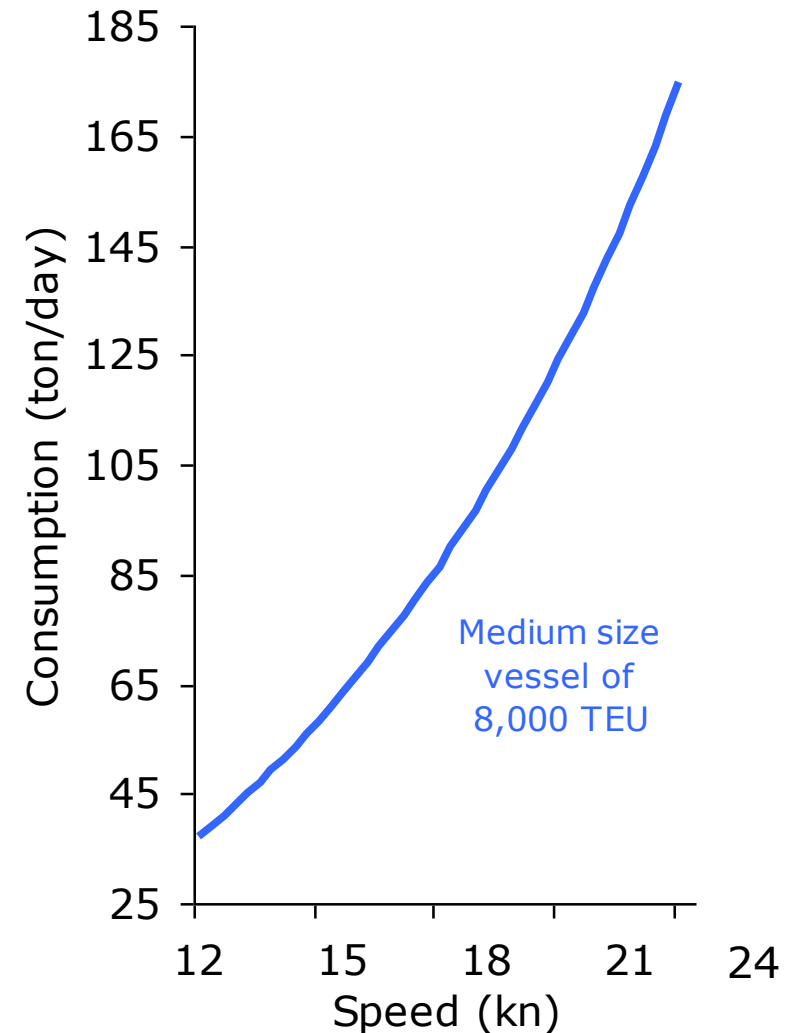


Reducing engine load dramatically decreases fuel consumption

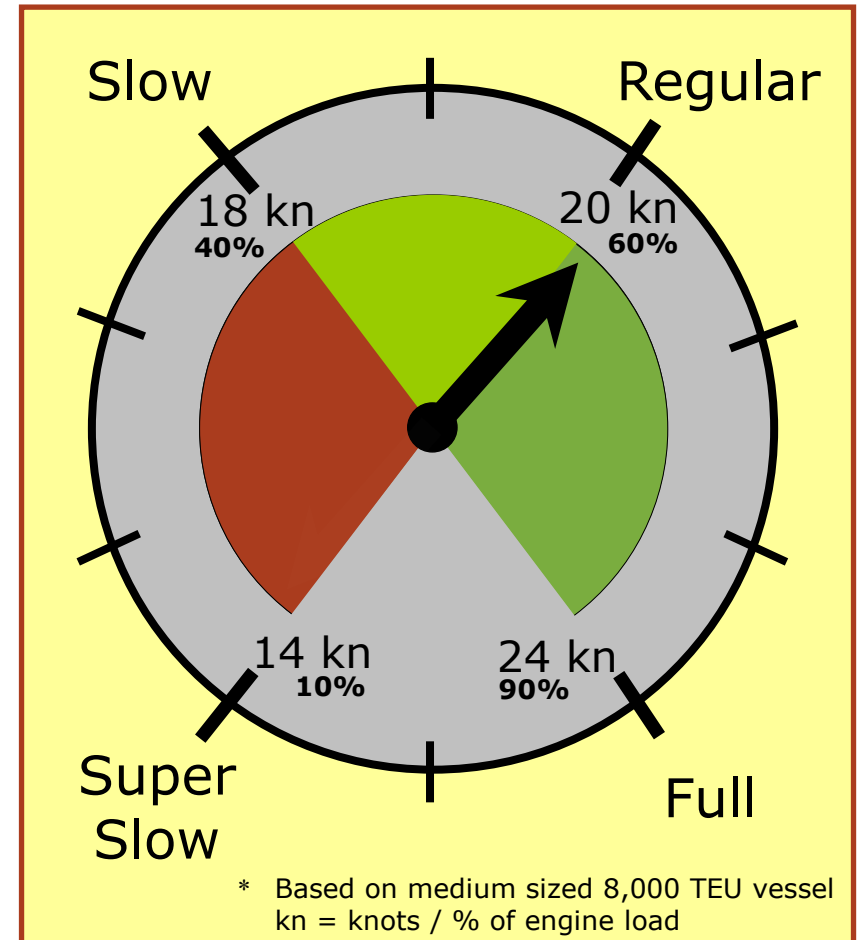
- > Fuel consumption and CO₂ emissions increase exponentially with speed
- > Going at full throttle is economically and ecologically questionable



In 2008, Maersk Line led the way by slow steaming

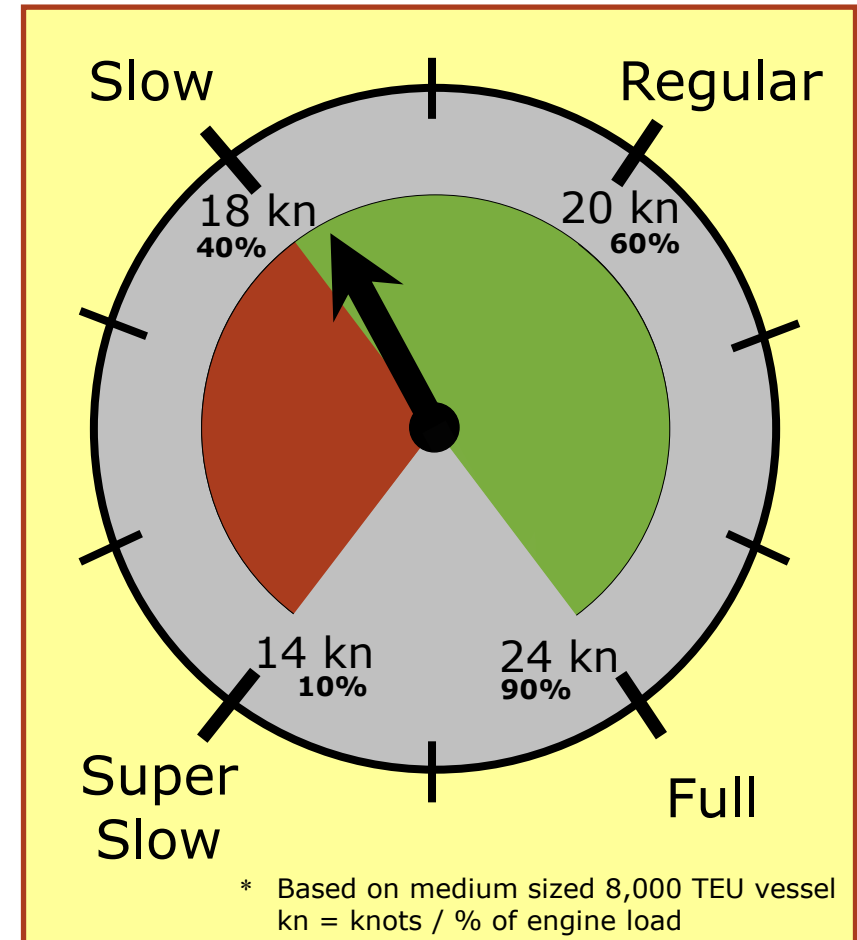
- > We were at the spearhead of the industry when we slowed down our vessels during 2008
- > We successfully reduced the
 - > economic impact of dramatically increased fuel prices
 - > ecological impact of our operations

Fuel and CO₂ savings:
 14% per vessel
 10% per service



Further slowing down seemed impossible

- > Manufacturers traditionally design vessel engines for high speed
- > Further reduced engine load below 40% and consequently lower vessel speed was feared to damage engines



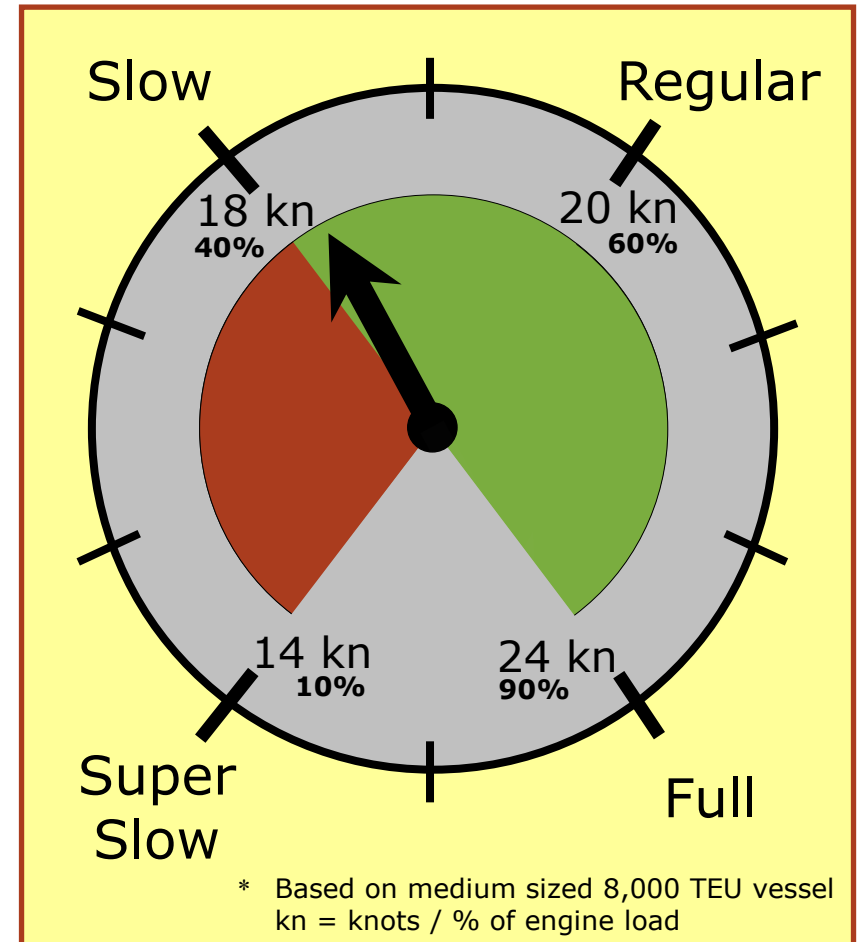
We challenged these policies against all odds

- > In a tremendous effort, we have tested Super Slow Steaming
 - > By research on 110 of our own vessels on trades across the world since 2007

- > We proved it was possible to go down as low as 10% engine load - when applying expertise and constant care

Fuel and CO₂ savings:
 43% per vessel
 30% per service

- > This breakthrough means increased flexibility in choosing the right speed
- > We have convinced engine manufacturers to revise their instructions - for the benefit of the whole industry and our environment
- > For these efforts, we received the reputable award 'Sustainable Shipping Operator 2009'

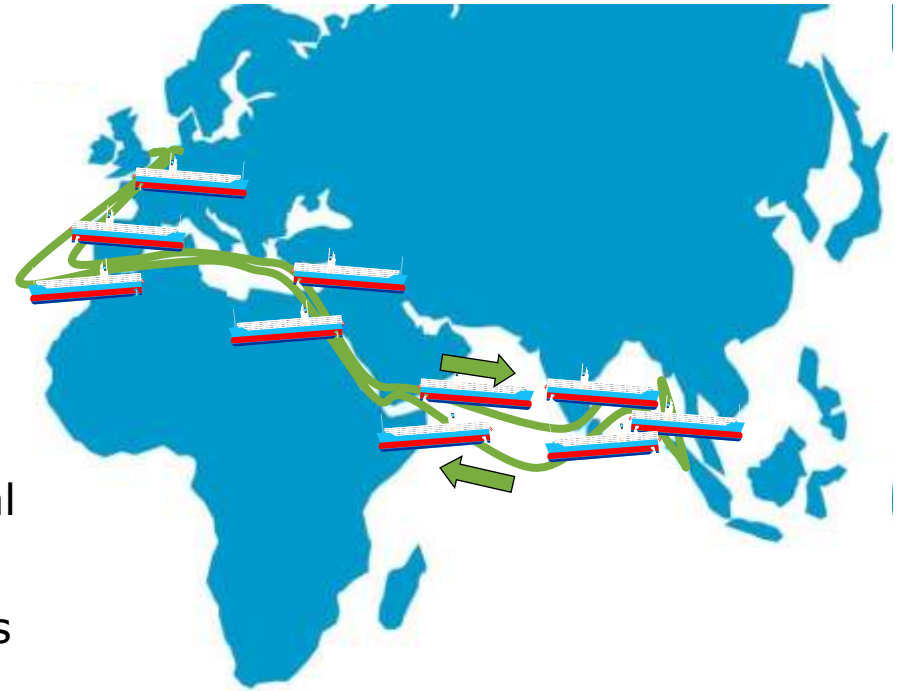


How we implement Super Slow Steaming on our services



Add a vessel, save fuel

- > For many services, slow steaming requires one or two additional vessels to maintain the weekly schedule
- > Yes, we do increase our capital costs
- > But:
 - > Even with additional vessels, we reduce the total fuel consumption and CO₂ emissions
 - > On some services, this allows for more port calls



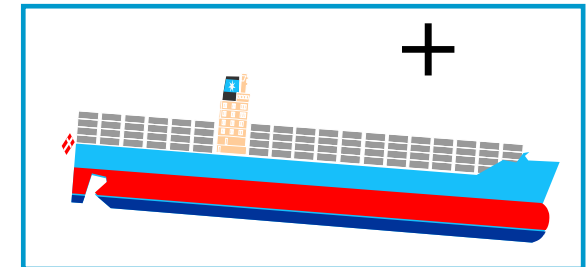
> **Without Super Slow Steaming**
8 vessels at 20 knots

136,000 mt CO₂*

> **Possible with Super Slow Steaming**
10 vessels at 14 knots

91,000 mt CO₂*

* Roundtrip Asia-Europe



→ **30% savings on fuel and CO₂ – even with additional vessels**

What are the effects of Super Slow Steaming?

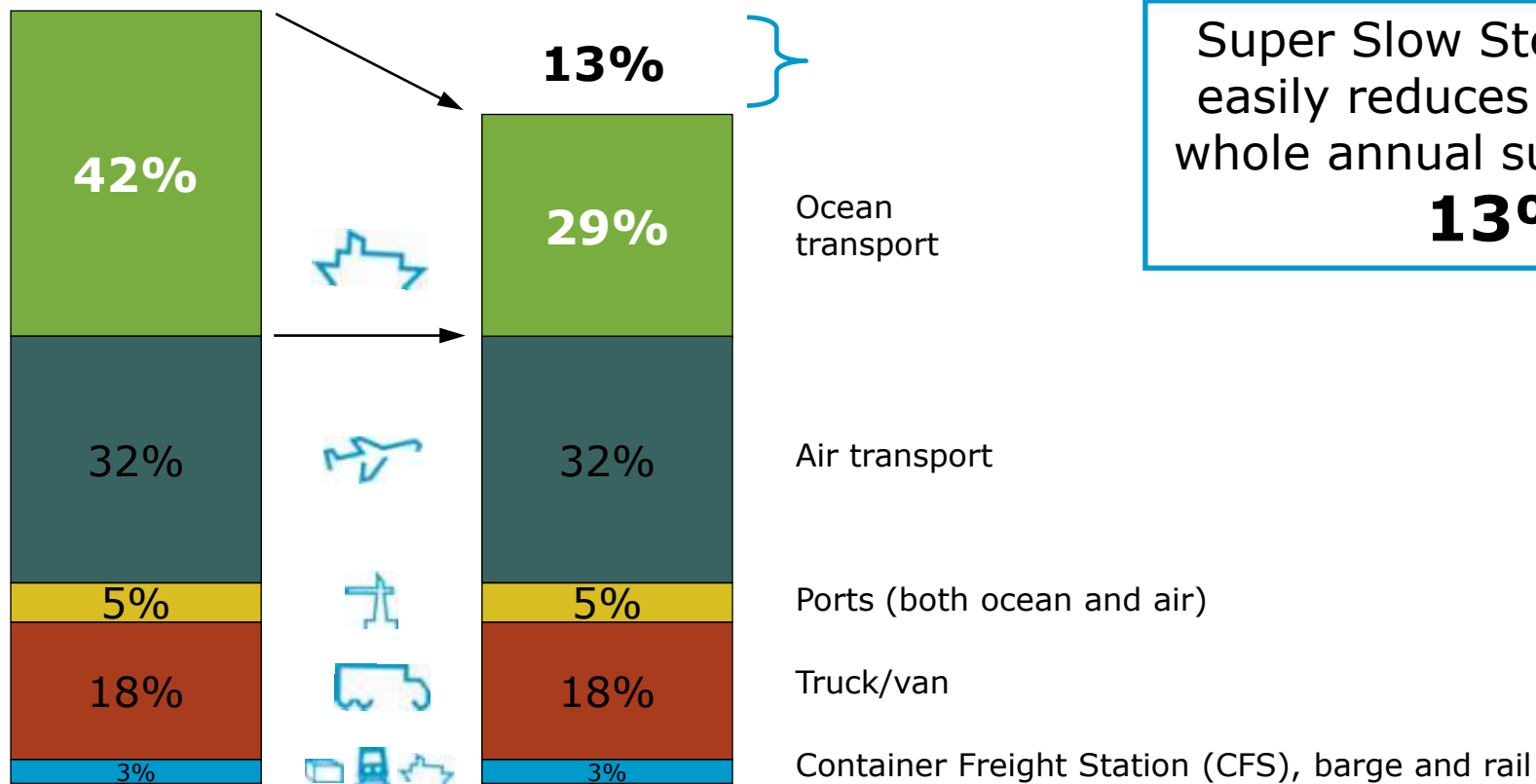
- > First choice in terms of reliability
- > Environmental impact on your supply chain
- > Transit times and additional port calls
- > Schedule reliability

Remaining first choice in terms of reliability

- > More speed buffer means it is easier to speed up when required, and consequently an even **higher schedule reliability**
- > Maersk Line is well prepared for the challenges that lie ahead of us. We are part of the A.P. Moller – Maersk Group which is **financially strong** and has a well-balanced business portfolio
- > We can provide you with an even **stronger partnership** in the future and we can assure you that we will continue to support your business needs
- > Super slow steaming supports our strategy of looking into all opportunities to **optimise cost structure** while further improving our services to you

We will significantly reduce your carbon footprint

For instance, the complete supply chain of a significant American fashion retailer:*



Super Slow Steaming alone easily reduces a customer's whole annual supply chain by **13%!**

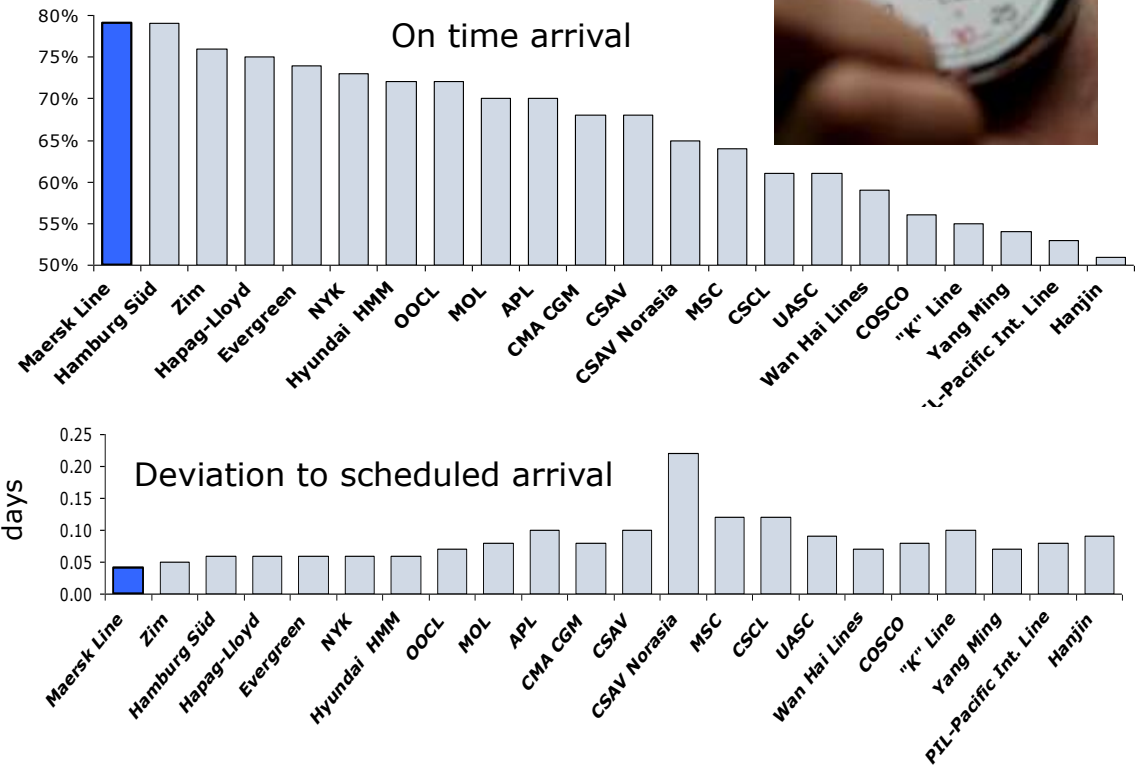
* From Asia CFS or port to regional distribution centres in Europe over the course of one year
 * 30% CO₂ savings which were proven on Maersk Line vessels are arithmetically applied to supply chain data

Transit times

- > More consistent super slow steaming is mainly implemented on selected backhaul routes, but could spread to headhauls too
- > We are currently considering 12 routes across the world and we may expand it
- > We will see the principle employed widely
 - > Example: A berthing time has been moved backwards – we will super slow steam instead of arriving 6-8 hours in advance
- > On many trades, schedules will remain the same
 - > The technology allows a better distribution of speed on current schedules - we just do less "hurry up and wait"
 - > Asia Europe services AE6 and AE7 have been super slow steaming, but keeping the same cut-off, transit and arrival times
- > On some routes - mainly backhauls -, we will reduce the average sailing speed and increase transit times
- > On some routes, we can now offer new opportunities by adding port calls due to extra vessels and slowing down (such as on the Far East - Middle East service FM3)

Further enabling highest schedule reliability

- > Today, we are ranked as the most reliable of the large carriers
- > By increasing the flexibility in vessel speed within a schedule, we can even better ensure timely arrival of your cargo
- > Your benefits are tremendous:
 - > **Reduce inventory costs**
 - > Rely on getting the product at the right time - reduce warehouse storage time, demurrage and detention costs
 - > Eliminate chargebacks as a result of untimely delivery
 - > **Maintain supply chain integrity**
 - > Plan container pick ups and deliveries in advance and adhere to rail schedules
 - > Improve scheduling of labour
 - > Improve cost forecasting in advance of reporting cycles
 - > Speed up turnaround on outstanding freight



Schedule reliability: Drewry Shipping Consultants Ltd Report 2Q2009
 Evaluation of 1Q2009
 Global carriers: 20 largest in terms of capacity according to AXS Liner, May 2009