

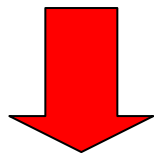
Maersk Line in Chile & WCSA

Erhvervsudvalget – San Antonio March 1, 2009

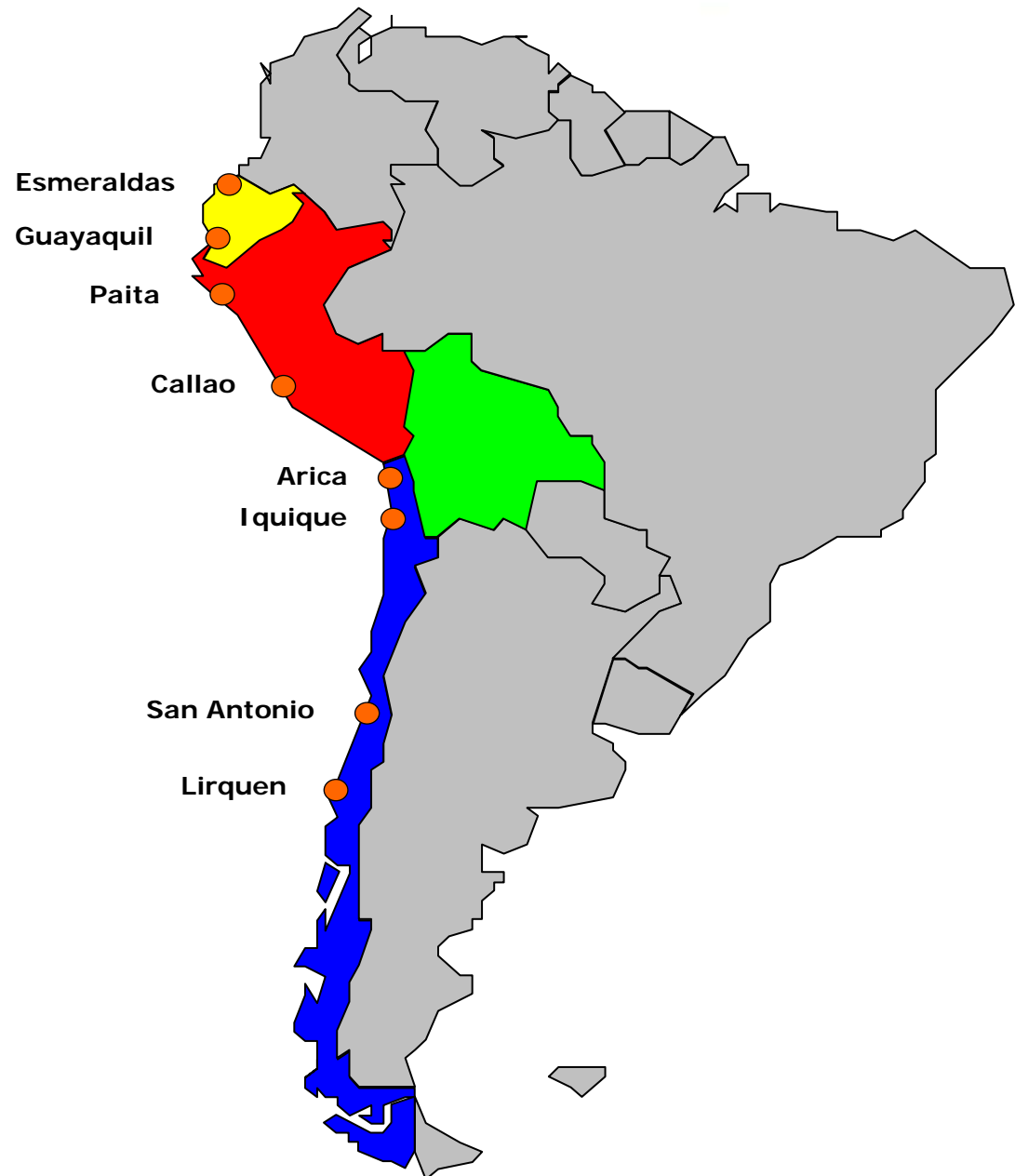


WCSA-cluster

- Area: 3,424,310 sq km
- Population: 70 million
- GDP (PPP): USD 650 billion
- GDP per capita: USD 9,500
- GDP growth: 5.8%



2009 GDP-growth 0.5-1.0%



Maersk Line in WCSA



- Established 1993
- Employees 190
- Offices 6
- Sales US\$ 800 mill. or more than 200,000 containers/year
- Port Calls More than 400 per year
- Total Spend approx. US\$ 80 mill.
- Relative Size Top-20 cluster in Maersk Line

For Refrigerated cargoes, the WCSA cluster is ranked 3rd in the Maersk Line world



Santiago to Copenhagen is 12,609 kilometers or 6,808 nautical miles – approx. same as from Copenhagen to Darwin, Australia.

Chile Milestones

2008 WCSA cluster

2003 Andean service

2001 Maersk Logistics

1999 Sea-Land



1994 Portuaria Andes

1993 Maersk Chile

2005 P&O Nedlloyd

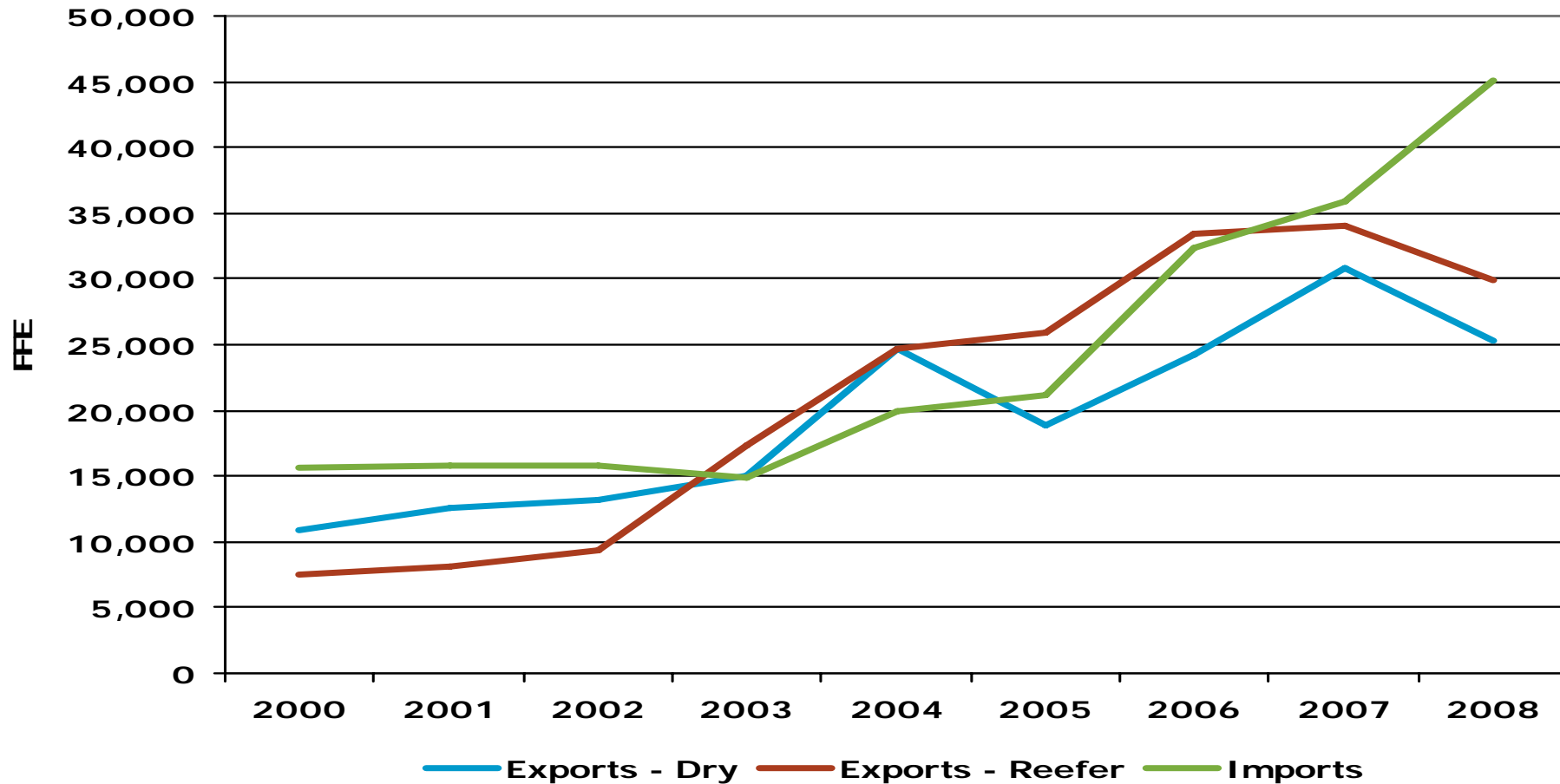
2001 Portuaria Andalien

1995 Bridge Intermodal Transport

1993 Container Operators

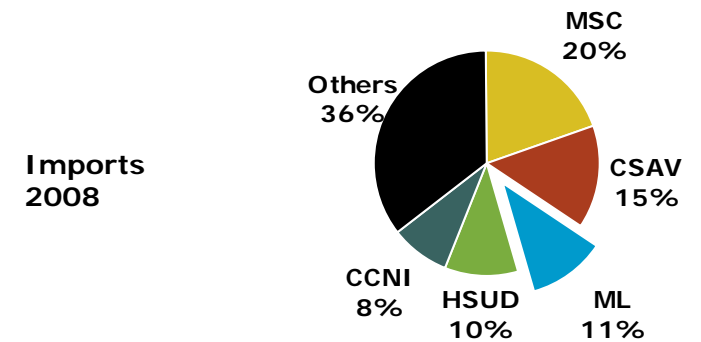
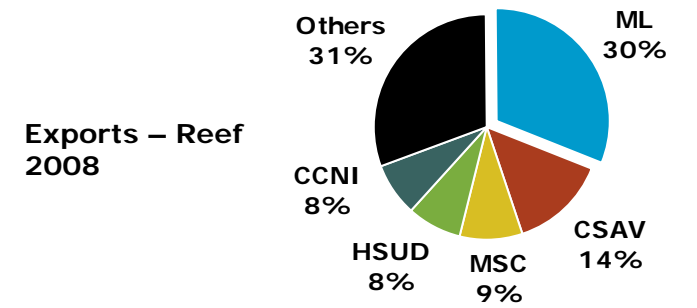
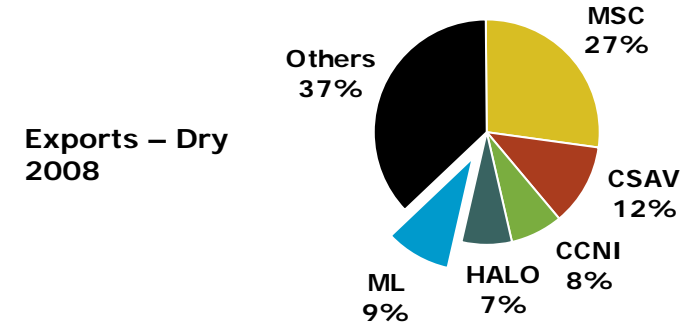
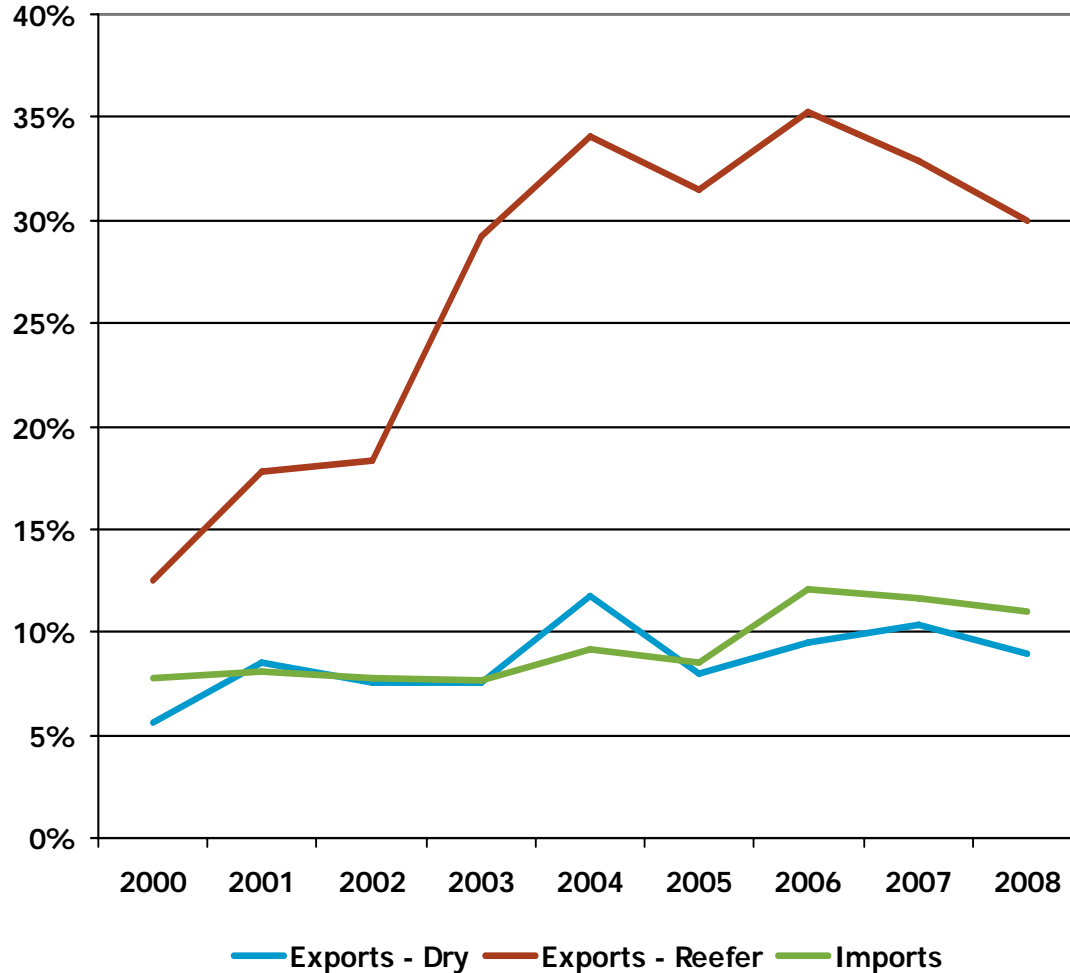


Volume Development



100,000 FFEs during 2008 – 50% of WCSA

Market Shares



Refrigerated Transport

Agriculture one of the main economic sectors in Chile

Maersk has competitive advantage because:

- Historical focus and expertise
- Unsurpassed Vessel and Container capacity
- Innovation
 - ✓ CA / MA
 - ✓ Quest
 - ✓ StarCool
 - ✓ StarTrack
 - ✓ Super-Freezers
- Financial strength
- Conventional vessels being phased-out

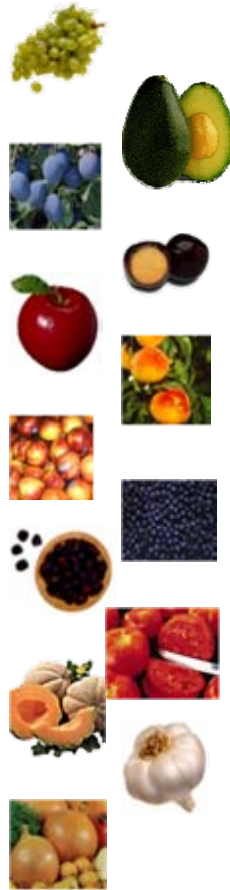


Maersk Line is the leader within refrigerated transport !

Fruits of Chile



Seasonality



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Grapes												
Avocados												
Plums												
Plumcot												
Apples												
Peaches												
Nectarines												
Blueberry												
Blackberry												
Tomato												
Melon												
Garlic												
Onion												
Persimmon												

Chile is the largest exporter of fresh fruit in the southern hemisphere

Service Coverage

Market-leader to/from North Europe



Andean - Northbound

PORT	ARRIVES	DEPARTS	TRANSIT
San Antonio, Chile	THU	FRI	--
Lirquen, Chile	SAT	SUN	1
Balboa, Panama	SAT	SUN	8
Algeciras, Spain	TUE	WED	18
Rotterdam, Netherlands	SAT	SUN	22
Tilbury, United Kingdom	MON	MON	24



Andean Extraloader - Northbound

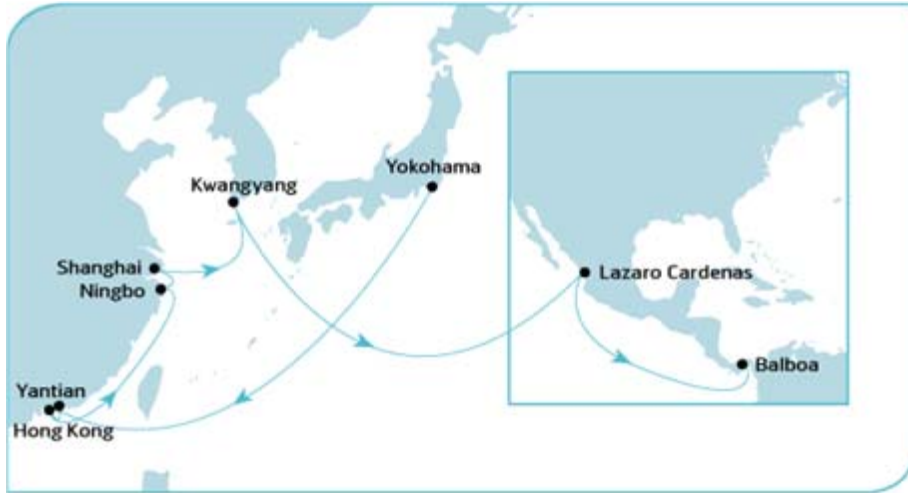
PORT	ARRIVES	DEPARTS	TRANSIT
San Antonio, Chile		WED	--
Guayaquil, Ecuador	MON	TUE	5
Balboa, Panama	THU	THU	8
Rotterdam, Netherlands	TUE		20

Note: Weekly Services

Weekly feeder-ships to/from Peru and Ecuador – connecting in Panama

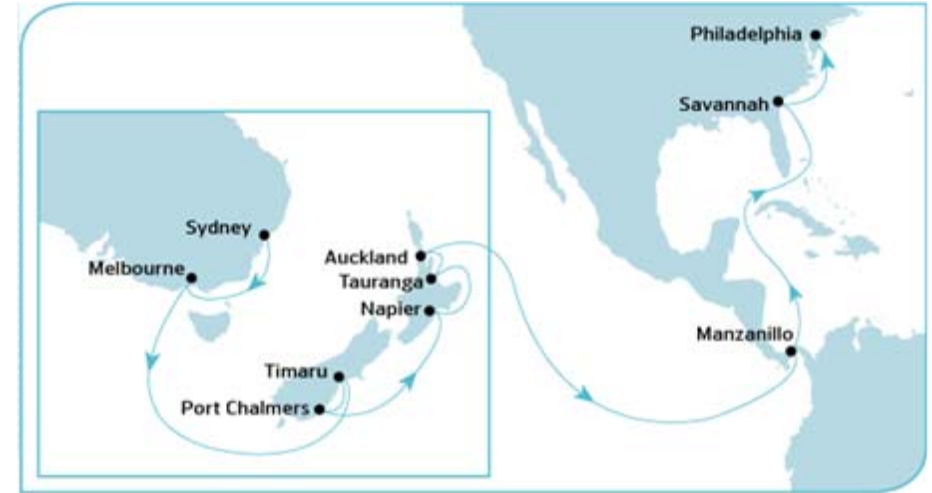
Panama-Hub Concept

Connecting WCSA to and from the world



AC - Eastbound

PORT	ARRIVES	DEPARTS	TRANSIT
Yokohama, Japan	TUE 2000	WED 0400	--
Yantian, Mainland China	SAT 1300	SUN 0900	4
Hong Kong, Hong Kong	SUN 1500	MON 0600	5
Ningbo, Mainland China	WED 2000	THU 0800	8
Shanghai, Mainland China	THU 2000	FRI 0800	11
Kwangyang, South Korea	SAT 1900	SUN 0800	12
Lazaro Cardenas, Mexico	SUN 1700	MON 2030	27
Balboa, Panama	FRI 1300	SUN 0200	31



Oceania Americas Service - Northbound

PORT	ARRIVES	DEPARTS	TRANSIT
Sydney, Australia	TUE 0600	WED 0600	--
Melbourne, Australia	THU 1500	FRI 1500	2
Timaru, New Zealand	MON 2300	TUE 2100	6
Port Chalmers, New Zealand	WED 0700	WED 2200	7
Napier, New Zealand	FRI 0100	FRI 1700	9
Tauranga, New Zealand	SAT 1100	SAT 2100	10
Auckland, New Zealand	SUN 0800	SUN 2300	11
Manzanillo, Panama	MON 2100	TUE 1300	27
Savannah, GA, USA	SAT 0700	SAT 2000	31
Philadelphia, PA, USA	MON 1800	TUE 1600	34

Weekly feeder-ships to/from Peru and Ecuador – connecting in Panama

Customer Proposition

<u>Reliability</u>	Schedules, Services, Financial
<u>Efficiency</u>	Transit Times, Handling, Quality of Produce
<u>Expertise</u>	Experience, Innovation, Core Business
<u>Standardisation</u>	Global Systems & Processes
<u>Capacity</u>	Planned investments, declining conventional fleet
<u>Sustainability</u>	CO2 foot-print, Traceability, Commitment



Key Challenges

- Panama Canal restrictions
- Port infrastructure (Peru and Ecuador)
- Port Congestion
- Seasonalities
- Political instability
- Sanitary concerns
- **GLOBAL FINANCIAL CRISIS**



Distance from Balboa (Panama) to:

Lirquén, Chile	5,110 km
San Antonio, Chile	4,720 km
Callao, Peru	2,340 km
Guayaquil, Ecuador	1,240 km

Key Opportunities

- Commodity-based export
- Containerization – particularly Bananas
- Panama Canal expansion (2014)
- Growing markets
- Port infrastructure in-progress
- Free-Trade-Agreements
- Talent-pool
- **GLOBAL FINANCIAL CRISIS**



Other APMM Activities

APM Terminals

Posorja deep-water terminal in Ecuador - exploring Chile and Peru

Svitzer

concession for LNG-terminal towage in Peru – 7 vessels

Maersk Supply Service

PSV newbuildings from Asenav shipyard in Valdivia, Chile

Dansk Supermarked

imports: Wine, Fruit, etc.



Questions ??

Maersk Line in Chile & WCSA

Erhvervsudvalget – San Antonio March 1, 2009

