

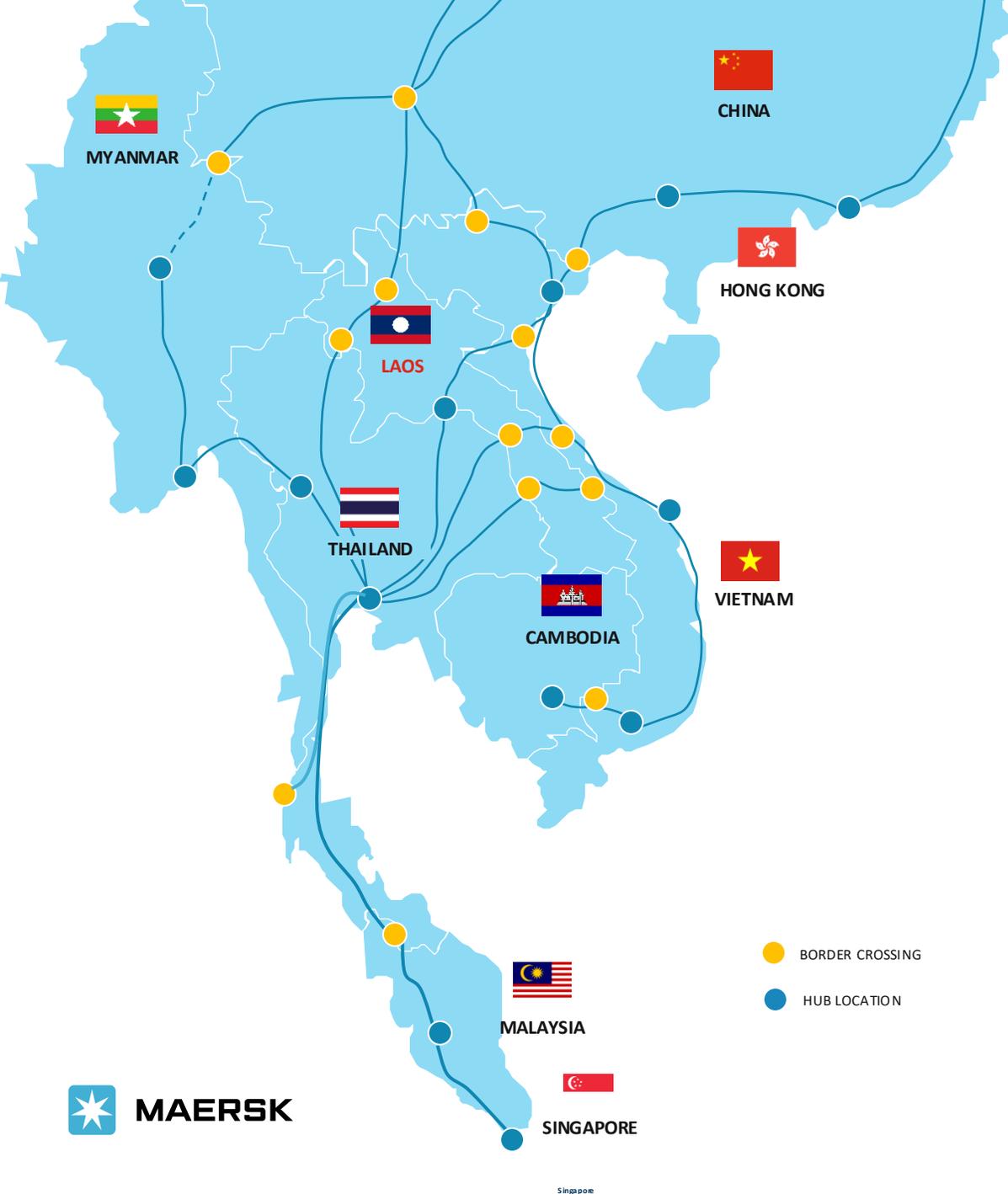
Cross Border Trucking

Seamless transport from origin to destination



MAERSK

ALL THE WAY



Cross Border Trucking

Secure and flexible delivery to connecting people & cities across ASEAN with full visibility & highest security compliance for secure door-step delivery

- Cross-border trucking solutions for transit cargo across Mekong, South-East Asia and China
- Comprehensive offerings including different door-to-door services options and business contingency planning
- Dedicated customer service & operations for end-to-end shipment handling, customs brokerage expertise in-house

Addition service offerings:

- Integrate barge & rail connections (VN – CN / KH – VN vv.) as Business Continuity Plan
- Own equipment reefer operations
- CCTV inside container tracing
- E-locks
- Escort services
- Air suspension truck
- LTL door-to-door solutions

We have listened to your needs for **Cross Border Transportation** in Asia and built our **Value Proposition** around this



"I need choice of service levels based on the transit time required and coverage from all my suppliers and /or to all my customers in surrounding countries in Asia"



"I need my products delivered as promised. Not only in normal times but also during peak periods"



"I need real-time, end-to-end visibility to take action with my deliveries if needed."



"I need a partner who understands the specific requirements for the corridors that I import from/ export to, and ensures compliance to regulations"



"I need a provider who can help me to reduce the carbon emission levels of our supply chain"

Maersk Cross Border Transportation Services

Seamless Transport From Origin To Destination



- »» Coverage between all main cities and ports in China, Vietnam, Laos, Thailand, Cambodia, Myanmar, Malaysia, Singapore

- Full suite of cross border services
- »» covering FTLs (Full Truckloads, network, multi-modal and specialized solutions

- Complementary service to our
- »» Ocean & Air products



- »» Reliability of our service be measured using a range of KPIs
- »» Capacity available to meet your needs
- »» Stringent safety & security standards
- »» Standard Operation Procedures in place



- »» Milestone tracking for all customers with the advanced shipment notifications
- »» E-POD/Scanned POD available to customers on the day of delivery



- »» An experience & knowledgeable Cross Border Service team is working to deliver your cargo as promised
- »» Single point of contact to manage the shipments end-to-end
- »» 20,000 cross border FTL/year

Maersk Cross Border Transportation Services

Carrier and Equipment Management



- Integrated equipment management end to end as part of the standard offering, including Maersk FTL on selected corridors
- Selected vendor pool with long term relationship driven by strong service KPI agreements & regular reviews
- Focus on quality of service, safety and environmental impact
- FTL equipment specification:

40" High Container

Inner Dimensions: 12x2.3x2.5 Meters
Payload: 60 cbm



45" High Container

Inner Dimensions: 13.5x2.3x2.5 Meters
Payload: 70 cbm



Maersk Cross Border Transportation Services

FTL transit time comparison



- >>> Complementary solution providing a transit time advantage to ocean operations
- >>> Alternative to airfreight on selected routing
- >>> Departure day is day 0 and transit time as **indications depending on customs** clearance and external factors (traffic, weather)

From \ To	Singapore	Malaysia	Thailand	Laos	Cambodia	Vietnam	China
Singapore	Same day	1 day	3 day	4 day	5 day	6 day	7 day
Malaysia	1 day	Same day	2 day	3 day	4 day	5 day	6 day
Thailand	3 day	2 day	Same day	1 day	2 day	3 day	4 day
Laos	4 day	3 day	1 day	Same day	3 day	2 day	4 day
Cambodia	5 day	4 day	2 day	3 day	Same day	2 day	6 day
Vietnam	6 day	5 day	3 day	2 day	2 day	Same day	3-5 day
China	7 day	6 day	4 day	4 day	5 day	3 –5 day	Same day

Durian Express shipment from Thailand to China



CUSTOMER PROFILE



Cross Border Transportation with Maersk reefer container for Durian cargo from Thailand to China

NETWORK COVERAGE



- Origin: Chanthaburi, Rayong & Chumphon, Thailand
- Destination: Pingxiang, China via Road and Kunming, China via China-Laos Railway
- Shipment: 1,100 FTL

SERVICE SCOPE



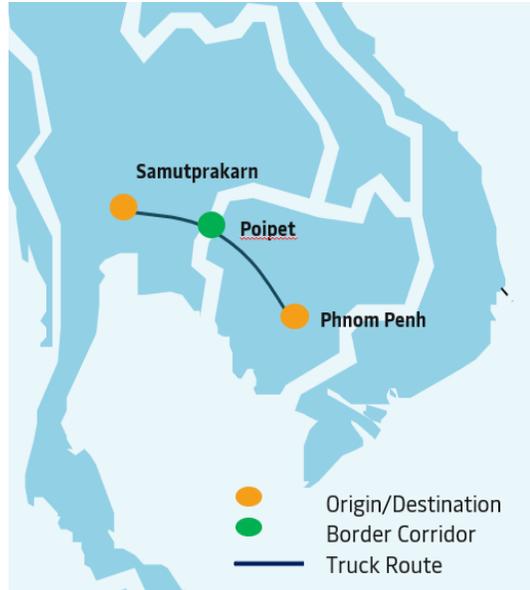
- Transportation mode: Road / Rail
- Lead time: 5 days
- Equipment type: Maersk 40 HC reefer
- Service: Transportation bundling with export and import customs clearance services from Thailand to Pingxiang, China via road and to Kunming, China via China-Laos Railway

DELIVERED VALUE



- Multiple options for flexible and reliable alternatives for cross border rail and cross border truck
- Maersk reefer equipment with less-than-5-year ages to utilize and to secure fresh air ventilation and stable temperature control.
- Option to customers for real-time temperature monitoring and Maersk Cargo Insurance is available

Leading Cambodian retailer of beverages choose Maersk for their containerized deliveries from Thailand to Cambodia



CUSTOMER PROFILE



Customer is the large trader for beverage cargo import from Thailand to Cambodia

NETWORK COVERAGE



- Origin : Samutprakarn, Thailand
- Destination : Phnom Penh city & other provinces, Cambodia
- Shipment : 700+ FTL per month

SERVICE SCOPE



- Transportation mode: Road
- Lead time: 5 days
- Equipment type: 40 FT
- Service: Transportation bundling with export and import customs clearance services to pick up the cargo from Thailand and transport by cross border truck via Aranyaprathet border Thailand & Poi Pet border, Cambodia to deliver the cargo to Phnom Penh City and other provinces

DELIVERED VALUE



- Large equipment and truck pool to handle 700+ FTL per month
- Flexible truck plan and schedule based on the customer demand
- Dedicated operation team to handle and monitor

Leading tyre manufacturer choose Maersk for their containerized deliveries from Thailand to Malaysia



CUSTOMER PROFILE



Customer is the leading tyre manufacturer

NETWORK COVERAGE



- Origin: Chonburi, Thailand
- Destination: Shah Alam, Malaysia
- Shipment: 50+ FTL per month

SERVICE SCOPE



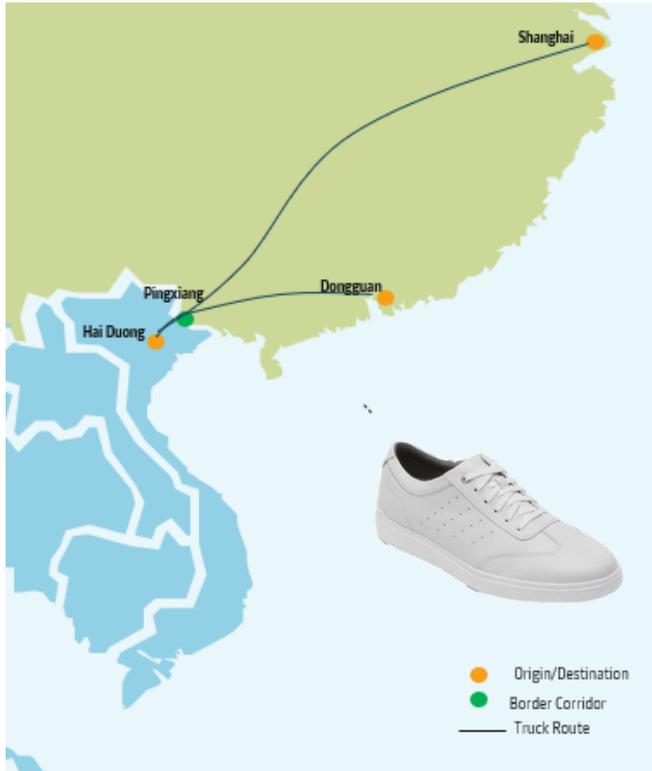
- Transportation mode: Road / Rail
- Lead time: 3 days from Maersk Warehouses: Phnom Penh to Ho Chi Minh city; 5 days to Ha Noi Rail Station
- Equipment type: 40FT
- Service: Cross Border truck transportation from Maersk Cambodia warehouse to Maersk Warehouse in Ho Chi Minh City and to Ha Noi rail hub station

DELIVERED VALUE



- Intermodal solution to combine cross border trucks & cross border rail
- Strong consulting for transit documents via borders
- Flexible truck plan and schedule based on the customer demand

Leading electronic components manufacturer choose Maersk for their containerized deliveries from Vietnam to China



CUSTOMER PROFILE



Customer is the largest sportswear manufacturer in Europe with numerous manufacturing plants/vendors in Asia and is exported around the world

NETWORK COVERAGE



- Origin: Maersk Phnom Penh Warehouse
- Destination: Maersk Ho Chi Minh Warehouse & Ha Noi Rail Station
- Shipment: ~10 FTL/month

SERVICE SCOPE



- Transportation mode: Road / Rail
- Lead time: 3 days from Maersk Warehouses: Phnom Penh to Ho Chi Minh city; 5 days to Ha Noi Rail Station
- Equipment type: 40FT
- Service: Cross Border truck transportation from Maersk Cambodia warehouse to Maersk Warehouse in Ho Chi Minh City and to Ha Noi rail hub station

DELIVERED VALUE



- Intermodal solution to combine cross border trucks & cross border rail
- Strong consulting for transit documents via borders
- Flexible truck plan and schedule based on the customer demand

Leading electronic components manufacturer choose Maersk for their containerized deliveries from Vietnam to China



CUSTOMER PROFILE



Customer is the large manufacturer for electronic components in Asia

NETWORK COVERAGE



- Origin: Hai Duong, Viet Nam
- Destination: Dongguan, China
- Shipment: ~20 FTL/month

SERVICE SCOPE



- Transportation mode: Road
- Lead time: 3 days to Dongguan
- Equipment type: 45 FT
- Service: Transportation bundling with export and import customs clearance service to pick up the cargo from Vietnam and transport by cross border truck via Huu Nghi border in Vietnam & Pingxiang border, China to deliver the cargo to factories in China

DELIVERED VALUE



- Flexible truck plan and schedule up to the customer demand
- Dedicated operation team and custom specialist to handle and monitor
- Fixed delivery transit time at 3 days



Thank you



MAERSK



MAERSK

ALL THE WAY