



NEWS RELEASE

ZIM and HAI AN announce Lotus Link, a new joint venture for domestic and regional shipping services in Vietnam

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HAIFA, Israel, and Haiphong, Vietnam, Feb. 23, 2023 -- **ZIM Integrated Shipping Services Ltd.** and **Hai An Transport and Stevedoring Joint-stock Company** ('HATS'), announced today the launch of Lotus Link, a joint venture to operate domestic shipping services in Vietnam.

Lotus Link brings together the global, regional and domestic expertise and coverage of ZIM and Hai An. The joint venture will serve the major ports in Vietnam (Ho Chi Minh, Danang and Haiphong) as well as satellite provinces and its hinterlands – where currently direct access to international and domestic shipping services is limited – thereby benefiting Vietnamese manufacturers, importers and exporters. As an extension of the shipping services provided to its customers, the joint venture shall also provide landside logistics services such as trucking and customs brokerage services.

HATS, headquartered in Haiphong with offices across Vietnam, is listed on the Ho Chi Minh Stock Exchange. HATS has been actively involved in domestic shipping in Vietnam for over 10 years and is today one of the largest liners in Vietnam. In addition, HATS is engaged in a wide range of marine and logistics related activities including terminal operations, offshore services, shipping agency container depot operations and warehousing.

Mr. Mark Vu, HATS General Director, said, “This is a significant development for both companies. It is especially meaningful for Hai An as it celebrates its 10th anniversary in domestic shipping this year and plans to expand its regional operation. Our JV with ZIM will offer more choices for Vietnam importers and exporters and help save in logistics cost.”

Mr. Abraham Elias, ZIM Vietnam Country Manager, said: “We are extremely pleased to partner Hai An, a key player

in the domestic trade on this milestone venture. With the rapid expansion of manufacturing activities to satellite provinces, this JV provides ZIM with the operational flexibility to extend its reach and expand the scope of services offered to its customers. We hope to support the development of industries by providing valuable access to international markets through ZIM's global coverage."

Lotus Link plans to launch its first service in March, deploying Vietnamese flagged vessels to serve both local and international trades. The new JV is headquartered in Haiphong and headed by Mr. Huy Dang Quang. The Line plans to develop its presence in Ho Chi Minh City and Danang later this year.

About ZIM

Founded in Israel in 1945, ZIM is a leading global container liner shipping company with established operations in 100+ countries serving more than 25,000 customers in over 300 global ports. ZIM leverages digital strategies and a commitment to ESG values to provide customers innovative seaborne transportation and logistics services and exceptional customer experience. ZIM's differentiated global-niche strategy, based on agile fleet management and deployment, covers major trade routes with a focus on select markets where the company holds competitive advantages. Additional information about ZIM is available at www.ZIM.com.

About Hai An

Hai An Transport & Stevedoring operates port and marine transport services including port cargo handling, warehouse leasing and shipping services. The Company was founded in 2009 and is headquartered in Haiphong. For additional information, please see <https://haiants.vn/>

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