



Dear Customer,

In January 2024 we reached out to inform you about the Gemini Cooperation, a partnership we have entered into with Hapag-Lloyd. We are now writing to share the exciting opportunities our new ocean network for East West trades, called the Network of the Future, will bring your supply chains.

Network of the Future refers to our joint Ocean network with Hapag-Lloyd through the Gemini Cooperation. It represents roughly half of our global Ocean network scope, covering the Asia / US West Coast, Asia / US East Coast, Asia / Middle East, Asia / Mediterranean, Asia / North Europe, Middle East – India / Europe and Transatlantic trade scopes. It will offer you a best-in-class East-West Ocean network, with an ambition of industry-leading unprecedented reliability, speed to market, and geographical coverage, all while continuing to support decarbonisation and our goal of being net-zero in the future.

The cooperation will launch on 1 February 2025.

What the Network of the Future offers you

The Network of the Future is an innovative network powered by leaner loops with fewer port calls per service, an extensive shuttle network, and industry-leading hubs. With the new network, our ambition is to deliver a flexible and well-connected ocean network that aims to provide unmatched and industry-leading reliability above 90 percent (as measured by SeaIntel) when the new network is fully phased in. We are designing the new East-West network with the ambition of making an unparalleled improvement to schedule reliability.

More ocean reliability = more reliability everywhere

With a modular design consisting of shorter routes on both shuttles and mainliners, and more of the connections through controlled hubs, disruptions are easier to absorb the impacts of. APMT hub terminals linking mainliners and shuttles are located as 'pearls on a string' on the main route from Asia to Europe. The hubs demonstrate exceptional productivity and reliability, utilising the latest technologies, new and integrated systems reducing the average dwell time i.e. the time the transshipment container is waiting in a hub terminal for on-carriage with up to 20%.

In addition to Ocean network reach, as the global integrator of container logistics, we look forward to offering seamless connections to a wide range of transportation products and logistics services at each of our hubs. In addition to Ocean transport, we will offer the flexibility to choose other transportation modes whether that's inland, rail, barge, or air, and value-adding services such

as premium quality containers, free-time extension, value protect and energy products.

A network built with agility and reliability

We understand that you, like many of our other customers and ourselves as well, have concerns related to the ongoing geopolitical instability in and around the Red Sea. We will return to the Red Sea when it is sufficiently safe to do so. As the situation remains highly dynamic, we will be prepared for either scenario. Therefore, we are presenting two network options in preparation of two scenarios – a return to the Trans Suez network, or a continuation of the alternative route south of the Cape of Good Hope.

We will keep monitoring the situation and update our customers as soon as additional information can be released. Irrespective of which network is phased in, we aim to offer 90% reliability on ocean, once the network is fully phased in.

To get a full overview of the network setups, [click here](#).

We will continue to update you with news of our new network. In the meantime, if you have any further questions about the new network and what it means for you and your business, please [contact us](#) – our teams are ready to assist and guide you.

For more information on the new network and services, plus answers to frequently asked questions, please see our dedicated page on [Maersk.com](#).

As your trusted logistics partner, we look forward to embarking on this exciting new chapter together.

Sincerely,
A. P. Moller – Maersk

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