

■ Price Announcement USA, Canada and Mexico to Europe

March 1, 2018

Dear Customer,

In a continued effort to provide you with a high level of service and uninterrupted liner services and equipment supply, Hapag-Lloyd announces an increased Ocean Tariff rate for all cargoes for 20' and 40' General Purpose (incl. High Cube Container) as well as 20' and 40' Reefer container on our Atlantic eastbound trade from North America and Mexico to Europe.

Valid for sailings commencing on **April 1, 2018** onwards and until further notice, Hapag-Lloyd's **Ocean Tariff rate from USA, Canada and Mexico to Europe** will be:

■ Standard Container

| From | To | Current base rate level | | New base rate level | | Delta | |
|-------------------|--------------|-------------------------|-----------|---------------------|-----------|-----------|-----------|
| | | USD / 20' | USD / 40' | USD / 20' | USD / 40' | USD / 20' | USD / 40' |
| USA Gulf Coast | North Europe | 4700 | 5800 | 4800 | 5950 | 100 | 150 |
| Canada East Coast | North Europe | 5350 | 6820 | 5400 | 6920 | 50 | 100 |
| Canada West Coast | North Europe | 5510 | 7140 | 5560 | 7240 | 50 | 100 |
| Mexico East Coast | North Europe | 1775 | 1975 | 1825 | 2075 | 50 | 100 |
| Mexico West Coast | North Europe | 1775 | 1925 | 1825 | 2025 | 50 | 100 |

| From | To | Current base rate level | | New base rate level | | Delta | |
|-------------------|---------------|-------------------------|-----------|---------------------|-----------|-----------|-----------|
| | | USD / 20' | USD / 40' | USD / 20' | USD / 40' | USD / 20' | USD / 40' |
| USA Gulf Coast | Mediterranean | 4220 | 5325 | 4320 | 5475 | 100 | 150 |
| Mexico East Coast | Mediterranean | 2525 | 3175 | 2575 | 3275 | 50 | 100 |
| Mexico West Coast | Mediterranean | 2675 | 3275 | 2725 | 3375 | 50 | 100 |

▪ **Reefer Container**

| From | To | Current base rate level | | New base rate level | | Delta | |
|-------------------|--------------|-------------------------|-----------|---------------------|-----------|-----------|-----------|
| | | USD / 20' | USD / 40' | USD / 20' | USD / 40' | USD / 20' | USD / 40' |
| USA Gulf Coast | North Europe | 6600 | 7650 | 6700 | 7800 | 100 | 150 |
| Canada East Coast | North Europe | 4300 | 4900 | 4350 | 5000 | 50 | 100 |
| Canada West Coast | North Europe | 4250 | 4750 | 4300 | 4850 | 50 | 100 |
| Mexico East Coast | North Europe | 4875 | 5225 | 4925 | 5325 | 50 | 100 |
| Mexico West Coast | North Europe | 5025 | 5525 | 5075 | 5625 | 50 | 100 |

| From | To | Current base rate level | | New base rate level | | Delta | |
|-------------------|---------------|-------------------------|-----------|---------------------|-----------|-----------|-----------|
| | | USD / 20' | USD / 40' | USD / 20' | USD / 40' | USD / 20' | USD / 40' |
| USA Gulf Coast | Mediterranean | 6660 | 8095 | 6760 | 8245 | 100 | 150 |
| Mexico East Coast | Mediterranean | 5075 | 5325 | 5125 | 5425 | 50 | 100 |
| Mexico West Coast | Mediterranean | 5225 | 5425 | 5275 | 5525 | 50 | 100 |

For additional port pairs please visit the [Hapag-Lloyd website](#) or contact your nearest Hapag-Lloyd office or local Hapag-Lloyd representative.

These Ocean Tariff rates are subject to the following conditions and surcharges:

- **Validity:** until further notice
- **Scope definition** please click [here](#)
- **Commodity** please click [here](#)
- **Bunker related charges** please click [here](#)
- **Security related charges** please click [here](#)
- **Terminal Handling charges** please click [here](#)
- **Peak Season Surcharge** (if applicable) please click [here](#)

Local charges and **contingency charges** may apply in addition.

Kind regards,

Hapag-Lloyd AG