PRESS RELEASE

FreightHub integrates Maersk Spot: Customers book and secure container space online and in real-time on the FreightHub platform

- FreightHub continues to pioneer digital freight forwarding as it integrates its customer-facing booking portal with “Maersk Spot” from A.P. Møller - Maersk, a digital product that has already grown in the past six months to cover one quarter of Maersk spot volumes.
- Shippers receive dynamic quotes and book guaranteed container capacity online at a fixed price

Berlin, 19th of December 2019 – With one of the industry’s first product integrations, the digital freight forwarder FreightHub now offers shippers to quote and directly book guaranteed capacity on a vessel online at a fixed price through Maersk Spot. This provides companies of all sizes with completely new booking opportunities and optimizes their customer experience through the seamless integration and digital product offering of both Maersk and FreightHub. Introduced in June 2019, Maersk Spot has gained a strong momentum in the past six months, growing to currently cover one quarter of the company’s short-term (spot) volumes.

Year-round, and especially during the peak season before Christmas, many carriers' vessels are overbooked, leading to delays in container delivery. For some businesses, this could lead to the majority of their stock not being delivered on time in a critical season. Adding to the frustration, with Chinese New Year falling shortly after Christmas and Chinese businesses closing for a period of time, advance orders are placed at the same time, further increasing the demand for space.

Seamless integration of innovative products
As a fully-fledged freight forwarder, FreightHub offers door-to-door transport services for sea, air and rail freight, built on digitized processes – from booking, communication, data exchange and document management to supply chain optimization. The company seeks to make the global transportation process from the manufacturer of the products to its customers as simple and predictable as possible.

Back in 2017, FreightHub’s quotation tool was the first application that offered customers a real-time booking opportunity for door-to-door transports. Maersk Spot is dynamically priced on available capacity and comes with Maersk’s commitment to load and ensure certainty in operational execution. Through the new combination of Maersk Spot's dynamic prices and guaranteed loading with FreightHub’s booking tool and door-to-door services, customers can search for available container space and book confirmed door-to-door transports within seconds.

Digitalization of global supply chains in just one place: direct access to Maersk Spot integrated with FreightHub’s additional offering
“FreightHub combines operational excellence and state of the art technology with the goal to provide the most seamless and reliable service to ship products from A to B. Maersk Spot is a revolutionary building block for next generation sea freight supply chains. It is a great achievement that Maersk and FreightHub can now offer guaranteed service with just a few clicks,” says Erik Muttersbach, co-founder and CTO of FreightHub.

Johan Sigsgaard, Head of Europe Trade Management, A.P. Moeller - Maersk, adds: “Through this combined offering, customers get direct access to the benefits of Maersk Spot ocean transports integrated with FreightHub’s additional offerings. Maersk Spot radically simplifies the buying experience and we are very pleased with the reception so far – it shows the potential of digital products in terms of delivering value and a better customer experience.”

In May 2019, Maersk Growth, the corporate venture arm of A.P. Moeller - Maersk, participated in FreightHub’s 30 million US dollars Series B financing round. Maersk Growth’s strategy is to accelerate the future of trade by injecting capital and strategic value adding collaboration into ventures that apply new business models and technologies to transform global transport.

About FreightHub
The FreightHub GmbH was founded in Berlin in 2016 by Ferry Heilemann (CEO), Erik Muttersbach (CTO), Michael Wax (CCO) and Dr. Fabian Heilemann (Chairman of the Advisory Board). FreightHub is Europe's first full digital freight forwarding company. For the first time, customers can handle their global supply chain door-to-door completely in one place: real-time quotes, online booking, live shipment tracking, status updates in the event of changes in the transport plan and individual reporting. The company employs more than 240 employees at nine locations in Berlin, Hamburg, Cologne, Bremen, Porto and Hong Kong, Shanghai, Shenzhen and Ningbo and now works with more than 2,000 customers in the DACH region such as Miele, Viessmann and home24. More information can be found at www.freighthub.com.

About A.P. Moeller - Maersk A/S
A.P. Møller - Mærsk A/S is an integrated container logistics company working to connect and simplify its customers’ supply chains. As the global leader in shipping services, the company operates in 130 countries and employs roughly 76,000 people.

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