

Lifting standards
in the port industry

How APM Terminals' Hubs support the Gemini cooperation through digital integration



Karina Kjeldsen

Senior Programme Leader Hub Integration

APM Terminals

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APM TERMINALS
Lifting Global Trade

The Gemini Cooperation



The partnership will cover the main East-West Trades and offer 26 mainline services.

It will be centered around 12 key hubs, including 10 owned and/or controlled terminals.

Additionally, there will be 32 dedicated regional shuttle services connecting these key hubs to major ports.



The combined fleet will consist of approximately 290 modern and efficient vessels with an overall standing capacity of 3.4 million TEU.

Many of these vessels are ready to adopt cleaner fuels.

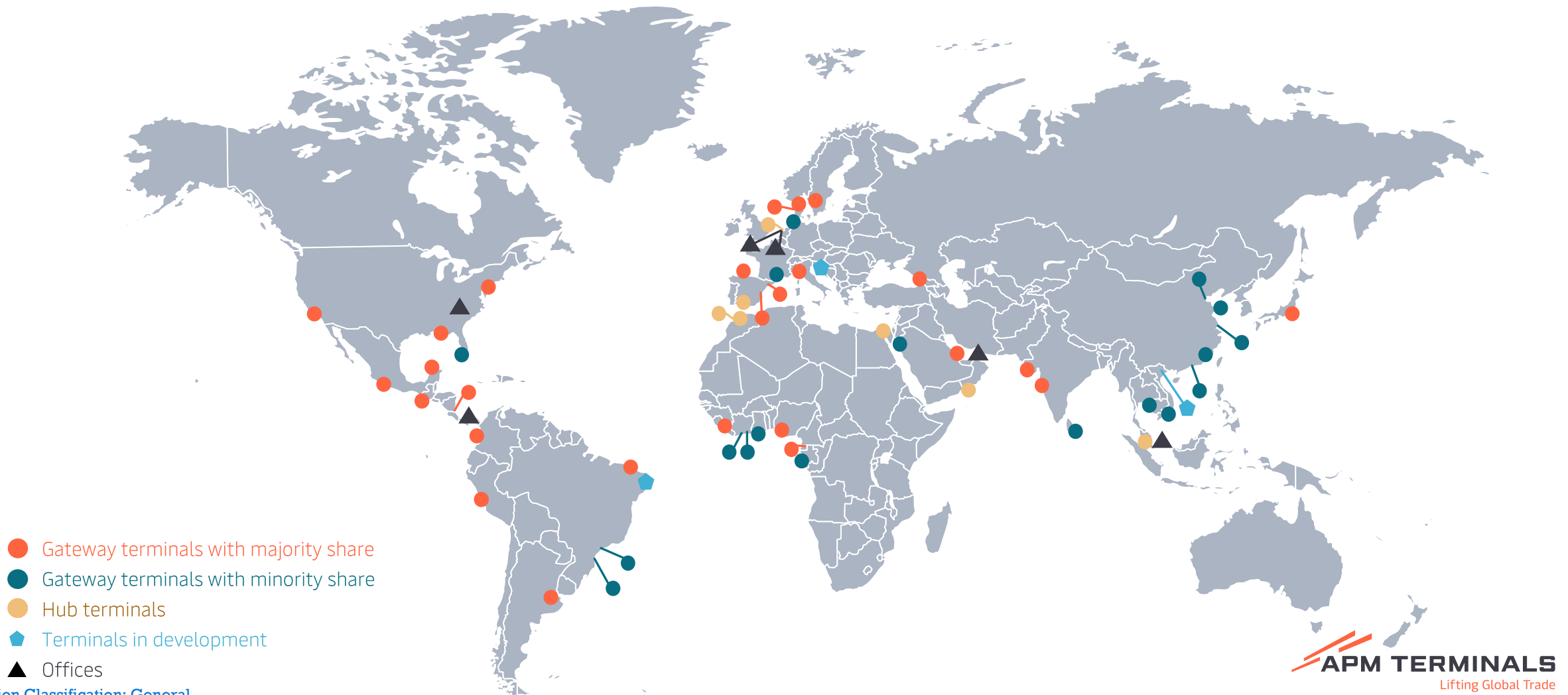


Industry-leading schedule reliability (targeting >90% once fully implemented) for higher on-time delivery.

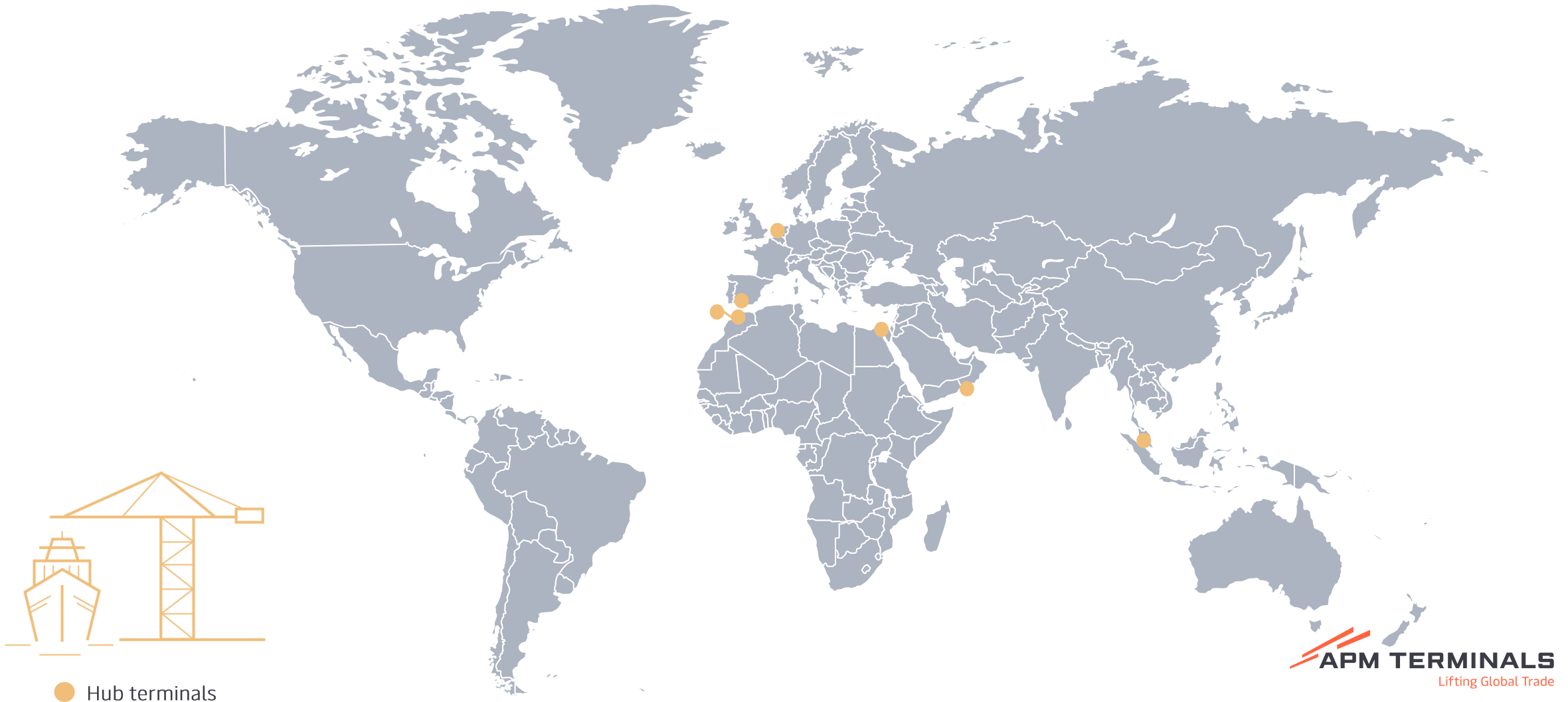
Excellent network coverage with efficient connections and competitive transit times.

The ambition of
APM Terminals is to
be the world's best
terminal company.
We plan to achieve
this by constantly
lifting the standard
of our customers'
experience...

...at each of our
60 key locations across the globe.



We are leveraging our ability to lift the standards in **APM Terminals' hubs**, for the Gemini cooperation.



The existing proof points of why the hubs can make Gemini a success



Operational excellence

Over the last two years, APM Terminals has successfully reduced average vessel stay times by 15-20%.



Significant investment in hub capacity

To meet the needs of the new network, APM Terminals is increasing the capacity of these hubs by 30%.



Integrated planning

Over the past 4 years we have increased the integration of people, processes, and systems across Maersk and APM Terminals for improved planning



Super charging the journey to further support the Gemini cooperation

We are building on the existing success and doubling down on our developments to ensure readiness for the start in February 2025.

1

Operational Excellence

Continue our journey on operational excellence using our LEAN principles.

2

Integrated processes

Ensuring the processes are agreed and aligned across Maersk, Hapag-Lloyd and APM Terminals.

3

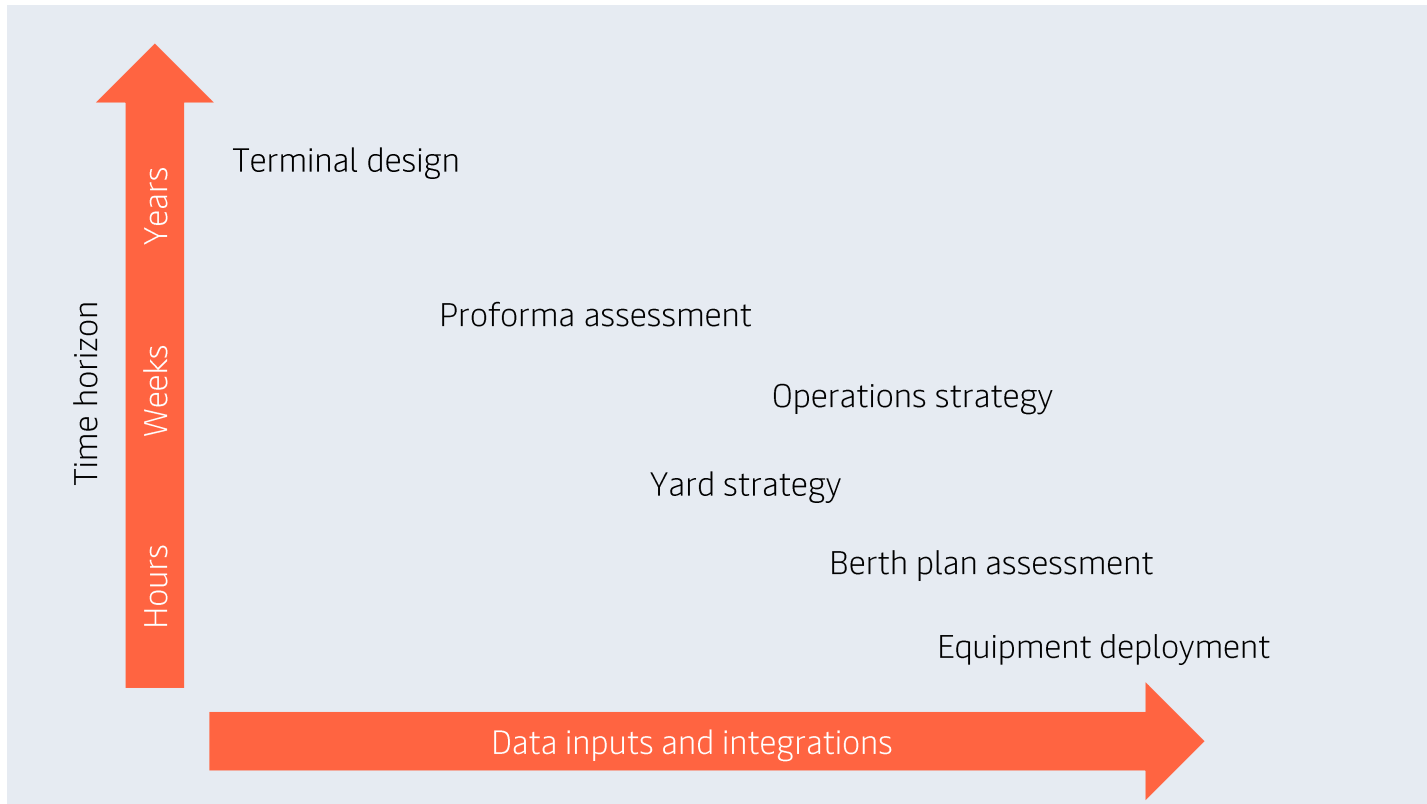
Integration of data and systems

To support the execution of the new processes and way of operating we are extending our existing systems and building new to cater for Gemini.

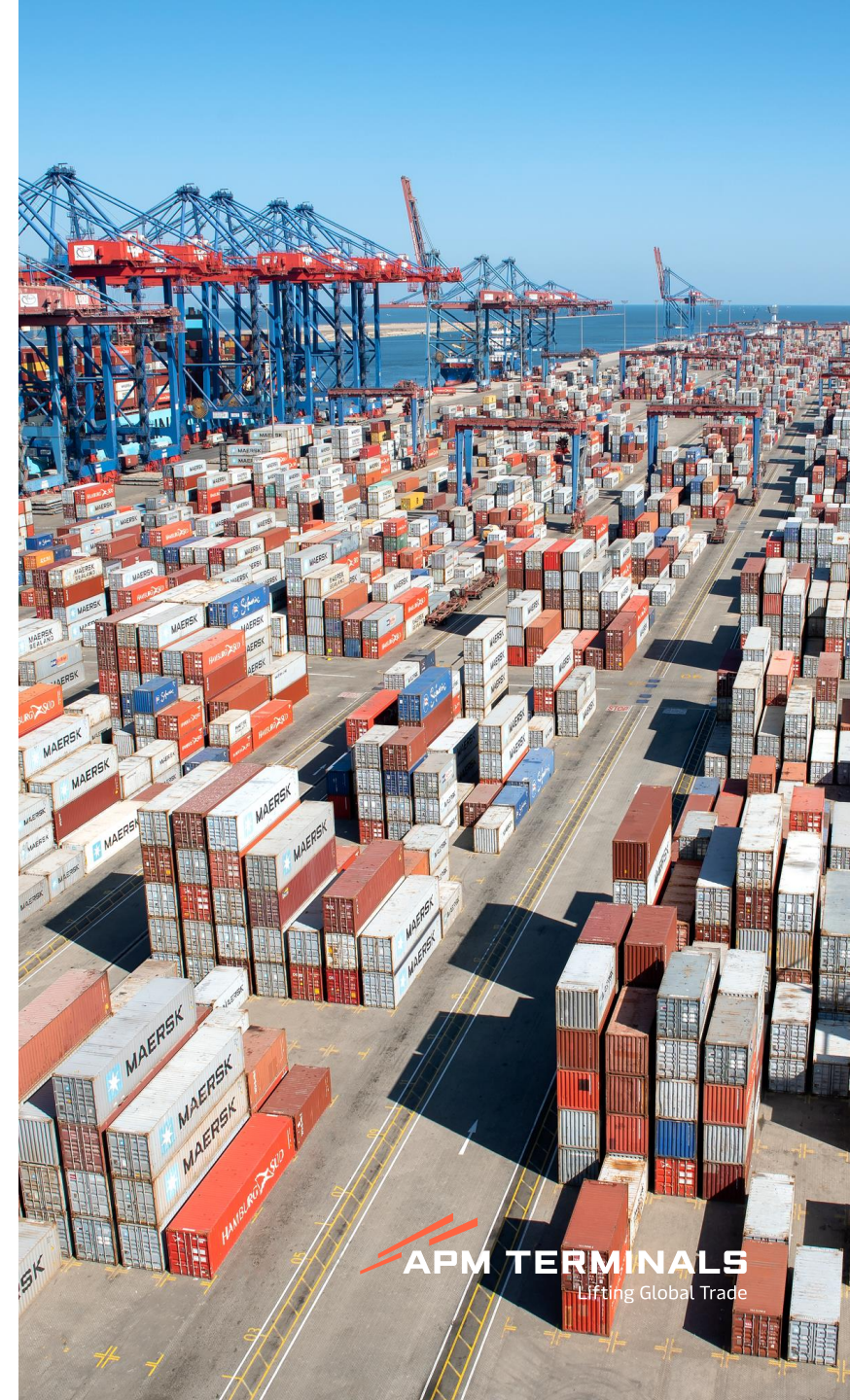


Digital twins

A digital twin is a virtual representation or digital counterpart of a physical object, system, or process.



The focus is on creating a virtual replica of a physical system for simulation and analysis purposes.



Proforma assessment using a digital twin



Our digital twin allows us to evaluate the quality of the proformas from a hub perspective. This means using a data driven approach to provide quality feedback and insights.



The required data includes shipping line and terminal information.



For the customers, this capability ensures a resilient network design with high reliability. In addition, it ensures faster response time to contingencies.



Berth plan assessment using a digital twin



Our digital twin allows us to evaluate the proposed berth plan from a terminal perspective. This means using a data driven approach to improve the overall berth plan.



The required data includes **detailed** shipping line and terminal information.



For the customers, this capability ensures a more resilient berth plan.



Optimized berth planning



Within our berth planning tool, we have placed an optimization that finds the best berth plan.



Trade off between shipping line priorities and terminal priorities for a collective best outcome.



Consistent decision making focused on delivering to the customer.



Data sharing considerations



Value versus risk

Ensure that the value that can be generated across the partners outweigh the risks related to sharing data.



Safeguarding data

Ensure we safeguard the data that is given to us and ensuring that those with whom we share data does the same.



Legal compliance

Ensure we and our partners are always legally compliant.



A man wearing a white hard hat with the APM Terminals logo and a high-visibility yellow vest is looking upwards. The background shows a port facility with many stacked shipping containers in various colors (red, blue, yellow, green) and some industrial equipment. The scene is slightly hazy, suggesting a distant or elevated view of the port.

There are many of opportunities for improving the performance of terminals and shipping lines through the integration of data and by using the shared data to build even better systems.

This is what APM Terminals is doing to make Gemini a success.

