

■ **General Rate Increase –  
North Europe to Caribbean / South America West Coast**

March 1, 2011

Dear Customer,

We would like to inform you that with effect from **April 1, 2011** Hapag-Lloyd will increase rates for all cargo and all container types from North Europe to Caribbean and South America West Coast by:

- **EUR 100 per TEU**

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

Kind regards,

Hapag-Lloyd AG