

November 11, 2011



## Announcement

### **Maersk to build Latin America's first "reefer" factory**

Santiago, Chile: Maersk Container Industry (MCI) on 11 November announced the construction of a new factory in San Antonio, Chile, to produce refrigerator containers, known as reefers, for Latin America's export boom.

"This is an investment in future world trade," says MCI CEO Peter Nymand.

The factory entails a capital investment of about USD170 million. It will begin operating by the end of 2013 and later reach an output of 40,000 reefer containers and 30,000 reefer machines annually.

"We position our investment on the basis of future world trade flows, and we do so with solid support and cooperation from customers and authorities. This investment is a supplement to our important reefer factory in Qingdao, China, where we are also expanding," Nymand says.

MCI's new factory will create 1,800 jobs in and around San Antonio, and, more broadly, help correct a reefer trade imbalance that disfavors exporters of fresh produce, fish and meat from Western South America.

Each year, tens of thousands of containers are shipped in empty from Asia and elsewhere. After 2013 this shortage will be less acute as MCI starts its local supply of the most durable and energy efficient reefers currently on the market.

"The new factory will produce Maersk's high-tech reefers in a part of the world where exporters have problems gaining access to reefers," Nymand says.

*Facts: Maersk Container Industry (MCI) is a business unit in the A.P. Moller - Maersk Group, a Danish transportation and oil conglomerate with 108,000 employees worldwide ([www.maersk.com](http://www.maersk.com)).*

*MCI has 5,700 employees worldwide and is headquartered in Tinglev, Denmark, home of global sales and R&D. Production takes place at factories in Qingdao, Dongguan, and Huidong, China. Annual output: Reefer containers 41,000; reefer machines 37,000; dry containers 200,000 TEU.*

Press: On November 11 2011, MCI CEO Peter Nymand will be available for e-mail and phone interviews in English.

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**MAERSK**  
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## FAQ - Frequently Asked Questions

### **What is a "reefer"?**

A reefer is an insulated container with a refrigerator attached so the temperature inside the cabin can be held constant, whether the content is frozen or chilled.

This is a must when exporters transport things like food over long distances, be it by vessel or truck.

Maersk Container Industry's containers use high-technology solutions to keep the inside temperature constant even if the outside temperature varies between -40 and +60 degrees Celsius.

### **Why use reefers?**

Reefers offer optimal flexibility, and the global reefer trade is estimated to keep growing despite the economic crisis. In other words, people around the world still want fresh fruit, vegetables, meat, poultry and seafood.

Reefers can easily be loaded on a vessel or a truck. They are optimal for transport if you need to bring a food product from its origin, however remote, to the place where it is consumed.

Reefers may also help small farmers around the world who can ship relatively small consignments compared with bulk transport.

Each year 55 million tonnes of goods are transported as containerized seaborne reefer cargo. The annual growth rate in this trade was 10-11% in 2010-11.

### **What is transported in a reefer?**

Typically citrus fruit like oranges and lemon (7%), bananas (21%), other tropical fruit (5%), dairy produce (2%), deciduous fruit like apples, pears, cherries, more (10%), fish (19%), meat (22%), other (14%).

### **Why does MCI claim to make the most durable and energy efficient reefer containers?**

Numerous tests performed by Maersk Container Industry's customers have shown our containers to be the best in terms of durability and energy efficiency.

Our business model is based on total cost of ownership (TCO), which means we use technology and innovation to continuously build the best reefers as seen over a container's life span of about 15 years.

Put another way: Maersk Container Industry's latest innovation is equivalent to reducing the temperature in our reefers by 8 degrees Celsius without using more energy.

### **How many containers are produced each year by MCI?**

MCI's annual output is 41,000 reefer containers; 37,000 reefer machine units; 200,000 dry containers TEU (One TEU is a standard 20 foot container).

### **How many boxes will be produced at the new factory in Chile? When?**

Production is scheduled to start by the end of 2013. By early 2017, annual capacity is planned to be 40,000 reefers and 30,000 reefer machines.