

Wednesday, 19 September 2018

Dear customer,

As announced this morning, Maersk Line's ocean product, Damco's supply chain services and their respective value-added services (VAS) will be combined as Maersk products and services. What this means for the Damco brand is that Damco Freight Forwarding will continue to be run as a separate, independent business so that our customers are able to access a strong, fit for purpose, Global Freight Forwarder.

A better customer experience, designed to meet your needs

Given the rapid changes in our industry, being positioned separately enables us to focus on your core needs, and deliver the service and expertise that keeps your cargo moving. As such, these are the key changes that will take effect as of Tuesday, 1 January 2019:

- Damco's freight forwarding business, which serves our customers requiring air freight and/or multi-carrier options in ocean freight, will continue to be run as a separate independent business under the Damco Freight Forwarding brand
- Damco Freight Forwarding will have a new CEO, Saskia Groen-in't-Woud, currently the Damco Global Chief Operating Officer. Her leadership team includes:
 - Mark Cooper CEO Americas & Global CCO
 - Mike Fang CEO APAC (incl. NTS)
 - John Klompers CEO EMEA & Global Product Head Air and Ocean
 - Martin Ring Global COO
 - Arjan Oudshoorn Head of Finance
 - Charlotte Delran Head of Marketing
 - Anton Ketelaars Head of Human Resources
- The mandate of the team is to ensure Damco Freight Forwarding customers' cargo keeps moving with great service

Between now and then, the Damco brand will continue to support our customers and maintain strong service delivery.

Connecting your business to the world

The world is becoming increasingly connected. Damco Freight Forwarding will continue to use our expertise, personal relationships and networks, and industry knowledge to ensure your business is well supported and serviced.

You may have questions about what these changes mean for you day-to-day. Please expect that in the coming week or two, you will hear from your Damco sales representative, who will discuss these with you personally.

You may also receive a similar message from the TWILL team or from Maersk - this is because you are a customer that matters, and is valued by all of us!

Thank you for your understanding and for being part of this change. It will be a strong step towards our continued partnership together.

Kind regards,



Klaus Rud Sejling

CEO Damco



Saskia Groen-in't-Woud

Global COO