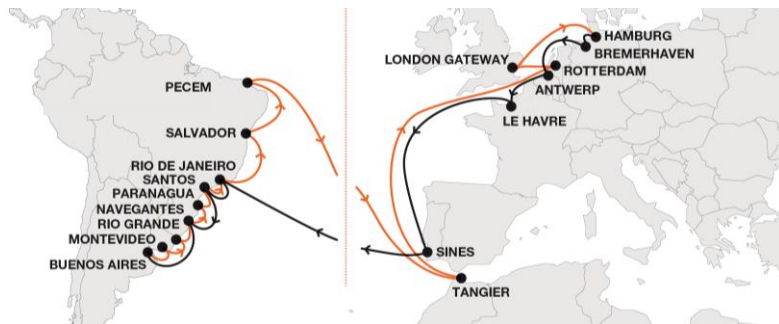
SOUTHBOUND	Suape	Salvador	Rio de Janeiro	Santos	Paranagua	Itapoa	Montevideo	Navegantes
Barcelona	19	21	23	25	26	27	31	35
Livorno	17	19	21	23	24	25	29	33
Genoa	15	17	19	21	22	23	27	31
Valencia	11	13	15	17	18	19	23	27

Frequency: weekly

NORTHBOUND	Barcelona	Livorno	Genoa	Valencia
Paranagua	26	30	28	21
Itapoa	25	30	27	31
Montevideo	21	25	23	27
Navegantes	17	21	19	23
Santos	15	19	17	21
Rio de Janeiro	13	17	15	19

Frequency: weekly

Mediterranean– Latin America East Coast



Transit times

SOUTHBOUND	Rio de Janeiro	Santos	Navegantes	Buenos Aires	Montevideo	Rio Grande
Rotterdam	24	26	28	32	34	36
London Gateway	22	24	26	30	32	34
Hamburg	20	22	24	28	30	32
Bremerhaven	19	21	23	27	29	31
Antwerp	16	18	20	24	26	28
Le Havre	15	17	19	23	25	27
Sines	11	13	15	19	21	23

Frequency: weekly

NORTHBOUND	Tangier	Rotterdam	London Gateway	Hamburg	Bremerhaven	Antwerp	Le Havre
Buenos Aires	25	29	31	33	34	37	38
Montevideo	23	27	29	31	32	35	36
Rio Grande	21	25	27	29	30	33	34
Navegantes	18	22	24	26	27	30	31
Paranagua	17	21	23	25	26	29	30
Santos	15	19	21	23	24	27	28
Rio de Janeiro	14	18	20	22	23	26	27
Salvador	10	14	16	18	19	22	23
Pecem	7	11	13	15	16	19	20

Frequency: weekly

ECX | Europe East Coast Express

Key Service Strengths

- Only service providing direct connection to/from Portugal
- High allocation of reefer plugs
- Fast transit times to/from Brazilian ports and Montevideo, UY
- Connecting northbound (Tangier, MA) to the markets in the Mediterranean, Africa and Middle East

Mediterranean– Caribbean & Central America



Transit times

SOUTHBOUND	Caucedo	Cartagena	Buenaventura	Paita	Posorja	Guayaquil	
Arrival Day	THU	SAT	WED	SAT	MON	WED	
Valencia	20	23	26	29	31	33	
Civitavecchia	18	21	24	27	29	31	
Livorno	16	19	22	25	27	29	
Genoa	15	18	21	24	26	28	
Barcelona	13	16	19	22	24	26	

Frequency: weekly

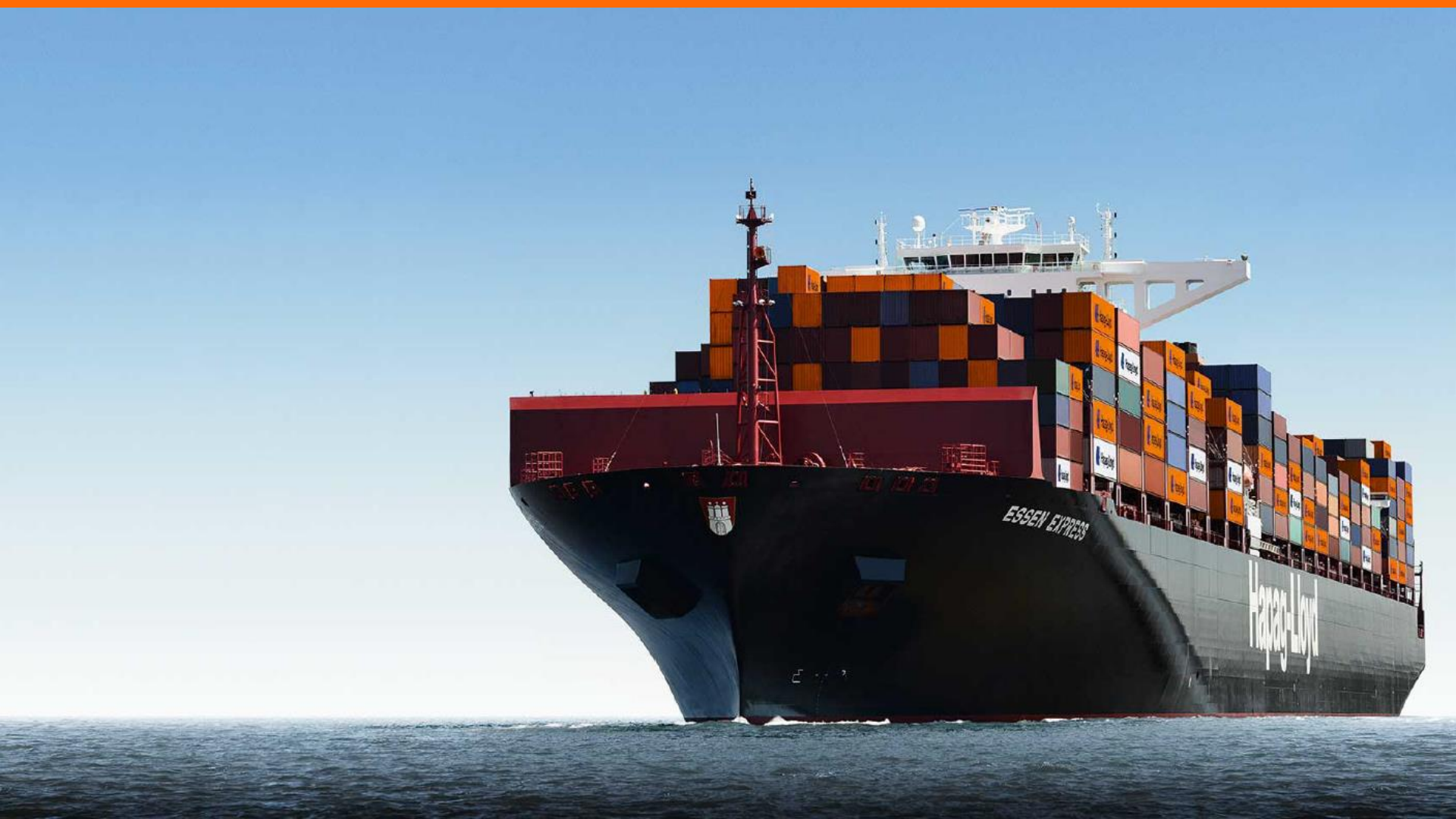
NORTHBOUND	Tangier	Malaga	Valencia	Civitavecchia	Livorno	Genoa	Barcelona	
Arrival Day	MON	TUE	THU	SAT	MON	TUE	THU	
Buenaventura	25	26	28	31	32	33	35	
Paita	23	24	26	29	30	31	33	
Posorja	20	21	23	26	27	28	30	
Guayaquil	18	19	21	24	25	26	28	
Puerto Limon (Moin)	14	15	17	20	21	22	24	
Cartagena	11	12	14	17	18	19	21	

Frequency: weekly

MSW | Mediterranean South America West Coast Service

Key Service Strengths

- Highly competitive and direct product from/to the Mediterranean, Caribbean and from/to South America West Coast
- Hapag-Lloyd stand alone product with highly competitive transit-times from SAWC to the Mediterranean with special focus on reefer cargo from Peru, Ecuador and Costa Rica
- Connecting all major markets at SAWC, Caribbean and Mediterranean with our Network and at the respective hubs in each Region
- Additional Eastern Mediterranean and Black Sea ports linked via own feeder network
- High provision of reefer plug capacity



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