

■ **General Rate Increase – Far East Westbound**

August 5, 2011

Dear Customer,

We would like to inform you that Hapag-Lloyd will increase rates for all cargoes and all container types from East Asia (**excluding Japan**) to North Europe by

- **USD 250 per TEU** with effect from **September 5, 2011**

East Asia comprises Japan, Republic of Korea, Taiwan, Hong Kong, China (PRC), Macao, Singapore, Malaysia, Indonesia, Thailand, Philippines, Laos, Cambodia, Vietnam, Brunei, and Russian Pacific Ports of Vladivostok and Vostochny.

For further information please contact your local Hapag-Lloyd sales representative.

Kind regards,

Hapag-Lloyd AG