

Your promise. Delivered.



UNLEASHING THE GROWTH POTENTIAL OF INDONESIA'S SHIPPING INDUSTRY

13th ASEAN Ports and Shipping 2015 Exhibition and Conference

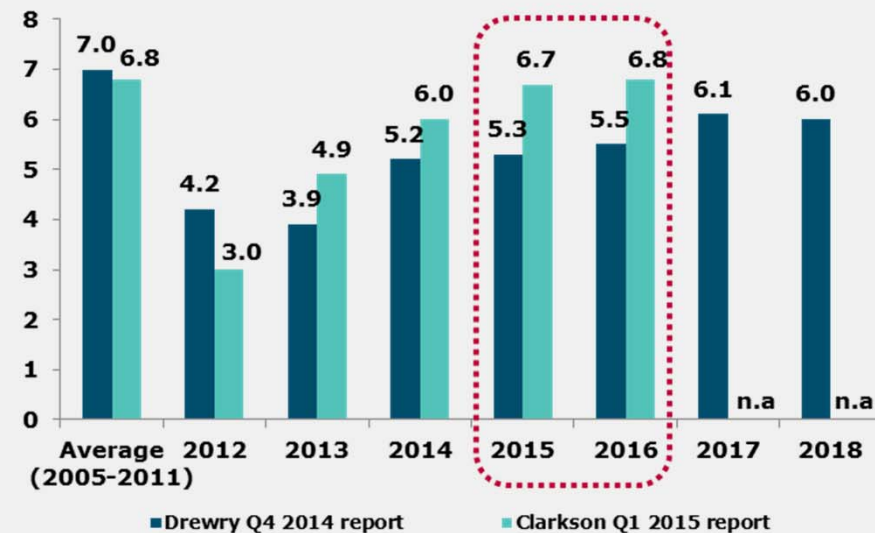
Global Container Traffic Trends

Container demand picked up in 2014 and is expected to improve slightly further in 2015 and 2016

Improving container demand...

- Global container growth has strengthened since 2012
- Slowly increasing continued container growth in 2015 and 2016 – in line with GDP growth
 - Growth in 2015 between 5.3-6.7%
 - Growth in 2016 between 5.5-6.8%
 - Stable growth at around 6% in 2017-2018
 - Annual global demand growth of 5.3-6.7% is still lower than the 2005-2011 average, and growth will not be uniform across all regions

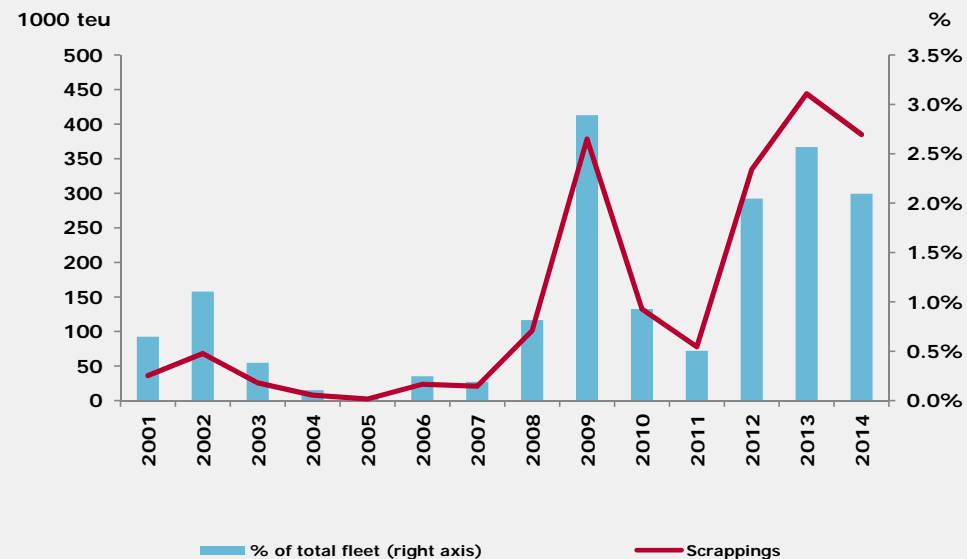
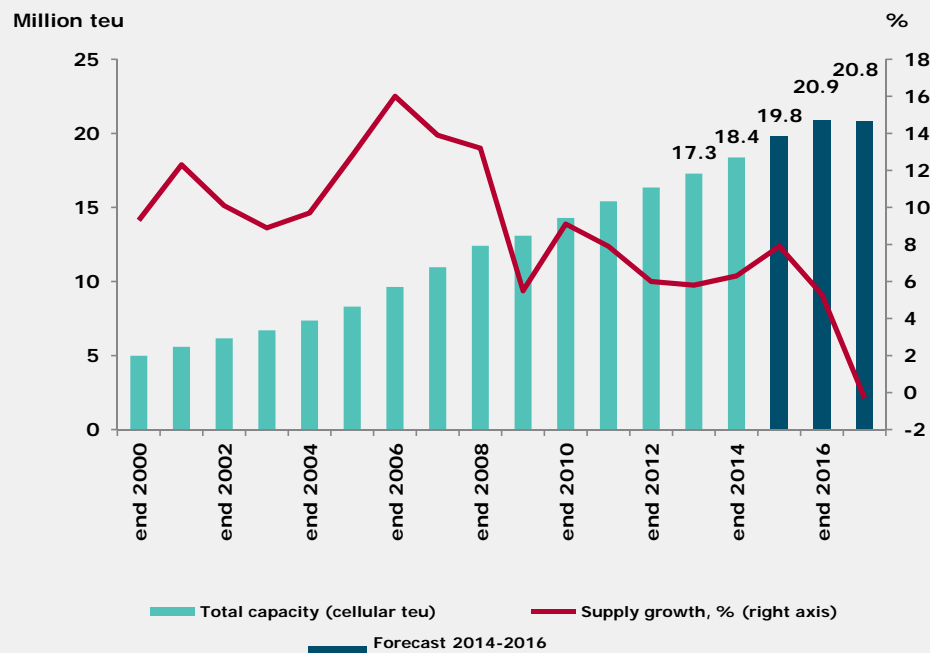
...but 5.3-6.7% growth is still lower than the 2005-2011 average of ~7%



Overcapacity remains a challenge as container capacity has outgrown demand for many years

Container capacity forecasted to grow by 7.9% in 2015 and 5.3% in 2016

...Scrappings continue to be high at ~2% of total fleet



Source: Alpaliner, Clarkson

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TOL LAUT and Domestic Container liner Coverage



Western Range

Central Range

Eastern
Range

INDONESIA TOL LAUT AND GLOBAL TRADE

- **Western Range can be combined with International existing hubs and more efficient routes**
- **Competitive (lower) logistics cost alongside other countries in the ASEAN region should lead to more volume growth**
- **Opportunities for other ports outside Java to open international direct calls (Central Range) with more efficient network coverage**
- **Additional investments in port upgrade means better infrastructure which translates to bigger vessels and more efficiency**
- **Possibility of cheaper imports which can results to trade deficit but also to higher exports**
- **Opening for new export business from the Eastern Range**

MARITIME VISION – specifically translated to cover

- **Cabotage and its effectiveness**
- **Illegal fishing and its impact on the seafood industry**
- **Lengthy dwelling time in ports – who are the real culprits?**
- **Ship building – which special types does Indonesia have competitiveness in?**
- **Professional sailors – why can the Philippines have 350,000?**
- **Ro/Ro – Land and Sea transport efficiency**
- **Containerization and conversion from “prahu”**
- **Port developments and coordination**
- **Simplification of rules and regulations (National Single Window truly on-line?)**

A safe place in difficult times

For many customers, building a strong and smooth supply chain means building long term relationships. That's why you spend a lot of time and resources negotiating yearly contracts.

The current economic situation has, however, forced many of your suppliers to focus more on the short term and less on the long term.

For Maersk Line, it's different. Our customer focus has never been sharper.

A financially stable partner to serve you for years to come

Our financial stability provides reduced risk and a healthy foundation for long-term business relationships with customers. Maersk Line's solid financial record shows that we are well-prepared for both challenges and opportunities as they arise and will be able to service customers for the coming years.

A safe place means

- Peace of mind
- The opportunity to build long term relationships with us

Why Maersk Line is financially safe

We're part of a group of diverse companies. In difficult times for the shipping industry, we're backed by the high returns gained through our sister companies in, i.e. oil and gas

