

ONE launches West India North America (WIN) Service to enhance connectivity in India

Customer Advisory # MUM/2023-2024/418

27th November 2023

Dear Valued Customers,

Ocean Network Express (ONE) is proud to announce the new West India North America (WIN) service which connects India's west coast and the United States east coast to further enhance ONE's services in the India subcontinental market.

India has been playing an increasingly important role in world trade, with an export volume of approximately 453 billion USD for merchandise trade with an annual growth rate of 15% in 2022, according to World Trade Outlook and Statistics published by World Trade Organisation. ONE India was established right at the beginning back in 2018 and have since built a network of 25 offices with 410 employees by 2022. As of November 2023, ONE provides 22 weekly services which collectively covers 11 ports in India. Please refer to the [service map](#) for more information.

The new WIN service will offer a weekly route from Hazira, Nhava Sheva, Mundra to New York, Norfolk, Savannah, Charleston. The service will also call at Damietta, Algeciras, Jeddah, which offers further connection to Mediterranean destinations in combination with other services.

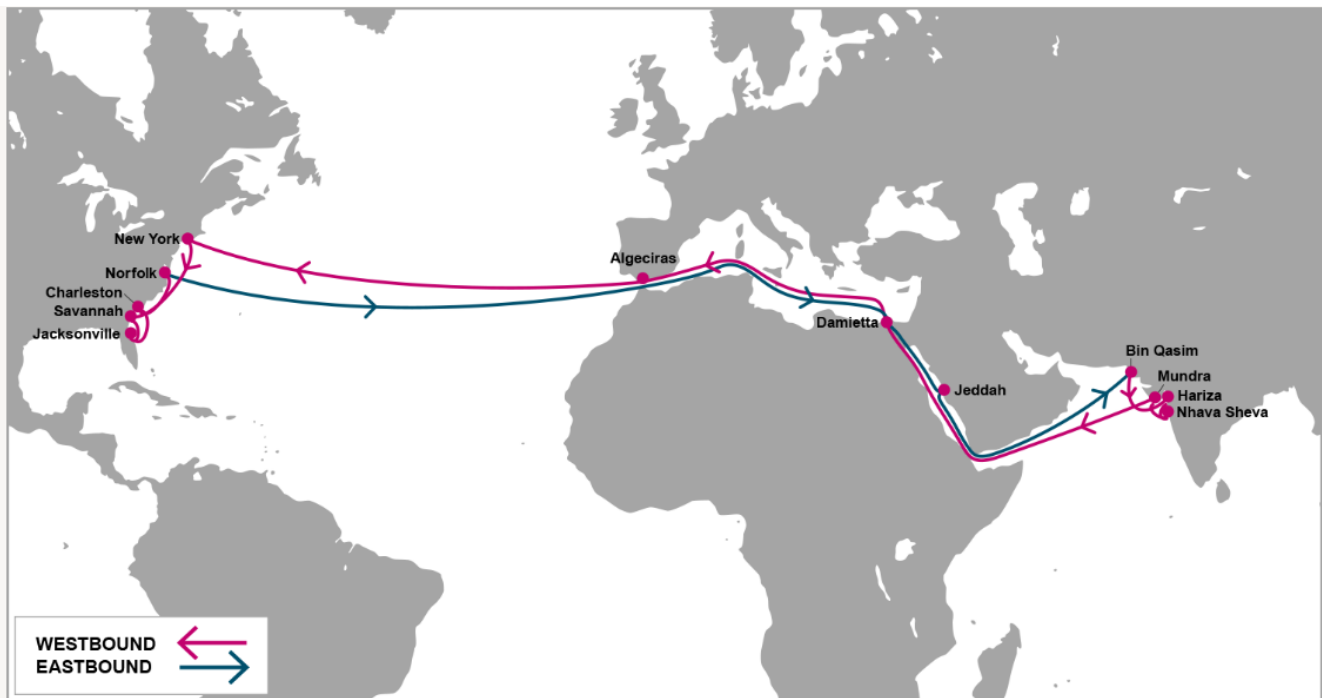
The new service will be operated by a fleet of nine vessels, all of which are operated by ONE. The independent nature of the WIN will provide reliability and flexibility to our valued customers.



"At ONE, we have been committed to the India market since day one, and the new WIN is another milestone for our business." Apramapar Singh, General Manager of India Marketing in ONE India talked about the uniqueness of the new service. "Hazira container terminal is a gateway to the industrially vibrant belt of South Gujarat, North Maharashtra and Central India. The main commodities include FMCG (fast moving consumer goods) such as electronics, perishables such as foodstuff and retail goods including textile and apparel. Furthermore, chemical moving between these two countries will benefit from the direct and increased capacity. ONE's new WIN will provide customers in this region with a fast and direct service to meet their needs for on-time delivery to and from North America."



Zach Connors, Senior Director and Head of Sales of ONE North America said.” At ONE, we strive to embrace and support our customers' growth patterns. The rapid move of so many toward India is ripe for collaboration; our new WIN service is a flexible and dynamic product, designed to catalyze development of the India-North America market and beyond. Enhanced access to additional growing economies along this new route, by direct call and transshipment, will provide even further value to ONE's partners in their pursuit of supplier/buyer diversification.”



Service rotation

Bin Qasim – Hazira – Nhava Sheva – Mundra – Damietta – Algeciras – New York – Savannah – Jacksonville – Charleston – Norfolk – Damietta – Jeddah – Bin Qasim

Commencement of service will be May 2024, with details to be announced separately. For more information, please kindly reach out to your ONE sales representative.

About Ocean Network Express (ONE)

Ocean Network Express (ONE) was incepted on July 7, 2017 following the liner service integrations of Kawasaki Kisen Kaisha (“K” LINE), Mitsui O.S.K. Lines (MOL) and Nippon Yusen Kaisha (NYK). The new entity functions from its global headquarter in Singapore, supported by regional headquarters in Hong Kong, Singapore, the United Kingdom, the United States and Brazil. Operating more than 220 vessels, it offers an expeditious and a reliable international network of over 170 services to 120

countries and beyond. ONE is the world's sixth largest container carrier with a fleet size of approximately 1.69 million TEU. ONE is a member of THE Alliance (THEA), a global ocean carrier consortium.

For more information, please visit www.one-line.com

For, Ocean Network Express(India) Private Ltd.

Authorized Signatory