

■ General Rate Increase – Mediterranean to East Coast of South America

September 30, 2016

Dear Customer,

Due to the continuously worsened unsustainable rate situation on the Mediterranean 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 275 per 20' standard container**
- **EUR 150 per 20' reefer / high cube reefer container**
- **EUR 550 per 40' standard / high cube container**
- **EUR 300 per 40' reefer / high cube reefer container**

Mediterranean: Algeria, Bulgaria, Croatia, Egypt, Greece, Israel, Italy, Lebanon, Libya, Morocco, Romania, Russia (via Black Sea ports), Serbia, Slovenia, South France (via Fos-Marseille), Tunis, Turkey and Ukraine.

East Coast of South America: Brazil, Paraguay, Uruguay and Argentina.

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

Kind regards,

Hapag-Lloyd AG