

■ **General Rate Increase – North Europe to East Coast of South America**

September 30, 2016

Dear Customer,

Due to the continuously worsened unsustainable rate situation on the North Europe to East Coast South America trade, and in an effort to safeguard our extensive and reliable service portfolio for you, we would like to inform you that with effect from **November 1, 2016** Hapag-Lloyd will increase rates for all cargoes and all container types by:

- **EUR 150 per 20' standard container**
- **EUR 250 per 40' standard / high cube container**
- **EUR 200 per 40' reefer / high cube reefer container**

For further information please contact your local Hapag-Lloyd office.

Kind regards,

Hapag-Lloyd AG