

■ **General Rate Increase – Far East Eastbound
North Continent and Mediterranean to East Asia**

October 7, 2016

Dear Customer,

In a continued effort to provide you with a high level of service and uninterrupted services and equipment supply Hapag-Lloyd announces an increased FAK (Freight All Kinds) rate for all cargoes for standard container types on eastbound trade from North Continent and Mediterranean to East Asia.

Valid from **November 1, 2016** Hapag-Lloyd's **FAK rate from North Continent**, subject to applicable surcharges will be:

- To East Asia Base Ports: USD 525 per 20'GP and USD 525 per 40'GP / 40'HC
- To Japan Base Ports: USD 750 per 20'GP and USD 825 per 40'GP / 40'HC

Valid from **November 1, 2016** Hapag-Lloyd's **FAK rate from West Mediterranean base ports**, subject to applicable surcharges will be:

- To East Asia Base Ports: USD 150 per 20'GP and USD 150 per 40'GP / 40'HC

Valid from **November 1, 2016** Hapag-Lloyd's **FAK rate from East Mediterranean, Black Sea and North Africa base ports**, subject to applicable surcharges will be:

- To East Asia Base Ports: USD 550 per 20'GP and USD 900 per 40'GP / 40'HC

Foregoing is applicable for all shipments from North Europe and Mediterranean to all East Asia destinations. Out ports will be subject to the prevailing transport additional in Europe and in Asia.

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.

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 office.

Kind regards,

Hapag-Lloyd AG