



Customer Information

December 2016

Dear Customer,

On 1st DEC 2016 the owners of the Hamburg Süd Group announced their intention to sell the company to Maersk Line A/S. Subject to a due diligence process, a final sale and purchase agreement and the notification and approval of various regulatory authorities, the transaction is assumed to be concluded by the end of 2017 at the earliest.

This is a very important decision in the 145 year history of the Hamburg Süd Group which should be seen positively for the following reasons:

- Through this transaction the Hamburg Süd Group brands will gain access to the scale, network and efficiencies of Maersk Line A/S to ensure a continued high-quality and sustainable service in a very competitive industry;
- Hamburg Süd will continue to be able to support your supply chain requirements on the North-South trades while at the same time being able to increasingly serve you on the East-West trades;
- Hamburg Süd will be able to expand and grow as part of Maersk Line A/S so that we can take responsibility for your cargo requirements in good conscience going forward.

It is important to note the following:

- There is no immediate requirement for any action from your side. The proposed transaction is structured as a share deal, i.e. the contract holder remains Hamburg Süd.
- This means that all of your cargo contracts are valid and remain valid.
- Furthermore, the likely timing of the transaction given its size, international complexity and regulatory evaluation process means that there will be no material changes to the Hamburg Süd team, products and services at least for all of 2017 and very likely also part of 2018.
- And lastly, please rest assured that the entire Hamburg Süd management team is doing everything to ensure that you can continue to place your business with us in full confidence.

Should you have any immediate questions or comments then please contact your Hamburg Süd customer service representative.

With kind regards
Hamburg Süd