

■ General Rate Increase – Far East Westbound

January 26, 2012

Dear Customer,

We would like to inform you that effective **March 1, 2012** Hapag-Lloyd will increase the rates on the Far East Westbound trade by:

■ USD 750 per TEU

Applicable for all shipments from East Asia (excluding Japan) to all North Europe and Mediterranean (excluding South and West Africa) destinations.

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.

North Europe comprises North West Continent, the U.K., Scandinavia, Baltic and European ports of Russia.

Mediterranean comprises the West Mediterranean, East Mediterranean, Black Sea and North Africa.

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

Kind regards,

Hapag-Lloyd AG