



Expanding US Flag Capabilities Through the Introduction of the Baltic Feeder Service

Jeroen Schuering – 02 September 2011



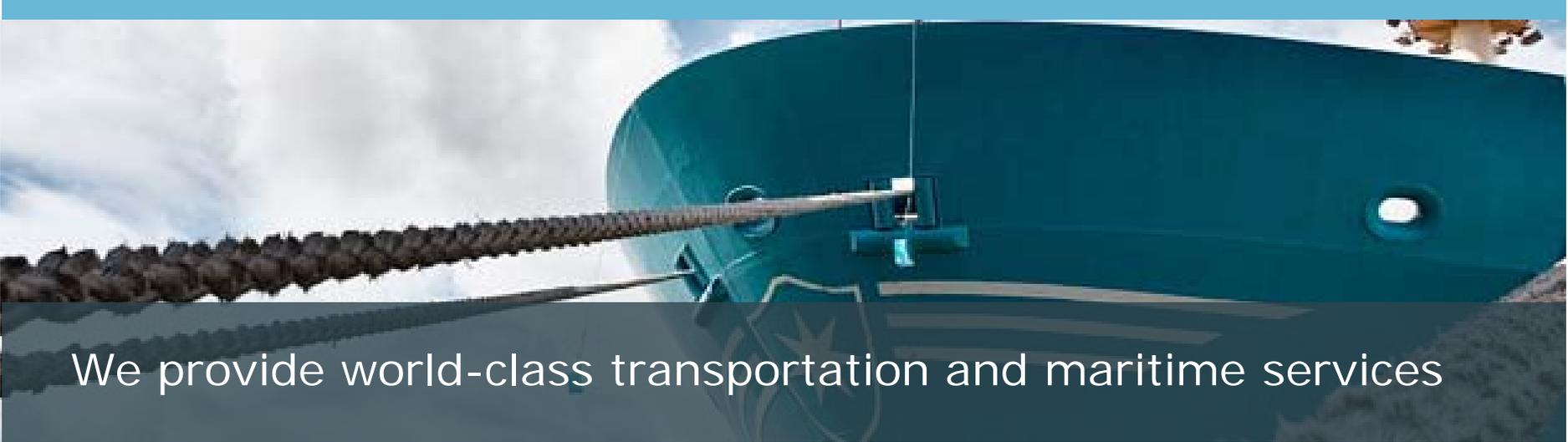
Agenda

- **Overview of Maersk Line, Limited**
- Global US Flag Network
- The Northern Distribution Network (NDN)
- Maersk Arkansas Baltic Feeder Service



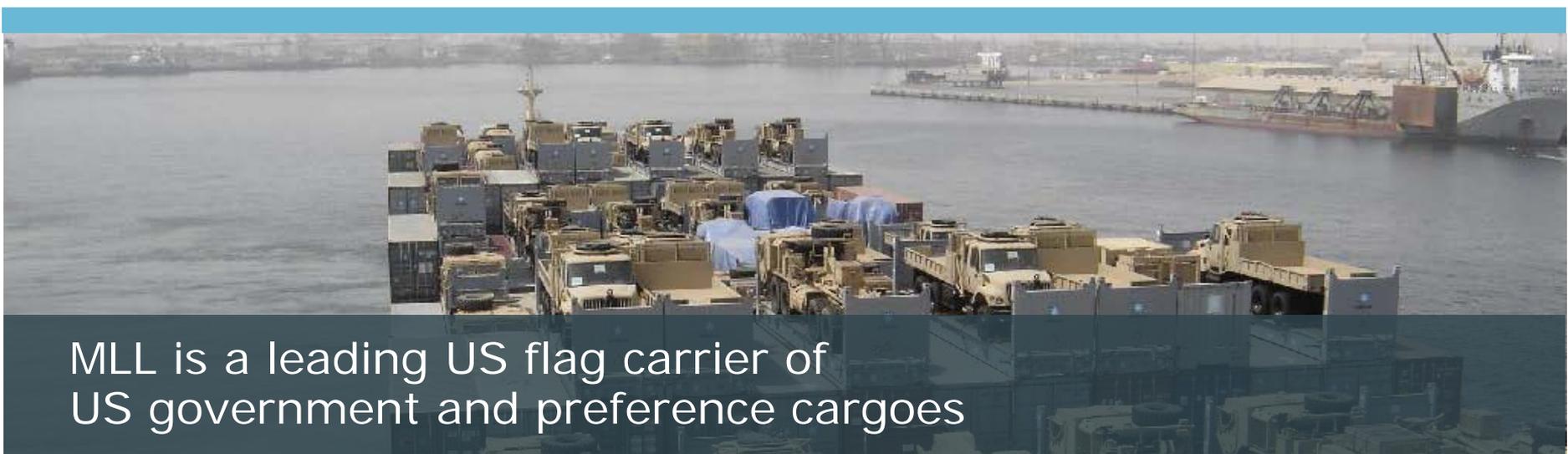
Our mission statement guides the way we do business

“Our mission is to provide superior US flag transportation and maritime services to government and commercial customers. We seek sustainable earnings to continue investing in our people and growing our business. Our efforts will be guided by our values and our commitment to safety, corporate responsibility, continuous improvement and environmental stewardship.”



We provide world-class transportation and maritime services

- Maersk Line, Limited (MLL), an American company, was established in 1983 to support the conversion and operation of five Maritime Prepositioning Ships
- We continue to be a leading operator, maintainer and charterer of ships for the US Navy's Military Sealift Command
- Leveraging our unparalleled global network, we offer flexible and reliable end-to-end distribution
- Drawing from our experience as a ship owner and operator, we provide innovative technical solutions to reduce total ownership costs and increase operational reliability
- Our significant and sustained investment in the US Merchant Marine and our fleet has made MLL the largest US flag carrier in international trades



MLL is a leading US flag carrier of US government and preference cargoes

Fleet composition and equipment options

- Modern and efficient fleet of container and ro/ro vessels
- Transport all types of cargo including food aid, household goods, vehicles, breakbulk and project cargo

Expansive global service network

- The A.P. Moller - Maersk Group has more than 115,000 employees present in over 130 countries

Reliable end-to-end transportation

- Provide inland services worldwide via its multi-modal transportation network
- Enable the Northern Distribution Network (NDN)

Value-added services

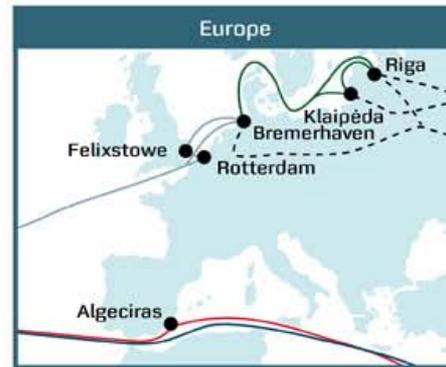
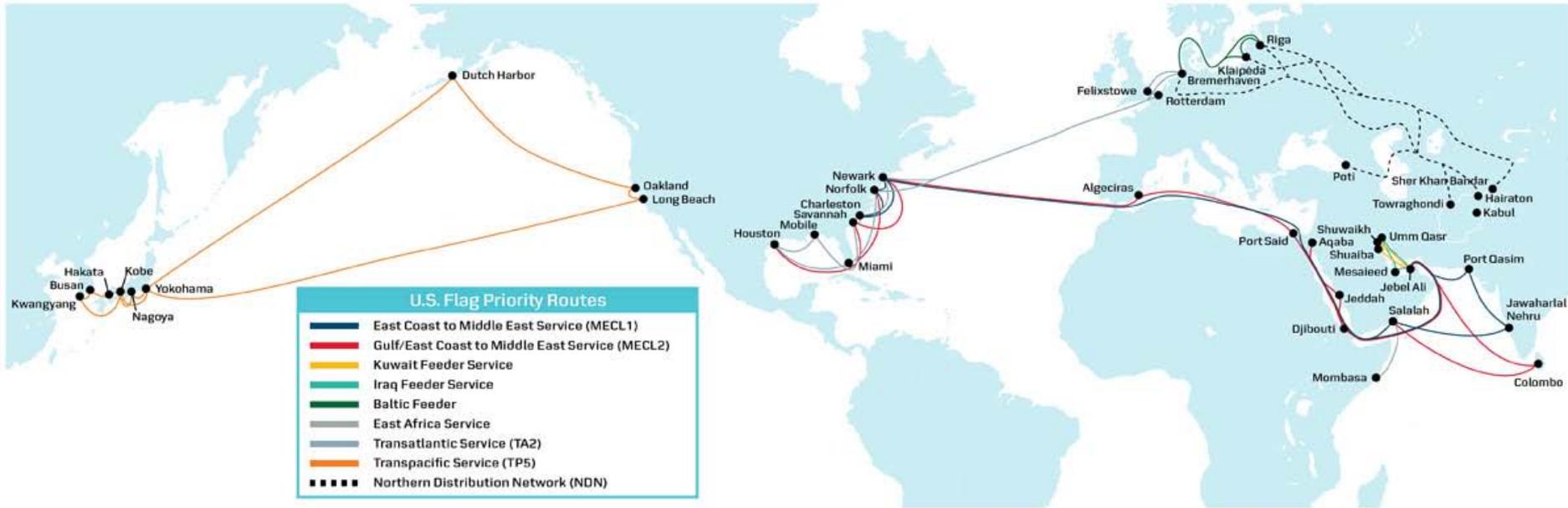
- Include enhanced in-transit visibility solutions, cargo protection, consolidation, washing services, warehousing and customs clearance



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MLL has the largest and most expansive Global US Flag network





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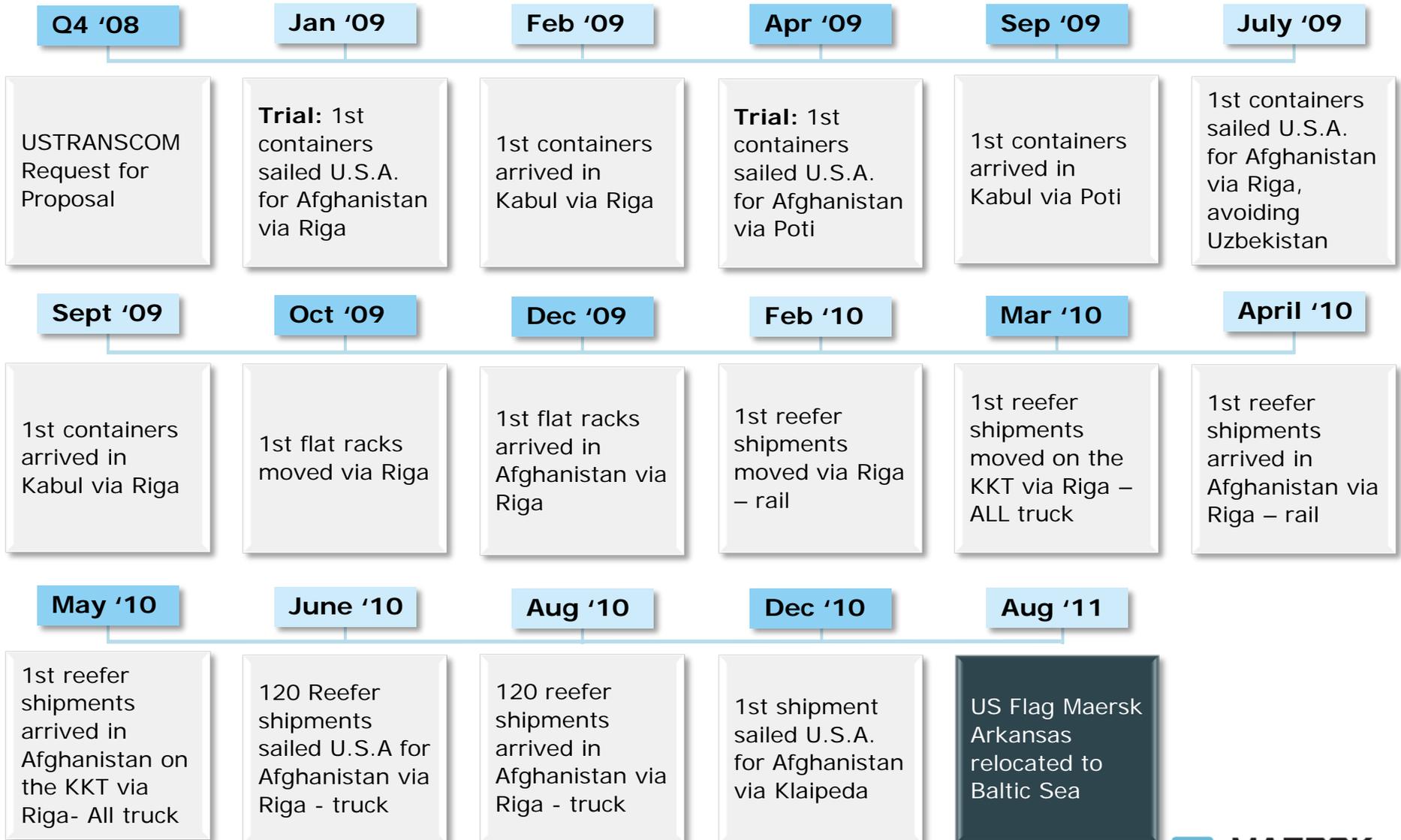
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Development of the Northern Distribution Network (NDN)

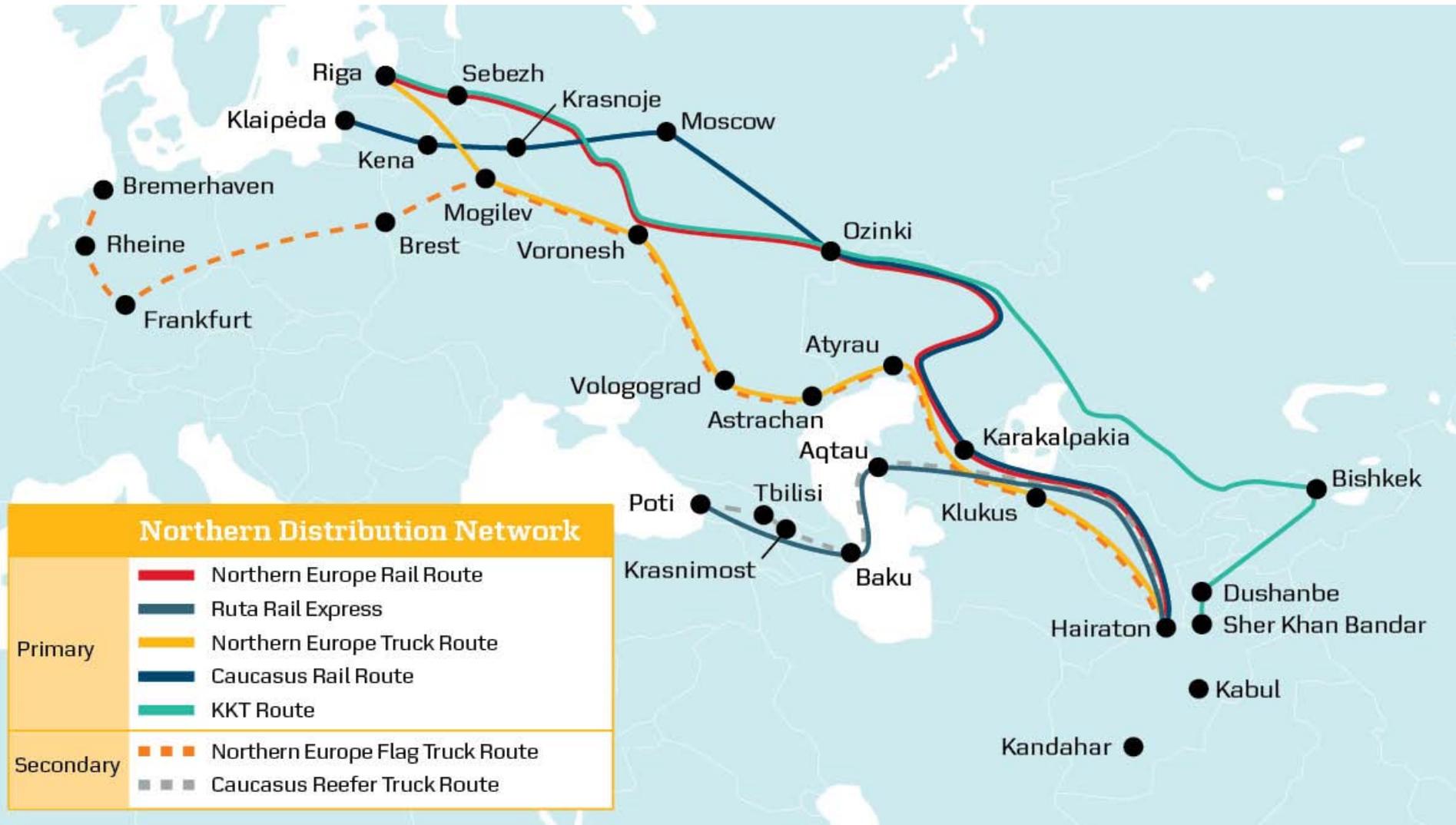
- The NDN (Northern Distribution Network) began as a concept developed by USTRANSCOM (United States Transportation Command) to serve as a supplemental route for cargo traveling to OEF-A (Operation Enduring Freedom – Afghanistan)
- Implementation of the concept started with “pre-contract” negotiations between multiple parties including: Maersk Line, Limited (MLL), Maersk Line NNP, DAMCO, Agility and Supreme
- Cooperation between these entities provided the foundation to establish a true market assessment (cost and service capabilities) of the proposed NDN
- Upon completion of the market assessment, the NDN service was developed and a rate structure was submitted to USTRANSCOM by MLL for review and approval



Maersk Timeline of the Development of the NDN



Our NDN service offering has expanded to support the surge in Afghanistan



Our NDN services also support Retrograde (OEF export) cargo





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The US Flagged Maersk Arkansas has been moved from the Iraqi feeder service to the Baltic feeder service between Bremerhaven, Riga, and Klaipeda effective 27 August 2011

Baltic US Flag Feeder Service Highlights



- U.S. flag vessel with stops in Bremerhaven (Germany), Klaipėda (Lithuania), and Riga (Latvia)
- First U.S. flag sailing from Bremerhaven expected on August 28, 2011
- Near-weekly fixed schedule with 10-11 day round trip transit time
 - Bremerhaven to Riga **4 Days**
 - Bremerhaven to Klaipėda **6 Days**
 - Riga to Bremerhaven **5 Days**
 - Klaipėda to Bremerhaven **4 Days**
- U.S. flag service is supplemented by weekly foreign flag services
- Baltic U.S. flag vessel has onboard cranes for lift-on/lift-off capability if needed
- Timely/regular connection with the U.S. flag TA2 service to and from U.S. East Coast, U.S. Gulf Coast and Northern Europe

- Industry's only P1 service from U.S. East Coast, U.S. Gulf Coast, and Northern Europe to the Northern Distribution Network (NDN)
- Baltic Feeder also supports NDN retrograde cargo

VESSEL SPECIFICATIONS

Vessel Name	MAERSK ARKANSAS
Flag	U.S.
Vessel Class	ABS
Year Built	1998
TEU Capacity	Approximately 1,100
Deadweight	17,526 MT
Number of Cranes	Two cranes of 50 tonnes max safe working load (SWL)
Reefer Plugs	206 Power pack capabilities to further increase reefer capacity



Maersk Points of Contact

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Question and Answers?
Thank you!