



Damco Air and LCL Product Integration into A.P. Moller – Maersk

1 September 2020

Dear valued customer,

Your business is at the heart of everything we do. Any decisions to evolve our products and services is based on delivering you, our customer with a seamless and connected service that will enable your business to grow.

With the above in mind, we are today announcing a significant step towards offering you, our customer access to a varied suite of products and services under one roof.

As of 1 October, Damco will be further integrated into Maersk, adding its Air freight and Less than Container Load (LCL) products to the Maersk portfolio. The multi-carrier Ocean freight option will no longer be offered. We will do our utmost to assist our current NVOCC customers by carefully transitioning them to an alternative product within the Maersk portfolio.

What does this mean for you as our customer?

Where we are providing you with an Air or LCL service, we will continue to service you in accordance with our existing relationship. These products and services will continue to be provided and invoiced by the same legal entities as today. You will shortly be contacted by your new Sales Account Owner who will ensure that you experience a smooth transition.

Where we are providing you with an FCL and or NVOCC multi carrier service, we will work with you to find an alternative solution within the Maersk product portfolio to ensure that you stay ahead. You will shortly be contacted by a Sales Account Owner to discuss your requirements and the next steps.

Our staff are fully prepared and committed to ensuring that your business will be taken care of throughout this transition with grace and care.

What benefits will this bring to our customers?

In making this change you will have more access to a varied suite of products and services through one partner and managing your logistics flows will become connected and simplified.

It will also ensure that you have a single point of contact for your supply chain needs, with fewer handovers and a faster decision-making process that will enable your supply chain flow to run more effectively and reliably.



What can you expect to happen over the next few weeks?

Over the coming days we will be staying close to you and are fully committed to transitioning your business into Maersk with integrity and professionalism.

You can read more on this update and access customer questions and answers [here](#).

Kind regards

A handwritten signature in black ink, appearing to read 'Saskia Groen In't Woud', written in a cursive style.

Saskia Groen In't Woud,
Damco, Chief Executive Officer