

■ **General Rate Increase – Far East Eastbound**
From North Europe to the Far East and Middle East

January 26, 2012

Dear Customer,

We would like to inform you that Hapag-Lloyd will increase rates for all cargoes and all container types from North Europe to the Far East and Middle East by:

- **USD 100 per TEU** with effect from **February 13, 2012**

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.

Middle East comprises Persian Gulf and Red Sea destinations.

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

Kind regards,

Hapag-Lloyd AG