

PRESS RELEASE

A.P. Moller - Maersk completes acquisition of Performance Team

- Acquisition positions A.P. Moller - Maersk among North America's leading Warehouse and Distribution providers with 46 warehouses for customers and accelerates the company's regional logistics and services model.
- Performance Team's premium omnichannel fulfillment expertise, e-commerce and inland transportation will be extended to a broader range of customers to enhance the Maersk Warehouse & Distribution network and better addresses customer's needs.

1 April 2020 – Florham Park, New Jersey USA - A.P. Moller - Maersk announces that it has closed its acquisition of Performance Team, a US-based warehousing and distribution company, to further strengthen its capabilities as an integrated container logistics company, offering end-to-end supply chain solutions to its customers.

The addition of Performance Team's engineered solutions and distribution center capabilities to retail, wholesale and direct to consumer services will integrate ideally with Maersk Warehousing & Distribution's regional network of 20+ facilities in the United States and Canada offering logistics solutions, transload, consolidation, e-commerce fulfillment, inland drayage, facility management, yard management and value-added services.

The Warehousing and Distribution Opportunity

The Warehousing & Distribution component of landside supply chains is increasingly the best control valve for the flow of goods to regional distribution centers, stores and consumers as businesses seek to improve their competitiveness, control inventory management and improve the consumer experience. A premium Warehousing & Distribution network clearly creates multiple options in the supply chain with storage in the warehouse and in yards – as well as fulfillment to distribution centers, specific stores, and/or the end consumer.

“Our customers now have the opportunity to add Performance Team's omnichannel fulfillment services into their supply chain to create a hold and flow model customized to their specific needs. This approach to marketplace fluctuations combined with the scope of our Maersk Warehousing & Distribution services, creates added flexibility and winning choices for supply chain managers enabling them to better serve their customers in these challenging times. We believe our logistics strategy is well-positioned to support their end-to-end supply chain solution needs,” said Narin Phol, Regional Managing Director of Maersk in North America.

Maersk is targeting the Warehousing & Distribution component to offer more supply chain options and flexibility to its Ocean customers. The global size of the Warehousing & Distribution sector is estimated at more than USD 200bn and for North America it is USD 50bn.¹ There is a significant

growth opportunity for 3rd party Warehousing & Distribution players as only a small part of the Warehousing & Distribution sector in North America is currently outsourced and e-commerce is growing 12% annually.² Increasingly, retail brands are looking to continue to expand ecommerce sales to reach new customers to complement their store sales.

"A.P. Moller-Maersk's commitment to maintaining what has made Performance Team successful makes this a tremendous opportunity for our customers and our employees. We're excited to win more customers together and offer products based on our combined strengths," said Craig Kaplan, CEO of Performance Team – who remains CEO of Performance Team after the transaction closed.

The transaction has been valued at USD 545m (EV) including IFRS 16 lease liabilities of around USD 225m. Performance Team 2019 EBITDA adjusted for IFRS 16 effects is estimated at USD 90m.

Profile of the combined entity:

	Performance Team	Maersk Warehousing & Distribution North America	Combined business
Sites	24	22	46
Area (Square meters)	800,000	563,000	1,363,000
Turnover (USD million)	525m	406m	931m

¹ 2019 Transport Intelligence report on global contract logistics and e-commerce logistics

² 2019 Transport Intelligence report on global contract logistics and e-commerce logistics

Media contacts:

North America:

Tom Boyd, North America Media Manager, Maersk Inc.

Mail: Thomas.h.boyd@maersk.com

Phone: +1 704 430 3442

International:

Mikkel Linnet, Senior Press Officer, A.P. Moller – Maersk

Mail: Mikkel.Eibek.Linnet@maersk.com

Phone: +45 336 385 15

About A.P. Moller – Maersk:

A.P. Moller - Maersk is an integrated container logistics company working to connect and simplify its customers' supply chains. As a global leader in shipping services, the company operates in 130 countries and employs 80,000 people.

www.Maersk.com

About Performance Team:

Performance Team offers a full suite of e-commerce, retail, wholesale, and omnichannel distribution and transportation services, including dedicated facility management, replenishment, pick and pack, put to store, garment on hanger (GOH), value-added services, retail compliance and drayage.

www.PerformanceTeam.net

Press release photos:

Performance Team warehouse interior.

Executives: Narin Phol Regional Managing Director, Maersk North America

Craig Kaplan, CEO, Performance Team

Cliff Katab, President, Performance Team

Performance Team regional footprint in the US:

US West Coast	Los Angeles (Inland Empire) Los Angeles/Long Beach (Southern California)
US East Coast	New York/New Jersey Miami
US Inland Centers	Dallas/Fort Worth Louisville, Kentucky Shreveport, Louisiana Edgerton, Kansas

Maersk Warehousing & Distribution regional footprint in North America:

West Coast	Los Angeles/Long Beach (Southern California) Oakland, California (4PL) Seattle, Washington Vancouver, Canada
US East Coast	Virginia Georgia New York / New Jersey
US Inland Centers	Elwood, Illinois Bedford Park, Illinois Pasadena, Texas